## Land Value Analysis

Enclosed are the land values and analysis for the basis of the assessments. Most sales are utilized over a two-year period, but may vary based on the sampling. Outliers and others may be removed from the analysis as not being a representative sampling. Units of comparison include, site value, rate per front foot, rate per acre, and rate per square foot. Various acceptable methods are utilized in deriving a unit of comparison and a typical rate.

## Condominium Analysis

Direct sales comparison approach is utilized for condominiums based on a square foot or lineal foot method. Separate valuation conditions may be utilized to group certain types of properties together, including factors such as size, location, amenities, etc.

## Economic Condition Factors

An ECF adjusts the assessor's use of the cost manual to the local market. County multipliers are provided by the State Tax Commission and adjusted annually to reflect change in the market of the construction costs found in the State Tax Commission Assessor's Manual and to "bring" those costs to the County level. Economic condition factors are adjusted annually by the assessor to further refine these costs to the local market.
An ECF must be determined and used in all cost appraisal situations where the Assessor's Manual is used. Saying "I didn't need to use an ECF because I used the new Assessor's Manual." Is not correct; even if the cost manual being utilized is brand new; it is a statewide manual and must be adjusted to local market conditions through the use of an ECF. It is also incorrect to indicate "I didn't need to use an ECF because I was valuing new construction" Again, an ECF must be used to adjust the statewide costs of the Assessor's Manual to local markets. An ECF must be used regardless of the age of the improvements being valued.
The single base for determining fair assessments is true cash value. What is the property worth? What would be the price an informed buyer would be willing to pay for the property in its condition and location? These are questions relating to true cash value. Assessments are to be set at $50 \%$ of the true cash value appraisals of each property. When appraising a mass of properties, the assessor frequently uses a cost-less-depreciation analysis and relates it to what properties are selling for through the use of an Economic Condition Factor (ECF). The ECF is derived by analyzing properties which have sold and comparing the cost less depreciation of the buildings to that portion of the sale prices attributable to those buildings. (This procedure will be discussed in detail later.) If there is a consistent relationship between the cost-less-depreciation analysis and the sale values of the buildings, this relationship is expressed as an ECF which is used to adjust the cost-lessdepreciation estimates to what properties are selling for in the market.
An ECF is calculated by analyzing verified property sale prices. The portion of each sale price attributed to the building(s) on the parcel is compared to the value on the record card of the same building(s). The ECF represents the relationship between the appraised value of the building as calculated using the Assessors Manual and the sale value of that building. When the building value is added to the value of the land and the land improvements, an indication of true cash value can be obtained for assessed valuations.

Lake Charlevoix Land Analysis


Lake Charlevoix South Arm Land Analysis

| Parcel Number | Street Address | Sale Date | Sale Price | Instr. | Adj. Sale \$ | Cur. Asmnt. | Asd/Adj. Sale | Cur. Appraisal | Land Residual | Est. Land Value | Effec. Front | Dollars/FF |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 006-116-038-00 | 3125 ROSS LN (PVT) | 06/24/21 | \$1,750,000 | WD | \$1,750,000 | \$729,900 | 41.71 | \$1,459,793 | \$1,022,657 | \$732,450 | 190.0 | \$5,382 |
| 006-116-042-50 | 3027 ROSS LN (PVT) | 09/09/22 | \$1,750,000 | WD | \$1,750,000 | \$614,100 | 35.09 | \$1,228,141 | \$945,909 | \$424,050 | 110.0 | \$8,599 |
| 006-117-040-00 | 3754 LAKE ST (PVT) | 10/26/22 | \$705,000 | WD | \$705,000 | \$273,100 | 38.74 | \$546,101 | \$448,024 | \$289,125 | 75.0 | \$5,974 |
| 006-121-002-20 | M-66 N | 05/06/21 | \$750,000 | WD | \$750,000 | \$522,100 | 69.61 | \$1,044,104 | \$724,201 | \$1,018,305 | 330.0 | \$2,195 |
| 006-121-002-20 | M-66 N | 07/30/21 | \$2,100,000 | WD | \$2,100,000 | \$656,600 | 31.27 | \$1,313,060 | \$2,059,090 | \$1,272,150 | 330.0 | \$6,240 |
| 006-121-009-00 | 2968 M-66 N | 05/12/21 | \$1,300,000 | WD | \$1,300,000 | \$556,100 | 42.78 | \$1,112,143 | \$708,282 | \$520,425 | 135.0 | \$5,247 |
| 006-128-013-20 | SLEEPY HOLLOW LN (PVT) | 02/28/23 | \$915,000 | WD | \$915,000 | \$0 | 0.00 | \$732,450 | \$915,000 | \$732,450 | 190.0 | \$4,816 |
| 006-175-011-10 | 704 EVELINE ORCHARD RD | 10/08/21 | \$600,000 | WD | \$600,000 | \$365,500 | 60.92 | \$730,922 | \$516,112 | \$647,034 | 164.0 | \$3,147 |
| 006-225-006-00 | 9367 BIRCH TERRACE RD | 05/31/22 | \$1,500,000 | WD | \$1,500,000 | \$545,800 | 36.39 | \$1,091,683 | \$832,367 | \$424,050 | 110.0 | \$7,567 |
| 006-525-044-00 | 1715 GREENLEAF AVE | 07/20/21 | \$699,000 | WD | \$699,000 | \$308,600 | 44.15 | \$617,168 | \$563,707 | \$481,875 | 150.0 | \$3,758 |
|  |  | Totals: | \$12,069,000 |  | \$12,069,000 | \$4,571,800 |  | \$9,875,565 | \$8,735,349 | \$6,541,914 | 1,784.0 |  |
|  |  |  |  |  |  |  |  |  |  | Average per $\mathrm{FF}=>$ | \$4,896 |  |

## Lake Charlevoix Evergreen Point Land Analysis



Lake Access Influence Land Analysis

| Parcel Number | Street Address | Sale Date | Sale Price | Instr. | Adj. Sale \$ | Cur. Asmnt. | Asd/Adj. Sale | Cur. Appraisal | Land Residual | Est. Land Value | Effec. Front | Dollars/FF |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 006-032-050-15 | 755 BLUE WATER TRL (PVT) | 08/16/21 | \$500,000 | WD | \$500,000 | \$226,700 | 45.34 | \$453,451 | \$245,314 | \$198,765 | 105.0 | \$2,336 |
| 006-033-004-15 | 3924 LAKESHORE RD | 11/28/22 | \$335,000 | WD | \$335,000 | \$205,800 | 61.43 | \$411,617 | \$55,893 | \$132,510 | 70.0 | \$798 |
| 006-156-013-00 | 4556 LAKESHORE RD | 09/23/22 | \$535,000 | MLC | \$535,000 | \$252,900 | 47.27 | \$505,693 | \$324,195 | \$294,888 | 264.0 | \$1,228 |
| $\underline{\text { 006-725-012-00 }}$ | 9121 LAS OLAS DR (PVT) | 10/05/22 | \$450,000 | WD | \$435,000 | \$122,900 | 28.25 | \$245,735 | \$314,203 | \$124,938 | 66.0 | \$4,761 |
|  |  | Totals: | \$1,820,000 |  | \$1,805,000 | \$808,300 |  | \$1,616,496 | \$939,605 | \$751,101 | 505.0 |  |
|  |  |  |  |  |  |  |  |  |  | Average per FF=> | \$1,861 |  |

Lake Shore Rd Land Analysis

| Parcel Number | Street Address | Sale Date | Sale Price | Instr. | Adj. Sale \$ | Cur. Asmnt. | Asd/Adj. Sale | Cur. Appraisal | Land Residual | Est. Land Value | Effec. Front | Dollars/FF |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 006-030-058-80 | 5710 LAKESHORE RD | 10/27/21 | \$767,000 | WD | \$767,000 | \$346,500 | 45.18 | \$693,057 | \$313,243 | \$239,300 | 100.0 | \$3,132 |
| 006-030-068-50 | 5412 LAKESHORE RD | 08/18/21 | \$670,000 | WD | \$670,000 | \$447,800 | 66.84 | \$895,544 | \$169,276 | \$394,820 | 240.0 | \$705 |
| 006-032-026-00 | 4098 LAKESHORE RD | 09/02/21 | \$805,000 | WD | \$805,000 | \$518,300 | 64.39 | \$1,036,544 | \$67,581 | \$299,125 | 125.0 | \$541 |
| 006-032-026-00 | 4098 LAKESHORE RD | 07/01/22 | \$970,000 | WD | \$970,000 | \$518,300 | 53.43 | \$1,036,544 | \$232,581 | \$299,125 | 125.0 | \$1,861 |
| 006-032-031-90 | 750 BLUE WATER TRL (PVT) | 07/29/21 | \$1,000,000 | WD | \$1,000,000 | \$531,200 | 53.12 | \$1,062,303 | \$392,367 | \$454,670 | 190.0 | \$2,065 |
| 006-033-014-20 | 3750 LAKESHORE RD | 08/13/21 | \$460,000 | WD | \$460,000 | \$187,600 | 40.78 | \$375,245 | \$221,156 | \$136,401 | 57.0 | \$3,880 |
| 006-033-014-20 | 3750 LAKESHORE RD | 08/18/21 | \$460,000 | WD | \$460,000 | \$187,600 | 40.78 | \$375,245 | \$221,156 | \$136,401 | 57.0 | \$3,880 |
| 006-033-018-15 | 3098 LAKESHORE RD | 10/29/21 | \$1,725,000 | WD | \$1,725,000 | \$623,500 | 36.14 | \$1,246,932 | \$717,368 | \$239,300 | 100.0 | \$7,174 |
| 006-033-020-00 | 3042 LAKESHORE RD | 10/15/21 | \$650,000 | WD | \$650,000 | \$326,100 | 50.17 | \$652,129 | \$296,996 | \$299,125 | 125.0 | \$2,376 |
| 006-033-020-00 | 3042 LAKESHORE RD | 06/13/22 | \$950,000 | WD | \$950,000 | \$326,100 | 34.33 | \$652,129 | \$596,996 | \$299,125 | 125.0 | \$4,776 |
| 006-350-007-00 | LAKESHORE RD | 05/07/21 | \$750,000 | WD | \$750,000 | \$388,500 | 51.80 | \$777,098 | \$660,452 | \$687,550 | 350.0 | \$1,887 |
| 006-350-011-00 | 5109 LAKESHORE RD | 10/19/22 | \$397,500 | WD | \$397,500 | \$122,400 | 30.79 | \$244,797 | \$301,069 | \$148,366 | 62.0 | \$4,856 |
| $\underline{\text { 006-350-033-00 }}$ | 5318 LAKESHORE RD | 10/07/22 | \$760,000 | WD | \$760,000 | \$164,200 | 21.61 | \$328,397 | \$552,878 | \$121,275 | 98.0 | \$5,642 |
|  |  | Totals: | \$10,364,500 |  | \$10,364,500 | \$4,688,100 |  | \$9,375,964 | \$4,743,119 | \$3,754,583 | 1,754.0 |  |
|  |  |  |  |  |  |  |  |  | Average per FF=> |  |  |
|  |  |  |  |  |  |  |  |  |  | \$2,704 |  |

## Residential Land FF Analysis



Lake Nowland Land Analysis


Bluewater Ridge Land Analysis


Charlevoix Shores Site Analysis


## Residential Acreage Analysis









| Acres | Value |
| :---: | :---: |
| 1.00 | $\$ 38,500$ |
| 1.50 | $\$ 39,850$ |
| 2.00 | $\$ 41,200$ |
| 2.50 | $\$ 45,500$ |
| 3.00 | $\$ 49,800$ |
| 4.00 | $\$ 58,400$ |
| 5.00 | $\$ 67,000$ |
| 7.00 | $\$ 73,600$ |
| 10.00 | $\$ 83,500$ |
| 15.00 | $\$ 84,750$ |
| 20.00 | $\$ 86,000$ |
| 25.00 | $\$ 100,600$ |
| 30.00 | $\$ 115,300$ |
| 40.00 | $\$ 144,500$ |
| 50.00 | $\$ 174,000$ |
| 100.00 | $\$ 350,000$ |

## View Acreage Land Analysis



| Land Analysis |  |  |  |  |  | Acres | Value |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | 1.0 | \$133,800 |
| \$160,000 |  |  |  |  |  | 1.5 | \$150,800 |
| \$140,000 | - |  |  |  |  | 2.0 | \$167,800 |
|  | - |  |  |  |  | 2.5 | \$184,800 |
| \$120,000 |  |  |  |  |  | 3.0 | \$201,800 |
| \$100,000 |  |  |  |  |  | 4.0 | \$236,000 |
| \$80,000 | $\cdots$ |  |  |  |  | 5.0 | \$242,350 |
|  |  |  |  |  |  | 7.0 | \$255,050 |
| \$60,000 |  |  |  |  |  | 10.0 | \$274,000 |
| \$40,000 | - |  |  |  |  | 15.0 | \$280,000 |
| \$20,000 | $\bullet$ |  |  |  |  | 20.0 | \$285,000 |
|  |  |  |  |  |  | 25.0 | \$290,000 |
| \$0 | 5.0 | 10.00 | 15.00 | 20.00 |  | 30.0 | \$300,000 |
|  |  |  |  |  | 25.00 | 40.0 | \$315,000 |
|  |  |  |  |  |  | 50.0 | \$335,000 |
|  |  |  |  |  |  | 100.0 | \$350,000 |




## Lake Charlevoix ECF



Lake Charlevoix South Arm ECF


## Lakeshore Rd ECF

| Parcel Number | Street Address | Sale Date | Sale Price | Instr. | Adj. Sale \$ | Cur. Asmnt. | Asd/Adj. Sale | Cur. Appraisal | Land + Yard | Bldg. Residual | Cost Man. \$ | E.C.F. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 006-030-058-80 | 5710 LAKESHORE RD | 10/27/21 | \$767,000 | WD | \$767,000 | \$362,100 | 47.21 | \$724,157 | \$299,661 | \$467,339 | \$258,839 | 1.806 |
| 006-032-026-00 | 4098 LAKESHORE RD | 09/02/21 | \$805,000 | WD | \$805,000 | \$537,700 | 66.80 | \$1,075,419 | \$340,068 | \$464,932 | \$448,385 | 1.037 |
| 006-032-026-00 | 4098 LAKESHORE RD | 07/01/22 | \$970,000 | WD | \$970,000 | \$537,700 | 55.43 | \$1,075,419 | \$340,068 | \$629,932 | \$448,385 | 1.405 |
| 006-032-031-90 | 750 BLUE WATER TRL (PVT) | 07/29/21 | \$1,000,000 | WD | \$1,000,000 | \$560,700 | 56.07 | \$1,121,393 | \$529,556 | \$470,444 | \$360,876 | 1.304 |
| 006-033-014-20 | 3750 LAKESHORE RD | 08/13/21 | \$460,000 | WD | \$460,000 | \$196,500 | 42.72 | \$392,972 | \$165,307 | \$294,693 | \$138,820 | 2.123 |
| 006-033-014-20 | 3750 LAKESHORE RD | 08/18/21 | \$460,000 | WD | \$460,000 | \$196,500 | 42.72 | \$392,972 | \$165,307 | \$294,693 | \$138,820 | 2.123 |
| 006-033-018-15 | 3098 LAKESHORE RD | 10/29/21 | \$1,725,000 | WD | \$1,725,000 | \$639,000 | 37.04 | \$1,278,032 | \$293,135 | \$1,431,865 | \$600,547 | 2.384 |
| 006-033-020-00 | 3042 LAKESHORE RD | 10/15/21 | \$650,000 | WD | \$650,000 | \$345,500 | 53.15 | \$691,004 | \$343,946 | \$306,054 | \$211,621 | 1.446 |
| 006-033-020-00 | 3042 LAKESHORE RD | 06/13/22 | \$950,000 | WD | \$950,000 | \$345,500 | 36.37 | \$691,004 | \$343,946 | \$606,054 | \$211,621 | 2.864 |
| 006-350-007-00 | LAKESHORE RD | 05/07/21 | \$750,000 | WD | \$750,000 | \$388,500 | 51.80 | \$777,098 | \$687,550 | \$62,450 | \$80,674 | 0.774 |
|  |  | Totals: | \$8,537,000 |  | \$8,537,000 | \$4,109,700 |  | \$8,219,470 |  | \$5,028,456 | \$2,898,587 |  |

Water Influence ECF


## Hemmingway Pointe ECF



## Eveline Township Residential ECF



Rural Township Commercial ECF


