



COMPARABLE MARKET ANALYSIS FOR SETTING VALUES

Prepared by: Agent _____ Phone _____
 Broker _____ Email _____

This Comparable Market Analysis (CMA) worksheet is prepared by the seller of a property, or his agent, to provide an estimate of the value of the seller's property based on the sales price of other similar properties sold within the past few months, each adjusted in price to reflect the dollar valuation of their distinctions from the seller's property. On locating recent sales through the County Records and completing a visual inspection of the comparable sales, note in the column for each comparable property, at any itemized features which is distinguishable from the seller's property, the dollar amount of the adjustment to the comparable property's price by, 1) deducting the dollar value of the feature the comparable property has which the seller's property does not, or, 2) adding the dollar value of the feature the comparable property does not have which the seller's property has.

Date prepared _____, 20_____, by _____ . Application/order # _____.

Features:	Subject property	Comparable No. 1		Comparable No. 2		Comparable No. 3	
Address:							
Proximity to Subject							
Sale Price	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Sale Price/Gross Living Area	\$ _____ per sq. ft.	\$ _____ per sq. ft.	\$ _____ per sq. ft.	\$ _____ per sq. ft.	\$ _____ per sq. ft.	\$ _____ per sq. ft.	\$ _____ per sq. ft.
Data Source							
Verification Source							
1. Sales Information:							
1.1 Date of sale							
1.2 Concessions (sales/financing)							
1.3 Fee simple/ leasehold							
1.4 Age of improvements							
1.5 Special HOA assessments							
1.6 Bonded assessments							
2. VALUE ADJUSTMENT:							
	DESCRIPTION	DESCRIPTION	+(-)\$	DESCRIPTION	+(-)\$	DESCRIPTION	+(-)\$
2.1 Zoning Compliance (nonconforming/ illegal)							
2.2 Easement/ encroachment							
2.3 Use restrictions (CC&Rs)							
2.4 Retrofitting/water conservation							
3. Location/area:							
3.1 Neighborhood trend:							
3.2 Street amenities							
3.3 Lot size/shape							
3.4 Vehicle access							
3.5 Schools/churches /institutions							
3.7 Inside/corner lot							
3.8 Utilities available							
3.9 Environmental hazards/ nuisances							

VALUE ADJUSTMENT	DESCRIPTION	DESCRIPTION	+(-)\$	DESCRIPTION	+(-)\$	DESCRIPTION	+(-)\$
4. Landscaping:							
4.1 Quality							
4.2 Maintenance							
4.3 Soil condition/ drainage							
4.4 Topography							
5. Improvements:							
5.1 Age of improvement							
5.2 Construction type							
5.3 Highest and best use							
5.4 Design/style							
5.5 Energy efficiency							
5.6 Maintenance/ obsolescence							
5.7 Exterior conditions							
5.8 Interior conditions							
5.9 Garage/carpet							
5.10 Central AC/heating							
5.11 Gutters and downspouts							
5.12 Windows/ screens							
6. Livable Space:							
6.1 Gross livable sq. ft.							
6.2 No. of bedrooms							
6.3 No. of baths							
6.4 Kitchen/ appliances							
6.5 Living room							
6.6 Dining room							
6.7 Family room							
6.8 Basement/ storage							
6.9 Attic/access							
7. Amenities:							
7.1 Fireplace/ woodstove							
7.2 Pool							
7.3 Fences							
7.4 Patio/porch/deck							
8. TOTAL Price Adjustment:		<input type="checkbox"/> + <input type="checkbox"/> - \$		<input type="checkbox"/> + <input type="checkbox"/> - \$		<input type="checkbox"/> + <input type="checkbox"/> - \$	
9. Adjusted Price of Each Comparable:			% \$		% \$		% \$
10 Value of Subject Property:	\$						