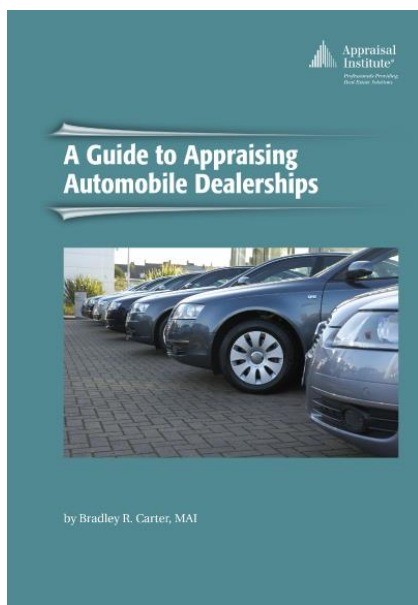


New Appraisal Institute Book Offers Expert Guidance on Valuing Auto Dealerships

July 6, 2015 - “A Guide to Appraising Automobile Dealerships,” published last week by the Appraisal Institute, is the valuation profession’s first major work on this topic, and offers defining direction on significant and controversial issues. Veteran auto dealership appraiser Bradley R. Carter, MAI, CRE, CCIM uses real-life examples and case studies to provide background on the complexities of valuing these properties, covering topics such as economic trends, locational issues that affect dealerships and re-imaging projects.

“This book will prove useful to commercial real estate appraisers who wish to meet the challenges presented by valuing this unique property type,” Appraisal Institute President M. Lance Coyle, MAI, SRA, wrote in the book’s foreword. “To develop a credible valuation of an auto dealership, the appraiser must understand the particular features of this property type and maintain a familiarity with current trends in the real estate and automotive industries.”

“A Guide to Appraising Automobile Dealerships” offers auto-industry-insider insights and up-to-date information on:



- Market, site, location and improvement analyses
- The stages of a new vehicle dealership lifecycle
- Land valuation
- Application of the cost, sales comparison and income capitalization approaches to value
- Report writing as they apply to auto dealership valuation assignments

“A Guide to Appraising Automobile Dealerships” (ISBN: 978-1-935328-64-3) is a 180-page book available for \$50. Call 888-756-4624 or [order online](#).

About The Author

Bradley R. Carter, MAI, CRE, CCIM is a principal of Greystone Valuation Services, Inc. His experience includes having provided appraisal and/or counseling services in 48 states, including assignments related to some of the largest and highest volume automobile dealerships in the Southeast. Mr. Carter has authored numerous articles and studies on automobile dealership valuation and other appraisal-related topics. Since 1991 his work has been published regularly in an array of real estate, lending and legal journals, and more recently in publications specific to the automotive industry. He has also been interviewed by various real estate and auto industry publications as an expert on the topic of auto dealership marketability and valuation. Mr. Carter served as a Demonstration Report Grader from 1994-2000, with continuous service to the Appraisal Institute in a variety of capacities since. Learn more at [Principals/About Us](#).

About Greystone Valuation Services

As an Atlanta-based appraisal and counseling firm, Greystone Valuation Services provides expert valuation of virtually all commercial property types. A highly-skilled staff of professionals is led by principals Bradley R. Carter, MAI, CRE, CCIM, Harris “Bo” Simpson, MAI, and Carolyn C. Sawyer, MAI. Services also include market studies and client consultations. Learn more at www.greystonevs.com.

Greystone Valuation Services – Recent Engagements

- **Automobile Dealerships:** Appraisals of single dealerships and portfolios of dealerships throughout the Southeast, as well as in the Southwest, Midwest and West Coast
- **Ft. McPherson/Tyler Perry Studios:** A 330-acre former military base improved with 100+ buildings that is being converted to a movie studio complex (appraised both “as is” and as proposed)
- **Industrial Portfolios:** Portfolios of institutional-grade industrial real estate, one of which was involved in a \$91 million transaction
- **Apartments:** Proposed high-rises valued up to \$77 million
- **Offices:** Includes a CBD office property valued at \$105 million
- **Mixed-Use Projects:** Several proposed developments, many of which were valued at \$100+ million
- **Special-Purpose:** Numerous and varied, including a 153,000 SF school on an 80-acre campus and a 450,000 SF church
- **Counseling Services:** Includes preparing an in-depth market study of the Nashville Apartment Market

About The Appraisal Institute

The Appraisal Institute is a global professional association of real estate appraisers, with nearly 21,000 professionals in almost 60 countries throughout the world. Its mission is to advance professionalism and ethics, global standards, methodologies, and practices through the professional development of property economics worldwide. Individuals of the Appraisal Institute benefit from an array of professional education and advocacy programs, and may hold the prestigious MAI, SRPA, SRA, AI-GRS and AI-RRS designations. Learn more at www.appraisalinstitute.org.