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| Land Valuation |

Methodology

Land is most often valued using the Sales Comparison Approach. The opinion of market value is based on an analysis of sales, listings and pending sales of properties similar to the subject property, using the most relevant units of comparison. The comparative analysis focuses on the difference between the comparable sales and the subject property using all appropriate elements of comparison.

Unit of Comparison

In the following analysis, the Sales Price Per Unit method of comparison has been used. Each of the comparable sales have been analyzed in terms of how they compare to the subject with respect to location, size, zoning, density, and terms of sale. With the exception of financing or cash equivalency adjustments, specific dollar or percentage adjustments have not been made. However, general comparisons were made and used in a bracketing method of analysis in estimating an appropriate value per unit for the subject.

Elements of Comparison

Elements of comparison are the characteristics or attributes of properties and transactions that cause the prices of real estate to vary. The main elements of comparison that are considered in sales comparison analysis are as follows: (1) real property rights conveyed, (2) financing terms, (3) conditions of sale, (4) expenditures made immediately after purchase, (5) market conditions, (6) location and (7) physical characteristics.

Sale Adjustments

The market value of the subject land area is estimated by comparing it with recent similar sales of multi-family zoned properties located within the immediate to expanded competitive market area.

When applicable, the comparables are adjusted for property rights conveyed, financing terms, conditions of sale, market conditions, location, and physical characteristics. After adjustments, analysis reflecting market behavior is used to determine which comparables are superior or inferior to the subject after considering the remaining characteristics that could not be accounted for in the adjustment process.

Land Sale 1 was adjusted upward / downward …. Etc. etc.

No other specific adjustments were made to the comparables’ Land Sale prices; although qualitative economic and property characteristics adjustments are addressed in the following analysis.

Comparable Sales Data

Presented on a following page is a summary of the selected land transaction data, all sales located within the subject's immediate to expanded Hillsboro / Sunset Corridor submarket areas. All were reasonably similar in terms of zoning, and all had similar potential for various multi-family uses. Hence, the data was considered sufficient to provide a reasonable estimate of subject land value. Our presentation of the land sales is presented in the chart at the end of this subsection.

Insert Data Analysis merge of individual comparables here

Additional Quantitative Analysis

In addition to the preceding, an adjustment grid for the comparable sales is provided as additional analysis following the summary chart. The adjusted comparables indicate an adjusted unit prices of between $30,000 and $45,000 per unit with an average price of $35,000 per unit and median price of $37,000 per unit. Note that a market conditions adjustment of 3.0% per year was applied in this analysis. The adjusted value range provides additional support for the following final land value conclusion.

Recent Subject Sale Activity

Not applicable.

- Or -

Copy from Subject Ownership & Sales History section

Overall, the subject’s recent sale price appears to be reasonably bracketed and supported by the preceding comparable land sale analysis, and therefore is considered at market.

Secondary Listing Activity

During our research, two additional, current multi-family zoned parcel listings were noted during our research, and these are analyzed as follows:

Provide discussions on any relevant current listings and how they relate to the subject land.

Concluded Market Land Value

The appraiser has considered the characteristics of each comparable, with primary emphasis on the lower-middle portion of the range indicated by Land Sales 1, 2 and 3 ($29,500, $36,000 and $37,250 per unit). Secondary consideration and bracketing support placed near average and median adjusted comparable range of ($35,000 and $37,000 per unit). Hence, a unit land value of **$35,000 per unit** is concluded in this assignment.

Placing primary emphasis on the higher end of this range due to the subject’s Hillsboro location, view amenity and the perceived rising trends in area land prices, it is the appraiser’s opinion that the **concluded market value** of the ${netacre}-net acre **subject site** should be **$35,000 per unit**, or rounded to (${no\_units} units x $35,000 per unit; rounded to the nearest $5,000):

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| --- | --- | --- | --- |
|  |  |  | |
| **Concluded Market Land Value** | **$\_\_\_\_\_\_\_\_ / Unit** | **$\_\_\_\_\_\_\_\_\_\_\_\_** |

Concluded Master Site Land Value (${netacre} Acres)

The appraiser has considered the characteristics of each comparable, with primary emphasis on the lower-middle portion of the range indicated by Land Sales 1, 2 and 3 ($29,500, $36,000 and $37,250 per unit). Secondary consideration and bracketing support placed near average and median adjusted comparable range of ($35,000 and $37,000 per unit). Hence, a unit land value of **$35,000 per unit** is concluded in this assignment.

Placing primary emphasis on the higher end of this range due to the subject’s Hillsboro location, view amenity and the perceived rising trends in area land prices, it is the appraiser’s opinion that the **concluded market value** of the ${netacre}-net acre **subject site** should be **$13,000 per unit**, or rounded to (${no\_units} units x $35,000 per unit; rounded to the nearest $5,000):

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|  |  |  | |
| **Concluded Master Site Land Value** | **$35,000 / Unit** | **$5,145,000** |

Concluded Primary Site Value (${primacre} Acres)

Phase I contains ${primacre} acres and will be developed with 63 units. The primary site value is deemed to have the same utility as the master parcel. Based on the preceding, it is the appraiser’s opinion that the **concluded market value** of the **primary building site**, is (63 Phase I units x $35,000 per unit; rounded to the nearest $5,000):

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| --- | --- | --- | --- |
|  |  |  | |
| **Concluded Primary Site Value** | **$35,000 / Unit** | **$2,205,000** |

Concluded Excess Land Value (${excessacre} Acres)

Phase II contains ${excessacre} acres and will be developed with 84 units. This excess land value is deemed to have the same utility as the master parcel and the primary building site. As such, based on the preceding, it is the appraiser’s opinion that the **concluded market value** of the **excess land**, is (84 Phase II units x $35,000 per unit; rounded to the nearest $5,000):

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| --- | --- | --- | --- |
|  |  |  | |
| **Concluded Excess Land Value** | **$35,000 / Unit** | **$2,205,000** |





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| **Land Sales Location Map** |
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Insert Land Sale Aerial Plats or Comp Write-ups