

Determining Property Values

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One of the most important services we as real estate brokers provide is the ability to determine real estate property values. For most people their personal residence is often their biggest investment. If you look at the house above sliding off a cliff you are seeing a real estate investment that has gone bad. As a buyer or a seller, you need to get an accurate property value to know that you are making a smart purchase or sale so you do not end up with an investment that has gone bad.

Fortunately determining property values is an easy skill to learn since we are already using this skill on a daily basis to purchase computers, groceries, cars, gas, and many other items. You see a beautiful Watch for sale on eBay, you then look at Amazon and several other sites to see if the watch on eBay is fairly - priced. The process of looking at comparable prices is how we buy most things. In real estate we look at recently sold or pending properties that are similar to the property we are trying to put a value on. You may ask yourself it is so easy to put an accurate value on property why do we see so many people get the comparison approach wrong? We get our comparison information from two main sources King County Records and The Multiple listing service. King County records will give us the sales price of the property the date of the sale, and the square footage, number of bedrooms, and bathrooms. Unfortunately, the King County property records are not as accurate as the multiple listing records because property owners do not want to let the county know if they added a new bathroom or bedroom because they are

concerned this information will increase their property taxes. I have found in some cases the property records have been mixed up showing the largest property as the smallest property, so King County property records are not as accurate as they need to be. Many of the of the online evaluation companies like Zillow, Redfin or Realtor.com are not as reliable as they need to be because they are using Public records. and sometimes individual owner supplied information which is not correct. I admit they are getting better, but Zillow recently showed Nationally, Zestimates are currently within 20% of the final sale price 86.5% of the time. Online estimates do not know if the seller put in \$150,000 of recent upgrades.

The most reliable information comes from the Multiple Listing service. This is a self-policing organization for accurate information. For example, If say a property has 3 bedrooms and 2 baths and an agent looks at the house and says no it only has 2 bedrooms and 1 bathroom - I will be forced to correct this information, and If I don't, I will be subject to a fine. Another benefit of information from the Multiple is that is it will not only show the sales price but it will show seller concessions like paying the buyers closing costs.

Since we know most inaccurate property evaluations occur because of a lack of information or incorrect information I have a solution to correct this problem, a **free service I provide called Property Tracker** which gives you accurate Multiple Service information updated every 6 minutes. Property Tracker will show you every active, sold and pending listing in your neighborhood. It will show you all pictures both inside and out of each property and it will provide you a monthly market insight report showing who the market favors. With accurate information like this you will be able to make reliable property valuations. **To get your property tracker report for any King, Pierce, or Snohomish county property please call, or text me at 206-953-2660 or email me at bcrumbaker@aol.com,** Buyers can use property tracker for house hunting too. With property tracker you will be able to find your dream homes fast- just as soon as it comes on the market. Property Tracker- **try it you will like it!**

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