



This Weeks Featured Appraisal Problem/Solution



For business or for real estate, you need a professional appraisal at some of life's most important moments. Refinancing, legal matters, squabbles with the IRS, buying, selling, insuring, estate issues, probate, or financing. The appraiser you select had better be good, if they are to unlock the door for your needs. We have been successfully solving appraisal problems since 1972 and our appraisers have the credentials you need and the proven abilities you require. Routine or difficult appraisal problems, our experts are prepared to offer an opinion so well documented that adversaries just waive the white flag.

Appraisal Problem A Farm may become a Housing Development

A dairy farm has housing developments nearby and more coming. The farmer has no idea as to the value of his land, but is starting to receive unsolicited offers. The owner and his family have worked hard all their life and worry about what to do with their life going forward and with all the \$\$



Our research analysts found 38 sales of farm land that was ready for development in the area. A regression analysis pointed to a range of value. A test of the value conclusion showed that a developer could purchase the property and the value and meet their profit objectives. The value conclusion was higher than most area farms because the appraisers recognized the amenities that the subject offered including a scenic river, wildlife area, state parks on two sides and the appraisers were able to quantify the increased value of these amenities. The appraisers helped the farm family find legal and financial consulting services. The appraisers found other dairy land that was converted to housing developments to help the family understand the process.