

4、Of the two leading real estate firms in our town—Adams Realty and Fitch Realty—Adams Realty is clearly superior. Adams has 40 real estate agents; in contrast, Fitch has 25, many of whom work only part-time. Moreover, Adams' revenue last year was twice as high as that of Fitch and included home sales that averaged \$168,000, compared to Fitch's \$144,000. Homes listed with Adams sell faster as well: ten years ago I listed my home with Fitch, and it took more than four months to sell; last year, when I sold another home, I listed it with Adams, and it took only one month. Thus, if you want to sell your home quickly and at a good price, you should use Adams Realty.

一段中规中矩的开头
如果大家写，可以更为
简练

The author of this argument claims that Adams Realty is superior to Fitch Realty. To support this claim the author cites certain statistics about the number and working hours of the firms' agents, and the number and sales prices of homes sold by the two firms. The author also cites anecdotal evidence involving her own experience with Fitch and Adams. Close scrutiny of this evidence reveals that it lends little credible support for the author's assertion.

The author **bases her claim partly on the fact** that Adams has more agents than Fitch, and that many of Fitch's agents work only part-time. However, the author provides no evidence that **the quality of a real-estate firm is directly proportional to the number of its agents or the number of hours per week that its agents work**. Lacking such evidence, it is equally possible that a smaller firm is more effective than a larger one, and that a part-time agent is more effective than a full-time agent. Besides, the author does not provide any information about how many Adams agents work part-time.

作者开始攻击
偷换概念
be proportional
to也可以用来
攻击因果错误

这个细节并不重要，大家在考试的时候最好选一个其他的攻击细节，比如福利待遇或管理水平等

To further support her claim the author cites the fact that Adams sold more properties last year than Fitch. However, the author **overlooks** the possibility that last year's sales volume amounted to an aberration, and that in most other years Adams has actually sold fewer properties than Fitch. Moreover, the disparity in sales volume can readily be explained by factors other than the comparative quality of the two firms. Perhaps Adams serves a denser geographic area, or an area where turnover in home-ownership is higher for reasons unrelated to Adams' effectiveness. Or perhaps sales volume is higher at Adams simply because it employs more agents, and each Adams agent actually sells fewer homes on average than each Fitch agent does. Without ruling out such alternative explanations for the disparity in sales volume, the author cannot defend the conclusion that based on this evidence that Adams is superior to Fitch.

这个语言不是很准确，不是更多的，而是更贵的，然后我们可以展开攻击平均值这个问题

这个语言表达可以学习

这两段合在一起
因为文章中没有体现more

语言亮点

这个攻击细节应该是可能只有一个house比较贵或者房子的户型不一样

In further support of her claim the author points out that the average sales price of a home sold by Adams is greater than the average price of a home sold by Fitch. However, this evidence shows only that the homes that Adams sells are more valuable on average than the ones that Fitch sells, not that Adams is more effective in selling homes than Fitch. Moreover, it is possible that a few relatively high-priced or low-priced properties skewed these averages, **rendering** any conclusions about the comparative quality of the two firms based on these averages unfair. **additional**在这里有表连接的作用

For **additional support** the author points out that it took Fitch Realty considerable longer to sell one of the author's homes than it took Adams Realty to sell another one of her homes ten years earlier. However, **this disparity is explainable by other plausible factors, such as changing economic conditions during that ten-year period, or a difference in the desirability of the two properties**. Without establishing that all other factors affecting the speed of a sale

这个攻击细节说的太泛泛了
我们需要把这个细节进一步细化

were essentially the same for the two homes, the author cannot rely on this limited anecdotal evidence to support her claim.

In conclusion, the author's evidence lends **little credible support** to her claim. To persuade me that Adams is better than Fitch, the author would need to provide clear evidence that individual Adams agents are more effective in selling homes than individual Fitch agents, and that the **disparity** in home sales and sales price is attributable to that difference. Finally, to better evaluate the author's claim we would need more information comparing the percentage of agents working part-time at Fitch versus Adams. We would also need more information about the **comparative attractiveness** of the author's two homes, and the extent to which the residential real-estate market changed during the decade between the sales of these two homes.

conclusion部分的语言
很好，但是内容有些
多，对于时间比较
紧张的同学来讲，
可以进行删减