Sales Comparison Approach
Practice Problem # 3
Adjusting Comparable Sales

You are valuing a subject property for an assessing official. The subject property is 12 years old in average condition. It has an attached garage. It fronts a golf course. Your property has 1,800 square feet and is of average quality. You have researched the market and found three comparable sales.

#1.) This home sold for $95,800 2 years ago. It is in good condition with 1,700 square feet. This home has an attached garage and fronts a golf course. It is 12 years old and in good condition and average quality.

#2.) Sold 18 months ago. It is a good quality home with 1,600 square feet and a detached garage. It does not front a golf course and is 10 years old and in good condition. The sale price was $94,900 and the quality is good.

#3.) This home sold for $83,900 18 months ago. It is 8 years old, in average condition and does not front a golf course. It has 1,650 square feet and a detached garage and is average quality.

Time: $100 per month decrease
Age: $1500 per year
Condition: $5000 difference between Average and Good
Location: Fronting a golf course sell for $5000 more
Floor
Area: $48/Sq Ft
Garage: $800 less for detached garage
Quality: $4000 between average and good

Value the subject property and round to the nearest $100

	Subject	Sale # 1		Sale # 2		Sale # 3	
Sale Price							
Time Adj							
Time Adj Sale price							
Age	12						
Condition	Avg						
Fronts Golf Course	Yes						
Floor Area (SF)	1800						
Garage	Att						
Quality	Avg						
Net Adjustment							
Adjusted Sale Price							

Sales Comparison Approach
Practice Problem # 3 Answer
Adjusting Comparable Sales

	Subject	Sale # 1		Sale # 2		Sale # 3	
Sale Price			$95,800		$94,900		$83,900
Time Adj		2 yrs	($2,400)	18 Mos.	($1,800)	18 Mos.	($1,800)
Time Adj Sale price			$93,400		$93,100		$82,100
Age	12	12	$0	10	($3,000)	8	($6,000)
Condition	Avg	Good	($5,000)	Good	($5,000)	Avg	$0
Fronts Golf Course	Yes	Yes	$0	No	$5,000	No	$5,000
Floor Area (SF)	1800	1700	$4,800	1600	$9,600	1650	$7,200
Garage	Att	Att	$0	Det	$800	Det	$800
Quality	Avg	Avg	$0	Good	($4,000)	Avg	$0
Net Adjustment			($200)		$3,400		$7,000
Adjusted Sale Price			$93,200		$96,500		$89,100

The comparable with the least amount of adjustments is Comparable #1.
If you used the median comparable, Comparable #1 would also be the answer.
The amount you would assign to the subject property is $93,200.