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Competitive Market Analysis Adjustment Guide

CMA Adjustments vary from one neighborhood to another and from one price range to another. There is no substitute for the actual extraction of the CMA adjustments from your particular market area.

This adjustment guide is offered as a possible solution for general adjustment values or when equalizing properties to extract significant adjustment values from a market area. These adjustment values are applicable to conforming front-range neighborhoods.

The adjustment values are segregated by price range. The upper portion of the following adjustment summary page reflects maximum estimated values for various components. As adjustment values may vary depending on quality, conditions etc., a sliding scale of adjustment value is offered in the lower section of the adjustment summary page.

Example:

View – Price Range $0-$200,000

The maximum view adjustment of $15,000 reflects the value added for the "best" view in this price range. According to the Standard Ratings scale, the best or "excellent view would receive 100% of this maximum view adjustment ($15,000). If a property has no view feature (typical – average), 0% of the maximum adjustment would be used.

	SUBJECT	**COMP 1**		**COMP 2**	
			Adjustment		***Adjustment***
ITEM					
View	Excellent	Typical-Avg	+15,000	Above Avg	+7,500
Kitchen	Minor Improvement	Full Update	-2,000	Typical-Avg	+2,000

Please defer to your superior market knowledge when determining adjustment values for any specific property or property characteristic. The following are offered as possible adjustment values for your consideration.

We hope that you find this SPOTLIGHT beneficial.

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Price Range ($1,000's)	$0-200,000	$200-$400,000	$400-600,000	$600-800,000	$800-1,000
Location	$ 4,000	$ 8,000	$ 12,000	$ 18,000	$ 25,000
Lot Size/SF Over 25%	$ 2.50	$ 2.50	$ 4.00	$ 6.00	$ 8.00
View	$ 15,000	$ 20,000	$ 30,000	$ 40,000	$ 55,000
Age ($/yr > 5 years)	$ 600	$ 1,200	$ 1,500	$ 2,000	$ 4,000
Condition:Kitchen	$ 8,000	$ 12,000	$ 15,000	$ 25,000	$ 40,000
Cond:Above Grade Baths	$ 2,000	$ 3,000	$ 5,000	$ 8,000	$ 12,000
Condition:Carpet/Paint	$ 5,000	$ 8,000	$ 15,000	$ 25,000	$ 40,000
Condition:Windows	$ 4,000	$ 8,000	$ 15,000	$ 20,000	$ 30,000
Above Grade Baths	$ 3,000	$ 9,000	$ 15,000	$ 20,000	$ 30,000
Gross Living Area/SF Diff	$ 40.00	$ 50.00	$ 60.00	$ 70.00	$ 80.00
Bsmnt: SF	$ 10.00	$ 12.00	$ 15.00	$ 25.00	$ 30.00
Bsmnt: Finished SF	$ 8.00	$ 12.00	$ 18.00	$ 30.00	$ 40.00
Bsmnt: Bath	$ 1,500	$ 3,000	$ 8,000	$ 15,000	$ 25,000
Bsmnt: Accessibility	$ 8,000	$ 12,000	$ 20,000	$ 30,000	$ 50,000
HVAC System	$ 1,500	$ 3,000	$ 5,000	$ 8,000	$ 12,000
Garage	$ 5,000	$ 8,000	$ 12,000	$ 18,000	$ 25,000
Carport	$ 3,000	$ 5,000	$ 8,000	$ 10,000	$ 12,000
Porch	$ 3,000	$ 5,000	$ 8,000	$ 12,000	$ 15,000
Patio	$ 4,000	$ 7,000	$ 10,000	$ 15,000	$ 20,000
Deck	$ 4,000	$ 7,000	$ 12,000	$ 20,000	$ 25,000
Sprinkler System	$ 1,500	$ 3,000	$ 6,000	$ 10,000	$ 12,000

Construction Rating	
Below Average	50%
Average	75%
Good	80%
High	85%
Excellent	100%

Standard Rating (Location, View, Carpet/Paint)	
Below Average	-10%
Typical-Average	0%
Above Average	50%
High	75%
Excellent	100%

Window Rating	
Below Average	-15%
Typical-Average	0%
Above Average	50%
Good	75%
Excellent	100%

Kitchen/Bath Rating	
Typical-Average	0%
Minor Improvements	50%
Partial Update-Low	70%
Partial Update-High	80%
Full Update	100%

Basement Accessibility Rating	
Typical-Interior Stairs	0%
Cellar	-10%
Garden Level-Low	25%
Garden Level-High	50%
Walk-out	100%

Cooling System Rating	
None	0%
Evaporative Cooler	50%
Central Air	100%
Split Zone	125%

Porch/Patio/Deck/Sprinkler Rating	
None	0%
Outdated	50%
Typical-Average	60%
Above Average	75%
New Top Quality	100%

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