October 27, 2010 DOR Webinar

Valuation Area Delineation October 27, 2010 @ 9:00

DOR Webinar
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- Outline / Agenda
 - Definitions
 - Two Methodologies
 - External Force Influence Methodology
 - Geographic Boundary Influence Methodology
 - Process of Delineation
 - Use in Analysis and Mass Appraisal
 - General Tips

- Valuation areas are also referred to as:
 - Neighborhoods
 - Regions or Districts
 - Market Areas

For purposes of today's discussion we will use:
 Valuation Areas and those will be broken down into Region, District, Neighborhood

- One question we get is, "Do your valuation areas and inspection areas need to match or be the same?"
 - No, they do not need to match.
 - Valuation Areas and Inspection Areas have different purposes:
 - Valuation Areas are for analyzing the market and applying locational valuation factors.
 - Inspection Areas are for updating the property data.
 - Valuation Areas are driven by market influences.
 - Inspection Areas are driven by staffing, efficiency, and time issues.

Valuation Area Delineation Definitions - General

Valuation Area, in this context, refers to a grouping of properties based on locational characteristics for the purposes of analysis and valuation of properties for property tax assessments.

Valuation Area Delineation Definitions - General

- The Basic Purpose of Valuation Areas is:
 - Better Equity in Your Assessments
- This is achieved through Valuation Areas providing for:
 - A more refined Valuation Model
 - Additional options for Market Analysis

Definitions - IAAO: Methodologies

Valuation areas are "areas of complementary land uses in which all properties are similarly influenced by the four forces affecting property values: Environmental, governmental, social and economic forces."

-OR-

"Geographic areas defined for some useful purpose."

ex. A group of properties that share important locational characteristics for the purpose of valuation modeling.

- Two Methodologies -

The two methodologies described in the previous slide's definitions could be summarized as follows:

- External Force Influences
- Geographic Boundary Influences (or Characteristics)
- We will review both of these methodologies.

- Two Methodologies -

General Pros & Cons

- External Force Influences
 - Can be very effective.
 - Is more complex.
 - Requires more sophisticated analysis.
 - Often is more difficult to explain.

Geographic Boundary Influences

- Appraisers can more easily relate to or engage with it.
- Can facilitate a simpler approach.
- Generally is easier to explain to the public and BOE.
- We recommend the Geographic Boundary Influence methodology.

Uniform Decidential Approical Depart

Onnorm Residentiai Appraisai Report File#				
The purpose of this summary appraisal report is to provide the lender/client with an accurate, and adequately supported, opinion of the market value of the subject property.				
Property Address	City	State	Zip Code	
Borrower	Owner of Public Record	County		
Legal Description				
Assessor's Parcel #	Tax Year	R.E. Taxes	R.E. Taxes \$	
Neighborhood Name	Map Reference	Census Tra	Census Tract	
Occupant Owner Tenant Vacant	Special Assessments \$	PUD HOA\$	peryear permonth	
Property Rights Appraised Fee Simple Leasehold Other (describe)				
Assignment Type Purchase Transaction Refinance Transaction Other (describe)				
Lender/Client Address				
Is the subject property currently offered for sale or has it been offered for sale in the twelve months prior to the effective date of this appraisal?				
Report data source(s) used, offering price(s), and date(s).				
I 🔲 did 🔲 did not analyze the contract for sale for the subject purchase transaction. Explain the results of the analysis of the contract for sale or why the analysis was not				
c performed.				
O N				
T Contract Price \$ Date of Contract Is the property seller the owner of public record? ☐ Yes ☐ No Data Source(s)				
Is there any financial assistance (loan charges, sale concessions, gift or downpayment assistance, etc.) to be paid by any party on behalf of the borrower? 🔲 Yes 🔲 No				
If Yes, report the total dollar amount and describe the items to be paid.				
Note: Race and the racial composition of the neighborhood are not appraisal factors.				
Neighborhood Characteristics	One-Unit Housing Trends	One-Unit Housing	Present Land Use %	
Location Urban Suburban Rural	Property Values Increasing Stable Declining	PRICE AGE	One-Unit %	
Built-Up Over 75% 25–75% Under 25%	Demand/Supply Shortage In Balance Over Sup	oply \$ (000) (yrs)	2-4 Unit %	
Growth Rapid Stable Slow Neighborhood Boundaries	Marketing Time Under 3 mths 3-6 mths Over 6 m	iths Low	Multi-Family %	
Neighborhood Boundaries		High	Commercial %	
0		Pred.	Other %	
Neighborhood Description				

- External Force Influence Methodology -

Let's look at the method of delineating Valuation Areas based on External Influences.

- External Force Influence Methodology -

The four forces that impact valuation areas when defined as properties that are similarly influenced by external forces affecting property values are:

- Environmental
- Governmental
- Social
- Economic

- External Force Influence Methodology -

Environmental forces

- Important in consumer preference formation, such as:
 - Proximity to amenities such as schools and parks
 - Access to employment, shopping, etc.
 - Access to a recreation area

External Force Influence Methodology -

Governmental forces

- Forces affecting land use, such as:
 - Zoning
 - Restrictions on development
 - Level of public services
 - Incorporated Areas / Cities
 - Areas effected by building codes

- External Force Influence Methodology -

Social Forces

- Regional or demographic trends:
 - Population growth
 - Migration
 - Population demographics

- External Force Influence Methodology -

Economic Forces

- Effect both supply and demand
 - Employment
 - Interest rates / financing
 - Construction costs
 - Cost of Living

- External Force Influence Methodology -

General Notes regarding External Force Influence

External Force Influences are often more dynamic and require much more vigilance if they are the basis for your Valuation Areas.

- External Force Influence Methodology -

General Notes regarding External Force Influence

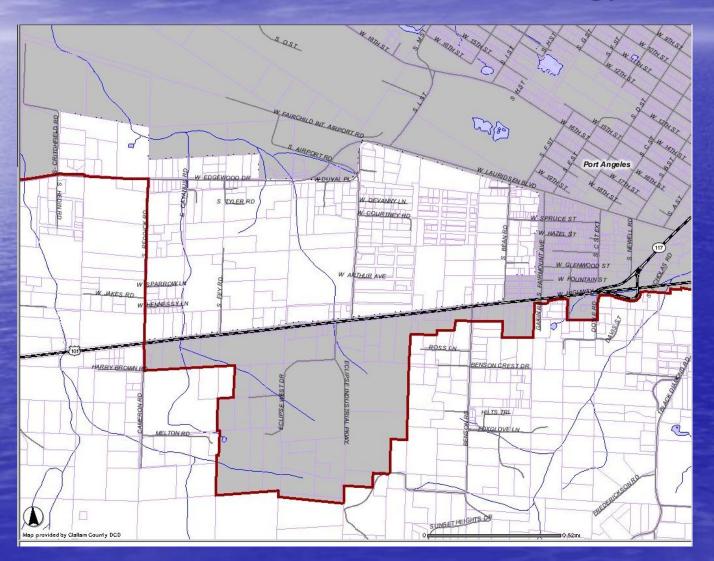
- If you are going to use this methodology it is important that you do not adjust boundaries just because of prices.
 You need to do analysis. In your analysis:
 - First, see if the price differential ties to other characteristics such as Condition/Effective Age.
 - Second, if you ascertain that the difference comes from an external force then try to tie those price differences to one or more of the external forces in order to know the extent of the influence so you know how to adjust the Valuation Area boundaries or delineation or the valuation factor to apply.
- Do not get tempted into chasing sales prices.

- External Force Influence Methodology -

Words of Caution

- Avoid Things Like:
 - Appearance of Neighborhood
 - Per Capita Income
 - Racial Composition
 - Defining a Neighborhood by a General Effective Age or Condition (Example- Carving a couple blocks out of a neighborhood because some or even most of the houses are not maintained as well.) (Handle that with your Effective Age or Condition depreciation adjustment.)

- External Force Influence Methodology -



- External Force Influence Methodology -

 One additional aspect that you will want to consider is the life cycle (growth, stability, decline, and revitalization) of a Valuation Area.

- External Force Influence Methodology -

- The life cycle typically consists of four phases:
 - Period of Growth construction and development
 - Period of Stability where supply and demand are equal
 - Period of Decline diminishing demand or diminishing desirability
 - Period of Revitalization desirability increasing again
- The four forces (Environmental, Governmental, Social, Economic) can have an effect on the life cycle of a Valuation Area.

- External Force Influence Methodology -

Determining Life Cycle Trends

- Area or may indicate a need to adjust your Valuation Areas. If the trend is reflective of a change in external forces then it may indicate a need to change your Valuation Area Delineation. If it is just a normal progression of individual properties it is more appropriately captured by effective age or condition.
- Be very cautious in changing a Valuation Area due to life cycle trends. Make sure you have done the proper analysis to determine that it actually warrants a change to your Valuation Areas.

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- Geographic Boundary Influence Methodology -

Now let's look at the method of delineating Valuation Areas based on Geographic Boundary Influences.

- Geographic Boundary Influence Methodology -

One of the great advantages of the Geographic Boundary Influence approach is how it can be utilized in conjunction with Use Classifications and Property Characteristics.

The Geographic Boundary Influence approach is the recommended or preferred method of delineation of your Valuation Areas when used in conjunction with other property characteristics.

- Geographic Boundary Influence Methodology -

Examples of Characteristics that could be used in conjunction with or alongside your Valuation Areas:

- Acreage / Size of Lot
- Waterfront versus upland
- Views
- Available Services (power, water, sewer, gas)
- Year Built and Effective Age
- Any / All Other Property Characteristics

- Geographic Boundary Influence Methodology -

For Example:

- One county might find that they have a Valuation Area (Neighborhood) adjustment and all of the rest of their adjustments work across the whole county- waterfront, view, etc.
- A second county might find that they have Valuation Area (Neighborhood) factors and all of the rest of their characteristic factors also need to be adjusted for each Valuation Area.
- Another county might find that they have a Valuation Area adjustment, that some adjustments (view for example) apply across the whole county, but that some of their valuation model characteristics need different rates in different Regions or Valuation Areas (lake frontage for example).

- Geographic Boundary Influence Methodology -

The primary question when utilizing geographic boundaries is:

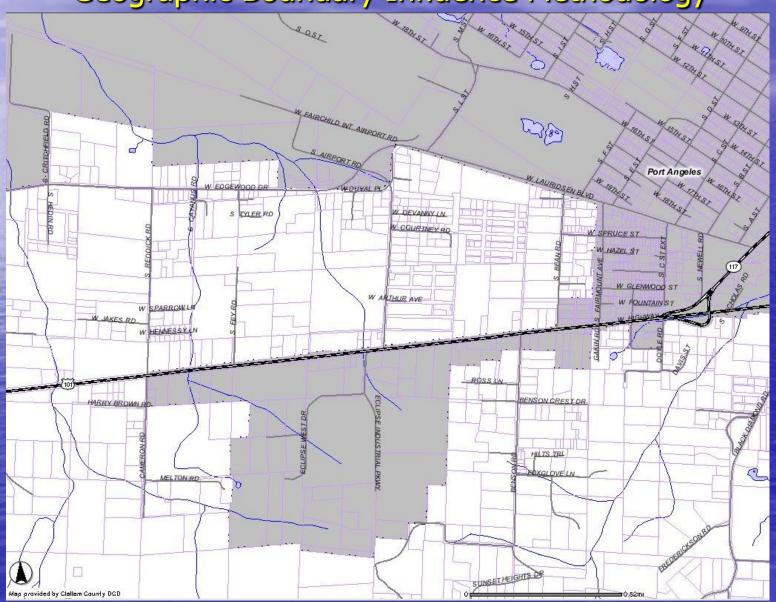
- Would this influence the sale of the property?
 - Would it influence available buyers?(marketability)
 - Would it influence price? (travel time and cost considerations for example)
 - Does it effect access to services?
 - Does it effect access to employment?
 - Other similar questions.

- Geographic Boundary Influence Methodology -
- Geographic Boundaries of Valuation Areas can be determined by a variety of characteristics, methods or factors:
 - Natural Boundaries
 - Political Boundaries
 - Man-Made Boundaries
 - Or a combination of all of the above
- Let's take a closer look at each of these.

- Geographic Boundary Influence Methodology -
- Boundary Factors:
 - Natural Boundaries:
 - Lakes
 - Rivers
 - Hills
 - Mountains
 - Undeveloped Areas (influences such as access & roadless areas)



- Boundary Factors
 - Political Boundaries:
 - City Limits (effect services, taxes, etc)
 - School Districts
 - Zoning (may want to capture as separate characteristic and not define Valuation Area by it)
 - Urban Growth Boundaries and other types of restrictions



- Boundary Factors
 - Man-made Boundaries:
 - Streets (freeways and other roadways that restrict access)
 - Railroads
 - Major Utility Right of Ways
 - Effect on access
 - Proximity to influence (negative or positive)
 - Canals



- Geographic Boundary Influence Methodology -



- Geographic Boundary Influence Methodology -

Boundary Factors

- A Combination of All Of The Above
 - A Valuation Area may be defined by a combination of Natural, Political and Man Made boundaries.
 - For example:
 - A Valuation Area may be defined by a river on the West side, a lake and shipping canal on the North side, a major rail line with few crossings on the East side, and a City Limits or Urban Growth Boundary on the South side.

- Delineation Process -

Delineation or Identification of Valuation Areas

- Primary Steps
 - Identify Regions
 - Divide Regions into Districts
 - Further divide Districts into smaller Neighborhoods
 - REFINE

- Delineation Process -

Delineation or Identification of Valuation Areas

- Start with Regions
 - Identify or define broad geographic areas
- Divide Regions into Districts
 - Ex. School district, incorporated areas, city limits, etc.
- Further divide Districts into smaller Neighborhoods as the market dictates
 - Ex. Subdivision, downtown, uptown, etc.
 - Influences recognized in the market or important for analysis

REFINE

After the initial identification of delineation of your Valuation
 Areas you will want to refine and adjust them over time and as market or other conditions change.

- Delineation Process -

Delineation or Identification of Valuation Areas

- Tools you can use in this process
 - Appraisers knowledge and ideas of areas
 - Discussions and brainstorming
 - Analysis / Statistics
 - GIS / Mapping
 - External / Independent Studies

- Delineation Process -

Geographic Region - District - Neighborhood

This type of valuation area development by region, district and neighborhood allows a great deal of flexibility for analysis while also maintaining the integrity of a geographic boundary delineation.

- Delineation Process -

Things to consider...

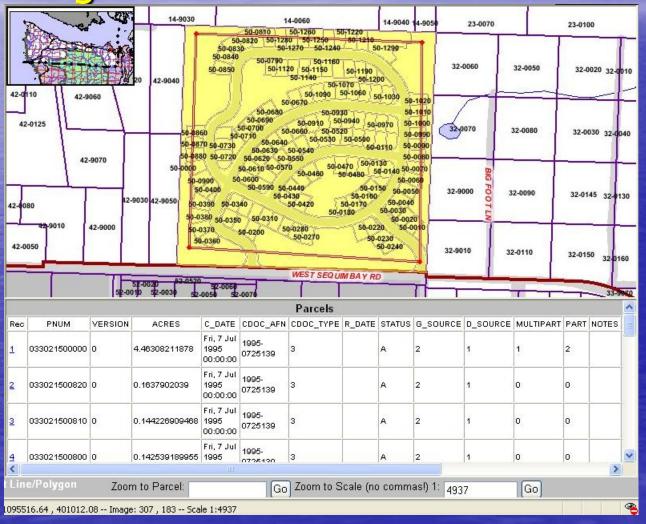
- How many regions are needed to capture broad locational differences within your county?
- What districts and/or neighborhoods would be required within each region to capture market differences?
- CAMA (software) structure or parameters

- Delineation Process -

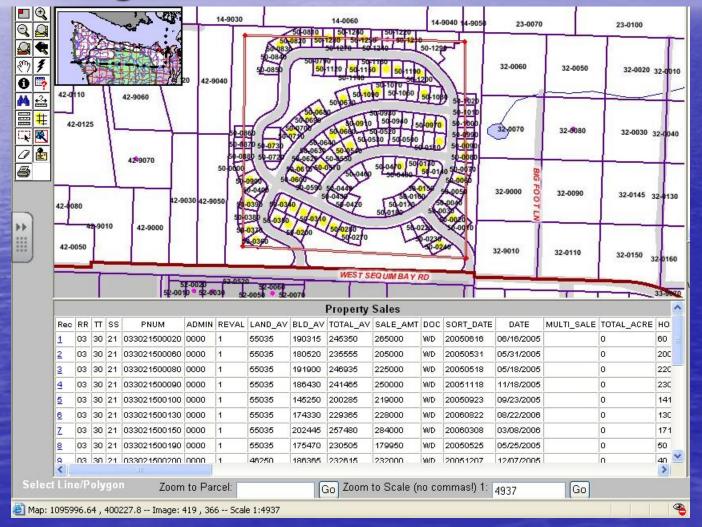
More things to consider...

 Consider how GIS can be used to help delineate your Valuation Areas and to assist each year in any refinement or calibration.

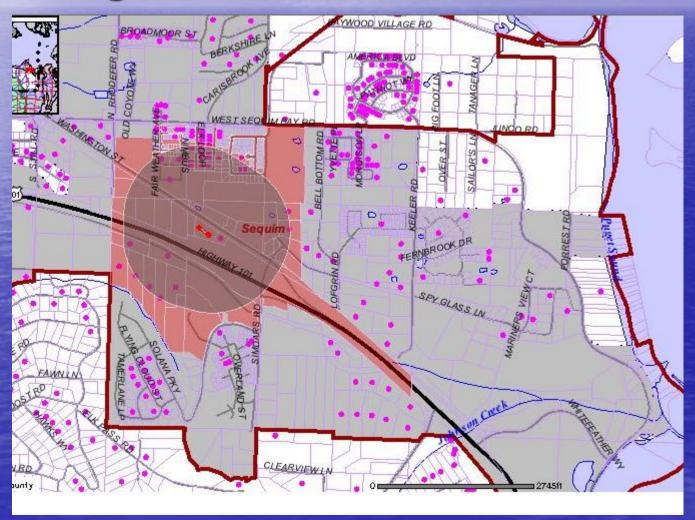
- Delineation Process -



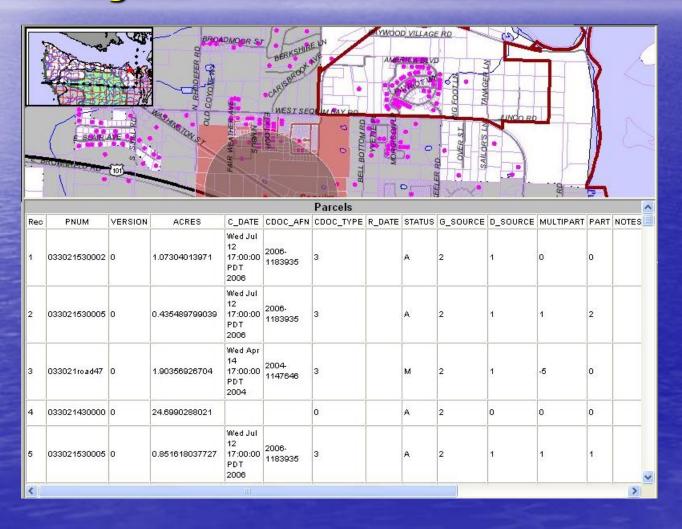
- Delineation Process -



- Delineation Process -



- Delineation Process -



- Delineation Process -

- Do I have enough sales in my neighborhood to perform a statistical analysis or do I need to expand my database for analysis purposes?
 - Move up to district/region level for analysis
 - Combine homogeneous neighborhoods (Valuation Areas) in sets.
 - Set up Analysis Sets ahead of time for ease of analysis.

- Delineation Process -

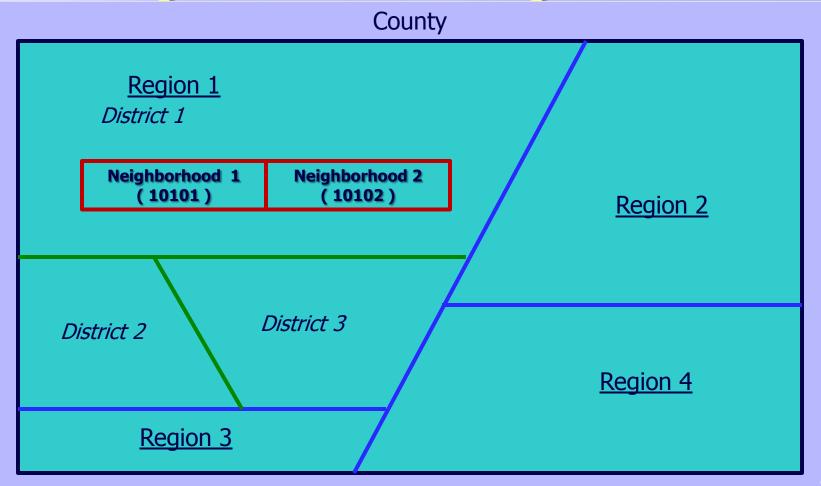
- Set up Analysis Sets ahead of time for ease of analysis Examples:
 - You might have 5 neighborhoods that have similarities in characteristics such as age, quality mix, amenities and services but are geographically separated and thus have differing access.
 - You might have lake or saltwater waterfront properties that are scattered throughout your county.
 - You might have large, undeveloped tracts of land scattered throughout your county

- Delineation Process -

- Another way of looking at it If there are any property classifications that need to be analyzed globally due to a lack in the number of parcels or of sales data (industrial properties or premier residential properties for example) these should not be broken out of your Valuation Areas but should be captured by other characteristics and then just combined in your analysis.
 - For example: Premier Properties What makes them a Premier Property? What are they defined by?
 - Acreage?
 - Privacy?
 - View?
 - Improvement Size (SF)?
 - Improvement Quality?

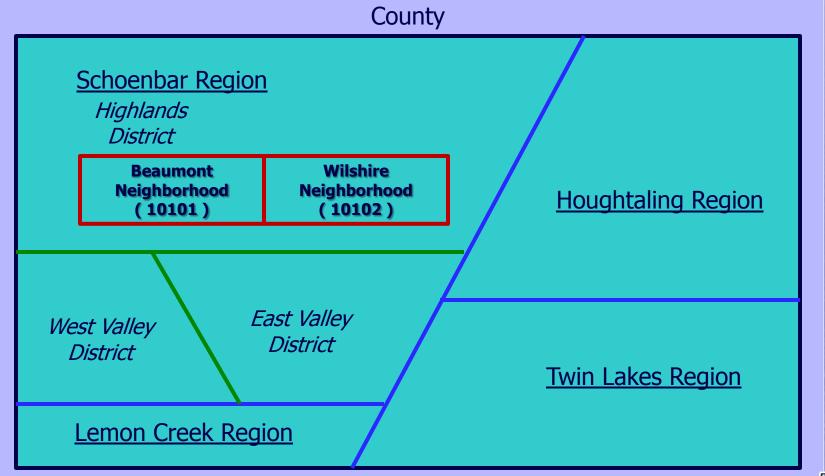
- Delineation Process -

Region - District - Neighborhood



- Delineation Process -

Region - District - Neighborhood



- Use in Analysis and Mass Appraisal -

Property Use Classifications

- Properties can be further analyzed within your whole county, regions, districts or neighborhoods based on a land use code or use classification. Property classifications might include:
 - Residential property
 - Commercial Property
 - Industrial property
 - Rural property
 - Agricultural property

These properties can be selected for analysis by using land use or similar codes.

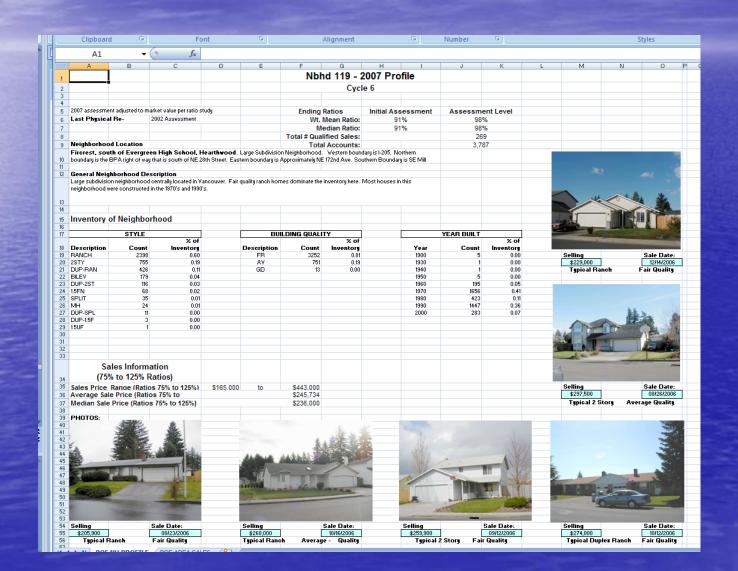
- Use in Analysis and Mass Appraisal -

Property Use Classifications

An Overall Stratification of Neighborhood:

Туре	Count	% of Nbhd
Commercial Commercial Lo Industrial Condo Residential Residential Det Residential Lo	520 152 7 8 1312 8 125	24% 7% 0% 0% 63% 0% 6%

- Use in Analysis and Mass Appraisal -



- Use in Analysis and Mass Appraisal -

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- Use in Analysis and Mass Appraisal -

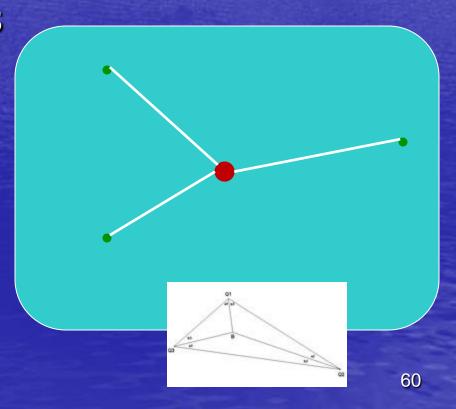
Property Characteristics

- Properties can also be further analyzed by individual property characteristics:
 - View property
 - Large acreage tracts
 - Lakefront properties
 - Very good quality homes
 - Homes with garages
 - Homes of a similar style
 - etc.

- Use in Analysis and Mass Appraisal -
- Valuation Areas (Geographically Based)
- Use Classifications
- Property Characteristics
- These should all be used in conjunction with each other:
 - to get a clearer picture of your markets,
 - for valuation model specification and
 - for valuation model calibration.

- Use in Analysis and Mass Appraisal -
- Valuation Areas (Geographically Based)
- Use Classifications
- Property Characteristics





- General Tips -

- Don't worry about getting your areas perfect the first time - It's a work in progress
- Don't try to capture everything in your valuation area — that's what other characteristics are for - keep it to one thing (Geographic or an External Influence for example)
- Don't be afraid to "JUST DO IT"

- General Tips -

Keep It Pure

Do not mix Valuation Areas and other characteristics.
 If you set up your Valuation Areas based on geographic influences do not break out waterfront properties or view properties or "high end" properties into a separate Valuation Area or Neighborhood.
 Utilize separate fields to account for each attribute.

Do Not Mix Methodologies

 If you set up your Valuation Areas based on an external influence such as access to amenities and/or access to employment centers do not alter the lines due to life cycle changes or simply to match sales prices of some sales.

Valuation Area Delineation - General Tips -

KISS

Keep It Simply Straightforward





- "Is it typical for offices to divide commercial, residential, and agricultural properties into separate groups and then break those groups into 6 inspection cycles?"
 - For Valuation Areas you do not want to separate by use type.
 - For analysis you will want to do both. Look at them all together and study them separated out.
 - For Inspection Areas, depending on your office organization / structure you may separate out use types.
 - For Example- If you only have one appraiser maybe they decide to have inspection areas strictly by location, however, if you have more appraisers and some specialize in residential while others do your commercial, then you probably want to separate them out for inspection purposes.
 - Some annual counties even have different inspection cycles for the different property types. (3 year -vs- 4 year for example)₆₆

- "How are unique properties handled that are not real conducive to mass updating?"
 - In regards to Valuation Areas they should remain in the appropriate area.
 - In regards to their valuation you may need to flag them for individual appraisal rather than running a mass appraisal valuation on them.
 - Most CAMA systems have the capability of locking in that individual appraisal value so that it does not get over-ridden whenever you run new values.