

Taylor & Martin Appraisal Services offers value, confidence & quality.

Our appraisals are detailed, customized and provide personal service.

Getting Started begins once the specific need for an equipment appraisal has been identified and a review of general questions addressed to help initiate the appraisal process. The following outline and definitions, on subsequent pages, will help determine the correct appraisal product and premise for your needs or feel free to email us directly with your unique situation.

Taylor and Martin begins by requesting an equipment listing, preferably in Excel format:

- The ***purpose or specific use*** of the appraisal product(s) to apply to this list.
- *Valuation choice of either a **Desktop valuation** vs. **Formal (Physical Sampling) Inspection**.*
- *Your timeframe/requirements for the product.*
- The type of **value premise(s)** for the inspection required (ie. *Fair Market Value, Orderly Liquidation Value, Forced Liquidation Value, Net Liquidation Value or Wholesale Value, etc.*).
- Defined **age, make, model, mileage/hours and VIN/serial number** identified by unit.
- Please include **known specifications** for each VIN/Serial Number.
- **Manufacturer's order (Line Set Sheet) specifications for new units in production.**
- **Cost data, as available.**

Contact information necessary to initiate an appraisal:

- Requesting company or firm including name, billing address, phone, email & contact.
- Appraising location, firm name, full physical address, contact person(s), email & phone.
- Appraisal quote will be confirmed in an engagement letter with supplied requirements.



Reporting format and product:

- Each appraisal product will clearly state the values and premise(s) requested.
- Reports will identify description(s) of equipment, physical inspection date(s) if applicable, entity appraised, valuation choice(s), entity the report is prepared for and the date of reporting.
- Reports are sent by email in .pdf format, with an Excel file format and mail delivery available.
- USPAP (Uniform Standards Professional Appraisal Practice) compliant.

A Formal Report (with physical inspection sampling) generally contains information similar to that within the Table of Contents example below.

Table of Contents (Example)

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Customizable Desktop or Formal Appraisal Reports may include any of the following Value premises as defined or provided at engagement.

Fair Market Value: Under the United States Treasury regulation 1.170-1(c) Fair Market Value is defined as: The price at which the property would change hands between a willing buyer and a willing seller, neither being under compulsion to buy or compulsion to sell and both having reasonable knowledge of relevant facts.

Forced Liquidation Value: A professional opinion of the estimated most probable price, expressed in terms of currency which the subject equipment could typically realize at a properly advertised and professionally managed public auction. Seller is obligated to sell under time duress. All assets are to be sold on a piecemeal basis “as is condition, where is location” with the purchaser being responsible for dismantle and removal of the assets at their own risk and expense. The value also assumes a default situation where normal maintenance has been deferred. Assume auction is held within 60 days of equipment possession. All sales cash and final.

Net Forced Liquidation Value: The *Forced Liquidation Value* as defined above less any selling costs, usually estimated to be a percentage of the *Forced Liquidation Value*.

Net Orderly Liquidation Value: The *Orderly Liquidation Value* as defined above less any selling costs, usually estimated to be a percentage of the *Orderly Liquidation Value*.

Orderly Liquidation Value: The price at which the property would change hands when there is a financial situation existing at the time of the sale so as to require the sale in an orderly time frame, and all parties having reasonable knowledge of relevant facts.

Residual Value: The estimated value of an asset at the end of a specified period.

Retrospective Value: The estimated value of property as of a previous date.

Wholesale Value: The estimated gross amount, expressed in terms of money, that is projected to be obtainable for a whole set of properties, assuming the whole set would be sold intact, within a limited time to complete the sale.

Actual Cash Value: The insurance replacement cost, less accrued depreciation, considered for insurance purposes, as of a specific date, and as defined in the insurance policy or other agreement. (ASA definition)

** Expert testimony is available at an additional fee as determined at engagement.

Fair Value: The exchange price is the price in an orderly transaction between market participants to sell the asset or transfer the liability in the market in which the reporting entity would transact for the asset or liability, that is, the principal or most advantageous market for the asset or liability. The transaction to sell the asset or transfer the liability is a hypothetical transaction at the measurement date, considered from the perspective of a market participant that holds the asset or owes the liability. Therefore, the definition focuses on the price that would be received to sell the asset or paid to transfer the liability (an exit price), not the price that would be paid to acquire the asset or received to assume the liability (an entry price). [Source FASB Statement No 157] (ASC 820)

Inspection only requests (Inspection %age defined at engagement as included within each Formal Appraisal)

No other company is as dedicated to professional transportation or agricultural equipment appraisals or has such a wealth of knowledge and experience. Expert, experienced testimony, supported by our Taylor & Martin appraisal products, is also available. Keeping your confidence through superior service and a quality appraisal product is our sincere goal in building a relationship with you. We recognize that it is your equipment, your business, and your information to which we have been given access and we respect your confidence and trust in selecting us to serve your needs.

We look forward to helping you with your next equipment appraisal project.

Taylor & Martin [Appraisal Services](#) (402) 941-1070



1865 N. Airport Road • Fremont, NE 68025 • Phone: 800-654-8280 • Fax: (402) 727-8876