

**Table 19.1 Matched Pair Analysis Using a Sensitivity Analysis for Sales**

	<b>Subject</b>	<b>Comparable 1</b>		<b>Comparable 2</b>	
Price			\$510,000		\$400,000
Rights transferred	fee simple	fee simple	0.0%	leased fee	-5.0%
<b>Subtotal</b>			\$510,000		\$380,000
Financing	cash to seller	cash to seller	0.0%	cash to seller	0.0%
<b>Subtotal</b>			\$510,000		\$380,000
Conditions of sale	arm's-length	motivated seller	5.0%	arm's-length	0.0%
<b>Subtotal</b>			\$535,500		\$380,000
Expenditures after sale	none	minor repairs	5.0%	none	0.0%
<b>Subtotal</b>			\$562,275		\$380,000
Market conditions	current	one month ago	0.5%	five months ago	2.5%
<b>Current, cash-equivalent price</b>			<u>\$565,086</u>		<u>\$389,581</u>
Location adjustment	Northeast Side	Northeast Side		Northeast Side	
Zoning	Commercial -1	Commercial-1		Commercial-1	
Site size (sq. ft.)	20,000	20,000		20,000	
Building design	one story/avg.	one story/avg.		one story/avg.	
Const. quality	masonry/avg.	masonry/avg.		masonry/avg.	
Improvement age	14 years	14 years		14 years	
Improvement condition	average	average		average	
First floor area (@ 10)	9,000	12,000	-30,000	6,000	+30,000
Second floor area	0	0		0	
Above-ground building area	9,000	12,000		6,000	
Finished area	75%	75%		75%	
Basement area (sq. ft.)	0	0		0	
Functional obsolescence	typical only	typical only		typical only	
Other	none	none		none	
Net adjustment			<u>-\$30,000</u>		<u>+\$30,000</u>
Indicated value			<u>\$535,086</u>		<u>\$419,581</u>

**Table 19.2 Revised Matched Pair Analysis Using a Sensitivity Analysis for Sales**

Current, cash-equivalent price			\$565,086		\$389,581
First floor area (@ 40)	9,000	12,000	-120,000	6,000	+120,000
Indicated value			\$445,086		\$509,581

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**Table 19.3 Third Revised Matched Pair Analysis Using a Sensitivity Analysis for Sales**

Current, cash-equivalent price			\$565,086		\$389,581
First floor area (@ 30)	9,000	12,000	<u>-90,000</u>	6,000	<u>+90,000</u>
Indicated value			<u>\$475,086</u>		<u>\$479,581</u>

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**Table 19.4 Qualitative Analysis**

	<b>Subject</b>	<b>Comparable 1</b>	<b>Comparable 2</b>	<b>Comparable 3</b>
Address	597 E. North St.	579 E. Hill St.	593 N. Webb Ave.	571 E. Oak St.
Sale price		\$500,000	\$550,000	\$625,000
Rights transferred	fee simple	fee simple	fee simple	fee simple
Financing	cash to seller	contract superior	cash to seller	cash to seller
Conditions of sale	arm's-length	arm's-length	arm's-length	arm's-length
Expend. after purch.	none needed	none needed	none needed	minor repairs inferior
Date of sale	today	July	January	June
Location/site/view	\$80,000 site	\$65,000 site inferior	\$80,000 site	\$85,000 site superior
Building design	one story/avg.	one story/avg.	one story/avg.	one story/avg.
Const. quality	steel/average	brick/equal	frame/inferior inferior	steel/equal
Improvement age	8 years	12 years inferior	9 years inferior	5 years superior
Imprv. condition	average	equal	equal	equal
Abv.-grd. bldg. area	6,086 sq. ft.	5,000 sq. ft. inferior	6,000 sq. ft.	8,000 sq. ft. superior
Basement area	3,500 sq. ft.	2,000 sq. ft. inferior	3,500 sq. ft.	4,500 sq. ft. superior
Finished basement	2,000 sq. ft.	unfinished inferior	2,000 sq. ft. finished	2,000 sq. ft. finished
Functional utility	average	average	average	average
Garage	2-car att.	2-car att.	2-car att.	2-car att.
Other	none	none	in-ground pool superior	none
		<b>much inferior</b>	<b>nearly equal</b>	<b>much superior</b>