

Seller Appraisal Prep Sheet

An appraisal isn't just a number - it's a story about how your home stacks up in today's market. While the appraiser is independent, presentation, context, and preparation matter more than most sellers realize. Use this checklist to prep your home and your paperwork so your appraisal reflects its true value.

Step 1: Understand the Appraiser's Perspective

- Comparable Sales (Comps): Recent nearby sales within 6-12 months.
- Condition: Overall maintenance, upgrades, and visible care.
- Market Context: Supply, demand, and local pricing trends.

Your Advantage: You can't control the market, but you can control presentation, documentation, and timing.

Step 2: Prep the Property

- Deep clean and declutter - appraisers take quick photos for their report.
- Touch up paint, replace bulbs, tighten loose handles.
- Ensure all systems (HVAC, plumbing, appliances) work properly.
- Tidy the yard and entryway for curb appeal.

Small repairs add up. A spotless presentation supports your story of consistent care.

Step 3: Gather Supporting Documents

Prepare a simple 'Appraisal Packet' for your agent to share:

- Copies of recent upgrades or renovations (with dates and costs).
- Comparable sales used in your pricing strategy.
- List of energy-efficient or smart home improvements.
- Recent inspection report, if available.
- Neighborhood highlights: schools, developments, or amenities.

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Pro Move: Provide this in a clean folder or PDF. Professional presentation matters.

Step 4: Timing & Presence

- Schedule the appraisal when your home shows best (morning light, quiet atmosphere).
- Ensure pets and family are out during the visit.
- Your agent should attend to share market data and highlight upgrades.

Remember: The appraiser isn't judging taste - they're assessing market data. Help them see your home's full context.

Step 5: After the Appraisal

- If value comes in lower, review the report with your agent.
- Check that all relevant comps and upgrades were included.
- Your agent can request a reconsideration of value if justified.

Pro Tip: Calm confidence wins. Appraisals are data-driven - not personal.

Final Thought

Appraisers measure homes - not emotions. Your preparation ensures the story of your home is told in full and at its best.