



AMERICA'S REAL ESTATE ACADEMY, INC.
6199 HIGHWAY 92, SUITE 108, ACWORTH, GA 30102
PHONE: 770-591-5552 FAX: 770-591-5379

Sales Comparison Approach Problem # 1

You are completing the Sales Comparison Approach for your appraisal on 1236 Donnigan Way. The relevant portion of the URAR is shown on the next page with salient features for the subject property and the comparable properties entered into the appropriate fields.

Using the available data as provided below, complete the necessary adjustments on the form and calculate the subject's indicated values from each of the comparable sales.

Finally, estimate a value for the subject using the indicated weighted average and round your answer to the next highest five hundred dollar increment.

- 1) Appreciation for houses in the area has been at the rate of $\frac{1}{2}$ percent per month
- 2) Traffic influence on residential sites causes a value loss of approximately \$5,000
- 3) Lake lots are approximately \$15,000 more valuable than lots with average views
- 4) No age adjustment is necessary for age differentials of two years or less – however, comparables with greater than two years difference in age should be adjusted at the rate of \$1,000 for each year of difference
- 5) \$5,000 is the approximate value difference between houses in fair condition and houses in average condition; \$5,000 is the approximate value difference between houses in average condition and houses in good condition
- 6) Gross living area adjustments are not supportable for differences of less than one hundred square feet; differences greater than 100 square feet however should be adjusted at the rates of \$28.00 and \$30.00 for each square foot of difference
- 7) The value difference between a garage and a carport is \$2,500
- 8) Screened porches are \$6,000 more valuable than decks
- 9) A second f/p adds approximately \$2,500 to the value of a house
- 10) Arrive at a value conclusion (rounding to the next highest \$500) assigning the following weight to each of the indicated values:
 - a. 50% to sale number 1
 - b. 25% to sale number 2
 - c. 25% to sale number 3



AMERICA'S REAL ESTATE ACADEMY, INC.
 6199 HIGHWAY 92, SUITE 108, ACWORTH, GA 30102
 PHONE: 770-591-5552 FAX: 770-591-5379

APPRAISAL APPLICATIONS

Sales Comparison Approach Problem # 1

ITEM	SUBJECT	COMPARABLE NO. 1		COMPARABLE NO. 2		COMPARABLE NO. 3	
Address	1236 Donnigan Way	42 Boston Place		1634 Deneare Road		334 Omni Drive	
Proximity to Subject		same s/d		1/4 mile west		1/4 mile south	
Sales Price	\$ n/a	\$ 224,500		\$ 221,900		\$ 249,900	
Price/Gross Liv. Area	\$ <input checked="" type="checkbox"/>	\$ 86.41 <input checked="" type="checkbox"/>		\$ 77.24 <input checked="" type="checkbox"/>		\$ 102.33 <input checked="" type="checkbox"/>	
Data and/or Verification Sources	inspection	AIMD/ext insp/Red Link/FMLS		AIMD/ext insp/Red Link/FMLS		AIMD/ext insp/Red Link/FMLS	
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+ (-) \$ Adjustment	DESCRIPTION	+ (-) \$ Adjustment	DESCRIPTION	+ (-) \$ Adjustment
Sales or Financing Concessions		conv 80%		conv 80%		conv 80%	
Date of Sale/Time		none reported		none reported		none reported	
Location	average	2 months		10 months		6 months	
Leasehold/Fee Simple	average	equal environment		equal environment		equal environment	
Site	fee simple	fee simple		fee simple		fee simple	
View	.5A/average	.5A/sim utility		.5A/sim utility		.5A/sim utility	
Design and Appeal	average	similar value		traffic		lake	
Quality of Construction	2 sty trad/good	2 sty trad/good		2 sty trad/good		2 sty trad/good	
Age	brk-masonite/good	brk-masonite/good		brk-masonite/good		brk-masonite/good	
Condition	built '80	built '78		built '70		built '86	
Above Grade	good	fair		average		good	
Room Count	Total Bdrms Baths	Total Bdrms Baths		Total Bdrms Baths		Total Bdrms Baths	
Gross Living Area	8 .4 2.5	8 .4 2.5		8 .4 2.5		8 .4 2.5	
Basement & Finished Rooms Below Grade	2639 Sq. Ft.	2598 Sq. Ft.		2873 Sq. Ft.		2442 Sq. Ft.	
Functional Utility	none	none		none		none	
Heating/Cooling	n/a	n/a		n/a		n/a	
Energy Efficient Items	good	similar		similar		similar	
Garage/Carport	central heat/cool	central heat/cool		central heat/cool		central heat/cool	
Porch, Patio, Deck, Fireplace(s), etc.	standard/typical	standard/typical		standard/typical		standard/typical	
Fence, Pool, etc.	2 att/garage	2 carport		2 att/garage		2 carport	
Net Adj. (total)	deck	scr pch		scr pch		deck	
Adjusted Sales Price of Comparable	f/p	(2) f/p's		f/p		f/p	
Comments on Sales Comparison (including the subject property's compatibility to the neighborhood, etc.):							

Value of the Subject Property using the prescribed Weighted Average and rounding to the next highest \$1000 is: _____