



The Appraisal

- 1) Take the lockbox off of the house.
- 2) Meet the appraiser at the home.
- 3) Be prepared with the following items to help support value:
 - a. MLS print out
 - b. Marketing information
 - c. Copy of the purchase and sale agreement
 - d. Information about previous offers
 - e. Area information
 - f. Maps
 - g. Survey
 - h. Plans/specs
 - i. Cost invested for remodel or upgrades
 - j. 3-6 comparables
- 4) Collect the appraiser's business card.
- 5) Send the appraiser a thank you note.

There is nothing in the HVCCs (Home Valuation Code of Conduct) that prevents you as the broker from talking with the appraiser.

Per FNMA a good appraisal will contain, among other things:

- 2 sales from within the past 6 months
- 2 like/kind physical characteristics
- 2 located within 1 mile
- Use both closed and pending sales