

Income Approach			
Income Estimate			
Comparable rental data or crop share or yield & price data	10		10
Analysis of rental data	10		10
Conclusion of Gross Income	10		10
Expense Estimates			
Itemized Expenses	10		10
Source of Two (2) expense items*			
Explanation of Expenses	10		10
Expense Conclusions	10		10
Market Rate Selection			
Comparable Sales Presentation and Calculations	10		10
Tabular Analysis & Rate Derivation	10		10
Conclusion of the Market Rate	10		10
Value by the Income Approach and Validity	10		10
Total - Income Approach	100	0	100
Sales Comparison Approach			
Comparable Sales Presentation			
Analysis & Allocation	20		20
Sale to Subject Comparison			
Selection of Variables and Value Factors	15		15
Explanation of Adjustments	30		30
Two (2) Market Derived Adjustments	15		15
Tabular Comparison Presentation	10		10
Value by the Sales Comparison Approach and Validity	10		10
Total - Sales Comparison Approach	100	0	100
Reconciliation			
Cost Approach Discussion	5		5
Income Approach Discussion	5		5
Sales Comparison Approach Discussion	5		5
Final Conclusion	5		5
Total - Reconciliation	20	0	20
Market Data Presentation			
Market Data Location Map	5		5
Courthouse Data	5		5
Price, Terms, Verification	5		5
Description			
Physical Features	5		5
Plat Maps	5		5
Photographs	5		5
Description of Rent Comparables	10		10
Total - Market Data Presentation	0		40
Clarity, Readability, Professionalism			
Format & Organization	15		15
Grammar, Punctuation & Spelling	10		10
Sentence Structure & Writing Style	10		10
Total - Clarity, Readability, Professionalism	35	0	35
Total Points	550	0	550

Regardless of the overall score, a report must also attain a score of 75 percent including a minimum of 75 percent (75 points out of the 100 allotted) for each of the three approaches to receive a passing grade. A grade below 75 percent in any one approach or failure to include a mandatory requirement results in the failure of the report.

Based on the grading sheet, the point distributions are as follows:

Mandatory Requirements	All required
Preface and Introduction	50 points
Property Description Section	85 points
Highest and Best Use	20 points
Cost Approach	100 points
Income Approach	100 points
Sales Comparison Approach	100 points
Reconciliation	20 points
Maps, Photos, Exhibits	40 points
Clarity, Readability & Professionalism	35 points
TOTAL	550 points
PASSING GRADE	412 points