



Rental Comparables by Rental Data Bureau

Mar 4, 2009

Subject Property

Address: 2615 Park Ave NE

City, St ZIP: Salem, OR 97301

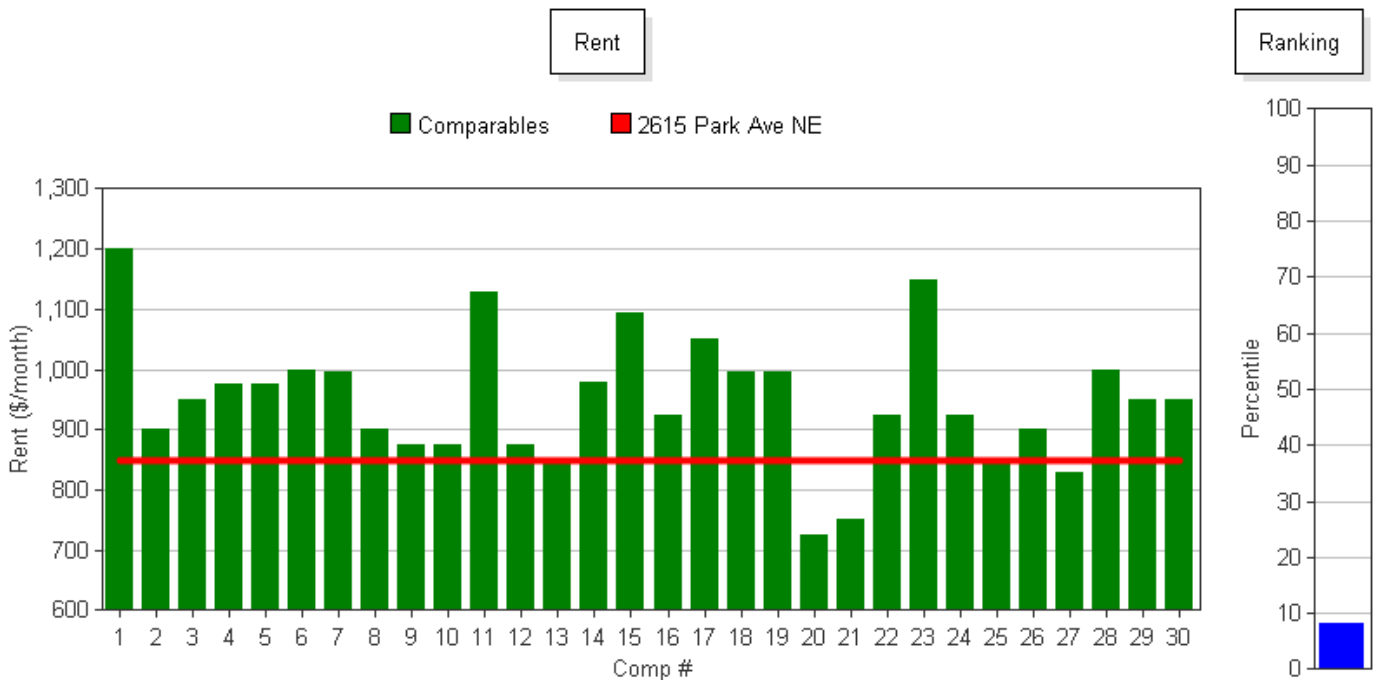
Actual/Asking Rent: \$850.00 **RentPerSqFt:** 0.774

Property Characteristics

Dwelling Type: H **Living Area (sf):** 1098

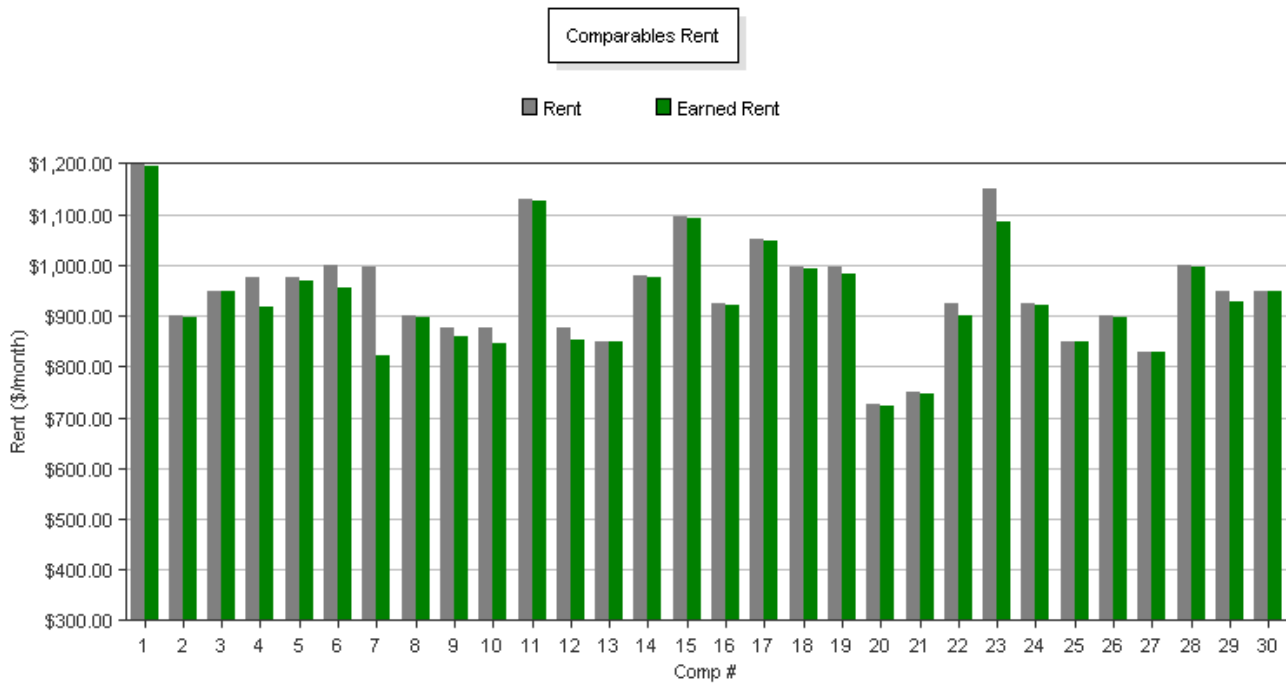
Bedrooms: 3 **Year Built:** 1968

Bathrooms: 1



Summary

In terms of Rent, your rental ranked higher than **8%** of the current market activities.



What's the difference between *rent* and *earned rent*?

Rent is the amount the tenant pays on a monthly basis. Earned rent, on the other hand, is computed with the following formula:

$$\text{Rent}_{\text{Earned}} = \text{Rent} * (\text{Days}_{\text{occupied}}/\text{Days}_{\text{year}})$$

In other words, earned rent is the average rent/month earned over a one-year period adjusted for the number of days unoccupied. When the rental is occupied continuously (no vacancies between tenants) for one year, earned rent equals rent. Rentals may be vacant/unoccupied for a variety of reasons:

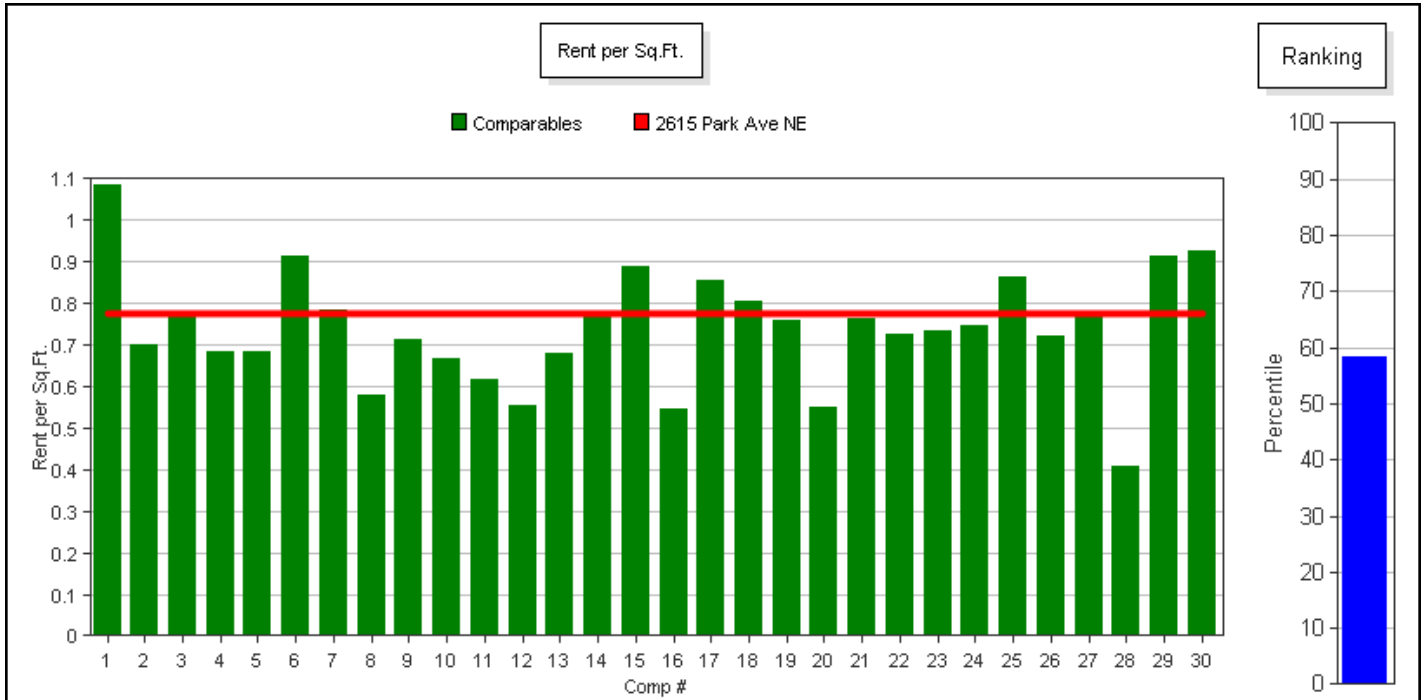
- the rental is brand new, appearing on the market for the first time,
- there are vacancies, no matter how small, between tenants, or
- the rental is remodeled, repainted, repaired, etc.

The (Days_{occupied}/Days_{year}) factor represents the time the rental is actually earning income.

Example

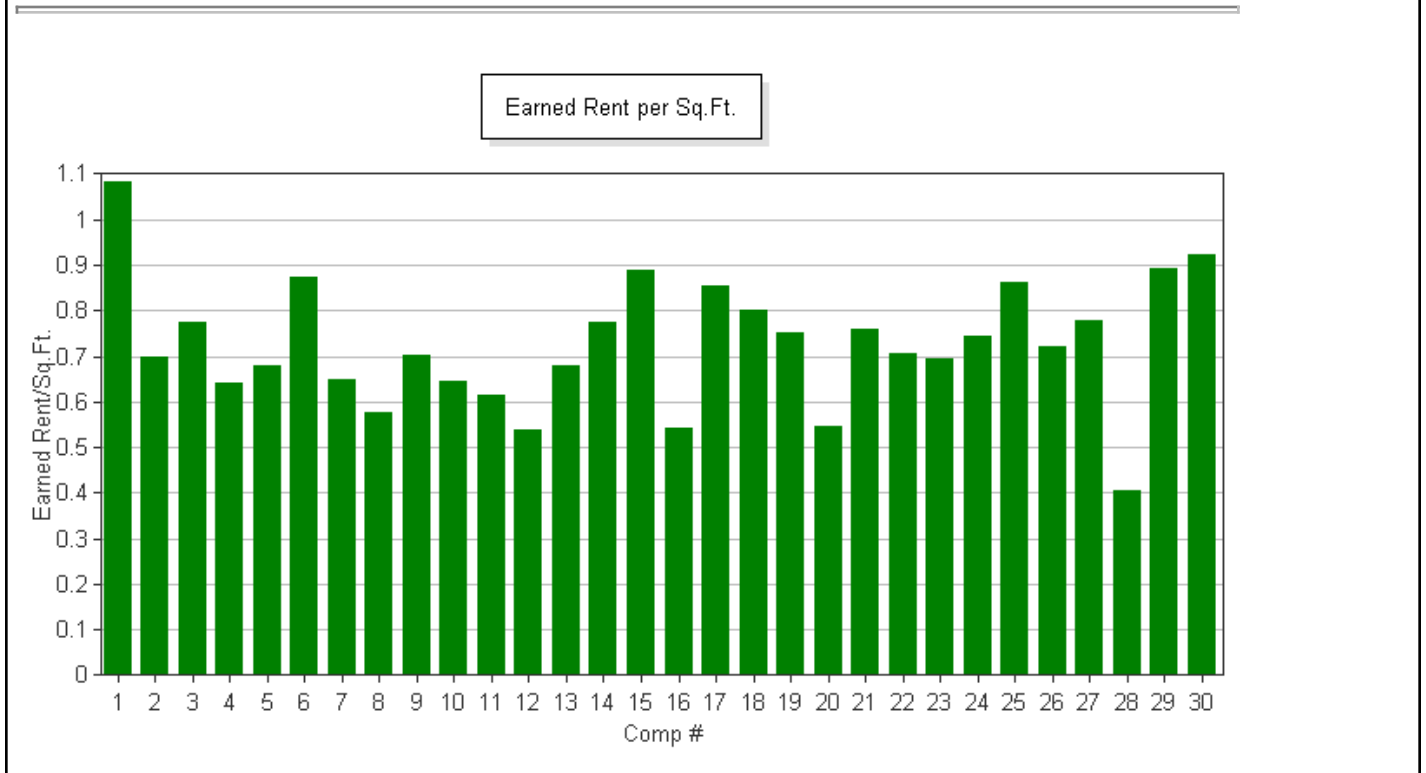
A manager/landlord has two tenants during the 2006 tax year; each tenant paid \$1000/month. The first one moves out March 1st. The next one moves in April 15th and continues occupancy into the year 2007. The Days_{occupied} for the year is 320. The earned rent is computed as follows:

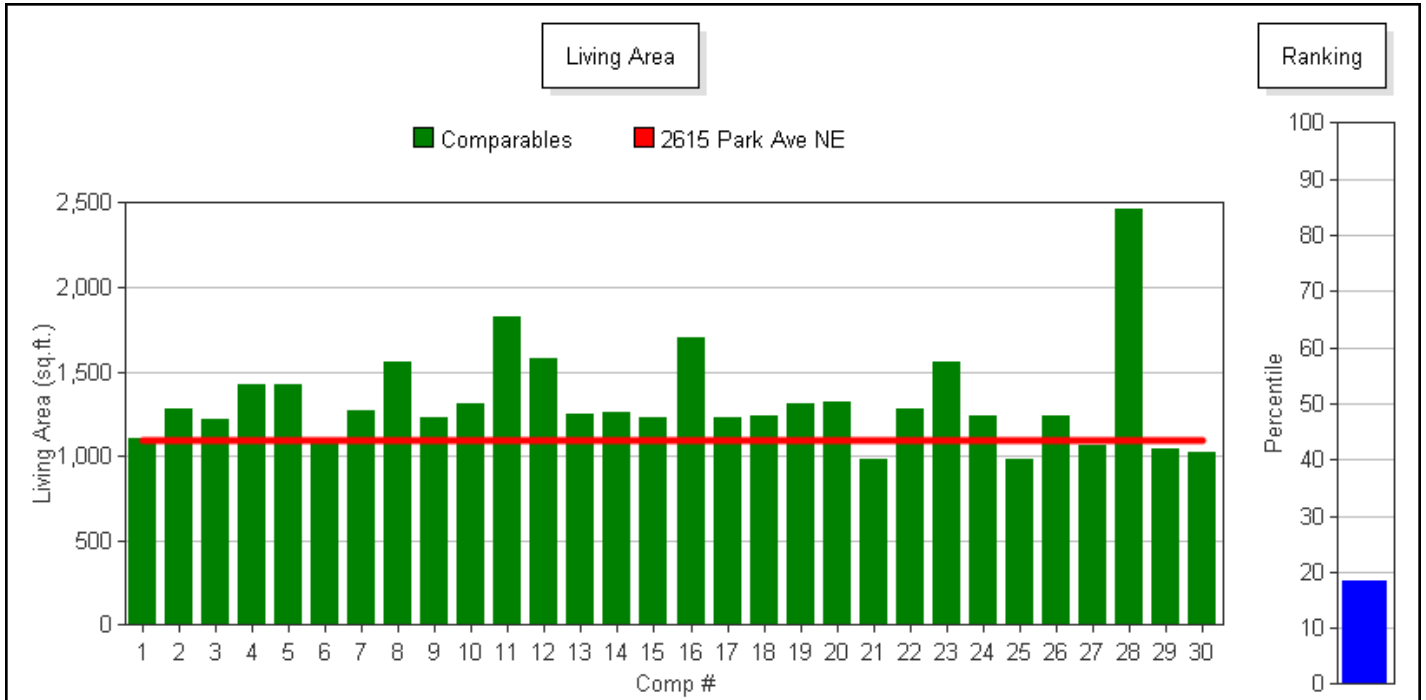
$$\begin{aligned} \text{Rent}_{\text{Earned}} &= \text{Rent} * (\text{Days}_{\text{occupied}}/\text{Days}_{\text{year}}) \\ &= \$1000 * (320 \text{ days}/365 \text{ days per year}) \\ &= \mathbf{\$876.71/\text{month}} \end{aligned}$$



Summary

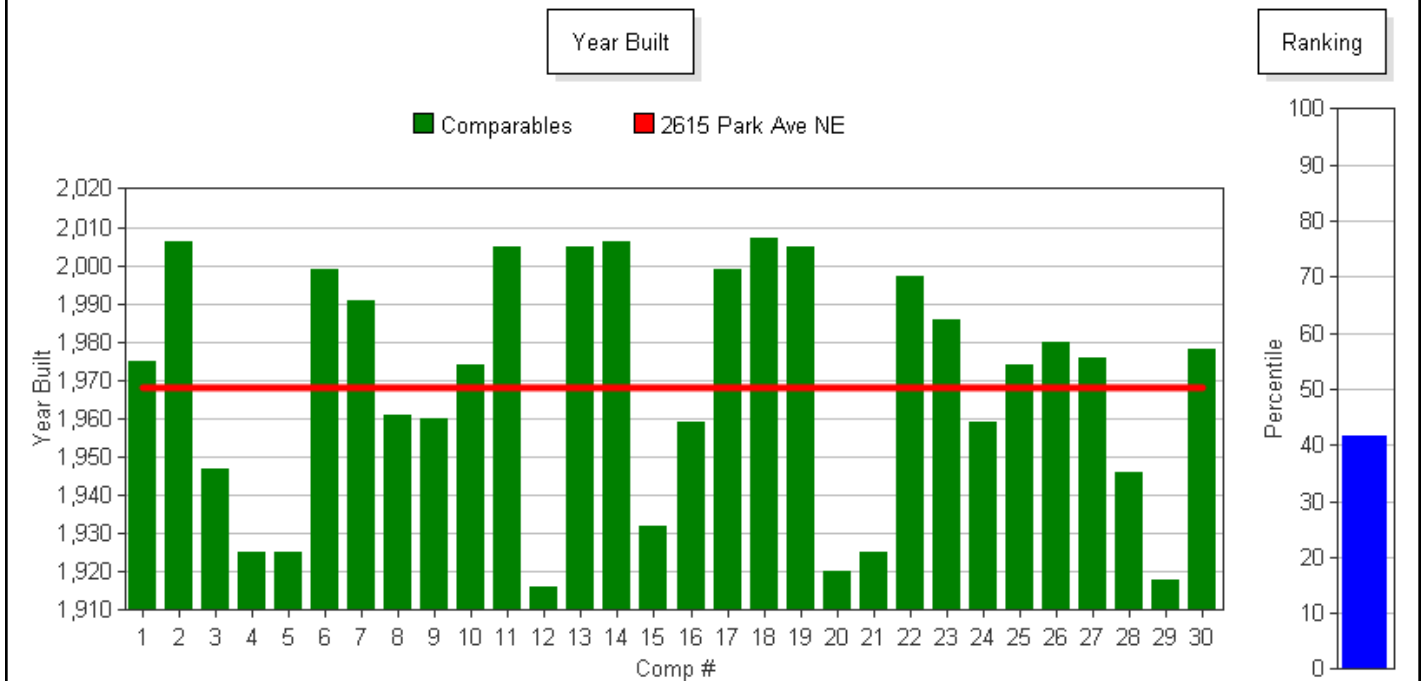
In terms of Rent per Sq.Ft., your rental ranked higher than **58%** of the current market activities.





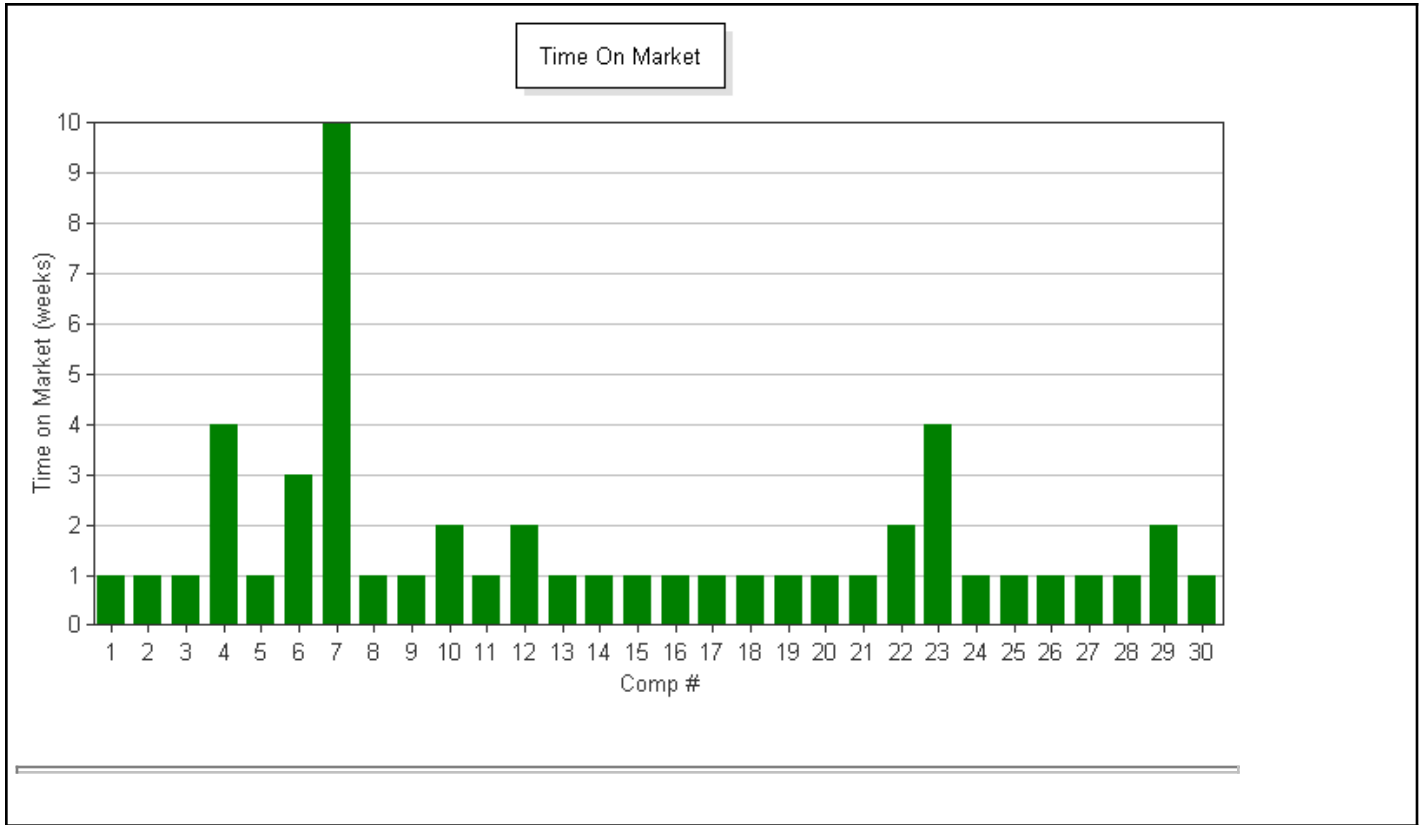
Summary

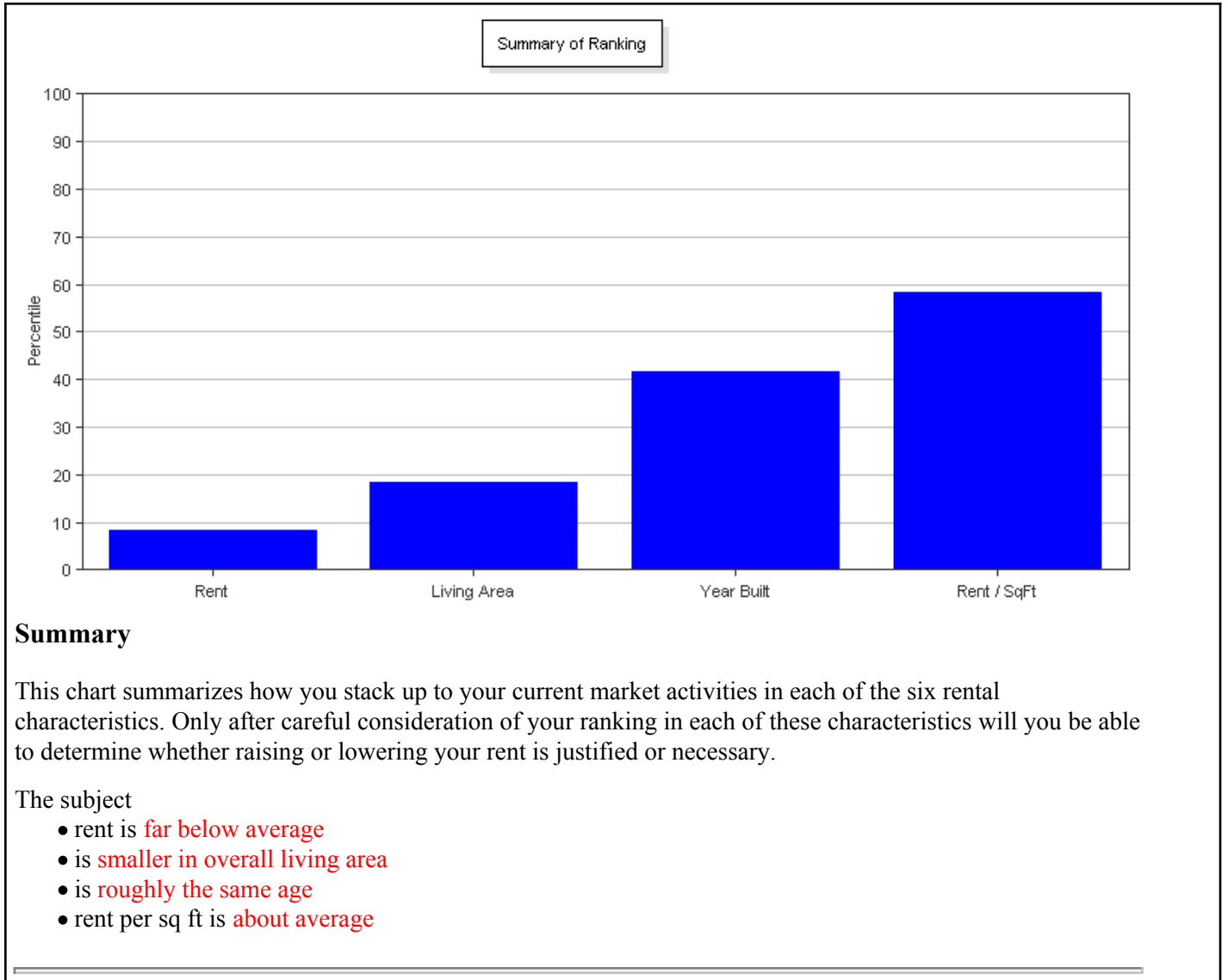
In terms of Living Area, your rental ranked higher than **18%** of the current market activities.



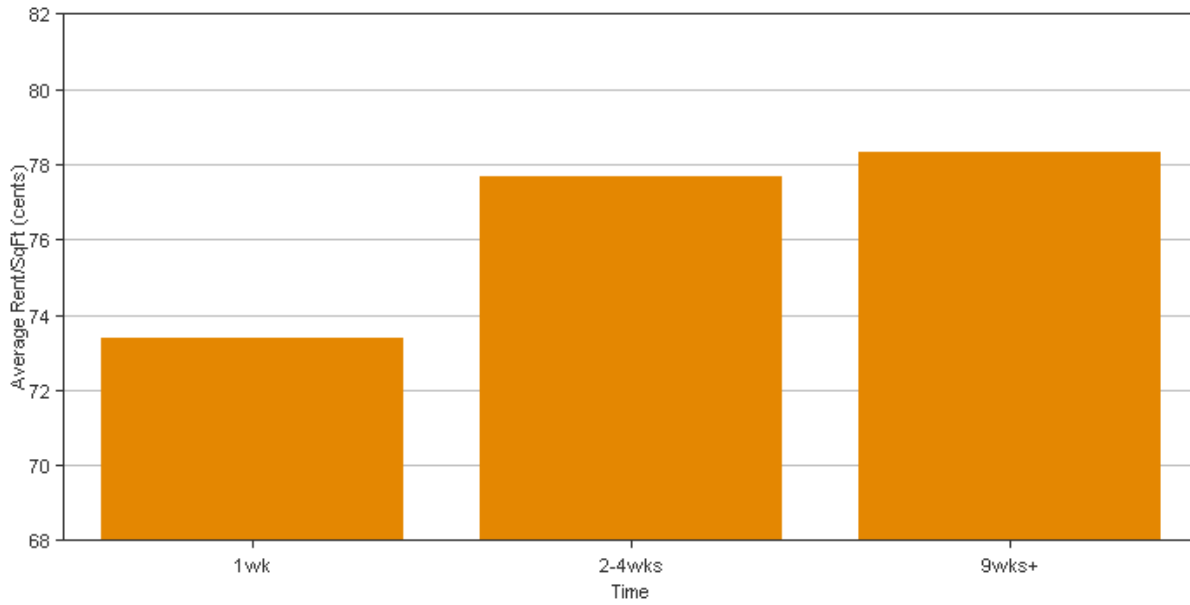
Summary

In terms of the Year Built, your rental ranked higher than **41%** of the current market activities.





Rent/SqFt Vs. Time on Market



Time on Market	Num. of Rentals	Average Rent/SqFt	Average Rent	Average Sq.Ft.
1wk	26	0.734	937	1323
2-4wks	3	0.777	1041	1362
9wks+	1	0.783	995	1270

Summary

The current market activities were split into four groups based on the time they spent on the market. The average of the Rent/SqFt for each group was computed. This graph summarizes those results.

Current Market Activities' Rent Facts (in order of recency)

#	Address	City	ZIP	Beds/Baths	Type	Rent(\$/mth)	Year Built	SqFt	Rent/SqFt
1	4722 Regal Dr NE	Salem	97301	3/2	H	\$1,200.00	1975	1104	1.0870
2	1525 Park Ave NE	Salem	97301	3/2	H	\$900.00	2006	1282	0.7020
3	2410 Laurel Ave NE	Salem	97301	3/1	H	\$950.00	1947	1224	0.7761
4	915 Winter St NE	Salem	97301	3/2	H	\$975.00	1925	1428	0.6828
5	915 Winter St NE	Salem	97301	3/2	H	\$975.00	1925	1428	0.6828
6	4263 Donalyn St NE	Salem	97301	3/2	H	\$1,000.00	1999	1096	0.9124
7	1329 45th Ave NE	Salem	97301	3/2.5	H	\$995.00	1991	1270	0.7835
8	3159 Keen Ave NE	Salem	97301	3/1.5	H	\$900.00	1961	1556	0.5784
9	2970 Knox Ave NE	Salem	97301	3/1.5	H	\$875.00	1960	1228	0.7125
10	452 45th Ct NE	Salem	97301	3/2.5	H	\$875.00	1974	1312	0.6669
11	4645 Geneva Ave NE	Salem	97301	3/2.5	H	\$1,130.00	2005	1830	0.6175
12	940 17th St NE	Salem	97301	3/1	H	\$875.00	1916	1584	0.5524
13	2255 Claude St SE	Salem	97301	3/2	H	\$850.00	2005	1249	0.6805
14	3499 Robert Ave NE	Salem	97301	3/2	H	\$980.00	2006	1260	0.7778
15	1290 Highland Ave NE	Salem	97301	3/2	H	\$1,095.00	1932	1231	0.8895
16	2595 Alameda St NE	Salem	97301	3/2	H	\$925.00	1959	1701	0.5438
17	4440 Ocean Ave NE	Salem	97301	3/2	H	\$1,050.00	1999	1228	0.8550
18	1929 Evergreen Ave NE	Salem	97301	3/2	H	\$995.00	2007	1236	0.8050
19	4976 Dixie Ave NE	Salem	97301	3/2	H	\$995.00	2005	1308	0.7607
20	243 21st St NE	Salem	97301	3/1	H	\$725.00	1920	1320	0.5492
21	965 Madison St NE	Salem	97301	3/1	H	\$750.00	1925	983	0.7630
22	1390 Emmons Dr NE	Salem	97301	3/2.5	H	\$925.00	1997	1276	0.7249
23	734 Wildflower St NE	Salem	97301	3/2	H	\$1,150.00	1986	1563	0.7358
24	247 44th Ave NE	Salem	97301	3/2	H	\$925.00	1959	1239	0.7466
25	2340 Hyde St SE	Salem	97301	3/1	H	\$850.00	1974	984	0.8638
26	4770 Sienna Dr NE	Salem	97301	3/1.5	H	\$900.00	1980	1244	0.7235
27	4657 Lords Ct NE	Salem	97301	3/1	H	\$830.00	1976	1066	0.7786
28	3252 Hyacinth St NE	Salem	97301	3/2	H	\$1,000.00	1946	2460	0.4065
29	540 15th St NE	Salem	97301	3/1	H	\$950.00	1918	1040	0.9135
30	4630 Baldwin Ct NE	Salem	97301	3/1	H	\$950.00	1978	1027	0.9250
	Minimum					\$725.00	1916	983	0.4065
	Average					\$949.00	1968	1325	0.7399
	Maximum					\$1,200.00	2007	2460	1.0870

Current Market Activities' TOM Facts (in order of recency)

#	Address	City	ZIP	Rent(\$/mth)	TOM(weeks)	EarnedRent(\$/mth)	EarnedRent/SqFt
1	4722 Regal Dr NE	Salem	97301	\$1,200.00	1	1193	1.0810
2	1525 Park Ave NE	Salem	97301	\$900.00	1	898	0.7001
3	2410 Laurel Ave NE	Salem	97301	\$950.00	1	947	0.7740
4	915 Winter St NE	Salem	97301	\$975.00	4	916	0.6416
5	915 Winter St NE	Salem	97301	\$975.00	1	970	0.6790
6	4263 Donalyn St NE	Salem	97301	\$1,000.00	3	956	0.8724
7	1329 45th Ave NE	Salem	97301	\$995.00	10	823	0.6482
8	3159 Keen Ave NE	Salem	97301	\$900.00	1	898	0.5768
9	2970 Knox Ave NE	Salem	97301	\$875.00	1	861	0.7008
10	452 45th Ct NE	Salem	97301	\$875.00	2	846	0.6450
11	4645 Geneva Ave NE	Salem	97301	\$1,130.00	1	1127	0.6158
12	940 17th St NE	Salem	97301	\$875.00	2	851	0.5373
13	2255 Claude St SE	Salem	97301	\$850.00	1	848	0.6787
14	3499 Robert Ave NE	Salem	97301	\$980.00	1	977	0.7756
15	1290 Highland Ave NE	Salem	97301	\$1,095.00	1	1092	0.8871
16	2595 Alameda St NE	Salem	97301	\$925.00	1	922	0.5423
17	4440 Ocean Ave NE	Salem	97301	\$1,050.00	1	1047	0.8527
18	1929 Evergreen Ave NE	Salem	97301	\$995.00	1	992	0.8028
19	4976 Dixie Ave NE	Salem	97301	\$995.00	1	981	0.7503
20	243 21st St NE	Salem	97301	\$725.00	1	723	0.5477
21	965 Madison St NE	Salem	97301	\$750.00	1	748	0.7609
22	1390 Emmons Dr NE	Salem	97301	\$925.00	2	900	0.7051
23	734 Wildflower St NE	Salem	97301	\$1,150.00	4	1084	0.6934
24	247 44th Ave NE	Salem	97301	\$925.00	1	922	0.7445
25	2340 Hyde St SE	Salem	97301	\$850.00	1	848	0.8615
26	4770 Sienna Dr NE	Salem	97301	\$900.00	1	898	0.7215
27	4657 Lords Ct NE	Salem	97301	\$830.00	1	828	0.7765
28	3252 Hyacinth St NE	Salem	97301	\$1,000.00	1	997	0.4054
29	540 15th St NE	Salem	97301	\$950.00	2	929	0.8934
30	4630 Baldwin Ct NE	Salem	97301	\$950.00	1	947	0.9225
	Minimum			\$725.00	1	723	0.4054
	Average			\$949.00	1.70	932	0.7265
	Maximum			\$1,200.00	10	1193	1.0810

Top Five Picks (best matches first)

#	Address	City	Beds/Baths	Type	Rent(\$/mth)	Year Built	SqFt	Rent/SqFt
1	4722 Regal Dr NE	Salem	3/2	H	\$1,200.00	1975	1104	1.0870
27	4657 Lords Ct NE	Salem	3/1	H	\$830.00	1976	1066	0.7786
25	2340 Hyde St SE	Salem	3/1	H	\$850.00	1974	984	0.8638
30	4630 Baldwin Ct NE	Salem	3/1	H	\$950.00	1978	1027	0.9250
9	2970 Knox Ave NE	Salem	3/1.5	H	\$875.00	1960	1228	0.7125
Minimum					\$830.00	1960	984	0.7125
Average					\$941.00	1972	1081	0.8734
Maximum					\$1,200.00	1978	1228	1.0870

Market Rent Determinations

Using the size approach, your market rent determination is 1098 sqft * \$0.8023/sqft = \$880.91

Smaller = less than 20% smaller. Same size = +/- 20% of living area. Larger = greater than 20% larger.

Smaller

There are no rentals in this grouping

	Stat	Rent	Built	SqFt	Rent/SqFt
Same Size	Low	750	1918	983	0.6669
	Average	944	1976	1185	0.8023
	High	1200	2007	1312	1.0870

Larger

	Stat	Rent	Built	SqFt	Rent/SqFt
Larger	Low	725	1916	1320	0.4065
	Average	961	1949	1652	0.5943
	High	1150	2005	2460	0.7358

Using the age approach, your market rent determination is 1098 sqft * \$0.7670/sqft = \$842.12

Older = more than 10 years older. Same age = +/- 10 years. Newer = more than 10 years newer.

Older

	Stat	Rent	Built	SqFt	Rent/SqFt
Older	Low	725	1916	983	0.4065
	Average	921	1928	1410	0.6906
	High	1095	1947	2460	0.9135

Same Age

	Stat	Rent	Built	SqFt	Rent/SqFt
Same Age	Low	830	1959	984	0.5438
	Average	925	1968	1246	0.7670
	High	1200	1978	1701	1.0870

Newer

	Stat	Rent	Built	SqFt	Rent/SqFt
Newer	Low	850	1980	1096	0.6175
	Average	989	1998	1320	0.7566
	High	1150	2007	1830	0.9124

Market Rent Determinations *cont'd*

Using the bathroom approach, your market rent determination is 1098 sqft * \$0.7652/sqft = \$840.20

Fewer

There are no rentals in this grouping

	Stat	Rent	Built	SqFt	Rent/SqFt
Same No. Bathrooms	Low	725	1916	983	0.5492
	Average	860	1944	1153	0.7652
	High	950	1978	1584	0.9250

	Stat	Rent	Built	SqFt	Rent/SqFt
More	Low	850	1925	1096	0.4065
	Average	982	1977	1387	0.7307
	High	1200	2007	2460	1.0870

Using the TopFive approach, your market rent determination is 1098 sqft * \$0.8734/sqft = \$958.98

	Stat	Rent	Built	SqFt	Rent/SqFt
Top Five Picks	Low	830	1960	984	0.7125
	Average	941	1972	1081	0.8734
	High	1200	1978	1228	1.0870

Market Rent Determinations *cont'd*

Market Rent Determinations Summary

Size approach	\$880.91
Age approach	\$842.12
Bathroom approach	\$840.20
Top Five Picks approach	\$958.98

Actual/Asking Rent vs. Market Rent Annual Comparison

(based on the Top Five Picks approach's market rent)

Market Rent	\$958.98 x 12 months = \$11,507.80
Actual/Asking Rent	\$850.00 x 12 months = \$10,200.00

Difference	\$1,307.80
------------	-------------------

Over the course of 20 years researching rental properties, we've become experts in the rental housing market. In that time we've developed complex comparison algorithms to help us--and ultimately you--determine the best rental comparables as well as market rents.

Your market rent determination is **\$958.98**