



McLane Solutions
Real Estate Education

“Oddballs: Pricing and Valuing Unusual Properties®”

What’s the strangest house you’ve ever seen?

What makes an “oddball”?

Who determines why a buyer expect?

Pricing or valuing:

- ✓ Relevant characteristics
- ✓ Scope of work
- ✓ Ranges
- ✓ Elements of Value
- ✓ Approaches to value
- ✓ Relevant characteristics
- ✓ Highest and best use
- ✓ Scope of Work

Adjustments

Neighborhood knowledge

Niche Markets

High end markets

Market Feedback

Lenders

Portfolio lenders

Valuing, pricing and appraising