



ADJUST YOUR CMA

Common Factors to Consider



SQUARE FOOTAGE

\$35-\$50 per sqft



FULL BATH

\$5,000 to \$10,000



LAND

Site/Zoning: Depends on if it is sub-dividable



DECK

\$7,000 to \$15,000



KITCHEN

\$10,000 to \$30,000



PATIO

\$1,000 to \$5,000



FIREPLACE

\$3,000 to \$5,000



GARAGE

\$5,000 to \$15,000



HALF BATH

\$3,000



OVERALL CONDITION

\$15,000 to \$40,000

FACTORS THAT DO NOT ADD VALUE

Landscaping | Upgraded Appliances | Expensive Fixtures

QUICK TIP: Think like an Appraiser. . . Will this add value or enhance the homes appeal?