

Conservative Cost-to-Recreate Analysis

813 Robinson-Clemmer Road, Dallas, North Carolina

Prepared for Marketing Strategy Discussion

Dear Bob,

As we prepare to market your property, my objective is to present buyers with transparent, factual and credible information. This document is not an appraisal or opinion of market value. It is a conservative illustration of the investment represented by your property using intentionally conservative assumptions that recognize both the strengths of the estate and the cosmetic updating many buyers may choose to undertake.

Residential Improvements

Main Residence: 2,286 HLA. Guest Cottage: 1,054 HLA. Combined Heated Living Area: 3,340 SF. Both homes are fully functional, immediately livable and well maintained. I intentionally discounted the residential value to recognize age and likely cosmetic modernization by a future owner.

Conservative Residential Improvement Value: Approximately \$500,000

Component	Actual	Method	Working Value
Main Residence	2,286 HLA	\$200/SF then ~25% reduction	\$340,000
Guest Cottage	1,054 HLA	\$180/SF then ~20% reduction	\$160,000
Combined Residential	3,340 HLA	Rounded downward	\$500,000
Horse Barn	1,584 SF	Conservative estimate	\$110,000
Covered Storage	3,681 SF	Conservative estimate	\$80,000
Hay Barn & Misc.	—	Conservative estimate	\$45,000
Contributory Land	37.89 Acres	Floodplain adjusted	\$175,000

Equestrian & Agricultural Improvements: Conservative value approximately \$235,000 recognizing the four-stall horse barn, tack room, wash bay, bathroom, covered equipment storage, hay storage and pond.

Land Contribution: The contributory land value is intentionally conservative because much of the 37.89 acres lies within the FEMA floodplain and the homesite already contains the residences and improvements.

Why I Chose This Approach

My objective is not to persuade buyers with inflated numbers. Instead, I want them to see that the homes are fully functional, the equestrian improvements would be expensive to recreate, and the asking price is supported by a transparent, conservative presentation. I believe this builds buyer confidence while supporting our marketing strategy.

Sincerely,

Troy Traversie, GRI
NorthGroup Real Estate