

RESIDENTIAL APPRAISAL REPORT



SUBJECT

Property Location:	1629 KRAMER STREET, NE SQUARE 4540 LOT 0826 WASHINGTON, DC 20002
Borrower:	THE DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT
Client:	DC GOVT - HOME INITIATIVE PROGRAM PROPERTY ACQUISITION & DISPOSITION DIVISION WASHINGTON, DC 20002
Effective Date:	JULY 30, 2014
Prepared By:	RONALD HUDSON MARKET APPRAISAL CORPORATION MAC REAL ESTATE APPRAISAL & CONSULTANTS



MARKET APPRAISAL CORPORATION
137 TENNESSEE AVENUE, NE
WASHINGTON, DC 20002

THANK-YOU FOR YOUR BUSINESS

SUMMARY OF SALIENT FEATURES

SUBJECT INFORMATION	Subject Address	1629 KRAMER STREET, NE
	Legal Description	SQUARE 4540 LOT 0826
	City	WASHINGTON
	County	N/A
	State	DC
	Zip Code	20002
	Census Tract	0079.01
	Map Reference	47894
SALES PRICE	Sale Price	\$ PRESALE
	Date of Sale	N/A
CLIENT	Borrower/Client	THE DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT
	Lender	DC GOVT - HOME INITIATIVE PROGRAM
DESCRIPTION OF IMPROVEMENTS	Size (Square Feet)	600 (TRUE VACANT LOT)
	Price per Square Foot	\$ 115.00
	Location	OLD CITY #1
	Age	
	Condition	
	Total Rooms	
	Bedrooms	
	Baths	
APPRAISER	Appraiser	RONALD HUDSON
	Date of Appraised Value	JULY 30, 2014
VALUE	Final Estimate of Value	\$ 69,000

Appraisal Report

LAND APPRAISAL REPORT

File No. 113-14

SUBJECT	Borrower THE DEPARTMENT OF HOUSING AND COMMUNITY DEVI		Census Tract 0079.01		Map Reference 47894						
	Property Address 1629 KRAMER STREET, NE										
	City WASHINGTON		County N/A		State DC	Zip Code 20002					
	Legal Description SQUARE 4540 LOT 0826										
	Sale Price \$ PRESALE		Date of Sale N/A	Loan Term N/A	yr.	Property Rights Appraised ☒ Fee ☐ Leasehold ☐ De Minimis PUD					
NEIGHBORHOOD	Actual Real Estate Taxes \$ 1/DC		(yr)	Loan charges to be paid by seller \$ UNK		Other sales concessions NONE NOTED					
	Lender/Client DC GOVT - HOME INITIATIVE PROGRAM		Address								
	Occupant VACANT		Appraiser RONALD HUDSON		Instructions to Appraiser TO DETERMINE FAIR MARKET VALUE AS IS						
	Location	☒ Urban	☐ Suburban	☐ Rural	Good	Avg.	Fair	Poor			
	Built Up	☒ Over 75%	☐ 25% to 75%	☐ Under 25%	Employment Stability	☐	☒	☐	☐		
	Growth Rate	☒ Fully Dev.	☐ Rapid	☐ Steady	☐ Slow	Convenience to Employment	☐	☒	☐	☐	
	Property Values	☐ Increasing	☒ Stable	☐ Declining	Convenience to Shopping	☐	☒	☐	☐		
	Demand/Supply	☒ Shortage	☐ In Balance	☐ Oversupply	Convenience to Schools	☐	☒	☐	☐		
	Marketing Time	☒ Under 3 Mos.	☐ 4-6 Mos.	☐ Over 6 Mos.	Adequacy of Public Transportation	☐	☒	☐	☐		
	Present	55 % One-Unit	15 % 2-4 Unit	% Apts.	20 % Condo	5 % Commercial	Recreational Facilities	☐	☒	☐	☐
	Land Use	5 % Industrial	3 % Vacant	%			Adequacy of Utilities	☐	☒	☐	☐
	Change in Present	☐ Not Likely	☒ Likely (*)	☐ Taking Place (*)	Property Compatibility	☐	☒	☐	☐		
	Land Use	(*) From VACANT		To RESIDENCE		Protection from Detrimental Conditions	☐	☒	☐	☐	
	Predominant Occupancy	☒ Owner	☐ Tenant	3 % Vacant	Police and Fire Protection	☐	☒	☐	☐		
	One-Unit Price Range	\$ 100,000 to \$ 1,200,000		Predominant Value \$ DENTIAL//RE		General Appearance of Properties	☐	☒	☐	☐	
One-Unit Age Range	15 yrs. to 100 yrs.		Predominant Age 75 yrs.		Appeal to Market	☐	☒	☐	☐		
Comments including those factors, favorable or unfavorable, affecting marketability (e.g. public parks, schools, view, noise) See attached addenda.											
SITE	Dimensions 50 X 12		= 600		☐ Corner Lot						
	Zoning Classification R4-RES ROW WIDTH 18 AREA 1,800 60% LOT OCCUR		Present Improvements ☐ Do ☒ Do Not		Conform to Zoning Regulations						
	Highest and Best Use ☒ Present Use ☐ Other (specify) use as lot to adjacent lot.										
	Public	Other (Describe)	OFF SITE IMPROVEMENTS								
	Elec. ☒		Street Access ☒ Public ☐ Private		Topo LEVEL						
	Gas ☒		Surface Concrete		Size TYPICAL OF NGHB						
	Water ☒		Maintenance ☒ Public ☐ Private		Shape RECTANGLE						
	San. Sewer ☒		☒ Storm Sewer ☒ Curb/Gutter		View RESIDENTIAL HOMES						
	☒ Underground Elect. & Tel.		☒ Sidewalk ☒ Street Lights		Drainage APPEARS ADEQUATE						
	Is the property located in a FEMA Special Flood Hazard Area? ☐ Yes ☒ No										
Comments (favorable or unfavorable including any apparent adverse easements, encroachments, or other adverse conditions) THE SUBJECT SITE IS A SMALL VACANT LOT GRASS COVERED . THIS IS ADVERSE CONDITION WHICH WILL HAVE AN AFFECT ON THE MARKETABLITLY OF THE LOT. THE ADVERSE CONDITION NOTE IS THE SITE SIZE, THAT LIMIT ANY REQUIRED USE IN ACCORDANT WITH ZONING.											
MARKET DATA ANALYSIS	The undersigned has recited the following recent sales of properties most similar and proximate to subject and has considered these in the market analysis. The description includes a dollar adjustment reflecting market reaction to those items of significant variation between the subject and comparable properties. If a significant item in the comparable property is superior to or more favorable than the subject property, a minus (-) adjustment is made, thus reducing the indicated value of subject; if a significant item in the comparable is inferior to or less favorable than the subject property, a plus (+) adjustment is made thus increasing the indicated value of the subject.										
	ITEM	SUBJECT PROPERTY	COMPARABLE NO. 1		COMPARABLE NO. 2		COMPARABLE NO. 3				
	Address	1629 KRAMER STREET, NE WASHINGTON, DC 20002	GALLAUDET STREET NE WASHINGTON, DC 20002		KENDALL STREET NE WASHINGTON, DC 20002		737 6th St NE Washington, DC 20002				
	Proximity to Subject		1.13 miles N		1.11 miles NW		0.94 miles W				
	Sales Price	\$ PRESALE		\$ 175,000		\$ 175,000		\$ 220,000			
	Price SQFT	\$		\$ 85.45		\$ 34.21		\$ 209.92			
	Data Source(s)	INSPECTION	INSPECTION/ASSESSMENT/MLS		INSPECTION/ASSESSMENT/MLS		INSPECTION/ASSESSMENT/MLS				
	ITEM	DESCRIPTION	DESCRIPTION	+ (-) \$ Adjust.	DESCRIPTION	+ (-) \$ Adjust.	DESCRIPTION	+ (-) \$ Adjust.			
	Date of Sale/Time Adj.	N/A	JUNE 30, 2014		DEC. 26, 2013		AUG. 17, 2011	+25,000			
	Location	OLD CITY #1	BRENTWOOD INFERIOR	+10,000	BRENTWOOD INFERIOR	+10,000	OLD CITY #1 SUPERIOR	-100,000			
	Site/View	RESIDENTIAL HOMES	RESIDENTIAL HOMES		RESIDENTIAL HOMES		RESIDENTIAL//RETIAL	-10,000			
	SIZE	600 SF 50 X 12	2,408 SQFT	-60,000	5,115 SQFT	-85,000	1,046 SQFT	-10,000			
	TOPOGRAPHY	LEVEL	LEVEL/CORNER	-15,000	LEVEL		LEVEL/END	-5,000			
	ZONE	R4,	R4		R4		R4				
	LANDSCAPING	FLAT-GRASS	FLAT-GRASS		FLAT-GRASS		FLAT-GRASS				
	Sales or Financing	UNK	CONVENTIONAL		CONVENTIONAL		CONVENTIONAL				
	Concessions	NONE NOTED	NO CONC RPTD		NO CONC RPTD		NO CONC RPTD				
	Net Adj. (Total)		☐ + ☒ -	\$ -65,000	☐ + ☒ -	\$ -75,000	☐ + ☒ -	\$ -100,000			
	Indicated Value of Subject		Net 37.1 % Gross 48.6 %	\$ 110,000	Net 42.9 % Gross 54.3 %	\$ 100,000	Net 45.5 % Gross 68.2 %	\$ 120,000			
	Comments on Market Data COMPS#1 & #2 ADJ. FOR LESS DESIRABLE LOCATION VIS SUBJ; COMPS #3 & #5 THE MARKET INDICATED AN ADJ. FOR TIME; COMPS #3 & #5 HAS A MORE DESIRABLE LOCATION VIS SUBJ. MADE MARKET ADJ. ALL COMPS WERE ADJ. FOR SIZE VIS SUBJ.; COMP. #1 CORNER FRONT ON TWO STR., VIS ROW LOT COMP #3 & #5 END MADE ADJ. COMP#3 HAS A WASA 22FT WATER LINE EASEMENT MADE ADJ. ALL COMPARABLE ARE ZONE R4 LIKE SUBJECT.										
	RECONCILIATION	Comments and Conditions of Appraisal SUBJECT PROPERTY IS VACANT LOT WITH OPEN SPACES, NOT SUITABLE TO BUILD ON , COMPARBLES USED IN THIS REPORT REPRESENT THE BEST AVAILABLE LAND SALE IN THE SUBJECT MARKET AREA. ALL ADJUSTMENTS WERE BASED ON THIS APPRAISER'S ANALYSIS OF THE MARKET PLACE. ALL COMPARBLES UNITIZED IN THIS REPORT ARE TRUE VACANT LOTS. SUBJECT HAS VALUE, IT ZONING REQUIREMENT PROHIBITED ANY USE THAT WOULD SUPPORT ANY MARKETABILITY. THE HIGHEST AND BEST USE FOR THE SITE FOR CONSTRUCTION OF S/F TH SALE \$250,0000 - \$350,000.									
		Final Reconciliation THE FINAL ESTIMATE VALUE WAS BASED ON ADJ. COMP#3 CLOSEST IN SIZE VALUE OF \$120,000 LOTS SIZE 1,046 SF. VALUE OF \$114.72 PER SF. \$115.00 ROUNDED. WHEN APPLIED TO THE SUBJECT SQUARE FOOTAGE OF 600 X \$115.00 = \$69,000. THE SALES COMPARISON IS CONSIDERED TO BE THE MOST RELIABLE INDICATOR OF VALUE FOR LAND.									
		I (WE) ESTIMATE THE MARKET VALUE AS DEFINED, OF THE SUBJECT PROPERTY AS OF JULY 30 TO BE \$ 69,000									
		Appraiser RONALD HUDSON			Supervisory Appraiser (if applicable)						
		Date of Signature and Report August 01, 2014			Date of Signature						
Title APPRAISER			Title								
State Certification # ST			State Certification # ST								
Or State License # 145 ST DC			Or State License # ST								
Expiration Date of State Certification or License 02/28/2016			Expiration Date of State Certification or License								
Date of Inspection (if applicable) JULY 30, 2014			☐ Did ☐ Did Not Inspect Property Date of Inspection								

Subject Photo Page

Borrower/Client	THE DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT				
Property Address	1629 KRAMER STREET, NE				
City	WASHINGTON	County	N/A	State	DC
				Zip Code	20002
Lender	DC GOVT - HOME INITIATIVE PROGRAM				



VIEW OF SITE FRONT

1629 KRAMER STREET, NE
Sales Price PRESALE
Gross Living Area 600 (TRUE VACANT LOT)
Total Rooms
Total Bedrooms
Total Bathrooms
Location OLD CITY #1
View RESIDENTIAL HOMES
Site
Quality
Age



VIEW OF SITE REAR



Subject Street

Comparable Photo Page

Borrower/Client	THE DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT				
Property Address	1629 KRAMER STREET, NE				
City	WASHINGTON	County	N/A	State	DC
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Lender	DC GOVT - HOME INITIATIVE PROGRAM				



Comparable 1

GALLAUDET STREET NE	
Prox. to Subject	1.13 miles N
Sales Price	175,000
Gross Living Area	
Total Rooms	
Total Bedrooms	
Total Bathrooms	
Location	BRENTWOOD INFERIOR
View	RESIDENTIAL HOMES
Site	
Quality	
Age	



Comparable 2

KENDALL STREET NE	
Prox. to Subject	1.11 miles NW
Sales Price	175,000
Gross Living Area	
Total Rooms	
Total Bedrooms	
Total Bathrooms	
Location	BRENTWOOD INFERIOR
View	RESIDENTIAL HOMES
Site	
Quality	
Age	



Comparable 3

737 6th St NE	
Prox. to Subject	0.94 miles W
Sales Price	220,000
Gross Living Area	
Total Rooms	
Total Bedrooms	
Total Bathrooms	
Location	OLD CITY #1 SUPERIOR
View	RESIDENTIAL//RETIAL
Site	
Quality	
Age	

View of site construction

Comparable Photo Page

Borrower/Client	THE DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT				
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Lender	DC GOVT - HOME INITIATIVE PROGRAM				



Comparable 4

1717 E St NE
Prox. to Subject 0.14 miles SE
Sales Price 280,000
Gross Living Area
Total Rooms
Total Bedrooms
Total Bathrooms
Location OLD CITY #1
View RESIDENTIAL HOMES
Site
Quality
Age



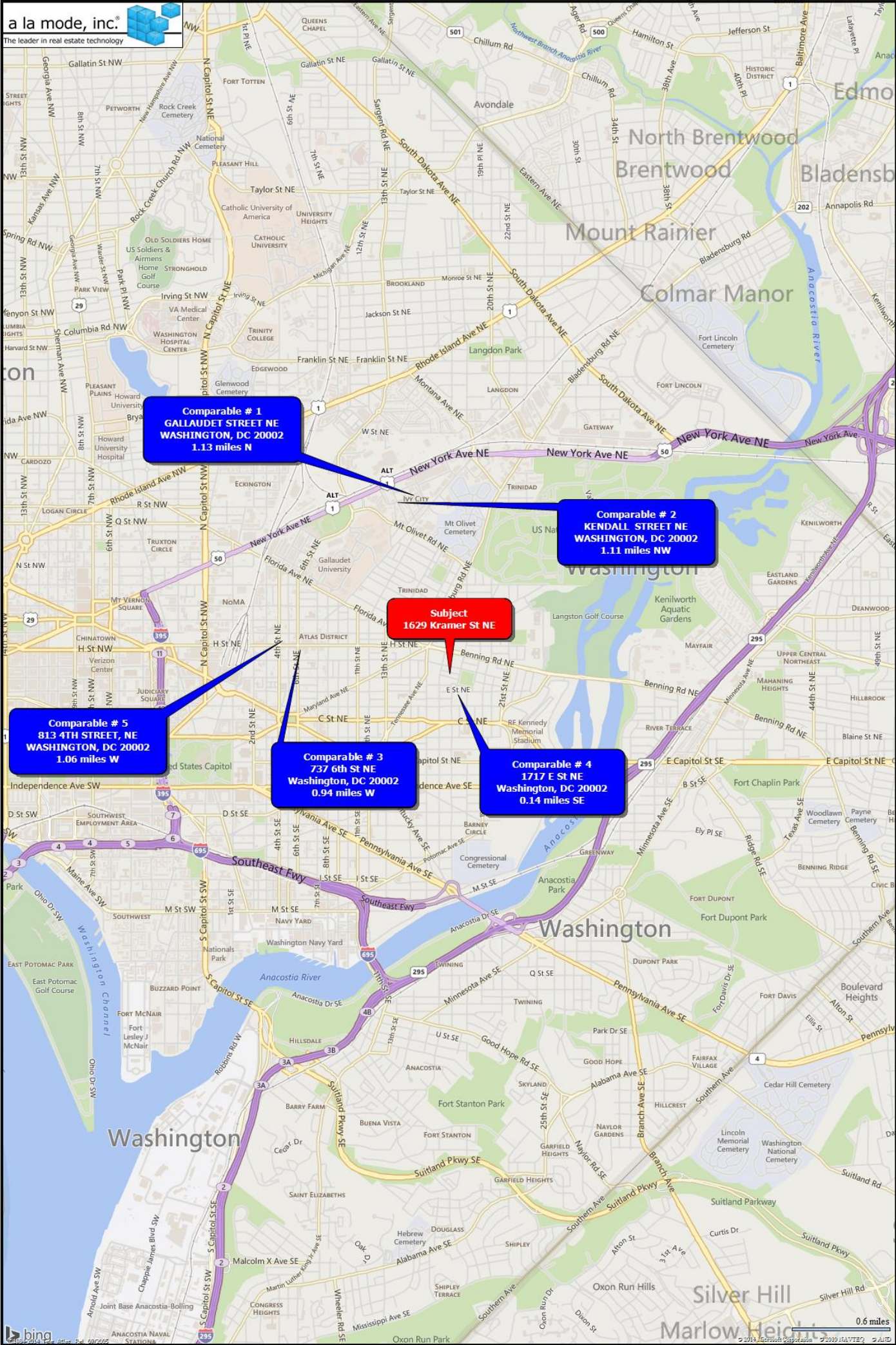
Comparable 5

813 4TH STREET, NE
Prox. to Subject 1.06 miles W
Sales Price 168,000
Gross Living Area
Total Rooms
Total Bedrooms
Total Bathrooms
Location OLD CITY #1 SUPERIOR
View RESIDENTIAL/RETIAL
Site
Quality
Age

View of site construction

Location Map

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City	WASHINGTON	County	N/A	State DC Zip Code 20002
Lender	DC GOVT - HOME INITIATIVE PROGRAM			

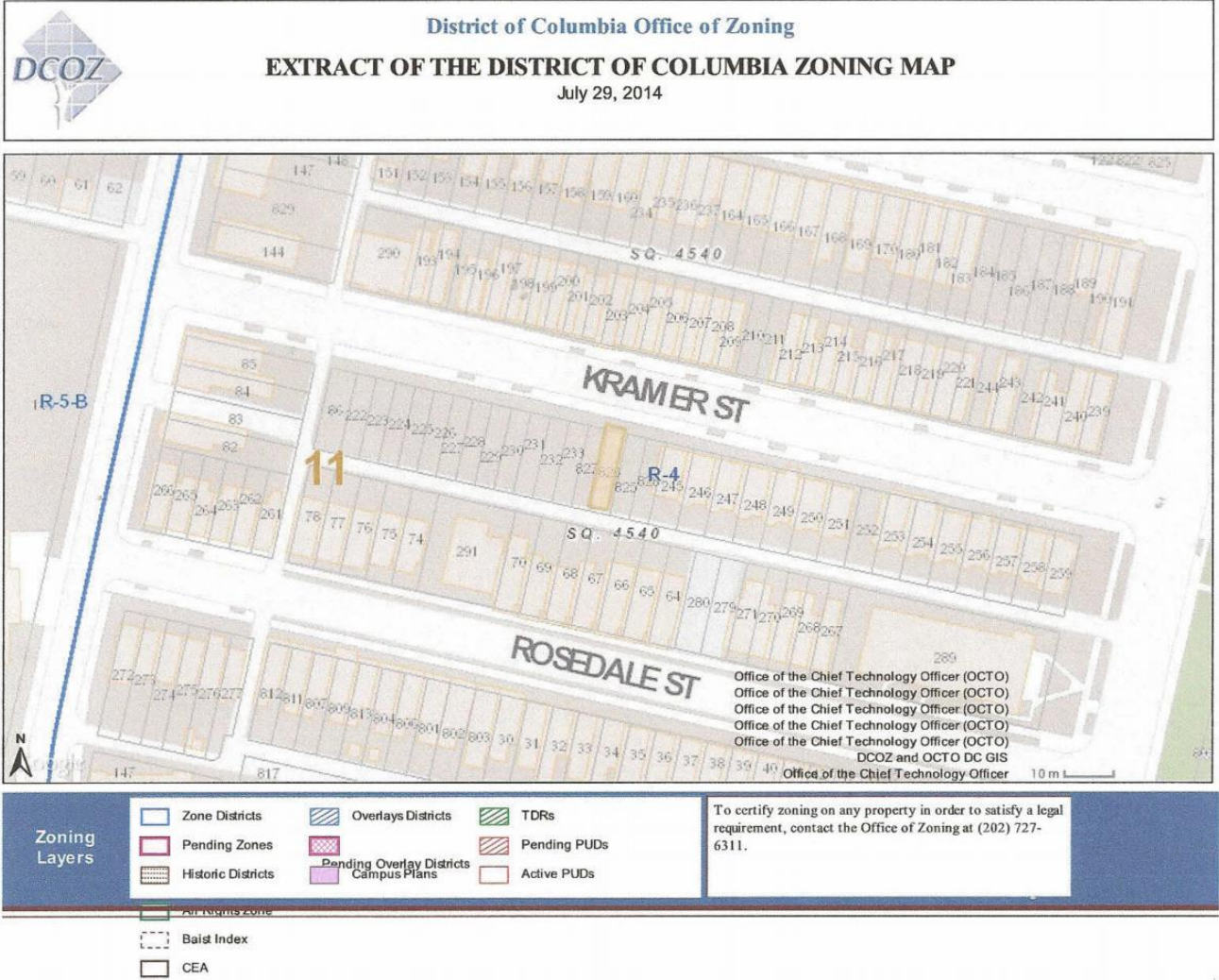


Zoning Map

Borrower/Client	THE DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT			
Property Address	1629 KRAMER STREET, NE			
City	WASHINGTON	County	N/A	State DC Zip Code 20002
Lender	DC GOVT - HOME INITIATIVE PROGRAM			

7/29/2014

District of Columbia Office of Zoning EXTRACTED ZONING MAP



Supplemental Addendum

File No. 113-14

Borrower/Client	THE DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT					
Property Address	1629 KRAMER STREET, NE					
City	WASHINGTON	County	N/A	State	DC	Zip Code 20002
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SUBJECT NEIGHBORHOOD IS OFF 17TH STREET, A MAJOR TRANSPORTATION ARTERY WHICH IS THREE BLOCKS SOUTH OF "BENNING ROAD" WHICH LEADS TO DOWNTOWN WASHINGTON, DC . MANY RESIDENTS COMMUTE TO THE WASHINGTON METROPOLITAN DOWNTOWN AREA ON A DAILY BASIS, SCHOOL ARE ADEQUATE AND Busing IS NOT REQUIRED, SHOPPING IS LOCAL , WITH MO/ PO RETAIL STORES & RESTAURANTS LOCATED WITHIN WALKING DISTANCE. AS THE NEAREST TOWN CENTER FOR SEROUS SHOPPER WOULD BE " H " STREET. TRANSPORTATION IS GOOD WITH A ADEQUATE Busing SYSTEM,THE NEW Trolley CAR SYSTEM- AVAILABLE AT SCHEDULED TIME. WITH UNION STATION IN CLOSE PROXIMITY. SUBJECT SITE IS ZONE R4, ZONING REGULATION FOR R4 SITES, WIDTH OF 18 FT, AREA OF 1,800 SF- 60% OF LOT OCCUPANCY, HEIGHT STORIES 3 FEET 40. THE HIGHEST AND BEST USE FOR SUBJECT IS TO CONSTRUCTION OF 3 THREE STORIES TOWN HOUSE WITH A VARIANCE FOR THE NONCONFORMING SIZE AND FRONTAGE.

• URAR :

THIS ADDENDUM IS DESIGNED AS AN ADJUNCT TO THE FNMA FORM 1004 FOR THE REPORTING OF COMMENTS MOST TYPICALLY REQUIRED BY LENDERS TO CLARIFY ASPECTS OF THE APPRAISAL PROCESS. AN "X" IN THE BOX NEXT TO A PARTICULAR PHRASE INDICATES THAT THIS APPLIES TO THE INDIVIDUAL APPRAISAL BEING PERFORMED. PHRASES NOT CHECKED DO NOT APPLY TO THIS INDIVIDUAL APPRAISAL.

(X) NO CONSIDERATION GIVEN FOR ANY POINTS, CLOSING COSTS, OR CONCESSIONS GIVEN PURCHASER BY SELLER. POINTS AND/OR CLOSING COSTS PAID BY SELLER ARE COMMON FOR ALL TYPES OF FINANCING IN THIS AREA. NO ADJUSTMENTS FOR FINANCING BECAUSE NO DIMINUTION OF VALUE DISCOVERED IN MARKETPLACE.

(X) EVERY EFFORT HAS BEEN MADE TO USE COMPARABLES THAT HAVE SOLD WITHIN SIX MONTHS OF THE DATE OF THE APPRAISAL. OUR DATA BANK INCLUDES 1 MLS COMPUTER TERMINAL, LUSK REPORTS, APPRAISAL FILES, ETC. AN EXAMPLE OF THIS IS SALE # 2, 3, 4 & 5.*

(X) MANY COMPARABLES WERE CONSIDERED AND RELIED UPON BY THE APPRAISER IN THE CONCLUSIONS DRAWN THEREFROM, THE THREE EXHIBITED WERE CONSIDERED THE MOST INDICATIVE AND RELIABLE AVAILABLE SALES. WE DO NOT RECITE SALES OVER 1 YEAR OLD EXCEPT IN EXTREME CASES AND AFTER DISCLOSURE OF COMPELLING REASON. HOWEVER, LIMITING SALES TO WITHIN 6 MOS. OF APPRAISAL DATE CREATES ARTIFICIAL RESTRAINTS NOT FOUND IN THE OPEN MARKETPLACE. THIS APPRAISER WILL NOT PASS OVER THE BEST POSSIBLE COMPARABLE SALE IN ORDER TO USE ONE THAT IS LESS COMPARABLE, THOUGH OF A MORE CURRENT DATE.

(X) IT IS NOTED THAT NET ADJUSTMENT FOR COMPARABLE SALE(s) NO. 1, 2, 3, 4 & 5 (s) EXCEED(s) 15% . THIS ADJUSTMENT IS LARGER THAN NORMAL BUT THE SALES CHOSEN ARE CONSIDERED THE BEST AVAILABLE. OTHER SALES ANALYZED WOULD HAVE REQUIRED LESS DESIRABLE ADJUSTMENTS AND WERE NOT USED FOR THAT REASON.

(X) "DATE OF SALE" USED IN THE MARKET DATE SECTION IS THE SETTLEMENT/CLOSING DATE UNLESS OTHERWISE NOTED.

(X) SITE IMPROVEMENTS: WITH THE EXCEPTION OF THE STREET, IT IS THE APPRAISER'S EXPERIENCE THAT NEITHER THE PRESENCE NOR LACK OF SITE IMPROVEMENTS HAS ANY EFFECT ON VALUE OR MARKETABILITY.

(X) NO ITEM THAT HAS ANY NEGATIVE EFFECT ON VALUE WAS NOT DISCLOSED ON THE FORM

(X) AS A RESULT OF THE CURRENT FHLBB MEMORANDUM R-41, YOUR APPRAISER HAS NOTED IN THE APPRAISAL REPORT CERTAIN CHATTELS WHICH ARE CONSIDERED NON-REALTY ITEMS. THE CONVEYANCE AND INCLUSION OF THESE ITEMS IS TYPICAL OF TRANSACTIONS IN THIS MARKETPLACE.

(X) THE APPRAISER HAS REVIEWED THE FFLBB MEMORANDUM R-41C, ANND IS THE OPINION THAT THE APPRAISAL OF THE SUBJECT PROPERTY CONFORMS TO THE BANK BOARD MEMORANDUM.

(X) THE INCOME APPROACH WAS DEEMED INAPPROPRIATE AND THEREFORE, WAS NOT CONSIDERED FOR THIS TYPE OF PROPERTY.

() COMPARABLE SALES ARE LOCATED IN THE SUBJECT SUBDIVISION, BUT SALES OUTSIDE THE SUBDIVISION ARE NOT CONSIDERED APPROPRIATE AND THE SALES CHOSEN ARE THE BEST AVAILABLE.

A THOROUGH SEARCH FOR COMPARABLE SALES WAS MADE IN AN ATTEMPT TO FIND SALES WHICH BRACKET THE FINAL VALUE ESTIMATED FOR THE SUBJECT PROPERTY. AFTER CONSIDERATION OF LOCATIONS, DATES OF SALE AND PHYSICAL DIFFERENCES IN THE APPRAISER'S JUDGEMENT, THE COMPARABLES USED ARE THE BEST INDICATOR OF THE SUBJECT'S VALUE.

THE FLOOD MAP HAS A DIFFERENT ADDRESS VIS SUBJECT, HOWEVER IT COVERS THE SUBJECT PROPERTY AREA.

URAR :

PURPOSE & SYNOPSIS

Since not every subject property can be compared to "ideal" comparable sales, the appraiser has chosen the best sales available from the market search which meet investor underwriting standards and guidelines. Every effort to has been made to conform to FNMA and FHLMC underwriting guidelines and in most bases, to an even stricter interpretation found common to most investors in the secondary market.

The comments in this addendum are intended to expand on what the appraiser feels are areas of most concern to mortgage investor and/or the owner(s) of the appraised property in underwriting an appraisal report. The expanded comments allow the appraiser to provide additional comments where sufficient space is not available on the appraisal form. The market has been thoroughly searched and the sales reported herein are in the appraiser's opinion, the bestsales available that properly weigh the four (4) major elements of comparison. The four (4) major elements of comparison are (1) Location, (2) condition of Sale; (3) Time of Sale; and (4) Physical Characteristics of the subject and the Comparables.

SCOPE OF THE APPRAISAL

Supplemental Addendum

File No. 113-14

Borrower/Client	THE DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT					
Property Address	1629 KRAMER STREET, NE					
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Lender	DC GOVT - HOME INITIATIVE PROGRAM					

In order to estimate the subject SITE market value, as of the date of the appraisal, a systematic procedure has been followed to reach a logical final value conclusion. Every effort has been made to conform to the code of ethics of the Appraisal Institute. The National Association of Real Estate Appraisers, FHLMC underwriting guidelines and additional requirements of investors in the secondary market. Of the three (3) approaches to value, the sales comparison approach and the cost approach are relied upon most to estimate the subject's market value.

Upon receiving the appraisal order, county assessor's records are researched to obtain basic property information such as the last sale date and price, lot size, zoning assessments, utilities present, real estate taxes,census tracts and other pertinent data as required in the appraisal report. Then the local multiple listing service is consulted to research the subject property. If available, recent sales, contract sales and current available listings in the subject's subdivision and immediate market area that are most similar to the subject property are obtained. An appointment is then set up to inspect the exterior or interior of subject property. The appraiser the n visually insects the exterior of the comparables selected that are most similar to the subject property.

The comparables selected for use in the report are, in the opinion of the appraiser, the best available after investigation of the sales activity in the subject's market area. Adjustments in the sales comparison approach are estimated based on market extraction and/or reaction of a particular item, its effects on value and are not based on cost figures. Negative (-) adjustments in the sales comparison approach reflect items that are superior to those found in the subject property. Positive (+) adjustments reflect items inferior to those found in the subject property. Comparable sales data are adjusted to the subject property, with the subject property as standard in terms of which of the comparable sale properties are evaluated and adjusted. The adjusted sales prices are reconciled to a final indication of the market via the direct sales comparison approach.

Upon completion of the sales comparison analysis, the appraiser develops the Cost Approach NOT APPLICABLE, using the Marshall & Swift Cost Handbook, local builder cost and estimate guides, and other pertinent residential cost information to arrive at the reproduction cost new of the subject property. Depreciation is estimated by the appraiser which takes into consideration the effective age of the subject property and its remaining economic life and any functional or external obsolescence extracted via matched pair analyses. Any depreciation is subtracted from the estimated reproduction cost new of the subject property. To this depreciated cost, the value of the site, as if vacant and available to be put to its highest and best use, is added to obtain a value via the Cost Approach.

If enough information is available, the Income Approach is developed NOT APPLICABLE using gross rent multiplier analysis (GRM). GRM analysis requires a substantial quantity of reliable, verified data on market sales or comparable properties that were rented at the time of the sale to estimate the market rent. Typically, in this market there is insufficient available information on single family properties to estimate the value by the Income Approach.

After analysis of the ONE (1) approaches to value, The direct sales comparison approach, the appraiser logically reconciles all the approaches to value ot arrive at a final estimate of property value (market value) as of the valuation date. It should be the best, most probable figure obtainable under current market circumstances. The final value estimate is rounded appropriately to emphasize the fact that it is an estimate.