

## LandSafe Valuation Services Definition of Appraisal Quality

A quality appraisal conforms to USPAP, is consistent with HUD, Fannie Mae and Freddie Mac guidelines, and includes the following:

1. **Disclosure of all pertinent details** regarding the subject neighborhood, site and improvements that influence market value, such as:
  - a. Neighborhood has any unique characteristics
  - b. Site is larger or smaller than the average, or has a unique configuration
  - c. Improvements are not typical for the market/neighborhood
  - d. Condition of the subject Improvements
  
2. **The best comparables available that bracket the subject property in regard to all significant elements of comparison and are:**
  - a. Verified, analyzed, and accurately reported
  - b. In the same neighborhood as the subject property or reasonably proximate
  - c. Similar in regard to external influences, such as:
    - i. Unique views
    - ii. Proximity to streets, major thoroughfares, airports, or railways
    - iii. Proximity to other property types
    - iv. Any other factors that have a positive or negative influence on value
  - d. Physically similar, considering appropriate elements of comparison such as:
    - i. Style, quality
    - ii. Size, room count
    - iii. General appeal
  - e. Similar in actual and effective age
  - f. Are appropriately adjusted for conditions of sale, such as Seller Concessions and Buyer Incentives.
  - g. Are appropriately adjusted for any differences recognized by the market in a manner consistent with Fannie Mae and Freddie Mac adjustment guidelines, with no significant, unexplained “across-the-board” adjustments, and generally no more than:
    - i. 25% gross adjustments
    - ii. 15% net adjustments
    - iii. 10% line-item adjustments
  
3. **Report exhibits that include:**
  - a. Map of the market area (showing appropriate street level detail) with subject and comparable properties accurately represented
  - b. Sketch of improvements including dimensions of the exterior walls (interior inspection)
  - c. Plans, Specs, and Front Elevation Drawings (if proposed construction)
  - d. Photographs of the subject property, all comparable data presented, and anything that might influence value or marketability, such as:
    - i. Special features or views
    - ii. Interior amenities in luxury homes
    - iii. Deferred maintenance or any notable physical deficiencies
    - iv. Additions, upgrades, and renovations
  
4. **Additional market data required by lender/client such as:**
  - a. Comparable listings
  - b. Comparable pending sales
  - c. Pertinent market or property data from public information sources
  
5. **Data or documentation that not only supports the value opinion, but addresses the marketability of the subject property and results in a credible and more reliable appraisal**
  
6. **A reasonable explanation of why any of the information outlined above is excluded.**