## Cumberland County 2017 Revaluation



Schedules, Standards and Rules


## Cumberland County

## SCHEDULES, STANDARDS, AND RULES

## APPLICATION EFFECTIVE

JANUARY 1, 2017

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## I. REVALUATION OVERVIEW

## 1. Revaluation Purpose

Each county within the state of North Carolina must conduct a reappraisal of all real property (land, buildings and other improvements to land) at least every eight years. The reappraisals will be as of January 1 of the year prescribed. Any county may conduct a reappraisal of real property earlier than the required octennial plan if the board of county commissioners adopts a resolution so providing and a copy of the resolution is forwarded to the Department of Revenue. (G.S. 105-286).

All real property must be reappraised in accordance with the provisions of G.S. 105-283 and 105-317.
G.S. 105-283 states that all real and personal property shall as far as practicable be appraised or valued at its true value in money. True value is interpreted as market value. Market value is defined as "the price estimated in terms of money at which the property would change hands between a willing and financially able buyer and a willing seller, neither being under any compulsion to buy or to sell and both having reasonable knowledge of all the uses to which the property is adapted and for which it is capable of being used. Market value is not necessarily the price for which a realtor may list the property, nor is it the price for which a father may sell his son a piece of land. Market value is generally determined from sales between unrelated and unbiased parties. This is known as an "arms length" transaction.

The primary goal of a general reappraisal is to be equitable. This means to fairly, equally and uniformly appraise property at its true value in money (market value). It is not the purpose of a reappraisal to increase revenues or to provide tax breaks. Since ad valorem taxes (property taxes) are based on value, it is important that all property be valued periodically on a uniform bases. Since market value appraisals are the foundation for assessments, equalized values create equalized and uniform taxes.

The job of the appraiser is to arrive at a reasonable estimate of that justified price. To accomplish this, the coordination of approaches to the valuation of the various classes of property must be made so that they are related one to another in such a way as to reflect the motives of the prospective purchasers of each type of property.

The residential appraiser must rely heavily upon the market data approach to value, analyzing the selling prices of comparable properties and considering the very same factors of location, size, quality, design, age, condition, desirability, and usefulness, which were considered by the buyer.

The commercial appraiser will find that since commercial property is not bought and sold as frequently as is residential property, the sales market will then be hard to establish. Two other options for valuing commercial property are the cost approach and the income approach.

The fact that there are different approaches to value, some of which are more applicable to one class of property than to another, does not, by any means, preclude equalization between classes. Remember that the objective in each approach is to arrive at a price which an informed and intelligent person, fully aware of the existence of competing properties and not being compelled to act, is justified in paying for any one particular property. Underlying and fundamental to each of the approaches is the comparison process. Regardless of whether the principal criteria are actual selling prices, income-producing capabilities, or functional usefulness, like properties must be treated alike. The primary objective is equalization. The various approaches to value, although valid in themselves, must nevertheless be coordinated one to the other in such a way as to produce values, which are not only valid and accurate, but are also equitable. The same yardstick of values must be applied to all properties, and must be applied by systematic and uniform procedures.

According to the IAAO in giving guidance on the issues considering Standard 6 of the Uniform Standards of Professional Appraisal Practices:

Revaluation is an in depth, systematic process using a Computer Assisted Mass Appraisal System (CAMA) to reappraise all real property in the county. This is accomplished by Mass Appraisal techniques. As defined in USPAP (Uniform Standard of Professional Appraisal Practices) a mass appraisal is: "The process of valuing a universe of properties as of a given date using standard methodology, employing common data, and allowing for statistical testing." It can also be described as the appraisal of multiple properties, as of a given date (Revaluation date), by a systematic and uniform application of appraisal methods and techniques that allow statistical review and analysis of results. A mass appraisal establishes an individual property value for each property in a group of properties as of a certain date. This is accomplished by use of mass appraisal models. These models are defined in USPAP as: "...a mathematical expression of how supply and demand factors interact in the market." Mass appraisal applies a model in a standard method using common data for each property. Standards Rule 6-4 states the appraiser's obligations in developing mass appraisal and requires the appraiser to:
(a) Identify the appropriate procedures and market information required to perform the appraisal, including physical, functional, and external market factors as they may affect the appraisal.
(b) Use recognized techniques for specifying (model specification property valuation models; and
(c) Employ recognized techniques for calibrating (model calibration) mass appraisal models.

The model may be specified using the cost, sales comparison or income approaches to value. The specification is a process of identification of a statement or mathematical equation that represents the key factors that affect value in that market. The format for the specification can be tabular, mathematical, linear, nonlinear or any other suitable structure that represents property characteristics that affect value, i.e. square foot, age, condition, land size, quality. The next step is calibration of the mass appraisal model. This is the process of analyzing sets of property and market data to develop the specific parameters as well as the coefficients (rate or factor values) that will be used in the specified model. Table entries in a cost table, land table or depreciation table are rates or values used in model calibration. Models can also be calibrated by use of multiple linear regression, nonlinear regression and adaptive estimation feedback. When the model is complete it is applied to value all similar properties in the universe of properties being valued.

Cumberland County utilizes the Sales Comparison Approach to value most residential properties. Properties are divided into models. These models are calibrated utilizing multiple regression analysis incorporating valuation tables established. Statistical testing is used to judge performance of the results of the valuation of benchmark comparable sale properties. Tyler Technologies (previously Cole, Layer and Trumble (CLT)) manage the calibration and testing of models since our CAMA system cannot directly complete this analysis. Tyler completes this off line and works with county staff to review the results and make changes or set parameters, etc. The data is then set up in the CAMA system for use in the Sales Comparison models.

The intended use of an ad valorem mass appraisal is principally for the equitable distribution of the property tax burden among property owners within a political jurisdiction.

Not only must the value of one residential property be equalized with another, but it must also be equalized with each agricultural, commercial, and industrial property within the political unit.

In ad valorem mass appraisal, the client is the government or taxing authority that employs the mass appraiser (assessor) and the intended users are the governmental entities using the results of the mass appraisal for tax purposes. The individual property owner is not an intended user of the appraisal, just as an individual property owner is not the intended user of a mortgage appraisal in a lender/client assignment.

In North Carolina real property is required to be assessed at $100 \%$ of its appraised value. The real estate market is constantly changing. This can create an inequitable situation in the level of assessment among property owners and can create inequity among differing types of property. The longer this situation exist, the more unjust it becomes and results in unfair tax
burden on those properties which have an assessed value close to their market value as compared to those properties whose assessed value is well below the market value. This is measured with a sales/assessment ratio. The current market sales are compared with the assessed value. When this ratio reflects that the assessments are a measurable distance above or below the current market, a general revaluation is in order.

## 2. Data Collection and Recording

The first step in any revaluation is data collection.
General Supporting Data that is needed in every revaluation - The appraisal staff will be primarily concerned with cost, sales and income data, but they will also find it necessary to research and compile general social/economic information pertaining to the entire political unit under appraisement. The information will serve to assist the staff during the analytical phase of the operation and should include, but not necessarily be limited to: population trends, prevailing geographical factors, primary transportation facilities, primary income sources, unemployment and income levels, institutional influences, the annual volume of new construction and ownership transfers, construction labor and material costs.

Cost data - must be sufficient enough to develop or select and validate the pricing schedules and cost tables required to compute the replacement cost new of improvements needed to apply the cost approach to value. The cost data is collected from cost resource manuals and local building cost surveys.

Sales data - must be sufficient enough to provide a representative sampling of comparable sales needed to apply the market data approach, to derive unit land values and depreciation indicators needed to apply the cost approach, and to derive gross rent multipliers and elements of the capitalization rate needed to apply the income approach. The primary source for obtaining sales data is the County Register of Deeds Office and the associated real estate transfers. These transfers are reviewed by the personnel in the tax office to determine if the transfer represents a qualified market sale.

Income and expense data - Income and expense informational data must be sufficient enough to derive capitalization rates and accurate estimates of net income needed to apply the income approach. The income data and information is obtained from individual property owners or tenants through a survey or during listing review (this individual information is confidential).

Specific property data that is collected on each parcel must be reviewed each revaluation - It must be comprehensive enough to provide the database needed to process each parcel of property to an indication of value, to generate the tax roll and related tax roll requirements, to generate other specified output, and to provide the assessing officials with a permanent record to facilitate maintenance functions and to administer taxpayer assistance and grievance
proceedings.
The property record card should include the parcel identification number, ownership and mailing address, legal description, property address, property classification code, local zoning code, neighborhood identification code, site characteristics, land information, any miscellaneous improvement information and structural improvement characteristics.

The specific data collected should represent all value components of a properties market value. The data must be comprehensive enough to allow for the adequate consideration of all factors, which significantly affect property values. In keeping with economics of a mass appraisal program, it is costly and impractical to collect, maintain, and process data of no or marginal contribution to the desired objectives. The axiom - too much data is better than insufficient data does not apply. What does apply is the proper amount of data, no more or no less, which is necessary to provide the database required to generate the desired output.

If there are any codes that would need to be revised, deleted or added for land, building or miscellaneous structures this must be decided prior to data collection. This will involve analyzing current sales data to determine if there are any value components that need to be listed or changed.

For example: The sales indicate that more value is given to a detached garage with an apartment above than a detached garage with just storage above. Our codes did not differentiate enough in the description or value of the area above the garage; therefore, a change in code was needed and all properties with detached garages with areas above were reviewed to determine the correct codes to use.

With any revaluation an analysis of the current programming and methods of valuation should be analyzed. Tyler (CLT) is the managing programming company that would have to implement required changes in the actual programs.

Neighborhood Data - A general look at the neighborhood stratification is completed prior to data collection or at the earliest feasible time during the data collection phase but after thorough consideration of the living environment and economic characteristics of the overall county, or any political sub-division thereof is completed. Reviewing how the neighborhoods are stratified includes reviewing the consistency of structure types, quality grades, and age, etc. and the sales in the neighborhood. This assists in determining if there are any properties which would require a neighborhood change (combining neighborhoods or separating neighborhoods). It is advantageous to decide this prior to data collection.

The county has been divided into general districts. The initial delineation of these districts in the 2009 revaluation was based on school districts and then further divided or changed after reviewing other location factors. There are many individual neighborhoods within the districts. The similar or comparable neighborhoods are grouped together by use of the neighborhood group number that is assigned on the NBHD table in the OASIS system. This
group number is used to assign similar neighborhoods in the same or comparable market areas to a valuation model. The same general districts remain in place for the 2017 revaluation.

After the review of data codes and general neighborhood stratification is complete any changes that are required can be made to each individual property that would be affected.

The level of data collection that was performed for the 2017 revaluation consisted of an in office review of all neighborhood listings, characteristics and sales, followed by any necessary field review. If in the initial analysis any data codes require correction; than any properties that would be affected would need to be pinpointed and be reviewed either in office (if possible) or in the field if required. Also in the general neighborhood review if it is determined there are corrections needed in the descriptions of the homes for a particular neighborhood or a combination or separation of the home in a neighborhood, a field review may be necessary. In completing an in office review first; there is a great amount of sales analysis that must be done. This helps to determine what type of corrections and reviews are necessary. Even when this level of data collection is completed there is a great amount of field review necessary.

The neighborhood data must be comprehensive enough to permit the adequate consideration of value-influencing factors to determine the variations in selling prices that may be attributable to benefits arising from the location of one specific property as compared to another. The general data should include the taxing district, the neighborhood identification code, a description of the general boundaries and location.

## 3. Analyzing and Processing the Data

This phase of the operation involves the analysis of data compiled during the data collection phase and the processing of the data to an indication of value through the use of the cost, market, and income approaches to value.

During the analytical phase, it will be necessary to analyze cost, market, and income data in order to provide a basis for validating the appropriate cost schedules and tables required to compute the replacement cost new of all buildings and structures; for establishing comparative unit land values for each class of property; for establishing the appropriate depreciation tables and guidelines for each class of property; and for developing gross rent multipliers, economic rent and operating expense norms, capitalization rate tables and other related standards and norms required to effect the mass appraisal of all the property within an entire political unit on an equitable basis.

After establishing the appropriate standards and norms, it remains to analyze the specific data compiled for each property by giving due consideration to the factors influencing the value of that particular property as compared to another, and then to process the data into an indication of value by employing the techniques described in the section of the manual dealing with the
application of the traditional approaches to value.
Any one, or all three of the approaches, if applied properly, should lead to an indication of market value; of primary concern is applying the approaches on an equitable basis. This will require the coordinated effort of a number of individual appraisers, each appraiser acting as a member of a team, with the team effort directed toward a valid, accurate and equitable appraisal of each property within the political unit. The following procedures must be adhered to when each property is physically reviewed:

- Verification of the accuracy of each of the characteristics recorded on the property record card.
- Certification that the proper schedules and cost tables was used in computing the replacement cost of each building and structure.
- Determination of the proper quality grade and design factor to be applied to each building to account for variations from the base specifications.
- Making a judgment of the overall condition, desirability and usefulness of each improvement in order to arrive at a sound allowance for depreciation.
- Capitalization of net income capabilities into an indication of value in order to determine the loss of value attributable to functional and economic obsolescence.
- Addition of the depreciated value of all improvements to the land value, and reviewing the total property value in relation to the value of comparable properties.
- Determination that the total property value established can be correlated to actual sales of comparable properties.

At the completion of the review phase, the property record cards must be once again, submitted to clerical personnel for final mathematical calculations and extensions, and a final check for completeness and accuracy.

Once the final values have been established for each property, the entire program should be evaluated in terms of its primary objective; do the values approximate a satisfactory level of market value, and what's more important, are the values equitable? Satisfactory answers to these questions can best be obtained through a statistical analysis of recent sales in an appraisal-to-sale ratio study, if sufficient sales are available.

To perform the study, it is necessary to take a representative sampling of recent valid sales and compute the appraisal-to-sale ratio for each of the sales. If the sample is representative, the computed median appraisal-to-sale ratio will give an indication of how close the appraisals within each district approximate the market value. This is providing, of course, that the sales included represent true market transactions. It is then necessary to determine the deviation of each individual appraisal-to-sale ratio from the median ratio, and to compute either the average or the standard deviation, which will give an indication of the degree of equity within each individual district. What remains then is to compare the statistical
measures across property classes in order to determine those areas, if any, which need to be further investigated, revising the appraisal, if necessary, to attain a satisfactory level of value and equity throughout the entire jurisdiction.

The techniques and procedures set forth herein, if applied skillfully, should yield highly accurate and equitable property valuations, and should provide a sound property tax base. It should be noted, however, that no program, regardless of how skillfully administered, can ever be expected to be error free. The appraisal must be fine-tuned and this can best be done by giving the taxpayer an opportunity to question the value placed upon his property and to produce evidence that the value is inaccurate or inequitable. During this time, the significant errors will be brought to light, and taking the proper corrective action will serve to further the objective of the program. What's important in the final analysis is to use all these measures as well as any other resources available to affect the highest degree of accuracy and equity possible.

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## II. GENERAL INFORMATION

## Board of County Commissioner's Adloption Statement

In accordance with section 105-317(c) of the Machinery Act of North Carolina, the Tax Administrator's Office, County of Cumberland, does hereby request that the Schedules, Standards and Rules submitted to the Board be adopted for the 2017 Revaluation of all real property.


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## 1. Statute for Adoption of Schedule

## Article 19

Administration of Real and Personal Property Appraisal

## § 105-317. Appraisal of real property; adoption of schedules, standards, and rules

(c) The values, standards, and rules required by subdivision (b)(1) shall be reviewed and approved by the board of county commissioners before January 1 of the year they are applied. The board of county commissioners may approve the schedules of values, standards, and rules to be used in appraising real property at its true value and at its present-use value either separately or simultaneously. Notice of the receipt and adoption by the board of county commissioners of either or both the true value and present-use value schedules, standards, and rules, and notice of a property owner's right to comment on and contest the schedules, standards, and rules shall be given as follows:
(1) The assessor shall submit the proposed schedules, standards, and rules to the board of county commissioners not less than 21 days before the meeting at which they will be considered by the board. On the same day that they are submitted to the board for its consideration, the assessor shall file a copy of the proposed schedules, standards, and rules in his office where they shall remain available for public inspection.
(2) Upon receipt of the proposed schedules, standards, and rules, the board of commissioners shall publish a statement in a newspaper having general circulation in the county stating:
a. That the proposed schedules, standards, and rules to be used in appraising real property in the county have been submitted to the board of county commissioners and are available for public inspection in the assessor's office; and
b. The time and place of a public hearing on the proposed schedules, standards, and rules that shall be held by the board of county commissioners at least seven days before adopting the final schedules, standards, and rules.
When the board of county commissioners approves the final schedules, standards, and rules, it shall issue an order adopting them. Notice of this order shall be published once a week for four successive weeks in a newspaper having general circulation in the county, with the last publication being not less than seven days before the last day for challenging the validity of the schedules, standards, and rules by appeal to the Property Tax Commission. The notice shall state:
a. That the schedules, standards, and rules to be used in the next scheduled reappraisal of real property in the county have been adopted and are open to examination in the office of the assessor; and
b. That a property owner who asserts that the schedules, standards, and rules are invalid may except to the order and appeal therefrom to the Property Tax Commission within 30 days of the date when the notice of the order adopting the schedules, standards, and rules was first published.
(d) Before the board of county commissioners adopts the schedules of values, standards, and rules, the assessor may collect data needed to apply the schedules, standards, and rules to each parcel in the county. (1939, c. 310 , s. $501 ; 1959$, c. 704 , s. $4 ; 1967$, c. 944 ; 1971, c. 806 , s. 1 ; 1973, с. 476 , s. 193; с. 695 , s. 5 ; 1981, с. 224 ; с. 678 , s. 1 ; 1985, c. 216 , s. 2 ; с. 628, s. 4; 1987, c. 45, s. 1; c. 295, s. 1; 1997-226, s. 5.)

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## 2. Revaluation Schedule

## § 105-286. Time for general reappraisal of real property

(a) Octennial Cycle. - Each county must reappraise all real property in accordance with the provisions of G.S. 105-283 and G.S. 105-317 as of January 1 of the year set out in the following schedule and every eighth year thereafter, unless the county is required to advance the date under subdivision (2) of this section or chooses to advance the date under subdivision (3) of this section.

Schedule of Initial Reappraisals
Division One - 1972: Avery, Camden, Cherokee, Cleveland, Cumberland, Guilford, Harnett, Haywood, Lee, Montgomery, Northampton, and Robeson.

Division Two - 1973: Caldwell, Carteret, Columbus, Currituck, Davidson, Gaston, Greene, Hyde, Lenoir, Madison, Orange, Pamlico, Pitt, Richmond, Swain, Transylvania, and Washington.

Division Three - 1974: Ashe, Buncombe, Chowan, Franklin, Henderson, Hoke, Jones, Pasquotank, Rowan, and Stokes.

Division Four - 1975: Alleghany, Bladen, Brunswick, Cabarrus, Catawba, Dare, Halifax, Macon, New Hanover, Surry, Tyrrell, and Yadkin.

Division Five - 1976: Bertie, Caswell, Forsyth, Iredell, Jackson, Lincoln, Onslow, Person, Perquimans, Rutherford, Union, Vance, Wake, Wilson, and Yancey.

Division Six - 1977: Alamance, Durham, Edgecombe, Gates, Martin, Mitchell, Nash, Polk, Randolph, Stanly, Warren, and Wilkes.

Division Seven - 1978: Alexander, Anson, Beaufort, Clay, Craven, Davie, Duplin, and Granville.
Division Eight - 1979: Burke, Chatham, Graham, Hertford, Johnston, McDowell, Mecklenburg, Moore, Pender, Rockingham, Sampson, Scotland, Watauga, and Wayne.

Mandatory Advancement - A county whose population is 75,000 or greater according to the most recent annual population estimates certified to the Secretary by the State Budget Officer must conduct a reappraisal of real property when the county's sales assessment ratio determined under G.S.105-289(h) is less than .85 or greater than 1.15, as indicated on the notice the county receives under G.S. 105-284. A reappraisal required under this subdivision must become effective no later than January 1 of the earlier of the following years:
a. The third year following the year the county received the notice.
b. The eighth year following the year of the county's last reappraisal.
(3) Optional Advancement. - A county may conduct a reappraisal of real property earlier than required by subdivision (1) or (2) of this subsection if the board of county commissioners adopts a resolution providing for advancement of the reappraisal. The resolution must designate the effective date of the advanced reappraisal and may designate a new reappraisal cycle that is more frequent than the octennial cycle set in subdivision (1) of this subsection. The board of county commissioners must promptly forward a copy of the resolution adopted under this subdivision to the Department of Revenue. A more frequent reappraisal cycle designated in a resolution adopted under this subdivision continues in effect after a mandatory reappraisal required under subdivision (2) of this subsection unless the board of county commissioners adopts another resolution that designates a different date for the county's next reappraisal.
(b), (c) Repealed by Session Laws 2008-146, s. 1.1, effective July 1, 2009. (1939, c. 310, s. 300; 1941, c. 282 , ss. 1,$1112 ; 1943$, c. 634 , s. $1 ; 1945$, c. $5 ; 1947$, c. $50 ; 1949$, c. $109 ; 1951$, c. $847 ; 1953$, с. 395 ; 1955, c. $1273 ; 1957$, с. 1453 , s. $\mathbf{1} ; 1959$, c. 704 , s. $\mathbf{1} ; 1971$, c. 806 , s. $\mathbf{1} ; 1973$, c. 476 , s. 193; 1987, c. 45 , s. $\mathbf{1 ;} \mathbf{2 0 0 8 - 1 4 6 , ~}$ s. 1.1.)

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## 3. North Carolina Revaluation Statutes ${ }^{1}$

## Machinery Act - Article 13

Standards for Appraisal and Assessment

## § 105-283. Uniform appraisal standards

All property, real and personal, shall as far as practicable be appraised or valued at its true value in money. When used in this Subchapter, the words "true value" shall be interpreted as meaning market value, that is, the price estimated in terms of money at which the property would change hands between a willing and financially able buyer and a willing seller, neither being under any compulsion to buy or to sell and both having reasonable knowledge of all the uses to which the property is adapted and for which it is capable of being used. For the purposes of this section, the acquisition of an interest in land by an entity having the power of eminent domain with respect to the interest acquired shall not be considered competent evidence of the true value in money of comparable land. (1939, c. 310, s. 500; 1953, c. 970, s.5; 1955, c. 1100, s. 2; 1959, c. $682 ; 1967$, c. 892 , s. $7 ; 1969$, c. 945 , s. $1 ; 1971$, c. 806 , s. $1 ; 1973$, c. 695 , s. $11 ; 1977$, 2nd Sess., c. 1297.)

## § 105-284. Uniform assessment standard.

(a) Except as otherwise provided in this section, all property, real and personal, shall be assessed for taxation at its true value or use value as determined under G.S. 105-283 or G.S. 105-277.6, and taxes levied by all counties and municipalities shall be levied uniformly on assessments determined in accordance with this section.
(b) The assessed value of public service company system property subject to appraisal by the Department of Revenue under G.S. 105-335(b)(1) shall be determined by applying to the allocation of such value to each county a percentage to be established by the Department of Revenue. The percentage to be applied shall be either:
(1) The median ratio established in sales assessment ratio studies of real property conducted by the Department of Revenue in the county in the year the county conducts a reappraisal of real property and in the fourth and seventh years thereafter; or
(2) A weighted average percentage based on the median ratio for real property established by the Department of Revenue as provided in subdivision (1) and a one hundred percent ( $100 \%$ ) ratio for personal property. No percentage shall be applied in a year in which the median ratio for real property is ninety percent $(90 \%)$ or greater.

If the median ratio for real property in any county is below ninety percent $(90 \%)$ and if the county assessor has provided information satisfactory to the Department of Revenue that the county follows accepted guidelines and practices in the assessment of business personal property, the weighted average percentage shall be applied to public service company property. In calculating the weighted average
percentage, the Department shall use the assessed value figures for real and personal property reported by the county to the Local Government Commission for the preceding year. In any county which fails to demonstrate that it follows accepted guidelines and practices, the percentage to be applied shall be the median ratio for real property. The percentage established in a year in which a sales assessment ratio study is conducted shall continue to be applied until another study is conducted by the Department of Revenue.
(c) Notice of the median ratio and the percentage to be applied for each county shall be given by the Department of Revenue to the chairman of the board of commissioners not later than April 15 of the year for which it is to be effective. Notice shall also be given at the same time to the public service companies whose property values are subject to adjustment under this section. Either the county or an affected public service company may challenge the real property ratio or the percentage established by the Department of Revenue by giving notice of exception within 30 days after the mailing of the Department's notice. Upon receipt of such notice of exception, the Department shall arrange a conference with the challenging party or parties to review the matter. Following the conference, the Department shall notify the challenging party or parties of its final determination in the matter. Either party may appeal the Department's determination to the Property Tax Commission by giving notice of appeal within30 days after the mailing of the Department's decision.
(d) Property that is in a development financing district and that is subject to an agreement entered into pursuant to G.S. 159-108 shall be assessed at its true value or at the minimum value set out in the agreement, whichever is greater.(1939, c. 310 , s. $500 ; 1953$, c. 970 , s. $5 ; 1955$, c. 1100 , s. $2 ; 1959$, c. 682; 1967, c. 892, s. 7; 1969, c. 945, s. 1; 1971, c. 806, s. 1; 1973, c. 695, s. 12; 1985, c. 601, s. 1; 1987 (Reg. Sess., 1988), c. 1052, s. 1; 2003-403, s. 20.)

## Article 14

Time for Listing and Appraising Property for Taxation

## $\S$ 105-285. Date as of which property is to be listed and appraised.

(a) Annual Listing Required. - All property subject to ad valorem taxation shall be listed annually.
(b) Personal Property; General Rule. - Except as otherwise provided in this Chapter, the value, ownership, and place of taxation of personal property, both tangible and intangible, shall be determined annually as of January 1.
(c) Repealed by Session Laws 1987, c. 813, s. 12.
(d) Real Property. - The value of real property shall be determined as of January 1 of the years prescribed by G.S. 105-286 and G.S. 105-287. The ownership of real property shall be determined annually as of January 1, except in the
following situation: When any real property is acquired after January 1, but prior to July 1, and the property was not subject to taxation on January 1 on account of its exempt status, it shall be listed for taxation by the transferee as of the date of acquisition and shall be appraised in accordance with its true value as of January 1 preceding the date of acquisition; and the property shall be taxed for the fiscal year of the taxing unit beginning on July 1 of the year in which it is acquired. The person in whose name such property is listed shall have the right to appeal the listing, appraisal, and assessment of the property in the same manner as that provided for listings made as of January 1.

In the event real property exempt as of January 1 is, prior to July 1 , acquired from a governmental unit that by contract is making payments in lieu of taxes to the taxing unit for the fiscal period beginning July 1 of the year in which the property is acquired, the tax on such property for the fiscal period beginning on July 1 immediately following acquisition shall be one half of the amount of the tax that would have been imposed if the property had been listed for taxation as of January 1. (1939, c. 310, s. 302; 1945, c. 973; 1971, c. 806, s. 1; 1973 , c. 735 ; 1985, c. 656 , s. 21 ; 1987, c. 813 , s. 12 ; 1993, c. 485 , s. 17.)

## Article 19

Administration of Real and Personal Property Appraisal

## § 105-317. Appraisal of real property; adoption of schedules, standards, and rules

(a) Whenever any real property is appraised it shall be the duty of the persons making appraisals:
(1) In determining the true value of land, to consider as to each tract, parcel, or lot separately listed at least its advantages and disadvantages as to location; zoning; quality of soil; waterpower; water privileges; dedication as a nature preserve; conservation or preservation agreements; mineral, quarry, or other valuable deposits; fertility; adaptability for agricultural, timber-producing, commercial, industrial, or other uses; past income; probable future income; and any other factors that may affect its value except growing crops of a seasonal or annual nature.
(2) In determining the true value of a building or other improvement, to consider at least its location; type of construction; age; replacement cost; cost; adaptability for residence, commercial, industrial, or other uses; past income; probable future income; and any other factors that may affect its value.
(3) To appraise partially completed buildings in accordance with the degree of completion on January 1.
(b) In preparation for each revaluation of real property required by G.S. 105-286, it shall be the duty of the assessor to see that:
(1) Uniform schedules of values, standards, and rules to be used in appraising real property at its true value and at its present-use value are
prepared and are sufficiently detailed to enable those making appraisals to adhere to them in appraising real property.
(2) Repealed by Session Laws 1981, c. 678, s. 1.
(3) A separate property record be prepared for each tract, parcel, lot, or group of contiguous lots, which record shall show the information required for compliance with the provisions of G.S. 105-309 insofar as they deal with real property, as well as that required by this section. (The purpose of this subdivision is to require that individual property records be maintained in sufficient detail to enable property owners to ascertain the method, rules, and standards of value by which property is appraised.)
(4) The property characteristics considered in appraising each lot, parcel, tract, building, structure and improvement, in accordance with the schedules of values, standards, and rules, be accurately recorded on the appropriate property record.
(5) Upon the request of the owner, the board of equalization and review, or the board of county commissioners, any particular lot, parcel, tract, building, structure or improvement be actually visited and observed to verify the accuracy of property characteristics on record for that property.
(6) Each lot, parcel, tract, building, structure and improvement be separately appraised by a competent appraiser, either one appointed under the provisions of G.S. 105-296 or one employed under the provisions of G.S.105-299.
(7) Notice is given in writing to the owner that he is entitled to have an actual visitation and observation of his property to verify the accuracy of property characteristics on record for that property.
(c) The values, standards, and rules required by subdivision (b)(1) shall be reviewed and approved by the board of county commissioners before January 1 of the year they are applied. The board of county commissioners may approve the schedules of values, standards, and rules to be used in appraising real property at its true value and at its present - use value either separately or simultaneously. Notice of the receipt and adoption by the board of county commissioners of either or both the true value and present - use value schedules, standards, and rules, and notice of a property owner's right to comment on and contest the schedules, standards, and rules shall be given as follows:
(1) The assessor shall submit the proposed schedules, standards, and rules to the board of county commissioners not less than 21 days before the meeting at which they will be considered by the board. On the same day that they are submitted to the board for its consideration, the assessor shall file a copy of the proposed schedules, standards, and rules in his office where they shall remain available for public inspection.
(2) Upon receipt of the proposed schedules, standards, and rules, the board of commissioners shall publish a statement in a newspaper having general circulation in the county stating:
a. That the proposed schedules, standards, and rules to be used in appraising real property in the county have been submitted to the board of county commissioners and are available for public inspection in the assessor's office; and
b. The time and place of a public hearing on the proposed schedules, standards, and rules that shall be held by the board of county commissioners at least seven days before adopting the final schedules, standards, and rules.
(3)

When the board of county commissioners approves the final schedules, standards, and rules, it shall issue an order adopting them. Notice of this order shall be published once a week for four successive weeks in a newspaper having general circulation in the county, with the last publication being not less than seven days before the last day for challenging the validity of the schedules, standards, and rules by appeal to the Property Tax Commission. The notice shall state:
a. That the schedules, standards, and rules to be used in the next scheduled reappraisal of real property in the county have been adopted and are open to examination in the office of the assessor; and
b. That a property owner who asserts that the schedules, standards, and rules are invalid may except to the order and appeal there from to the Property Tax Commission within 30 days of the date when the notice of the order adopting the schedules, standards, and rules was first published.
(d) Before the board of county commissioners adopts the schedules of values, standards, and rules, the assessor may collect data needed to apply the schedules, standards, and rules to each parcel in the county. (1939, c. 310 , s. $501 ; 1959$, c. 704 , s. 4 ; 1967, c. 944 ; 1971, c. 806 , s. 1 ; 1973, c. 476 , s. 193; c. 695, s. 5; 1981, c. 224; c. 678, s. 1; 1985, c. 216, s. 2; c. 628, s. 4; 1987, c. 45, s. 1; c. 295, s. 1; 1997-226, s. 5.)

1. Source: North Carolina General Assembly, Statutes Machinery Act, Article 13,14,19. http://www.ncga.state.nc.us/statutes/generalstatutes/html/bychapter/chapter

## 4. Appraisal Software

Cumberland County uses a software package called Oasis. Oasis is described as a property appraisal, tax administration, and tax collection system specifically designed to support the functions of state and local government and consists of five subsystems. They are:

1. Administrative and Tax Roll Subsystem (ATR)
2. Computer Assisted Mass Appraisal Subsystem (CAMA)
3. Personal Property Subsystem (PP)
4. Soils and Maps Subsystem (SM)
5. Tax Accounting Subsystem (TA)

For this document we are mainly concerned with the Computer Assisted Mass Appraisal Subsystem (CAMA). The CAMA subsystem is used to appraise real estate properties. It will generate values using all three of the standard accepted appraisal methods, cost, market, and income, and will generate various statistical analyses on appraisal data. It accepts parcel identification and sales data from the ATR subsystem and returns appraised values and value subtotals to the ATR subsystem.

The procedures manuals for the Computer Assisted Mass Appraisal (CAMA) subsystem provides detailed information on all CAMA screens, data base elements and processing options, as well as explanations of all error messages. It also includes detailed information on all of the standard reports that are available. These manuals are essential to the use and understanding of the software and the mass appraisal valuation process and are considered a part of the Schedule of Values.

## 5. Manuals and Publications

To develop, support, and supplement the valuation of real property, nationally recognized cost manuals and publications have been used in the development of the Schedule of Values. The most recognizable cost manuals that have been referred to are published by CoreLogic, Inc. and are the Marshall Valuation Service or Commercial Cost Handbook and the Marshall and Swift Residential Cost Handbook.

Publications that are considered industry standards, such as PwC Real Estate Investor Survey; IREM - Institute of Real Estate Management publications and on-line information from a web site publication -Realty Rates.com have been used to develop and support the income approach to value and are also a part of the Schedule of Values.

All of these resources referred to above were used in the research and development of this Schedule of Values. As stated above, many are nationally recognized manuals or publications and are considered industry standards. Appraisers use these resources, both locally and nationally, for accurate and reliable information.

2017 Commercial and Residential Revaluation Manuals plus a Miscellaneous Improvement Reference Booklet were developed to promote equity and uniformity
in the data collection process. These field reference manuals and booklet(s) are considered a part of this Schedule of Values.

## 6. Governmental Resources

The Use-Value Advisory Board (UVAB) submits a Use Value Procedures Manual annually to the Department of Revenue. The creation of the UVAB, as well as guidelines for the development of the manual, are authorized and set forth in the General Statutes of North Carolina. The contents of the manual reflect the combined judgment and effort of many professionals in the North Carolina Cooperative Extension Service and cooperating Federal and State agencies. This manual is provided to each County for inclusion in their statutorily required octennial revaluation. Although considered a part of the Schedule of Values, the Present Use Value Manual will be submitted for approval under a separate cover.

In some instances, Personnel at the Property Tax Division, Department of Revenue, and Institute of Government may have been consulted concerning a variety of questions. Their involvement was solicited based on their knowledge and expertise in the revaluation process.

## 7. Cost Analysis and Local Studies

During the reappraisal process, a determination of actual costs of building construction was conducted for all types and classes of real property. This analysis included:
a. Comparison of actual building costs for Residential and Commercial property to calculate replacement values from the Computer Assisted Mass Appraisal (CAMA) system.
b. Calibration or indexing of CAMA system building replacement cost tables to reflect actual building costs as of January 1, 2017.
c. Determination of material and labor costs common in Cumberland County.

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# III. STANDARDS FOR PROFESSIONAL PRACTICE AND ETHICS 

1. INTERNATIONAL ASSOCIATION OF ASSESSING OFFICERS (IAAO) ${ }^{(1)}$
A. Code of Ethics .......................................................................................................... 37
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2. Uniform Standards of Professional Appraisal Practice (USPAP) ${ }^{1} \ldots \ldots . .$.

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# III. STANDARDS FOR PROFESSIONAL PRACTICE AND ETHICS 

## 1. International Association of Assessing Officers (IAAO) ${ }^{(1)}$

The International Association of Assessing Officers (IAAO) is an educational and research association of individuals in the assessment profession and others with an interest in property taxation. Membership is open to anyone, and includes individuals working in government, private industry, academia and members of the general public. This section covers Code of Ethics and Standards of Mass appraisal.

## A. Code of Ethics

## Canon1: Professional Duties

Members shall conduct their professional duties and activities in a manner that reflects credit upon themselves, their profession, and the organization.

## Ethical Rules

E.R. 1-1 It is unethical for members to conduct their professional duties in a manner that could reasonably be expected to create the appearance of impropriety.
E.R. 1- 2 It is unethical for members to accept an appraisal or assessment-related assignment, which they are not qualified to perform.
E.R. 1-3 It is unethical for members knowingly violate applicable laws and regulations in the performance of their duties or to apply such laws and regulations in an inequitable manner.
E.R. 1-4 It is unethical for members to refuse (by intent or omission) to make available all public records in their custody for public review, unless access to such records is specifically limited or prohibited by law, or the information has been obtained on a confidential basis and the law permits such information to be treated confidentially. Assessing officers must make every reasonable effort to inform the public about their rights and responsibilities under the law and the property tax system.
E.R. 1-5 It is unethical for members to refuse to cooperate with public officials to improve the efficiency and effectiveness of the property tax in particular and public administration in general.
E.R. 1-6 It is unethical to engage in misconduct of any kind that leads to a conviction for a crime involving fraud, dishonesty, false statements, or moral turpitude.
E.R. 1-7 It is unethical to perform any appraisal, assessment, or consulting service that is not in compliance with the IAAO governing documents or the Uniform Standards of Professional Appraisal Practice.

## Canon 2: Truthfulness

Members shall not make public statements (written or oral) that are untrue or tend to mislead or deceive the public in the course of performing their professional duties.

## Ethical Rules

E.R. 2-1 It is unethical to provide inaccurate, untruthful or misleading information to solicit assessment-related assignments or to use misleading claims or promises of relief that could lead to loss of confidence in appraisal or assessment professionals by the public.
E.R. 2-2 It is unethical to claim an IAAO professional designation unless authorized, whether the claim is verbal or written, or to claim qualifications that are not factual or may be misleading.
E.R. 2-3 It is unethical to fail to recognize the source(s) of any materials quoted or cited in writings or speeches.

## Canon 3: Conflict of Interest

Members shall not engage any activities in which they have, or may reasonably be considered by the public as having, a conflict of interest.

Ethical Rules
E.R. 3-1 It is unethical for members to accept an appraisal or assessment-related assignment that can reasonably be construed as being in conflict with their responsibility to their jurisdiction, employer, or client, or in which they have an unrevealed personal interest or bias.
E.R. 3-2 It is unethical to accept an assignment or responsibility in which there is a personal interest without full disclosure of that interest.
E.R. 3-3 It is unethical to accept an assignment or participate in an activity where a conflict of interest exists and could be perceived as a bias, or impair objectivity.

## Canon 4: Support of IAAO

Members shall abide by and support the provisions of the IAAO Constitution, Bylaws, and Procedural Rules.

## Ethical Rules

E.R. 4-1 It is unethical for an IAAO member:
(a) Knowingly make false statements or submit misleading information when completing a membership application, or to refrain from promptly submitting any significant information in the possession of such member when requested to do so as part of an IAAO membership application.
(b) Knowingly submit misleading information to the duly authorized Ethics Committee or subcommittee; to refrain from promptly submitting any significant information in the
possession of the member as requested by the committee or subcommittee; to refuse to appear for a personal interview or participate in an interview conducted by telephone as scheduled by the committee or subcommittee; or to refuse to answer promptly all relevant questions concerning an appraisal or assessment-related assignment or related testimony being investigated by the committee or subcommittee.
(c) Fail or refuse to submit promptly to an authorized IAAO committee a written appraisal report or file memorandum containing data, reasoning, and conclusions, or to fail or refuse to permit an authorized committee to review an appraisal report, assessmentrelated assignment, or file memorandum when requested to do so by a person or persons authorized to review such material.
(d) Fail or refuse to submit promptly any significant information in the possession of a member concerning the status of litigation related to an ethics matter when requested to do so by the chair of the Ethics Committee; or knowingly to submit misleading information to the chair of the Ethics Committee concerning the status of litigation.
E.R. 4-2 It is unethical to fail to comply with the terms of a summons issued by the Ethics Committee.
E.R. 4-3 It is unethical to refuse to cooperate fully with the IAAO Executive Board, Ethics Committee and the staff of IAAO in all matters related to the enforcement of this Code, as set forth in the Ethics Committee's Rules and Procedures, as amended from time to time.
E.R. 4-4 It is unethical to violate the IAAO Constitution, Bylaws, or Procedural Rules.
E.R. 4-5 Any member who has submitted misleading information to the Ethics Committee or does not comply with the terms of these Canons may be subject to ethical charges by the Committee.

## Canon 5: Professional Duties

Members shall comply with the requirements of the Uniform Standards of Professional Appraisal Practice.

## Ethical Rules

E.R. 5-1 It is unethical to knowingly fail to observe the requirements of the Uniform Standards of Professional Appraisal Practice.

Source: (1) IAAO Revised Code of Ethics/Standards of Practice, Adopted November 2015.
IAAO Website. http://www.iaao.org

## B. Standards on Mass Appraisal of Real Property

Approved April 2013

## International Association of Assessing Officers

This standard replaces the January 2012 Standard on Mass Appraisal of Real Property and is a complete revision. The 2012 Standard on Mass Appraisal of Real Property was a partial revision that replaced the 2002 standard. The 2002 standard combined and replaced the 1983 Standard on the Application of the Three Approaches to Value in Mass Appraisal, the 1984 Standard on Mass Appraisal, and the 1988 Standard on Urban Land Valuation. IAAO assessment standards represent a consensus in the assessing profession and have been adopted by the Executive Board of the International Association of Assessing Officers (IAAO). The objective of the IAAO standards is to provide a systematic means for assessing officers to improve and standardize the operation of their offices. IAAO standards are advisory in nature and the use of, or compliance with, such standards is voluntary. If any portion of these standards is found to be in conflict with national, state, or provincial laws, such laws shall govern. Requirements found in the Uniform Standards of Professional Appraisal Practice (USPAP) also have precedence over technical standards.

## Acknowledgments

At the time of the 2012 revision (approved April 2013) the Technical Standards Committee was composed of Alan Dornfest, AAS, chair; Doug Warr, AAS; Robert Gloudemans; Michael Prestridge, Mary Reavey; Dennis Deegear, associate member; and Chris Bennett, staff liaison. Bill Marchand also participated in revising the standard while serving as committee chair in 2013. The standard benefited from comments by Pete Davis.

## Scope

This standard defines requirements for the mass appraisal of real property. The primary focus is on mass appraisal for ad valorem tax purposes. However, the principles defined here should also be relevant to CAMAs (or automated valuation models) used for other purposes, such as mortgage portfolio management. The standard primarily addresses the needs of the assessor, assessment oversight agencies, and taxpayers.

This standard addresses mass appraisal procedures by which the fee simple interest in property can be appraised at market value, including mass appraisal application of three traditional approaches to value (cost, sales comparison, and income). Single property appraisals partial interest appraisals, and appraisals made on an other-than-market-value basis are outside the scope of this standard. Nor does this standard provide guidance on determining assessed values that differ from market value because of statutory constraints such as use value, classification, or assessment increase limitations.

Mass appraisal requires complete and accurate data, effective valuation models, and proper management of resources. Section 2 provides an introduction to mass appraisal. Section 3 focuses on the collection and maintenance of property data. Section 4 summarizes the primary considerations in valuation methods, including the role of the three approaches to value in the mass appraisal of various types of property. Section 5 addresses model testing and quality assurance. Section 6 discusses certain managerial considerations: staff levels, data processing support, contracting for reappraisals, and benefit-cost issues.

## INTRODUCTION

Market value for assessment purposes is generally determined through the application of mass appraisal techniques. Mass appraisal is the process of valuing a group of properties as of a given date and using common data, standardized methods, and statistical testing. To determine a parcel's value, assessing officers must rely upon valuation equations, tables, and schedules developed through mathematical analysis of market data. Values for individual parcels should not be based solely on the sale price of a property; rather, valuation schedules and models should be consistently applied to property data that are correct, complete, and up-to-date.

Properly administered, the development, construction and use of CAMA system results in a valuation system characterized by accuracy, uniformity, equity, reliability, and low per-parcel costs. Except for unique properties, individual analyses and appraisals of properties are not practical for ad valorem tax purposes.

## COLLECTING AND MAINTAINING PROPERTY DATA

The accuracy of values depends first and foremost on the completeness and accuracy of property characteristics and market data. Assessors will want to ensure that their CAMA systems provide for the collection and maintenance of relevant land, improvement, and location features. These data must also be accurately and consistently collected. The CAMA system must also provide for the storage and processing of relevant sales, costs, and income and expenses data.

## VALUATION

Mass appraisal analysis begins with assigning properties to use classes or strata based on highest and best use, which normally equates to current use. Some statutes require that property be valued for ad valorem tax purposes at current use regardless of highest and best use. Zoning and other land use controls normally dictate highest and best us of vacant land. In the absence of such restrictions, the assessor must determine the highest and best use of land by analyzing the four components-legally, permissible, physically possible, appropriately supported, and financially feasible-there by resulting in the highest value. Special attention may be required for properties in transition, interim or nonconforming uses, multiple uses, and excess land.

Any appraisal, whether single-property appraisal or mass appraisal, uses a model, that is, a representation in words or an equation of the relationship between value and variables representing factors of supply and demand. Mass appraisal models attempt to represent the market for a specific type of property in a specified area. Mass appraisers must first specify the model, that is, identify the
supply and demand factors and property features that influence vale, for example, square feet of living area. Then, they must calibrate the model, that is, determine the adjustments or coefficients that best represent the value contribution of the variables chosen, for example, the dollar amount the market places on each square foot of living area. Careful and extensive market analysis is required for both specification and calibration of a model that estimates values accurately. Mass appraisal models apply to all three approaches to value: the cost approach, the sales comparison approach, and the income approach.

Valuation models are developed for defined property groups. For residential properties, geographic stratification is appropriate when the value of property attributes varies significantly among areas and each area is large enough to provide adequate sales. It is particularly effective when housing types and styles are relatively uniform within areas. Separate models are developed for each market area (also known as economic or model areas). Subareas or neighborhoods can serve as variables in the models and can also be used in land value tables and selection of comparable sales. (see Mass Appraisal of Real Property [Gloudemans 1999, 118-120] or Fundamentals of Mass Appraisal [Gloudemans and Almy 2011, 139-143] for guidelines on stratification). Smaller jurisdictions may find it sufficient to develop a single residential model.

Commercial and income-producing properties should be stratified by property type. In general, separate models should be developed for apartment, warehouse/industrial, office, and retail properties. Large jurisdictions may be able to stratify apartment properties further, by type or area or to develop multiple models for other income properties with adequate data.

## MODEL TESTING, QUALITY ASSURANCE, AND INCOME DEFENSE

Mass appraisal allows for model testing and quality assurance measures that provide feedback on the reliability of valuation models and the overall accuracy of estimated values. Modelers and assessors must be familiar with these diagnostics so they can evaluate valuation performance properly and make improvements where needed.

## MANAGERIAL CONSIDERATIONS

A successful in-house appraisal program requires a sufficiently large staff comprising persons skilled in general administration and supervision, appraisal, mapping and drafting, data processing, and secretarial and clerical functions. Typical staffing sizes and patterns for jurisdictions of various sizes are illustrated in Property Appraisal and Assessment Administration (Eckert et al. 1990, Chapter 16) and in Fundamentals of Mass Appraisal (Gloudemans and Almy, 2011, 22-25).

Unless efficiency or practical concerns dictate otherwise, persons performing the various mass appraisal functions should be employees of the assessor. When these functions are not performed by assessment staff, it is imperative that they be adequately provided by other departments, as oversight agency, a service bureau, a qualified contractor, or another source. Strong lines of communication must be established between the assessment staff and the designated support groups.

CAMAs require considerable data processing support. (See the Standard on Facilities, Equipment, Computers, and Supplies [IAAO 2003b].

Hardware - The hardware should be powerful enough to support applications of the cost, sales comparison, and income approaches, as well as data maintenance and other routine operations. Data
downloading, mass calculations, GIS applications, and We support tend to be the most computerintensive operations. Processing speed and efficiency requirements should be established before hardware acquisition. Computer equipment can be purchased, leased, rented or shared with other jurisdictions. If the purchase option is choses, the equipment should be easy to upgrade to take advantage of technological developments without purchasing an entirely new system.
Software

CAMA software can be developed internally, adapted from software developed by other public agencies, or purchased (in whole or in part) from private vendors. (Inevitably there will be some tailoring needed to adapt externally developed software to the requirements of the user's environment.) each alternative has advantages and disadvantages. The software should be designed so that it can be easily modified; it should also be will documented, at both the appraiser/user and programmer levels.

CMIA software works in conjunction with various general-purpose software, typically word processing, spreadsheet, statistical and GIS programs. These programs and applications must be able to share data and work together cohesively.

Security measures should exist to prevent unauthorized use and to provide backup in the event of accidental loss or destruction of data.

SOURCE: Standard on Mass Appraisal of Real Property (excerpts), published by International Association of Assessing Officer; Approved April 2013

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## 2. Uniform Standards of Professional Appraisal Practice (USPAP) ${ }^{1}$

## STANDARD 6: MASS APPRAISAL, DEVELOPMENT AND REPORTING

In developing a mass appraisal, an appraiser must be aware of, understand, and correctly employ those recognized methods and techniques necessary to produce and communicate credible mass appraisals.

Comment: STANDARD 6 applies to all mass appraisals of real or personal property regardless of the purpose or use of such appraisals. Standard 6 is directed toward the substantive aspects of developing and communicating credible analyses, opinions, and conclusions in the mass appraisal of properties. Mass appraisals can be prepared with or without computer assistance. The reporting and jurisdictional exceptions applicable to public mass appraisals prepared for ad valorem taxation do not apply to mass appraisals prepared for other purposes.

A mass appraisal includes:

1) Identifying properties to be appraised;
2) Defining market area of consistent behavior that applies to properties;
3) Identifying characteristics (supply and demand) that affect the creation of value in that market area;
4) Developing a model structure that reflects the relationship among the characteristics affecting value in the market area;
5) Calibrating the model structure to determine the contribution of the individual characteristics affecting value;
6) Applying the conclusions reflected in the model to the characteristics of property(ies) being appraised; and
7) Reviewing the mass appraisal results.

The JURISDICTIONAL EXCEPTION RULE may apply to several sections of STANDARD 6 because ad valorem tax administration is subject to various state, county, and municipal laws.

## Standards Rule 6-1

## In developing a mass appraisal, an appraiser must:

(a) Be aware of, understand, and correctly employ those recognized methods and techniques necessary to produce a credible mass appraisal;

Comment: Mass appraisal provides for a systematic approach and uniform application of appraisal methods and techniques to obtain estimates of value that allow for statistical review and analysis of results.

This requirement recognizes that the principle of change continues to affect the manner in which appraisers perform mass appraisals. Changes and developments in the real property and personal property fields have a substantial impact on the appraisal profession.

To keep abreast of these changes and developments, the appraisal profession is constantly reviewing and revising appraisal methods and techniques and devising new methods and techniques
to meet new circumstances. For this reason it is not sufficient for appraisers to simply maintain the skills and the knowledge they possess when they become appraisers. Each appraiser must continuously improve his or her skills to remain proficient in mass appraisal.
(b) not commit a substantial error of omission or commission that significantly affects a mass appraisal; and

Comment: An appraiser must use sufficient care to avoid errors that would significantly affect his or her opinions and conclusions. Diligence is required to identify and analyze the factors, conditions, data, and other information that would have a significant effect on the credibility of the assignment results.
(c) not render a mass appraisal in a careless or negligent manner.

Comment: Perfection is impossible to attain, and competence does not require perfection. However, an appraiser must not render appraisal services in a careless or negligent manner. This Standards Rule requires an appraiser to use due diligence and due care.

## Standards Rule 6-2

In developing a mass appraisal, an appraiser must:
(a) Identify the client and other intended users;
(b) Identify the intended use of the appraisal;

Comment: An appraiser must not allow the intended use of an assignment or a client's objectives to cause the assignment results to be biased.
(c) Identify the type and definition of value, and, if the value opinion to be developed is market value, ascertain whether the value is to be the most probable price:
(i) In terms of cash; or
(ii) In terms of financial arrangements equivalent to cash; or
(iii) In such other terms as may be precisely defined; and
(iv) If the opinion of value is based on non-market financing or financing with unusual conditions or incentives, the terms of such financing must be clearly identified and the appraiser's opinion of their contributions to or negative influence on value must be developed by analysis of relevant market data;

Comment: For certain types of appraisal assignments in which a legal definition of market value has been established and takes precedence, the JURISDICTION EXCEPTION RULE may apply.
(d) Identify the effective date of the appraisal;
(e) Identify the characteristics of the properties that are relevant to the type and definition of value and intended use, including:
(i) the group with which a property is identified according to similar market influence;
(ii) the appropriate market area and time frame relative to the property being valued; and
(iii) their location and physical, legal, and economic characteristics;

Comment: The properties must be identified in general terms, and each individual property in the universe must be identified, with the information on its identity stored or referenced in its property record.

When appraising proposed improvements, and appraiser must examine and have available for future examination, plans, specifications, or other documentation sufficient to identify the extent and character of the proposed improvements.

Ordinarily, proposed improvements are not appraised for ad valorem tax. Appraisers, however, are sometimes asked to provide opinions of value of proposed improvements so that developers can estimate future property tax burdens. Sometimes units in condominiums and planned unit developments are sold with an interest in un-built community property, the pro rata value of which, if any, must be considered in the analysis of sales data.
(f) Identify the characteristics of the market that are relevant to the purpose and intended use of the mass appraisal, including:
(i) location of the market area;
(ii) physical, legal, and economic attributes;
(iii) time frame of market activity; and
(iv) property interests reflected in the market;
(g) In appraising real property or personal property:
(i) identify the appropriate market area and time frame relative to the property being valued;
(ii) when the subject is real property, identify and consider any personal property, trade fixtures, or intangibles that are not real property but are included in the appraisal;
(iii) when the subject is personal property, identify and consider any real property or intangibles that are not personal property but are included in the appraisal;
(iv) identify known easements, restrictions, encumbrances, leases, reservations, covenants, contracts, declarations, special assessments, ordinances, or other items of similar nature; and
(v) identify and analyze whether an appraised fractional interest, physical segment or partial holding contributes pro rata to the value of the whole;

Comment: The above requirements do not obligate the appraiser to value the whole when the subject of the appraisal is a fractional interest, physical segment, or a partial holding. However, if the value of the whole is not identified, the appraisal must clearly reflect that the value of the property being appraised cannot be used to develop the value opinion of the whole by mathematical extension.
(h) analyze the relevant economic conditions at the time of the valuation, including market acceptability of the property and supply, demand, scarcity, or rarity;
(i) identify any extraordinary assumptions and any hypothetical conditions necessary in the assignment; and site;

Comment: An extraordinary assumption may be used in an assignment only if:

- it is required to properly develop credible opinions and conclusions;
- the appraiser has a reasonable basis for the extraordinary assumption;
- use of the extraordinary assumption results in a credible analysis; and
- the appraiser complies with the disclosure requirements set forth in USPAP for extraordinary assumptions.

A hypothetical condition may be used in an assignment only if:

- use of the hypothetical condition is clearly required for legal purposes, for purposes of reasonable analysis, or for the purposes of comparison;
- use of the hypothetical condition results in a credible analysis; and
- the appraiser complies with the disclosure requirements set forth in USPAP for hypothetical conditions.
(j) determine the scope of work necessary to produce credible assignment results in accordance with the SCOPE OF WORK RULE.


## Standards Rule 6-3

When necessary for credible assignment results, an appraiser must:
(a) in appraising real property, identify and analyze the effect on use and value of the following factors: existing land use regulations, reasonably probable modifications of such regulations, economic supply and demand, the physical adaptability of the real estate, neighborhood trends, and highest and best use of the real estate; and Comment: This requirement sets forth a list of factors that affect use and value. In considering neighborhood trends, an appraiser must avoid stereotyped or biased assumptions relating to race, age, color, gender, or national origin or an assumption that race, ethnic, or religious homogeneity is necessary to maximize value in a neighborhood. Further, an appraiser must avoid making an unsupported assumption or premise about neighborhood
decline, effective age, and remaining life. In considering highest and best use, an appraiser must develop the concept to the extent required for a proper solution to the appraisal problem.
(b) In appraising personal property: identify and analyze the effects on use and value of industry trends, value-in-use, and trade level of personal property. Where applicable, analyze the current use and alternative uses to encompass what is profitable, legal, and physically possible, as relevant to the type and definition of value and intended use of the appraisal. Personal property has several measurable marketplaces; therefore, the appraiser must define and analyze the appropriated market consistent with the type and definition of value.

Comment: the appraiser must recognize that there are distinct levels of trade and each may generate its own data. For example, a property may have a different value at a wholesale level of trade, a retail level of trade, or under various auction conditions. Therefore, the appraiser must analyze the subject within the correct market context.

## Standards Rule 6-4

In developing a mass appraisal, an appraiser must:
(a) Identify the appropriate procedures and market information required to perform the appraisal, including all physical, functional, and external market factors as they may affect the appraisal;

Comment: Such efforts customarily include the development of standardized data collection forms, procedures, and training materials that are used uniformly on the universe of properties under consideration.
(b) Employ recognized techniques for specifying property valuation models; and

Comment: The formal development of a model in a statement or equation is called model specification. Mass appraisers must develop mathematical models that, with reasonable accuracy, represent the relationship between property value and supply and demand factors, as represented by quantitative and qualitative property characteristics. The models may be specified using the cost, sales comparison, or income approaches to value. The specification format may be tabular, mathematical, linear, nonlinear, or any other structure suitable for representing the observable property characteristics. Appropriate approaches must be used in appraising a class of properties. The concept of recognized techniques applies to both real and personal property valuation models.
(c) Employ recognized techniques for calibrating mass appraisal models.

Comment: Calibration refers to the process of analyzing sets of property and market data to determine the specific parameters of a model. The table entries in a cost manual are examples of calibrated parameters, as well as the coefficients in a linear or nonlinear model. Models must be calibrated using recognized techniques, including, but not limited to, multiple linear regression, nonlinear regression, and adaptive estimation.

## Standards Rule 6-5

In developing a mass appraisal, when necessary for credible assignment results, an appraiser must:
(a) Collect, verify, and analyze such data as are necessary and appropriate to develop:
(i) the cost new of the improvements;
(ii) accrued depreciation;
(iii) value of the land by sales of comparable properties
(iv) value of the property by sales of comparable properties;
(v) value by capitalization of income or potential earnings - i.e., rentals, expenses, interest rates, capitalization rates, and vacancy data;

Comment: This Standard Rule requires appraisers engaged in mass appraisal to take reasonable steps to ensure that the quantity and quality of the factual data that are collected are sufficient to produce credible appraisals. For example, in real property, where applicable and feasible, systems for routinely collecting and maintaining ownership, geographic, sales, income and expense, cost, and property characteristics data must be established. Geographic data must be contained in as complete a set of cadastral maps as possible, compiled according to current standards of detail and accuracy. Sales data must be collected, confirmed, screened, adjusted, and filed according to current standards of practice. The sales file must contain, for each sale, property characteristics data that are contemporaneous with the date of sale. Property characteristics data must be appropriate and relevant to the mass appraisal models being used. The property characteristics data file must contain data contemporaneous with the date of appraisal including historical data on sales, where appropriate and available. The data collection program must incorporate a quality control program, including checks and audits of the data to ensure current and consistent records.
(b) Base estimates of capitalization rates and projections of future rental rates and/or potential earnings capacity, expenses, interest rates, and vacancy rates on reasonable and appropriate evidence;

Comment: This requirement calls for an appraiser, in developing income and expense statements and cash flow projections, to weigh historical information and trends, current market factors affecting such trends, and reasonably anticipated events, such as competition from developments either planned or under construction.
(c) Identify and, as applicable, analyze terms and conditions of any available leases; and
(d) Identify the need for and extent of any physical inspection.

## Standards Rule 6-6

When necessary for credible assignment results in applying a calibrated mass appraisal model an appraiser must:
(a) Value improved parcels by recognized methods or techniques based on the cost
approach, the sales comparison approach, and income approach;
(b) Value sites by recognized methods or techniques; such techniques include but are not limited to the sales comparison approach, allocation method, abstraction method, capitalization of ground rent, and land residual technique;
(c) When developing the value of a leased fee estate or a leasehold estate, analyze the effect on value, if any, of the terms and conditions of the lease;

Comment: In ad valorem taxation the appraiser may be required by rules or law to appraise the property as if in fee simple, as though unencumbered by existing leases. In such cases, market rent would be used in the appraisal, ignoring the effect of the individual, actual contract rents.
(d) Analyze the effect on value, if any, of the assemblage of the various parcels, divided interests, or component parts of a property; the value of the whole must not be developed by adding together the individual values of the various parcels, divided interests, or component parts; and

Comment: When the value of the whole has been established and the appraiser seeks to value a part, the value of any such part must be tested by reference to appropriate market data and supported by an appropriate analysis of such data.
(e) When a nalyzing anticipated public or private improvements, located on or off the site, analyze the effect on value, if any, of such anticipated improvements to the extent they are reflected in market actions.

## Standards Rule 6-7

In reconciling a mass appraisal an appraiser must:
(a) Reconcile the quality and quantity of data available and analyzed within the approaches used and the applicability and relevance of the approaches, methods, and techniques used; and
(b) Employ recognized mass appraisal testing procedures and techniques to ensure that standards of accuracy are maintained.

Comment: It is implicit in mass appraisal that, even when properly specified and calibrated mass appraisal models are used, some individual value estimates will not meet standards of reasonableness, consistency, and accuracy. However, appraisers engaged in mass appraisal have a professional responsibility to ensure that, on an overall basis, models produce value conclusions that meet attainable standards of accuracy. This responsibility requires appraisers to evaluate the performance of models, using techniques that may include but are not limited to, goodness-of-fit statistics, and model performance statistics such as appraisal-to-sale ratio studies, evaluation of hold-out samples, or analysis of residuals.

## Standards Rule 6-8

A written report of a mass appraisal must clearly communicate the elements, results, opinions, and value conclusions of the appraisal.

Each written report of a mass appraisal must:
(a) Clearly and accurately set forth the appraisal in a manner that will not be misleading;
(b) Contain sufficient information to enable the intended users of the appraisal to understand the report properly;

Comment: Documentation for a mass appraisal for ad valorem taxation may be in the form of (1) property records, (2) sales ratios and other statistical studies, (3) appraisal manuals and documentation, (4) market studies, (5) model building documentation, (6) regulations, (7) statutes, and (8) other acceptable forms.
(c) Clearly and accurately disclose all assumptions, extraordinary assumptions, hypothetical conditions, and limiting conditions used in the assignment;

Comment: The report must clearly and conspicuously:

- state all extraordinary assumptions and hypothetical conditions; and
- state that their use might have affected the assignment results.
(d) State the identity of the client, unless the client has specifically requested otherwise; state the identity of any intended users by name or type;

Comment: An appraiser must use care when identifying the client to avoid violations of the Confidentiality section of the ETHICS RULE. If a client requests that their identity be withheld from the report, the appraiser may comply with this request. In these instances, the appraiser must document the identity of the client in the work file and must state in the report that the identity of the client has been withheld at the client's request.
(e) State the intended use of the appraisal
(f) Disclose any assumptions or limiting conditions that result in deviation from recognized methods and techniques or that affect analyses, opinions, and conclusions;
(g) Set forth the effective date of the appraisal and the date of the report;

Comment: In ad valorem taxation the effective date of the appraisal may be prescribed by law. If no effective date is prescribed by law, the effective date of the appraisal, if not stated, is presumed to be contemporaneous with the data and appraisal conclusions.

The effective date of the appraisal establishes the context for the value opinion, while the date of the report indicates whether the perspective of the appraiser on the market or property as of the effective date of the appraisal was prospective, current, or retrospective.
(h) State the type and definition of value and cite the source of the definition;

Comment: Stating the type and definition of value also requires any comments needed to clearly indicate to intended users how the definition is being applied.

When reporting an opinion of market value, state whether the opinion of value is:

- in terms of cash or of financing terms equivalent to cash; or
- based on non-market financing with unusual conditions or incentives.

When an opinion of market value is not in terms of cash or based on financing terms equivalent to cash, summarize the terms of such financing and explain their contributions to or negative influence on value.

## (i) Identify the properties appraised including the property rights;

Comment: The report documents the sources for location, describing and listing the property. When applicable, include references to legal descriptions, addresses, parcel identifiers, photos, and building sketches. In mass appraisal this information is often included in property records. When the property rights to be appraised are specified in a statute or court ruling, the law must be referenced.
(j) Describe the scope of work used to develop the appraisal; exclusion of the sales comparison approach, cost approach, or income approach must be explained;

Comment: Because intended users' reliance on an appraisal may be affected by the scope of work, the report must enable them to be properly informed and not misled. Sufficient information includes disclosure of research and analyses performed and might also include disclosure of research and analysis not performed.

When any portion of the work involves significant mass appraisal assistance, the appraiser must describe the extent of that assistance. The signing appraiser must also state the name(s) of those providing the significant mass appraisal assistance in the certification, in accordance with Standards Rule 6-9.
(k) Describe and justify the model specification(s) considered, data requirements, and the model(s) chosen;

Comment: The appraiser must provide sufficient information to enable the client and intended users to have confidence that the process and procedures used conform to accepted methods and result in credible value conclusions. In the case of mass appraisal for ad valorem taxation, stability and accuracy are important to the credibility of value opinions. The report must include a discussion of the rationale for each model, the calibration techniques to be used, and the performance measures to be used.
(l) Describe the procedure for collecting, validating, and reporting data;

Comment: The report must describe the sources of data and the data collection and validation processes. Reference to detailed data collection manuals must be made, as appropriate, including where they may be found for inspection.
(m) Describe calibration methods considered and chosen, including the mathematical form of the final model(s); describe how value estimates were reviewed; and, if necessary,
describe the availability of individual value conclusions;
(n) When an opinion of highest and best use, or the appropriate market or market level was developed, discuss how that opinion was determined;

Comment: The mass appraisal report must reference case law, statute, or public policy that describes highest and best use requirements. When actual use is the requirement, the report must discuss how use-value opinions were developed. The appraiser's reasoning in support of the highest and best use opinion must be provided in the depth and detail required by its significance to the appraisal.
(o) Identify the appraisal performance tests used and set forth the performance measures attained;
(p) Describe the reconciliation performed, in accordance with Standards Rule 6-7; and
(q) Include a signed certification in accordance with Standards Rule 6-9.

## Standards Rule 6-9

Each written mass appraisal report must contain a signed certification that is similar in content to the following form:

I certify that, to the best of my knowledge and belief,

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no (or the specified) present or prospective interest in the property that is the subject of this report, and I have no (or the specified) personal interest with respect to the parties involved.
- I have performed no (or the specified) services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to any property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
- I have (or have not) made a personal inspection of the properties that are the subject of this report. (If more than one person signs the report, this certification must clearly specify which individuals did and which individuals did not make a personal inspection of the appraised property.)
- No one provided significant mass appraisal assistance to the person signing this certification. (If there are exceptions, the name of each individual providing significant mass appraisal assistance must be stated.)

Comment: The above certification is not intended to disturb an elected or appointed assessors work plans or oaths of office. A signed certification is an integral part of the appraisal report. An appraiser, who signs any part of the mass appraisal report, including a letter of transmittal, must also sign this certification.

In an assignment that includes only assignment results developed by the real property appraiser(s), any appraiser(s) who signs a certification accepts full responsibility for all elements of the certification, for the assignment results, and for the contents of the appraisal report. In an assignment that includes personal property assignment results not developed by the real property appraiser(s), any real property appraiser(s) who signs a certification accepts full responsibility for the real property elements of the certification, for the real property assignment results, and for the real property contents of the appraisal report.

In an assignment that includes only assignment results developed by the personal property appraiser(s), and appraiser(s) who signs a certification accepts full responsibility for all elements of the certification, for the assignment results, and for the contents of the appraisal report. In an assignment that includes real property assignment results not developed by the personal property appraiser(s), any personal property appraiser(s) who signs a certification accepts full responsibility for the personal property elements of the certification, for the personal property assignment results, and for the personal property contents of the appraisal report.

When a signing appraiser(s) has relied on work done by others who do not sign the certification, the signing appraiser is responsible for the decision to rely on their work. The signing appraiser(s) is required to have a reasonable basis for believing that those individuals performing the work are competent. The signing appraiser(s) also must have no reason to doubt that the work of those individuals is credible.

The names of individuals providing significant mass appraisal assistance who do not sign a certification must be stated in the certification. It is not required that the description of their assistance be contained in the certification, but disclosure of their assistance is required in accordance with SR 6-8(j).
(1) Source: The Appraisal Foundation, USPAP 2016-2017 Edition

Standard 6. Mass Appraisal Of Real Property http://www.appraisalfoundation.org

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## IV. DEMOGRAPHIC AND INFORMATION - STATE AND COUNTY

## 1. State Information- North Carolina

## A. Brief History of North Carolina ${ }^{(1)}$

North Carolina's beginnings were tied closely to the earliest attempts at English colonization of North America. Roanoke Island in the northeast, a part of the heavily indented and island-fringed coast, was the site of the famous "lost colony" that vanished sometime after the original landing in 1587. This eastern region retains some of the flavor of colonial life, while the Piedmont region, centered at Charlotte and Raleigh, has become the state's hub of industry and population. The mountains of the west remain the focus of a lively rural culture, including that of an indigenous Cherokee community that has lived in the region for centuries.

Beginning in the mid-20th century, North Carolina experienced population growth at a much higher rate than the national average. This was largely attributable to its vibrant economy, which featured one of the strongest manufacturing sectors in the country-and the strongest in the South. At the same time, the state's service sector also expanded, keeping pace with the trend of the national economy. North Carolina's prosperity, natural beauty, and reputation for stable government have given it an image of progress and opportunity, even as it maintains its strong Southern identity.

## Economy

North Carolina's economy was based mainly on the growing of tobacco in the 1700s and 1800s and on the manufacture of tobacco products and textiles in the early 1900s. While these activities remain important segments of the state's economy, they have largely been overshadowed by other industries and services. In the late 20th and early 21st centuries North Carolina's economy generated jobs at a higher rate than the national average in many areas.

## Agriculture and forestry

Agriculture remains a small but important component of the state's economy, although the number of people it employs continues to decline. There are nearly 50,000 farms in the state; the great majority are relatively small—about 180 acres ( 75 hectares) or less-and most are operated by people who earn much of their income from farming. North Carolina is a national leader in the production of sweet potatoes, dry beans, tobacco, pigs, broilers (chickens), and turkeys. Other principal agricultural products include eggs, soybeans, and cotton. Farm income tends to be greatest in the central and southern counties of the Coastal Plain. With its abundance of forests, North Carolina has long been a leader in the production of lumber, wood for furniture, Christmas trees, pulp for paper, and other wood products. The principal trees are pines, largely harvested in the Coastal Plain and the Piedmont region. Hardwoods such as oak, hickory, ash, and poplar are drawn primarily from the Appalachian Mountains and parts of the Piedmont. Several active reforestation and forest sustainability programs have resulted in a growth of forest reserves, for both commercial and private or otherwise nonindustrial use. In addition to its forest resources, North Carolina has large reserves of nonmetallic rocks and minerals. The state is a leader in the production of phosphate rock, lithium minerals, feldspar, olivine, mica, and pyrophillite. Many of these resources are used in the construction industry, along with dimension and building stone, crushed granite, common clay (for bricks), gravel, and sand. Various gemstones are also found in the state. North Carolina's electric power is generated mainly by coal-fired thermal plants, with several nuclear stations supplying nearly one-third of the total. Most of the remainder is produced
by the state's numerous hydroelectric dams.

## Manufacturing

For nearly a century North Carolina has remained the most successful manufacturing state in the South and one of the top manufacturing states in the country. Aside from developing solid tobacco and textile industries in the 20th century, the state also emerged as a major center for furniture making. Throughout the first half of the century, nearly half of the state's nonfarm workforce was employed in those three industries, but since the 1970s the state has steadily lost textile jobs. By the early 21st century, manufacturing accounted for less than one-fifth of all employment and for roughly one-fifth of the gross domestic product (GDP). The industrial base had become more diversified, with especially strong growth in computers, electronic communications equipment, chemicals, and machinery. Production of processed foods, particularly for domestic consumption, also has commanded a significant share of the sector.

## Services

Since 1950, North Carolina's service activities have expanded rapidly. Major military installations, as well as a diverse tourism sector, have become important contributors to the state's economy. In the 1980s and '90s Charlotte became both a regional and national center for banking operations. In addition, the Raleigh-Durham-Chapel Hill area (dubbed the Research Triangle) has grown to encompass a wide variety of research and development activities and has spurred much new job growth, mainly in technology-based manufacturing and services. The service sector, including hospitality (restaurants and accommodations) as well as professional, scientific, technical, health care, and social services, constitutes a major portion of the state's GDP.

## Transportation

Geographically, North Carolina is one day's trucking time both north to New York City and south to the rapidly expanding Florida market. The vast majority of freight is transported by road using the state's highway system; most of the remainder is carried by rail. The state has several commercial airports, although only two-at Raleigh-Durham and Charlotte-offer international passenger service. Those two facilities serve as hubs for national airlines, providing direct flights to many domestic destinations. A number of regional airports offer short flights to larger connecting cities. Deepwater ports at Wilmington and Morehead City are North Carolina's two Atlantic gateways to world markets and are equipped to handle any type of cargo. The Intracoastal Waterway threads its way between the Outer Banks and the mainland from New Jersey to the Gulf of Mexico.

## Government

North Carolina is divided into 100 counties. County governments act for the state in providing education, health care, and welfare services. Locally elected officials for each county include county commissioners, a sheriff, a registrar of deeds, a clerk of the superior court, and members of the school board. Compared with those of many other states, North Carolina's local government is fairly uncomplicated. In general, counties provide services that apply to all citizens of the state, while municipalities provide the additional services appropriate for urban areas. As urban development has continued, counties have been authorized to offer services that are similar to those provided by municipalities, such as water supply and garbage collection. Because North Carolina's constitution
discourages the incorporation of municipalities near existing ones, North Carolina is relatively free from the proliferation of new municipal governments in urban areas that is found in many other states.

## Education

The public school system, supported by the state since 1933, has improved steadily, though it is still below national levels. Although expenditures for education remain in the bottom quintile nationwide, North Carolina has made significant increases since the late1990s. In higher education, however, North Carolina has a number of institutions of national standing. The University of North Carolina (UNC) opened its doors to students at Chapel Hill in 1795 as the first state university in the United States. Since 1972 all 16 senior public institutions have been part of the UNC system, and all are governed by a single board elected by the General Assembly. In addition to Chapel Hill, its campuses include North Carolina State University (1887) at Raleigh; the North Carolina School of the Arts (1963) at Winston-Salem, which was the first state-supported residential school for the performing arts; and North Carolina Agricultural and Technical State University (1891) at Greensboro, one of the largest historically black institutions in the country. The state's community college system, which comprises more than 50 institutions, is one of the largest in the United States. Most of North Carolina's many private colleges and universities were established by various Protestant denominations. Of these institutions, Duke University (1839) in Durham, Wake Forest University (1834) in Winston-Salem, and Davidson College (1837) in Davidson are among the most prominent.
(1) Source: https://www.britanica.com/place/North-Carolina-state

## B. Climate

| NC Region | Average Temperature | Average Rainfall | Average Snowfall |
| :---: | :---: | :---: | :---: |
| Mountains | 55 degrees | 48 inches | 16 inches |
| Piedmont | 59 degrees | 41 inches | 8 inches |
| Coast | 64 degrees | 54 inches | 2 inches |

(2) Source: www.nc.gov/about

## C. Population Growth

North Carolina Population Growth

(1) Source: US Census Bureau - http://www.census.gov/2010census/data/apportionment-pop-text.php

## D. Growth Projections

Population Overview: 2010-2035

| 2010 | 2015 | 2020 | 2025 | 2030 | 2035 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $9,574,917$ | $10,054,722$ | $10,574,718$ | $11,095,319$ | $11,609,883$ | $12,122,640$ |

(2) Source: NC Office of State Budget and Management - http://www.osbm.nc.gov/demog/county-projections

## E. Population Comparisons of surrounding states (2010) ${ }^{(3)}$

|  | 2010 |
| :--- | :---: |
| State or Nation | Population |
|  |  |
|  |  |
| United States | $308,745,538$ |
| Georgia | $9,687,653$ |
| North Carolina | $9,535,483$ |
| Tennessee | $6,346,105$ |
| Virginia | $8,001,024$ |
| South Carolina | $\mathbf{4 , 6 2 5 , 3 6 4}$ |

(3)Source: North Carolina State Demographics - $\underline{\text { http://demog.state.nc.us }}$

## F. Household Statistics (2010-2015) ${ }^{(4)}$

|  | North Carolina | USA |
| :--- | :---: | :---: |
| Housing units, 2015 | $4,490,948$ | $\mathbf{1 3 4 , 7 8 9 , 9 4 4}$ |
| Building permits, 2015 | 54,757 | $\mathbf{1 , 1 8 3 , 5 8 2}$ |
| Median household income, <br> 2014 | $\$ 46,963$ | $\mathbf{\$ 5 3 , 4 8 2}$ |
| Population, 2015 estimate | $10,042,802$ | $\mathbf{3 2 1 , 4 1 8 , 8 2 0}$ |
| Population, percent change, <br> April 1, 2010 to July <br> $\mathbf{1 , 2 0 1 5}$ |  |  |
| Population, 2010 | $\mathbf{5 . 3 0 \%}$ | $\mathbf{4 . 1 0 \%}$ |

(4) Source: U.S. Census Bureau: State and County QuickFacts http://quickfacts.census.gov/qdf/states/

## G. General Income and Housing Statistics

## 1. Personal Income Comparisons ${ }^{(5)}$

| Statistic | North <br> Carolina | Georgia | South <br> Carolina | Tennessee | Virginia |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Per capita personal <br> income 2005 | 24,095 | 26,533 | 22,757 | 22,955 | $\mathbf{3 0 , 8 1 0}$ |
| Per capita personal <br> income 2010 | $\mathbf{2 8 , 6 4 1}$ | $\mathbf{3 3 , 7 4 0}$ | $\mathbf{2 7 , 8 1 8}$ | $\mathbf{2 7 , 3 0 9}$ | $\mathbf{3 9 , 4 8 5}$ |

2. Median Family Income ${ }^{(5)}$

| Statistic | North <br> Carolina | Georgia |  | South <br> Carolina |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Tennesse | Virginia |  |  |  |  |
| Median household <br> income, 2005 | 44,845 | 51,646 | 43,121 | 41,934 | $\mathbf{5 7 , 3 5 0}$ |
| Median household <br> income, 2010 | 51,350 | 62,385 | 50,129 | 47,955 | $\mathbf{7 0 , 3 2 8}$ |
| Median household <br> income, 2012 | $\mathbf{4 6 , 4 5 0}$ | $\mathbf{4 9 , 6 0 4}$ | $\mathbf{4 4 , 6 2 3}$ | $\mathbf{4 4 , 1 4 0}$ | $\mathbf{6 3 , 6 3 6}$ |

3. General Information on Housing, Median Home Values. ${ }^{(5)}$

| Statistic | North Carolina | Georgia | South Carolina | Tennessee | Virginia |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2012 Housing Units Built 1939 or earlier | 250,963 | 194,933 | 108,662 | 188,011 | 271,461 |
| 2012 Housing Units Built 1940-1979 | 1,583,296 | 1,179,140 | 790,766 | 1,195,033 | 1,456,637 |
| 2012 Housing Units Built 1980-1990 | 716,334 | 729,906 | 362,929 | 428,875 | 582,219 |
| 20012 Housing Units Built 1990-2000 | 899,664 | 866,532 | 435,631 | 526,321 | 541,045 |
| Median Home Value 2005 | 119,818 | 132,850 | 105,539 | 108,860 | 201,863 |
| Median Home Value 2010 | 146,650 | 169,915 | 128,806 | 129,840 | 275,387 |
| Median Home Value 2012 | 153,600 | 156,400 | 137,400 | 138,700 | 249,700 |

(5) Source: https://edis.commerce.state.nc.us Economic Development Intelligence System, North Carolina Department of Commerce
H. Labor and Pay (2012-2015) ${ }^{(6)}$

| Area <br> Name | Year | Avg Ann Pay | Civilian Lab Force (000) | Unemp <br> Rate (pct) | Hhsld Money Inc Med | Fam Inc Median |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Georgia | 2015 | No data | 4,746 | 5.8 | No data | No data |
| Georgia | 2014 | 48,134 | 4,735 | 7.2 | \$49,321 | No data |
| Georgia | 2013 | 46,765 | 4,744 | 8.2 | \$47,829 | \$57,458 |
| Georgia | 2012 | 46,267 | 4,819 | 9.1 | \$47,209 | \$56,684 |
| North Carolina | 2015 | No data | 4,788 | 5.9 | No data | No data |
| North Carolina | 2014 | 44,969 | 4,648 | 6.2 | \$46,556 | No data |
| North Carolina | 2013 | 43,789 | 4,663 | 7.9 | \$45,906 | \$56,111 |
| North Carolina | 2012 | 43,110 | 4,698 | 9.2 | \$45,150 | \$54,995 |
| South Carolina | 2015 | No data | 2,287 | 5.9 | No data | No data |
| South Carolina | 2014 | 40,798 | 2,212 | 6.4 | \$45,238 | No data |
| South Carolina | 2013 | 39,800 | 2,181 | 7.6 | \$44,163 | \$54,686 |
| South Carolina | 2012 | 39,286 | 2,168 | 9.4 | \$43,107 | \$52,763 |
| Tennessee | 2015 | No data | 3,088 | 5.7 | No data | No data |
| Tennessee | 2014 | 45,188 | 3,025 | 6.6 | \$44,361 | No data |
| Tennessee | 2013 | 44,077 | 3,068 | 8.0 | \$44,297 | \$54,691 |
| Tennessee | 2012 | 43,961 | 3,096 | 7.8 | \$42,764 | \$53,342 |
| Virginia | 2015 | No data | 4,218 | 4.5 | No data | No data |
| Virginia | 2014 | 52,936 | 4,276 | 5.2 | \$64,902 | No data |
| Virginia | 2013 | 51,923 | 4,230 | 5.6 | \$62,666 | \$75,524 |

(6) http://data.osbm.state.nc.us/pls/linc/dyn_linc_main.show?p_arg_names=module\&p_arg_values=states

## 2. County Information - Cumberland County

## A. History of Cumberland County ${ }^{(1)(2)(3)(4)(5)}$

Cumberland County began as a settlement in the upper Cape Fear River valley between 1729 and 1736 by European migrants known as Highland Scots. The area became a vital transportation link to other major settlements. A receiving and distribution center was established in 1730 on the Cape Fear River. This settlement was known as Campbellton.

The colonial General Assembly passed an Act in 1754 which resulted in the political division of Bladen County, thus forming Cumberland County. It was named after the Duke of Cumberland (William Augustus) who commanded the English Army. Campbellton was named the County Seat during 1778. In 1783, Campbellton was renamed to Fayetteville in honor of Marquis De LaFayette, a French general that served in the American Revolutionary Army under General George Washington.

Fayetteville's growth was set back by a devastating fire in 1831 and by the invasion of General William T. Sherman in 1865. One of the principal factors that boosted the slow recovery of the area was the opening of Camp Bragg as an artillery and temporary training facility in 1918. The base was closed in 1921 and later reopened as a permanent army post and renamed Fort Bragg in honor of Confederate General Braxton Bragg, a North Carolina native.

Presently, Cumberland County has a population close to 320,000 and encompasses approximately 661 square miles. The area is known as the "Sandhills." Cumberland County has progressed from its beginnings as a riverfront distribution center to a highly commercialized area offering a variety of services to its citizens.
(1) Source: NC Home, http://www.carolana.com/NC/Counties/cumberland_county_nc.html

## B. Location and Transportation

The I-95 Corridor is the Main Street of the East Coast, and Fayetteville and Cumberland County are right in the middle. That places our region's businesses within an eight-hour drive of two-thirds of the nation's population and consumers - including Philadelphia, Baltimore, Washington D.C., Charleston, Atlanta and New Orleans and close to the East Coast's largest ports. In fact, the Ports of Wilmington, Morehead City, and Charleston are just hours away by truck.

Closer to home, we're a quick drive from all the educational and innovation resources of Raleigh and the Research Triangle.


You'll also find abundant Class I rail from Norfolk Southern and CSX, as well as regional rail service from Aberdeen, Carolina \& Western. Fayetteville Regional Airport provides daily flights to Washington, D.C, Charlotte, and Atlanta, putting you one connecting flight to just about anywhere.

Amtrak's Meteor and Palmetto trains have daily scheduled services to the Fayetteville Train Station in route between New York and Miami.

Fayetteville Area System of Transit (FAST) improves quality of life by connecting people and places with
safe, efficient, reliable, courteous and innovative transportation. The City of Fayetteville was awarded a Federal Transit Administration (FTA) grant for $\$ 8$ million in July 2012 to construct a downtown Multimodal Transit Center, which will be utilized by the Fayetteville Area System of Transit (FAST).
Source: www.TheNCAlliance.com

## C. Education

| 2014 Educational <br> Attainment | Sandhills <br> Region |  |  |
| :---: | :---: | :---: | :---: |
| Population Age 25+ | 238,727 | 578,031 |  |
| High School Graduate | 52,928 | 141,885 |  |
| Some College-No Degree | 69,257 | 141,201 |  |
| Associate's Degree | 26,341 | 56,869 |  |
| Bachelor's Degree | 34,315 | 71,464 |  |
| Grad/Professional Degree | 17,622 | 35,948 |  |

Source: www.TheNCAlliance.com
The North Carolina Community College system offers customized industrial training to new and existing companies. The 59 -campus system is the third-largest community college system in the county and is nationally renowned for its training programs. FTCC's Industry Training department offers a multitude of courses, customized to suit the needs of the Company, and structured by the Company and FTCC to enhance the skills and qualifications of the Company's labor force. FTCC's customized training program includes reemployment assistance, qualified instruction and training, facilities and equipment, and supplies and customized materials.

Methodist University is an independent four-year institution of higher education with over 2,300 students from 41 states and 53 countries offering an engaging curriculum encompassing over 80 majors and concentration. The university offers the following degree programs: Master of Business Administration, Master of Justice Administration, and Master of Medical Science.

Fayetteville State University was founded in 1867 as the Howard School and remains one of the oldest teacher education institutions in the south. In the past decade, student enrollment at FSU has increased to more than 6,000 students. In the past decade, FSU has also added new degree programs, bringing the total number of undergraduate programs to 43 and the total number of master's degree programs to 23 offered through its College of Arts and Sciences, School of Business and Economics, and School of Education. New cutting edge programs in Intelligence Studies, Biotechnology, Fire Science, Forensic, Four-year Nursing, and others have been developed. In 1994, FSU began its first doctoral program in Educational Leadership. The School of Business and Economics has been ranked among the top 150 Business Schools in the United States by the prestigious Social Science Research Network.

Source: www.TheNCAlliance.com

## D. Workforce and Employment

| $\mathbf{2 0 1 5}$ Civilian Labor Force |  |  |
| :--- | :---: | :---: |
|  | Fayetteville MSA | Sandhills Region |
| Labor Force | 146,138 | 342,871 |
| Employed | 136,040 | 319,030 |
| Unemployed | 10,098 | 23,841 |
| Rate | 6.9 | 7.0 |

Source: NC Department of Commerce, Division of Employment Security (www.TheNCAlliance.com)

## E. Major Employers

2014 Sandhills Region Prosperity Zone Census of Employment and Wages

| Industry Sector (NAICS Title) | Establishments | Average <br> Employment | Average Weekly <br> Wage |
| :--- | :---: | :---: | :---: |
| Agriculture, Forestry, Fishing \& Hunting | 502 | 4,923 | $\$ 592$ |
| Utilities | 50 | 911 | $\$ 1,351$ |
| Construction | 1,404 | 9,776 | $\$ 770$ |
| Manufacturing | 542 | 34,416 | $\$ 826$ |
| Wholesale Trade | 611 | 5,741 | $\$ 892$ |
| Retail Trade | 2,735 | 35,306 | $\$ 457$ |
| Transportation \& Warehousing | 533 | 8,015 | $\$ 825$ |
| Information | 166 | 2,453 | $\$ 868$ |
| Finance \& Insurance | 824 | 5,115 | $\$ 875$ |
| Real Estate \& Rental \& Leasing | 687 | 2,737 | $\$ 647$ |
| Professional \& Technical Services | 1,359 | 1,359 | $\$ 1,026$ |
| Management of Companies \& Enterprises | 63 | 63 | $\$ 827$ |
| Administrative \& Waste Services | 440 | 440 | $\$ 505$ |
| Educational Services | 440 | 440 | $\$ 680$ |
| Health Care \& Social Assistance | 2,076 | 2,076 | $\$ 796$ |
| Arts, Entertainment, \& Recreation | 194 | 194 | $\$ 349$ |
| Accommodation \& Food Services | 1,435 | 1,435 | $\$ 265$ |
| Source: NC Department of Commerce, Division of Employment Security (www.TheNCAlliance.com) |  |  |  |

Top 10 Private Employers - Sandhills Region Prosperity Zone

| Company | Industry | County | Employed |
| :--- | :---: | :---: | :---: |
| Smithfield Foods, Inc. | Manufacturing (meats) | Bladen | $1,000+$ |
| Wal-Mart Associates, Inc. | Trade, Transportation, Utilities | Cumberland | $\mathbf{1 , 0 0 0 +}$ |
| Goodyear Tire \& Rubber, Inc. | Manufacturing (tires) | Cumberland | $\mathbf{1 , 0 0 0 +}$ |
| Mountaire Farms of NC, Inc. | Manufacturing (pet food) | Robeson | $1,000+$ |
| Wal-Mart Associates, Inc. | Trade, Transportation, Utilities | Roberson | $1,000+$ |
| Smithfield Foods, Inc. | Manufacturing (meats) | Sampson | $1,000+$ |
| International Paper Co., Inc. | Manufacturing (paper mill) | Columbus | $500-999$ |
| Century Employer Organization, LLC | Professional \& Business Serv | Columbus | $500-999$ |
| US Postal Service | Trade, Transportation, Utilities | Cumberland | $\mathbf{5 0 0 - 9 9 9}$ |
| Food Lion | Trade, Transportation, Utilities | Cumberland | $\mathbf{5 0 0 - 9 9}$ |
|  |  |  |  |

Top 10 Private Employers - CUMBERLAND COUNTY

| Wal-Mart Associates, Inc. | Trade, Transportation, Utilities | Cumberland | $1,000+$ |
| :--- | :---: | :---: | :---: |
| Goodyear Tire \& Rubber, Inc. | Manufacturing (tires) | Cumberland | $1,000+$ |
| US Postal Service | Trade, Transportation, Utilities | Cumberland | $500-999$ |
| Food Lion | Trade, Transportation, Utilities | Cumberland | $500-99$ |
| Purolator Filters, Na, LLC | Manufacturing (auto filters) | Cumberland | $500-99$ |
| Eaton Corporation | Manufacturing (electrical) | Cumberland | $500-99$ |
| Priva-Trends of North Carolina | Education \& Health Services | Cumberland | $500-99$ |
| Vertex Aerospace, LLC | Trade, Transportation, Utilities | Cumberland | $500-99$ |
| Lowes Home Centers, Inc. | Trade, Transportation, Utilities | Cumberland | $250-499$ |
| Source: NC Department of Commerce, Division of Employment Security |  | (www.TheNCAlliance.com) |  |

## F. Population and Growth

| Population and Growth |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Fayetteville MSA | AGR | Sandhills Region | AGR |
| 2019 Population Projection | 403,943 | 1.1\% | 915,835 | 0.7\% |
| 2014 Population Estimate | 382,279 | 1.4\% | 883,721 | 1.2\% |
| 2010 Census Population | 366,383 | 0.9\% | 856,111 | 0.8\% |

Source: NC Department of Commerce, Division of Employment Security (www.TheNCAlliance.com)

| $\|$$\|l\|$ <br> 2014 Estimated Population by Age <br> Fayetteville MSA <br> Age 0-19 111,890 |
| :--- |
| Age 20-29 |
| Age 30-39 |
| Age 40-49 |
| Age 50-59 |
| Age 60 and Over |

Source: NC Department of Commerce, Division of Employment Security (www.TheNCAlliance.com)

| $\mathbf{2 0 1 2}$ Estimated Veteran Population |  |
| :--- | :--- |
| Fayetteville MSA |  |
| Est. Veteran Population Age 18+ | 47,203 |
| Est. Veteran Population Age 18+ (Male) | 36,883 |
| Est. Veteran Population Age 18+ (Female) | 10,320 |

Source: NC Department of Commerce, Division of Employment Security (www.TheNCAlliance.com)
G. Major Health Care Facilities in Cumberland County

| Cape Fear Valley Medical Center, Part of <br> Cape Fear Valley Health System (Fayetteville) | General Acute Care | 504 | Yes |
| :--- | :--- | :--- | :--- |
| Highsmith-Rainey Specialty Hospital, Part of <br> Cape Fear Valley Health System (Fayetteville) | General Acute Care | 112 | Yes |
| Behavioral Healthcare, Part of Cape Fear <br> Valley Health System (Fayetteville) | Psychiatric | 139 | No |
| Veterans Medical Center (Fayetteville) | Federal Medical \& Surgery | 219 | 69 Beds |
| Womack Army Medical Center (Fort Bragg) | Federal Facility | 500 | No |

Source: North Carolina Hospital Association Membership Organizations, Telephone Survey \& Internet Search, Regional Center for Economic, Community \& Professional Development at UNC-Pembroke, March 2012. (www.TheNCAlliance.com)

## H. Tourism and Visitation to the Region (2013)

| COUNTY | Expenditures <br> (\$Million) | Payrolls <br> (\$ Million) | Employment <br> (Thousands) | State Tax <br> Revenues <br> (\$Millions) | Local Tax <br> Revenues <br> (\$Millions) |
| :--- | :--- | :--- | :--- | :--- | :--- |
| CUMBERLAND | $\$ 472$ | $\$ 85$ | 4.2 | $\$ 24.81$ | $\$ 9.73$ |
| NC Southeast | $\$ 1,983$ | $\$ 348$ | 18.5 | $\$ 96.84$ | $\$ 74.79$ |
| Fayetteville MSA | $\$ 483$ | $\$ 86$ | 4.3 | $\$ 25.39$ | $\$ 9.89$ |
| Wilmington MSA | $\$ 1,032$ | $\$ 205$ | 11.2 | $\$ 48.16$ | $\$ 53.06$ |

Source: NC Department of Commerce EDIS Demographics (www.TheNCAlliance.com)
I. Housing Sales Statistics from the Fayetteville MLS

1. Total Home Sales*, 2012-Aug $2016^{(14)}$

| 2012 |  |  |  |  |  | 2013 | 2014 | 2015 | Jan-Aug 2016 |
| :--- | :--- | :--- | :--- | :--- | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{5 1 5 3}$ | $\mathbf{5 6 7 4}$ | $\mathbf{6 0 1 8}$ | $\mathbf{6 2 8 5}$ |  |  |  |  |  |

2. 2016 MLS Statistics (Cumberland and surrounding counties) ${ }^{(14)}$

| 2016 Year Sales <br> (Month) | Total Value Closed |
| :---: | :---: |
| Jan | $\mathbf{\$ 6 3 , 6 3 7 , 1 9 0}$ |
| Feb | $\mathbf{\$ 7 4 , 7 4 0 , 6 9 0}$ |
| Mar | $\mathbf{\$ 9 4 , 9 9 8 , 0 2 9}$ |
| April | $\mathbf{\$ 9 3 , 5 2 3 , 4 1 4}$ |
| May | $\mathbf{\$ 1 0 8 , 0 4 2 , 8 1 7}$ |
| June | $\mathbf{\$ 1 2 0 , 4 7 0 , 5 1 6}$ |
| July | $\mathbf{\$ 1 0 2 , 3 9 2 , 4 8 4}$ |
| Aug | $\mathbf{\$ 1 1 4 , 8 9 0 , 3 2 7}$ |


(14) Source: https://www.fayettevillencmls.com/fay/main.php

Fayetteville Association of Realtors, Inc.
3. Existing Homes Sales (Years 2012- Aug 2016) ${ }^{(15)}$

| Year | Total closed - Existing |
| :---: | :---: |
| 2012 | 3174 |
| 2013 | 3857 |
| 2014 | 4445 |
| 2015 | 4922 |
| Jan-Aug 2016 | 3856 |
|  |  |


(15) Source: https://www.fayettevillencmls.com/fay/main.php

Fayetteville Association of Realtors, Inc.
4. Average Price of Existing Home Sales (2012-2016) ${ }^{(16)}$

| Average Price-Existing | Year |
| :---: | :---: |
| $\$ 133,034$ | $\mathbf{2 0 1 2}$ |
| $\$ 129,889$ | $\mathbf{2 0 1 3}$ |
| $\$ 130,982$ | 2014 |
| $\$ 133,267$ | 2015 |
| $\$ 140,891$ | Jan-Aug 2016 |


(16) Source: https://www.fayettevillencmls.com/fay/main.php

Fayetteville Association of Realtors, Inc.
5. New Home Sales (2012-2016) ${ }^{(17)}$

| Total Closed-New | Year |
| :---: | :---: |
| 1979 | 2012 |
| 1817 | 2013 |
| 1573 | 2014 |
| 1363 | 2015 |
| 971 | Jan-Aug 2016 |


(17) Source: https://www.fayettevillencmls.com/fay/main.php

Fayetteville Association of Realtors, Inc.
6. Average Price of New Home Sales ${ }^{(18)}$

| Average Price New <br> Home Sales | Year |
| :---: | :---: |
| $\mathbf{\$ 2 1 0 , 4 8 7}$ | $\mathbf{2 0 1 2}$ |
| $\mathbf{\$ 2 2 1 , 5 6 6}$ | $\mathbf{2 0 1 3}$ |
| $\mathbf{\$ 2 2 4 , 0 2 9}$ | $\mathbf{2 0 1 4}$ |
| $\mathbf{\$ 2 3 0 , 8 2 8}$ | $\mathbf{2 0 1 5}$ |
| $\mathbf{\$ 2 3 6 , 2 7 2}$ | Jan-Aug 2016 |
|  |  |


(18) Source: https://www.fayettevillencmls.com/fay/main.php Fayetteville Association of Realtors, Inc.

## J. Residential Sales Statistics from the Cumberland County Qualified Sales Database ${ }^{(19)}$

1. Total Home Sales*, 2012-Aug $2016^{(19)}$

| 2012 | 2013 | 2014 | 2015 | Jan-Aug 2016 |
| :--- | :--- | :--- | :--- | :--- |
| 2269 | 2354 | 2314 | 2537 | $\mathbf{1 5 6 5}$ |

2. 2016 Qualified Sales Statistics (Cumberland) ${ }^{(19)}$

| 2016 Year Sales <br> (Month) | Total Value Closed |
| :---: | :---: |$|$| Jan | $\mathbf{\$ 2 5 , 8 4 9 , 0 0 0}$ |
| :---: | :---: |
| Feb | $\mathbf{\$ 3 9 , 5 8 4 , 5 0 0}$ |
| Mar | $\mathbf{\$ 3 3 , 2 1 7 , 5 0 0}$ |
| April | $\mathbf{\$ 4 1 , 3 3 7 , 5 0 0}$ |
| May | $\mathbf{\$ 4 5 , 3 0 1 , 0 0 0}$ |
| June | $\mathbf{\$ 3 2 , 9 6 4 , 5 0 0}$ |
| July | $\mathbf{\$ 3 4 , 7 8 7 , 5 0 0}$ |
| Aug |  |


(19) Source: Qualified Residential Sales Database

Cumberland County Tax Administration, Appraisal Department
3. Qualified Existing Homes Sales (Years 2012- Aug 2016) ${ }^{(20)}$

| Year | Total closed - Existing |
| :---: | :---: |
| 2012 | 1458 |
| 2013 | 1534 |
| 2014 | 1619 |
| 2015 | 1923 |
| Jan-Aug 2016 | 1326 |


(20) Source: Qualified Residential Sales Database

Cumberland County Tax Administration, Appraisal Department
4. Qualified Sales - Average Price of Existing Home Sales (2012-2016) ${ }^{(21)}$

| Average Price-Existing | Year |
| :---: | :---: |
| $\$ 153,618$ | 2012 |
| $\$ 155,090$ | 2013 |
| $\$ 154,468$ | 2014 |
| $\$ 154,374$ | 2015 |
| $\$ 165,523$ | Jan-Aug 2016 |


(21) Source: Qualified Residential Sales Database

Cumberland County Tax Administration, Appraisal Department
5. New Home Qualified Sales (2012-2016) ${ }^{(21)}$

| Total Closed-New | Year |
| :---: | :---: |
| 811 | 2012 |
| 820 | 2013 |
| 695 | 2014 |
| 614 | 2015 |
| 300 | Jan-Aug 2016 |


(22) Source: Qualified Residential Sales Database

Cumberland County Tax Administration, Appraisal Department
6. Average Price of New Home Qualified Sales ${ }^{(23)}$

| Average Price New <br> Home Sales | Year |
| :---: | :---: |
| $\mathbf{\$ 2 1 8 , 0 2 5}$ | $\mathbf{2 0 1 2}$ |
| $\$ \mathbf{2 2 8 , 6 1 8}$ | $\mathbf{2 0 1 3}$ |
| $\$ \mathbf{2 3 1 , 8 7 4}$ | $\mathbf{2 0 1 4}$ |
| $\$ \mathbf{2 3 8 , 8 2 8}$ | $\mathbf{2 0 1 5}$ |
| $\mathbf{\$ 2 3 9 , 8 0 8}$ | Jan-Aug 2016 |
|  |  |


(23) Source: https://www.fayettevillencmls.com/fay/main.php

Fayetteville Association of Realtors, Inc.

## V. LAND VALUATION PROCESS

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## V. LAND VALUATION PROCESS

## 1. Land Valuation Methods ${ }^{(1)}$

Accurate land values are crucial to an effective assessment system. They contribute to the accuracy of appraisals of improved parcels and ensure that landowners pay their fair share of taxes. Accurate land values promote well-informed land use decisions by both the public and private sectors. A procedure manual was in place prior to data collection of land characteristics. This manual helped promote equity and uniformity to any adjustments that was needed to base land values.

Physically, land may be defined as the surface of the earth together with everything beneath and above. The shape of a parcel is like a three dimensional pyramid, with its apex at the center of the earth, extending upward through the surface into space. Legally, land is the right to enjoy, use, and dispose of this physical space, subject to the limitations imposed by government. The assessor first identifies, lists, and values all land and improvements thereto. This task requires the use of digital mapping showing boundaries and other features. Second an accurate inventory of land data, including location, ownership, classification and use, size, shape, and physical characteristics. The assessor analyzes the local market and estimates the assessment value. There are several methods that can be used to extract and arrive at an assessment. These are:
a. Sales Comparison
b. Abstraction
c. Allocation
d. Anticipated Use
e. Capitalization of Ground Rents
f. Land Residual Capitalization

## A. Sales Comparison

The sales comparison approach uses analysis of recent comparable sales to value subject properties. The sales comparison approach is used to estimate property at its "fair market value". Ergo, the best technique for the valuation of property is abstracting data from actual sales and applying the results to unsold properties. The general formula for the market is:

$$
\mathbf{M V}=\mathbf{S}+/-\mathbf{A} .
$$

Where MV is market value, $S$ is the sales of comparable property, and $A$ is the amount of adjustments.

The sales comparison approach models the behavior of the market by comparing the properties being appraised (subjects) with similar properties that have recently sold (comparable properties) and are selected for similarity to the subject property. The sales are then adjusted for their differences from the subject. Finally, a market value for the subject is estimated from the adjusted sales prices of the comparable properties.

Subjective elements, intuition, and personal judgment are to be minimized as much as possible. A scientific methodology should be the objective of every appraiser. Personal judgment, no matter how well formed by experience, does not meet the criteria of the scientific process, which requires that every result be verifiable; verifiable independently of the peculiarities and personal idiosyncrasies of an individual.

There are two principle applications of the sales comparison approach in land valuation. The first is the comparative unit method and secondly the base lot method.

1. The appraiser uses the comparative unit method after a determination of the average or typical unit value. The average value is found by calculating the median or mean sale price per unit.
2. The appraiser uses the base lot method after a base parcel is selected to represent the stratum from a neighborhood sales file. Once the base lot is selected it is used as a benchmark to establish values for individual parcels for that neighborhood.

## B. Abstraction

In the next method described we use the ability to subtract the depreciated replacement cost new of the improvement value from the sales price to arrive at the residual land value estimate. These calculated land values supplement the land value database. Sales with newer improvement make it easier to estimate depreciation, which in turn gives a better land value estimate. When using the abstraction method ensure that the correct comparative unit is used. Taking the time to convert the land value estimates to a comparative unit value will enhance uniformity and consistency among parcels in the market.

A question arises, what if there are not a significant number of vacant sales to make a market value assessment. Then there are other established methods an appraiser can choose and with careful research and good judgment a value can be achieved.

## C. Allocation

Another method is the Allocation method. The allocation method is also known as the land ratio method. In theory for a given type of property there tends to be a consistent overall relationship between land and improvement values. With this relationship an appraiser can seek comparable areas with sufficient land sales, determine the typical ratio to sales of improved parcels in the subject area. The abstraction method is useful primarily in older established neighborhoods with few vacant land sales. This method can be useful if applied with care and validated to ensure that calculated land and improvement value estimates are consistent with available sale price data.

## D. Anticipated Use or Cost of Development Method

Again in the absence of sufficient sales, there is another method that can be used to develop a land value for a property. This method is not the preferred method but can project a value based on the principle that the projected improvement must represent the highest and best use of the land. The results based on the principle of surplus productivity, indicates that the price a developer will pay for land in its present undeveloped state and by subtracting the total development cost from the projected sales price of the lots as if developed. The appraiser can calculate the residual land value after the satisfaction of labor, capital, and management has been met.

When studying Income property, or the ability for a parcel to generate income, all properties have one common appraisal characteristic: the capitalization of income generated by land is an important indication of value. Their value is based on the quantity, quality, and durability of their estimated net income before debt and after expenses is deducted. To arrive at a value for a property based on income some methods can be used.

## E. Capitalization of Ground Rents

Capitalization of ground rents is used best when land rented or leased independently of improvements. This method can be used with farmland or commercial land that is leased on a net basis, where lessee is responsible for property taxes and all other expenses. This is best achieved if the lease is new are current for market conditions.

## F. Land Residual Capitalization

When you apply this method it is important to understand several things. One that this method assumes that the parcel of land has an improvement on it and that the improvement is relatively new and that it represents the highest and best use of the property. Plus the improvement has no depreciation. This method also requires some other information.

1. A net operating income
2. A building value
3. A proper discount rate
4. A recapture rate
5. And an effective tax rate

When valuing land a standard unit of comparison is needed to establish an average or typical value for an area or neighborhood. The use of market analysis is used to arrive at a standard by calculating the median or mean of an area or neighborhood. There are several different units of comparison. Each different type of comparison can be used for different property classes. There are typically five different unit types.
a. Lot or Site
b. Site / Units Buildable
c. Acre
d. Square foot
e. Front foot

## A. Lot or Site

Lot or site value is used when the market does not indicate a general difference in land size. This is typically used in residential subdivisions that are planned or developed in such a way that there is some degree of uniformity to the neighborhood.

## B. Site or Units Buildable

When a parcel of land sells on a unit basis, for example an apartment complex, this method of comparison can be used. Apartment property is typically sold as a unit and such the unit of comparison would be units buildable.
C. Acre

In general when the market analysis shows that tracts of land sells for a per acre rate then this unit of comparison is used. Typically rural tracts of land, and industrial property use this type of comparison since they are sold commonly in larger portions.
D. Square Foot

This type of comparison is used mostly for commercial property. Since this type of property sells on a square foot basis.

## E. Front Foot

The front foot unit of comparison is used when a property value indicates that the amount of exposure significantly contributes to value. This type of comparison is used typically when a parcel is more desirable and value based on how much frontal exposure there maybe. Some examples are commercial and even water front residential properties.

Plottage
For land valuation the term "plottage" refers to the assembling of small, adjoining parcels of land into a larger, more useful tract. Cumberland County refrains from valuing parcels under the plottage term. It is difficult in establishing the exact amount that plottage enhances the value of a property because it is considered as an intangible item. Cumberland County values all parcels either as platted or deeded.
(1) Source: Property Assessment Valuation, second edition International Association of Assessing Officers, Copyright 1996130 East Randolph St. Suite 850, Chicago, Illinois 60601. Pages 69-125

## 2. Computer Assisted Land Pricing Process

This chapter explains the use of screens in the CAMA subsystem that are used for the purpose of land valuation. The land valuation methodology provides an on line capability for automated appraisal of all types of land (vacant, residential, commercial, industrial agricultural, green-belt, etc.) User defined codes drive this automated methodology.

There are three levels of data that are required in order to use the land valuation. One level is the need for data that applies to a jurisdiction and consists of several master tables. Second is the data that applies to a specific neighborhood, and third is the data that applies to specific parcel.

## A. Data that covers a Jurisdictional area

Data that applies across the jurisdiction consists of several master tables that the user must define. These tables are listed below.

The Appraisal Options (AOPT) table defines several control options that the system provides the user of CAMA.

Data Values contained in the table are for demonstration purposes only.

```
ACTION: R SCREEN: AOPT A P P R A I S A LO P T I O N S
JURI= 20 YEAR= 2017 ROLL= RR NEW CONSTRUCTION YEAR BLDGS: 2016
CREATE ASMO RECORDS (Y/N) : N
NEW CONSTRUCTION YEAR MISC IMPR: 2016 LAND RATE DISPLAY
(A/B/C): A DEPRECIATION YEAR BLDGS AND MISC IMPR: 2016 DUPLICATE OLD AA VALUES
(Y/N): Y
RESIDENTIAL BASE CALCULATION METHOD (A/C): A COMMERCIAL
                                    BASE CALCULATION METHOD (A/C): A
USE CONDITION CODE OR CDU IN DEPR CALCULATIONS (C/D): C
    EFF/AGE OR EFF/AGE GROUP OR REMODELED YEAR (A/G/R) : A
                DEPTH ADJUSTMENT CALCULATION METHOD (A/P): P
    DEPRECIATION, PERCENT GOOD, MIXED IN TABLES (D/P/M): D
        CALCULATE MARKET ADJ ON MIXED BLDG PARCELS (Y/N) : N
            CALCULATE MARKET ADJ ON VACANT PARCELS (Y/N): N
        ALLOW LIFE AND DEPR/PCT-GD OVERRIDE ON MIMP (Y/N): Y
        ALWAYS CALCULATE COMR STD REFINEMENT TOTALS (Y/N): Y
        USE ALTERNATE RES AND MISC MARKET FACTORS (Y/N): N
```

The Land Use Codes (LUSE) table defines the valid land uses within the jurisdiction.
Data values contained in the tables are for demonstration purposes only.

| ACTION: R SCREEN: LUSE |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{ll} \mathrm{H}- & ---- \\ & \text { JURI } \end{array}$ | 20 YEAR= 2017 | $--\quad L A$ ROLL | $\begin{array}{lllll} \mathrm{N} & \mathrm{D} & \mathrm{U} & \mathrm{~S} & \mathrm{E} \end{array}$ | C | $\text { D } \mathrm{E}$ |  | ----- |
|  |  | ATR | AGRICULTURE | AG- |  | MINIMUM | MAXIMUM |
| CODE | DESCRIPTIONS | SUBTOT\# | ACRE RATE | SUB | OT\# | RATE | RATE |
| 01-R100 | $\begin{aligned} & \text { RES } \\ & \text { RES VACANT } \end{aligned}$ | 01 | 0.00 |  | AC: | 0.00 | 99,999.99 |
|  |  |  |  | 02 | SF: | 0.00 | 99,999.99 |
|  |  |  |  |  | FF: | 0.00 | 99,999.99 |
|  |  |  |  |  | LT: | 0.00 | 99,999.99 |
|  |  |  |  |  | UB: | 0.00 | 99,999.99 |
| 02-R101 | RES <br> 1 FAMILY | 01 | 0.00 |  | AC: | 0.00 | 100,000.00 |
|  |  |  |  | 02 | SF: | 0.00 | 99,999.99 |
|  |  |  |  |  | FF: | 0.00 | 99,999.99 |
|  |  |  |  |  | LT: | 0.00 | 150,000.00 |
|  |  |  |  |  | UB: | 0.00 | 99,999.99 |
| 03-R102 | RES <br> 2 FAMILY DUPI | X 01 | 0.00 |  | AC: | 0.00 | 99,999.99 |
|  |  |  |  | 02 | SF: | 0.00 | 99,999.99 |
|  |  |  |  |  | FF: | 0.00 | 99,999.99 |
|  |  |  |  |  | LT: | 0.00 | 99,999.99 |
|  |  |  |  |  | UB: | 0.00 | 99,999.99 |

The Depth Adjustment Factors (DPTH) table defines the factors that will be used to calculate a depth adjustment multiplier when "front foot" valuation is performed.

Data values contained in these tables are for demonstration purpose only


The Zoning Codes (ZONE) table defines the valid zoning codes.

Data values contained in these tables are for demonstration purposes only

```
ACTION: R SCREEN: ZONE USERID:
H- ----------------------- Z O N I N G C O D E S
    JURI= 20 YEAR= 2017
    ZONING DESCRIPTION
    ===== ----------------------
01- AIR AIRPORT
02- APO AIRPORT OVERLAY
03- AR AGRICULTURAL/RESIDEN
04- ARCZ AGRI RES/COND ZONE
05- ARMH AGRI/MH OVERLAY
06- ARMHO AGRI RES/MH OL
07- A1 AGRI DIST
08- A1A AGRI AVESBORO BTL GD
09- A1CD AGRI/CONSERVANCY
10- A1CU AGRI/COND USE
11- A1CUD AGR/COND. USE DIST.
```

The Additional Land Fields (LANT) - allow the user to define up to 12 additional fields that can be entered on the parcel.

Data values contained in these tables are for demonstration purposes only.


The Additional Land Codes (LANC) table defines valid codes that can be entered in the additional land fields and used for adjustments.


## B. Data that covers a Neighborhood area.

Data which applies only to land parcels within a specific neighborhood, is defined in five tables. These tables are described in this section.

The Neighborhood Characteristics (NBHD) table defines the neighborhood/neighborhood model and various factors that control the processing of parcels within the neighborhood.

Data values contained in these tables are for demonstration purposes only.

```
ACTION: R SCREEN: NBHD USERID:
--------- N E I G H B O R H O O D C H A R A C T E R I S T I C S
JU= 20 YR= 2017 RO= RR NEIGHBORHOOD= 0002 DESC: ARRAN PARK
                                DOCUMENT ID:
    KNOWN AS: (2017) LOCATED JUST OFF STRICKLAND BRIDGE RD - KILMORY,
                BOSTIAN, ELKINS. TYPICAL LOT IS . }48\mathrm{ AC.
            VALUATION MODEL: 16
        NEIGHBORHOOD MODEL NUMBER: 0002
    RESIDENTIAL ADJUSTMENT RATIO: 1.000
        LAND ADJUSTMENT FACTOR: 1.00
                DEFAULT DEPTH: 0
------------ RESIDENTIAL ------------
        DEFAULT QUALITY GRADE:
    DEFAULT EFFECTIVE AGE GROUP: 1
                DEFAULT CDU/CONDITION:
DEFAULT VALUE SELECTION METHOD: M
    VALU RECORD ROLL FORWARD: Y
```

    NEIGHBORHOOD GROUP: 248
    ```
    NEIGHBORHOOD GROUP: 248
        COMMERCIAL ADJUSTMENT RATIO: 1.000
        COMMERCIAL ADJUSTMENT RATIO: 1.000
        LAND RATE OVERRIDE (Y/N): N
        LAND RATE OVERRIDE (Y/N): N
                                    PERIMETER METHOD: O
                                    PERIMETER METHOD: O
    ------------ COMMERCIAL ------------
    ------------ COMMERCIAL ------------
        DEFAULT QUALITY GRADE:
```

        DEFAULT QUALITY GRADE:
    ```
```

        DEFAULT EFFECTIVE AGE GROUP: 1
    ```
        DEFAULT EFFECTIVE AGE GROUP: 1
                                    DEFAULT CONDITION:
                                    DEFAULT CONDITION:
DEFAULT VALUE SELECTION METHOD: M
DEFAULT VALUE SELECTION METHOD: M
    VALU RECORD ROLL FORWARD: Y
```

    VALU RECORD ROLL FORWARD: Y
    ```

The Neighborhood Land Lines (NBHL) tables define the land rates as assigned to the land use codes that will be used to calculate the land value for each neighborhood/neighborhood model.

Data values contained in these tables are for demonstration purposes only.


The Neighborhood Codes Cross Reference (NBCX) screen contains a list of the neighborhood codes and the short description of the neighborhood.

Data values contained in these tables are for demonstration purposes only.
```

ACTION: R SCREEN: NBCX USERID:
H- -------------- N E I G H B O R H O O D C O D E X R E F
--
JURI= 20 YEAR= 2017 ROLL= RR NBHD
NBHD
=====
1310
BROWNLEA ESTATES
1312 WEST AREA HEIGHTS 1312
1313 VILLAGE PLACE CONDOMINIUMS 1313
1335 WESTCHESTER/TEAKWOOD ACRES 1335
1338 WESTWOOD I 1338
1344 WOODLAND WEST 1344
1345 WOODLAND VILLAGE 1345
1346 WOODLAND VILLAGE CONDOS 1346
1353 WOODCLIFT 1353
1354 WARRENWOOD ESTS 1354
1355 WOODLEA I 1355
1356 WOODLEA II (L. CARTER) }135
1 3 5 7 ~ E V A N W O O D S ~ 1 3 5 7
1358 LONGVIEW HILLS 1358

```

The Neighborhood Model Numbers Cross Reference (NBMX) screen contains a list of the neighborhood model numbers and the neighborhood codes that reference these models.

Data values contained in these tables are for demonstration purposes only.


The Size Adjustment Land Tables (SADJ) screen shows the factors that are used for those parcels located in specified district neighborhoods where larger parcels valued as acreage required size adjustment.

Data values contained in these tables are for demonstration purposes only.
```

ACTION: R SCREEN: SADJ
NEIGHBORHOOD LAND LINE SIZE ADJUSTMENT SCHEDULES
JURI= 20 YEAR= 2017 ROLL= RR SCHEDULE= SZ01
UPPER SIZE LIMIT FACTOR
============ -------
01- 00000000.00 1.0000
02- 00000000.05 1.0000
03- 00000000.10 1.0000
04- 00000000.40 1.0000
05- 00000000.50 1.0000
06- 00000001.00 1.0000
07- 00000002.00 0.7773
08- 00000003.00 0.7340
09- 00000005.00 0.6906
10- 00000007.00 0.6392
11- 00000010.00 0.6225
12- 00000015.00 0.6058
13- 00000020.00 0.5891
14- 00000025.00 0.5364
15- 00000030.00 0.4718

```

\section*{C. Data that applies to a Specific parcel}

For data that applies only to a specific parcel, an example of these screens is described in this chapter.

The Land Characteristics (LAND) table is the initial data entry screen for defining a parcel to the CAMA subsystem. It defines the neighborhood and contains various land characteristics. It also defines the variables that determine whether a parcel is complete or not.

Data values contained in the tables are for demonstration purposes only.


The Land Lines (LANL) screen defines the land valuation factors for the parcel.
Data values contained in these tables are for Demonstration purposes only.


Understanding the interaction of the software to data at these three levels is important to gaining the most efficient use of the CAMA land appraisal methodology.

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\section*{3. Computer Calculation of Land Values}

The CAMA subsystem calculates a land value for each line that is entered on the landlines (LANL) screen. The total land value for the property is the sum of these values. The calculation of land value for a single Land line is as follows (factors and adjustments are used if applicable):

Land Value \(=((\) Base Size \(*\) Base Rate \()+(\) Land Units - Base Size \() *\) Incremental Rate \()) *\) Size Adjustment * Zone Adjustment (zone table, zone code) * Land Adjustment 1 (factor from LANC, based upon LANT.adj1.field\#, Nbhl.land_adj_1.table, land.refinement for lant.adj1.field\#) * Land Adjustment 2 (factor from LANC, based upon lant.adj2.field\#, nbhl.land_adj_2.table, land.refinement for lant.adj2.field\#) * Depth Factor * Location Factor * Shape Factor * Physical Factor * Land Adjustment

Where:
\begin{tabular}{ll} 
Base Size is: & Base land size defined in NBHL \\
Base Rate is: & Base land rate defined in NBHL \\
Land Units is: & Number of units entered on LANL \\
Incremental Rate is: & Incremental land rate defined in NBHL \\
Size Adjustment is: & Calculated from SADJ tables \\
Zone Adjustment is: & Calculated from tables specified in LANT \\
Land Adjustment 1 is: & Calculated from tables specified in LANT \\
Land Adjustment 2 is: & Calculated from tables specified in LANT \\
Depth Factor & Calculated \(^{1}\) \\
Location Fact & Location adjustment percent entered on LANL divided by 100 \\
Shape Factor & \begin{tabular}{l} 
Shape adjustment percent entered on LANL divided by 100 \\
Physical Factor
\end{tabular} \\
Physical adjustment percent entered on LANL divided by 100 \\
Land Adjustment & Calculated
\end{tabular}

If the land rate has been overridden on the LANL screen, the following formula is used to calculate land value.

Land Value = Land Units *

\footnotetext{
\({ }^{1}\) Depth factor will be 1.0 for all land types other than front foot (FF). This will have the affect of no change to the value.
\({ }^{2}\) The land adjustment factor will be 1.0 if the land adjustment flag from the LAND screen is -N . This will have the affect of no change in the value. If the land adjustment flag is -Y , the land adjustment factor is retrieved from the NBHD table.

Overridden Rate Size Adjustment \({ }^{1}\) * Zone Adjustment * Land Adjustment 1 * Land Adjustment 2 * Depth Factor * Location Adjustment Factor * Shape Adjustment Factor * Physical Adjustment Factor * Land Adjustment Factor Where: Overridden Rate Overridden land rate entered on LANL 1 - Size Adjustment Calculations - The size adjustment is calculated by using the acreage or square foot size from the Land Line (LANL) screen to obtain the factors that are used in the calculation of
}
the size adjustment. The system looks for a match of the size in the size adjustment field in the Size Adjustment Table (SADJ). The size adjustment field contains the maximum size that uses the size multiplier entered in the table. When an exact match of size is not found, the system prorates or interpolates the retrieved size multiplier with the previous entry in the table.

\section*{Depth Adjustment Calculations}

There are two methods of calculating depth adjustment factors. The method that is used by the system depends on the depth adjustment calculation method that is in the Appraisal Options (AOPT) table. This method defines not only how the calculation is performed but also how the depth factor data is loaded in the Depth Adjustment Factors (DPTH) table.

\section*{Actual Method}

This method uses the actual depth that is specified on the Land Lines (LANL) screen and the standard depth that has been entered in the Neighborhood Land lines (NBHL) table to obtain the factors that are used in the calculation of the depth adjustment factor. The system looks for an exact match of standard depth in the Depth Adjustment Factors (DPTH) table and then searches for the depth range that is greater than or equal to the actual depth.

For example, let's say that the DPTH table contains the following:
```

ACTION: R SCREEN: DPTH USERID: H
LAND DEPTH ADJUSTMENT FACTORS
JURI 20 YEAR= 2017
ROLL RR
STANDARD DEPTH = 100
RANGE CONSTANT MULTIPLIER
01-00010 0.010 0.02300
02- 00020 0.050 0.01900
03-00030 0.190 0.01200
04- 00040 0.250 0.01000
05-00050 0.330 1.00800
06- 00060 0.380 1.00700
07- 00070 0.440 1.00600
08- 00090 0.510 1.00500
09- 00100 0.600 1.00400
10- 00140 0.700 1.00300
11- 00170 0.840 1.00200
12- 00200 1.010 1.00100

```

If the standard depth in NBHL is 100 feet and the actual depth on the LANL screen is 150 feet, the system will retrieve the record containing a depth range of 170 feet. The calculation of the depth adjustment factor is then:

\section*{\(\mathbf{D A F}=\mathbf{C O N}+(\mathbf{D M} * \mathrm{AD})\)}

Where:
DAF depth adjustment factor
CON depth constant from the DPTH table
DM depth multiplier from the DPTH table
AD actual depth from the LANL screen

In the above example, if the depth constant is 1.08 and the depth multiplier is 1.5 , then the calculation would be:
\(\mathrm{DAF}=.84+(.002 * 150) \mathrm{DAF}=.84\)
\(+.3\)
DAF \(=1.14\)

\section*{\(\underline{\text { Percent Method }}\)}

This method uses the depth percent that is calculated by dividing the actual depth specified on the Land Lines (LANL) screen by the standard depth entered on the Neighborhood Land Lines (NBHL) screen to obtain the factors that are used in the calculation of the depth adjustment factor. The standard depth field on the Depth Adjustment Factors (DPTH) table is always zero. The depth range field contains the maximum depth percent that uses the depth multiplier entered in the table. When an exact match of depth percent is not found, the system prorates the retrieved depth multiplier with the previous entry in the table.

As an example, let us assume the following entries in the

\section*{DPTH table.}
```

ACTION: R SCREEN: DEPTH USERID:
H LAND DEPTH ADJUSTMENT FACTORS
JURI 20 YEAR= 17 ROLL RR
STANDARD DEPTH = 00000

| RANGE | CONSTANT | MULTIPLIER |
| ---: | :--- | :--- |
| $01-00000$ | 0.000 | 0.00000 |
| $02-00025$ | 0.000 | 0.40000 |
| $03-00050$ | 0.000 | 0.70000 |
| $04-00075$ | 0.000 | 0.90000 |
| $05-00100$ | 0.000 | 1.00000 |
| $06-00125$ | 0.000 | 1.09000 |
| $07-00150$ | 0.000 | 1.17000 |
| $08-00175$ | 0.000 | 1.24000 |
| $09-00200$ | 0.000 | 1.30000 |
| $10-00225$ | 0.000 | 1.35000 |
| $11-00250$ | 0.000 | 1.39000 |
| $12-00275$ | 0.000 | 1.42000 |

```

If the actual depth on the LANL screen is 150 feet and the standard depth from the NBHL table is 200 feet, the depth percent would be \(75 \%\). In this case, the depth adjustment factor as determined by the system would be 0.90 since an exact match is found in the DPTH table.

If however, the actual depth was 180 feet, the depth percent would be \(90 \%\) and the system would retrieve two entries from the DPTH table. First, it would retrieve the entry that is greater than the calculated depth percent. This would be the \(100 \%\) entry this is referred to as the "original entry". Next, it would retrieve the previous entry on the table, or the \(75 \%\) entry.
\(\mathrm{DAF}=\mathrm{DM}-\mathrm{P}+((\mathrm{DM}-\mathrm{O}-\mathrm{DM}-\mathrm{P}) *((\mathrm{DEPTH} \%-\mathrm{PCT}-\mathrm{P}) /(\mathrm{PCT}-\mathrm{O}-\mathrm{CT}-\mathrm{P})))\)

Where:
\begin{tabular}{ll} 
DAF & Depth adjustment factor \\
DM-P & Depth multiplier found in DPTH -- the preceding entry \\
DM-O & Depth multiplier found in DPTH -- the original entry \\
DEPTH\% & Calculated depth percent \\
PCT-P & Depth percent key found in DPTH -- the preceding entry \\
PCT-O & Depth percent key found in DPTH -- the original entry
\end{tabular}

Following this example the system would calculate the depth adjustment factor as:
\[
\begin{aligned}
& \mathrm{DAF}=.90+((1.00 .90) *((.90-.75) 1(1.00-.75))) \\
& \mathrm{DAF}=.90+(.1 *(.151 .25)) \mathrm{DAF}=.90+(.1 * .6) \\
& \mathrm{DAF}=.90+06 \\
& \mathrm{DAF}=.96
\end{aligned}
\]

Computer Assisted Land Pricing is a very effective tool. Data that is collected and input into the Oasis system can be calculated and recalculated to adjust for various parcel changes. Parcel size and use change frequently for example and the computer will recalculate the value after the new information has been entered. Computer assisted land pricing ultimately speeds up the process of arriving at a value, plus with the added benefit of the computer calculated figures. With the aid of the computer the potential of human mathematical error is virtually eliminated.

Land pricing is calculated for all types of property from Residential, Commercial and Industrial to Agricultural property.

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\section*{VI. SCHEDULE OF LAND VALUES}

Overview of Land

\section*{1. Land Use Descriptions}

0100 RESIDENTIAL LOT - A lot in a homogeneous residential neighborhood.
0150 SECONDARY RESIDENTIAL LOT - A second home site found on the same parcel along with the primary home site.
0175 YARD LOT - A non-conforming, non-buildable lot in a neighborhood.
0200 RESIDENTIAL WATER LOT - A residential lot that adjoins a body of water.
0300 VACANT RURAL LOT - A lot in the rural district neighborhood that is vacant.
0400 RURAL HOME LOT - A lot that is improved by a home site located in the district neighborhood.
0450 SECONDARY HOME LOT - An additional home site along with a primary home site located within a district neighborhood.
0500 MULITFAMILY - Used primarily for Duplexes, Triplexes, Quadruple home sites located within any neighborhood.
0550 SECONDARY MULTI FAMILY - A lot with more than 1 Duplex, Triplex, or Quadruple home site located within any neighborhood.
0600 RESORT LOT - Residential lot on a Golf Course.
0900 APARTMENTS - Used for Income Producing apartment Neighborhoods listed as Units Buildable.
1096 COMMERCIAL LAND - Land that is zoned commercial and primarily listed in square feet.
1300 SOLAR FARM - Land that is utilized for the collection of solar energy
1700 MINERAL RIGHTS - Subsurface right only
1800 CELL TOWER SITE - Land containing cell tower and accessories
2096 RURAL ACREAGE - Rural land in designated district neighborhoods with more than 2.00 acres. 2250 CD ZONING - Land that is in the conservation district.
2300 SWAMP WASTE - For swamp soil types. There are several soil types that fall into this category. Refer to the 2017 Commercial or Residential Revaluation manual for additional information on soil type.
2350 LIMITED USE - For parcels with less desirable soil class but not classified as swamp. There are several types of this soil that fall into this category. Refer to 2017 Commercial or Residential Revaluation Manual for various soil types.
2400 GOLF COURSE ACREAGE - Land used for a Golf Course.
2600 CEMETERY ACREAGE - Land used for burial purposes.
3333 COMMON AREA - areas not owned by an individual owner of the condominium or cooperative residence, but shared by all owners, either by percentage interest or owned by the management organization.
4300 TOBACCO ALLOTMENTS - Poundage of Tobacco that an owner is allowed to grow.
5000 HIGHWAY CORRIDOR - Land that is platted and eventually will become a highway. (Highway Corridor adjustments repealed in 2016 Session law.)
7000 EXEMPT - Property that is excluded for taxes.
8888 BUILDINGS WITHOUT LAND - Property such as leasehold improvements that are set up to create a tax bill separate from land.
9500 RESIDENTIAL CONDOMINIUM INTEREST- Land and / or common elements value divided among all the owners of a condominium complex representing each owner's interest in the common elements.

Land codes for Submerged Land (Land under water, Ponds, Lakes etc.)
A750 Apartment- Water in an Apartment NBHD
C750 Commercial- water in a Commercial NBHD E750 Exempt- Water on an Exempt Property
F750 Rural- Water in a Rural NBHD
H750 Hotel- Water on a Hotel Property
I750 Industrial- Water on an Industrial Property
M750 Mobile Home Park- Water in a MHP NBHD
R750 Residential- Water in a Regular Subdivision NBHD

\section*{2. Residential}

Land pricing is based on market data. Market data is gathered from sales. Sales information has been gathered and analyzed since the beginning of 2009. When deeds are recorded in the register of deeds office, the Real Estate Excise Tax stamp is recorded which indicates the selling price of the property. The recorded deeds are assigned parcel identification numbers (PIN‘s) by the mapping section of the Tax Administrators’ Office. Some are newly assigned parcel identification numbers which are then entered into OASIS, the county's computer system. Staff appraisers review the sales to determine if they qualify as arms-length transactions. An armslength transaction is when both the buyer and seller act completely independent and in their own self-interest, there is no relationship between the parties involved in the transaction, the parties are not subject to any pressure or duress from the other parties, and the property was adequately exposed to the open market. The data from the sales that qualify are then entered into a residential sales database that is maintained by the appraisal department. Within this file various characteristics are coded to describe the uniqueness of the property. Such codes record road type, zoning, acres, sale price and sale date just to name a few.

Because of the high number of variables influencing the value of land, this section is tendered only as a general guideline. The individual appraiser must evaluate location, shape, size, topography, highest and best use, zoning, soil type, and any other factor or market condition before making a final determination of the parcel's land value. The basic units of measurement are the lot or site, square foot, front foot, and acre. Lot values are used for the vast majority of residential properties. Square foot and front foot are units of measurement for commercial property, while acreage can be applicable to both. Adjustments for size, shape, zoning, topography, easements, ingress and egress, location, and other market conditions can still be used in adjusting the land rates.

The sales comparison approach models the behavior of the market by comparing the properties being appraised (subjects) with similar properties that have recently sold (comparable properties). Comparable properties are selected based on their similarity or comparability to the subject property. Any differences between the subject and the sale properties are then considered and appropriate adjustments made in order to derive an indicated market value for the subject. See an attached example of a portion of a sales file for vacant lots on the next page.

The OASIS/CAMA system utilized by Cumberland County maintains records of land rates for each neighborhood (NBHD) number that has been assigned to an individual property record sheet. Along with maintaining a land rate, the land tables are also associated with each land type. An example has been displayed for demonstration purposes only of a residential/rural land neighborhood table (NBHL). A complete record is found within the OASIS/CAMA system for all land tables used for the 2017 land valuation, any omission was not intentional.

Section A provides examples of the road tables commonly associated with some of the residential neighborhoods. Within each neighborhood various additional land tables may be associated with numerous land use types.

Section B indicates residential land value ranges associated with various residential types of properties.
\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \multicolumn{8}{|c|}{Example of Residential Vacant Lot Sales} \\
\hline PIN & Nbhd & Acreage & Sale-date1 & Price-1 & Deed-1 & LUSE1 & Road \\
\hline 0530.05-09-5504- & 3175 & 0.26 & 20-Nov-15 & 52500 & 976000421 & 0100 & 3 \\
\hline 0530.05-09-6640- & 3175 & 0.22 & 20-Nov-15 & 52500 & 976000418 & 0100 & 3 \\
\hline 0530.05-09-6659- & 3175 & 0.25 & 13-Feb-15 & 50000 & 959400005 & 0100 & 3 \\
\hline 0530.05-09-7650- & 3175 & 0.25 & 20-Nov-15 & 52500 & 976000415 & 0100 & 3 \\
\hline 0530.05-09-7760- & 3175 & 0.26 & 11-Jan-16 & 52500 & 978600174 & 0100 & 3 \\
\hline 0530.05-09-7858- & 3175 & 0.27 & 25-Nov-14 & 50000 & 955000001 & 0100 & 3 \\
\hline 0530.05-09-9309- & 3175 & 0.29 & 18-Sep-14 & 50000 & 951000001 & 0100 & 3 \\
\hline 0530.05-09-9628- & 3175 & 0.25 & 20-Nov-15 & 52500 & 976000423 & 0100 & 3 \\
\hline 0530.05-19-0694- & 3175 & 0.21 & 27-Aug-15 & 53000 & 971200777 & 0100 & 3 \\
\hline 0530.05-19-1439- & 3175 & 0.2 & 22-Feb-16 & 50500 & 980800044 & 0100 & 3 \\
\hline 0530.05-19-1812- & 3175 & 0.22 & 01-Mar-16 & 53000 & 981400087 & 0100 & 3 \\
\hline 0530.05-19-2630- & 3175 & 0.27 & 17-Nov-14 & 50000 & 954400478 & 0100 & 3 \\
\hline 0530.05-19-3281- & 3175 & 0.22 & 07-Jan-15 & 50000 & 957300630 & 0100 & 3 \\
\hline 0530.05-19-3552- & 3175 & 0.25 & 27-May-14 & 50000 & 943700619 & 0100 & 3 \\
\hline 0530.05-19-4600- & 3175 & 0.25 & 23-Sep-15 & 53000 & 972700240 & 0100 & 3 \\
\hline 0530.05-19-4777- & 3175 & 0.24 & 18-Dec-15 & 52500 & 977400652 & 0100 & 3 \\
\hline 0530.05-19-5569- & 3175 & 0.26 & 15-Oct-14 & 51000 & 952600357 & 0100 & 3 \\
\hline 0530.05-19-6784- & 3175 & 0.23 & 14-Dec-15 & 53000 & 977100812 & 0100 & 3 \\
\hline 0530.05-19-7256- & 3175 & 0.26 & 22-Feb-16 & 51000 & 980800034 & 0100 & 3 \\
\hline 0530.05-19-8223- & 3175 & 0.2 & 17-Oct-13 & 50000 & 931300529 & 0100 & 3 \\
\hline 0530.05-19-8305- & 3175 & 0.26 & 15-Oct-13 & 50000 & 931200389 & 0100 & 3 \\
\hline 0530.05-19-8444- & 3175 & 0.28 & 15-Oct-13 & 50000 & 931200409 & 0100 & 3 \\
\hline 0530.05-19-8554- & 3175 & 0.27 & 03-Nov-15 & 52500 & 975100518 & 0100 & 3 \\
\hline 0530.05-19-8793- & 3175 & 0.23 & 11-Jan-16 & 52500 & 978600203 & 0100 & 3 \\
\hline 0530.05-19-9320- & 3175 & 0.2 & 17-Oct-13 & 50000 & 931300549 & 0100 & 3 \\
\hline 0530.05-19-9762- & 3175 & 0.23 & 29-Oct-15 & 53000 & 974800801 & 0100 & 3 \\
\hline 0530.05-28-2858- & 3175 & 0.27 & 25-Mar-14 & 50000 & 940000272 & 0100 & 3 \\
\hline 0530.05-29-0732- & 3175 & 0.23 & 13-Oct-15 & 53000 & 973800856 & 0100 & 3 \\
\hline 0530.05-29-1103- & 3175 & 0.2 & 29-Aug-14 & 50000 & 949900184 & 0100 & 3 \\
\hline 0530.05-29-1576- & 3175 & 0.31 & 08-Nov-13 & 50000 & 932700726 & 0100 & 3 \\
\hline 0530.05-29-1702- & 3175 & 0.23 & 21-Oct-15 & 53000 & 974400301 & 0100 & 3 \\
\hline 0530.05-29-1772- & 3175 & 0.23 & 22-Apr-15 & 50000 & 963400103 & 0100 & 3 \\
\hline 0530.05-29-2743- & 3175 & 0.23 & 22-Apr-15 & 50000 & 963400124 & 0100 & 3 \\
\hline 0530.05-29-3713- & 3175 & 0.23 & 08-May-15 & 50000 & 964500124 & 0100 & 3 \\
\hline 0530.05-29-4588- & 3175 & 0.25 & 05-May-15 & 50000 & 964500144 & 0100 & 3 \\
\hline & & & & & & & \\
\hline
\end{tabular}

Demonstration of NBHL display from OASIS.
```

ACTION: ? SCREEN: NBHL USERID:
H- -------------- N E I G H B O R H O O D L A N D L I N E --------------
JU=20 YR= 2017 RO= RR NBHD MODEL \#= xXxx DOCUMENT ID:
SIZE BASE
LAND USE BASE RATE BASE SIZE INCR RATE DEPTH ADJ SCHED DECR
==== ----------- ----------- --------------------------------
AC: 700.00 1.00 700.00 0.000
RES SF:
0.00 0.00 0.00
FF: 0.00 0.00
LT: 0.00 AI
UB: 0.00 ZONE TABLE:
0100 AC:
RES SF:
FF: 0.00 0.00
LT: 50,000.00
UB: 0.00 ZONE TABLE:
0150 AC:
RES
SF:
LT:
UB:
0175 AC:
YARD SF:
FF:
LT:
UB:
2096 AC
ACREA
SF:
FF:
LT:
UB :
2250 AC:
CD-ZO
SF
LF:
2300 AB:
SWP W SF:
FF:
LT:
UB:
2350 AC
LTD U SF:
FF:
LT:
UB: 0
AC:
COMN
SF:
SF:
FF:
LT:
UB: 0.00 ZONE TABLE:

```

\section*{A. Road Tables Associated with Residential Neighborhoods}

Demonstration of Road Table - RRA


Demonstration of Road Table - RRL
ACTION: R SCREEN: LANC USERID:

JURI \(=20\)
ADDL LAND FIELD NUMBER= 04 TABLE ID= RRL
ROAD LAND CODE
\begin{tabular}{|c|c|}
\hline DESCRIPTION & FACTOR \\
\hline 4 LANE BUSY RD & 0.7500 \\
\hline ABUTS BUSY RD & 0.9500 \\
\hline 2 LANE BUSY RD & 0.9000 \\
\hline PAVED & 1.0000 \\
\hline UNPAVED DIRT & 0.7500 \\
\hline ESMT LTD AC FLG & 0.8000 \\
\hline LANDLOCKED & 0.5000 \\
\hline PAPER STREET & 0.5000 \\
\hline GRAVEL & 0.7500 \\
\hline
\end{tabular}
(Road Tables listed in Master Residential Land Table)

\section*{B. Value Ranges for Residential Property}
\begin{tabular}{|llll|}
\hline \multicolumn{2}{|c|}{ Residential (Urban and Suburban) Lot Value Ranges } \\
Low Density & \multicolumn{3}{l}{ Value Ranges } \\
& & & \\
Residential Lot & \(\$ 1,000\) & & \(\$ 500,000\) \\
Golf Courses & \(\$ 10,000\) & & \(\$ 500,000\) \\
Waterfront & \(\$ 10,000\) & & \(\$ 450,000\) \\
Acreage (per Acre) & \(\$ 300\) & & \\
& & & \\
High Density & & & \(\$ 750,000\) \\
Residential Lot & \(\$ 1,000\) & & \(\$ 200,000\) \\
Acreage (per Acre) & \(\$ 1,000\) & & \\
\hline
\end{tabular}

\section*{3. Commercial / Industrial}

Commercial and industrial land sales information is collected by the Tax Administrator's Office through the recording of deeds in the Register of Deeds Office. The recorded deeds are assigned parcel identification numbers (PIN‘s) by the mapping section of the Tax Administrator's Office. The newly assigned parcel identification numbers are then entered into OASIS, the county's computer system. Staff appraisers review the sales to determine if they qualify as armslength transactions. An arms-length transaction is when both the buyer and seller act completely independent and in their own self-interest, there is no relationship between the parties involved in the transaction, the parties are not subject to any pressure or duress from the other parties, and the property was adequately exposed to the open market.

The data from the sales that qualify are then entered into the Commercial Sales data base file. The county is currently divided into commercial neighborhoods based on their geographical location. The sales in each group are arrayed by size and then adjusted for time of sale, location within the neighborhood, zoning, shape and physical characteristics to arrive at a base rate. The predicted rates are then adjusted for size using land size adjustment tables that were determined from the sales and applied to the proper commercial neighborhoods. These rates along with the size adjustment tables are then loaded into the OASIS system to value the commercial and industrial land.
A complete record is found within the OASIS/CAMA system for all land tables used for the 2017 land valuation part, any omission was not intentional. Examples of land tables are shown and references listed for all other tables used for 2017 in the OASIS/CAMA system. Any omission of reference is not intentional.

Section A - covers the various zoning land tables that were created and could be associated with numerous commercially designated neighborhoods.

Section B - is the various road land tables that was created and could be associated with numerous commercially designated neighborhoods.

Section C - is the size adjustment land tables that was created and could be associated with the various commercially designated neighborhoods.

Section D - describes a range of land values associated with the many different types of commercially designated land found in Cumberland County.

Section E - describes special commercial uses of land, methods for development of values and value ranges.

\section*{A. Demonstration of Zoned Tables for Commercial Properties}

Zone Table - MT1 for demonstration purposes only
\begin{tabular}{|ccc|}
\hline ADDL LAND FIELD & NUMBER= 13 TABLE & ID= MT1 \\
ADDL LAND CODE & DESCRIPTION & FACTOR \\
\(==========\) & --------- & ---- \\
HI & HEAVY IND. & 0.0700 \\
LI & LIGHT IND. & 0.0700 \\
MP & PLANNED IND.DST & 0.0700 \\
M1 & LIGHT IND. DIST & 0.0700 \\
M1P & LIGHT IND. DIST & 0.0700 \\
M1PCU & INDUST/PLAN/CU & 0.0700 \\
M2 & HEAVY IND. DIST & 0.0700 \\
M2C & HEAVY IND. COND & 0.0700 \\
M2CU & IND DIS CONDUSE & 0.0700 \\
\hline
\end{tabular}

Zone Table - MT2 for demonstration purposes only
\begin{tabular}{llr} 
ADDL LAND & FIELD NUMBER= 13 & TABLE \\
& & ID= MT2 \\
ADDL LAND CODE & DESCRIPTION & FACTOR \\
\(==========\) & ----------- & ------ \\
HI & HEAVY IND. & 0.2500 \\
LI & LIGHT IND. & 0.2500 \\
MP & PLANNED IND.DST & 0.2500 \\
M1 & LIGHT IND. DIST & 0.2500 \\
M2 & HEAVY IND. DIST & 0.2500 \\
M2C & HEAVY IND. COND & 0.2500 \\
M2CU & IND. DIS CONDUSE & 0.2500
\end{tabular}

Zone Table - MT3 for demonstration purposes only
\begin{tabular}{|c|c|c|}
\hline \multicolumn{2}{|l|}{ADDL LAND FIELD NUMBER= 13} & D= MT3 \\
\hline ADDL LAND CODE & DESCRIPTION & FACTOR \\
\hline HI & HEAVY IND. & 0.4000 \\
\hline LI & LIGHT IND. & 0.4000 \\
\hline M & INDUSTRIAL & 0.4000 \\
\hline MP & PLANNED IND.DST & 0.4000 \\
\hline M1 & LIGHT IND. DIST & 0.4000 \\
\hline M2 & HEAVY IND. DIST & 0.4000 \\
\hline M2C & HEAVY IND. COND & 0.4000 \\
\hline M2CU & IND. DIS CONDUSE & 0.4000 \\
\hline
\end{tabular}

Continuation of Zone Tables for Commercial Properties...

\section*{Zone Table - MT4 for demonstration purposes only}


\section*{Zone Table - MT5 for demonstration purposes only}


Zone Table - MT6 for demonstration purposes only
ADDL LAND FIELD NUMBER= 13 TABLE \(\operatorname{ID}=\) MT6
\begin{tabular}{lll}
\begin{tabular}{l} 
ADDL LAND CODE \\
\(==========\)
\end{tabular} & \multicolumn{1}{l}{ DESCRIPTION } & FACTOR \\
HI & HEAVY IND. & \\
LI & LIGHT IND. & 0.7000 \\
MP & PLANNED IND.DST & 0.7000 \\
M1 & LIGHT IND. DIST & 0.7000 \\
M2 & HEAVY IND. DIST & 0.7000 \\
M2C & HEAVY IND. COND & 0.7000 \\
M2CU & IND DIS CONUSE & 0.7000 \\
& & 0.7000
\end{tabular}

\section*{Continuation of Zone Tables for Commercial Properties...}

\section*{Zone Table - MT7 for demonstration purposes only}
```

ADDL LAND FIELD NUMBER= 13 TABLE ID= MT7
ADDL LAND CODE DESCRIPTION FACTOR
========== --------------- ------

| HI | HEAVY IND. | 0.8000 |
| :--- | :--- | :--- |
| HICZ | HVY IND CONUSE | 0.8000 |
| LI | LIGHT IND. | 0.8000 |
| MP | PLANNED IND.DST | 0.8000 |
| M1 | LIGHT IND. DIST | 0.8000 |
| M1P | LIGHT IND. DIST | 0.8000 |
| M2 | HEAVY IND. DIST | 0.8000 |
| M2C | HEAVY IND. COND | 0.8000 |
| M2CU | IND DIS CONUSE | 0.8000 |

```

Zone Table - MT8 for demonstration purposes only
\begin{tabular}{|c|c|c|}
\hline ADDL LAND & FIELD NUMBER= 13 & TABLE \(\mathrm{ID}=\mathrm{MT} 8\) \\
\hline ADDL LAND & CODE DESCRIPTION & FACTOR \\
\hline HI & HEAVY IND. & 1.0000 \\
\hline LI & LIGHT IND. & 1.0000 \\
\hline MP & PLANNED IND.DST & 1.0000 \\
\hline MPCU & PLAN IND/CONUSE & 1.0000 \\
\hline MU & MIXED USE & 1.0000 \\
\hline M1 & LIGHT IND. DIST & 1.0000 \\
\hline M1P & LIGHT IND. DIST & 1.0000 \\
\hline M2 & HEAVY IND. DIST & 1.0000 \\
\hline M2C & HEAVY IND. COND & 1.0000 \\
\hline M2CU & IND DIS CONUSE & 1.0000 \\
\hline TOD & TOWER OVLY DIST & 1.0000 \\
\hline
\end{tabular}

\section*{Continuation of Zone Tables for Commercial Properties...}

Zone Table - PT1 for demonstration purposes only
```

ACTION: R SCREEN: LANC USERID:
A D D I T I O N A L L A N D C O D E S
JURI= 20
ADDL LAND FIELD NUMBER= 13 TABLE ID= PT1
ADDL LAND CODE DESCRIPTION FACTOR
=========== -----------------------
OI OFC \& INSTITUTI 0.4000
OIC OFC \& INSTIT/CD 0.4000
OICZ OFC\&INSTIT/CDZN 0.4000
OISUP OFF/INST. SPUSE 0.4000
PDEC PLND DEV EMPCTR 0.4000
P1 PLANNED IND.DST 0.4000

```

Zone Table - PT2 for demonstration purposes only
```

ACTION: R SCREEN: LANC USERID:
-------------- A D D I T I O N A L L A N D C O D E S -----------
JURI= 20
ADDL LAND FIELD NUMBER= 13 TABLE ID= PT2
ADDL LAND CODE DESCRIPTION FACTOR
=========== -----------------------
OI OFC \& INSTITUTI 0.6500
OIC OFC \& INSTIT/CD 0.6500
OICZ OFC\&INSTIT/CDZN 0.6500
OISUP OFF/INST. SPUSE 0.6500
PDEC PLND DEV EMPCTR 0.6500
P1 PLANNED IND.DST 0.6500

```

\section*{B. Demonstration of Road Adjustment Tables for Commercial Properties}

Road Adjustment Table - CR1 for demonstration purposes only
```

ACTION: R SCREEN: LANC USERID:
H- -------------- A D D I T I O N A L L A N D C O D E S
--
ADDL LAND FIELD NUMBER= 04 TABLE ID= CR1
0 RES 4 LANE BUSY 1.0000
10 MAJ CORNER PARC 1.2500
11 MAJ CORNER OUTP 1.5000
12 OUT PARCEL 1.2500
13 SECONDARY ROAD 0.9000
14 SIDE STREET 0.7500
2 RES 2 LANE BUSY 1.0000
3 DEFAULT MAIN RD 1.0000
4 UNPAVED/GRAVEL 0.5000
5 ESMT/LIMIT ACES 0.5000
6 LANDLOCKED 0.4000
9 MAIN RATE RD 1.0000

```

Road Adjustment Table - CR2 for demonstration purposes only
```

ACTION: R SCREEN: LANC USERID:
H- ------------- A D D I T I O N A L L A N D C O D E
ADDL LAND FIELD NUMBER= 04 TABLE ID= CR2
=========== ----------------------
10 MAJ CORNER PARC 1.5000
11 MAJ CORNER OUTP 1.5000
12 OUT PARCEL 1.2500
13 SECONDARY ROAD 0.9000
14 SIDE STREET 0.7500
3 DEFAULT MAIN RD 1.0000
4 UNPAVED/GRAVEL 0.5000
5 ESMT/LIMIT ACES 0.5000
6 LANDLOCKED 0.4000
9 MAIN RATE RD 1.0000

```

Continuation of Road Adjustment Tables for Commercial Properties...
Road Adjustment Table - CR3 for demonstration purposes only


\section*{C. Size Adjustment Tables for Commercial Properties}

The following are size adjustment tables based on square foot rates. Each table has a coordinating size adjustment table for acreage rates. The acreage rate table schedules are: SATA1, SATA2, SATA3, SATA4, SATA5, SATA6, SATA7, SATA8, SATA9, SAA10, SAA11, SAA12, SAA13.

\section*{Size Adjustment Table - SAT1 for Demonstration Purposes}
```

ACTION: R SCREEN: SADJ
NEIGHBORHOOD LAND LINE SIZE ADJUSTMENT
SCHEDULES
JURI= 20 YEAR= 2017 ROLL= RR SCHEDULE=
SAT1
UPPER SIZE LIMIT FACTOR
============ -------
01- 00010454.40 0.6600
02- 00013939.20 0.7300
03- 00028749.60 0.9100
04- 00039204.00 0.9700
05- 00043560.00 1.0000
06- 00047916.00 1.0200
07- 00052272.00 1.0500
08- 00056628.00 1.1000
09- 00065340.00 1.2600
10- 00130680.00 1.3300
11- 00174240.00 1.4900
12- 00217800.00 1.6500
13- 00261360.00 1.8100
14- 99999999.99 1.8100

```

Continuation of Size Adjustment Tables for Commercial Properties...

Size Adjustment Table - SAT2 for Demonstration Purposes


Size Adjustment Table - SAT3 for Demonstration Purposes
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|l|}{ACTION: R SCREEN: SADJ} \\
\hline \multicolumn{4}{|l|}{NEIGHBORHOOD LAND LINE SIZE ADJUSTMENT SCHEDULES} \\
\hline JURI & 20 YEAR \(=2017\) & ROLL \(=\) RR & SCHEDULE= SAT3 \\
\hline & UPPER SIZE LIMIT & FACTOR & \\
\hline 01- & 00004356.00 & 1.0500 & \\
\hline 02- & 00008712.00 & 1.0400 & \\
\hline 03- & 00030492.00 & 1.0200 & \\
\hline 04 - & 00039204.00 & 1.0100 & \\
\hline 05- & 00043560.00 & 1.0000 & \\
\hline \(06-\) & 00052272.00 & 0.9900 & \\
\hline 07- & 00065340.00 & 0.9700 & \\
\hline 08- & 00074052.00 & 0.9600 & \\
\hline 09- & 00082764.00 & 0.9500 & \\
\hline 10- & 00087120.00 & 0.9400 & \\
\hline 11- & 00108900.00 & 0.9200 & \\
\hline 12- & 00130680.00 & 0.8900 & \\
\hline 13- & 00152460.00 & 0.8400 & \\
\hline 14- & 00304920.00 & 0.7700 & \\
\hline 15- & 00457380.00 & 0.6500 & \\
\hline 01- & 00609840.00 & 0.5200 & \\
\hline 02- & 00762300.00 & 0.4000 & \\
\hline 03- & 00914760.00 & 0.2700 & \\
\hline 04 - & 01089000.00 & 0.1400 & \\
\hline 05- & 99999999.99 & 0.1400 & \\
\hline
\end{tabular}

Continuation of Size Adjustment Tables for Commercial Properties...
Size Adjustment Table - SAT4 for Demonstration Purposes
\begin{tabular}{|c|c|c|c|}
\hline ACT & ON: R SCREEN: SA & & \\
\hline NEI & HBORHOOD LAND LIN & SIZE ADJ & STMENT \\
\hline SCH & DULES & & \\
\hline JUR & = 20 YEAR= 2017 & ROLL \(=\) RR & SCHEDULE \(=\) SAT4 \\
\hline & UPPER SIZE LIMIT & FACTOR & \\
\hline 01- & 00007840.80 & 1.0600 & \\
\hline 02- & 00008712.00 & 1.0600 & \\
\hline 03- & 00017424.00 & 1.0400 & \\
\hline 04 - & 00021780.00 & 1.0300 & \\
\hline 05- & 00026136.00 & 1.0200 & \\
\hline 06- & 00039204.00 & 1.0100 & \\
\hline 07- & 00043560.00 & 1.0000 & \\
\hline 08- & 00052272.00 & 0.9900 & \\
\hline 09- & 00060984.00 & 0.9800 & \\
\hline 10- & 00069696.00 & 0.9700 & \\
\hline 11- & 00078408.00 & 0.9600 & \\
\hline 12- & 00082764.00 & 0.9500 & \\
\hline 13- & 00087120.00 & 0.9300 & \\
\hline 14 - & 00130680.00 & 0.8900 & \\
\hline 15- & 00196020.00 & 0.7900 & \\
\hline 01- & 00261360.00 & 0.7000 & \\
\hline 02- & 00326700.00 & 0.6100 & \\
\hline 03- & 00392040.00 & 0.5200 & \\
\hline 04 - & 00457380.00 & 0.4300 & \\
\hline 05- & 00522720.00 & 0.2400 & \\
\hline 06- & 99999999.99 & 0.2400 & \\
\hline
\end{tabular}

\section*{Size Adjustment Table - SAT5 for Demonstration Purposes}
\begin{tabular}{|c|c|c|}
\hline \multicolumn{3}{|l|}{ACTION: R SCREEN: SADJ} \\
\hline \multicolumn{3}{|l|}{NEIGHBORHOOD LAND LINE SIZE ADJUSTMENT SCHEDULES} \\
\hline \multicolumn{3}{|l|}{\multirow[t]{2}{*}{\[
\begin{aligned}
\text { JURI }= & 20 \text { YEAR }=2017 \quad \text { ROLL }=\text { RR } \quad \text { SCHEDULE }=\text { SAT5 } \\
& \text { UPPER SIZE LIMIT FACTOR }
\end{aligned}
\]}} \\
\hline & & \\
\hline 01- & 00016117.20 & 1.3000 \\
\hline 02- & 00017414.00 & 1.2900 \\
\hline 03- & 00021780.00 & 1.2400 \\
\hline 04 - & 00026136.00 & 1.1900 \\
\hline 05- & 00030056.40 & 1.1400 \\
\hline 06- & 00030492.00 & 1.1300 \\
\hline 07- & 00034848.00 & 1.0900 \\
\hline 08- & 00039204.00 & 1.0500 \\
\hline 09- & 00043560.00 & 1.0000 \\
\hline 10- & 00047916.00 & 0.9200 \\
\hline 11- & 00052272.00 & 0.8500 \\
\hline 12- & 00054450.00 & 0.8200 \\
\hline 13- & 00056628.00 & 0.7900 \\
\hline 14 - & 00060984.00 & 0.7400 \\
\hline 15- & 00065340.00 & 0.7000 \\
\hline 01- & 00066646.80 & 0.6900 \\
\hline 02- & 00068824.80 & 0.6700 \\
\hline 03- & 00076230.00 & 0.6100 \\
\hline 04 - & 00081892.80 & 0.5700 \\
\hline 05- & 99999999.99 & 0.5700 \\
\hline
\end{tabular}

Continuation of Size Adjustment Tables for Commercial Properties...
Size Adjustment Table - SAT6 for Demonstration Purposes


Size Adjustment Table - SAT7 for Demonstration Purposes
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|l|}{ACTION: R SCREEN: SADJ} \\
\hline \multicolumn{4}{|l|}{NEIGHBORHOOD LAND LINE SIZE ADJUSTMENT SCHEDULES} \\
\hline JUR & \(=20 \quad \mathrm{YEAR}=2017\) & ROLL \(=\) RR & SCHEDULE= SAT7 \\
\hline & UPPER SIZE LIMIT & FACTOR & \\
\hline 01- & 00029185.20 & 1.8400 & \\
\hline 02- & 00039204.00 & 1.3300 & \\
\hline 03- & 00043560.00 & 1.0000 & \\
\hline 04- & 00052272.00 & 0.8500 & \\
\hline 05- & 00054450.00 & 0.8400 & \\
\hline 06- & 00060984.00 & 0.7700 & \\
\hline 07- & 00065340.00 & 0.7200 & \\
\hline 08- & 00087120.00 & 0.6800 & \\
\hline 09- & 00217800.00 & 0.6200 & \\
\hline 10- & 00304920.00 & 0.5300 & \\
\hline 11- & 00392040.00 & 0.5000 & \\
\hline 12- & 00435600.00 & 0.4800 & \\
\hline 13- & 00871200.00 & 0.4400 & \\
\hline 14- & 01045440.00 & 0.4200 & \\
\hline 15- & 01306800.00 & 0.3500 & \\
\hline 01- & 99999999.99 & 0.3500 & \\
\hline
\end{tabular}

Continuation of Size Adjustment Tables for Commercial Properties...
Size Adjustment Table - SAT8 for Demonstration Purposes
\begin{tabular}{|c|c|c|c|}
\hline ACT & ON: R SCREEN: S & ADJ & \\
\hline NEI & HBORHOOD LAND LI & NE SIZE ADJ & JUSTMENT \\
\hline SCH & DULES & & \\
\hline JUR & \(=20\) YEAR= 2017 & ROLL \(=\) RR & SCHEDULE \(=\) SAT8 \\
\hline & UPPER SIZE LIMIT & FACTOR & \\
\hline 01- & 00039204.00 & 1.0200 & \\
\hline 02- & 00043560.00 & 1.0000 & \\
\hline 03- & 00054450.00 & 0.9100 & \\
\hline 04 - & 00056628.00 & 0.8800 & \\
\hline 05- & 00065340.00 & 0.7800 & \\
\hline 06- & 00087120.00 & 0.7500 & \\
\hline 07- & 00174240.00 & 0.7200 & \\
\hline 08- & 00217800.00 & 0.6600 & \\
\hline 09- & 00304920.00 & 0.6000 & \\
\hline 10- & 00392040.00 & 0.5600 & \\
\hline 11- & 00435600.00 & 0.5400 & \\
\hline 12- & 00653400.00 & 0.4800 & \\
\hline 13- & 99999999.99 & 0.4800 & \\
\hline
\end{tabular}

Size Adjustment Table - SAT9 for Demonstration Purposes


Continuation of Size Adjustment Tables for Commercial Properties...
Size Adjustment Table - SAT10 for Demonstration Purposes


Size Adjustment Table - SAT11 for Demonstration Purposes
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|l|}{ACTION: R SCREEN: SADJ} \\
\hline \multicolumn{4}{|l|}{\multirow[t]{2}{*}{NEIGHBORHOOD LAND LINE SIZE ADJUSTMENT}} \\
\hline & & & SCHEDULES \\
\hline \multirow[t]{3}{*}{} & \(=20 \quad \mathrm{YEAR}=2017\) & ROLL \(=\) RR & SCHEDULE= \\
\hline & \[
11
\] & & \\
\hline & UPPER SIZE LIMIT & FACTOR & \\
\hline \(01-\) & 00039204.00 & 1.0300 & \\
\hline \(02-\) & 00043560.00 & 1.0000 & \\
\hline 03- & 00052272.00 & 0.8500 & \\
\hline \(04-\) & 00054450.00 & 0.8400 & \\
\hline 05- & 00065340.00 & 0.7200 & \\
\hline 06 & 00078408.00 & 0.6200 & \\
\hline \(07-\) & 00087120.00 & 0.5600 & \\
\hline 08- & 00130680.00 & 0.5200 & \\
\hline 09- & 00217800.00 & 0.4400 & \\
\hline 10- & 00304920.00 & 0.4100 & \\
\hline 11- & 00435600.00 & 0.3000 & \\
\hline 12- & 00653400.00 & 0.2200 & \\
\hline 13- & 00871200.00 & 0.1900 & \\
\hline \(14-\) & 01089000.00 & 0.1700 & \\
\hline 15- & 99999999.99 & 0.1700 & \\
\hline
\end{tabular}

Continuation of Size Adjustment Tables for Commercial Properties...
Size Adjustment Table - SAT12 for Demonstration Purposes


Size Adjustment Table - SAT13 for Demonstration Purposes
```

ACTION: R SCREEN: SADJ
NEIGHBORHOOD LAND LINE SIZE ADJUSTMENT
SCHEDULES
JURI= 20 YEAR= 2017 ROLL= RR SCHEDULE=
SAT13
UPPER SIZE LIMIT FACTOR
01- 00000000.01 1.0000
02- 99999999.00 1.0000

```

\section*{D. Value Ranges for Commercial Properties}

\section*{BASE RATE RANGES FOR COMMERCIAL PROPERTY}

COMMERCIAL (Includes PROFESSIONAL \& INDUSTRIAL) / APARTMENTS / MOBILE HOME PARKS
\begin{tabular}{|c|c|c|c|}
\hline \multirow[t]{5}{*}{} & & \multicolumn{2}{|l|}{RATE VALUE RANGES} \\
\hline & & LOW & HIGH \\
\hline & ACRE & 25,000 & 1,400,000 \\
\hline & SQUARE FOOT & 0.10 & 40.00 \\
\hline & FRONT FOOT & 200 & 5,000 \\
\hline \multicolumn{4}{|l|}{INDUSTRIAL} \\
\hline & ACRE & 6,000 & 1,400,000 \\
\hline & SQUARE FOOT & 0.10 & 30.00 \\
\hline \multicolumn{4}{|l|}{APARTMENT} \\
\hline & ACRE & 1,000 & 450,000 \\
\hline & SQUARE FOOT & 0.10 & 12.00 \\
\hline & UNIT & 1,500 & 20,000 \\
\hline \multicolumn{4}{|l|}{MOBILE HOME} \\
\hline PARK & ACRE & 1,000 & 450,000 \\
\hline & SQUARE FOOT & 0.03 & 11.00 \\
\hline
\end{tabular}

Individual property land values may be adjusted for factors not reflected in the base rate. Factors include but are not limited to: size, shape, zoning, topography, easements, corner influence, ingress \& egress, location, and any other factor.

Apartment land can be valued at per unit cost, with any residual / undeveloped land valued as such or as excess acreage.

\section*{E. Cell Tower Sites and Solar Farm Acreage}

\section*{Cell Towers}

Over the past years, companies have been leasing portions of land for cell towers; this includes but is not limited to urban sites, suburban sites and rural sites. Uses on these leased spaces are limited to the use of the lessee and would change all present land uses to commercial. Per the North Carolina General Statutes as of July 1, 2015 (NCGS 105-333(17a, b)) all cell towers, equipment and site improvements (fencing, shelters, etc.) will be assessed by the North Carolina Department of Revenue. It is up to the county, however, to assess the cell tower site (land only). Research has found that these cell tower sites are normally leased and thus provides a source of income to the site or land. It is required that this source of income be recognized and how it contributes to the market value of the land or site. Data has been collected from a number of sources: companies that lease the space and several land owners that benefit from the lease. Lease information has been considered in the development of a "per site" value. Cell tower sites typically take up approximately .25 acre or 10,890 square feet. The actual site size can range from .03 acre to approximately 1 acre thus for the purpose of valuation and to remain equitable, cell tower sites have been valued at a per site value (as a lot value). The location of the site has also been considered. An adjustment has been made to those sites that are in more rural or remote areas versus those that are in higher densely populated areas.

Cell Tower Sites value range from \(\$ 50,000\) to \(\$ 150,000\) per lot or site.

\section*{Solar Farms}

Over the past years, companies have been leasing portion of land or selling land for solar farms. A solar farm is also considered a commercial land use. Research has found that solar companies often lease the land from the land owner which then equates to additional income for the land and thus contributes to the market value of the land. Data was collected from landowners/the lessor and this has been used to develop a per acre value for acreage that is used as a solar farm. The value determined is considered an average value.

Solar Farm values range from \(\$ 8,000\) to 25,000 per acre.

\section*{4. Acreage}

Because of the high number of variables influencing the value of land, this section is tendered only as a general guideline. The individual appraiser must evaluate location, shape, size, topography, highest and best use, zoning, soil type, and any other factor or market conditions before making a final determination of the parcel's land value. The parcels of land are valued for the amount of acreage they contain.

In residential neighborhoods or subdivisions a lot or site value is derived and used to value individual lots. Parcels that are larger or are excess acreage or rural tracts of land are valued by applying an acreage rate. Generally for the rural acreage parcels, the land rate and prices were established using multiple regression analysis based on market sales. The different market and geographic areas of the county were analyzed and stratified to create district neighborhoods. The regression analysis was performed on the sales of vacant land within these district neighborhoods, grouping similar districts where indicated. Coefficients and factors are derived from this regression analysis and this assists in establishing standard adjustments for zoning, road access, location and size. The sales in each district area are reviewed and analyzed to determine a base acreage rate also.

The following page shows two maps which provide an overview of the geographical breakdown of the county. The first map was used for a cluster number reassignment process. The second map was for the reassignment of the rural neighborhood property numbers as well as for clustering or grouping. For those rural areas where individual properties were assigned a district neighborhood number, careful review of sales within those districts generated the land tables used to adjust for zoning, size and road adjustments tables. A sample is provided (for demonstration purposes only) on subsequent pages following the maps. There are many different size, road and zone adjustment tables used throughout the (NBHL) neighborhood land valuation process. All land tables created and used may not be listed or displayed in this Schedule of Values. A complete record is found within the OASIS/CAMA system for all land tables used for the 2017 land valuation part. Examples of land tables are shown and references listed for all other tables used for 2017 in the OASIS/CAMA system. Any omission of reference is not intentional.

Again an example of a land table is included just for demonstration purposes, along with a regression summary and a chart. At the time of this printing the final tables and charts may not have been finalized. The significance levels and complete explanations of said are beyond the scope of this document but are readily available in basic statistics textbooks at both the high school and college level.

Individual property land values may be adjusted for factors not reflected in the base rate. Factors include but are not limited to size, shape, zoning, topography, easements, external influence, ingress \& egress, location, and any other factor.

Section A - is a demonstration of zone adjustment land tables associated with rural/district designated neighborhoods.

Section B - is a demonstration of size adjustment land tables associated with designated rural/district neighborhoods.

Section C - is a demonstration of various road land tables associated rural/district designated neighborhoods.

Section D - are some typical land value ranges for rural/district neigborhoods.

\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline Pin & Nbhd & acreage & saledate1 & Price-
\[
1
\] & \[
\begin{gathered}
\text { ppacre- } \\
1
\end{gathered}
\] & luse1 & zone1 & Road \\
\hline 0442.01-09-6836- & 4000 & 0.28 & 08-Oct-12 & 4500 & 16071 & 0300 & A1 & 6 \\
\hline 0412.01-37-5567- & 4000 & 0.46 & 01-May-12 & 15000 & 32608 & 0400 & RR & 3 \\
\hline 0413.07-57-5838- & 4000 & 0.51 & 01-Jun-11 & 13500 & 26470 & 0300 & R6A & 4 \\
\hline 0442-43-4015- & 4000 & 0.93 & 18-Dec-12 & 14000 & 15053 & 0300 & R40 & 3 \\
\hline 0431-79-7795- & 4000 & 1 & 30-Aug-11 & 17500 & 17500 & 0400 & A1 & 3 \\
\hline 0442-19-7456- & 4000 & 1 & 11-Oct-11 & 15000 & 15000 & 0400 & R6A & 4 \\
\hline 0431.02-99-7216- & 4000 & 1 & 26-Mar-14 & 20000 & 20000 & 0300 & A1 & 3 \\
\hline 0453.04-62-0065- & 4000 & 1.64 & 02-May-13 & 19000 & 11585 & 0400 & R40 & 3 \\
\hline 0453-62-0893- & 4000 & 1.69 & 24-Jul-09 & 14000 & 8284 & 0300 & R40A & 3 \\
\hline 0421.03-33-7486- & 4000 & 1.9 & 14-Oct-13 & 30000 & 15789 & 0300 & A1 & 3 \\
\hline 0431.02-79-2315- & 4000 & 1.92 & 08-Aug-13 & 31000 & 16145 & 0300 & A1 & 3 \\
\hline 0451.03-23-5854- & 4000 & 2 & 11-Feb-13 & 25500 & 12750 & 0300 & A1 & 3 \\
\hline 0453.04-60-2159- & 4000 & 2.01 & 03-Apr-09 & 20500 & 10199 & 0400 & R40A & 3 \\
\hline 0421.02-88-1770- & 4000 & 2.03 & 05-Aug-11 & 24000 & 11822 & 2096 & A1 & 3 \\
\hline 0431.03-24-1712- & 4000 & 2.41 & 25-Sep-09 & 24000 & 9958 & 2096 & A1 & 3 \\
\hline 0442.03-34-7944- & 4000 & 2.53 & 02-Feb-09 & 21500 & 8498 & 2096 & A1 & 5 \\
\hline 0464.03-00-6849- & 4000 & 3 & 20-Nov-13 & 46500 & 15500 & 2096 & A1 & 3 \\
\hline 0421-33-7987- & 4000 & 4.02 & 24-Feb-14 & 55000 & 13681 & 0300 & A1 & 3 \\
\hline 0421-34-4486- & 4000 & 4.04 & 27-May-15 & 55000 & 13613 & 0300 & A1 & 3 \\
\hline 0421-34-6372- & 4000 & 4.32 & 24-Mar-14 & 55000 & 12731 & 0400 & A1 & 3 \\
\hline 0422.04-73-2807- & 4000 & 4.94 & 16-Dec-11 & 39000 & 7894 & 2096 & A1 & 3 \\
\hline 0421.03-44-3239- & 4000 & 5 & 27-Mar-14 & 60000 & 12000 & 0400 & A1 & 3 \\
\hline 0421.01-43-3704- & 4000 & 5 & 23-Dec-14 & 60000 & 12000 & 0300 & A1 & 3 \\
\hline 0421.03-44-3547- & 4000 & 5.06 & 05-Dec-14 & 62500 & 12351 & 0300 & A1 & 3 \\
\hline 0453.04-50-7555- & 4000 & 5.1 & 24-Jun-10 & 40000 & 7843 & 2096 & A1 & 3 \\
\hline 0432.14-23-9175- & 4000 & 5.55 & 02-Oct-12 & 53000 & 9549 & 2300 & A1 & 4 \\
\hline 0432.14-33-4305- & 4000 & 5.55 & 18-Sep-13 & 53500 & 9639 & 2300 & A1 & 5 \\
\hline 0432.14-33-1296- & 4000 & 5.55 & 07-Nov-13 & 55000 & 9909 & 2300 & A1 & 5 \\
\hline 0441.03-40-7276- & 4000 & 5.89 & 04-Apr-11 & 40000 & 6791 & 2096 & A1 & 0 \\
\hline 0431.04-73-1349- & 4000 & 6.72 & 17-Nov-10 & 64500 & 9598 & 2096 & A1 & 3 \\
\hline 0422.01-18-9267- & 4000 & 7.05 & 11-Jun-09 & 63000 & 8936 & 2300 & A1 & 3 \\
\hline 0452.02-68-3129- & 4000 & 8.27 & 06-Jul-15 & 85000 & 10278 & 2096 & A1 & 3 \\
\hline 0454.03-21-8901- & 4000 & 10 & 18-May-10 & 80000 & 8000 & 2096 & A1 & 5 \\
\hline 0421.01-07-5528- & 4000 & 10.77 & 23-Jun-10 & 82500 & 7660 & 2350 & A1 & 3 \\
\hline 0422.01-27-1101- & 4000 & 12 & 04-Nov-10 & 92000 & 7666 & 2096 & A1 & 3 \\
\hline 0402.02-78-8367- & 4000 & 12.24 & 07-Jan-13 & 89000 & 7271 & 0300 & RR & 3 \\
\hline 0421.03-34-0020- & 4000 & 13.4 & 05-Dec-12 & 120000 & 8955 & 2096 & A1 & 3 \\
\hline 0451.03-43-3948- & 4000 & 15.09 & 14-Jun-11 & 106500 & 7057 & 2096 & A1 & 4 \\
\hline 0443.01-27-4294- & 4000 & 25.86 & 12-Jun-14 & 400000 & 15467 & 2096 & R15CD & 3 \\
\hline 0451.01-14-2898- & 4000 & 26.86 & 22-Dec-09 & 131000 & 4877 & 2096 & A1 & 3 \\
\hline 0443.01-48-6073- & 4000 & 37 & 31-Aug-10 & 481000 & 13000 & 2096 & R15 & 3 \\
\hline 0451.01-35-2269- & 4000 & 77.2 & 31-Jan-14 & 300000 & 3886 & 2096 & A1 & 3 \\
\hline 0452.04-63-5671- & 4000 & 134.8 & 14-Jun-10 & 404500 & 3000 & 2096 & A1 & 5 \\
\hline 0440.01-17-0016- & 4000 & 225.55 & 25-Apr-14 & 390000 & 1729 & 2096 & A1 & 3 \\
\hline 0442.02-06-0416- & 4000 & 1.67 & 07-Oct-11 & 25500 & 15269 & 0300 & RR & 5 \\
\hline 0453-62-1609- & 4000 & 1.72 & 19-Nov-10 & 13500 & 7848 & 0300 & R40A & 3 \\
\hline 0443-63-2434- & 4000 & 2 & 05-Nov-09 & 13500 & 6750 & 0300 & A1 & 0 \\
\hline 0421.01-27-1178- & 4000 & 2 & 28-Oct-11 & 40000 & 20000 & 0300 & A1 & 3 \\
\hline 0412.01-35-9544- & 4000 & 2 & 18-May-12 & 22500 & 11250 & 0400 & RR & 2 \\
\hline 0433.03-20-3744- & 4000 & 2.11 & 16-Jul-12 & 20000 & 9478 & 2096 & A1 & 3 \\
\hline 0443.03-20-5678- & 4000 & 2.17 & 11-Mar-14 & 18000 & 8294 & 2300 & A1 & 5 \\
\hline 0430.04-73-8820- & 4000 & 2.49 & 15-Jul-10 & 32500 & 13052 & 2096 & A1 & 4 \\
\hline 0453.02-75-0018- & 4000 & 2.53 & 04-Jun-10 & 17000 & 6719 & 2096 & A1 & 3 \\
\hline 0431.02-99-3271- & 4000 & 2.56 & 19-Nov-13 & 53000 & 20703 & 2096 & R40A & 3 \\
\hline 0403.04-60-0786- & 4000 & 2.9 & 04-May-11 & 17000 & 5862 & 0400 & RR & 5 \\
\hline 0431.01-37-8560- & 4000 & 3.02 & 22-Jul-09 & 58000 & 19205 & 0400 & A1 & 3 \\
\hline 0421.01-06-9349- & 4000 & 3.64 & 19-Mar-10 & 25000 & 6868 & 2096 & A1 & 3 \\
\hline 0421.01-34-1568- & 4000 & 3.83 & 30-Apr-14 & 62500 & 16318 & 0300 & A1 & 3 \\
\hline 0339.01-49-5882- & 4000 & 5.46 & 07-Jan-15 & 90000 & 16483 & 2096 & A1 & 3 \\
\hline 0421.01-16-0123- & 4000 & 9.47 & 21-Apr-15 & 60000 & 6335 & 2096 & A1 & 3 \\
\hline 0402.02-79-3548- & 4000 & 14.79 & 30-Jun-15 & 62000 & 4192 & 2300 & RR & 5 \\
\hline 0431.03-03-6300- & 4000 & 62.41 & 23-Apr-09 & 408000 & 6537 & 2096 & A1 & 3 \\
\hline
\end{tabular}

SUMMARY
OUTPUT
\begin{tabular}{lr}
\hline \multicolumn{2}{c}{ Regression Statistics } \\
\hline Multiple R & 0.980475766 \\
R Square & 0.961332728 \\
Adjusted R Square & 0.916790853 \\
Standard Error & 0.119077669 \\
Observations & 44 \\
\hline
\end{tabular}
\begin{tabular}{|l|}
\hline NBHD 4000 \\
Base Road 3 \\
Base Zone A1 \\
\hline
\end{tabular}
\begin{tabular}{lcccccc} 
ANOVA \\
& \(d f\) & & \(S S\) & \(M S\) & \(F\) & Significance \(F\) \\
\hline Regression & & 12 & 11.28082401 & 0.940068667 & 72.32484086 & \(3.25387 \mathrm{E}-19\) \\
Residual & 32 & 0.453743723 & 0.014179491 & & \\
Total & 44 & 11.73456773 & & & \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline & Coefficients & Standard Error & \(t\) Stat & \(P\)-value & Lower 95\% & Upper 95\% & Lower 95.0\% & Upper 95.0\% \\
\hline Intercept & 10.08695357 & 0.065317336 & 154.4299601 & \(1.51328 \mathrm{E}-47\) & 9.953906507 & 10.22000062 & 9.953907 & 10.22 \\
\hline YOS & -0.059758489 & 0.010733247 & -5.567605703 & \(3.80853 \mathrm{E}-06\) & -0.081621398 & -0.03789558 & -0.08162 & -0.0379 \\
\hline Zone Type RR & -0.091027174 & 0.107058075 & -0.850259768 & 0.401497927 & -0.309097334 & 0.127042987 & -0.3091 & 0.127043 \\
\hline Zone R7.5 & 0 & 0 & 65535 & \#NUM! & 0 & 0 & 0 & 0 \\
\hline Zone R40/R40A & -0.242588669 & 0.073665216 & -3.293123713 & 0.00242303 & -0.392639802 & -0.092537535 & -0.39264 & -0.09254 \\
\hline Zone R15/R15CD & 0.819963097 & 0.105516134 & 7.77097365 & \(7.3167 \mathrm{E}-09\) & 0.605033766 & 1.034892427 & 0.605034 & 1.034892 \\
\hline Road 0,1,2 & -0.302228326 & 0.123869807 & -2.439886953 & 0.020412979 & -0.554542865 & -0.049913787 & -0.55454 & -0.04991 \\
\hline Road 4,5,8 & -0.050551672 & 0.049282803 & -1.025746675 & 0.312702832 & -0.150937457 & 0.049834113 & -0.15094 & 0.049834 \\
\hline Road 6,7 & -1.316087677 & 0.277744623 & -4.738481204 & \(4.2431 \mathrm{E}-05\) & -1.881834958 & -0.750340395 & -1.88183 & -0.75034 \\
\hline LN( Acre) & -0.584516333 & 0.067601671 & -8.646477539 & \(7.0111 \mathrm{E}-10\) & -0.722216431 & -0.446816235 & -0.72222 & -0.44682 \\
\hline \(\ln \mathrm{Ac}^{\wedge} 2\) & 0.202977648 & 0.076318804 & 2.659602064 & 0.012119801 & 0.047521333 & 0.358433964 & 0.047521 & 0.358434 \\
\hline \(\ln \mathrm{Ac}^{\wedge} 3\) & -0.04294083 & 0.028081117 & -1.52917102 & 0.13604815 & -0.100140193 & 0.014258533 & -0.10014 & 0.014259 \\
\hline \(\underline{\ln \mathrm{Ac}^{\wedge} 4}\) & 0.001964269 & 0.003093721 & 0.634921105 & 0.529993811 & -0.004337435 & 0.008265973 & -0.00434 & 0.008266 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{5}{*}{Acres} & 1 & 2 & 3 & 4 & 5 & 8 & 10 & 12 & 15 \\
\hline & 0 & 0.693147181 & 1.098612289 & 1.386294361 & 1.609437912 & 2.079441542 & 2.302585093 & 2.48490665 & 2.708050201 \\
\hline & 0 & 0.480453014 & 1.206948961 & 1.921812056 & 2.590290394 & 4.324077125 & 5.30189811 & 6.17476106 & 7.333535892 \\
\hline & 0 & 0.333024652 & 1.32596896 & 2.664197216 & 4.168911564 & 8.991665604 & 12.20807155 & 15.3437048 & 19.85958335 \\
\hline & 0 & 0.230835099 & 1.456725794 & 3.693361577 & 6.709604325 & 18.69764299 & 28.11012357 & 38.1276741 & 53.78074867 \\
\hline Adj Factor & 1 & 0.725074002 & 0.636831633 & 0.590152153 & 0.559445732 & 0.503003112 & 0.477715139 & 0.45698329 & 0.431062218 \\
\hline Ind PPAcre & 24,000 & 17,402 & 15,284 & 14,164 & 13,427 & 12,072 & 11,465 & 10,968 & 10,345 \\
\hline Ind Value & 24,000 & 34,804 & 45,852 & 56,655 & 67,133 & 96,577 & 114,652 & 131,611 & 155,182 \\
\hline \multirow[t]{5}{*}{Acres} & 20 & 25 & 50 & 75 & 100 & 125 & 150 & 200 & 250 \\
\hline & 2.995732274 & 3.218875825 & 3.912023005 & 4.3174881 & 4.6051702 & 4.8283137 & 5.0106353 & 5.2983174 & 5.5214609 \\
\hline & 8.974411855 & 10.36116158 & 15.30392399 & 18.6407036 & 21.2075924 & 23.3126135 & 25.1064661 & 28.0721669 & 30.4865307 \\
\hline & 26.88493523 & 33.35129251 & 59.86930274 & 80.4810163 & 97.6645724 & 112.5606122 & 125.7993449 & 148.7352495 & 168.3301876 \\
\hline & 80.54006814 & 107.3536692 & 234.2100896 & 347.4758311 & 449.7619772 & 543.4779503 & 630.3346375 & 788.0465554 & 929.4285521 \\
\hline Adj Factor & 0.396250573 & 0.368003811 & 0.274975636 & 0.220164169 & 0.183145518 & 0.156265622 & 0.135805949 & 0.106691873 & 0.086996264 \\
\hline Ind PPAcre & 9,510 & 8,832 & 6,599 & 5,284 & 4,395 & 3,750 & 3,259 & 2,561 & 2,088 \\
\hline Ind Value & 190,200 & 220,802 & 329,971 & 396,296 & 439,549 & 468,797 & 488,901 & 512,121 & 521,978 \\
\hline
\end{tabular}


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Demonstration of a size adjustment chart from District Sales.
\begin{tabular}{|cc|}
\hline Base Rate & \(\$ 24,000\) \\
\hline NBHD 4000 \\
\hline
\end{tabular}
\(y=1.1793 x^{\wedge}-0.413\)
\begin{tabular}{|c|c|c|c|c|}
\hline Acre & \begin{tabular}{l}
Power \\
Formula
\end{tabular} & Adjustment & Indicated Value & \begin{tabular}{l}
Suggested PP \\
Acre
\end{tabular} \\
\hline 1.00 & 1.17930 & 1.17930 & 28,303 & 28,303 \\
\hline 1.05 & 1.15577 & 1.15577 & 29,126 & 27,739 \\
\hline 1.10 & 1.13378 & 1.13378 & 29,932 & 27,211 \\
\hline 1.15 & 1.11316 & 1.11316 & 30,723 & 26,716 \\
\hline 1.20 & 1.09376 & 1.09376 & 31,500 & 26,250 \\
\hline 1.25 & 1.07548 & 1.07548 & 32,264 & 25,811 \\
\hline 1.50 & 0.99747 & 0.99747 & 35,909 & 23,939 \\
\hline 2.00 & 0.88573 & 0.88573 & 42,515 & 21,257 \\
\hline 2.50 & 0.80775 & 0.80775 & 48,465 & 19,386 \\
\hline 3.00 & 0.74916 & 0.74916 & 53,939 & 17,980 \\
\hline 5.00 & 0.60667 & 0.60667 & 72,800 & 14,560 \\
\hline 7.00 & 0.52796 & 0.52796 & 88,697 & 12,671 \\
\hline 10.00 & 0.45564 & 0.45564 & 109,354 & 10,935 \\
\hline 15.00 & 0.38539 & 0.38539 & 138,740 & 9,249 \\
\hline 20.00 & 0.34221 & 0.34221 & 164,263 & 8,213 \\
\hline 25.00 & 0.31209 & 0.31209 & 187,252 & 7,490 \\
\hline 30.00 & 0.28945 & 0.28945 & 208,404 & 6,947 \\
\hline 40.00 & 0.25702 & 0.25702 & 246,743 & 6,169 \\
\hline 50.00 & 0.23440 & 0.23440 & 281,275 & 5,625 \\
\hline 75.00 & 0.19825 & 0.19825 & 356,859 & 4,758 \\
\hline 100.00 & 0.17605 & 0.17605 & 422,509 & 4,225 \\
\hline 125.00 & 0.16055 & 0.16055 & 481,639 & 3,853 \\
\hline 150.00 & 0.14890 & 0.14890 & 536,045 & 3,574 \\
\hline 175.00 & 0.13972 & 0.13972 & 586,812 & 3,353 \\
\hline 200.00 & 0.13222 & 0.13222 & 634,659 & 3,173 \\
\hline 250.00 & 0.12058 & 0.12058 & 723,480 & 2,894 \\
\hline 300.00 & 0.11183 & 0.11183 & 805,204 & 2,684 \\
\hline 400.00 & 0.09931 & 0.09931 & 953,333 & 2,383 \\
\hline 999.00 & 0.06805 & 0.06805 & 1,631,475 & 1,633 \\
\hline
\end{tabular}

\section*{A. Zone Adjustment Tables for Rural Properties}

Example of a Zone Adjustment Land Table for demonstration purposes only.
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{2}{|l|}{ACTION: R SCREEN: LANC} & NC ADDL LAND F & \(B E R=13\) & TABLE ID= Z00 \\
\hline & ADDL LAND CODE & DESCRIPTION & FACTOR & \\
\hline 01- & AR & AGRI RES & 1.3000 & \\
\hline 02- & ARMH & AGRI/MH OVERLAY & 1.3000 & \\
\hline 03- & ARMHO & AGRI RES/MHOVLA & 1.3000 & \\
\hline 04 - & A1 & AGRI DIST & 1.0000 & \\
\hline 05- & A1A & AGRI DIST & 1.0000 & \\
\hline \(06-\) & C1P & SHOPPING CT USE & 1.0000 & \\
\hline 07- & MH & MANUFACTURED HM & 2.2000 & \\
\hline 08- & MHO & MANUFHM OVERLAY & 2.2000 & \\
\hline 09- & MR5 & MIXED RESI 5 & 2.2000 & \\
\hline \(10-\) & MR5A & MIX RES 5/APTOL & 2.2000 & \\
\hline 11- & MR5C & MIX RES 5 COND & 2.2000 & \\
\hline 12- & MR5M & MIX RES 5/MH OL & 2.2000 & \\
\hline 13- & MU & MIXED USE & 1.8000 & \\
\hline 14 - & MUC & MIXED USE/COND & 1.8000 & \\
\hline 01- & MUD & MIXED USE DEV. & 1.8000 & \\
\hline 02- & MXD & MIXED DEVLOPMT & 1.8000 & \\
\hline \(03-\) & NZ & NO ZONING & 1.0000 & \\
\hline 04 - & PDR & PLANNED DEV RES & 1.8000 & \\
\hline 05- & PDTN & P DEV TRAD NBHD & 1.8000 & \\
\hline \(06-\) & PND & PLANNED NBHD & 1.8000 & \\
\hline \(07-\) & PNDM & PLAN NBHD MH DT & 1.8000 & \\
\hline 08- & RR & RURAL RES & 1.3000 & \\
\hline \(09-\) & RRDCU & RUR RES DEN CU & 1.3000 & \\
\hline 10- & R10 & RES DIST 10SF & 1.6000 & \\
\hline 11- & R10CU & SLGFAM RESID/CU & 1.6000 & \\
\hline 12- & R10M & RES DIST 10SF & 1.6000 & \\
\hline 13- & R15 & RES DIST 15SF & 1.6000 & \\
\hline 14 - & R15A & RES/AGRI 15SF & 1.6000 & \\
\hline 01- & R15CD & SGLFAM RES15/CD & 1.6000 & \\
\hline 02- & R20 & RES DIST 20SF & 1.3000 & \\
\hline 03- & R20A & RES/AGRI 20SF & 1.3000 & \\
\hline 04 - & R30 & RES DIST 30SF & 1.3000 & \\
\hline 05- & R30A & RES DIST 30SF & 1.3000 & \\
\hline \(06-\) & R30DC & RES R30 DD CON & 1.3000 & \\
\hline 07- & R40 & RES DIST 40SF & 1.0000 & \\
\hline 08- & R40A & RES/AGRI 40SF & 1.0000 & \\
\hline 09 & R40DC & RES 40SF DD CON & 1.0000 & \\
\hline 10- & R5 & RES DIST MULTI & 2.2000 & \\
\hline 11- & R5A & RES/AGRI MULTI & 2.2000 & \\
\hline 12- & R5C & SF RES 5 CONDIT & 2.2000 & \\
\hline 13- & R6 & RES DIST MULTI & 2.2000 & \\
\hline \(14-\) & R6A & RES/AGRI MULTI & 2.2000 & \\
\hline 01- & R6C & SF RES 6 CONDIT & 2.2000 & \\
\hline 02- & R6MH & RES/MH OVERLAY & 2.2000 & \\
\hline 03- & R7. 5 & RES DIST 7.5 SF & 2.2000 & \\
\hline 04 - & SF10 & SGL FAM RES 10 & 1.6000 & \\
\hline 05- & SF10A & S FAM R 10AIRPT & 1.6000 & \\
\hline \(06-\) & SF10M & S FAM R 10MHOL & 1.6000 & \\
\hline 07- & SF15 & SGL FAM RES 15 & 1.6000 & \\
\hline 08- & SF15A & SFRES 15/ARPTOL & 1.6000 & \\
\hline \(09-\) & SF15M & SFRES 15/MH OVL & 1.6000 & \\
\hline 10- & SF6 & SGL FAM RES 6 & 2.2000 & \\
\hline 11- & SF6A & SFRES 6 AIRPTOL & 2.2000 & \\
\hline 12- & SF6M & SFRES 6 MH OVLA & 2.2000 & \\
\hline 13- & UK & UNKNOWN & 1.0000 & \\
\hline
\end{tabular}

Example of a Zone Adjustment Land Table for demonstration purposes only.
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|l|}{ACTION: R SCREEN: LANC ADDL LAND FIELD NUMBER= 13 TABLE ID= Z01} \\
\hline & ADDL LAND CODE & DESCRIPTION & FACTOR \\
\hline 01- & AR & AGRI RES & 1.0000 \\
\hline 02- & ARMH & AGRI/MH OVERLAY & 1.0000 \\
\hline 03- & ARMHO & AGRI RES/MH OL & 1.0000 \\
\hline 04 - & A1 & AGRI DIST & 0.8500 \\
\hline 05- & A1A & AGRI DIST & 0.8500 \\
\hline \(06-\) & A1CZ & AGRI DIST COND & 0.8500 \\
\hline 07- & CD & CONS. DISTRICT & 1.0000 \\
\hline 08- & MA & MILITARY/AIRPT & 1.0000 \\
\hline 09- & MH & MANUFACTURED HM & 2.5000 \\
\hline 10- & MHO & MANUFHM OVERLAY & 2.5000 \\
\hline 11- & MHPD & MH PARK DIST & 2.5000 \\
\hline 12- & MR5 & MIXED RES 5 & 2.5000 \\
\hline 13- & MR5A & MIX RES 5/APTOL & 2.5000 \\
\hline 14 - & MR5C & MIX RES 5 COND & 2.5000 \\
\hline 01- & MR5M & MIX RES 5/MH OL & 2.5000 \\
\hline 02- & MU & MIXED USE & 3.2500 \\
\hline 03- & MUC & MIXED USE/COND & 3.2500 \\
\hline 04 - & MUCZ & MH PARK DIST & 2.5000 \\
\hline 05- & MUD & MIXED USE DEV. & 3.2500 \\
\hline \(06-\) & MXD & MIXED DEVLOPMT & 3.2500 \\
\hline 07- & MXDCU & MIX DEV CONDUSE & 3.2500 \\
\hline 08- & MXDCZ & MIX DEV COND ZN & 3.2500 \\
\hline 09- & NZ & NO ZONING & 0.8500 \\
\hline 10- & PDR & PLANNED DEV RES & 2.1000 \\
\hline 11- & PDTN & PL DV TRAD NBHD & 2.1000 \\
\hline 12- & PND & PLANNED NBHD & 2.1000 \\
\hline 13- & RR & RURAL RES & 1.0000 \\
\hline 14 - & R10 & RES DIST 10SF & 1.5000 \\
\hline 01- & R10M & RES MDIST 10SF & 1.5000 \\
\hline 02- & R15 & RES DIST 15SF & 1.5000 \\
\hline 03- & R15A & RES/AGRI 15SF & 1.5000 \\
\hline 04 - & R15CD & SGLFAM RES15/CD & 1.5000 \\
\hline 05- & R15M & RES MDIST 15 SF & 1.5000 \\
\hline \(06-\) & R20 & RES DIST 20SF & 1.0000 \\
\hline 07- & R20A & RES/AGRI 20SF & 1.0000 \\
\hline 08- & R30 & RES DIST 30SF & 1.0000 \\
\hline 09- & R40 & RES DIST 40SF & 0.8500 \\
\hline 10- & R40A & RES/AGRI 40SF & 0.8500 \\
\hline 11- & R5 & RES DIST MULTI & 2.5000 \\
\hline 12- & R5A & RES/AGRI MULTI & 2.5000 \\
\hline 13- & R5C & SF RES 5/COND & 2.5000 \\
\hline 14 - & R6 & RES DIST MULTI & 2.5000 \\
\hline 01- & R6A & RES/AGRI MULTI & 2.5000 \\
\hline 02- & R6C & SF RES 6/COND & 2.5000 \\
\hline 03- & R6MH & RES/MH OVERLAY & 2.5000 \\
\hline 04 - & R7. 5 & RES DIST 7.5 SF & 2.0000 \\
\hline 05- & R7.5C & RES DIST 7.5 CU & 2.0000 \\
\hline \(06-\) & SF10 & SF RES 10 & 1.5000 \\
\hline 07- & SF10A & SF RES 10/APTOL & 1.5000 \\
\hline 08- & SF10M & SF RES 10/MH OL & 1.5000 \\
\hline 09- & SF15 & SF RES 15 & 1.5000 \\
\hline 10- & SF15A & SF RES 15/APTOL & 1.5000 \\
\hline 11- & SF15M & SF RES 15/MH OL & 1.5000 \\
\hline 12- & SF6 & SF RES 6 & 2.5000 \\
\hline
\end{tabular}

\section*{Zone Adjustment Tables for Rural Properties continued.}

Example of a Zone Adjustment Land Table for demonstration purposes only.
ACTION: R SCREEN: LANC USERID:
```

    --------------- A D D I T I O N A L L A N D C O D E S
        ------- JURI= 20
    ADDL LAND FIELD NUMBER= 13 TABLE ID= Z02
    ADDL LAND CODE DESCRIPTION FACTOR
        =========== --------------- ------
    01- AR AGRI RES 1.0000
02- ARMH AGRI/MH OVERLAY 1.0000
03- A1 AGRI DIST 0.8500
04- A1A AGRI DIST 0.8500
05- MXD MIXED DEVLOPMT 3.0000
05- MUD MIXED USE 3.0000
06- NZ N.NTTMTRING 0NNG
07- PND PLANNED NBHD 2.1000
08- PNDM PLAN NBHD MH DT 2.1000
09- RR RURAL RES 1.0000
10- R10 RES DIST 10SF 1.5000
11- R15 RES DIST 15SF 1.5000
12- R15A RES/AGRI 15SF 1.5000
13- R20 RES DIST 20SF 1.0000
14- R20A RES/AGRI 20SF 1.0000
01- R30 RES DIST 30SF 1.0000
02- R40 RES DIST 40SF 0.8500
03- R40A RES/AGRI 40SF 0.8500
04- R5 RES DIST MULTI 2.5000
05- R5A RES/AGRI MULTI 2.5000
06- R5AM RES MH OVERLAY 2.5000
07- R6 RES DIST MULTI 2.5000
08- R6A RES/AGRI MULTI 2.5000
09- R6MH RES/MH OVERLAY 2.5000
10- R7.5 RES DIST 7.5 SF 2.0000
11- UK UNKNOWN 0.8500

```

Zone Tables listed in Residential Land Master List

\section*{B. Size Adjustment Tables for Rural Properties.}

Example of a Size Adjustment Land Table for demonstration purposes only.


Example of a Size Adjustment Land Table for demonstration purposes only.


Example of a Size Adjustment Land Table for demonstration purposes only.


Size Adjustment Tables listed in Master Residential Land Table

\section*{C. Road Tables Associated with Rural/District Neighborhoods.}

\section*{Demonstration of Road Adjustment Land Table}
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|l|}{\begin{tabular}{rlrrr} 
ACTION: & R SCREEN: LANC ADDL LAND FIELD NUMBER= 04 & TABLE ID= RDA \\
& ADDL LAND CODE & DESCRIPTION & FACTOR &
\end{tabular}} \\
\hline 01- & 0 & 4 LANE BUSY RD & 1.2000 \\
\hline 02- & 1 & ABUTS BUSY RD & 1.2000 \\
\hline 03- & 2 & 2 LANE BUSY RD & 1.2000 \\
\hline 04 - & 3 & PAVED & 1.0000 \\
\hline \(05-\) & 4 & UNPAVED DIRT & 0.7500 \\
\hline \(06-\) & 5 & ESMT LTD AC FLG & 0.8000 \\
\hline \(07-\) & 6 & LANDLOCKED & 0.5000 \\
\hline 08- & 7 & PAPER STREET & 0.5000 \\
\hline \(09-\) & 8 & GRAVEL & 0.7500 \\
\hline
\end{tabular}


ACTION: R SCREEN: LANC ADDL LAND FIELD NUMBER= 04 TABLE ID= RDR ADDL LAND CODE DESCRIPTION FACTOR

01- \(0 \quad 4\) LANE BUSY RD 1.0000
02- 1 ABUTS BUSY RD 1.0000
03- 2 2 LANE BUSY RD 1.0000
04-3 PAVED 1.0000
05- 4 UNPAVED DIRT 0.7500
06- 5 ESMT LTD AC FLG 0.8000
07- 6 LANDLOCKED 0.5000
08- 7 PAPER STREET 0.5000
09- 8 GRAVEL 0.7500
Road Adjustment Tables listed in Master Residential Land Table

\section*{D. Values or Value Ranges for Acreage}

For Rural Property
Some of the Acreage Land Types
Values or Value Ranges
2096 LL
2250 LL
2300 LL
2350 LL
All Types of Submerged Land
from A750 to R750 LL
No less than \(\$ 300\) to \(\$ 200,000\) per Acre \(\$ 700\) per Acre
\(\$ 300\) per Acre
\(\$ 300\) per Acre
\(\$ 700\) per Acre

\section*{5. Master Residential Land Tables}

\section*{Zoning Tables}
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{5}{|l|}{ACTION: R SCREEN: LANC ADDL LAND FIELD NUMBER= 13 TABLE ID= Z00} \\
\hline & ADDL LAND CODE & DESCRIPTION & FACTOR & \\
\hline 01- & AR & AGRI RES & 1.3000 & \\
\hline 02- & ARMH & AGRI/MH OVERLAY & 1.3000 & \\
\hline 03- & ARMHO & AGRI RES/MHOVLA & 1.3000 & \\
\hline 04 - & A1 & AGRI DIST & 1.0000 & \\
\hline 05- & A1A & AGRI DIST & 1.0000 & \\
\hline \(06-\) & C1P & SHOPPING CT USE & 1.0000 & \\
\hline 07- & MH & MANUFACTURED HM & 2.2000 & \\
\hline 08- & MHO & MANUFHM OVERLAY & 2.2000 & \\
\hline 09- & MR5 & MIXED RESI 5 & 2.2000 & \\
\hline 10- & MR5A & MIX RES 5/APTOL & 2.2000 & \\
\hline 11- & MR5C & MIX RES 5 COND & 2.2000 & \\
\hline 12- & MR5M & MIX RES 5/MH OL & 2.2000 & \\
\hline 13- & MU & MIXED USE & 1.8000 & \\
\hline \(14-\) & MUC & MIXED USE/COND & 1.8000 & \\
\hline 01- & MUD & MIXED USE DEV. & 1.8000 & \\
\hline 02- & MXD & MIXED DEVLOPMT & 1.8000 & \\
\hline 03- & NZ & NO ZONING & 1.0000 & \\
\hline 04 - & PDR & PLANNED DEV RES & 1.8000 & \\
\hline 05- & PDTN & P DEV TRAD NBHD & 1.8000 & \\
\hline \(06-\) & PND & PLANNED NBHD & 1.8000 & \\
\hline 07- & PNDM & PLAN NBHD MH DT & 1.8000 & \\
\hline 08- & RR & RURAL RES & 1.3000 & \\
\hline 09- & RRDCU & RUR RES DEN CU & 1.3000 & \\
\hline 10- & R10 & RES DIST 10SF & 1.6000 & \\
\hline 11- & R10CU & SLGFAM RESID/CU & 1.6000 & \\
\hline 12- & R10M & RES DIST 10SF & 1.6000 & \\
\hline 13- & R15 & RES DIST 15SF & 1.6000 & \\
\hline 14- & R15A & RES/AGRI 15SF & 1.6000 & \\
\hline 01- & R15CD & SGLFAM RES15/CD & 1. 6000 & \\
\hline 02- & R20 & RES DIST 20SF & 1.3000 & \\
\hline 03- & R20A & RES/AGRI 20SF & 1.3000 & \\
\hline 04 - & R30 & RES DIST 30SF & 1.3000 & \\
\hline 05- & R30A & RES DIST 30SF & 1.3000 & \\
\hline \(06-\) & R30DC & RES R30 DD CON & 1.3000 & \\
\hline 07- & R40 & RES DIST 40SF & 1.0000 & \\
\hline 08- & R40A & RES/AGRI 40SF & 1.0000 & \\
\hline 09- & R40DC & RES 40SF DD CON & 1.0000 & \\
\hline 10- & R5 & RES DIST MULTI & 2.2000 & \\
\hline 11- & R5A & RES/AGRI MULTI & 2.2000 & \\
\hline 12- & R5C & SF RES 5 CONDIT & 2.2000 & \\
\hline 13- & R6 & RES DIST MULTI & 2.2000 & \\
\hline 14- & R6A & RES/AGRI MULTI & 2.2000 & \\
\hline 01- & R6C & SF RES 6 CONDIT & 2.2000 & \\
\hline 02- & R6MH & RES/MH OVERLAY & 2.2000 & \\
\hline 03- & R7. 5 & RES DIST 7.5 SF & 2.2000 & \\
\hline 04 - & SF10 & SGL FAM RES 10 & 1.6000 & \\
\hline 05- & SF10A & \(S\) FAM R 10AIRPT & 1.6000 & \\
\hline \(06-\) & SF10M & S FAM R 10MHOL & 1.6000 & \\
\hline 07- & SF15 & SGL FAM RES 15 & 1.6000 & \\
\hline 08- & SF15A & SFRES 15/ARPTOL & 1.6000 & \\
\hline 09- & SF15M & SFRES 15/MH OVL & 1.6000 & \\
\hline 10- & SF6 & SGL FAM RES 6 & 2.2000 & \\
\hline 11- & SF6A & SFRES 6 AIRPTOL & 2.2000 & \\
\hline 12- & SF6M & SFRES 6 MH OVLA & 2.2000 & \\
\hline 13- & UK & UNKNOWN & 1.0000 & \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|l|}{ACTION: R SCREEN: LANC ADDL LAND FIELD NUMBER= 13 TABLE ID= Z01} \\
\hline & ADDL LAND CODE & DESCRIPTION & FACTOR \\
\hline 01- & AR & AGRI RES & 1.0000 \\
\hline 02- & ARMH & AGRI/MH OVERLAY & 1.0000 \\
\hline 03- & ARMHO & AGRI RES/MH OL & 1.0000 \\
\hline 04 - & A1 & AGRI DIST & 0.8500 \\
\hline 05- & A1A & AGRI DIST & 0.8500 \\
\hline \(06-\) & A1CZ & AGRI DIST COND & 0.8500 \\
\hline 07- & CD & CONS. DISTRICT & 1.0000 \\
\hline 08- & MA & MILITARY/AIRPT & 1.0000 \\
\hline 09- & MH & MANUFACTURED HM & 2.5000 \\
\hline 10- & MHO & MANUFHM OVERLAY & 2.5000 \\
\hline 11- & MHPD & MH PARK DIST & 2.5000 \\
\hline 12- & MR5 & MIXED RES 5 & 2.5000 \\
\hline 13- & MR5A & MIX RES 5/APTOL & 2.5000 \\
\hline \(14-\) & MR5C & MIX RES 5 COND & 2.5000 \\
\hline 01- & MR5M & MIX RES 5/MH OL & 2.5000 \\
\hline 02- & MU & MIXED USE & 3.2500 \\
\hline 03- & MUC & MIXED USE/COND & 3.2500 \\
\hline 04 - & MUCZ & MH PARK DIST & 2.5000 \\
\hline 05- & MUD & MIXED USE DEV. & 3.2500 \\
\hline \(06-\) & MXD & MIXED DEVLOPMT & 3.2500 \\
\hline 07- & MXDCU & MIX DEV CONDUSE & 3.2500 \\
\hline 08- & MXDCZ & MIX DEV COND ZN & 3.2500 \\
\hline 09- & NZ & NO ZONING & 0.8500 \\
\hline 10- & PDR & PLANNED DEV RES & 2.1000 \\
\hline 11- & PDTN & PL DV TRAD NBHD & 2.1000 \\
\hline 12- & PND & PLANNED NBHD & 2.1000 \\
\hline 13- & RR & RURAL RES & 1.0000 \\
\hline \(14-\) & R10 & RES DIST 10SF & 1.5000 \\
\hline 01- & R10M & RES MDIST 10SF & 1.5000 \\
\hline 02- & R15 & RES DIST 15SF & 1.5000 \\
\hline 03- & R15A & RES/AGRI 15SF & 1.5000 \\
\hline 04 - & R15CD & SGLFAM RES15/CD & 1.5000 \\
\hline 05- & R15M & RES MDIST 15 SF & 1.5000 \\
\hline \(06-\) & R20 & RES DIST 20SF & 1.0000 \\
\hline 07- & R20A & RES/AGRI 20SF & 1.0000 \\
\hline 08- & R30 & RES DIST 30SF & 1.0000 \\
\hline 09- & R40 & RES DIST 40SF & 0.8500 \\
\hline 10- & R40A & RES/AGRI 40SF & 0.8500 \\
\hline 11- & R5 & RES DIST MULTI & 2.5000 \\
\hline 12- & R5A & RES/AGRI MULTI & 2.5000 \\
\hline 13- & R5C & SF RES 5/COND & 2.5000 \\
\hline \(14-\) & R6 & RES DIST MULTI & 2.5000 \\
\hline 01- & R6A & RES/AGRI MULTI & 2.5000 \\
\hline 02- & R6C & SF RES 6/COND & 2.5000 \\
\hline 03- & R6MH & RES/MH OVERLAY & 2.5000 \\
\hline 04 - & R7. 5 & RES DIST 7.5 SF & 2.0000 \\
\hline 05- & R7.5C & RES DIST 7.5 CU & 2.0000 \\
\hline \(06-\) & SF10 & SF RES 10 & 1.5000 \\
\hline 07- & SF10A & SF RES 10/APTOL & 1.5000 \\
\hline 08- & SF10M & SF RES 10/MH OL & 1.5000 \\
\hline 09- & SF15 & SF RES 15 & 1.5000 \\
\hline 10- & SF15A & SF RES 15/APTOL & 1.5000 \\
\hline 11- & SF15M & SF RES 15/MH OL & 1.5000 \\
\hline 12- & SF6 & SF RES 6 & 2.5000 \\
\hline 13- & SF6A & SF RES 6/APTOL & 2.5000 \\
\hline 14 - & SF6M & SF RES 6/MH OL & 2.5000 \\
\hline 01- & UK & UNKNOWN & 0.8500 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline & ADDL LAND CODE & DESCRIPTION & FACTOR \\
\hline 01- & AR & AGRI RES & 1.0000 \\
\hline 02- & ARCZ & AGRI RES CD ZN & 1.0000 \\
\hline 03- & ARMH & AGRI/MH OVERLAY & 1.0000 \\
\hline 04 - & ARMHO & AGRI RES/MH OL & 1.0000 \\
\hline 05- & A1 & AGRI DIST & 0.8500 \\
\hline \(06-\) & A1A & AGRI DIST & 0.8500 \\
\hline \(07-\) & CD & CONS. DISTRICT & 1.0000 \\
\hline 08- & MA & MILITARY/AIRPT & 1.0000 \\
\hline \(09-\) & MH & MANUFACTURED HM & 2.5000 \\
\hline 10- & MHO & MANUFHM OVERLAY & 2.5000 \\
\hline 11- & MR5 & MIXED RES 5 & 2.5000 \\
\hline 12- & MR5A & MIX RES 5/APTOL & 2.5000 \\
\hline 13- & MR5C & MIX RES 5 COND & 2.5000 \\
\hline \(14-\) & MR5CZ & MIXED RES 5/CON & 2.5000 \\
\hline 01- & MR5M & MIX RES 5/MH OL & 2.5000 \\
\hline 02- & MU & MIXED USE & 3.0000 \\
\hline 03- & MUC & MIXED USE/COND & 3.0000 \\
\hline 04 - & MUD & MIXED USE DEV. & 3.0000 \\
\hline 05- & MXD & MIXED DEVLOPMT & 3.0000 \\
\hline \(06-\) & NZ & NO ZONING & 0.8500 \\
\hline \(07-\) & PDR & PLANNED DEV RES & 2.1000 \\
\hline 08- & PDTN & PL DV TRAD NBHD & 2.1000 \\
\hline \(09-\) & PND & PLANNED NBHD & 2.1000 \\
\hline 10- & PNDM & PLAN NBHD MH DT & 2.1000 \\
\hline 11- & RR & RURAL RES & 1.0000 \\
\hline 12- & R10 & RES DIST 10SF & 1.5000 \\
\hline 13- & R15 & RES DIST 15SF & 1.5000 \\
\hline \(14-\) & R15A & RES/AGRI 15SF & 1.5000 \\
\hline 01- & R15CD & SGLFAM RES15/CD & 1.5000 \\
\hline 02- & R20 & RES DIST 20SF & 1.0000 \\
\hline 03- & R20A & RES/AGRI 20SF & 1.0000 \\
\hline 04 - & R30 & RES DIST 30SF & 1.0000 \\
\hline 05- & R40 & RES DIST 40SF & 0.8500 \\
\hline \(06-\) & R40A & RES/AGRI 40SF & 0.8500 \\
\hline \(07-\) & R5 & RES DIST MULTI & 2.5000 \\
\hline 08- & R5A & RES/AGRI MULTI & 2.5000 \\
\hline 09- & R5AM & RES MH OVERLAY & 2.5000 \\
\hline 10- & R5C & SF RES 5/COND & 2.5000 \\
\hline 11- & R6 & RES DIST MULTI & 2.5000 \\
\hline 12- & R6A & RES/AGRI MULTI & 2.5000 \\
\hline 13- & R6C & SF RES 6/COND & 2.5000 \\
\hline \(14-\) & R6MH & RES/MH OVERLAY & 2.5000 \\
\hline 01- & R7. 5 & RES DIST 7.5 SF & 2.0000 \\
\hline 02- & SF10 & SF RES 10 & 1.5000 \\
\hline 03- & SF10A & SF RES 10/APTOL & 1.5000 \\
\hline 04 - & SF10M & SF RES 10/MH OL & 1.5000 \\
\hline 05- & SF15 & SF RES 15 & 1.5000 \\
\hline \(06-\) & SF15A & SF RES 15/APTOL & 1.5000 \\
\hline \(07-\) & SF15M & SF RES 15/MH OL & 1.5000 \\
\hline 08- & SF6 & SF RES 6 & 2.5000 \\
\hline 09 - & SF6A & SF RES 6/APTOL & 2.5000 \\
\hline 10- & SF6M & SF RES 6/MH OL & 2.5000 \\
\hline 11- & UK & UNKNOWN & 0.8500 \\
\hline
\end{tabular}

\begin{tabular}{llll} 
& ADDL LAND CODE & \multicolumn{2}{l}{ DESCRIPTION }
\end{tabular}\(\quad\) FACTOR
\begin{tabular}{|c|c|c|c|}
\hline & ADDL LAND CODE & DESCRIPTION & FACTOR \\
\hline 01- & AR & AGRI RES & 1.2000 \\
\hline 02- & ARMH & AGRI/MH OVERLAY & 1.2000 \\
\hline 03- & ARMHO & AGRI RES/MH OL & 1.2000 \\
\hline 04 - & A1 & AGRI DIST & 1.0000 \\
\hline 05- & A1A & AGRI DIST & 1.0000 \\
\hline \(06-\) & A1CUD & AGRI/COND USE & 1.0000 \\
\hline 07- & A1CZ & AGRI DIST COND & 1.0000 \\
\hline 08- & CD & CONSERVANC DIST & 1.0000 \\
\hline 09- & MH & MANUFACTURED HM & 2.2000 \\
\hline 10- & MHO & MANUFHM OVERLAY & 2.2000 \\
\hline 11- & MR5 & MIXED RES 5 & 2.2000 \\
\hline 12- & MR5A & MIX RES 5/APTOL & 2.2000 \\
\hline 13- & MR5C & MIX RES 5 COND & 2.2000 \\
\hline \(14-\) & MR5M & MIX RES 5/MH OL & 2.2000 \\
\hline 01- & MU & MIXED USE & 2.2000 \\
\hline 02- & MUC & MIXED USE/COND & 2.2000 \\
\hline 03- & MUCZ & MIXED USE CON & 2.2000 \\
\hline 04 - & MUD & MIXED USE DEV. & 2.2000 \\
\hline \(05-\) & MUDCZ & MIXED USE DEV. & 2.2000 \\
\hline \(06-\) & MXD & MIXED DEVLOPMT & 2.2000 \\
\hline \(07-\) & NZ & NO ZONING & 1.0000 \\
\hline 08- & PDR & PLANNED DEV RES & 1.8000 \\
\hline \(09-\) & PDTN & PL DV TRAD NBHD & 1.8000 \\
\hline 10- & PND & PLANNED NBHD & 1.8000 \\
\hline 11- & PNDM & PLAN NBHD MH DT & 1.8000 \\
\hline 12- & RR & RURAL RES & 1.2000 \\
\hline 13- & RRCUD & RURAL RES COND & 1.2000 \\
\hline 14- & RRDDC & RURALRESDENSICZ & 1.2000 \\
\hline 01- & R10 & RES DIST 10SF & 1.3000 \\
\hline 02- & R15 & RES DIST 15SF & 1.3000 \\
\hline 03- & R15A & RES DIST 15SF & 1.3000 \\
\hline 04 - & R15CD & SGLFAM RES15/CD & 1.3000 \\
\hline 05- & R20 & RES DIST 20SF & 1.2000 \\
\hline \(06-\) & R20A & RES DIST 20 SF & 1.2000 \\
\hline \(07-\) & R20Cz & RESDIST 20 COND & 1.2000 \\
\hline 08- & R20DC & RES20DD CO USE & 1.2000 \\
\hline 09- & R30 & RES DIST 30SF & 1.2000 \\
\hline 10- & R30A & RESI DIST 30SF & 1.2000 \\
\hline 11- & R40 & RES DIST 40SF & 1.0000 \\
\hline 12- & R40A & RES DIST 40SF & 1.0000 \\
\hline 13- & R5 & RES DIST MULTI & 2.2000 \\
\hline 14- & R5A & RES DIST MULTI & 2.2000 \\
\hline 01- & R5AM & RES MH OVERLAY & 2.2000 \\
\hline 02- & R5C & SF RES 5/COND & 2.2000 \\
\hline 03- & R6 & RES DIST MULTI & 2.2000 \\
\hline 04 - & R6A & RES DIST MULTI & 2.2000 \\
\hline 05- & R6C & SF RES 6/COND & 2.2000 \\
\hline \(06-\) & R6MH & RES/MH OVERLAY & 2.2000 \\
\hline 07- & R7. 5 & RES DIST 7.5 SF & 2.2000 \\
\hline 08- & SF10 & SF RES 10 & 1.3000 \\
\hline 09- & SF10A & SF RES 10/APTOL & 1.3000 \\
\hline 10- & SF10M & SF RES 10/MH OL & 1.3000 \\
\hline 11- & SF15 & SF RES 15 & 1.3000 \\
\hline 12- & SF15A & SF RES 15/APTOL & 1.3000 \\
\hline 13- & SF15M & SF RES 15/MH OL & 1.3000 \\
\hline 14- & SF6 & SF RES 6 & 2.2000 \\
\hline 01- & SF6A & SF RES 6/APTOL & 2.2000 \\
\hline 02- & SF6M & SF RES 6/MH OL & 2.2000 \\
\hline 03- & UK & UNKNOWN & 1.0000 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline & ADDL LAND CODE & DESCRIPTION & FACTOR \\
\hline 01- & AR & AGRI RES & 1.2000 \\
\hline 02- & ARMH & AGRI/MH OVERLAY & 1.2000 \\
\hline 03- & ARMHO & AGRI RES/MH OL & 1.2000 \\
\hline 04 - & A1 & AGRI DIST & 1.0000 \\
\hline 05- & A1A & AGRI DIST & 1.0000 \\
\hline \(06-\) & A1CUD & AGRI/COND USE & 1.0000 \\
\hline 07- & MH & MANUFACTURED HM & 2.2000 \\
\hline 08- & MHO & MANUFHM OVERLAY & 2.2000 \\
\hline 09- & MR5 & MIXED RES 5 & 2.2000 \\
\hline 10- & MR5A & MIX RES 5/APTOL & 2.2000 \\
\hline 11- & MR5C & MIX RES 5 COND & 2.2000 \\
\hline 12- & MR5M & MIX RES 5/MH OL & 2.2000 \\
\hline 13- & MU & MIXED USE & 2.2000 \\
\hline 14 - & MUC & MIXED USE/COND & 2.2000 \\
\hline 01- & MUD & MIXED USE DEV. & 2.2000 \\
\hline 02- & MXD & MIXED DEVLOPMT & 2.2000 \\
\hline 03- & NZ & NO ZONING & 1.0000 \\
\hline 04 - & PDR & PLANNED DEV RES & 1.8000 \\
\hline 05- & PDTN & PL DV TRAD NBHD & 1.8000 \\
\hline \(06-\) & PND & PLANNED NBHD & 1.8000 \\
\hline 07- & PNDM & PLAN NBHD MH DT & 1.8000 \\
\hline 08- & RR & RURAL RES & 1.2000 \\
\hline 09- & R10 & RES DIST 10SF & 1.3000 \\
\hline 10- & R15 & RES DIST 15SF & 1.3000 \\
\hline 11- & R15A & RES/AGRI 15SF & 1.3000 \\
\hline 12- & R15CD & SGLFAM RES15/CD & 1.3000 \\
\hline 13- & R20 & RES DIST 20SF & 1.2000 \\
\hline \(14-\) & R20A & RES/AGRI 20 SF & 1.2000 \\
\hline 01- & R30 & RES DIST 30SF & 1.2000 \\
\hline 02- & R40 & RES DIST 40SF & 1.0000 \\
\hline 03- & R40A & RES/AGRI 40SF & 1.0000 \\
\hline 04 - & R5 & RES DIST MULTI & 2.2000 \\
\hline 05- & R5A & RES/AGRI MULTI & 2.2000 \\
\hline \(06-\) & R5AM & RES MH OVERLAY & 2.2000 \\
\hline 07- & R5C & SF RES 5/COND & 2.2000 \\
\hline 08- & R6 & RES DIST MULTI & 2.2000 \\
\hline 09- & R6A & RES DIST MULTI & 2.2000 \\
\hline 10- & R6C & SF RES 6/COND & 2.2000 \\
\hline 11- & R6MH & RES/MH OVERLAY & 2.2000 \\
\hline 12- & R7. 5 & RES DIST 7.5 SF & 2.2000 \\
\hline 13- & SF10 & SF RES 10 & 1.3000 \\
\hline 14- & SF10A & SF RES 10/APTOL & 1.3000 \\
\hline 01- & SF10M & SF RES 10/MH OL & 1.3000 \\
\hline 02- & SF15 & SF RES 15 & 1.3000 \\
\hline 03- & SF15A & SF RES 15/APTOL & 1.3000 \\
\hline 04 - & SF15M & SF RES 15/MH OL & 1.3000 \\
\hline 05- & SF6 & SF RES 6 & 2.2000 \\
\hline 06- & SF6A & SF RES 6/APTOL & 2.2000 \\
\hline 07- & SF6M & SF RES 6/MH OL & 2.2000 \\
\hline 08- & UK & UNKNOWN & 1.0000 \\
\hline
\end{tabular}

\section*{Road Tables}
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|l|}{ACTION: R SCREEN: LANC ADDL LAND FIELD NUMBER= 04
ADDL LAND CODE
DESCRIPTION
FACTOR} \\
\hline 01- & 0 & 4 LANE BUSY RD & 1.2000 \\
\hline 02- & 1 & ABUTS BUSY RD & 1.2000 \\
\hline \(03-\) & 2 & 2 LANE BUSY RD & 1.2000 \\
\hline 04 - & 3 & PAVED & 1.0000 \\
\hline \(05-\) & 4 & UNPAVED DIRT & 0.7500 \\
\hline \(06-\) & 5 & ESMT LTD AC FLG & 0.8000 \\
\hline 07- & 6 & LANDLOCKED & 0.5000 \\
\hline 08- & 7 & PAPER STREET & 0.5000 \\
\hline \(09-\) & 8 & GRAVEL & 0.7500 \\
\hline
\end{tabular}

\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|l|}{ACTION: R SCREEN: LANC ADDL LAND FIELD NUMBER= 04
ADDL LAND CODE
DESCRIPTION
FACTOR} \\
\hline 01- & 0 & 4 LANE BUSY RD & 1.0000 \\
\hline 02- & 1 & ABUTS BUSY RD & 1.0000 \\
\hline 03- & 2 & 2 LANE BUSY RD & 1.0000 \\
\hline 04- & 3 & PAVED & 1.0000 \\
\hline 05- & 4 & UNPAVED DIRT & 0.7500 \\
\hline 06- & 5 & ESMT LTD AC FLG & 0.8000 \\
\hline 07- & 6 & LANDLOCKED & 0.5000 \\
\hline 08- & 7 & PAPER STREET & 0.5000 \\
\hline 09- & 8 & GRAVEL & 0.7500 \\
\hline
\end{tabular}




\section*{Size Adjustment Tables}

ACTION: R SCREEN: SADJ NEIGHBORHOOD LAND LINE SIZE ADJUSTMENT SCHEDULES SCHEDULE= SZOO

UPPER SIZE LIMIT =========== 01-0200000000.00 00000000.05 00000000.10 00000000.40 00000000.50 \(00000001.00 \quad 1.0000\) \(00000002.00 \quad 0.8351\) \(\begin{array}{ll}00000003.00 & 0.7515 \\ 00000005.00 & 0.6581\end{array}\) \(00000005.00 \quad 0.6581\) \(00000007.00 \quad 0.6029\) \(00000010.00 \quad 0.5495\) \(00000015.00 \quad 0.4946\) \(\begin{array}{ll}00000020.00 & 0.4589 \\ 00000025.00 & 0.4330\end{array}\) \(00000030.00 \quad 0.4130\) \(00000035.00 \quad 0.3968\) \(00000040.00 \quad 0.3832\) \(00000045.00 \quad 0.3717\) \(00000050.00 \quad 0.3427\) \(00000055.00 \quad 0.3302\) \(00000060.00 \quad 0.3186\) \(00000065.00 \quad 0.3079\) \(\begin{array}{ll}00000070.00 & 0.2978 \\ 00000075.00 & 0.2883\end{array}\) \(00000075.00 \quad 0.2883\) \(00000080.00 \quad 0.2793\) \(\begin{array}{ll}00000085.00 & 0.2708 \\ 00000090.00 & 0.2627\end{array}\) \(00000095.00 \quad 0.2548\) \(00000100.00 \quad 0.2495\) \(\begin{array}{ll}00000105.00 & 0.2437 \\ 00000110.00 & 0.2381\end{array}\)
00000110.00
00000115.00 00000120.00
00000125.00 00000130.00 00000135.00 00000140.00 00000145.00 00000150.00 00000155.00 00000160.00 00000165.00 00000170.00 00000175.00 00000180.00 00000185.00 00000190.00 00000195.00 00000200.00 00000225.00 00000250.00 00000300.00 00000350.00 00000400.00 00000450.00 00000500.00 00000750.00 00000800.00 00000850.00 00000900.00 00001000.00 00009999.00

FACTOR
----
1.0000
1.0000
1.0000
1.0000
1.0000
0.4130
0.3968
0.3832
0.3717
0.2335
0.2290
0.2241
0.2192
0.2152
0.2107
0.2069
0.2026
0.1991
0.1971
0.1952
0.1933
0.1915
0.1898
0.1882
0.1866
0.1850
0.1835
0.1767
0.1709
0.1612
0.1534
0.1470
0.1416
0.1369
0.1202
0.1178
0.1155
0.1134
0.1096
0.0525








\section*{6. Unique Situations in Land Appraisal}

For some properties a unique situation may arise where additional information may be needed to help appraise these parcels of land. Please review the 2017 Residential Revaluation Manual for those unique situations to value these type properties. Some examples of these but not limited to are: Borrow Pits, Power line or Utility Easements, parcels used as a road or tracts of land with contamination issues, or any other factor that may not be listed here.

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\section*{VII. APPROACHES TO VALUE \({ }^{1}\)}
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\section*{VII. APPROACHES TO VALUE}

\section*{1. Cost Approach}

The cost method of valuation follows the general formula, \(\mathrm{MV}=\mathrm{LV}+(\mathrm{RCN}-\mathrm{D})\). Where MV is Market Value) LV is Land Value, RCN is replacement cost new, and D is depreciation. Cost tries to replicate market value by adding an estimate of land value to the difference between the cost of the improvements and total depreciation. The cost approach is most applicable to industrial and special use properties for which market and/or income data is scarce or nonexistent.

The land value is established through market research of actual land sales, the consideration of the allocation method or the extraction method of subtracting a known improvement cost from the sale price leaving the land as the residual value. (Example: Sale Price \(=\) \(\$ 65,000\); Cost of Building \(=\$ 45,000 ;\) Land \(=\$ 65,000-\$ 45,000\) or \(\$ 20,000\) ).

The value of the improvements are developed through the use of cost manuals from such firms as Marshall and Swift and then indexed for local economic conditions. Local construction firms and contractors are also a source for cost information and verification for the indexing of data from manuals.

Depreciation is the loss, from all causes, in value of the replacement cost new. The simplest form is that caused by aging. Newer homes will sell at a higher price than similar homes built at an earlier date. This is because normal wear and tear, neglect and physical decay begin to affect the structure and therefore its marketability.

The method used for normal depreciation will be the economic age-life method whereby a lump sum is deducted from the RCN. This sum is a function of actual age and effective age (effective age is the age indicated by condition and utility and may be less or greater than chronological age) and perceptions by the market. The figure is developed into a percentage adjustment. The RCN is multiplied by this adjustment. Functional and economic depreciation are then deducted if applicable.

Two other forms of depreciation exist. They are functional and economic obsolescence.

Functional obsolescence is the inability of the structure to adequately fulfill its purpose given current market demand and the state of construction technology. A rather common example of this is being over built. An owner of a home with 3000 square feet of living area in a neighborhood of
1000 square foot homes will not be able to realize the same per square foot sale price as the smaller homes. The owner of the 3000 square foot home has a superadequacy. Buyers will perceive a loss of utility for the extra space and therefore only offer the owner a marginal return on the extra space. The measurement of curable functional obsolescence is done by calculating the cost to cure the inadequacy. If a superadequacy exists, the simplest way to calculate the obsolescence is the subtraction of the reproduction cost from the replacement cost. If sales are available the sales comparison method is the most preferable.

Economic obsolescence is incurable. The total loss must be allocated to improvements. The appraiser must compare sales sharing the same negative influence to those that are not. The estimated loss is then applied. If the property is income producing then the loss in net operating income can be capitalized if appropriate rates for building and land are available. Economic obsolescence is caused by factors external to the property and totally out of control of the owner. Examples of this might be a retail store with inadequate parking or heavy traffic through a residential neighborhood.

The method must also account for other indirect costs such as entrepreneurial profit, accounting, legal fees, administration etc., all of which must be verified by market data.

For mass appraisal using the Cost Approach, the Assessor‘s Office uses the -On-Line Appraisal and Statistical Information System (OASIS) by Cole Layer-Trumble (CLT) now Tyler Technologies. The system calculates the appraised value from tables set up by the Assessor according to an OASIS algorithm. More detail about the Cost Approach programming in the CAMA/OASIS system is contained in the Cost Approach to Valuation described in a later chapter.

\section*{2. Market Approach}

The market approach (also called the sales comparison approach) uses analysis of recent comparable sales to value subject properties. The Market Approach is used to estimate property at its "fair market value". Ergo, the best technique for the valuation of property is abstracting data from actual sales and applying the results to unsold properties. The general formula for the market is:
\[
\mathbf{M V}=\mathbf{S}+/-\mathbf{A} .
\]

Where MV is market value, S is the sales of comparable property, and A is the amount of adjustments.

The sales comparison approach models the behavior of the market by comparing the properties being appraised (subjects) with similar properties that have recently sold (comparable properties). Comparable properties are selected for similarity to the subject property. The sales are then adjusted for their differences from the subject. Finally, a market value for the subject is estimated from the adjusted sales prices of the comparable properties.

Typically adjustments originate from one of the following.

> Paired data set analysis
> Statistical analysis
> Graphic analysis
> Cost-related analysis
> Secondary data analysis

Comparable properties are selected and adjusted to the subject property. Typically three to five sales of properties that have recently sold are used in this process. The sales comparison approach requires adjustments for differences, such as time, attribute differences, competitiveness in the same market, and other factors.

Conventionally in the sales comparison approach, appraisers estimate a price per unit. The unit of comparison may be the property as a whole or some smaller measure of the size of the property. Converting the sale price to a unit of measure makes it easier to compare and adjust properties that compete in the same market. The price per unit of comparison is the dependent variable - what is being estimated- in the valuation model. The value of the dependent variable is predicted by the values of the other variables, such as property attributes. The unit of comparison should never be the grounds for selecting comparables. Property attributes should be used instead.

Once the attributes have been selected and the adjustments determined, the appraiser can apply the sales comparison model. The appraiser first describes subject and comparables in a comparative attribute display, then selects an adjustment method and adjusts each comparable to the subject. After adjustments have been made an estimate of value can be determined about the subject property.

Source: The International Association of Assessing Officers, Joseph K.

Eckert editor, Property Appraisal and Assessment Administration.1990, Chicago, International Association of Assessing Officers, p. 153

This method and logic for completing the Market or Sales Comparison Approach in the CAMA/ OASIS system is basically the same. The method to process this is done through computer programming. For mass appraisal using the Market Approach, the Assessor‘s Office uses the -On-Line Appraisal and Statistical Information System (OASIS) by Cole LayerTrumble (CLT) now Tyler Technologies. The system calculates the appraised value from use of the Market Valuation module which contains several integrated computer programs using input from the user/appraiser and from other programs. More detail about the Market Valuation Module and computer programs is contained in the Market Approach Calculation Process described in a later chapter.

\section*{3. Income Approach}

Without sufficient market data for reliable predictive purposes the stream of income that they produce may reflect certain properties values. Examples of these property types are apartments, mobile home parks, shopping centers, hotels and motels.

\section*{The general model is \(\mathbf{M V}=\mathbf{I} / \mathbf{R}\).}

Where MV = market value, \(\mathrm{I}=\) net income, and \(\mathrm{R}=\) capitalization rate. The underlying assumption of this approach is that the value of the property as perceived by the buyer lies in its ability to generate income. The consumer is anticipating a future benefit (the income stream and or future sale of the property). It is the anticipated future benefits that the Assessor is appraising and discounting to their present worth.

The process begins with an estimation of potential gross income (PGI). This is the maximum possible revenue that the owner may realize in an annual period. Example: An apartment complex has 10 units for which the market rent is \(\$ 350\) per month. The PGI is the 12 months X \(350 \times 10\) units \(=\$ 42,000\). It is important to note that the rent is market rent. This is often different from contract rent. Market rent is the prevailing current rate that would maximize the owners return on his investment. Contract rent is that which is denoted in the lease or rental agreement between lessor and lessee. The importance of this difference will be explained below.

Next is the calculation of vacancy and collections losses. Since most properties are rarely \(100 \%\) occupied, the owner suffers a loss from his potential gross income (PGI). The Tax Administrators‘ Office referenced either primary or secondary sources and or market surveys which helped establish this percentage of vacancy and collection loss after subtracting that amount of loss then miscellaneous income is added to the difference.

Miscellaneous income may come from various sources: common area charges, overage agreements, utility charges, unrented deposits, laundry room charges, etc. After this addition, the sum is the effective gross income (EGI).

From the EGI allowable expenses are deducted. These include but possibly not limited to maintenance, administration, utilities, insurance and replacement for reserves. Owner-related expenses such as loan or interest payments, income taxes, and depreciation deductions are not allowed. This leaves net operating income (NOI).

Net operating income is then divided by the capitalization rate to equal market value. Two important concepts to understand are the use of market versus contract rent and allowable expenses. Market rent is that which would currently maximize the investors return for a given type of property given current (January 1, 2017) conditions. This means that in some cases the market rent used for the appraisal is in excess of the actual contract rent. The reason for this is that an injudicious lessor may not be maximizing his return. This lowers his net income and therefore lowers the final estimate of value. His neighbor who is charging market on an exact same type of property will have a higher net and therefore be assessed at a higher level. Deducting more than allowable expenses have the same effect since it lowers the net operating income. Some sources such as the Institute for Real Estate Management (IREM), Realty Rates, and Smith Travel Research provide secondary sources of expense ratios and are frequently consulted to gauge the properties claimed expenses against industry standards. Other sources for determining market rent, vacancy and collection, and expenses may have been consulted but not listed.

To prevent any inequities arising from either non-market rents or claims of excessive expenses, economic rents and standard industry expense ratios will be applied.

The courts have recognized this potential problem and addressed it. In Re Greensboro Office Partnership, 72 NC APP. 635, 325 S.E. 2D 24, Cert Denied, 313 NC 602, 330 S.E.2D 610 (1985) the North Carolina Appellate Court stated: -Section 105-317(A) in fixing the guide which assessors must use in valuing property for taxes, includes as a factor the past income there from, and its probable future income. But the income referred to is not necessarily actual income. The language is sufficient to include the income which could be obtained by the proper and efficient use of the property. To hold otherwise would penalize the competent and diligent and to reward the incompetent or indolent." thus, the rationale for using market rents and a certain level of allowable expenses.

The last step is the choice of a capitalization rate. Direct capitalization rates may be used from data collected from the market. Care must be used so that if the rate is market extracted it is applied to similar properties. A list of overall rates derived from valid sales will if not directly applied be used as benchmarks to check the reasonableness of rates developed through other techniques. Yield capitalization and discounted cash flow (DCF) are based on expectations of changes in the income stream, appreciation depreciation of the property, and expenses. Income capitalization rates will not be limited to any particular method since with proper application they will yield similar results. All elements of build-up methods (e.g. band-of-investment) must be supported by market data. Proper documentation of income and expenses must include three years of income tax returns for the subject or audited statements by a CPA using the Generally Accepted Accounting Principles (GAAP). Other forms such as income statements, leases, etc. are acceptable if enough supporting documentation is presented as a supplement to a single years return. All information gathered and utilized is held confidential unless the subject property is appealed.

For mass appraisal using the Income Approach, the Assessor‘s Office uses the -On-Line Appraisal and Statistical Information System (OASIS) by Cole Layer-Trumble (CLT) now Tyler Technologies. The system calculates the appraised value from income modules or models using data input by the Assessor according to an OASIS algorithm. More detail about the Income Approach programming in the CAMA/OASIS system is contained in the Income Approach to Valuation described in a later chapter.

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\title{
VIII. RESIDENTIAL / MANUFACTURED HOME COST CALCULATION AND COST TABLES
}

\section*{1. Residential Cost Calculation Process}

\section*{INTRODUCTION}

The OASIS Cost Approach to Valuation provides a means of estimating the value of any improved property, including manufactured homes as well as common stick built homes, through the application of user-defined cost tables. Traditionally, this has meant an estimate of either the reproduction or replacement cost new less depreciation (RCNLD) using construction cost data. The methodology employed in OASIS allows the users to determine the extent to which they wish to market-orient the cost tables, and therefore, their resulting cost estimates of value. This places, in the hands of the appraiser, the decision as to which costs are to be used and how they will be used in terms of market-orientation. This section explains the use of the screens in the CAMA subsystem that are used for the cost approach to valuation or building valuation. Not all OASIS tables were reproduced in this manual because of the massive size and quantity of data, examples of the tables are shown. The CICS2 mainframe OASIS program contains all of the tables and rates that are being used in the 2017 revaluation.

The CAMA subsystem also provides both an on-line and off-line method to simulate value results when planning for a revaluation. The on-line method is a sales ratio/statistical document (SR) that interactively recalculates values using current cost master tables, compares these to sales prices and provides statistics to indicate the value level and equity resulting from those tables. This online function is used by neighborhood. The off-line program (AA301) allows recalculation for several neighborhoods or the entire jurisdiction, providing totals and percentage of change on each parcel over the last official appraisal values. This program may be run in simulation many times before running in update mode.

\section*{A. The Valuation of Residential Land}

The CAMA Subsystem contains a very flexible methodology for valuing all types of land. Two types of land values are possible, a market value and an agriculture value (or Use Value). Land codes may be defined in the system at the jurisdiction, neighborhood and parcel level.

The Landlines (LANL) screen calculates the value of a landline. When a change, or delete action is entered on LANL the system will calculate or re-calculate a land value for only the lines that are displayed on the screen.

A more detailed explanation of land valuation is explained in section 5 and 6.

Example of a Landline Screen from OASIS shown for demonstration purposes only.


\section*{B. The Valuation of Buildings - Residential}

The CAMA Cost Approach to Valuation automates the valuation of residential buildings. This method is flexible and any building of any type may be described and valued. Residential properties are valued within the CAMA subsystem. Different algorithms are used for residential and commercial/industrial. In both instances, however, the system allows coding of all available types of structures, walls, and many components. These are described and priced in master tables so that every type of existing construction in a jurisdiction has a code and an associated code. The parcel level data entry screen allows an individual description of each building. This will allow the cost routine to be applied to those specific descriptions and priced with costs locally determined. The end result is a system, which will allow coding, description and valuation of any type of property. If a new type of construction or construction material is introduced into the real estate market, the user simply defines a code, inputs the appropriate cost and the system will handle it from that point forward. Again different screens are used to aid in the valuation process.

The Residential Building Characteristics (RESC) and Residential Building Sections (RESS) - screens calculate the value of a single building. When an add, change, or delete action is entered on either RESC or RESS, the system will calculate or re-calculate a building value for only the building. Building calculations are only performed if the building is complete. The Residential Building Characteristics screen defines the general characteristics of a residential building, the variables that contribute to depreciation, building refinements, and built-ins.

Example of a RESC Screen from OASIS shown for demonstration purposes only.
```

ACTION: R SCREEN: RESC USERID:
RES I D E NT I A L B U I L D I N G C H A R A C T ER I S T I C S
JU= 20 RO= RR YR= 2017 ALTKEY= 0906310 DYR: 2017 STATUS: ACTIVE
BUILDING ID= 01 OF 01 LAND LINE: 01
IMPROVEMENT TYPE: R3 SP ARCH CODE: D4 CONDO DATA:
QUALITY GRADE: 450 CDU: CONDITION: A
ACTUAL YEAR BUILT: 1994 EFF YR/AGE: REMODELED YEAR: 0000
FUNCTIONAL OBS: 000% ECONOMIC OBS: 000% PERCENT COMPLETE: 000 %
----------------------------- R E F I N E M E N T S --------------------------------
4-FIX BATHS: 1 3-FIX BATHS: 0 2-FIX BATHS: 0 EXTRA FIX: 0
BEDROOMS: 3 FIREPLACES: 1 AIR COND: Y FOUNDATION : G HEAT
METHOD1: 07 HEAT METHOD2: HEAT SOURCE1: 01 HEAT
SOURCE2: ROOF TYPE : 02 ROOF COVER : 03 INT
FLOORS1 : 11 INT WALLS2 : 12

```

```

RANGE/OVEN: 1 G DISPOSAL: 0 COMPACTOR : 0 SECURITY : 1 DISHWASHER: 1
INTERCOM : 0 VACCUUM : 0
APPR BY: SWM TAMI BOTELLO ON: 08 20 2016 NEXT
REV: INSP BY: WKG WAYNE KEITH GEORGE

```
        ON: 01231998 INSP CODES:

RESS -The Residential Building Sections screen defines the refinements that are associated with each section of the building. The Residential Building Sections (RESS) screen is used, in conjunction with the Residential Building Characteristic (RESC) screen to enter and modify the characteristic information for a residential building. These two screens, combined with the data entered on the Building Dimensions (DIME) screen is used by the system to calculate an indication of value by the Cost Approach to Valuation.

Example of a Landline Screen from OASIS shown for demonstration purposes only


DIME - The Building Dimensions screen is used to create a building. It specifies whether the building is residential or commercial, the number of stories in each section of the building, the exterior wall types for each section of the building, and provides a means for the user to "draw" a sketch of the building.

The Building Dimensions (DIME) screen is used to enter the dimensions for a building sketch that is displayed on the Building Sketch (SKET) screen. It is used for both residential and commercial buildings.

Example of a DIME screen from OASIS is shown for demonstration purposes only.
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline \multicolumn{7}{|l|}{\multirow[t]{2}{*}{ACTION: R SCREEN: DIME USERID: CHANGE-REASON:}} \\
\hline & & & & & & \\
\hline \multicolumn{7}{|l|}{H- ----------------- B U L D I N G D I M E N S I O N S ------------------ JU= 20 RO= RR PARC= - YR= 2017 ALTKEY \(=0906310\)} \\
\hline \multicolumn{7}{|l|}{\begin{tabular}{l}
BUILDING ID= 01 BUILDING TYPE: R DYR: 2017 STAT: ACTIVE \\
PERIMTR SECT TYPE \# OF
\end{tabular}} \\
\hline \multicolumn{3}{|c|}{GFA} & ADL-\#ST ID & & NSIO & \\
\hline \multicolumn{7}{|c|}{STRY O WALL TY ADL-PRM} \\
\hline \multicolumn{2}{|r|}{\multirow[t]{2}{*}{01- 01 BAS}} & \multicolumn{2}{|l|}{CL76D27R76U27} & 1.00 & \multicolumn{2}{|l|}{2,052 206} \\
\hline & & & & & 04 & 0.00 \\
\hline & & & & & \multicolumn{2}{|r|}{0} \\
\hline \multirow[t]{3}{*}{\(02-\)} & 02 WDK & \multirow[t]{3}{*}{L12 CU12I} & 20D12R20 & \multirow[t]{3}{*}{1.00} & \multirow[t]{2}{*}{240} & 64 \\
\hline & & & & & & \multirow[t]{2}{*}{0.00} \\
\hline & & & & & & \\
\hline \multirow[t]{3}{*}{03} & 03 OPU & \multirow[t]{3}{*}{R12D27L37} & CD8L19U8R19 & \multirow[t]{3}{*}{1.00} & \multirow[t]{2}{*}{152} & 54 \\
\hline & & & & & & 0.00 \\
\hline & & & & & & 0 \\
\hline
\end{tabular}

The dimension area of the Building Dimensions (DIME) screen is used to specify the sketch parameters that are used to display a diagram of the building. These sketch parameters consist of a series of commands that will draw the building. The valid commands are:

C commence the drawing of the sketch
Unn directional symbol that defines upward movement
Dnn directional symbol that defines downward movement
Lnn directional symbol that defines movement to the left
Rnn directional symbol that defines movement to the right
The "nn" within each directional symbol specifies the number of feet of movement. When entering these commands, the directional symbols that are entered before the commence command allows the user to move around the diagram without actually drawing a line. The directional symbols that are specified after the commence command indicate a line on the drawing.
The commence command is required for each section. The user must end the drawing at the exact same point that it was begun. This will ensure that each section is "closed."

Important: the repositioning for each building section that is sketched is begun from the point where the previous building section ended.

\section*{Example}

To illustrate, let us sketch a residential building where the main structure dwelling is a rectangular shape of 76 feet by 27 feet. There is a wood deck on the back of the house that is 12 feet by 20 feet and it abuts the rear of the house.

We will begin the sketch with the main structure of the building. The drawing will begin in the lower left- hand corner of this structure. It is sketched as follows: CU27 R76 D27 L76 Before beginning to draw the wood deck section, the user must first move the "pen." By moving up 27 feet and right 40 we position the "pen" in the lower left-hand corner of the wood deck. This section is sketched as follows:

U27 R40 C U12 R20 D12 L20
When this sketch is entered on the Building Dimensions (DIME) screen and displayed on the building Sketch (SKET) screen it will look as follows. The OPU is then also added and positioned following similar steps. The final result is shown in the below diagram.

Example of a SKET Screen from OASIS is shown for demonstration purposes only.


SKET- Building Sketch is an inquiry screen that will display a diagram of the building from the sketch parameters entered on DIME.

\section*{Building Sketching and Perimeter Calculations}

Building sketches are created by entered sketch commands (also called building dimensions) on the Building Dimensions (DIME) screen. These sketches are then viewed on the Building Sketch (SKET) screen. The sketch commands have an additional purpose: to calculate the ground floor area and perimeter of the building section.

The methods that the system employs to perform these two functions depends upon value of the residential and commercial base calculations methods found in the Appraisal Options (AOPT) table, and the perimeter method found in the Neighborhood Characteristics (NBHD) table.

The SKET screen has similar limitations with respect to displaying sketches with many sections. There is a limit to the number of angled sides that can be processed and displayed as well as the total number of sections, which can be displayed to the screen. Ten sections can be displayed on the screen.

Whenever the entry for a building is complete, or a change is made on the DIME, RESC or RESS screen, the building cost calculations are performed. There are two basic cost calculation methods. The residential base cost calculation method on the AOPT table defines which of these two types is used: method "A" (a.k.a. the AMS method) and method "C" (a.k.a. the CLT method). This office uses the -"A" method for residential cost calculations.

The calculations performed for residential buildings consist of, essentially, three values:
```

Replacement cost new (RCN)
Replacement cost new less depreciation (RCNLD)
Market adjusted value (shown on the BLDG screen as the FINAL COST APPROACH VALUE)

```

\section*{Detailed Explanation of Cost Calculation Steps}
a. Calculate the horizontal or area cost for each base area section of the building.
b. Calculate the vertical or perimeter cost for each base area section of the building.
c. Calculate the value of all non-base area sections of the building.
d. Determine the flat cost that represents the standard building refinements.
e. Calculate the value of the 21 building and the 6 section refinements.
f. Calculate the value of the 7 built-ins.
g. Sum the values from steps a through f .
h. Multiply the result of step \(g\) by the quality grade factor.
i. If a special architect code is entered, multiply the result of step \(h\) by the design factor.
j. Percent Complete, after this the final result is the replacement cost new or the RCN for the building.
k. Calculation of RCNLD
1. Functional and Economic Obsolescence
m. Calculation of the Market Adjusted Value n. Final Cost Approach Value

\section*{a. Calculate the horizontal or area cost for each base area section of the building}

Each building section that is entered on the DIME screen has a building type. The entry in the SECT table for the building section type defines whether the building section is a base area section (base calculation flag is " Y ") or not.

Below is an example of a DIME screen showing a section type that can be used to value a residential building. The calculation of horizontal cost uses the following variables:
ground floor area from the DIME screen number of stories from the DIME screen square foot rate from the IMPT table

An example of a DIME screen from OASIS is shown for demonstration purposes only.


The number of stories determines which of the square foot rates in the IMPT table will be used. The IMPT code is used to represent the type of residential improvement. R1 represents a single family residential property. The R1 IMPT rates represent only the base cost and ranges from 40.00 a square foot to 60.00 dollars a square foot.

The calculation is:

\section*{Ground floor area \(\mathbf{X}\) square foot rate.}

Example of an IMPT table from OASIS is shown for demonstration purposes only.


\section*{b. Calculate the vertical or perimeter cost for each base area section of the building}

The vertical cost calculations are also, only performed for base area sections. It uses the following variables:
number of stories from the DIME screen
perimeter from the DIME screen
additional number of stories from the DIME screen
additional perimeter from the DIME screen
exterior wall type from the RESS screen
exterior wall rate table number from the
RWAL table exterior wall rate from the
RWAR table

The system used the exterior wall type, entered on the RESS screen to determine the exterior wall rate. This is retrieved by first getting the correct entry in the RWAL table. RWAL provides the necessary key for the RWAR table. The number of stories then determines which of the 20 rates in the RWAR table will be used.
The calculation is:

\section*{Perimeter X RWAR rate.}

If the additional number of stories and the additional perimeter exist for the building section, an additional calculation is performed to price this portion of the building. The additional number of stories is used to retrieve a second exterior wall rate from the RWAR table. The calculation is:

\section*{Additional perimeter X (RWAR rate-additional RWAR rate).}

The standard and the additional vertical costs are added. Below are the RESS, RWAL screen examples:

Example of a RESS screen from OASIS is shown for demonstration purposes only.


Example of a RWAL screen and RWAR is shown together for demonstration purposes.

c. Calculate the value of all non-base area sections of the building

When the building section is a non-base area section (base calculation flag in SECT is "N"), only an area cost is calculated. This calculation uses the following variables:
ground floor area from the DIME screen miscellaneous area amount from the SECT table

The calculation is:

\section*{Ground floor area \(\mathbf{X}\) Miscellaneous area amount.}

An example of the SECT screen from OASIS is shown for demonstration purposes only.
\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline \multicolumn{9}{|l|}{ACTION: R SCREEN: SECT USERID:} \\
\hline \multicolumn{9}{|c|}{BUILDING SECTION TYPE TABLE} \\
\hline JURI \(=\) & 20 YEAR \(=201\) & 17 & \(L \mathrm{~L}=\mathrm{RR}\) & & & & & \\
\hline BLDG & & BASE & & & EXT & & & RES \\
\hline SECT & SECTION & CALC & MISC AREA & AMOUNTS & WALL & CAR & FLOOR & LIVIN \\
\hline TYPE & DESCRIPTION & FLAG & 1ST FLOOR & UPPER FLOOR & REQD & STORAGE & LEVEL & FLAG \\
\hline & & - & & & - & - & - & - \\
\hline 03- ATS & ATTIC STORAGE & N & 6.61 & 0.00 & Y & N & & \\
\hline 06- BMF & BASEMENT FIN & N & 38.51 & 0.00 & N & N & & \\
\hline 07- BMU & BASEMENT UNFIN & N & 16.75 & 0.00 & N & N & & \\
\hline 08- BRF & BONUS RM FINIS & N & 48.15 & 0.00 & N & N & & \\
\hline 09- BRU & BONUS RM UNFIN & N & 28.39 & 0.00 & N & N & & \\
\hline 10- BSF & BASE SEMI FIN & N & 58.03 & 0.00 & Y & N & & \\
\hline 07- CPF & CARPORT FINISH & N & 14.43 & 0.00 & N & Y & & \\
\hline 08- CPU & CARPORT UNFIN & N & 11.08 & 0.00 & N & Y & & \\
\hline 01- EAC & ENCL AREA AVER & N & 48.31 & 0.00 & Y & N & & \\
\hline 02- EAD & GRF/CPF CONVER & N & 38.30 & 0.00 & N & N & & \\
\hline 03- EPF & ENCL PORCH FIN & N & 38.15 & 0.00 & Y & N & & \\
\hline 04- EPU & ENCL PORCH UF & N & 32.68 & 0.00 & Y & N & & \\
\hline 05- FLR & FLORIDA ROOM & N & 63.60 & 0.00 & Y & N & & \\
\hline 06- GRF & GARAGE FINISH & N & 24.77 & 0.00 & Y & Y & & \\
\hline 07- GRU & GARAGE UNFIN & N & 20.14 & 0.00 & Y & Y & & \\
\hline 02- LSF & LOWER STY FIN & N & 56.75 & 0.00 & N & N & & \\
\hline 04- OPF & OPEN PORCH FIN & N & 21.80 & 0.00 & N & N & & \\
\hline 05- OPU & OPEN POR UNFIN & N & 18.24 & 0.00 & N & N & & \\
\hline 03- SPF & SCREEN PORCH F & N & 28.58 & 0.00 & N & N & & \\
\hline 05- SPU & SCREEN PORCH U & N & 25.02 & 0.00 & N & N & & \\
\hline 11- USF & UPPER STY FIN & N & 48.15 & 0.00 & Y & N & & \\
\hline 01- USU & UPPER STY UNFI & N & 31.28 & 0.00 & Y & N & & \\
\hline 02- UTF & UTILITY FIN & N & 19.53 & 0.00 & Y & N & & \\
\hline 03- UTU & UTILITY UNFIN & N & 14.78 & 0.00 & Y & N & & \\
\hline 04-WDK & WOOD DECK & N & 15.26 & 0.00 & N & N & & \\
\hline
\end{tabular}
d. Determine the flat cost that represents the standard building refinements.

The IMPT table contains a field called lump sum constant. The dollar amount is a flat amount that is is the RCN calculation. The lump sum constant represents costs of typical fixtures required and cost for hook up to utilities.
e. Calculate the value of the 19 building and the 6 section refinements

\section*{Refinements}

The Residential Building Characteristics (RESC) screen contains up to 19 building refinements. The first 7 of these refinements are fixed by the system, but the last 12 refinements can be defined by the user. The Residential Building Sections (RESS) screen contains up to 6 section refinements.

The first 3 of these refinements are fixed by the system, but the user can define the last 3 refinements.

On the RESC screen, the refinements are displayed as follows. The X's represent the labels that are defined in the RAR1/2 table.


On the RESS screen, the refinements are displayed as follows. The X's represent the labels that are defined in the RAR1 or RAR2 table.
\begin{tabular}{|ccccc|}
\hline------- & ADDL REFINEMENTS \\
------- & & & \\
ATTC & BSMT & FREA & BSMT & \\
--- & --- & --- & --- & \\
-- & & & & \\
X & 0 & 0 & & \\
X & 0 & 0 & \\
X & 0 & 0 & \\
X & 0 & 0 & \\
X & 0 & 0 & \\
\hline
\end{tabular}

An example of a RAR1 Screen for demonstration purposes only.
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline \multicolumn{10}{|l|}{ACTION: R SCREEN: RAR1} \\
\hline \multicolumn{10}{|l|}{\multirow[b]{2}{*}{}} \\
\hline & & & & & & & & & \\
\hline \multicolumn{2}{|l|}{\multirow[b]{2}{*}{REFINE}} & \multicolumn{8}{|c|}{C-USE RCOD TABLE} \\
\hline & & ENTRY & MAX & +/- & & \multicolumn{4}{|l|}{N-VALUE PER COUNT} \\
\hline NUMBER & DESCRIPTION & C/N/E & COUNT & N/A & L/G & F-RATE PE & OF I & & \\
\hline ---- & ----------- & - & -- & - & - & & & & \\
\hline RB01 & 4-FIX BATHS & N & 99 & A & & 4,992.00 & & & \\
\hline RB02 & 3-FIX BATHS & N & 99 & A & & 3,745.00 & & & \\
\hline RB03 & 2-FIX BATHS & N & 99 & A & & 2,496.00 & & & \\
\hline RB0 4 & EXTRA FIX & N & 99 & A & & 1,248.00 & & & \\
\hline RB05 & BEDROOMS & N & 99 & N & & 0.00 & & & \\
\hline RB0 6 & FIREPLACES & N & 99 & A & & 2,000.00 & & & \\
\hline RB07 & AIR COND & F & & + & G & 2.72 & 2.72 & 2.72 & 2.72 \\
\hline & & & & & & 2.72 & 2.72 & 2.72 & 2.72 \\
\hline & & & & & & 2.72 & 2.72 & 2.72 & 2.72 \\
\hline & & & & & & 2.72 & 2.72 & & \\
\hline RB0 8 & FOUNDATION & C & & & & & & & \\
\hline RB09 & HEAT METHOD1 & C & & & & & & & \\
\hline RB10 & HEAT METHOD2 & C & & & & & & & \\
\hline RB11 & HEAT SOURCE1 & C & & & & & & & \\
\hline RB12 & HEAT SOURCE2 & C & & & & & & & \\
\hline
\end{tabular}

An example of a RAR2 screen for demonstration purposes only.


Please remember screens are shown for demonstration purposes only. There are four types of refinements defined by entry type on the screen.

Code entries (C) -- The value for the refinement that is entered on the RESC or RESS screen is a code. The user defines the valid codes in the RCOD table.

Count entries ( N ) -- The value for the refinement that is entered on the RESC or RESS Screen is a count, such as those entered for built-ins.

Flag entries (F) -- The value for the refinement are a yes/no flag. A "Y" indicates the refinement exists in the building and an " N " indicates that the refinement does not exist in the building.

Percent entries (P)-- The value for the refinement is a percent. Values from 0 to 100 Percent are allowed.

For each of the possible 25 refinements, the user defines whether or not the refinement effects the cost of the building. The cost type flag (shown as +/-/N/A on the RAR1/2 screens) specifies how the cost effects the building value.

Positive (+) -- The value for the refinement has a positive effect on the value of the building. It is added to the RCN value.

Negative (-) -- The value for the refinement has a negative effect on the value of the building. It is subtracted from the RCN value.
No effect ( N ) -- The refinement has no effect on the value of the building.

Adjust (A) -- The value for the refinement is the net difference between the value for that is entered on the RESC or RESS screen and the value that is entered in the IMPT table.

The code, flag, and percent types use area in the calculation. For these calculations, the user has the options of using either ground floor area or living area. Living area is:

\section*{Ground floor area \(X\) number of stories.}

The variables used and the calculation formulas are as follows:
Code entries (C) -- For coded entries, the cost type, area type, and rates are entered in the RCOD table instead of the RAR1/2 table. The variables used are:
-- refinement code from the RESC or RESS screen
-- ground floor area from DIME
-- calculated living area
-- lump sum constant from RCOD
-- square foot rate from RCOD
The calculation is:
\[
\text { Refinement cost }=\text { lump sum constant }+(\text { area } X \text { SF rate })
\]

Below are two sample RCOD screens from OASIS that are shown for demonstration purposes Example one:
```

ACTION: R SCREEN: RCOD USERID
------------ R E F I N E M E N T S C O D E S
YEAR=2017 ROLL= RRREFINEMENT NUMBER= RB09 HEAT METHOD1

\$\$\$ SQ FT
CODE DESCRIPTION +/-/N LUMP SUM L/G RATE ADJ\#
======= -------------- - -------- - - ---------
01 UNIT HEATER - 0 G 2.61
02 WALL FLOOR FUR - 0 G 2.29
03 RADIANT N 0 G 0.00
04 STEAM HEAT N 0 G 0.00
05 HEAT W/ DUCT N 0 G 0.00
07 HEAT \& COOL SPN 0 G 0.00
08 HEAT \& COOL PKN 0 G 0.00
09 FLOOR OR CEIL N O G 0.00
10 NONE/COOLWDUCT - 0 G 3.31
```

Second example of a RCOD Screen from OASIS that is shown for demonstration purposes only.


Count entries ( N ) -- For count entries all data is entered in the RAR1/2 tables. The variables used are:
-- refinement count from the RESC, RESS, or IMPT screen
-- refinement rate from RAR1 or RAR2
The calculation
is:

## Refinement cost $=$ refinement count $X$ refinement rate

Flag entries (F) -- For flag entries all data is entered in the RAR1/2 tables. The variables used are:
-- refinement flag from the RESC, RESS, or IMPT screen
-- ground floor area from DIME
-- calculated living area
-- square foot rate from RAR1/2
The calculation is made only if the flag is "Y":
Refinement cost = area $\quad X \quad$ SF rate
Percent entries (P) -- For percent entries all data is entered in the RAR1/2 tables. The variables used are:
-- refinement percent from the RESC, RESS, or IMPT screen
-- ground floor area from DIME
-- calculated living area
-- square foot rate from RAR1/2
The calculation is:
Refinement cost $=$ area $X$ SF rate $X$ refinement percent / 100
When the cost type is positive, these calculations are added to the RCN value. When the cost type is negative, these calculations are subtracted from the RCN value. When the cost type is adjusted, two separate refinement costs are calculated; one using the value in RESC and one using the value in IMPT. The refinement cost is:

Refinement cost $=$ RESC refinement cost - IMPT refinement cost.
There are three exceptions to the calculations that have been described above.

If the refinement number is "RB07" (air conditioning) and the type is "flag," the RAR1/2 table contains 14 square foot rates corresponding to the number of stories in a building section, instead of a single rate.

Because the rate can be different for each building section, the calculation is performed at the building section level and the calculated value are summed for all base area sections to obtain the refinement cost.

If the user defines air conditioning to be a "code" type, the standard calculations are performed. Only "flag" and "code" types are allowed for air conditioning.

If the refinement number is "RS01" (attic) and the type is "flag" and the refinement flag is " Y " on the RESS screen, the calculation is:

$$
\text { Refinement cost = area } X \text {. } 25 \times \text { SF rate }
$$

If the refinement number is "RS03" (finished basement) and the type is "percent" and the type for "RB02" (basement) is also "percent," the calculation for RB03 is:

## Refinement cost $=$ area $X$ SF rate $X$ RB03 refinement percent $100 \times$ RB02 refinement percent 100

## f. Calculate the value of the built-ins.

The built-in cost calculations are performed for each of the built-ins that can be defined in the RBIN table and displayed on the RESC and IMPT screens. The RBIN table can be used to define the labels for each of the built-ins and can define the rate that would be used in the calculation. *

An example of a RBIN screen for demonstration.

```
ACTION: R SCREEN: RBIN
USERID
    R E S I D E N T I A L B U I L T - I N S D E F I N I T I O N
    JURI= 20 YEAR= 2017 ROLL= RR
\begin{tabular}{llrc} 
& BUILT-IN & MAX \\
& DESCRIPTION & VALUE & CNT \\
1: & RANGE/OVEN & 0.00 & 1 \\
2: & G DISPOSAL & 0.00 & 1 \\
3: & COMPACTOR & 0.00 & 1 \\
4: & SECURITY & 0.00 & 1 \\
5: & DISHWASHER & 0.00 & 1 \\
6: & INTERCOM & 0.00 & 1 \\
\(7:\) & VACCUUM & 0.00 & 1
\end{tabular}
```

The calculation of value for a single built-in uses the following variables:
built-in count from the RESC screen built-in count from the IMPT screen value per built-in from the RBIN screen

The calculation is:

## ( RESC built-in count - IMPT built-in count ) $X$ value per built-in

* While the CAMA system has this step within its programming, Cumberland County adds no additional value for built-ins for the 2017 revaluation.
g. Sum the values from steps a through f .

The horizontal cost, vertical cost, non-base area cost, other flat amount, total refinement cost, and total built-in cost are now summed. This sum is displayed on the BLDG screen as SUBTOTAL.

## h. Multiply the result of step $g$ by the quality grade factor

The quality grade defines a percentage multiplier that is applied to the sum of values. The quality grade entered on the RESC screen is used to determine the percentage grade modifier. It is not necessary that an exact match of quality grade exists in the RQAL table. The quality grades that are entered in RQAL are maximum grades. If there were two entries in RQAL for grades 350 and 370, any value entered on RESC from 351 to 370 would retrieve the 370 entry in RQAL.

The variables used in this calculation are:
calculated sum of values
quality grade on the RESC
screen percentage grade
modifier from RQAL
The calculation is:

## Sum of values $X$ percentage grade modified 100

i. If a special architect code is entered, multiply the result of step h by the design factor.

This section will apply only if there is a special architect code listed for the improvement and a design modifier listed in the RARC table. Various Grades are used for the different improvement types and a special architect codes may be applied. The special architect code is used to either apply a design modifier to a particular structure type and grade or to designate a different depreciation model to that structure. A copy of the screens is shown for Special Architect Codes and Depreciation Table

An example of RARC screen from OASIS for demonstration purposes only.


An example of a RQAL screen from OASIS for demonstration purposes only.

```
ACTION: R SCREEN: RQAL USERID:
H- ---- R E S I D E N T I A L Q U A L I T Y G R A D E C O D E S ----
    JURI= 20 YEAR= 2017 ROLL= RR
\begin{tabular}{|c|c|c|c|c|}
\hline QUALITY & & GRADE & DEPRECIATION & MAXIMUM \\
\hline GRADE & DESCRIPTION & MODIFIER\% & MODEL\# & DEPRECIATION\% \\
\hline === & ---------- & --- & --- & --- \\
\hline
\end{tabular}
150 **E** 050001
        235 **D-** 070 002 99
        250 **D** 078 002 99
        265**D+** 085 002 99
        335 **C-** 092 003 99
        350**C** 100 003 99
        370**C+** 108 003 99
        435**B-** 117 004 99
        450**B** 126 004 99
        470 **B+** 135 004 99
        535 **A-** 145 005 99
        550**A** 155 005 99
        570**A+** 167 005 99
        630 **AA--* 185 006 99
        640**AA-** 200 006 99
        650 **AA** 210 006 99
        670 **AA+** 230 006 99
        695 **AA++** 250 006 99
```


## j. Percent Complete

Taxes are assessed as of the first day of each year, January 1. If a building is not finished by January 1st then the percentage of the building that is finished will get applied to the value. If a percent complete is entered, multiply the result of step i, if there is a special architect code or step h , multiply by the percent complete factor. This adjustment is found on the RESC table in the Percent Complete Field. Once this has been applied the next calculation is for the Replacement Cost New Less Depreciation or RCNLD. In the 2017 Residential Revaluation Manual there is a guide in the appendix section that can be used to help determine a buildings percent complete.

## k. Calculation of RCNLD

The replacement cost new less depreciation (RCNLD) for a residential building is calculated by applying three types of depreciation: physical, functional, and economic. Physical depreciation is calculated by the system from the characteristics that are entered on the RESC screen.

The variables used in the RCNLD calculation are as follows:

- calculated RCN
- calculated physical depreciation percent
functional depreciation percent from RESC
economic depreciation percent
from RESC The calculation is ${ }^{1}$ :
result \#1 $=$ RCN - (RCN X physical depreciation percent 100)
result \#2 = result \#1 - (result \#1 X functional depreciation percent 100) RCNLD = result \#2 - (result \#2 X economic depreciation percent 100)

The calculation of the physical depreciation percent is more complex. The variables used in this calculation are as follows:
quality grade from RESC
special architect code from RESC
condition code / condition option from AOPT
condition code or condition from RESC
effective year / age or (actual year built and effective year) from RESC
building depreciation year from AOPT depreciation model number for RQAL or RARC
depreciation or percent good option from AOPT
(1) The following calculation is used when the duplicate old AA values flag in the AOPT table is "N." When this flag is "Y," the system calculates result \#1 as shown, but calculates RCNLD by adding the functional and economic percents, multiplies this sum by result \#1.

The steps for calculating physical depreciation percent are as follows:

First, determine the depreciation model number. If a special architect code on the RESC screen has been entered and the depreciation model number in the RARC table has also been entered, the system uses this depreciation model number for the calculations. Otherwise, it will use the depreciation model number from the RQAL table (quality grade). In our example a special architect code is used.

Next, determine whether the condition code should be used. The RESC screen shows which condition code was placed on the structure.

Next, determine whether the effective year / age should be used. There is a flag in the AOPT table that defines the field.

If the effective year / age is used, the system must calculate this value. If an effective year was entered on the RESC screen, the system uses this field. If an effective year was not entered (or has a value of zero), the system uses the actual year built.

The calculation is:

## effective age $=$ current year $-($ year built) or (effective year / age if structure was remodeled)

The calculated value is adjusted to zero if the result is less than zero.
Now, look up the depreciation percent in the RDEP table. The key to this table is jurisdiction, valuation year, roll type, depreciation model number, and finally, effective year/age.
--The system will retrieve the RDEP record with an effective age greater than or equal to the calculated value.
--If the system is using effective age group, an exact match must be found in the RDEP table.

Once the RDEP record has been found, the physical depreciation percent is obtained from the condition code / condition "position" that was previously determined.

There is one other flag in the AOPT table that can affect the calculation. This flag specifies whether the values entered in the RDEP table are depreciation or percent good. Whatever the value that is in the table, the system calculates the other.

The calculations are:
depreciation percent $=100-$ percent good
percent good $=100-$ depreciation percent

An example of the RDEP screen for demonstration purposes only.


1. Functional obsolescence and economic obsolescence depreciation

Functional and economic obsolescence percents are entered by the user on the RESC screen. These are subjective percentages based on various factors.

Functional obsolescence is the inability of the structure to adequately fulfill its purpose given current market demand and the state of construction technology. Economic obsolescence is caused by factors external to the property and totally out of control of the owner. If no percentages appear then calculation continues and totals up all depreciation and multiplies that times RCN and arrives at the RCNLD.

## m. Calculation of the Market Adjusted Value

The last step in the building calculation is to apply the market adjustment to the building. The market adjustment if there is one is applied on a neighborhood basis and is found on the NBHD screen and is shown as the Residential Adjustment Ratio or the Commercial Adjustment Ratio.

Example of the NBHD screen for demonstration purposes only.


The market adjusted building value, shown on the BLDG screen as the final cost approach value, is calculated as follows:

## market adjusted value $=\mathbf{R C N L D} \mathbf{X}$ market adjustment ratio

An example of a BLDG screen for demonstration purposes only.

```
ACTION: R SCREEN: BLDG USERID: VERIFY DELETE (D): CHANGE-REASON:
--------------- B U I L D I N G C O S T S U M M A R Y ---------------------
JU= 20 RO= RR PARC= YR= 2017 ALTKEY= 0906310 BUILDING ID= 01 OF 01 BLDG TYPE: R
START-SECT: DYR: 2017 STATUS: ACTIVE
HORIZONTAL (AREA) COST 47,196 REPLACEMENT COST NEW (RCN) 115,396
VERTICAL (PERIMETER) COST 23,204
OTHER FLAT AMOUNT 8,740 PHYSICAL DEPRECIATION % 36
TOTAL NON-BASE SECTIONS 6,434 FUNCTIONAL OBS % 0
TOTAL REFINEMENTS 15,068 ECONOMIC OBS % 0
TOTAL BUILT-INS 0 TOTAL DEPRECIATION % 36
SUBTOTAL 100,642 TOTAL DEPRECIATION 41,543
QUALITY GRADE FACTOR 1.26 RCNLD 73,853
SPECIAL ARCHITECT FACTOR 0.91
PERCENT COMPLETE % 0 MARKET ADJUSTMENT RATIO 1.00
REPLACEMENT COST NEW (RCN) 115,396 MARKET ADJUSTMENT 0
FINAL COST APPROACH VALUE = 73,853
```

The Final screen shown is the (BLDG) Screen where the final building value is displayed as the final cost approach value for the particular building. Just add the value of the Land, Building and any miscellaneous values associated with the property and you will arrive at the Residential Cost Approach Value.

This is a list of some of the majority of tables used to value residential property using the cost approach. The master tables that are used in the processing of residential buildings are listed below.

## 2. Master Tables for Residential

Appraisal Options (AOPT)<br>Building Section Types (SECT)<br>Residential Improvement Types (IMPT)<br>Residential Exterior Wall Codes<br>(RWAL) Residential Exterior Wall<br>Rates (RWAR) Residential Quality<br>Grades (RQAL)<br>Residential Special Architect Codes (RARC) used by Manufactured<br>Homes<br>Residential "A" Refinements Definition<br>(RAR1/2) Refinement Codes (RCOD)<br>Residential built-ins Definition (RBIN)<br>Residential Condition Codes (RCON)<br>Residential Depreciation (RDEP)<br>Residential Building Characteristics<br>(RESC) Residential Building Sections<br>(RESS) Building Dimensions (DIME)<br>Building Sketch (SKET)<br>Neighborhood Characteristics (NBHD)

## Residential Appraisal Options

```
ACTION: R SCREEN: AOPT
    A P P R A I S A L O P T I O N S
JURISDICTION= 20 YEAR= 2017 ROLL= RR
NEW CONSTRUCTION YEAR BLDGS: 2016 CREATE ASMO RECORDS (Y/N): N
NEW CONSTRUCTION YEAR MISC IMPR: 2016 LAND RATE DISPLAY (A/B/C): A
DEPRECIATION YEAR BLDGS AND MISC IMPR: 2016 DUPLICATE OLD AA VALUES (Y/N) : Y
    RESIDENTIAL BASE CALCULATION METHOD (A/C): A
    COMMERCIAL BASE CALCULATION METHOD (A/C): A
    USE CONDITION CODE OR CDU IN DEPR CALCULATIONS (C/D): C
        EFF/AGE OR EFF/AGE GROUP OR REMODELED YEAR (A/G/R) : A
            DEPTH ADJUSTMENT CALCULATION METHOD (A/P): P
    DEPRECIATION, PERCENT GOOD, MIXED IN TABLES (D/P/M): D
        CALCULATE MARKET ADJ ON MIXED BLDG PARCELS (Y/N): N
            CALCULATE MARKET ADJ ON VACANT PARCELS (Y/N): N
        ALLOW LIFE AND DEPR/PCT-GD OVERRIDE ON MIMP (Y/N): Y
        ALWAYS CALCULATE COMR STD REFINEMENT TOTALS (Y/N): Y
            USE ALTERNATE RES AND MISC MARKET FACTORS (Y/N): N
```

Condition Codes for Residential Buildings (RCON) for demonstration only.

| COND |  |  |
| :--- | :--- | :--- |
| CODE | DESCR |  |
| -- | ------ |  |
| E | EXCELLENT | BEST |
| G | GOOD |  |
| A | AVERAGE |  |
| F | FAIR |  |
| P | POOR |  |
| U | UTILITY |  |
| S | UNSOUND |  |
| V | VERY GOOD |  |

## RWAL/RWAR



Residential SECT Table


Improvement Type Codes (IMPT)

| RESIDENTIAL IMPROVEMENT TYPES | (IMPT) |
| :---: | :---: |
| DESCRIPTION | SHORT DESC. |
| RESIDENTIAL SINGLE FAMILY | R 1 |
| RESDIENTIAL DUPLEX | R 2 |
| RESIDENTIAL MANUFACTURED | R 3 |
| RESIDENTIAL CONDOMINIUM | R 4 |
| RESDIENTIAL TOWNHOUSE | R 5 |
| RESIDENTIAL APARTMENT | R 6 |
| HALF DUPLEX ON PARCEL | RH |
| RESIDENTIAL LOG HOME | RL |
| RESIDENTIAL MODULAR | RM |
| RESIDENTIAL QUADPLEX | RQ |
| RESIDENTIAL SINGLE WIDE | RS |
| RESIDENTIAL TRIPLEX | RT |

Residential Quality Grade and Depreciation Model Numbers


Special Arch Codes for Manufactured Homes - table for demonstration purpose only.

```
ACTION: RSCREEN: RARC USERID:
H- R E S I D E N T I A L S P E C I A L A R C H I T E C T
U JURI= 20 YEAR= 2017 ROLL= RR
ARCHITECT DESIGN
                                    DEPRECIATION DESIGN CD
                                    DESCRIPTION MODIFIER%
                                    MODEL#
-- -------------------- --- ---
D2 MANUF HOME DW 250 105 MH4
D3 MANUF HOME DW 350 097 MH5
D4 MANUF HOME DW 450 091 MH5
S1 MANUF HOME SW 150 085 MH1
S2 MANUF HOME SW 250 080 MH1
S3 MANUF HOME SW 350 077 MH1
```

Residential Depreciation Tables for demonstration purposes only.

## RAR1 Table

| ACTION: R SCREEN: RAR1 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| RESIDENTIAL REFINEMENTS DEFINITION |  |  |  |  |  |  |  |  |
| $\text { JURI= } 20 \text { YEAR= }$ |  |  |  |  |  |  |  |  |
| 2017 ROLL=RR |  |  |  |  |  |  |  |  |
|  |  |  |  |  | C-USE RCOD TABLE |  |  |  |
|  |  |  |  |  | N-VALUE PER |  |  |  |
| REFINE | ENTRY | MAX | +/- |  | COUNT |  |  |  |
| NUMBER |  |  |  |  | F-RATE PER SF OF |  |  |  |
| DESCRIPTION | C/N/F | COUNT | N/A | L/G | L/G |  |  |  |
| --------------- | - | -- | - | - | -------------------- | ------ | -- | ------ |
| RB01 4-FIX BATHS | N | 99 | A |  | 4,992.00 |  |  |  |
| RBO2 3-FIX BATHS | N | 99 | A |  | 3,745.00 |  |  |  |
| RB03 2-FIX BATHS | N | 99 | A |  | 2,496.00 |  |  |  |
| RB04 EXTRA FIX | N | 99 | A |  | 1,248.00 |  |  |  |
| RB05 BEDROOMS | N | 99 | $N$ |  | 0 |  |  |  |
| RB06 FIREPLACES | N | 99 | A |  | 2,000.00 |  |  |  |
| RB07 AIR COND | F |  | + | G | 2.72 | 2.72 | 2.72 | 2.72 |
|  |  |  |  |  | 2.72 | 2.72 | 2.72 | 2.72 |
|  |  |  |  |  | 2.72 | 2.72 | 2.72 | 2.72 |
|  |  |  |  |  | 2.72 |  |  |  |
| RB08 FOUNDATION | C |  |  |  |  |  |  |  |
| RB09 HEAT |  |  |  |  |  |  |  |  |
| METHOD1 | C |  |  |  |  |  |  |  |
| RB10 HEAT |  |  |  |  |  |  |  |  |
| METHOD2 | C |  |  |  |  |  |  |  |
| RB11 HEAT SOURCE1 | C |  |  |  |  |  |  |  |
| RB12 HEAT SOURCE2 | C |  |  |  |  |  |  |  |

RAR2 Table

| ACTION: R SCREEN: RAR2 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| RESIDENTIAL REFINEMENTS DEFINITION |  |  |  |  |  |
| 17 |  |  |  |  |  |
| $J U R I=20 \quad Y E A R=20$ | ROL | $L=R R$ |  |  | C-USE RCOD TABLE |
|  |  |  |  |  | N-VALUE PER |
|  |  |  |  |  | COUNT |
|  |  |  |  |  | F-RATE PER SF OF |
| REFINE | ENTRY | MAX | +/- |  | L/G |
| NUMBER |  |  |  |  | P-RATE PER \% OF |
| DESCRIPTION | C/N/F/P | COUNT | A/N | L/G | L/G |
| ---- ------------ | - | ------ | - | - | ---------------- |
| RB13 ROOF TYPE | C |  |  |  |  |
| RB14 ROOF COVER | C |  |  |  |  |
| RB15 INT FLOORS1 | C |  |  |  |  |
| RB16 INT WALLS2 | C |  |  |  |  |
| RB17 5-FIX-BATHS | N | 99 | A |  | 6,240.00 |
| RB18 JAC | N | 99 | A |  | 3,052.00 |
| RB19 STYLE | N | 99 | A |  | 0 |
| RS01 ATTC | F |  | + | G | 6.24 |
| RS02 BSMT AREA | P | 100 | $+$ | G | 17.77 |
| RS03 FIN BSMT | P | 100 | + | G | 40.86 |
| RS04 |  |  |  |  |  |
| RS05 |  |  |  |  |  |
| RS06 |  |  |  |  |  |

RDDEP Residential Depreciaiton Tables for 2017


| 49 | 32 | 41 | 51 | 66 | 81 | 95 | 99 | 35 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 50 | 33 | 41 | 52 | 67 | 81 | 95 | 99 | 36 |
| 51 | 33 | 42 | 52 | 67 | 81 | 95 | 99 | 36 |
| 52 | 33 | 43 | 53 | 68 | 82 | 95 | 99 | 36 |
| 53 | 34 | 43 | 54 | 69 | 82 | 95 | 99 | 37 |
| 54 | 34 | 44 | 54 | 70 | 83 | 95 | 99 | 37 |
| 55 | 35 | 44 | 55 | 70 | 83 | 95 | 99 | 37 |
| 56 | 35 | 45 | 56 | 71 | 83 | 95 | 99 | 38 |
| 57 | 36 | 46 | 56 | 71 | 84 | 95 | 99 | 38 |
| 58 | 36 | 46 | 57 | 72 | 84 | 95 | 99 | 39 |
| 59 | 37 | 47 | 57 | 72 | 85 | 95 | 99 | 40 |
| 60 | 37 | 47 | 58 | 73 | 85 | 95 | 99 | 40 |
| 61 | 38 | 48 | 58 | 73 | 85 | 95 | 99 | 41 |
| 62 | 38 | 48 | 59 | 74 | 86 | 95 | 99 | 41 |
| 63 | 39 | 49 | 59 | 74 | 86 | 95 | 99 | 42 |
| 64 | 39 | 49 | 60 | 75 | 86 | 95 | 99 | 42 |
| 65 | 40 | 50 | 60 | 75 | 87 | 95 | 99 | 43 |
| 66 | 40 | 50 | 61 | 76 | 87 | 95 | 99 | 43 |
| 67 | 41 | 51 | 61 | 76 | 87 | 95 | 99 | 43 |
| 68 | 41 | 52 | 62 | 77 | 87 | 95 | 99 | 44 |
| 69 | 42 | 52 | 62 | 77 | 88 | 95 | 99 | 44 |
| 70 | 42 | 53 | 63 | 78 | 88 | 95 | 99 | 45 |
| 71 | 43 | 53 | 63 | 78 | 88 | 95 | 99 | 45 |
| 72 | 43 | 54 | 64 | 79 | 89 | 95 | 99 | 46 |
| 73 | 44 | 54 | 64 | 79 | 89 | 95 | 99 | 47 |
| 74 | 44 | 54 | 64 | 79 | 89 | 95 | 99 | 47 |
| 75 | 46 | 55 | 65 | 80 | 90 | 95 | 99 | 48 |
| 99 | 46 | 55 | 65 | 80 | 90 | 95 | 99 | 48 |


| AGE | E | G | A | F | P | U | S | V |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0 | 0 | 1 | 2 | 20 | 35 | 95 | 99 | 1 |
| 1 | 1 | 2 | 3 | 21 | 36 | 95 | 99 | 2 |
| 2 | 1 | 3 | 4 | 23 | 38 | 95 | 99 | 2 |
| 3 | 2 | 4 | 5 | 24 | 39 | 95 | 99 | 3 |
| 4 | 2 | 4 | 6 | 25 | 41 | 95 | 99 | 3 |
| 5 | 3 | 5 | 7 | 26 | 42 | 95 | 99 | 4 |
| 6 | 4 | 6 | 8 | 27 | 43 | 95 | 99 | 5 |
| 7 | 5 | 8 | 10 | 28 | 44 | 95 | 99 | 7 |
| 8 | 6 | 9 | 11 | 29 | 45 | 95 | 99 | 8 |
| 9 | 7 | 10 | 12 | 30 | 46 | 95 | 99 | 9 |
| 10 | 8 | 10 | 13 | 31 | 47 | 95 | 99 | 9 |
| 11 | 8 | 11 | 14 | 32 | 48 | 95 | 99 | 10 |
| 12 | 9 | 12 | 16 | 33 | 49 | 95 | 99 | 11 |
| 13 | 10 | 14 | 17 | 34 | 50 | 95 | 99 | 12 |
| 14 | 12 | 16 | 19 | 35 | 51 | 95 | 99 | 14 |
| 15 | 13 | 17 | 20 | 36 | 52 | 95 | 99 | 15 |
| 16 | 14 | 18 | 21 | 37 | 53 | 95 | 99 | 16 |
| 17 | 15 | 19 | 22 | 38 | 54 | 95 | 99 | 17 |
| 18 | 16 | 20 | 23 | 39 | 55 | 95 | 99 | 18 |
| 19 | 17 | 21 | 24 | 40 | 56 | 95 | 99 | 19 |
| 20 | 18 | 22 | 25 | 41 | 57 | 95 | 99 | 20 |
| 21 | 19 | 23 | 26 | 42 | 58 | 95 | 99 | 21 |
| 22 | 20 | 24 | 27 | 43 | 59 | 95 | 99 | 22 |
| 23 | 20 | 25 | 28 | 44 | 60 | 95 | 99 | 23 |
| 24 | 21 | 26 | 29 | 45 | 61 | 95 | 99 | 24 |
| 25 | 21 | 27 | 30 | 46 | 62 | 95 | 99 | 24 |
| 26 | 22 | 28 | 31 | 47 | 63 | 95 | 99 | 25 |
| 27 | 22 | 29 | 32 | 48 | 64 | 95 | 99 | 25 |
| 28 | 23 | 30 | 33 | 49 | 65 | 95 | 99 | 26 |
| 29 | 23 | 31 | 34 | 49 | 65 | 95 | 99 | 26 |
| 30 | 24 | 32 | 35 | 50 | 66 | 95 | 99 | 27 |
| 31 | 24 | 32 | 36 | 51 | 67 | 95 | 99 | 27 |
| 32 | 25 | 33 | 37 | 51 | 67 | 95 | 99 | 28 |
| 33 | 25 | 33 | 38 | 52 | 68 | 95 | 99 | 28 |
| 34 | 26 | 34 | 39 | 53 | 69 | 95 | 99 | 29 |
| 35 | 26 | 34 | 40 | 54 | 70 | 95 | 99 | 29 |
| 36 | 26 | 34 | 40 | 54 | 70 | 95 | 99 | 29 |
| 37 | 27 | 35 | 41 | 55 | 71 | 95 | 99 | 30 |
| 38 | 27 | 35 | 41 | 55 | 71 | 95 | 99 | 30 |
| 39 | 28 | 36 | 42 | 56 | 72 | 95 | 99 | 31 |
| 40 | 28 | 36 | 42 | 56 | 72 | 95 | 99 | 31 |
| 41 | 29 | 37 | 43 | 57 | 73 | 95 | 99 | 32 |
| 42 | 29 | 37 | 43 | 58 | 74 | 95 | 99 | 32 |
| 43 | 30 | 38 | 44 | 59 | 75 | 95 | 99 | 33 |
| 44 | 30 | 38 | 45 | 60 | 76 | 95 | 99 | 33 |
| 45 | 30 | 38 | 45 | 60 | 76 | 95 | 99 | 33 |
| 46 | 31 | 39 | 46 | 61 | 77 | 95 | 99 | 34 |
| 47 | 31 | 39 | 46 | 61 | 77 | 95 | 99 | 34 |
| 48 | 32 | 40 | 47 | 62 | 78 | 95 | 99 | 35 |


| Continuation of Model 002 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 49 | 32 | 40 | 47 | 62 | 78 | 95 | 99 | 35 |
| 50 | 33 | 41 | 48 | 63 | 79 | 95 | 99 | 36 |
| 51 | 33 | 41 | 48 | 63 | 79 | 95 | 99 | 36 |
| 52 | 33 | 41 | 48 | 63 | 79 | 95 | 99 | 36 |
| 53 | 34 | 42 | 49 | 64 | 80 | 95 | 99 | 37 |
| 54 | 34 | 42 | 49 | 64 | 80 | 95 | 99 | 37 |
| 55 | 34 | 42 | 49 | 64 | 80 | 95 | 99 | 37 |
| 56 | 35 | 43 | 50 | 65 | 81 | 95 | 99 | 38 |
| 57 | 35 | 43 | 50 | 65 | 81 | 95 | 99 | 38 |
| 58 | 35 | 43 | 50 | 65 | 81 | 95 | 99 | 38 |
| 59 | 36 | 44 | 51 | 66 | 82 | 95 | 99 | 39 |
| 60 | 36 | 44 | 51 | 66 | 82 | 95 | 99 | 39 |
| 61 | 36 | 44 | 51 | 66 | 82 | 95 | 99 | 39 |
| 62 | 37 | 45 | 52 | 67 | 83 | 95 | 99 | 40 |
| 63 | 37 | 45 | 52 | 67 | 83 | 95 | 99 | 40 |
| 64 | 38 | 46 | 53 | 68 | 84 | 95 | 99 | 41 |
| 65 | 38 | 46 | 53 | 68 | 84 | 95 | 99 | 41 |
| 66 | 38 | 46 | 53 | 68 | 84 | 95 | 99 | 41 |
| 67 | 39 | 47 | 54 | 69 | 85 | 95 | 99 | 42 |
| 68 | 39 | 47 | 54 | 69 | 85 | 95 | 99 | 42 |
| 69 | 39 | 47 | 54 | 69 | 85 | 95 | 99 | 42 |
| 70 | 40 | 48 | 55 | 70 | 86 | 95 | 99 | 43 |
| 71 | 40 | 48 | 55 | 70 | 86 | 95 | 99 | 43 |
| 72 | 40 | 48 | 55 | 70 | 86 | 95 | 99 | 43 |
| 73 | 41 | 49 | 56 | 71 | 87 | 95 | 99 | 44 |
| 74 | 41 | 49 | 56 | 71 | 87 | 95 | 99 | 44 |
| 75 | 42 | 50 | 57 | 72 | 88 | 95 | 99 | 45 |
| 99 | 42 | 50 | 57 | 72 | 88 | 95 | 99 | 45 |


| AGE | E | G | A | F | P | U | S | V |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0 | 0 | 1 | 2 | 20 | 30 | 95 | 99 | 1 |
| 1 | 1 | 2 | 3 | 21 | 31 | 95 | 99 | 2 |
| 2 | 1 | 3 | 4 | 21 | 31 | 95 | 99 | 2 |
| 3 | 2 | 4 | 5 | 22 | 32 | 95 | 99 | 3 |
| 4 | 2 | 4 | 6 | 23 | 33 | 95 | 99 | 3 |
| 5 | 3 | 5 | 7 | 24 | 35 | 95 | 99 | 4 |
| 6 | 4 | 6 | 8 | 25 | 36 | 95 | 99 | 5 |
| 7 | 5 | 8 | 10 | 25 | 36 | 95 | 99 | 6 |
| 8 | 6 | 9 | 11 | 26 | 37 | 95 | 99 | 7 |
| 9 | 7 | 10 | 12 | 27 | 38 | 95 | 99 | 8 |
| 10 | 8 | 10 | 13 | 28 | 39 | 95 | 99 | 9 |
| 11 | 8 | 11 | 14 | 29 | 40 | 95 | 99 | 9 |
| 12 | 9 | 11 | 15 | 30 | 40 | 95 | 99 | 10 |
| 13 | 9 | 12 | 16 | 31 | 41 | 95 | 99 | 10 |
| 14 | 10 | 12 | 16 | 31 | 41 | 95 | 99 | 11 |
| 15 | 10 | 13 | 17 | 32 | 42 | 95 | 99 | 11 |
| 16 | 11 | 13 | 17 | 32 | 43 | 95 | 99 | 12 |
| 17 | 11 | 14 | 18 | 33 | 44 | 95 | 99 | 12 |
| 18 | 11 | 14 | 18 | 33 | 45 | 95 | 99 | 12 |
| 19 | 12 | 15 | 19 | 34 | 46 | 95 | 99 | 13 |
| 20 | 12 | 15 | 19 | 34 | 47 | 95 | 99 | 13 |
| 21 | 13 | 16 | 20 | 35 | 48 | 95 | 99 | 14 |
| 22 | 13 | 16 | 20 | 35 | 48 | 95 | 99 | 14 |
| 23 | 13 | 17 | 21 | 36 | 49 | 95 | 99 | 14 |
| 24 | 14 | 17 | 21 | 36 | 50 | 95 | 99 | 15 |
| 25 | 14 | 17 | 22 | 37 | 50 | 95 | 99 | 15 |
| 26 | 15 | 18 | 22 | 37 | 51 | 95 | 99 | 16 |
| 27 | 15 | 18 | 23 | 38 | 52 | 95 | 99 | 16 |
| 28 | 15 | 19 | 23 | 38 | 52 | 95 | 99 | 17 |
| 29 | 16 | 19 | 24 | 39 | 53 | 95 | 99 | 17 |
| 30 | 16 | 20 | 24 | 39 | 54 | 95 | 99 | 18 |
| 31 | 17 | 20 | 24 | 39 | 54 | 95 | 99 | 18 |
| 32 | 17 | 20 | 25 | 40 | 55 | 95 | 99 | 18 |
| 33 | 17 | 21 | 25 | 40 | 55 | 95 | 99 | 18 |
| 34 | 18 | 21 | 25 | 40 | 55 | 95 | 99 | 19 |
| 35 | 18 | 21 | 26 | 41 | 56 | 95 | 99 | 19 |
| 36 | 19 | 22 | 26 | 41 | 56 | 95 | 99 | 20 |
| 37 | 19 | 22 | 27 | 42 | 57 | 95 | 99 | 20 |
| 38 | 20 | 22 | 27 | 42 | 57 | 95 | 99 | 21 |
| 39 | 20 | 23 | 28 | 43 | 58 | 95 | 99 | 21 |
| 40 | 20 | 23 | 28 | 43 | 58 | 95 | 99 | 21 |
| 41 | 21 | 24 | 29 | 43 | 58 | 95 | 99 | 22 |
| 42 | 21 | 24 | 29 | 44 | 59 | 95 | 99 | 22 |
| 43 | 22 | 25 | 30 | 44 | 59 | 95 | 99 | 23 |
| 44 | 22 | 25 | 30 | 45 | 60 | 95 | 99 | 23 |
| 45 | 23 | 26 | 31 | 46 | 61 | 95 | 99 | 24 |
| 46 | 23 | 26 | 31 | 47 | 62 | 95 | 99 | 24 |
| 47 | 24 | 27 | 32 | 48 | 63 | 95 | 99 | 25 |
| 48 | 24 | 27 | 32 | 48 | 63 | 95 | 99 | 25 |


| Continuation of Model | 003 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 49 | 25 | 28 | 33 | 49 | 64 | 95 | 99 | 26 |
| 50 | 25 | 28 | 33 | 50 | 65 | 95 | 99 | 26 |
| 51 | 25 | 28 | 33 | 51 | 66 | 95 | 99 | 26 |
| 52 | 26 | 29 | 34 | 52 | 67 | 95 | 99 | 27 |
| 53 | 26 | 29 | 34 | 53 | 68 | 95 | 99 | 27 |
| 54 | 27 | 30 | 35 | 54 | 69 | 95 | 99 | 28 |
| 55 | 27 | 30 | 35 | 55 | 70 | 95 | 99 | 28 |
| 56 | 27 | 30 | 35 | 55 | 70 | 95 | 99 | 28 |
| 57 | 28 | 31 | 36 | 56 | 71 | 95 | 99 | 29 |
| 58 | 28 | 31 | 36 | 56 | 71 | 95 | 99 | 29 |
| 59 | 29 | 32 | 37 | 57 | 72 | 95 | 99 | 30 |
| 60 | 29 | 32 | 37 | 57 | 72 | 95 | 99 | 30 |
| 61 | 30 | 33 | 38 | 58 | 73 | 95 | 99 | 31 |
| 62 | 30 | 33 | 38 | 58 | 73 | 95 | 99 | 31 |
| 63 | 31 | 34 | 39 | 59 | 74 | 95 | 99 | 32 |
| 64 | 31 | 34 | 35 | 39 | 59 | 74 | 95 | 99 |
| 65 | 32 | 35 | 40 | 59 | 74 | 95 | 99 | 32 |
| 66 | 32 | 36 | 40 | 60 | 75 | 95 | 99 | 33 |
| 67 | 33 | 36 | 41 | 60 | 75 | 95 | 99 | 34 |
| 68 | 33 | 34 | 41 | 61 | 76 | 95 | 99 | 34 |
| 69 | 34 | 37 | 42 | 61 | 76 | 95 | 99 | 35 |
| 70 | 34 | 35 | 38 | 42 | 62 | 77 | 95 | 99 |
| 71 | 35 | 39 | 43 | 62 | 77 | 95 | 99 | 35 |
| 72 | 35 | 46 | 44 | 63 | 78 | 95 | 99 | 36 |
| 73 | 36 | 36 | 41 | 45 | 63 | 78 | 95 | 99 |
| 74 | 36 | 42 | 46 | 64 | 79 | 95 | 99 | 37 |
| 75 | 36 | 42 | 48 | 65 | 80 | 95 | 99 | 37 |
| 99 | 36 | 48 | 65 | 80 | 95 | 99 | 38 |  |


| AGE | E | G | A | F | P | U | S | V |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0 | 0 | 1 | 2 | 18 | 33 | 95 | 99 | 1 |
| 1 | 0 | 2 | 3 | 19 | 34 | 95 | 99 | 1 |
| 2 | 1 | 3 | 4 | 20 | 35 | 95 | 99 | 2 |
| 3 | 1 | 3 | 4 | 20 | 35 | 95 | 99 | 2 |
| 4 | 2 | 4 | 5 | 21 | 36 | 95 | 99 | 3 |
| 5 | 2 | 4 | 5 | 21 | 36 | 95 | 99 | 3 |
| 6 | 3 | 5 | 6 | 22 | 37 | 95 | 99 | 4 |
| 7 | 3 | 5 | 7 | 23 | 38 | 95 | 99 | 4 |
| 8 | 4 | 6 | 8 | 24 | 39 | 95 | 99 | 5 |
| 9 | 4 | 6 | 9 | 25 | 40 | 95 | 99 | 5 |
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| 11 | 5 | 7 | 10 | 26 | 41 | 95 | 99 | 6 |
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| 13 | 7 | 9 | 12 | 28 | 43 | 95 | 99 | 8 |
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| 17 | 9 | 11 | 14 | 29 | 45 | 95 | 99 | 10 |
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| 19 | 10 | 12 | 15 | 30 | 46 | 95 | 99 | 11 |
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| 21 | 11 | 13 | 16 | 31 | 47 | 95 | 99 | 12 |
| 22 | 11 | 13 | 16 | 32 | 47 | 95 | 99 | 12 |
| 23 | 12 | 14 | 17 | 32 | 48 | 95 | 99 | 13 |
| 24 | 12 | 14 | 17 | 33 | 48 | 95 | 99 | 13 |
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| 46 | 21 | 24 | 29 | 44 | 59 | 95 | 99 | 22 |
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| 48 | 22 | 25 | 30 | 46 | 61 | 95 | 99 | 23 |
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| Continuation <br> Model <br> Mof | 004 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
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| 52 | 24 | 27 | 32 | 50 | 65 | 95 | 99 | 25 |
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| 55 | 25 | 28 | 33 | 53 | 68 | 95 | 99 | 26 |
| 56 | 25 | 28 | 33 | 53 | 68 | 95 | 99 | 26 |
| 57 | 26 | 29 | 34 | 54 | 69 | 95 | 99 | 27 |
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| 60 | 27 | 30 | 35 | 55 | 70 | 95 | 99 | 28 |
| 61 | 28 | 31 | 36 | 56 | 71 | 95 | 99 | 29 |
| 62 | 28 | 31 | 36 | 56 | 71 | 95 | 99 | 29 |
| 63 | 29 | 32 | 37 | 57 | 72 | 95 | 99 | 30 |
| 64 | 29 | 32 | 37 | 57 | 72 | 95 | 99 | 30 |
| 65 | 29 | 32 | 37 | 57 | 72 | 95 | 99 | 30 |
| 66 | 30 | 33 | 38 | 58 | 73 | 95 | 99 | 31 |
| 67 | 30 | 33 | 38 | 58 | 73 | 95 | 99 | 31 |
| 68 | 31 | 34 | 39 | 59 | 74 | 95 | 99 | 32 |
| 69 | 31 | 34 | 39 | 59 | 74 | 95 | 99 | 32 |
| 70 | 32 | 35 | 40 | 60 | 75 | 95 | 99 | 33 |
| 71 | 32 | 36 | 42 | 60 | 75 | 95 | 99 | 33 |
| 72 | 33 | 37 | 43 | 61 | 76 | 95 | 99 | 34 |
| 73 | 33 | 38 | 44 | 62 | 77 | 95 | 99 | 34 |
| 74 | 33 | 39 | 45 | 63 | 77 | 95 | 99 | 34 |
| 75 | 34 | 40 | 46 | 63 | 78 | 95 | 99 | 35 |
| 99 | 34 | 40 | 46 | 63 | 78 | 95 | 99 | 35 |


| AGE | E | G | A | F | P | U | S | V |
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| 4 | 2 | 4 | 5 | 19 | 34 | 95 | 99 | 3 |
| 5 | 2 | 4 | 5 | 20 | 35 | 95 | 99 | 3 |
| 6 | 2 | 4 | 5 | 21 | 36 | 95 | 99 | 3 |
| 7 | 3 | 5 | 6 | 22 | 37 | 95 | 99 | 4 |
| 8 | 4 | 6 | 7 | 23 | 38 | 95 | 99 | 5 |
| 9 | 4 | 6 | 8 | 24 | 39 | 95 | 99 | 5 |
| 10 | 5 | 7 | 9 | 25 | 40 | 95 | 99 | 6 |
| 11 | 5 | 7 | 9 | 25 | 40 | 95 | 99 | 6 |
| 12 | 6 | 8 | 10 | 26 | 41 | 95 | 99 | 7 |
| 13 | 7 | 9 | 11 | 27 | 42 | 95 | 99 | 8 |
| 14 | 7 | 9 | 11 | 27 | 42 | 95 | 99 | 8 |
| 15 | 8 | 10 | 12 | 28 | 43 | 95 | 99 | 9 |
| 16 | 8 | 10 | 12 | 28 | 43 | 95 | 99 | 9 |
| 17 | 9 | 11 | 13 | 28 | 44 | 95 | 99 | 10 |
| 18 | 9 | 11 | 13 | 29 | 44 | 95 | 99 | 10 |
| 19 | 10 | 12 | 14 | 29 | 45 | 95 | 99 | 11 |
| 20 | 10 | 12 | 14 | 30 | 45 | 95 | 99 | 11 |
| 21 | 11 | 13 | 15 | 30 | 46 | 95 | 99 | 12 |
| 22 | 11 | 13 | 15 | 31 | 46 | 95 | 99 | 12 |
| 23 | 12 | 14 | 16 | 31 | 47 | 95 | 99 | 13 |
| 24 | 12 | 14 | 16 | 32 | 47 | 95 | 99 | 13 |
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| 26 | 13 | 15 | 17 | 33 | 48 | 95 | 99 | 14 |
| 27 | 14 | 16 | 18 | 34 | 49 | 95 | 99 | 15 |
| 28 | 14 | 16 | 18 | 34 | 49 | 95 | 99 | 15 |
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| 30 | 15 | 17 | 19 | 35 | 50 | 95 | 99 | 16 |
| 31 | 15 | 17 | 19 | 35 | 50 | 95 | 99 | 16 |
| 32 | 16 | 18 | 20 | 35 | 51 | 95 | 99 | 17 |
| 33 | 16 | 18 | 20 | 36 | 51 | 95 | 99 | 17 |
| 34 | 16 | 18 | 20 | 36 | 51 | 95 | 99 | 17 |
| 35 | 17 | 19 | 21 | 37 | 52 | 95 | 99 | 18 |
| 36 | 17 | 19 | 21 | 37 | 52 | 95 | 99 | 18 |
| 37 | 18 | 20 | 22 | 38 | 53 | 95 | 99 | 19 |
| 38 | 18 | 20 | 22 | 38 | 53 | 95 | 99 | 19 |
| 39 | 19 | 21 | 23 | 39 | 54 | 95 | 99 | 20 |
| 40 | 19 | 21 | 23 | 39 | 54 | 95 | 99 | 20 |
| 41 | 19 | 22 | 24 | 40 | 54 | 95 | 99 | 20 |
| 42 | 20 | 22 | 25 | 41 | 55 | 95 | 99 | 21 |
| 43 | 20 | 22 | 26 | 41 | 56 | 95 | 99 | 21 |
| 44 | 21 | 23 | 27 | 42 | 57 | 95 | 99 | 22 |
| 45 | 21 | 23 | 28 | 43 | 58 | 95 | 99 | 22 |
| 46 | 21 | 23 | 28 | 43 | 58 | 95 | 99 | 22 |
| 47 | 22 | 24 | 29 | 44 | 59 | 95 | 99 | 23 |
| 48 | 22 | 24 | 29 | 45 | 60 | 95 | 99 | 23 |
| 49 | 23 | 25 | 30 | 46 | 61 | 95 | 99 | 24 |
| 50 | 23 | 25 | 30 | 47 | 62 | 95 | 99 | 24 |
| 51 | 23 | 25 | 30 | 48 | 63 | 95 | 99 | 24 |
| 52 | 24 | 26 | 31 | 49 | 64 | 95 | 99 | 25 |
| 53 | 24 | 26 | 31 | 50 | 65 | 95 | 99 | 25 |
| 54 | 25 | 27 | 32 | 51 | 66 | 95 | 99 | 26 |


| Continuation |  |  |  |  |  |  |  |  |  | of Mod. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 55 | 25 | 27 | 32 | 52 | 67 | 95 | 99 | 26 |  |  |
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| 57 | 26 | 28 | 33 | 53 | 68 | 95 | 99 | 27 |  |  |
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| 59 | 27 | 29 | 34 | 54 | 69 | 95 | 99 | 28 |  |  |
| 60 | 27 | 29 | 34 | 54 | 69 | 95 | 99 | 28 |  |  |
| 61 | 28 | 30 | 35 | 55 | 70 | 95 | 99 | 29 |  |  |
| 62 | 28 | 30 | 35 | 55 | 70 | 95 | 99 | 29 |  |  |
| 63 | 28 | 31 | 36 | 56 | 71 | 95 | 99 | 29 |  |  |
| 64 | 29 | 31 | 36 | 56 | 71 | 95 | 99 | 30 |  |  |
| 65 | 29 | 31 | 36 | 56 | 71 | 95 | 99 | 30 |  |  |
| 66 | 29 | 31 | 37 | 57 | 72 | 95 | 99 | 30 |  |  |
| 67 | 30 | 32 | 37 | 57 | 72 | 95 | 99 | 31 |  |  |
| 68 | 30 | 33 | 38 | 58 | 73 | 95 | 99 | 31 |  |  |
| 69 | 30 | 33 | 38 | 58 | 73 | 95 | 99 | 32 |  |  |
| 70 | 31 | 34 | 39 | 59 | 74 | 95 | 99 | 32 |  |  |
| 71 | 31 | 34 | 40 | 59 | 74 | 95 | 99 | 32 |  |  |
| 72 | 31 | 35 | 40 | 60 | 75 | 95 | 99 | 33 |  |  |
| 73 | 31 | 35 | 41 | 60 | 76 | 95 | 99 | 33 |  |  |
| 74 | 32 | 36 | 41 | 61 | 76 | 95 | 99 | 34 |  |  |
| 75 | 32 | 36 | 42 | 62 | 77 | 95 | 99 | 34 |  |  |
| 99 | 32 | 36 | 42 | 62 | 77 | 95 | 99 | 34 |  |  |


| AGE | E | G | A | F | P | U | S | v |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0 | 0 | 0 | 1 | 14 | 29 | 95 | 99 | 0 |
| 1 | 0 | 0 | 1 | 14 | 29 | 95 | 99 | 0 |
| 2 | 0 | 1 | 2 | 15 | 30 | 95 | 99 | 0 |
| 3 | 1 | 1 | 2 | 15 | 30 | 95 | 99 | 1 |
| 4 | 1 | 2 | 3 | 16 | 31 | 95 | 99 | 1 |
| 5 | 1 | 2 | 3 | 16 | 31 | 95 | 99 | 2 |
| 6 | 2 | 3 | 4 | 17 | 32 | 95 | 99 | 2 |
| 7 | 2 | 3 | 4 | 17 | 32 | 95 | 99 | 3 |
| 8 | 2 | 4 | 5 | 18 | 33 | 95 | 99 | 3 |
| 9 | 3 | 4 | 5 | 18 | 33 | 95 | 99 | 4 |
| 10 | 3 | 5 | 6 | 19 | 34 | 95 | 99 | 4 |
| 11 | 3 | 5 | 6 | 19 | 34 | 95 | 99 | 4 |
| 12 | 4 | 6 | 7 | 20 | 35 | 95 | 99 | 5 |
| 13 | 4 | 6 | 7 | 20 | 35 | 95 | 99 | 5 |
| 14 | 4 | 7 | 8 | 21 | 36 | 95 | 99 | 5 |
| 15 | 5 | 7 | 8 | 22 | 37 | 95 | 99 | 6 |
| 16 | 5 | 7 | 8 | 23 | 38 | 95 | 99 | 6 |
| 17 | 6 | 8 | 9 | 24 | 39 | 95 | 99 | 7 |
| 18 | 6 | 8 | 9 | 25 | 40 | 95 | 99 | 7 |
| 19 | 7 | 9 | 10 | 26 | 41 | 95 | 99 | 8 |
| 20 | 7 | 9 | 10 | 27 | 42 | 95 | 99 | 8 |
| 21 | 8 | 10 | 11 | 28 | 43 | 95 | 99 | 9 |
| 22 | 8 | 10 | 12 | 28 | 43 | 95 | 99 | 9 |
| 23 | 9 | 11 | 13 | 29 | 44 | 95 | 99 | 10 |
| 24 | 9 | 11 | 13 | 29 | 44 | 95 | 99 | 10 |
| 25 | 10 | 12 | 14 | 30 | 45 | 95 | 99 | 11 |
| 26 | 10 | 12 | 14 | 30 | 45 | 95 | 99 | 11 |
| 27 | 11 | 13 | 15 | 31 | 46 | 95 | 99 | 12 |
| 28 | 11 | 13 | 15 | 31 | 46 | 95 | 99 | 12 |
| 29 | 12 | 14 | 16 | 32 | 47 | 95 | 99 | 13 |
| 30 | 12 | 14 | 16 | 32 | 47 | 95 | 99 | 13 |
| 31 | 13 | 15 | 16 | 33 | 48 | 95 | 99 | 14 |
| 32 | 13 | 15 | 17 | 33 | 48 | 95 | 99 | 14 |
| 33 | 14 | 16 | 17 | 34 | 49 | 95 | 99 | 15 |
| 34 | 14 | 16 | 18 | 34 | 49 | 95 | 99 | 15 |
| 35 | 15 | 17 | 18 | 35 | 50 | 95 | 99 | 16 |
| 36 | 15 | 17 | 19 | 36 | 51 | 95 | 99 | 16 |
| 37 | 16 | 18 | 19 | 36 | 51 | 95 | 99 | 17 |
| 38 | 16 | 18 | 20 | 37 | 52 | 95 | 99 | 17 |
| 39 | 17 | 19 | 20 | 37 | 52 | 95 | 99 | 18 |
| 40 | 17 | 19 | 21 | 38 | 53 | 95 | 99 | 18 |
| 41 | 17 | 20 | 21 | 38 | 53 | 95 | 99 | 18 |
| 42 | 18 | 20 | 22 | 39 | 54 | 95 | 99 | 19 |
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| 49 | 20 | 23 | 27 | 46 | 61 | 95 | 99 | 21 |
| 50 | 20 | 24 | 27 | 47 | 62 | 95 | 99 | 21 |
| 51 | 21 | 24 | 28 | 48 | 63 | 95 | 99 | 22 |
| 52 | 21 | 25 | 28 | 48 | 63 | 95 | 99 | 22 |
| 53 | 21 | 25 | 29 | 49 | 64 | 95 | 99 | 22 |
| 54 | 22 | 26 | 29 | 49 | 64 | 95 | 99 | 23 |


| Continuation of <br> Model 006 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 55 | 22 | 26 | 30 | 50 | 65 | 95 | 99 | 23 |
| 56 | 22 | 27 | 30 | 50 | 65 | 95 | 99 | 23 |
| 57 | 23 | 27 | 31 | 51 | 66 | 95 | 99 | 24 |
| 58 | 23 | 28 | 31 | 51 | 66 | 95 | 99 | 24 |
| 59 | 23 | 28 | 32 | 52 | 67 | 95 | 99 | 24 |
| 60 | 24 | 29 | 32 | 52 | 67 | 95 | 99 | 25 |
| 61 | 24 | 29 | 33 | 53 | 68 | 95 | 99 | 25 |
| 62 | 24 | 29 | 33 | 53 | 68 | 95 | 99 | 26 |
| 63 | 25 | 30 | 34 | 54 | 69 | 95 | 99 | 26 |
| 64 | 25 | 30 | 34 | 54 | 69 | 95 | 99 | 27 |
| 65 | 25 | 30 | 35 | 55 | 70 | 95 | 99 | 27 |
| 66 | 26 | 31 | 35 | 55 | 70 | 95 | 99 | 28 |
| 67 | 26 | 31 | 36 | 56 | 71 | 95 | 99 | 28 |
| 68 | 26 | 31 | 36 | 56 | 71 | 95 | 99 | 29 |
| 69 | 27 | 32 | 37 | 57 | 72 | 95 | 99 | 29 |
| 70 | 27 | 32 | 37 | 57 | 72 | 95 | 99 | 30 |
| 71 | 28 | 32 | 38 | 58 | 73 | 95 | 99 | 30 |
| 72 | 28 | 33 | 38 | 58 | 73 | 95 | 99 | 31 |
| 73 | 29 | 33 | 39 | 59 | 74 | 95 | 99 | 31 |
| 74 | 29 | 33 | 39 | 59 | 74 | 95 | 99 | 31 |
| 75 | 30 | 34 | 40 | 60 | 75 | 95 | 99 | 32 |
| 99 | 30 | 34 | 40 | 60 | 75 | 95 | 99 | 32 |

MODEL\# = MH1


MODEL\#= MH4


MODEL\#= MH5


## IX. COMMERCIAL / INDUSTRIAL COST CALCULATIONS AND COST TABLES

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## IX. COMMERICAL / INDUSTRIAL COST CALCULATIONS AND COST TABLES

## 1. Commercial/Industrial Cost Calculation Process

## INTRODUCTION

The OASIS Cost Approach to Valuation provides a means of estimating the value of any improved property through the application of user-defined cost tables. Traditionally, this has meant an estimate of either the Reproduction or Replacement Cost New Less Depreciation (RCNLD) using construction cost data which may or may not closely resemble what a property is actually worth. The methodology employed in OASIS allows the users to determine the extent to which they wish to market-orient the cost tables, and therefore, their resulting cost estimates of value. This places, in the hands of the appraiser, the decision as to which costs are to be used and how they will be used in terms of marketorientation. This section explains the use of the screens in the CAMA subsystem that are used for the cost approach to valuation or building valuation.

The CAMA subsystem also provides both an on-line and off-line method to simulate value results when planning for a revaluation. The on-line method is a sales ratio/statistical document (SR) that interactively recalculates values using current cost master tables, compares these to sales prices and provides statistics to indicate the value level and equity resulting from those tables. This on-line function is used by neighborhood. The off-line program (AA301) allows recalculation for several neighborhoods or the entire jurisdiction, providing totals and percentage of change on each parcel over the last official appraisal values. This program may be run in simulation many times before running in update mode. Master tables are not detailed in this schedule.
A. The Valuation of Commercial Land.

To value commercial land Oasis screens are used from the CAMA system as examples. The (LANL) screen for example calculates the value of the land. When a change, or delete action is entered on LANL the system will calculate or re-calculate a land value for only the lines that are displayed on the screen. There is other information needed to calculate commercial land and they were discussed in section 5 and 6.

Example of a Landline Screen from OASIS is shown for demonstration


## B. The Valuation of Buildings - Commercial

To value commercial buildings some of the Oasis screens from the CAMA system used are but not limited to COMC, COMR, COMS, DIME to name a few screens.

The cost approach provides an estimate of value based on a listing of the various building components and the current construction cost of a replacement building, less accrued depreciation plus the value of the land. The replacement cost new is referred to as RCN and the depreciated RCN is called RCNLD (LD = less depreciation). The land is valued either from comparable sales of similar land or through abstraction in the absence of sales. OASIS requires a land unit value, regardless of the source.

The CAMA Cost Approach to Valuation uses the computer to value commercial buildings. This method is flexible and any building of any type may be described and valued. Commercial properties are valued within the CAMA subsystem. Different algorithms are used for residential and commercial/industrial. In both instances, however, the system allows coding of all available types of structures, walls, and many components. These are described and priced in master tables so that every type of existing construction in a jurisdiction has a code and an associated code. The parcel level data entry screens allow an individual description of each building so that every building is figured according to its specific description and priced with costs, locally determined and input. The end result is a system, which will allow coding, description and valuation of any type of property. If a new type of construction or construction material is introduced into the real estate market, the user simply defines a code, inputs the appropriate cost and the system will handle it from that point forward. Again different screens are used to aid in the valuation process. Creating a commercial building on a parcel requires entries on several screens.

The following pages contain the COMC, COMR, COMS, and DIME screens for a sample commercial building.

The Commercial Building Characteristic (COMC) screen is used to enter building characteristic information and refinements for commercial structures.

The top portion of the screen contains building information codes. Data entry fields affecting valuation are Structure Type, Construction Class, Quality Grade, Exterior Wall Types and Percentages, Refinements and Built-ins. Data entry fields affecting depreciation are Condition, Effective Year/Age, Remodeled year, Functional Obsolescence and Economic Obsolescence. All other fields are not related to value calculation.

The middle portion of the screen is used to enter refinement information. The last two lines of the COMC screen are used to enter appraisal and inspection schedule information. The first line is for entering appraisal review information and includes appraiser's id (displays appraiser's name from the APRA table), last appraisal date (MM/DD/CCYY) and next review date (MM/CCYY). The second line is for entering inspection review information and includes the inspector's id (displays inspectors name from the APRA table), last inspection date (MM/DD/CCYY) and three inspection codes.
The Commercial Building Characteristics (COMC) screen contains the data items that pertain to the building.

Example of a COMC Screen from OASIS is shown for demonstration purposes only.

```
ACTION: R SCREEN: COMC USERID: CHANGE-REASON:
COMMERC I A L B U I L D I N G C H A R A C T E R I S T I C S --
JU= 20 RO= RR PARC= YR= 2017 ALTKEY: 8635762 BUSINESS/BLD NAME: DYR= 2017
STATUS: ACTIVE BUILDING ID= 01 LAND LINE: 01
STRUCTURE TYPE: D CONST CLASS: NUM IDENT UNITS: 1
QUALITY GRADE: 370 CONDITION: EPERCENT COMPLETE: 0 % ACTUAL YEAR
BUILT: 1981 EFF YR/AGE: 2000 REMODELED YEAR:
2003
FUNCTIONAL OBS: 0 % ECONOMIC OBS: 0 %
EXTERIOR WALL TYPE: 11 60 % 03 40 % %
---------------------------- R E F I N E M E N T S --------------------------------
-
4-FIX BATHS : 
```

The Next Screen (COMR) screen permits the entry of parcel level data to identify commercial refinements and to provide the edit controls and automated calculation of values for these items.

The data is keyed with the usual parcel identification keys and within each parcel the detailed data is keyed by building identification and line number within building ID.

The top half of each line has a field for type which is edited by the (CMIS) Commercial Miscellaneous Refinement Code table and a description field. Fields are also included for unit type, and 3 measurement fields to define the units, and a unit value. The bottom half of the line has fields for number of identical units, the building section ID that the line is associated with, and the total calculated value of the refinement.

The Commercial Miscellaneous Refinements screen defines additional refinements that will be added to the value of a commercial building. This screen is optional.

Example of a COMR Screen from OASIS is shown for demonstration purposes only.

```
ACTION: R SCREEN: COMR USERID: CHANGE-REASON:
COMM E RC I A L M I S C E L L A N E O USS R E F I N EM E N T S
JU=20 RO= RR PARC= - YR= 2017 ALTKEY: 4179012
DYR=2017 STAT: ACTIVE BUILDING ID= 01
```


$02-$

The Commercial Building Sections (COMS) screen contains the data items that pertain to the section. The list of building sections on this screen must match the list of building sections entered on the DIME screen. If they do not match, the building is considered incomplete and cost calculations will not occur. COMS The Commercial Building Sections screen defines the interior finish types and refinements that are associated with each section of the building.

Example of a COMS screen from OASIS is shown for demonstration purposes only


The (COMS) Commercial Building Sections table is used for the entry of the valuation data for each commercial building section within each building. The table is keyed so that there can be many building sections within a single building ID.

There are a number of data elements for each section ID. The section ID and type fields for first floor and upper stories, come from the Building Dimensions (DIME) table. The ground floor area and the number of stories will also be displayed for each section.

The Interior Type and Percent fields are edited by either the Commercial "A" Interior Finish Codes (CAIN) table.

The sectional refinements fields are defined in the Commercial Refinements Definition (CAR1/CAR2)
table for the AMS method of valuation. The other additional refinements fields are user defined.

Review- The Commercial Building Characteristics (COMC), Commercial Building Refinements (COMR), and Commercial Building Sections (COMS) screen calculates the value of a single building. When an add, change, or delete action is entered on either COMC, COMR, or COMS, the system will calculate or re-calculate a building value for only the building. Building calculations are only performed if the building is complete. The Commercial Building Characteristics screen defines the general characteristics of a commercial building and the building refinements.

DIME the Building Dimensions screen is used to create a building. It specifies whether the building is residential or commercial, the number of stories in each section of the building, the exterior wall type for each section of the building, and provides a means for the user to "draw" a sketch of the building.

Example of a DIME Screen shown from OASIS is shown for demonstration purposes only
ACTION: R SCREEN: DIME USERID: CHANGE-REASON:
----------------- B U I L D I N G D I M E N S I O N S -----
$\mathrm{JU}=20 \mathrm{RO}=\mathrm{RR}$ PARC $=\quad \mathrm{YR}=2017$ ALTKEY= 8635762
BUILDING ID= 01 BUILDING TYPE: C DYR: 2017 STAT: ACTIVE


Building sketches are created by entered sketch commands (also called building dimensions) on the Building Dimensions (DIME) screen. These sketches are then viewed on the Building Sketch (SKET) screen. The sketch commands have an additional purpose: to calculate the ground floor area and perimeter of the building section.

The methods that the system employs to perform these two functions depends upon value of the residential and commercial base calculations methods found in the Appraisal Options (AOPT) table, and the perimeter method found in the Neighborhood Characteristics (NBHD) table.

The dimensions area of the Building Dimensions (DIME) screen is used to specify the sketch parameters that are used to display a diagram of the building. These sketch parameters consist of a series of commands that will draw the building. The valid commands are:

C commence the drawing of the sketch
Unn directional symbol that defines upward
movement Dnn directional symbol that defines
downward movement Lnn directional symbol that
defines movement to the left Rnn directional
symbol that defines movement to the right
The "nn" within each directional symbol specifies the number of feet of movement. When entering these commands, the directional symbols that are entered before the commence command allows the user to move around the diagram without actually drawing a line. The directional symbols that are specified after the commence command indicate a line on the drawing.

The commence command is required for each section. The user must end the drawing at the exact same point that it was begun. This will ensure that each section is "closed."

SKET -Building Sketch screen is an inquiry screen that will display a diagram of the building from the sketch parameters entered on DIME. See example on next page.

Example of a SKET screen from OASIS is shown for demonstration

```
purposes only.
ACTION: R SCREEN: SKET
USERID:
```

```
------- JU= 20 RO= RR PARC= YR= 2017 ALTKEY=
```

------- JU= 20 RO= RR PARC= YR= 2017 ALTKEY=
8635762
8635762
BUILDING ID= 01 DISPLAY CODES: DYR: 2017 STATUS:
BUILDING ID= 01 DISPLAY CODES: DYR: 2017 STATUS:
ACTIVE

```
ACTIVE
```



Whenever the entry for a building is complete, or a change is made on either the DIME, COMC, COMR, or COMS screen, the building cost calculations are performed. There are two basic cost calculation methods. The commercial base cost calculation method on the AOPT table defines which of these two types is used: method "A" (a.k.a. the AMS method) and method "C" (a.k.a. the CLT method). This office uses the - "A" method for commercial cost calculations.

The calculations performed for commercial buildings consist of, essentially, three values:

1. the replacement cost new (RCN)
2. the replacement cost new less depreciation (RCNLD)
3. the market adjusted value (shown on the BLDG screen as the FINAL COST APPROACH VALUE)

## a. Calculation of RCN

The replacement cost new for a commercial building, using cost method " A " is calculated as follows:
a. Calculate the building structure cost.
b. Calculate the building wall cost.
c. Calculate the interior finish cost.
d. Calculate the total building refinements.
e. Calculate the total miscellaneous refinements.
f. Subtotal the values from steps a through e and multiply by the number of identical units.
g. Multiply the result of step " $f$ " by the quality grade factor.

The final result is the replacement cost new or the RCN for the building. Below is a more detailed explanation of each of those calculations.
a. Calculate the building structure cost

Each building section that is entered on the DIME screen has a building type The method "A" cost calculation routine only uses the 1st floor building type, the upper floor building type is ignored. The entry in the SECT table for the building section type defines whether the building section is a base area section (base calculation flag is " Y ") or not.

Example of a DIME screen from OASIS shown is for demonstration purposes only.


## Example of a COMC screen from OASIS is shown for demonstration purposes only.



Example of a STRC screen from OASIS is shown for demonstration purposes


The calculation of building structure cost is derived by using this calculation:
using the structure type from COMC
get the square foot rate from STRC
multiply the square foot rate by the number of stories from DIME or if you have the total square foot of all the stories, then just multiply the square foot rate time the total square foot from the DIME screen
b. Calculate the Building Wall Cost

## Building Wall Cost

The calculation of building wall cost is derived by using this calculation:

- need the wall type(s) from COMC
- need the wall rate(s) table from CWAR

If there are more than one then a weighted wall rate must be calculated using the percent of wall types listed on the COMC for the exterior wall type.

- section living area (which is calculated at (GFA for the BAS * \#stories)
is sf area from DIME
multiplied by the number of stories from DIME
- section weighted wall height
is section living area
multiplied by the wall height from COMS
- building wall area
is section weighted wall height
divided by sf area from DIME
- building wall cost
is perimeter from DIME
multiplied by building wall area
multiplied by building rate

Example of a CWAL screen from OASIS is shown for demonstration purposes only.

ACTION: R SCREEN: CWAL USERID:
------ C O M M E R C I A L E X T E R I ORWAL L C O D E S ------

| EXTERIOR |  | RATE |
| :---: | :--- | :---: |
| WALL CODE | DESCRIPTION | TABLE |
| $==$ | $---------------------------1 ~$ | 01 |

    02 ALUMINUM SIDING 02
    03 MASONITE/ASBESTOS SIDING 03
    04 VINYL SIDING 04
    05 WOOD SIDING PINE/CEDAR/CY 05
    06 STUCCO/FRAME 06
    07 CONCRETE BLOCK 07
    09 CONCRETE BLOCK/STUCCO 09
    10 BRICK VENEER/CON BLOCK 10
    11 BRICK VENEER/FRAME 11
    12 BRICK/WOOD COMBINATION 12
    13 STONE VENEER FRAME 13
    14 CEMENT BRICK 14
    15 PREFINISHED METAL "S" STR 15
    16 PRECAST PANEL (TILT UP) 16
    17 METAL AND GLASS PANELS 17
    18 UNFINISHED/PARTY WALL 18
    19 INDUST RIBBED METAL SIDIN 19
    20 CONCRETE BLOCK 12" 20
    21 LOGS 21
    22 CONCRETE SIDING CON BOARD 22
    23 BRICK (REG BRICK OLD IND) 23
    27 STONE MASONARY 27
    32 BUILDING FRONT ABV AVG 32
    33 BUILDING FRONT AVERAGE 33
    34 BUILDING FRONT LOW COST 34
    35 SOLARIUM 35
    36 OVERHEAD DOORS 36
    37 RIBBED CB/SPLIT STONE 37
    38 TILT UP PANELS 38
    PRE-ENGINEERED PANEL "S" 39
    STA STEEL OR BRONZE/GLASS 42
    UNKNOWN 99
    Example of a CWAR screen from OASIS is shown for demonstration purposes only.


## c. Calculate the Interior Finish Cost

The calculation of interior finish cost is derived by using this calculation:

- using the interior finish code from COMS get the square foot rate from CAIN
- multiply the square foot rate by the number of stories from DIME
- if there is A/C or Sprinkler flagged with Y then you need to Calculate and add cost to the interior finish rate (rate found on CAR2)
- multiply that by the ground floor area from DIME screen
- multiply it by the interior finish pct from COMS

There are also three other non-base areas called CCC or Canopy averages that is calculated using their corresponding rates from the SECT screen from OASIS .

## Example of a COMS screen from OASIS is shown for demonstration purposes only.



Example of SECT screen from OASIS for demonstration purposes only.

```
ACTION: R SCREEN: SECT USERID:
    H- -----------------------------------------------------------------------------
        ----- BUILDING SECTION TYPE TABLE -----------------------------------------
        JURI= 20 YEAR= 2017 ROLL= RR
        BLDG BASE EXT RES
        SECT SECTION CALC MISC AREA AMOUNTS WALL CAR FLOOR
        LIVING TYPE DESCRIPTION FLAG 1ST FLOOR UPPER
        FLOOR REQD STORAGE LEVEL FLAG
    CCC CNPY COMM AVG N 00.00 0.00 Y N
```

Example of a CAIN screen from OASIS is shown for demonstration purposes only.

| ACTION: R SCREEN: CAIN |  |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{ll} ---- & C \\ \text { JURI }= & 2 \end{array}$ | M M E R C I A L I N YEAR $=2017 \quad$ ROLL $=R R$ | $E R I O R$ |
|  | INT FIN |  | SQ FT |
|  | CODES | DESCRIPTION | RATE |
| 01- | ADB | AUDITORIUM ABV AV X | 0.00 |
| 02- | ADC | AUDITORIUM | 41.41 |
| 03- | ADD | AUDITORIUM BELOW X | 0.00 |
| 04- | ADS | AUTO DEALERSHIP | 33.18 |
| 05- | AMC | AUTOMOTIVE REPAIR SR | 15.91 |
| 06- | APT | APARTMENT | 37.52 |
| 07- | ARM | ARMORIES | 26.58 |
| 08- | ASR | AUTOMOTIVE SHOW RM X | 0.00 |
| 09- | BAR | BAR/LOUNGE | 28.40 |
| 10- | BKB | BANKS,A\&B FRAME X | 0.00 |
| 11- | BKC | BANK | 86.46 |
| 12- | BKD | BANKS BELOW AVG X | 0.00 |
| 13- | BOL | BOWLING ALLEY | 38.50 |
| 14- | BQH | BANQUET HALL | 42.22 |
| 01- | CCB | COUNTRY CLB GOLF/TEN | 49.94 |
| 02- | CFC | CHURCH FELLOWSHIP | 40.98 |
| 03- | CHA | CLUB HOUSE APARTMENT | 42.08 |
| 04 - | CHB | CHURCH ABV ABG X | 0.00 |
| 05- | CHC | CHURCH | 49.22 |
| 06- | CHD | CHURCH BLW AVG X | 0.00 |
| 07- | CLA | CLUB EXCELLENT X | 0.00 |
| 08- | CLB | CLUB | 34.54 |
| 09- | CLC | CLUB AVERAGE X | 0.00 |
| 10- | CLD | CLUB BLW AVG X | 0.00 |
| 11- | CLM | CLUB IN MOTEL | 25.91 |
| 12- | COF | CONDO OFFICE | 55.28 |
| 13- | CSB | COMM SHOPCNTR AVB X | 0.00 |
| 14- | CSC | COMM SHPG CENTER | 29.32 |

So in summary the calculation of interior finish cost is derived as follows:
MDC rate times Sq Ft of interior
$\mathrm{A} / \mathrm{C}$ rate times Sq ft of interior
First CCC Sq ft times rate for CCC
Second CCC is Sq ft times rate for CCC
Third CCC is Sq ft times rate for CCC
Which gives us a subtotal for the interior calculation rate - but is rounded

## d. Calculate the Total Building Refinements.

The calculation of total building refinements is derived by using this calculation:
total miscellaneous refinements are added to the following calculations need to get the refinement count from COMR
need to multiply the refinement count by the rate from CAR1 or CAR2, if applicable
Example of a COMR screen from OASIS is shown for demonstration purpose only.
This example shows that there are no refinements for this particular building.

```
ACTION: S SCREEN: COMR USERID:
CHANGE-REASON:
H- C OMM E R C I A L M I S C E L L A N E O U S R E F I N E M E N T S
-- JU= 20 RO= RR PARC= YR= 2017 ALTKEY:
    DYR= STAT:
        BUILDING ID= 01
    LINE TYPE DESCRIPTION 
01-
```

Example of a CAR1 screen from OASIS is shown for demonstration purposes only.


Example of a CAR2 screen from OASIS is shown for demonstration purposes only.

```
ACTION: R SCREEN: CAR2 USERID:
----- C O M M E R C I A L R E F I N E M E N T S D E F I N I T I O N
----- JURI= 20 YEAR= 2017 ROLL= RR
    C-USE RCOD TABLE
```



```
    CB11 5-FIX BATHS N 0 200 + L 7,414.00
    CB12 HTL XTR CRD
    CB13 INC ADJUST N 0 200 N N L N 000
    CB14 EXP ADJUST N 0 200 N L N 0.00
    CB15 CAP ADJUST N 0 2500 N L 0.00
    CB16 OCCUP OVRD N 0 100 N L L N 000
    CB17 SELECT MTHD C
    CB18 OVRD INC YR N 0 2017 N N N N 00
    CS01 BSMT PCT P F + G 15.46
    CSO2
    CS03
    CSO4
```



```
    CS06 FPRK + + L % 3.19
```


## e. Calculate the total miscellaneous refinements

The calculation of total miscellaneous refinements is derived by using this calculation:
need the measurement from COMR
need the unit value from COMR
need the number of identical units from COMR

## f. Subtotal the values from a to e

The building structure cost, building wall cost, interior finish cost, total building refinements, total section cost will all be added together.

Building Structure Cost
Building Wall Cost
Interior Finish Cost
Total Building Refinements (includes both the building refinements on COMC Total Section Refinements and the miscellaneous refinements on COMR).

This subtotal is then used for further calculations.

## g. Multiply Quality Grade Factor by subtotal

Next, the quality grade defines a percentage multiplier that is applied to the sum of values. The quality grade entered on the COMC screen is used to determine the percentage grade modifier. It is not necessary that an exact match of quality grade exists in the CQAL table. The quality grades that are entered in CQAL are maximum grades. If there were two entries in CQAL for grades 400 and 450 , any value entered on COMC from 401 to 450 would retrieve the 450 entry in CQAL. The variables used in this calculation are:

- calculated sum of values
- quality grade on the COMC screen percentage grade modifier from CQAL

Example of CQAL screen from OASIS

```
ACTION: R SCREEN: CQAL
USERID:
H- -----------C O M M E R C I A L Q Q A L I T Y G R A D E S ------
    ----- JURI= 20 YEAR= 2017 ROLL= RR
MUALITY 
    150 GRADE E 75
    235 GRADE D- 79
    250 GRADE D 85
    265 GRADE D+ 91
    335 GRADE C- 91
    350 GRADE C 100
    370 GRADE C+ 111
    435 GRADE B- 111
    450 GRADE B 120
    470 GRADE B+ 133
    535 GRADE A- 133
    550 GRADE A 145
    5 7 0 ~ G R A D E ~ A + ~ 1 6 0
    630 GRADE AA- 160
    640 GRADE AA-10 180
    650 GRADE AA 200
    670 GRADE AA+20 240
    695 GRADE AA+ 290
```

The calculation is:
sum of values (subtotal) X percentage grade modified (in our example is 1.11)

## Percent Complete

Taxes are assessed as of the first day of each year, January 1. If a building is not finished by January 1st then the percentage of the building that is finished will get applied to the value. Once this has been applied the next calculation is for the Replacement Cost New Less Depreciation or RCNLD. In the 2017 Commercial Revaluation Manual there is a guide on page 40 in the Building Section that can be used to help determine a buildings percent complete.

## Calculation of RCNLD

The replacement cost new less depreciation (RCNLD) for a commercial building is calculated by applying three types of depreciation: physical, functional, and economic. The system checks the COMC screen for physical, functional and economic depreciation percents that are entered by the user.

The variables used in the RCNLD calculation are as follows:

```
calculated RCN
calculated physical depreciation percent
functional depreciation percent from COMC
economic depreciation percent from COMC
The calculation is '1
result#1 = RCN - (RCN X physical depreciation percent 100)
result #2 = result #1 - (result #1 X functional depreciation percent 100)
RCNLD = result #2 - (result #2 X economic depreciation percent 100)
```

The calculation of the physical depreciation percent is more complex. The variables used in this calculation are as follows:
quality grade from COMC
condition code / condition option from AOPT
condition code or condition from COMC
effective age / effective age group option from AOPT
effective age or (actual year built and effective year) from COMC
building depreciation year from AOPT
depreciation model number from STRC
depreciation or percent good option from AOPT

The steps for calculating physical depreciation percent are as follows:

First, determine the depreciation model number. It will use the depreciation model number from the STRC table.

Next, determine whether the condition or the condition code should be used. There is a flag in the AOPT table that defines the field. In either case, the system determines the "position" of this field in the CCON table (shown below).

[^0]```
ACTION: R SCREEN: CCON USERID:
```

```
-_-------- C O M M E R C I A I
```

-_-------- C O M M E R C I A I
C O N D I T I O N C O D E S
C O N D I T I O N C O D E S
---- JURI= 20 YEAR= 2017 ROLL= RR
---- JURI= 20 YEAR= 2017 ROLL= RR
COND CODE
COND CODE
/ CONDITION DESCR
/ CONDITION DESCR
-- -------
-- -------
1: 1 COND/1E BEST
1: 1 COND/1E BEST
2: 2 COND/2G
2: 2 COND/2G
3: 3 COND/3A
3: 3 COND/3A
4: 4 COND/4F
4: 4 COND/4F
5: 5 COND/5P
5: 5 COND/5P
6: E EXCELLENT
6: E EXCELLENT
7: G GOOD
7: G GOOD
8: A AVERAGE
8: A AVERAGE
9: F FAIR
9: F FAIR
10: P POOR
10: P POOR
11: U UTILITY
11: U UTILITY
12: S SALVAGE WORST

```
12: S SALVAGE WORST
```

In the sample building, the AOPT flag indicates that condition code is used in the calculation of depreciation. The condition code on the COMC screen is "E" which is in the position \#06 in the CCON table.

Next the STRC determines which model the computer uses to find the depreciation amount.
For our example the structure type is D so we use model 003. Now, look up the depreciation percent in the CDEP table. The key to this table is Structure type, effective year, and condition found on the COMC screen.

Below is an example of the STRC screen from OASIS for our example.


An example of a CDEP screen from OASIS is shown for our example.


Once the CDEP record has been found, the physical depreciation percent is obtained from the condition code / condition "position" that was previously determined. Again in our example it was taken from column - 06 . The computer retrieves an amount of 8 .

There is one other flag in the AOPT table that can affect the calculation. This flag specifies whether the values entered in the CDEP table are depreciation or percent good. Whatever the value that is in the table, the system calculates the other. The calculations are:

$$
\begin{aligned}
& \text { depreciation percent }=100-\text { percent } \\
& \text { good percent good }=100- \\
& \text { depreciation percent }
\end{aligned}
$$

As you can see on the CDEP screen, the physical depreciation percent for model 003 , and condition code E in the 06 position, is .If there were a functional or economic depreciation in our example then that amount would be applied also.

The BLDG screen gives you an overview of those detailed steps explained above with a RCNLD value shown. If there was a Market adjustment ratio to be applied then that also would be calculated from the RCNLD. In our example no adjustments are calculated.

```
ACTION: R SCREEN: BLDG USERID: VERIFY DELETE (D): CHANGE-
REASON:
---------------- B U I L D I N G C O S T S U M M A R Y ----------------
---- JU= 20 RO= RR PARC= YR= 2017 ALTKEY=
8635762
BUILDING ID= 01 OF 01 BLDG TYPE: C START-SECT: DYR: 2017 STATUS:
ACTIVE
\begin{tabular}{lrllr} 
BUILDING STRUCTURE COST & 121,175 & REPLACEMENT COST NEW (RCN) & 708,060 \\
BUILDING WALL COST & 64,970 & & \\
INTERIOR FINISH COST & 426,535 & PHYSICAL DEPRECIATION \% & 24 \\
TOTAL BUILDING REFINEMENTS & 25,210 & FUNCTIONAL OBS \% & 0 \\
TOTAL SECTION REFINEMENTS & 0 & ECONOMIC OBS \% & 0 \\
TOTAL MISC REFINEMENTS & 0 & TOTAL DEPRECIATION \% & 24 \\
SUBTOTAL & 637,892 & TOTAL DEPRECIATION & \(-169,934\) \\
QUALITY GRADE FACTOR & 1.11 & RCNLD & 538,126 \\
PERCENT COMPLETE \% & 0 & MARKET ADJUSTMENT RATIO & 1.00 \\
\hline REPLACEMENT COST NEW (RCN) & 108,060 & MARKET ADJUSTMENT &
\end{tabular}
    FINAL COST APPROACH VALUE = 538,126
```

Whenever the entry for a building is complete, or a change is made on either the DIME, COMC, COMR, or COMS screen, the building cost calculations are performed.

## 2. Commercial Office Condo Valuation

For the 2017 Revaluation, commercial condominiums are valued using the cost approach with consideration for the market sales. The common area parcel is valued by adding the total land value, building replacement cost new value less depreciation and the miscellaneous improvement value less depreciation for a total parcel value. This value then represents the total value of all land and improvements within the condominium complex (the common elements).

Each individual unit is then sketched on individual parcels for individual and appropriate valuation. The percent ownership each individual parcel has in the common elements is determined by the condominium declarations which are normally recorded at the register of deeds.

In some instances, the condominium declarations are not definitive as to the percent ownership. In these cases, the percent ownership is arrived by dividing the heated area of the individual unit by the total heated area of the building on the common area parcel. Once the percent ownership is finalized, the land value on the common area card is then distributed to each individual card based on their percent ownership calculated. All interior and exterior common areas values on the common area parcel are totaled and then distributed to each individual parcel using the determined percent ownership. This value appears in the miscellaneous improvement section under the code CCI, Common Area Interest.

The land value and common area value (CCI) are then added to the building value to arrive at the individual parcel value for each unit.

## 3. Master Tables For Commercial

These tables are just some of the master tables needed to value a commercial property.
Some of the master tables that are used in the processing of commercial buildings are listed below.

> Appraisal Options (AOPT)
> Building Section Types (SECT)
> Commercial Interior Finish Codes (CAIN)
> Commercial Exterior Wall Codes (CWAL)
> Commercial Exterior Wall Rates (CWAR)
> Commercial Quality Grades (CQAL)
> Commercial "A" Refinements Definition
> (CAR1/2) Commercial "C" Refinements
> Definition (CCR1/2) Commercial Condition
> Codes (CCON)
> Commercial Depreciation (CDEP)
> Commercial Building Characteristics (COMC)
> Commercial Miscellaneous Refinements
> (COMR) Commercial Building Sections
> (COMS) Commercial Building Dimensions
> (DIME) Commercial Structure Types (STRC)
> Commercial Miscellaneous Building Sections
> (CMIS) Value Summary (VALU)

The Value summary screen refers to the final overall value that is place on a commercial property after the cost calculation is complete. Below are additional cost tables referenced in the cost approach.

## Commercial Appraisal Options (AOPT)

```
ACTION: R SCREEN: AOPT USERID:
    --------------------- A P P R A I S A L O P T I O N S --------------------
        --- JURISDICTION= 20 YEAR= 2017 ROLL= RR
                    NEW CONSTRUCTION YEAR BLDGS: 2016
                            CREATE ASMO RECORDS
    (Y/N): N NEW CONSTRUCTION YEAR MISC IMPR: 2016LAND RATE DISPLAY (A/B/C): A
        DEPRECIATION YEAR BLDGS AND MISC IMPR: 2016 DUPLICATE OLD AA VALUES
                                    (Y/N): Y
    RESIDENTIAL BASE CALCULATION METHOD
    (A/C): A COMMERCIAL BASE CALCULATION
                            METHOD (A/C): A
    USE CONDITION CODE OR CDU IN DEPR CALCULATIONS (C/D): C
EFF/AGE OR EFF/AGE GROUP OR REMODELED YEAR (A/G/R): A
                    DEPTH ADJUSTMENT CALCULATION METHOD
        (A/P): P DEPRECIATION, PERCENT GOOD, MIXED IN
        TABLES (D/P/M): D CALCULATE MARKET ADJ ON MIXED
            BLDG PARCELS (Y/N): N CALCULATE MARKET ADJ ON
                VACANT PARCELS (Y/N): N
ALLOW LIFE AND DEPR/PCT-GD OVERRIDE ON MIMP (Y/N): Y
            ALWAYS CALCULATE COMR STD REFINEMENT TOTALS
            (Y/N): Y USE ALTERNATE RES AND MISC MARKET
                        FACTORS (Y/N) : N
```


## Commercial / Industrial Building Section Types (SECT)

(SECT) screens in OASIS


## (SECT) screens continued...

| 01- CWM | CAR WASH | N | 0.00 | 0.00 | Y | N |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 02- DCF | DET CP F TE XX | N | 0.00 | 0.00 | N | N |
| 03- DCP | DETACHED CARPT | N | 22.70 | 0.00 | N | Y |
| 04- DCU | DET CP UN T XX | N | 0.00 | 0.00 | N | N |
| 05- DGF | DET GR F TE XX | N | 0.00 | 0.00 | N | N |
| 06- DGR | DET-GARAGE XX | N | 0.00 | 0.00 | Y | Y |
| 07- DGU | DET GR UN T XX | N | 0.00 | 0.00 | N | N |
| 08- DSF | DET STO F T XX | N | 0.00 | 0.00 | N | N |
| 09- DSU | DET STO U T XX | N | 0.00 | 0.00 | N | N |
| 10- DUF | DETATCHED T XX | N | 0.00 | 0.00 | N | N |
| 11- DUU | DET UT UN T XX | N | 0.00 | 0.00 | N | N |
| 01- EAC | ENCL AREA AVER | N | 48.31 | 0.00 | Y | N |
| 02- EAD | GRF/CPF CONVER | N | 38.30 | 0.00 | N | N |
| 03- EPF | ENCL PORCH FIN | N | 38.15 | 0.00 | Y | N |
| 04- EPU | ENCL PORCH UF | N | 32.68 | 0.00 | Y | N |
| 05- FLR | FLORIDA ROOM | N | 63.60 | 0.00 | Y | N |
| 06- GRF | GARAGE FINISH | N | 24.77 | 0.00 | Y | Y |
| 07- GRU | GARAGE UNFIN | N | 20.14 | 0.00 | Y | Y |
| 08- LPB | LOADG PLAT BLC | N | 22.55 | 0.00 | N | N |
| 09- LPC | LOADG PLAT CON | N | 22.55 | 0.00 | N | N |
| 10- LPF | LO PL IND TEST | N | 0.00 | 0.00 | N | N |
| 11- LPM | LOADG PLAT OPN | N | 25.50 | 0.00 | N | N |
| 01- LPW | LO PL C I T XX | N | 0.00 | 0.00 | N | N |
| 02- LSF | LOWER STY FIN | N | 56.75 | 0.00 | N | N |
| 03- OFG | OFFICE G TE XX | N | 0.00 | 0.00 | N | N |
| 04- OPF | OPEN PORCH FIN | N | 21.80 | 0.00 | N | N |
| 05- OPU | OPEN POR UNFIN | N | 18.24 | 0.00 | N | N |
| 06- RAG | ROOM OVER G XX | N | 0.00 | 0.00 | N | N |
| 07- ROG | ROOM OVER G XX | N | 0.00 | 0.00 | N | N |
| 08- SFA | SQ FT ADDED XX | N | 0.00 | 0.00 | N | N |
| 09- SHA | SHELTER | N | 11.75 | 0.00 | N | N |
| 10- SHB | SHELTER | N | 11.20 | 0.00 | N | N |
| 11- SHC | SHELTER | N | 10.70 | 0.00 | N | N |
| 01- SHD | SHELTER | N | 10.15 | 0.00 | N | N |
| 02- SHE | SHELTER | N | 8.55 | 0.00 | N | N |
| 03- SPF | SCREEN PORCH F | N | 28.58 | 0.00 | N | N |
| 04- SPN | SALES PRO T XX | N | 0.00 | 0.00 | N | N |
| 05- SPU | SCREEN PORCH U | N | 25.02 | 0.00 | N | N |
| 06- SSA | STOR SALE T XX | N | 0.00 | 0.00 | N | N |
| 07- SSB | SELF SERV ABAV | N | 129.55 | 0.00 | Y | N |
| 08- SSC | SELF SERV AVG | N | 117.75 | 0.00 | Y | N |
| 09- SSD | SELF SERV BLAV | N | 106.00 | 0.00 | Y | N |
| 10- USB | UPPER STY B XX | N | 0.00 | 0.00 | Y | N |
| 11- USF | UPPER STY FIN | N | 48.15 | 0.00 | Y | N |
| 01- USU | UPPER STY UNFI | N | 31.28 | 0.00 | Y | N |
| 02- UTF | UTILITY FIN | N | 19.53 | 0.00 | Y | N |
| 03- UTU | UTILITY UNFIN | N | 14.78 | 0.00 | Y | N |
| 04- WDK | WOOD DECK | N | 15.26 | 0.00 | N | N |

Commercial / Industrial Interior Finish Rates (CAIN).

| INT FIN |  | SQ FT |
| :---: | :---: | :---: |
| CODES | DESCRIPTION | RATE |
| ADC | AUDITORIUM | 41.41 |
| ADS | AUTO DEALERSHIP | 33.18 |
| AMC | AUTOMOTIVE REPAIR SR | 15.91 |
| APT | APARTMENT | 37.52 |
| ARM | ARMORIES | 26.58 |
| BAR | BAR/LOUNGE | 28.40 |
| BKC | BANK | 86.46 |
| BOL | BOWLING ALLEY | 38.50 |
| BQH | BANQUET HALL | 42.22 |
| CCB | COUNTRY CLB GOLF/TEN | 49.94 |
| CFC | CHURCH FELLOWSHIP | 40.98 |
| CHA | CLUB HOUSE APARTMENT | 42.08 |
| CHC | CHURCH | 49.22 |
| CLB | CLUB | 34.54 |
| CLM | CLUB IN MOTEL | 25.91 |
| COF | CONDO OFFICE | 55.28 |
| CSC | COMM SHPG CENTER | 29.32 |
| CVC | CONVENIENCE STORE | 33.55 |
| CWA | CAR WASH AUTOMATIC | 17.39 |
| CWM | CAR WASH DRIVE-THRU | 11.88 |
| DAY | DAY CARE | 48.79 |
| DCC | DISCOUNT STORES | 23.61 |
| DOR | DORMITORY | 45.75 |
| DSC | DEPARTMENT STORE | 37.08 |
| EVC | EVENT CENTER | 51.43 |
| FFC | FAST FOOD REST | 62.48 |
| FHC | FUNERAL HOME | 42.48 |
| FIC | FITNESS CENTER | 27.78 |
| FRA | FRATERNITY HOUSE | 38.94 |
| FSF | FIRE STAT FULL STAFF | 53.02 |
| FSV | FIRE STAT VOLUNTEER | 22.98 |
| GYM | GYMNASIUM | 40.65 |
| HIC | HOME IMPROVEMENT CNT | 8.80 |
| HOT | HOTEL | 45.16 |
| HPC | HOSPITAL | 87.56 |
| IDE | INDUSTRIAL ENGINEER | 20.84 |
| KEN | KENNELS | 38.57 |
| LDR | LAUNDRY/DRY/CLEANERS | 21.18 |
| LIB | LIBRARY | 62.32 |
| LND | LAUNDROMAT | 27.50 |
| MAU | MAUSOLEUMS (CRYPT) | 122.93 |
| MDC | MEDICAL OFFICE | 57.75 |
| MHV | HEAVY MANUFACTURING | 35.04 |
| MIL | TEXTILE MILL | 18.26 |
| MKC | SUPER MARKET | 28.55 |
| MLT | LIGHT MANUFACTURING | 9.46 |
| MOC | MEDICAL OFFICE CONDO | 61.30 |
| MOH | MAINT \& STOR HANGAR | 3.69 |
| MOT | T-HANGER | 3.26 |

Commercial / Industrial Interior Finish Rates (CAIN) continued.

| INT FIN |  | SQ FT |
| :--- | :--- | :---: |
| CODES | DESCRIPTION | RATE |
| MTC | MOTEL | 36.52 |
| NHC | NURSING HOME | 55.17 |
| NSC | NEIGH SHOP CENTER | 27.34 |
| OFC | OFFICE | 53.13 |
| OFH | OFFICE SPACE HOTEL | 39.82 |
| OFM | OFFICE MULTI PURPOSE | 39.82 |
| OPC | OUTPATIENT CENTER | 92.29 |
| OWH | OLD WAREHSE W/OTHER | 18.26 |
| PDS | POST OFF DIST \& SORT | 29.03 |
| POC | PERT OFFICE BRANCH | 66.00 |
| PSC | REPAIR SERVICE | 21.50 |
| RPC | REGIONAL MALL | 21.41 |
| RSC | RETAIL STORE AVG | 40.46 |
| RTC | RETAIL MULTI PURPOSE | 25.43 |
| RTM | SCHOOL EDUCATIONAL | 24.86 |
| SCH | SUPER DISCOUNT STORE | 60.94 |
| SDS | SERVICE GARAGE | 21.77 |
| SGC | SKATING RINK | 10.89 |
| SKT | SHOWROOM | 38.12 |
| SRC | SELF SERVICE BOOTH | 28.41 |
| SSB | STRIP SHOPPING CENTR | 20.96 |
| SSC | STORAGE GARAGE | 27.65 |
| STC | THEATER | 5.70 |
| THC | TABLE RESTAURANT | 40.65 |
| TRC | TABLE REST MOTEL | 44.00 |
| TRM | UTILITY FINISHED | 44.00 |
| UFN | UTILITY UNFINISHED | 3.56 |
| UUN | VET ANIMAL HOSPITAL | 3.43 |
| VHC | WAREHOUSE DISTRBTN | 58.96 |
| WDS | WAREHOUSE INDOOR MINI | 7.10 |
| WMI | WAREHOUSE MINI | 6.24 |
| WMN | WAREHOUSE STORAGE | 5.78 |
| WST |  | 3.43 |
|  |  |  |

Commercial / Industrial Exterior Wall Rates (CWAL / CWAR)EXTERIOR WALL RATES (BASE
AREA) COMMERCIAL
CODE WALL TYPE ..... RATE
01 Minimal Siding (Plywood, Corrugated Metal) ..... \$13.39
02 Aluminum Siding ..... \$14.93
03 Masonite / Asbestos Siding/Old Wood Siding ..... \$15.57
04 Vinyl Siding ..... \$14.08
05 Wood Siding Deluxe (Pine, Cedar, Cypress, Wood Shingle) ..... \$16.40
06 Stucco / Frame ..... \$18.53
07 Concrete Block ..... \$19.91
09 Concrete Block / Stucco ..... \$20.50
10 Brick Veneer / Concrete Block ..... \$23.87
11 Brick Veneer / Frame ..... \$20.79
12 Brick / Wood Combination ..... \$17.74
13 Stone Veneer / Frame ..... \$29.25
14 Cement Brick ..... \$19.26
15 Prefinished Metal ("S" Structures) ..... $\$ 8.37$
16 Precast Panel (same as Tilt-Up Panels) ..... \$18.97
17 Metal and Glass Panels ..... \$31.91
18 Unfinished / Party Wall ..... $\$ 0.00$
19 Industrial Ribbed Metal Siding (Use Code 15) ..... \$7.54
20 Concrete Block 12" ..... \$22.66
21 Logs ..... \$27.43
22 Concrete Siding (Concrete Boards) ..... \$15.55
23 Brick (Regular Brick - Old Industrial Buildings) ..... \$17.77
27 Stone Masonry (Probably Not Any) ..... \$35.01
32 Building Front Above Average ..... \$34.60
33 Building Front Average ..... \$28.82
34 Building Front Below Average ..... \$23.38
35 Solarium ..... \$58.51
36 Overhead Doors ..... \$17.50
37 Ribbed Concrete Block / Split Stone ..... \$17.90
38 Tilt - Up Panels (Use Code 16) ..... \$18.97
39 Pre-Engineered Panels "S" (Enamel Walls - Old SVC Stations) ..... \$19.43
40 Superior Siding ..... \$19.00
42 Stainless Steel or Bronze / Glass ..... \$49.66
99 Unknown ..... \$0.00

| STRUCTURE TYPE DESCRIPTION |  | MAX IMUM STORIES | SQ.FT.RATE |
| :---: | :---: | :---: | :---: |
| A | FIRE PROOF STEEL STRUCTURE DEPRECIATION MODEL 001 | 3 | \$27.69 |
|  |  | 6 | \$28.24 |
|  |  | 9 | \$28.81 |
|  |  | 12 | \$29.34 |
|  |  | 15 | \$29.91 |
| B | REINFORCED CONCRETE DEPRECIATION MODEL 001 | 3 | \$26.30 |
|  |  | 6 | \$26.83 |
|  |  | 9 | \$27.35 |
|  |  | 12 | \$27.86 |
|  |  | 15 | \$28.39 |
| C | CONCRETE MASONRY DEPRECIATION MODEL 002 | 3 | \$20.64 |
|  |  | 6 | \$21.07 |
|  |  | 9 | \$21.48 |
|  |  | 12 | \$21.89 |
|  |  | 15 | \$22.31 |
| D | WOOD / LIGHT STEEL DEPRECIATION MODEL 003 | 3 | \$18.86 |
|  |  | 6 | \$19.23 |
|  |  | 9 | \$19.61 |
|  |  | 12 | \$20.02 |
|  |  | 15 | \$20.42 |
| S | PRE-ENGINEERED STEEL FRAME DEPRECIATION MODEL 004 | E 3 | \$15.08 |
|  |  | 6 | \$15.37 |
|  |  | 9 | \$15.67 |
|  |  | 12 | \$15.99 |
|  |  | 15 | \$16.31 |
| P | POLE FRAME CONSTRUCTION DEPRECIATION MODEL 005 | 3 | \$10.76 |
|  |  | 6 | \$10.99 |
|  |  | 9 | \$11.19 |
|  |  | 12 | \$11.40 |
|  |  | 15 | \$11.64 |

## Commercial / Industrial Condition Codes (CCON)

COMMERCIAL CONDITION
CODES DESCRIPTION

| E | EXCELLENT |
| :--- | :--- |
| G | GOOD |
| A | AVERAGE |
| F | FAIR |
| P | POOR |
| U | UTILITY |
| S | SALVAGE |

## Commercial / Industrial Quality Grades and Modifiers (CQAL)

```
ACTION: R SCREEN: CQAL USERID:
---------- C O M M E R C I A L Q U A L I T Y G R A D E S --------
    ---- JURI= 20 YEAR= 2017
        QUALITY
        GRADE
            ===
            150
            235
            250
            265
            335
            350
            370
            435
            450
        470
        535
        550
        570
        630
        650 GRADE AA
        GRADE AA 200
        GRADE AA+20 240
        GRADE AA+ 290
```


## Commercial Refinements (CAR1 / CAR2)

ACTION: R SCREEN: CARI USERID:

- C O M M E R C I A L $\quad$ R E F I N E M E N T S D D E F I N I T I O N -
---- JURI= $20 \quad Y E A R=2017$
USE RCOD TABLE

|  |  |  |  |  | N-VALUE PER COUNT |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| REFINE |  | ENTRY | MIN | MAX | \$ \$ \$ |  | F-RATE PER SF OF L/G |
| NUMBER | DESCRIPTION | $C / N / E / P$ | COUNT | COUNT | $+/-/ N$ | L/G | P-RATE PER \% OF L/G |
| ---- | --------- | - | -- | --- | - | - | ------------- |
| CB01 | 4-FIX BATHS | N | 0 | 300 | + | L | 5,935.00 |
| CB02 | 3-FIX BATHS | N | 0 | 200 | + | L | 4,450.00 |
| CB0 3 | 2-FIX BATHS | N | 0 | 170 | + | L | 2,965.00 |
| CB0 4 | EXTRA-FIX | N | 0 | 999 | $+$ | L | 1,485.00 |
| CB0 5 | ELEVATORS | N | 0 | 70 | + | L | 70 |

$\begin{array}{llllllllllll}\text { CB06 ELV LANDINGS } & \mathrm{N} & 0 & 70 & 70\end{array}$

| CB07 | RES UNITS | N | 0 | 9999 | + | $L$ | $7,430.00$ |
| ---: | :--- | :--- | :--- | ---: | :--- | ---: | ---: |
| CB08 | ESCALATORS | N | 0 | 99 | + | L | 0.00 |
| CB09 | KITCHENS | N | 0 | 9999 | + | L | $1,832.00$ |
| CB10 | FIREPLACES | N | 0 | 9999 | + | L | $3,075.00$ |

ACTION: R SCREEN: CAR2 USERID:


## Commercial / Industrial Miscellaneous Building Refinements (CMIS / COMR)

Other Miscellaneous Refinement Sections and Rates.

| CODE | DESCRIPTION | UNIT | RATE |
| :--- | :--- | :--- | :--- |
| BMB | BASEMENT FINISHED ABOVE AVERAGE | SF | $\$ 53.12$ |
| BMC | BASEMENT FINISHED AVERAGE | SF | $\$ 48.29$ |
| BMD | BASEMENT FINISHED BELOW AVERAGE | SF | $\$ 43.45$ |
| BME | BASEMENT FINISH POOR | SF | $\$ 38.61$ |
| BMS | BASEMENT UNFINISHED AVERAGE | SF | $\$ 19.23$ |
| ES1 | ESCALATOR | UT | $\$ 142,058$ |
| ES2 | ESCALATOR | UT | $\$ 146,312$ |
| ES3 | ESCALATOR | UT | $\$ 150,751$ |
| ES4 | ESCALATOR | UT | $\$ 158,704$ |
| ES5 | ESCALATOR | UT | $\$ 159,940$ |
| ES6 | ESCALATOR | UT | $\$ 164,230$ |
| ES7 | ESCALATOR | UT | $\$ 164,439$ |
| ES8 | ESCALATOR | UT | $\$ 175,353$ |
| EXS | EXTERIOR STAIR | SF | $\$ 214$ |
| E01 | ELEVATOR | UT | $\$ 33,079$ |
| E02 | ELEVATOR | UT | $\$ 39,012$ |
| E03 | ELEVATOR | UT | $\$ 44,945$ |
| E04 | ELEVATOR | UT | $\$ 50,878$ |
| E05 | ELEVATOR | UT | $\$ 56,811$ |
| E06 | ELEVATOR | UT | $\$ 62,744$ |
| E07 | ELEVATOR | UT | $\$ 68,677$ |
| E08 | ELEVATOR | UT | $\$ 74,610$ |
| E09 | ELEVATOR | UT | $\$ 80,371$ |
| E10 | ELEVATOR | UT | $\$ 86,774$ |
| E11 | ELEVATOR | UT | $\$ 97,652$ |
| E12 | ELEVATOR | UT | $\$ 104,055$ |
| E13 | ELEVATOR | UT | $\$ 111,583$ |
| E14 | ELEVATOR | UT | $\$ 123,104$ |
| E15 | ELEVATOR | UT | $\$ 130,746$ |
| E16 | ELEVATOR | UT | $\$ 138,618$ |
| E17 | ELEVATOR | UT | $\$ 146,146$ |
| E18 | ELEVATOR | UT | $\$ 151,906$ |
| E19 | ELEVATOR | UT | $\$ 160,994$ |
| E20 | ELEVATOR | UT | $\$ 172,515$ |
| E21 | ELEVATOR | UT | $\$ 178,276$ |
| E22 | ELEVATOR | UT | $\$ 184,036$ |
| E23 | ELEVATOR | UT | $\$ 189,797$ |
| E24 | ELEVATOR | UT | $\$ 195,729$ |
| E25 | ELEVATOR | UT | $\$ 201,662$ |
| E26 | ELEVATOR | UT | $\$ 213,594$ |
| E27 | ELEVATOR | UT | $\$ 219,459$ |
| E28 | ELEVATOR | $\$ 225,392$ |  |
| E29 | ELEVATOR |  |  |
|  |  |  |  |

Other Miscellaneous Refinement Sections and Rates continued.

| CODE | DESCRIPTION | UNIT | RATE |
| :--- | :--- | :--- | :--- |
| E30 | ELEVATOR | UT | $\$ 231,325$ |
| E31 | ELEVATOR | UT | $\$ 237,257$ |
| E32 | ELEVATOR | UT | $\$ 243,190$ |
| E33 | ELEVATOR | UT | $\$ 249,122$ |
| E34 | ELEVATOR | UT | $\$ 255,055$ |
| E35 | ELEVATOR | UT | $\$ 260,987$ |
| E36 | ELEVATOR | UT | $\$ 266,920$ |
| E37 | ELEVATOR | UT | $\$ 272,853$ |
| E38 | ELEVATOR | UT | $\$ 278,785$ |
| FEA | FIRE ESCAPE ADDITIONAL FLOORS | UT | $\$ 3,052$ |
| FES | FIRE ESCAPE 2 STORY | UT | $\$ 5,456$ |
| LFB | LOFT ABOVE AVERAGE | SF | $\$ 5.94$ |
| LFC | LOFT AVERAGE | SF | $\$ 5.23$ |
| LFD | LOFT BELOW AVERAGE | SF | $\$ 4.46$ |
| LRI | LOCKER ROOM INDUSTRIAL | SF | $\$ 30.31$ |
| MZD | MEZZANINE DISPLAY | SF | $\$ 27.72$ |
| MZI | MEZZANINE INDUSTRIAL | SF | $\$ 20.85$ |
| MZO | MEZZANINE OFFICE | SF | $\$ 35.53$ |
| MZR | MEZZANINE RETAIL | SF | $\$ 35.53$ |
| MZS | MEZZANINE STORAGE | SF | $\$ 19.91$ |
| MZU | MEZZANINE UNFINISHED | SF | $\$ 12.27$ |
| POOL | POOL INDOOR | SF | $\$ 35.59$ |
| SPA | INDOOR SPA | SF | $\$ 34.54$ |
| VTM | VAULT MONEY | SF | $\$ 144.27$ |
| VTR | VAULT RECORD | SF | $\$ 27.72$ |

## Passenger Elevators

ELECTRIC
POUNDS $\mathbf{1 5 0 0} \mathbf{2 0 0 0} \mathbf{2 5 0 0} \mathbf{3 0 0 0} \mathbf{4 0 0 0} \mathbf{5 0 0 0}$

| STOP |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\mathbf{2}$ | E 08 | E 10 | E 11 | E 12 | E 14 | E 15 |
| $\mathbf{3}$ | E 09 | E 10 | E 12 | E 13 | E 14 | E 16 |
| $\mathbf{4}$ | E 10 | E 11 | E 12 | E 13 | E 15 | E 17 |
| $\mathbf{5}$ | E 10 | E 12 | E 13 | E 14 | E 16 | E 18 |
| $\mathbf{6}$ | E 11 | E 13 | E 14 | E 15 | E 17 | E 19 |
| $\mathbf{7}$ | E 12 | E 13 | E 15 | E 16 | E 18 | E 19 |
| $\mathbf{8}$ | E 13 | E 14 | E 15 | E 16 | E 18 | E 20 |
| $\mathbf{9}$ | E 13 | E 15 | E 16 | E 17 | E 19 | E 21 |
| $\mathbf{1}$ | E 14 | E 16 | E 17 | E 18 | E 20 | E 22 |
| $\mathbf{1}$ | E 15 | E 16 | E 18 | E 19 | E 21 | E 23 |
|  |  |  |  |  |  |  |

## Passenger Elevators

hyDRAULIC

| POUNDS | 1500 | 2000 | 2500 | 3000 | 4000 | 5000 | POUNDS |  | 2000 | 3000 | 4000 | 5000 | 6000 | 8000 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| STOPS |  |  |  |  |  |  | STOPS |  |  |  |  |  |  |  |
| 2 | E05 | E06 | E07 | E08 | E10 | E11 | 2 | E04 | E05 | E05 | E06 | E06 | E06 |  |
| 3 | E07 | E08 | E09 | E10 | E11 | E13 | 3 | E05 | E06 | E06 | E07 | E07 | E08 |  |
| 4 | E08 | E09 | E11 | E12 | E13 | E15 | 4 | E06 | E07 | E07 | E08 | E08 | E09 |  |
| 5 | E10 | E11 | E12 | E13 | E15 | E16 | 5 | E07 | E08 | E08 | E09 | E10 | E10 |  |
| 6 | E11 | E12 | E14 | E15 | E16 | E18 | 6 | E08 | E09 | E09 | E10 | E11 | E11 |  |
| 7 | E12 | E14 | E15 | E16 | E18 | E20 | 7 | E09 | E10 | E11 | E11 | E12 | E13 |  |
| 8 | E14 | E15 | E17 | E18 | E20 | E22 | 8 | E10 | E11 | E12 | E12 | E13 | E14 |  |
| 9 | E15 | E16 | E18 | E19 | E21 | E23 | 9 | E11 | E12 | E13 | E13 | E14 | E15 |  |
| 10 | E16 | E18 | E20 | E21 | E23 | E25 | 10 | E12 | E13 | E14 | E14 | E15 | E16 |  |
| 11 | E18 | E19 | E21 | E23 | E24 | E27 | 11 | E13 | E14 | E15 | E15 | E16 | E17 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

Six stops or less use Hydraulic unless you know for a fact that the elevator is Electric.
Elevator Charts

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Commercial / Industrial Depreciation Model 001 (Structure Type A and B) (CDEP)

| EFFECTIVE |  |  |  | OND |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AGE | E | G | A | F | P | $\underline{\square}$ | S |
| 1 | 0 | 0 | 1 | 2 | 3 | 95 | 99 |
| 2 | 0 | 1 | 2 | 3 | 5 | 95 | 99 |
| 3 | 1 | 1 | 2 | 5 | 6 | 95 | 99 |
| 4 | 1 | 2 | 3 | 6 | 8 | 95 | 99 |
| 5 | 1 | 3 | 4 | 8 | 10 | 95 | 99 |
| 6 | 2 | 3 | 5 | 10 | 12 | 95 | 99 |
| 7 | 2 | 4 | 6 | 12 | 14 | 95 | 99 |
| 8 | 3 | 5 | 7 | 14 | 16 | 95 | 99 |
| 9 | 3 | 6 | 8 | 15 | 18 | 95 | 99 |
| 10 | 4 | 7 | 9 | 17 | 19 | 95 | 99 |
| 11 | 4 | 8 | 10 | 19 | 21 | 95 | 99 |
| 12 | 5 | 9 | 11 | 20 | 23 | 95 | 99 |
| 13 | 5 | 11 | 12 | 21 | 24 | 95 | 99 |
| 14 | 6 | 12 | 13 | 21 | 25 | 95 | 99 |
| 15 | 7 | 13 | 14 | 22 | 26 | 95 | 99 |
| 16 | 7 | 14 | 15 | 23 | 27 | 95 | 99 |
| 17 | 8 | 15 | 15 | 24 | 28 | 95 | 99 |
| 18 | 9 | 15 | 16 | 25 | 29 | 95 | 99 |
| 19 | 9 | 16 | 17 | 26 | 30 | 95 | 99 |
| 20 | 10 | 17 | 18 | 27 | 31 | 95 | 99 |
| 21 | 11 | 18 | 20 | 27 | 32 | 95 | 99 |
| 22 | 12 | 18 | 21 | 28 | 33 | 95 | 99 |
| 23 | 13 | 19 | 22 | 29 | 33 | 95 | 99 |
| 24 | 13 | 20 | 23 | 30 | 34 | 95 | 99 |
| 25 | 14 | 21 | 24 | 31 | 35 | 95 | 99 |
| 26 | 15 | 21 | 25 | 32 | 36 | 95 | 99 |
| 27 | 15 | 22 | 26 | 33 | 37 | 95 | 99 |
| 28 | 16 | 23 | 27 | 34 | 37 | 95 | 99 |
| 29 | 17 | 24 | 28 | 36 | 38 | 95 | 99 |
| 30 | 18 | 25 | 30 | 37 | 39 | 95 | 99 |
| 31 | 19 | 26 | 32 | 38 | 41 | 95 | 99 |
| 32 | 20 | 27 | 34 | 39 | 43 | 95 | 99 |
| 33 | 21 | 29 | 36 | 41 | 45 | 95 | 99 |
| 34 | 22 | 30 | 37 | 42 | 46 | 95 | 99 |
| 35 | 23 | 31 | 38 | 43 | 47 | 95 | 99 |
| 36 | 24 | 32 | 39 | 44 | 48 | 95 | 99 |
| 37 | 25 | 33 | 40 | 45 | 49 | 95 | 99 |
| 38 | 26 | 34 | 41 | 46 | 51 | 95 | 99 |
| 39 | 26 | 35 | 42 | 47 | 51 | 95 | 99 |
| 40 | 27 | 36 | 43 | 48 | 52 | 95 | 99 |
| 41 | 28 | 37 | 44 | 49 | 53 | 95 | 99 |
| 42 | 29 | 38 | 45 | 50 | 54 | 95 | 99 |
| 43 | 30 | 39 | 46 | 51 | 54 | 95 | 99 |
| 44 | 30 | 40 | 47 | 52 | 55 | 95 | 99 |
| 45 | 31 | 41 | 48 | 53 | 56 | 95 | 99 |
| 46 | 32 | 42 | 49 | 54 | 57 | 95 | 99 |
| 47 | 33 | 43 | 50 | 55 | 58 | 95 | 99 |
| 48 | 34 | 44 | 51 | 56 | 59 | 95 | 99 |
| 49 | 35 | 45 | 52 | 57 | 60 | 95 | 99 |
| 50 | 36 | 46 | 53 | 58 | 61 | 95 | 99 |
| $51+$ | 36 | 46 | 53 | 58 | 61 | 95 | 99 |

Commercial / Industrial Depreciation Model 002 (Structure Type C) (CDEP)

| EFFECTIVE |  |  |  | CON |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AGE | E | G | A | F | P | $\underline{\mathbf{U}}$ | S |
| 1 | 1 | 2 | 3 | 6 | 7 | 95 | 99 |
| 2 | 2 | 3 | 4 | 8 | 9 | 95 | 99 |
| 3 | 3 | 4 | 5 | 10 | 11 | 95 | 99 |
| 4 | 4 | 5 | 6 | 12 | 13 | 95 | 99 |
| 5 | 5 | 6 | 8 | 15 | 16 | 95 | 99 |
| 6 | 6 | 7 | 9 | 17 | 19 | 95 | 99 |
| 7 | 7 | 8 | 10 | 19 | 21 | 95 | 99 |
| 8 | 8 | 10 | 12 | 21 | 24 | 95 | 99 |
| 9 | 9 | 11 | 14 | 23 | 27 | 95 | 99 |
| 10 | 10 | 13 | 16 | 25 | 30 | 95 | 99 |
| 11 | 11 | 15 | 18 | 27 | 32 | 95 | 99 |
| 12 | 12 | 16 | 19 | 29 | 34 | 95 | 99 |
| 13 | 14 | 18 | 21 | 30 | 36 | 95 | 99 |
| 14 | 15 | 19 | 22 | 31 | 37 | 95 | 99 |
| 15 | 15 | 20 | 23 | 33 | 38 | 95 | 99 |
| 16 | 16 | 21 | 24 | 34 | 39 | 95 | 99 |
| 17 | 17 | 22 | 25 | 35 | 40 | 95 | 99 |
| 18 | 18 | 23 | 26 | 36 | 41 | 95 | 99 |
| 19 | 18 | 24 | 27 | 37 | 42 | 95 | 99 |
| 20 | 19 | 25 | 28 | 38 | 43 | 95 | 99 |
| 21 | 20 | 26 | 30 | 39 | 44 | 95 | 99 |
| 22 | 21 | 27 | 31 | 40 | 45 | 95 | 99 |
| 23 | 22 | 28 | 33 | 41 | 46 | 95 | 99 |
| 24 | 24 | 29 | 34 | 43 | 47 | 95 | 99 |
| 25 | 25 | 31 | 36 | 44 | 49 | 95 | 99 |
| 26 | 26 | 33 | 38 | 45 | 50 | 95 | 99 |
| 27 | 27 | 34 | 40 | 46 | 51 | 95 | 99 |
| 28 | 28 | 36 | 42 | 48 | 53 | 95 | 99 |
| 29 | 29 | 37 | 43 | 49 | 54 | 95 | 99 |
| 30 | 29 | 38 | 44 | 51 | 55 | 95 | 99 |
| 31 | 30 | 39 | 45 | 52 | 56 | 95 | 99 |
| 32 | 31 | 40 | 47 | 53 | 57 | 95 | 99 |
| 33 | 32 | 41 | 48 | 54 | 58 | 95 | 99 |
| 34 | 33 | 42 | 49 | 55 | 59 | 95 | 99 |
| 35 | 34 | 43 | 50 | 57 | 60 | 95 | 99 |
| 36 | 34 | 44 | 51 | 58 | 61 | 95 | 99 |
| 37 | 35 | 45 | 52 | 59 | 62 | 95 | 99 |
| 38 | 36 | 46 | 53 | 60 | 63 | 95 | 99 |
| 39 | 37 | 47 | 54 | 61 | 64 | 95 | 99 |
| 40 | 38 | 48 | 55 | 62 | 65 | 95 | 99 |
| 41 | 38 | 49 | 56 | 63 | 66 | 95 | 99 |
| 42 | 39 | 50 | 57 | 64 | 67 | 95 | 99 |
| 43 | 40 | 51 | 58 | 65 | 68 | 95 | 99 |
| 44 | 41 | 52 | 59 | 66 | 69 | 95 | 99 |
| 45 | 42 | 53 | 60 | 67 | 70 | 95 | 99 |
| 46 | 42 | 54 | 61 | 68 | 71 | 95 | 99 |
| 47 | 43 | 55 | 62 | 69 | 72 | 95 | 99 |
| 48 | 44 | 56 | 63 | 70 | 73 | 95 | 99 |
| 49 | 45 | 57 | 64 | 71 | 74 | 95 | 99 |
| 50 | 46 | 58 | 65 | 72 | 75 | 95 | 99 |
| 51 + | 46 | 58 | 65 | 72 | 75 | 95 | 99 |

Commercial / Industrial Depreciation Model 003 (Structure Type D) (CDEP)

| EFFECTIVE |  |  |  | ND |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AGE | E | G | A | F | P | $\underline{\square}$ | S |
| 1 | 1 | 2 | 3 | 6 | 7 | 95 | 99 |
| 2 | 2 | 3 | 4 | 8 | 9 | 95 | 99 |
| 3 | 3 | 4 | 5 | 10 | 11 | 95 | 99 |
| 4 | 4 | 5 | 6 | 12 | 13 | 95 | 99 |
| 5 | 5 | 6 | 8 | 15 | 16 | 95 | 99 |
| 6 | 6 | 7 | 9 | 17 | 19 | 95 | 99 |
| 7 | 7 | 8 | 10 | 19 | 21 | 95 | 99 |
| 8 | 8 | 10 | 12 | 21 | 24 | 95 | 99 |
| 9 | 9 | 11 | 14 | 23 | 27 | 95 | 99 |
| 10 | 10 | 13 | 16 | 25 | 30 | 95 | 99 |
| 11 | 11 | 15 | 18 | 27 | 32 | 95 | 99 |
| 12 | 12 | 16 | 19 | 29 | 34 | 95 | 99 |
| 13 | 14 | 18 | 21 | 30 | 36 | 95 | 99 |
| 14 | 15 | 19 | 22 | 31 | 37 | 95 | 99 |
| 15 | 15 | 20 | 23 | 33 | 38 | 95 | 99 |
| 16 | 16 | 21 | 24 | 34 | 39 | 95 | 99 |
| 17 | 17 | 22 | 25 | 35 | 40 | 95 | 99 |
| 18 | 18 | 23 | 26 | 36 | 41 | 95 | 99 |
| 19 | 18 | 24 | 27 | 37 | 42 | 95 | 99 |
| 20 | 19 | 25 | 28 | 38 | 43 | 95 | 99 |
| 21 | 20 | 26 | 30 | 39 | 44 | 95 | 99 |
| 22 | 21 | 27 | 31 | 40 | 45 | 95 | 99 |
| 23 | 22 | 28 | 33 | 41 | 46 | 95 | 99 |
| 24 | 24 | 29 | 34 | 43 | 47 | 95 | 99 |
| 25 | 25 | 31 | 36 | 44 | 49 | 95 | 99 |
| 26 | 26 | 33 | 38 | 45 | 50 | 95 | 99 |
| 27 | 27 | 34 | 40 | 46 | 51 | 95 | 99 |
| 28 | 28 | 36 | 42 | 48 | 53 | 95 | 99 |
| 29 | 29 | 37 | 43 | 49 | 54 | 95 | 99 |
| 30 | 29 | 38 | 44 | 51 | 55 | 95 | 99 |
| 31 | 30 | 39 | 45 | 52 | 56 | 95 | 99 |
| 32 | 31 | 40 | 47 | 53 | 57 | 95 | 99 |
| 33 | 32 | 41 | 48 | 54 | 58 | 95 | 99 |
| 34 | 33 | 42 | 49 | 55 | 59 | 95 | 99 |
| 35 | 34 | 43 | 50 | 57 | 60 | 95 | 99 |
| 36 | 34 | 44 | 51 | 58 | 61 | 95 | 99 |
| 37 | 35 | 45 | 52 | 59 | 62 | 95 | 99 |
| 38 | 36 | 46 | 53 | 60 | 63 | 95 | 99 |
| 39 | 37 | 47 | 54 | 61 | 64 | 95 | 99 |
| 40 | 38 | 48 | 55 | 62 | 65 | 95 | 99 |
| 41 | 38 | 49 | 56 | 63 | 66 | 95 | 99 |
| 42 | 39 | 50 | 57 | 64 | 67 | 95 | 99 |
| 43 | 40 | 51 | 58 | 65 | 68 | 95 | 99 |
| 44 | 41 | 52 | 59 | 66 | 69 | 95 | 99 |
| 45 | 42 | 53 | 60 | 67 | 70 | 95 | 99 |
| 46 | 42 | 54 | 61 | 68 | 71 | 95 | 99 |
| 47 | 43 | 55 | 62 | 69 | 72 | 95 | 99 |
| 48 | 44 | 56 | 63 | 70 | 73 | 95 | 99 |
| 49 | 45 | 57 | 64 | 71 | 74 | 95 | 99 |
| 50 | 46 | 58 | 65 | 72 | 75 | 95 | 99 |
| $51+$ | 46 | 58 | 65 | 72 | 75 | 95 | 99 |


| $\begin{gathered} \text { EFFECTIVE } \\ \text { AGE } \\ \hline \end{gathered}$ | CONDITION |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | E | G | A | F | P | U | S |
| 1 | 0 | 1 | 2 | 3 | 4 | 95 | 99 |
| 2 | 1 | 2 | 3 | 5 | 7 | 95 | 99 |
| 3 | 2 | 3 | 5 | 7 | 10 | 95 | 99 |
| 4 | 4 | 5 | 6 | 10 | 12 | 95 | 99 |
| 5 | 5 | 6 | 8 | 12 | 14 | 95 | 99 |
| 6 | 6 | 7 | 9 | 15 | 17 | 95 | 99 |
| 7 | 7 | 8 | 10 | 18 | 20 | 95 | 99 |
| 8 | 8 | 10 | 12 | 20 | 23 | 95 | 99 |
| 9 | 9 | 11 | 13 | 23 | 25 | 95 | 99 |
| 10 | 11 | 13 | 15 | 25 | 27 | 95 | 99 |
| 11 | 12 | 15 | 16 | 27 | 29 | 95 | 99 |
| 12 | 13 | 16 | 18 | 29 | 32 | 95 | 99 |
| 13 | 14 | 17 | 20 | 30 | 35 | 95 | 99 |
| 14 | 15 | 18 | 21 | 31 | 36 | 95 | 99 |
| 15 | 16 | 19 | 22 | 32 | 37 | 95 | 99 |
| 16 | 17 | 20 | 23 | 33 | 38 | 95 | 99 |
| 17 | 18 | 21 | 24 | 34 | 39 | 95 | 99 |
| 18 | 18 | 22 | 25 | 35 | 40 | 95 | 99 |
| 19 | 19 | 23 | 26 | 36 | 41 | 95 | 99 |
| 20 | 20 | 24 | 28 | 37 | 42 | 95 | 99 |
| 21 | 21 | 25 | 30 | 38 | 43 | 95 | 99 |
| 22 | 21 | 26 | 31 | 39 | 44 | 95 | 99 |
| 23 | 22 | 27 | 33 | 40 | 45 | 95 | 99 |
| 24 | 24 | 29 | 35 | 42 | 46 | 95 | 99 |
| 25 | 25 | 30 | 36 | 43 | 47 | 95 | 99 |
| 26 | 26 | 32 | 38 | 44 | 48 | 95 | 99 |
| 27 | 28 | 34 | 40 | 45 | 49 | 95 | 99 |
| 28 | 29 | 35 | 41 | 46 | 50 | 95 | 99 |
| 29 | 29 | 36 | 42 | 47 | 51 | 95 | 99 |
| 30 | 30 | 37 | 43 | 48 | 52 | 95 | 99 |
| 31 | 31 | 38 | 44 | 49 | 53 | 95 | 99 |
| 32 | 32 | 39 | 45 | 50 | 54 | 95 | 99 |
| 33 | 33 | 40 | 46 | 51 | 55 | 95 | 99 |
| 34 | 34 | 41 | 47 | 52 | 56 | 95 | 99 |
| 35 | 35 | 42 | 48 | 53 | 57 | 95 | 99 |
| 36 | 35 | 43 | 49 | 54 | 58 | 95 | 99 |
| 37 | 36 | 44 | 50 | 55 | 59 | 95 | 99 |
| 38 | 37 | 45 | 51 | 56 | 60 | 95 | 99 |
| 39 | 38 | 46 | 52 | 57 | 61 | 95 | 99 |
| 40 | 39 | 47 | 53 | 58 | 62 | 95 | 99 |
| 41 | 39 | 48 | 54 | 59 | 63 | 95 | 99 |
| 42 | 40 | 49 | 55 | 60 | 64 | 95 | 99 |
| 43 | 41 | 50 | 56 | 61 | 65 | 95 | 99 |
| 44 | 42 | 51 | 57 | 62 | 66 | 95 | 99 |
| 45 | 43 | 52 | 58 | 63 | 67 | 95 | 99 |
| 46 | 43 | 53 | 59 | 64 | 68 | 95 | 99 |
| 47 | 44 | 54 | 60 | 65 | 69 | 95 | 99 |
| 48 | 45 | 55 | 61 | 66 | 70 | 95 | 99 |
| 49 | 46 | 56 | 62 | 67 | 71 | 95 | 99 |
| 50 | 47 | 57 | 63 | 68 | 72 | 95 | 99 |
| 51 + | 47 | 57 | 63 | 68 | 72 | 95 | 99 |

Commercial / Industrial Depreciation Model 005 (Structure Type P) (CDEP)

| EFFECTIVE | CONDITION |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AGE | E | G | A | F | P | $\underline{0}$ | S |
| 1 | 0 | 1 | 2 | 3 | 4 | 95 | 99 |
| 2 | 1 | 2 | 3 | 5 | 7 | 95 | 99 |
| 3 | 2 | 3 | 5 | 7 | 10 | 95 | 99 |
| 4 | 4 | 5 | 6 | 10 | 12 | 95 | 99 |
| 5 | 5 | 6 | 8 | 12 | 14 | 95 | 99 |
| 6 | 6 | 7 | 9 | 15 | 17 | 95 | 99 |
| 7 | 7 | 8 | 10 | 18 | 20 | 95 | 99 |
| 8 | 8 | 10 | 12 | 20 | 23 | 95 | 99 |
| 9 | 9 | 11 | 13 | 23 | 25 | 95 | 99 |
| 10 | 11 | 13 | 15 | 25 | 27 | 95 | 99 |
| 11 | 12 | 15 | 16 | 27 | 29 | 95 | 99 |
| 12 | 13 | 16 | 18 | 29 | 32 | 95 | 99 |
| 13 | 14 | 17 | 20 | 30 | 35 | 95 | 99 |
| 14 | 15 | 18 | 21 | 31 | 36 | 95 | 99 |
| 15 | 16 | 19 | 22 | 32 | 37 | 95 | 99 |
| 16 | 17 | 20 | 23 | 33 | 38 | 95 | 99 |
| 17 | 18 | 21 | 24 | 34 | 39 | 95 | 99 |
| 18 | 18 | 22 | 25 | 35 | 40 | 95 | 99 |
| 19 | 19 | 23 | 26 | 36 | 41 | 95 | 99 |
| 20 | 20 | 24 | 28 | 37 | 42 | 95 | 99 |
| 21 | 21 | 25 | 30 | 38 | 43 | 95 | 99 |
| 22 | 21 | 26 | 31 | 39 | 44 | 95 | 99 |
| 23 | 22 | 27 | 33 | 40 | 45 | 95 | 99 |
| 24 | 24 | 29 | 35 | 42 | 46 | 95 | 99 |
| 25 | 25 | 30 | 36 | 43 | 47 | 95 | 99 |
| 26 | 26 | 32 | 38 | 44 | 48 | 95 | 99 |
| 27 | 28 | 34 | 40 | 45 | 49 | 95 | 99 |
| 28 | 29 | 35 | 41 | 46 | 50 | 95 | 99 |
| 29 | 29 | 36 | 42 | 47 | 51 | 95 | 99 |
| 30 | 30 | 37 | 43 | 48 | 52 | 95 | 99 |
| 31 | 31 | 38 | 44 | 49 | 53 | 95 | 99 |
| 32 | 32 | 39 | 45 | 50 | 54 | 95 | 99 |
| 33 | 33 | 40 | 46 | 51 | 55 | 95 | 99 |
| 34 | 34 | 41 | 47 | 52 | 56 | 95 | 99 |
| 35 | 35 | 42 | 48 | 53 | 57 | 95 | 99 |
| 36 | 35 | 43 | 49 | 54 | 58 | 95 | 99 |
| 37 | 36 | 44 | 50 | 55 | 59 | 95 | 99 |
| 38 | 37 | 45 | 51 | 56 | 60 | 95 | 99 |
| 39 | 38 | 46 | 52 | 57 | 61 | 95 | 99 |
| 40 | 39 | 47 | 53 | 58 | 62 | 95 | 99 |
| 41 | 39 | 48 | 54 | 59 | 63 | 95 | 99 |
| 42 | 40 | 49 | 55 | 60 | 64 | 95 | 99 |
| 43 | 41 | 50 | 56 | 61 | 65 | 95 | 99 |
| 44 | 42 | 51 | 57 | 62 | 66 | 95 | 99 |
| 45 | 43 | 52 | 58 | 63 | 67 | 95 | 99 |
| 46 | 43 | 53 | 59 | 64 | 68 | 95 | 99 |
| 47 | 44 | 54 | 60 | 65 | 69 | 95 | 99 |
| 48 | 45 | 55 | 61 | 66 | 70 | 95 | 99 |
| 49 | 46 | 56 | 62 | 67 | 71 | 95 | 99 |
| 50 | 47 | 57 | 63 | 68 | 72 | 95 | 99 |
| $51+$ | 47 | 57 | 63 | 68 | 72 | 95 | 99 |

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## X. MISCELLANEOUS IMPROVEMENT COST CALCULATION AND COST TABLES

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# X. MISCELLANEOUS IMPROVEMENT COST CALCULATION AND COST TABLES. 

## 1. Miscellaneous Improvements Cost Calculation Process

## INTRODUCTION

Miscellaneous improvements refer to any non-sketched improvement to the land. Miscellaneous improvements are user defined in a master table (MITY). Parcel-level data entry is performed with transaction MIMP. Miscellaneous improvements may be anything, such as pavement, fences, detached garages (which may optionally be non-base sketched sections), utility sheds, farm out- buildings, silos, swimming pools, canopies, loading docks, etc. The miscellaneous improvements capability provides a place to define, code, and price anything which is either not handled by the residential or commercial characteristics screens or is not handled by them to the user's satisfaction. Miscellaneous improvements use straight-line or table generated depreciation. Users may also determine the value unit type, minimum percent good, economic life of each item, and enter up to five different rates and up to 6 different cost calculation formulas. This generic type of functionality creates many uses for the miscellaneous improvements feature. There are screens to do the following functions in this section:

The Miscellaneous Improvements (MIMP) screen calculates the value of a miscellaneous improvement. When a change, or delete action is entered on the MIMP screen the system will calculate or re-calculate a miscellaneous improvement value for all the miscellaneous improvements that are on the parcel. The Miscellaneous Improvements screen is used to define improvements to a property that are not directly related to a building.

Example of a MIMP screen from OASIS is shown.


The Miscellaneous Improvement Types (MITY) table defines the calculation parameters for each type of miscellaneous improvement that can be entered.
Example of a MITY screen from OASIS is shown for demonstration purposes


Miscellaneous Improvement Condition Codes (MCON) is an optional table that defines the valid condition codes for entry on the MIMP screen.

Example of a MCON screen from OASIS is shown for demonstration purposes only.


Miscellaneous Improvement Depreciation (MDEP) is an optional table that defines the depreciation percent or the percent good that should be applied to the improvement.

Example of a MDEP screen from OASIS is shown for demonstration purposes only:


There are basically, two types of miscellaneous improvements:

## Standard Improvements

The Miscellaneous Improvement Type (MITY) table can be set up to contain a list of the most common miscellaneous improvements. The user can enter one of these improvements on a parcel by specifying the type and other pertinent data. The data elements that are required to calculate the depreciated value of the improvement are stored in the MITY table.

## Non-standard Improvements

For non-standard miscellaneous improvements (those that do not exist in MITY), the user can enter a description and the depreciated cost of the improvement.

## A. Standard Miscellaneous Improvements

The standard miscellaneous improvements provides the user with a great deal of flexibility in the calculation of both the replacement cost new ( RCN ) and the replacement cost new less depreciation (RCNLD) of the improvement. Market adjustment is also applied to miscellaneous improvements.

In the calculation of RCN, the user has the option of specifying up to 7 different calculation formulas. They are shown in a table on the next page. The user also has the ability to identify if an improvement is not finished for the next upcoming tax year by indicating a percent
complete. If entered and valid, the percent complete will be applied to the Miscellaneous Improvement replacement cost new value.

If the formula type is blank, the system calculates the RCN as the number of units (the system can optionally calculate the number of units as the length times the width) times the unit rate. The unit rate is found in the grade factors field in the Miscellaneous Improvement Types (MITY) table as indicated by the quality grade entered on the Miscellaneous Improvements (MIMP) screen.

If the formula type is 01 through 07 , the system calculates the RCN according to the formula shown in the table using the three coefficients in the MITY table and then multiplies the result by the grade factor (as determined by the quality grade on MIMP).

In addition the system provides the ability to "modify" the calculated RCN value. These modifications can be a fixed dollar amount and/or a multiplication factor and are applied to the RCN before the grade factor is applied.

First, the user can define up to six modifications that can be applied to a miscellaneous improvement in the MITY table. Each of these modifications is assigned a 1character code, a flat amount, and or a multiplication factor. For example, for an outside utility building, we can define 3 modifications:
---modification code " 1 " can define a concrete floor
---modification code " 2 " can define a dirt floor
---modification code " 3 " can define electricity
When the miscellaneous improvement is entered on a parcel, the user can apply up to four of these modifications to the parcel by entering the 1 -character code on the MIMP screen. In our example, to apply the concrete floor to the utility framed building, we need to only enter the character "1" in one of the three modification code fields on MIMP.

Miscellaneous Improvement Calculation Formulas:

| FT | Description | Formula |
| :---: | :---: | :---: |
| 1 | Total Value | \# of units * unit rate |
| 01 | Area Formula ${ }^{2}$ | $\mathrm{C} 1+(\mathrm{C} 2 * \mathrm{SQRT}($ Area $))+(\mathrm{C} 3 *$ Area $)$ |
| 02 | Linear Foot | C1 * Length |
| 03 | Cylinder Area | $\mathrm{C} 1+\mathrm{C} 2 *($ Height $*$ Diameter $)+\mathrm{C} 3 *$ Diameter) ${ }^{2}$ |
| 04 | Quantity | C1 |
| 05 | Linear Foot by Height / Depth | C1 * Length * Width $+(\mathrm{C} 2 *$ length $)$ |
| 06 | Cylinder Volume | $\mathrm{C} 1+\mathrm{C} 2 *$ Height * ${\text { Diameter })^{2}+\left(\mathrm{C} 3 *(\text { Diameter })^{2}\right.}^{2}$ |
| 07 | Elevator ${ }^{3}$ | $\begin{aligned} & \mathrm{C} 1+(\mathrm{C} 2 * \text { Capacity })+(\mathrm{C} 3 * \text { Speed })+(\mathrm{C} 4 * \\ & \text { Capacity*Speed })+(\mathrm{C} 5 * \text { Number of Stops }) \end{aligned}$ |
| 1 - Formula type is blank. <br> 2 -Area is entered in the number of unit's field or can be calculated as length times width. <br> 3 -Capacity is entered in the number of units field. Speed is entered in the length/diameter field. Number of stops is entered in the width/height field. |  |  |

In the calculation of RCNLD, the user has the option of calculating depreciated value using one of two methods.

The straight line method calculates the percent good by dividing the calculated age of the improvement by its economic life and then adjusting this value, if needed, by the minimum percent good that is entered in the MITY table. If there is no minimum percent good in MITY (a value of zero), the system assumes this value to be $20 \%$. The age of the improvement is calculated as the miscellaneous improvement depreciation year from the Appraisal Options (AOPT) table minus the year installed (adjusted this value to zero if there is a negative result).

The model method uses the Miscellaneous Improvements Depreciation (MDEP) table to determine the percent good (if depreciation percent's are entered in MDEP, the system calculates the percent good as $100 \%$ minus depreciation percent). Using this method, the user must enter a valid condition code from the Miscellaneous Improvements Condition Code (MCON) table and the age of the improvement is calculated in the same manner as the straight line method. These two factors, along with the model number from the MITY table, are used to determine the percent good from MDEP.

## B. Non-Standard Miscellaneous Improvements

If an improvement exists on a property that is not defined in the Miscellaneous Improvement Types (MITY) table, the user can still enter the improvements on the Miscellaneous Improvements (MIMP) screen.

The miscellaneous improvement type field is left blank. A description of the improvement is entered in the notes field. The user is required to enter the number of units, the economic life, the year installed, a " Y " in the override field, and the RCNLD for the improvement.

The system then calculates the RCN for the improvement. This value is calculated by determining the amount of depreciation that has already been applied to the improvement using the straight line method of depreciation.

In subsequent years, the value of the improvement will continue to depreciate from this calculated RCN base.

For example, let us define a non-standard miscellaneous improvement, 3-hole golf course, as having 50,000 square feet and an economic life of 20 years. It was built in 2011 and its value is estimated at $\$ 15,000$. The valuation year is 2017 and the depreciation year (from AOPT) is 2016.

Determine the percent good that has already been applied to the value. The age is calculated as 2016 minus 2011 or 5 years old. The age (5) divided by the economic life tells us that the depreciation is $25 \%$ or the improvement is 75 percent good.

The RCN is calculated by dividing the $\$ 15,000$ by $75 \%$. The result is $\$ 20,000$. In the next valuation year, assuming that the depreciation year also changes, a new RCNLD is calculated using the $\$ 20,000$ as the base. In this case, the age becomes 6 years, the percent good is then calculated as $70 \%$ and the RCNLD becomes $\$ 14,000$.

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## C. 2017 Miscellaneous Improvement Types

Tabular List of Miscellaneous Improvements and Depreciation table.

| MISCELLANEOUS IMPROVEMENTS LIST |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { MIMP } \\ & \text { CODE } \\ & \hline \end{aligned}$ |  | IMP | UNIT OF MEASURE | RESIDENTIAL | PROPERTY CLASS AGRICULTURAL | COMMERCIAL | LIFE <br> TABLE |
| APH | AIRPLANE HANGER |  | SQUARE FOOT | X | X | X | M20 |
| ASP | ASPHALT PAVING |  | SQUARE FOOT |  |  | X | M20 |
| AXB | AUXILIARY BUILDING/GUEST HOUSE |  | SQUARE FOOT | X | X |  | M50 |
| BBB | BULK BARN (BOX TYPE) |  | SQUARE FOOT | X | X |  | M25 |
| BCH | BLEACHERS |  | SQUARE FOOT |  |  | X | M10 |
| BFT | BAPTISMAL FONT |  | UNIT |  |  | X | M20 |
| BGL | GRAIN BIN (LARGE) |  | UNIT | X | X | X | M20 |
| BGM | GRAIN BIN (MEDIUM) |  | UNIT | X | X | X | M20 |
| BGS | GRAIN BIN (SMALL) |  | UNIT | X | X | X | M20 |
| BGX | GRAIN BIN (EXTRA LARGE) |  | UNIT | X | X | X | M20 |
| BHS | BATH HOUSE |  | SQUARE FOOT | X | X | X | M30 |
| BNB | BULK BARN (PORTABLE TYPE) |  | SQUARE FOOT | X | X |  | M20 |
| BNC | BARN (CONCRETE) |  | SQUARE FOOT | X | X | X | M35 |
| BNF | BARN (FRAME) |  | SQUARE FOOT | X | X | X | M30 |
| BNP | POLE BARN (4 SIDES ENCLOSED) |  | SQUARE FOOT | X | X | X | M20 |
| BNT | TOBACCO BARN (OLD STYLE) |  | SQUARE FOOT | X | X |  | M25 |
| BOH | BOAT HOUSE |  | SQUARE FOOT | X | X |  | M15 |
| BRS | RIGID STEEL BUILDING |  | SQUARE FOOT | X | X | X | M30 |
| BRW | BRICK WALK |  | SQUARE FOOT |  |  | X | M15 |
| BUL | BULKHEAD |  | LINEAL FOOT |  |  | X | M25 |
| CAN | CANOPY |  | SQUARE FOOT | X | X |  | M15 |
| CCl | COMMERCIAL CONDO INTEREST |  | UNIT |  | X |  | N/A |
| CLF | CHAIN LINK FENCE |  | LINEAL FOOT | X | X | X | M15 |
| COP | CONCRETE PAVING |  | SQUARE FOOT |  |  | X | M15 |
| CPF | CARPORT (FINISHED) |  | SQUARE FOOT | X | X |  | M20 |
| CPU | CARPORT (UNFINISHED) |  | SQUARE FOOT | X | X |  | M20 |
| CRB | GRANARY (OLD STYLE) |  | SQUARE FOOT | X | X |  | M30 |


| MISCELLANEOUS IMPROVEMENT LIST CONTINUED |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MIMP | IMPROVEMENT TYPE | UNIT OF MEASURE MEASURE | RESIDENTIAL | AGRICULTURAL | COMMERCIAL | $\begin{aligned} & \hline \text { LIFE } \\ & \text { TABLE } \end{aligned}$ |
| CSW | CONCRETE SIDEWALK | SQUARE FOOT |  |  | X | M15 |
| ELR | ELEVATOR (RESIDENTIAL TYPE) | UNIT | X | X |  | M20 |
| EPF | PORCH (ENCLOSED FINISHED) | SQUARE FOOT | X | X |  | M25 |
| FML | FENCE (METAL) | LINEAL FOOT |  |  | X | M20 |
| FPP | FIREPLACES | UNIT | X | X | X | M20 |
| FWD | FENCE (WOOD OR VINYL) | LINEAL FOOT |  |  | X | M20 |
| GAZ | GAZEBO | SQUARE FOOT | X | X | X | M20 |
| GC1 | GOLF COURSE (CLASS 1) | UNIT |  |  | X | M40 |
| GC2 | GOLF COURSE (CLASS 2) | UNIT |  |  | X | M45 |
| GC3 | GOLF COURSE (CLASS 3) | UNIT |  |  | X | M50 |
| GC4 | GOLF COURSE (CLASS 4) | UNIT |  |  | X | M60 |
| GCP | GOLF COURSE (PUTTING GREEN) | UNIT |  |  | X | M45 |
| GHC | GREEN HOUSE (COMMERCIAL) | SQUARE FOOT |  |  | X | M20 |
| GRA | GARAGE APARTMENT | SQUARE FOOT | X | X |  | M40 |
| GRB | GARAGE (BRICK) | SQUARE FOOT | X | X |  | M40 |
| GRC | GARAGE (CONCRETE BLOCK) | SQUARE FOOT | X | X |  | M40 |
| GRF | GARAGE (FRAME) | SQUARE FOOT | X | X |  | M35 |
| GRH | GREENHOUSE (RESIDENTIAL TYPE) | SQUARE FOOT | X | X | X | M15 |
| GRM | GARAGE (METAL) | SQUARE FOOT | X | X |  | M35 |
| GRS | GARAGE SPACE | SQUARE FOOT | X | X | X | M35 |
| HSC | CHICKEN HOUSE | SQUARE FOOT | X | X | X | M25 |
| HSH | SWINE / GESTATION HOUSE | SQUARE FOOT | X | X | X | M25 |
| HST | TURKEY HOUSE | SQUARE FOOT | X | X | X | M25 |
| IMP | IMPERVIOUS AREA | SQUARE FOOT |  |  | X |  |
| JWP | WHIRLPOOL (JETTED) | SQUARE FOOT | X | X | X | M20 |
| KEN | KENNEL (BOARDING) | SQUARE FOOT |  |  | X | M15 |
| KSK | KIOSK (GUARD HOUSE TYPE) | SQUARE FOOT |  |  | X | M35 |
| LAF | ATHLETIC FIELD LIGHTS | UNIT |  |  | X | M15 |
| LLV | LOAD LEVELER | UNIT |  |  | X | M20 |
| LPM | LOADING PLATFORM | SQUARE FOOT |  |  | X | M35 |
| MHA | MOBILE HOME ADDITION | SQUARE FOOT | X | X |  | M35 |
| MHP | MOBILE HOME PARK (SPACE) | UNIT |  |  | X | M35 |


| MISCELLANEOUS IMPROVEMENT LIST CONTINUED |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { MIMP } \\ & \text { CODE } \end{aligned}$ | IMPROVEMENT TYPE | UNIT OF MEASURE | RESIDENTIAL | PROPERTY CLASS AGRICULTURAL | COMMERCIAL | $\begin{aligned} & \mid \mathrm{LIFE} \\ & \text { TABLE } \end{aligned}$ |
| MHS | MOBILE HOME SPACE | UNIT | X | X | X | M30 |
| MHV | MOBILE HOME SPACE (VACANT) | UNIT | X | X |  | M30 |
| MIS | MISCELLANEOUS IMPROVEMENT | UNIT | X | X | X | M60 |
| ODF | OUTDOOR FIREPLACE | UNIT | X | X |  | M15 |
| ODK | OUTDOOR KITCHEN | LINEAR FOOT | X | X | X | M15 |
| OPF | OPEN PORCH (FINISHED) | SQUARE FOOT | X | X |  | M25 |
| OPU | OPEN PORCH (UNFINISHED) | SQUARE FOOT | X | X |  | M25 |
| OSB | OLD STORE USED FOR STORAGE | SQUARE FOOT | X | X | X | M25 |
| PIR | PIER / BOAT DOCK | SQUARE FOOT | X | X |  | M20 |
| POH | POOL HOUSE | SQUARE FOOT | X | X |  | M25 |
| POL | POOL (RESIDENTIAL) | UNIT | X | X |  | M20 |
| PPV | PERVIOUS | SQUARE FOOT |  |  | X | M20 |
| PTB | PATIO (BRICK) | SQUARE FOOT | X | X |  | M15 |
| PTC | PATIO (CONCRETE) | SQUARE FOOT | X | X |  | M15 |
| PTS | PATIO (STONE) | SQUARE FOOT | X | X |  | M15 |
| PTT | PATIO (TILE) | SQUARE FOOT | X | X |  | M15 |
| QUB | QUONSET BUILDING | SQUARE FOOT | X | X | X | M25 |
| RRS | RAILROAD SPUR | LINEAL FOOT |  |  | X | M15 |
| SCT | TRUCK SCALES | SQUARE FOOT |  |  | X | M15 |
| SHI | POLE SHED (OPEN) | SQUARE FOOT | X | X | X | M20 |
| SHL | SHELTER | SQUARE FOOT | X | X | X | M15 |
| SIL | SILO (CONCRETE STAVE / PRECAST) | UNIT | X | X | X | M25 |
| SPC | SWIMMING POOL (CONCRETE) | SQUARE FOOT | X | X | X | M20 |
| SPG | SWIMMING POOL (COMMERCIAL) | SQUARE FOOT |  |  | X | M25 |
| SPS | SILO (PORCELAIN TYPE) | UNIT | X | X | X | M15 |
| STP | STOOP | SQUARE FOOT | X | X |  | M15 |
| TCT | TENNIS COURT | UNIT | X | X | X | M20 |
| TTS | TRAVEL TRAILER SPACE | UNIT |  |  | X | M20 |
| UTB | UTILITY BUILDING (BRICK) | SQUARE FOOT | X | X | X | M25 |
| UTF | UTILITY BUILDING (FRAME) | SQUARE FOOT | X | X | X | M20 |
| UTM | UTILITY BUILDING (METAL) | SQUARE FOOT | X | X | X | M15 |
| WAP | WADING POOL | SQUARE FOOT |  |  | X | M20 |
| WDK | WOOD DECK | SQUARE FOOT | X | X |  | M10 |
| WKS | WORKSHOP | SQUARE FOOT | X | X |  | M35 |
| WLB | WALL (BRICK / BLOCK / CONCRETE) | LINEAL FOOT | X | X | X | M25 |

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2017 Miscellaneous Improvement Types from Airplane Hanger (APH) to Wall Block (WLB).

Below is the alphabetical list of the miscellaneous improvement types with; applicable formulae; coefficients; quality grade modification factors and / or rates; associated modification codes; dollar amount adjustments or rates:

```
ACTION: R SCREEN: MITY
------- M I S C E L L A N E O U S I M P R O V E M E NT T Y P E S --_--
--
    JURI= 20 YEAR= 2017 ROLL= RR
        MISC IMPROVEMENT TYPE= APH
            DESCRIPTION: AIRPLANE HANG CAR STORAGE?: N
        MAX NUMBER OF UNITS: 9,999.00 MIN NUMBER OF UNITS:
1.00
            TYPE OF UNITS: SF LENGTH/WIDTH REQUIRED: N
        DEPRECIATION METHOD: M DEPR MODEL NUMBER: M20
                MIN PERCENT GOOD: 15
                ECONOMIC LIFE: 0
                SUBTOTAL NUMBER: 04
```



```
1.55
```



```
ACTION: R SCREEN: MITY
------- M I S C E L L A N E O U S I M P R O V E M E N T T T Y P E S ------
JURI=20 YEAR=2017 ROLL= RR
    MISC IMPROVEMENT TYPE= ASP
                    DESCRIPTION: ASPHALT PAVING CAR STORAGE?: N
        MAX NUMBER OF UNITS: 9999999.99 MIN NUMBER OF UNITS:
1.00
                    TYPE OF UNITS: SF LENGTH/WIDTH REQUIRED: N
        DEPRECIATION METHOD: M
                MIN PERCENT GOOD: 15
                SUBTOTAL NUMBER: 04
FORMULA: 01 ---- 1 ---- ---- 2 ---- ---- 3 ---- ---- 4 -----------------
_
    COEFFICIENTS: 0.000 0.000 0.000 0.000
GRADE FACTORS: 0.50 0.78 1.00 1.26 1.55
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline CD & +/- & AMOUNT & RATE & CD & +/- & AMOUNT & RATE & CD & +/- & AMOUNT & RATE \\
\hline - & - & ------ & ---- & - & - & ----- & ----- & - & - & ---- & ----- \\
\hline \multirow[t]{2}{*}{1} & \multirow[t]{2}{*}{+} & 0 & 0.63 & 2 & + & 0 & 0.54 & & & 0 & 0.00 \\
\hline & & 0 & 0.00 & & & 0 & 0.00 & & & 0 & 0.00 \\
\hline
\end{tabular}
```






```
ACTION: R SCREEN: MITY
------- M I S C E L L A N E O U S I M P R O V E M E N T T Y P E S -----
JURI= 20 YEAR= 2017 ROLL= RR
        MISC IMPROVEMENT TYPE= BGL
                    DESCRIPTION: BIN GRAIN LARG CAR STORAGE?: N
        MAX NUMBER OF UNITS: 30.00 MIN NUMBER OF UNITS: 1.00
            TYPE OF UNITS: UT LENGTH/WIDTH REQUIRED: N
        DEPRECIATION METHOD: M
                MIN PERCENT GOOD: 15
                SUBTOTAL NUMBER: 04
    FORMULA: ---- 1 ---- ---- 2 ---- ---- 3 ---- ---- 4 ----- ---- 5 -
    COEFFICIENTS: 0.000 0.000 0.000 0.000 0.000
GRADE FACTORS: 3,859.00 5,953.00 7,717.00 9,723.00 11,961.00
    ---- MODIFICATIONS ---- ---- MODIFICATIONS ---- ---- MODIFICATIONS --
    CD +/- AMOUNT RATE CD +/- AMOUNT RATE CD +/- AMOUNT
RATE
- - 
1 1,309 0.00 0 0.00 0 0.00
    0.00 0 0.00 0 0.00
```











```
ACTION: R SCREEN: MITY
------- M I S C E L L A N E O U S I M P R O V E M E N T T Y P E S -----
JURI= 20 YEAR= 2017 ROLL= RR
    MISC IMPROVEMENT TYPE= BOH
                    DESCRIPTION: BOATHOUSE CAR STORAGE?: N
        MAX NUMBER OF UNITS: 9,999.00 MIN NUMBER OF UNITS:
1.00
            TYPE OF UNITS: SF LENGTH/WIDTH REQUIRED: Y
        DEPRECIATION METHOD: M
                                DEPR MODEL NUMBER: M15
                                ECONOMIC LIFE: 0
                MIN PERCENT GOOD: 15
                SUBTOTAL NUMBER: 04
\begin{tabular}{|c|c|c|c|c|c|}
\hline COEFFICIENTS: & 0.000 & 0.000 & 15.730 & 0.000 & 0.000 \\
\hline GRADE FACTORS: & 0.50 & 0.78 & 1.00 & 1.26 & 1.55 \\
\hline
\end{tabular}
```








| ACTION: R SCREEN: MITY <br> ------- M I S C E L L A N E O U S I M P R O V E M E N T T Y P E S ------JURI $=20 \quad$ YEAR $=2017 \quad$ ROLL $=R R$ <br> MISC IMPROVEMENT TYPE= CLF |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MAX NUMBER OF UNITS: 9999999.00 MIN NUMBER OF UNITS: 1.00 <br> TYPE OF UNITS: LF LENGTH/WIDTH REQUIRED: N  <br> DEPRECIATION METHOD: M DEPR MODEL NUMBER: M15  |  |  |  |  |  |  |  |  |  |  |
| FORMULA: 02 ----1 ---- ---- $2----$ ---- 3 ---- ---- <br> COEFFICIENTS: 8.610 8.610 8.610 8.610 -------10 8.610   |  |  |  |  |  |  |  |  |  |  |
| ---- MODIFICATIONS ---- ---- MODIFICATIONS ---- ---- MODIFICATIONS ---- |  |  |  |  |  |  |  |  |  |  |
| - | - | - | - | - | ------ | - | - | - | ------ | -- |
| 1 | + 0 | 2.39 | 2 | + | 0 | 9.14 | 3 | + | 0 | 0.85 |
| 4 | + 0 | 0.00 |  |  | 0 | 0.00 |  |  | 0 | 0.00 |





```
ACTION: R SCREEN: MITY
    ------- M I S C E L L A N E O U S I M P R O V E M E N T T Y P E S -------
    JURI= 20 YEAR= 2017 ROLL= RR
        MISC IMPROVEMENT TYPE= CRB
                    DESCRIPTION: GRANARY WOOD CAR STORAGE?: N
                MAX NUMBER OF UNITS: 9,999.00 MIN NUMBER OF UNITS: 1.00
                TYPE OF UNITS: SF LENGTH/WIDTH REQUIRED: N
                DEPRECIATION METHOD: M DEPR MODEL NUMBER: M30
                MIN PERCENT GOOD: 15 ECONOMIC LIFE: 0
                SUBTOTAL NUMBER: 04
\begin{tabular}{lrrrrrrrr} 
FORMULA: 01 & \(----1----\) & ---- & \(2----\) & ---- & \(3----\) & ---- & \(4----\) & ---- \\
COEFFICIENTS: & 0.000 & 0.000 & 5.420 & 0.000 & 0.000 \\
GRADE FACTORS: & 0.50 & 0.78 & 1.00 & 1.26 & 1.55
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline CD & +/- & AMOUNT & RATE & CD & +/- & AMOUNT & RATE & CD & +/- & AMOUNT & RATE \\
\hline \multirow[t]{3}{*}{-} & \multirow[t]{3}{*}{-} & ------ & ------ & - & - & - & ------ & - & - & ------ & ----- \\
\hline & & 0 & 0.00 & & & 0 & 0.00 & & & 0 & 0.00 \\
\hline & & 0 & 0.00 & & & 0 & 0.00 & & & 0 & 0.00 \\
\hline
\end{tabular}
```

| $\begin{array}{rrr} \text { JURI }= & 20 & \text { YEAR }=2017 \\ & \text { MISC } & \text { IMPROVEMENT } \\ \text { TYPE }=C S W \end{array}$ |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DESCRIPTION: SIDEWALK CAR STORAGE?: N |  |  |  |  |  |  |  |  |  |  |
| MAX NUMBER OF UNITS: |  |  |  | 99999 | 99 | MIN NUM | ER O | F UNIT | S: | 1.00 |
| TYPE OF UNITS: SF |  |  |  |  |  | LENGTH/WIDTH REQUIRED: N |  |  |  |  |
| DEPRECIATION METHOD: M |  |  |  |  |  | DEPR MODEL NUMBER: M15 |  |  |  |  |
| MIN PERCENT GOOD: 15 |  |  |  |  |  | ECONOMIC LIFE: 0 |  |  |  |  |
| SUBTOTAL NUMBER: 04 |  |  |  |  |  |  |  |  |  |  |
| FORMULA: 01 ---- 1 ---- ---- 2 ---- ---- 3 ---- ---- 4 ---- ---- 5 ---- |  |  |  |  |  |  |  |  |  |  |
| COEFFICIENTS: |  | 0.000 | 0.000 |  |  | 4.040 0.000 |  |  |  | 0.000 |
| GRADE FACTORS: |  | 0.50 | 0.78 |  |  | 1.00 |  | 1.26 |  | 1.55 |
| ---- MODIFICATIONS ---- ---- MODIFICATIONS ---- ---- MODIFICATIONS ---- |  |  |  |  |  |  |  |  |  |  |
| CD- | +/- AMOUNT | RATE |  | +/- | AMOUNT | RATE | $C D$ | + / - | AMOUNT | RATE |
|  |  | ------ | - | - |  | ------ | - | - |  | ---- |
| - | 0 | 0.00 |  |  | 0 | 0.00 |  |  | 0 | 0.00 |
|  | 0 | 0.00 |  |  | 0 | 0.00 |  |  | 0 | 0.00 |























































| ACTION: R SCREEN: MITY |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $\text { JURI }=20 \quad \text { YEAR }=2017 \quad \text { ROLL }=R R$ <br> MISC IMPROVEMENT TYPE= SPC |  |  |  |  |
|  |  |  |  |  |
| DESCRIPTION: SWIM POOL CONC |  |  | CAR STORAGE?: N |  |
| MAX NUMBER OF UNITS: |  | 20,000.00 | MIN NUMBER OF UNITS: | 50.00 |
| TYPE OF UNITS: |  |  | LENGTH/WIDTH REQUIRED: N |  |
| DEPRECIATION METHOD: |  |  | DEPR MODEL NUMBER: M20 |  |
| MIN PERCENT GOOD: |  |  | ECONOMIC LIFE: 0 |  |
| SUBTOTAL NUMBER: 04 |  |  |  |  |
| FORMULA: 01 ---- 1 |  | -- 2 ---- | - 3 ---- ---- 4 ---- | 5 ---- |
| COEFFICIENTS: | 4,069.290 | 1,627.710 | 7.348 0.000 | 0.000 |
| GRADE FACTORS: | 0.50 | 0.78 | 1.001 .26 | 1.55 |
| ---- MODIFICATIONS ---- |  | ---- MODIFICATIONS ---- | ---- MODIFICATIONS ---- |  |
| CD +/- AMOUNT | RATE | CD +/- AMOUNT | RATE CD +/- AMOUNT | RATE |
| - - ------ | ------ | - - ------ | - - - | ----- |
| 0 | 0.00 | 0 | 0.00 0 | 0.00 |
| 0 | 0.00 | 0 | 0.00 0 | 0.00 |














## D. Miscellaneous Improvements Depreciation Tables (M10 through M60)

DEPRECIATION MODEL

## SCHEDULES

| M-10 |  |  |  |  | M-15 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AGE | GOOD | AVG | FAIR | POOR | AGE | GOOD | AVG | FAIR | POOR |
| 0 | 10 | 11 | 31 | 52 | 0 | 10 | 11 | 31 | 50 |
| 1 | 12 | 13 | 35 | 55 | 1 | 11 | 13 | 33 | 52 |
| 2 | 15 | 20 | 39 | 58 | 2 | 12 | 17 | 35 | 54 |
| 3 | 20 | 25 | 43 | 61 | 3 | 15 | 20 | 38 | 56 |
| 4 | 25 | 30 | 47 | 64 | 4 | 19 | 23 | 41 | 58 |
| 5 | 30 | 35 | 51 | 67 | 5 | 22 | 27 | 43 | 60 |
| 6 | 35 | 40 | 55 | 70 | 6 | 26 | 30 | 46 | 62 |
| 7 | 40 | 45 | 59 | 73 | 7 | 29 | 33 | 49 | 64 |
| 8 | 45 | 50 | 63 | 76 | 8 | 33 | 37 | 51 | 66 |
| 9 | 50 | 55 | 65 | 77 | 9 | 36 | 40 | 54 | 68 |
| 10 | 55 | 60 | 69 | 80 | 10 | 40 | 43 | 57 | 70 |
| 999 | 60 | 65 | 75 | 85 | 11 | 43 | 47 | 59 | 72 |
|  |  |  |  |  | 12 | 47 | 50 | 62 | 74 |
|  |  |  |  |  | 13 | 50 | 53 | 65 | 76 |
|  |  |  |  |  | 14 | 54 | 57 | 67 | 78 |
|  |  |  |  |  | 15 | 57 | 60 | 70 | 80 |
|  |  |  |  |  | 999 | 60 | 65 | 75 | 85 |
| M-20 |  |  |  |  | M-25 |  |  |  |  |
| AGE | GOOD | AVG | FAIR | POOR | AGE | GOOD | AVG | FAIR | POOR |
| 0 | 10 | 11 | 30 | 50 | 0 | 10 | 11 | 30 | 50 |
| 1 | 11 | 12 | 32 | 51 | 1 | 11 | 12 | 32 | 51 |
| 2 | 12 | 15 | 34 | 52 | 2 | 12 | 14 | 34 | 53 |
| 3 | 13 | 17 | 36 | 53 | 3 | 13 | 16 | 35 | 54 |
| 4 | 15 | 20 | 38 | 54 | 4 | 15 | 18 | 37 | 55 |
| 5 | 18 | 22 | 40 | 57 | 5 | 17 | 20 | 39 | 56 |
| 6 | 21 | 25 | 42 | 59 | 6 | 18 | 22 | 40 | 58 |
| 7 | 23 | 27 | 44 | 60 | 7 | 19 | 24 | 42 | 59 |
| 8 | 26 | 30 | 46 | 62 | 8 | 22 | 26 | 44 | 60 |
| 9 | 29 | 32 | 48 | 63 | 9 | 25 | 28 | 45 | 61 |
| 10 | 31 | 35 | 50 | 65 | 10 | 27 | 30 | 47 | 63 |
| 11 | 34 | 37 | 52 | 66 | 11 | 29 | 32 | 49 | 64 |
| 12 | 36 | 40 | 54 | 68 | 12 | 31 | 35 | 50 | 65 |
| 13 | 39 | 42 | 56 | 69 | 13 | 33 | 37 | 52 | 66 |
| 14 | 42 | 45 | 58 | 71 | 14 | 35 | 39 | 54 | 68 |
| 15 | 44 | 47 | 60 | 72 | 15 | 37 | 41 | 55 | 69 |
| 16 | 47 | 50 | 62 | 74 | 16 | 40 | 43 | 57 | 70 |
| 17 | 50 | 52 | 64 | 75 | 17 | 42 | 45 | 59 | 71 |
| 18 | 52 | 55 | 66 | 77 | 18 | 44 | 47 | 60 | 73 |
| 19 | 55 | 57 | 68 | 78 | 19 | 46 | 49 | 62 | 74 |
| 20 | 57 | 60 | 70 | 80 | 20 | 48 | 51 | 64 | 75 |
| 999 | 60 | 65 | 75 | 85 | 21 | 50 | 53 | 66 | 76 |
|  |  |  |  |  | 22 | 52 | 55 | 67 | 77 |
|  |  |  |  |  | 23 | 54 | 57 | 68 | 78 |
|  |  |  |  |  | 24 | 56 | 59 | 69 | 79 |
|  |  |  |  |  | 25 | 57 | 60 | 70 | 80 |
|  |  |  |  |  | 999 | 60 | 65 | 75 | 85 |


| M-30 |  |  |  |  | M-35 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AGE | GOOD | AVG | FAIR | POOR | AGE | GOOD | AVG | FAIR | POOR |
| 0 | 10 | 11 | 30 | 50 | 0 | 10 | 11 | 30 | 50 |
| 1 | 11 | 12 | 31 | 51 | 1 | 11 | 12 | 31 | 51 |
| 2 | 12 | 13 | 33 | 52 | 2 | 12 | 13 | 33 | 52 |
| 3 | 13 | 15 | 34 | 53 | 3 | 13 | 15 | 34 | 53 |
| 4 | 14 | 17 | 35 | 54 | 4 | 14 | 16 | 35 | 54 |
| 5 | 15 | 18 | 37 | 55 | 5 | 15 | 17 | 36 | 55 |
| 6 | 16 | 20 | 38 | 56 | 6 | 16 | 19 | 37 | 55 |
| 7 | 17 | 22 | 39 | 57 | 7 | 17 | 21 | 38 | 56 |
| 8 | 19 | 23 | 41 | 58 | 8 | 18 | 22 | 40 | 57 |
| 9 | 21 | 25 | 42 | 59 | 9 | 19 | 23 | 41 | 58 |
| 10 | 22 | 27 | 43 | 60 | 10 | 20 | 25 | 42 | 59 |
| 11 | 24 | 28 | 45 | 61 | 11 | 22 | 26 | 43 | 60 |
| 12 | 26 | 30 | 46 | 62 | 12 | 24 | 28 | 44 | 61 |
| 13 | 28 | 32 | 47 | 63 | 13 | 25 | 29 | 45 | 62 |
| 14 | 29 | 33 | 49 | 64 | 14 | 26 | 30 | 47 | 62 |
| 15 | 31 | 35 | 50 | 65 | 15 | 28 | 32 | 48 | 63 |
| 16 | 33 | 37 | 51 | 66 | 16 | 30 | 34 | 49 | 64 |
| 17 | 35 | 38 | 53 | 67 | 17 | 31 | 35 | 50 | 65 |
| 18 | 36 | 40 | 54 | 68 | 18 | 33 | 36 | 51 | 66 |
| 19 | 38 | 42 | 55 | 69 | 19 | 34 | 38 | 52 | 67 |
| 20 | 40 | 43 | 57 | 70 | 20 | 36 | 39 | 54 | 67 |
| 21 | 42 | 45 | 58 | 71 | 21 | 38 | 41 | 55 | 68 |
| 22 | 43 | 47 | 59 | 72 | 22 | 39 | 42 | 56 | 69 |
| 23 | 45 | 48 | 61 | 73 | 23 | 40 | 44 | 57 | 70 |
| 24 | 47 | 50 | 62 | 74 | 24 | 42 | 45 | 58 | 71 |
| 25 | 49 | 51 | 63 | 75 | 25 | 44 | 46 | 59 | 72 |
| 26 | 50 | 53 | 65 | 76 | 26 | 45 | 48 | 61 | 72 |
| 27 | 52 | 55 | 66 | 77 | 27 | 46 | 50 | 62 | 73 |
| 28 | 54 | 56 | 67 | 78 | 28 | 48 | 51 | 63 | 74 |
| 29 | 56 | 58 | 69 | 79 | 29 | 50 | 52 | 64 | 75 |
| 30 | 57 | 60 | 70 | 80 | 30 | 52 | 54 | 65 | 76 |
| 999 | 60 | 65 | 75 | 85 | 31 | 53 | 56 | 66 | 77 |
|  |  |  |  |  | 32 | 54 | 57 | 67 | 78 |
|  |  |  |  |  | 33 | 55 | 58 | 68 | 78 |
|  |  |  |  |  | 34 | 56 | 59 | 69 | 79 |
|  |  |  |  |  | 35 | 57 | 60 | 70 | 80 |
|  |  |  |  |  | 999 | 60 | 65 | 75 | 85 |


| M-40 |  |  |  |  | M-45 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AGE | GOOD | AVG | FAIR | POOR | AGE | GOOD | AVG | FAIR | POOR |
| 0 | 10 | 11 | 30 | 50 | 0 | 10 | 11 | 30 | 50 |
| 1 | 11 | 12 | 31 | 51 | 1 | 10 | 11 | 31 | 51 |
| 2 | 12 | 13 | 32 | 51 | 2 | 11 | 12 | 32 | 51 |
| 3 | 13 | 14 | 33 | 52 | 3 | 11 | 13 | 33 | 52 |
| 4 | 14 | 15 | 34 | 53 | 4 | 12 | 14 | 34 | 53 |
| 5 | 15 | 16 | 35 | 54 | 5 | 12 | 15 | 35 | 54 |
| 6 | 16 | 17 | 36 | 54 | 6 | 12 | 16 | 36 | 54 |
| 7 | 17 | 19 | 37 | 55 | 7 | 13 | 18 | 37 | 55 |
| 8 | 18 | 20 | 38 | 56 | 8 | 14 | 19 | 37 | 56 |
| 9 | 19 | 21 | 39 | 57 | 9 | 15 | 20 | 38 | 57 |
| 10 | 20 | 22 | 40 | 57 | 10 | 16 | 21 | 39 | 57 |
| 11 | 21 | 24 | 41 | 58 | 11 | 18 | 23 | 40 | 58 |
| 12 | 22 | 25 | 42 | 59 | 12 | 19 | 24 | 41 | 58 |
| 13 | 23 | 26 | 43 | 60 | 13 | 20 | 25 | 42 | 59 |
| 14 | 24 | 27 | 44 | 60 | 14 | 21 | 26 | 43 | 59 |
| 15 | 25 | 29 | 45 | 61 | 15 | 23 | 27 | 44 | 60 |
| 16 | 26 | 30 | 46 | 62 | 16 | 24 | 28 | 45 | 61 |
| 17 | 27 | 31 | 47 | 63 | 17 | 25 | 29 | 46 | 62 |
| 18 | 29 | 32 | 48 | 63 | 18 | 28 | 30 | 46 | 63 |
| 19 | 30 | 34 | 49 | 64 | 19 | 29 | 31 | 47 | 63 |
| 20 | 31 | 35 | 50 | 65 | 20 | 30 | 32 | 48 | 64 |
| 21 | 33 | 36 | 51 | 66 | 21 | 30 | 33 | 49 | 65 |
| 22 | 34 | 37 | 52 | 66 | 22 | 32 | 34 | 50 | 65 |
| 23 | 35 | 39 | 53 | 67 | 23 | 33 | 36 | 51 | 66 |
| 24 | 36 | 40 | 54 | 68 | 24 | 34 | 37 | 52 | 66 |
| 25 | 38 | 41 | 55 | 69 | 25 | 35 | 38 | 53 | 67 |
| 26 | 39 | 42 | 56 | 69 | 26 | 36 | 39 | 54 | 68 |
| 27 | 40 | 44 | 57 | 70 | 27 | 37 | 40 | 55 | 68 |
| 28 | 42 | 45 | 58 | 71 | 28 | 38 | 41 | 55 | 69 |
| 29 | 43 | 46 | 59 | 72 | 29 | 39 | 42 | 56 | 69 |
| 30 | 44 | 47 | 60 | 72 | 30 | 40 | 43 | 57 | 70 |
| 31 | 46 | 49 | 61 | 73 | 31 | 42 | 45 | 58 | 70 |
| 32 | 47 | 50 | 62 | 74 | 32 | 43 | 46 | 59 | 71 |
| 33 | 48 | 51 | 63 | 75 | 33 | 44 | 47 | 60 | 72 |
| 34 | 50 | 52 | 64 | 75 | 34 | 45 | 48 | 61 | 73 |
| 35 | 51 | 54 | 65 | 76 | 35 | 46 | 49 | 62 | 73 |
| 36 | 52 | 55 | 66 | 77 | 36 | 47 | 50 | 63 | 74 |
| 37 | 54 | 56 | 67 | 78 | 37 | 49 | 51 | 64 | 75 |
| 38 | 55 | 57 | 68 | 78 | 38 | 50 | 52 | 64 | 76 |
| 39 | 56 | 59 | 69 | 79 | 39 | 51 | 54 | 65 | 76 |
| 40 | 57 | 60 | 70 | 80 | 40 | 52 | 55 | 66 | 77 |
| 999 | 60 | 65 | 75 | 85 | 41 | 54 | 56 | 66 | 77 |
|  |  |  |  |  | 42 | 56 | 57 | 67 | 78 |
|  |  |  |  |  | 43 | 57 | 58 | 68 | 78 |
|  |  |  |  |  | 44 | 58 | 59 | 69 | 79 |
|  |  |  |  |  | 45 | 59 | 60 | 70 | 80 |
|  |  |  |  |  | 999 | 60 | 65 | 70 | 85 |


| M-50 |  |  |  |  | M-60 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AGE | GOOD | AVG | FAIR | POOR | AGE | GOOD | AVG | FAIR | POOR |
| 0 | 10 | 11 | 30 | 50 | 0 | 10 | 11 | 30 | 50 |
| 1 | 10 | 11 | 31 | 51 | 1 | 10 | 11 | 31 | 50 |
| 2 | 10 | 12 | 32 | 51 | 2 | 10 | 12 | 31 | 51 |
| 3 | 11 | 13 | 32 | 52 | 3 | 11 | 12 | 32 | 51 |
| 4 | 11 | 14 | 33 | 52 | 4 | 11 | 13 | 33 | 52 |
| 5 | 11 | 15 | 34 | 53 | 5 | 11 | 14 | 33 | 52 |
| 6 | 12 | 16 | 35 | 54 | 6 | 12 | 15 | 34 | 53 |
| 7 | 12 | 17 | 36 | 54 | 7 | 12 | 16 | 35 | 53 |
| 8 | 13 | 18 | 36 | 55 | 8 | 12 | 17 | 35 | 54 |
| 9 | 14 | 19 | 37 | 55 | 9 | 13 | 17 | 36 | 54 |
| 10 | 15 | 20 | 38 | 56 | 10 | 14 | 18 | 37 | 55 |
| 11 | 17 | 21 | 39 | 57 | 11 | 15 | 19 | 37 | 55 |
| 12 | 18 | 22 | 40 | 57 | 12 | 15 | 20 | 38 | 56 |
| 13 | 19 | 23 | 40 | 58 | 13 | 16 | 21 | 39 | 56 |
| 14 | 20 | 24 | 41 | 58 | 14 | 17 | 22 | 39 | 57 |
| 15 | 21 | 25 | 42 | 59 | 15 | 18 | 22 | 40 | 57 |
| 16 | 22 | 26 | 43 | 60 | 16 | 19 | 23 | 41 | 58 |
| 17 | 23 | 27 | 44 | 60 | 17 | 20 | 24 | 41 | 58 |
| 18 | 24 | 28 | 44 | 61 | 18 | 21 | 25 | 42 | 59 |
| 19 | 25 | 29 | 45 | 61 | 19 | 22 | 26 | 43 | 59 |
| 20 | 26 | 30 | 46 | 62 | 20 | 22 | 27 | 43 | 60 |
| 21 | 27 | 31 | 47 | 63 | 21 | 23 | 27 | 44 | 60 |
| 22 | 28 | 32 | 48 | 63 | 22 | 24 | 28 | 45 | 61 |
| 23 | 29 | 33 | 48 | 64 | 23 | 25 | 29 | 45 | 61 |
| 24 | 30 | 34 | 49 | 64 | 24 | 26 | 30 | 46 | 62 |
| 25 | 31 | 35 | 50 | 65 | 25 | 27 | 31 | 47 | 62 |
| 26 | 32 | 36 | 51 | 66 | 26 | 28 | 32 | 47 | 63 |
| 27 | 33 | 37 | 52 | 66 | 27 | 29 | 32 | 48 | 63 |
| 28 | 34 | 38 | 52 | 67 | 28 | 29 | 33 | 49 | 64 |
| 29 | 35 | 39 | 53 | 67 | 29 | 30 | 34 | 49 | 64 |
| 30 | 36 | 40 | 54 | 68 | 30 | 31 | 35 | 50 | 65 |
| 31 | 38 | 41 | 55 | 69 | 31 | 32 | 36 | 51 | 65 |
| 32 | 39 | 42 | 56 | 69 | 32 | 33 | 37 | 51 | 66 |
| 33 | 40 | 43 | 56 | 70 | 33 | 34 | 37 | 52 | 66 |
| 34 | 41 | 44 | 57 | 70 | 34 | 35 | 38 | 53 | 67 |
| 35 | 42 | 45 | 58 | 71 | 35 | 36 | 39 | 53 | 67 |
| 36 | 43 | 46 | 59 | 72 | 36 | 36 | 40 | 54 | 68 |
| 37 | 44 | 47 | 60 | 72 | 37 | 37 | 41 | 55 | 68 |
| 38 | 45 | 48 | 60 | 73 | 38 | 38 | 42 | 55 | 69 |
| 39 | 45 | 49 | 61 | 73 | 39 | 39 | 42 | 56 | 69 |
| 40 | 47 | 50 | 62 | 74 | 40 | 40 | 43 | 57 | 70 |
| 41 | 48 | 51 | 63 | 75 | 41 | 41 | 44 | 57 | 70 |
| 42 | 49 | 52 | 64 | 75 | 42 | 42 | 45 | 58 | 71 |
| 43 | 50 | 53 | 64 | 76 | 43 | 43 | 46 | 59 | 71 |
| 44 | 51 | 54 | 65 | 76 | 44 | 43 | 47 | 59 | 72 |
| 45 | 52 | 55 | 66 | 77 | 45 | 44 | 47 | 60 | 72 |
| 46 | 53 | 56 | 67 | 78 | 46 | 45 | 48 | 61 | 73 |
| 47 | 54 | 57 | 68 | 78 | 47 | 46 | 49 | 61 | 73 |
| 48 | 55 | 58 | 68 | 79 | 48 | 47 | 50 | 62 | 74 |
| 49 | 56 | 59 | 69 | 79 | 49 | 48 | 51 | 63 | 74 |
| 50 | 57 | 60 | 70 | 80 | 50 | 49 | 52 | 63 | 75 |
| 999 | 60 | 65 | 75 | 85 | 51 | 50 | 52 | 64 | 75 |
|  |  |  |  |  | 52 | 50 | 53 | 65 | 76 |


| M-60 continued |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| AGE | GOOD | AVG | FAIR | POOR |
| 53 | 51 | 54 | 65 | 76 |
| 54 | 52 | 55 | 66 | 77 |
| 55 | 53 | 56 | 67 | 77 |
| 56 | 54 | 57 | 67 | 78 |
| 57 | 55 | 57 | 68 | 78 |
| 58 | 56 | 58 | 69 | 79 |
| 59 | 57 | 59 | 69 | 79 |
| 60 | 57 | 60 | 70 | 80 |
| 999 | 60 | 65 | 75 | 85 |

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## XI. MARKET APPROACH CALCULATION PROCESS

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## XI. MARKET APPROACH CALCULATION PROCESS

This section is an overview section that covers the Market Valuation module of the CAMA subsystem. This module is one of the most useful features of the subsystem. The following documentation explains the process of "Market Modeling and Valuation", which involves a considerable amount of interaction between the appraiser or assessor, the data, and the computer system. Both residential and commercial properties can be valued within the market parameters in this section, however, the market approach calculation process is only used on residential properties. An example is provided for demonstration purposes only.
A. An example of a Residential property valued at market.

## General Overview of the Market Valuation Module

The purpose of this Section is to describe the functions of the Market Valuation module as a whole, outlining the detail steps involved in the valuation process. The Market Valuation module gives you the capability to value Residential or Commercial properties using the market approach. When a sufficient number of qualified sales are available, the sales database can be used to develop market models; when sales are not available, current CAMA characteristics can be used. Market models are applied, in conjunction with comparable sales analysis, to provide an estimate of the market value of each property. A Comparable Sales Analysis report is produced for each property valued. The appraiser or assessor can review the computer-generated estimate of value and can explain and support market appraisals from this report.

Functions within the Market Valuation module are performed by several interlocking programs, which have been grouped together in single batch jobs in the OASIS system. Each program produces printed reports and output. The output is used in conjunction with user-defined parameters as input, and then used next in the series of interlocking programs.

The Market Valuation module contains the following programs:
General Market Extract (GMX) Preparation (used for creating or changing your market extract template)
Market Extract
Edit and Expansion
Market Modeling
Market Valuation Preparation
Market Valuation
Print Comparable Sales Reports
Statistics and
Graphics Market
Valuation Posting
Copy Market
Models

## The General Market Extract (GMX) Preparation (MASP400) Program

Data is extracted from the OASIS database to an external file for use by the market valuation module. Data elements to be extracted and their location in the external file are variable based upon a user- defined market extract template. The extract template is defined by a set of parameters, which the user maintains with On-Line Parameter Maintenance (OLPM).

The OLPM (Load) function, which executes program MASP400, edits the set of parameters maintained with OLPM. If no edit errors are incurred, the template is formatted and stored on the OASIS database for use by the Market Extract (MASP410) program.

Sample OLPM market extract templates for residential properties are delivered with the system. Parameter changes are required (1) to conform the aggregation of building section and miscellaneous improvement areas to match the codes which the jurisdiction is using, and (2) to add the Categorical Name (CATN) code assignments which match those in use by the jurisdiction. In the sample market extract template provided CATN code assignments are used for the assignment of parcels to neighborhood groups.

## The 'Market Extract' (MASP410) Program

Before the actual development and calculation of a model, you will need to review the mass of data collected to-date to:

Verify the validity of existing neighborhoods.
Combine comparable neighborhoods into groups, and groups of neighborhoods into larger groups, called clusters.
For each model to be developed (which there may be several: such as one-family residential, condominiums, townhouses, etc.), estimate the terms or factors likely to affect value for the subject model.
Estimate the reasonable range of value for the coefficients of each term included in the market model.
Determine the terms or factors which will be used to select comparables from the sales base and the relative importance or "weighting" of each term.

The first step in developing or applying Market Models is to produce an extract of pertinent parcel characteristics which will be used and manipulated by other market valuation programs. The Market Extract (MASP410) program is used to produce this extract file. The selectability module is used as a means to identify the parcels to be extracted. The list of parcels generated by the selectability module is passed to the Market Extract program. This program performs two data extract functions. When developing market models, a Sales Extract function is performed where parcel data is extracted from either the Sales History or current CAMA database. This extract file is used to develop market models and furnish comparable sales. When applying market models, a Subject Extract function is performed where data is extracted from the current CAMA database. This extract file is used to produce valuations for the records on that file. The data elements extracted and the general market extract template stored on the OASIS database by the MASP400 program dictates the format of the extract file. The Market Extract program produces one report, which shows extract statistics.

## The 'Edit and Expansion' (MASP420) Program

Data element conversions and neighborhood assignments, which are applied to the extracted data, are based on a set of parameters, which the user maintains with On-Line Parameter Maintenance (OLPM).

Once the Sales Extract file has been produced, the Edit and Expansion program checks the values of the data elements (variables, characteristics, factors, values), in a process called conditioning; and then produces the Expanded Sales Extract file. A similar process can be used for the Subject Extract file to produce an Expanded Subject Extract file.

For each parcel, the value of any given variable may be compared to a user-specified range of values. Reports are issued on parcels whose values are above or below the range and, if you so specify, such parcels may be excluded from the Expanded Extract file produced by this program.

The other major capability of the Edit and Expansion program is the transgeneration feature. If the data in the extract file are not in a form compatible with the modeling process, new variables may be created (transgenerated) which are more useful or meaningful in the analysis. For instance, CDU, grade factor, or age can generally be more meaningfully modeled when multiplied by living area ( $\mathrm{CDU} *$ living area). As an example of the expansion type of transgeneration, any variable coded with arbitrary values, such as designating basement types as $1=$ none, $2=$ crawlspace, $3=$ partial, $4=$ full, may be expanded into a series of four binary variables (each having a value of 0 or 1) for the modeling process. Edits may also be specified for transgenerated values.

To this program, the user specifies report headers; variable names, transgenerations, and edits. The total number of variables allowed (original + transgenerated) is two hundred; the Market Modeling program can use up to 59 of these in any one model. The Edit and Expansion program is used primarily in conjunction with market modeling, to assist with the following tasks:

Preliminary statistical analysis of data: Ranges, means, and variances for each data element using the Statistical Analysis of Variables report, which will be discussed later.
Sales screening: Records containing data elements with extreme or exceptional values may be excluded from modeling or checked for data errors. You can also selectively delete certain sales from the Expanded Extract file.

Creating new variables to be used in modeling: The market data elements, as extracted do not provide the Market Modeling program with the set of factors required for linear modeling.

## The 'Market Modeling' (MASP430) Program

## Overview

Once the conditioning steps have been completed with the Edit and Expansion program, the Market Modeling program may be used to develop models for different sales clusters.

The neighborhood groups created through the market extract process are further grouped to create clusters of sales against which models will be developed.

Each model is composed of a set of factors and constraints. Consequently, for each cluster to be modeled, you must specify which factors in the Expanded Extract file are to be used for the Market Regression Analysis (MRA) and whether the derived coefficients are to be constrained within certain limits. The resulting set of factors and constraints is known as a model. You may specify more than one model to be developed for each cluster

For each model, the program selects the candidate factors in order of significance and calculates the regression coefficients. Factors are removed from the regression equation as they either fail certain tests of statistical significance or fall outside your specified constraints. Those that fall outside a constraint are forced into the model at the appropriate constrained value.

The program prints a report showing the final coefficients. The coefficients are also output to the OASIS database for subsequent use by the valuation programs.

Using the calculated regression coefficients and the data for each parcel from the Expanded Extract file, the program calculates a model estimate for each property. These values and the residual from the sale price are printed in the Model Plot back report. A plot of the residuals against any desired variable may also be obtained.

The Market Modeling program (MASP430) uses the Expanded Sales Extract file produced by the Edit and Expansion program (MASP420) as input data to calculate market models for the various clusters which you have defined. The models are then used by the Market Valuation Preparation program (MASP440) and the Market Valuation program (MASP450) to produce the final market value estimates and comparable sales reports.

The most important idea to understand concerning the Market Modeling program is that the modeling is computer assisted but not automated. Many of the judgments to be made, however, can be avoided by careful management of the database. If all property descriptions are valid, correct and up-to-date, and all the sales are properly screened to eliminate land-only or building-only sales and sales made between related parties or under duress, the modeling process can be much more straightforward.

In this overview, we point out the steps necessary to achieve good models. For the purposes of most users, it is not necessary nor even possible nor desirable to describe the mathematical basis of the Market Modeling program. The terminology we introduce is only that which may already be familiar or that which is necessary for you to complete this process.

In the following paragraphs we will discuss the basic ideas behind multiple regression analysis, why and how constraints may be applied, and the analysis of the model itself.

## Basic Ideas

The Market Modeling program (430) uses a technique known as Multiple Regression Analysis (MRA) to derive or calculate the coefficients in a linear equation which gives one observable (usually sales price) as a function of any number of other criteria (usually market factors such as size, age, condition and quality). In the market valuation application, we use recent sales of properties and the associated property descriptions as input data. The Market Modeling program derives coefficients which are then used to help value subject properties.

The technique which has been developed for use in the Market Modeling program is called constrained MRA. The advantage here is that you can specify to the program that the coefficients which it produces must be within certain ranges; e.g., the value of an attached garage must fall between 8 and 20 dollars per square foot. In this way, the final results are intuitively appealing in an appraisal sense and are also more easily defended. Note that this process is not totally arbitrary and that, in practice, constraints are usually applied only in cases where the sales provide inadequate or ambivalent information about the value of certain factors.

A linear model takes the form:

$$
\text { Estimated value }=\mathrm{B} 0+\mathrm{B} 1 * \mathrm{X} 1+\mathrm{B} 2 * \mathrm{X} 2+\ldots+\mathrm{Bn} * \mathrm{Xn}
$$

where the values $\mathrm{Bi}(\mathrm{B} 0, \mathrm{~B} 1, \mathrm{~B} 2, \ldots \mathrm{Bn})$ are constant values called coefficients and the values Xi ( $\mathrm{X} 1, \mathrm{X} 2, \ldots \mathrm{Xn}$ ) are characteristics of the property for which the value is to be estimated. The coefficients are calculated through the multiple regression analysis process, using actual sales data, with the sale price being the assumed "market" value. The coefficients Bi which are calculated by MRA minimize the error sum of squares for the sale properties used as data by MRA.

Error sum of squares $=$ SUMM ((Estimated value (K) - Sale price (K)) 2) K
where SUMM indicates the summation over K and $\mathrm{K}=1,2, \ldots \mathrm{~N}$ sales ranges over the sales in the sale set.

Perhaps the best way to discuss the selection of variables or factors is to illustrate with a sample set and point out the reasons for the inclusion of the various terms. (A variable as used here is any element of the X-Array in the extract produced by the General Market Extract program (MASP410) or generated by you with the Edit and Expansion program (MASP420).

In order to say that we have achieved a useful model, we would want to include all those factors which have a significant impact on the selling prices of properties in our community.

The factors may vary from one cluster to another, but have certain elements in common. Among these significant factors are but not limited to:

Size - expressed as living area measured in square feet.
Land value - as determined by a cost analysis, this value should be available.
Number of bathrooms - within a given market stratum, there is a certain value attached to the addition of a full or half bath.
Fireplaces - as with bathrooms, a certain value (corresponding roughly to the actual cost) is associated with the presence of one or more fireplaces. Metal fireplaces or stoves can be included separately as their value (and cost) is usually lower.

Recreation room and finished basement area - the buyer makes adjustments for the presence of these factors. If, however, these areas are already included in the total living area of the property, the actual adjustment may be negative. (Basement area is less desirable than ground floor or other living area).
Garages - usually separate categories should be maintained for attached garages and carports as the market value (per square foot) generally reflects the different costs of these additions.
Other factors which may necessitate significant adjustments from one property to another include:

Deck areas - on a per-square-foot basis
Open and enclosed porches - on a per-square-foot basis
Other building and yard improvements - on a cost basis
Type of basement - as a gross adjustment to differentiate between none, crawlspace, partial, and full Heating - as a gross adjustment, negative for no permanent heat system, positive for central air. This correction might also be made on a per-square-foot basis.
Number of living units - an adjustment to the value that an otherwise equivalent property would have because multiple living units exist within the same property.

We have not yet considered two important factors: grade or quality of construction and CDU (condition, desirability, and usefulness). These certainly have an impact upon the selling price of a property and should be included. A little thought, however, reveals to us that a gross dollar value adjustment for differences in these factors can lead to certain inconsistencies. Cumberland County does not subscribe to the CDU part for our market analysis.

Consider the three properties below, of the indicated sizes
and CDU's: No. 1: 1,200 sq.ft.; Average CDU
No. 2: 1,200 sq.ft.; Good CDU
No. 3: 1,900 sq.ft.; Good CDU
If we adjust the market value of properties No. 2 and No. 3 by the same amount with respect to No. 1, based on the difference in CDU and then make a separate adjustment to No. 3 with respect to No. 1, based on size, we probably underestimate the value of No. 3 since each added square foot of living area should really be at a different level.
To address this situation, we generally include both CDU and grade in the model as CDU or grade multiplied by the square feet of living area. Since grade factors have been established, based on the multipliers in the cost model, the term grade factor times living area eliminates the need to include living area as a separate term.

Age, included and multiplied by living area, is essentially a depreciation term. If neighborhoods are included where extensive remodeling has taken place, an effective age term (based on the year remodeled) may be more appropriate.

To reflect the fact that property values change as a function of time due to economic conditions (e.g., inflation), it is wise to include a term to "correct" the sales price to a given base date. The difference of the date of sale (in months) from the base date can be used as a variable. Once again, however, we can see that the net adjustment is more appropriate if we model the term date of sale (in months) multiplied by living area (in square feet). This term can have quite different values during different economic conditions.

We have mentioned the concept of Constrained Regression Modeling (CRM). Here we would like to explain why we find this modification of MRA useful, and how it is implemented in the OASIS Plus CAMA system.

The possibility of a lack of sufficient information within the sales database to allow for the computation of coefficients which are both meaningful and reasonable has been mentioned before. If we designate the coefficient of a factor in the model by Bi (e.g., dollars per square foot of garage area), we might expect and want that coefficient to fall within certain bounds:

$$
\mathrm{Bil}<=\mathrm{Bi}<=\mathrm{Biu}
$$

where Bil is the lower bound or constraint for the ith coefficient and Biu is the upper bound. The values from Bil to Biu will be referred to as the range.

The type of action which the program should take when the value calculated for a given Bi falls outside these limits must be specified. This action may depend upon whether the value calculated in the partial F- test is above or below the level of significance. For implementation, the constraints are divided into four types which (except for type 0 ) differ only in their action when the variable fails to meet the chosen level of significance. These types may be described as follows:

## Type Action if Variable is Insignificant

0 Set Bi to 0 .
1 Constrain to nearest limit if outside range.
2 Constrain to mid-range if outside range.
3 Constrain to mid-range whether inside or outside range.

## Significant

No constraint, if significant.
Constrain to nearest limit if outside range. Constrain to nearest limit if outside range. Constrain to nearest limit if outside range

Except for Type 0 , if the factor is significant and the calculated Bi is outside the constraint range, Bi is to be set equal to the bound (Bil or Biu ) which is closer to the calculated Bi . If the value falls inside the range, that value will be used.

Constraint Types 1, 2, and 3 provide for the logical possibilities that may be contemplated by an analyst using constrained regression. The assignment of constraints to variables is a judgmental process left to the discretion of the model developer. In general, model developers will make the first few modeling runs with no constraints to observe the results obtained from the more standard techniques. The results are reviewed to see if there are any variables missing which are deemed important, or if variables are in the model with unacceptable coefficients. The ranges applied to the constraints are based on an appraiser's judgment of realistic value adjustments which apply to the particular class of properties for which the model is being developed. In practice, model developers have opted for either Type 1 or Type 3 exclusively. Neither choice has demonstrated clear-cut superiority.

While it is desirable to avoid imposing constraints, frequently specification of constraints insures that a variable which has a reasonable coefficient but an insufficient $F$ value to be statistically significant, if unconstrained, is included in the final model. This may be of particular importance when the sales sample is small and the factor affecting value represents less than $5 \%$ of the total property value.

It is necessary to have an appreciation for several terms which are used in the reports. An understanding of what these terms mean will be of great value in being able to assess the adequacy of a calculated model. An attempt will be made to avoid mathematical complications, where possible. Referring to the Regression Action, Analysis of Variance, and Variable Coefficients reports, we see that a number of terms are used. We would like to discuss the terms R squared, partial F-test and F-test, standard error (STD ERR), t-statistic, and partial correlation.
a. R squared. The R squared statistic is a ratio related to how well the data (sales prices) fits the regression equation. It is equal to the complement of the residual sum of squares divided by the total sum of squares corrected for the mean, where the total sum of squares is the sum of the squares of the sales prices minus their mean value, and the residual sum of squares is the sum of the squares of the differences between the actual sales prices and those predicted by the regression equation. It is apparent that the closer R squared is to 1 , the better we have fit the data. We should be aware, however, that while we can move R squared arbitrarily close to 1 by adding more and more factors to our equation, we gain very little in predictive value - as measured by the entry in the column labeled mean square in the residual line in the Analysis of Variance report. R squared may be thought of as the percentage of the variation present in data accounted for by the regression equation. If we accept that there is a basic variation in sales prices of about $5 \%$ to $15 \%$ (depending on the neighborhood or price range), we might expect that we should have a good model if R squared is somewhere near 0.90 . This is not, however, our only criterion.
b. Standard Error. We spoke above of the mean square residual. The square root of this number gives us the standard error of the estimate. In this application, this number gives us an idea of the average amount by which the regression equation "misses" the actual sales prices. In a somewhat more precise statistical sense, we expect that roughly $2 / 3$ of the regression estimates should be within one standard error (either high or low) of the actual sales price. In general, the smaller this number is the better. As we noted, this not only takes account of how well the data fits, but also of how efficiently (using the smallest number of factors) we have performed the fit.
c. F-test. The F-test may be considered a measure of what we are referring to when we speak of the "statistical significance" of the coefficient for a factor. The F- statistic is a ratio of that part of the sum of the squares accounted for by the regression equation to the residual (that part of the sum of the squares not accounted for by the regression equation). The number of factors also is included in the calculation. We can consider our fit to be better as the F-statistic increases. We make use of the F-statistic rather than the value R squared since the science of statistics can tell us exactly what the F-statistic means. As an example, if our degrees of freedom (roughly equal to the number of sales less the number of factors in our regression equation) is at least 20, then we can be $95 \%$ certain that a derived coefficient is something other than zero if the F-statistic has a value of 4.0. (The level of certainty is a concept we shall accept as a "given," although it does have a precise statistical definition). This level of certainty increases to $98 \%$ as the F-statistic increases to
7.0.
d. Partial F-test. The partial F-test has essentially the same significance as the F-test, except that in this case we are trying to assess the significance of a single term in the model rather than all the terms taken together. The critical factor here is the difference or increase in the sum of the squares accounted for by the regression as a consequence of adding one term to the regression equation.
e. Partial correlation. The partial correlation is a measure of how closely the value of the independent variable or factor (such as number of full baths) is related to the dependent variable (usually the sales price). The dependent variable is adjusted so that all of the other factors in the model are "taken out" of the values in order for us to have a measure of how closely this particular variable is related to the remaining dependent variable. Mathematically, its maximum absolute value is one. In this example, if every house with two full baths sold at one price and every house with one full bath sold at another (lower) price, the partial correlation would be exactly one. In practice, we take account of the other differences (factors) in our model so that the partial correlation can be large, even though a direct plot is not linear.
f. The $t$-statistic. The $t$-statistic is a ratio of the standard error of a coefficient to the value of that coefficient. Comparison with a table of $t$-statistic values would tell us the probability that the given coefficient is indeed statistically different from zero. This should give us the same answer as the F-statistic analysis. We can also use the $t$-statistic to give us an interval within which we would expect to find the given coefficient at a specified level of confidence.

On the Variable Coefficients report, we show a conservative $95 \%$ interval, i.e., we would expect to find the derived coefficient within this interval $95 \%$ of the time even if we were to select our sales all over again from scratch.

The OASIS CAMA Market Valuation Subsystem has the capability to produce a multiplicative model where the dependent variable is a function of the product of the independent factors in the model; e.g.

## SP = C1 x Grade Factor x SFLA x Sty hgt x Age factor x...

by taking logarithms, we have:

$$
\log S P=\log C 1+\log (\text { Grade Factor })+\log (\text { SFLA })+\log (\text { Sty hgt })+\log (\text { Age factor })+\ldots
$$

The variables in the equation can be produced with transformation type 13 in the Edit and Expansion program. The coefficients in the second equation are then exponents for the terms in the first equation.

The Market Modeling program produces the following reports:
Variables to be considered for Regression - a list of the variables in the X-Array.
Neighborhood Group Cluster Assignments - showing exactly which cluster every neighborhood group has been assigned to as specified by your input.
Model Assignment Tables - showing how many sales have been assigned to each cluster. It also includes the number of sales which were not assigned to a cluster because they were not assigned to a neighborhood group or because the group that they were assigned to was not assigned to a model.
Constrained MRA Parameters - showing the variables and the constraints for the model. This should be examined for possible parameter errors.

Statistical Data for the Cluster (optional) -This report can be useful in your modeling efforts since you can examine the values of the factors you are trying to include in the model. Among other things, you can check to see that all your parcels have non-zero sale prices, land values, CDU's, living areas, etc. You can also check the average sale price and the spread in sale price to see if you'd like to break this cluster down further. The range of construction year and the variation in other variables which you might want to model can be easily checked. If there is very little variation or a low occurrence of certain factors, it is very likely that the derived coefficients will not be statistically significant and should be constrained if they are to be meaningful and useful.

Correlation Matrix (optional) - This report shows the upper (triangular) half of the correlation matrix. Its major use is to help you confirm that certain factors do correlate well with sale price. Remember that the maximum absolute value of the correlation is 1.0. A negative correlation with sale price means that a higher value for the independent variable results in a lower sale price (e.g., age). Note also that a strong correlation of other variables with each other (multi-co linearity) will be resolved by eliminating one of the variables. This step is taken if any entry is larger than 0.995 .
Regression Action Report -This report shows the action of the computer as it adds each variable into the model, and then eliminates those which are not statistically significant at the level you chose with the F value parameters on the model parameter card, or which do not meet your specified constraints.
Analysis of Variance - We have referred to this report previously. To summarize, this report is used to analyze how well the model fits. The basic measures are the R squared and standard error statistics.

Variable Coefficients -This report summarizes the final values of the model coefficients along with relevant statistics. These final values are not the same as those printed in the Regression Action Report since the final values take account of all the factors in the model plus those that are constrained.
We have discussed the significance of the statistics. The most meaningful coefficients should have small standard errors, large $t$-values, small range for the confidence interval, a partial correlation as close to one as possible (in practice seldom above 0.5) and a large value for the F-test statistic. These statistics cannot be calculated for the constrained variables and thus are left blank. You can refer back to the regression action report to determine the significance of the factor prior to its being constrained (partial F). Often the constrained and unconstrained values may be very close and you may elect to redo the model, loosening the constraint.
Model Plot back or MPBR (optional; can also be limited by using the error percentage option) -This report lists each parcel in ID sequence order, its sale price, the MRA estimate from the model which has just been calculated, and the difference of these two numbers and the percentage of this error with respect to the sale price.

Plot of Residuals (optional) - The errors or deviations of the MRA estimates from the actual sale prices may be plotted against any variable you choose. Generally, the most useful coordinate for the X -axis is the sale price. Outliers can be found rather quickly by using this plot and can usually be identified quite rapidly by referring to the Model Plot back Report.The following two reports are produced at the end of the modeling run and pull together information from across the clusters and their models:

## 1. Model Summary Report and 2. Model Coefficients Comparison Report.

## 1. Model Summary Report

This report provides an overview of modeling results, one line per model. A summary line provides a quick overview of the variable results for the modeling run.

This example is for demonstration purposes only and does not represent current results


Model Summary Report
MOD DESCRIPTION Cluster number (or 100 for overall summary) followed by the model description from model action card, if entered.
NO. SALES
AVG PRICE
AVG SF
AVG YR
GRADE
\# VAR
R-SQUARE
STD ERROR
COV
Number of sales assigned to cluster. Total for all modules (summary). Average Sale Price for sales in model.
Average Square feet of living area.
Average year built or effective year, if override.
Average quality grade factor, (CLASS rating for WYS counties).
Number of unconstrained variables in the model.
R-squared for the model, based on unconstrained variables. Standard error of the estimate. Model standard error. Weighted by number of sales for summary.
Coefficient of variation (percent of average sale price represented by standard error).

In evaluating the results of model changes it is often helpful to evaluate the modeling results on the basis of the change in the overall summary statistics from the prior modeling run.

## 2. Model of Coefficient Comparison Report

Often it is helpful to a modeler to compare the coefficient of similar model terms across clusters. This can lend credibility to the modeling results or, when inconsistencies are spotted, cause further examination of the results to determine the reason for the inconsistency. This report provides a columnar display of model terms for up to ten (10) models per page. Models are displayed in user specified sequence. The program automatically adjusts the models to line up horizontally by variable so the variables listed represent the superset of all variables included in the models listed on a given page.

The below is an example only of Model Coefficient Comparison Report for demonstration only and does not represent current data.


## The 'Market Valuation Preparation' (MASP440) Program

Once market models have been calculated, the Market Valuation Preparation program is executed. This program provides for:

Loading of Comparable Sales and Value Summary Report formats to the OASIS database. These formats are user-defined and maintained with On-Line Parameter Maintenance (OLPM).
Loading of comparable selection criteria and optional model adjustments to the OASIS data base. Comparable Selection criteria and optional model adjustments parameters are used by the Market Valuation program to do comparable sales analysis. These parameters are user- defined and maintained with On-Line Parameter Maintenance (OLPM).
Set up of two direct access files containing information about the sales which are to be used as comparables. These files speed up the selection of comparable sales and the calculation of adjusted sales prices when the market valuation program is executed. These files are generated using data maintained in the Expanded Sales Extract file with cluster assignments.

## The 'Market Valuation' (MASP450) Program

The Market Valuation program (MASP450) performs comparable sales analysis and produces comparable sales reports for each subject property. It also produces a file which you can use to update the appraised values on the CAMA files with the market values derived here.

The key to understanding the function of the Market Valuation program lies in understanding the process and the terminology of comparable sales analysis and how they are used in computer application. The process of comparable sales analysis should be familiar to the appraiser/user. In order to derive the market value of a subject property, several other properties are chosen as comparables which satisfy the following criteria:

They are geographically close to the subject property, i.e., they are in the same neighborhood.
They are similar in size, style, and quality of
construction. Other significant factors such as age
are similar.
They have recently been sold with sufficient exposure to the open market that the sale prices can be considered valid.

The sale prices of the comparable properties are then adjusted to the subject property for differences in market factors including additions such as garages, decks, patios, and fireplaces.

In order to make these concepts quantitative so that the computer can make these judgments for us, we need to discuss the following concepts:
comparability distance, comparable selection criteria and weights,
market adjustments, and finally, the derivation of a weighted market estimate (to be used as the appraised value).

## Comparability Distance

Comparability from an appraisal standpoint cannot be well defined in terms of observables. Neither can it be well defined from a mathematical standpoint. In the market valuation program a model of comparability has been implemented which does not depend on specific property features but allows the user to define within the constraints of the model the location and physical characteristics and relative contribution of each to be considered in the select on process.

The general measure of comparability takes the form of a Euclidean (root of sum of squared differences) metric; the comparability measure is computed as follows:

$$
\underset{i}{\operatorname{SQRT}\left(\operatorname{summ} \mathrm{Wi}(\mathrm{Xi}-\mathrm{Xi}(\mathrm{~s})) 1^{* * 2}+\right.} \begin{aligned}
& \left.\mathrm{summ}[\mathrm{Wj} \mathrm{~d}(\mathrm{Xj}, \mathrm{Xj}(\mathrm{~s}))]^{* * 2}\right) \\
& \mathrm{J}
\end{aligned}
$$

In this formula, variables with a subscript ' i ' range over property characteristics considered as continuous variables while those with a subscript if range over those treated as classification variables.

Note: The asterisk $\left({ }^{*}\right)$ in the equations stands for a multiplication sign and the double asterisk $(* *)$ stands for exponentiation to the power of the number that follows the "**."

The variables in this formula are:

| Wi = |  | weight associated with ith continuous characteristic |
| :---: | :---: | :---: |
| Xi |  | $=$ value of ith characteristic in sale property |
| $\mathrm{Xi}(\mathrm{s})=$ |  | value of ith characteristic in subject property |
| Summ |  | = summation of terms over i characteristics |
| i |  |  |
| Wj | $=$ | weight associated with jth continuous characteristic |
| Xj | = | value of jth characteristic in sale property |
| Xj(s) | = | value of jth characteristic in subject property |
| summ | = | summation of terms over j characteristics |
| j |  |  |
| d(a,b) | = | inverse delta function |
|  | $=$ | O If $\mathrm{a}=\mathrm{b}$ |
|  | = | 1 if a does not = b |

Variables such as age, square feet of living area and story height are considered continuous in this comparability measure and variables such as style (ranch, cape cod, colonial, etc.) are considered classification variables. General guidelines for selection of variables and weights in the comparability distance are discussed below.

## Market Adjustment of Comparable Sales

The appropriate market model is applied to the subject and each of the comparable sales to obtain regression estimates of subject and sale market values. Adjusted sales estimates are then obtained on each sale by computing:

Adj. Sale Price $=$ Comp. Sale Price $+($ Regression Est. of subject - Reg. Est. of Comp. $)$
Model adjustments are applied in computing the regression estimates, i.e., they are treated as additional terms in the MRA Formula.

For each model the user may specify up to 25 variables and weights to be considered in adjusting comparable sales to the subject property. This feature permits the user to account for characteristics which were poorly represented in the sales base for the cluster on which the model was built. For example, none of the sales in a particular cluster have in-ground pools yet the model will be used to value subjects that do. The appraiser may be able to specify to the analyst the dollar-per-square-foot figure to include as a market adjustment for pools in the cluster in question.

## Computation of Weighted Estimate

A weighted estimate is computed from the adjusted sales by computing the following; weight for each sale; or normalizing the weights so that they total I and then totaling the adjusted sales weighted by the adjusted weights.

The weighted estimate is computed as follows:
$\mathrm{Wi}=1 /(\mathrm{M} / 2)^{* *} 2+\mathrm{Di}^{*} * 2+(2 \mathrm{MxPi})^{* *} 2$
where:

Wi is the weight for the ith sale
M is the maximum (acceptable) "comparability distance"
Di is the actual "comparability distance" between the ith sale and subject, and
Pi is The fractional percentage adjustment to the ith sale (e.g. if 20,000 adjustment is made to a 50,000 sale, $\mathrm{Pi} 20,00015 \mathrm{Q} 000=0.40$ ).

If we view this as an inverse weighting by the expected error in the estimate (each adjusted sale is an estimate of the market value of the subject property) we see that this measure assumes an inherent error in the estimate in the [M/2] squared term, The other terms represent the error due to non-comparability (Di squared), and excessive adjustments ( 2 MPi squared). Based on these factors, a $50 \%$ adjustment carries the same penalty weight as a comparability distance of M (the maximum comparability distance).

## Computation of the Ranked Estimate

In order to deal with the bias problems arising from outliers (pulling the market estimate either down or up), the program computes a median estimate by sorting the adjusted sale, the MRA estimate, and the ranked estimate and averaging the middle 2 or 3 values. That is, if five comparables have been selected, and therefore 7 value estimates are available, the two highest estimates and the two lowest estimates are eliminated and the remaining three are averaged.

In the example, if the MRA estimate had been 46,000, the estimates would have been ranked as
follows: Estimates Eliminating highs and lows
30,000

40,000
43,900 43,900
45,000 45,000
46,000 46,000
50,000
50,000
134,900 divided by $3=44,967$
The market estimate is computed as 45,000 , rounding the result to the nearest $\$ 100$.
User-specified Market Valuation parameters which are maintained with On-Line Parameter Maintenance control (a) the number of parcels contained in the expanded subject extract file that will be valued, (b) printing of a value summary report and/or comparable sales report for the valued parcels. These parameters provide the user with a means to limit processing and print output when performing sample runs for checking market valuation results.

Once the models have been calculated, the actual process of market valuation takes place.

## The 'Print Comparable Sales Reports' (MASP460) Program

The Print Comparable Sales Reports program prints the comparable sales reports for the file created by the Market Valuation program. It uses user-specified start and end parameters and value maintenance headers and produces an one-line value maintenance listing for each property, within the range of property records specified. The user-specified parameters are maintained with OnLine Parameter Maintenance (OLPM).

## The 'Statistics and Graphics' (MASP470) Program

The Statistics and Graphics is a market valuation support program which provides the user with a means of generating various statistical information about the OASIS CAMA database file; (a) mean value, (b) minimum value, (c) maximum value, (d) median value, (e) standard deviation, (f) cross plots, (g) cross-tabulation, and (h) histograms. The data to be analyzed can be selected through various parameter cards.

User-specified parameters
include: Parcel
Selection Criteria
Statistics
Mean Standard Deviation
Cross Plot
Histogram

## The 'Market Valuation Posting' (MASP480) Program

Having reviewed the values produced by the Market Valuation program, the values must be posted to the OASIS database. This is the final step in the Market Valuation process. The Market Valuation Posting program posts the parcel values maintained in the sequential file produced by the Market Valuation program to the OASIS VALU record. This market value will be retrieved from the CAMA subsystem into the Administrative and Tax Roll ASMT record, where the current selection method on the CAMA VALU record has been set to Market. See an example of a MRKT screen where when posted the market value will be displayed on the VALU screen.

```
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{5}{|l|}{ACTION: S SCREEN: MRKT USERID:} \\
\hline \(\mathrm{JU}=20 \mathrm{RO}=\mathrm{RR} \quad \mathrm{PARC}=\) & M A R K E T V & \[
\begin{array}{cccc}
\text { A L U A T } & \text { I } \\
& \text { YR= } 2017 \\
& \text { DYR }=20
\end{array}
\] & ALTKEY 17 STAT & \[
\begin{gathered}
0906310 \\
S: \quad \text { ACTIVE }
\end{gathered}
\] \\
\hline BLDG LAND TOT COST & MARKET PREV VALU & RSN FCC MDL & MRA EST & WTD EST \\
\hline 01 42,262 137,033 & 131,400 125,100 & M 2026 & 126,255 & 131,099 \\
\hline F-------SELECTED COMPS & - BOOK PAGE & DIST COMPARE & MRA EST & ADJ SALE \\
\hline N 0442-09-4078- & 0942000313 & 710 & 90,876 & 117,379 \\
\hline N 0443-42-9849- & 0990400109 & 1010 & 83,981 & 142,274 \\
\hline N 0403-71-8427- & 0917800206 & 1152 & 67,992 & 131,263 \\
\hline N 0413-43-3568- & 0968500731 & 1602 & 79,382 & 131,873 \\
\hline N 9493-56-9803- & 0981400001 & 1612 & 77,487 & 136,768 \\
\hline
\end{tabular}
    N = KEEP EXISTING COMPARABLE SALE S = COMPARABLE SALE SEARCH
        POST MARKET VALUE ? N (REQUIRES CHANGE ACTION)
        DISPLAY COMPSHEET ? N PRINTER: SCRN ( SCRN =SCREEN )
                        =PRINTER )
```

This Example of a MRKT screen is for demonstration purposes only.

## The 'Copy Market Models' (MASP490) Program

The Copy Market Models program will copy all market modeling and market valuation parameters for a given user-specified jurisdiction, year, roll, and property type (residential or commercial) to that of another jurisdiction, year, roll, and property type. This feature is used when established market models do not change from one year to the next or when established market models are effective for more than one jurisdiction. The copy feature insures that the same valuation results will be achieved from year to year and/or from jurisdiction to jurisdiction.

It must be noted that the above section is an abridged version or broad overview of the Market Approach Calculation Process. The above mentioned programs or batch files are much more involved and a CAMA Manuel is required to facilitate the final process.

1. Source: OASIS CAMA Manuel, by Cole-Layer and Trumble, CLT, ON Line Manuel. Release 10, 2007.

## A. Residential Neighborhood Grouping

Cumberland County groups similar neighborhoods into neighborhood groups. Neighborhood groups are three numeric values each representing a unique characteristic to help group similar or comparable neighborhoods for valuation purposes. The $2^{\text {nd }}$ and $3^{\text {rd }}$ numbers in the group represent a guideline only and are not definitive.

| 1st Number (General Location ) |  |
| :--- | :--- |
| $0-$ | Grays Creek |
| $1-$ | South View / Jack Britt |
| $2-$ | 71st Area |
| $3-$ | Douglas Bryd Area |
| $4-$ | Terry Sanford / Haymount Area |
| $5-$ | Westover Area |
| $6-$ | E E Smith Area |
| $7-$ | Pine Forest Area |
| $8-$ | Eastover / Falcon / Wade / Godwin / Stedman |
| $9-$ | Beaverdam / Cedar Creek / Sunnyside |
| 2 nd Number (Quality Grade Ranges in NBHD) |  |
| $0-$ | Upper Class / High End ( Average Grade 550 >= ) |
| $1-$ | Mid - High Class (Average Grade 470-535) |
| $2-$ | Mid Class ( Average Grade 435 to 450) |
| $3-$ | Above Average ( Average Grade 370) |
| $4-$ | Average Homes (Average 350) |
| $5-$ | Below Average ( 335 or below) |
| $6-$ | Townhouse |
| $7-$ | Condo |
| $8-$ | Multi Family, (R2, RT, RQ) |
| $9-$ | Typically Manufactured Home NBHD |

3rd Number (Sales Price Ranges and Average for NBHD)

| $0-$ | Upper Class $>\$ 450,000$ |
| :--- | :--- |
| $1-$ | $\$ 300,000$ to $\$ 450,000$, (Average $\$ 350,000$ ) |
| $2-$ | $\$ 200,000$ to $\$ 299,000$, (Average $\$ 250,000$ ) |
| $3-$ | $\$ 175,000$ to $\$ 225,000$, (Average $\$ 200,000$ ) |
| $4-$ | $\$ 150,000$ to $\$ 199,000$, (Average $\$ 175,000$ ) |
| $5-$ | $\$ 120,000$ to $\$ 175,000$, (Average $\$ 150,000$ ) |
| $6-$ | $\$ 100,000$ to $\$ 150,000$, (Average $\$ 125,000)$ |
| $7-$ | $\$ 80,000$ TO $\$ 120,000$, (Average $\$ 100,000)$ |
| $8-$ | $\$ 50,000$ to $\$ 100,000,($ Average $\$ 75,000)$ |
| $9-$ | $<\$ 60,000$ (Average $\$ 30,000)$ |

Thus each residential neighborhood is assigned a unique three digit code as described from the previous page. From those numbers a market model is created by assigning similar neighborhood codes to a model and running multiple regression analysis against those sales from those neighborhood groups.

From these sales, adjustments, and or coefficients are produced through the regression analysis. With defined variable information and weighting of these variables, computer selected comparables are chosen from the sales database. Using the coefficients arrived from the regression; a multiple regression analysis (MRA) estimate is calculated for the subject property and each of the comparable sale properties. The subject MRA estimate is then compared to each of the comparables MRA estimates in order to derive an adjusted sale price

The market program also arrives at a weighted estimate for the subject property. These MRA estimates for the subject and comparables along with the weighted estimate for the subject are considered when arriving at the subject's value.

The program will eliminate the highest and lowest outliers from the MRA and weighted estimates derived. The mean is taken of the remaining estimates in order to establish a market value for the subject property.

Listed below are some of the variables used in the market model approach and they are listed in no particular order. There may be others variables not listed below and their omission does not exclude them from their importance.

NBHD Number<br>NBHD Group Number<br>Quality Grade<br>Size or Square Foot Living Area<br>Condition<br>Story Height<br>Improvement Type<br>Land Value<br>Building Age

## B. Example of a Residential Property Valued at Market

Note: Market rates, adjustments, and sales information used in valuing this example property may not be representative of the actual figures used and therefore the value shown may not be accurate at the time of this printing. This section is intended as an example of what the computer system is capable of performing when the market valuation module as described above is applied

The subject is a 1994 Manufactured Home with 2052 Square feet, with a Quality grade of 450 and a condition factor of Average that has been assigned to a market model of number 26.

There are five comparables chosen. Comparable one is the subject's sale and the other four are located
within the subject's neighborhood number as well as the three digit neighborhood group number.
The computer can generate seven estimates of value, an MRA, weighted estimate, and if available five comparable adjusted sale prices if applicable. Some properties might only generate three adjusted sale price comparables.

In our example the computer arrived at the
following: MRA
estimate - \$126,255
Weighted estimate - \$131,099
And five adjusted sale prices from the
comparables:
Comparable 1 -
\$117,379
Comparable 2 - \$142,274
Comparable 3 - \$131,263
Comparable 4 - \$131,873
Comparable 5 - \$136,768

For residential properties with seven estimates the computer will eliminate the two highest of the seven and the two lowest estimates leaving three estimates of value. The computer will then take the mean of the three remaining and round to the nearest hundred to determine the market value for the subject. So in our example, the ending value that would be posted is $\$ 131,400$.

The next page is an example of a Residential Comparable worksheet.

## C. Example of a Sample Comparable Worksheet

| Parcel |
| :---: |
| Identification |
| Street Number |
| NBHD/GRP |
| MODEL \# |
| LAND DESCRIPTION |
| ROAD TYPE |
| ZONING |
| NUMBER LOTS |
| TOTAL ACRES |
| DWELLING DESCRIPTION NUM STORIES |
|  |  |
|  |
| STYLE |
| CONDO TYPE |
| EXTERIOR WALL |
| YR BLT/EFF YR |
| BEDROOMS |
| BATHS |
| HEAT |
| AIR CONDITIONING |
| FIREPLACES |
| GRADE COND |
| FUNC/ECON |
| BMST AREA |
| FIN BMST |
| ATTIC SF |
| OTHER AREA |
| UTILITY RM |
| MGFA |
| SFLA |
| AREAS |
| ATT GARAGE |
| CARPORT |
| DET GARAGE |
| OPEN PORCH |
| CLOSED PORCH |
| DECK AREA |
| PRICING DATA |
| RCN |
| DEPRECIATION |
| NBHD FACTOR |
| MKT ADJ COST |
| TOTAL MIMPADJ |
| LAND VALUE |
| TOTAL VALUE |
| VALUATION |
| SALE DATE |
| SALE PRICE |
| MRA ESTIMATE |
| ADJUSTED SALE |
| DISTANCE |
| WTD ESTIMATE |
| FN/EC/PCTCOMP |
| MARKET VALUE |
| FLD CNTRL CD |
| INDICATOR |

Subject
xxxx-xx-
xxxx
xxxx
HERMAN
BONDS
$4000 / 045$
Comp 1
xxxx-xx-
xxxx
xxxx

| Comp 2 | Comp 3 |
| ---: | ---: |
| xxxx-xx- | xxxx-xx- |
| xxxx | xxxx |
| xxxx | xxxx |
|  |  |
| SWALLOWTAIL | BRISSON |
| $4000 / 045$ | $4000 / 045$ |
| 26 | 26 |
|  |  |


| Comp 4 $\mathrm{xxxx}-\mathrm{xx}-$ | Comp 5 xxyx-xx- |
| :---: | :---: |
| xxxx | xxxx |
| xxxx | xxxx |
| PALINDROME | BELINDA |
| 9472/045 | 1960/198 |
| 26 | 26 |
| PAVED ROAD | PAVED ROAD |
| RR | RR |
| 1 | 2 |
| 0.46 | 1.65 |
| 1.0 | 1.0 |
| MANUFAC | MANUFAC |
| HOME | HOME |
| NEW | NEW |
| VINYL | VINYL |
| SIDING | SIDING |
| 2000/0000 | 2000/0000 |
| 3 | 4 |
| 00/00/03/00 | 00/00/02/00 |
| / 00 | 100 |
| HEAT \& COOL | HEAT \& COOL |

$$
\begin{aligned}
& S P \\
& A / C-Y E S \text { A/C }-\mathrm{SP}
\end{aligned}
$$

| 1 | 1 |
| ---: | ---: |
| 450 A | 450 A |
| $000 / 000$ | $000 / 000$ |
| 0 | 0 |
| 0 | 0 |
| 0 | 0 |
| 0 | 0 |
| 0 | 0 |

$$
450 \text { A }
$$

$$
000 / 000
$$

$$
\begin{aligned}
& 0 \\
& 0
\end{aligned}
$$

2,128
2,128
0
0
0
112
0
168
\$111,966
$\begin{array}{rr}\$ 115,396 & \$ 95,666 \\ -41,543 & -32,526 \\ 102 & 102 \\ \$ 73,853 & \$ 63,140 \\ \$ 20,918 & \$ 1,960 \\ \$ 42,262 & \$ 32,993 \\ \$ 137,033 & \$ 98,093 \\ & 4 / 14 \\ & \$ 82,000 \\ \$ 126,255 & \$ 90,876 \\ & \$ 117,379 \\ & 71\end{array}$
$\$ 90,172$
$-26,150$
102
$\$ 64,022$
$\$ 7,606$
$\$ 13,167$
$\$ 84,795$
$7 / 16$
$\$ 100,000$
$\$ 83,981$
$\$ 142,274$
101

$$
\$ 131,099
$$

1.00
$\$ 131,400$

- 2
***ADJ***
$\$ 111,966$
$-33,590$
$\$ 78,376$
$\$ 0$
$\$ 10,000$
\$88,876
3/16
$\$ 88,000$
$\$ 77,487$
$\$ 136,768$
$\$ 136,768$
161


## XII. INCOME APPROACH CALCULATION PROCESS

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## XII. INCOME APPROACH CALCULATION PROCESS

## Overview

This section addresses the application of the Cole-Layer-Trumble, (now Tyler Technologies) Company Income Model Approach to valuation of commercial and industrial (hereafter referred to as commercial) properties. Commercial properties in the OASIS CAMA subsystem are automatically valued by the Cost Approach, and optionally by the Income Model Approach, to value.

This section also summarizes the capabilities of the Income Model Valuation procedures and provides a high level overview of the functions of each batch program included with the module. This section is intended as a quick reference guide to the OLPM parameters and programs used by the Income Model Valuation function.

This section also describes the structure of income and expense models used in the Income Model Valuation process. This part also describes data analysis which needs to take place to develop income models. Later portion of this section also discuss in detail the functions and operations of each of the programs within the module.

Each section provides:
A Functions and Purpose paragraph to briefly summarize the capabilities of the program that's being described.
An Overview paragraph which discusses the concepts underlying the program as well as any aspects of the operations being performed that you should be aware of. You should have a good understanding of these concepts before actually executing the program being described. You should also decide whether you need to alter any of the parameters supplied with the system to suit your particular application.
A Parameters and Controls paragraph explaining what options are available to you, as well as the content and format in which you must supply information about your choices of the program.
A Reports and Outputs paragraph explaining the format and content of the output from the program which is either printed out or written to one or more data files. The Reports paragraph is most useful when you are reviewing the output from your runs. With a report in your hand and the Reports paragraph in front of you, you should be able to decide whether you are achieving the results you had hoped for.

The Commercial Income Valuation program can value all parcels with Commercial improvements maintained as the first or primary building. This approach deals with the incomeproducing areas in the main buildings. Other support areas of the main building yard improvements and secondary buildings on the property are included to the extent that they are typical of what normally supports the income use of the property. Their contributory value must be reflected in the rents assigned to the income-producing areas of the main buildings. When properly applied, the Commercial Income Model Approach produces a reasonable and defensible estimate of market value for most properties.

There are four separate phases of income valuation:

1. Data analysis to develop income parameters
2. Updating of income models
3. Generation of income estimates
4. Value Review and Use of Value Overrides

## 1. Analysis of Data

Before you can adjust or update the income model tables, you should analyze the existing data as it relates to current real-world conditions. This includes establishing the income models for your jurisdiction by analyzing your available market and/or economic (income and expense) data to estimate the typical income, expenses and capitalization rates for the various income uses and markets in your jurisdiction. This analysis would be performed manually utilizing income and expense data which you have reviewed and adjusted. Selectability can be used to extract summary statistics for your income and expense data. Models derived from this data need to be tested against other indicators of value and fine-tuned to permit correlation.

The income approach assumes that the source data for the income approach is the site and improvement characteristic information collected on the Data Collection Card. This information includes:
parcel identification property class
property location (street address and neighborhood ID)
property features
main building section data by horizontal line (this includes a use code as well as component description)
other features
yard improvements and secondary buildings

This information forms the basis for the income approach and also provides almost all of the source data for the income model approach.

## 2. Updating of Income Models (MASP246) Program

When you are finished with the income table parameter updates, for MASP246 version INCM, you may submit these to the edit and load procedure. The edit and load procedure is handled through the OLPM L(oad) function which executes program MASP246. The system will edit the changes you make to the income table parameters, and will inform you of any errors returning you to the OLPM entry in error.

If there are errors you must correct them, and again use the OLPM L(oad) function to resubmit the changes for additional editing. When no errors are found by the editing procedure, the system will accept the new parameters and will load the new commercial income table.

## Income Model Parameters

The income model parameters include the following nine tables.

1. First Income Model Refinement Table
2. Second Income Model Refinement Table (optional)
3. Structure Type/Use Group Assignment Table
4. Use Type/Use Group Assignment Table
5. Land Use Group/Use Group Reassignment Table
6. COMR Use Group Assignment Table (optional)
7. Neighborhood Model Assignment Table
8. Model Table
9. Tax Rate Table

After updating and running tests on the 9 tables, reports can be generated. You will be using the income model report to verify the models that you've built. This report lists the values of the parameters that will be applied in assigning neighborhoods to the income models which will be used to calculate income values. If all edits passed, the income and expense models are written to the income model table for use by the CLT Income Valuation procedure.

## 3. Generation of Income Estimates (MASP260C) Program

If there is income generating data in the parcel records the batch income valuation program produces an estimate of value according to the Income Approach, which is the sum of the estimates for all buildings on the parcel. The program reads the OLPM parameters for program MASP260C, version 260C to determine what year to use in reading the Income Model file. The valuation year stored on the income model file will be used in calculating age for expense adjustments. The posting flag on the parameters controls whether or not the newly generated income estimates are to be posted to the VALU table. The process year on the parameters is used in establishing the VALU table year in reading and rewriting VALU records with the newly generated income estimate.

The Batch Income Valuation program (MASP260C) provides for the generation of income estimates for Commercial properties, and the optional update of these estimates to the OASIS Value Summary (VALU) table.

Valuation detail reports are used to review the value computations for the property. Then to determine that the description (characteristics) of the property as recorded in the computer are correct and complete, and to verify the cost and income model computations as applied to the subject property are correct and reasonable for the property. In order to effectively review the parcel information a commercial valuation review document is required that displays the detailed property characteristics and commercial cost calculations against that data. The Inventory Contents Sheet for Commercial Properties, generated using the General Report Writer module, can be used for this purpose. The income model approach computations are displayed on the Income Valuation Report.

Commercial Valuation Reports include a value summary showing the cost and income estimates, the percentage difference in the two estimates, and the final conclusion of value based upon the value method selected for the parcel. It also shows any existing overrides that were taken into account in determining the cost and income value estimates. The Commercial Valuation Report also provides totals showing how many records were successfully processed in the run.

## Income Valuation Report

The CAMA system has the ability to value designated income producing properties by applying an income model against the characteristics of the income producing property. Market income and expense data is collected from surveys, resource guides and talking to business owners about local market conditions. Modeling takes place when this data is segregated into income models based on various factors that relate to a particular group of properties. Each income producing property is then pointed to the appropriate model within the CAMA program and an Income Valuation Report is produced. The Income Valuation Report shows a complete breakdown of the valuation process along with the value arrived at. There are 4 income producing property types that an Income Valuation Report can be produced:
A. Apartments
B. Hotels/Motels
C. Shopping Centers
D. Mobile Home Parks.

Explanations and examples of these are shown in the following paragraphs.

## A. Example of an Apartment Property

The following Income Valuation Report is an example of an apartment property and is for demonstration purposes only. The income, vacancy, expense and capitalization rates used in this example may not represent actual rates used to value this property for the revaluation. This is shown as an example of what the computer system is capable of performing when the appropriate factors are applied. This example shows how an income model is applied to a 6 unit complex built in 1977 ( 2 units -1 bedroom $/ 1$ bath; 4 units -2 bedroom $/ 1$ bath).

Each apartment complex is assigned a specific neighborhood number. The apartment neighborhood number is the critical factor pointing the subject property to the appropriate income model and subsequently to the income model parameters that results in the valuation of the property. In the case of our subject property the apartment neighborhood number will point to apartment model 03. Depending of the particular circumstances of an individual property, further model adjustments can be made to adjust the monthly rentals, per square foot expenses and capitalization rate.

The left hand side of the report shows the income computations. Income is determined by applying the adjusted monthly rents ( $\$ 450$ for 1 bedrooms units and $\$ 575$ for 2 bedroom units) to the number of units of each size ( 21 -bedroom and 4 2-bedroom units). These are summed to provide a total monthly income which is multiplied by 12 generating the total income for the apartments at $\$ 38,400$. This potential gross income is then adjusted by the occupancy factor to the expected gross income for the property. In this example, the model occupancy factor is $90 \%$. The resulting expected gross income is shown to be $\$ 34,560$.

The right hand side shows the expense computations. An "income year built" of 1977 had been entered for the property resulting in an effective age of 40 years (applied to 2017). Properties 26-50 years old use the third age adjustment factor (1.10) in the model. The standard expense ratio for model 3 is $35 \%$, which is then adjusted upward by $10 \%$ to arrive at an adjusted expense ratio of $39 \%$. The adjusted expense ratio is then brought back over to the left hand side of the page and applied to the effective gross income.

The expense ratio of $39 \%$ is applied against the expected gross income, which results in overall expenses of $\$ 13,478$. This expense amount is then deducted from the expected gross income to produce a net income of $\$ 21,082$. The income is capitalized using an overall rate. The income model has a rate of $9.0 \%$ (.0900). To this rate, the 2017 effective tax rate of $1.239 \%$ ( 0.01239 ) is added to generate a total cap rate including taxes of $10.239 \%$ ( 0.10239 ).

The cap rate is divided into the net income to produce the income estimate of $\$ 205,900$. Any residual land not required to support the income use of the property is then added in with the income estimate to produce the adjusted income value for this property.

Any parcel specific adjustments are summarized at the bottom of the report.
This value will be posted to the income value field on the VALU table. Typically, the default method on the NBHD table is set to cost for commercial properties; therefore, the value will be marked as income value as the selected final value for the property on the VALU record.

Apartment Complex Model Ranges for Income Approach:

|  | Average Monthly <br> Rents | Average <br> Occupancy | Average Operating <br> Expenses | Direct <br> Capitalization |
| :--- | :---: | :---: | :---: | :---: |
| Rate |  |  |  |  |
| Range | $\$ 250-\$ 1,400$ | $50 \%-100 \%$ | $20 \%-80 \%$ | $0.065-0.13$ |
| Typical | $\$ 350-\$ 1,200$ | $85 \%-98 \%$ | $30 \%-50 \%$ | $0.075-0.10$ |

## An Example of the Apartment Income Valuation Report:

## Apartment Example

INCOME APPROACH
** O1-APARTMENT MODELS
** MODEL 03 ** FOR USE TYPE GROUP 01


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## B. Example of a Hotel / Motel Property

The following Income Valuation Report is an example of a motel/hotel property and is for demonstration purposes only. The income, occupancy, expense and capitalization rates used in this example may not represent the actual rates used to value this property for the revaluation. This is shown only as an example of what the computer system is capable of performing when the appropriate factors are applied. This example shows how an income model is applied to a 100 unit, exterior corridor hotel/motel property.

## Grouping like Properties

The initial step was to group like properties based on a combination of factors to include: type of hotel/motel, location, condition and the appraiser's knowledge of the market. There are several types of hotel/motel properties in the Cumberland County market. These include, but are not limited to: full service hotel/motels with owner operated restaurant; full service hotel/motels with leased restaurant; limited service hotel/motels; and extended stay hotel/motels.

Some of the key geographical groupings include, but are not limited to: Exit 49, Interstate 95 along Cedar Creek Road; the Cross Creek Mall/McPherson Church Road Area; Spring Lake; and Downtown/Eastern Blvd.

A combination of condition, quality grade, age and the appraiser's knowledge of the properties was used as the final criteria for the grouping of hotel/motel properties into models for the CAMA system.

## OASIS Screens

In order for the hotel/motel models in the CAMA system to work correctly, certain information has to be keyed in the proper OASIS Screens.
a. The Commercial Sections (COMS) screen has to reflect the correct interior finish code of HOT (Hotel) or MTC (Motel).
b. The Commercial Characteristics (COMC) screen has to reflect the number of rooms in the -NUM OF UNITS bucket. Additionally, a -2 representing the Income Method needs to be keyed in the -SELECT METHOD bucket. This screen also has an income adjustment bucket (INC ADJUST) where additional income can be reflected in a percentage amount. Additional income is typically the result of a restaurant lease or it may reflect a percentage increase based on food and beverage income received; however, it can be used to show decreases in income for various reasons. Additionally, on this screen there is a bucket that reflects whether the hotel/motel has exterior or interior corridors.
c. The Land (LAND) screen will need to reflect the correct neighborhood, the correct property rating, and whether there will be an income adjustment (plus or minus) with the adjusted income value. This is normally where the Furniture, Fixtures and Equipment (FFE) are subtracted out from. Additionally, the -RESID LAND bucket can be used to account for additional value related to the cost of other, nonhotel/motel structures on the property.

## Example of a Hotel/Motel Property

The example property is a 2 -story, 100 room, limited service, mid-price motel. This motel is located in an above average location and is in good condition. It is typical, in that it has a lobby and office on the ground level. This motel has exterior corridors and an outdoor seasonal pool. There are no other sources of income for the property, as the continental breakfast is provided at no cost to the guest.

## Assigning a Use Group, Model and Neighborhood

As stated above, the type of motel, location, condition and the appraiser's knowledge of the hotel/motel market was considered with the example property. Since the example property has an interior finish code of MTC (Motel) it is assigned by the CAMA system to income use group 02 Hotel/Motel Properties. It is further assigned to Model 1, which includes limited service, midprice hotel/motel properties. Our example also has FFE valued at $\$ 300,000$, which has been entered as a negative income value adjustment. FFE is considered Business Personal Property; therefore, it is subtracted from the total property value to arrive at the true real property value.

## Establishing Income Parameters

An Average Daily Rate (ADR) or base rate has been established for each model. The ADR is the revenue generated daily from room rentals, excluding discounts, taxes and other allowances, divided by the total number of rooms rented. The ADR for the example property is $\$ 65.00$.

An adjustment factor for amenities is provided to account for the presence or absence of a pool on the hotel/motel property. The presence of a pool is determined by checking the commercial building refinements and the miscellaneous improvements for a pool code. A hotel/motel property with a pool receives no adjustment to the ADR, while a property without a pool receives a 0.95 adjustment to the ADR. Our example property has a pool.

An adjustment factor is also made to account for whether or not the hotel/motel has exterior corridors as its primary means of room access. The presence or absence of exterior corridors is determined by checking the -HTL XTR CRD bucket on the Commercial Characteristics (COMC) screen. The -HTL XTR CRD bucket will have a -Y if the rooms are accessed by exterior corridors and a -N if the rooms are access by interior corridors. A hotel/motel property with interior corridors receives no adjustment to the ADR, while a property with exterior corridors receives a 0.95 adjustment to the ADR. Our example property has exterior corridors.

## Occupancy Percentage

For Hotels/Motels in Model 1, the occupancy percent rate is $60 \%$.

## Expense Factors

Expense rates: Due to the higher variability in occupancies and hence per room expenses, it is more customary to express expenses as a percentage of the income for hotel/motel properties. To this end there is a separate percentage operating expense factor that can be applied, instead of the per room expenses. In this example the operating expenses are $65 \%$.

## Income Capitalization

For Model 1, a hotel/motel capitalization rate of 0.1130 was added to the effective tax rate, as determined by the tax district. In this example, an effective tax rate of 0.01239 was added to the capitalization rate; thereby, arriving at the overall rate of 0.12539 or $12.539 \%$.

## Summary

The ADR of our example property is multiplied by the amenities adjustment factor for a pool and the adjustment factor for exterior corridors, to arrive at the final adjusted ADR. This, in turn, is multiplied by the number of rental units and by 365 days in the year, to produce a potential gross income (PGI).
\$65.00 ADR x 1.00 Amenities Factor (Pool) x 0.95 Adjustment Factor (Ext Corridors) x 100 Units x 365 Days $=\$ 2,253,875$ (PGI)

This is further adjusted by the occupancy percentage to determine the effective gross income (EGI).

## $\$ 2,253,875$ PGI x .60 Occupancy Percentage $=\$ 1,352,325($ EGI $)$

Hotel expenses (calculated on a percentage of effective gross income) are applied and deducted leaving the net operating income (NOI) from the hotel operation.
\$1,352,325 EGIx 65 Expense Ratio $=\$ 879,011$ (Expenses)
\$1,352,325 EGI - \$879,011 (Expenses) = \$473,314 (NOI)
The capitalization rate is the sum of the overall rate from the model and the effective tax rate taken from the tax rate table for the tax district. The total cap rate of $12.539 \%$ ( 0.12539 ) is divided into the net operating income (NOI) producing the income estimate of value.
$\$ 473,314 / 0.12539=\$ 3,774,735$ or $\$ 3,774,700$ (R) (Total Property Value)
From the income estimate of value, Furniture, Fixtures and Equipment (FFE) is subtracted out to arrive at the true real property value.
$\$ 3,774,700-\$ 300,000=\$ 3,474,700(\mathrm{R})$ (Final Real Property Value)

## Motel/Hotel Complex Model Ranges for Income Approach:

a. Limited Service Motels

Average Daily
Rate Occupancy Expenses

| Capitalization Rate |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Range | $\$ 10.00-\$ 150.00$ | $15 \%-95 \%$ | $45 \%-80 \%$ | $0.085-0.23$ |
| Typical | $\$ 20.00-\$ 100.00$ | $30 \%-70 \%$ | $60 \%-70 \%$ | $0.105-0.13$ |

b. Full Service Motels

|  | Average Daily <br> Rate | Average <br> Occupancy | Average Operating <br> Expenses | Direct <br> Capitalization Rate |
| :--- | :---: | :---: | :---: | :---: |
| Range | $\$ 55.00-\$ 200.00$ | $30 \%-90 \%$ | $65 \%-90 \%$ | $0.075-0.14$ |
| Typical | $\$ 65.00-\$ 150.00$ | $60 \%-80 \%$ | $75 \%-85 \%$ | $0.085-0.11$ |

c. Extended Stay Motels

|  | Average Daily <br> Rate | Average <br> Occupancy | Average Operating <br> Expenses | Direct <br> Capitalization Rate |
| :--- | :--- | :---: | :---: | :---: |
| Range | $\$ 15.00-\$ 110.00$ | $35 \%-95 \%$ | $40 \%-75 \%$ | $0.075-0.15$ |
| Typical | $\$ 25.00-\$ 95.00$ | $60 \%-80 \%$ | $50 \%-60 \%$ | $0.09-0.12$ |

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```
                    INCOME APPROACH
                    **************
                ASSIGNED TO STR TYPE GROUP 02
INCOME PORTION :
** 02-HOTEL / MOTEL MODELS
    BASE RATE = $65.00
    MARKET TYPE (CONVER)
    INCOME ADJUSTMENT 
    QUALITY TYPE (AVERAG)
    AMENITIES POOL
X 1.00
    EXTERIOR CORRIDORS ADJUSTMENT
    ROOM SIZE FACTOR
    ROOM UNIT ADJ
    ** MODEL O1 ** FOR USE TYPE GROUP 02
        X 1.00
        X -1.00
        1.00
    OUUSTED
        = $61.75
    BASE
X 100
    RATE X
        100
    365
    NUMBER
    UNIT
    X NUMBER DAYS
\begin{tabular}{lll} 
POTENTIAL GROSS INCOME & \(=\) & \(\$ 2,253,875\) \\
OCCUPANCY PREDICTED & X & \(60 \%\) \\
EFFECTIVE GROSS INCOME & \(=\) & \(\$ 1,352,325\) \\
& & \(=\) \\
EXPENSE 65\% OF EFFECTIVE GROSS INCOME & \(=\) & \(\$ 879,011\) \\
NET INCOME & \(=\) & \(\$ 473,314\) \\
NET INCOME & \(=\$ \$ 473,314\)
\end{tabular}
INCOME CAPITALIZATION
EQUITY RATIO 1.00 X CASH ON CASH 0.1130 = 0.11300
EFFECTIVE TAX RATE 0.01239
TOTAL CAPITALIZATION RATE
0.12539
NET INCOME 473,314 @ 0.12539
VALUE, INCOME APPROACH (ROUNDED)
OTHER INCOME ADJUSTMENT
OTHER INCOME ADJUSTMENT 
        $3,774,700
EXCLD PARKNG)
        -300,000
RESIDUAL LAND
FINAL VALUE FOR PARCEL = \$3,474,700 (INCOME VALUE)
```

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## C. Example of a Shopping Center Property

The following Income Valuation Report is an example of a shopping center property and is for demonstration purposes only. The income, vacancy, expense and capitalization rates used in this example may not represent the actual rates used to value this property for the revaluation. This is shown only as an example of what the computer system is capable of performing when the appropriate factors are applied. This example shows how an income model is applied to an 11,200 square foot retail strip center property.

## Grouping Like Properties

The initial step was to group the shopping center properties based on the type of property. There are several types of shopping center properties in the Cumberland County market. These include, but are not limited to: Strip Centers, Neighborhood Centers, Community Centers, Discount Centers and Super Regional/Regional Malls. While the type of property was the critical factor in determining the major grouping of shopping center properties; it was the age, condition and location that determined the groupings inside each property type. All of these factors, combined with the appraiser's knowledge of the various properties, were what was used to establish models for the shopping centers in the CAMA system.

## OASIS Screens

In order for the shopping center models in the CAMA system to work correctly, certain information has to be keyed in the proper OASIS Screens.
a. The Commercial Sections (COMS) screen has to reflect the correct interior finish code for the type of shopping center, ie: SSC (Strip Shopping Center), NSC (Neighborhood Shopping Center), CSC (Community Shopping Center), DCC (Discount Shopping Center) or RSC (Regional Shopping Mall).
b. The Land (LAND) screen will need to reflect 4 specific things: 1) the correct neighborhood number 2) the correct number in the -INCOME OVRD that corresponds to the type of shopping center, ie: $\quad \mathrm{SSC}=11$, $\mathrm{NSC}=12, \mathrm{CSC}=13$, $\mathrm{DCC}=13, \mathrm{RSC}=14$ 3) if applicable, the correct property rating in the -PROP RATING bucket and 4) if applicable, a plus or minus income adjustment that will be annotated in the -ADJ INC VL +/-- and -ADJ INCOME VAL buckets. Additionally, the -RESID LAND bucket can be used to account for additional value related to the cost of other, non-shopping center structures or excess land on the parcel.
c. The Commercial Characteristics (COMC) screen has several buckets where adjustments to the model rates can be reflected in a percentage amount. Adjustments to established rates typically result because of a very unique feature on the property that can't be accounted for in any other manner.

## Example of a Shopping Center Property

The example retail property is an 11,200 square foot strip shopping center. This strip shopping center is located in an above average location and is in excellent condition. It is typical strip shopping center constructed of concrete masonry with block wall exterior on three sides and a mix of store front glass and brick along the front. This structure was built to allow 7 units, but currently consists of 5 tenants, with one tenant occupying 3 units. As typical with most strip shopping centers, there isn't a management office located on site.

## Assigning a Use Group, Model and Neighborhood

The type of shopping center, age, condition, location and the appraiser's knowledge of the retail market was considered with the example property. Since the example property has an interior finish code of SSC (Strip Shopping Center) it is assigned by the CAMA system to income use group 11 - Shopping Centers. It is further assigned to Model 1, which includes new or relatively new strip retail centers built at major intersections and/or major built up areas throughout the county.

## Establishing Income Parameters

An Annual Square Foot rate or base rate has been established for each model. The annual square foot rate is the revenue generated for the subject property is $\$ 15.00$ per square foot.

## Occupancy Percentage

For Strip Shopping Centers in Model 1, the vacancy and collection loss percent rate is $10 \%$.

## Expense Factors

For Strip Shopping Centers in Model 1, the operating expense ratio is $20 \%$.

## Income Capitalization

For Model 1, a Strip Shopping Center capitalization rate of 0.1000 was added to the effective tax rate, as determined by the tax district. In this example, an effective tax rate of 0.01239 was added to the capitalization rate; thereby, arriving at the overall rate of 0.11239 or $11.239 \%$.

## Summary

The square footage of the property is multiplied by the annual square foot rate to arrive at the potential gross income (PGI) of the property.
$\$ 15.00$ annual square foot rate $\times 11,200$ square feet $=\$ 168,000($ PGI $)$
This is further adjusted by the occupancy percentage to determine the effective gross income (EGI).

```
$168,000 PGI x 0.10 Vacancy & Collection Loss Percentage =
$16,800
$168,000-$16,800=$151,200 (EGI)
```

Strip Shopping Center expenses (calculated on a percentage of effective gross income) are applied and deducted leaving the net operating income (NOI) from the strip center operation.
\$151,200 EGI x .20 Expense Ratio $=\$ 30,240$
(Expenses)
\$151,200 EGI - \$30,240 $($ Expenses $)=\$ 120,960($ NOI $)$
The capitalization rate is the sum of the overall rate from the model and the effective tax rate taken from the tax rate table for the tax district. The total cap rate of $11.239 \%(0.11239)$ is divided into the net operating income (NOI) producing the income estimate of value.
$\$ 120,960 / 0.11239=\$ 1,076,252$ or $\$ 1,076,300(\mathrm{R})($ Total Property Value $)$

## Shopping Center Model Ranges for Income Approach:

a. Strip Shopping Centers

|  | Annual Income <br> Per Square Foot | Average <br> Vacancy | Average Operating <br> Expenses | Direct <br> Capitalization Rate |
| :--- | :--- | :--- | :---: | :---: |
| Range | $\$ 4.00-\$ 30.00$ | $3 \%-35 \%$ | $5 \%-40 \%$ | $0.080-0.170$ |
| Typical | $\$ 5.50-\$ 17.00$ | $8 \%-15 \%$ | $15 \%-30 \%$ | $0.090-0.125$ |

b. Neighborhood Shopping Centers

|  | Annual Income <br> Per Square Foot | Average <br> Vacancy | Average Operating <br> Expenses | Direct <br> Capitalization Rate |
| :--- | :---: | :--- | :---: | :---: |
| Range | $\$ 3.00-\$ 25.00$ | $3 \%-25 \%$ | $10 \%-40 \%$ | $0.080-0.150$ |
| Typical | $\$ 5.00-\$ 17.00$ | $5 \%-15 \%$ | $15 \%-30 \%$ | $0.090-0.115$ |

c. Community Shopping Centers

|  | Annual Income <br> Per Square Foot | Average <br> Vacancy | Average Operating <br> Expenses | Direct <br> Capitalization Rate |
| :--- | :--- | :---: | :---: | :---: |
| Range | $\$ 3.00-\$ 30.00$ | $3 \%-35 \%$ | $10 \%-50 \%$ | $0.070-0.150$ |
| Typical | $\$ 5.00-\$ 18.00$ | $5 \%-25 \%$ | $20 \%-35 \%$ | $0.080-0.115$ |

d. Discount Community Centers

|  | Annual Income <br> Per Square Foot | Average <br> Vacancy | Average Operating <br> Expenses | Direct <br> Capitalization Rate |
| :--- | :---: | :---: | :---: | :---: |
| Range | $\$ 1.50-\$ 18.00$ | $1 \%-15 \%$ | $1 \%-15 \%$ | $0.080-0.150$ |
| Typical | $\$ 3.00-\$ 10.00$ | $5 \%-10 \%$ | $3 \%-10 \%$ | $0.085-0.115$ |

e. Super Regional/Regional Malls \& Anchor Department Stores

|  | Annual Income <br> Per Square Foot | Average <br> Vacancy | Average Operating <br> Expenses | Direct <br> Capitalization Rate |
| :--- | :---: | :---: | :---: | :---: |
| Range | $\$ 4.00-\$ 100.00$ | $1 \%-25 \%$ | $1 \%-50 \%$ | $0.060-0.150$ |
| Typical | $\$ 5.00-\$ 70.00$ | $2 \%-15 \%$ | $5 \%-40 \%$ | $0.070-0.120$ |

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## An Example of the Shopping Center Income Valuation Report:



PREVIOUS REVIEWS HAVE RESULTED IN THE FOLLOWING INFORMATION BEING ON FILE FOR THIS PARCEL: REFINE-VALUATION METHOD SELECTED =

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## D. Example of a Mobile Home Park Property

The following Income Valuation Report is an example of a mobile home park property and is for demonstration purposes only. The income, occupancy, expense and capitalization rates used in this example may not represent the actual rates used to value this property for the revaluation. This is shown only as an example of what the computer system is capable of performing when the appropriate factors are applied. This example shows how an income model is applied to a 15 space mobile home park property.

## Establishing Income Parameters

The Mobile Home Parks are valued by the income approach using the apartment unit model (income use group 01). In this example the $13{ }^{\text {th }}$ model defined in the income model parameters was applied. This model was selected using the neighborhood assignment table and the income override field at the parcel level.

The left hand side of the report shows the income computations. Income is determined by applying the monthly rents to the number of mobile home spaces. The system allows for 5 different rents combinations depending on the types of mobile home spaces (SW - single wide, DW - double wide) and the mobile home parks conditions (PR - poor, FR - fair, AV average, GD - good, EX - excellent). These are summed to provide a total monthly income, which is multiplied by 12 generating the total income for the Mobile Home Park.

## Occupancy Percentage

The potential gross income is then reduced by the occupancy factor to the expected gross income for the property. In this example the occupancy factor is $95 \%$. Adjustments can be made to the income and occupancy at the parcel level.

## Expense Factors

The right side shows the expense computations. Overall expenses of $45 \%$ in the model were multiplied by the effective gross income to produce the total expense for the mobile home park. These expenses are brought back over to the left hand side of the page. Expenses are deducted from the expected gross income to produce a net income of $\$ 11,756$.

## Income Capitalization

The net income is capitalized using an overall rate. The income model has a cap rate of $10 \%$ (.10) to which the effective tax rate of $1.25 \%$ (.0125) was added to generate an overall rate including taxes of $11.125 \%$ ( 0.1125 ). The cap rate is divided into the net income to generate the income estimate of $\$ 104,500$.

Any residual land or any buildings (commercial or residential) not required to support the income use of the property are then totaled in with the income estimate to produce the adjusted total value of the property. In this example 2 residential improvements $(\$ 36,717)$, the corresponding land value ( $\$ 12,070$ ), some excess commercial land $(\$ 53,302)$ and additional miscellaneous improvements $(\$ 6,052)$ were added for a final total value of $\$ 212,641$.

This value will be posted to the income value field on the VALU table. If the default method on the NBHD table is set to Income for commercial properties, this value will be marked as the selected final value for the property on the VALU record, unless a value selection method is specified for this individual property (as it is in this example -VALUATION METHOD SELECTED = 2 (USE INCOME METHOD)

Any parcel specific adjustments are summarized at the bottom of the report. Here we see the model adjustments that have been entered for income, expenses and cap rate; the valuation method selected, reason for override and occupancy override.

## Summary

The number of mobile home spaces in our example property is multiplied by the lot rate per space times 12 months to produce the annual potential gross income (PGI).
$\$ 125.00$ lot rate $\times 15.00$ lots $=\$ 1,875 \times 12$ months $=\$ 22,500(\mathrm{PGI})$
This is further adjusted by the occupancy percentage to determine the effective gross income (EGI).
$\$ 22,500$ PGI x 0.95 Occupancy Percentage $=\$ 21,375($ EGI $)$
Mobile Home Park expenses (calculated on a percentage of effective gross income) are applied and deducted leaving the net operating income (NOI) from the hotel operation.
\$21,375 EGI x 0.45 Expense Ratio = \$9,619 (Expenses)
$\$ 21,375$ EGI - $\$ 9,619$ (Expenses) $=\$ 11,756($ NOI $)$
The capitalization rate is the sum of the overall rate from the model and the effective tax rate of 0.0125 . The total cap rate of $11.25 \%$ ( 0.1125 ) is divided into the net operating income (NOI) producing the income estimate of value.
$\$ 11,756 / 0.1125=\$ 104,498$ or $\$ 104,500(R)$ (Total Mobile Home Park Value)
Any residual land or any buildings (commercial or residential) not required to support the income use of the property are then totaled in with the income estimate to produce the adjusted total value of the property.

The 2 residential improvements equal $\$ 36,717$; the residential improvement land value equals $\$ 12,070$; the excess commercial land value equals $\$ 53,302$; and the additional miscellaneous improvement value equals $\$ 6,052$.

## Final Property Value

\$104,500 (Mobile Home Park) + \$36,717 (Residential Buildings) + \$12,070 (Residential Land) $+\$ 53,302$ (Commercial Land) $+\$ 6,052($ Miscellaneous Value $)=\$ 212,641$

## Mobile Home Park Model Ranges for Income Approach:

|  | Average Monthly <br> Rents | Average | Average Operating <br> Occupancy | Direct <br> Expenses |
| :--- | :---: | :---: | :---: | :---: |
| Capitalization Rate |  |  |  |  |
| Range | $\$ 40-\$ 310$ | $50 \%-100 \%$ | $15 \%-75 \%$ | $0.070-0.18$ |
| Typical | $\$ 75-\$ 235$ | $70 \%-85 \%$ | $20 \%-60 \%$ | $0.085-0.13$ |

## Example of the Mobile Home Park Income Valuation Report:

INCOME APPROACH
$* * * * * * * * * * * * *$
**************
BLDG1 AREA OF 0 ASSIGNED

TO STR TYPE GROUP 01 APART
UNIT MODEL ADJUSTMENTS NO
INCOME ADJUSTMENT
INCOME PORTION :
** MANUFACTURE HOME PARK MODEL
0 SW - PR TO FR AT
15 SW - AVERAGE AT
0 SW - GD TO EX AT
0 DW - FR TO AV AT
0 DW - GD TO EX AT
COVERED PARKING
PARKING
TOTAL
TWELVE MONTHS
TOTAL
INCOME
PERCENT OCCUPANCY
INCOME AFTER OCCUPANCY
EFFECTIVE GROSS INCOME
TOTAL EXPENSES $45.00 \%$
TOTAL
. 0 。
NET INCOME


INCOME CAPITALIZATION
EQUITY RATIO $1.00 \quad \mathrm{X}$ CASH ON CASH $0.1000=0.10000$
EFFECTIVE TAX RATE $=0.10000$
CAPITALIZATION RATE
NET INCOME 11,756 @ 0.1125
VALUE, INCOME APPROACH (ROUNDED) 104,500
OTHER INCOME ADJUSTMENT
RESIDENTIAL IMPROVEMENTS VALUE
LAND VALUE
MISCELLANEOUS IMPROVEMENTS VALUES 0.01250 (DEFAULT) TOTAL

JUSTED VALUE, COME PROACH
SIDUAL LAND
FINAL VALUE FOR PARCEL $=\quad \$ 212,641$ (INCOME VALUE)
PREVIOUS REVIEWS HAVE RESULTED IN THE FOLLOWING INFORMATION BEING ON FILE FOR THIS PARCEL:
REFINE-MODEL ADJUSTMENTS ENTERED =
REFINE-VALUATION METHOD SELECTED =

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## 4. Value Review and Use of Value Overrides

Use of the Commercial Valuation Module of the system requires careful review of individual parcel data and values by a commercial appraiser. The cost and income approaches to value need to be correlated within the property and with respect to other properties of similar use, location, and desirability. Critical subjective factors for the cost approach include quality grade for each main structure and the physical condition and functional utility ratings for each interior/exterior line and yard improvements and secondary buildings. Often some of the physical data needs to be verified and corrected (construction type, use code, and associated ratings of interior components). A final adjustment may need to be applied in the form of an economic adjustment factor.

A number of adjustments may be required to adjust the base income models to the particulars of the subject property. Factors are available for adjusting income, occupancy, expenses, effective age used in estimating expenses, and capitalization rate. Finally, in reviewing the values, the appraiser has to draw a final value conclusion. This is done by accepting the computer-selected estimate (based on posting flag parameter option) having specified the valuation method to be used for the parcel. The Income Valuation (IVAL) screen, which produces an income value estimate on demand, can be used to store the following override values: total expenses by percentage; equity ratio; and effective tax rate.

## 5. Value Summary Information

## INTRODUCTION

This section explains the use of the three value summary screens, which show the value information for each parcel.

They are:
A. VALU screen
B. SUMC screen
C. BLDG screen
a. Value Summary Information Screen (VALU)

This screen allows the user to view the results of all of the available methods of valuation within OASIS and then allows the choice of which value to use for taxation purposes. The Summary of Values (VALU) screen displays the summary information for all of the valuation methods in OASIS. It provides a display of the values using the OASIS cost, market, and income approaches. The user uses this screen to select one of the four values or enter a special value for the parcel. A default selection method (cost, market, or income) can be entered on the Neighborhood Characteristics (NBHD) screen. The user need only enter a value selection if it differs from the neighborhood default.

Example of a VALU Screen for a residential property is shown for demonstration purposes only.


Example of a VALU Screen for a commercial property is shown for demonstration purposes only.


## b. Building Summary Information Screen (SUMC)

This screen shows the valuation breakdown of each building by the OASIS Cost Approach when multiple building parcels are entered.

The Summary of Values Using the Cost Approach (SUMC) screen is an inquiry screen that displays the cost approach values for a parcel in a single valuation year. This data includes:

1. Building identification number
2. Building type whether it is residential (indicated by an R) or commercial (indicated by a C)
3. Percent complete to identify if a building is not being assessed at full completed cost value
4. The total replacement cost new ( RCN ) of all buildings and a separate count of residential and commercial buildings on the parcel
5. The total depreciation calculated for all buildings and the overall percentage of depreciation
6. The total replacement cost new less depreciation (RCNLD) for all buildings
7. The total depreciated value of all miscellaneous improvements on the parcel and a count of a ll miscellaneous improvements on the parcel
8. The total land value for the parcel
9. The total market adjustment applied to all buildings and miscellaneous improvements on the parcel
10. The total value for the parcel using the OASIS cost approach to valuation

Example of a SUMC Screen for a residential property from OASIS is shown for demonstration purposes only.

```
ACTION: R SCREEN: SUMC USERID:
H- ------------ SUMMARY OF COST VALUES USING THE COST APPROACH
    --- JU= 20 RO= RR PARC= YR= 2017 ALTKEY=
    0370291
                        DYR=2017 STAT: ACTIVE
    TOTAL REPLACEMENT COST NEW ( 1 RES 0 COM BLDGS) . + + 79,104
    TOTAL DEPRECIATION ..................................... - - 27,686
    TOTAL REPLACEMENT COST NEW LESS DEPRECIATION ............ = 51,418
    TOTAL MISCELLANEOUS IMPROVEMENTS ( 1 ITEMS) ........... + 267
    TOTAL LAND .............................................. + + 20,000
    MARKET ADJUSTMENT ............................................................
    TOTAL VALUE OF PARCEL USING THE OASIS COST METHOD ........ = 71,685
    BLDG BLDG PCT BUILDING DEPRECIATION PCT DEPRECIATION BUILDING
    ID TYPE COMP RCN AMYS FUNC ECON TOTAL AMOUNT
        ------- 
01-
03-
04-
05-
06-
```

Example of a SUMC Screen for a commercial property from OASIS is shown for demonstration purposes only.

```
ACTION: R SCREEN: SUMC USERID:
H- ------------ SUMMARY OF COST VALUES USING THE COST APPROACH ----------
    --- JU= 20 RO= RR PARC= YR= 2017 ALTKEY=
    0786136
                                    DYR=2017 STAT: ACTIVE
        TOTAL REPLACEMENT COST NEW ( 0 RES 1 COM BLDGS) . . + 428,159
        TOTAL DEPRECIATION ......................................- - 295,430
        TOTAL REPLACEMENT COST NEW LESS DEPRECIATION ............ = 132,729
        TOTAL MISCELLANEOUS IMPROVEMENTS ( 4 ITEMS).......... + 6,264
        TOTAL LAND.................................................. + + 30,000
        MARKET ADJUSTMENT .............................................................
        TOTAL VALUE OF PARCEL USING THE OASIS COST METHOD........= 168,993
        BLDG BLDG BUILDING DEPRECIATION PCT DEPRECIATION BUILDING
            ID TYPE RCN PHYS FUNC ECON TOTAL AMOUNT
                                RCNLD
01- 01 C 
02-
03-
```


## c. Building Cost Summary (BLDG)

This screen shows the valuation breakdown for the components of a building value. There are four different screen formats depending on the building type and the cost calculation method that was used. This screen is also used to delete all characteristics and valuation dates for a building associated with a given parcel.

Example of a BLDG Screen for a residential property from OASIS is shown for demonstration purposes only.


Example of a commercial property BLDG Screen from OASIS is shown for demonstration purposes only.


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## XIII COST STUDIES

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2. Sources of Data Acquired and Considered......................................................... 381
3. Materials Pricing List................................................................ 381

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## XIII COST STUDIES

## 1. Cost Research

This research should begin approximately 12 to 18 months prior to the date of the general revaluation. It should be completed and approved prior to land pricing.

## 2. Sources of Data Acquired and Considered

A. Verified land and building sales.
B. Use of permits which provides cost from contractors and owners.
C. Costs obtained during normal listing periods.
D. Marshall and Swift - Residential and Commercial Cost Manuals.
E. Survey of Local Builder Suppliers

## 3. Materials Pricing Lists

The next few pages will give some general information associated with the gathering of the local cost rates pertaining to all basic building materials. The material's price lists were gathered locally and from generally acceptable building companies in Cumberland County. The next few pages cover some of basic building materials used in general construction of residential, commercial and miscellaneous improvements but not all. To keep the sources anonymous they have been listed as just Company and an Alphabetical character.

| FRAMING LUMBER | Date: |  | 5/27/2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underset{A}{\text { COMPANY }}$ | $\begin{gathered} \text { COMPANY } \\ B \end{gathered}$ | $\begin{gathered} \text { COMPANY } \\ C \\ \hline \end{gathered}$ | $\begin{gathered} \text { COMPANY } \\ D \end{gathered}$ | MEDIAN PRICE |
| $2 \times 2 \times 8{ }^{\prime}$ | \$1.92 | \$1.92 | N/A | N/A | \$1.92 |
| $2 \times 4 \times 8{ }^{\prime}$ | \$2.53 | \$2.53 | \$2.28 | \$2.65 | \$2.53 |
| $2 \times 4 \times 10^{\prime}$ | \$3.92 | \$3.92 | \$3.54 | \$3.35 | \$3.73 |
| $2 \times 4 \times 12{ }^{\prime}$ | \$4.69 | \$4.69 | \$3.73 | \$3.99 | \$4.34 |
| $2 \times 4 \times 14^{\prime}$ | \$5.49 | \$5.49 | N/A | \$4.95 | \$5.49 |
| $2 \times 4 \times 16^{\prime}$ | N/A | \$6.25 | \$5.69 | \$6.09 | \$6.09 |
| $2 \times 6 \times 8{ }^{\prime}$ | \$4.43 | \$4.43 | \$2.53 | \$4.25 | \$4.34 |
| $2 \times 6 \times 10{ }^{\prime}$ | \$5.93 | \$5.93 | \$4.56 | \$5.85 | \$5.89 |
| $2 \times 6 \times 12^{\prime}$ | \$7.12 | \$7.12 | \$25.11 | \$6.75 | \$7.12 |
| $2 \times 6 \times 14^{\prime}$ | \$8.32 | \$8.32 | \$5.55 | \$7.25 | \$7.79 |
| $2 \times 6 \times 16^{\prime}$ | \$9.52 | \$9.52 | \$7.04 | \$9.25 | \$9.39 |
| $2 \times 8 \times 8{ }^{\prime}$ | \$7.47 | \$5.29 | \$3.64 | \$3.75 | \$4.52 |
| $2 \times 8 \times 10^{\prime}$ | \$8.77 | \$6.44 | \$5.26 | \$5.60 | \$6.02 |
| $2 \times 8 \times 12^{\prime}$ | \$10.87 | \$7.80 | \$6.53 | \$6.99 | \$7.40 |
| $2 \times 8 \times 14^{\prime}$ | \$8.75 | N/A | \$8.89 | \$7.95 | \$8.75 |
| $2 \times 8 \times 16^{\prime}$ | \$14.87 | \$10.58 | \$9.15 | \$9.65 | \$10.12 |
| $2 \times 10 \times 8{ }^{\prime}$ | \$9.57 | \$6.75 | \$4.35 | \$5.25 | \$6.00 |
| $2 \times 10 \times 10^{\prime}$ | \$11.57 | \$8.16 | \$7.53 | \$8.98 | \$8.57 |
| $2 \times 10 \times 12^{\prime}$ | \$14.57 | \$10.17 | \$9.28 | \$11.75 | \$10.96 |
| $2 \times 10 \times 14^{\prime}$ | \$12.16 | N/A | \$10.83 | \$13.79 | \$12.16 |
| $2 \times 10 \times 16^{\prime}$ | \$0.00 | \$13.24 | \$12.14 | \$15.10 | \$12.69 |
| $2 \times 12 \times 8{ }^{\prime}$ | \$8.82 | \$8.82 | N/A | N/A | \$8.82 |
| $2 \times 12 \times 10^{\prime}$ | \$11.50 | \$10.98 | \$10.73 | \$14.25 | \$11.24 |
| $2 \times 12 \times 12^{\prime}$ | \$11.50 | \$13.68 | \$14.56 | \$16.90 | \$14.12 |
| $2 \times 12 \times 14^{\prime}$ | N/A | N/A | \$14.49 | \$18.30 | \$16.40 |
| $2 \times 12 \times 16^{\prime}$ | \$19.62 | \$19.62 | \$19.84 | N/A | \$19.62 |


| SIDING, WINDOWS, DOORS |  | Date: | 5/27/2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underset{A}{\text { COMPANY }}$ | $\begin{gathered} \text { COMPANY } \\ B \end{gathered}$ | $\begin{gathered} \text { COMPANY } \\ \text { C } \end{gathered}$ | $\begin{gathered} \text { COMPANY } \\ \mathrm{D} \end{gathered}$ | MEDIAN PRICE |
| SIDING |  |  |  |  |  |
| $1 \times 8 \times 12$ Pine | \$20.15 | \$24.97 | N/A | N/A | \$22.56 |
| $1 \times 8 \times 12{ }^{\prime}$ Hardi-Plank | \$26.22 | N/A | \$19.95 | \$19.15 | \$19.95 |
| $1 \times 8 \times 12^{\prime}$ Cedar | \$32.58 | \$30.05 | N/A | \$23.40 | \$30.05 |
| Vinyl 12 ' Long | \$8.70 | \$7.77 | N/A | N/A | \$8.24 |
| $4 \times 8 \times 15 / 32^{\prime \prime}$ | N/A | N/A | N/A | \$28.79 | \$28.79 |
| $7 / 16 \times 8 \times 16^{\prime}$ Hardboard | \$13.62 | N/A | N/A | \$8.35 | \$10.99 |
| $4 \times 8 \times 7 / 16^{\prime \prime}$ Hardi-Plank | N/A | \$29.98 | \$35.58 | \$35.65 | \$35.58 |
| $4 \times 8 \times 5 / 8$ " T1-11 Pine | N/A | \$26.22 | \$39.95 | \$41.69 | \$39.95 |
| $4 \times 8 \times 1 / 4$ " Hardi-Plank | N/A | \$30.95 | \$35.58 | \$36.65 | \$35.58 |
| WINDOWS |  |  |  |  |  |
| 2' $\times 2$ 2'Vinyl | \$47.36 | \$91.20 | N/A | N/A | \$69.28 |
| $2 \times 2 \times 3$ 2" Vinyl | N/A | N/A | \$134.10 | \$134.90 | \$134.50 |
| $2 \times 2 \times 3$ ' ${ }^{\prime \prime}$ Vinyl | N/A | N/A | N/A | \$111.30 | \$111.30 |
| 2'4" X 3' 2" Vinyl | \$98.00 | \$134.29 | \$134.10 | \$134.90 | \$134.20 |
| 2'4"X4'6" Vinyl | \$151.00 | \$153.96 | \$146.50 | \$147.50 | \$149.25 |
| 2'6"X3'5" Wood | \$211.88 | \$180.60 | N/A | N/A | \$196.24 |
| 2'8" $\times 3$ 3' ${ }^{\prime \prime}$ Vinyl | \$127.00 | \$132.71 | \$127.55 | \$134.90 | \$130.13 |
| 2'8" X 3' 10" Vinyl | \$147.00 | \$144.85 | \$132.50 | \$134.90 | \$139.88 |
| 2'8"X4'6" Vinyl | \$167.00 | \$159.94 | \$145.20 | \$147.50 | \$153.72 |
| 2'8"X4'6" Wood | N/A | \$220.89 | N/A | N/A | \$220.89 |
| 2' 8"X 5' 2" Wood | N/A | N/A | N/A | N/A | \$0.00 |
| 2'8"X 5' 2" Vinyl | \$190.94 | \$178.38 | \$153.50 | \$159.90 | \$169.14 |
| 2' 10" X 3' 5" Wood | N/A | N/A | N/A | N/A | \$0.00 |
| 2' 10" X 4' 1" Wood | \$299.92 | N/A | N/A | N/A | \$299.92 |
| 2' 10" X 5' 5" Wood | N/A | \$263.99 | N/A | N/A | \$263.99 |
| 3' X 3' 2" Vinyl | \$147.00 | \$170.86 | \$131.20 | \$134.90 | \$140.95 |
| 3' X 3' 10" Vinyl | \$166.00 | \$163.45 | N/A | \$147.41 | \$163.45 |
| 3' X 4' 6" Vinyl | \$147.00 | \$148.00 | N/A | \$158.37 | \$148.00 |
| DOORS - INTERIOR |  |  |  |  |  |
| 36" WOOD | \$205.00 | \$185.27 | N/A | \$102.50 | \$185.27 |
| 32" LAUAN | \$99.00 | \$78.00 | \$49.50 | \$46.75 | \$63.75 |
| 36" LAUAN | \$91.15 | \$80.00 | \$52.50 | \$49.50 | \$66.25 |
| 36" MASONITE | \$107.10 | \$119.72 | \$52.50 | \$49.50 | \$79.80 |
| DOORS - EXTERIOR |  |  |  |  |  |
| 36" METAL | \$96.00 | N/A | \$145.00 | N/A | \$0.00 |


| PRESURE TREATED LUMBER |  | Date: | 5/27/2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { COMPANY } \\ \text { A } \end{gathered}$ | $\begin{gathered} \text { COMPANY } \\ \hline \end{gathered}$ | $\begin{gathered} \text { COMPANY } \\ \mathrm{C} \end{gathered}$ | $\begin{gathered} \text { COMPANY } \\ D \end{gathered}$ | MEDIAN PRICE |
| $2 \times 2 \times 8{ }^{\prime}$ | \$3.27 | \$3.27 | \$2.56 | \$3.39 | \$3.27 |
| $2 \times 4 \times 8{ }^{\prime}$ | \$3.47 | \$3.47 | \$3.47 | \$3.59 | \$3.47 |
| $2 \times 4 \times 10^{\prime}$ | \$5.77 | \$4.67 | \$4.62 | \$4.78 | \$4.73 |
| $2 \times 4 \times 12^{\prime}$ | \$5.67 | \$5.67 | \$5.76 | \$5.65 | \$5.67 |
| $2 \times 4 \times 14^{\prime}$ | N/A | N/A | \$6.74 | \$6.89 | \$6.82 |
| $2 \times 4 \times 16^{\prime}$ | \$8.57 | \$8.57 | \$8.27 | \$8.75 | \$8.57 |
| $2 \times 6 \times 8{ }^{\prime}$ | \$4.97 | N/A | \$4.61 | \$4.75 | \$4.75 |
| $2 \times 6 \times 10^{\prime}$ | \$5.97 | \$5.91 | \$5.94 | \$5.70 | \$5.93 |
| $2 \times 6 \times 12^{\prime}$ | \$7.17 | \$7.17 | \$7.74 | \$7.29 | \$7.23 |
| $2 \times 6 \times 14^{\prime}$ | N/A | N/A | \$8.18 | \$8.75 | \$8.47 |
| $2 \times 6 \times 16^{\prime}$ | \$9.97 | \$19.94 | \$10.18 | \$9.99 | \$10.09 |
| $2 \times 8 \times 8{ }^{\prime}$ | \$8.27 | \$7.47 | \$6.05 | \$6.75 | \$7.11 |
| $2 \times 8 \times 10^{\prime}$ | \$10.87 | \$8.77 | \$7.99 | \$9.55 | \$9.16 |
| $2 \times 8 \times 12^{\prime}$ | \$11.97 | \$10.87 | \$9.81 | \$10.85 | \$10.86 |
| $2 \times 8 \times 14^{\prime}$ | N/A | N/A | \$10.84 | \$12.69 | \$11.77 |
| $2 \times 8 \times 16^{\prime}$ | \$16.67 | \$14.87 | \$12.89 | \$14.40 | \$14.64 |
| $2 \times 10 \times 8{ }^{\prime}$ | \$12.17 | \$9.57 | N/A | N/A | \$10.87 |
| $2 \times 10 \times 10^{\prime}$ | \$14.57 | \$11.57 | \$10.12 | \$12.30 | \$11.94 |
| $2 \times 10 \times 12^{\prime}$ | \$18.51 | \$14.57 | \$13.84 | \$14.55 | \$14.56 |
| $2 \times 10 \times 14^{\prime}$ | N/A | N/A | \$15.32 | \$17.85 | \$16.59 |
| $2 \times 10 \times 16^{\prime}$ | \$24.27 | \$19.17 | \$17.35 | \$19.95 | \$19.56 |
| $2 \times 12 \times 8{ }^{\prime}$ | \$17.57 | N/A | N/A | N/A | \$17.57 |
| $2 \times 12 \times 10^{\prime}$ | \$20.97 | N/A | N/A | N/A | \$20.97 |
| $2 \times 12 \times 12^{\prime}$ | \$25.57 | \$19.47 | \$18.20 | \$20.85 | \$20.16 |
| $2 \times 12 \times 14^{\prime}$ | N/A | N/A | N/A | N/A | \$0.00 |
| $2 \times 12 \times 16^{\prime}$ | N/A | \$27.37 | \$28.73 | \$30.35 | \$28.73 |
| $5 / 4 \times 6 \times 8{ }^{1}$ | \$4.62 | \$4.47 | N/A | N/A | \$4.55 |
| $5 / 4 \times 6 \times 10^{\prime}$ | \$7.47 | \$5.87 | N/A | \$9.45 | \$7.47 |
| $5 / 4 \times 6 \times 12^{\prime}$ | \$6.97 | \$5.77 | \$9.10 | \$11.25 | \$8.04 |
| $5 / 4 \times 6 \times 14^{\prime}$ | N/A | N/A | \$9.83 | \$11.79 | \$10.81 |
| 5/4×6×16' | \$15.27 | \$7.67 | \$15.25 | \$18.55 | \$15.26 |
| $4 \times 4 \times 8{ }^{\prime}$ | \$7.97 | N/A | \$9.12 | \$8.89 | \$8.89 |
| $4 \times 4 \times 10^{\prime}$ | \$12.27 | \$11.27 | \$10.52 | \$11.40 | \$11.34 |


| $4 \times 4 \times 12{ }^{\prime}$ | \$14.47 | \$13.27 | \$11.99 | \$13.25 | \$13.26 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $4 \times 4 \times 14^{\prime}$ | N/A | N/A | N/A | N/A | \$0.00 |
| $4 \times 4 \times 16^{\prime}$ | N/A | \$18.97 | \$22.46 | N/A | \$20.72 |
| $4 \times 6 \times 8{ }^{\prime}$ | \$13.47 | \$13.17 | N/A | N/A | \$13.32 |
| $4 \times 6 \times 10^{\prime}$ | \$16.17 | N/A | N/A | N/A | \$16.17 |
| $4 \times 6 \times 12^{\prime}$ | \$20.57 | \$20.57 | \$21.36 | \$21.25 | \$20.91 |
| $4 \times 6 \times 14^{\prime}$ | N/A | N/A | N/A | N/A | \$0.00 |
| $4 \times 6 \times 16^{\prime}$ | \$27.97 | N/A | N/A | N/A | \$27.97 |
| $6 \times 6 \times 8{ }^{\prime}$ | \$19.97 | \$19.97 | N/A | \$21.05 | \$19.97 |
| $6 \times 6 \times 10^{\prime}$ | \$25.57 | N/A | \$23.78 | N/A | \$24.68 |
| $6 \times 6 \times 12^{\prime}$ | \$31.57 | \$31.57 | \$29.33 | \$31.15 | \$31.36 |
| $6 \times 6 \times 14^{\prime}$ | N/A | N/A | N/A | N/A | \$0.00 |
| $6 \times 6 \times 16^{\prime}$ | \$40.97 | N/A | \$39.60 | \$41.75 | \$40.97 |
| $\begin{gathered} \text { 5/4 Decking } \\ 6 \times 8 \end{gathered}$ | \$6.27 | \$3.77 | N/A | N/A | \$5.02 |
| $\begin{gathered} \text { 5/4 Decking } \\ 6 \times 10 \end{gathered}$ | \$5.87 | \$4.87 | N/A | \$9.45 | \$5.87 |
| 5/4 Decking $6 \times 12$ | \$9.27 | \$5.77 | N/A | \$11.25 | \$9.27 |
| $\begin{gathered} \text { 5/4 Decking } \\ 6 \times 14 \end{gathered}$ | N/A | N/A | N/A | \$11.79 | \$11.79 |
| 5/4 Decking $6 \times 16$ | N/A | \$7.67 | N/A | \$18.55 | \$13.11 |


| SHEATHING |  | Date: | 5/27/2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underset{A}{\text { COMPANY }}$ | $\begin{gathered} \text { COMPANY } \\ B \end{gathered}$ | $\begin{gathered} \text { COMPANY } \\ C \end{gathered}$ | $\underset{\mathrm{D}}{\text { COMPANY }}$ | MEDIAN PRICE |
| PLYWOOD SHEATHING |  |  |  |  |  |
| $4 \times 8 \times 1 / 4^{\prime \prime}$ | \$20.92 | \$18.72 | N/A | \$25.65 | \$20.92 |
| $4 \times 8 \times 3 / 8^{\prime \prime}$ | \$18.83 | \$13.63 | \$16.91 | \$25.29 | \$17.87 |
| $4 \times 8 \times 7 / 16^{\prime \prime}$ | N/A | \$10.35 | N/A | \$17.40 | \$13.88 |
| $4 \times 8 \times 15 / 32^{\prime \prime}$ | \$17.55 | \$24.05 | N/A | \$17.40 | \$17.55 |
| $4 \times 8 \times 1 / 2^{\prime \prime}$ | \$39.95 | N/A | \$23.41 | \$30.65 | \$30.65 |
| $4 \times 8 \times 19 / 32^{\prime \prime}$ | \$18.35 | \$16.27 | N/A | \$19.05 | \$18.35 |
| $4 \times 8 \times 5 / 8{ }^{\prime \prime}$ | N/A | N/A | \$22.10 | \$33.09 | \$27.60 |
| $4 \times 8 \times 23 / 32^{\prime \prime}$ | \$22.48 | \$21.38 | N/A | N/A | \$21.93 |
| $4 \times 8 \times 3 / 4{ }^{\prime \prime}$ | \$39.98 | N/A | \$28.64 | \$41.65 | \$39.98 |
| $\begin{gathered} \hline \text { ORIENTED STRAND } \\ \text { BOARD (OSB) } \\ \hline \end{gathered}$ |  |  |  |  |  |
| $4 \times 8 \times 1 / 4{ }^{\prime \prime}$ | N/A | \$6.49 | N/A | N/A | \$6.49 |
| $4 \times 8 \times 3 / 8^{\prime \prime}$ | N/A | N/A | N/A | N/A | \$0.00 |
| $4 \times 8 \times 7 / 16^{\prime \prime}$ | \$9.15 | \$8.95 | N/A | \$9.09 | \$9.09 |
| $4 \times 8 \times 15 / 32^{\prime \prime}$ | \$10.05 | N/A | N/A | \$9.65 | \$9.85 |
| $4 \times 8 \times 1 / 2^{\prime \prime}$ | N/A | N/A | N/A | N/A | \$0.00 |
| $4 \times 8 \times 19 / 32^{\prime \prime}$ | \$13.77 | \$13.57 | N/A | N/A | \$13.67 |
| $4 \times 8 \times 5 / 8{ }^{\prime \prime}$ | N/A | N/A | N/A | \$15.50 | \$15.50 |
| $4 \times 8 \times 23 / 32^{\prime \prime}$ | N/A | \$16.98 | N/A | \$24.29 | \$20.64 |
| $\qquad$ |  |  |  |  |  |
| $4 \times 8 \times 23 / 32^{\prime \prime}$ | \$15.48 | \$16.98 | N/A | \$17.29 | \$16.98 |
| $4 \times 8 \times 3 / 4{ }^{\prime \prime}$ | N/A | N/A | N/A | \$24.29 | \$24.29 |
| DRYWALL |  |  |  |  |  |
| $4 \times 8 \times 1 / 4^{\prime \prime}$ | \$11.48 | N/A | N/A | N/A | \$11.48 |
| $4 \times 8 \times 3 / 8^{\prime \prime}$ | \$10.48 | \$10.48 | N/A | \$9.75 | \$10.48 |
| $4 \times 8 \times 7 / 16^{\prime \prime}$ | N/A | N/A | N/A | N/A | \$0.00 |
| $4 \times 8 \times 1 / 2^{\prime \prime}$ | \$13.98 | \$9.98 | \$11.35 | \$9.15 | \$10.67 |
| $4 \times 8 \times 1 / 2^{\prime \prime}$ WR | N/A | N/A | N/A | \$8.99 | \$8.99 |
| $4 \times 12 \times 1 / 2^{\prime \prime}$ | N/A | \$15.78 | \$14.61 | \$12.55 | \$14.61 |
| $4 \times 8 \times 5 / 8^{\prime \prime}$ | \$11.76 | \$11.76 | N/A | \$10.22 | \$11.76 |
| $4 \times 12 \times 5 / 8{ }^{\prime \prime}$ | N/A | N/A | \$17.61 | \$14.25 | \$15.93 |
| 61LB COMPOUND | N/A | N/A | \$16.95 | \$16.25 | \$16.60 |


| Company A | Date: 05-27-16 | COMPANY Z | COMPANY X |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
| CONCRETE | UNIT PRICE PER CUBIC YARD |  |  |
| 2500 PSI | \$108.00 |  |  |
| 3000 PSI | \$115.00 |  |  |
| 3500 PSI | \$118.00 |  |  |
| 4000 PSI | \$120.00 |  |  |
| 4500 PSI | \$124.00 |  |  |
| 5000 PSI | \$126.00 |  |  |
| 3000 PSI | \$115.00 |  |  |
| 4000 PSI | \$120.00 |  |  |
| 4000 PSI | \$120.00 |  |  |
| Flowable Fill Excavatable | \$85.00 |  |  |
| Flowable Fill NonExcavatable | \$90.00 |  |  |
| 3000 Light Weight | \$135.00 |  |  |
| 4000 Light Weight | \$150.00 |  |  |
| PRODUCTS AVG |  |  |  |
|  |  |  |  |
| BLOCK | UNIT PRICE | UNIT PRICE | UNIT PRICE |
| 4"X8" $\times 16{ }^{\prime \prime}$ | \$1.43 | \$1.43 | \$1.38 |
| $6{ }^{\prime \prime} \times 8$ " $\times 16{ }^{\prime \prime}$ | \$1.85 | \$1.85 | \$1.68 |
| 8"X8"X16" | \$208.00 | \$2.08 | \$1.75 |
| $12^{\prime \prime} \times 8^{\prime \prime} \times 16^{\prime \prime}$ | \$3.03 | \$3.03 | \$2.73 |
| 4"X8"X16" SOLID | \$2.09 | \$2.09 | \$1.85 |
| 8" $\times 8$ " $\times 16{ }^{\text {" SPLIT FACED }}$ | \$2.86 | \$2.89 | \$3.46 |
| BRICK | UNIT PRICE PER THOUSAND | UNIT PRICE P | ER THOUSAND |
| COMMON BRICK | \$2.73 | \$270.00 | \$350.00 |
| BRICK PAVERS | \$650.00 | \$650.00 | \$720.00 |
| OVERSIZED BRICK | \$399.00 | \$2,630.00 | \$410.00 |


| FLOORING |  | Date: | 5/27/2016 | $\begin{gathered} \text { COMPANY } \\ \mathrm{H} \\ \hline \end{gathered}$ | MEDIAN PRICE |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | COMPANY | $\underset{F}{\text { COMPANY }}$ | $\underset{G}{\text { COMPANY }}$ |  |  |
| BASE/BUILDER GRADECARPETWITH PAD |  |  |  |  |  |
| PER SQ.FT. | N/A | 1.30 | 1.15 | 1.42 | 1.30 |
| MID-GRADE CARPET |  |  |  |  |  |
| PER SQ.FT. | N/A | 2.50 | 1.89 | 1.56 | 1.89 |
| PLUMBING |  |  |  |  |  |
| KITCHEN SINK |  |  |  |  |  |
| 8" SS | \$95.00 | \$219.00 | \$135.80 | \$109.00 | \$122.40 |
| FIBERGLASS TUB |  |  |  |  |  |
| $32 \times 60$ | \$397.00 | \$387.00 | \$300.00 | \$215.00 | \$343.50 |
| WHIRLPOOL TUB |  |  |  |  |  |
| $42 \times 60$ | \$617.00 | \$600.00 | \$1,031.00 | \$1,350.00 | \$824.00 |
| TOILET |  |  |  |  |  |
|  | \$120.00 | \$159.00 | \$110.00 | \$120.00 | \$120.00 |

## XIV. APPEAL PROCESS

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## XIV. APPEAL PROCESS

## 1. General Overview Appeal Process ${ }^{1}$

General Overview Appeal Process

During the year of the reappraisal or any year of the reappraisal cycle, a taxpayer may appeal the appraised value of his property. The taxpayer may appeal any property valuation in the county, so long as the taxpayer owns property in the county.

In many cases, the first step is to mail in the informal review form attached to the assessment notice. If the appeal cannot be settled informally, the taxpayer may appeal to the local Board of Equalization and Review, which begins its deliberations around the first week in April. The board of county commissioners may comprise the Board of Equalization and Review or the county commissioners may appoint a special board to handle the appeals. This level of the appeal process is more formal, with the taxpayer being allotted a specific amount of time to present his case and the county also having time to present its side. The Board of Equalization and Review may choose to decide the appeal immediately or choose to delay its decision and deliberate further. The taxpayer should receive a copy of this decision in writing.

If the taxpayer is not satisfied with the decision of the local board, he may appeal to the State Board of Equalization and Review, known as the Property Tax Commission. The Commission meets monthly in Raleigh to decide questions on valuation and exemption. The Commission is a trial court. Like any trial court, it is required to follow the North Carolina Rules of Evidence. When the taxpayer appeals, the taxpayer has the burden of proof. Individual taxpayers may present their own cases, but are encouraged to hire an attorney. Corporate taxpayers are required to have an attorney that is licensed to practice law in North Carolina. The Commission will render its decision within a short time, based upon the greater weight of the evidence. Evidence is usually presented as sworn testimony and/or documents. The county has the opportunity to cross-examine any witnesses. The taxpayer may appeal a decision of the Property Tax Commission to the state Court of Appeals and state Supreme Court, but those bodies may choose to not hear the case as the grounds for appeal are more limited.
(1) Source: North Carolina Dept of Revenue, Property Tax System www.dor.state.nc.us/practioner/property/appeal.html

## 2. Local Board of Equalization and Review Appeal Process

Local appeals are made to the Cumberland County Board of Equalization and Review. Following are excerpts from the General Statutes concerning the local appeal process. ${ }^{1}$

105-322. County board of equalization and review.
(a) Personnel. - Except as otherwise provided herein, the board of equalization and review of each county shall be composed of the members of the board of county commissioners. Upon the adoption of a resolution so providing, the board of commissioners is authorized to appoint a special board of equalization and review to carry out the duties imposed under this section. The resolution shall provide for the membership, qualifications, terms of office and the filling of vacancies on the board. The board of commissioners shall also designate the chairman of the special board. The resolution may also authorize a taxpayer to appeal a decision of the special board with respect to the listing or appraisal of his property or the property of others to the board of county commissioners. The resolution shall be adopted not later than the first Monday in March of the year for which it is to be effective and shall continue in effect until revised or rescinded. It shall be entered in the minutes of the meeting of the board of commissioners and a copy thereof shall be forwarded to the Department of Revenue within 15 days after its adoption. Nothing in this subsection (a) shall be construed as repealing any law creating a special board of equalization and review or creating any board charged with the duties of a board of equalization and review in any county.
(b) Compensation. - The board of county commissioners shall fix the compensation and allowances to be paid members of the board of equalization and review for their services and expenses.
(c) Oath. - Each member of the board of equalization and review shall take the oath required by Article VI, § 7 of the North Carolina Constitution with the following phrase added to it: "that I will not allow my actions as a member of the board of equalization and review to be influenced by personal or political friendships or obligations,". The oath must be filed with the clerk of the board of county commissioners.
(d) Clerk and Minutes. - The assessor shall serve as clerk to the board of equalization and review, shall be present at all meetings, shall maintain accurate minutes of the actions of the board, and shall give to the board such information as he may have or can obtain with respect to the listing and valuation of taxable property in the county.
(e) Time of Meeting. - Each year the board of equalization and review shall hold its first meeting not earlier than the first Monday in April and not later than the first Monday in May. In years in which a county does not conduct a real property revaluation, the board shall complete its duties on or before the third Monday following its first meeting unless, in its opinion, a longer period of time is necessary or expedient to a proper execution of its responsibilities. In no event shall the board sit later than July 1 except to hear and determine requests made under the provisions of subdivision $(\mathrm{g})(2)$, below, when such requests are made within the time prescribed by law. In the year in which a county conducts a real property revaluation, the board shall complete its duties on or before December 1, except that it may sit after that date to hear and determine requests made under the provisions of subdivision $(\mathrm{g})(2)$, below, when such requests are made within the time prescribed by law. From the time of its first meeting until its adjournment, the board shall meet at such times as it deems reasonably necessary to perform its statutory duties and to receive requests and hear the appeals of taxpayers under the provisions of subdivision $(\mathrm{g})(2)$, below.
(f) Notice of Meetings and Adjournment. - A notice of the date, hours, place, and purpose of the first meeting of the board of equalization and review shall be published at least three times in some newspaper having general circulation in the county, the first publication to be at least
10 days prior to the first meeting. The notice shall also state the dates and hours on which the board will meet following its first meeting and the date on which it expects to adjourn; it shall also carry a statement that in the event of earlier or later adjournment, notice to that effect will be published in the same newspaper. Should a notice be required on account of earlier adjournment, it shall be published at least once in the newspaper in which the first notice was published, such publication to be at least five days prior to the date fixed for adjournment. Should a notice be required on account of later adjournment, it shall be published at least once in the newspaper in which the first notice was published, such publication to be prior to the date first announced for adjournment.
(g) Powers and Duties. - The board of equalization and review has the following powers and duties:
(1) Duty to Review Tax Lists.- The board shall examine and review the tax lists of the county for the current year to the end that all taxable property shall be listed on the abstracts and tax records of the county and appraised according to the standard required by G.S. 105283, and the board shall correct the abstracts and tax records to conform to the provisions of this Subchapter. In carrying out its responsibilities under this subdivision (g)(1), the board, on its own motion or on sufficient cause shown by any person, shall:
a. List, appraise, and assess any taxable real or personal property that has been omitted from the tax lists.
b. Correct all errors in the names of persons and in the description of properties subject to taxation.
c. Increase or reduce the appraised value of any property that, in the board's opinion, has been listed and appraised at a figure that is below or above the appraisal required by G.S. 105-283; however, the board shall not change the appraised value of any real property from that at which it was appraised for the preceding year except in accordance with the terms of G.S. 105-286 and 105-287.
d. Cause to be done whatever else shall be necessary to make the lists and tax records comply with the provisions of this Subchapter.
e. Embody actions taken under the provisions of subdivisions (g)(1)a through (g)(1)d, above, in appropriate orders and have the orders entered in the minutes of the board.
f. Give written notice to the taxpayer at the taxpayer's last known address in the event the board, by appropriate order, increases the appraisal of any property or lists for taxation any property omitted from the tax lists under the provisions of this subdivision (g)(1).
(2) Duty to Hear Tax Payers Appeals.- On request, the board of equalization and review shall hear any taxpayer who owns or controls property taxable in the county with respect to the listing or appraisal of the taxpayer's property or the property of others.
a. A request for a hearing under this subdivision $(\mathrm{g})(2)$ shall be made in writing to or by personal appearance before the board prior to its adjournment. However, if the taxpayer requests review of a decision made by the board under the provisions of subdivision $(\mathrm{g})(1)$, above, notice of which was mailed fewer than 15 days prior to the board's adjournment, the request for a hearing thereon may be made within 15 days after the notice of the board's decision was mailed.
b. Taxpayers may file separate or joint requests for hearings under the provisions of this subdivision (g)(2) at their election.
c. At a hearing under provisions of this subdivision $(\mathrm{g})(2)$, the board, in addition to the powers it may exercise under the provisions of subdivision $(\mathrm{g})(3)$, below, shall hear any evidence offered by the appellant, the assessor, and other county officials that is pertinent to the decision of the appeal. Upon the request of an appellant, the board shall subpoena witnesses or documents if there is a reasonable basis for believing that the witnesses have or the documents contain information pertinent to the decision of the appeal.
d. On the basis of its decision after any hearing conducted under this subdivision $(\mathrm{g})(2)$, the board shall adopt and have entered in its minutes an order reducing, increasing, or confirming the appraisal appealed or listing or removing from the tax lists the property whose omission or listing has been appealed. The board shall notify the appellant by mail as to the action taken on the taxpayer's appeal not later than 30 days after the board's adjournment.
(3) Powers in Carrying Out Duties.- In the performance of its duties under subdivisions (g)(1) and $(\mathrm{g})(2)$, above, the board of equalization and review may exercise the following powers:
a. It may appoint committees composed of its own members or other persons to assist it in making investigations necessary to its work. It may also employ expert appraisers in its discretion. The expense of the employment of committees or appraisers shall be borne by the county. The board may, in its discretion, require the taxpayer to reimburse the county for the cost of any appraisal by experts demanded by the taxpayer if the appraisal does not result in material reduction of the valuation of the property appraised and if the appraisal is not subsequently reduced materially by the board or by the Department of Revenue.
b. The board, in its discretion, may examine any witnesses and documents. It may place any witnesses under oath administered by any member of the board. It may subpoena witnesses or documents on its own motion, and it must do so when a request is made under the provisions of subdivision $(\mathrm{g})(2) \mathrm{c}$, above. A subpoena issued by the board shall be signed by the chair of the board, directed to the witness or to the person having custody of the document, and served by an officer authorized to serve subpoenas. Any person who willfully fails to appear or to produce documents in response to a subpoena or to testify when appearing in response to a subpoena shall be guilty of a Class 1 misdemeanor.
(4) Power to Submit Reports.- Upon the completion of its other duties, the board may submit to the Department of Revenue a report outlining the quality of the reappraisal, any problems it encountered in the reappraisal process, the number of appeals submitted to the board and
to the Property Tax Commission, the success rate of the appeals submitted, and the name of the firm that conducted the reappraisal. A copy of the report should be sent by the board to the firm that conducted the reappraisal.
(5) Duty to Change Abstracts and Records After Adjournment.- Following adjournment upon completion of its duties under supervisions and $(\mathrm{g})(1)$ and $(\mathrm{g})(2)$ of this subsection, the board may continue to meet to carry out the following duties:
a. To hear and decide all appeals relating to discovered property under G.S. 105312(d) and (k).
b. To hear and decide all appeals relating to the appraisal, situs, and taxability of classified motor vehicles under G.S. 105-330.2(b).
c. To hear and decide all appeals relating to audits conducted under G.S. 105296(j) and relating to audits conducted under G.S. 105-296(j) and (l) of property classified at present-use value and property exempted or excluded from taxation.
d. To hear and decide all appeals relating to personal property under G.S.105317.1(c).
(1939, с. 310, s. $1105 ; 1965$, c. 191 ; 1967, c. 1196 , s. $6 ; 1971$, c. 806 , s. 1 ; 1973 , c. 476 , s. 193 ; 1977, с. 863 ; 1987, c. 45 , s. 1 ; 1989, c. 79 , s. 3, c. 176, s. 1 , c. $196 ; 1991$, c. 110 , s. 5; 1991 (Reg. Sess., 1992), c. 1007, s. 22; 1993, c. 539, s. 720; 1994, Ex. Sess., c. 24, s. 14(c); 2001-139, ss. 6,7; 2002-156, s.3.)

## 3. Appeals to Property Tax Commission ${ }^{1}$

State appeals are made to the State Board of Equalization and Review, also known as, The North Carolina Property Tax Commission. Following are excerpts from the General Statutes concerning the state appeal process.

## 105-290. Appeals to Property Tax Commission.

(a) Duty to Hear Appeals. - In its capacity as the State board of equalization and review, the Property Tax Commission shall hear and adjudicate appeals from boards of county commissioners and from county boards of equalization and review as provided in this section.
(b) Appeals from Appraisal and Listing Decisions. - The Property Tax Commission shall hear and decide appeals from decisions concerning the listing, appraisal, or assessment of property made by county boards of equalization and review and boards of county commissioners. Any property owner of the county may except to an order of the county board of equalization and review or the board of county commissioners concerning the listing, appraisal, or assessment of property and appeal the order to the Property Tax Commission.
(1) In these cases, taxpayers and persons having ownership interests in the property subject to taxation may file separate appeals or joint appeals at the election of one or more of the taxpayers. It is the intent of this provision that all owners of a single item of personal property or tract or parcel of real property be allowed to join in one appeal and also that any taxpayer be allowed to include in one appeal all objections timely presented regardless of the fact that the listing or valuation of more than one item of personal property or tract or parcel of real property is the subject of the appeal.
(2) When an appeal is filed, the Property Tax Commission shall provide a hearing before representatives of the Commission or the full Commission as specified in this subdivision.
a. Hearing by Commission Representatives. - The Commission may authorize one or more members of the Commission or employees of the Department of Revenue to hear an appeal, to make examinations and investigations, to have made from stenographic notes a full and complete record of the evidence offered at the hearing, and to make recommended findings of fact and conclusions of law. Should the Commission elect to follow this procedure, it shall fix the time and place at which its representatives will hear the appeal and, at least 10 days before the hearing, give written notice of the hearing to the appellant and to the clerk of the board of commissioners of the county from which the appeal is taken. At the hearing the Commission's representatives shall hear all evidence and affidavits offered by the appellant and appellee county and may exercise the authority granted by subsection (d), below, to obtain information pertinent to decision of the appeal. The representatives conducting the hearing shall submit to the Commission and to the appellant and appellee their recommended findings of fact and conclusions of law. Upon the request of any party, the representatives conducting the hearing shall also submit to the Commission and to the appellant and appellee a full record of the proceeding. The cost of providing the full record of the proceeding shall be borne by the party requesting it, unless the Commission determines for good cause that the cost should be borne by the Commission. The Commission shall review the record, the recommended findings of fact and conclusions of law, and any written arguments that may be submitted to the

Commission by the appellant or appellee within 15 days following the date on which the findings and conclusions were submitted to the parties and shall take one of the following actions:

1. Accept the recommended findings of fact and conclusions of law and issue an appropriate order as provided in subdivision (b)(3), below.
2. Make new findings of fact or conclusions of law based upon the materials submitted by the Commission's representatives and issue an appropriate order as provided in subdivision (b)(3), below.
3. Rehear the appeal under the procedure provided in subdivision (b)(2)b, below, with respect to any portion of the record or recommended findings of fact or conclusions of law.
b. Hearing by Full Commission. - Should the Commission elect not to employ the procedure
provided in subdivision (b)(2)a, above, it shall fix a time and place at which the Commission shall hear the appeal and, at least 10 days before the hearing, give written notice of the hearing to the appellant and to the clerk of the board of commissioners of the county from which the appeal is taken. At the hearing the Commission shall hear all evidence and affidavits offered by the appellant and appellee county and may exercise the authority granted by subsection (d), below, to obtain information pertinent to decision of the appeal. The Commission shall make findings of fact and conclusions of law and issue an appropriate order as provided in subsection (b) (3), below.
(3) On the basis of the findings of fact and conclusions of law made after any hearing provided for by this subsection (b), the Property Tax Commission shall enter an order (incorporating the findings and conclusions) reducing, increasing, or confirming the valuation or valuations appealed or listing or removing from the tax lists the property whose listing has been appealed. A certified copy of the order shall be delivered to the appellant and to the clerk of the board of commissioners of the county from which the appeal was taken, and the abstracts and tax records of the county shall be corrected to reflect the Commission's order.
(4) Interest on Overpayments. - When an order of the Property Tax Commission reduces the valuation of property or removes the property from the tax lists and, based on the order, the taxpayer has paid more tax than is due on the property, the taxpayer is entitled to receive interest on the overpayment in accordance with this subdivision. An overpayment of tax bears interest at the rate set under G.S. 105241.21 from the date the interest begins to accrue until a refund is paid. Interest accrues from the later of the date the tax was paid and the date the tax would have been considered delinquent under G.S. 105-360. A refund is considered paid on a date determined by the governing body of the taxing unit that is no sooner than five days after a refund check is mailed.
(c) Appeals from Adoption of Schedules, Standards, and Rules.- It shall be the duty of the Property Tax Commission to hear and to adjudicate appeals from orders of boards of county commissioners adopting schedules of values, standards, and rules under the provisions of G.S. 105-317 as prescribed in this subsection (c), and the adoption of such schedules, standards, and rules shall not be subject to appeal under any other provision of this Subchapter.
(1) A property owner of the county who, either separately or in conjunction with other property owners of the county, asserts that the schedules of values, standards, and rules adopted by order of the board of county commissioners do not meet the true value or present-use
value appraisal standards established by G.S. 105-283 and G.S. 105-277.2(5), respectively, may
appeal the order to the Property Tax Commission within 30 days of the date when the order adopting the schedules, standards, and rules was first published, as required by G.S. 105-317(c).
(2) Upon such an appeal the Property Tax Commission shall proceed to hear the appeal in accordance with the procedures provided in subdivisions (b)(1) and (b)(2), above, and in scheduling the hearing upon such an appeal, the Commission shall give it priority over appeals that may be pending before the Commission under the provisions of subsection (b), above. The decision of the Commission upon such an appeal shall be embodied in an order as provided in subdivision (c)(3), below.
(3) On the basis of the findings of fact and conclusions of law made after any hearing provided for by this subsection (c), the Property Tax Commission shall enter an order (incorporating the findings and conclusions):
a. Modifying or confirming the order adopting the schedules, standards, and rules challenged,
b. Requiring the board of county commissioners to revise or modify its order of adoption in accordance with the instructions of the Commission and to present the order as thus revised or modified for approval by the Commission under rules and regulations prescribed by the Commission.
(d) Witnesses and Documents. - Upon its own motion or upon the request of any party to an appeal, the Property Tax Commission, or any member of the Commission, or any employee of the Department of Revenue so authorized by the Commission shall examine witnesses under oath administered by any member of the Commission or any employee of the Department so authorized by the Commission, and examine the documents of any person if there is ground for believing that information contained in such documents is pertinent to the decision of any appeal pending before the Commission, regardless of whether such person is a party to the proceeding before the Commission. Witnesses and documents examined under the authority of this subsection (d) shall be examined only after service of a subpoena as provided in subdivision (d)(1), below. The travel expenses of any witness subpoenaed and the cost of serving any subpoena shall be borne by the party that requested the subpoena.
(1) The Property Tax Commission, a member of the Commission, or any employee of the Department of Revenue authorized by the Commission, is authorized and empowered to subpoena witnesses and to subpoena documents upon a subpoena to be signed by the chairman of the Commission directed to the witness or witnesses or to the person or persons having custody of the documents sought. Subpoenas issued under this subdivision may be served by any officer authorized to serve subpoenas.
(2) Any person who shall willfully fail or refuse to appear, to produce subpoenaed documents in response to a subpoena, or to testify as provided in this subsection (d) shall be guilty of a Class 1 misdemeanor.
(3) Upon a motion, the Property Tax Commission, or a member of the Commission may quash a subpoena if, after a hearing, the Commission finds any of the following:
a. The subpoena requires the production of evidence that does not relate to a matter in issue.
b. The subpoena fails to describe with sufficient particularity the evidence required to be produced.
c. The subpoena is subject to being quashed for any other reason sufficient in law.
(d1) Hearing on Motion to Quash Subpoena; Appeal. - A hearing on a motion to quash a subpoena pursuant to subdivision $(d)(3)$ of this section shall be heard at least 10 days prior to the hearing for which the subpoena was issued. The denial of a motion to quash a subpoena is subject to immediate judicial review in the Superior Court of Wake County or in the superior court of the county where the person subject to the subpoena resides.
(d2) Business Entity Representation. - If a property owner is a business entity, the business entity may represent itself using a non-attorney representative who is one or more of the following of the business entity: (i) officer, (ii) manager or member-manager, if the business entity is a limited liability company, (iii) employee whose income is reported on IRS Form W-2, if the business entity authorizes the representation in writing, or (iv) owner of the business entity, if the business entity authorizes the representation in writing and if the owner's interest in the business entity is at least twenty-five percent ( $25 \%$ ). Authority for and prior notice of nonattorney representation shall be made in writing, under penalty of perjury, to the Commission on a form provided by the Commission.
(e) Time Limits for Appeals. - A notice of appeal from an order of a board of county commissioners, other than an order adopting a uniform schedule of values, or from a board of equalization and review shall
be filed with the Property Tax Commission within 30 days after the date the board mailed a notice of its decision to the property owner. A notice of appeal from an order adopting a schedule of values shall be filed within the time set in subsection (c).
(f) Notice of Appeal. - A notice of appeal filed with the Property Tax Commission shall be in writing and shall
state the grounds for the appeal. A property owner who files a notice of appeal shall send a copy of the notice to the appropriate county assessor.
(g) What Constitutes Filing. - A notice of appeal submitted to the Property Tax Commission by a means other than United States mail is considered to be filed on the date it is received in the office of the Commission. A notice of appeal submitted to the Property Tax Commission by United States mail is considered to be filed on the date shown on the postmark stamped by the United States Postal Service. If an appeal submitted by United States mail is not postmarked or the postmark does not show the date of mailing, the appeal is considered to be filed on the date it is received in the office of the Commission. A property owner who files an appeal with the Commission has the burden of proving that the appeal is timely. (1939, c. 310 , ss. $202,1107,1109 ; 1955$, c. 1350 , s. $10 ; 1967$, c. 1196 , s. 3 ; 1969 , c. 7 , ss. 1,2 ; 1971 , c. 806 , s. 1 ; 1973, c. 476 , s. $193 ; 1987$, c. 295 , ss. 3 , 9 ; c. 680 , ss. 4,$5 ; 1989$ (Reg. Sess., 1990), c. 1005, ss. 1, 2; 1991 (Reg. Sess., 1992), c. 1016, s. 1; 1993, c. 539, s. 713; 1994, Ex. Sess., c. 24, s. 14(c); 1997-205, s. 1; 2007-251, ss. 3, 4; 2007-491, s. 44(1)a; 2014-120, s. 7(b).)
4. Source: Machinery Act of North Carolina, Issued by The North Carolina Department of Revenue, 2015 Edition, G.S. 105-290 LexisNexis, Matthew Bender \& Company, Inc. Editorial offices P O Box 7587, Charlottesville, Va 22906-7507

## 4. Appeals to Supreme Court ${ }^{2}$

$\S$ 105-345.4. Appeal to Supreme Court.
In all appeals heard in the Court of Appeals, any party may file a motion for review in the Supreme Court of the decision of the Court of Appeals under G.S. 7A-31, and in cases entitled to be appealed as a matter of right under G.S. 7A-30(3) any party may appeal to the Supreme Court from the decision of the Court of Appeals under the same rules and regulations as are prescribed by law for appeals, and such court may advance the cause on its docket. (1979, c. 584, s. 3.)
2. Source: Machinery Act of North Carolina, Issued by The North Carolina Department of Revenue, 2015 Edition, G.S. 105-354.4 LexisNexis, Matthew Bender \& Company, Inc. Editorial office s P O Box 7587, Charlottesville, Va 22906-7507
XV. APPENDIX

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## XV. APPENDIX

## Classification of Real vs Personal Property

## A. REAL PROPERTY

The Machinery Act in G.S. 105-273(13) defines real property, real estate, or land as any of the following:
a. The land itself.
b. Buildings, structures, improvements, or permanent fixtures on the land.
c. All rights and privileges belonging, or in any way appertaining, to the property.

The NCDOR further states that real estate is defined as the land and appurtenances, including all things not movable in nature and more or less permanently affixed to the land.

The real estate valuation would include such things as floor coverings, wall coverings, ceilings, normal lighting, standard HVAC, sprinkler systems, paving, and exterior fencing.

## B. PERSONAL PROPERTY

The Machinery Act in G.S. 105-273(14) defines tangible personal property as all personal property that is not intangible, and that is not permanently affixed to real property.

The NCDOR defines personal property as all tangible property other than real estate. Further, it generally includes movable items, that is, those not permanently attached or affixed to the real estate. In determining whether an item is personal or real, there can be considered the manner in which it is affixed to the real property, as well as the intention of the owner with regard to the removal of the asset at the end of a lease period. If the item can be removed without serious injury to the building, or to the item itself, then it could safely be termed as tangible personal property.

## C. LEASEHOLD IMPROVEMENTS

The NCDOR defines leasehold improvements as real estate improvements to leased property contracted for, installed, and paid for by the lessee; and which may well remain with the real estate, thereby becoming an integral part of the leased fee real estate upon expiration or termination of the current lease, but which are the property of, and should be charged to, the current lessee who installs same.

Examples of items that may appear to be real estate but could be considered personal property or leasehold improvements in certain situations:

1. Wiring (Beyond the basic wiring of a commercial building)
2. Venting
3. Flooring (Designed for a particular process or equipment; not basic floor covering)
4. Special Climate Control (HVAC systems associated with a particular equipment or product)
5. Conveyors
6. Boilers and Furnaces
7. Shelving and Displays
8. Security Systems
9. Telephone Systems
10. Alarm Systems
11. Built-in Coolers
12. Customized Light Fixtures (Beyond standard fixtures; designed for a particular process or display)
13. Built-in Cabinets (Specific design to the type of business)
14. Leasehold Improvements (Owned by lessee)
15. Interior Fencing (Outside fencing should be considered real property)
16. Generators

The following are guidelines to determine if property is considered real or personal:

1. Property used in the process, or is in place for the equipment, is generally considered personal property. Examples are special wiring, equipment foundations, and the process piping.
2. Property used for the building, or for the comfort of the employees, is generally considered real property.
3. The owner's/tenant's intent is important to consider. If the owner/tenant intends it to be permanently attached to the real estate and the item would be destroyed and inflict damage to the building structure if it were removed, it should be considered real. Examples of items that may be paid for by the tenant, but would be considered real property, are: asphalt, paving, floor coverings, and built-in bank vaults.

It is important to remember that there are no absolutes in making the determination of whether assets should be classified as real or personal. The appraiser will need to determine if the property is already part of the real estate assessment by being built into the cost of the building interior finish code. An example would be a building valued as an office. The real estate value includes the floor covering, a minimal amount of built-in cabinets, interior walls, and ceilings. The appraiser may have to determine how the property is affixed to the real estate, and also, whether the property is there for the benefit of the process, which would be personal property, or for the benefit of the employees or the building, which is generally considered real property. A key factor to remember when assessing property is all taxable property can be assessed only once, as either real or personal.

## D. General Classification Of Real And Tangible Personal Property

| DESCRIPTION | REAL |
| :--- | :---: |
| ACOUSTICAL FIRE RESISTANT DRAPES \& CURTAINS | PERSONAL |
| AEROBIC FLOORS |  |
| AIR CONDITIONING - BUILDING AIR CONDITIONING, | XX |
| INCLUDING REFRIGERATION EQUIPMENT, |  |
| FOR COMFORT OF OCCUPANTS, BUILT-IN, |  |
| CENTRAL \& WALL UNITS |  |
| AIR CONDITIONING - WINDOW UNITS, PACKAGE |  |
| UNITS, INCLUDING, E.G., THAT USED IN DATA |  |
| PROCESSING ROOM AND IN MANUFACTURING |  |
| PROCESSING |  |
| AIRPLANES |  |
| ALARM SYSTEMS (SECURITY OR FIRE) \& WIRING | XX |
| APARTMENTS - CARPETING INSTALLED \& ATTACHED | XX |
| APARTMENTS - BUILT-IN RANGES, DISHWASHER, | XX |
| DISPOSAL, UNLESS INCOME APPROACH IS USED | XX |
| ASPHALT PLANTS - BATCH, MIX, ETC. - MOVABLE | XX |
| ATM - ALL EQUIP. \& SELF STANDING BOOTHS |  |
| AUTOMATIC EXHAUST SYSTEMS FOR BUILDING | XX |
| AUTOMATIC EXHAUST SYSTEMS FOR EQUIPMENT |  |
| AWNINGS |  |

BALERS (PAPER, CARDBOARD, ETC.) ..... XX
BANKS - CANOPY, DRIVE-IN ..... XX
BANKS - DRIVE-IN WINDOWS ..... XX
BANK TELLER COUNTERS - SERVICE AREA \& RELATED ..... XX
BANKS - NIGHT DEPOSIT CHUTES ..... XX
BANKS - PNEUMATIC CHUTES ..... XX
BANKS - TELLER LOCKERS - MOVABLE OR BUILT-IN ..... XX
BANKS - SAFE DEPOSIT BOXES ..... XX
BANKS - SAFES (FREE STANDING) ..... XX
BANKS - SURVEILLANCE SYSTEMS ..... XX
BANKS - VAULT DOORS ..... XX
BANKS - VAULTS (BUILT INS) ..... XX
BAR AND BAR EQUIPMENT (MOVEABLE OR BUILT-IN) ..... XX
BAR SINKS (USED IN CONJUNCTION WITH OPERATION)BARBER \& BEAUTY SHOPS - BASINS \& SINKS USED INCONJUNCTION WITH BUSINESS
BARBER \& BEAUTY SHOPS - TOILET ROOM FACILITIES ..... XX
BARNS ..... XX
BILLBOARDS ..... xX
BOATS AND MOTORS - ALL ..... XX
BOILER - FOR SERVICE OF BUILDING XX
BOILER - PRIMARILY FOR PROCESS XX
BOWLING ALLEY LANES, RETURNS, \& PIN SPOTTERS XX
BROADCASTING EQUIPMENT XX
BULK BARNS XX
BURGLAR ALARMS XX
C-I-P (CONSTRUCTION IN PROGRESS) EQUIPMENT XX
CABINETS XX
CABLE TV DISTRIBUTION SYSTEMS XX
CABLE TV EQUIPMENT AND WIRING XX
CABLE TV SUBSCRIBER CONNECTIONS XX
CAMERA EQUIPMENT XX
CANOPIES - FABRIC, VINYL, PLASTIC XX
CANOPIES SERVICE STATION XX
CANOPY LIGHTING XX
CAR WASH - EQUIPMENT, FILTERS, TANKS, TEMPORARY
PARTITIONS, PLUMBING, PIPING, WIRING FOR EQUIPMENT
CARPET - INSTALLED XX
CATWALKS FOR M \& E XX
CEMENT PLANTS (SEE CONCRETE PLANTS) XX
CHAIRS - ALL TYPES XX
CLOSED CIRCUIT TV XX
COLD STORAGE - EQUIPMENT/ROOMS/PARTITIONS ..... XX
COLD STORAGE - BUILT IN COLD STORAGE ROOMSCOLD STORAGE - REFRIGERATION EQUIPMENT
COMPRESSED AIR OR GAS SYSTEMS (OTHER THANBLDG. HEAT)XX
COMPRESSED AIR SYSTEMS ..... XX
COMPUTERS - ALL ..... XX
COMPUTER ROOM A/C ..... XX
COMPUTER ROOM RAISED FLOOR ..... XX
COMPUTER ROOM - FIRE SUPPRESSION EQUIPMENT ..... XX
COMPUTERIZED SCANNING EQUIP. ..... XX
COMPUTERS AND DATA LINES ..... XX
CONCRETE PLANTS (ELECTRONIC, MIXING,CONVEYERS, TANKS, ETC.)CONSTRUCTION AND GRADING EQUIPMENT(NON-LICENSED VEHICLES, ETC.)XX
CONTROL SYSTEMS - ELECTRONIC ..... XX
CONTROL SYSTEMS - BUILDING AND EQUIPMENT ..... XX
CONVEYOR \& MATERIAL HANDLING SYSTEMS ..... XX
COOKING EQUIPMENT (RESTAURANT, ETC.) ..... XX
COOLERS - (WALK-IN) - PREFAB, PORTABLE, DISPLAY,SELF-STANDING, KNOCK DOWNXX
COOLERS - (WALK-IN) PERMANENT ..... XX
COOLING TOWERS - PRIMARY USE FOR BUILDING ..... XXCOOLING TOWERS - PRIMARY USE IN MANUFACTURE
COUNTERS/RECEPTION DESKS - MOVEABLE OR BUILT-IN ..... XX
CRANEWAYS ..... XX
DAIRY PROCESSING PLANTS - ALL PROCESS ITEMS, BINS, TANKS ..... XX
DANCE FLOORS ..... XX
DATA PROCESSING EQUIPMENT - ALL ITEMS ..... XX
DELI EQUIPMENT ..... XX
DESK - ALL ..... XX
DIAGNOSTIC CENTER EQUIPMENT - MOVEABLE OR
BUILT-IN ..... XX
DISPLAY CASES - MOVEABLE OR BUILT-IN ..... XX
DOCK LEVELERS ..... XX
DOORS ..... XX
DOORS - AUTOMATIC OPENERS ..... XX
DRAPES AND CURTAINS, BLINDS, ETC. ..... XX
DRAWINGS ..... XX
DRINKING FOUNTAINS ..... XX
DRIVE-THRU WINDOWS - ALL (EXCEPT BANKS) ..... XX
DRYING SYSTEMS - PROCESS OR PRODUCT ..... XX
DRYING SYSTEMS - SPECIAL HEATING IN PROCESS SYSTEM ..... XX
DUMB WAITERS ..... XX
DUMPSTERS ..... XX
DUST CATCHERS, CONTROL SYSTEMS, ETC. ..... XX
ELECTRONIC CONTROL SYSTEMS ..... XX
ELEVATORS ..... XX
ESCALATORS ..... XX
EXHAUST SYSTEMS VEHICLE EMMISSIONS ..... XX
EXTERIOR STRUCTURES FOR KILNS ..... XX
FANS - FREESTANDING ..... XX
FARM EQUIPMENT - ALL ..... XX
FENCING - INSIDEFENCING - OUTSIDEXX
FIRE ALARM SYSTEMS ..... XX
FITNESS CENTER EQUIPMENT - (ALL) ..... XX
FLAGPOLE ..... XX
FOUNDATIONS FOR MACHINERY AND EQUIP. ..... XX
FREIGHT CHARGES ..... XX
FUELS - NOT FOR SALE (LIST AS SUPPLIES) ..... XX
FURNACES - STEEL MILL PROCESS, ETC, FOUNDRIES ..... XX
FURNITURE AND FIXTURES ..... XX
GAZEBOSXX
GENERATORS ..... XX
GOLF COURSE AND IMPROVEMENTS (DRAINAGE/ ..... IRRIGATION) XX
GRAIN BINS - NOT PERMANENTLY ATTACHED ..... XX
GRAIN ELEVATORS ..... XX
GREENHOUSE BENCHES, HEATING SYSTEM, ETC., IRRIGATION, VENTILATION ..... XX
GREENHOUSES - MOVABLE ..... XX
GREENHOUSE - STRUCTURE IF PER. AFFIXED ..... XX
HEATING SYSTEMS, PROCESS ..... XX
HOPPERS - METAL BIN TYPE ..... XX
HOSPITAL SYSTEMS - OXYGEN, PUBLIC ADDRESS, EMERGENCY ELECTRIC, CLOSED T.V. CALL SYSTEM, AUTOCLAVE, ETC. ..... XX
HOTEL/MOTEL TELEVISIONS \& WIRING, FURNITURE, ETC. ..... XX
HUMIDIFIERS - PROCESS ..... XX
INCINERATORS - EQUIPMENT AND/OR MOVEABLE ..... XX
INDUSTRIAL PIPING - PROCESS ..... XX
INSTALLATION COST ..... XX
INVENTORIES (EXEMPT) ..... XX
IRRIGATION EQUIPMENT ..... XX
KILN HEATING SYSTEM ..... XX
KILNS - METAL TUNNEL OR MOVEABLE ..... XX
LABORATORY EQUIPMENTLAGOONS/SETTLING PONDS XX
LAUNDRY BINS ..... XX
LAW AND PROFESSIONAL LIBRARIES ..... XX
LEASED EQUIPMENT - LESSOR OR LESSEE POSSESSION ..... XX
LEASEHOLD IMPROVEMENTS (LIST IN DETAIL ..... XX
YEARLY)
LIFTS - OTHER THAN ELEVATOR ..... XX
LIGHTING - PORTABLE/MOVEABLE/SPECIAL ..... XX
LIGHTING - YARD LIGHTING, POLE ..... XX
LIVESTOCK (EXEMPT)
LP STORAGE TANKS ..... XX
MACHINERY AND EQUIPMENT ..... XX
MEDICAL EQUIPMENT ..... XX
MILK HANDLING - MILKING, COOLING, PIPING, STORAGE EQUIPMENT ..... XX
MINERAL RIGHTS ..... XXMIRRORS (OTHER THAN BATHROOM)
MOBILE HOME PARKS - POLES \& LIGHTING ..... XX
MOBILE HOME PARKS - LAUNDRY BLDG., BATH HOUSES,SWIMMING POOLS, SEWER SYSTEMS, WATER PIPING,WALKS, DRIVEWAYS AND PARK AREASXX

MOBILE HOMES-ALL SINGLE WIDE \& DOUBLE WIDES
ON LAND NOT OWNED BY MOBILE HOME OWNER
XX
See General Statute G.S. 105-273(13)

MOBILE HOMES-ALL SINGLE WIDE AND DOUBLEWIDES
ON LAND OWNED BY MOBILE HOME OWNER XX
See General Statute G.S. 105-273(13)

MONITORING SYSTEMS BUILDING OR EQUIPMENT XX
NEWSPAPER STANDS XX
NIGHT DEPOSITORY XX
OFFICE EQUIPMENT - ALL XX
OFFICE SUPPLIES (LIST AS SUPPLIES) XX
OIL COMPANY EQUIPMENT - PUMPS, SUPPLIES, ETC. XX
OIL STORAGE AND TANKS XX
OVENS - PROCESSING/MANUFACTURING XX

OVERHEAD CONVEYOR SYSTEM XX
OVERHEAD DOORS XX
OVERHEAD WALKWAYS XX
PACKAGE AND LABELING EQUIPMENT XX
PAGING SYSTEMS XX

PAINT SPRAY BOOTHS XX

PARKING LOT LIGHTING XX
PARTITIONS XX

PAVING XX
PHOTO BOOTHS ..... XX
PIPING SYSTEMS - PROCESS PIPING ..... XX
PLAYGROUND EQUIPMENT - ALL ..... XX
PNEUMATIC TUBE SYSTEMS ..... XX
PORTABLE BUILDINGS ..... XX
POULTRY HOUSE EQUIPMENT - WATER \& FEEDING EQUIPMENT, CURTAINS, ETC. ..... XX
POWER GENERATOR SYSTEMS (AUXILIARY, EMERGENCY, ETC.) ..... XX
POWER TRANSFORMERS - EQUIPMENT ..... XX
PROCESSING SILOS ..... XX
PUBLIC ADDRESS SYSTEMS (INTERCOM, MUSIC, ETC.) ..... XX
PUMPS - GASOLINE, ETC. ..... XX
RAILROAD SIDING (OTHER THEN RAILROAD OWNED) ..... XX
REFRIGERATION SYSTEMS - COMPRESSORS, ETC.REPAIRS - BUILDINGXX
REPAIRS - EQUIPMENTRESTAURANT FURNITURE (INCL. ATTACHED TO FLOOR ORBLDG.)RESTAURANT/KITCHEN EQUIP. VENT HOODS, SINKS, ETC.(COMMERCIAL)XX
RETURNABLE CONTAINERS ..... XX
ROCK CRUSHERS ..... XX
ROLL - UP DOORS (INSIDE WALL) ..... XX

| DESCRIPTION | REAL |
| :--- | :---: |
| ROLL - UP DOORS (OUTSIDE WALL) | XX |


| SOUND SYSTEMS \& PROJECTION EQUIPMENT |  | XX |
| :---: | :---: | :---: |
| SPARE PARTS - LIST AS SUPPLIES (FOR EQUIPMENT) |  | XX |
| SPEAKERS - BUILT-IN OR FREESTANDING |  | XX |
| SPRAY BOOTHS |  | XX |
| SPRINKLER SYSTEM - ATTACHED TO PRODUCT STORAGE RACKS |  | XX |
| SPRINKLER SYSTEM - BUILDING | XX |  |
| STORE FRONTS (not wall type) |  | XX |
| SUPPLIES (OFFICE \& OTHER) |  | XX |
| SWIMMING POOLS (IN GROUND, INDOOR) | XX |  |
| SWIMMING POOLS - ABOVE GROUND, PRE-FABRICATED |  | XX |
| SWITCHBOARD (MOTEL, ETC. - WHEN NOT OWNED BY |  |  |
| UTILITY) |  | XX |
| TANKS (ALL-ABOVE AND BELOW GROUND) |  | XX |
| TELEPHONE SYSTEMS \& WIRING |  | XX |
| THEATER SCREENS - INDOOR, MOVIE SCREENS, SEATS \& |  |  |
| EQUIPMENT |  | XX |
| THEATER SCREENS - OUTDOOR, MOVIE SCREENS | XX |  |
| THEATERS OUTDOOR - DRIVE IN - SPEAKERS, POSTS \& |  |  |
| U.G. WIRING |  | XX |
| THEATER SEATS |  | XX |
| THEATER, OUTDOOR - CONCESSION STANDS AND OTHER |  |  |
| PERMANENT BUILDINGS | XX |  |
| TOOLING, DIES, MOLDS |  | XX |


| DESCRIPTION | REAL | PERSON |
| :---: | :---: | :---: |
| TOWERS - MICROWAVE, EQUIPMENT, WIRING \& FOUNDATION |  | XX |
| TOWERS - TV, RADIO, CATV, TWO-WAY RADIO, WIRING AND |  |  |
| FOUNDATION |  | XX |
| TRACKAGE |  | XX |
| TRANSFORMER BANKS |  | XX |
| TRANSPORTATION COST - ALL |  | XX |
| TRUCK SCALES | XX |  |
| TUNNELS- UNLESS PART OF PROCESSING SYSTEM | XX |  |
| UPGRADE EQUIPMENT |  | XX |
| VACUUM SYSTEM, PROCESS |  | XX |
| VAULT- ALL |  | XX |
| VAULT DOOR INNER GATES, VENTS \& EQUIPMENT |  | XX |
| VENDING MACHINES |  | XX |
| VENT FANS |  | XX |
| VENTILATION SYSTEMS - GENERAL BUILDING (BUILDING |  |  |
| IMPROVEMENTS) | XX |  |
| VENTILATION SYSTEMS - NEEDED FOR MANUFACTURING, PROCESS |  | XX |
| VIDEO TAPES/MOVIES/REEL MOVIES |  | XX |
| UTILITY SYSTEM BUILDINGS FOR PRIVATE SYSTEMS | XX |  |
| UTILITY SYSTEMS - OTHER THAN IN STATE ASSESSED UTILITIES, |  |  |
| OTHER THAN CENTRAL HEATING AND COOLING FOR |  |  |
| BUILDINGS, ETC. (E.G.: MOTEL OWNED TELEPHONE |  |  |
| SWITCHBOARD SYSTEMS, PRIVATE RAILROAD SIDINGS, |  |  |
| PRIVATE WATER SYSTEMS, EMERGENCY POWER |  |  |
| GENERATING EQUIPMENT, ETC.) |  | XX |

WALL COVERING ..... XX
WALLS - INSIDE MALL, BETWEEN TENANTS ..... XX
WALLS - PARTITIONS, MOVEABLE AND ROOM DIVIDERS ..... XX
WATER COOLERS - ALL ..... XX
WATER LINES - FOR PROCESS ABOVE OR BELOW GROUND ..... XX
WATER SYSTEM - RESIDENTIAL OR GENERAL BUILDING ..... XX
WATER TANKS \& SYSTEM - FOR PROCESS EQUIPMENT ..... XX
WELLS - PUMPS, MOTORS, EQUIPMENT ..... XX
WHIRLPOOL/JACUZZI/HOT TUBS - PORTABLE ..... XXWHIRLPOOL/JACUZZI/HOT TUBS - BUILT IN XX
WIRING - POWER WIRING FOR MACHINERY AND EQUIPMENT ..... XX

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[^0]:    ${ }^{1}$ The following calculation is used when the duplicate old AA values flag in the AOPT table is "N." When this flag is "Y," the system calculates result \#1 as shown, but calculates RCNLD by adding the functional and economic percents, multiplies this sum by result \#1.

