Two Important Stops on the Road to Closing

The Survey & The Appraisal

Two Different Appointments. Two Different Purposes. Here's What to Expect.

The Survey
Defining the Property

What Is The Purpose?
A survey documents the property's boundaries and may identify items such as improvements, easements, encroachments, or other property-related matters.

Will There Always Be A Survey?
A lender may require one for a financed purchase. In a cash transaction, the buyer may still choose to obtain a survey.

What Should You Expect?
The surveyor will typically provide a day for the appointment rather than a precise arrival time.

Do They need to Come Inside?
Generally, no. The surveyor's work is primarily focused on the property and its boundaries.

Does Your Property Have A Gate?
Please help ensure the surveyor can access the property. For gated communities or individually gated homes, advance arrangements may be necessary.

What Happens Afterward?
Often, we hear nothing further if the survey is completed without concerns. If an issue is identified that may affect the transaction, we'll discuss it and determine the appropriate next steps.

The Survey Process

Access Property → Measure & Document → Prepare Survey → Review Any Concerns

Why It Matters

Both the survey and the appraisal help protect the buyer and move us confidently toward a successful closing.

Our Goal: A Smooth Closing Day!

The Appraisal
Evaluating Market Value

What Is The Purpose?
The appraiser provides an independent opinion of the property's market value.

Will There Always Be An Appraisal?
An appraisal is generally required when financing is involved. A cash buyer may also choose to have the property appraised.

What Should You Expect?
Unlike the survey, the appraisal is typically scheduled for a specific appointment time and requires access to both the interior and exterior of the home.

What Will The Appraiser Do?
- Tour the Property
- Review Its Condition
- Take Measurements
- Consider Features & Improvements
- Research Comparable Sales
- Develop an Opinion of Value

Yes—Presentation Still Matters!
Treat Appraisal Day Like Another Important Showing.
- ☑ Tidy & Declutter
- ☑ Turn On Lights
- ☑ Open Window Coverings
- ☑ Make the Home Feel Welcoming
- ☑ Keep Important Areas Accessible

I'll Help Provide the Property Story
Before the appraisal, I may provide relevant information about your home, including renovations, improvements, updates, and other property details that may be helpful to the appraiser.

Should You Be Home?
You may generally remain at the property during the appraisal.
If you are present, you may share relevant information about improvements or features, but its also important to respect the appraiser's time and allow them the space needed to complete their work independently.

What Happens After the Appraisal?

Appraises At or Above the needed Value
Often, we simply continue moving forward and may receive little additional information.

Appraises Below The needed Value
Depending on the contract terms and financing contingency, a low appraisal may require us to evaluate the buyer's contractual rights and discuss potential next steps.

Possible Outcomes Could Involve:

Proceed As Agreed → Renegotiate → Buyer Contributes Additional Funds → Other Contractual Options

We'll cross that Bridge if we come to It.

And Then... We Wait.
Appraisal results are not necessarily immediate. The appraiser must complete the report, and when financing is involved, the lender and underwriting process may require additional time.
Most appraisers have a window of about 2 weeks (give or take) to deliver their report. Lender and underwriting review can add additional time.

> "No news? I'll consider that good news until we have something to address."

Survey the Property. Appraise the Value. Keep Moving Toward Closing.

I'll Keep You Informed as Appointments Are Scheduled and Help Navigate Any Issues That May Arise.

RH — Results That Move You.

Renee Hahn
Your Naples Real Estate Expert
239.287.2576
Renee@YourNaplesExpert.com
YourNaplesExpert.com