

This is **G o o g l e**'s cache of http://www.suburbanchicagonews.com/napervillesun/news/72719,6_1_NA29_HO19,20060909070912GMT.

G o o g l e's cache is the snapshot that we took of the page as we crawled the web.

The page may have changed since that time. Click here for the [current page](#) without highlighting.

This cached page may reference images which are no longer available. Click here for the [cached text](#) only.

To link to or bookmark this page, use the following url: http://www.google.com/search?q=cache:q_bWluLF2x0J:www.suburbanchicagonews.com/napervillesun/news/72719,6_1_NA29_HOUSE_S1.article+zillow+ba

http://www.google.com/search?q=cache:q_bWluLF2x0J:www.suburbanchicagonews.com/napervillesun/news/72719,6_1_NA29_HOUSE_S1.article+zillow+ba

Google is neither affiliated with the authors of this page nor responsible for its content.

These search terms have been highlighted: **zillow baldassarre**

STING SUN-TIMES NEWS GROUP Your local news source :: [Towns A - F](#) [GO](#) [Towns G - M](#)
Look for your community »



The **HONDA**
SUPERSTORE
of Lisle

1000 HONDAS AVAILABLE
thehondasuperstore.com
Saving you Money is What We're Known For

The
NapervilleSun

NaperSun.com

Member of the Sun-Times News Group



52°F
Cloudy

[Weather](#) • [Traffic](#)

M:

[Home](#) | [News](#) | [Sports](#) | [Business](#) | [Entertainment](#) | [Classifieds](#) | [Lifestyles](#) | [Ebert](#) | [Search](#)

News

[Police Blotter](#)

[Milestones](#)

[Obituaries](#)

[Opinions](#)

[Weather](#)

[Columnists](#)

[Joni Hirsch Blackman](#)

[Susan Frick Carlman](#)

[Britt Carson](#)

[David Dial](#)

[The Fixer](#)

[Bill Mego](#)

[Tim West](#)

NEWS :: [PRINTER FRIENDLY »](#) [EMAIL ARTICLE »](#)

Home-value Web sites are no substitute for appraisers

September 29, 2006

By **Jim Woodard** copley news service

An increasing number of homeowners are accessing Web sites that offer estimates of current values for individual homes - sites such as **Zillow.com**.

Sellers use the sites to help them establish an asking price. Buyers access the sites to give them peace of mind, assuring them they are not offering too much for a home, or to help determine how much to offer. But how reliable are these sites?

The advantage of using the sites is it's quick and easy. The reliability is questionable. Many home sellers claim the estimated amounts are much too low, considering all factors in their local market.

"Any time the value of real estate is used to make a significant financial decision, a professional appraisal is needed," says **Baldassarre**, senior vice president of Fox Chase Bank. "Determining the value of property

[VIDEO ::](#)

[Views • Eating In](#) | [RogerEbert.com :: Movies & more](#) | [Obituaries ::](#) | [Yellow Pages ::](#) | [CENTERSTAGE](#) | [Web only :: Video • Blogs • TV Listings](#)

listings in an area. That is what most Web sites use. Each property has unique characteristics that only an independent appraisal can account for when determining an equitable price or value," he said.

In some cases, the use of value-estimating Web sites, coupled with a local study of recent sales prices of comparable properties in the area (data often provided by brokers), might be enough to help determine a realistic asking price. But if you want a credible valuation report that will be accepted by potential buyers, it's best to use a seasoned professional appraiser. It could be well worth the appraiser's fee.

nnn

A recent column suggested home buyers check out several local title, escrow and mortgage companies on their own before committing themselves to one - not relying entirely on firms recommended by their sales associate. I noted that companies suggested by agents are often affiliated with their brokerage firm.

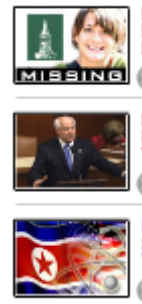
Predictably, that didn't sit well with some brokers. Here's part of a long letter I received from Jeff Haring, a regional manager for Coldwell Banker Residential Brokerage:

"The client should consult their Realtor for assistance in evaluating the different title policies that are available in order to make an informed decision on the best policy to fit their needs. I have a hard time believing that a buyer could collect the necessary information on their own without a tremendous expenditure of effort and time on their part.

"And why should they, when they have resources that will assist them in getting the necessary answers - namely, their Realtor. But what you are stating in your column is that they should not rely on their Realtor for advice because they may be directed to an affiliated service which has a 'cozy relationship' with that broker.

"Our industry is not alone in offering responsible advice of this nature to our clients. Many industries that offer professional services to their customers also offer ancillary products or services that complement their offering. In the highly competitive business world that we live in, you must offer a variety of competitive, ancillary products and services or you will not survive."

Send inquiries to Jim Woodard, Copley News Service, P.O. Box 120190, San Diego, CA 9



TOP STO

NEWS
'It's a grand

BUSINESS
Dow's recor
celebration

SPORTS
That's the k

ENTERTAIN
'Beginning'
enough

LIFESTYLE!
Correctons

[napersun.com: Feedback](#) | [Contact Us](#) | [About Us](#) | [Advertise With Us](#) | [Media Kit](#) | [Make us](#) |
 Naperville Sun: [Subscribe](#) | [Online Photo Store](#)

© Copyright 2006 Sun-Times News Group | [User Agreement](#) and [Privacy Poli](#)

