CONSUMER-CENTRIC REAL ESTATE GUIDES

Home Value Factors Checklist

A preparation tool for the 25 factors in 25 Factors That Impact Your Arizona Home Value

Work through the 25 factors in the order they appear in the guide. For each one, note whether it applies to your property, what you can document, and what you want to verify with a qualified professional before you ask for a value review.

HOW TO USE IT

Mark it
Tick Applies if the factor touches your property. Partly counts.

Document it
Tick what you can show: records, permits, invoices, photos.

Flag it
Note anything you want a professional to verify before listing.

This is a preparation tool — not a value estimate.
It leaves out dollar estimates and factor weights. No single factor adds a guaranteed amount to a home's value; the factors work together to shape how buyers see a property and what the market may support at a given moment.

WHEN THE CHECKLIST IS DONE

Bring it to a property-specific value conversation.

Request a Free Market Analysis at ClearlySold.com. The checklist gives the conversation a starting point grounded in your property, not an automated number.

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Equal Housing Opportunity. This checklist is a preparation tool, not an appraisal, broker price opinion, inspection, repair estimate, tax calculation, or a guarantee of value.
Not a solicitation if your property is listed with another brokerage.

Market Factors Factors 1–5

Tick what applies, tick what you can document, and write down what you want verified.

Recent Comparable Sales

Recent nearby sales that match your home's size, age and condition.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Active and Pending Competition

What is listed or under contract near you right now.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Local Buyer Demand and Inventory

Days on market, price reductions and how quickly homes sell.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Mortgage Rates and Buyer Affordability

The payment range buyers in your price range can carry.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

New-Construction Competition

Builder inventory and incentives your buyer may compare you with.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

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Location & Property Factors 6–10

Tick what applies, tick what you can document, and write down what you want verified.

City, Submarket, and Micro-Location

Neighborhood, street position, and what your lot backs to or faces.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Property Type and Ownership Structure

How the home is owned and which shared obligations apply.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Gross Living Area and Functional Square Footage

Permitted, finished space versus garages, additions and conversions.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Lot Size, Usability, and Privacy

Lot shape, usable outdoor space and exposure to neighbors.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Bedroom, Bathroom, Garage, and Storage Configuration

Room count measured against how the layout actually lives.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

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Condition, Design & Systems Factors 11–15

Tick what applies, tick what you can document, and write down what you want verified.

Floor Plan, Flow, and Functional Obsolescence

Layout, light, storage and the spaces buyers now expect.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Age, Construction Quality, and Effective Age

Year built alongside how current the home actually feels.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Overall Condition and Deferred Maintenance

Wear, water history, and repairs you have been putting off.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Roof, HVAC, Plumbing, Electrical, and Major Systems

Age, service history and remaining life of each system.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Permits, Additions, and Documented Improvements

Which changes are permitted and can be documented.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

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Improvements & Lifestyle Factors 16–20

Tick what applies, tick what you can document, and write down what you want verified.

Kitchen and Bathroom Updates

Age, quality and consistency of the rooms buyers weigh first.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Flooring, Paint, Lighting, and Finishes

Condition and consistency of the surfaces throughout.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Energy Efficiency and Solar

Owned, leased or financed systems and the paperwork behind them.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Pool, Landscaping, and Outdoor Living

Condition, safety, water use and upkeep of the outdoor space.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Curb Appeal and Exterior Condition

What a buyer sees before ever stepping inside.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

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Costs & Sale Outcome Factors 21–25

Tick what applies, tick what you can document, and write down what you want verified.

Views, Privacy, Noise, and Adjacent Uses

What surrounds the property and how it affects daily living.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

HOA Fees, Amenities, and Restrictions

Dues, assessments, rules and what the HOA actually covers.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Insurance, Hazards, and Ownership Costs

Insurance availability, hazard history and recurring costs.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Pricing, Presentation, Access, and Market Exposure

How the home will be priced, photographed and shown.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

NOTES

Offer Structure, Concessions, Financing, and Timing

The terms behind the price, not just the price itself.

APPLIES TO MY PROPERTY ☐ Yes ☐ Partly ☐ No ☐ Not sure

WHAT I CAN DOCUMENT ☐ Yes ☐ Partly ☐ Not yet

WHAT I WANT TO VERIFY _____

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Before You Ask for a Value Review

A complete checklist is not a price. It is the brief that makes the pricing conversation useful, because it puts your property facts, records and open questions in one place.

PULL THESE TOGETHER

- ☐ Most recent mortgage statement and a formal payoff request
- ☐ Current property tax bill
- ☐ Permits, surveys and building records
- ☐ Roof and HVAC inspection or replacement records
- ☐ Insurance claims history
- ☐ HELOC, second mortgage, lien or solar financing paperwork
- ☐ HOA dues, rules, reserve study and assessment history
- ☐ Warranties, appliance manuals and service records
- ☐ Recent improvement invoices with dates
- ☐ Any contractor quotes for known repairs

What to bring to the conversation

- The factors you marked Applies, and the records behind them.
- The factors marked Not sure or Not yet — those are the questions worth asking first.
- Your timing and priorities, because they shape which selling path fits.

NEXT STEP

Request a Free Market Analysis at ClearlySold.com

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