

Appraisal Checklist

- Have a list printed out showing any improvements by month/year. For example: "New roof 10/21, New furnace 8/21, New carpet 3/21, New appliances 11/20."
- Have a list of comparable sales that support your sale price. These comps should be within a mile of your property (the closer the better) and less than a year old (the more recent the better). This may seem presumptuous, but humans tend to take the path of least resistance. There's no harm in suggesting comps that make their job easier and support your goal.
- Pull the car out of the garage and make sure things are easy to see and photograph.
- Open all access areas that may be hard to find (Attic, crawl, etc.).
- Keep pets contained and children occupied.
- Make sure the house is clean, decluttered, at a comfortable temperature, and well lit.
- Be nice. No brainer, but you'd be surprised how far this one will go toward helping your cause. Appraisers are people and people like it when they are treated with respect. Offering cookies or a snack has never hurt anyone's cause. Connecting with the appraiser on a human level may be the difference. Appraisals are subjective--to a point--so let that work in your favor.
- Before the appraiser leaves, ask, "I know you are really busy, but do you have any feel for the usual amount of time before we hear anything?" This is a great non-threatening or pressuring way to get a realistic time frame. It also tells you when to really start bugging the lender for the results.