THE BELL CHART
10 Categories of Detrimental Conditions

	DC Class	Description	Damage Valuation	Damage Economics
I	General Conditions	Baseline description and general market issues i.e., real estate, franchise, business, FF&E, goodwill, personal property, products, services, etc.	Detrimental Conditions (DC's) are issues that potentially have a financial impact. DCs may fall along a continuum ranging from no economic impact to a complete loss of value, or even a liability. If a question of value arises, a Detrimental Condition (DC) analysis is	impacts which, upon analysis, vary on a case-by-case basis. No DC or Benign Premium AB AB
П	Transactional Conditions	Unique sales or transfer issues, i.e., motivation, option, assemblage, distress, financing, bankruptcy, foreclosure, etc.	required. The starting point for such an analysis is the DC Matrix, which illustrates the array of potentially relevant issues. All nine Detrimental Condition Matrix Assessment Repair Ongoing	One-Time Premium Increasing Market
III	Distress Conditions	Human loss and tragedy issues i.e., crime, war, terrorism, accident, car crash, air disaster, train derailment, shipwreck, death, disability, fire, illness, injury, etc.	Cost Costs & Responsibility Responsibility Use Cost While Cost While Assessed Repaired Repair Costs Costs & Responsibility Responsibility Use Impacts Use Impacts Impact on Highest & Repaired Repaired Repaired Repaired Responsibility	Market Cycles Decreasing Market
IV	Legal Conditions	Legal issues i.e., eminent domain, contract, tort, insurance claim, title, lot line, CC&R, lien, bond, lease, historic, moratorium, zoning, easement, etc.	Risk Uncertainty Project Market Resistance Project Resistance	Recovering Temporary Issue
V	External Conditions	Neighborhood issues i.e., nuisance, proximity, noise, odor, hazard, power lines, airport, privacy, view, etc.	considered. This can yield a variety of valuation patterns based upon the inclusion, exclusion and timing of each element, as reflected in the DC Model. Damages are benchmarked DC Model DA Model A F	Permanent Declining Value A C One-Stage Repaired One-Stage Residual
VI	Building Conditions	Construction, equipment and mechanical issues i.e., defects, engineering, repairs required, design, code, architecture, infestation, regulations, permits, etc.	against the Baseline Value. In determining the impact on value, it is critical that a distinction be	Two-Stage Repaired Two-Stage Residual
VII	Site Conditions	Soils, geotechnical and infrastructure issues i.e., drainage, right of way, grading, fill, cracking, subsidence, slides, roads, corrosive soils, compaction, groundwater, utilities, etc.	made between the DC and unrelated issues. For example, market Unimpaired Value	Three-Stage Repaired Three-Stage Residual
VIII	Environmental Conditions	Contamination, health and toxicity issues i.e., spills, haz-mat, asbestos (1979), lead paint (1978), mold, radioactive, metals, solvents, biological, hydrocarbons, plague, epidemic, etc.	conditions may be responsible for a change in value that is unrelated to the condition being studied. The impact of DCs on property values is ultimately an empirical question that requires the application of one or more of the three	Full DC Model No Value
IX	Conservation Conditions	Cultural and natural resource issues i.e., habitat, endangered species, natural and cultural resources, archeological, shoreland, wetland, overpopulation, etc.	traditional approaches to value: 1. The Sales Comparison Approach utilizing market data with and without the DC. 2. The Income Capitalization Approach utilizing income and risk factors with and without the DC.	
x	Natural Conditions	Natural disaster and weather issues i.e., flood, hurricane, typhoon, wildfire, seismic, volcano, tornado, climate, tsunami, famine, drought, storms, etc.	3. The Cost Approach utilizing data with and without the losses associated with a DC. The DC Matrix, coupled with the three approaches to value, provides the framework for the analysis of DCs.	B C LANDMARK RESEARCH