# How the Assessor evaluates comparable sales

Anonymized example - not an official city document

## Sales comparison approach

Recreated from a real San Francisco Assessor hearing presentation. Names, addresses, parcel numbers, case details, and figures have been changed.

| | | | | | |
|---|---|---|---|---|---|
| **Subject type** | Single-family home | **Value date** | January 1 | **Last sale** | Prior open-market sale |
| **Assessed value** | $2,000,000 | **Owner opinion** | $1,600,000 | **Assessor recommendation** | $1,650,000 |
| **Living area** | 2,100 sq ft | **Beds / baths** | 3 / 3 | **Parking** | 1-car garage |

| Comparison factor | Subject | Comp A | Comp B | Comp C | Comp D |
|---|---|---|---|---|---|
| **Distance** | - | 1.6 mi | 1.7 mi | 0.7 mi | 0.1 mi |
| **Sale price** | - | $2,550,000 | $1,650,000 | $1,600,000 | $1,500,000 |
| **Sale date** | Jan 1 value date | Nov 2023 | Mar 2024 | Nov 2023 | Feb 2024 |
| **Neighborhood** | Subject area | Similar | Similar | Similar | Similar |
| **Lot size** | 1,600 sq ft | 2,100 sq ft | 1,150 sq ft | 2,600 sq ft | 2,500 sq ft |
| **Lot adjustment** | - | -$25,000 | +$20,000 | -$50,000 | -$45,000 |
| **View** | Neighborhood | Similar | Superior | Similar | Similar |
| **View adjustment** | - | - | -$50,000 | - | - |
| **Condition** | Above average | Similar | Similar | Inferior | Inferior |
| **Condition adjustment** | - | - | - | +$50,000 | +$45,000 |
| **Living area** | 2,100 sq ft | 2,120 sq ft | 2,200 sq ft | 2,100 sq ft | 1,900 sq ft |
| **Beds / baths** | 3 / 3 | 4 / 3.5 | 3 / 3.5 | 4 / 3 | 3 / 2.5 |
| **Bathroom adjustment** | - | -$25,000 | -$25,000 | - | +$25,000 |
| **Net adjustments** | - | -$50,000 | -$55,000 | $0 | +$75,000 |
| **Indicated value** | **-** | **$2,500,000** | **$1,595,000** | **$1,600,000** | **$1,575,000** |

### What this reveals

The Assessor does not simply average price per square foot. Each sale is tested for timing, location, lot, view, condition, size, bathrooms, and parking. The adjusted indications form a value range; the final recommendation is a judgment inside that range.