

First In Line or First in Accuracy and Quality?



The best qualified and most talented appraiser should be at the front of the line when it's time to select a Residential Real Estate Appraiser.

Community Appraisal Services should be your first choice for credible, well-documented residential appraisal reports. Mark Giannini and staff appraisers use statistical analysis and other advanced research tools on *sales that have high correlations* to the property being appraised. These techniques helped them accurately identify the *market top* in southwest Florida's residential real estate market before many of their peers recognized that changes had occurred.

What keeps Mark at the top of his game? He attributes his success to staying true to the basic appraisal principals that are taught to all appraisers "principals that less scrupulous appraisers either forget or ignore". He also takes time to properly research a subject's local neighborhood and submarket. He says "It's what gives my work more credibility over AVM's (Automated Valuation Models) which sometimes overvalue or undervalue properties."

"Computers are great at analyzing large quantities of data. Our advantage is that we know the neighborhood's dynamics inside and out before we begin our search for comparable sales. Also, a computer can't pick up the phone and call the buyer's or seller's real estate agent to learn the nuisances of a potential comparable property." He says "We provide our clients with a superior level of service that keeps our clients well-informed and ahead of changing market conditions. They trust our opinion of value."

We Provide Residential Appraisal Services For:

**Purchase & Refinance of Primary, Vacation, and Rental Homes - Employee Relocation - Estate Planning & Settlement
Divorce - Bankruptcy - Expert Witness Testimony - Foreclosure, REO, and Short Sales - Appraisal Reviews
Forensic Appraisal Research to Detect Fraud and Negligence - Real Estate Portfolio Analysis**



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