

North Salem Reassessment 2017

Tyler Technologies

Valuation Overview

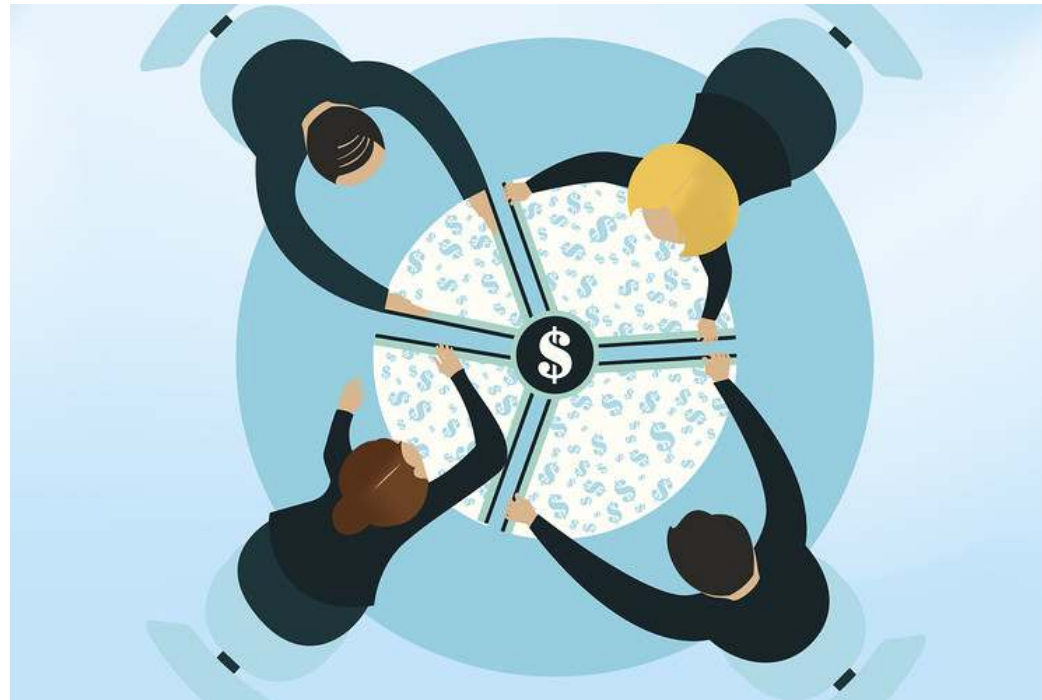
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Why Reassessment?



It's important to remember that reassessment is revenue neutral. No new taxes are raised due to a reassessment, the existing tax dollars are redistributed more fairly based on current market values. The existing distribution is based on values that are decades out of date.



REASSESSMENT TIMELINE

Data Collection	May 2015- Dec 2015
Data Mailers Sent	Jan 2016- Feb 2016
Valuation Analysis	Mar 2016 - Jun 2016
Final Field Review	Jul 2016 - Nov 2016
Mail Notices of New Values	Apr 2017
Informal Review Meetings Conducted	Apr 2017 - May 2017
Tentative Assessment Roll Posted	Jun 2017
Formal Assessment Reviews	Jun 2017
Final Assessment Roll Posted	Sep 2017

Important Note: Property taxes will not be levied on the new assessments until April 2018.

- The first step to establishing values is to determine what exactly drives value. We do this by reviewing properties that have sold. This review consists of both verification of the sale terms as well as the property data (such as amount of living area, location etc.).
- In North Salem, there were 162 sales suitable to use for residential (non-condo) modeling occurring in the time period of July 1, 2011 and July 1, 2016.
- This timeframe represents the market we are attempting to capture in our valuation of each property.

North Salem Sales Data



Location	Avg SP	Count
Town of North Salem	582,514	162

- Using the recent sales as a guide, we developed computerized models that predict current market value using the data on file for each property.
- For residential properties, there are three models - a cost model, a sales comparison model, and a manual model estimate.
- During final valuation review, the three approaches are considered and the one that best predicts market value is selected.
- There were inadequate sales to produce a credible sales comparison model and so the cost approach was used for all residential properties.

During the informal review, the hearing officer will review your property record card with you. The property record card contains the information on file for your property that was used to estimate the assessed value. This information is also available on our website: MMRC.tylertech.com

- The front of the card includes:
 - Current owner information
 - Land information
 - Value information, which for nearly all properties will include two approaches to value. For residential – cost and market and for commercial – cost and income.
 - Entrance information
 - Building permit information
 - Sales and ownership history

During the informal review, the hearing officer will review your property record card with you. The property record card contains the information on record for your property that was used to estimate the assessed value.

- The back of the card includes:
 - Dwelling data
 - Sketch of the dwelling
 - Value computations for the **cost approach**
 - Outbuilding data
 - Condominium information
 - Addition data (refers to the sketch)


Property Record Card - Residential



RESIDENTIAL PROPERTY RECORD CARD

2017

TOWN OF NORTH SALEM

Site : 38 OAK RIDGE RD		Map ID: 10-1689-174		Class: 210 - One Family Year-Round Residence		Card: 1 of 1		Printed: Mar 23, 2017		
CURRENT OWNER				GENERAL INFORMATION						
SMITH BARBARA B TRUST LEONARD KENNETH TTE PO BOX 201 SMITH CLARENCE W TRUST PURDYS NY 10578				Living Units: 1 Neighborhood: D01 Alternate Id: 86700 Routing: SWIS Code: 554000 Zoning: R-1/2 Class: Residential						
Property Notes										
										
Land Information					Assessment Information					
Type	Size	Influence Factors	Influence %	Value	Assessed	Appraised	Cost	Income	Market	
Primary Site	AC: 0.5000	Traffic	-5	94,050	Land 94,100	94,090	94,090	0	94,090	
Waste	AC: 0.0700			40	Building 243,500	243,500	243,500	0	216,590	
					Total	337,600	337,590	337,590	0	310,680
Total Acres: .57 Spot:					Manual Override Reason: Base Date of Value: Effective Date of Value:					
Entrance Information					Permit Information					
Date	Time	ID	Entry Code	Source	Date Issued	Number	Price	Purpose	% Complete	
10/14/15	2:35	JPS	Measured & Listed	Owner	07/27/09	5713	4,000	54	Install New 10' X 12' Vinyl Shed	
					05/22/95	3390	19,000	05	Addition Of Family Room And Op	
					07/22/74	904		06	Addition Of Family Room	
					05/08/68	479		06	One Family Dwelling 3 Bedrooms	
Inspection witnessed by _____					Date _____					
Sales/Ownership History										
Transfer Date	Price	Type	Validity	Deed Reference	Deed Type	Grantee				
06/30/05				45207/244		LEONARD, KENNETH TRUSTEE				

Property Record Card - Residential



RESIDENTIAL PROPERTY RECORD CARD 2017 TOWN OF NORTH SALEM

Situs : 30 OAK RIDGE RD		Parcel ID: 10.-1689-174		Class: 210 - One Family Year-Round Residence		Card: 1 of 1		Printed: Mar 23, 2017	
Dwelling Information									
Style	Ranch	Year Built	1969						
Story height	1	Eff Year Built							
Attic	None	Year Remodeled							
Attic Access		Amenities							
Exterior Walls	Alum/Vinyl								
Masonry Trim									
Color	Tan								
Basement									
Basement	Full	# Car Bsmt Gar	0						
FBLA Size		FBNOA Size							
Rec. Rm Size	236								
Heating & Cooling					Fireplaces				
Heat Type	Heat Only	Stacks	1						
Fuel Type	Oil	Openings	1						
System Type	Hot Water	Pre-Fab							
Room Detail									
Bedrooms	2	Full Baths	2						
Family Rooms	1	Half Baths	0						
Kitchens	1	Extra Fixtures							
Total Rooms	0								
Kitchen Type	Normal	Bath Type	Normal						
Kitchen Remod	No	Bath Remod	No						
Adjustments									
Int vs Ext	Same	Cathedral/Unfin Area							
		Gar Spaces (non bsmt)							
Grade & Depreciation									
Grade	C	Market Adj							
Condition	Average	Functional							
CDU	AVERAGE	Economic							
Cost & Design	0	% Good Ovr							
% Complete									
Dwelling Computations									
Base Price	209,769	% Good	81						
Plumbing		% Good Override							
Basement	51,771	Functional							
Heating	0	Economic							
Attic	0	% Complete							
Other Features	9,526	C&D Factor							
		Adj Factor	1						
		Additions	23,029						
Subtotal	271,070								
Ground Floor Area	1,642								
Total Living Area	1,658	Dwelling Value	242,000						
Building Notes									
Outbuilding Data									
Type	#Car	Size 1	Size 2	Area	Qty	Yr Bilt	Grade	Condition	Value
Shed (Machinery)		12 x 10		120	1	1980	C	3	900
Condominium / Mobile Home Information									
Complex Name									
Condo Model									
Unit Number									
Unit Level			Unit Location						
Unit Parking			Unit View						
Model (MH)			Model Make (MH)						
Comparable Sales Summary									
Parcel ID	Sale Date	Sale Price	TLA	Style	Yr Built	Grade			
11.-1783-17	27-FEB-13	308,880	1,071	01	1960	C			
1.-1734-44	26-AUG-14	430,000	1,813	01	1950	C			
1.-1734-39	31-MAR-15	340,000	2,005	01	1949	C			
10.-1789-5	25-OCT-12	328,680	1,384	03	1962	C			
39.-1356-116	27-JUN-14	372,400	1,008	01	1961	C			

Property Record Card – Commercial



COMMERCIAL PROPERTY RECORD CARD 2017 TOWN OF NORTH SALEM

Site: J A BARDON/CORDELL RD Parcel #: 1-1734-02 Class: 403 - Converted Residence Cont: 1 of 1 Print: March 20, 2017

Additional Property Photos

COMMERCIAL PROPERTY RECORD CARD 2017 TOWN OF NORTH SALEM

Site: J A BARDON/CORDELL RD Parcel #: 1-1734-02 Class: 403 - Converted Residence Cont: 1 of 1 Print: March 20, 2017

Income Detail (Includes all Buildings on Parcel)

Use Mod	Inv	Model	Units	Net Area	Income	Expense	Potential	Net	Inv	Additional	Effective	Expense	Expense	Other	Total	Net
Grp	Type	Mod/Description			Rate	Adjct	Gross	Model	AG	Income	Income	Gross Model %	AG %	Expenses	Expenses	Income
00	0	3BFF Phone Svc Only	0						10		0					
00	0	001 Low Rise Office	0	2,699							0					

Apartment Detail - Building 2 of 2								Building Cost Detail - Building 2 of 2	
Line	Use Type	Per SqFt	Costs	Costs	Units	Cost	Income	Total Gross Building Area	3,237
								Copycat, Cost New Less Dep	260,500
								Percent Complete	100
								Number of Identical Units	1
								Economic Condition Factor	
								Final Building Value	260,500
								Value per SF	79.26

Notes - Building 2 of 2		Income Summary (Includes all Buildings on Parcel)	
		Total Net Income	
		Capitalization Rate	
		Sub Total	
		Residual Land Value	
		F Final Income Value	
		TOTAL GROSS BLDG AREA	
		Total Gross Building Area	

Property Record Card - Commercial



COMMERCIAL PROPERTY RECORD CARD		2017		TOWN OF NORTH SALEM	
Map: 12A HARDS/COADELE RD		Map ID: 1-1134-02		Class: 400 - Commercial/Residence	
Parcel: 1 of 1		Created: March 23, 2017			
CURRENT OWNER		GENERAL INFORMATION			
LCR HOLDINGS LLC ATTN: TERRY LEVACK 24 HARDS/COADELE ROAD NORTH SALEM NH 03061		LMP# 218 Neighborhood: CE2 Assessable ID: 18800 County: Merrimack State: NH City: North Salem Zip: 03061			
Property Notes					
Land Information					
Type	Size	Influence Factors	Influence %	Value	
Primary Site	.4C	0.0000	None	0	281,000
Total Area: 0.0000					
Assessment Information					
	Assessed	Appraised	Cost	Millions	Market
Land	281,000	281,000	281,000	281,000	0
Building	281,000	281,000	281,000	281,000	0
Total	562,000	562,000	562,000	562,000	0
Value Flag: Green Buildings					
Entirety Information					
Entirety	None	None	None	None	None
11/04/18	DC	Other	Other	Other	Other
08/18/18	JPL	No One-Of-Home	No One-Of-Home	No One-Of-Home	No One-Of-Home
03/08/18	JL	No One-Of-Home	No One-Of-Home	No One-Of-Home	No One-Of-Home
Parcel Information					
Line	Assessed	Appraised	Cost	Millions	% Complete
1	281,000	281,000	281,000	281,000	0
2	281,000	281,000	281,000	281,000	0
3	281,000	281,000	281,000	281,000	0
Map Overlay History					
Track No	Date	From Type	To Type	Assessor	Created
087408	05/17/18	300,000	300,000	Assessor V80	4021304
087408	05/17/18	300,000	300,000	Assessor V80	4024708

COMMERCIAL PROPERTY RECORD CARD		2017		TOWN OF NORTH SALEM												
Map: 12A HARDS/COADELE RD		Map ID: 1-1134-02		Class: 400 - Commercial/Residence												
Parcel: 1 of 1		Created: March 23, 2017														
Building Information		Building Other Features														
Year Built: 1980 Building # 2 Structure Type: Office Bldg LPR Lbs Structural Grid: 1 Total Units: 2 Grade: C # Covered Parking: 0 # Uncovered Parking: 10 DBL: MERRIMACK PO: ATOLSON		Line Type: +/- Roof: Metal # Wings: 0 Roof Slope: 0 Roof Units: 0														
Interior/Exterior Information																
Line	Level	From	To	Area	System	Use Type	Wall Height	Fat Walls	Construction	Exterior	Roofing	Coating	Plumbing	Physical	Functional	
1	B1	B1	000	438	102	Non-Comb Area	8	None	FRS Reinforced	None/None	None	None	None	None	2	2
2	B1	B1	000	1,716	186	Walkup Office Bldg	8	Frame	Wood Frame/ConcR	Normal	Hot Water G	Central	Normal	None	4	3
3	B2	B2	000	903	132	Walkup Office Bldg	8	Frame	Wood Frame/ConcR	Normal	Hot Water G	Central	Normal	None	4	3
Interior/Exterior Valuation Detail																
Line	Area	Use Type	% Good	% Complete	Use Value (\$/Sq Ft)	Value										
1	438	Non-Comb Area	50	100	8,950	3,918,100										
2	1,716	Walkup Office Only	50	100	913,300	1,567,000										
3	903	Walkup Office Only	50	100	913,300	824,300										
Defining SAs																
Line	Type	Yr Bld	Roof	Roof Slope	Op	Area	Grade	Pls Fin	Value							

How do we value land?



- The land value is used by all approaches (cost, market and income)
- For residential properties, the land is allocated between building site and residual (remaining) acres
- Land values were developed from sales from the specific neighborhood being valued - land sales when available, or improved sales if there were no vacant lot sales

How do we value buildings? Cost approach



- The cost approach estimates what it would cost to build a replacement structure of the same quality, amenities and functionality.
- This replacement cost is depreciated (reduced) to reflect the age and condition of the structure.
- Nearly every component listed on the property card contributes to the replacement cost. Other features would include fireplaces and rec rooms in the basement. Garages, decks, porches, etc., called additions, add a value relative to their depreciated replacement cost.

Dwelling Computations		
Base Price	189,364	% Good 57
Plumbing	5,795	% Good Override
Basement	27,491	Functional
Heating	0	Economic
Attic	0	% Complete
Other Features	5,875	C&D Factor
		Adj Factor 1
Subtotal	228,530	Additions 19,192
Ground Floor Area	864	
Total Living Area	1,491	Dwelling Value 149,450

How do we value buildings? Market approach



- The market approach estimates the contributory value of various components to the price for which a property sold. The market may not recognize certain components, or may value them at a different level than their replacement cost. The components determined to affect value include:

Component	Component	Component
Central A/C	Living area	Quality grade
Age/condition	Attached garage area	Deck area
Basement type (full, half, none, etc.)	Building style	Land (Location)
Detached garage	Finished basement area	Porch area
Other outbuildings (sheds, barns, etc.)	In-ground pools	

How are comparables selected?



Unlike single property appraisals, mass appraisal uses a mathematical formula to calculate how comparable a sale is to the subject. The higher the number, the less comparable the sale is. The computer selects the 5 lowest numbers, with the 3 best used to value the subject. Some important things to remember:

- Only valid sales between July 1, 2011 to July 1, 2016 were used for comparables.
- Location is determined by the neighborhood assignment so a similar property 3 streets away will be rated as an equal location to one on the same street.
- Foreclosures, family sales or properties that have significantly changed since the sale were not used as comps.

How are comparables selected?



- The following components were used to determine comparability:

Component	Component
Age	Condition
Finished basement area	Quality grade
Land size	Building style
Neighborhood (location)	Story height
# bathrooms	Living units







Comparable Sale Sheet



MAR 23, 2017
09:48 AM

COMPARABLE SALES ANALYSIS REPORT FOR TAX YEAR - 2017
TOWN OF NORTH SALEM

PAGE: 1
MK127

	SUBJECT PARCEL	COMPARISON-1	COMPARISON-2	COMPARISON-3	COMPARISON-4	COMPARISON-5
PARCEL ID	10.-1689-174	11.-1783-17	1.-1734-44	1.-1734-39	10.-1789-5	39.-1356-116
CARD 1						
Neighborhood	OAK RIDGE RD D01.	ALICE RD D01.	SUN VALLEY HEIG HTS RD D01.	SUN VALLEY HEIG HTS RD D01.	WESTVIEW CROSS RD D01.	SUGAR HILL RD D01.
Living Units	1	1	1	1	1	1
Total Acres	.5700	.6600	1.0100	.7500	.8500	1.2000
DWELLING DESCRIPTION						
Story Height	1	1	1	1	1	1
Style	01-RANCH	01-RANCH	01-RANCH	01-RANCH	03-SPLIT LEVEL	01-RANCH
Year Built/Eff	1969/	1960/	1950/	1949/	1962/	1961/
Year Remodeled				1989		
SFLA	1858	1071	1813	2005	1384	1008
FINBSMT Area	0	630	0	0	288	768
Rec Room	206		406	616		
Grade	C	C	C	C	C	C
CDU	AV-AVERAGE	AV-AVERAGE	GD-GOOD	AV-AVERAGE	AV-AVERAGE	GD-GOOD
Basement	4-FULL	4-FULL	3-PARTIAL	3-PARTIAL	3-PARTIAL	4-FULL
Bed Rooms	2	3	3	4	3	3
Total Rooms	6	5	6	7	7	6
Full Baths	2	2	2	2	1	2
Half Baths	0	0	0	0	1	
Wood Burning FP Tota	1	1	2	0	1	0
PRICING DATA						
Land Value	94,090	99,080	110,180	104,500	94,230	88,100
Building Value	243,500	190,220	274,950	245,120	175,890	198,850
OBY Value	900	0	0	0	0	700
Dwelling Value	242,800	190,220	274,950	245,120	175,890	198,150
Cost Value	337,590	289,300	385,130	349,620	270,120	284,950
VALUATION						
Sale Price		308,880	430,000	340,000	328,680	372,400
Sale Date		27-FEB-13	26-AUG-14	31-MAR-15	25-OCT-12	27-JUN-14
Adj Price		312,470	293,550	334,470	274,970	350,090
MRA Estimate	301,140	297,550	437,590	306,670	354,850	323,450
Distance		34	43	45	66	70
Weighted Est	318,420					
Market Value	310,690					
Field Control	3					
\$ / SF	203.61	270.12	212.43	174.37	195.17	282.69

Class Shift Analysis



CNTY: Westchester
MUN: North Salem

Table I Inter-Class Shift (Matched Parcels)
Percent Change in Tax Dollars Using 3/17 - 4/16 9/16 Levy

As of 3/29/17

	< -25%	-25% TO -11%	-10% TO 10%	11% TO 25%	> 25%	Total
Commercial	11	6	36	12	11	76
% of Class	14%	8%	47%	16%	14%	
% of Town	0.48%	0.26%	1.57%	0.52%	0.48%	
Farm	8	2	11	10	13	44
% of Class	18%	5%	25%	23%	30%	
% of Town	0.35%	0.09%	0.48%	0.43%	0.57%	
Residential	216	465	592	180	99	1,552
% of Class	14%	30%	38%	12%	6%	
% of Town	9.40%	20.23%	25.75%	7.83%	4.31%	
Utility	2	13	12	4	24	55
% of Class	4%	24%	22%	7%	44%	
% of Town	0.09%	0.57%	0.52%	0.17%	1.04%	
Vacant	126	28	54	21	70	299
% of Class	42%	9%	18%	7%	23%	
% of Town	5.48%	1.22%	2.35%	0.91%	3.04%	
Condos/Coops	147	56	27	6	37	273
% of Class	54%	21%	10%	2%	14%	
% of Town	6.39%	2.44%	1.17%	0.26%	1.61%	
TOTALS	510	570	732	233	254	2,299
% of Town	2.2%	25%	32%	10%	11%	100%

Does not include roll section 8

Class Shift Analysis



CNTY: Westchester
MUNI: North Salem

Table II Inter-Class Shift (Matched Parcels)
Tax Dollars change in Tax Dollars Using 3/17 - 4/16 9/16 Levy

3/29/17

	< 5,000	-2,001 To -5,000	-1,001 To -2,000	-1,000 To 1,000	1,001 To 2,000	2,001 To 5,000	>5,000	Total
Commercial	8	7	5	27	9	12	8	76
% of Class	11%	9%	7%	36%	12%	16%	11%	
% of Town	0.35%	0.30%	0.22%	1.17%	0.39%	0.52%	0.35%	
Farm	3	-	4	30	2	4	1	44
% of Class	7%	0%	9%	68%	5%	9%	2%	
% of Town	0.13%	0.00%	0.17%	1.30%	0.09%	0.17%	0.04%	
Residential	131	397	258	439	124	133	70	1,552
% of Class	8%	26%	17%	28%	8%	9%	5%	
% of Town	5.70%	17.27%	11.22%	19.10%	5.39%	5.79%	3.04%	
Utility	5	-	5	21	3	6	15	55
% of Class	9%	0%	9%	38%	5%	11%	27%	
% of Town	0.22%	0.00%	0.22%	0.91%	0.13%	0.26%	0.65%	
Vacant	8	18	27	182	24	20	20	299
% of Class	3%	6%	9%	61%	8%	7%	7%	
% of Town	0.35%	0.78%	1.17%	7.92%	1.04%	0.87%	0.87%	
Condos/Coops	3	36	71	137	7	5	14	273
% of Class	1%	13%	26%	50%	3%	2%	5%	
% of Town	0.13%	1.57%	3.09%	5.96%	0.30%	0.22%	0.61%	
TOTALS	158	458	370	836	169	180	128	2,299
% of Town	7%	20%	16%	36%	7%	8%	6%	100%

Does not include roll section 8

Class Shift Analysis



CNTY: Westchester
MUNI: North Salem

Table III Inter-Class Shift (All Parcels)
Percent of 3/17 - 9/15 Town Tax Base

As of 3/29/17

	Parcel Count Current	Town Taxable Assessed		Difference in Share	% Diffence in Share
		Prior %	Current %		
Commercial	76	0.049	0.050	0.002	3.31%
Farm	44	0.030	0.033	0.002	7.69%
Residential	1,552	0.794	0.751	(0.043)	-5.47%
Utility	55	0.056	0.091	0.036	64.50%
Vacant	299	0.039	0.043	0.004	9.72%
Condos& Coops	273	0.032	0.032	(0.000)	-0.51%

*Above does not include parcels from roll section 8.

Class Shift Analysis



CNTY: Westchester
MUNI: North Salem

Table IV Inter-Class Shift (All Parcels)
Percent of 3/17 - 9/15 Town Tax Levy

As of 3/29/17

	Parcel Count Current	Town Taxable Levy		Difference in Share	% Diffence in Share
		Prior %	Current %		
Commercial	76	0.051	0.050	(0.001)	-1.64%
Farm	44	0.009	0.008	(0.001)	-9.89%
Residential	1,552	0.805	0.761	(0.044)	-5.52%
Utility	55	0.062	0.103	0.041	65.21%
Vacant	299	0.044	0.048	0.005	10.30%
Condos/Coops	273	0.028	0.029	0.001	3.68%

* Above does not include Roll Section 8 parcels