

**Can You Afford to Win?**

**Moderator:**  
Sandi Smith, Broker Owner of Trillium Real Estate

**Panelists:**  
Kamal Cheeks, Broker Owner of MBC Real Estate Company  
John Meyer, John A. Meyer Appraisal Co.  
Beth Graham, Certified Residential Appraiser  
Ted Edginton, US Bank

1

---

---

---

---

---

---

---

---

**Definition of Market Value**

2

---

---

---

---

---

---

---

---

**Definition of Market Value**

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- Buyer and seller are typically motivated;
- Both parties are well informed or well advised, and acting in what they consider their best interests;
- A reasonable time is allowed for exposure in the open market;
- Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

3

---

---

---

---

---

---

---

---



4

---

---

---

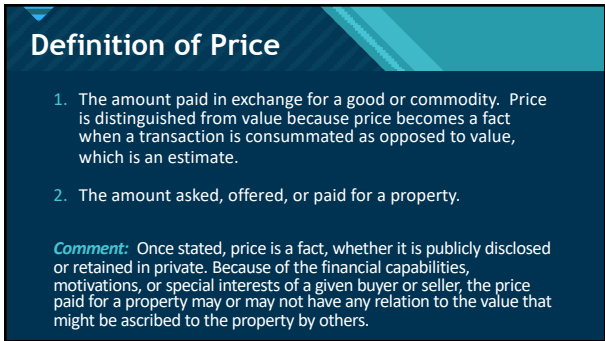
---

---

---

---

---



5

---

---

---

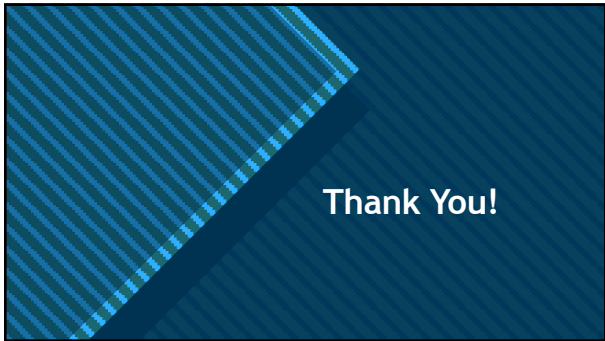
---

---

---

---

---



6

---

---

---

---

---

---

---

---