



## 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. 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 large office complex is zoned industrial. The tenant, ( a government agency) may want to acquire the building through private placement of bonds to be sold by a Wall Street Firm. What is the value of the property if the zoning reverted to industrial? What is today's value as a legal non conforming use? How do you write an appraisal to conform to Walls Street standards?



Appraisers valued the property as though zoned Industrial, as though rezoned commercial and as though rezoned retail. Given a certain selling price and terms, a thorough analysis of the discounted present value of a long term lease was prepared and integrated into the report. It funded.