



# COMPARATIVE MARKET ANALYSIS

CMA-CORE

This form recommended, approved AND RESTRICTED to use in the CORE Project of the Pennsylvania Association of Realtors® (PAR).

PROPERTY \_\_\_\_\_

SELLER \_\_\_\_\_

This analysis has not been performed in accordance with the uniform standards of professional appraisal practice which require valuers to act as unbiased, disinterested third parties with impartiality, objectivity and independence and without accommodation of personal interest. It is not to be construed as an appraisal and may not be used as such for any purpose.

DATE:		BROKER:	
PROPERTY ID#:		COMPLETED BY:	
SELLER CONTACT		PHONE #:	
PURPOSE	<input type="checkbox"/> Pre-listing <input type="checkbox"/> Update	FAX #:	
TYPE	<input type="checkbox"/> Interior/Exterior <input type="checkbox"/> Exterior Only	E-MAIL:	

### I. GENERAL MARKET CONDITIONS

Current market condition:	<input type="checkbox"/> Depressed <input type="checkbox"/> Slow <input type="checkbox"/> Stable <input type="checkbox"/> Improving <input type="checkbox"/> Excellent		
Employment conditions:	<input type="checkbox"/> Declining <input type="checkbox"/> Stable <input type="checkbox"/> Increasing		
Market price of this type property has:	<input type="checkbox"/> Remained Stable; or has <input type="checkbox"/> Decreased OR <input type="checkbox"/> Increased by _____ % in the past _____ months.		
Estimated percentages of owner vs. tenants in neighborhood:	_____ % owner/occupants	_____ % tenants	
There is a:	<input type="checkbox"/> Normal supply <input type="checkbox"/> Oversupply <input type="checkbox"/> Shortage of comparable listings in the neighborhood		
Approximate number of comparable units for sale in neighborhood:	_____	No. of boarded or blocked-up homes:	_____
No. of competing listings that are REO, corporate or municipality owned:	_____		

### II. PROPERTY CONDITION

Range of values in the neighborhood:	Low: \$ _____ to High: \$ _____	Normal marketing time in the area is: _____ days
Subject Property is:	<input type="checkbox"/> Over improved <input type="checkbox"/> Under improved <input type="checkbox"/> Appropriately improved	
Are all types of financing available for this property?:	<input type="checkbox"/> Yes <input type="checkbox"/> No    If no, explain _____	
Has the property been on the market in the last 6 months?:	<input type="checkbox"/> Yes <input type="checkbox"/> No    If yes, listed at: \$ _____ (include MLS printout)	
To the best of your knowledge, why did it not sell?	_____	
Unit Type:	<input type="checkbox"/> Single family detached <input type="checkbox"/> Condo <input type="checkbox"/> Co-op <input type="checkbox"/> Mobile home <input type="checkbox"/> Single family attached <input type="checkbox"/> Townhouse <input type="checkbox"/> Modular	
Occupancy Status:	<input type="checkbox"/> Occupied <input checked="" type="checkbox"/> Vacant	Currently boarded up/uninhabitable? <input type="checkbox"/> Yes <input type="checkbox"/> No
Likely sale status:	<input type="checkbox"/> Livable as-is or with cosmetic repairs <input type="checkbox"/> Major repairs necessary <input type="checkbox"/> Total gut/rehab <input type="checkbox"/> Likely teardown	
Likely purchaser:	<input type="checkbox"/> Owner-occupant <input type="checkbox"/> Investor/rehabber <input type="checkbox"/> Developer/builder <input type="checkbox"/> Unknown	

### III. RECOMMENDED REPAIRS (suggested to bring property to average marketable condition for the neighborhood)

	\$ _____		\$ _____
	\$ _____		\$ _____
	\$ _____		\$ _____

GRAND TOTAL FOR ALL RECOMMENDED REPAIRS: \$ \_\_\_\_\_

### IV. SUGGESTED LIST PRICE OF PROPERTY

AS IS \$ _____	REPAIRED \$ _____	QUICK SALE \$ _____
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Property Address: \_\_\_\_\_

Property ID#: \_\_\_\_\_

**V. COMPARATIVE CLOSED SALES**

ITEM	SUBJECT			COMPARABLE #1			COMPARABLE #2			COMPARABLE #3					
Property Address															
Proximity to Subject															
Original List Price				\$			\$			\$					
List Price When Sold				\$			\$			\$					
Sale Price				\$			\$			\$					
Sale Date															
Days on Market															
Seller				<input type="checkbox"/> Owner-occupant <input type="checkbox"/> Investor <input type="checkbox"/> Municipal <input type="checkbox"/> REO/Corporate <input type="checkbox"/> Unknown			<input type="checkbox"/> Owner-occupant <input checked="" type="checkbox"/> Investor <input type="checkbox"/> Municipal <input type="checkbox"/> REO/Corporate <input type="checkbox"/> Unknown			<input type="checkbox"/> Owner-occupant <input type="checkbox"/> Investor <input type="checkbox"/> Municipal <input type="checkbox"/> REO/Corporate <input type="checkbox"/> Unknown					
Buyer Status, if known				<input type="checkbox"/> Owner-occupant <input type="checkbox"/> Investor <input type="checkbox"/> Municipal <input type="checkbox"/> REO/Corporate <input type="checkbox"/> Unknown			<input type="checkbox"/> Owner-occupant <input checked="" type="checkbox"/> Investor <input type="checkbox"/> Municipal <input type="checkbox"/> REO/Corporate <input type="checkbox"/> Unknown			<input checked="" type="checkbox"/> Owner-occupant <input type="checkbox"/> Investor <input checked="" type="checkbox"/> Municipal <input type="checkbox"/> REO/Corporate <input type="checkbox"/> Unknown					
VALUE ADJUSTMENTS	DESCRIPTION			DESCRIPTION			ADJUST (use code)	DESCRIPTION			ADJUST (use code)	DESCRIPTION			ADJUST (use code)
Room Count (above grade)	Total	Bed	Bath	Total	Bed	Bath		Total	Bed	Bath		Total	Bed	Bath	
Gross Living Area (above grade)	Sq. ft.			Sq. ft.				Sq. ft.				Sq. ft.			
Price/Gross Living Area	\$ / Sq. ft.			\$ / Sq. ft.				\$ / Sq. ft.				\$ / Sq. ft.			
Seller Concessions															
Parking/Garage/Carport															
Porch, Patio, Deck, Fence, Fireplace(s), etc.															
Landscaping															
Location															
Lot Size															
Year Built															
Quality of Construction															
Overall Condition															
Other															
Overall Net Adj. (total)				+ or - \$				+ or - \$				+ or - \$			
Adjusted Sales Price of Comparable				\$				\$				\$			

**ADJUSTMENT CODES: S {Superior to subject}; E {Equivalent to subject}; I {Inferior to subject}; U {Unknown condition}**

COMMENTS:

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Property Address: \_\_\_\_\_

Property ID#: \_\_\_\_\_

**VI. COMPETITIVE LISTINGS**

ITEM	SUBJECT			COMPARABLE #1			COMPARABLE #2			COMPARABLE #3					
Property Address															
Proximity to Subject															
Current List Price				\$			\$			\$					
Current List Date				\$			\$			\$					
Original List Price				\$			\$			\$					
Original List Date															
Days on Market															
Current Ownership				<input type="checkbox"/> Owner-occupant <input type="checkbox"/> Investor <input type="checkbox"/> Municipal <input type="checkbox"/> REO/Corporate <input type="checkbox"/> Unknown			<input type="checkbox"/> Owner-occupant <input type="checkbox"/> Investor <input type="checkbox"/> Municipal <input type="checkbox"/> REO/Corporate <input type="checkbox"/> Unknown			<input type="checkbox"/> Owner-occupant <input type="checkbox"/> Investor <input type="checkbox"/> Municipal <input type="checkbox"/> REO/Corporate <input type="checkbox"/> Unknown					
Likely Purchaser				<input type="checkbox"/> Owner-occupant <input type="checkbox"/> Investor <input type="checkbox"/> Municipal <input type="checkbox"/> REO/Corporate <input type="checkbox"/> Unknown			<input type="checkbox"/> Owner-occupant <input type="checkbox"/> Investor <input type="checkbox"/> Municipal <input type="checkbox"/> REO/Corporate <input type="checkbox"/> Unknown			<input type="checkbox"/> Owner-occupant <input type="checkbox"/> Investor <input checked="" type="checkbox"/> Municipal <input type="checkbox"/> REO/Corporate <input checked="" type="checkbox"/> Unknown					
VALUE ADJUSTMENTS	DESCRIPTION			DESCRIPTION			ADJUST (use code)	DESCRIPTION			ADJUST (use code)	DESCRIPTION			ADJUST (use code)
Room Count (above grade)	Total	Bed	Bath	Total	Bed	Bath		Total	Bed	Bath		Total	Bed	Bath	
Gross Living Area (above grade)	Sq. ft.			Sq. ft.				Sq. ft.				Sq. ft.			
Price/Gross Living Area	\$ / Sq. ft.			\$ / Sq. ft.				\$ / Sq. ft.				\$ / Sq. ft.			
Seller Concessions Offered															
Parking/Garage/Carport															
Porch, Patio, Deck, Fence, Fireplace(s), etc.															
Landscaping															
Location															
Lot Size															
Year Built															
Quality of Construction															
Overall Condition															
Other															
Overall Net Adj. (total)				+ or - \$				+ or - \$				+ or - \$			
Adjusted Sales Price of Comparable				\$				\$				\$			

**ADJUSTMENT CODES: S {Superior to subject}; E {Equivalent to subject}; I {Inferior to subject}; U {Unknown condition}**

COMMENTS:

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