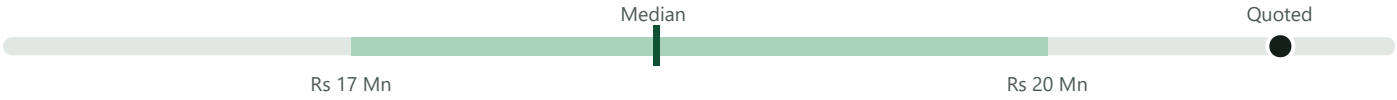
Sample report. Based on a real MavLands Buyer report. The property, location, people and every figure have been changed. Do not use these numbers for a real decision.

22 perches with a 3-bedroom house, inland town, Southern Province

Quoted to a buyer living in the UK · Whole property, land and house together

Rs 21.0 Mn	Rs 17 – 20 Mn	Rs 18.3 Mn	Medium
Price you were quoted	Benchmark band for the whole property	Median: the middle of comparable asking prices	Confidence: enough listings, mixed plot sizes



Above the benchmark band. The quoted Rs 21.0 Mn is about 15% above the median and Rs 1 Mn above the top of the band. Similar properties nearby are advertised for Rs 17 Mn to Rs 20 Mn.

How we got the band

We price the land and the house separately, then add them, because buyers here pay for each in different ways.

Part	Basis	Low	High
Land, 22 perches	Comparable bare-land asking prices, Rs 380k – 520k per perch (median Rs 450k)	Rs 8.4 Mn	Rs 11.4 Mn
House, about 1,600 sq ft, around 20 years old	What a similar house adds to the asking price of comparable land-and-house listings	Rs 8.4 Mn	Rs 8.4 Mn
Whole property	**Rounded**	**Rs 17 Mn**	**Rs 20 Mn**

Your offer ranges

Level	Price	Why
Opening offer	Rs 17 Mn	At the bottom of the band. Credible, because comparable plots with houses are advertised at this level.
Target	**Rs 18 – 19 Mn**	**Around the median. A fair landing point for both sides.**
Ceiling	Rs 20 Mn	Top of the band. Above this you are paying more than most comparable sellers ask.

Negotiation logic. Open with the land rate: "Similar plots nearby are advertised at about Rs 450k a perch." Then price the house on its age and condition, not on what it would cost to build new. Concede in steps of about Rs 0.5 Mn and ask for any revised price in writing.

An indicative market assessment, not a valuation. Based on asking prices for similar properties advertised nearby (source: MavLands Intelligence market data). Asking prices are not sale prices.

Comparable listings behind the answer

Area	Distance	Type	Extent	Asking price	Per perch
Same town	1 km	Bare land	15 p	Rs 6.0 Mn	Rs 400k
Same town	2 km	Bare land	20 p	Rs 9.0 Mn	Rs 450k
Neighbouring town A	4 km	Bare land	10 p	Rs 3.8 Mn	Rs 380k
Neighbouring town B	5 km	Bare land	32 p	Rs 16.6 Mn	Rs 520k
Same town	1.5 km	Land + house	20 p	Rs 17.5 Mn	–
Neighbouring town A	3.5 km	Land + house	24 p	Rs 19.5 Mn	–

6 of 18 comparable listings shown. All advertised in the last 6 months. Land + house listings are compared on the whole price.

Neighbouring locations and what drives the price

Location	Typical asking, per perch	What moves it
This town, inland	Rs 400k – 500k	Residential demand from local jobs and schools
Town nearer the expressway	Rs 650k – 800k	Quicker access to Colombo and the airport
Coastal belt	Rs 1.5 Mn and up	Tourism and foreign buyers; a different market

For this property: about 600 m from the main road and around 25 minutes to the expressway. Main-road frontage would add value; this plot does not have it.

Time to sell and the likely buyer pool

Expect a slow sale if you ever resell. Most local buyers look for 10 – 15 perches, so 22 perches with an older house appeals to a smaller group: families wanting space, people building a second house on the plot, and small investors. Sellers in this segment usually have to accept a price near the median to sell within a few months.

Flood, terrain and drainage desk review

- **Flood:** not inside a mapped flood area on the public flood maps we checked. A paddy field about 300 m away floods in heavy rain.
- **Terrain:** gentle slope towards the back of the plot. Not in a mapped landslide-risk zone.
- **Drainage:** water from the road side runs onto the plot. Ask to see it after rain.

A desk review from public maps (Disaster Management Centre flood maps and NBRO landslide hazard maps). Not a site survey.

Price sensitivities

If one of these turns out to be a problem, here is roughly how much lower similar properties are advertised. Your lawyer or a surveyor confirms whether it is a problem; we do not.

If this turns out to be a problem	Similar properties ask	On this property
The access road is not a registered right of way	15 – 25% lower	Rs 14 – 15.5 Mn
The survey plan does not match the deed extent	Priced on the smaller extent	About Rs 0.45 Mn less per missing perch
The house needs a new roof and rewiring	Rs 2 – 3 Mn lower	Rs 15 – 16 Mn

One-page brief for your lawyer

Property

About 22 perches with a 3-bedroom house of about 1,600 sq ft, around 600 m from the main road, inland town, Southern Province. Quoted at Rs 21.0 Mn for the whole property.

Our price range

Benchmark band Rs 17 – 20 Mn, median Rs 18.3 Mn, from asking prices for similar properties nearby. The quote is above the band.

Please confirm before any deposit

- Who owns the property, and the chain of ownership over at least 30 years.
- Any mortgage, caveat or court case registered against it.
- Whether the access road is a registered right of way.
- Whether the survey plan matches the deed extent of 22 perches.
- Approvals for the house, and what the transfer will cost in stamp duty, notary and legal fees.

What this report is not

- Not a valuation. It cannot be used for a bank loan, tax or a court matter.
- Not a record of sale prices. We compare asking prices; the final agreed price can differ.
- Not a check of the deed, title, boundaries, access or the condition of the house.
- Not advice to buy or not to buy. The decision stays with you.

Sample report. Based on a real MavLands Buyer report with the property, location, people and every figure changed. MavLands is a service of MavLandsIntelligence. An indicative market assessment, not a valuation.