

# From the Outskirts to Downtown: Taxes, Land Use & Value in Seacoast Communities

A virtual presentation by  
**Joe Minicozzi AICP | Urban3**  
**October 21, 2020 at 7 PM**

**Hosted by**

Workforce Housing Coalition of the Greater Seacoast  
Portsmouth Smart Growth | Plan NH



[NHHFA.org/events](https://NHHFA.org/events)





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Visioning *for* Sustainable Communities

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**Our thanks to  
all the communities  
that supported this study.**





Value per acre map of  
Auckland, New Zealand

# URBAN3

Economics of Land Use



**DNA**



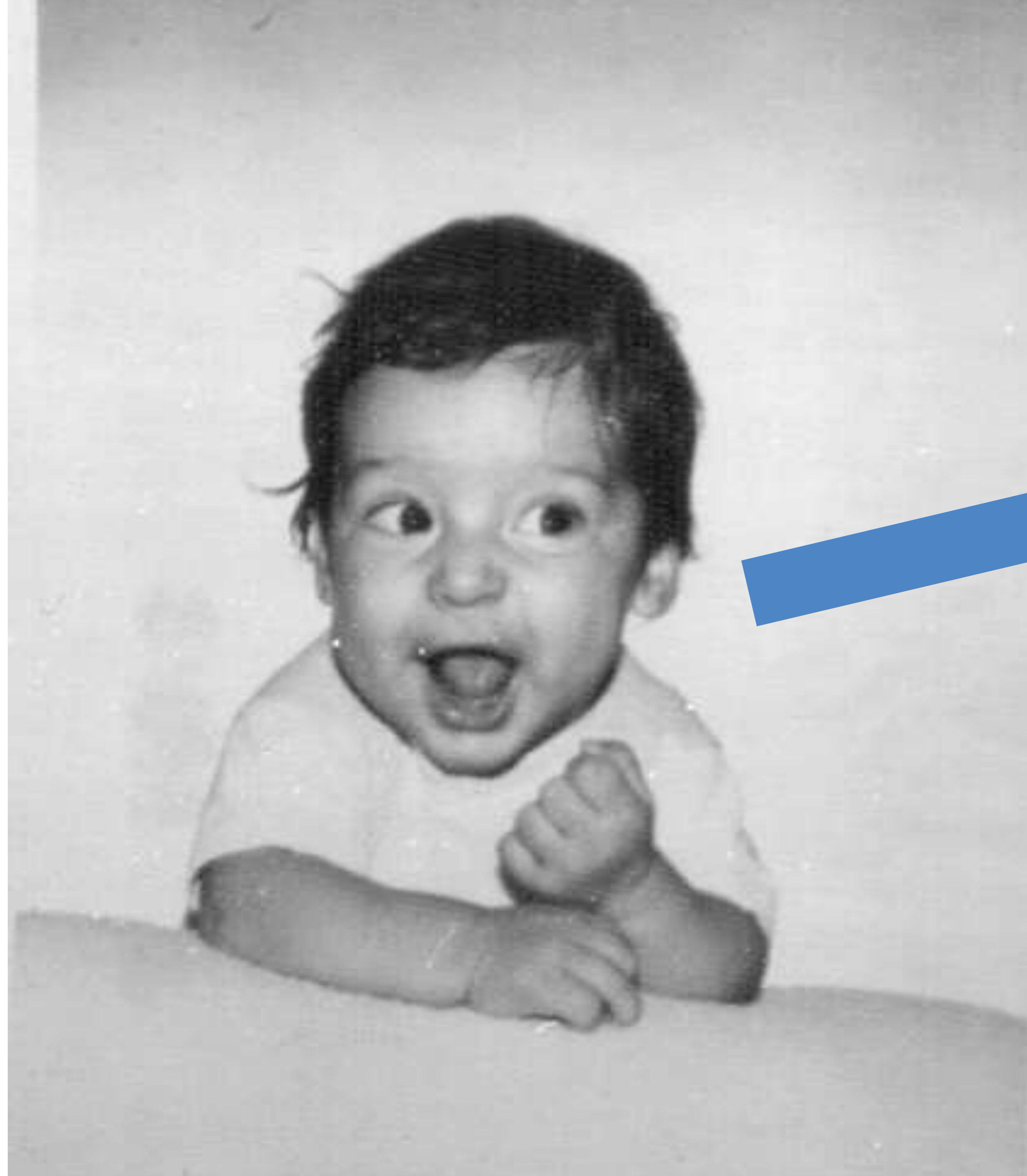


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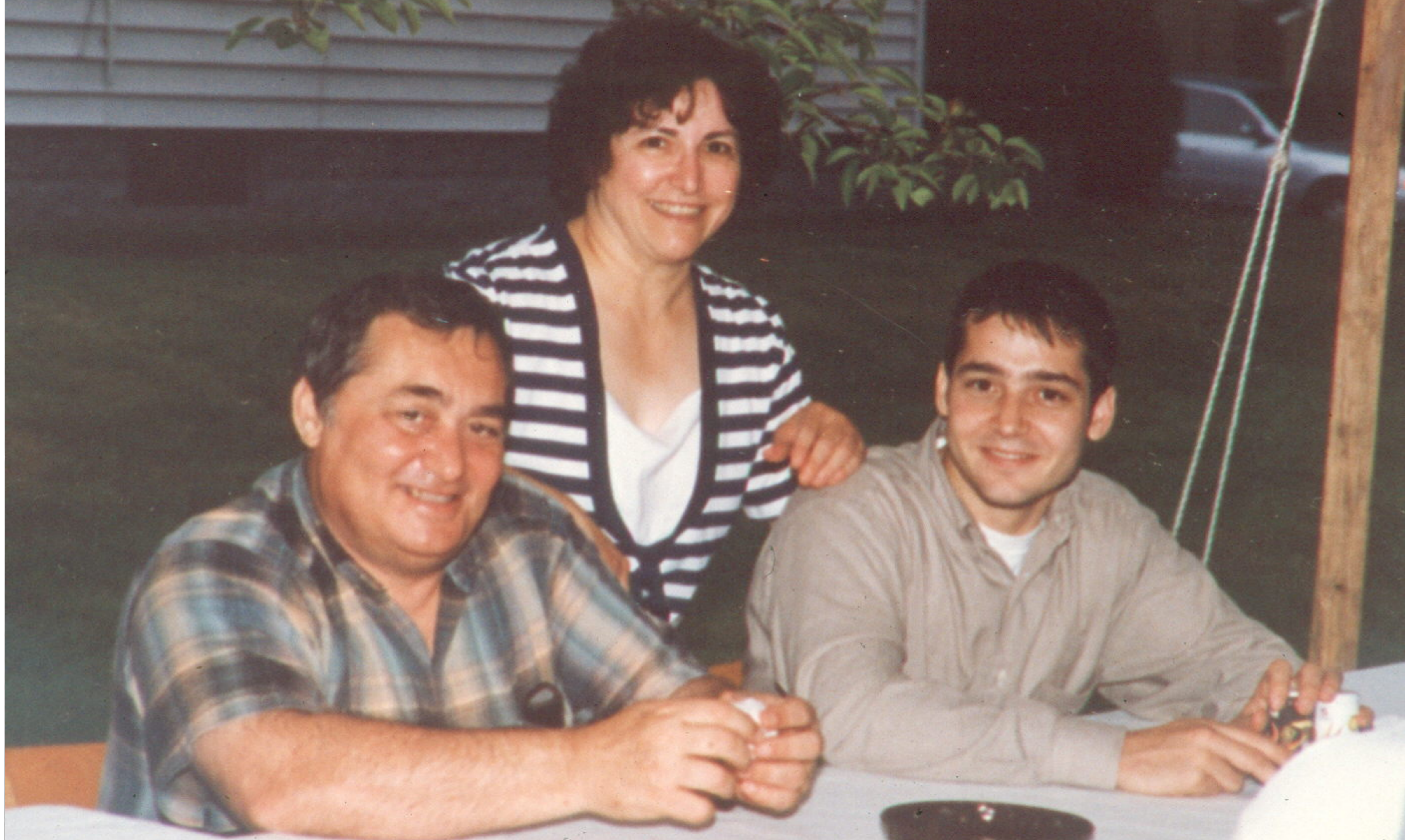




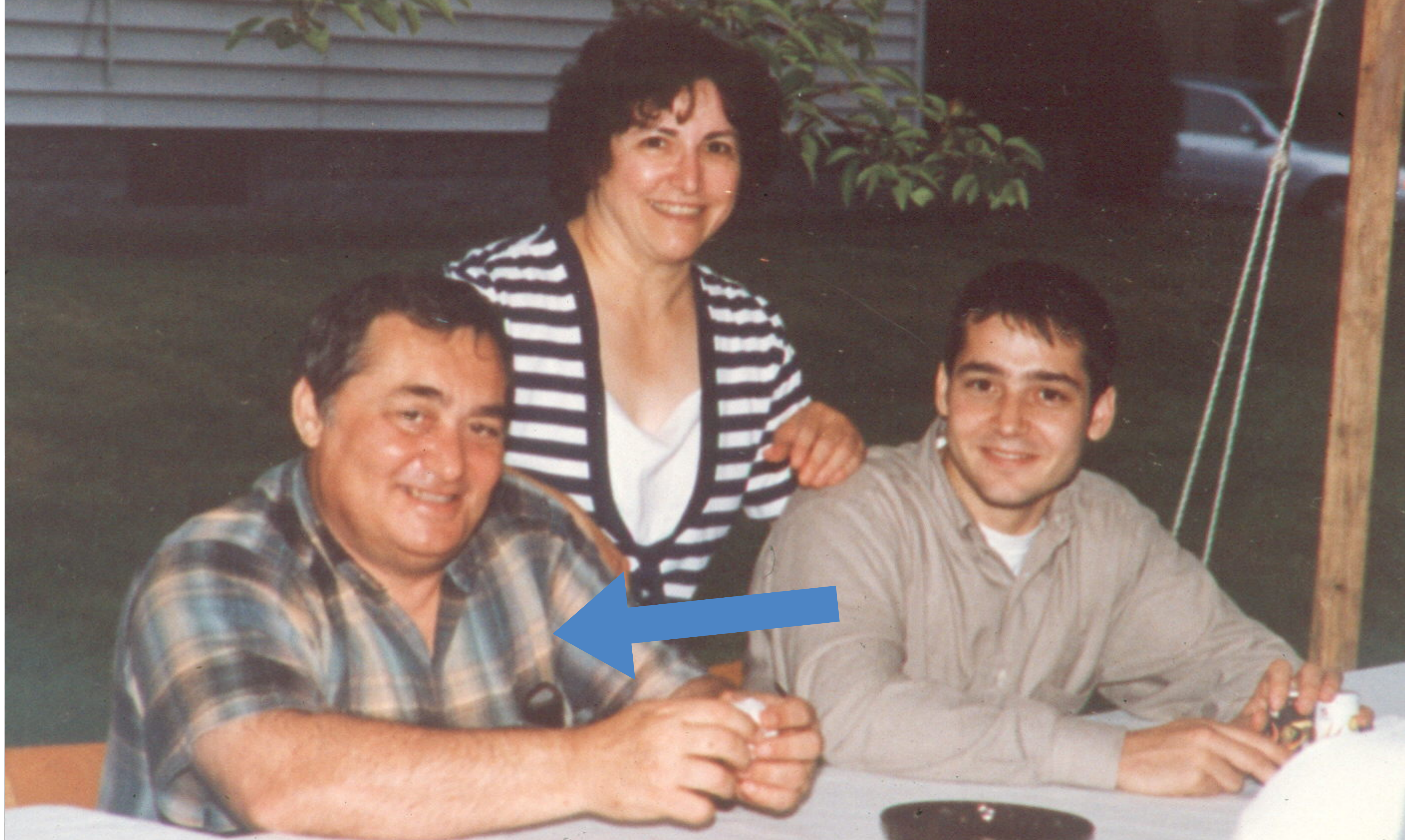




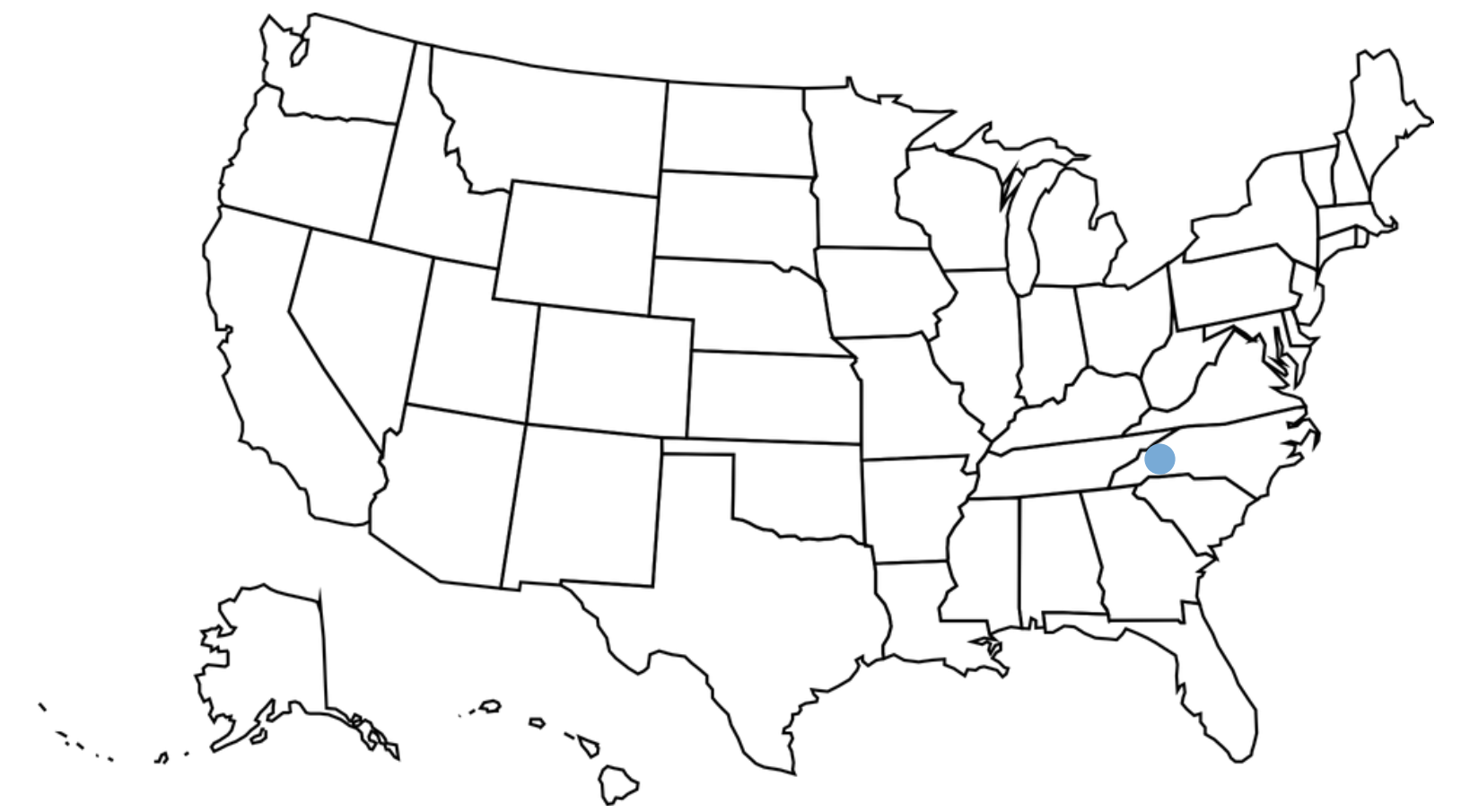












Case Study: Economic MRI®

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# Asheville, North Carolina











In the 70's and 80's  
our downtown died.



Asheville's de facto motto was:

**"That will never work here - don't even try."**





Julian Price

1941 - 11/19/2001



The Alternative Reading Room

The Mountain Xpress

Salsa's & Zambras

City Seeds

# Public Interest Projects



URBAN3



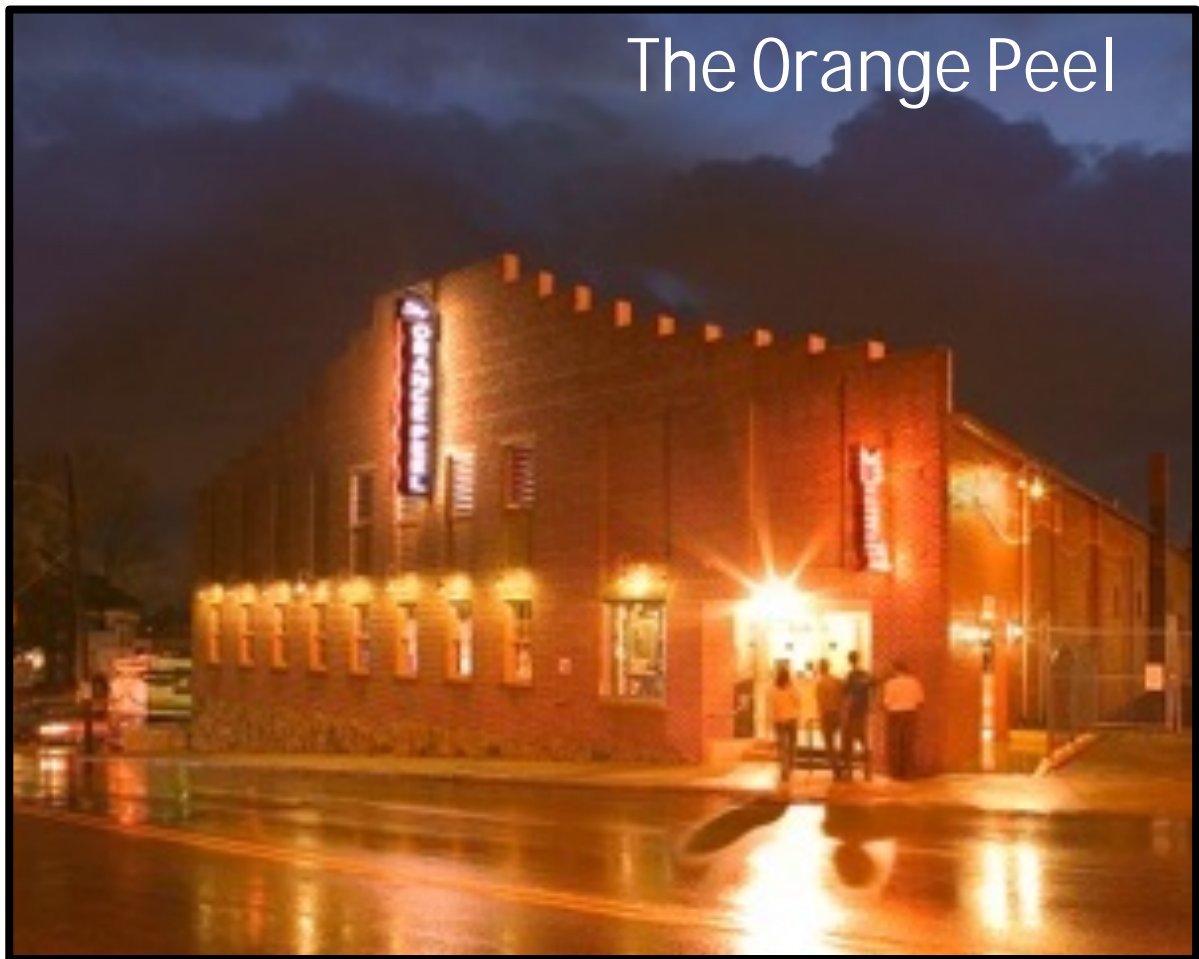
51 Biltmore



The Dogwood Fund



The Orange Peel



Downtown benches

YWCA

The Public Service Building



The Laughing Seed













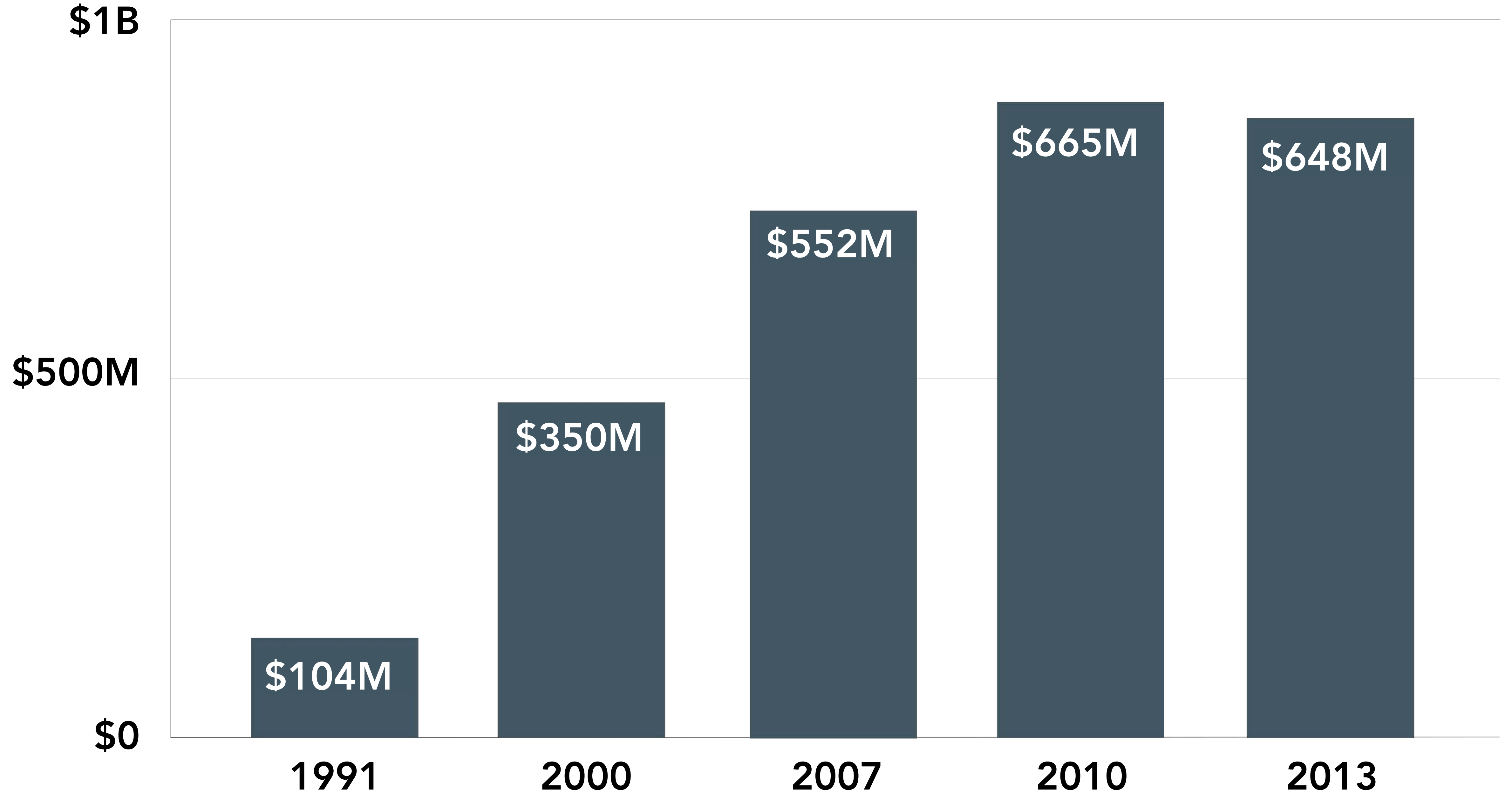
In God we trust;  
everyone else,  
bring data.

Mayor Michael Bloomberg



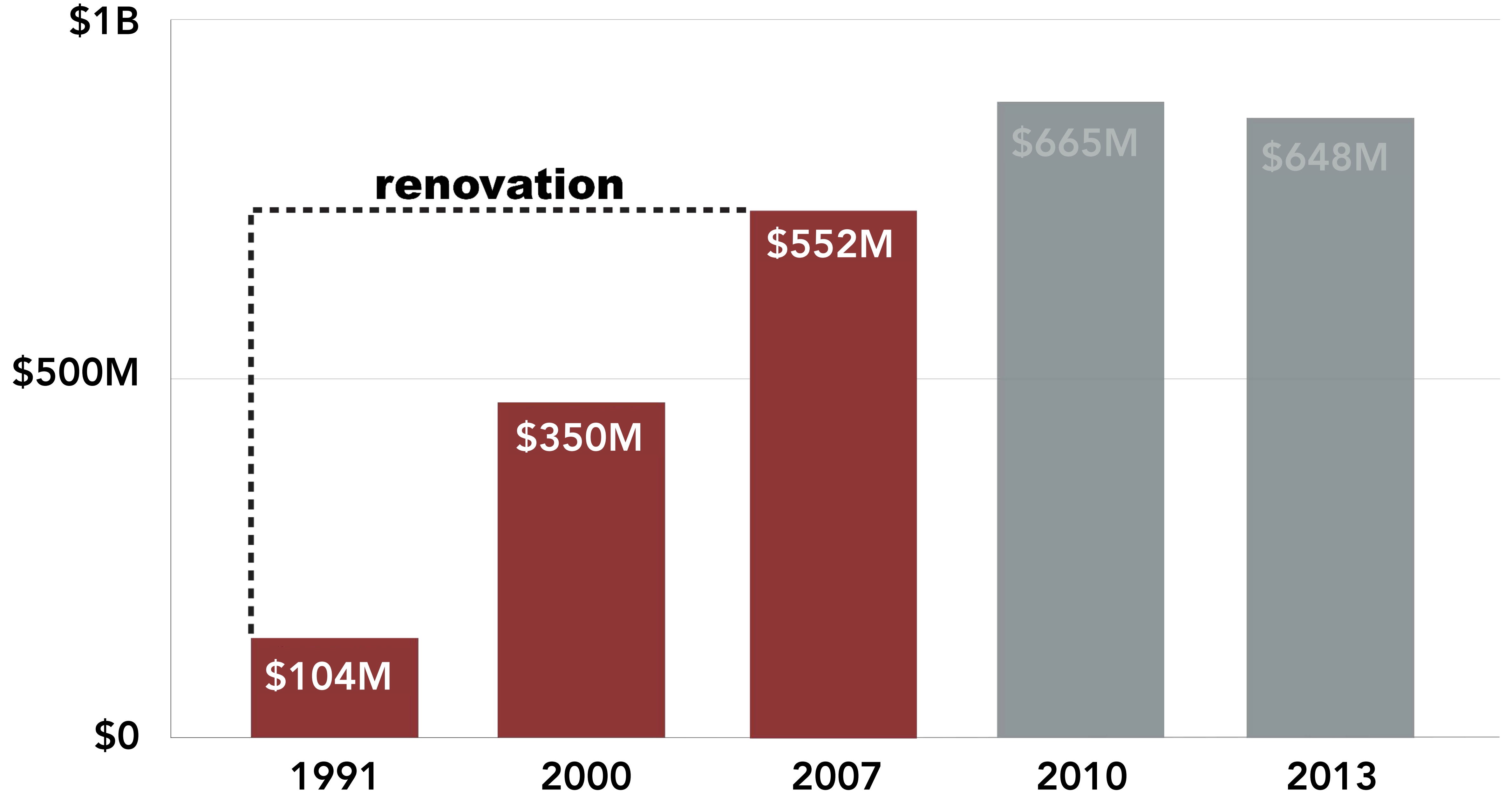


# Asheville CBD Taxable Value





# Asheville CBD Taxable Value





# WELCOME TO ASHEVILLE

PAST  
COUNCIL  
DECISIONS  
\$ \$ \$



## THE BURDENS OF POOR DECISIONS ARE BECOMING UNBEARABLE!

- Parking Garages 4.5 Million & Climbing
- Pack Square Projects 10.0 Million & Climbing
- Wall Street Project 1.8 Million & Standing Empty
- New Garage for Garbage Trucks 5 Million Plus
- City Hall Beautification Project 4.8 Million
- 26.1 Million & Climbing

In 1990 Asheville City taxes were raised

## 2 Million Dollars

to help pay for these projects for  
*Downtown Dignitaries.*

These are just a few of the failed policy decisions supported by the Old Council. The taxpayers can no longer afford the policies of the 80's.

Here are your choices on November 5TH  
*You May Vote For Six*

- |                                    |                                    |
|------------------------------------|------------------------------------|
| ■ Gene Ellison - 2 year Incumbent  | ■ Bill Moore - 2 year Incumbent    |
| ■ Chris Peterson - Fresh New Ideas | ■ Carr Swicegood - Fresh New Ideas |
| ■ Charles Worley - Fresh New Ideas | ■ Barbara Field - Fresh New Ideas  |
| Norma Price - 14 years Incumbent   |                                    |

SHOW YOUR SUPPORT FOR A NEW CITY COUNCIL.  
DISPLAY THIS POSTER IN YOUR CAR, YOUR WINDOW, OR YOUR YARD.

PAID FOR BY: CITIZENS FOR A NEW CITY GOVERNMENT, DOROTHY F. WORLEY, TREASURER

# BLUEPRINT OF CITY HALL

## THE INCUMBENTS: WHY SHOULD WE VOTE AGAINST THEM?

The decade of the 80's was controlled by the incumbents  
Bratton, Frank, Price, and Michalove.

*During their tenure, we have witnessed the following:*

1. Personal income has decreased.
2. Property taxes are at an all time high. In 1990 these four council members voted for a 16% increase in personal property taxes.
3. In 1981 water was at the top of their list of priorities. In 1991 water remains at the top of their list.
4. Increased crime rate. Inadequate police protection due to massive annexation during the past 10 years.
5. Downtown development for bureaucrats instead of water, sewer, and streets for our citizens.
6. Fewer jobs for our residents. We have lost good sound industries such as Burlington, Sayles, Kellwood, Girmes and Stencil, not to mention 3000 jobs at Enka.
7. Enormous waste of city tax dollar and manpower within the fire department (i.e.: fire trucks being routed to fender benders, etc.).
8. Downtown parking fiasco. Millions of dollars wasted on unused parking decks.
9. Turmoil in the City School System. The only voice city residents have is through our vote for Asheville City Council.
10. Community favoritism. Certain communities have been ignored far too long while others have been given the royal treatment. This cannot be tolerated. All city areas are entitled to all city services.



VOTE OUT THE POLICY MAKERS OF THE 80'S.

THEY'VE BEEN IN CHARGE TOO LONG!

BRATTON  
OUT

FRANK  
OUT

PRICE  
OUT

MICHALOVE  
OUT

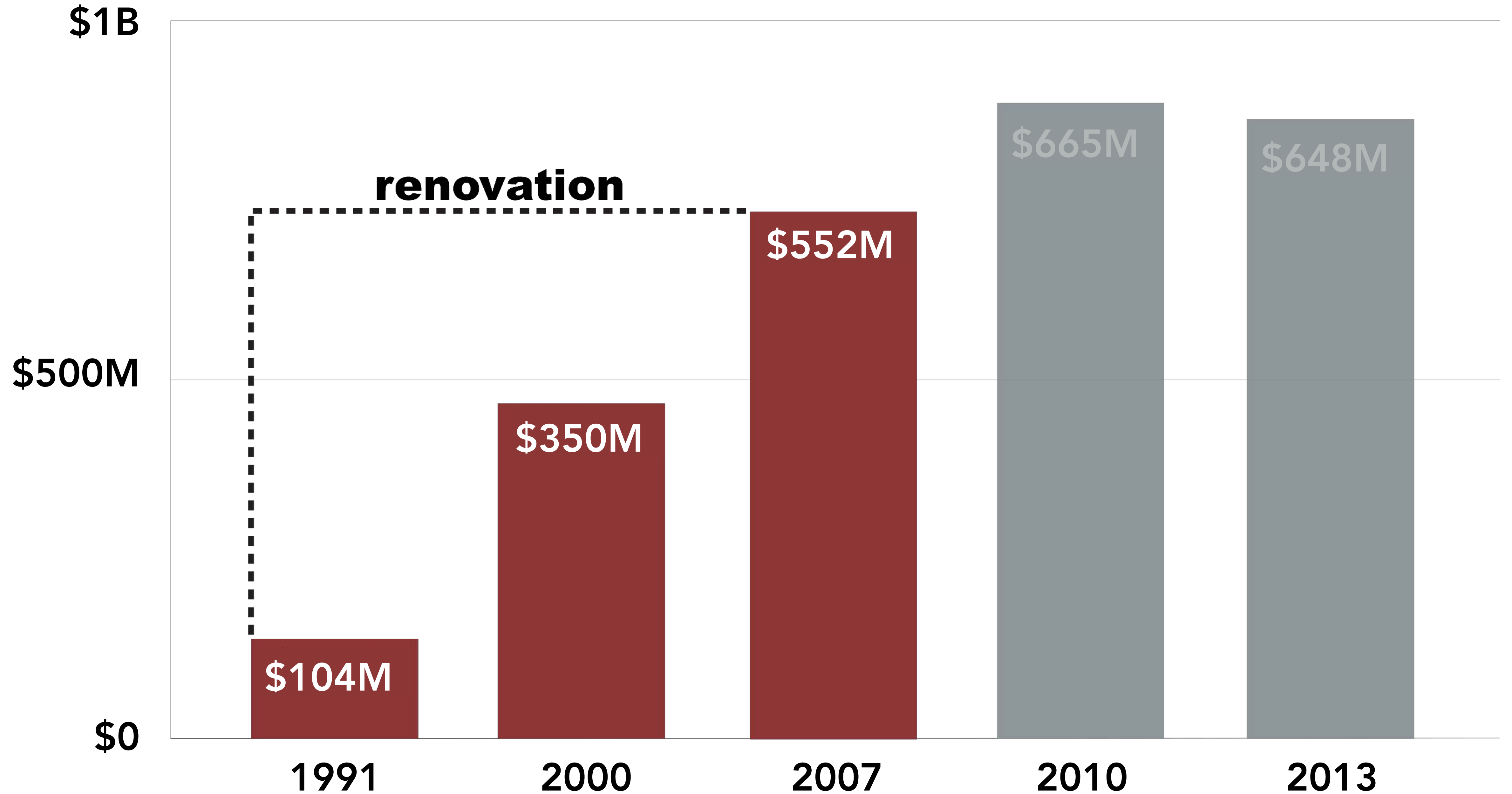
PAID FOR BY THE CITIZENS TO ELECT A NEW CITY GOVERNMENT

Asheville's de facto motto was:

# "That will never work here - don't even try."



# Asheville CBD Taxable Value





**DON'T TRUST THIS GROUP  
OF *LYING POLITICIANS!***

**THE GREAT RIVER GRAB HAS BEGUN!  
DON'T BE FOOLED BY THESE *CHARLETANS!***

**THIS CORRUPT  
GROUP NEEDS TO  
RESIGN ALONG  
WITH THEIR  
AARRC RIVER  
COMMITTEE**

**HELP US FIGHT!  
Asheville*RiverGate*.com**







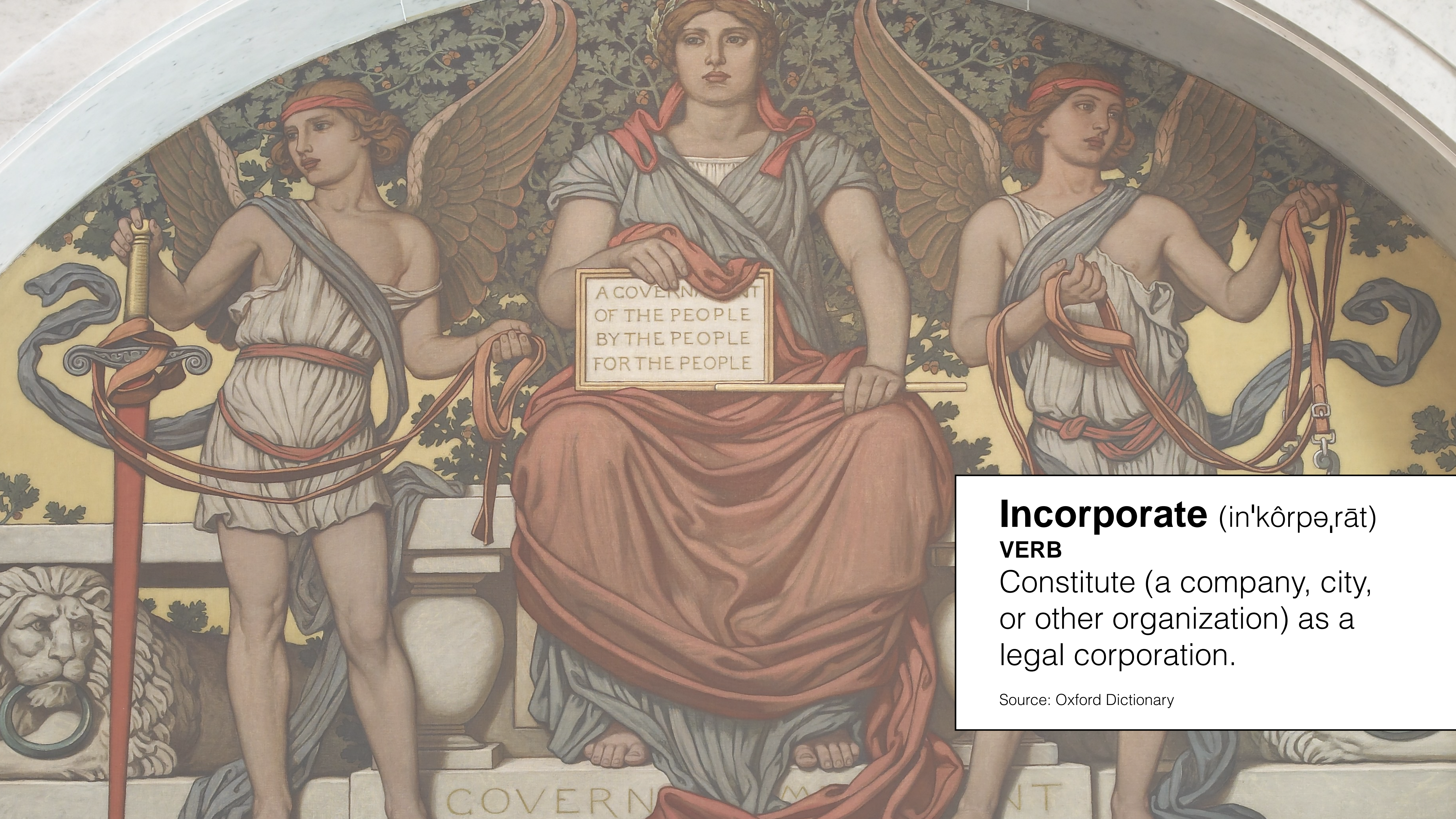
# What is a City?





# What is a City?





**Incorporate** (in'kôrpə,rāt)

**VERB**

Constitute (a company, city, or other organization) as a legal corporation.

Source: Oxford Dictionary



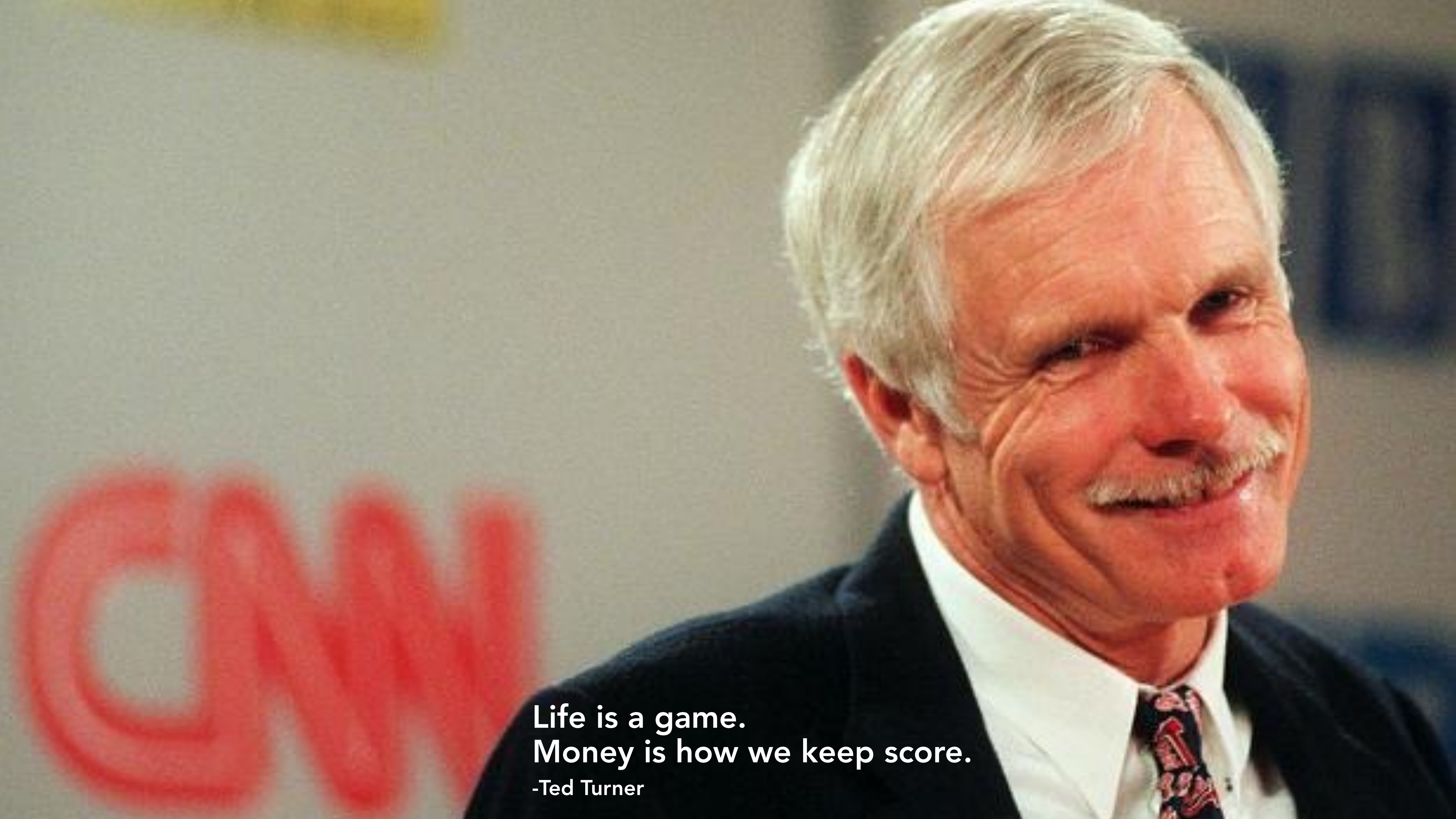
A photograph of Joe Biden and Stephen Colbert on the set of the Late Show. Joe Biden is seated on the left, wearing a dark suit and a blue and white striped tie. Stephen Colbert is seated on the right, wearing a dark suit and glasses. They are both looking at each other. The background is a cityscape at night. The text "The United States is the largest corporation in the world." is overlaid in the center.

“The United States  
is the largest  
**corporation**  
in the world.”

**Joe Biden**

United States Vice President  
Late Show: 12/6/2016



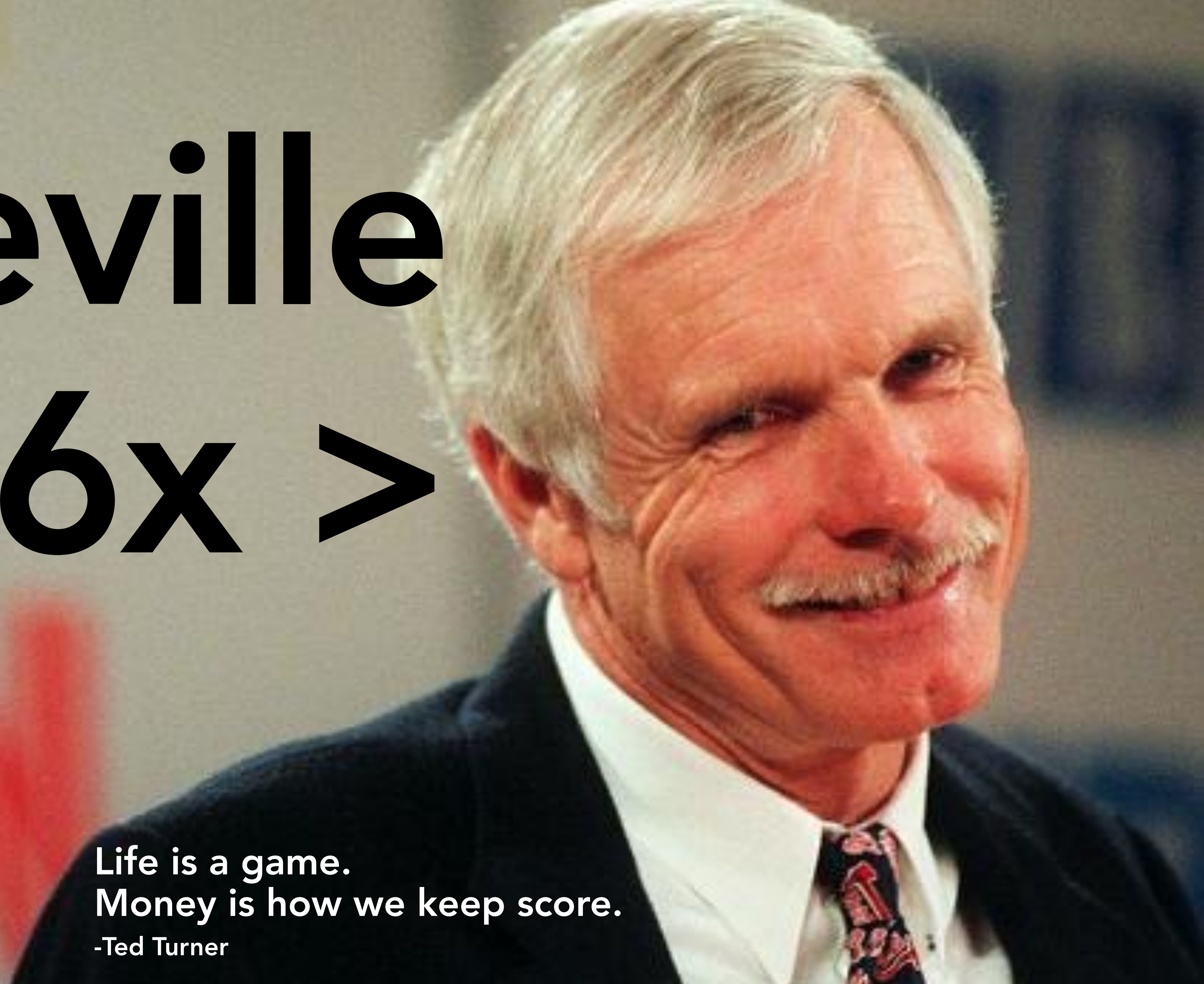


Life is a game.  
Money is how we keep score.  
-Ted Turner



# Asheville Is 6x >

Life is a game.  
Money is how we keep score.  
-Ted Turner











For 40 years this building remained vacant..... its tax value in 1991 was just over **\$300,000**



Today the building is valued at over **\$11,000,000** an increase of

over **3500%**

in **15 years**

The lot is less than **1/5 acre**







Asheville Walmart

Downtown



\$11,000,000 Tax Value



# Asheville Walmart



**\$20,000,000** Tax Value

# Downtown



**\$11,000,000** Tax Value



# Asheville Walmart

# Downtown

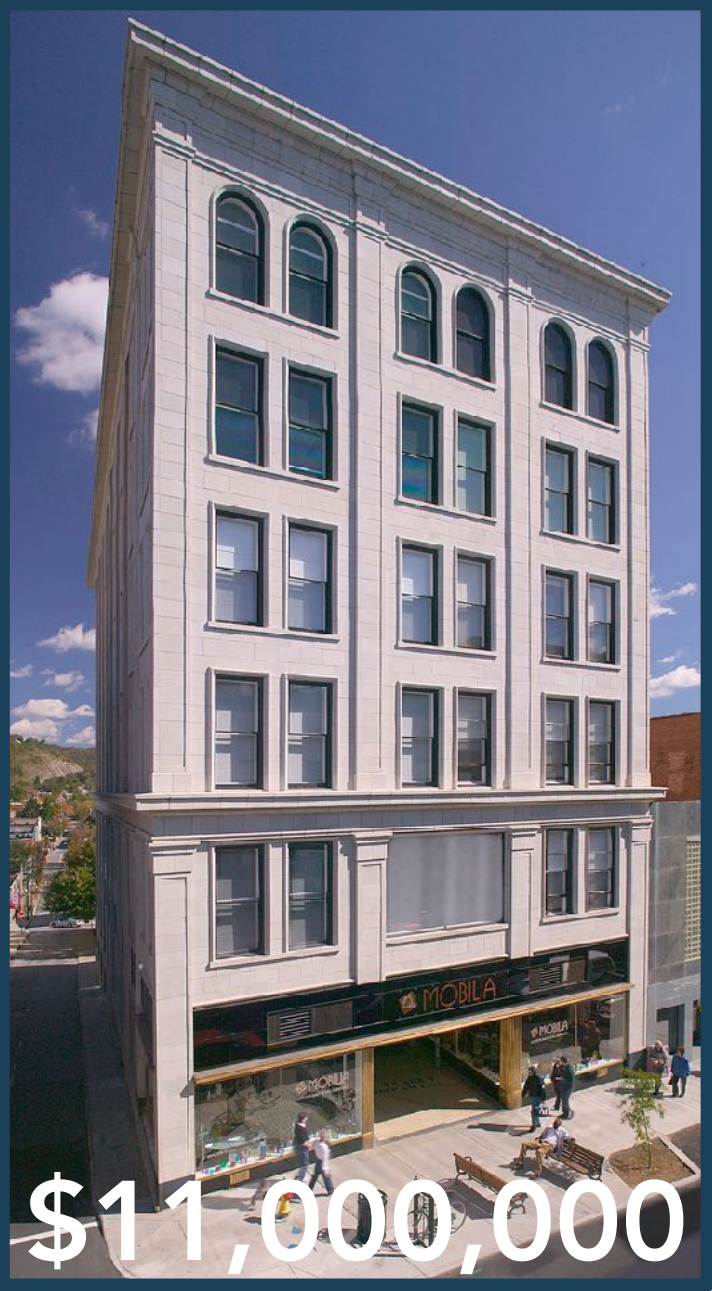


\$20,000,000 Tax Value

34

0.2

Land Consumed (acres)



\$11,000,000 Tax Value





Asheville Walmart

Downtown



Land Consumed (acres)

\$6.5K



Total Property Taxes/Acre





Asheville Walmart

Downtown



0.2

Land Consumed (acres)

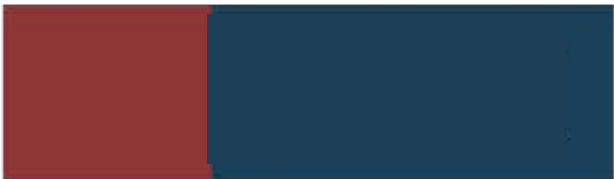
\$6.5K



\$634K

Total Property Taxes/Acre

\$48K



\$84K

City Sales Taxes/Acre





# Asheville Walmart

# Downtown



\$20,000,000 Tax Value

\$11,000,000 Tax Value

34

0.2

Land Consumed (acres)

\$6.5K

\$634K

Total Property Taxes/Acre

\$48K

\$84K

City Sales Taxes/Acre

0

90

Residents/Acre





Asheville Walmart

Downtown



Land Consumed (acres)



Total Property Taxes/Acre



City Sales Taxes/Acre



Residents/Acre



Jobs/Acre



# International Association of Assessing Officers

80th International Conference

Sacramento, CA

August 26, 2014



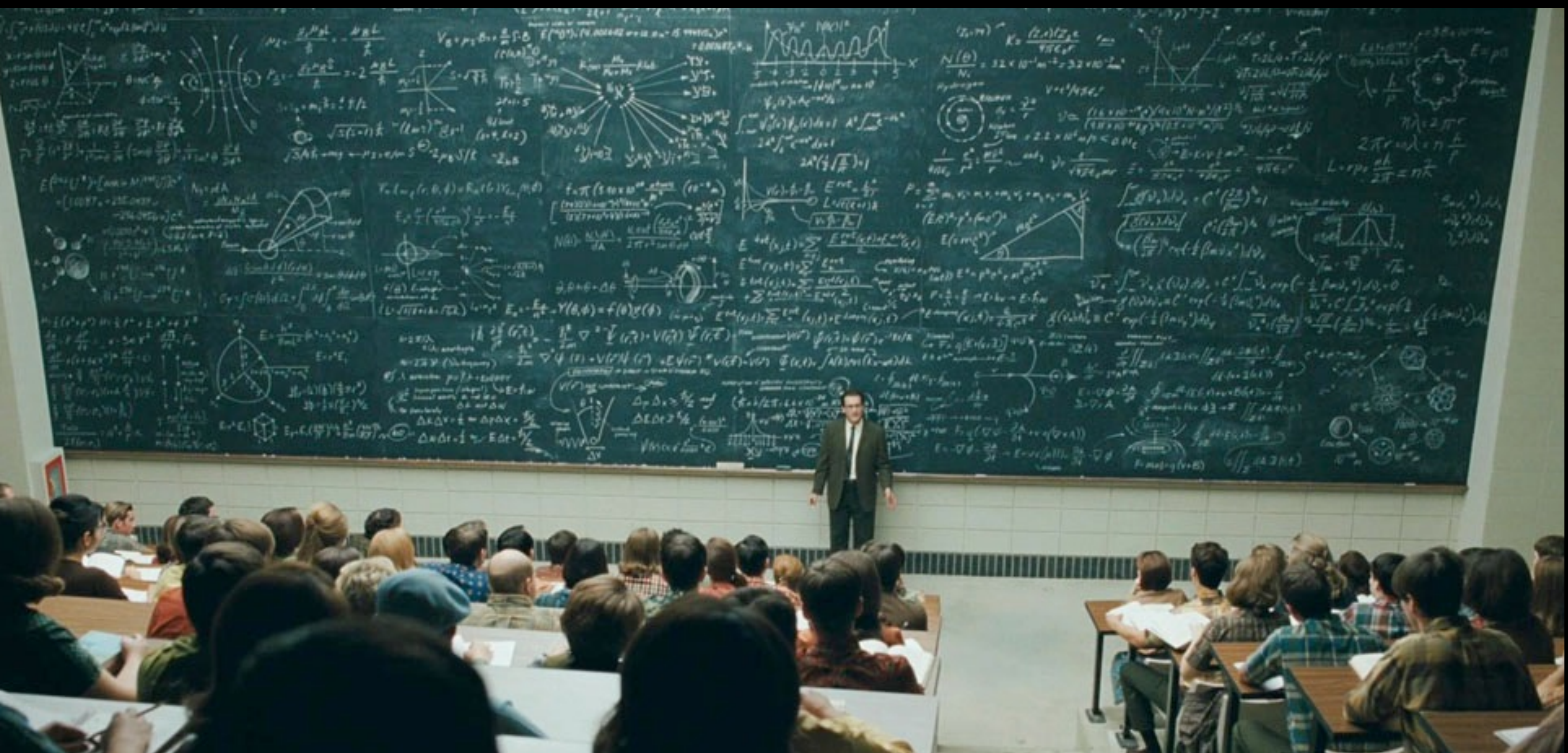
**Charles Terrell, CMI**  
**Walmart**  
Director of Property Tax











Scary Math



# How do you compare cars?



**Ford F150 Lariat LTD**  
**648 miles per tank**



**Toyota Prius**  
**571 miles per tank**



**1955 BMW Isetta**  
**245 miles per tank**



**Rolls-Royce Phantom Drophead**  
**380 miles per tank**



**Bugatti Veyron SS**  
**390 miles per tank**



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# How do you compare cars?



**Ford F150 Lariat LTD**  
**13/18 mpg**



**Toyota Prius**  
**51/48 mpg**



**1955 BMW Isetta**  
**50/70 mpg**



**Rolls-Royce Phantom Drophead**  
**11/18 mpg**



**Bugatti Veyron SS**  
**8/14 mpg**



# How do you compare cars?



Ford F150 Lariat LTD  
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1955 BMW Isetta  
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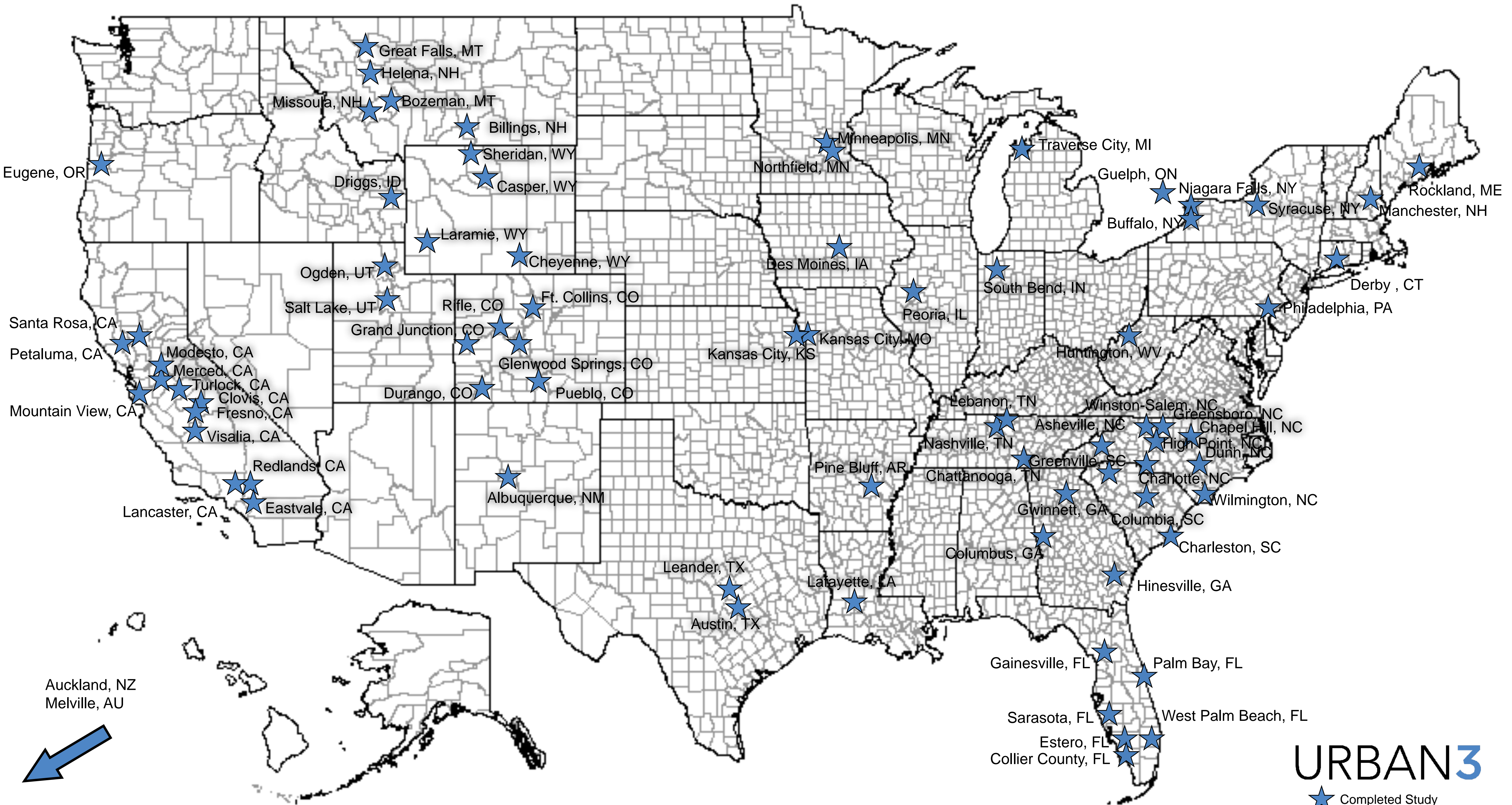


Rolls-Royce Phantom Drophead  
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Bugatti Veyron SS  
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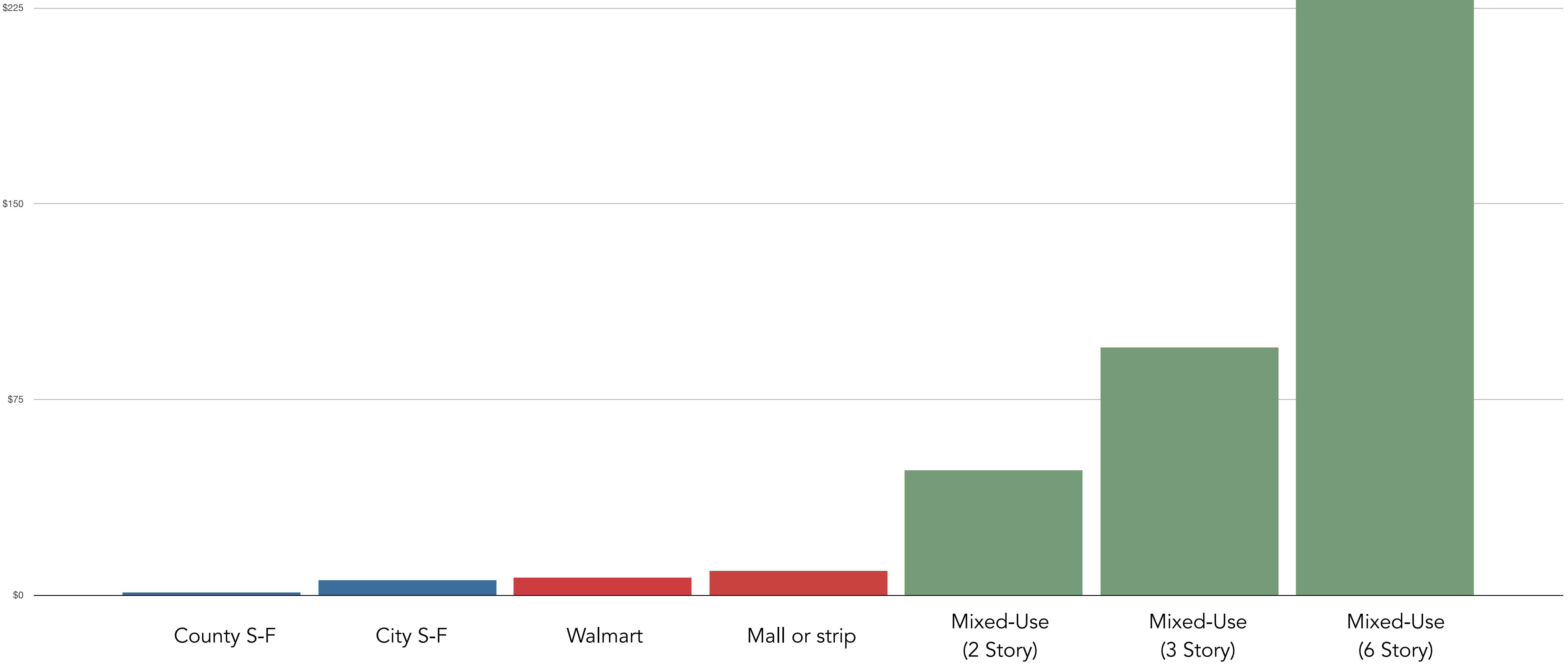




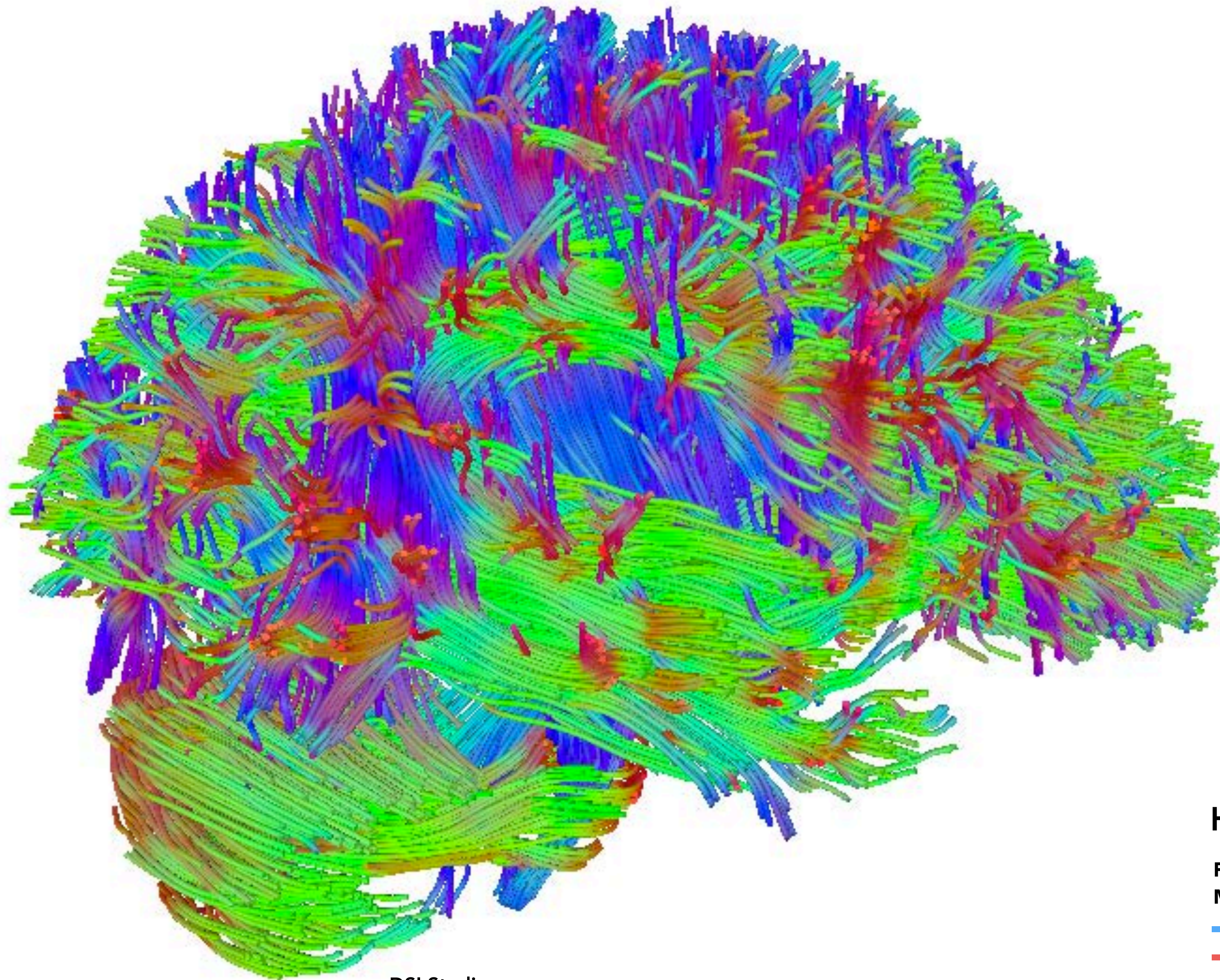
# County Property Taxes/Acre

Ratio Difference of 60 City Sample Set, in 21 States (+ a Province)

- Residential
- Commercial
- Mixed-Use







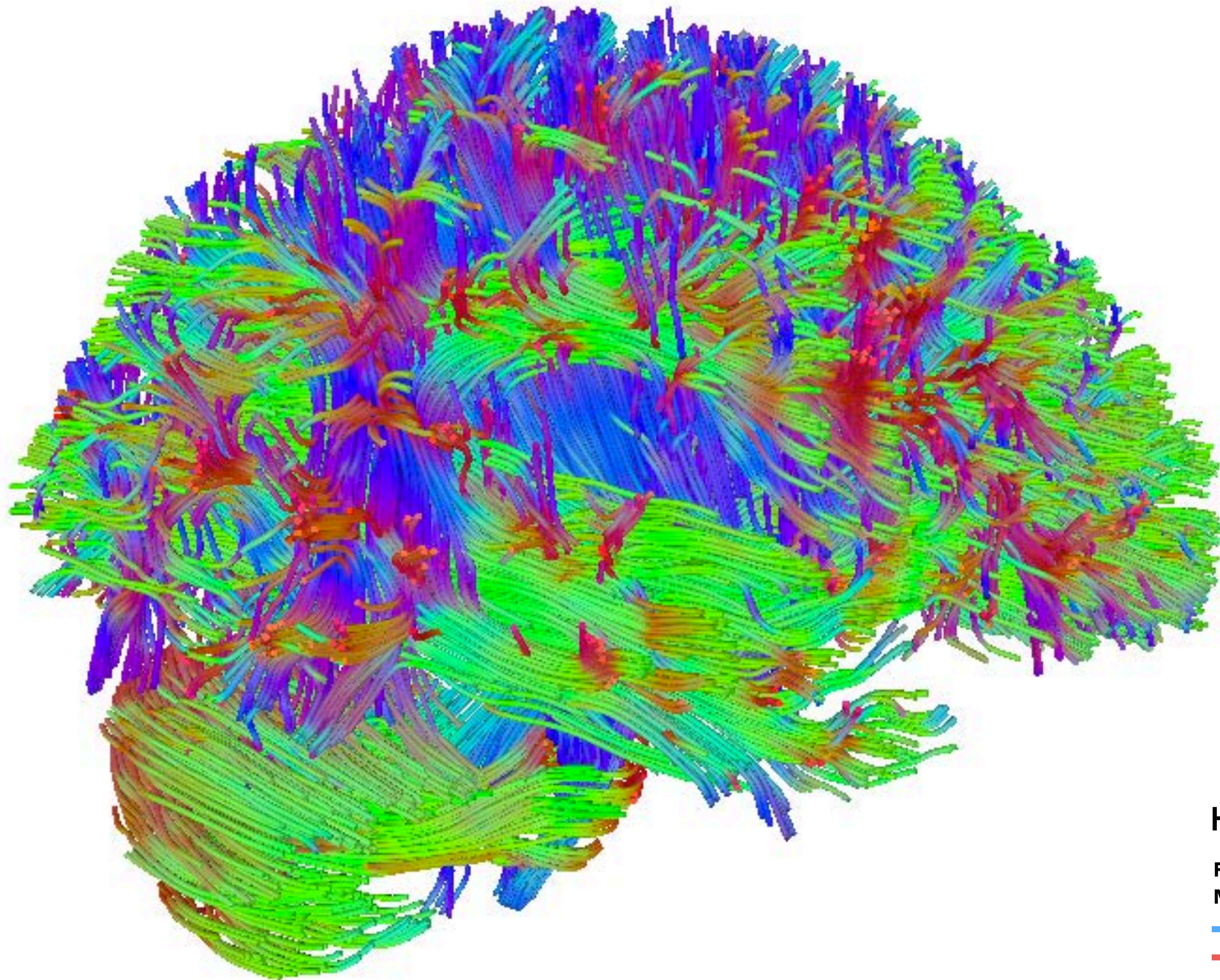
DSI Studio

## Human Connectome Project

Fiber architecture of the brain.  
Measured from diffusion spectral imaging (DSI).

- up-down
- left-right
- anterior-posterior



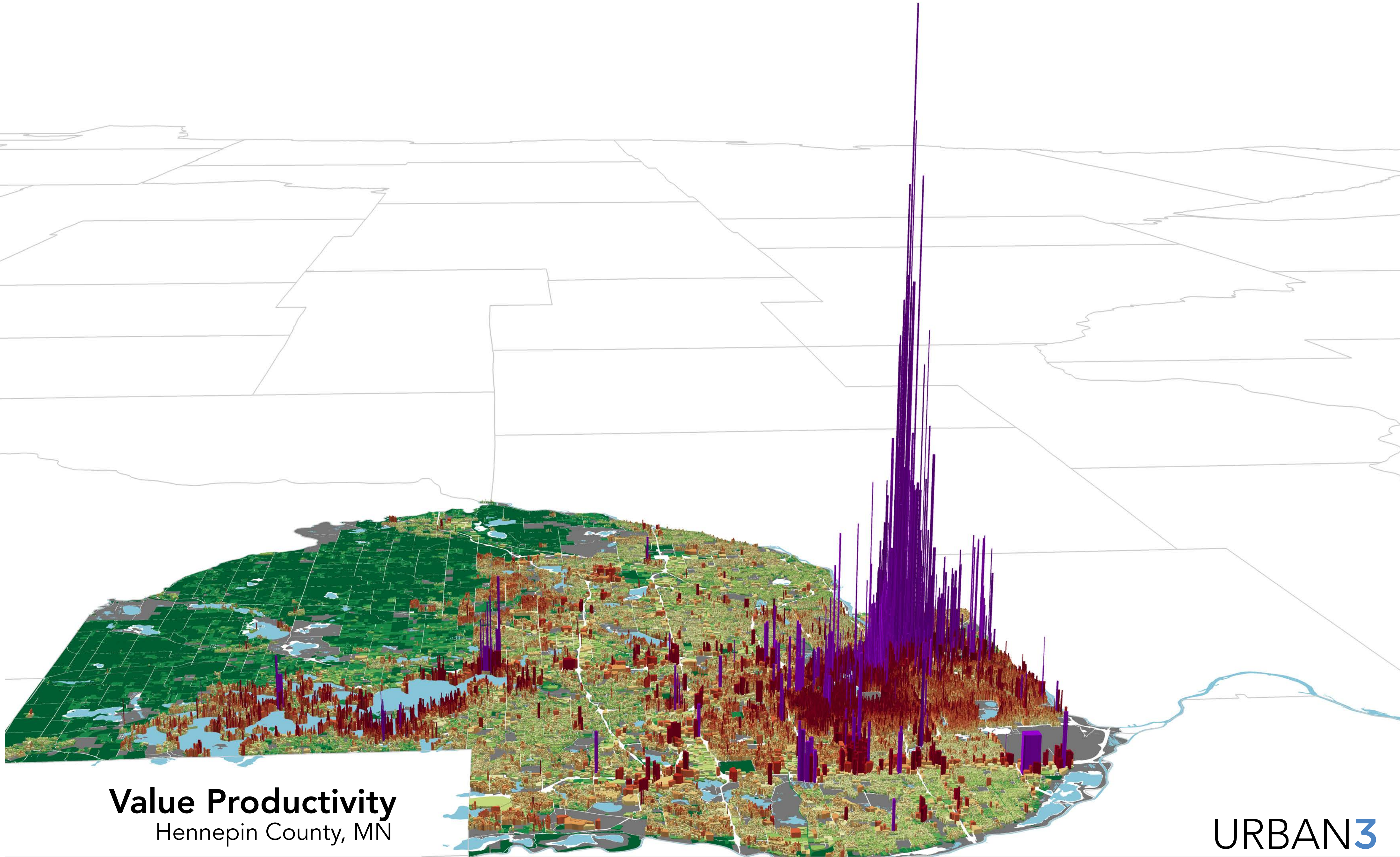
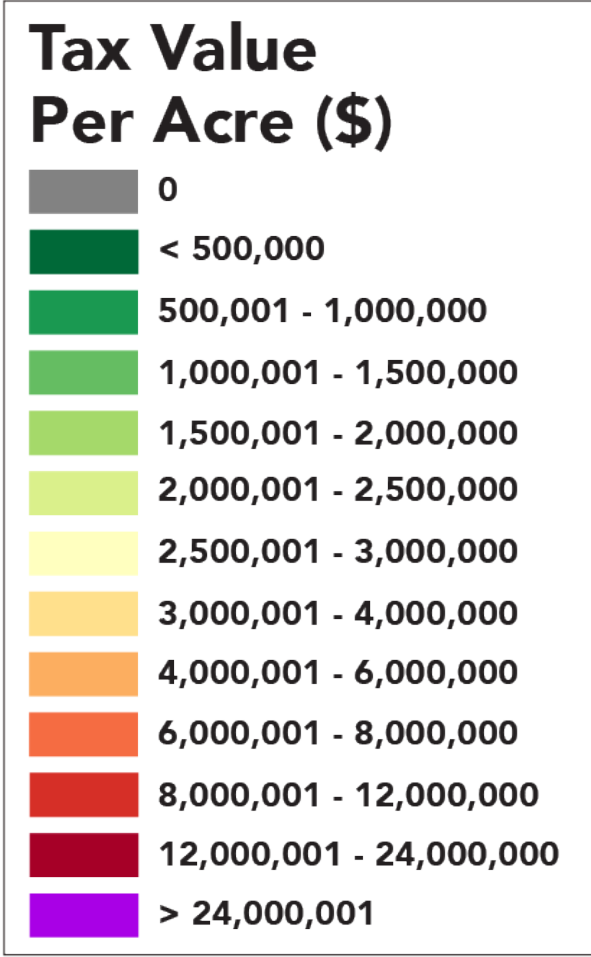
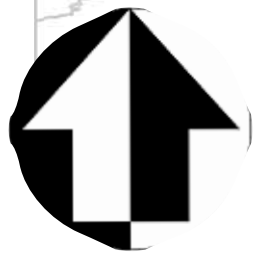


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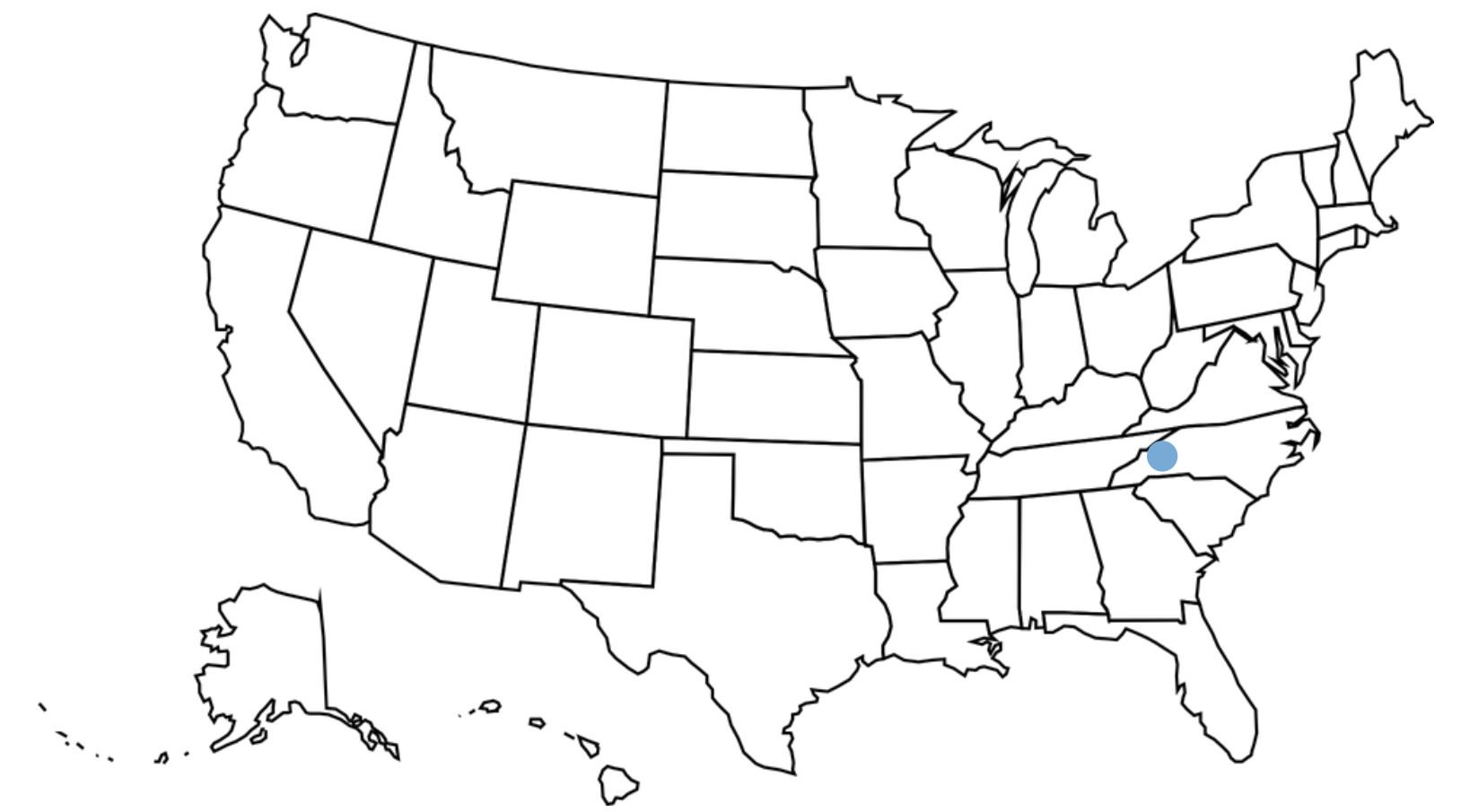
— up-down  
— left-right  
— anterior-posterior





**Value Productivity**  
Hennepin County, MN





Case Study: Economic MRI®  
2016

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# Asheville, North Carolina

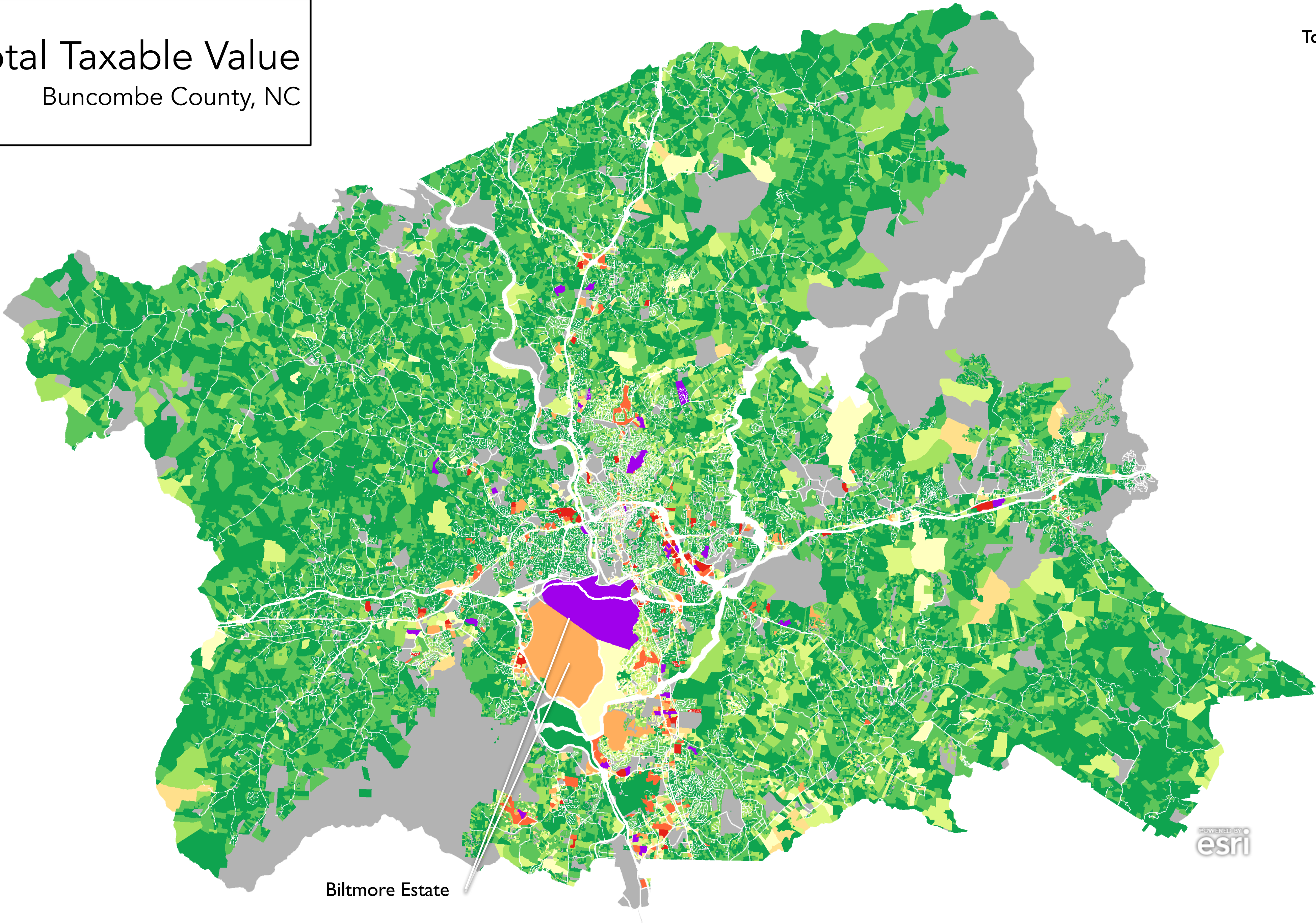


# Total Taxable Value

Buncombe County, NC

Total Tax Value (\$)

- Not Taxable
- < 160,000
- 160,001 - 430,000
- 430,001 - 1M
- 1M - 2.5M
- 2.5M - 5.5M
- 5.5M - 10M
- 10M - 17M
- 17M - 33M
- 33M - 76M
- > 76M



Biltmore Estate

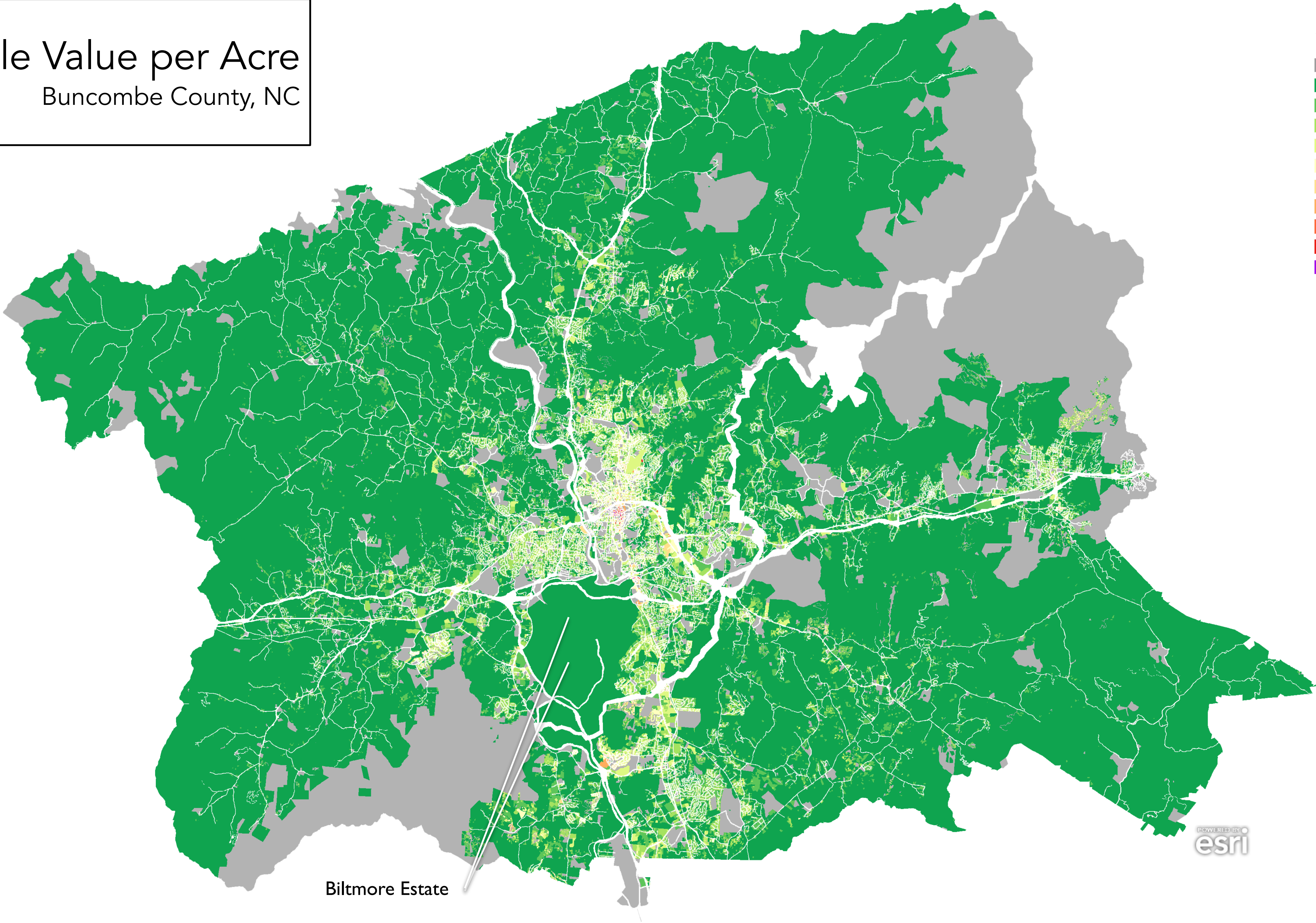


# Taxable Value per Acre

Buncombe County, NC

Value Per Acre (\$)

- Not Taxable
- < 170,000
- 170,001 - 420,000
- 420,001 - 760,000
- 760,001 - 1.2M
- 1.2M - 2M
- 2M - 3.5M
- 3.5M - 6.2M
- 6.2M - 12M
- 12M - 20M
- > 20M



Biltmore Estate

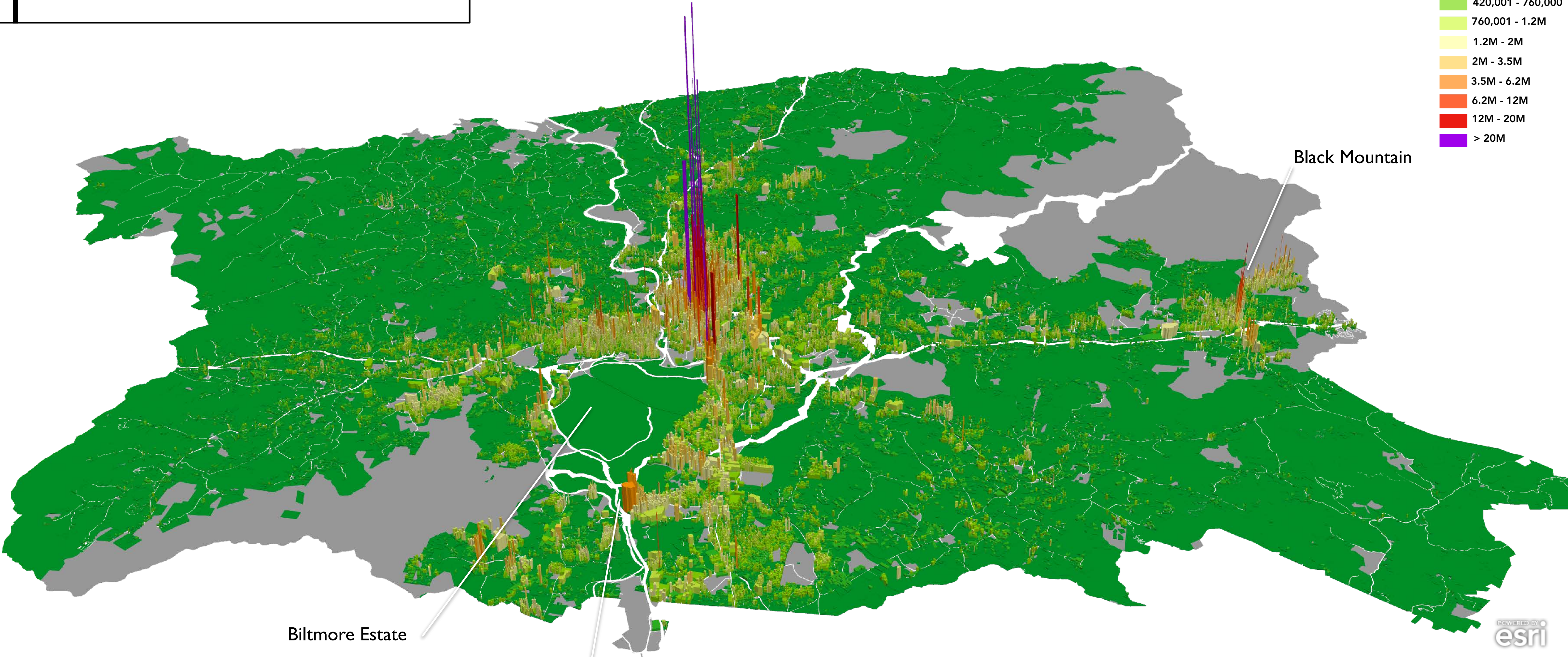


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- 2M - 3.5M
- 3.5M - 6.2M
- 6.2M - 12M
- 12M - 20M
- > 20M



Black Mountain

Biltmore Estate

Biltmore Park





WELL

ISN'T THAT SPATIAL





Case Study: Economic MRI®  
2020

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# New Hampshire



# New Hampshire Property Taxes

FOR

# DUMMIES

A Reference for  
North Carolinians!





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# New Hampshire Property Taxes

FOR  
DUMMIES

Market Value

Taxable Value %

$$\underline{X} = \text{Taxable Value}$$

Tax Rate %

$$\underline{X} = \text{Tax Bill}$$

This is  
how NC's system  
works.





URBAN3

# New Hampshire Property Taxes

FOR  
DUMMIES

Exemptions

Assessed Value

—

\_\_\_\_\_

=

Taxable  
Value

X

Local Tax Rate

\_\_\_\_\_

=

**Tax Bill**

This is how  
NH's system works.



\*The city tax rate is established by the State



URBAN3

# New Hampshire Property Taxes

FOR  
DUMMIES

(Needed Budget - Non-property tax revenue) / City Assessed Value

Exemptions

Local Tax Rate

$$\text{Assessed Value} - \text{Exemptions} = \text{Taxable Value} \times \text{Local Tax Rate} = \text{Tax Bill}$$

This is how  
NH's system works.



\*The city tax rate is established by the State

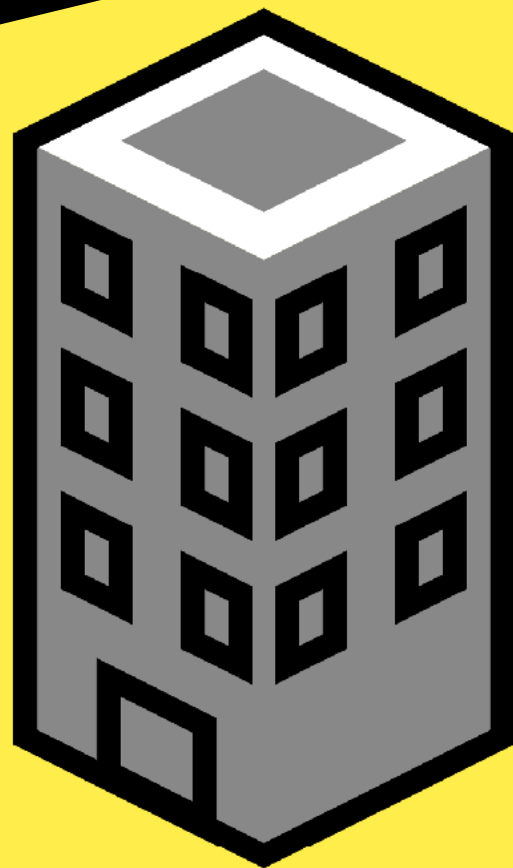


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# New Hampshire Property Taxes

FOR  
DUMMIES

Assessed Value = \$600k



Commercial

Dover Tax Rate

2.332%



Residential

2.332%



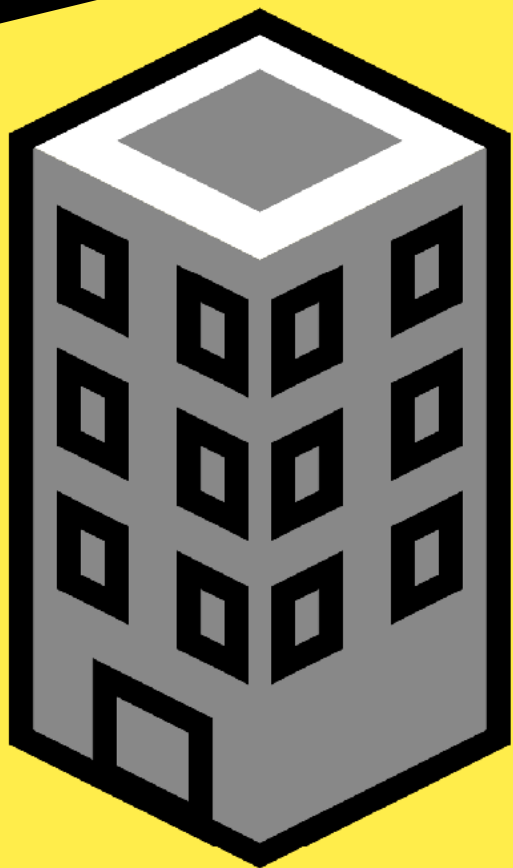


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# New Hampshire Property Taxes

FOR  
DUMMIES

Assessed Value = \$600k



Commercial

Dover Tax Rate

\$13,992



Residential

\$13,992





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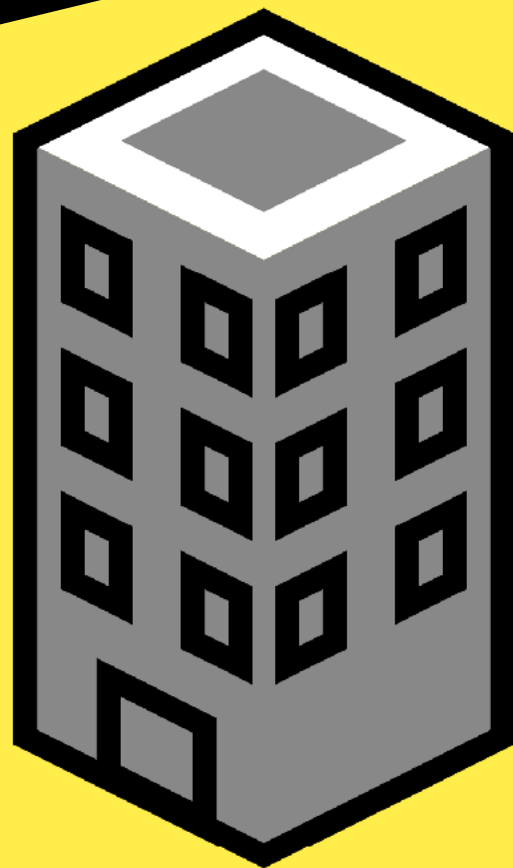
# New Hampshire Property Taxes

FOR

## DUMMIES

Assessed Value = \$600k

Strafford County Tax Rate



Commercial

0.13%



Residential

0.13%





URBAN3

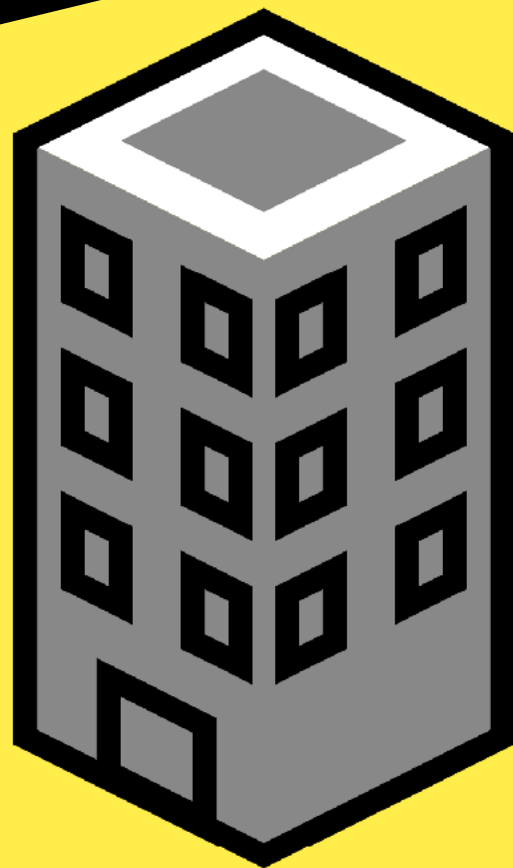
# New Hampshire Property Taxes

FOR

## DUMMIES

Assessed Value = \$600k

Strafford County Tax Rate



Commercial

\$780

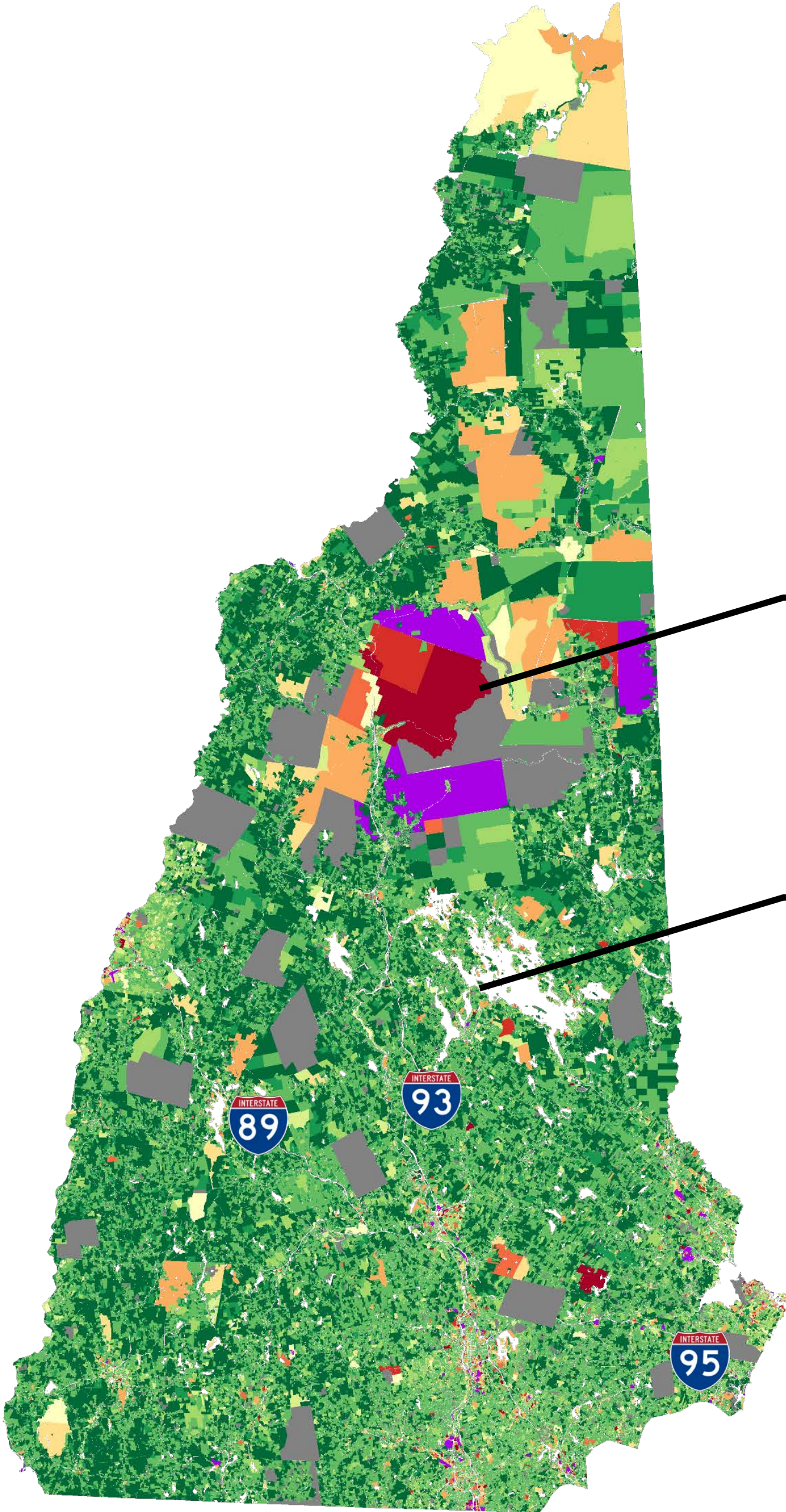
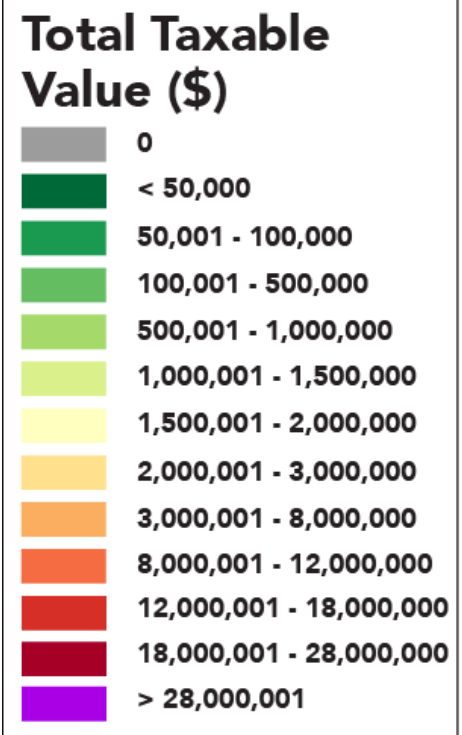


Residential

\$780

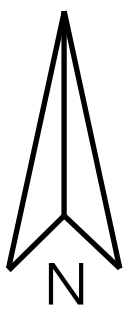




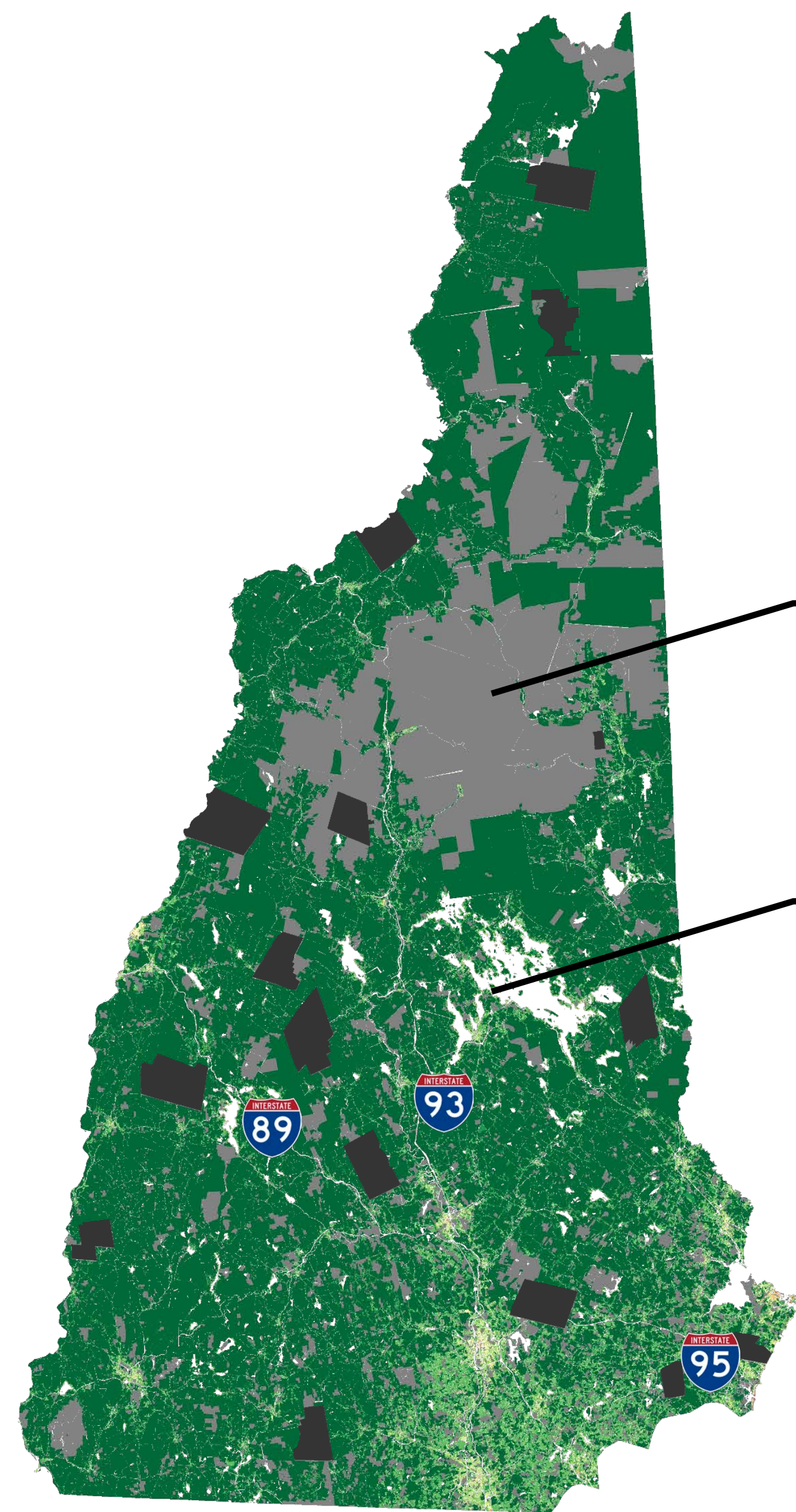
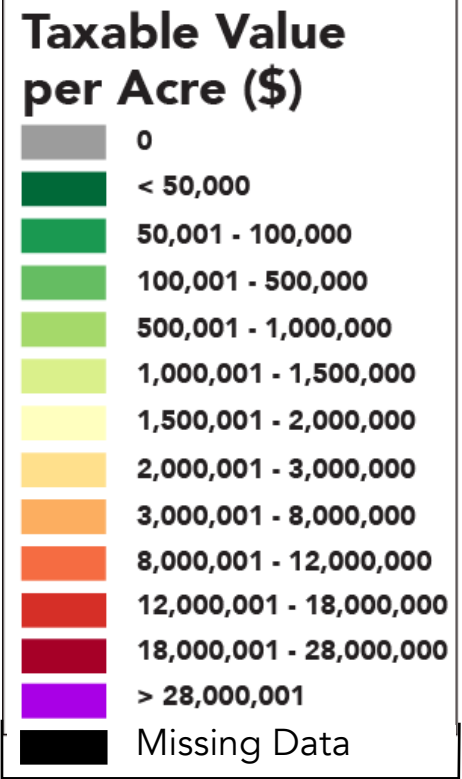
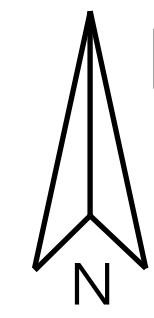


White Mountains

Lake Winnepesaukee







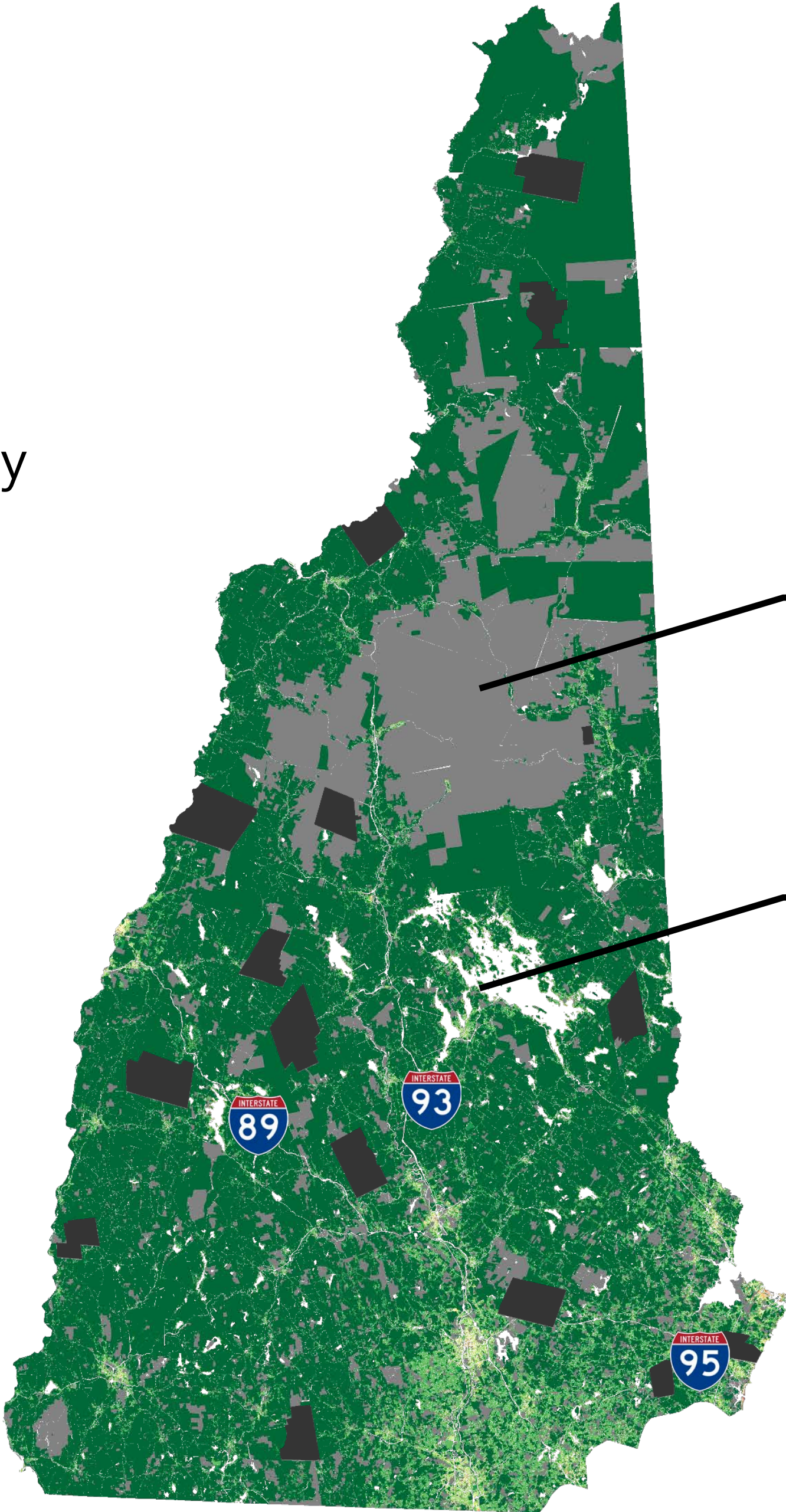
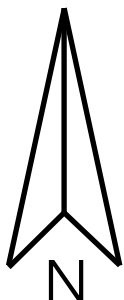
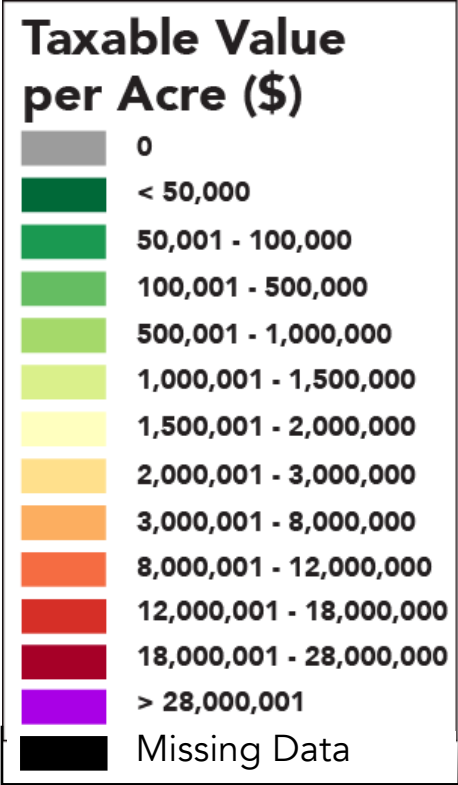
White Mountains

Lake Winnepesaukee

Missing Data Accounts for 5.25% of Total Land Area



Missing Data: the property is there and paying taxes but isn't mapped. Significantly rural and undeveloped.

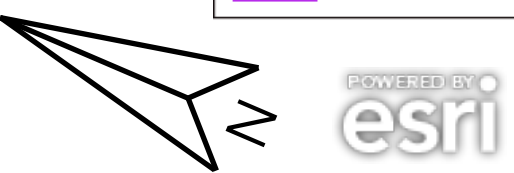
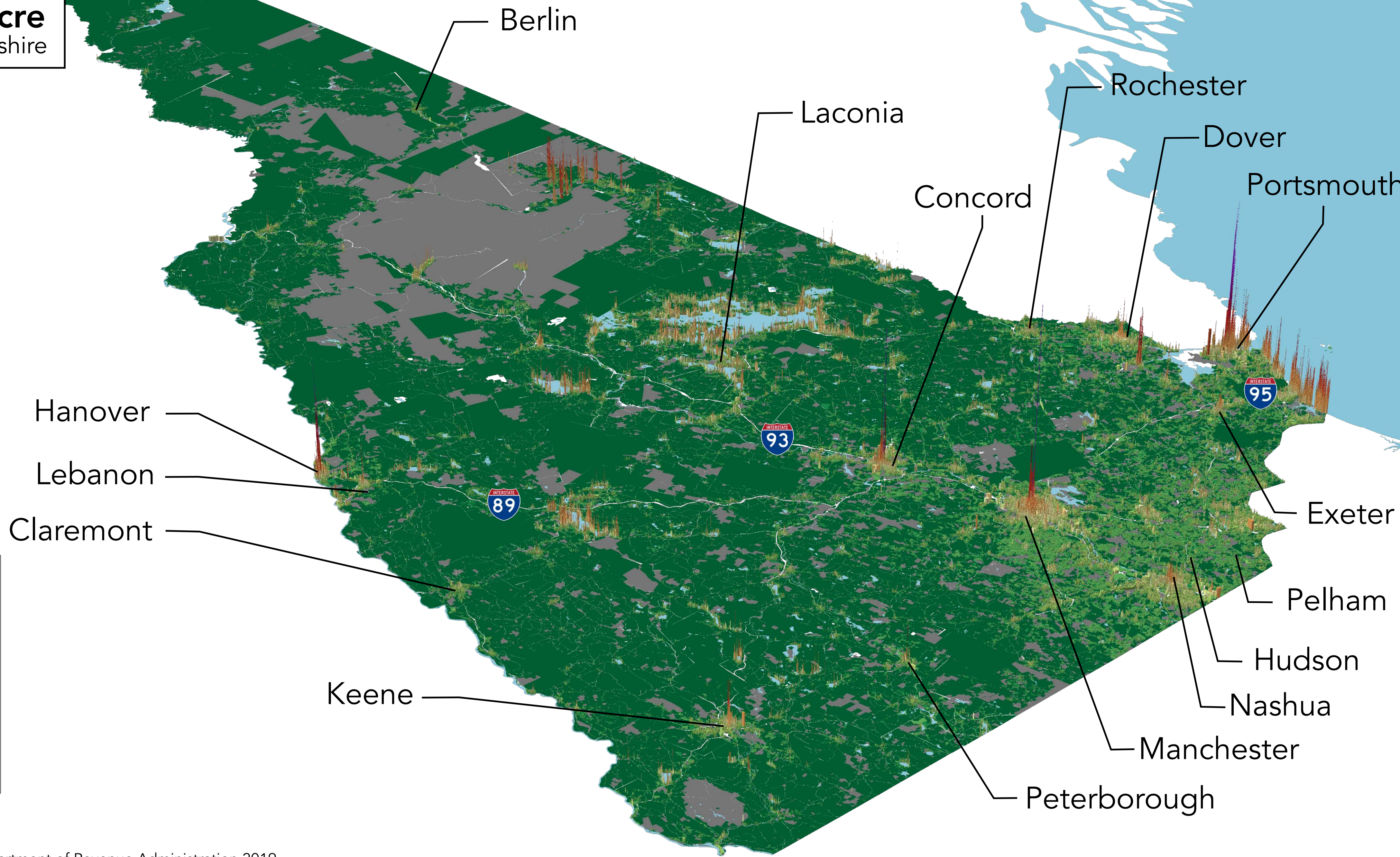


White Mountains

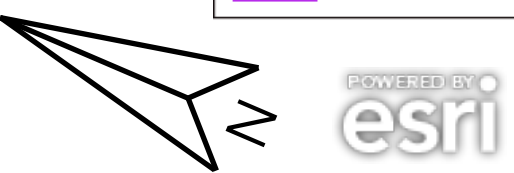
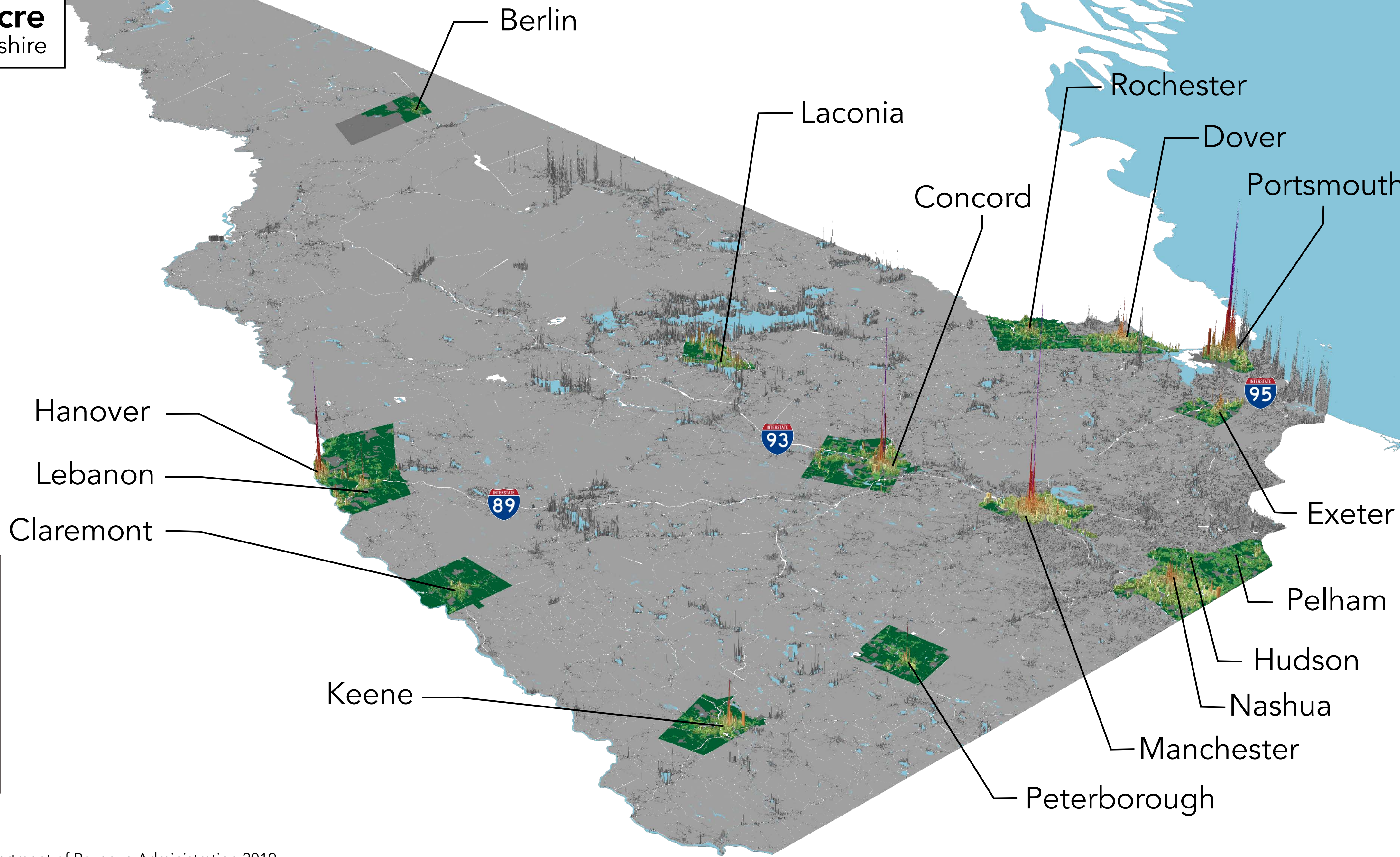
Lake Winnepesaukee

Missing Data Accounts for 5.25% of Total Land Area









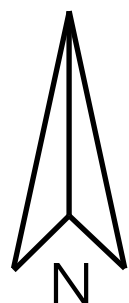
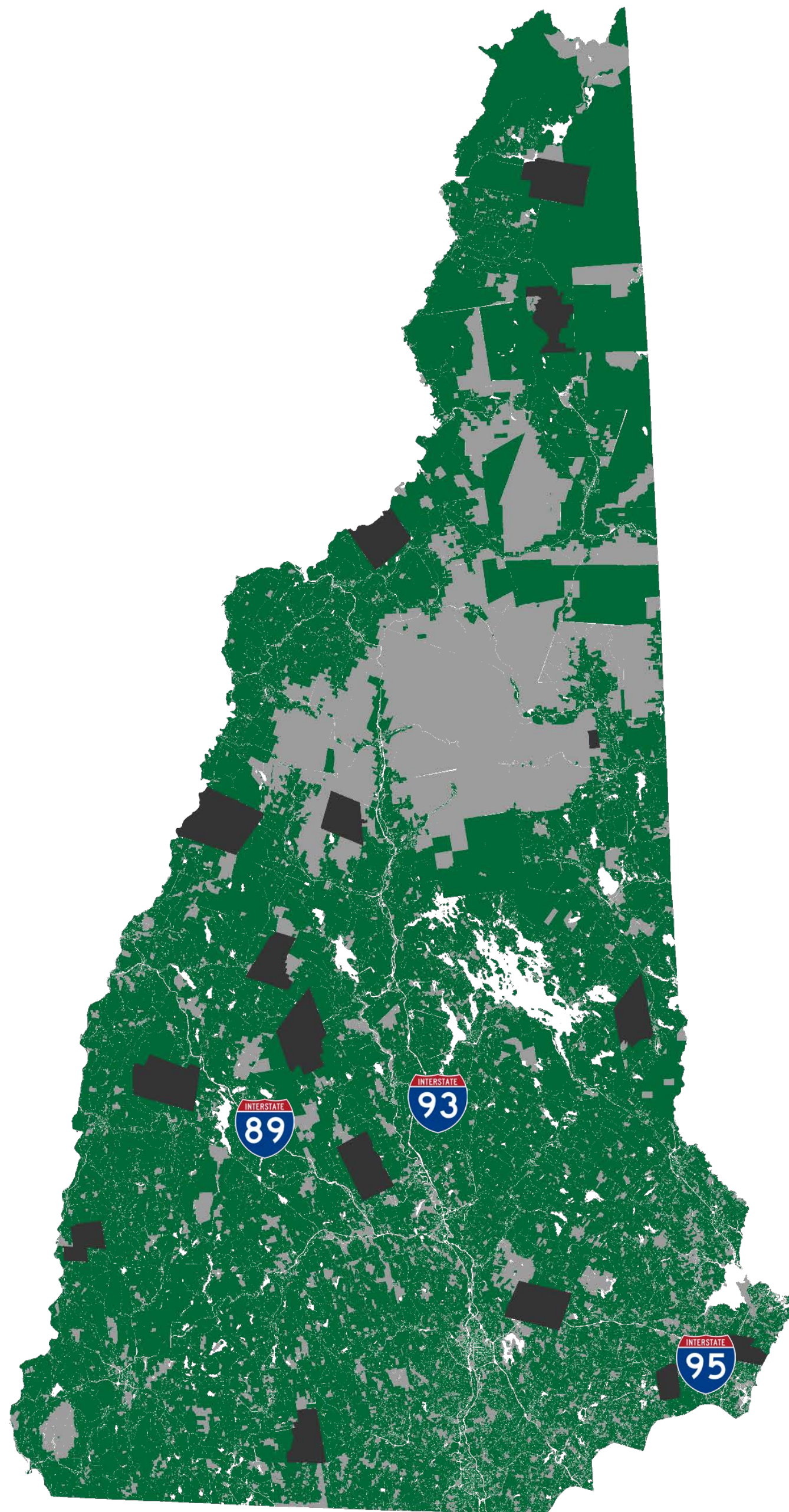


## Taxable Property

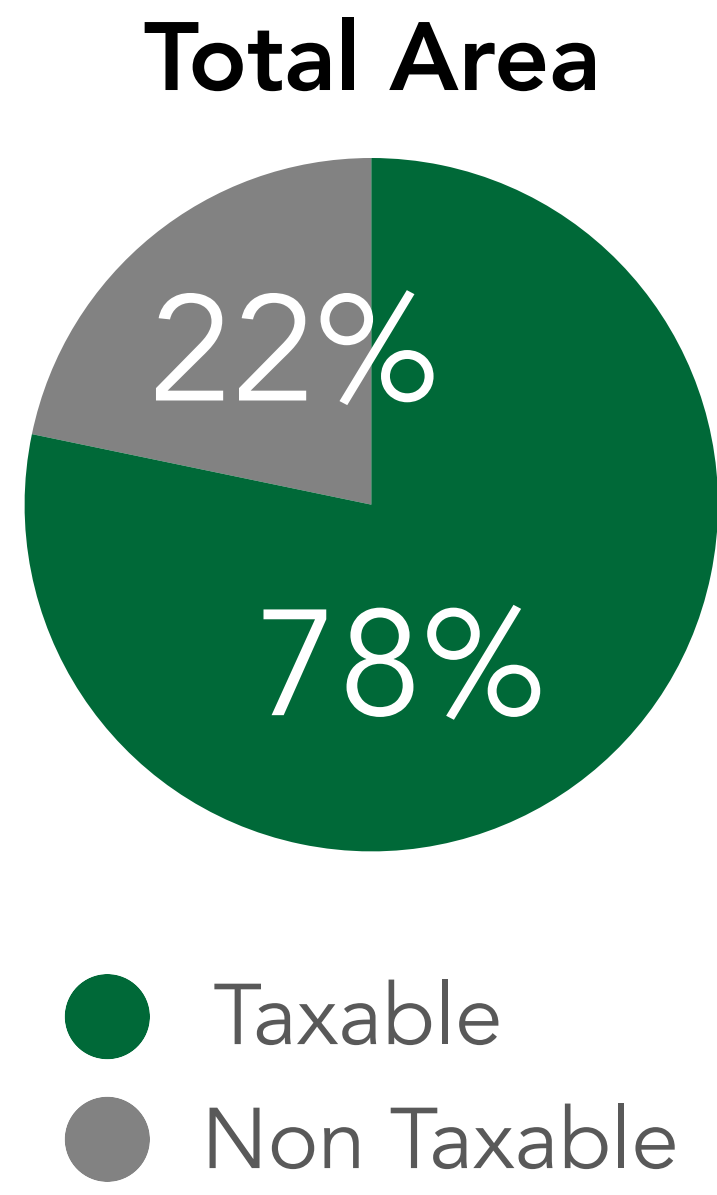
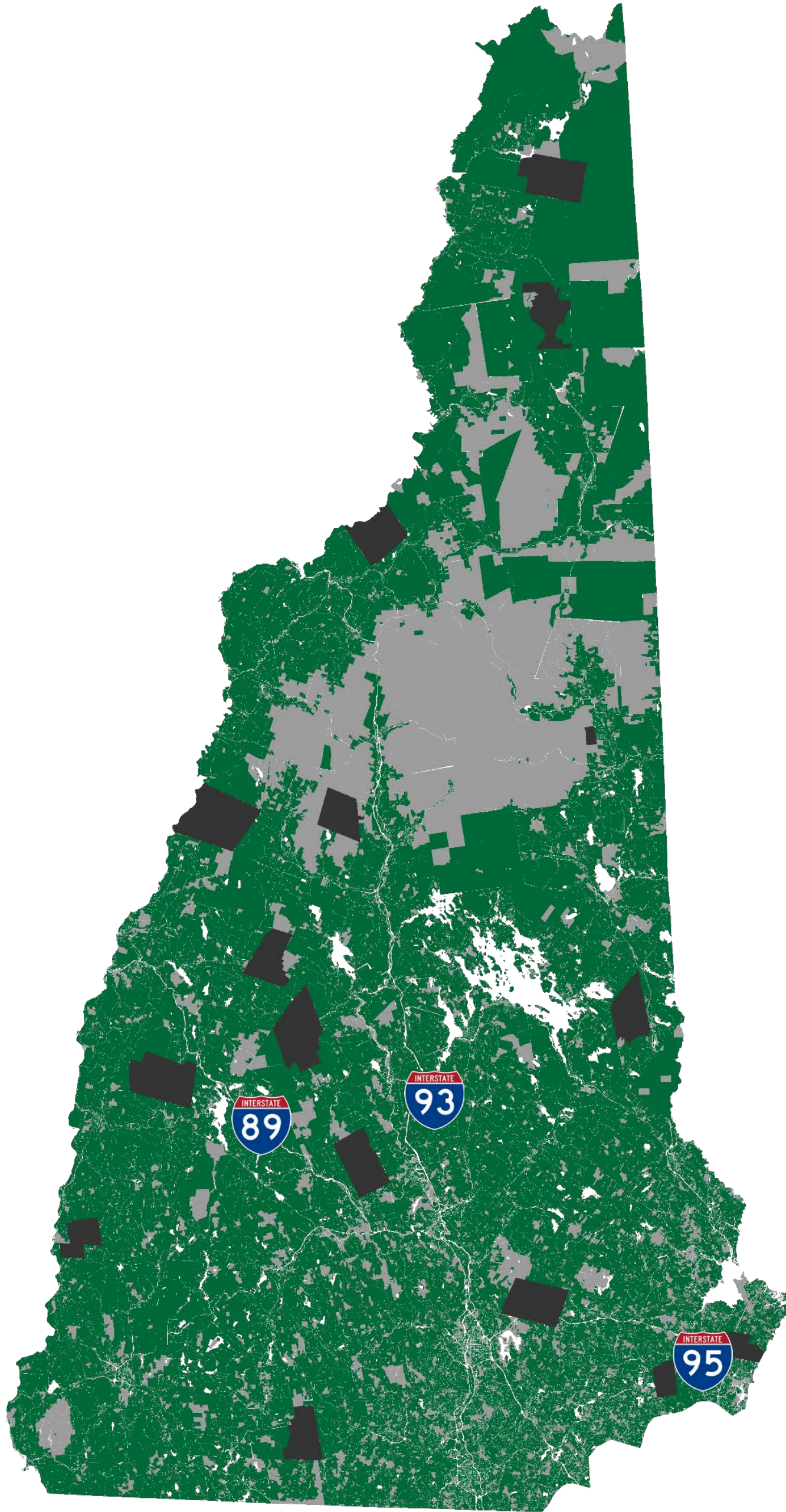
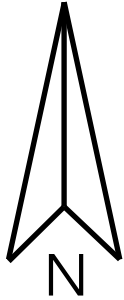
No Data

Nontaxable

Taxable









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2020

# NH Sample

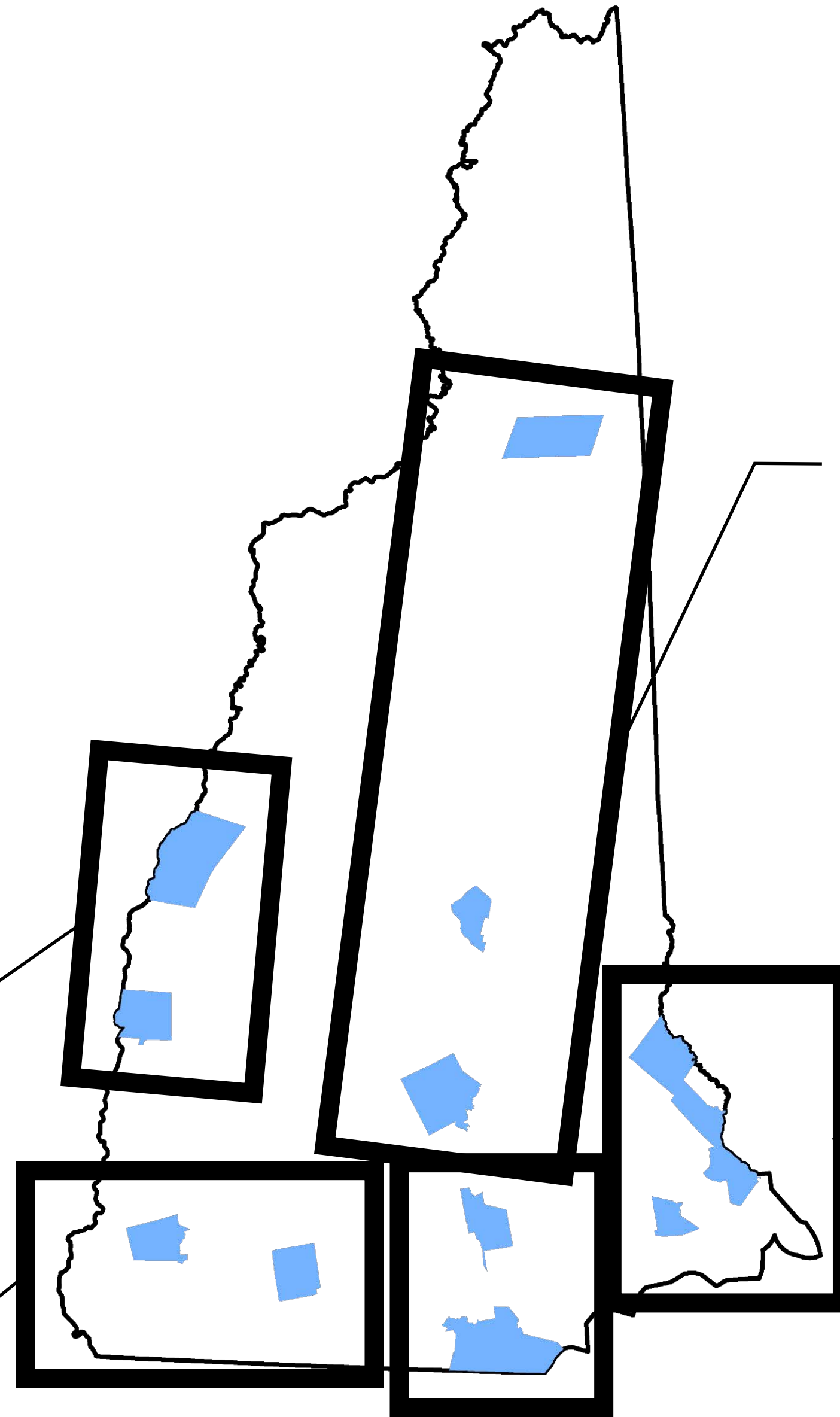
**Upper Valley**

**Southwest  
Region**

**Central  
Corridor**

**Seacoast**

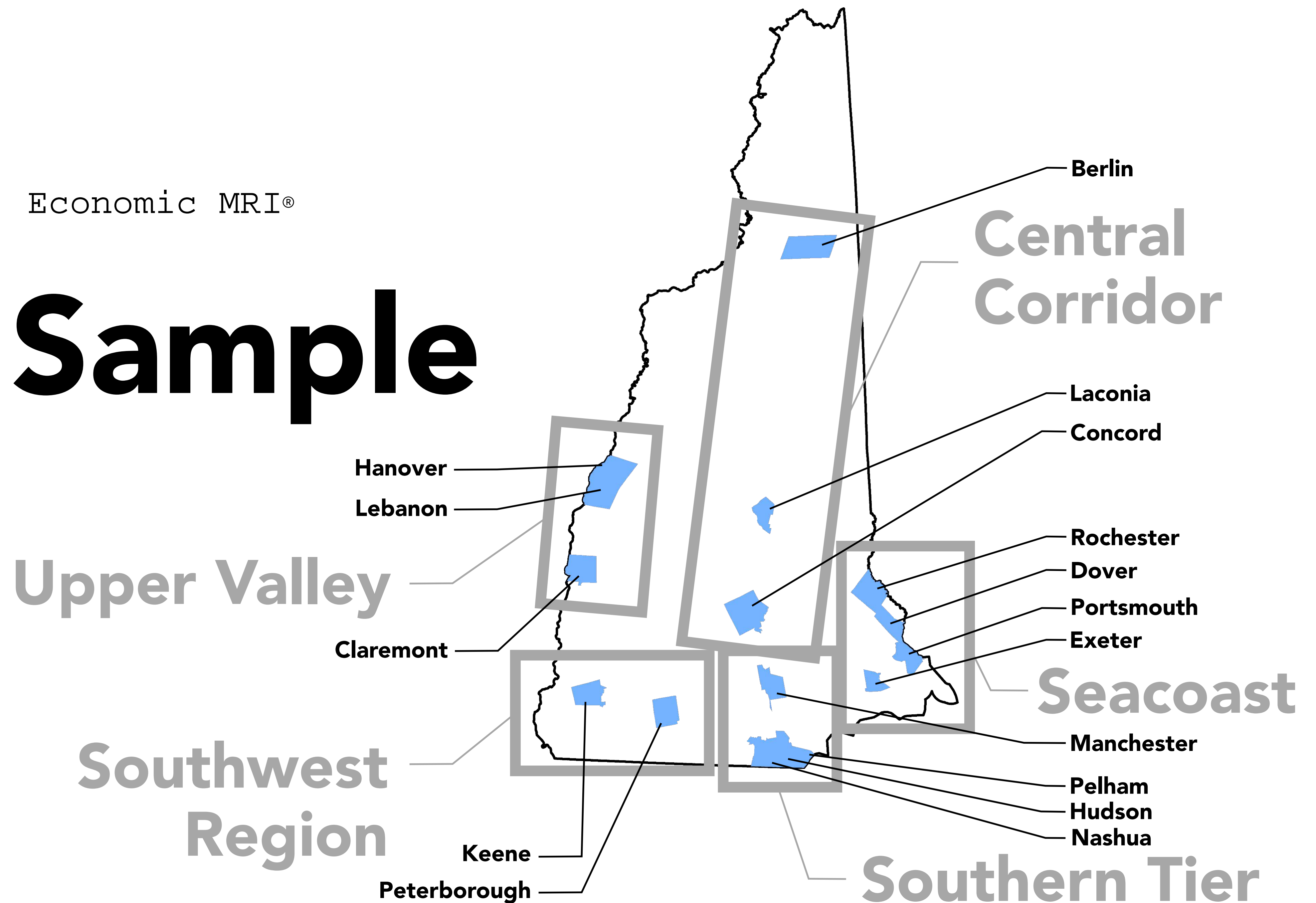
**Southern Tier**





Case Study: Economic MRI®  
2020

# NH Sample

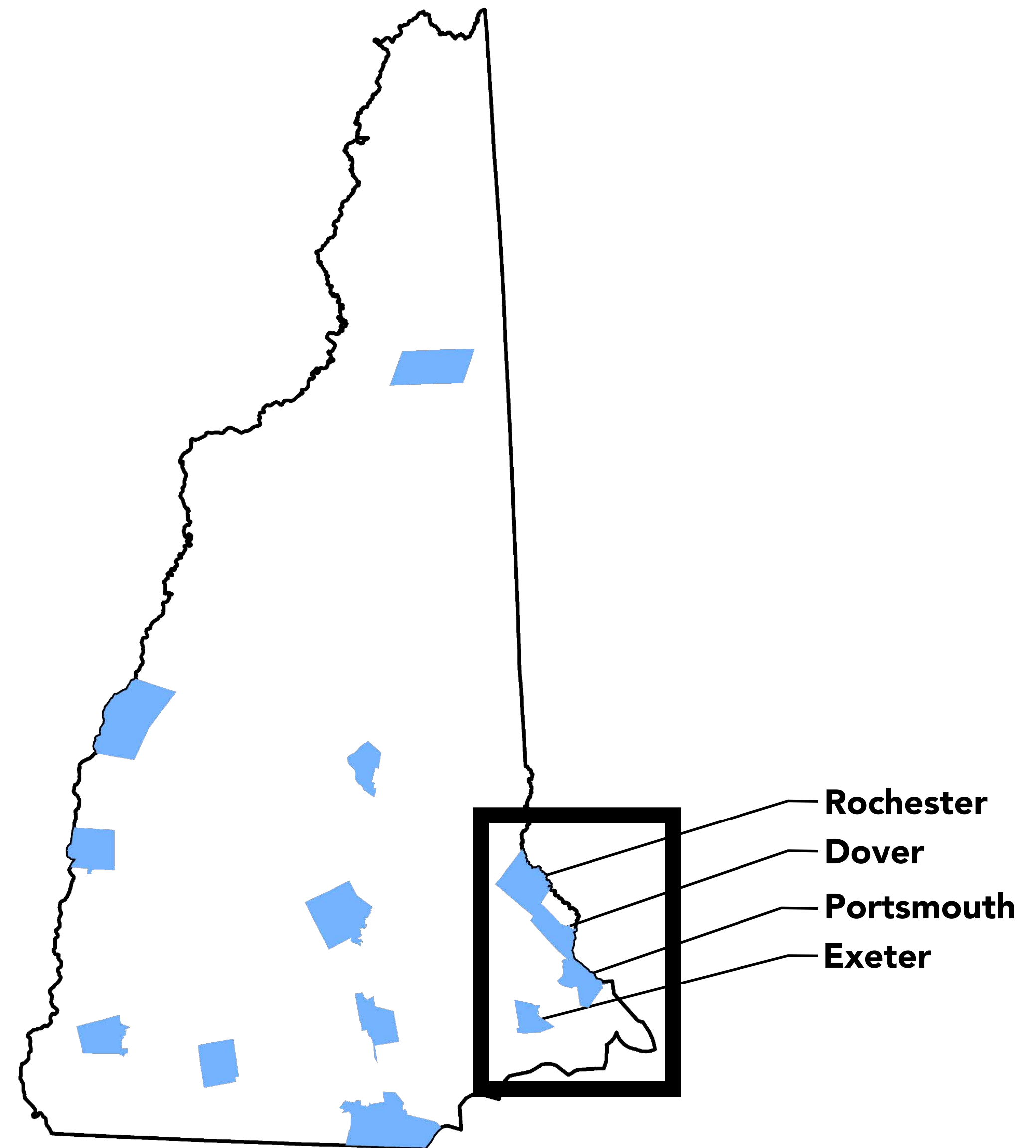




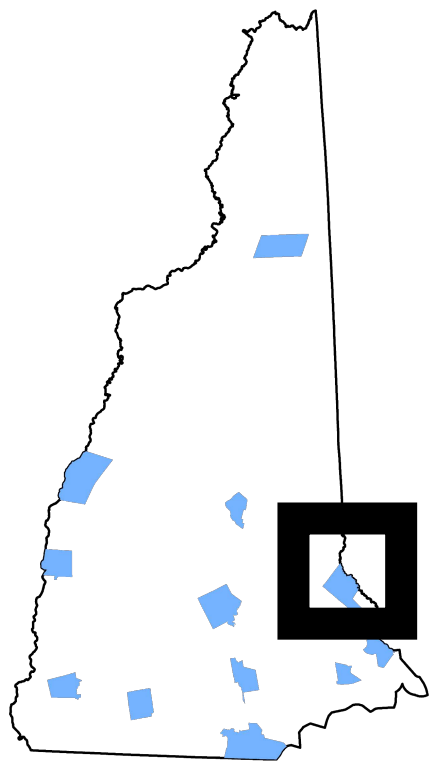
Case Study: Economic MRI®  
2020

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# Seacoast







Case Study: Economic MRI®  
2020

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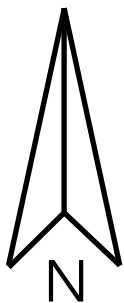
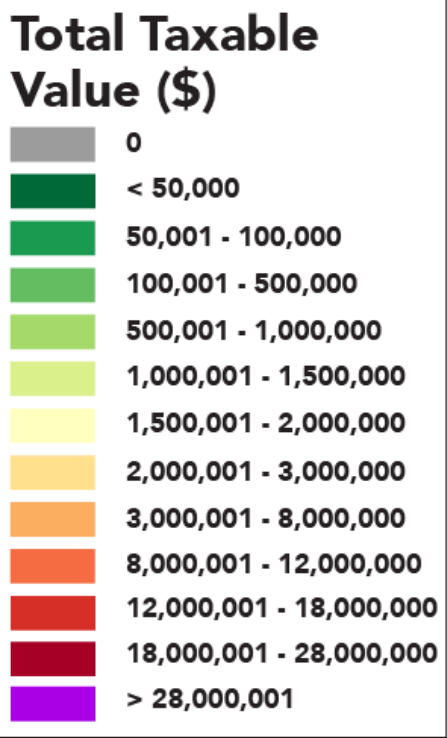
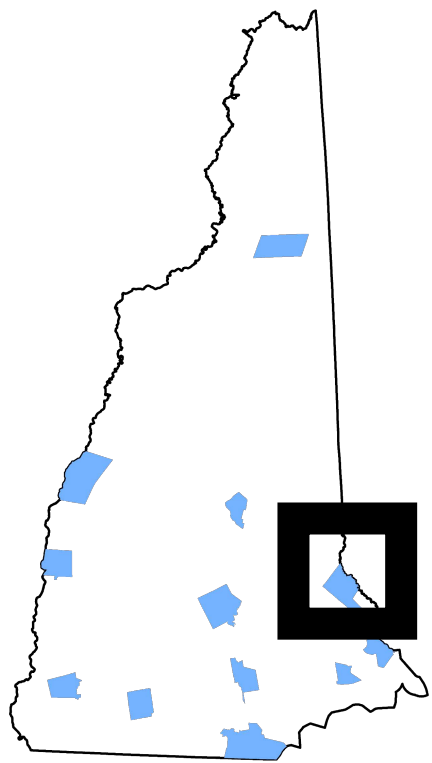
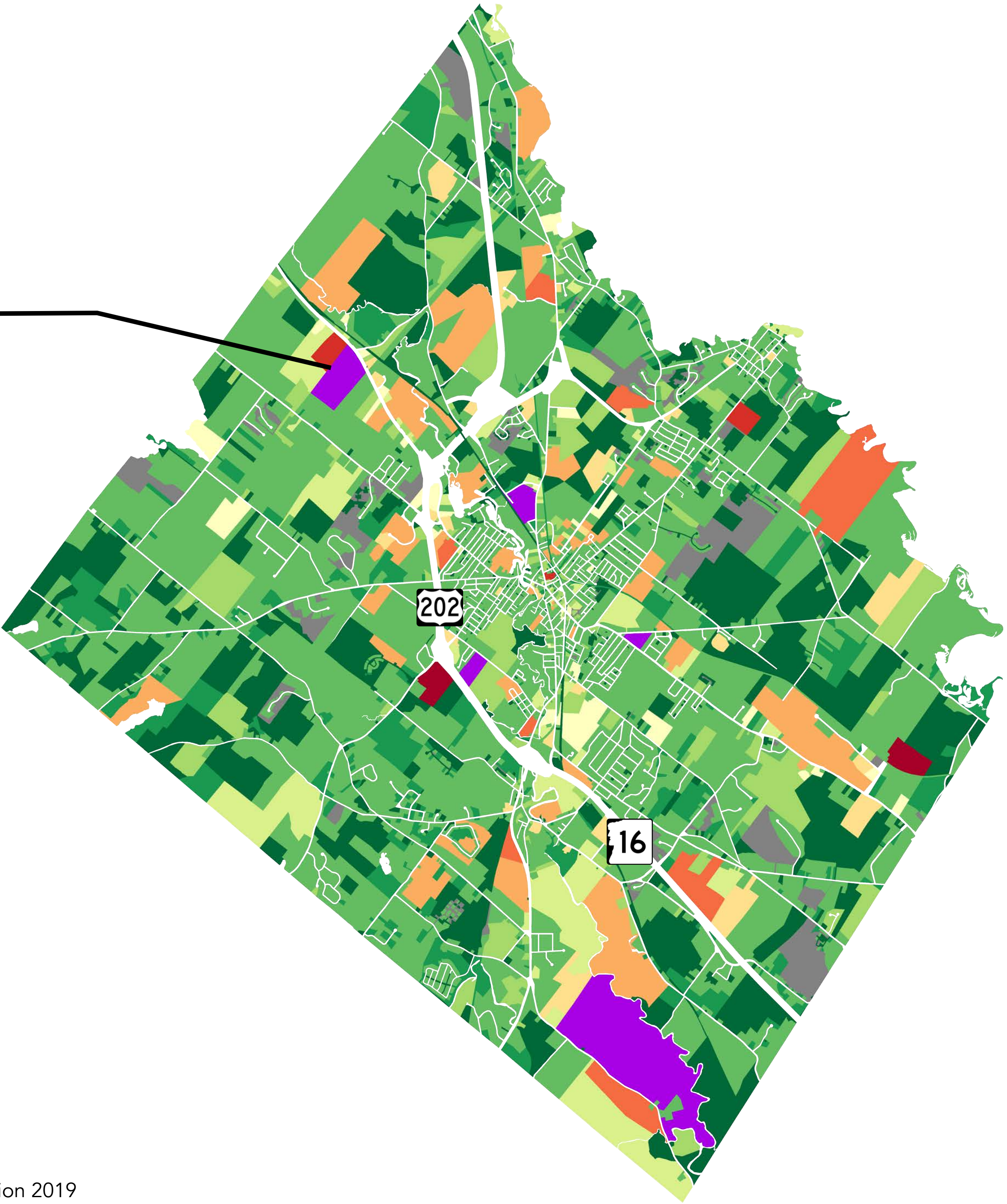
# Rochester



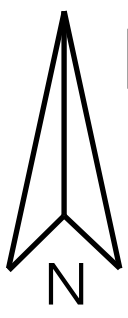
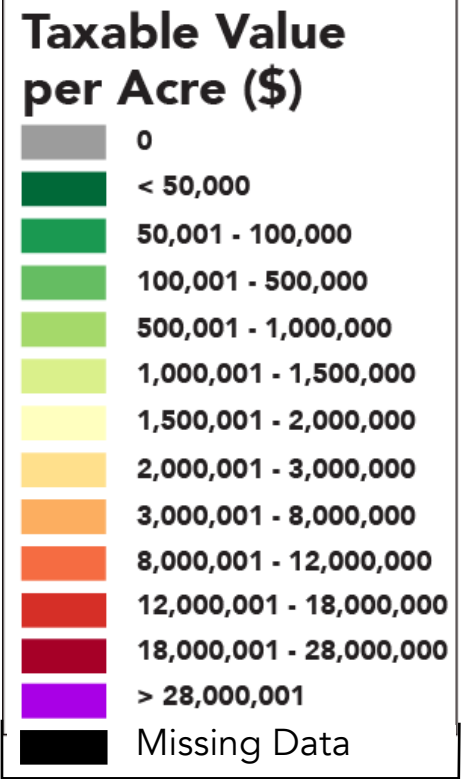
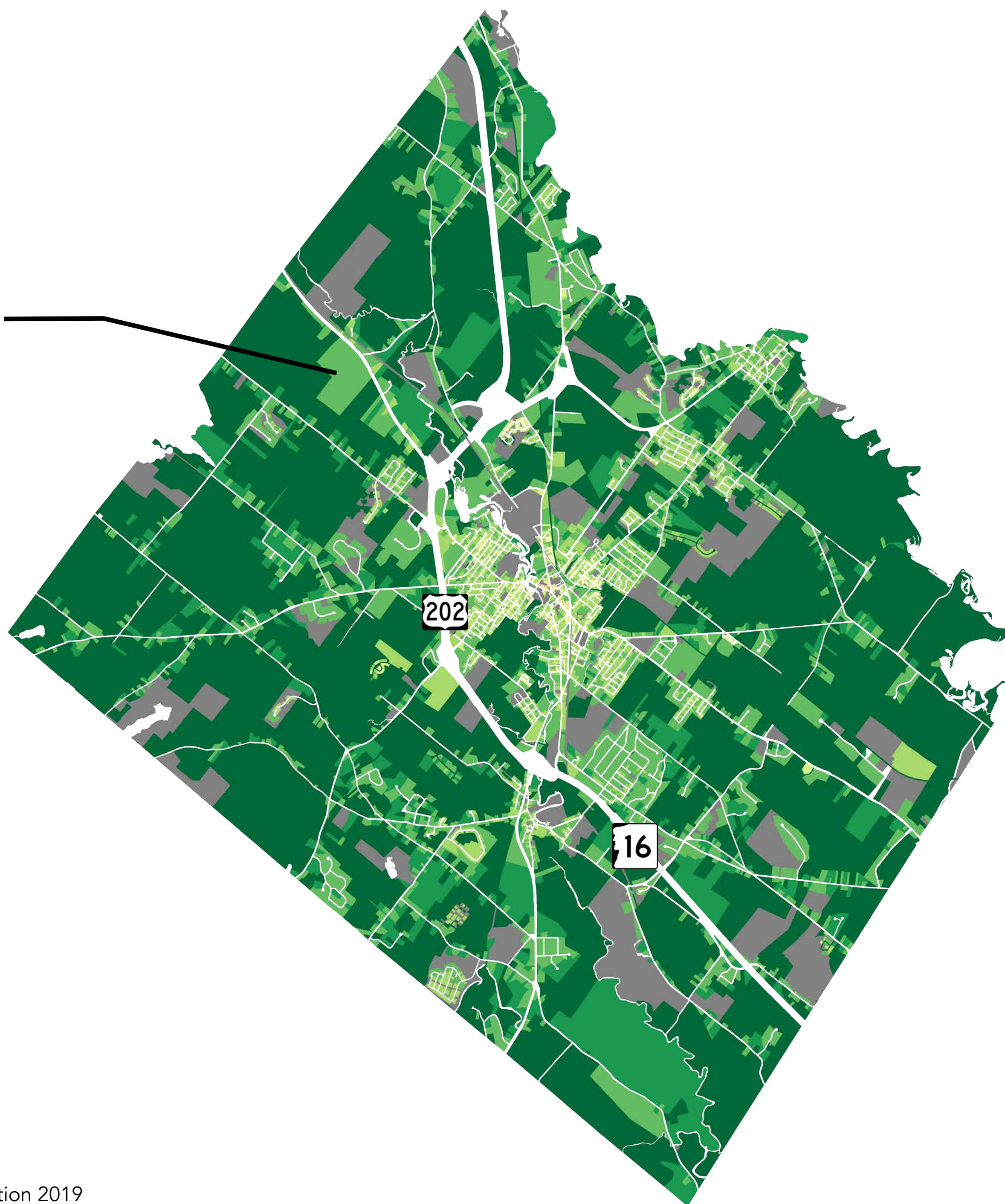
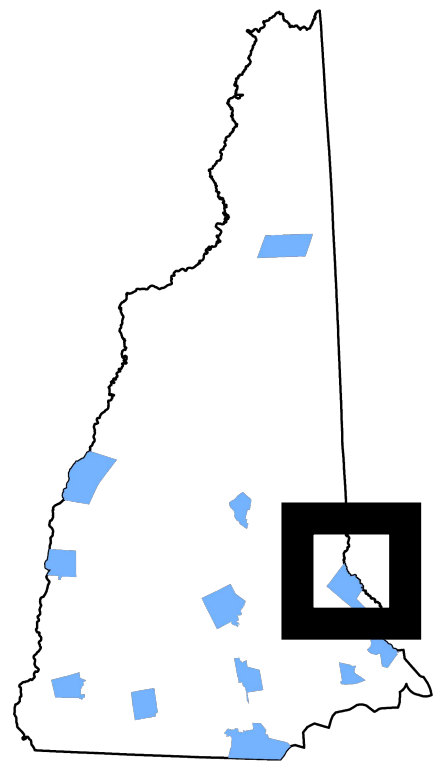


# Total Value

Rochester



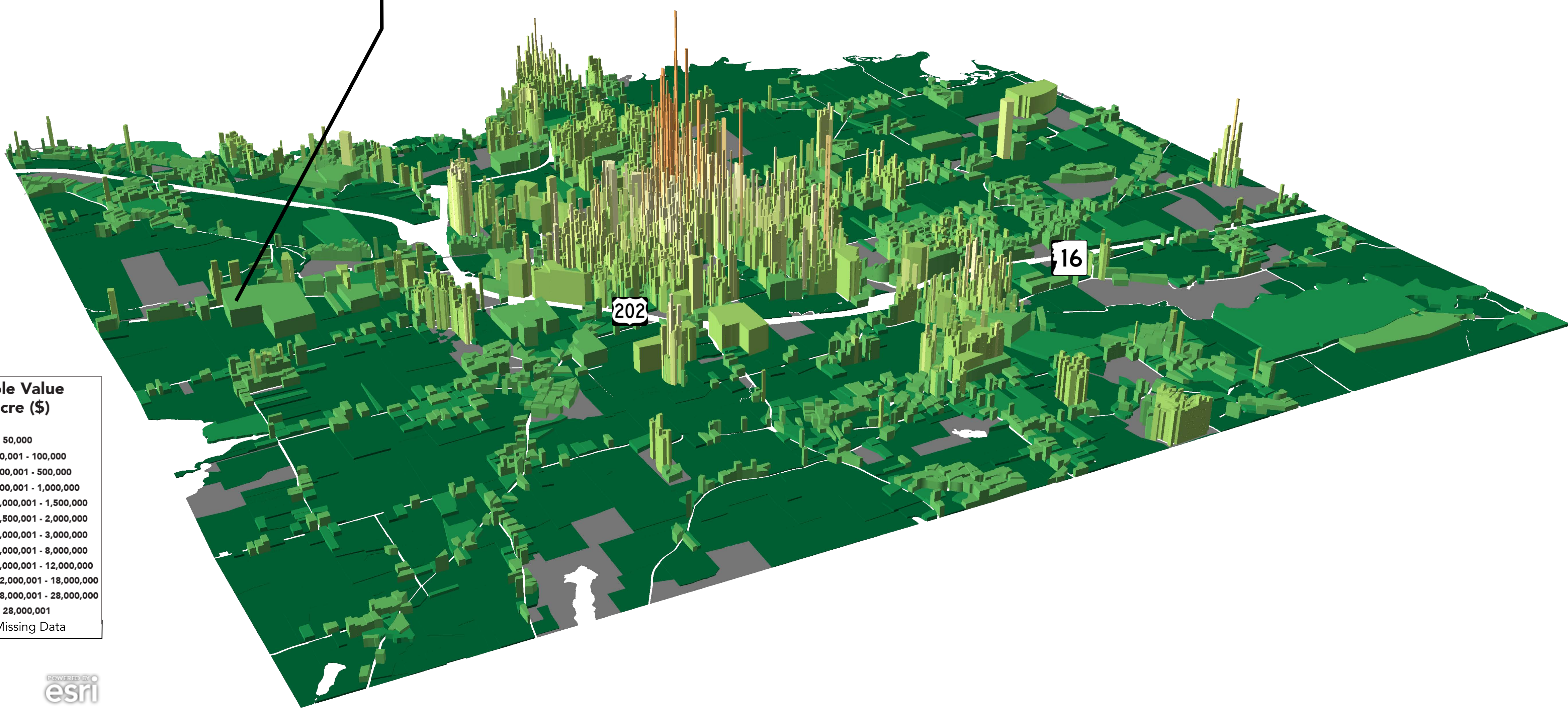




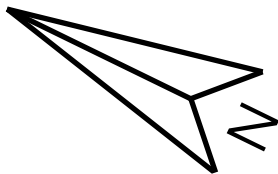


# Value Per Acre

Rochester



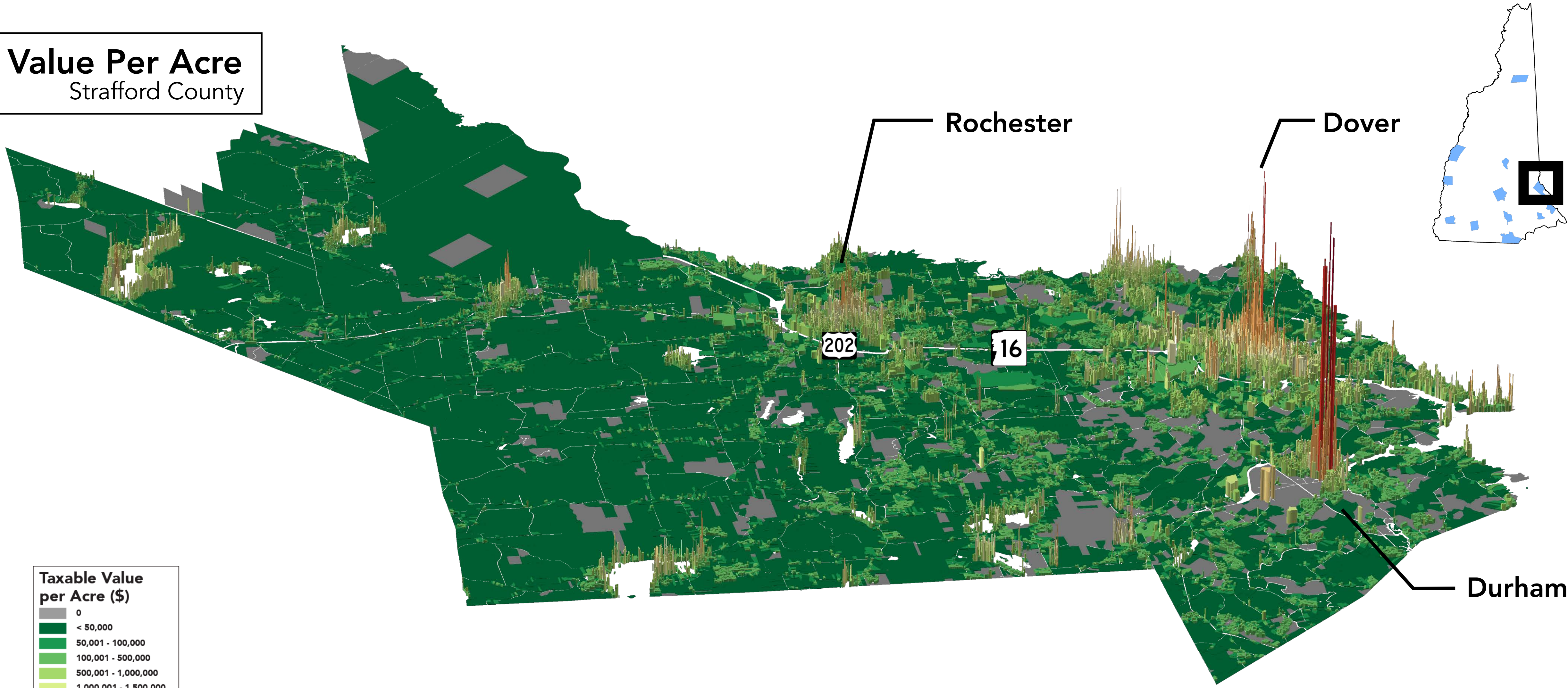
Taxable Value per Acre (\$)	
	0
	< 50,000
	50,001 - 100,000
	100,001 - 500,000
	500,001 - 1,000,000
	1,000,001 - 1,500,000
	1,500,001 - 2,000,000
	2,000,001 - 3,000,000
	3,000,001 - 8,000,000
	8,000,001 - 12,000,000
	12,000,001 - 18,000,000
	18,000,001 - 28,000,000
	> 28,000,001
	Missing Data





URBAN3

Value Per Acre  
Strafford County



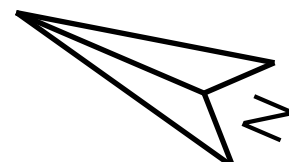
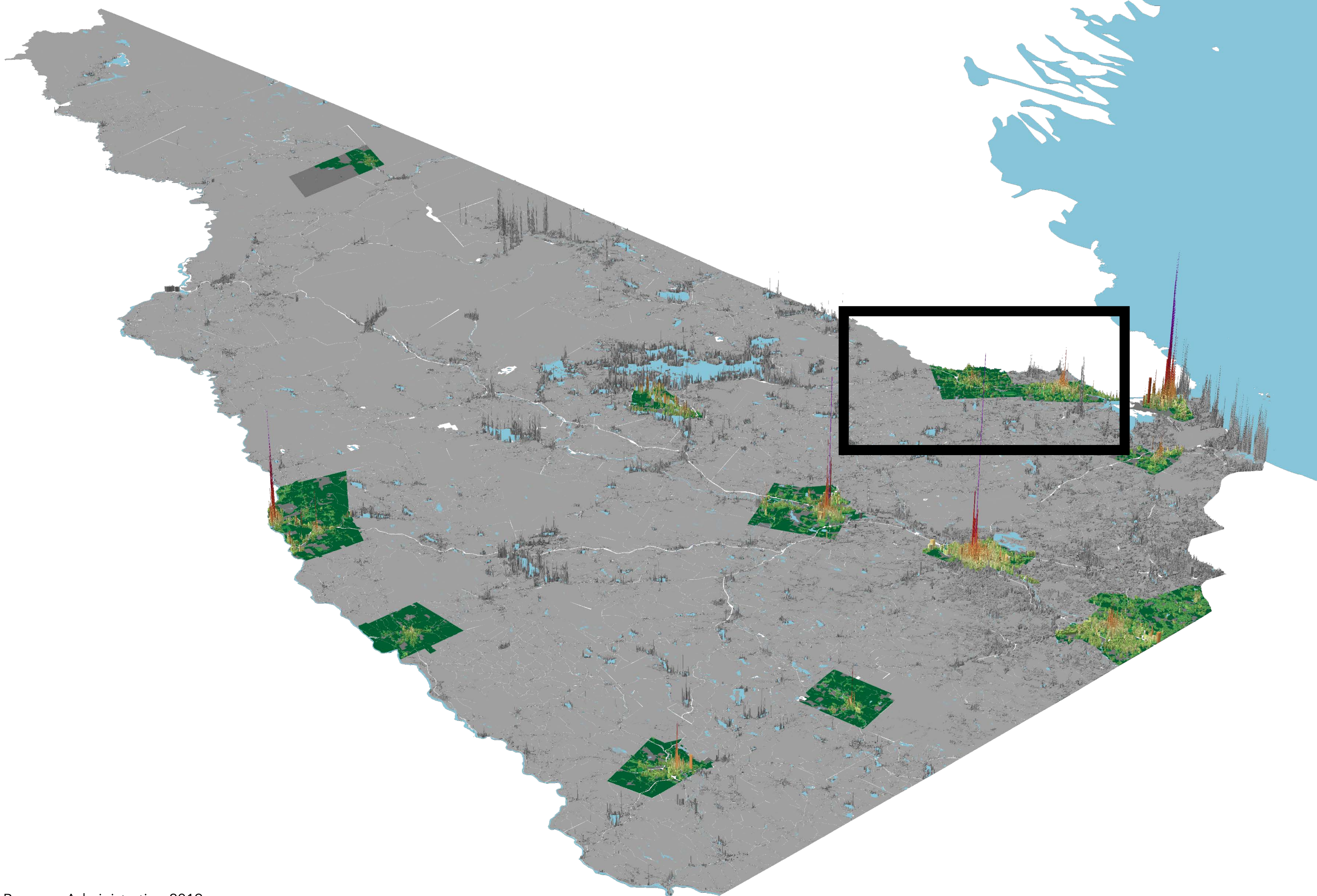
Taxable Value per Acre (\$)	
	0
	< 50,000
	50,001 - 100,000
	100,001 - 500,000
	500,001 - 1,000,000
	1,000,001 - 1,500,000
	1,500,001 - 2,000,000
	2,000,001 - 3,000,000
	3,000,001 - 8,000,000
	8,000,001 - 12,000,000
	12,000,001 - 18,000,000
	18,000,001 - 28,000,000
	> 28,000,001
	Missing Data





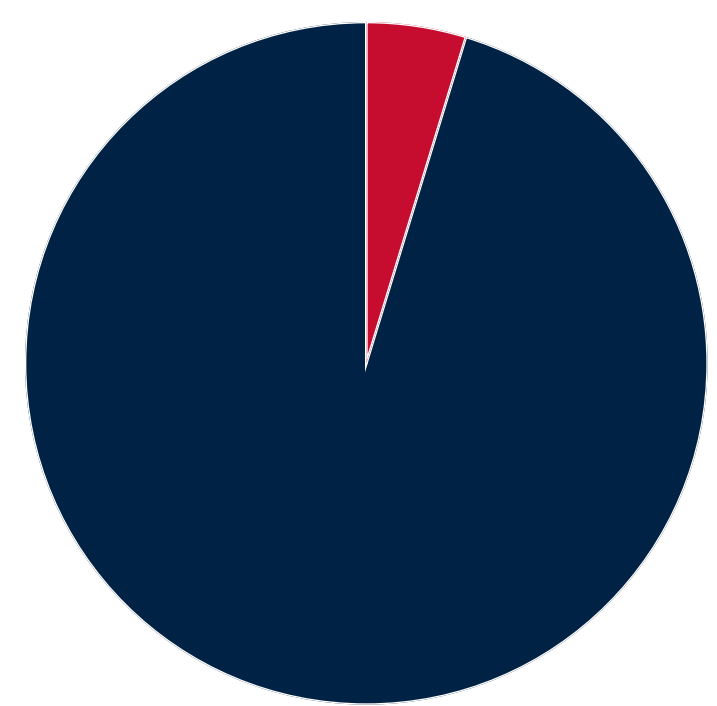
# Value Per Acre

New Hampshire

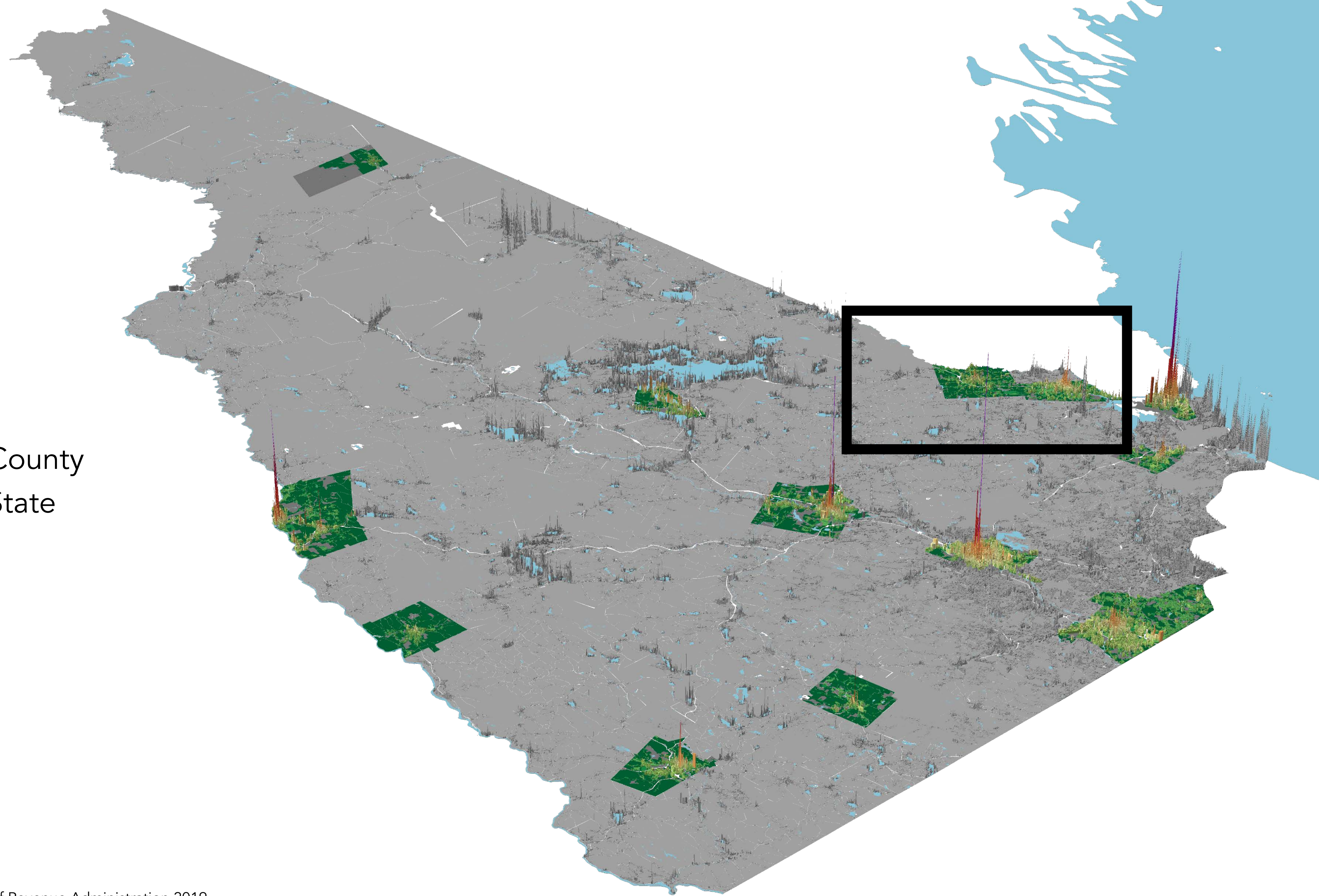




Area



- County
- State

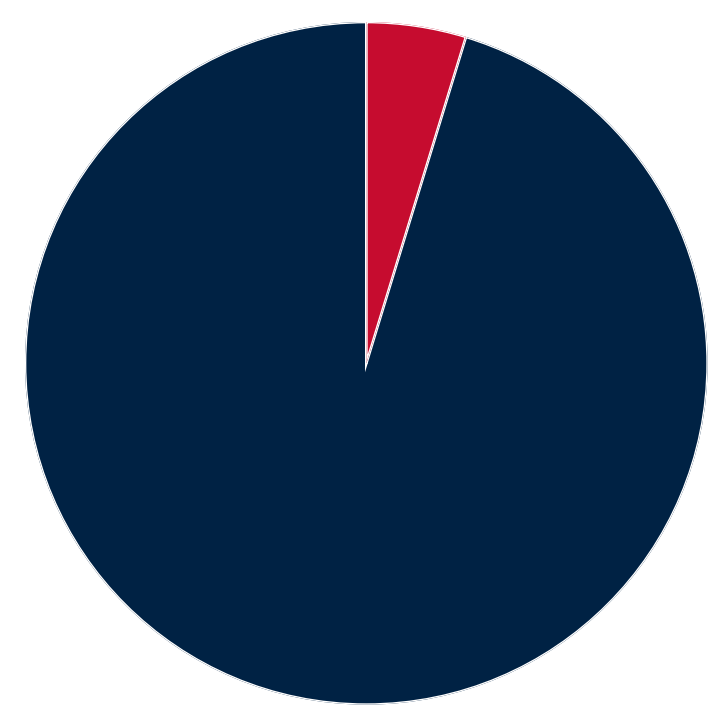




# Value Per Acre

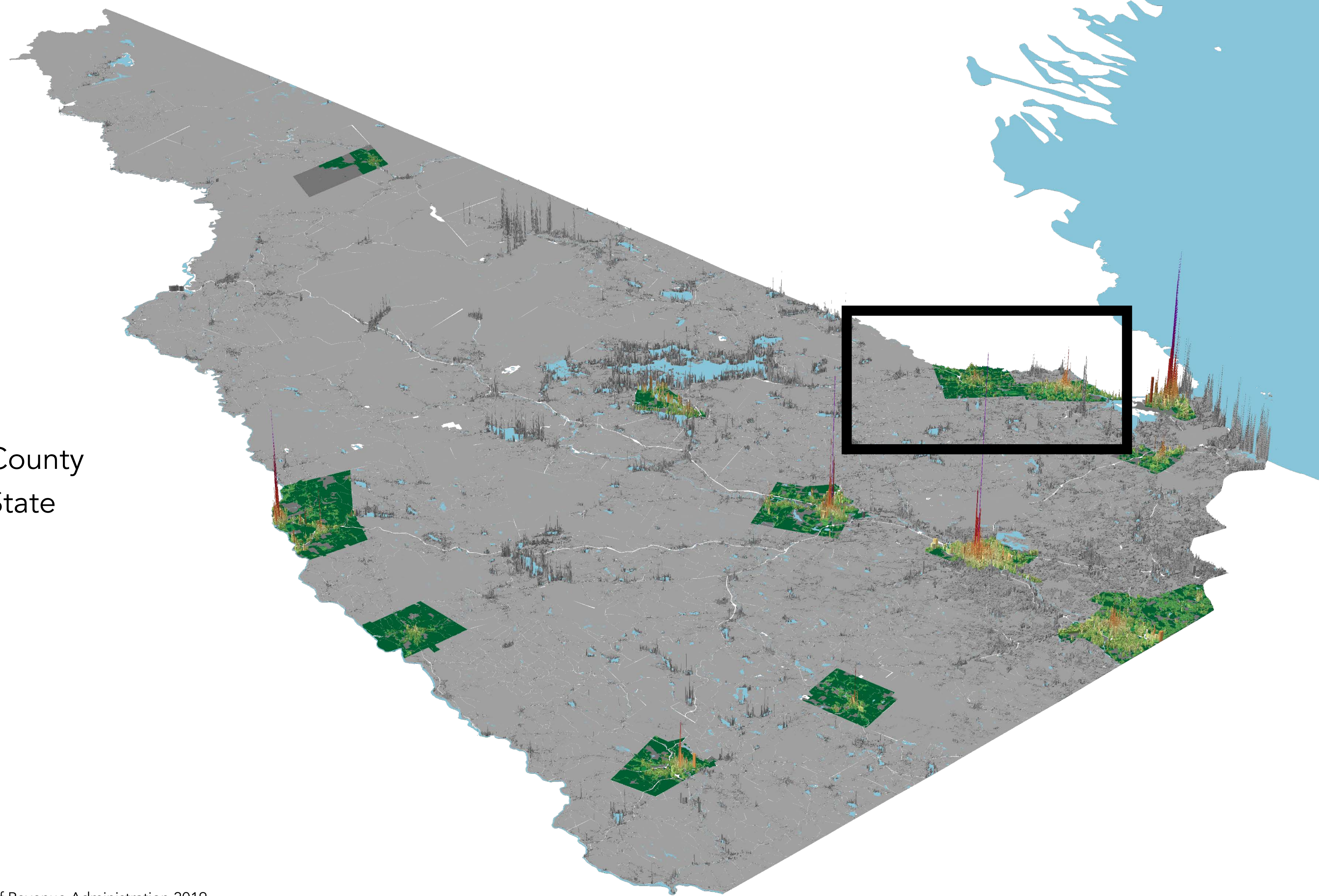
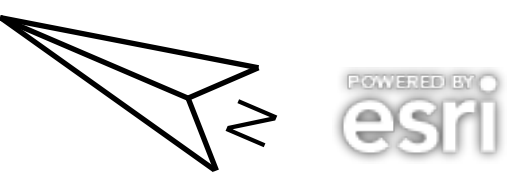
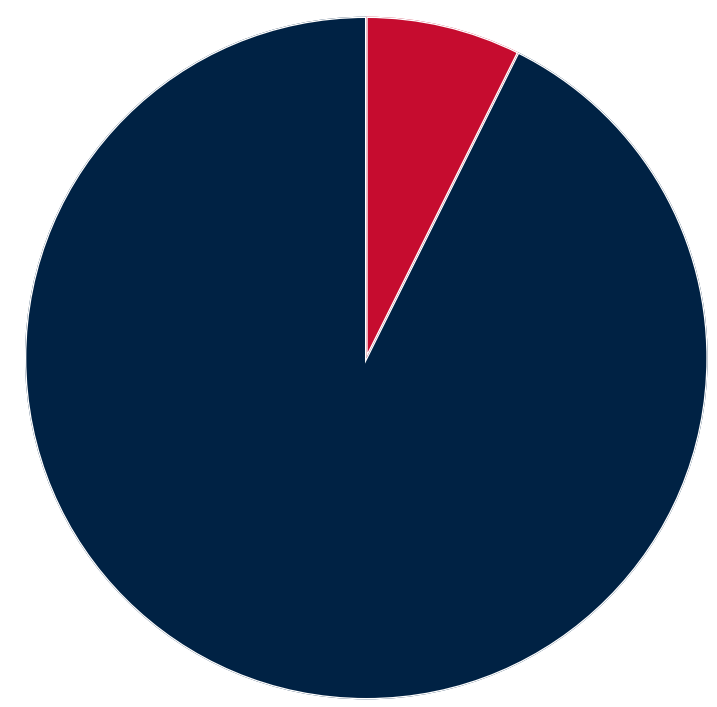
New Hampshire

Area



- County
- State

Value



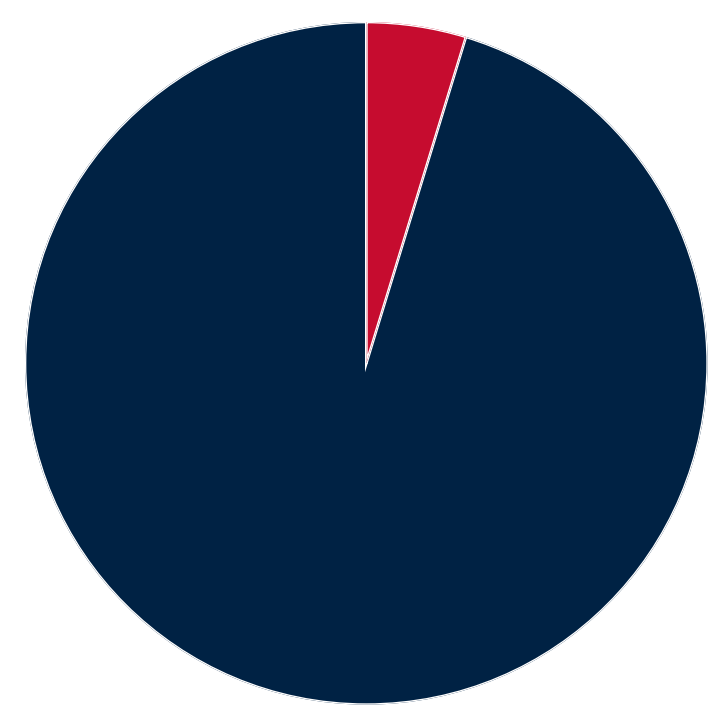


# Value Per Acre

New Hampshire

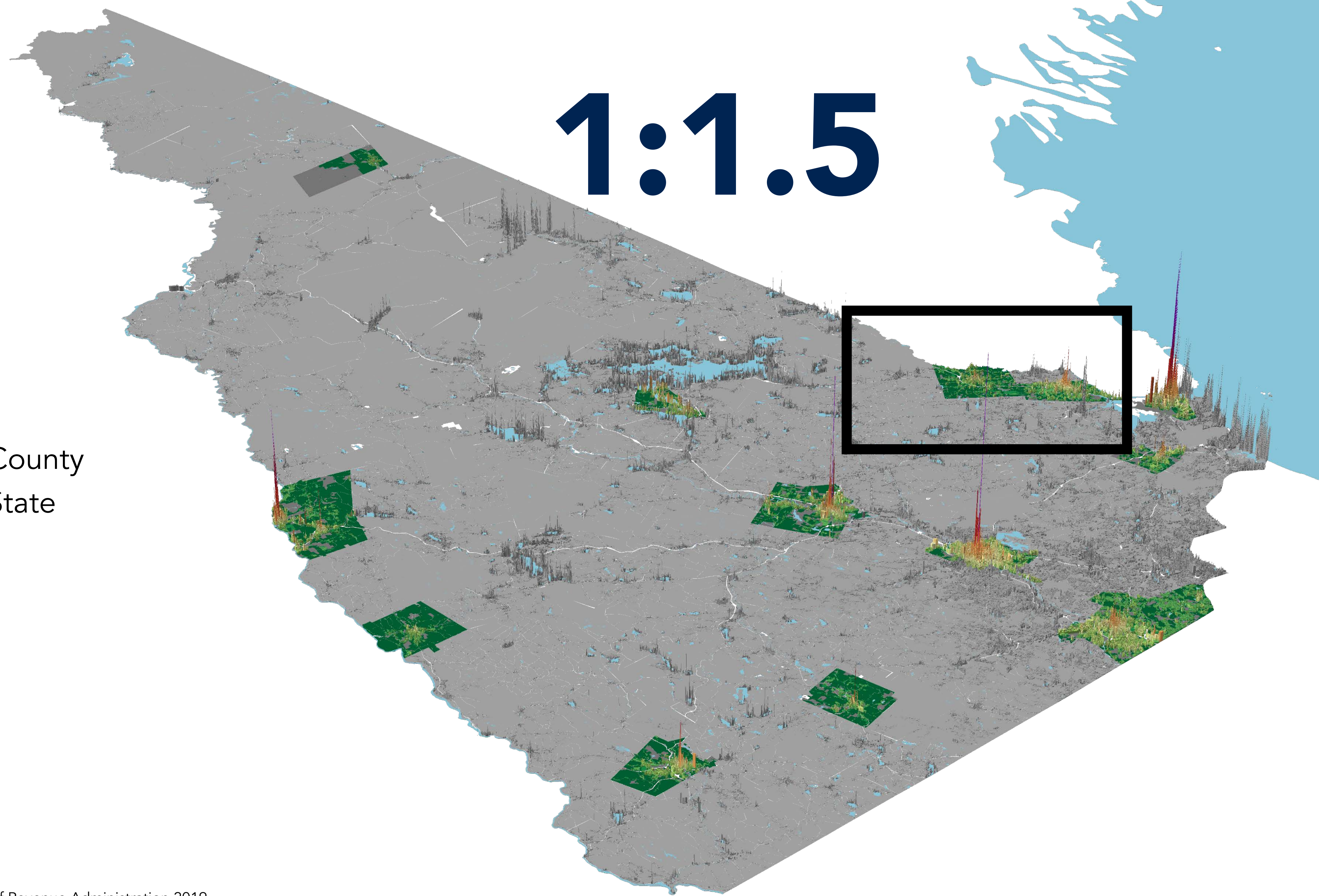
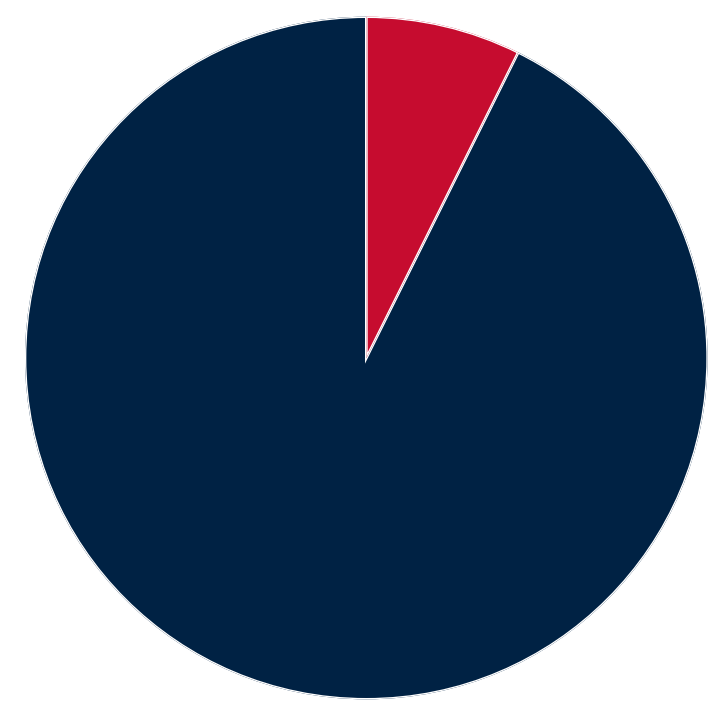
# 1:1.5

Area

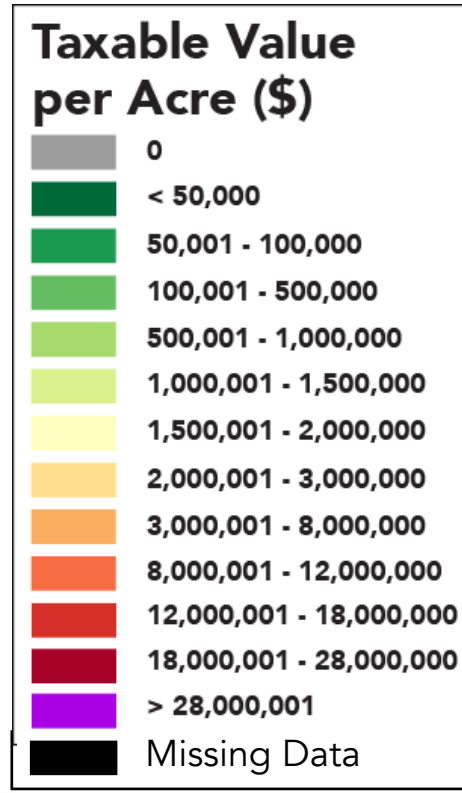


- County
- State

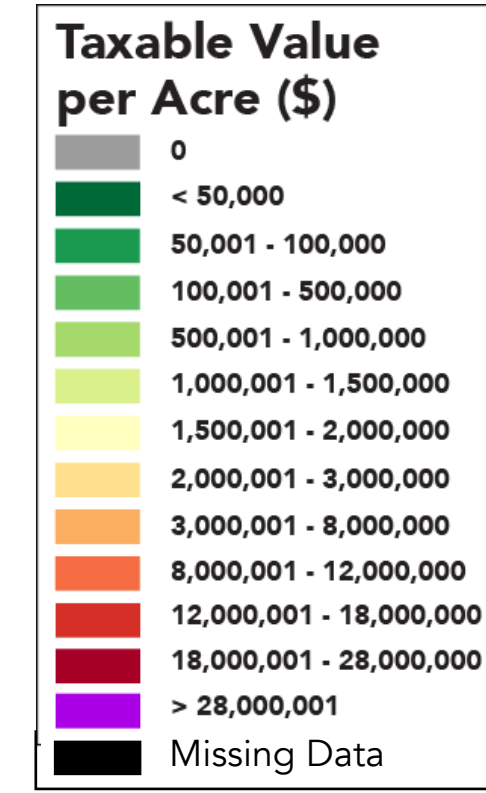
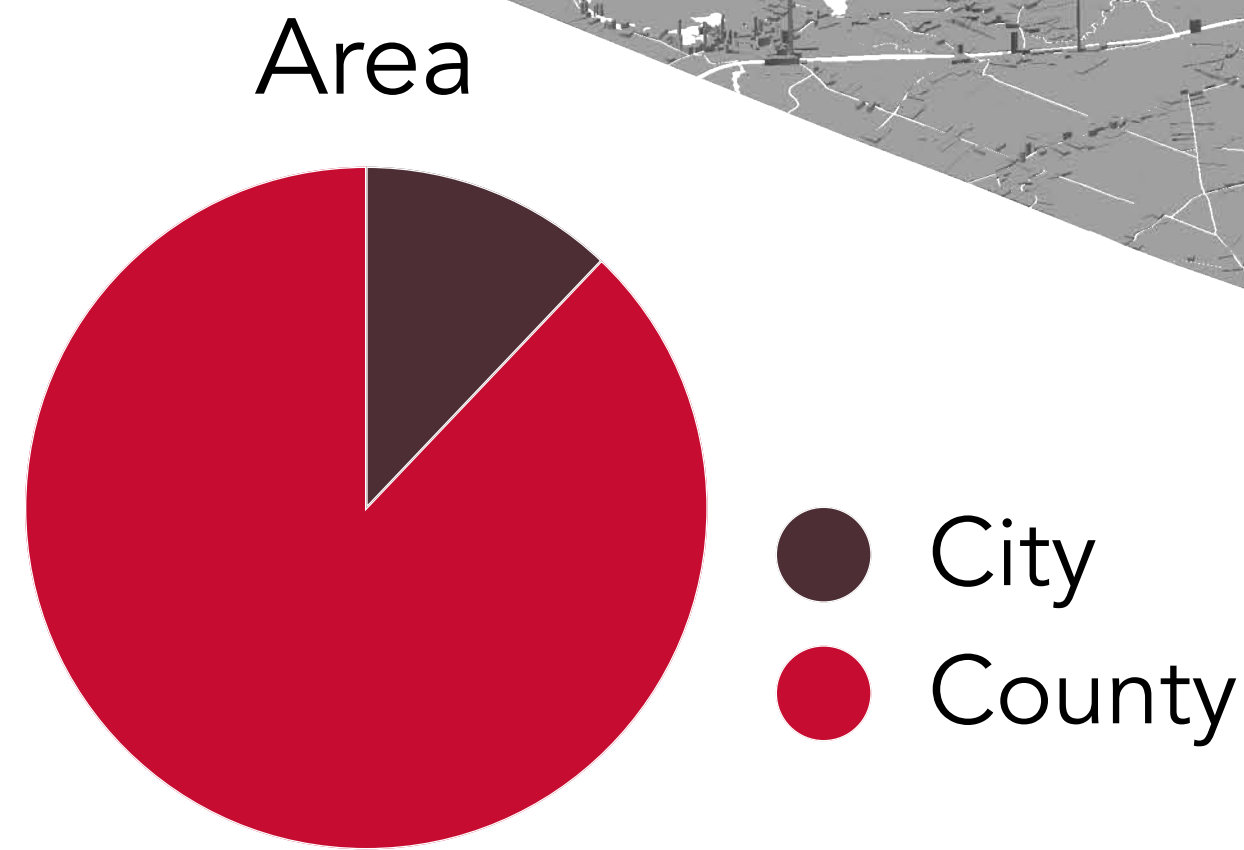
Value











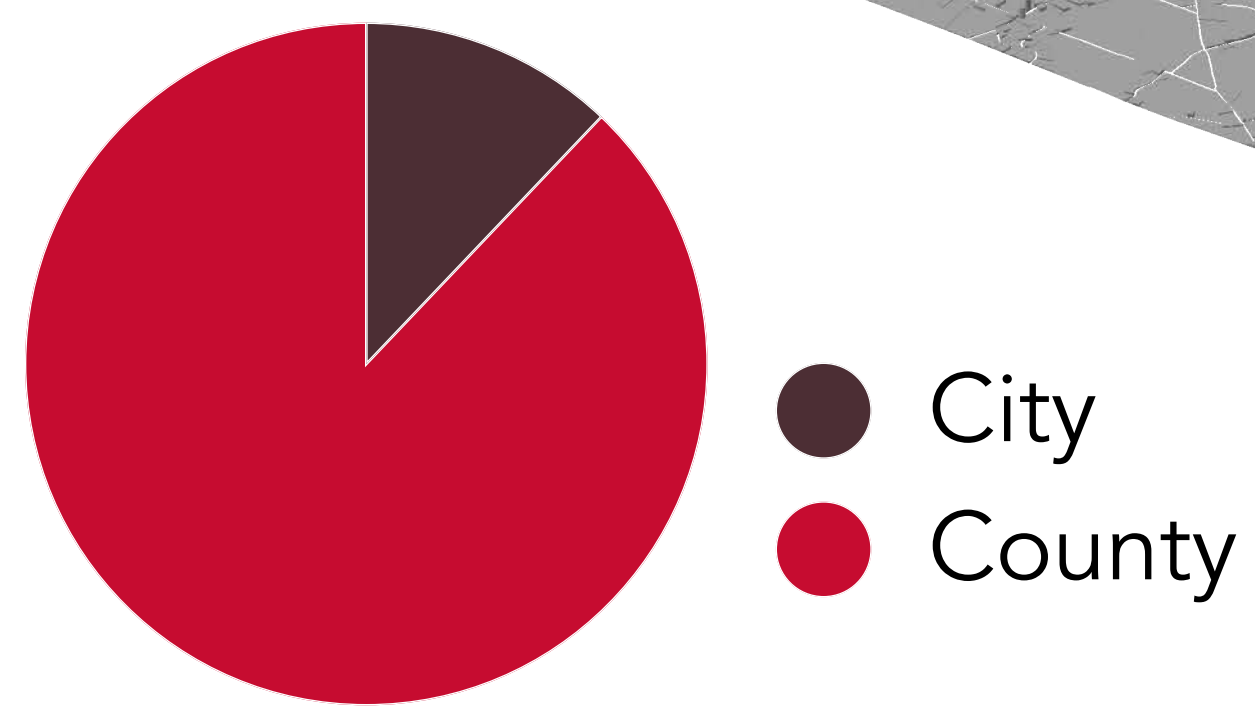


# Value Per Acre

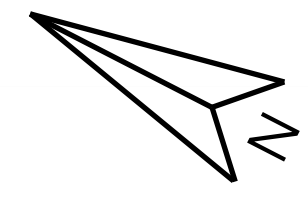
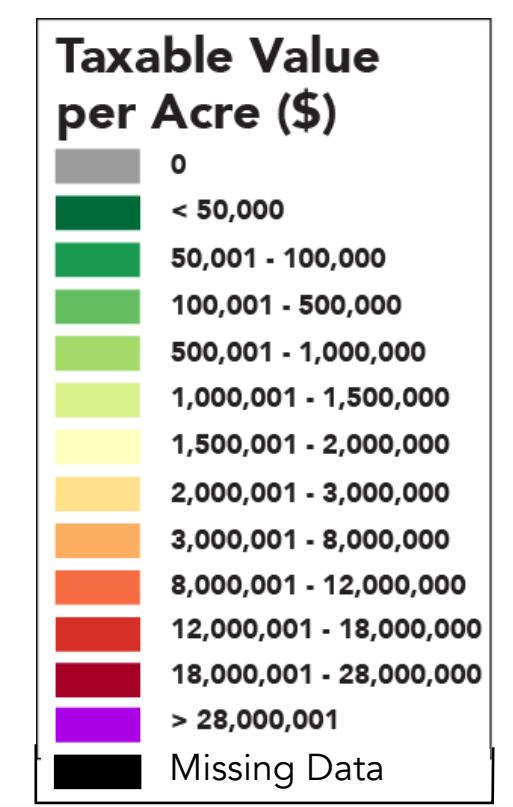
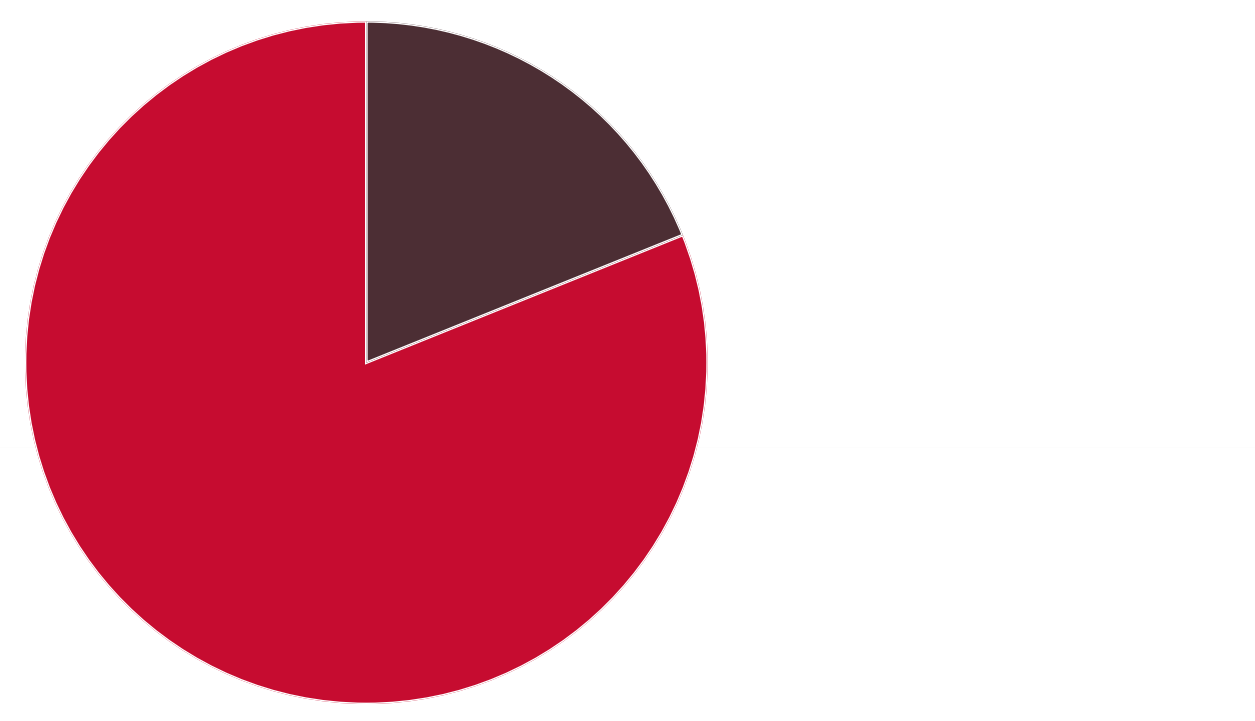
Rochester



Area

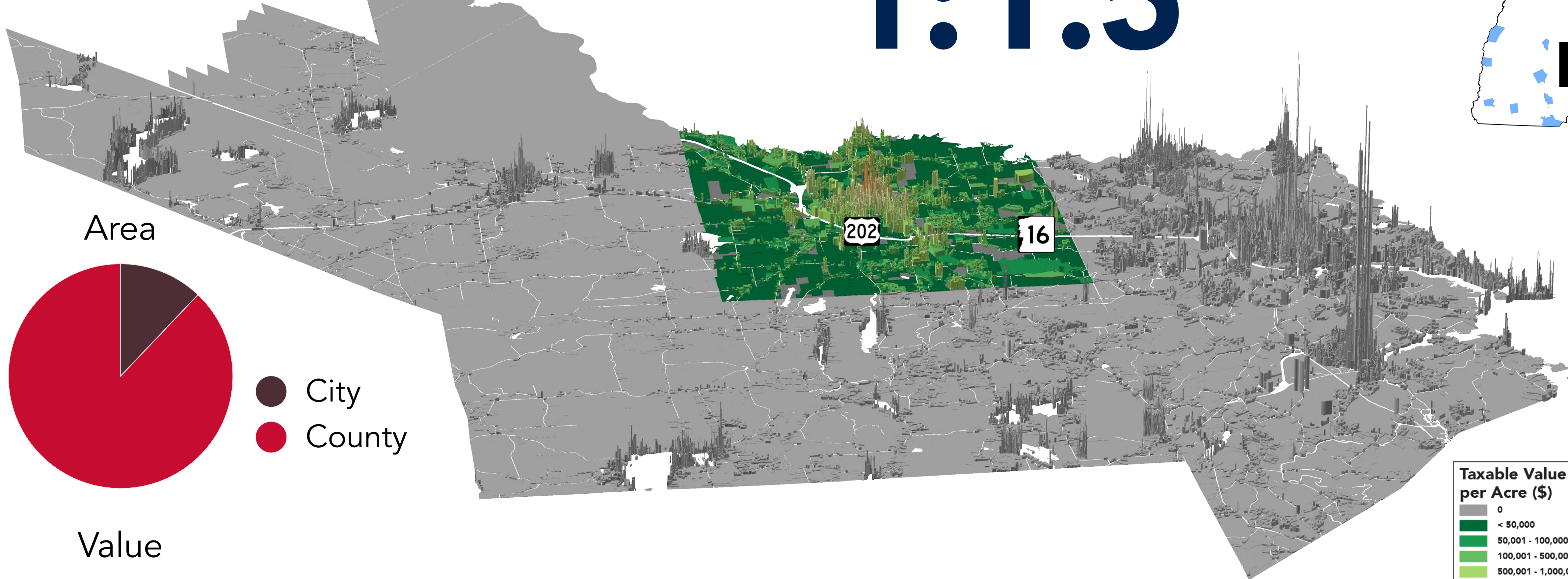
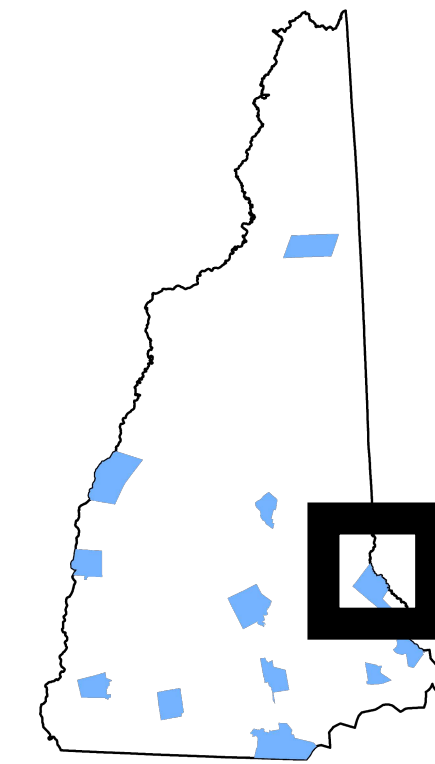


Value

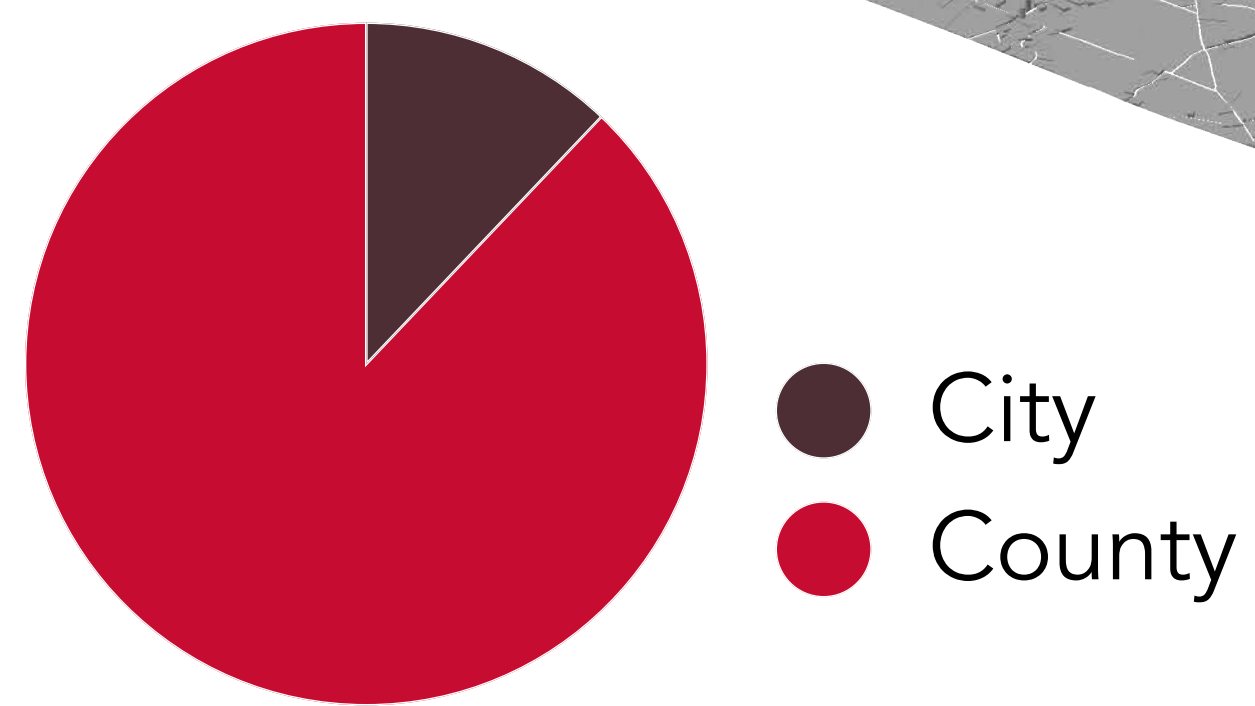




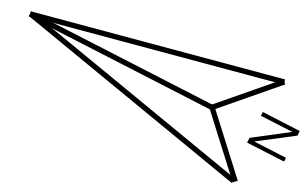
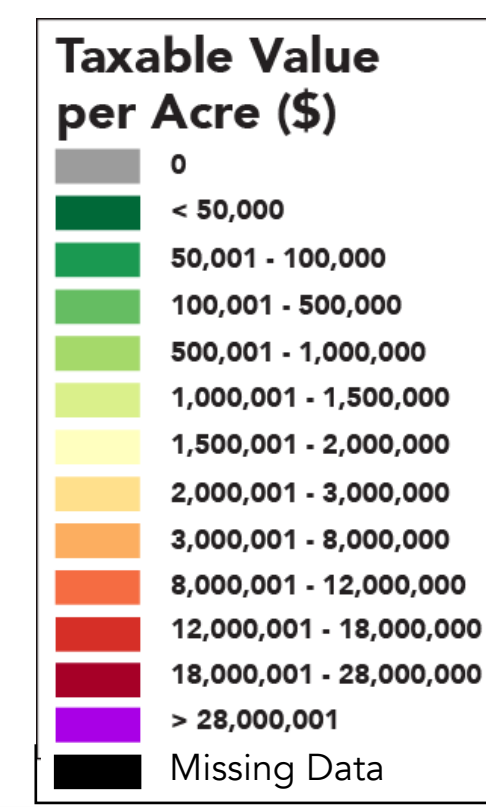
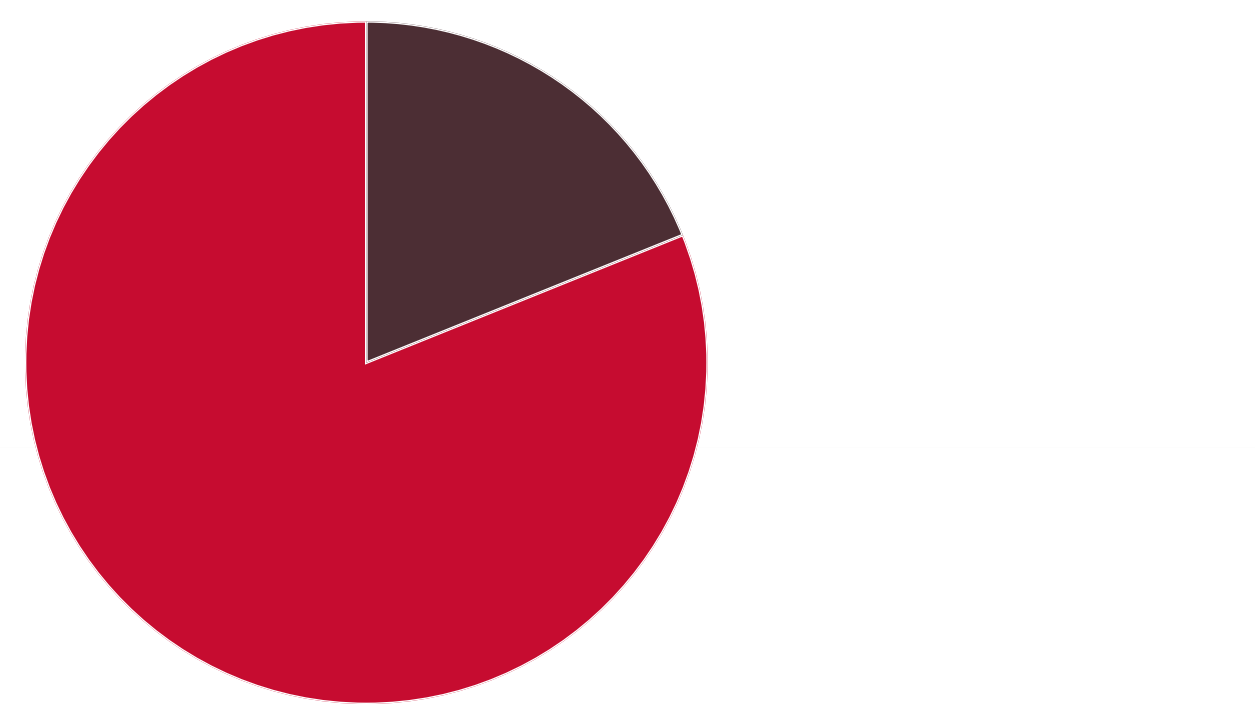
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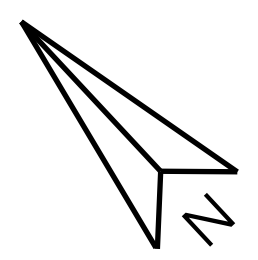
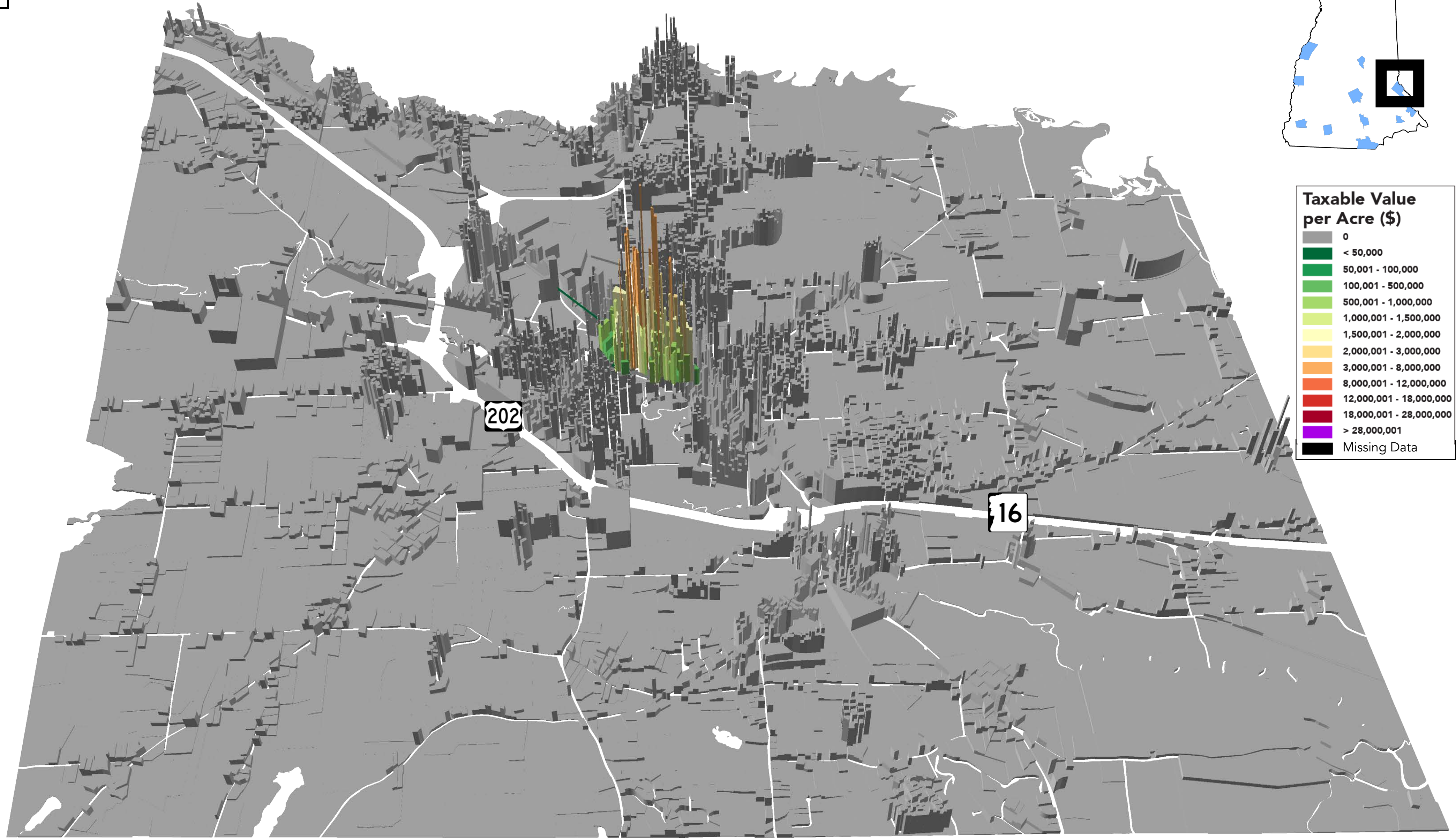
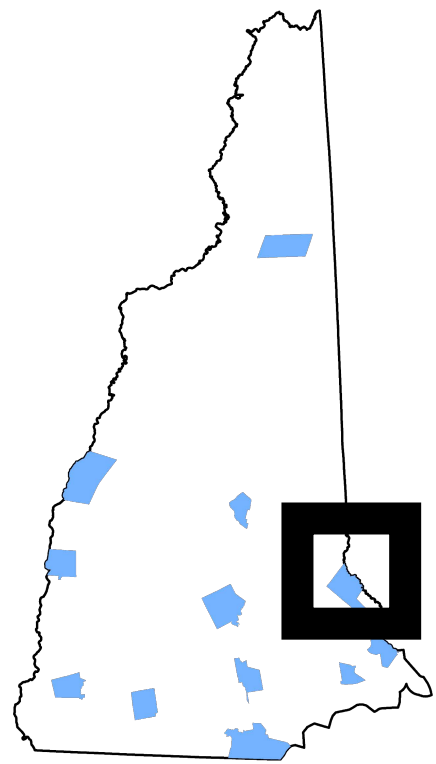
Area



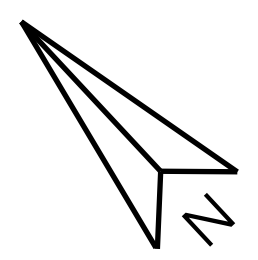
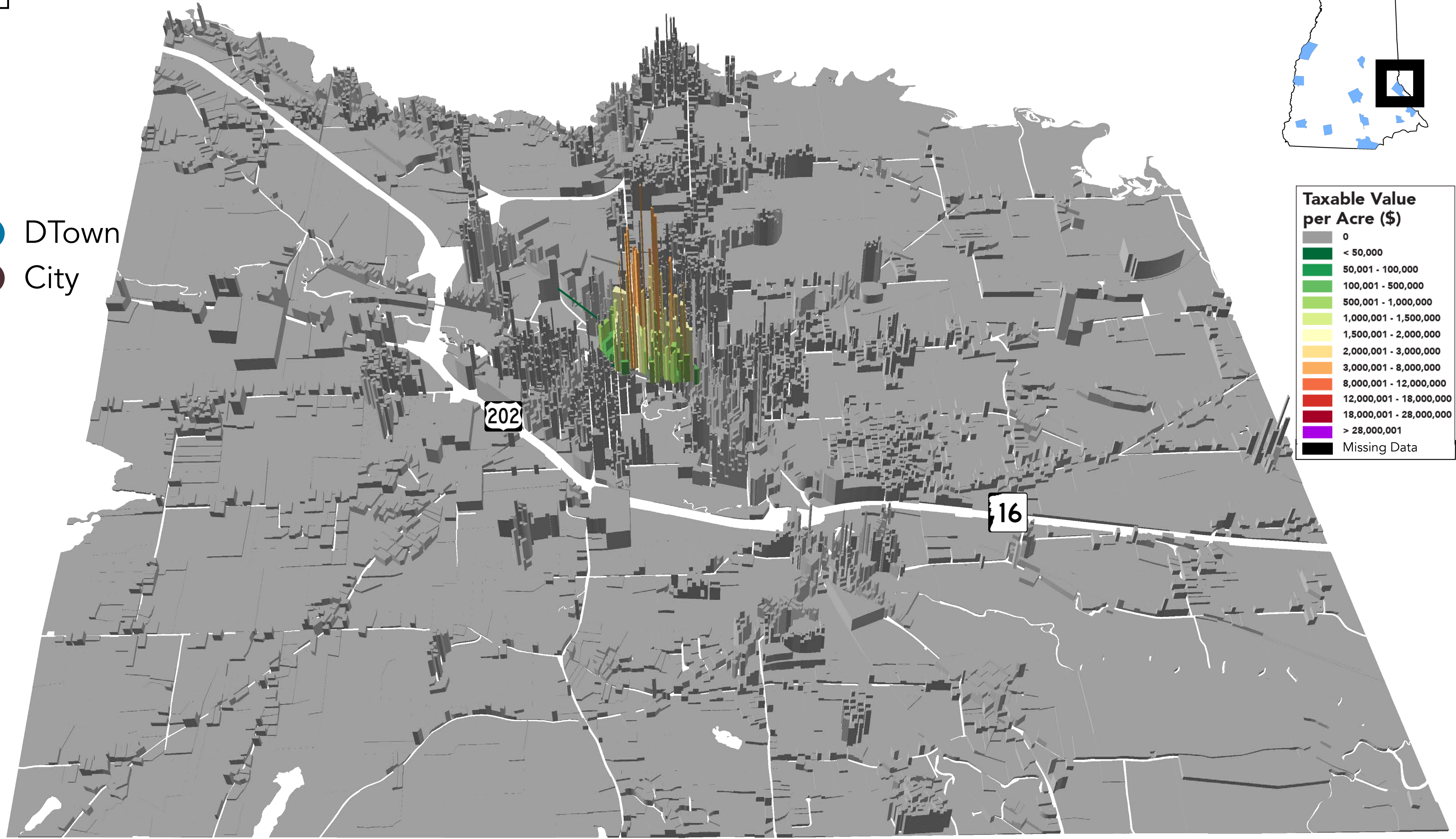
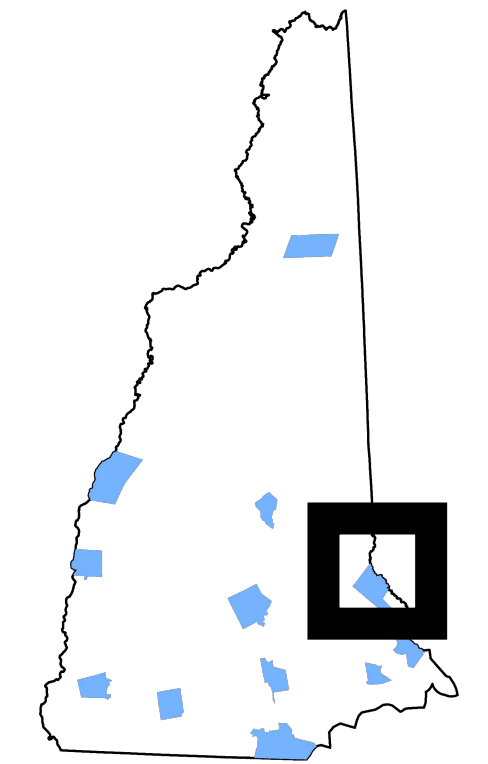
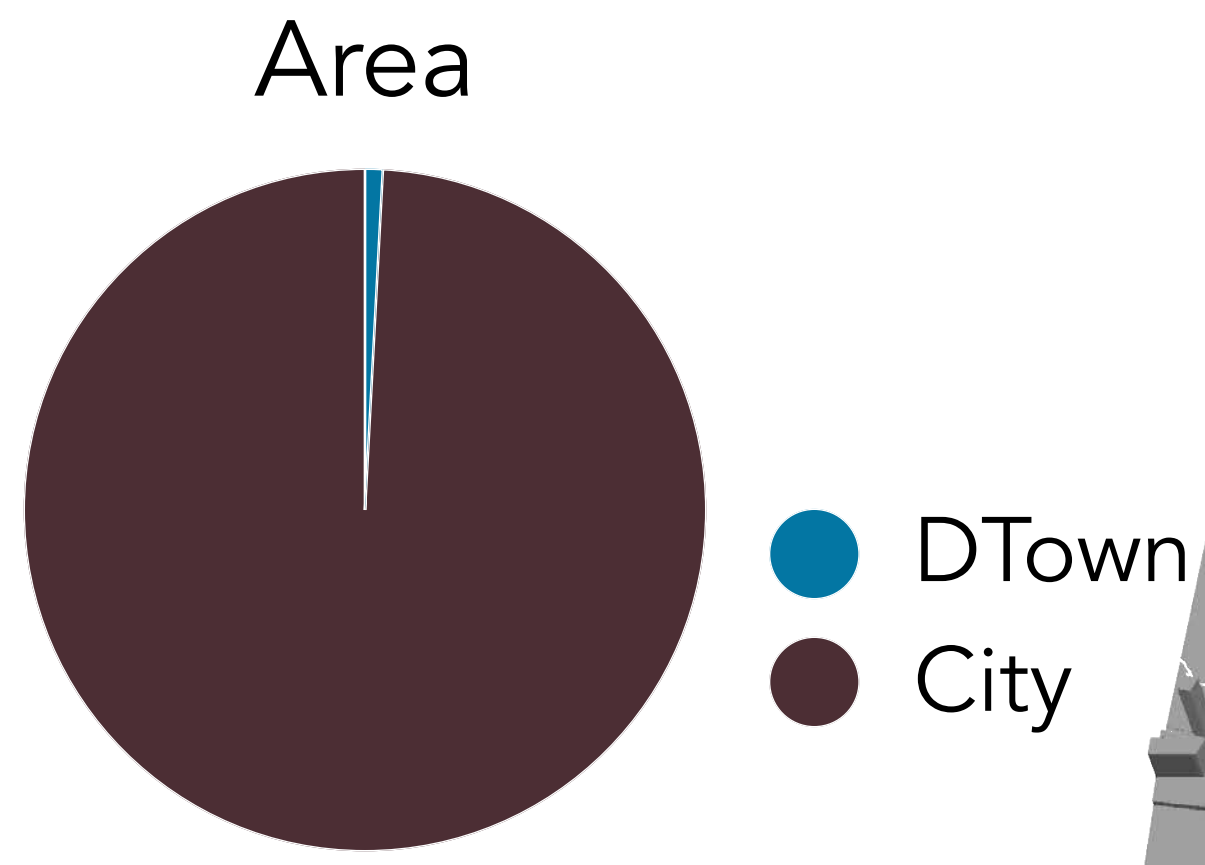
Value



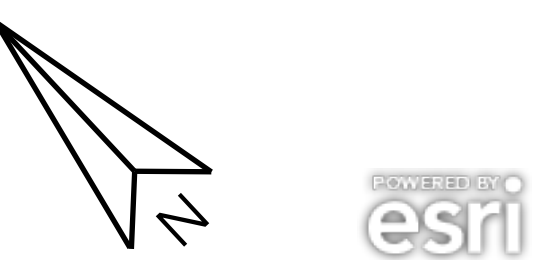
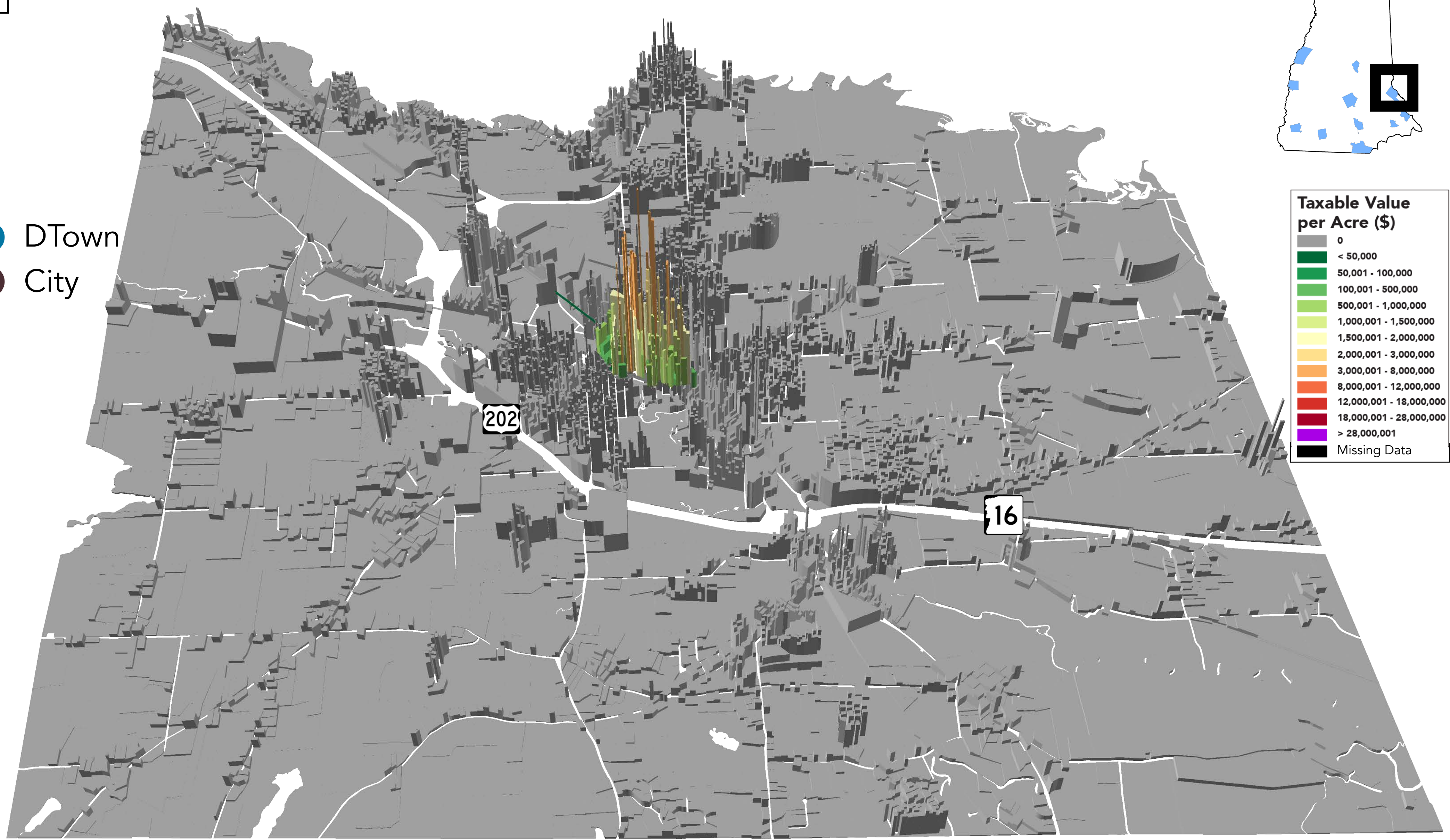
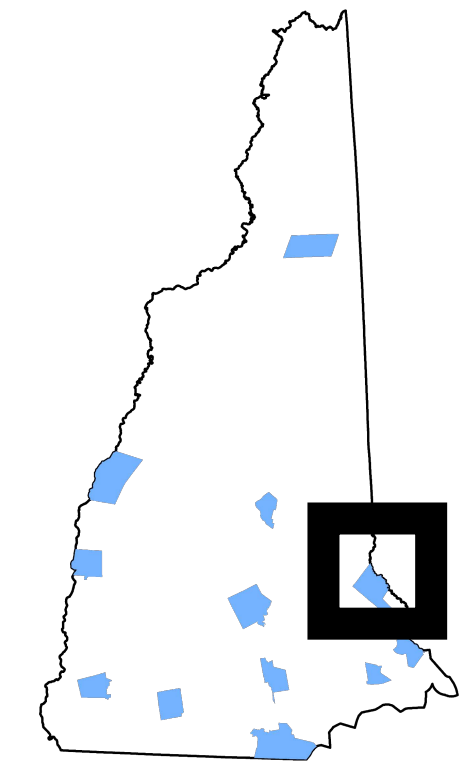
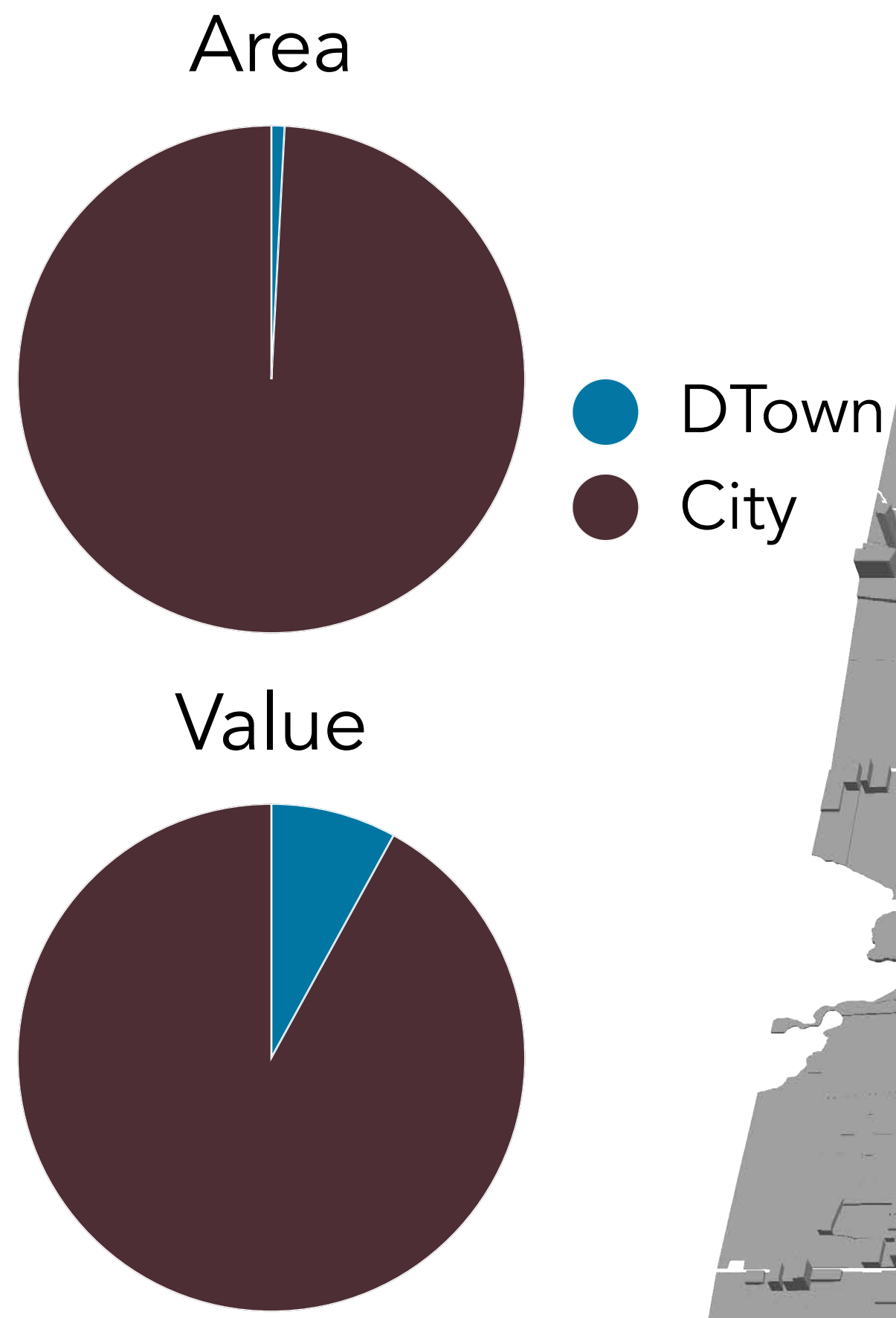






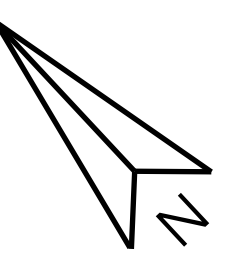
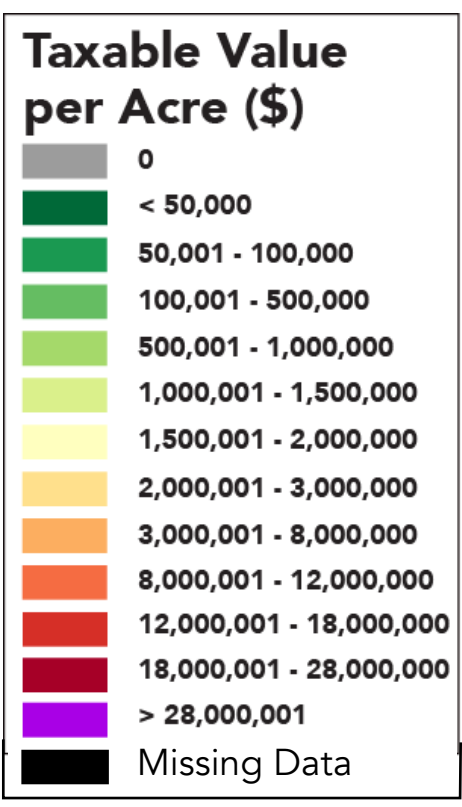
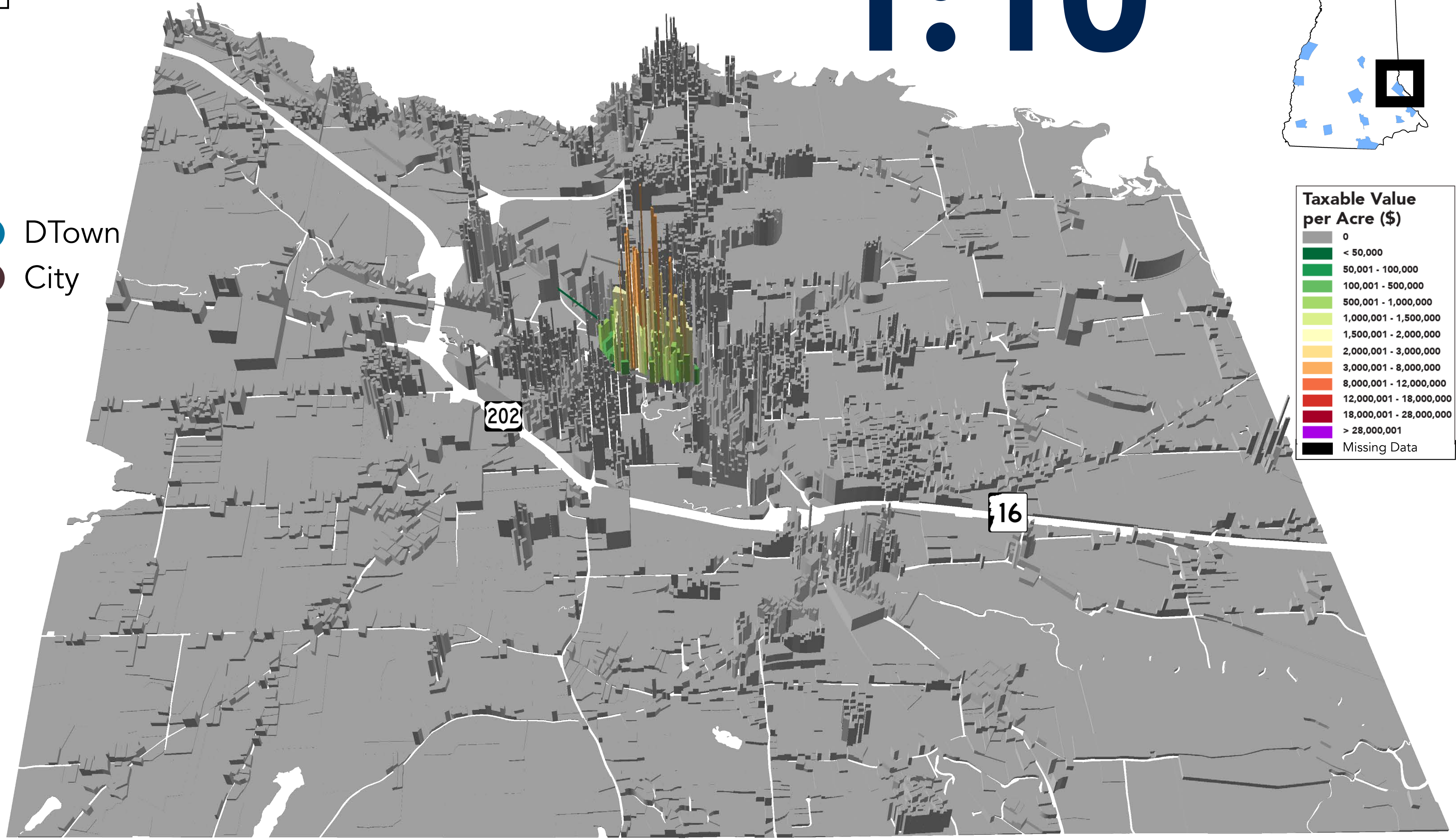
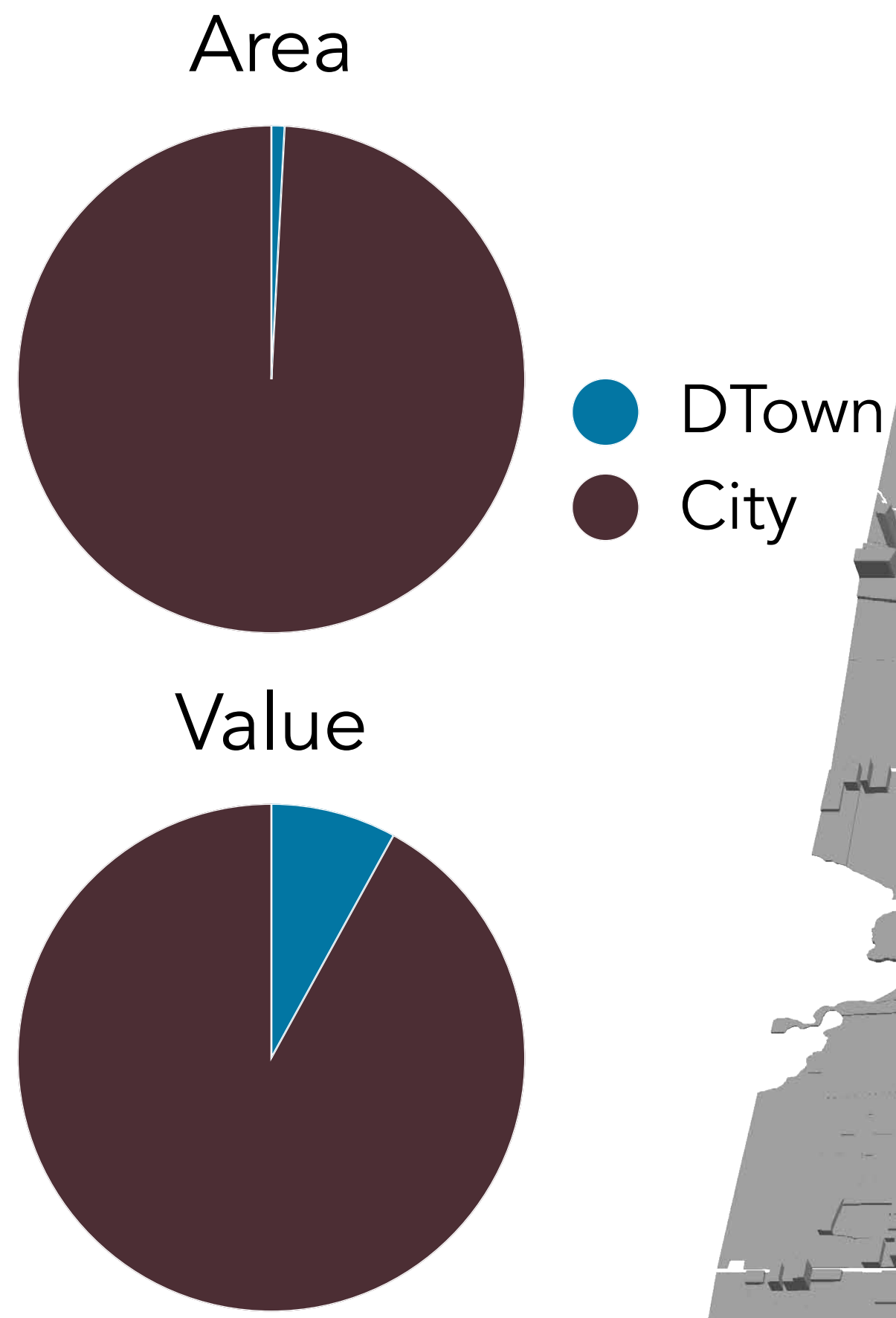
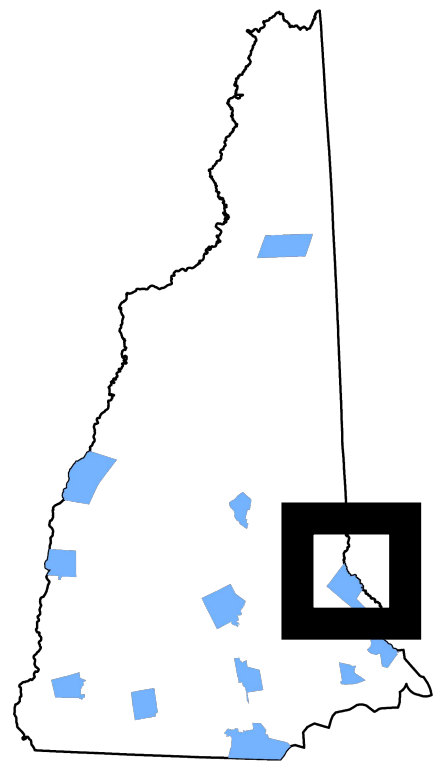




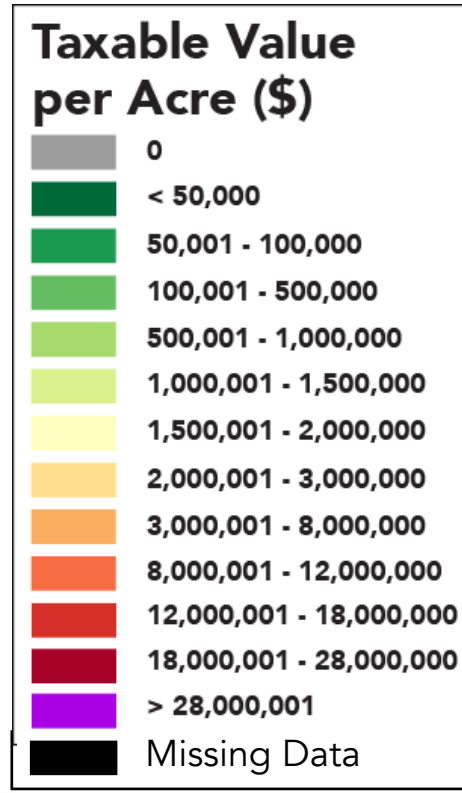




1:10











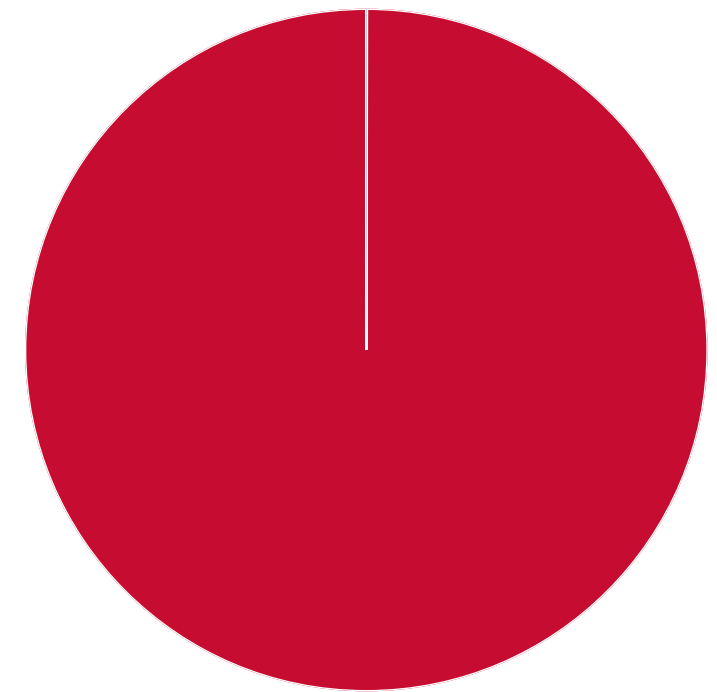


# Value Per Acre

## Downtown Rochester

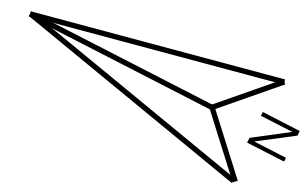
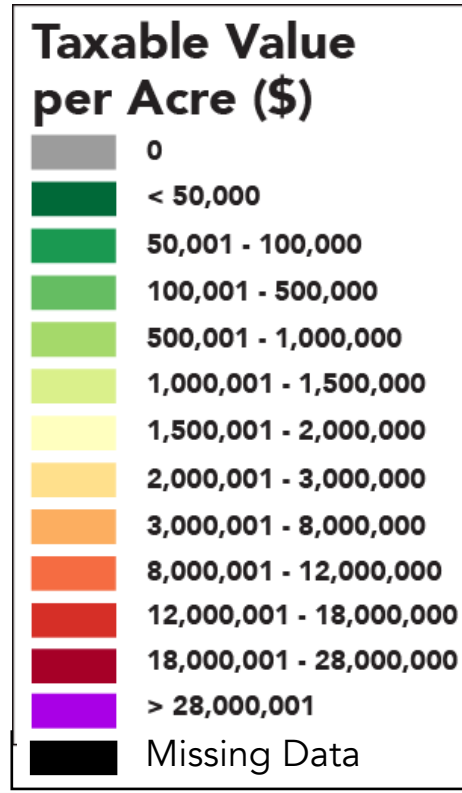
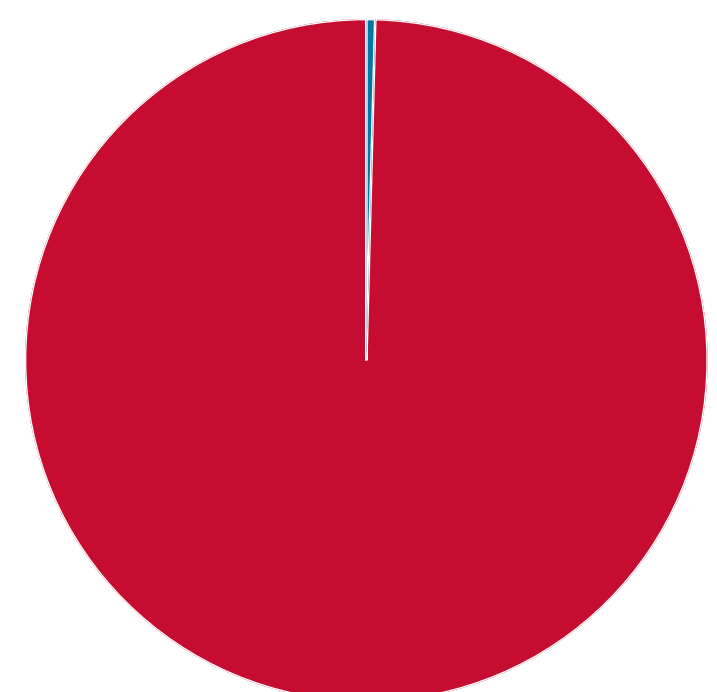


Area



- DTown
- County

Value

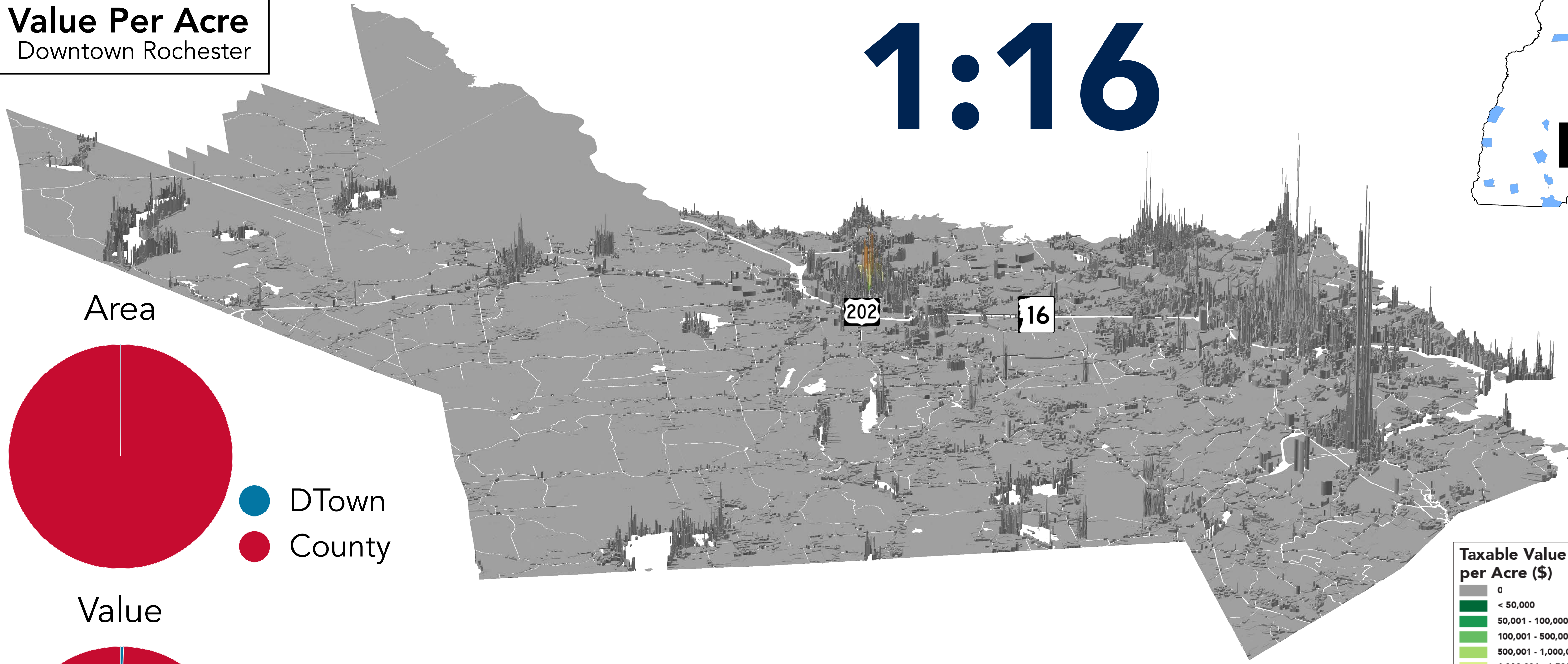
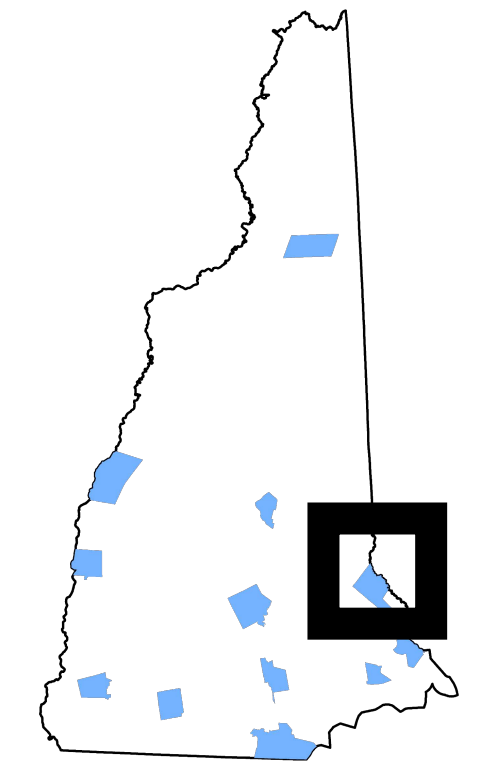




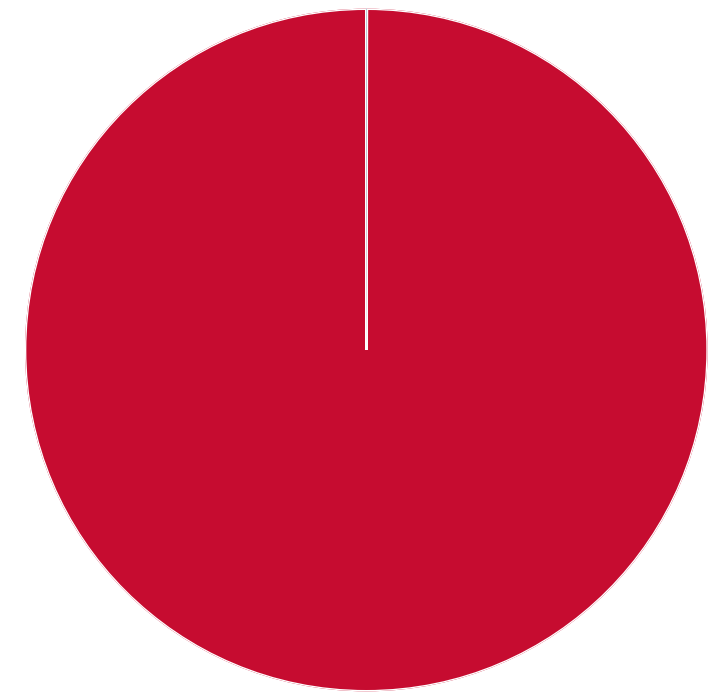
# Value Per Acre

Downtown Rochester

# 1:16

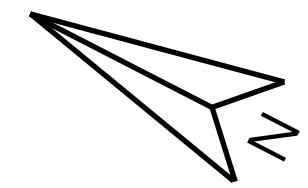
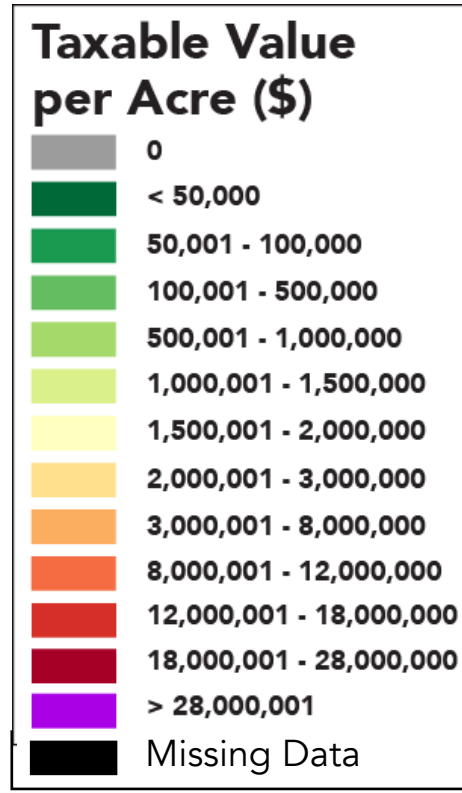
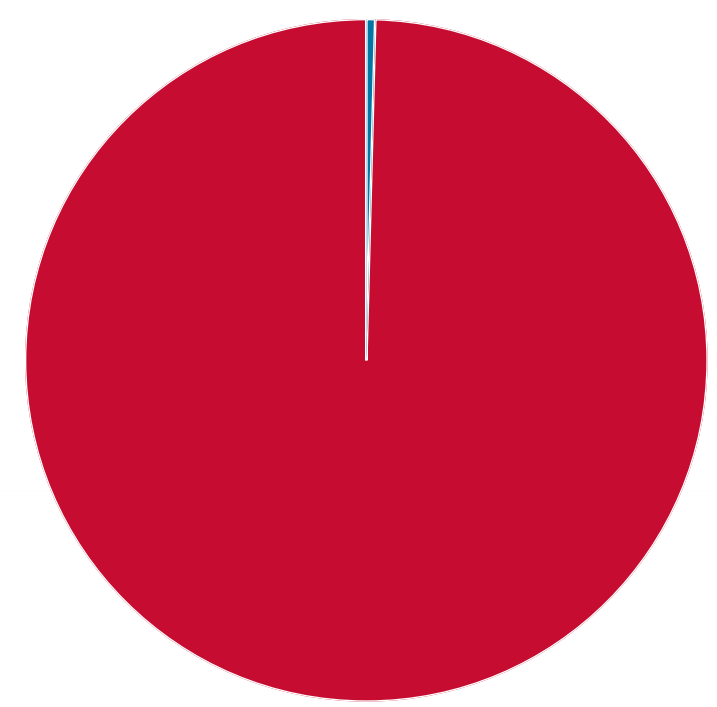


Area

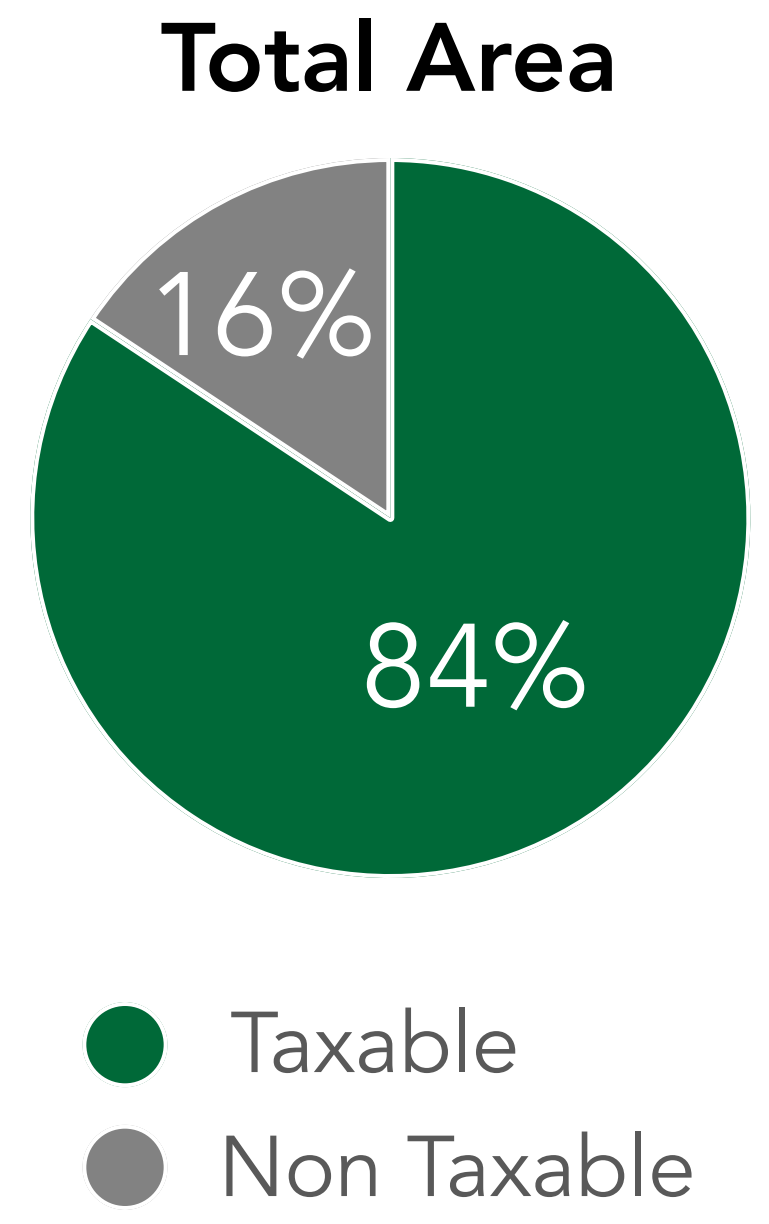
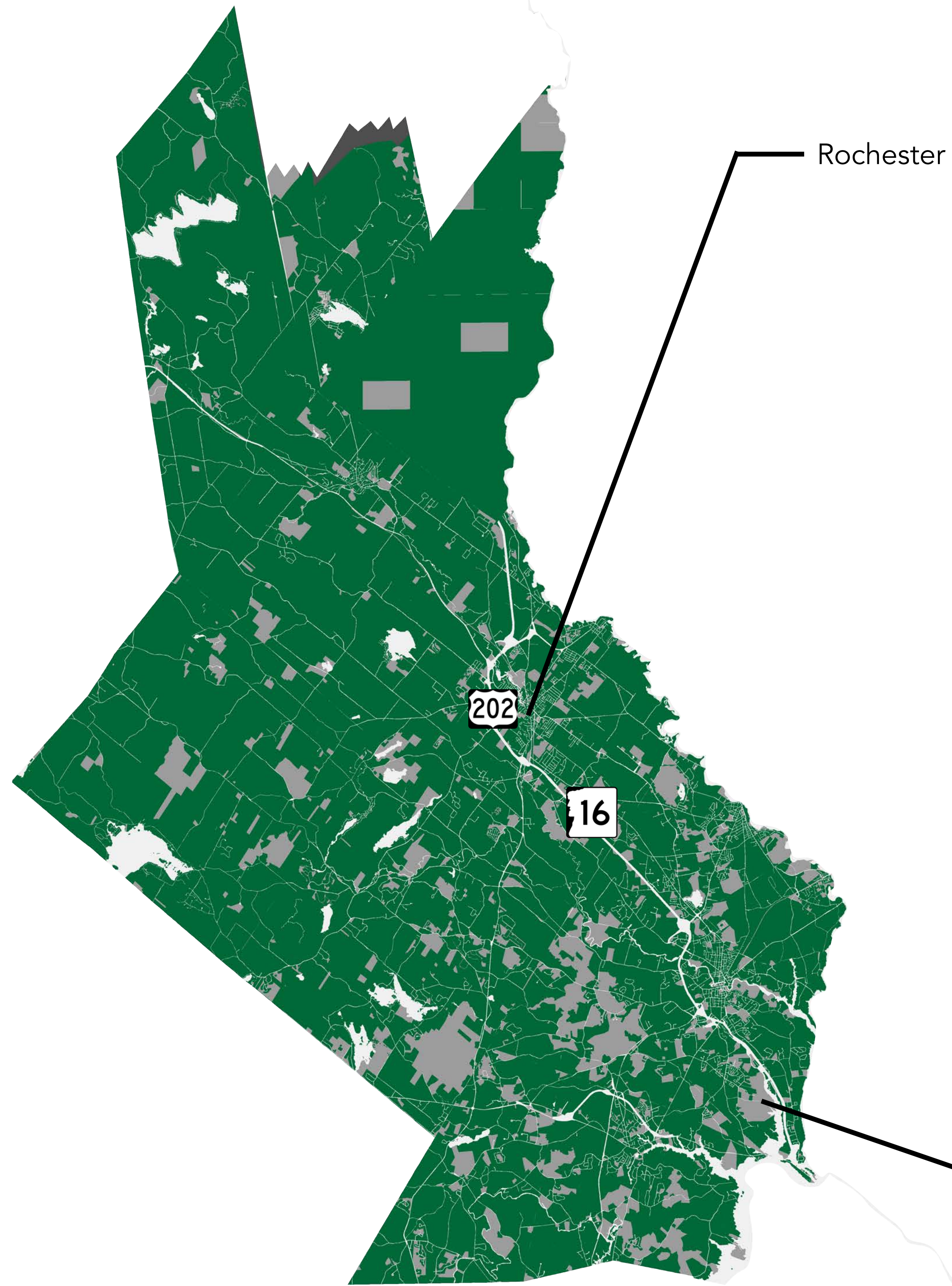


- DTown
- County

Value

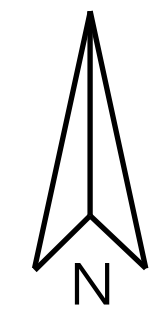




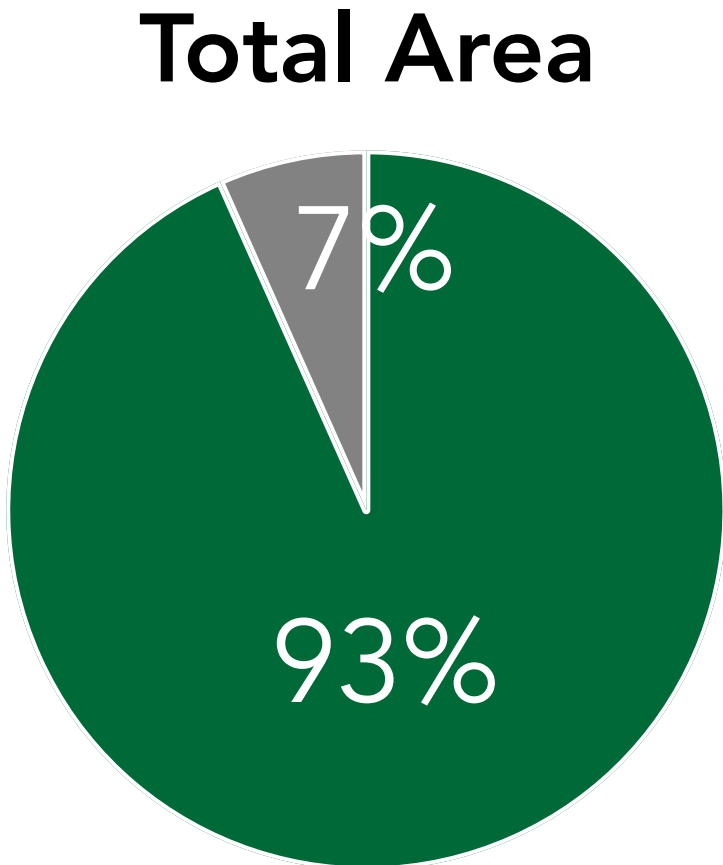


### Taxable Property

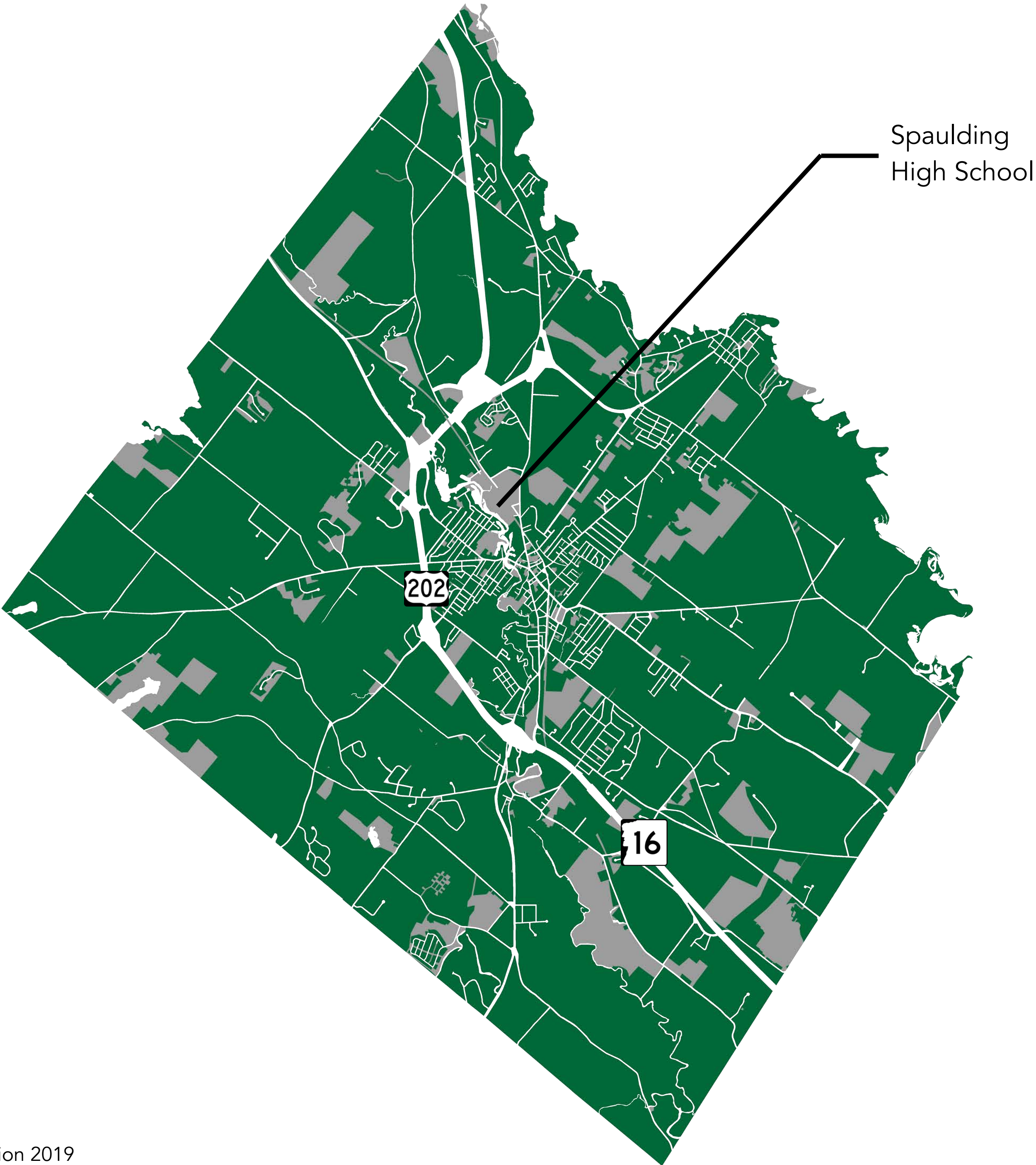
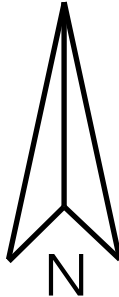
No Data	No Data
Nontaxable	Nontaxable
Taxable	Taxable



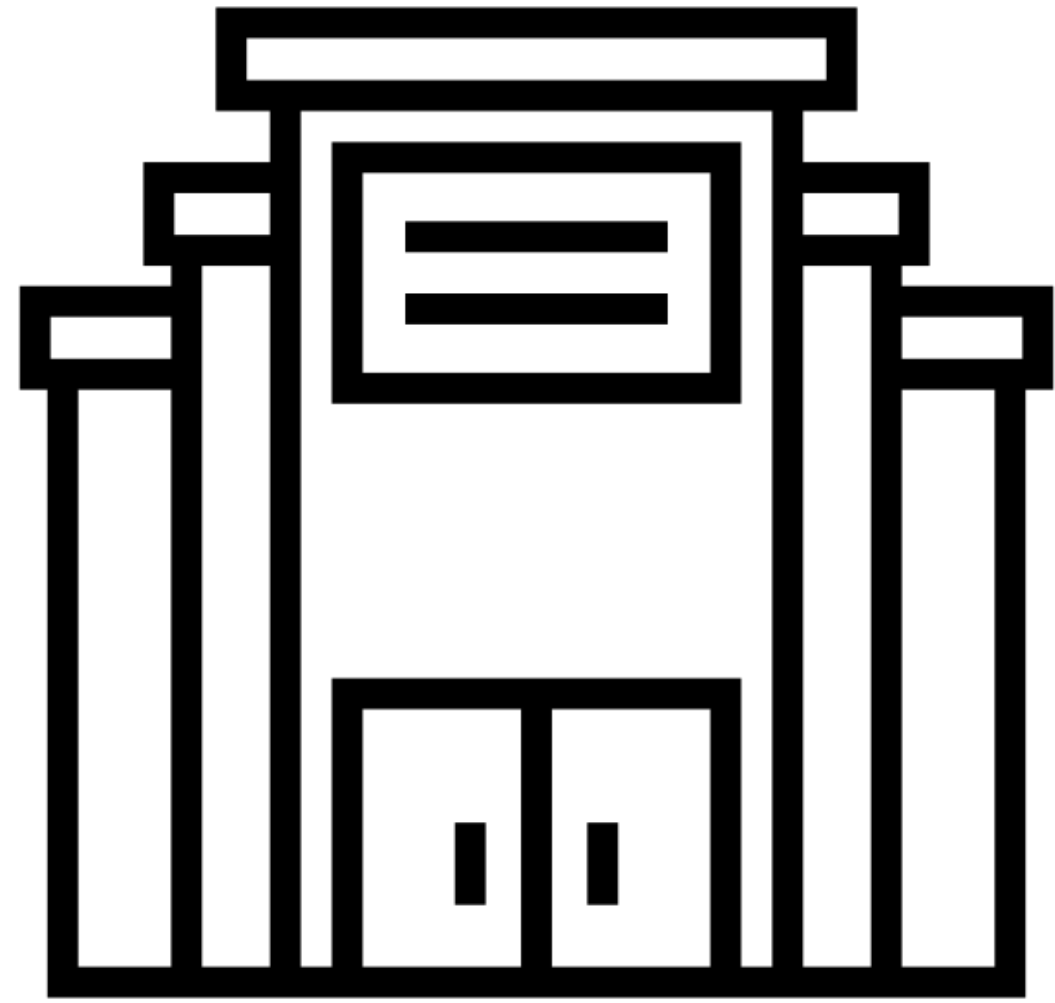




- Taxable
- Nontaxable



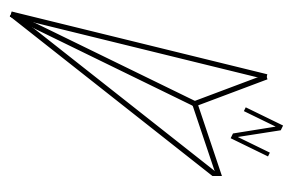
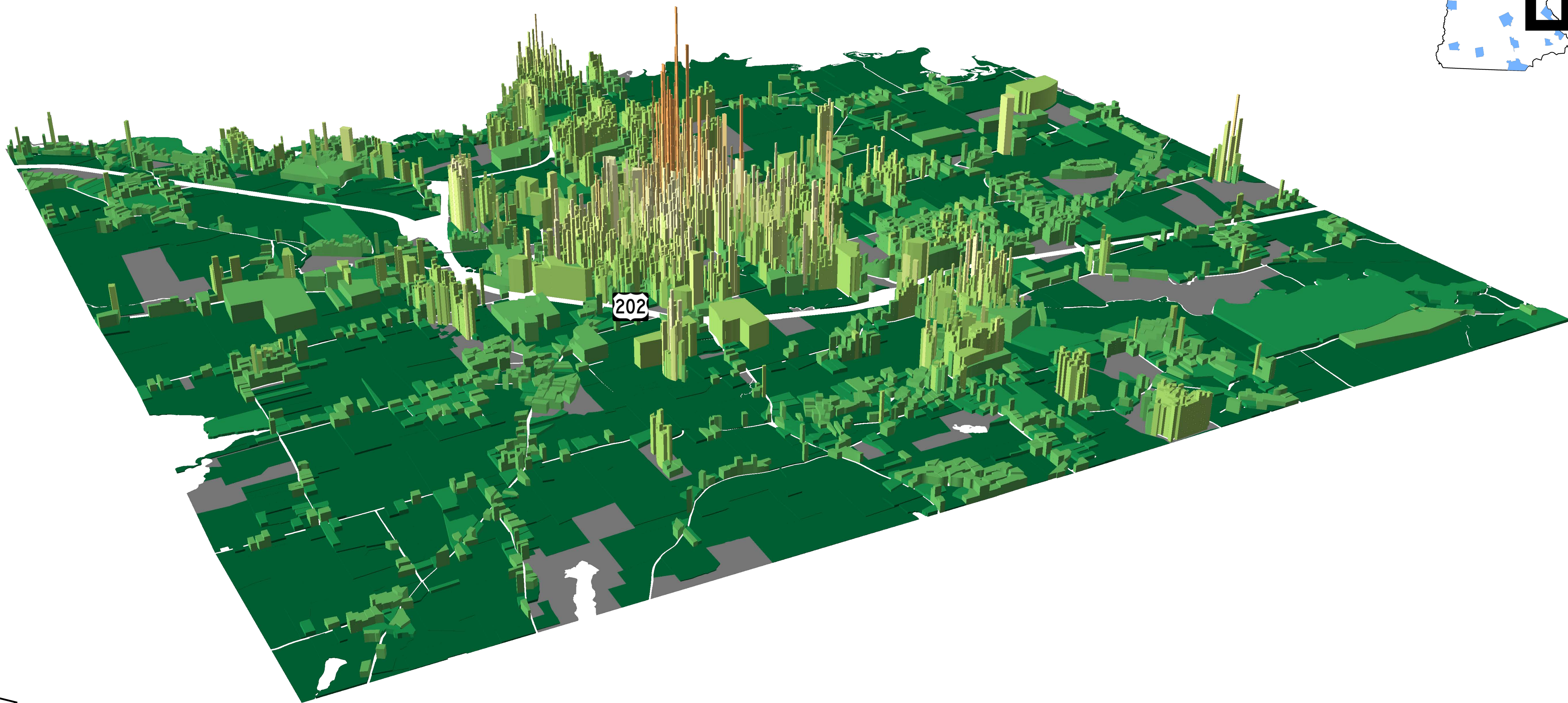
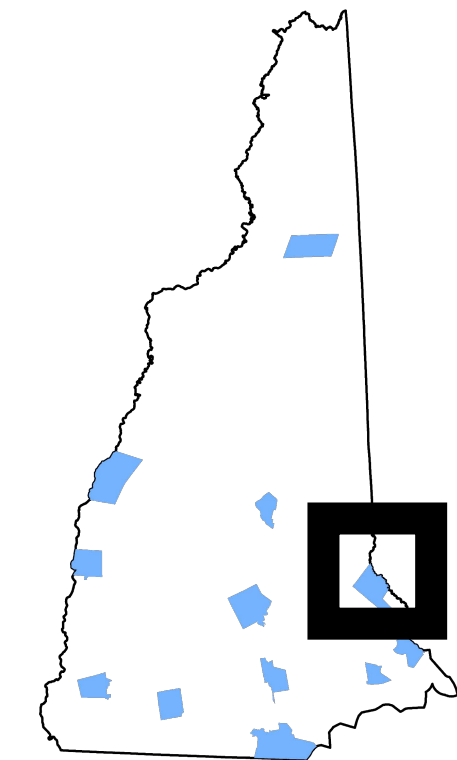




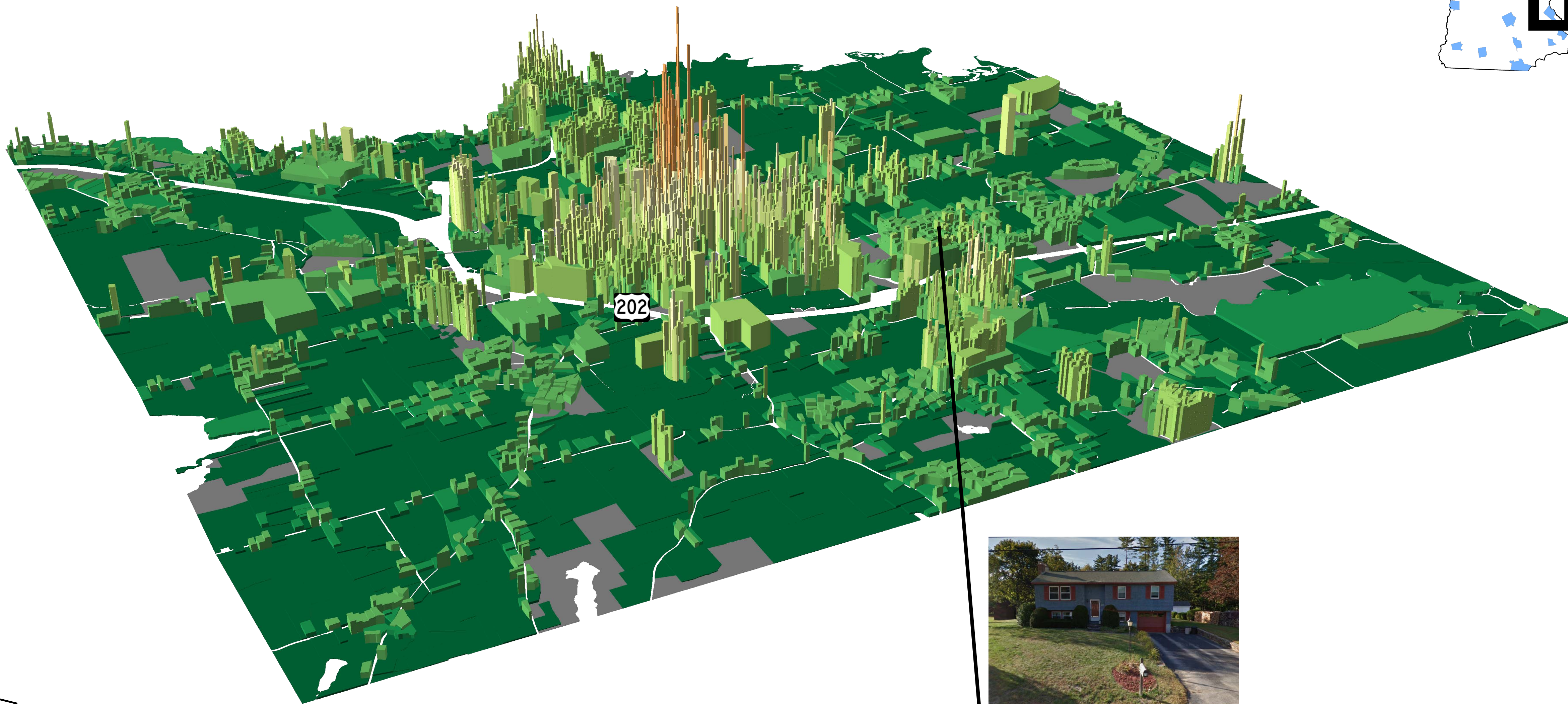
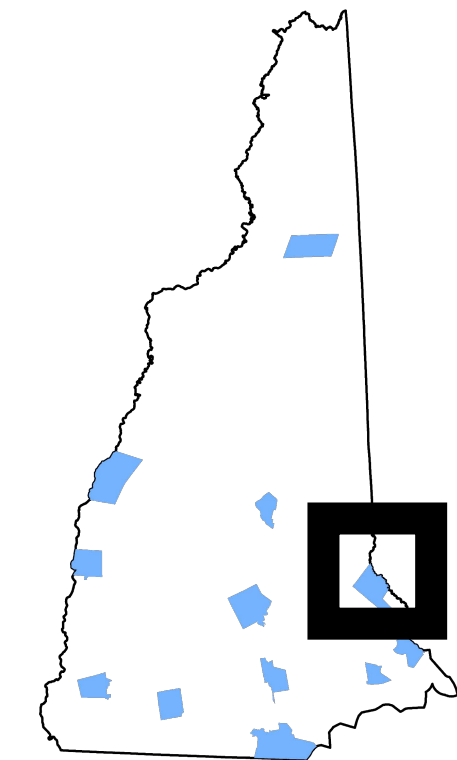
# Land Use Types

Local samples of buildings and development types



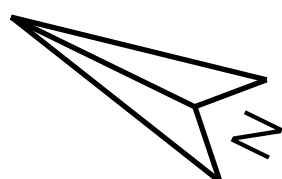




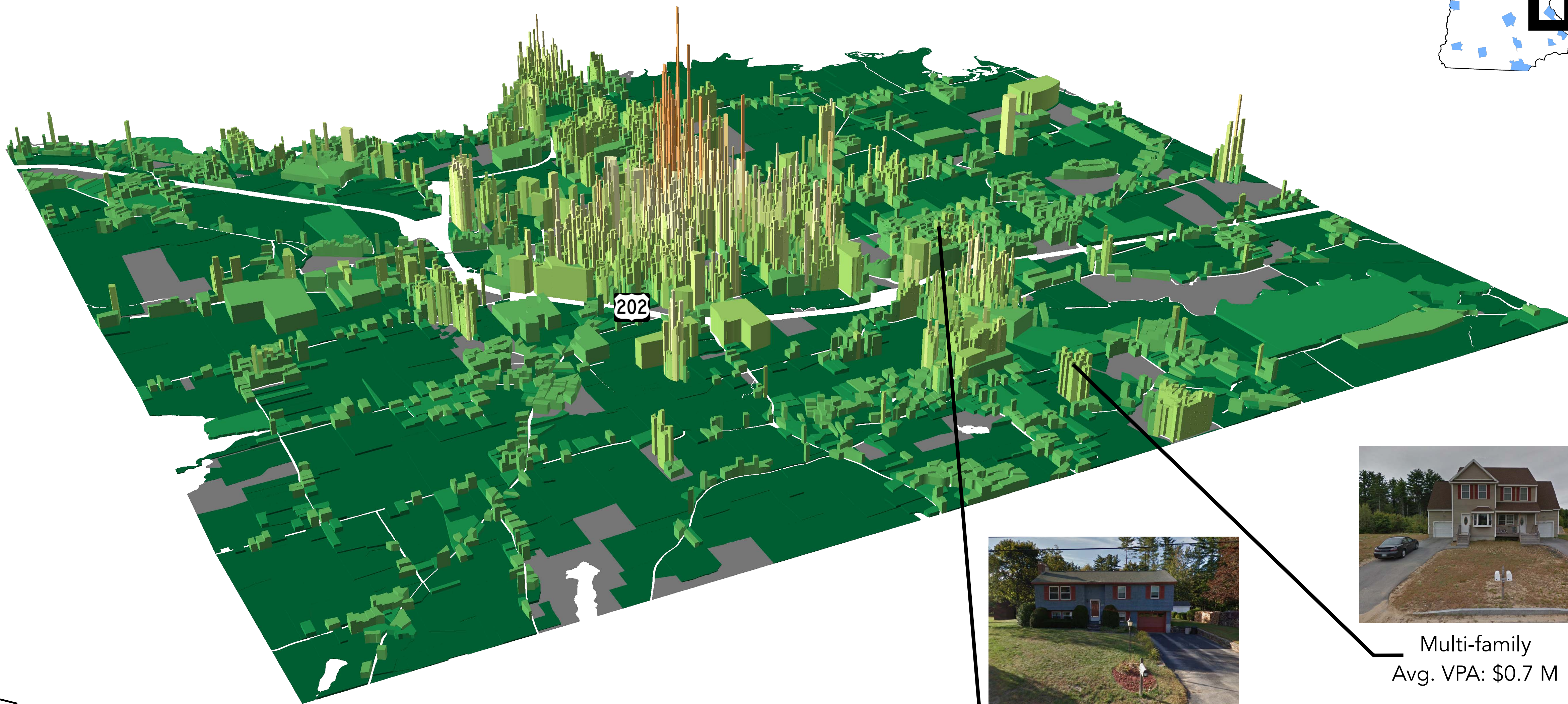
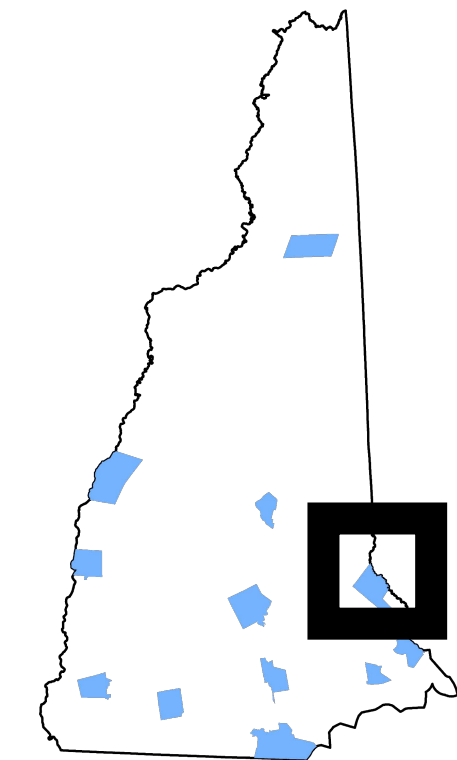


Single-family  
Avg. VPA: \$0.4 M

Avg. VPA: \$88,371





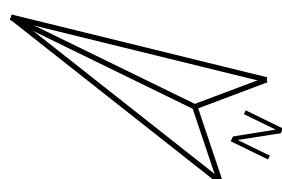


Single-family  
Avg. VPA: \$0.4 M



Multi-family  
Avg. VPA: \$0.7 M

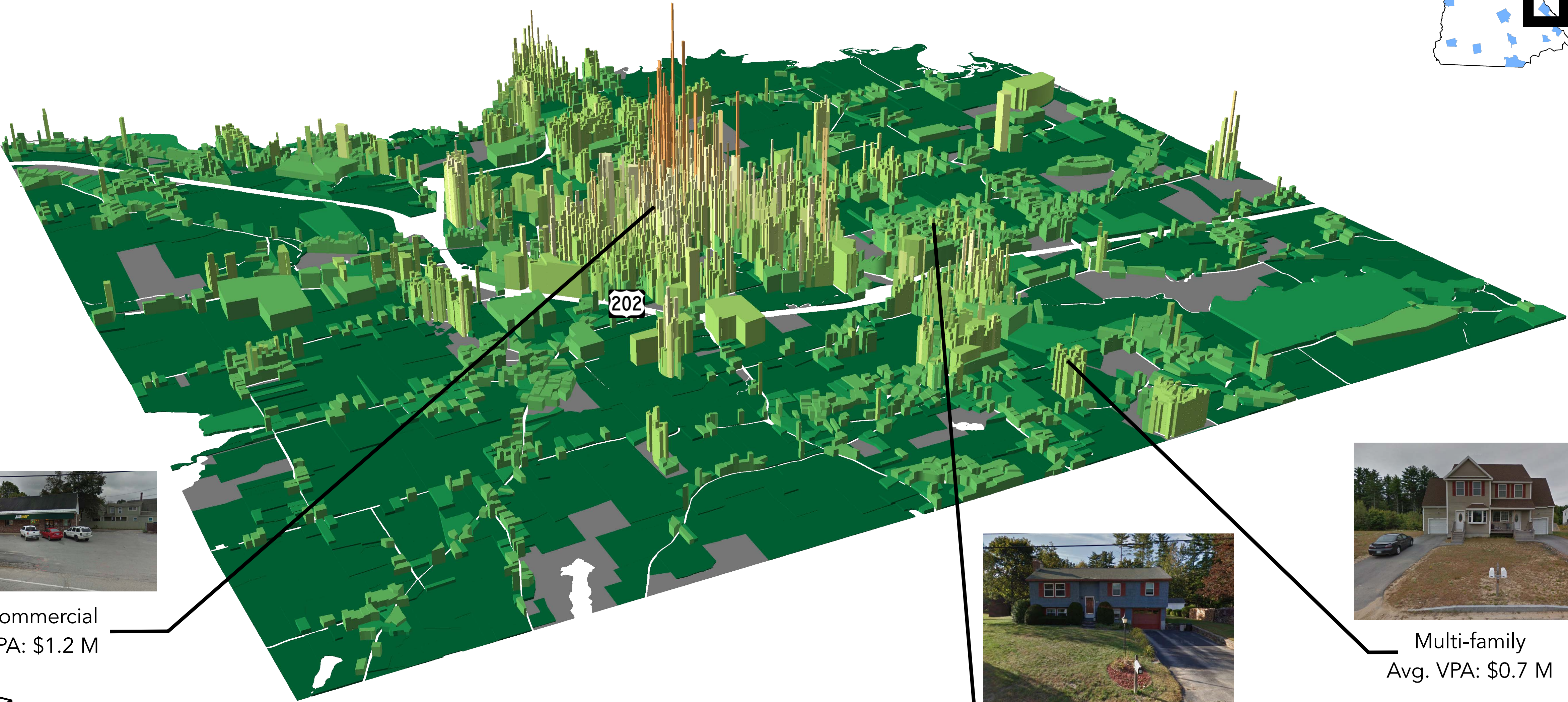
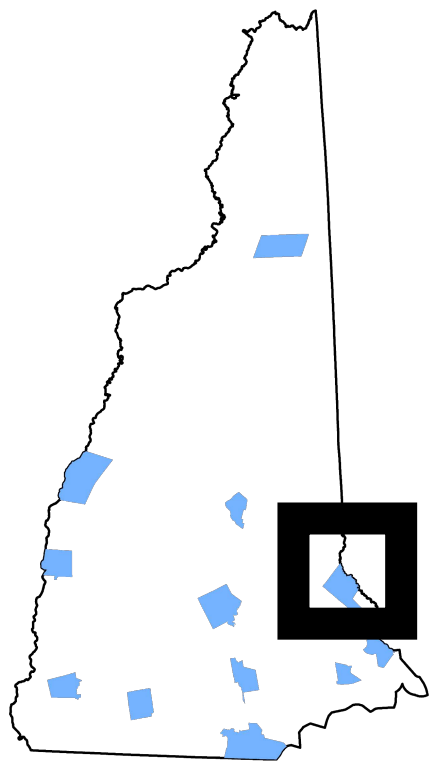
Avg. VPA: \$88,371





# Rochester Examples

Land Use Productivity



Commercial  
VPA: \$1.2 M

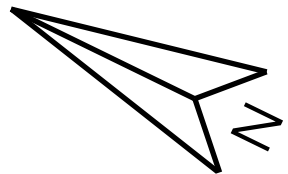


Single-family  
Avg. VPA: \$0.4 M



Multi-family  
Avg. VPA: \$0.7 M

Avg. VPA: \$88,371





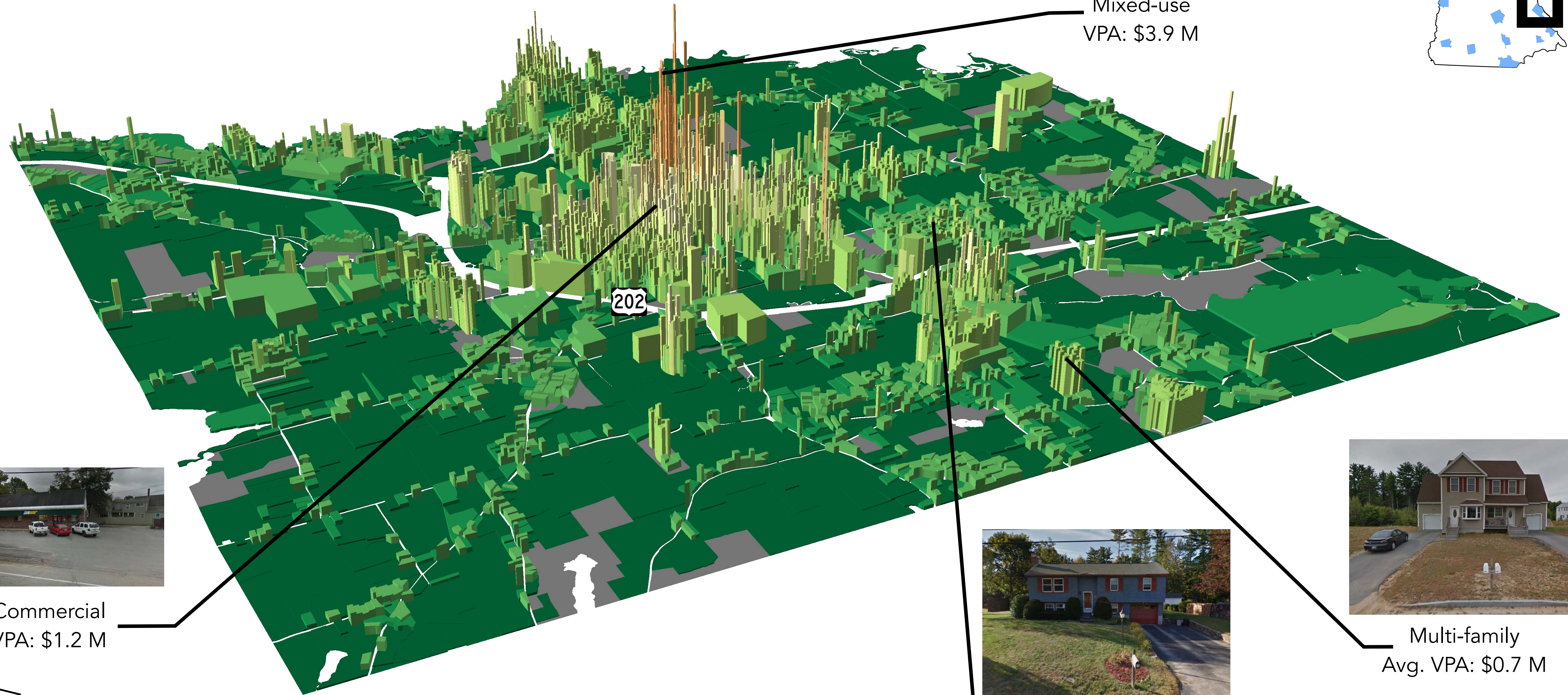
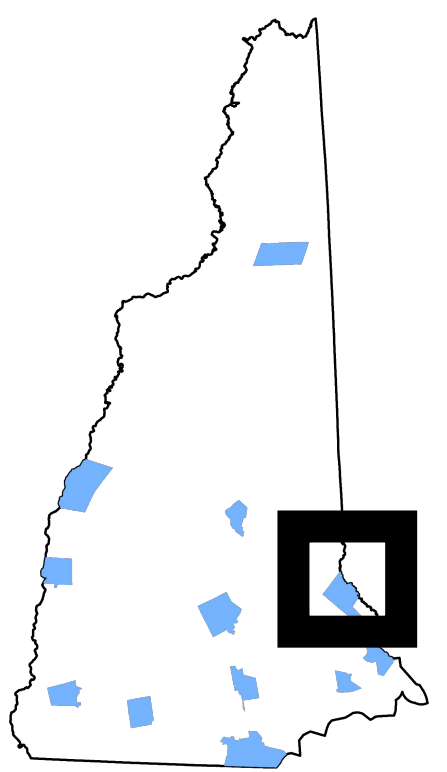
URBAN3

# Rochester Examples

Land Use Productivity



Mixed-use  
VPA: \$3.9 M



Commercial  
VPA: \$1.2 M

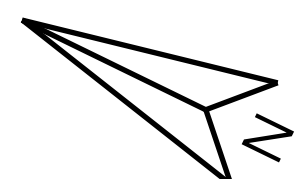


Single-family  
Avg. VPA: \$0.4 M



Multi-family  
Avg. VPA: \$0.7 M

Avg. VPA: \$88,371





# Rochester Examples

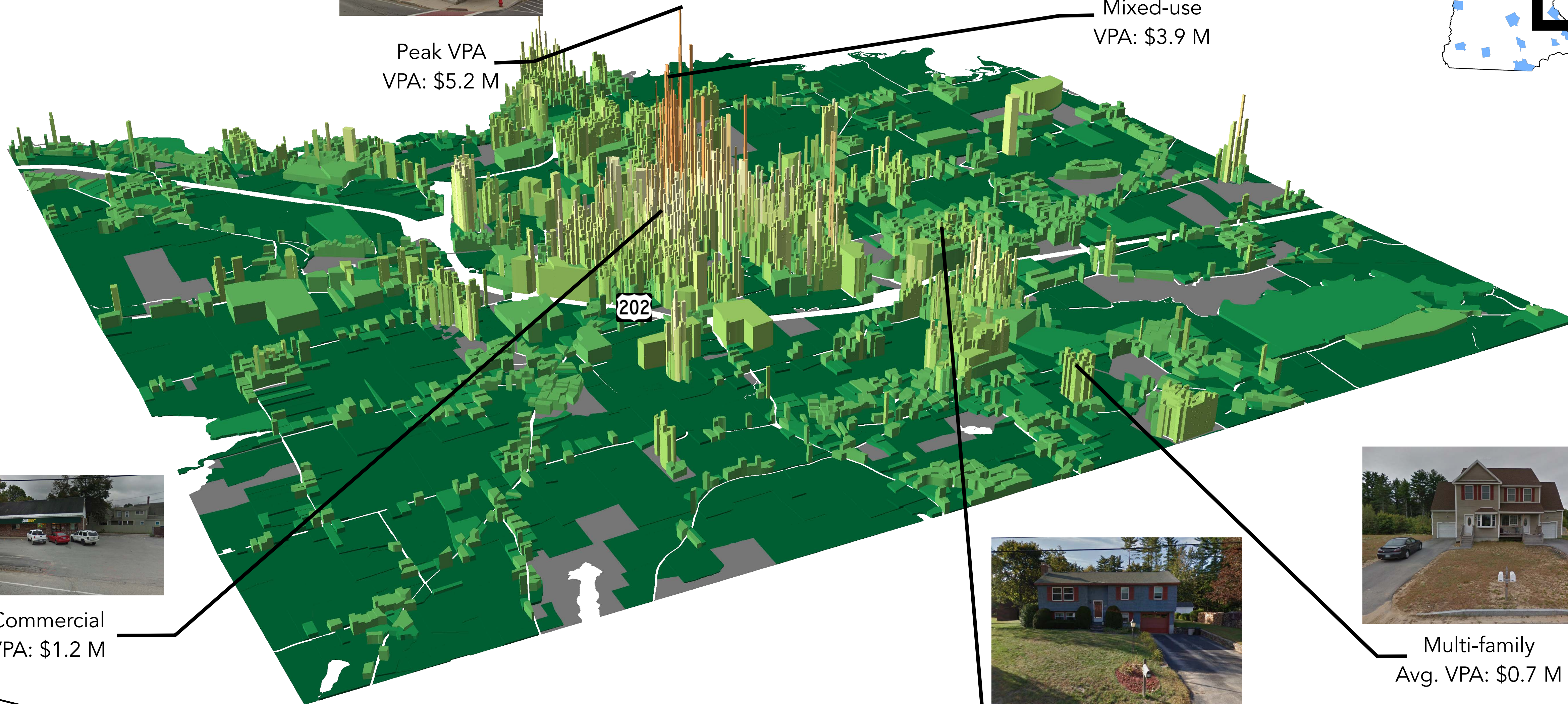
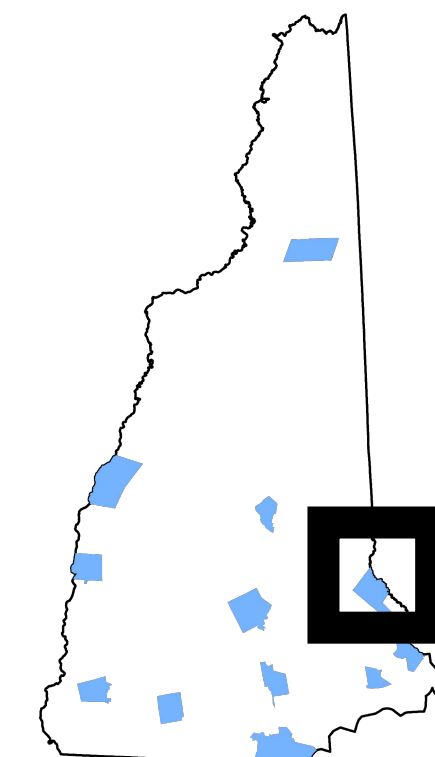
## Land Use Productivity



Peak VPA  
VPA: \$5.2 M



Mixed-use  
VPA: \$3.9 M



Commercial  
VPA: \$1.2 M

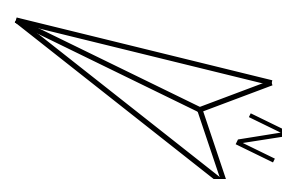


Single-family  
Avg. VPA: \$0.4 M



Multi-family  
Avg. VPA: \$0.7 M

Avg. VPA: \$88,371

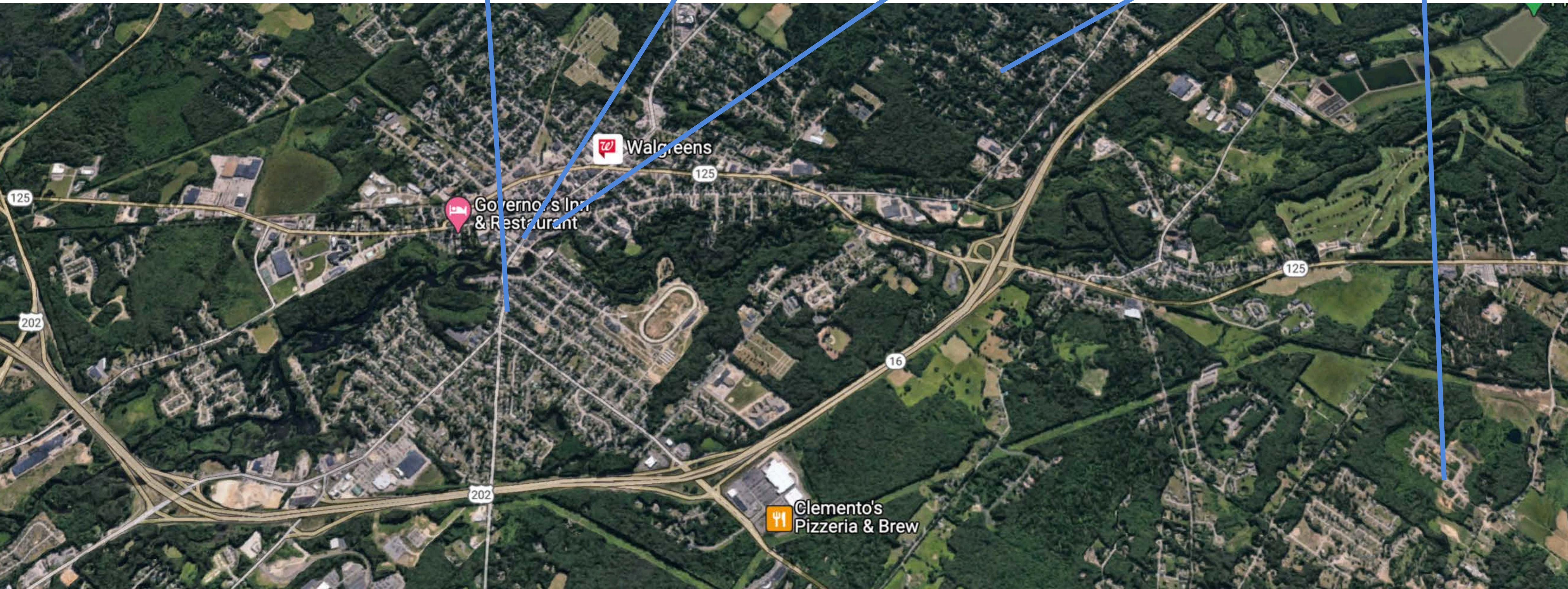
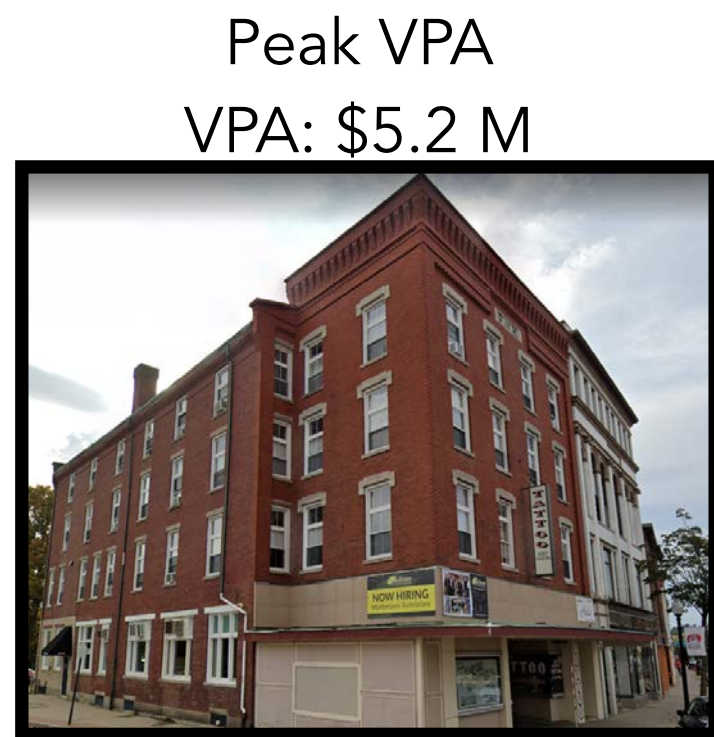
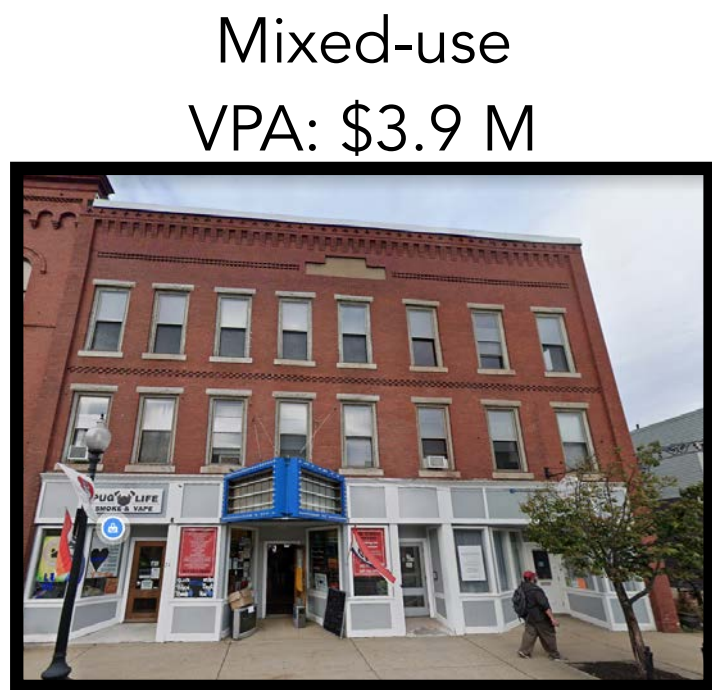
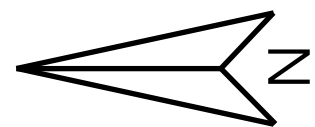




URBAN3

# Rochester Examples

Land Use Productivity



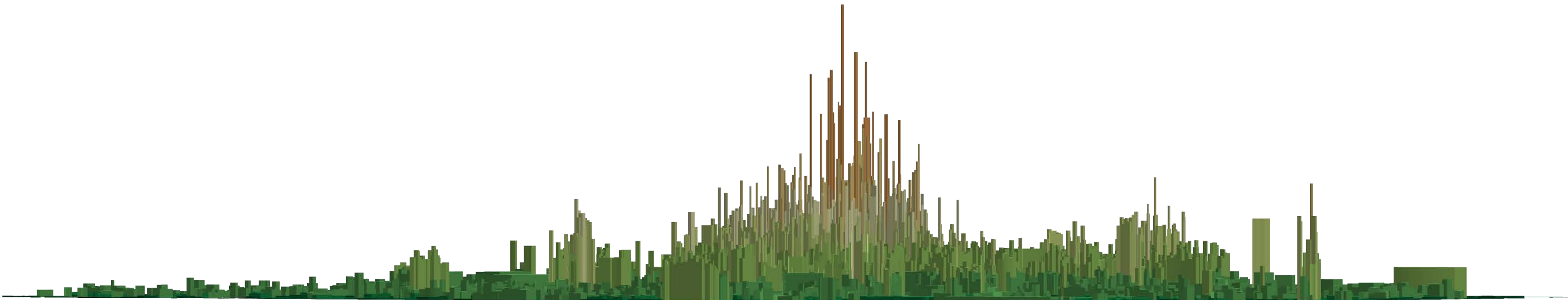
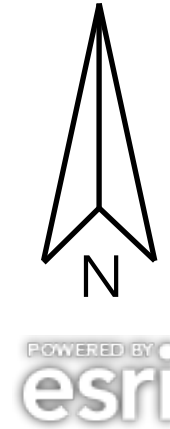
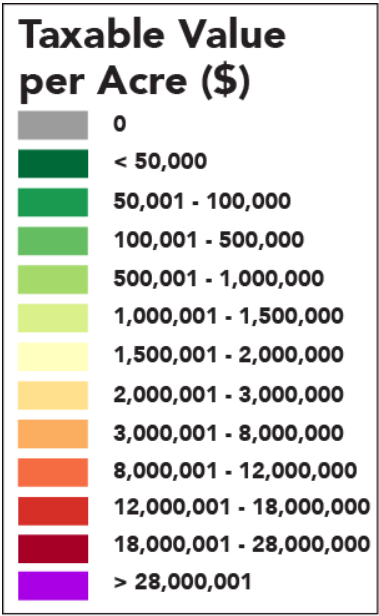




# Productivity

Geospatial Analysis

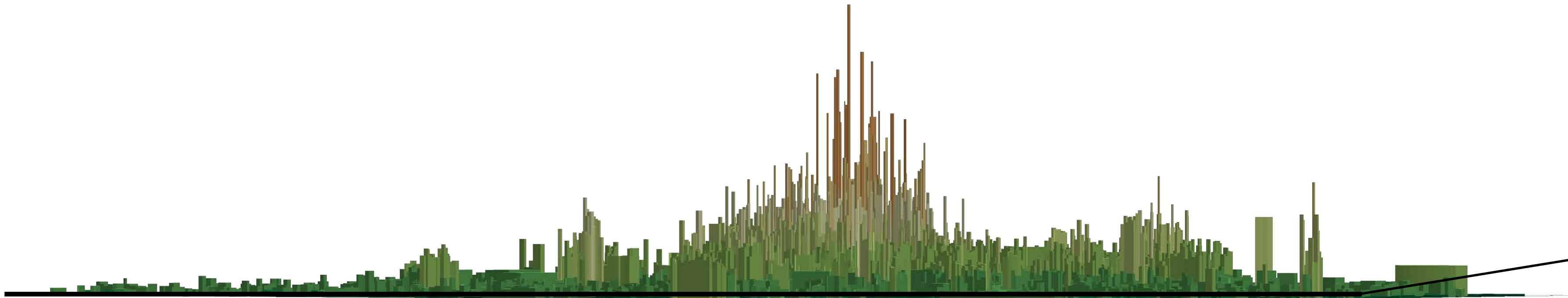
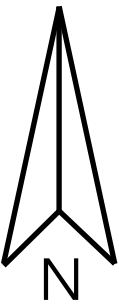
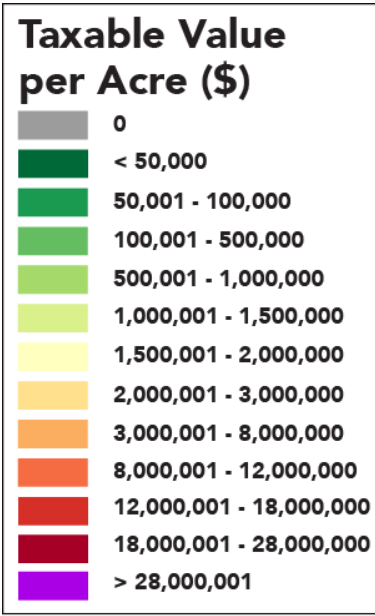






# Rochester Profile

Land Use Productivity

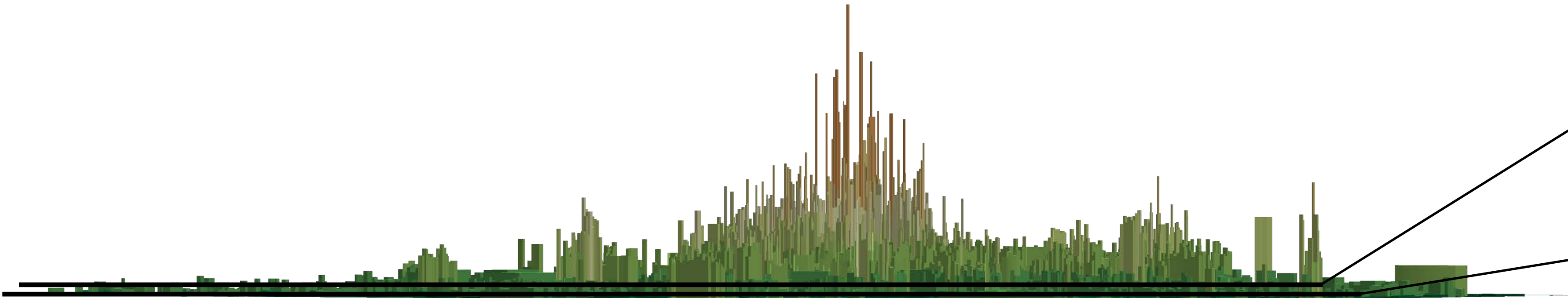
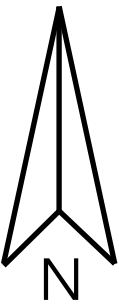
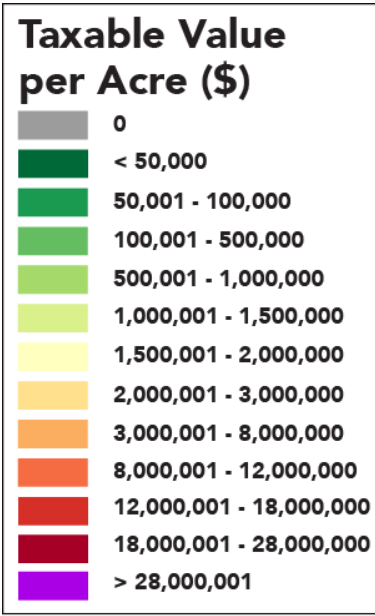


City Avg. VPA  
\$0.09 M



# Rochester Profile

Land Use Productivity



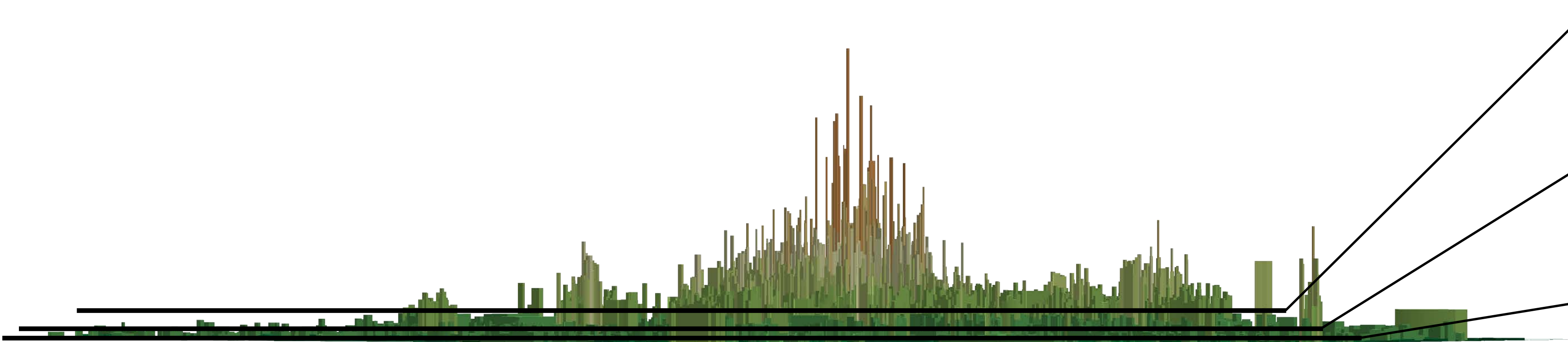
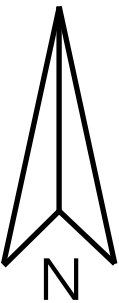
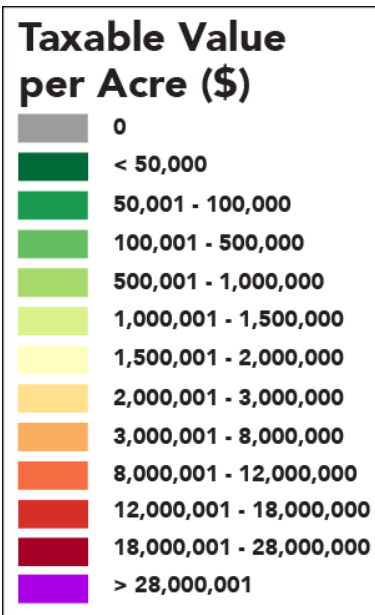
Single-family Avg. VPA  
\$0.4 M

City Avg. VPA  
\$0.09 M



# Rochester Profile

Land Use Productivity



Multi-family Avg. VPA  
\$0.72 M

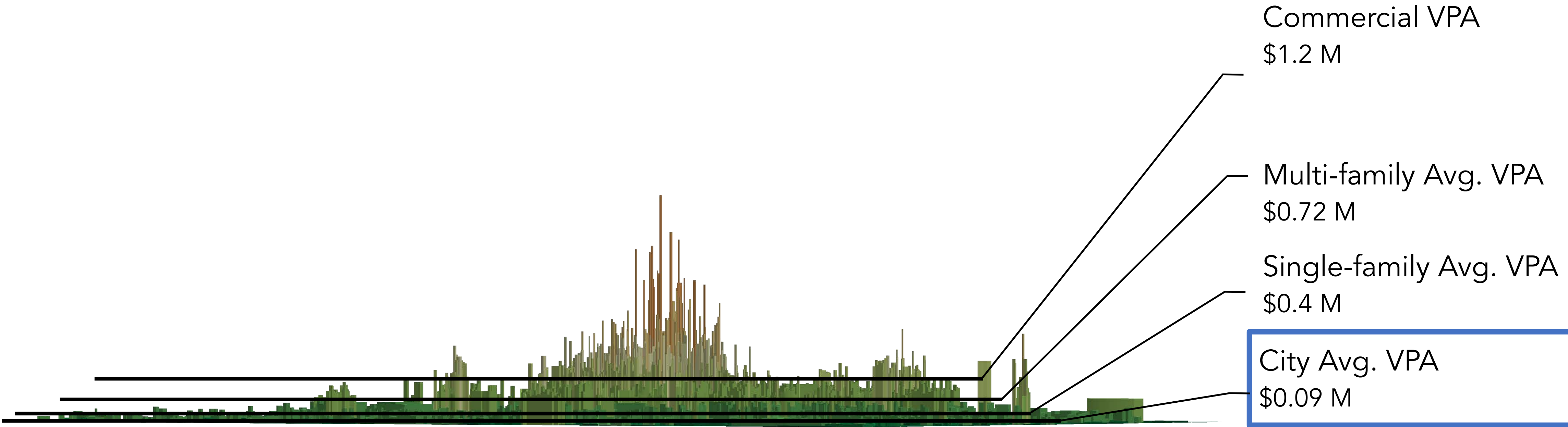
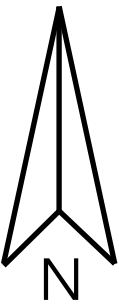
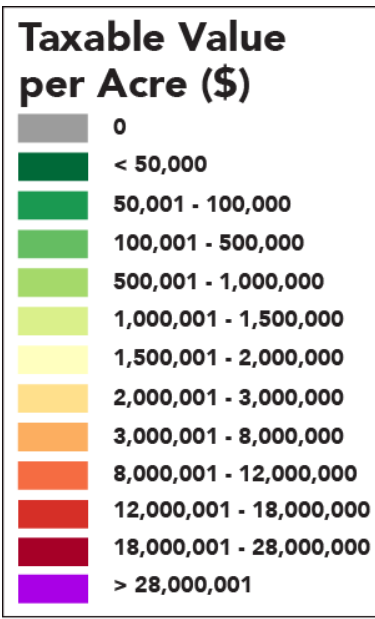
Single-family Avg. VPA  
\$0.4 M

City Avg. VPA  
\$0.09 M



# Rochester Profile

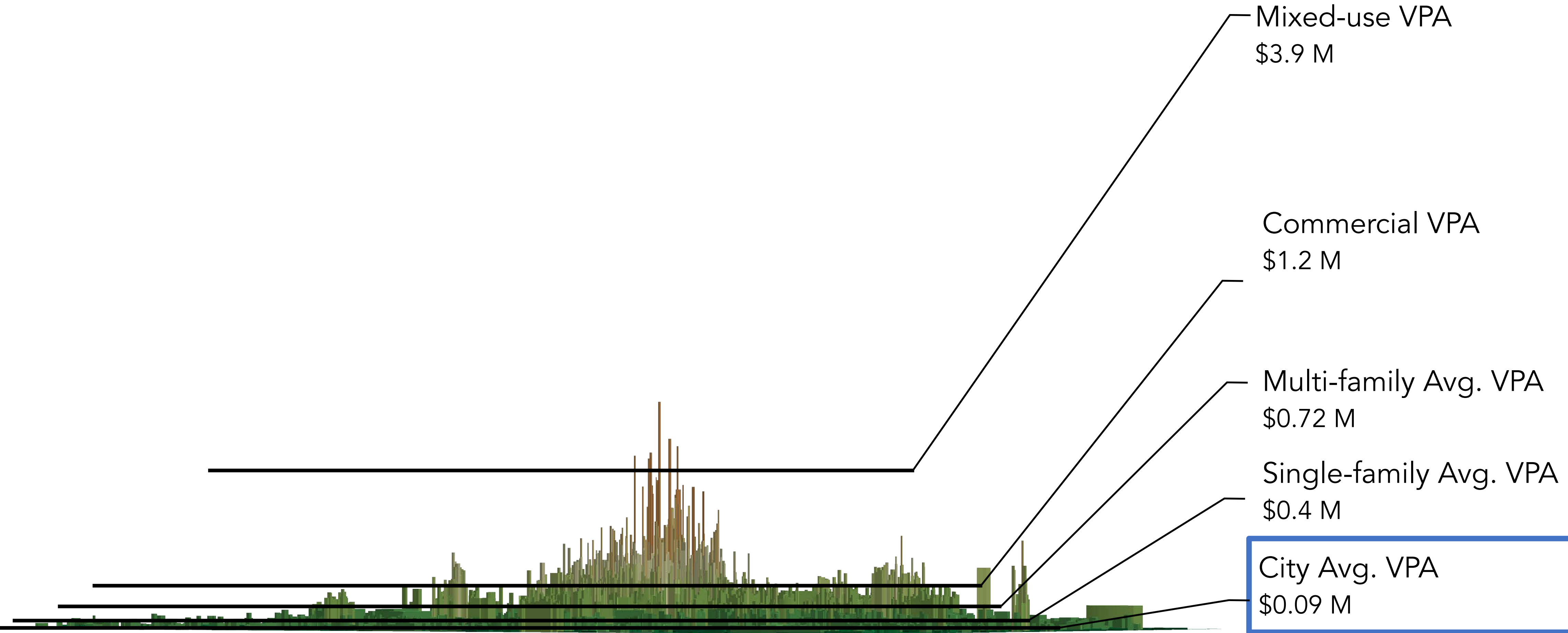
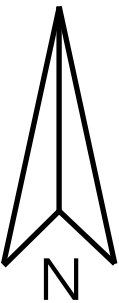
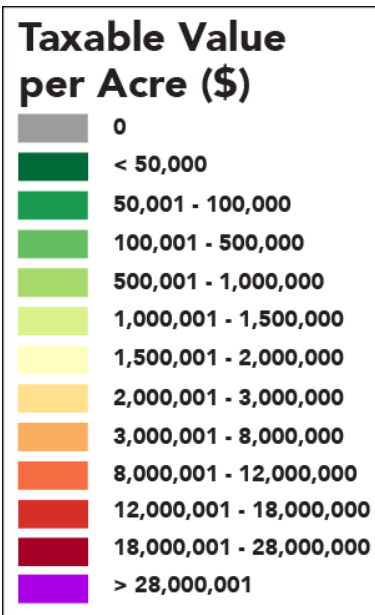
Land Use Productivity



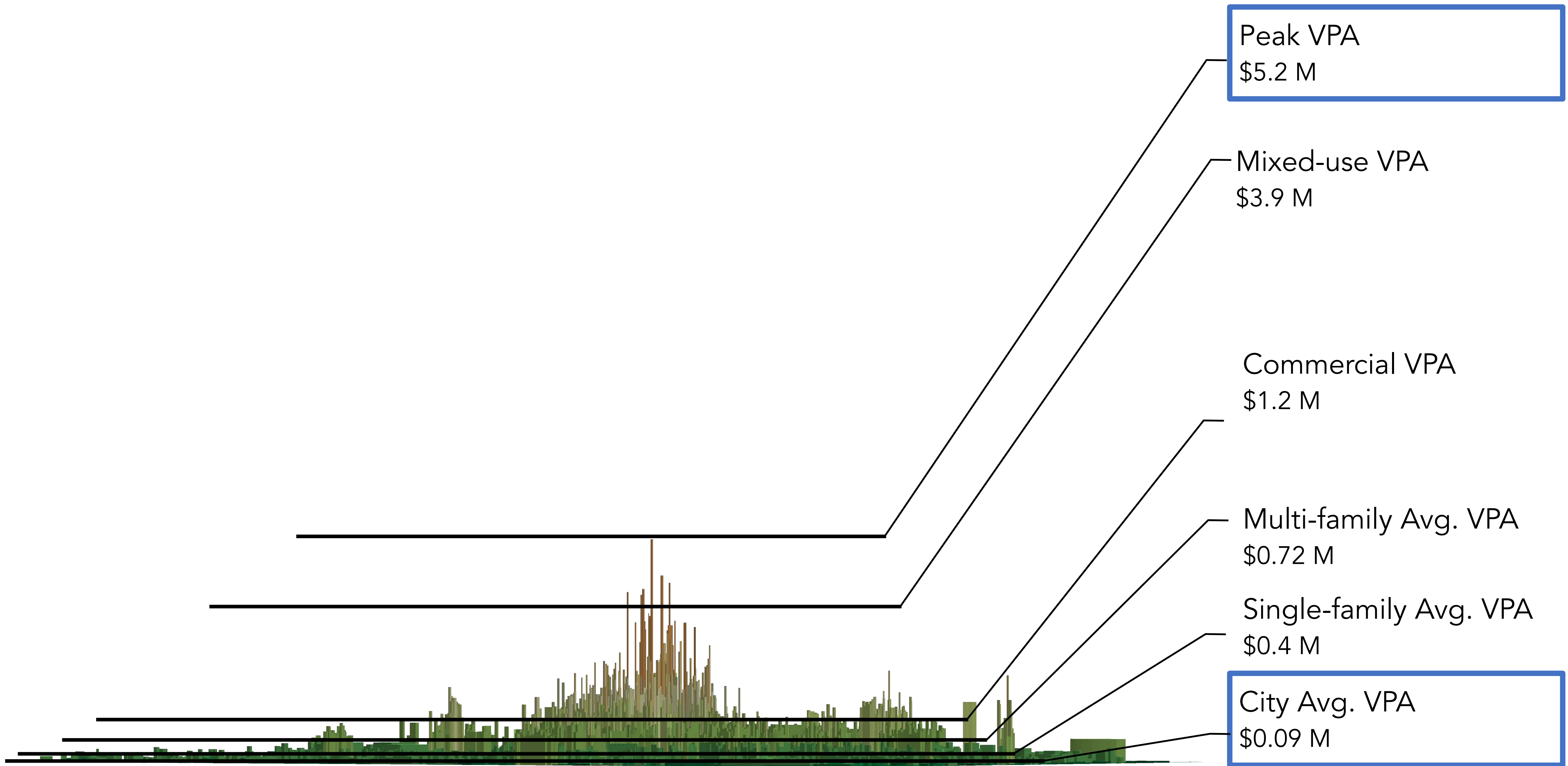
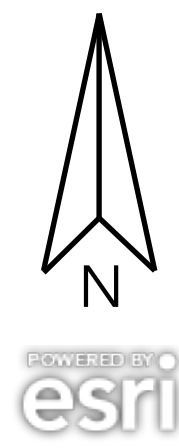
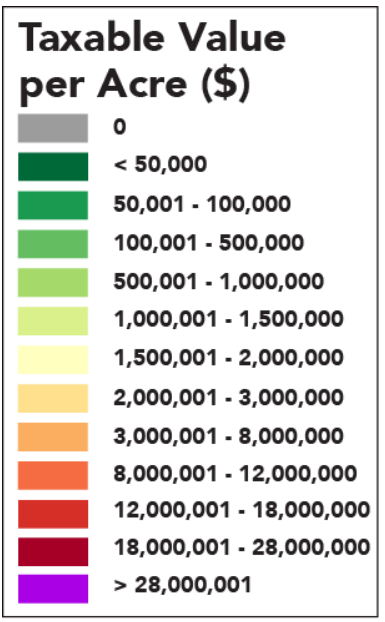


# Rochester Profile

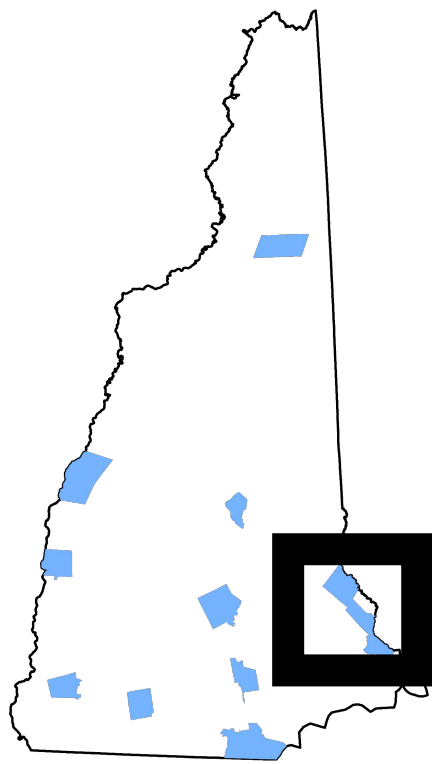
Land Use Productivity











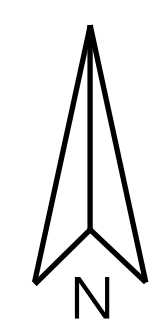
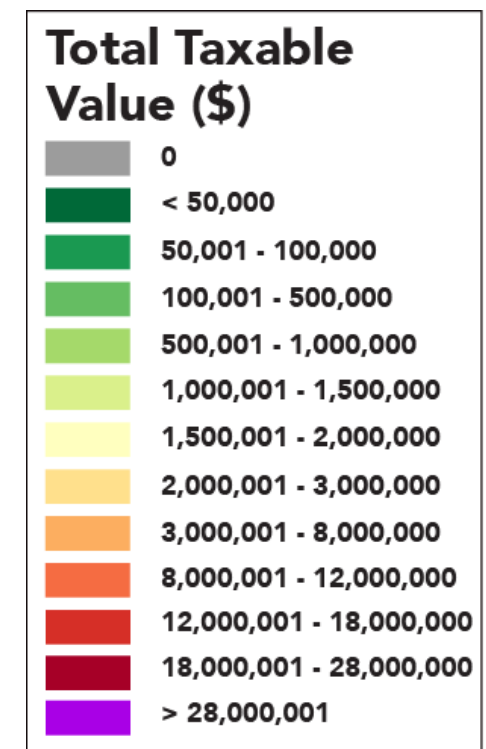
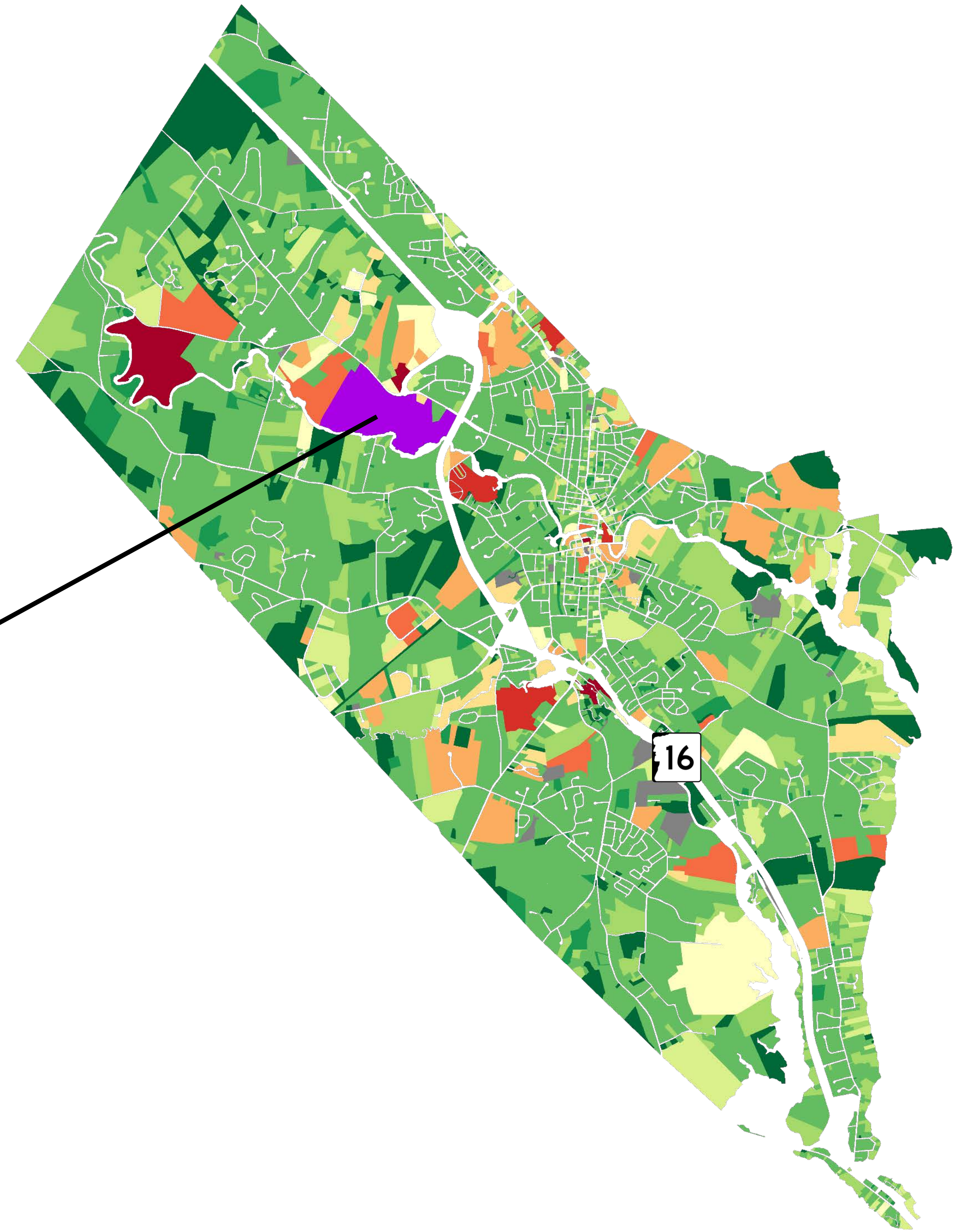
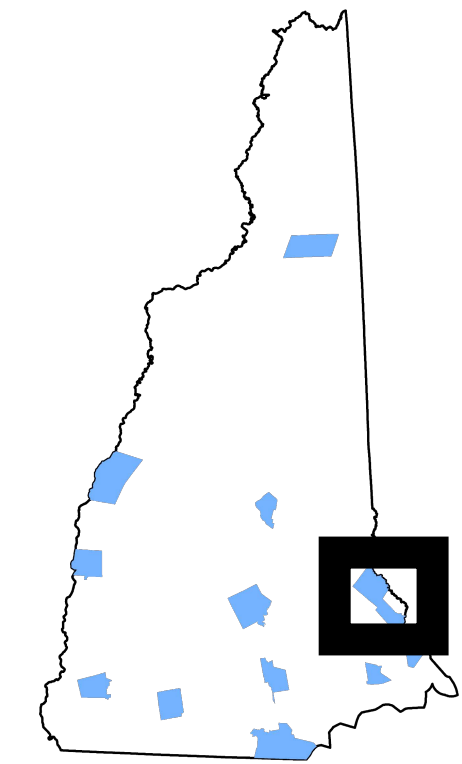
Case Study: Economic MRI®  
2020

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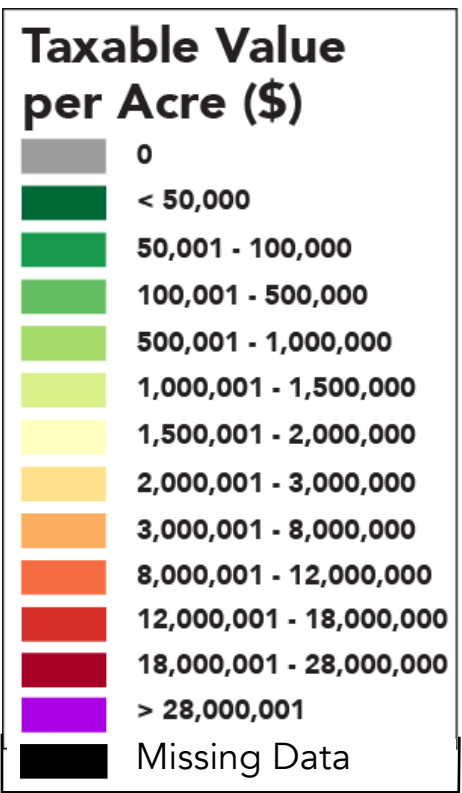
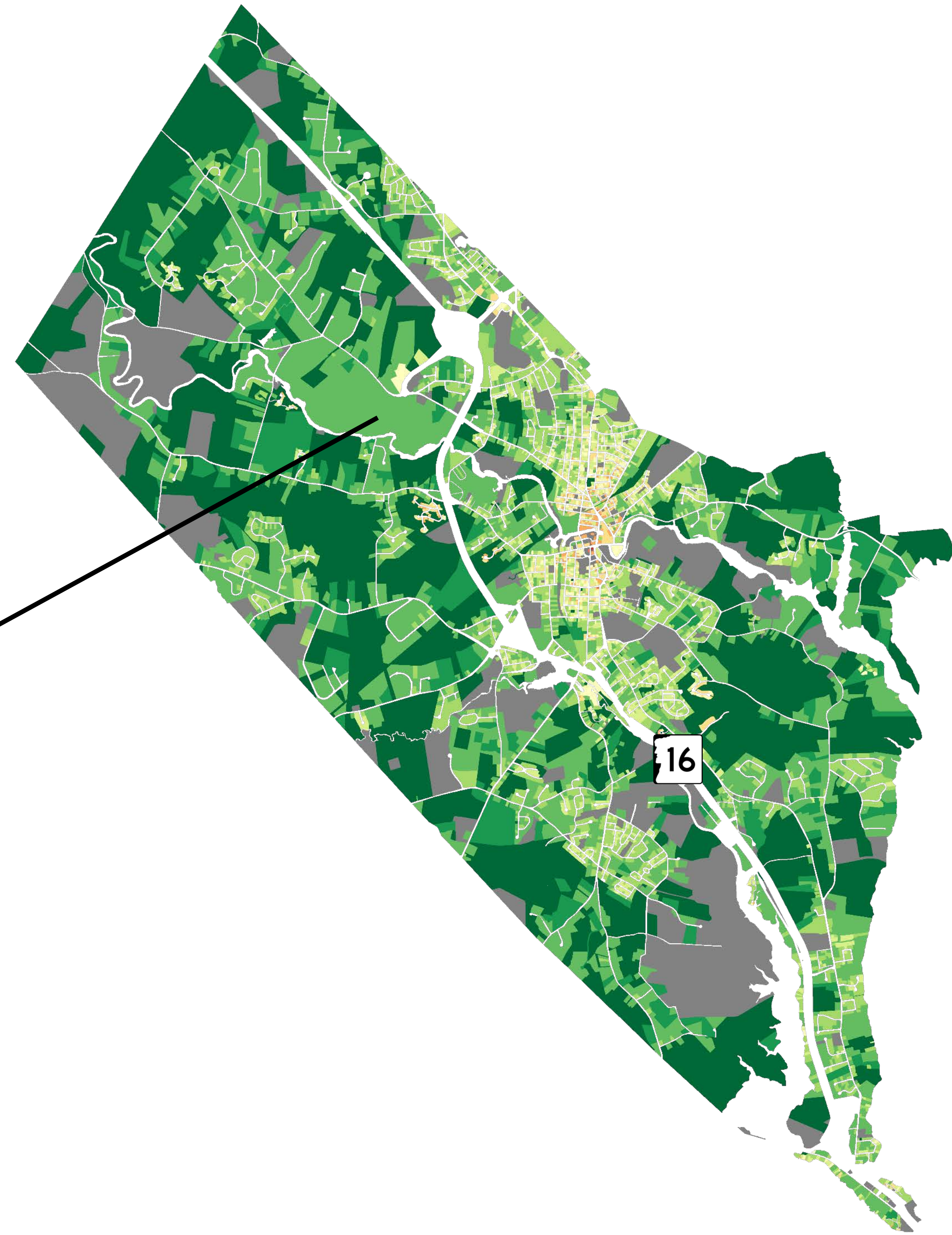
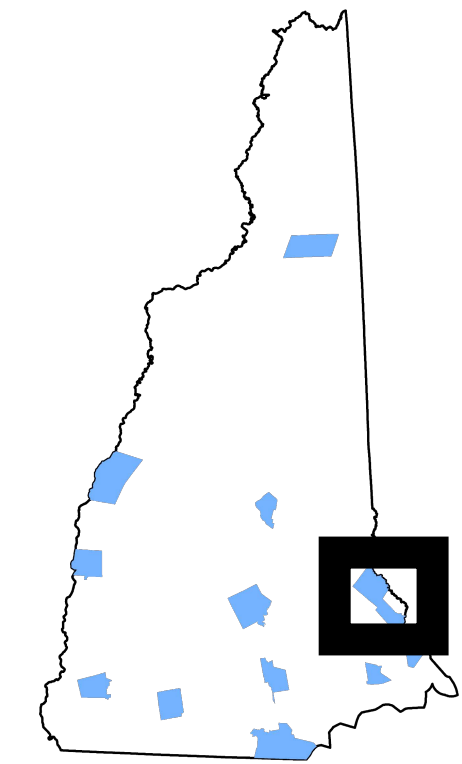
# Dover







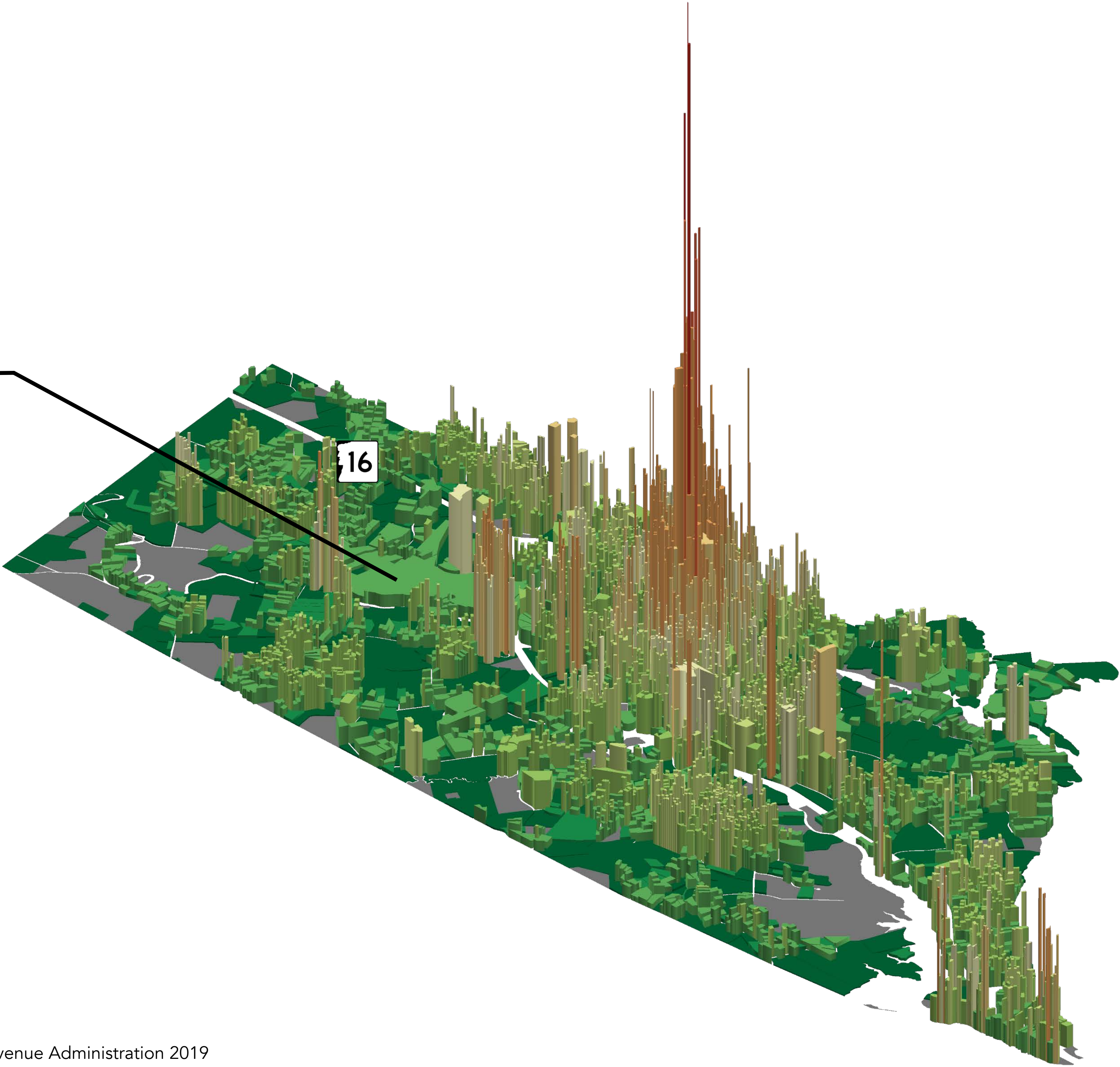






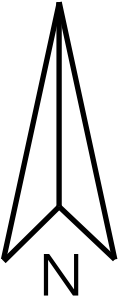
# Value Per Acre

Dover

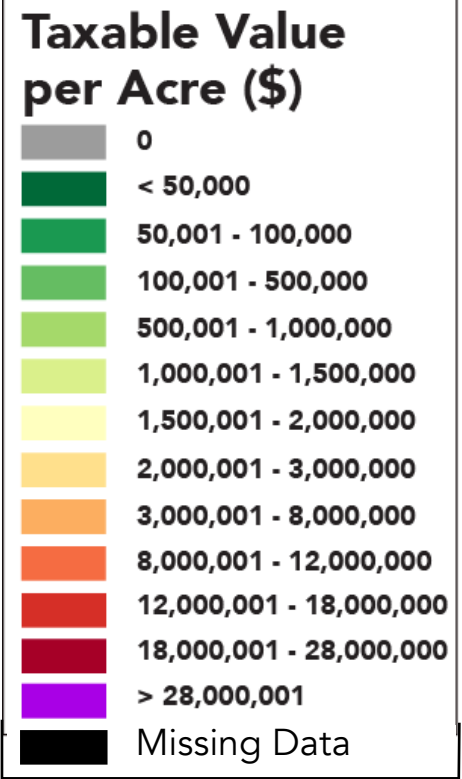
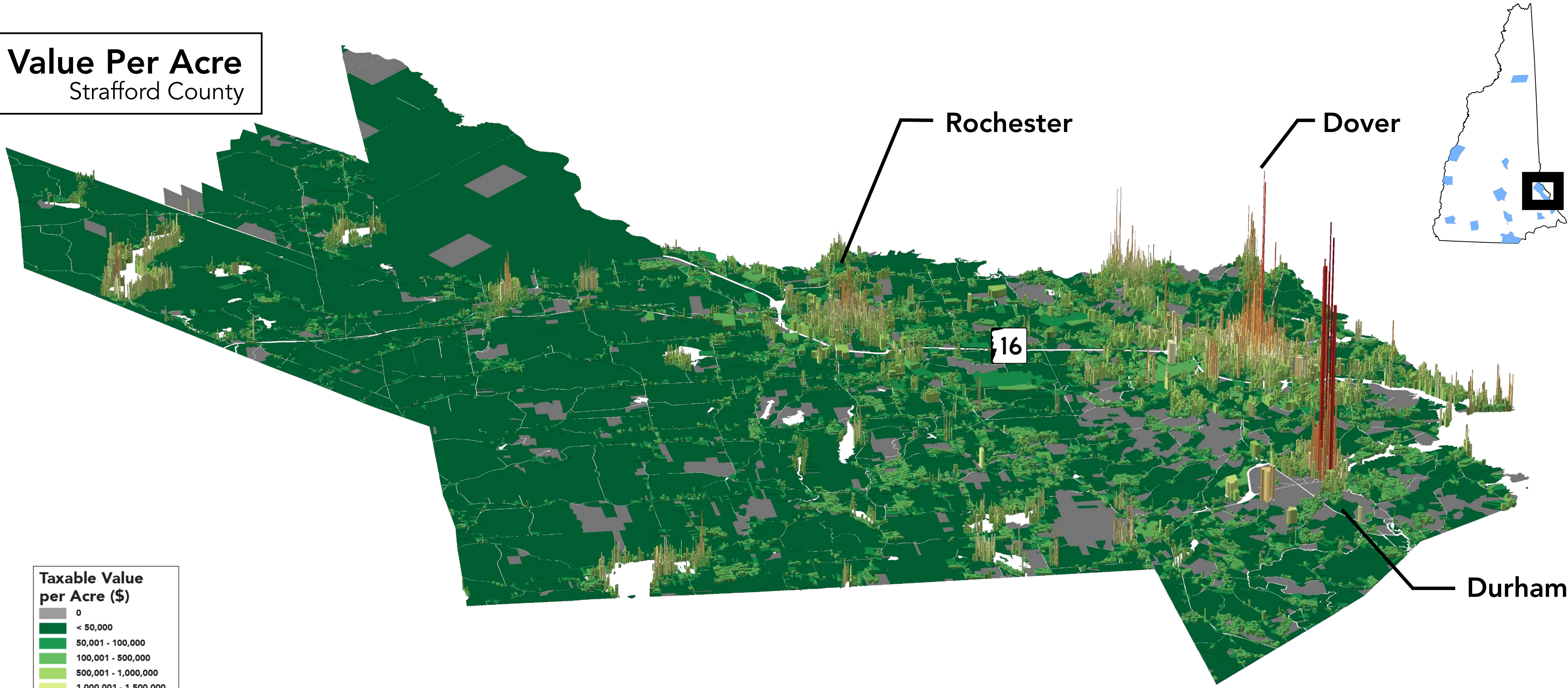


**Taxable Value per Acre (\$)**

0
< 50,000
50,001 - 100,000
100,001 - 500,000
500,001 - 1,000,000
1,000,001 - 1,500,000
1,500,001 - 2,000,000
2,000,001 - 3,000,000
3,000,001 - 8,000,000
8,000,001 - 12,000,000
12,000,001 - 18,000,000
18,000,001 - 28,000,000
> 28,000,001
Missing Data



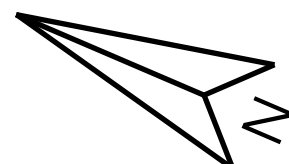
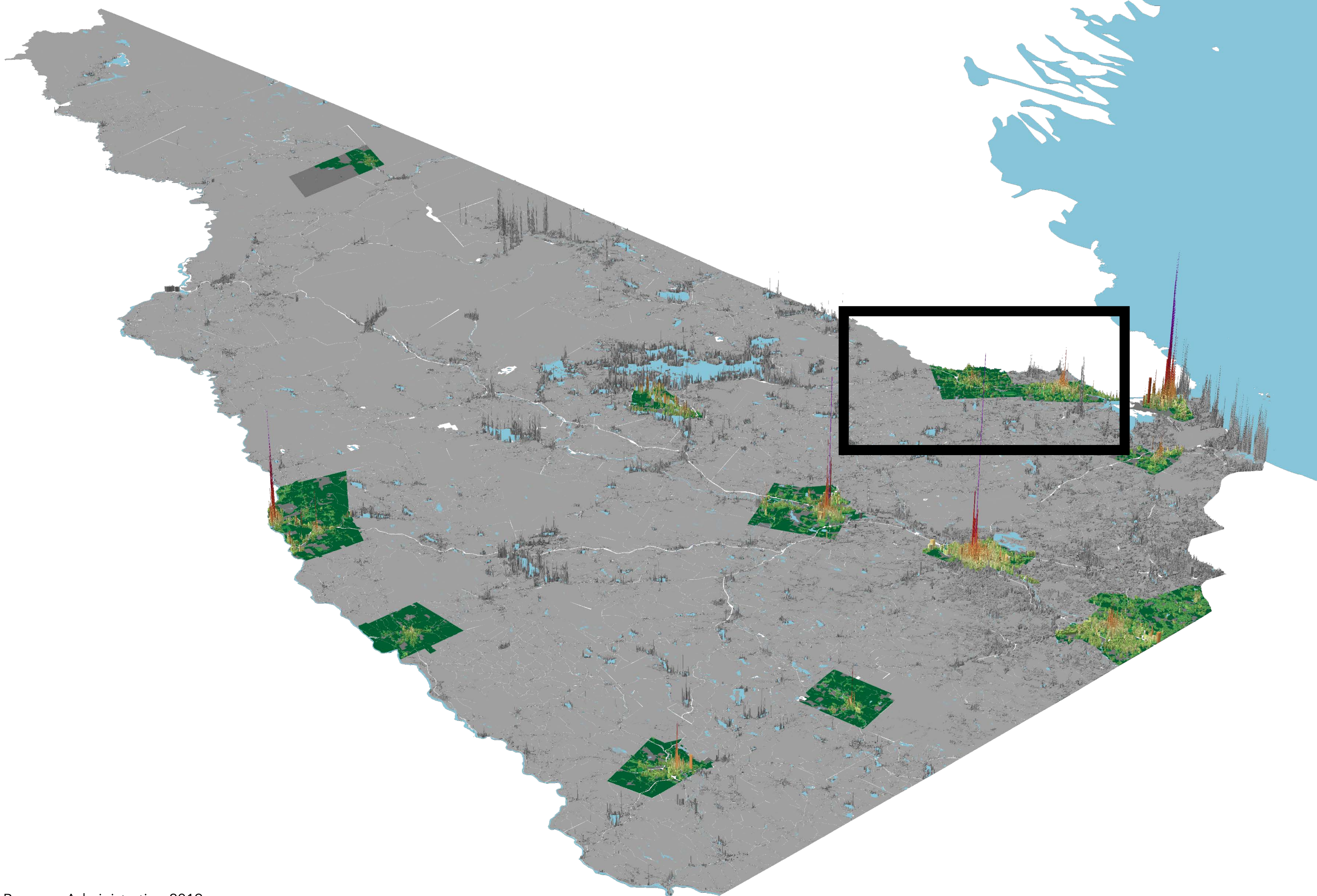




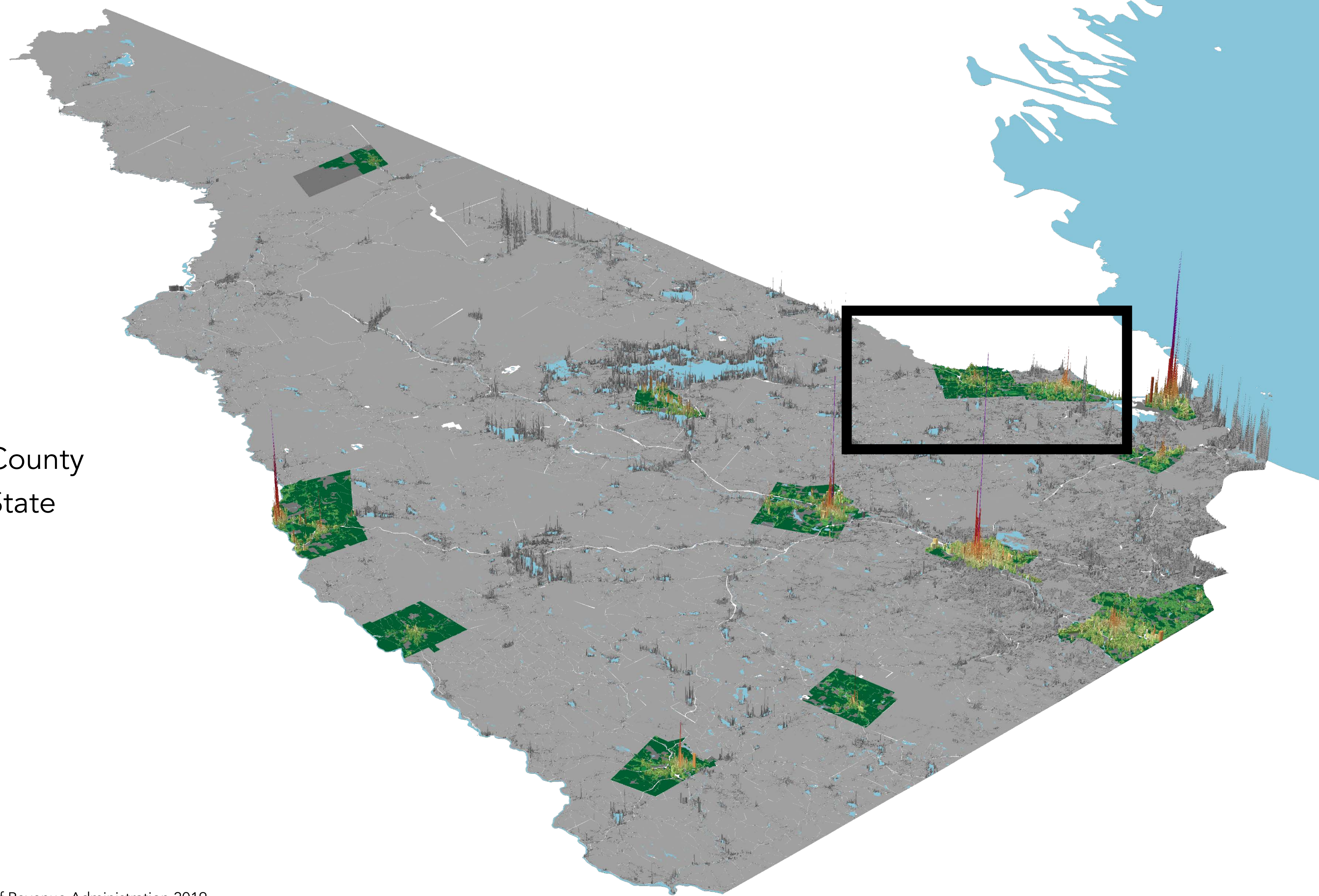
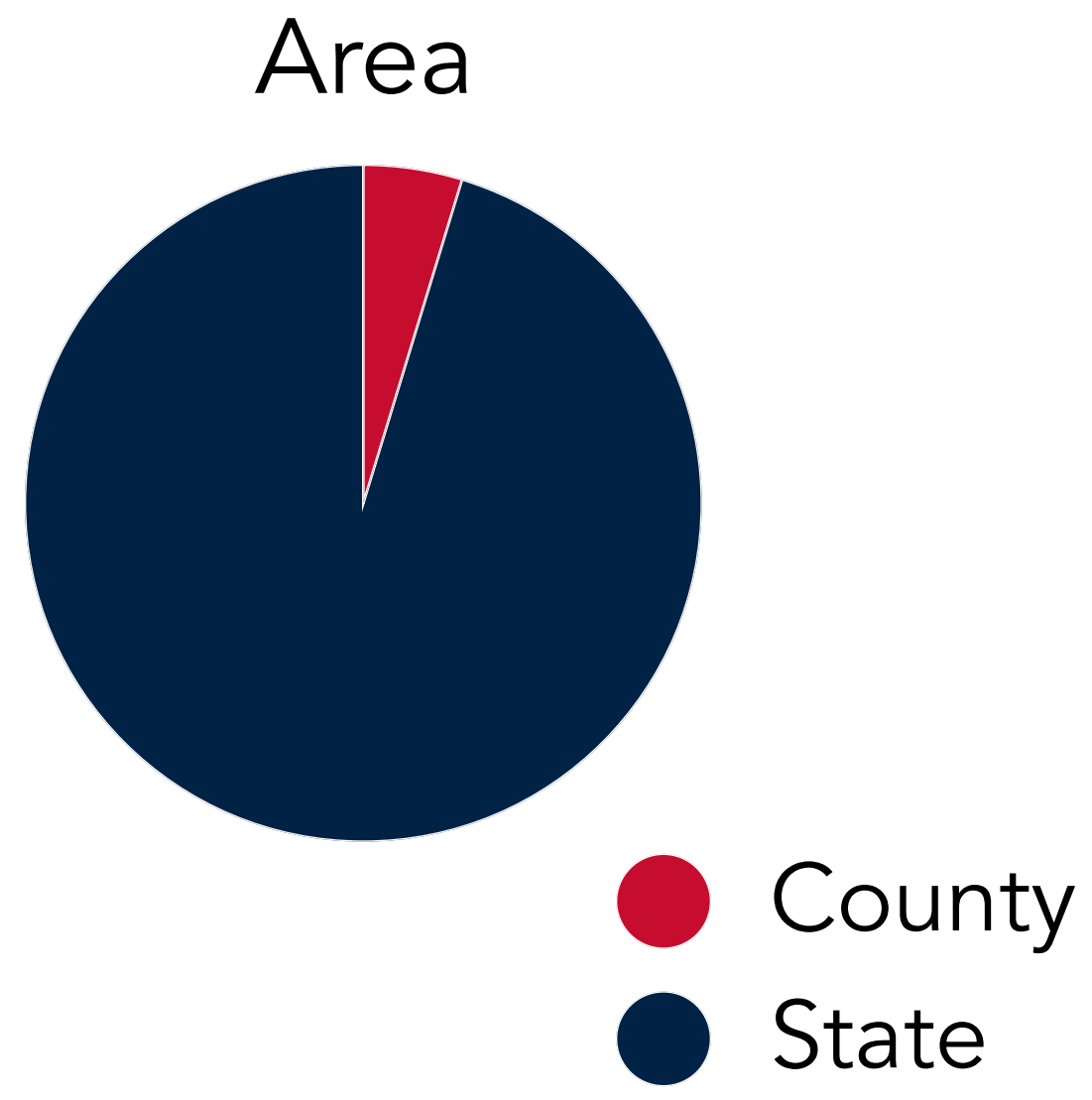


# Value Per Acre

New Hampshire





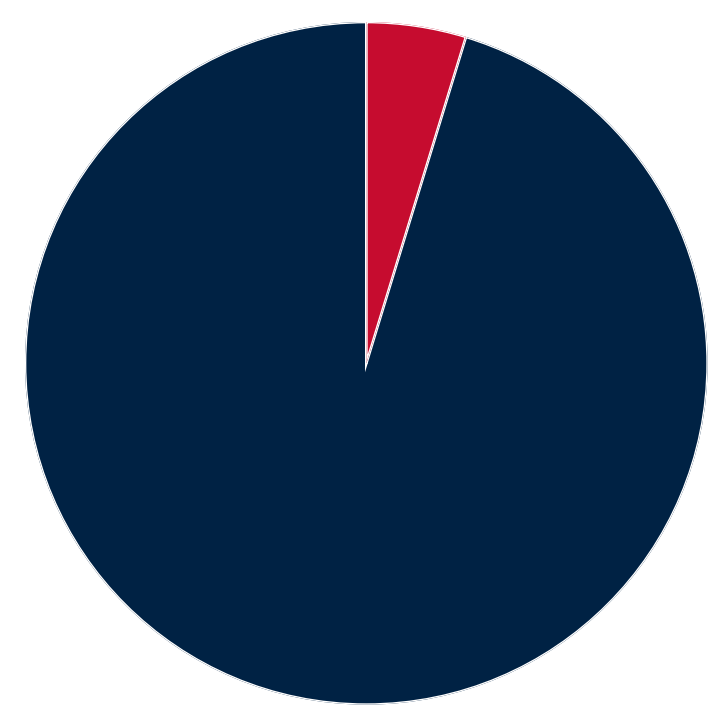




# Value Per Acre

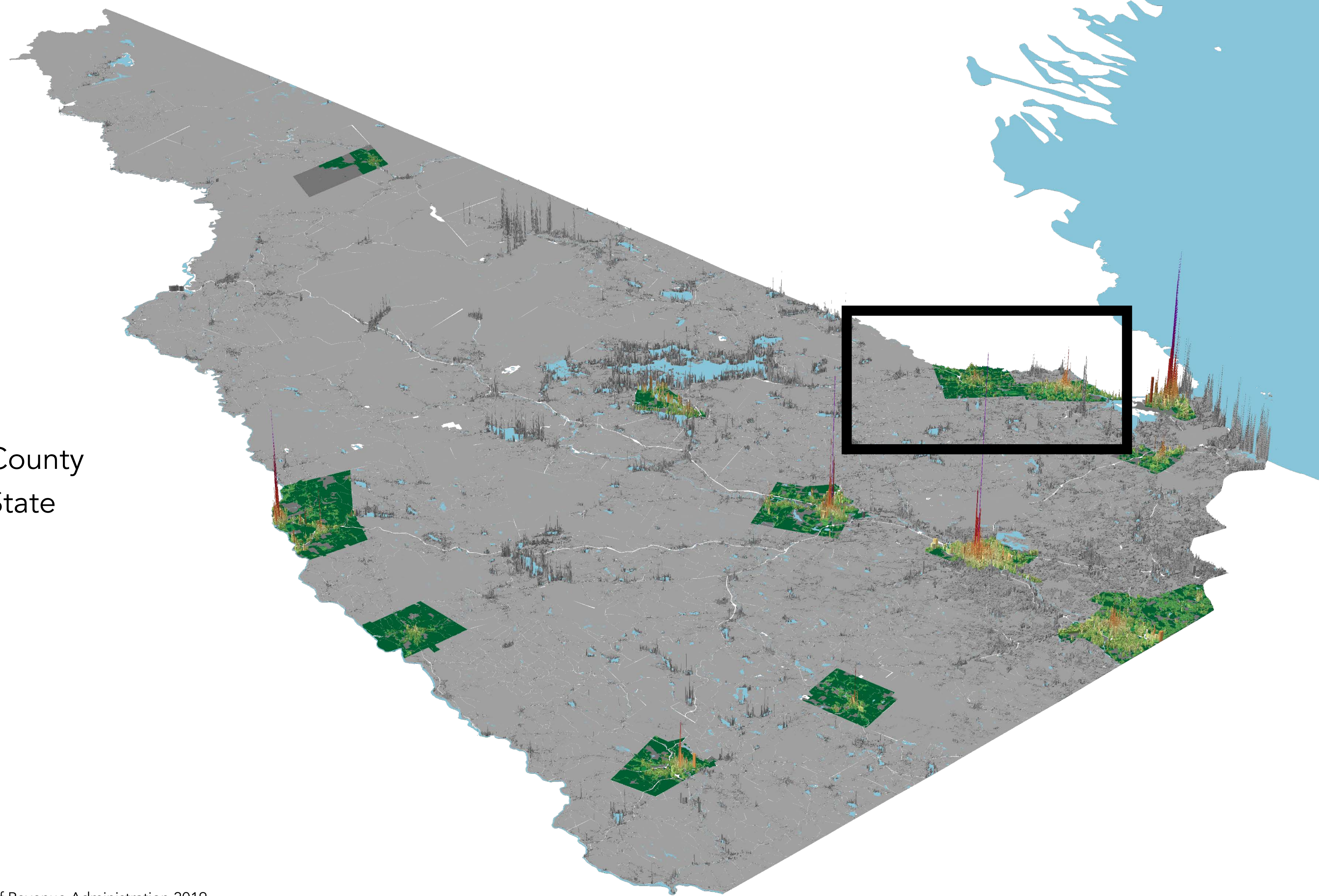
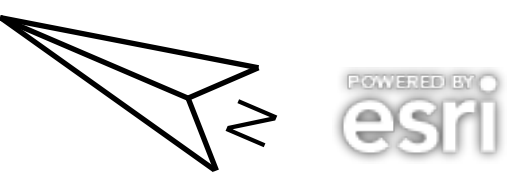
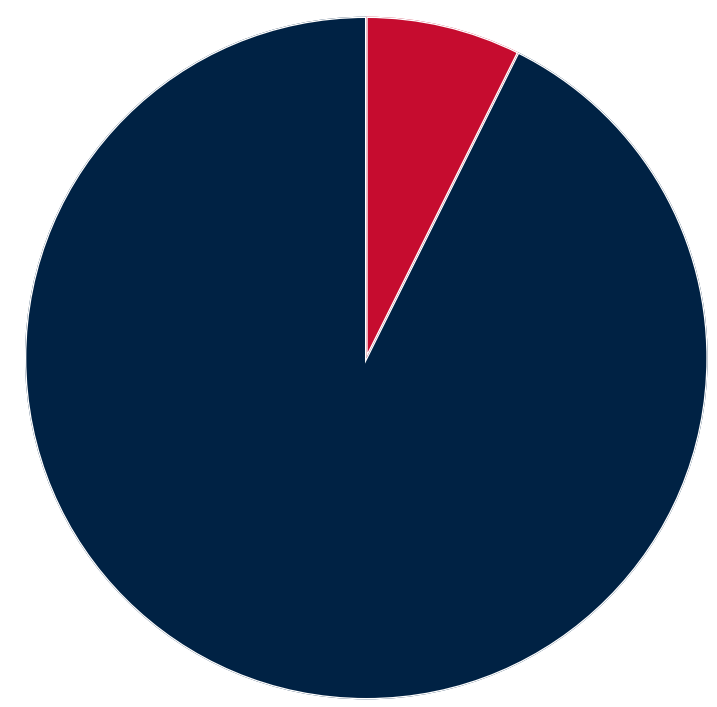
New Hampshire

Area



- County
- State

Value

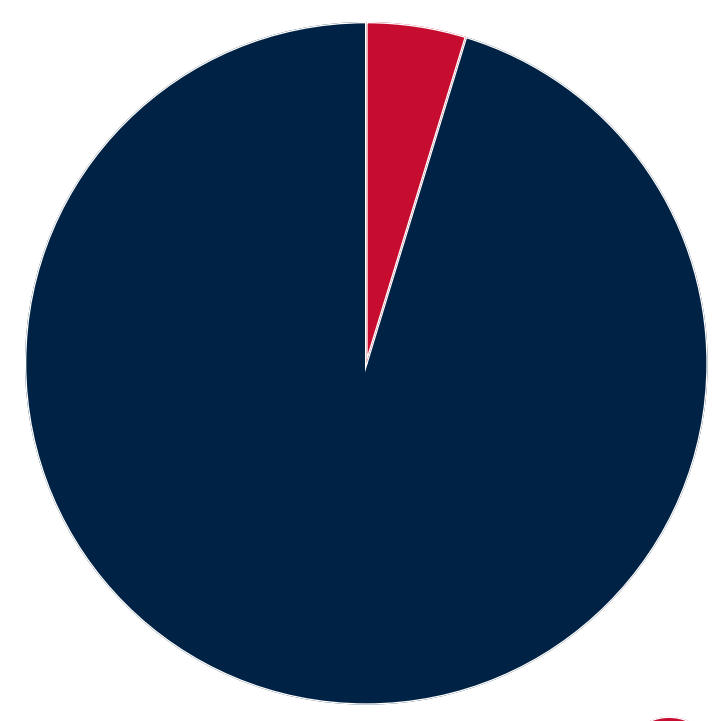




Value Per Acre  
New Hampshire

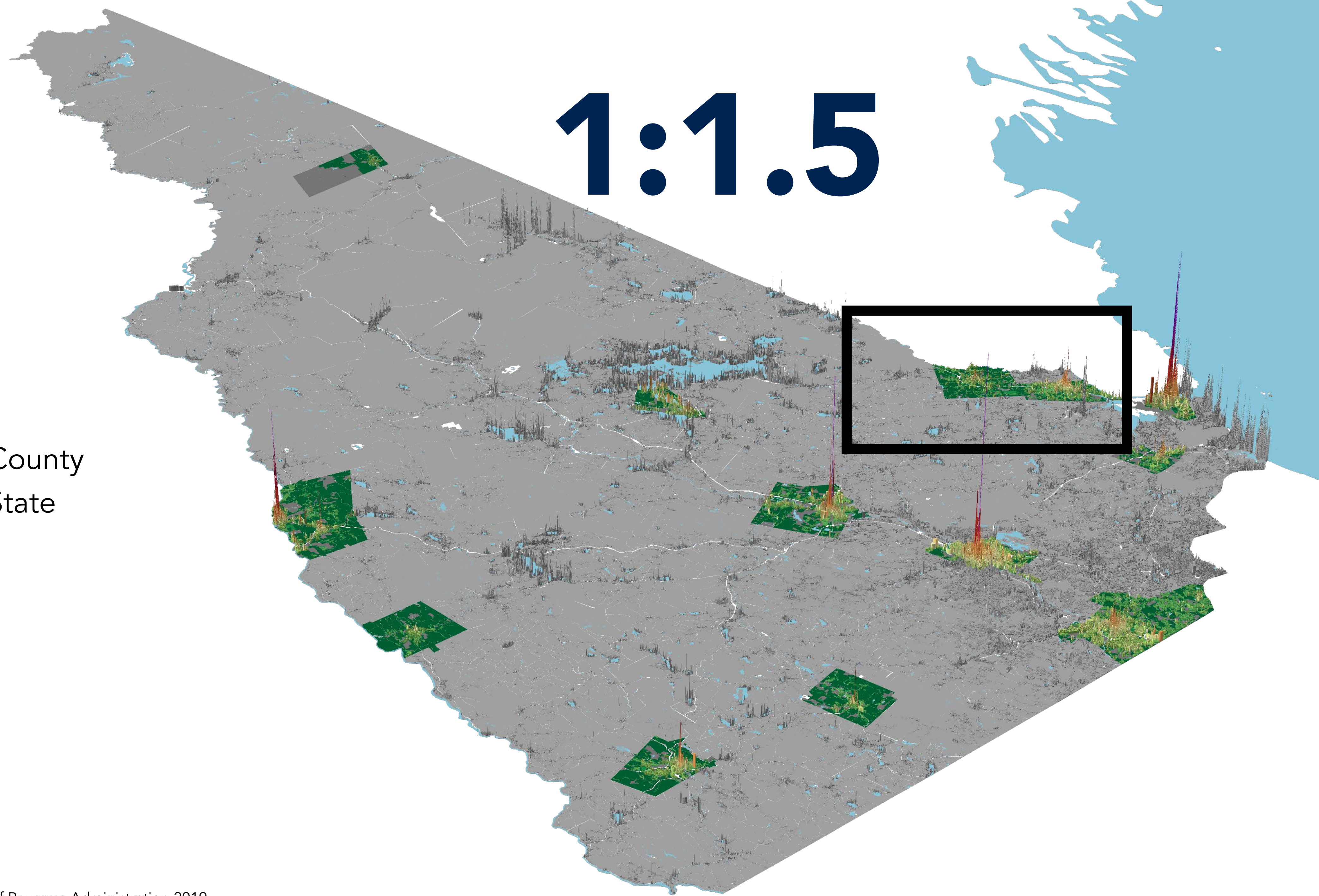
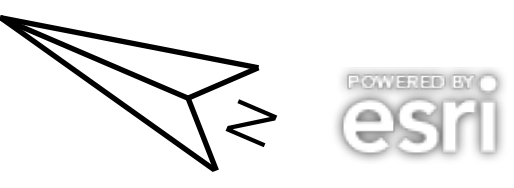
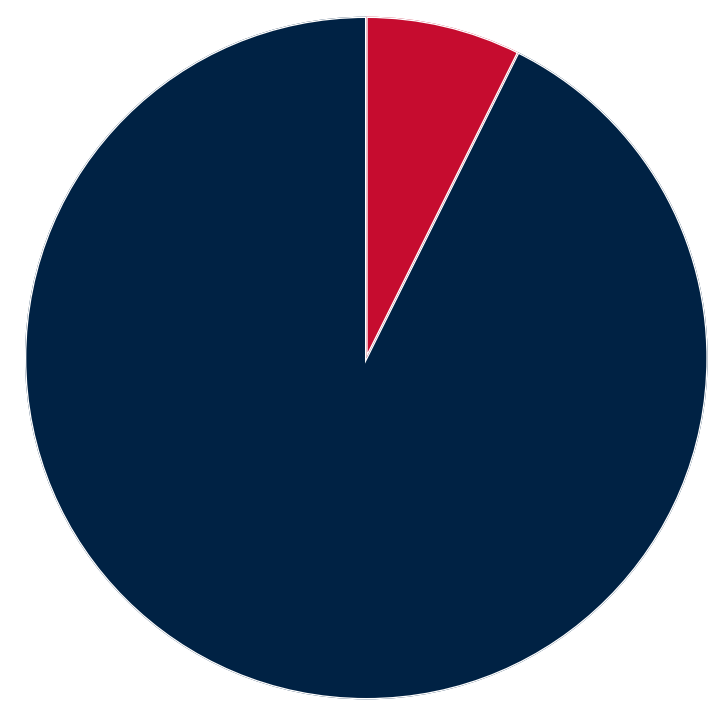
1:1.5

Area

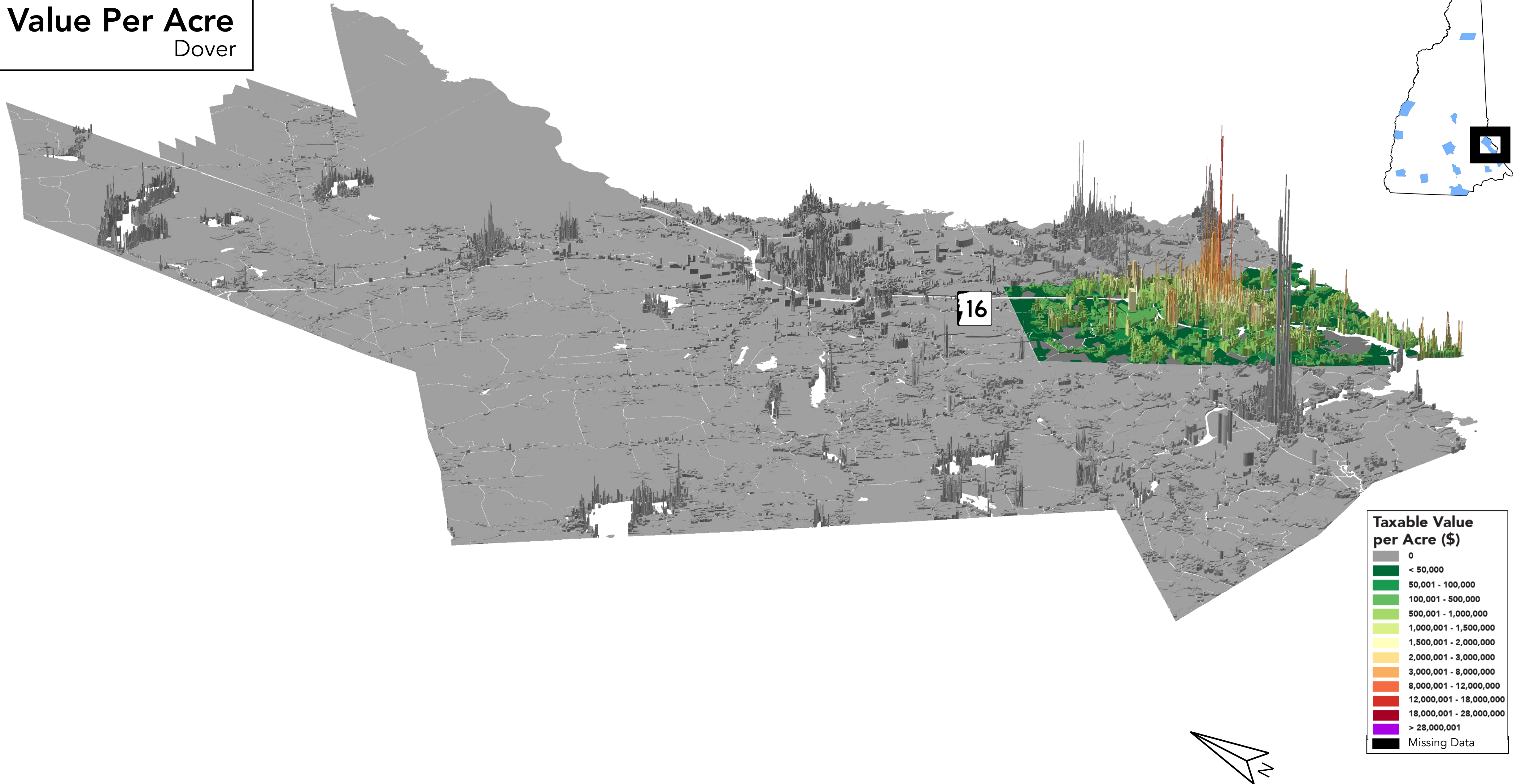


- County
- State

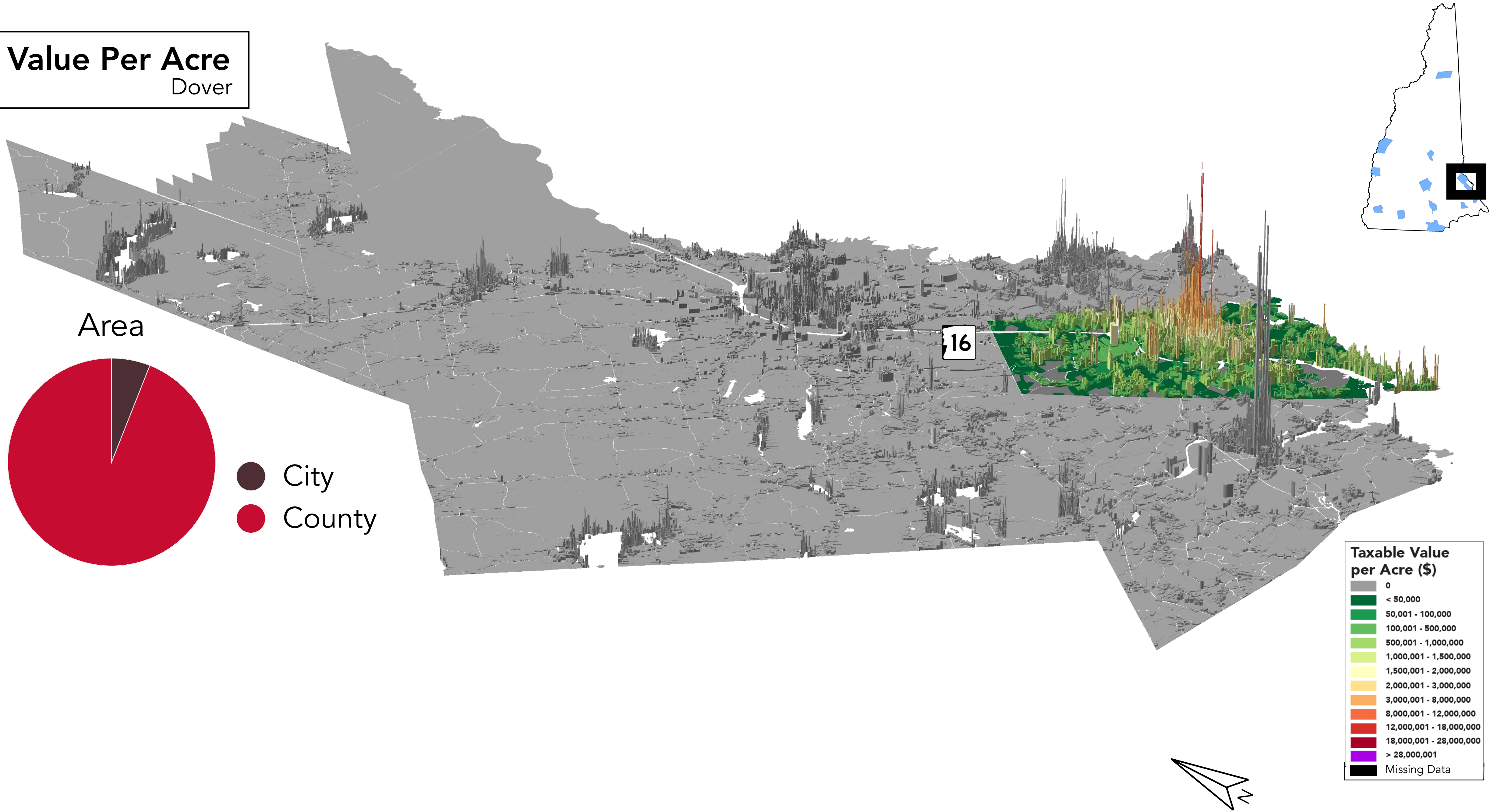
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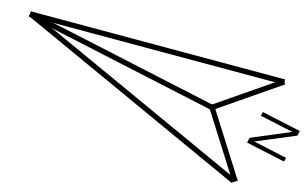
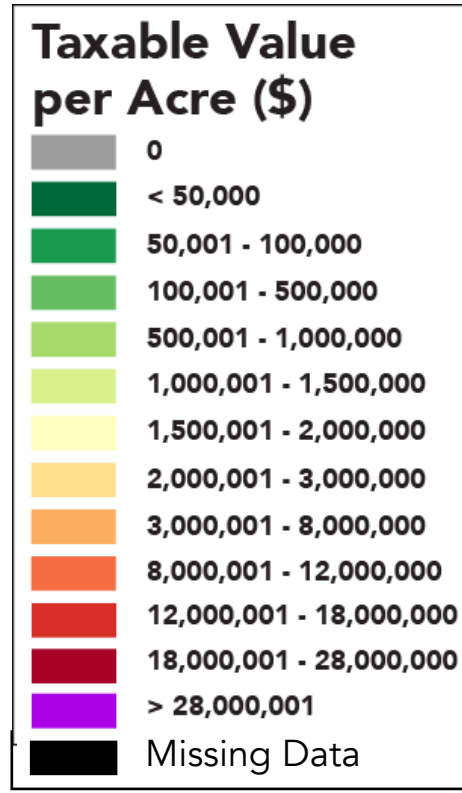
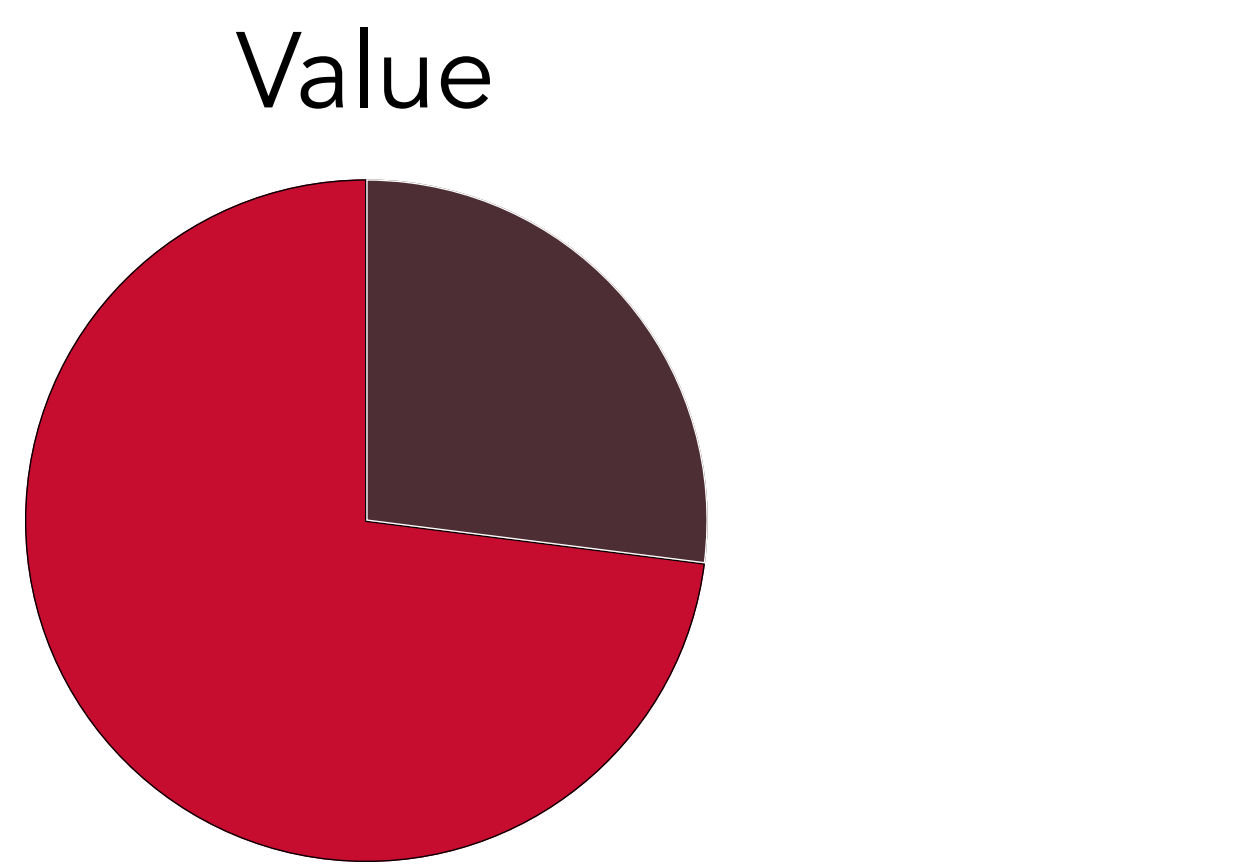
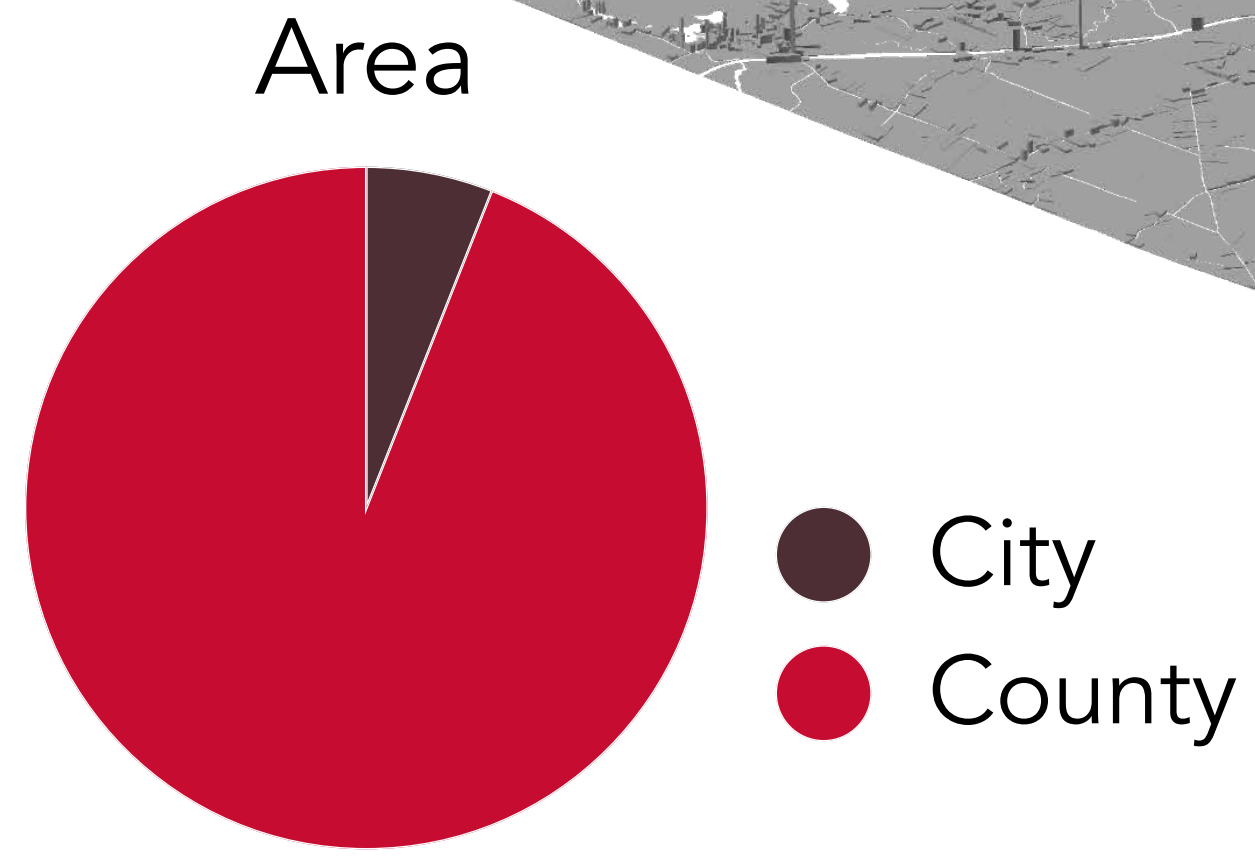
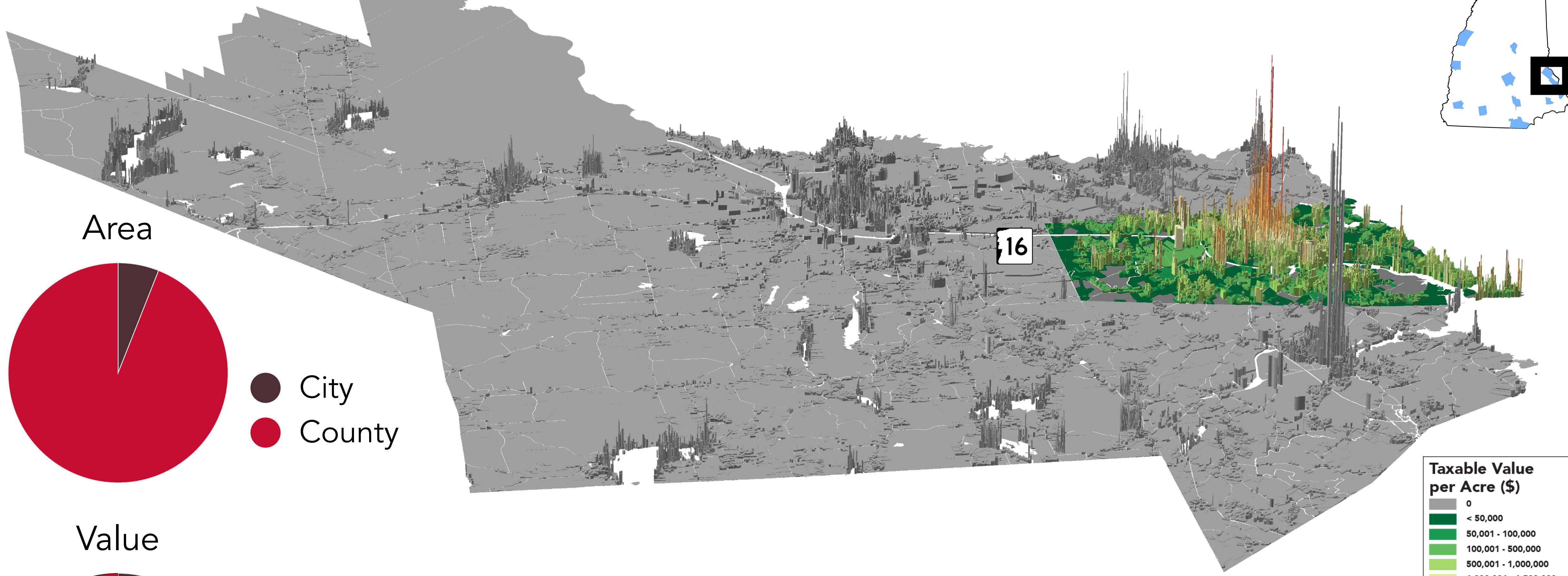






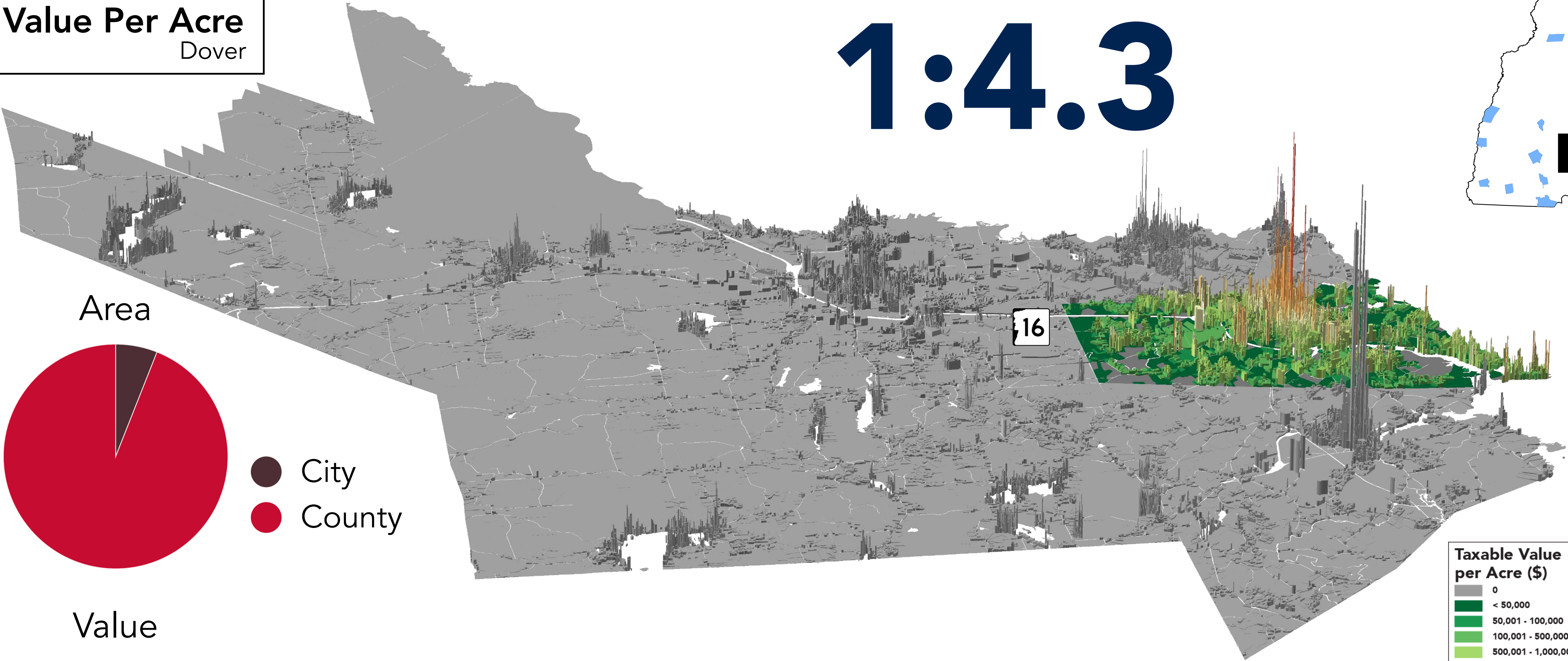
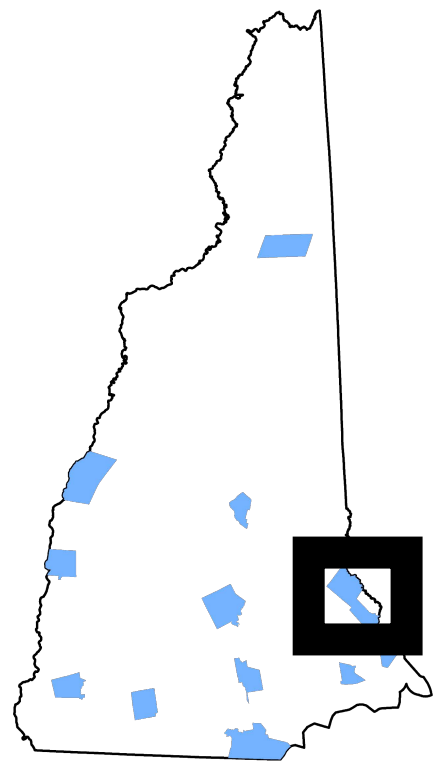
# Value Per Acre

Dover

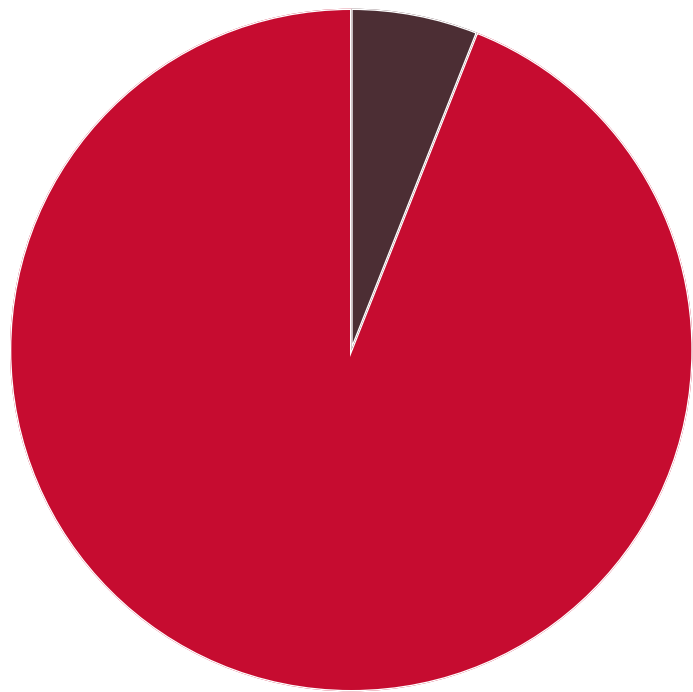




1:4.3

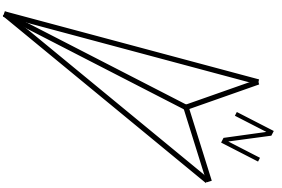
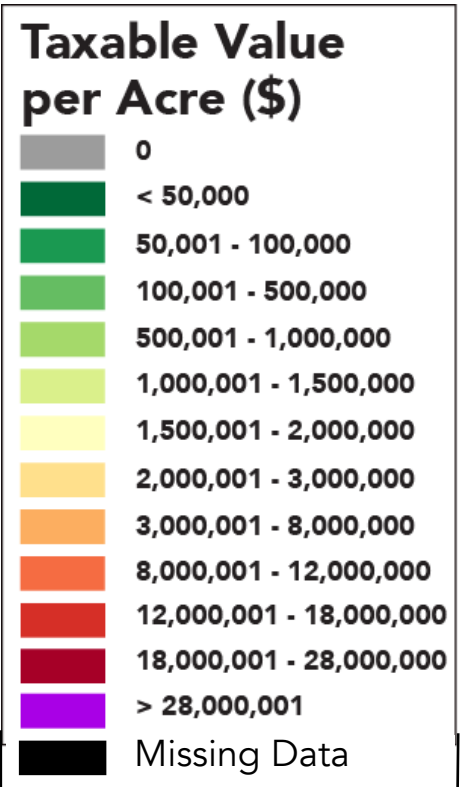
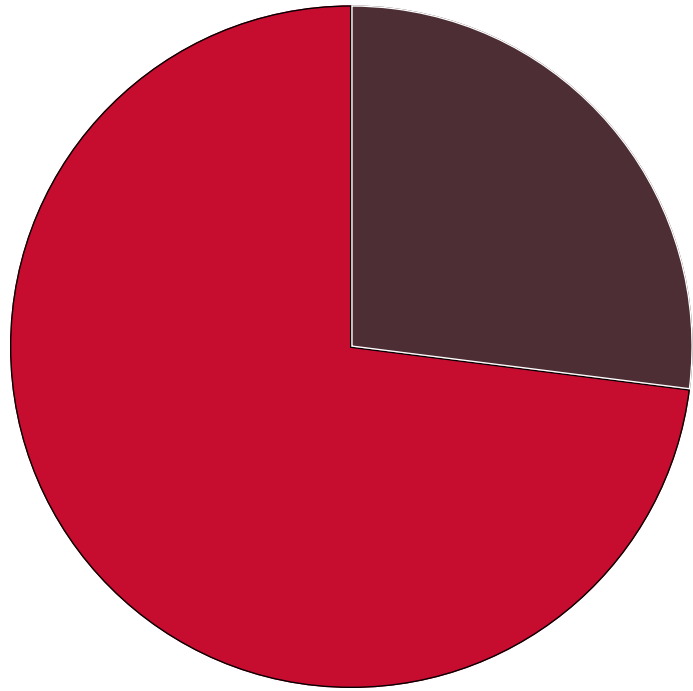


Area

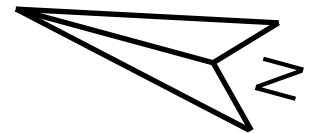
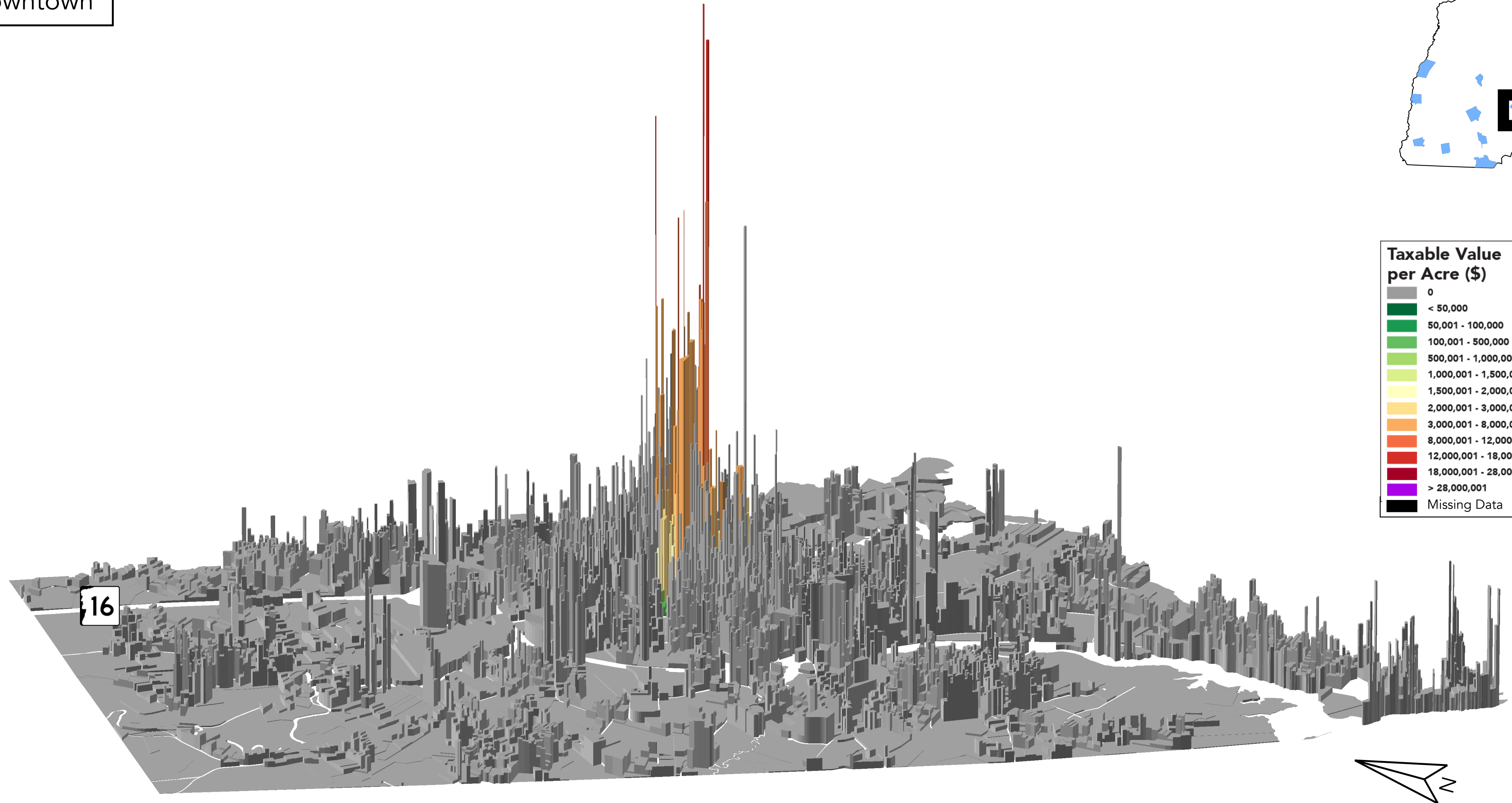
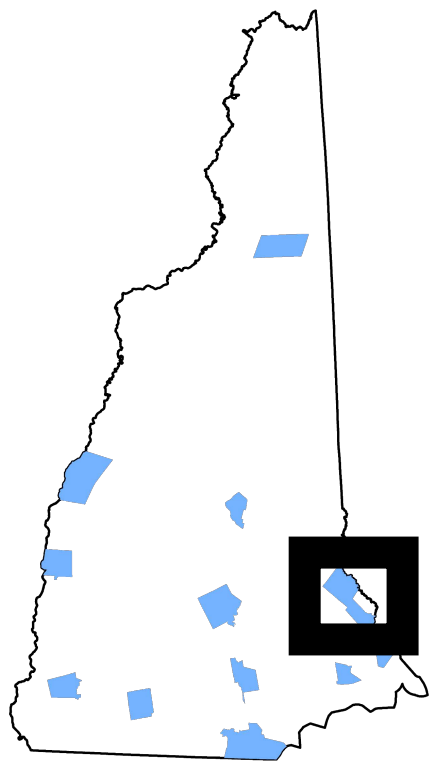


City  
County

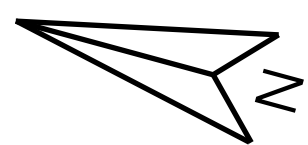
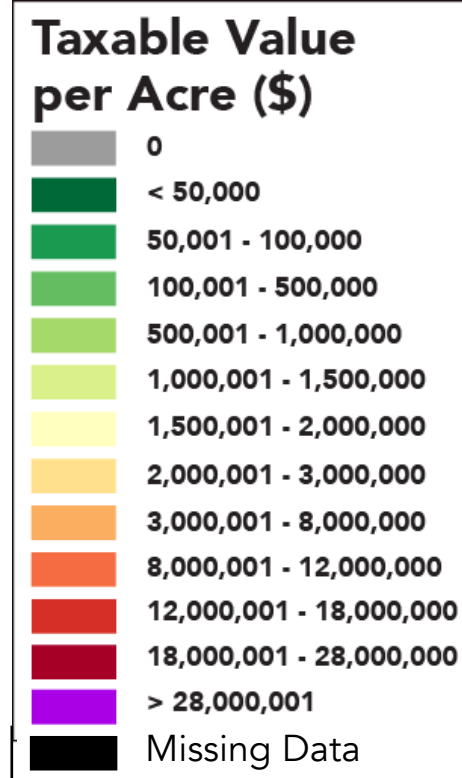
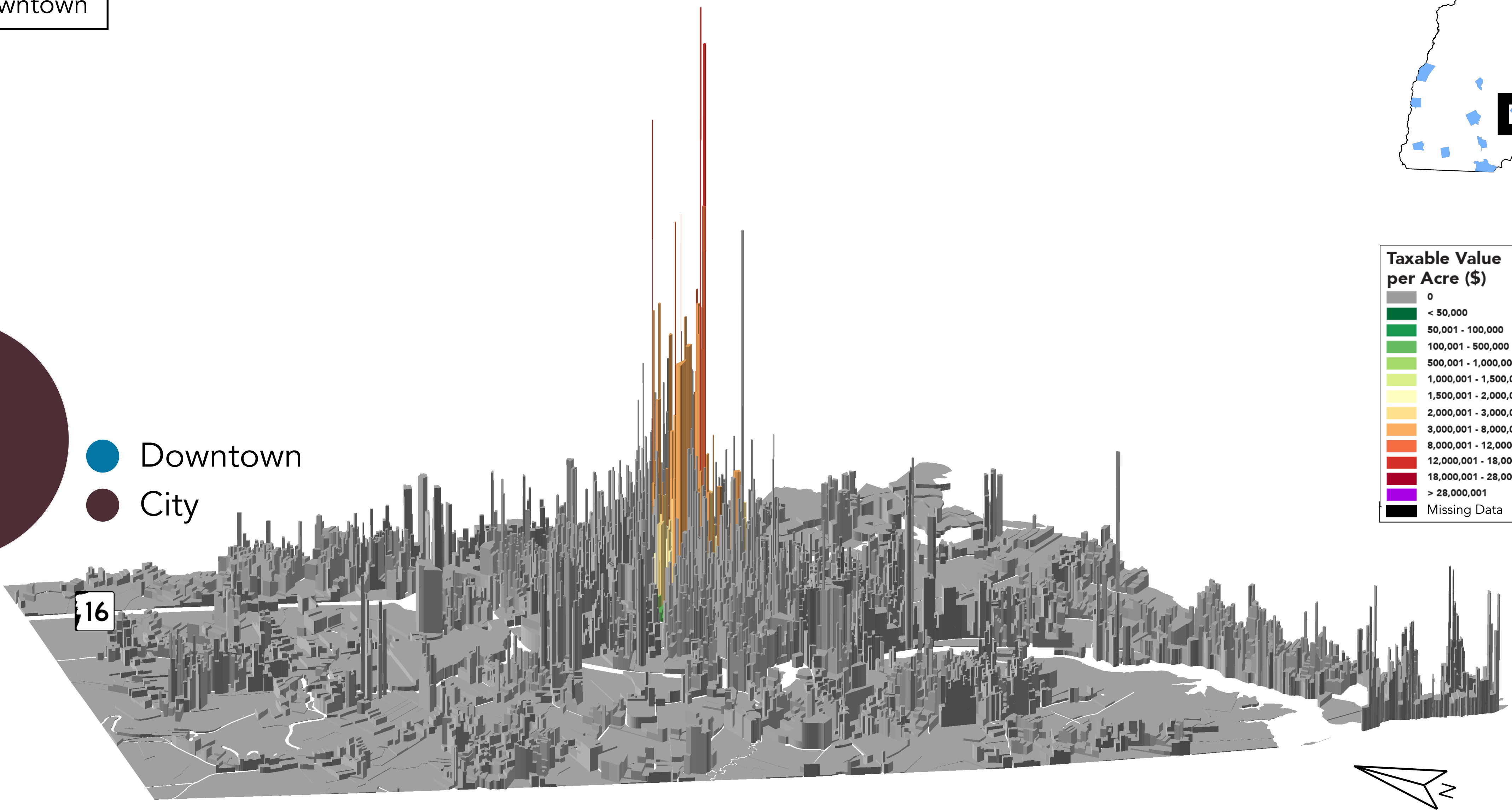
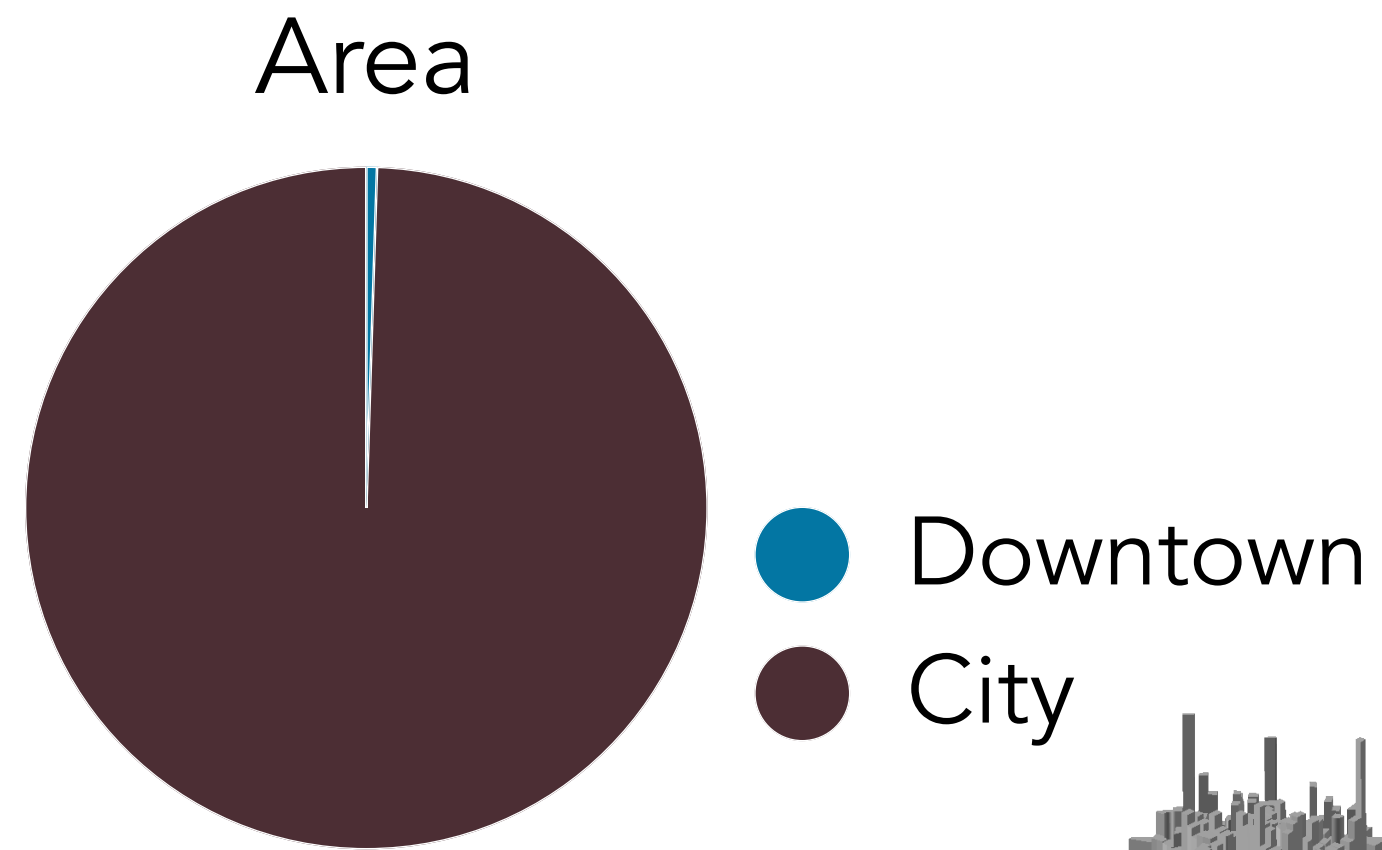
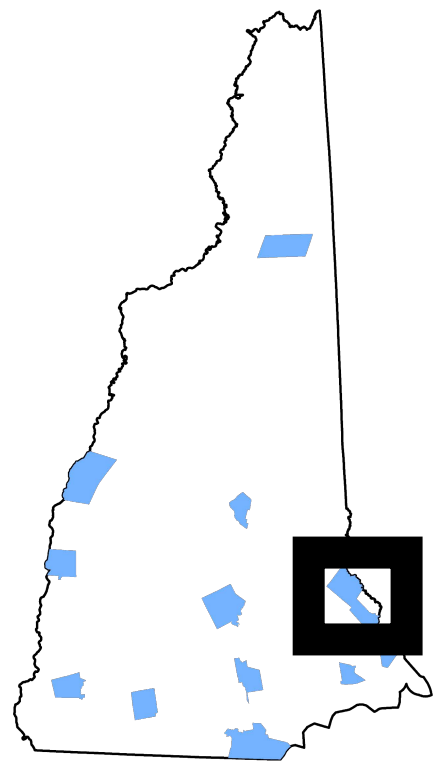
Value



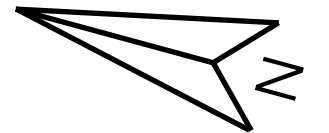
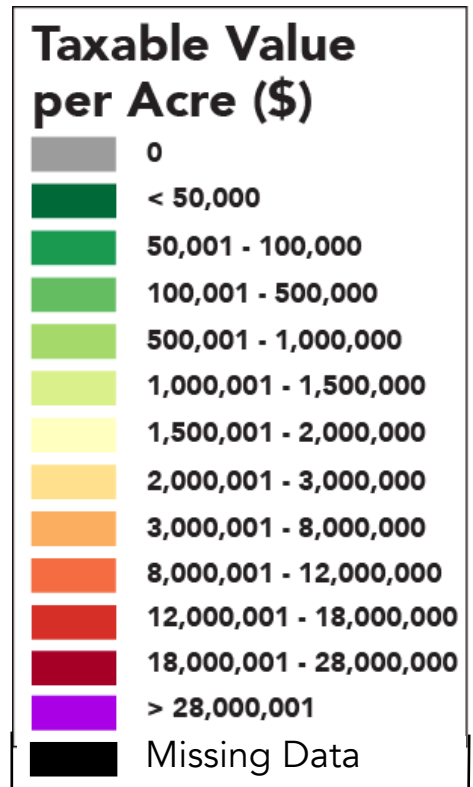
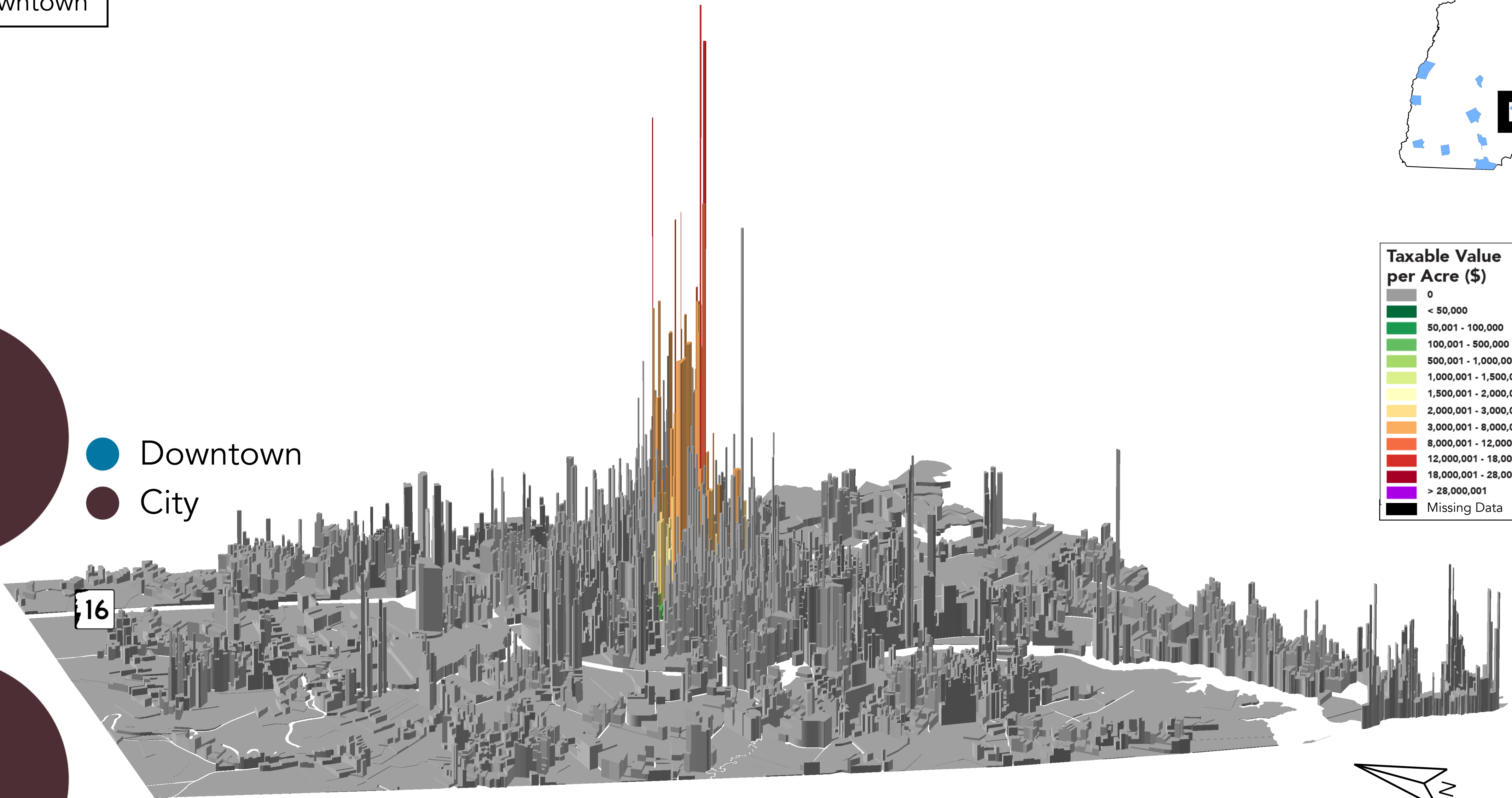
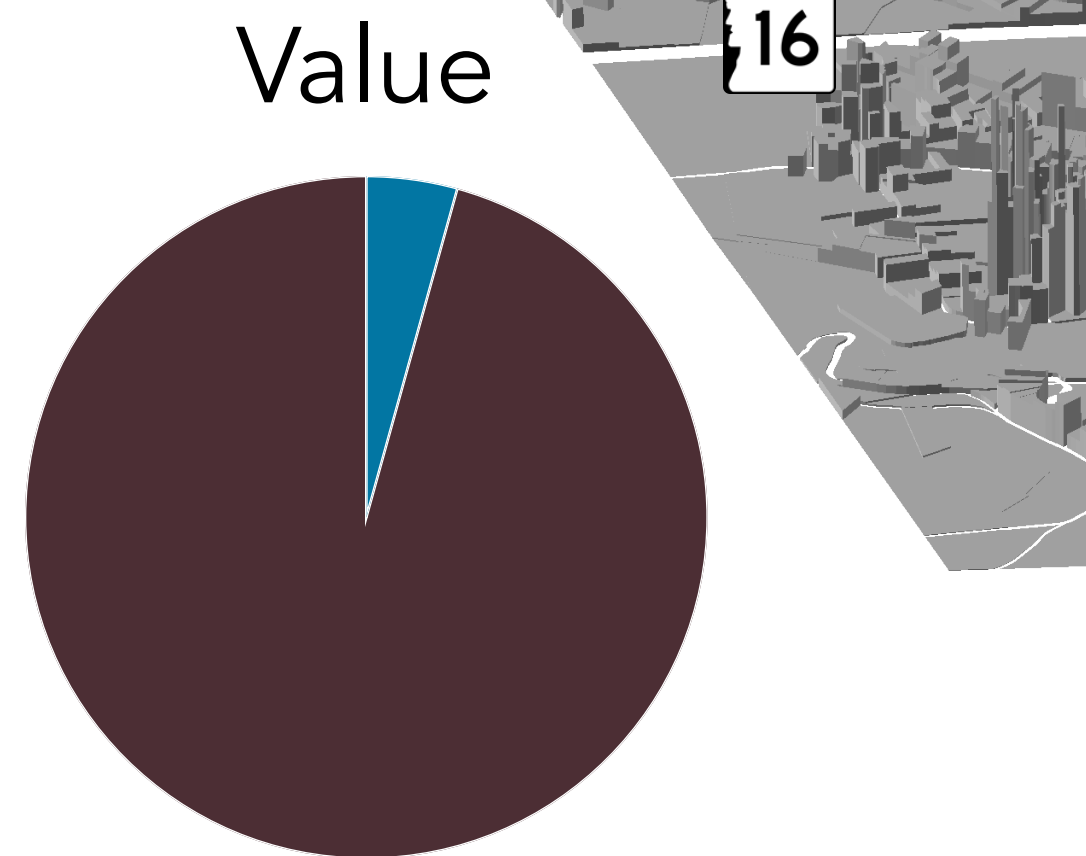
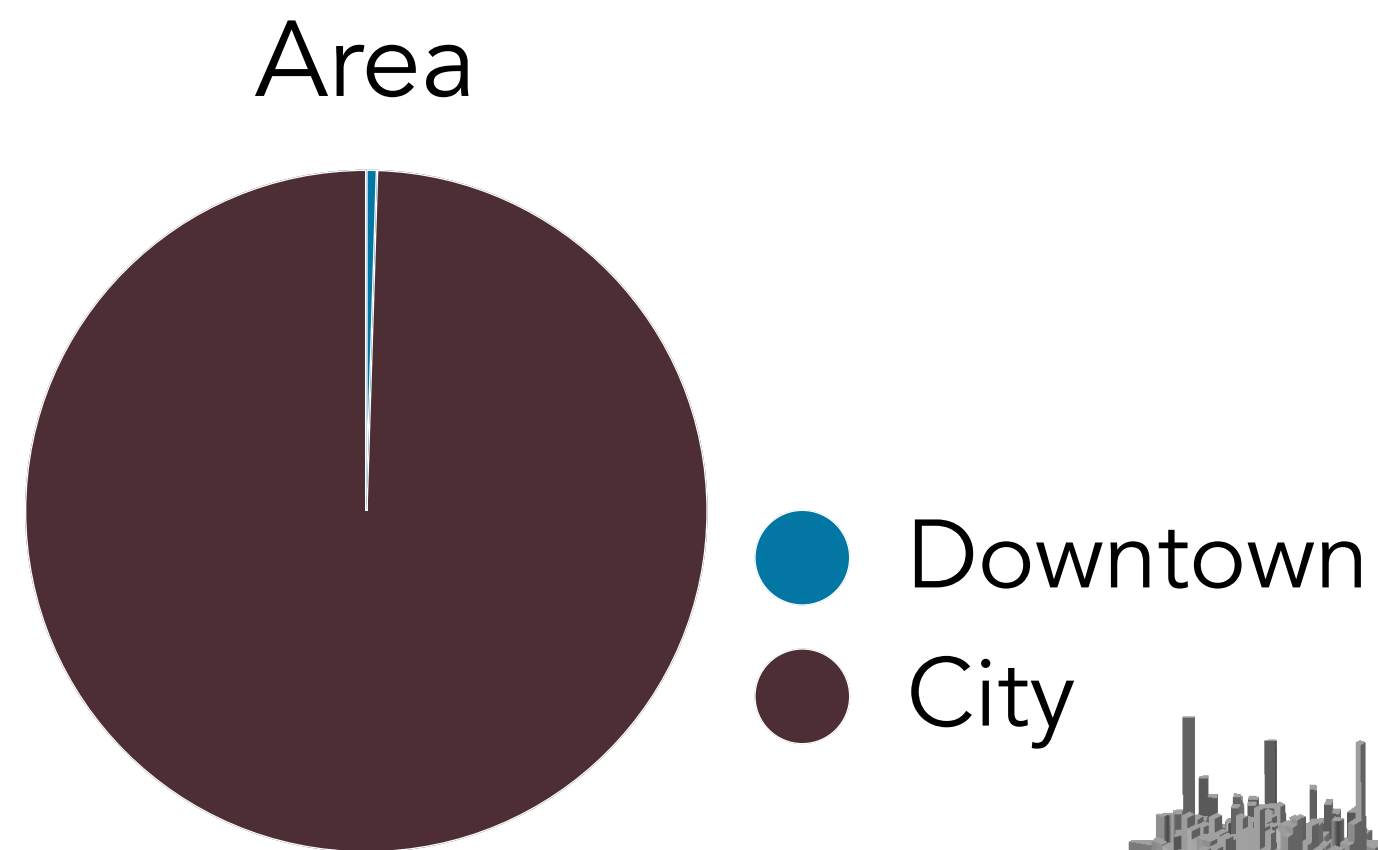
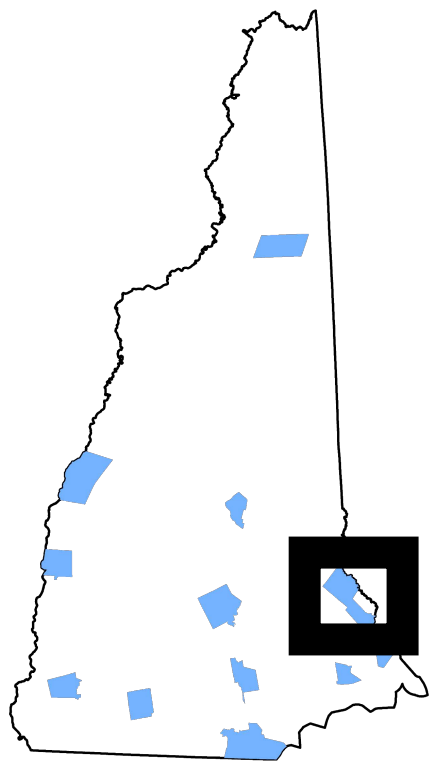






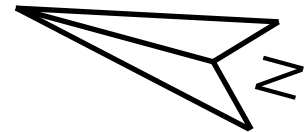
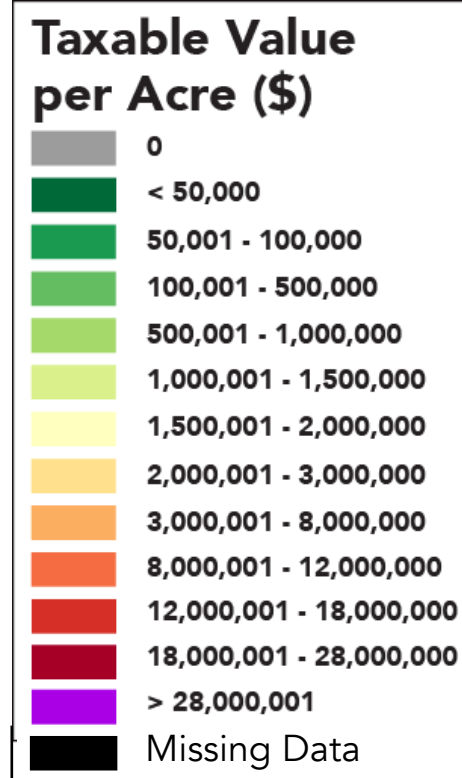
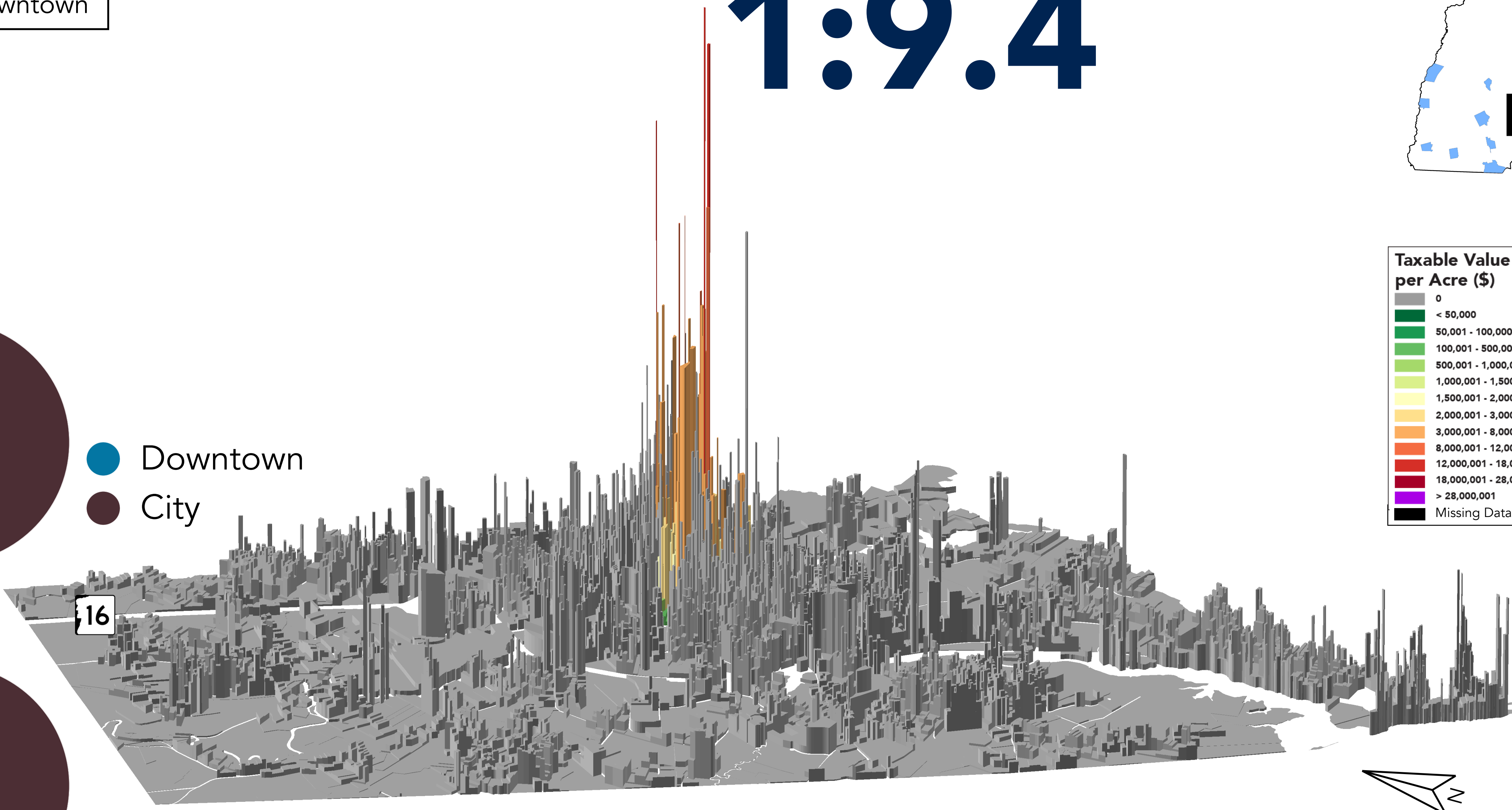
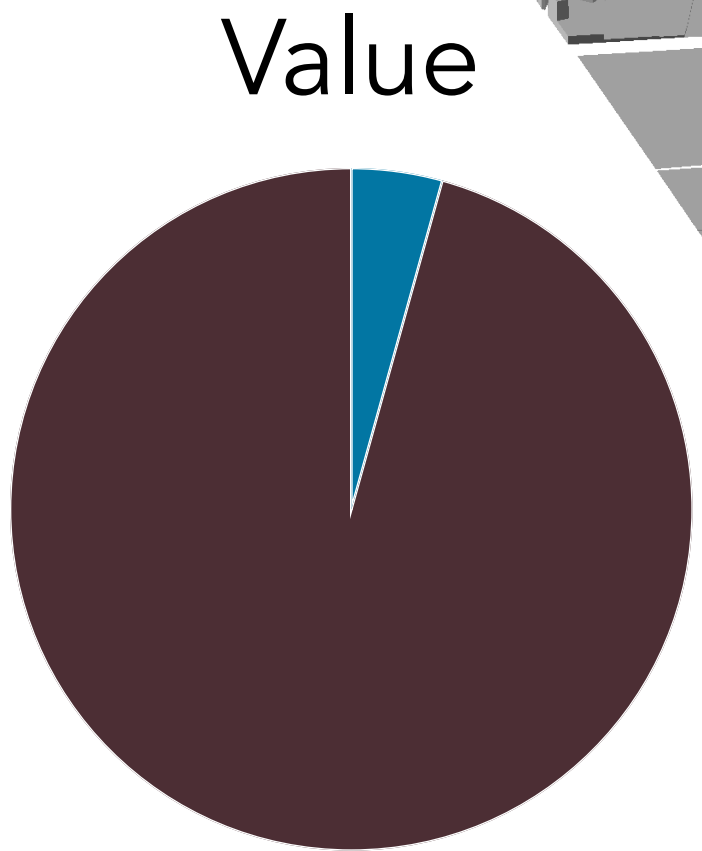
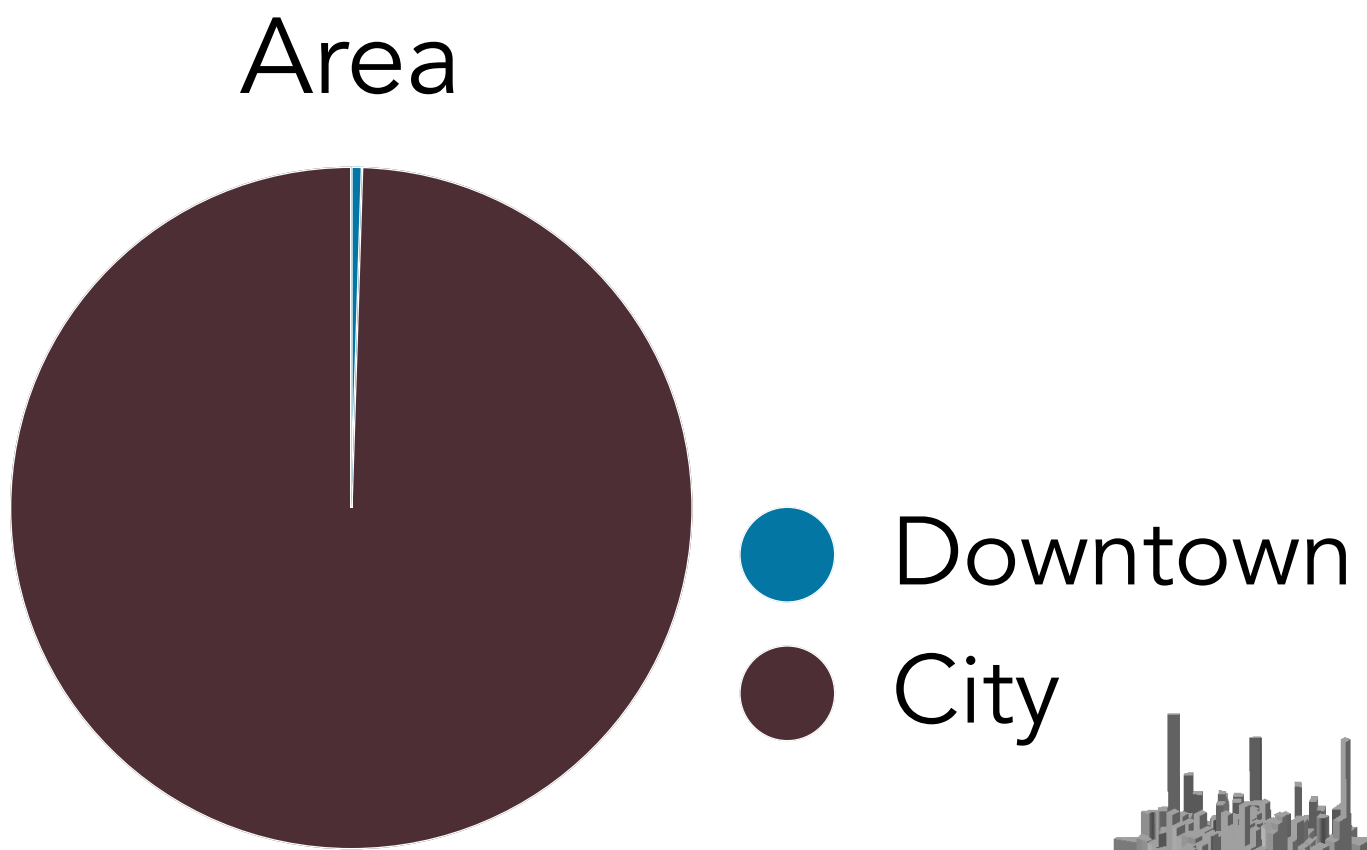
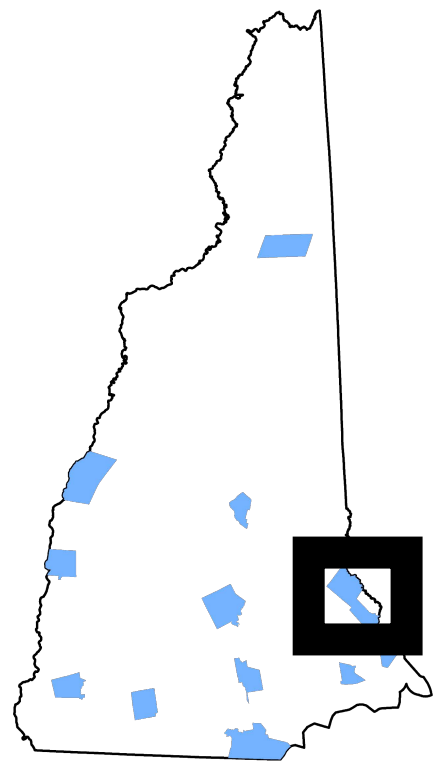




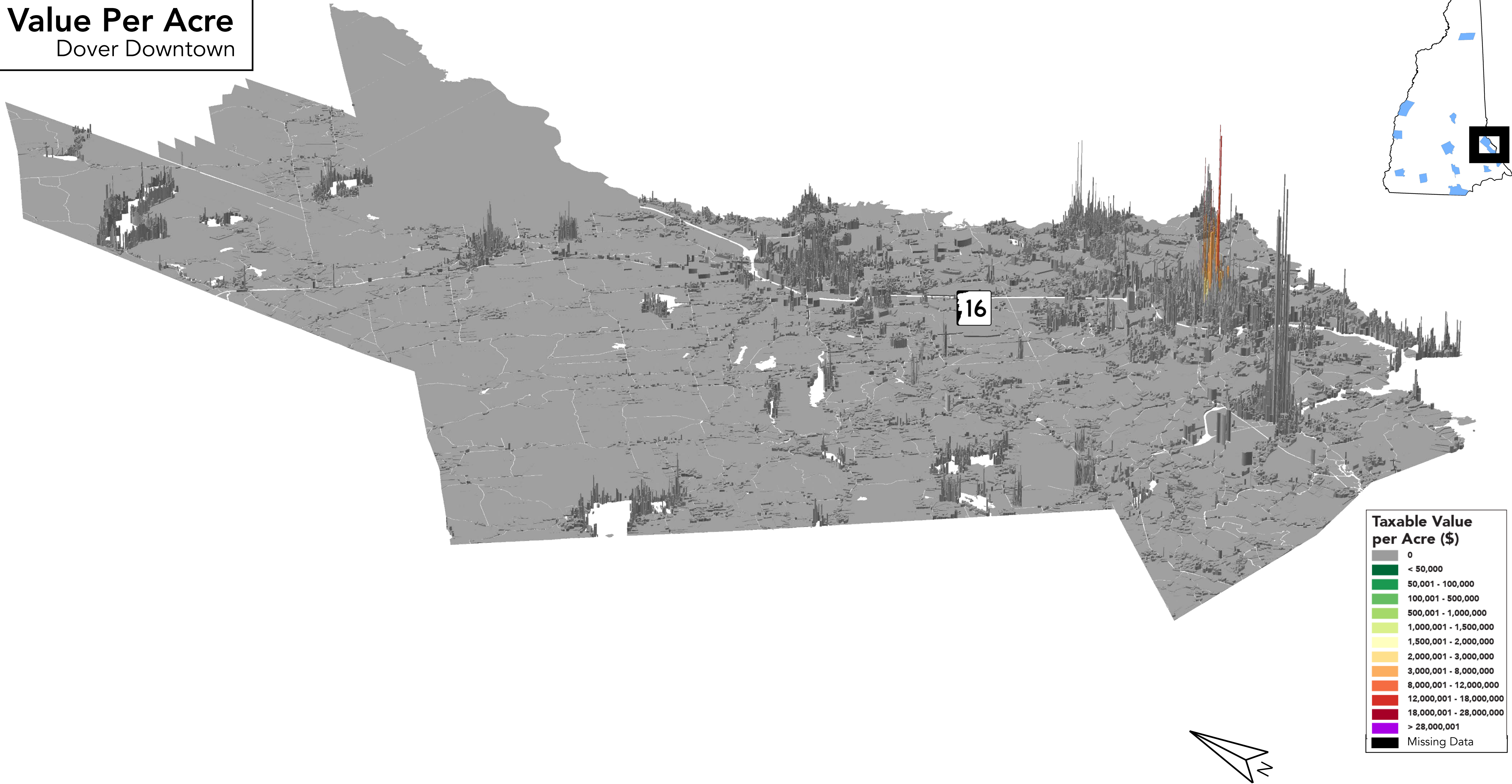




1:9.4



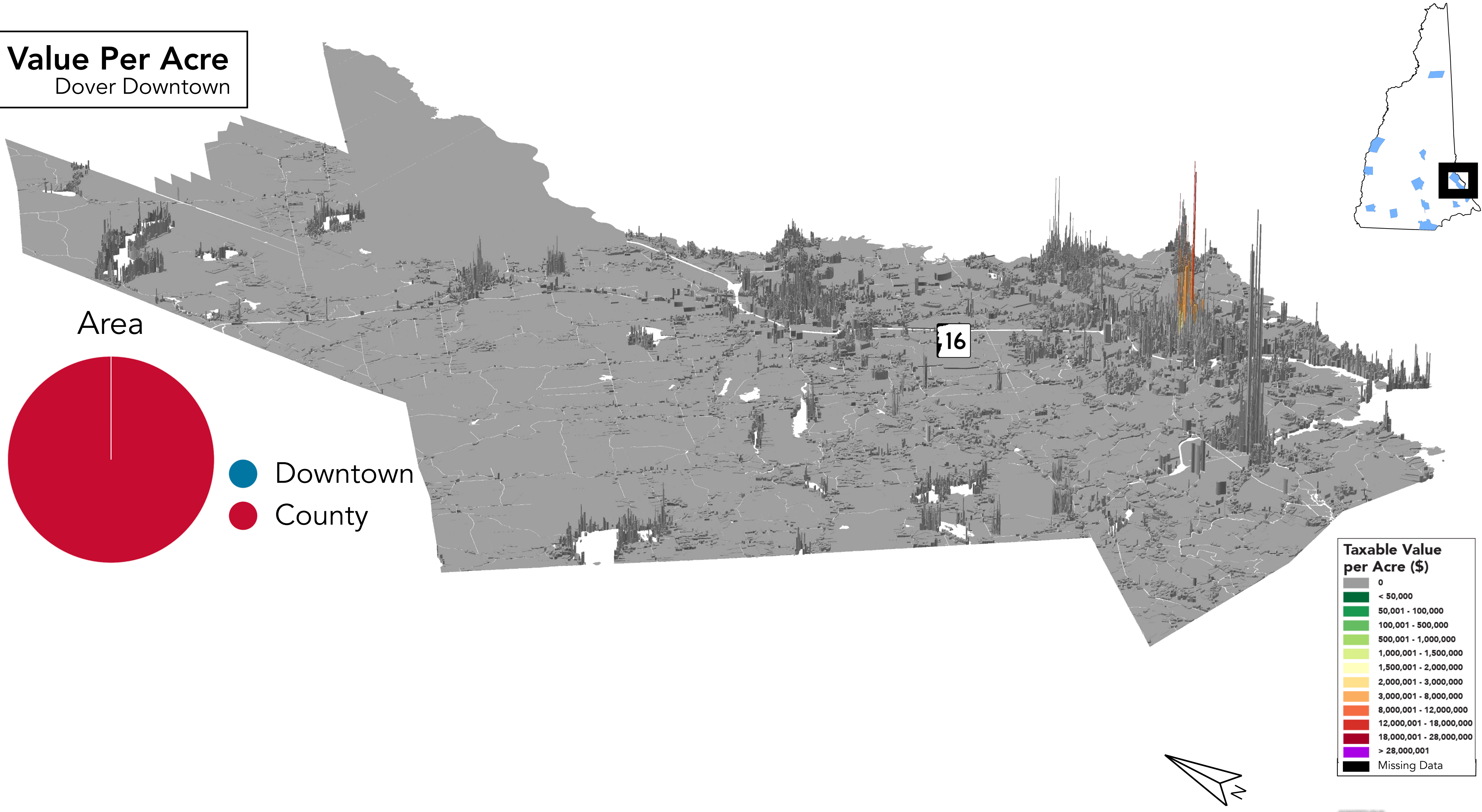




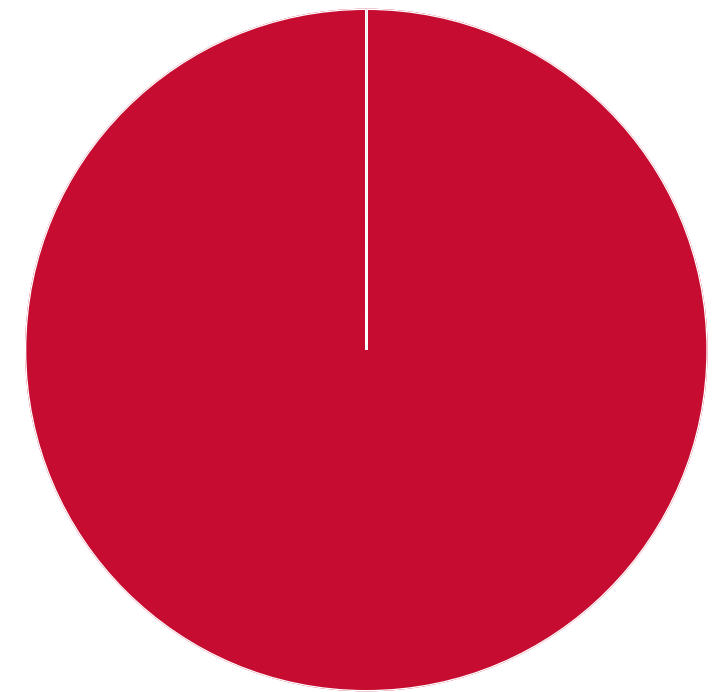


# Value Per Acre

Dover Downtown



Area



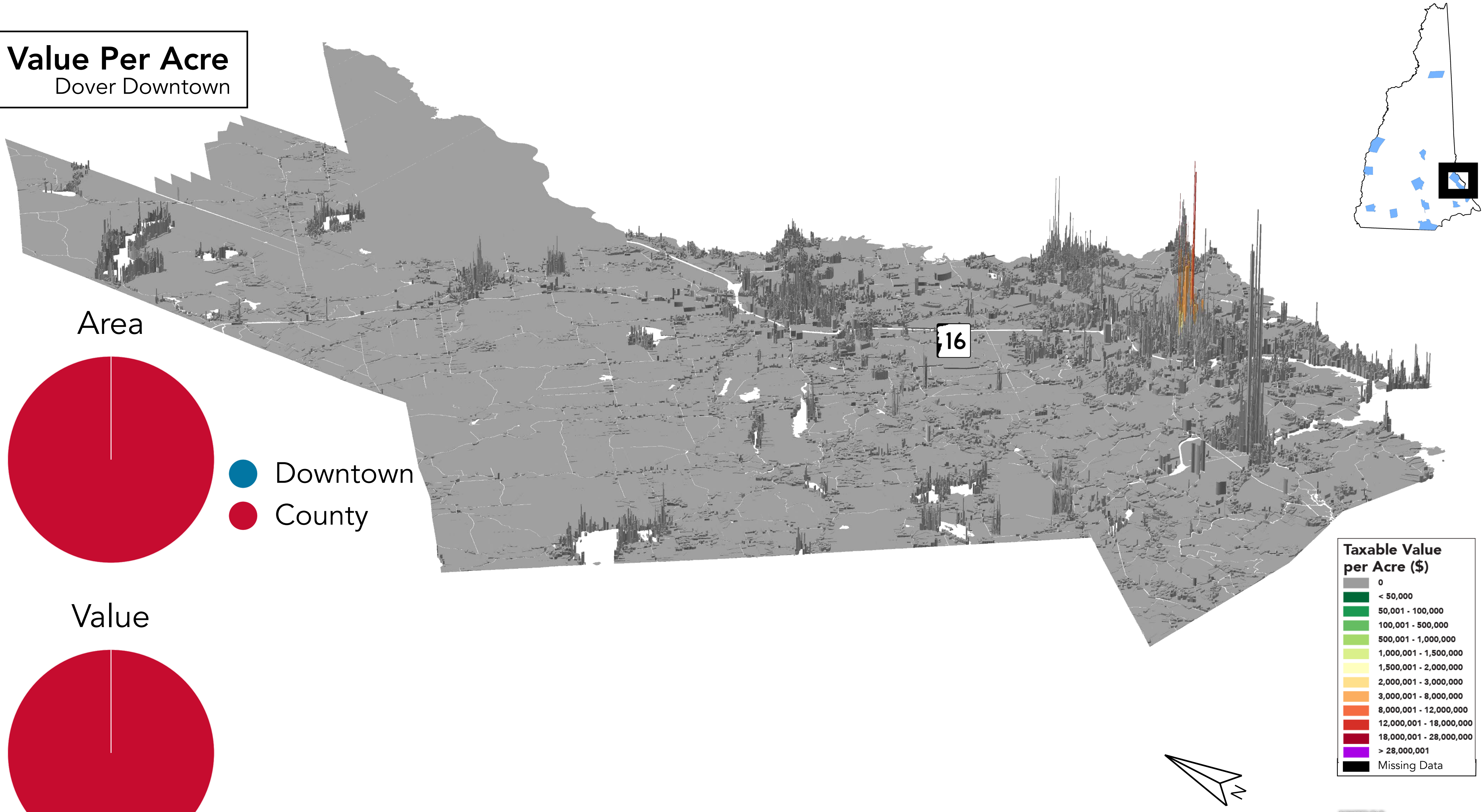
- Downtown
- County

Taxable Value per Acre (\$)	
<span style="color: gray;">■</span>	0
<span style="color: darkgreen;">■</span>	< 50,000
<span style="color: green;">■</span>	50,001 - 100,000
<span style="color: lightgreen;">■</span>	100,001 - 500,000
<span style="color: yellowgreen;">■</span>	500,001 - 1,000,000
<span style="color: yellow;">■</span>	1,000,001 - 1,500,000
<span style="color: lightyellow;">■</span>	1,500,001 - 2,000,000
<span style="color: orangeyellow;">■</span>	2,000,001 - 3,000,000
<span style="color: orange;">■</span>	3,000,001 - 8,000,000
<span style="color: darkorange;">■</span>	8,000,001 - 12,000,000
<span style="color: red;">■</span>	12,000,001 - 18,000,000
<span style="color: darkred;">■</span>	18,000,001 - 28,000,000
<span style="color: purple;">■</span>	> 28,000,001
<span style="color: black;">■</span>	Missing Data

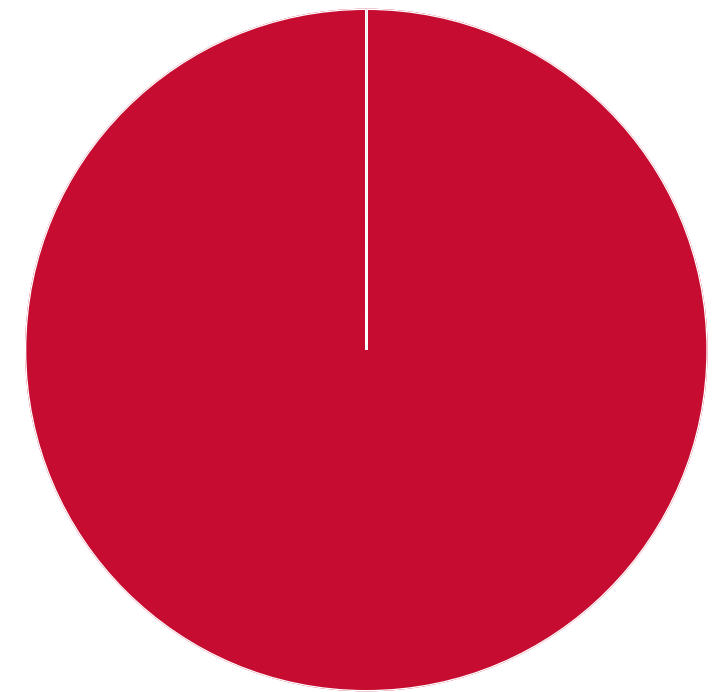


# Value Per Acre

Dover Downtown

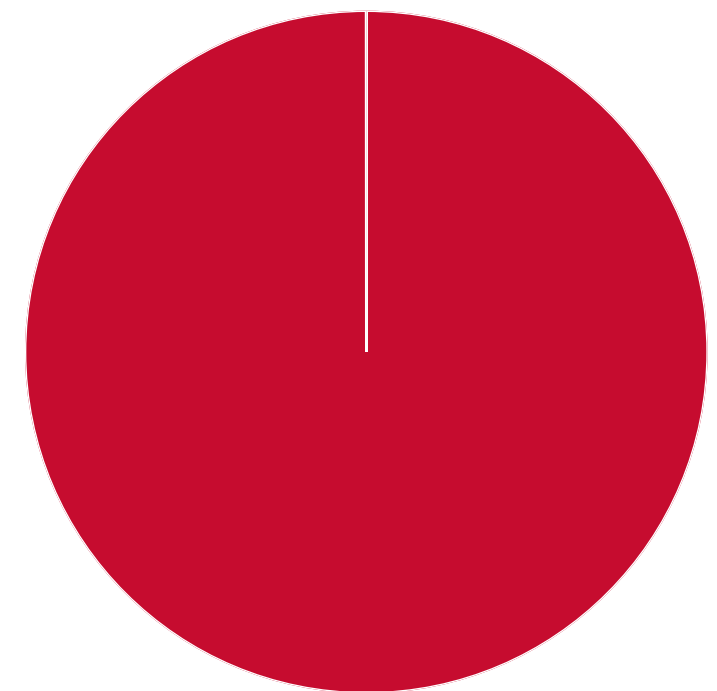


Area



● Downtown  
● County

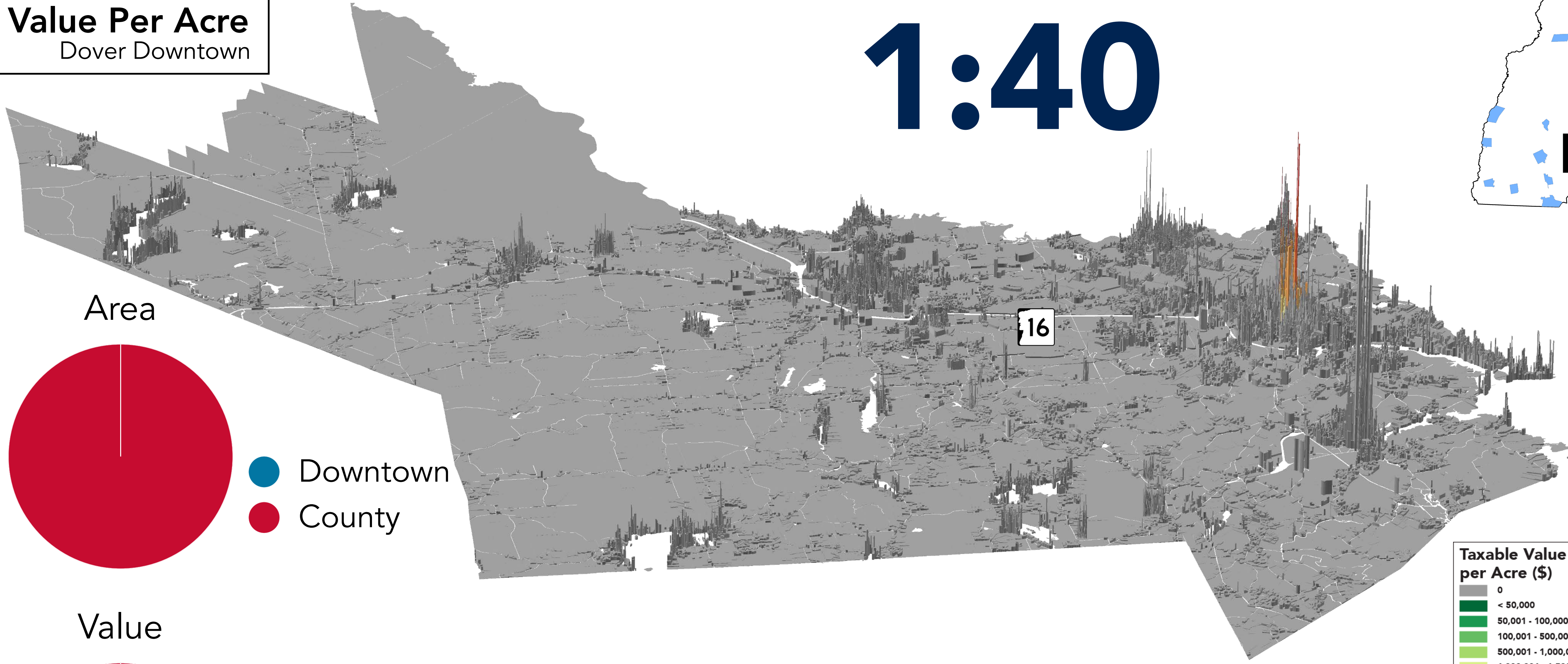
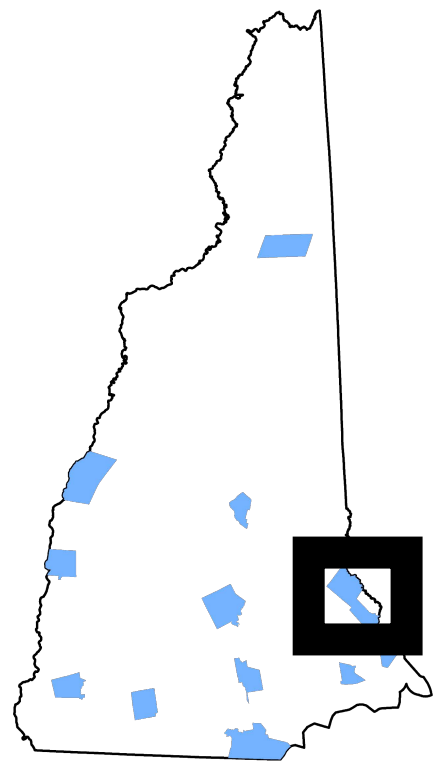
Value



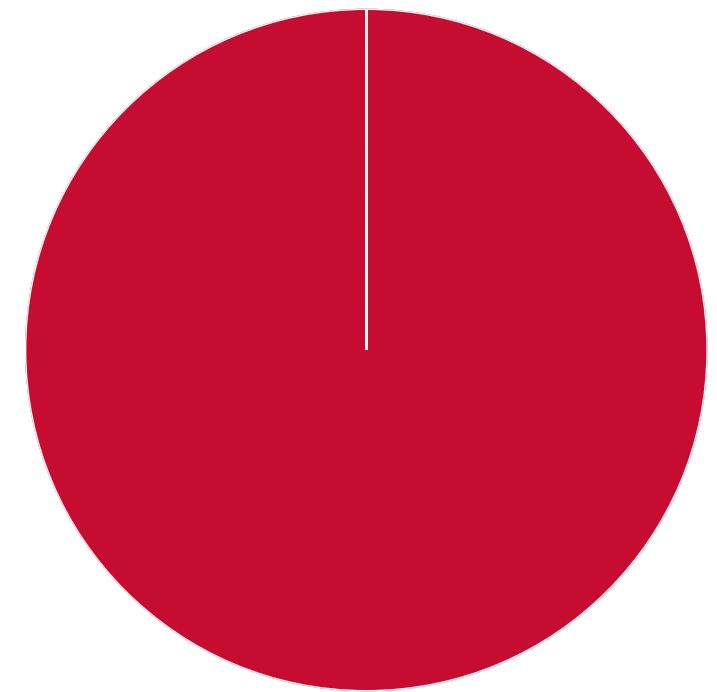
Taxable Value per Acre (\$)	
0	
< 50,000	
50,001 - 100,000	
100,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 1,500,000	
1,500,001 - 2,000,000	
2,000,001 - 3,000,000	
3,000,001 - 8,000,000	
8,000,001 - 12,000,000	
12,000,001 - 18,000,000	
18,000,001 - 28,000,000	
> 28,000,001	
Missing Data	



1:40

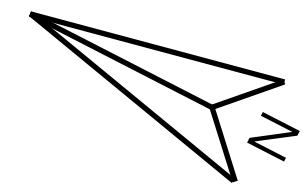
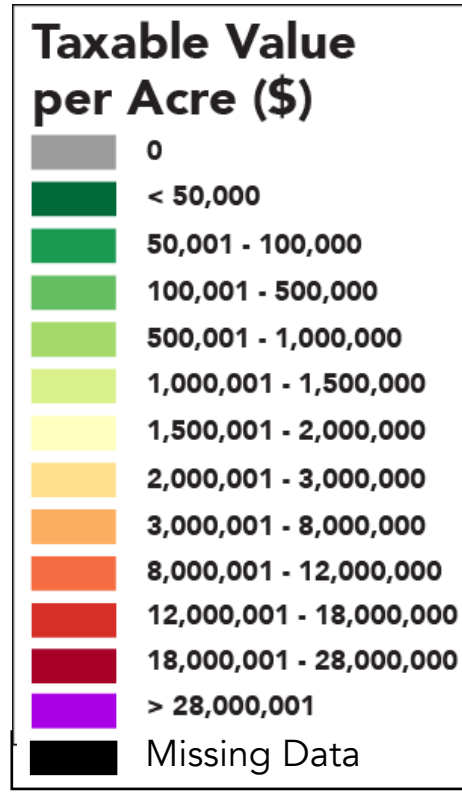
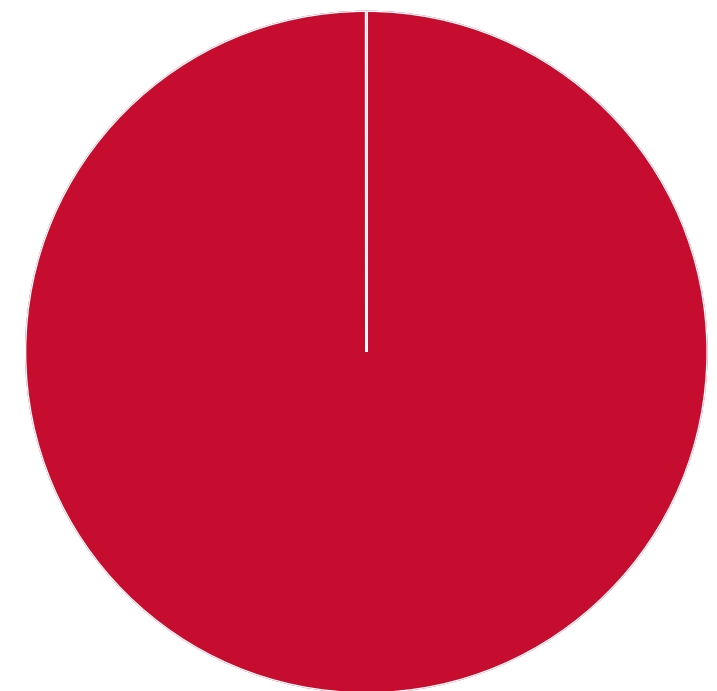


Area



- Downtown
- County

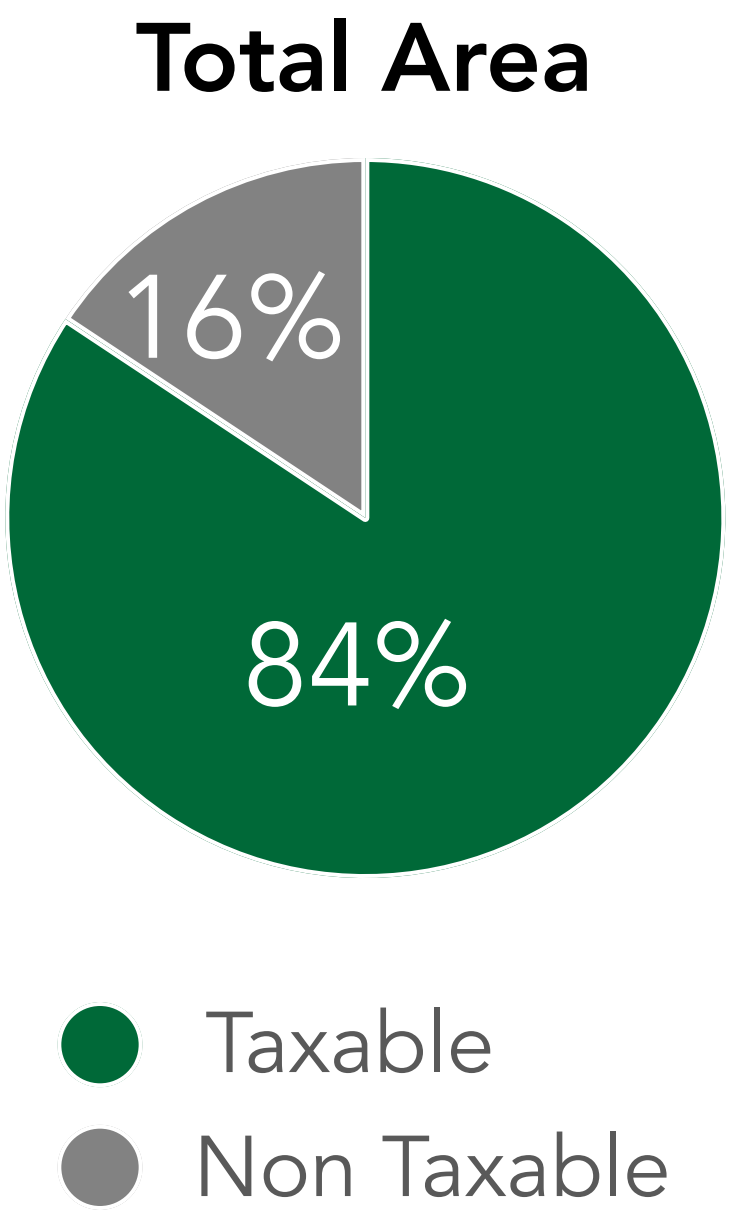
Value





Strafford Town Forest

Dover

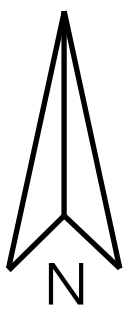


### Taxable Property

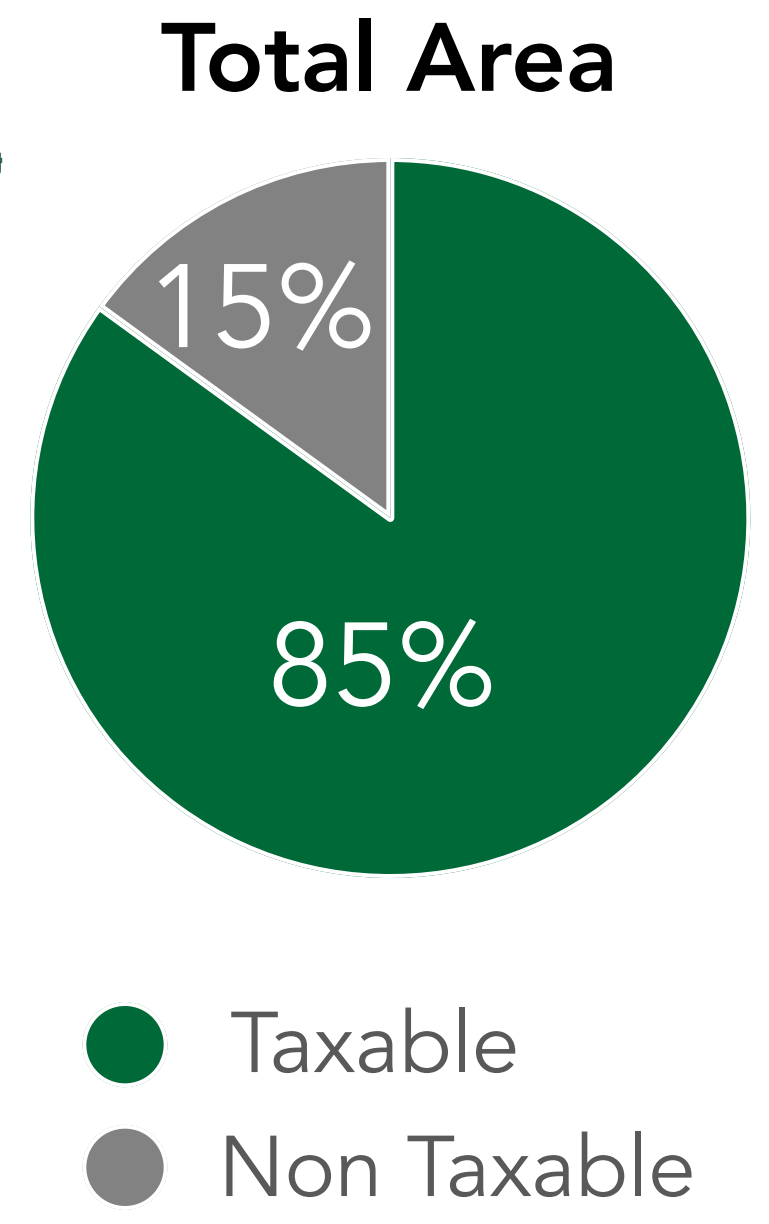
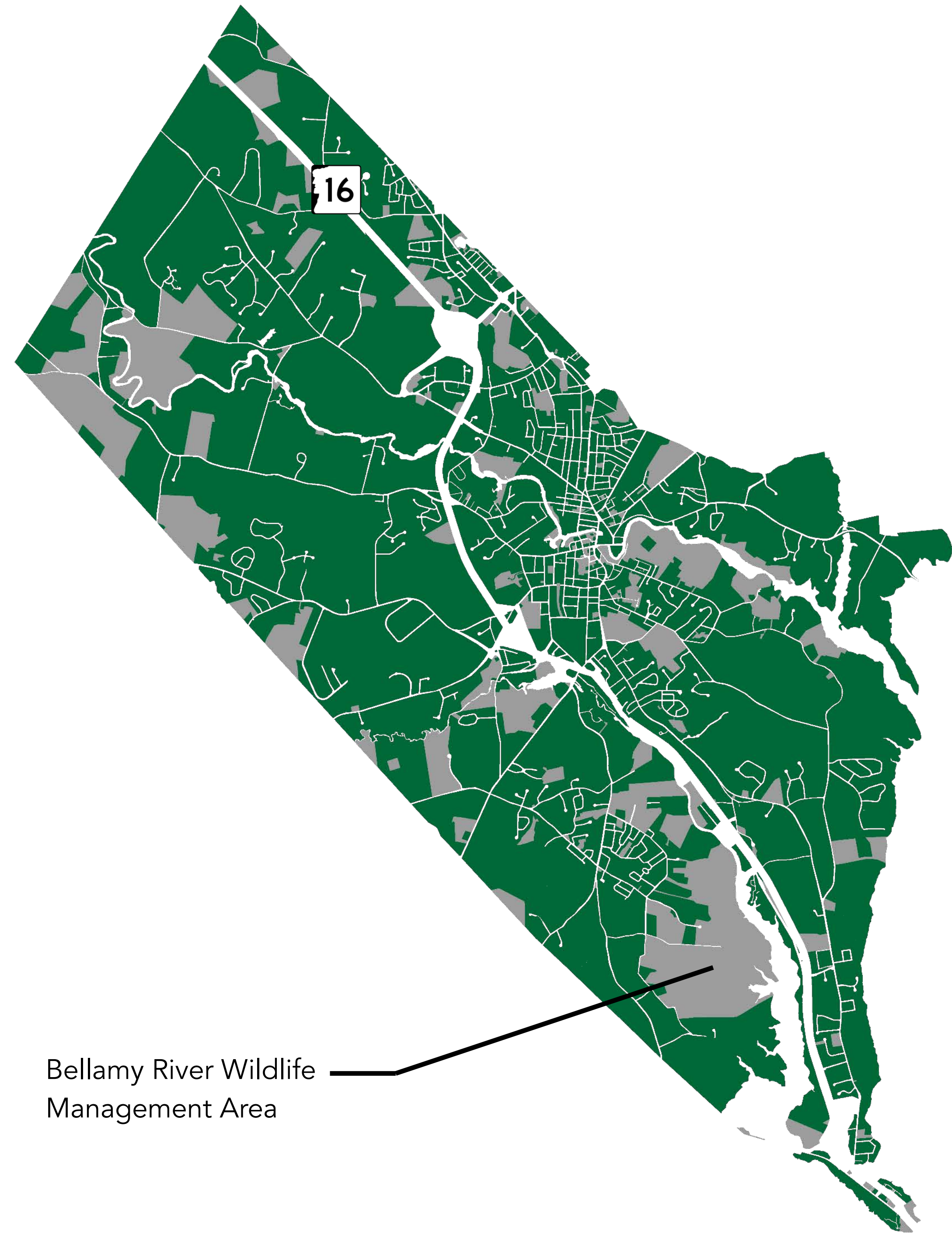
No Data

Nontaxable

Taxable

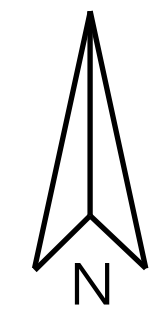




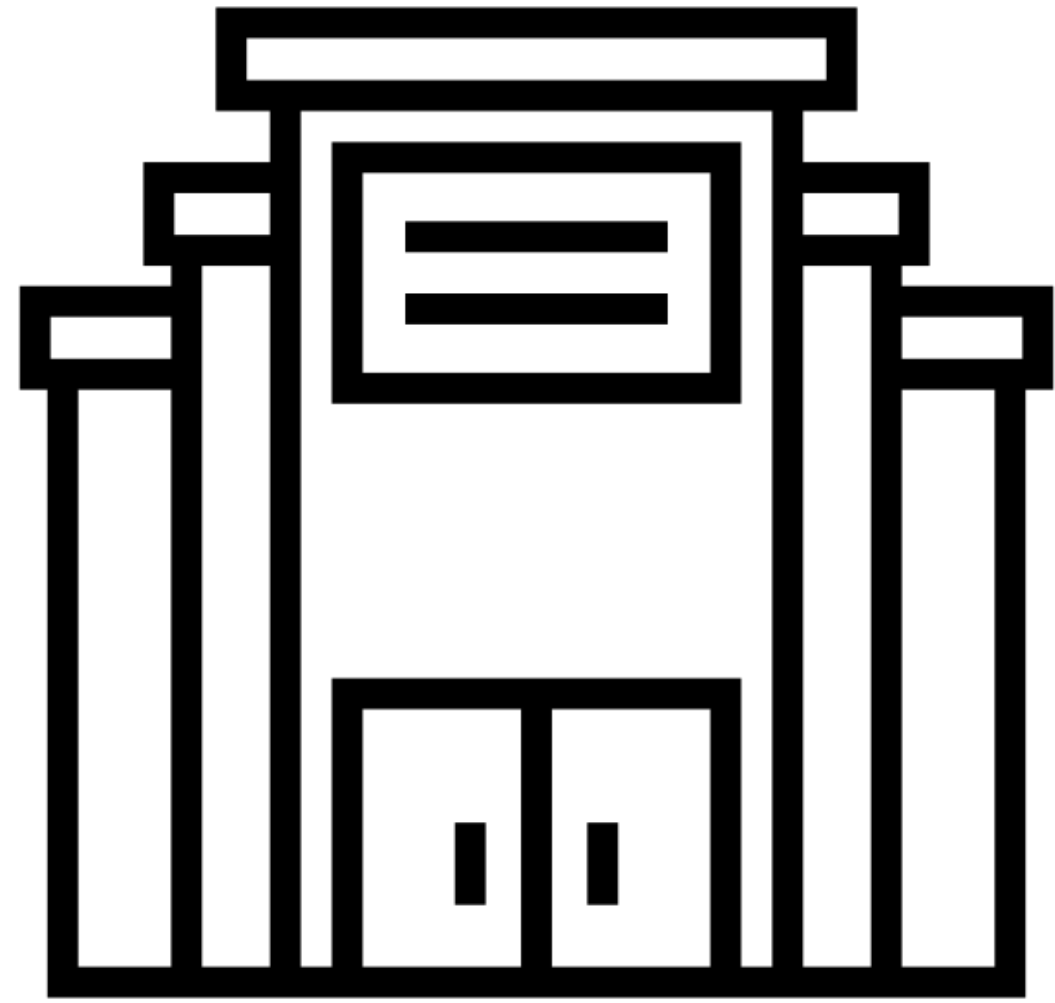


### Taxable Property

No Data	No Data
Nontaxable	Nontaxable
Taxable	Taxable



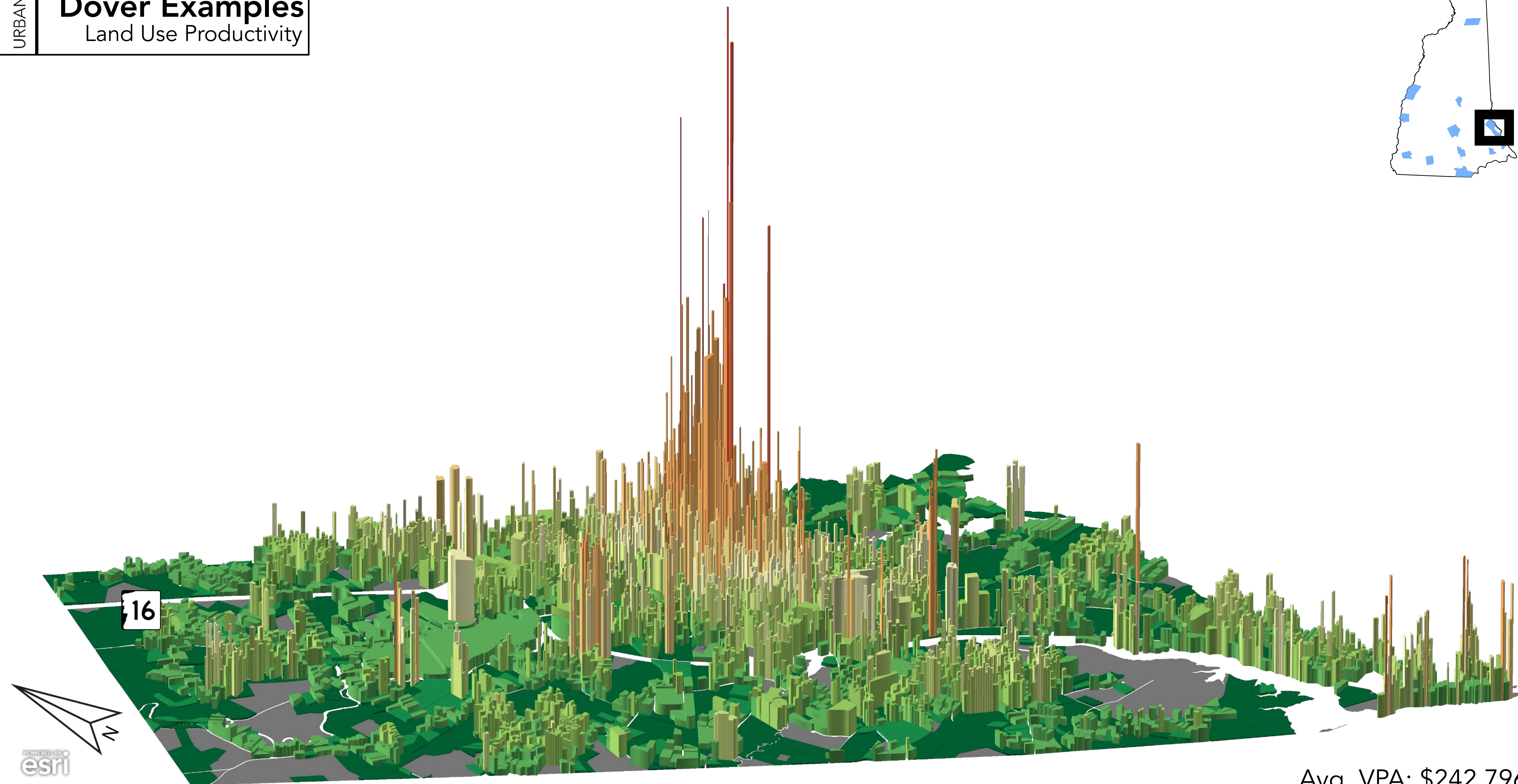
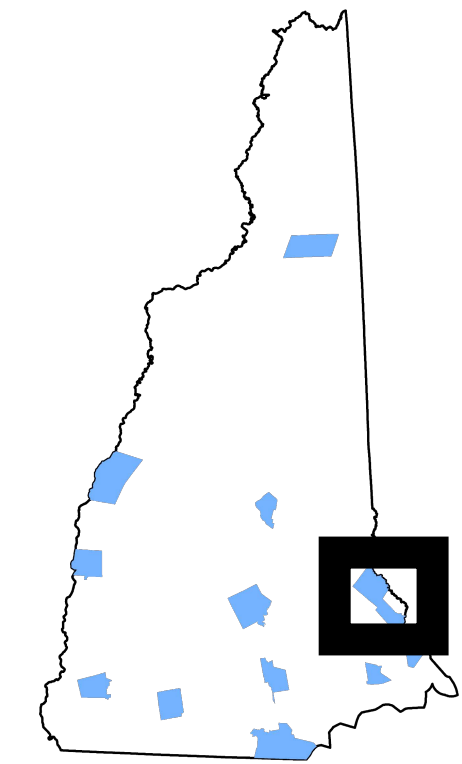




# Land Use Types

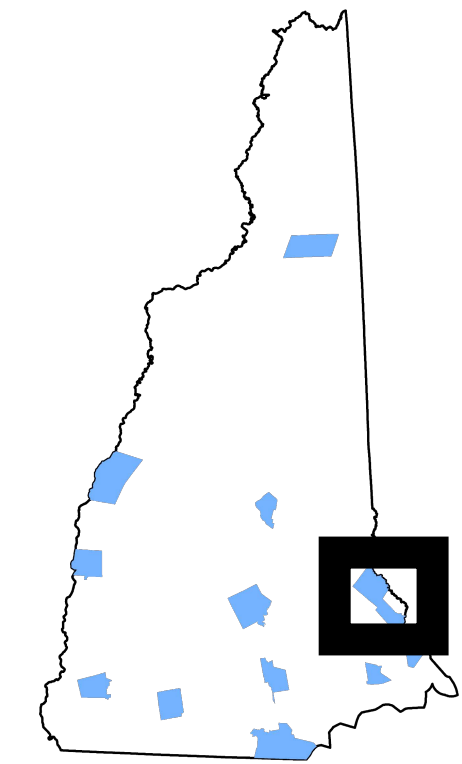
Local samples of buildings and development types



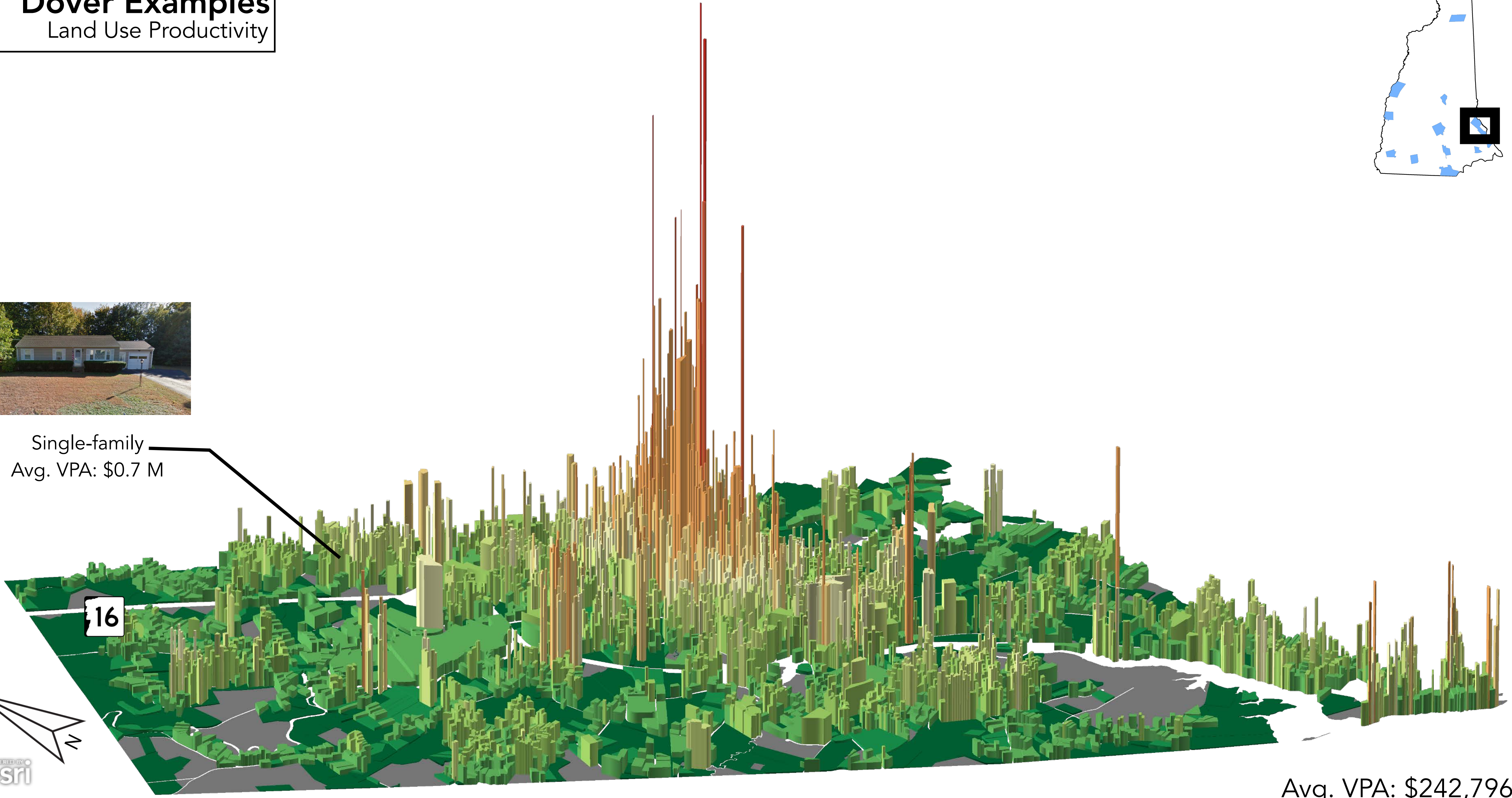


Avg. VPA: \$242,796





Single-family  
Avg. VPA: \$0.7 M

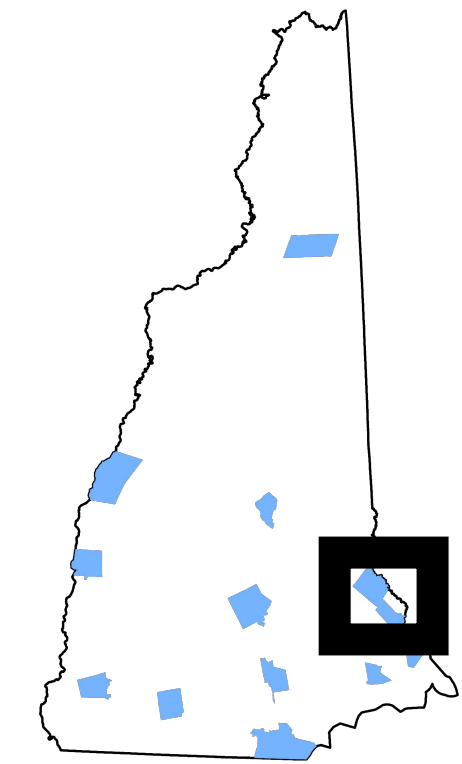


Avg. VPA: \$242,796



# Dover Examples

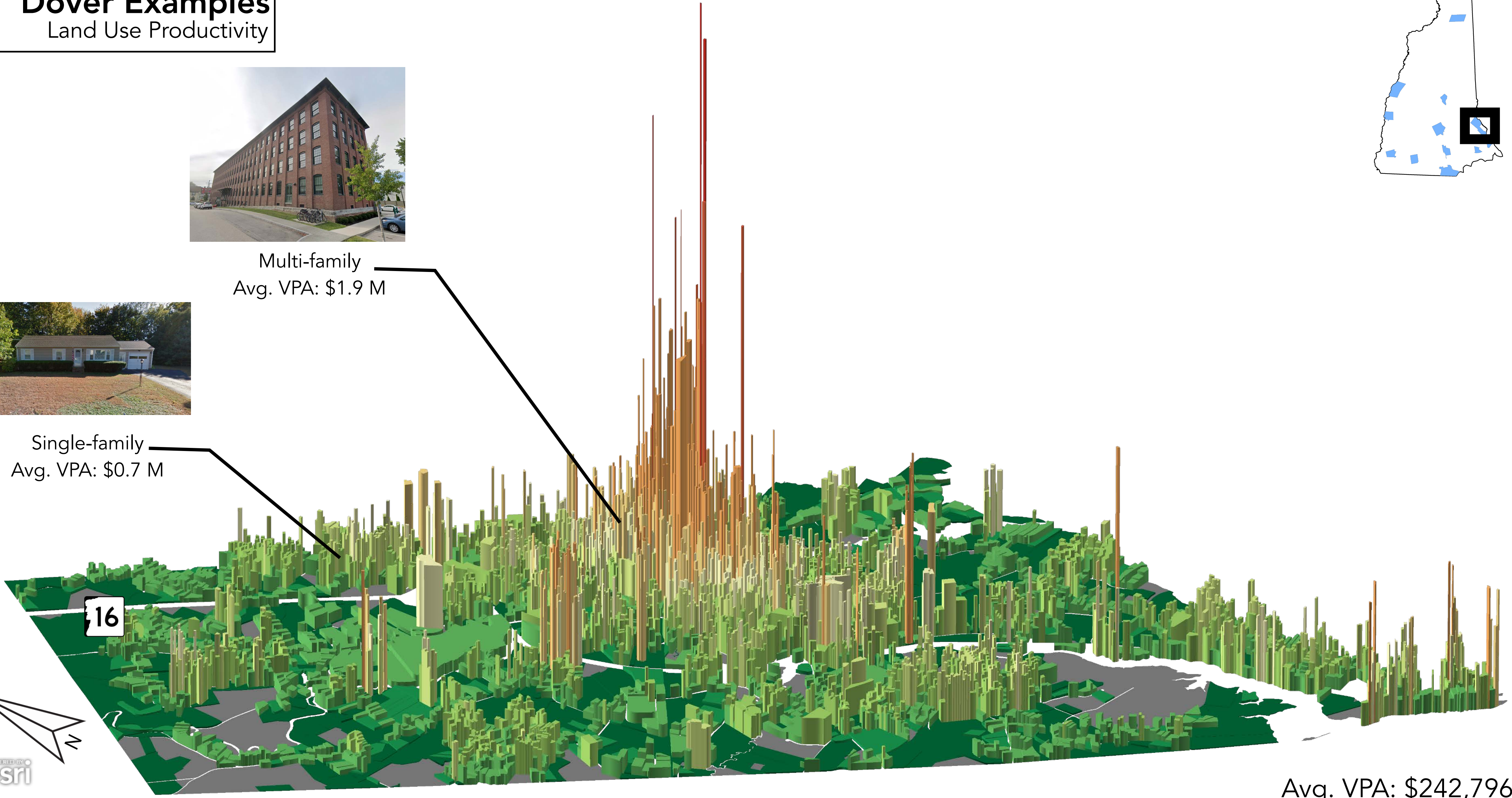
Land Use Productivity



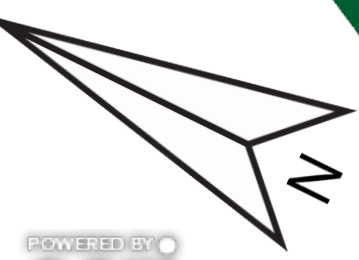
Multi-family  
Avg. VPA: \$1.9 M



Single-family  
Avg. VPA: \$0.7 M



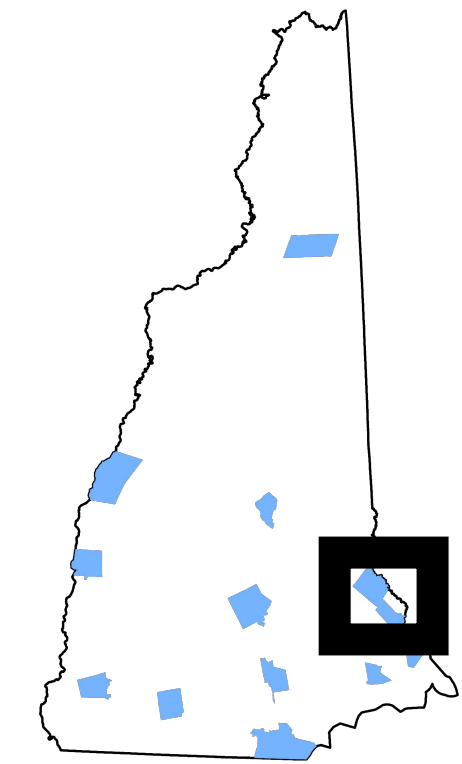
Avg. VPA: \$242,796





# Dover Examples

Land Use Productivity



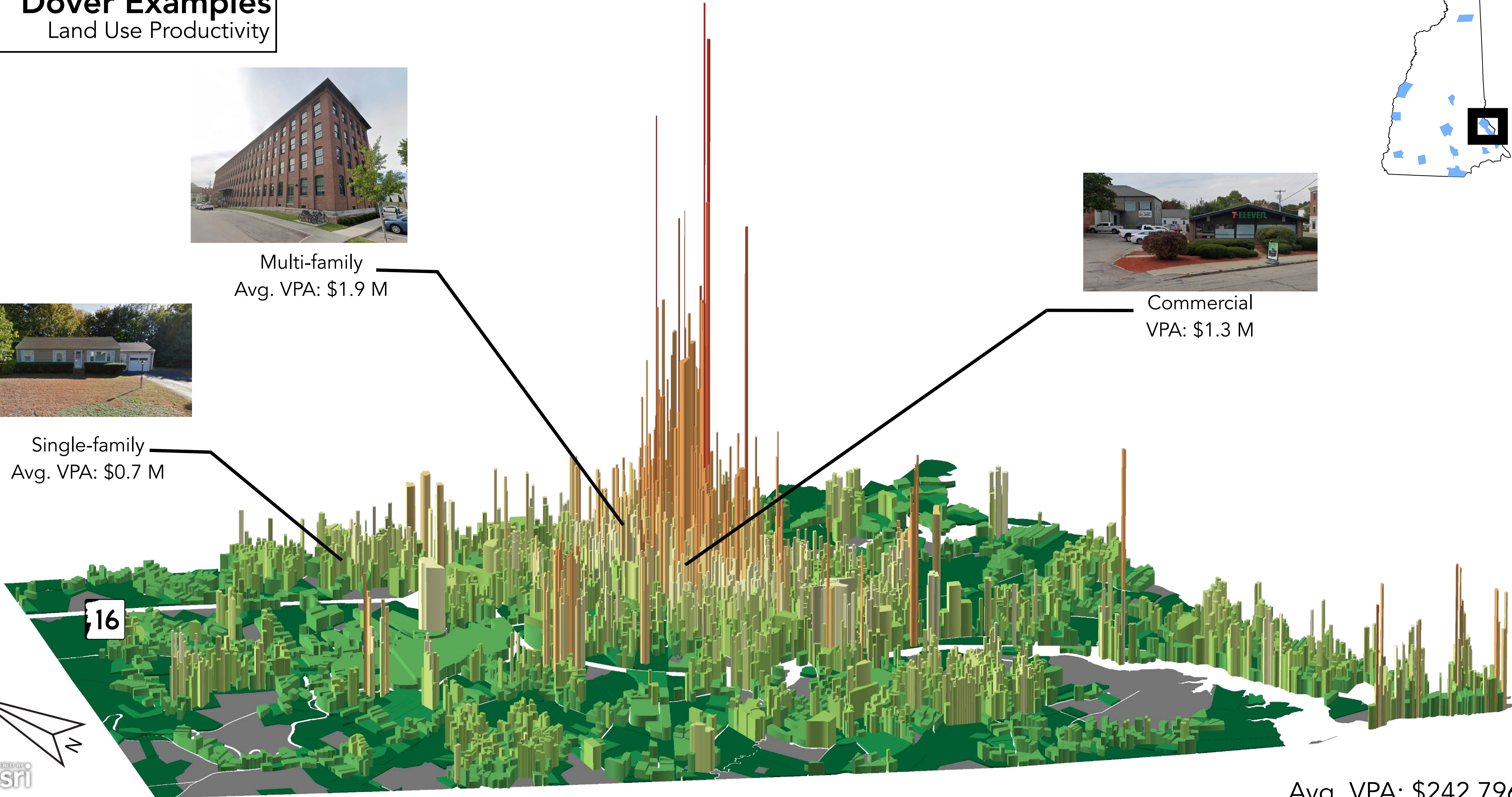
Multi-family  
Avg. VPA: \$1.9 M



Commercial  
VPA: \$1.3 M



Single-family  
Avg. VPA: \$0.7 M



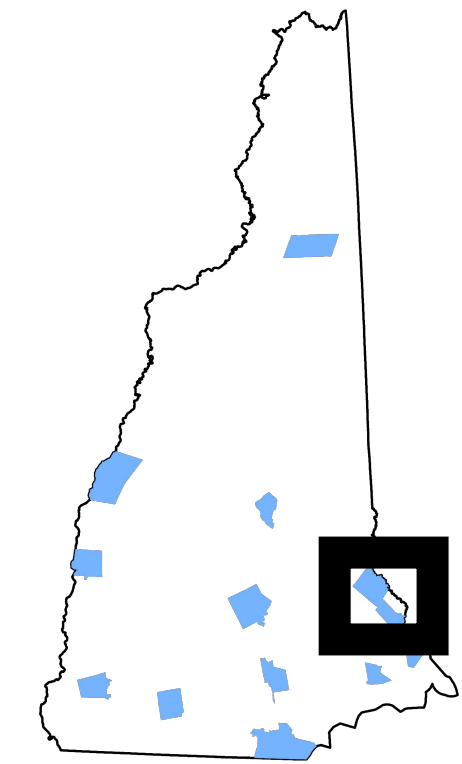
Avg. VPA: \$242,796





# Dover Examples

Land Use Productivity



Multi-family  
Avg. VPA: \$1.9 M



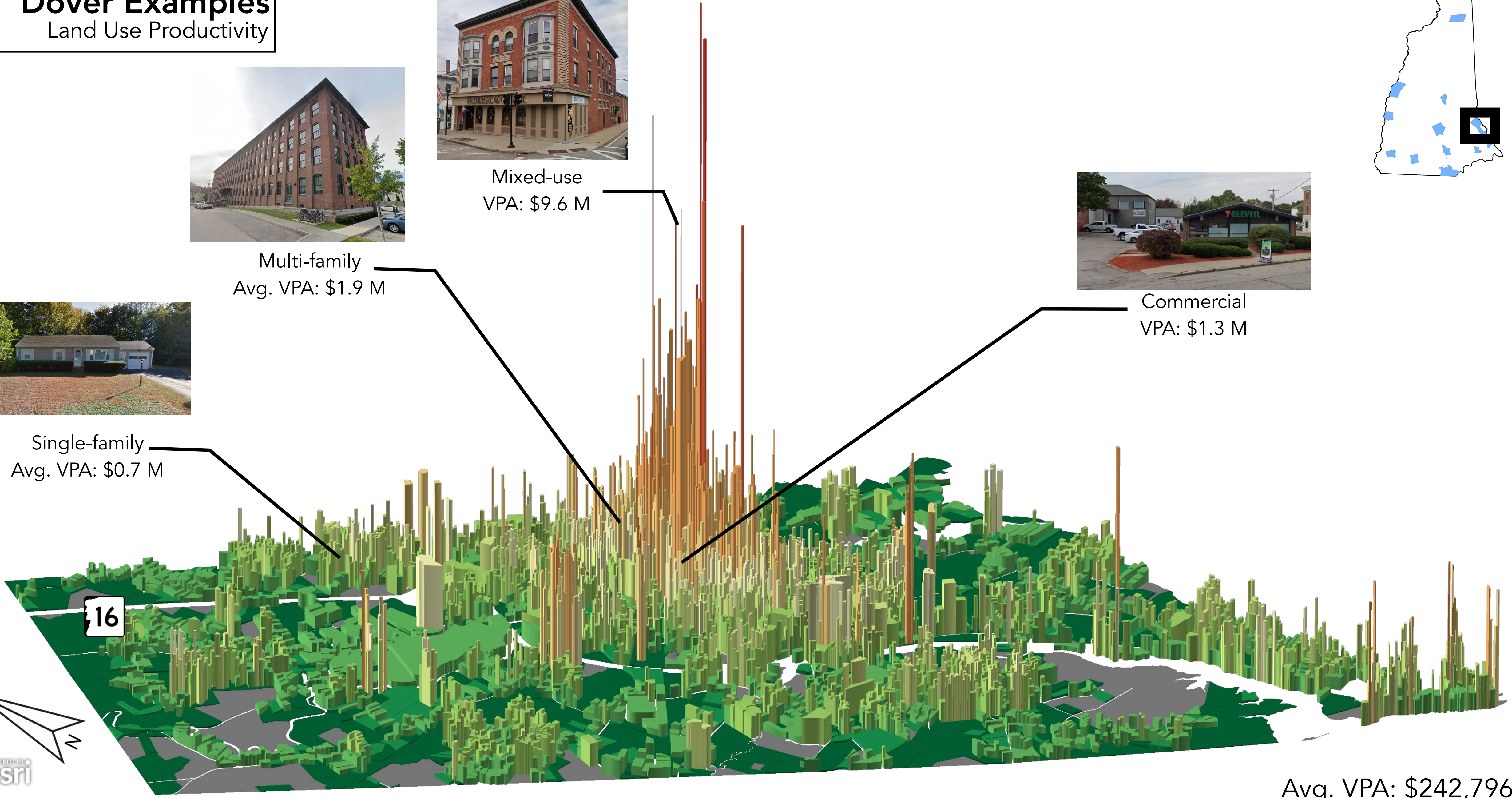
Mixed-use  
VPA: \$9.6 M



Commercial  
VPA: \$1.3 M



Single-family  
Avg. VPA: \$0.7 M



Avg. VPA: \$242,796



# Dover Examples

Land Use Productivity



Multi-family  
Avg. VPA: \$1.9 M



Single-family  
Avg. VPA: \$0.7 M



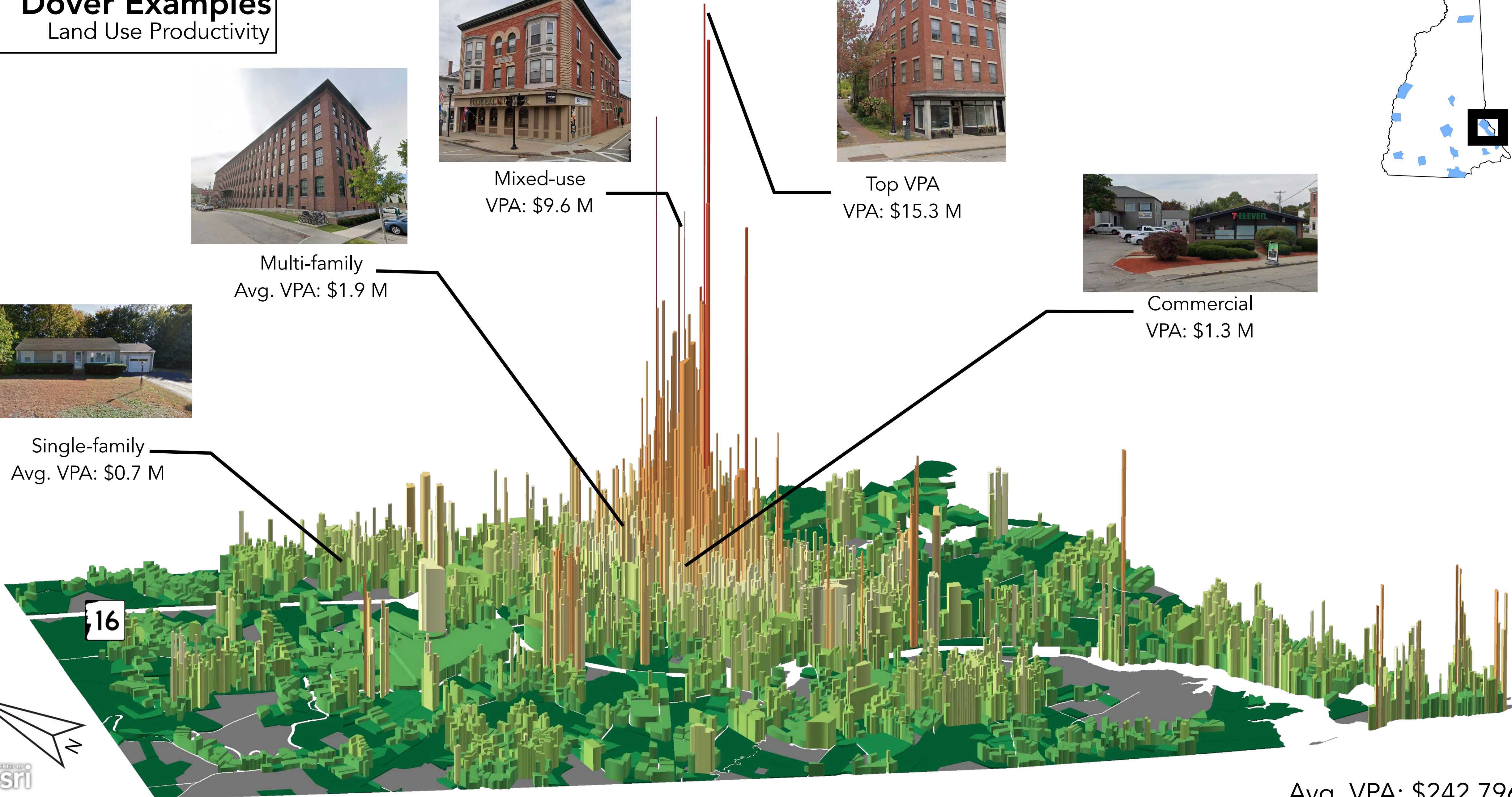
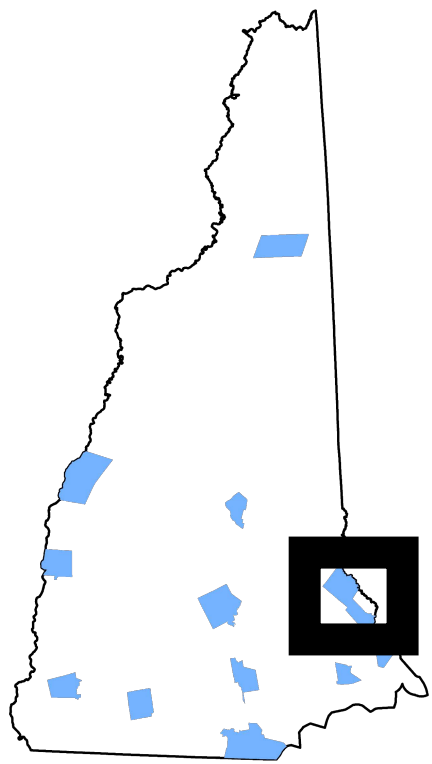
Mixed-use  
VPA: \$9.6 M



Top VPA  
VPA: \$15.3 M

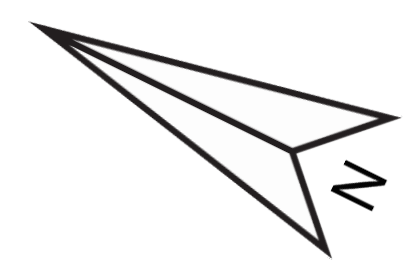


Commercial  
VPA: \$1.3 M



Avg. VPA: \$242,796





Single-family Avg.  
VPA: \$0.7 M



Multi-family Avg.  
VPA: \$1.9 M



Commercial  
VPA: \$1.3 M

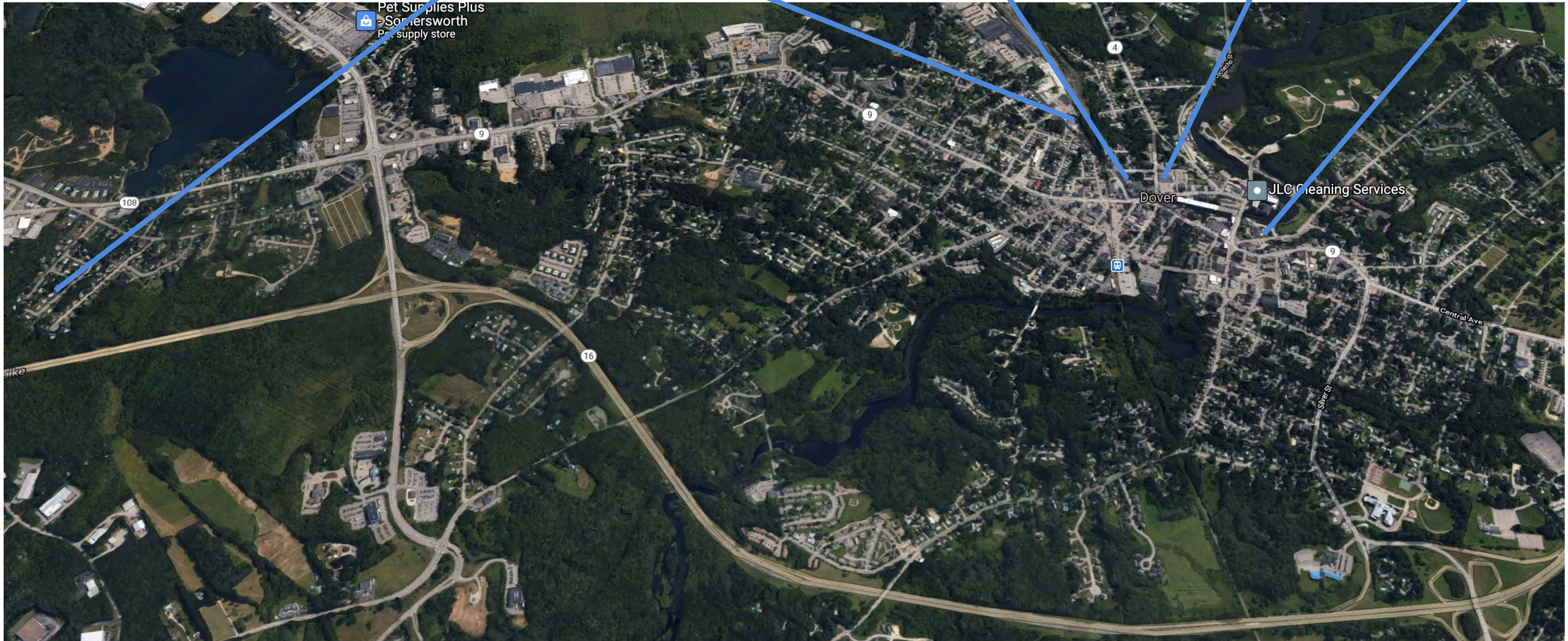


Mixed-use  
VPA: \$9.6 M



Top VPA  
VPA: \$15.3 M





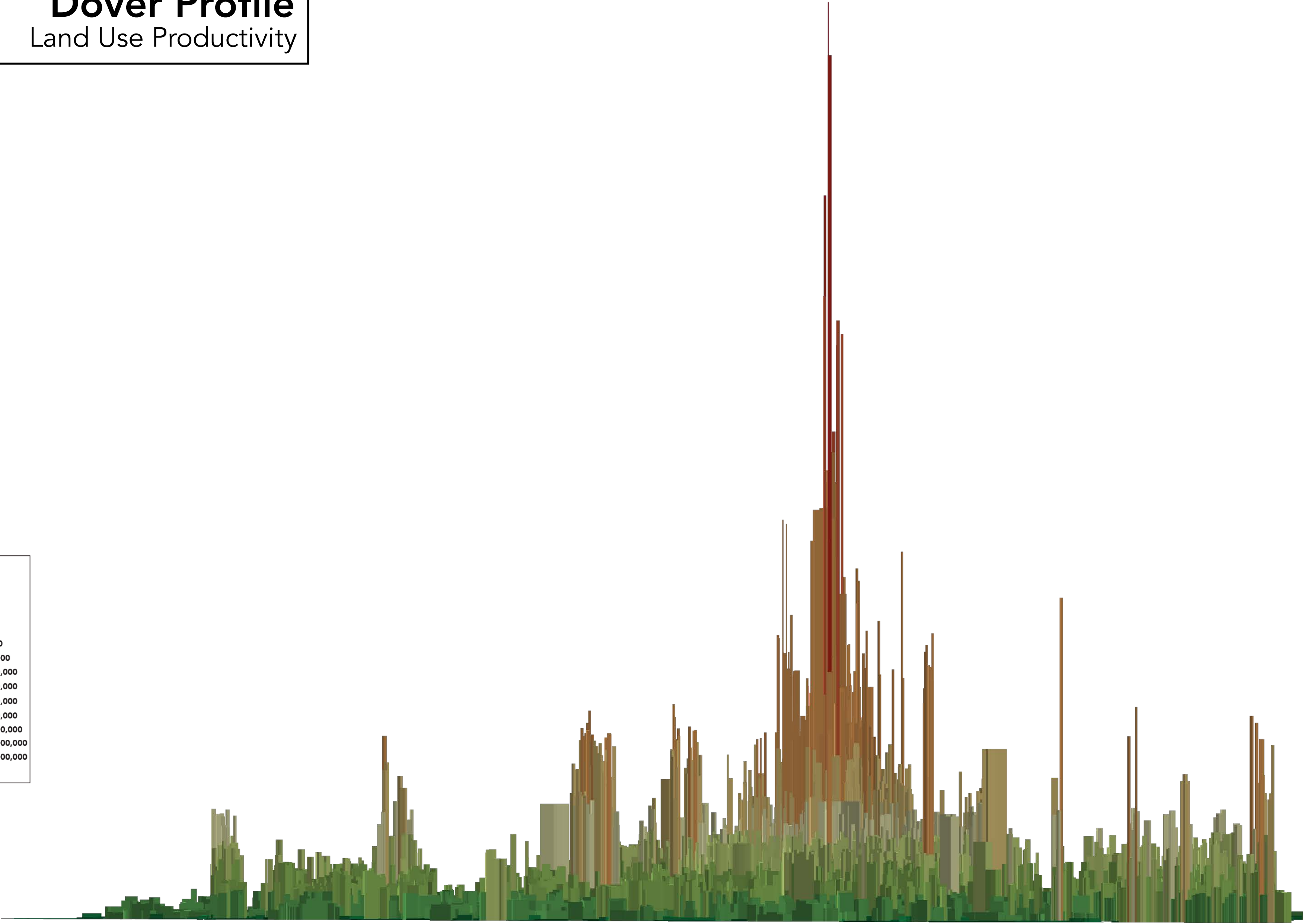
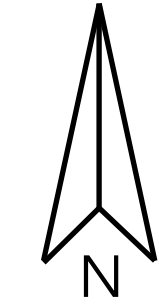
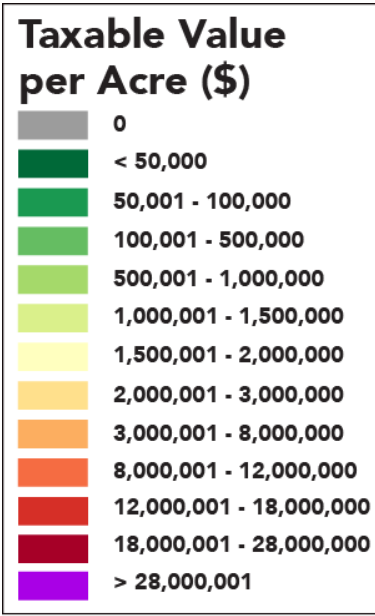




# Productivity

Geospatial Analysis



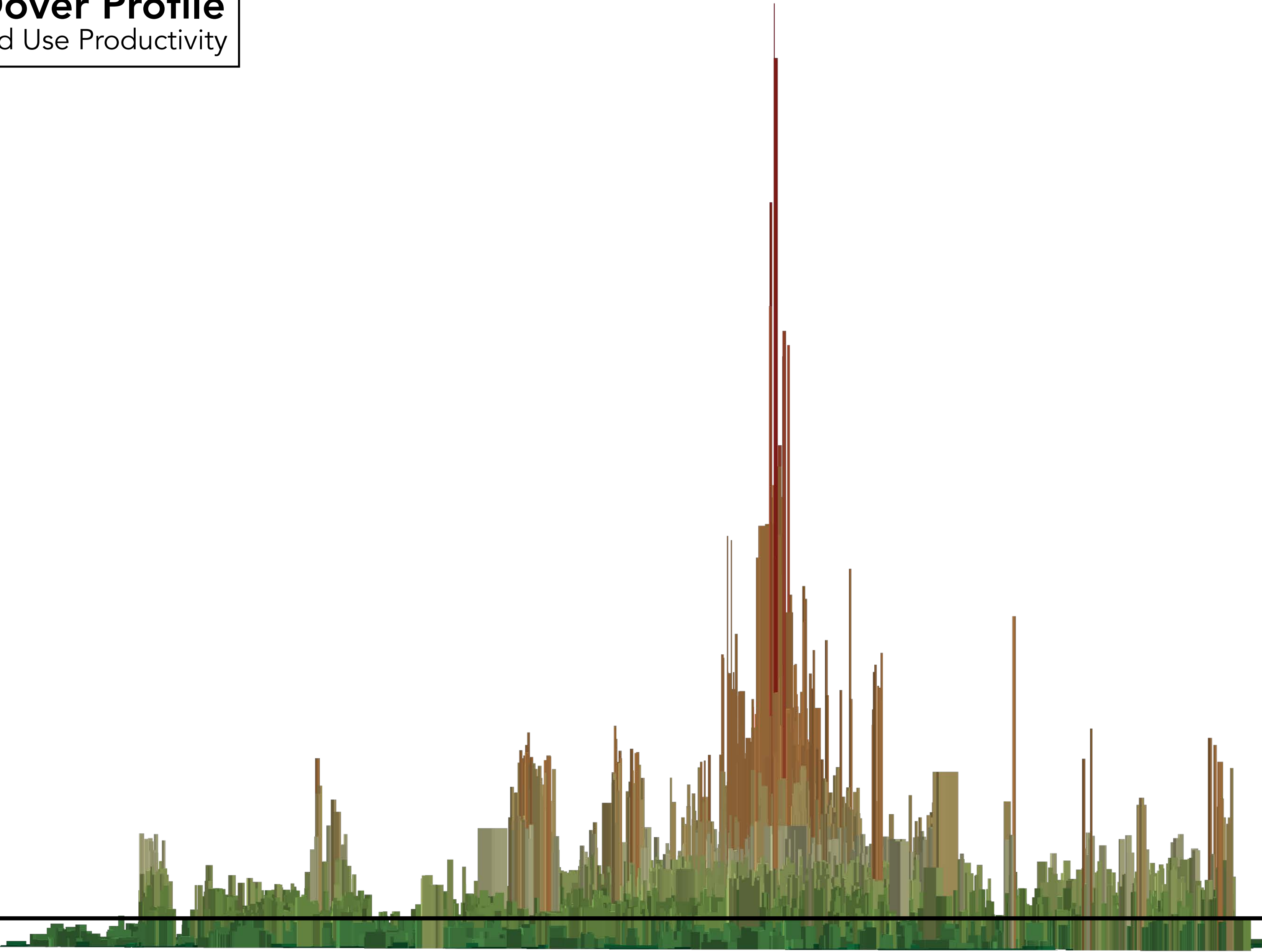
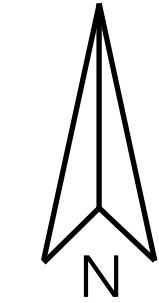
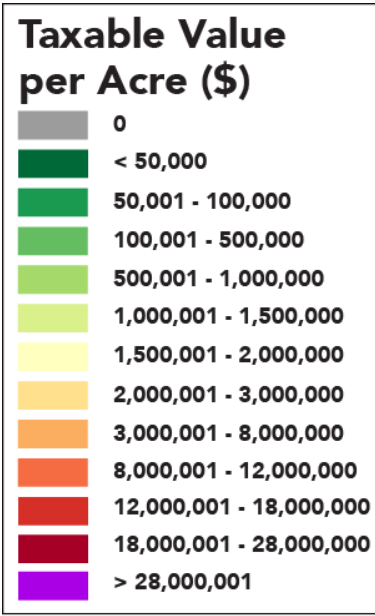


\*Not Perfectly to Scale



# Dover Profile

Land Use Productivity



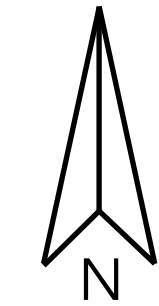
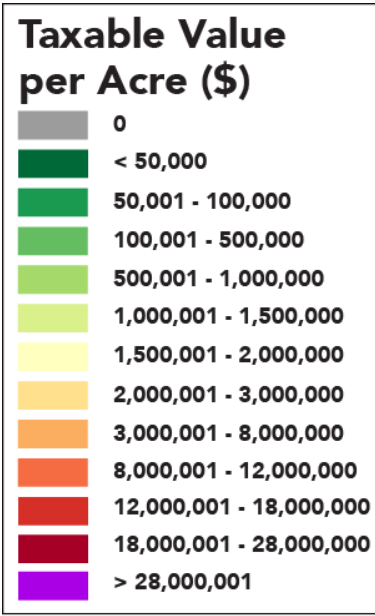
\*Not Perfectly to Scale

Single-family Avg. VPA  
\$0.7 M

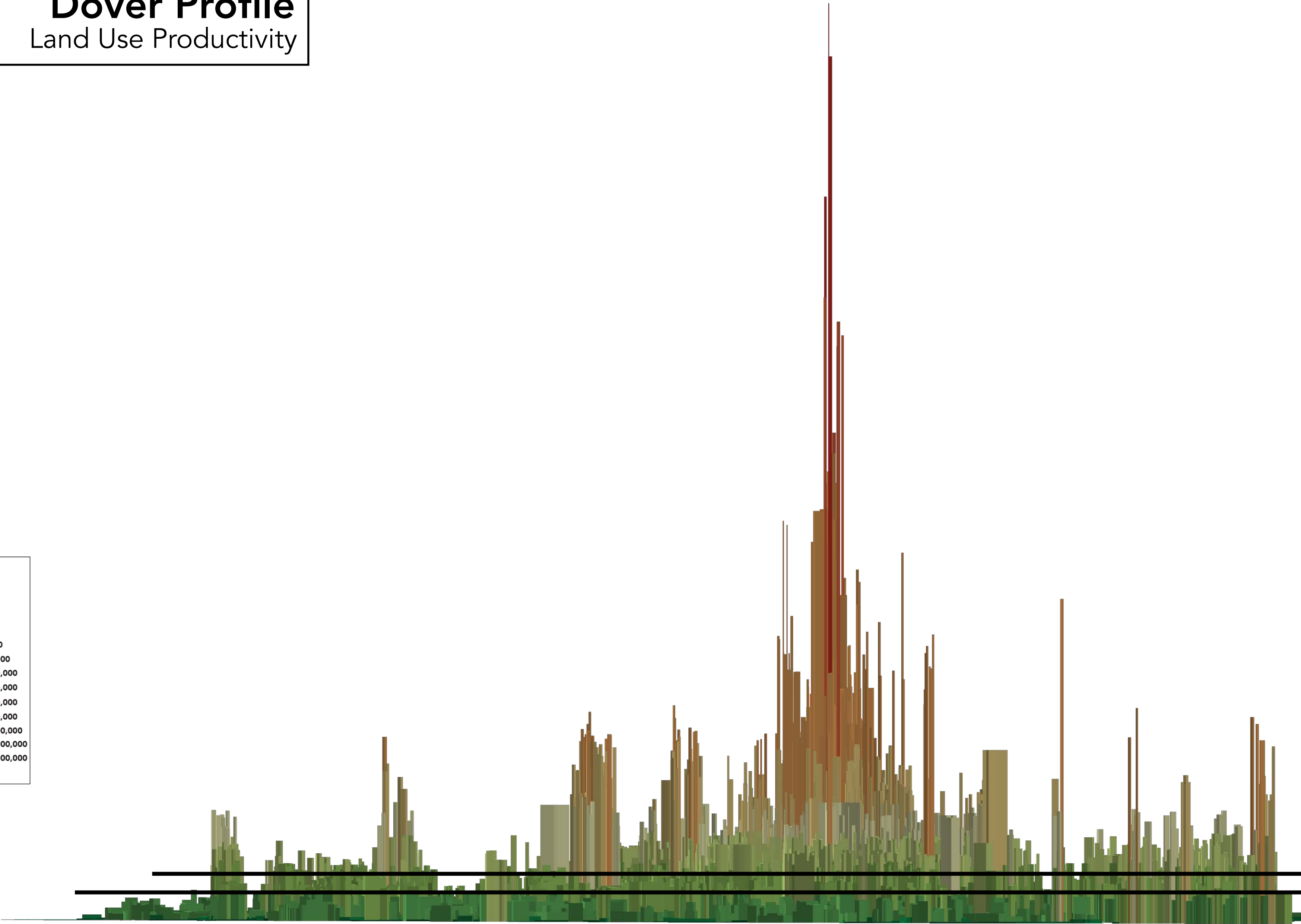


# Dover Profile

Land Use Productivity



POWERED BY  
**esri**

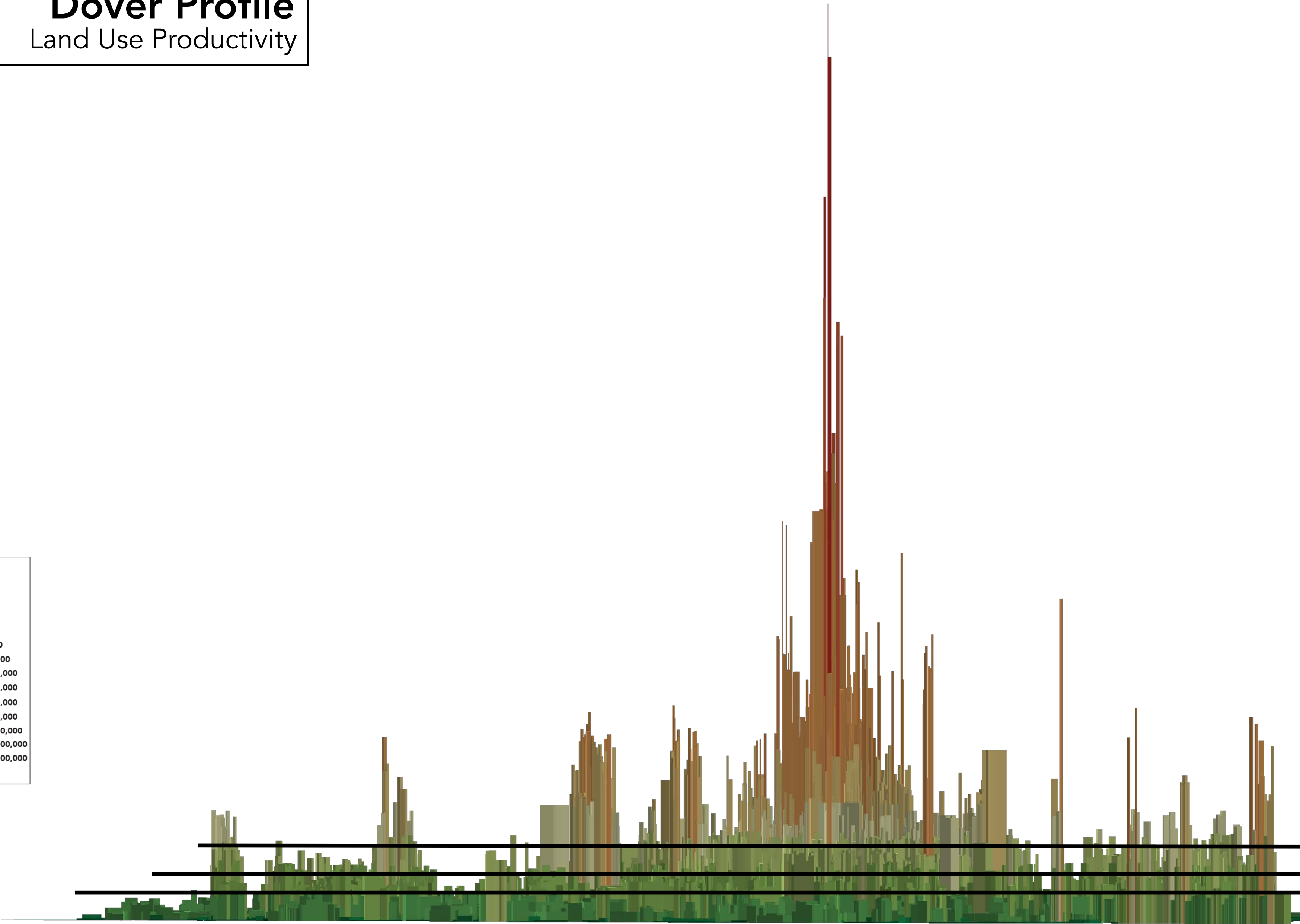
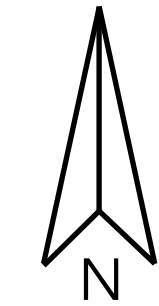
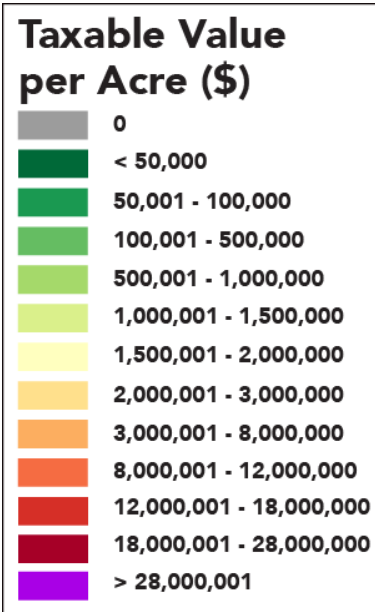


\*Not Perfectly to Scale



# Dover Profile

Land Use Productivity



\*Not Perfectly to Scale

Commercial VPA  
\$1.3 M

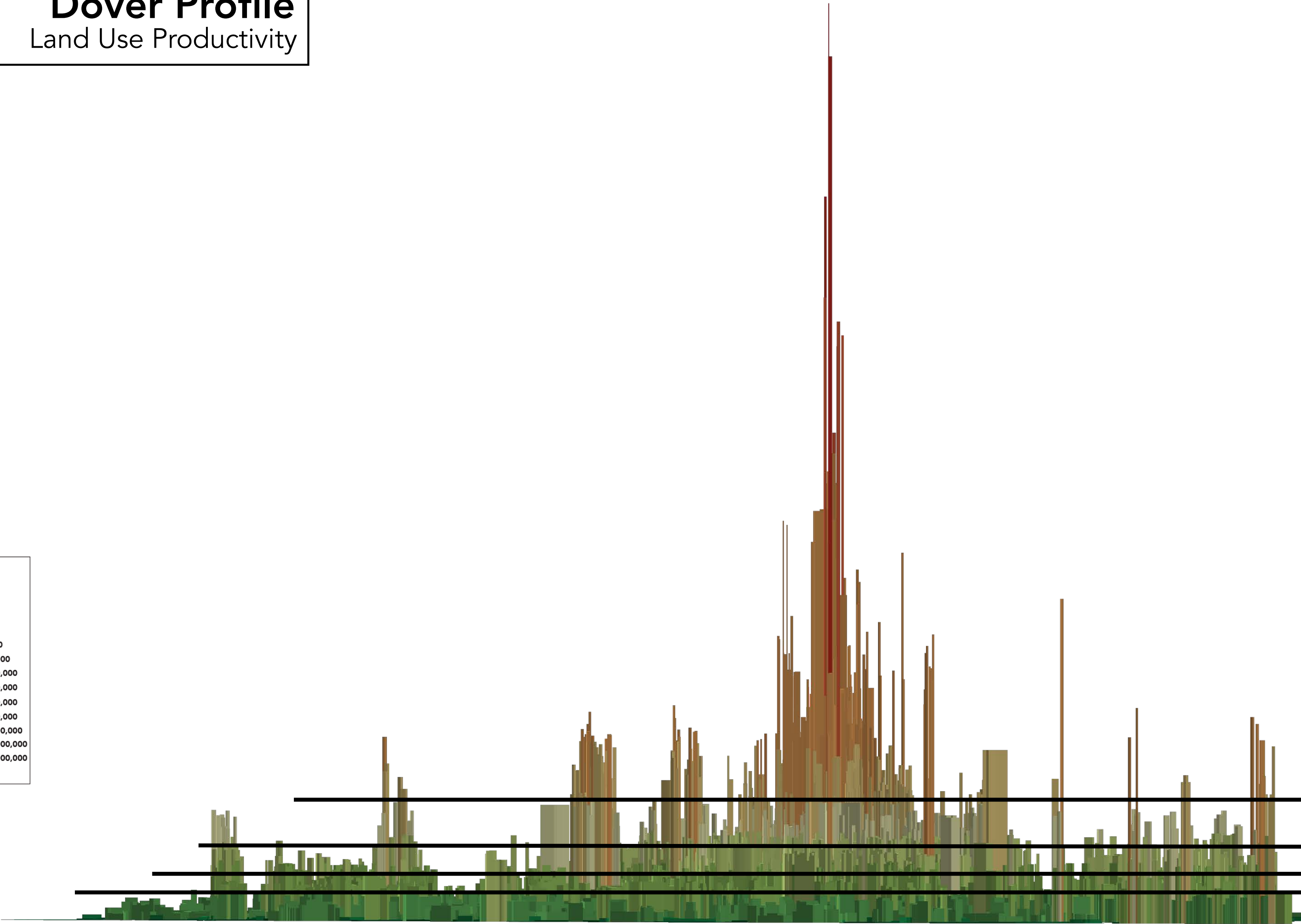
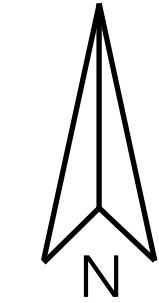
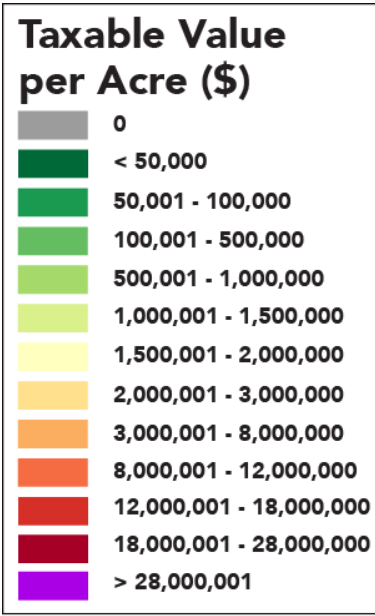
City Avg. VPA  
\$0.9 M

Single-family Avg. VPA  
\$0.7 M



# Dover Profile

## Land Use Productivity



Multi-family Avg. VPA  
\$2.1 M

Commercial VPA  
\$1.3 M

City Avg. VPA  
\$0.9 M

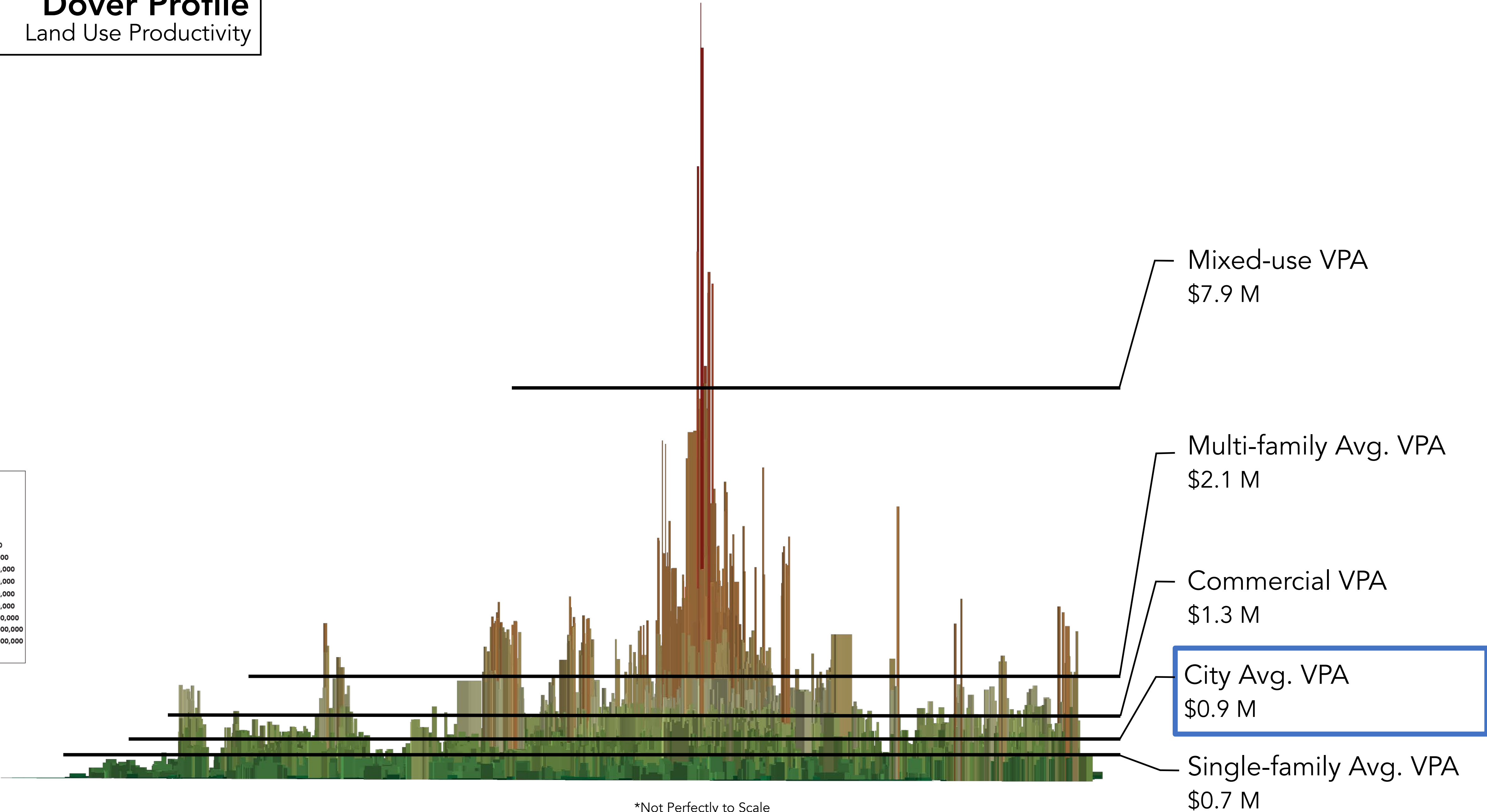
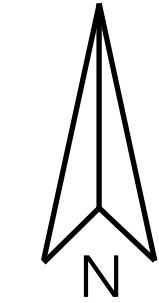
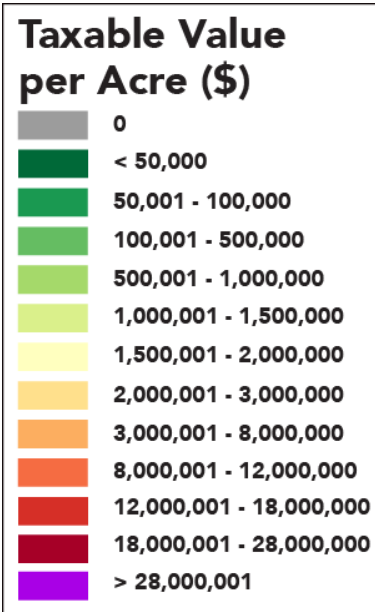
Single-family Avg. VPA  
\$0.7 M

\*Not Perfectly to Scale



# Dover Profile

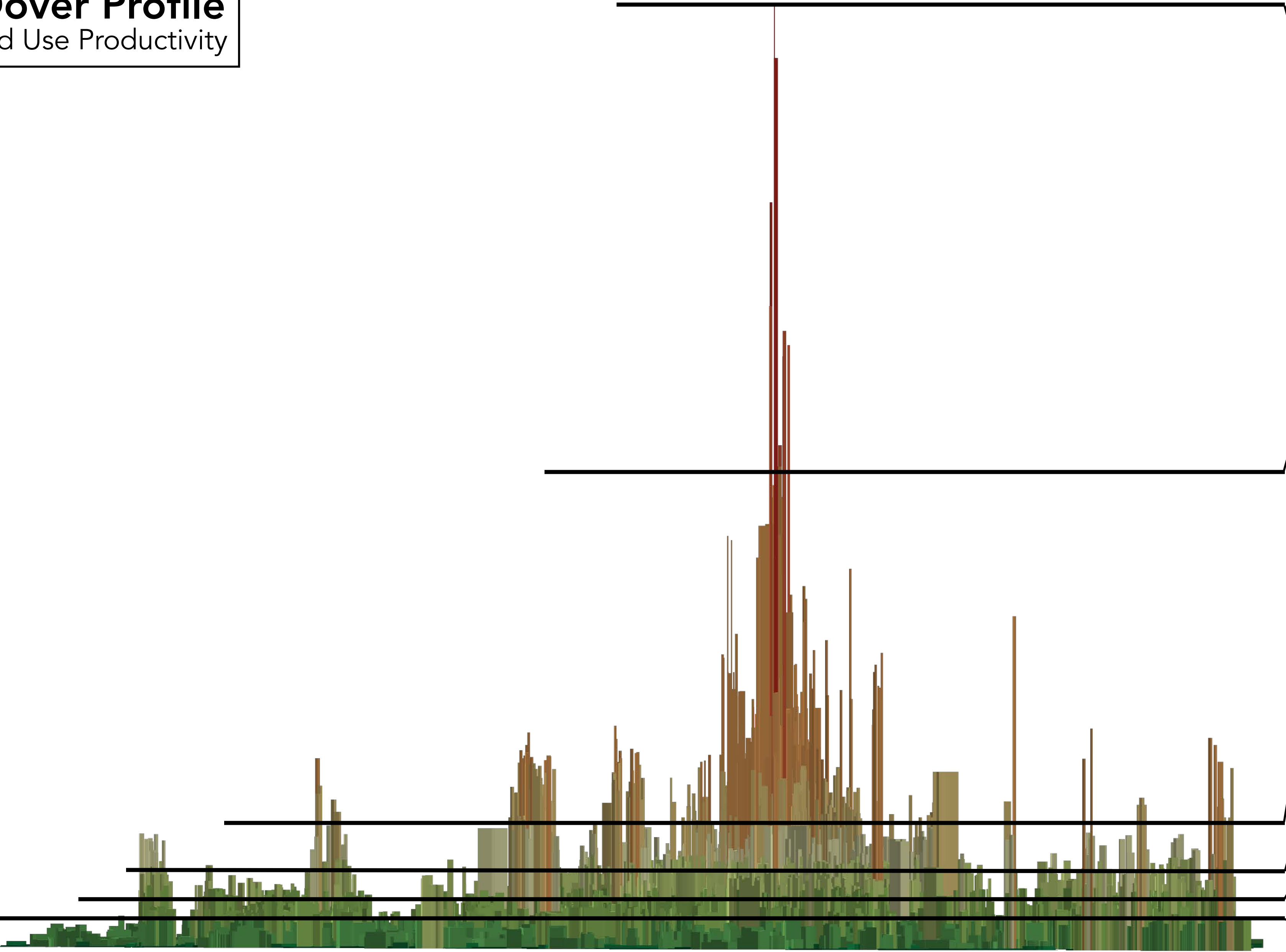
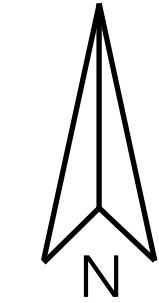
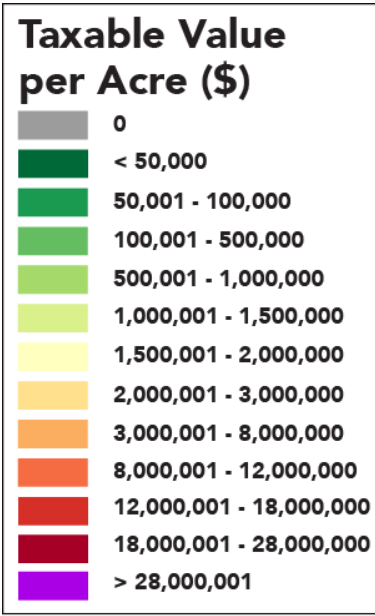
Land Use Productivity





# Dover Profile

## Land Use Productivity



Peak VPA  
\$15.3 M

Mixed-use VPA  
\$7.9 M

Multi-family Avg. VPA  
\$2.1 M

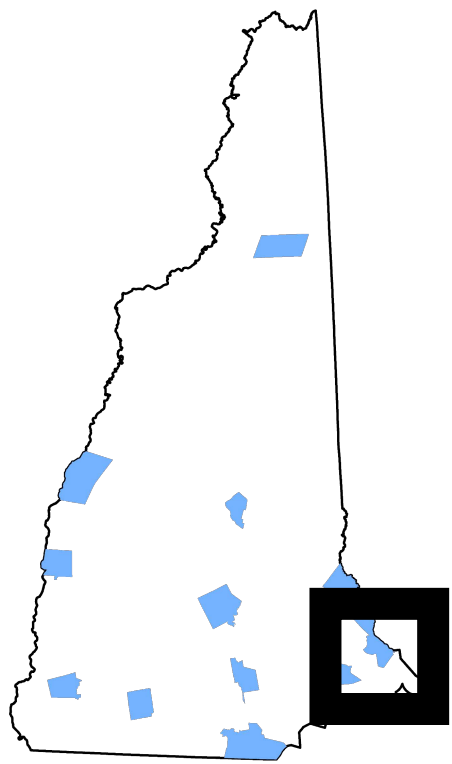
Commercial VPA  
\$1.3 M

City Avg. VPA  
\$0.9 M

Single-family Avg. VPA  
\$0.7 M

\*Not Perfectly to Scale





Case Study: Economic MRI®  
2020

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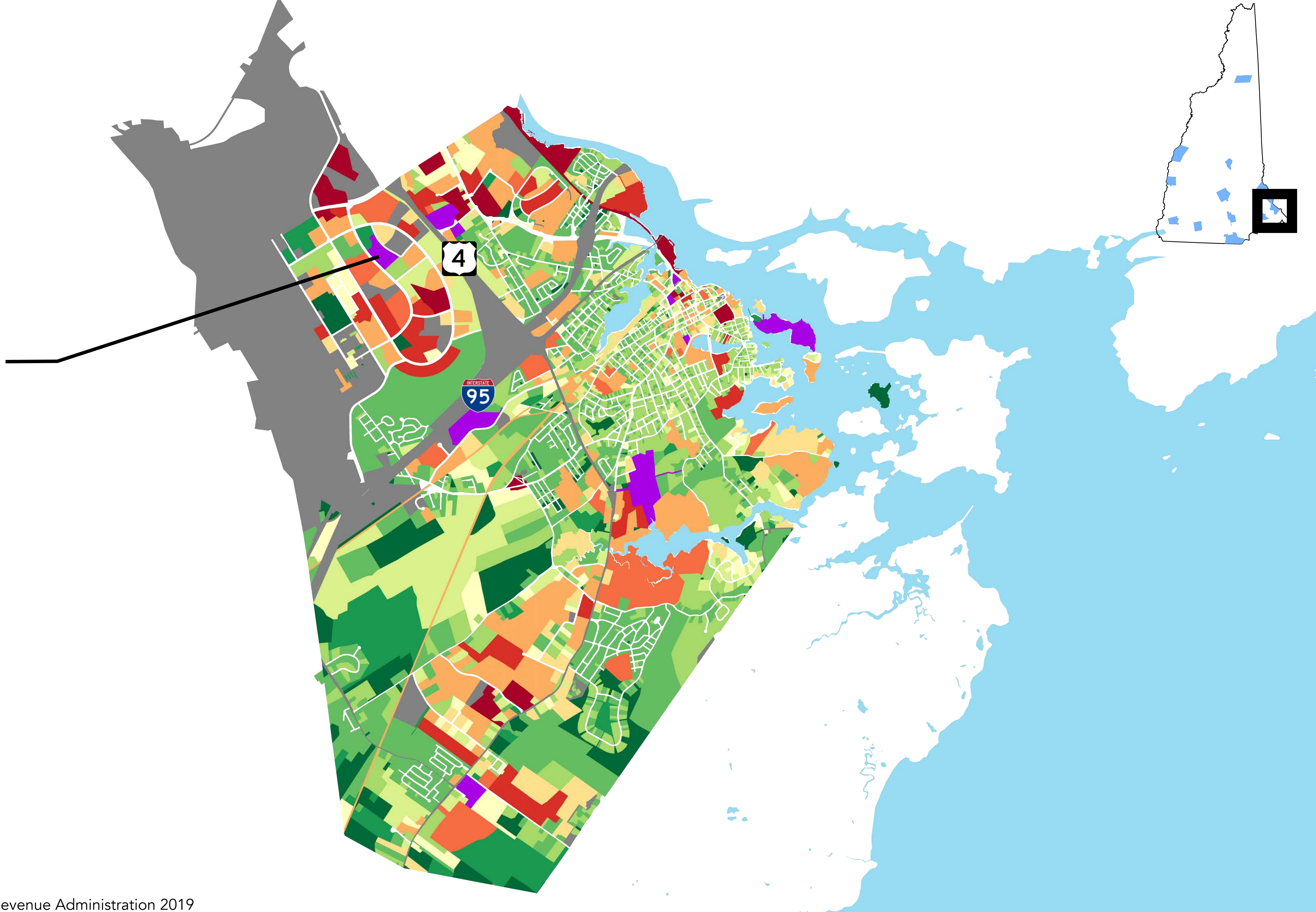
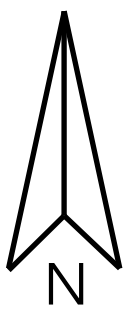
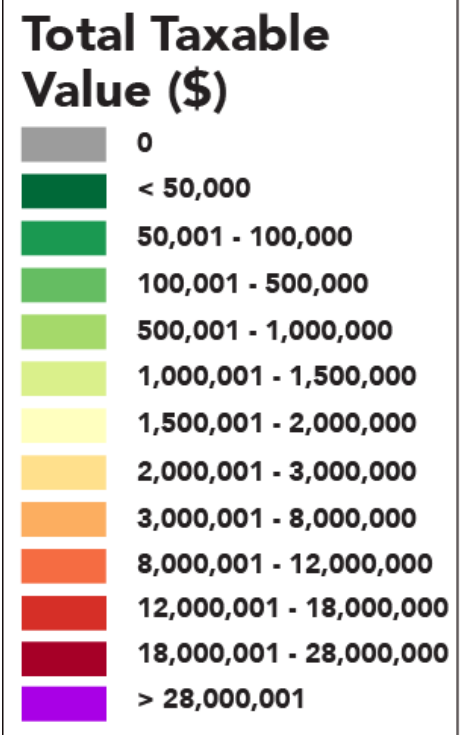
# Portsmouth



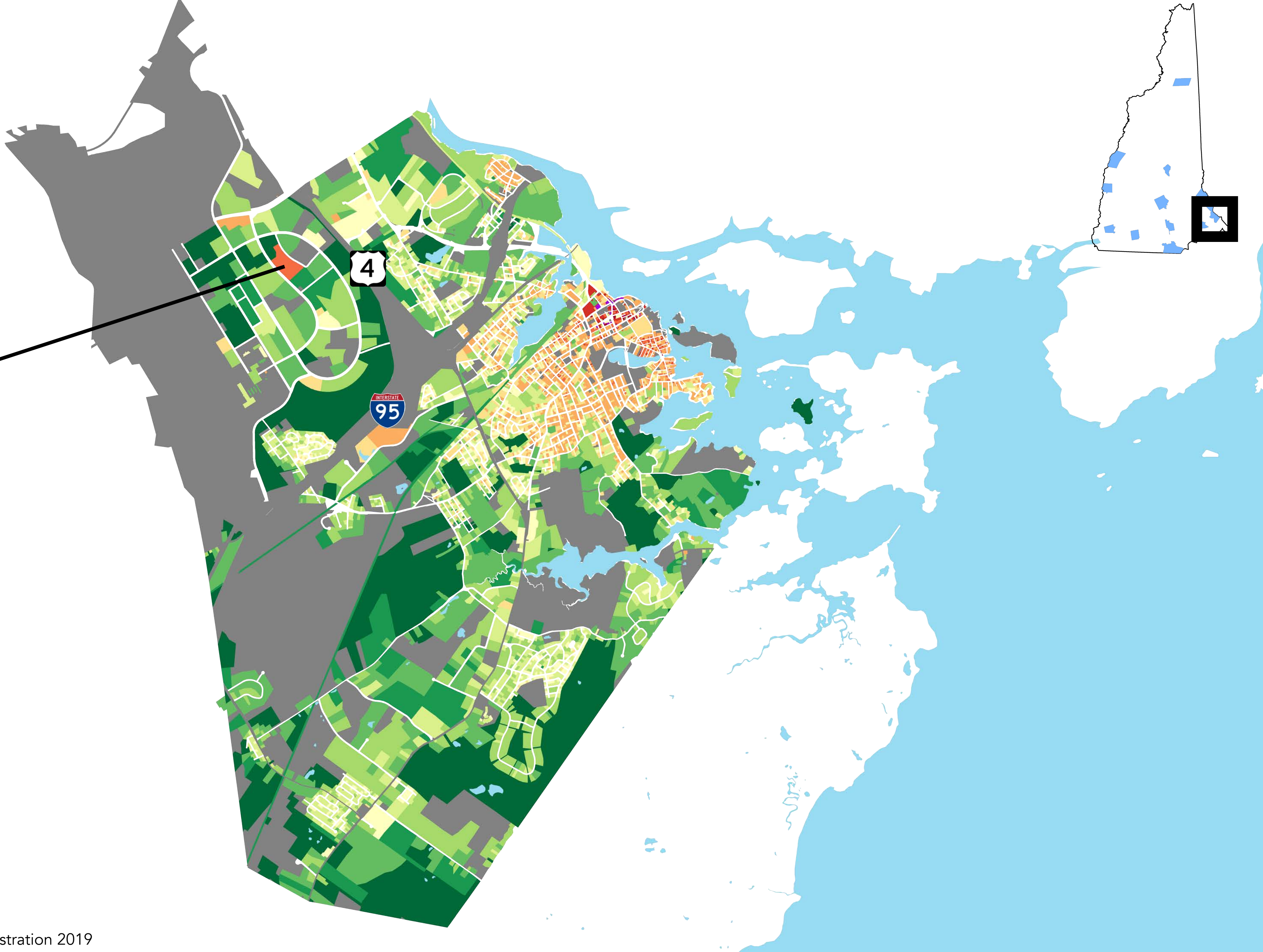
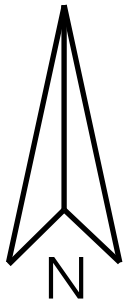
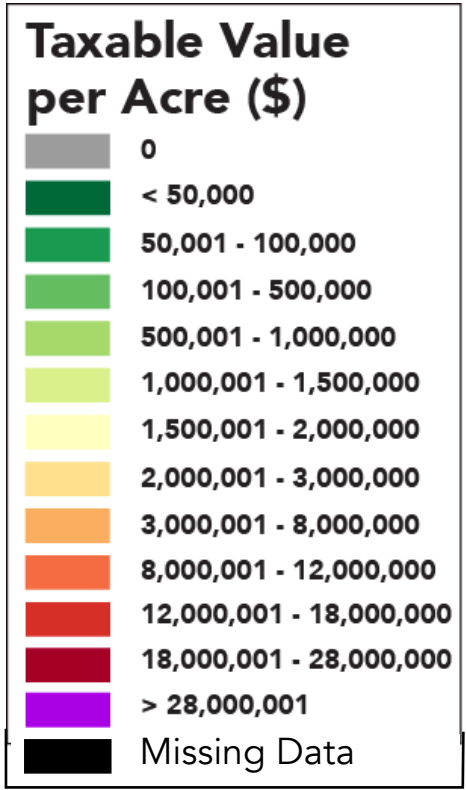


# Total Value

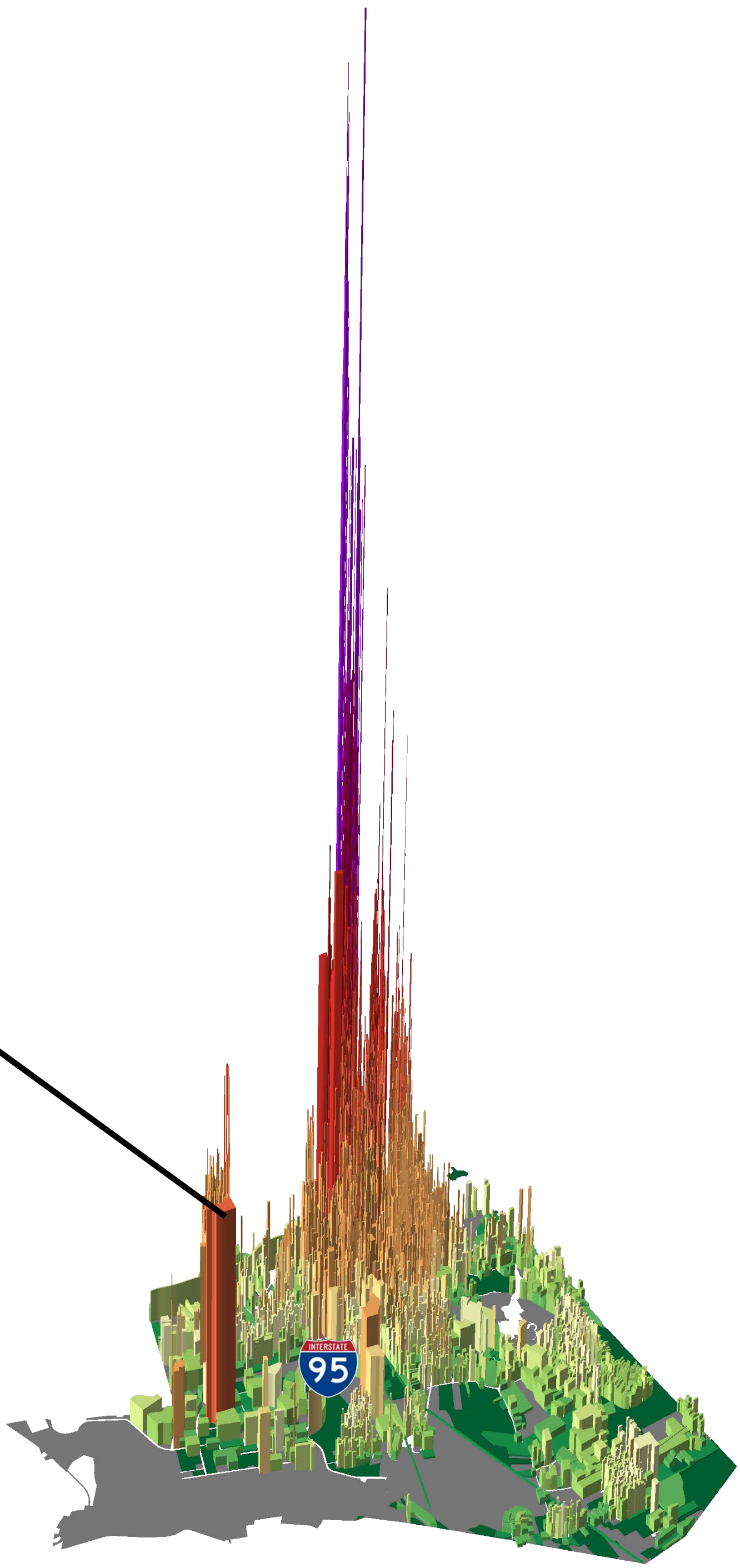
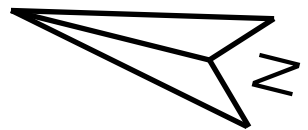
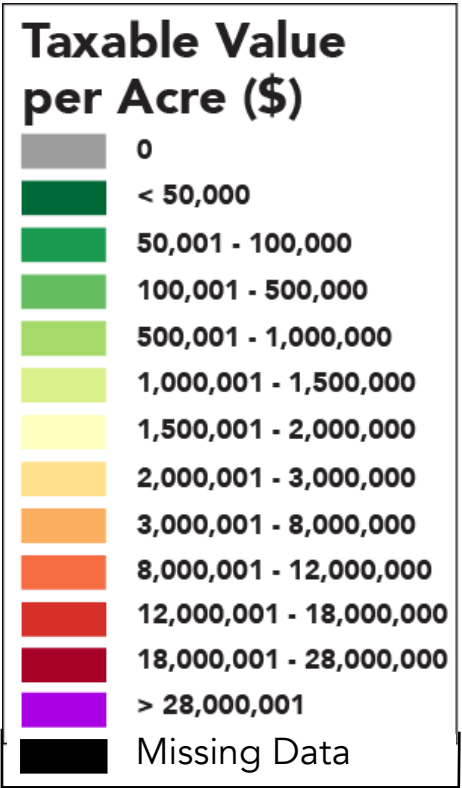
Portsmouth









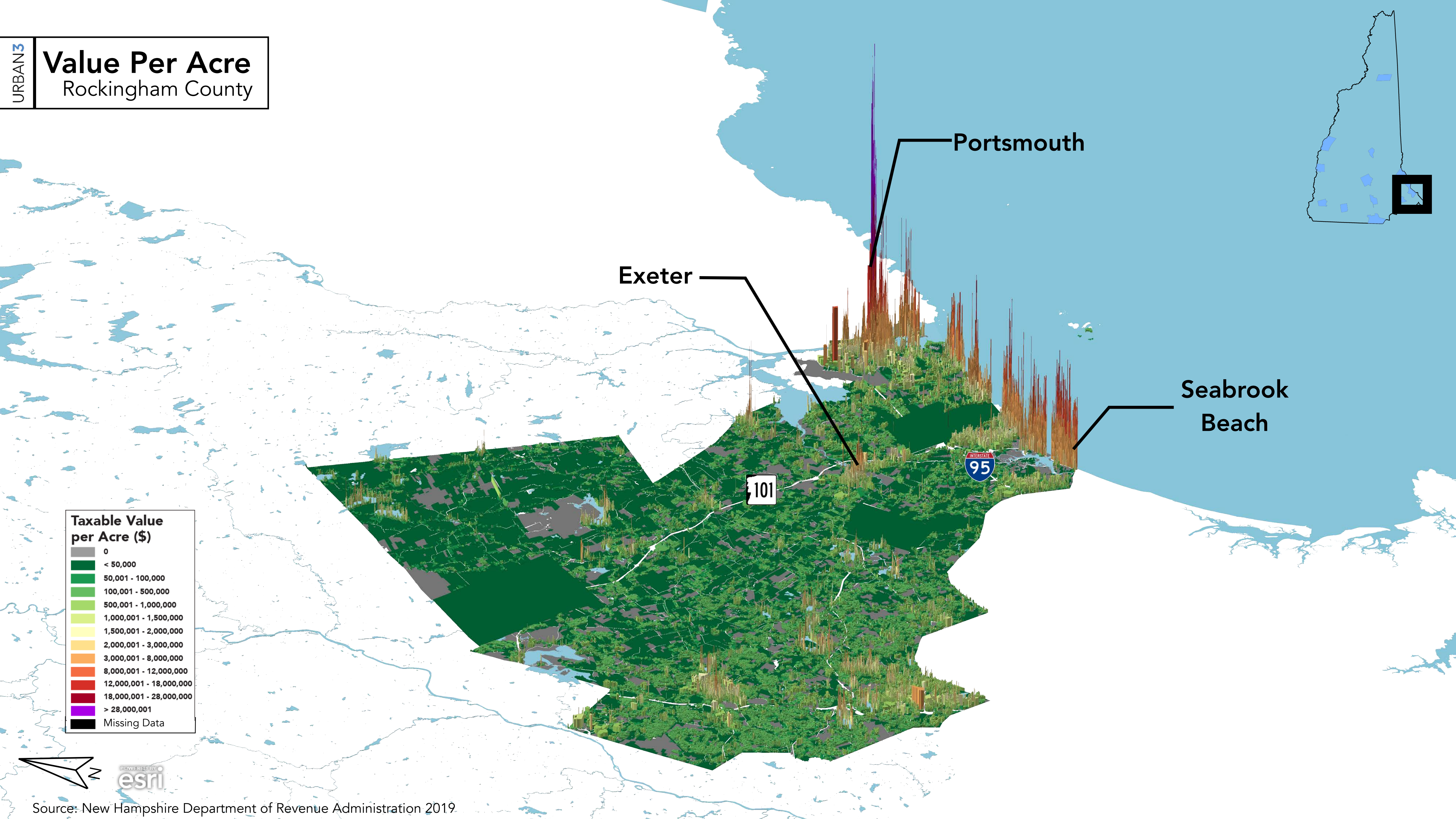




URBAN3

# Value Per Acre

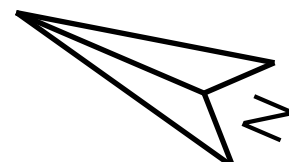
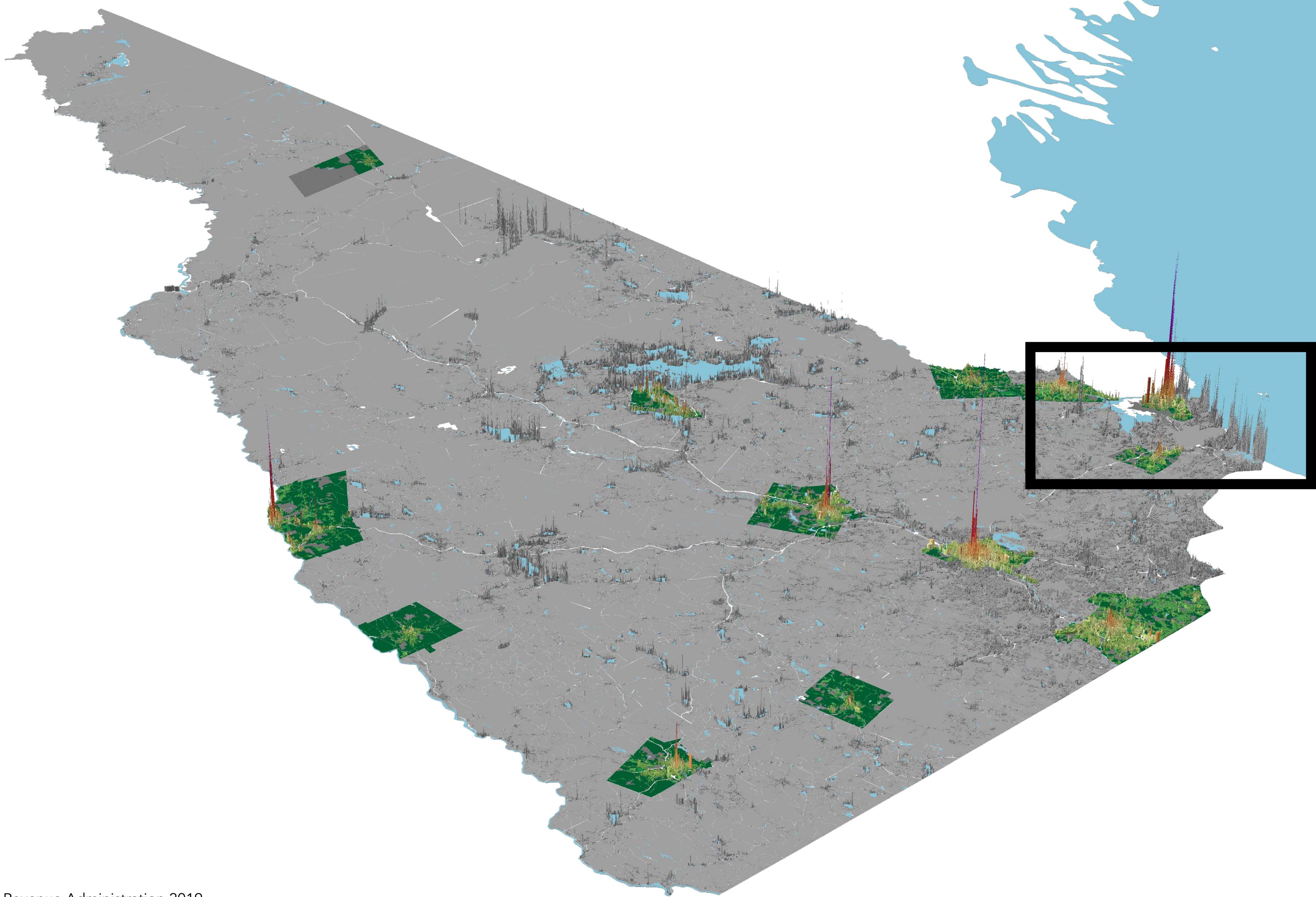
Rockingham County



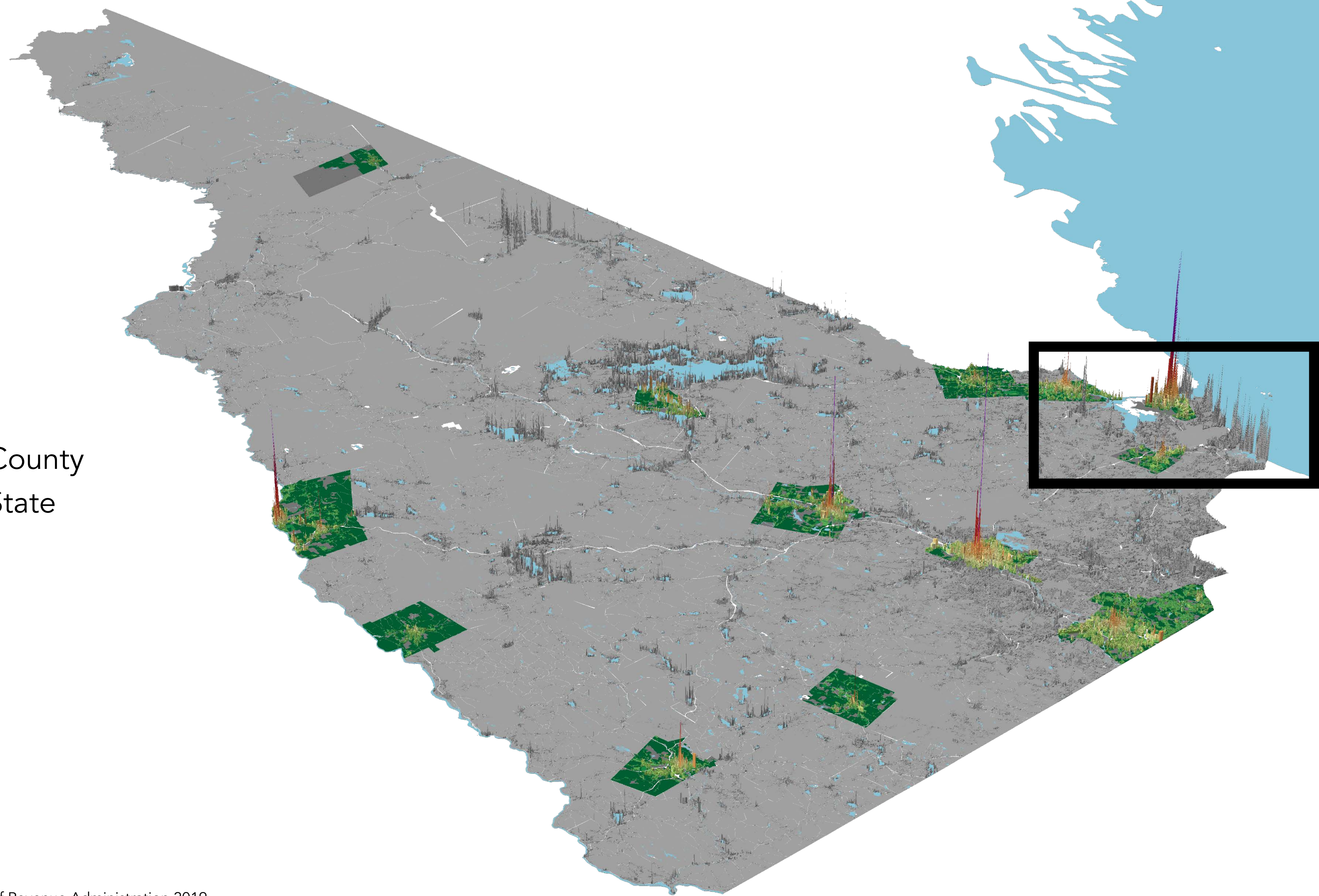
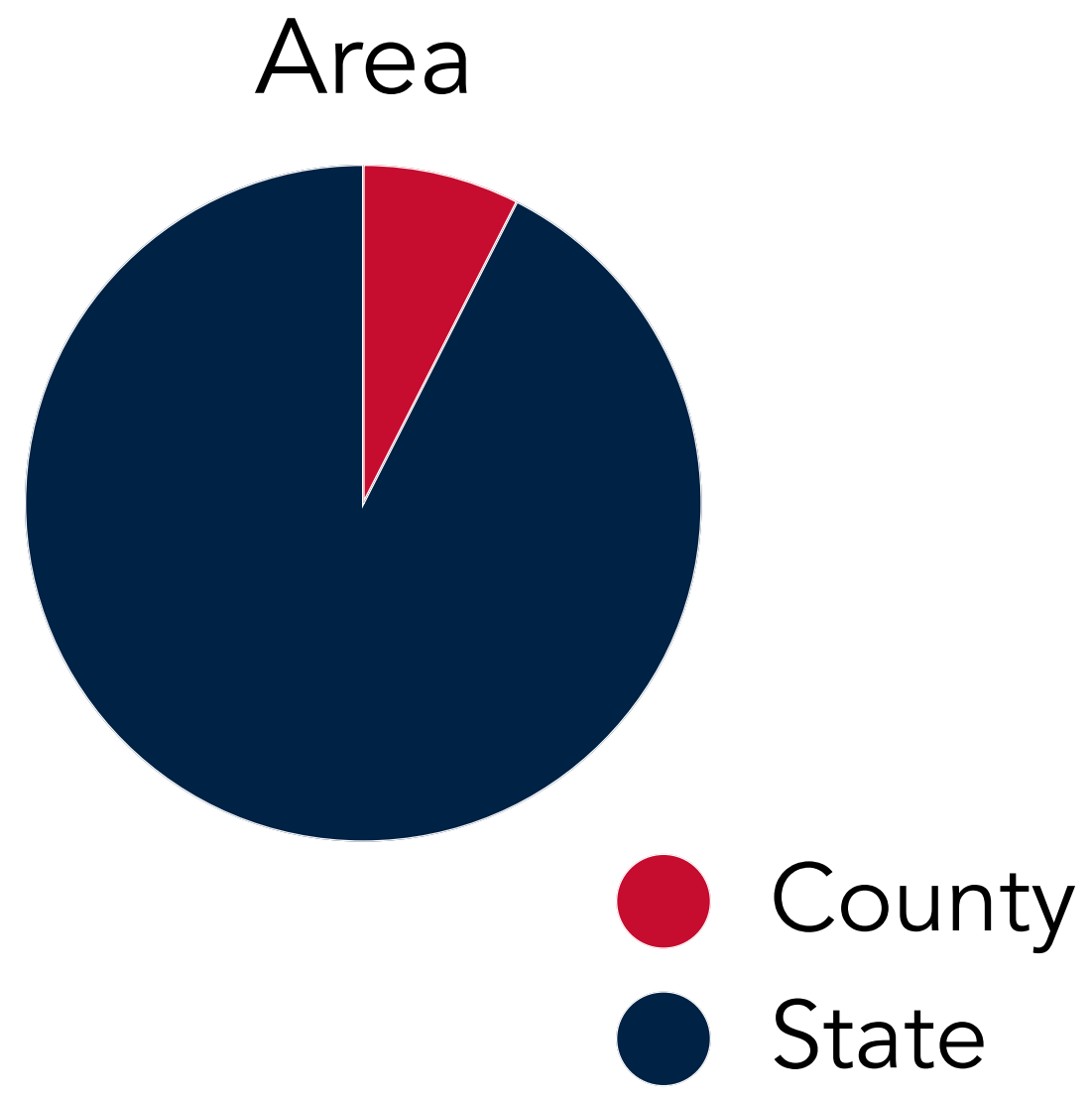


# Value Per Acre

New Hampshire





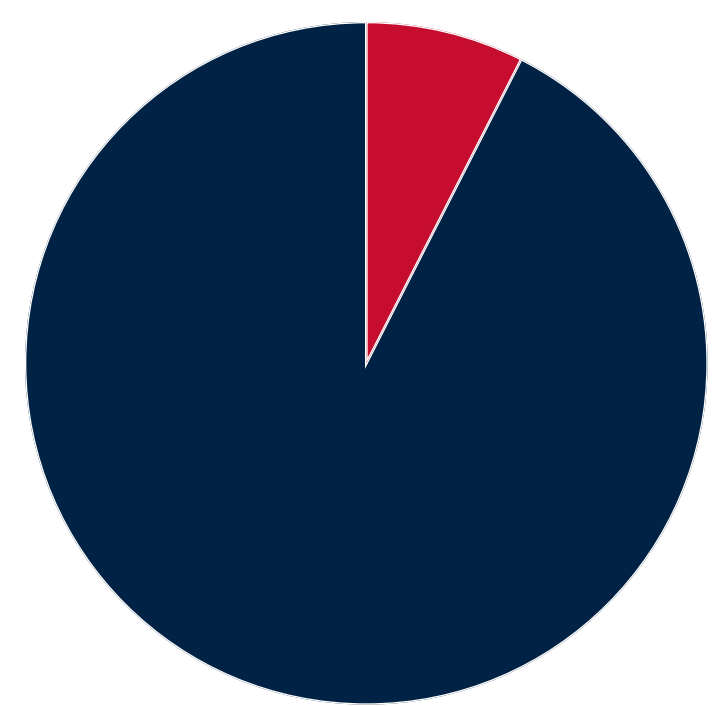




# Value Per Acre

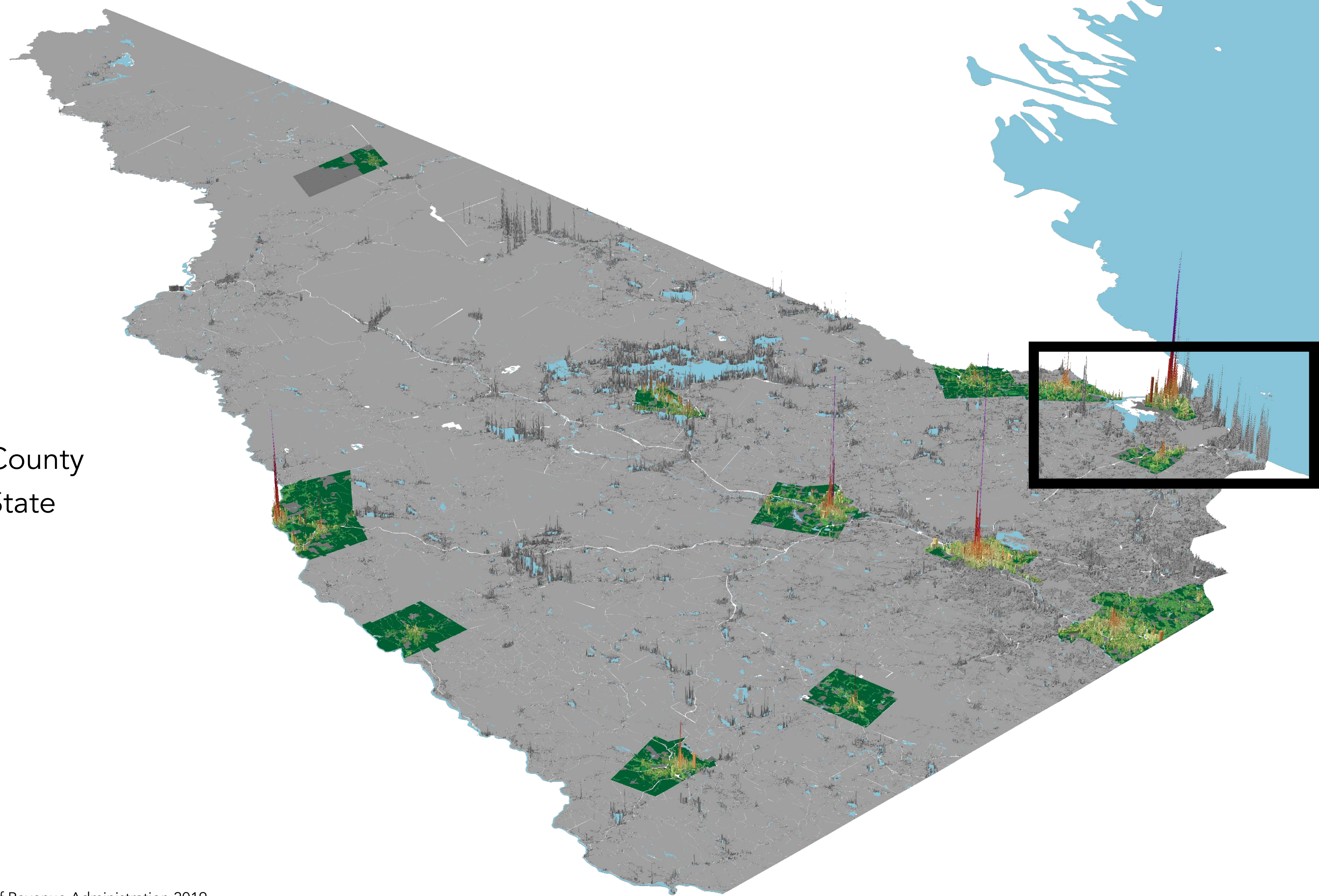
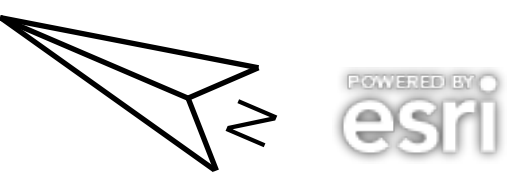
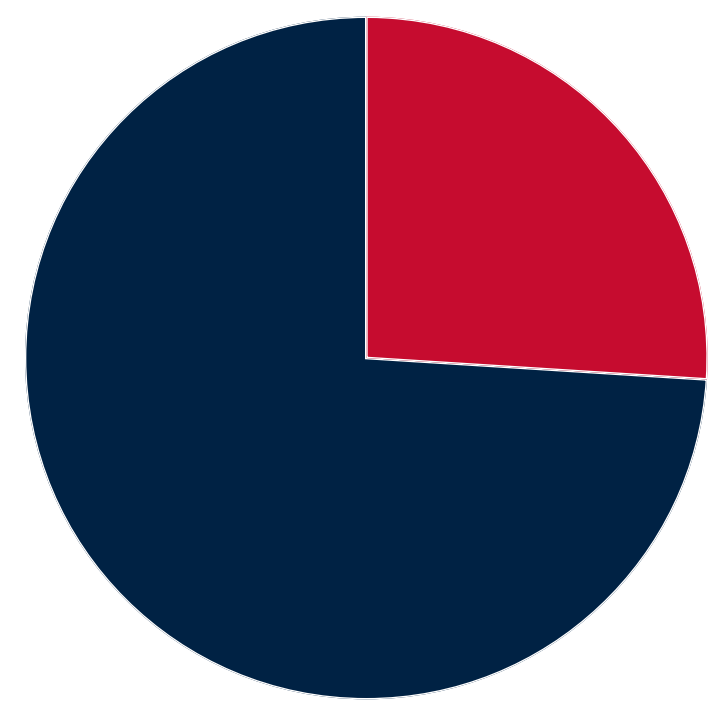
New Hampshire

Area



- County
- State

Value



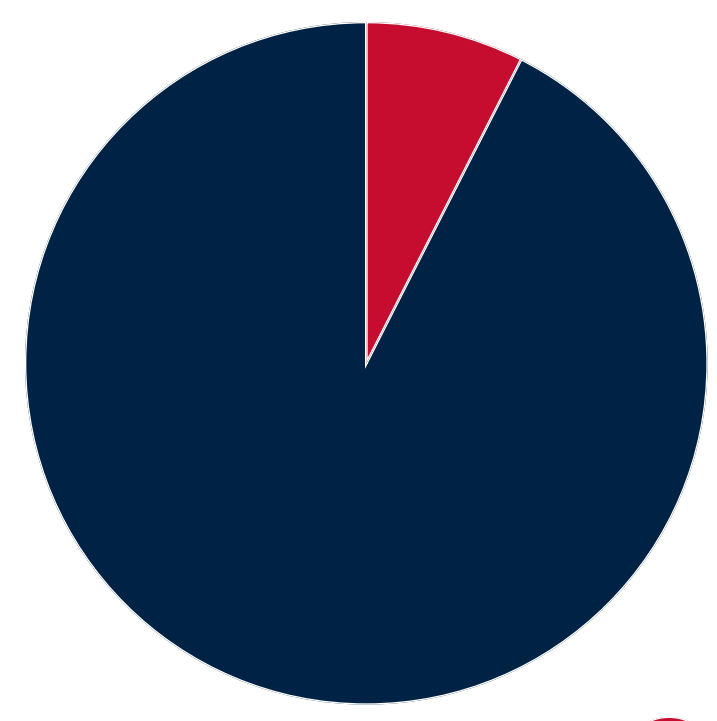


# Value Per Acre

New Hampshire

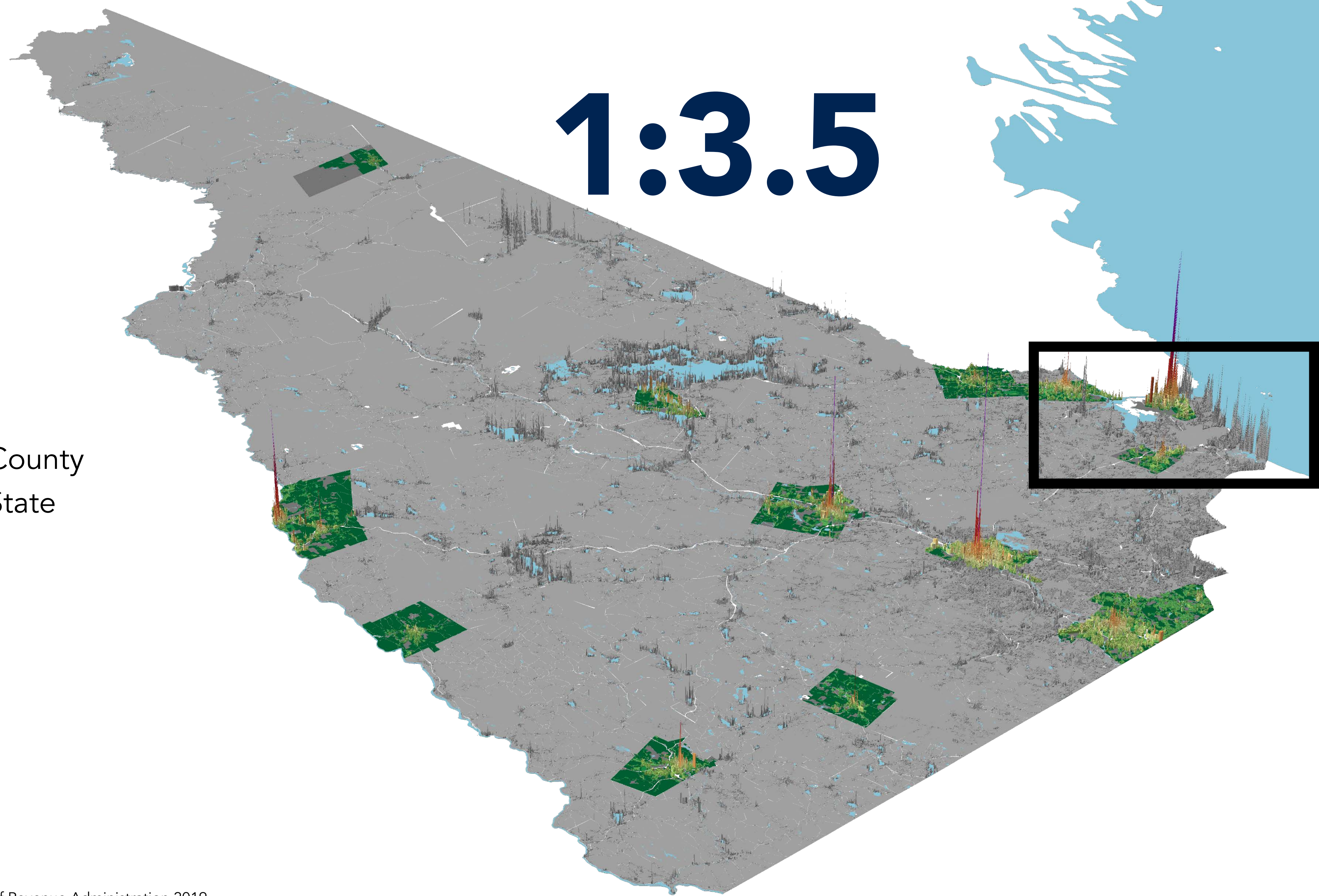
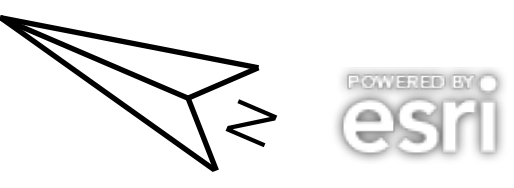
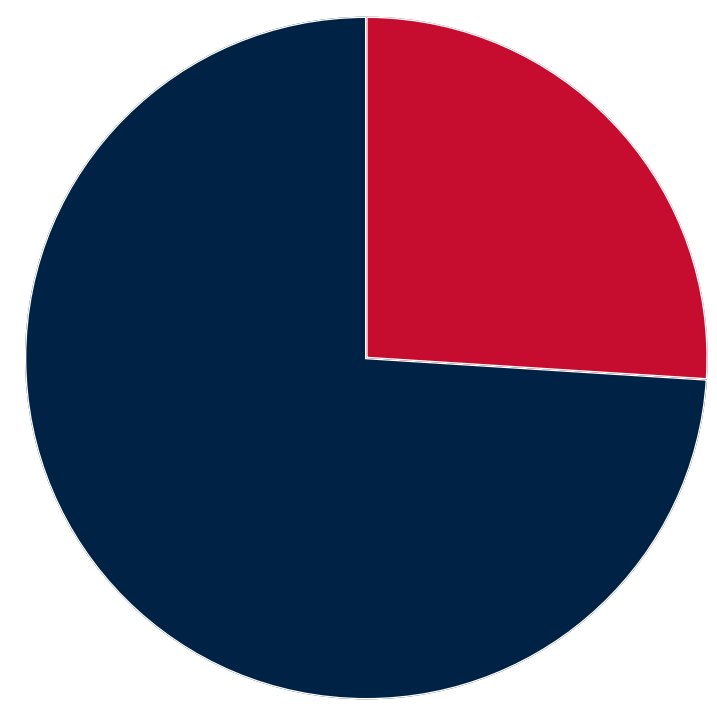
1:3.5

Area

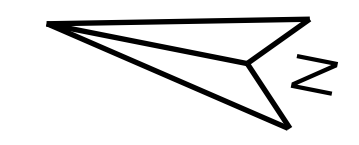
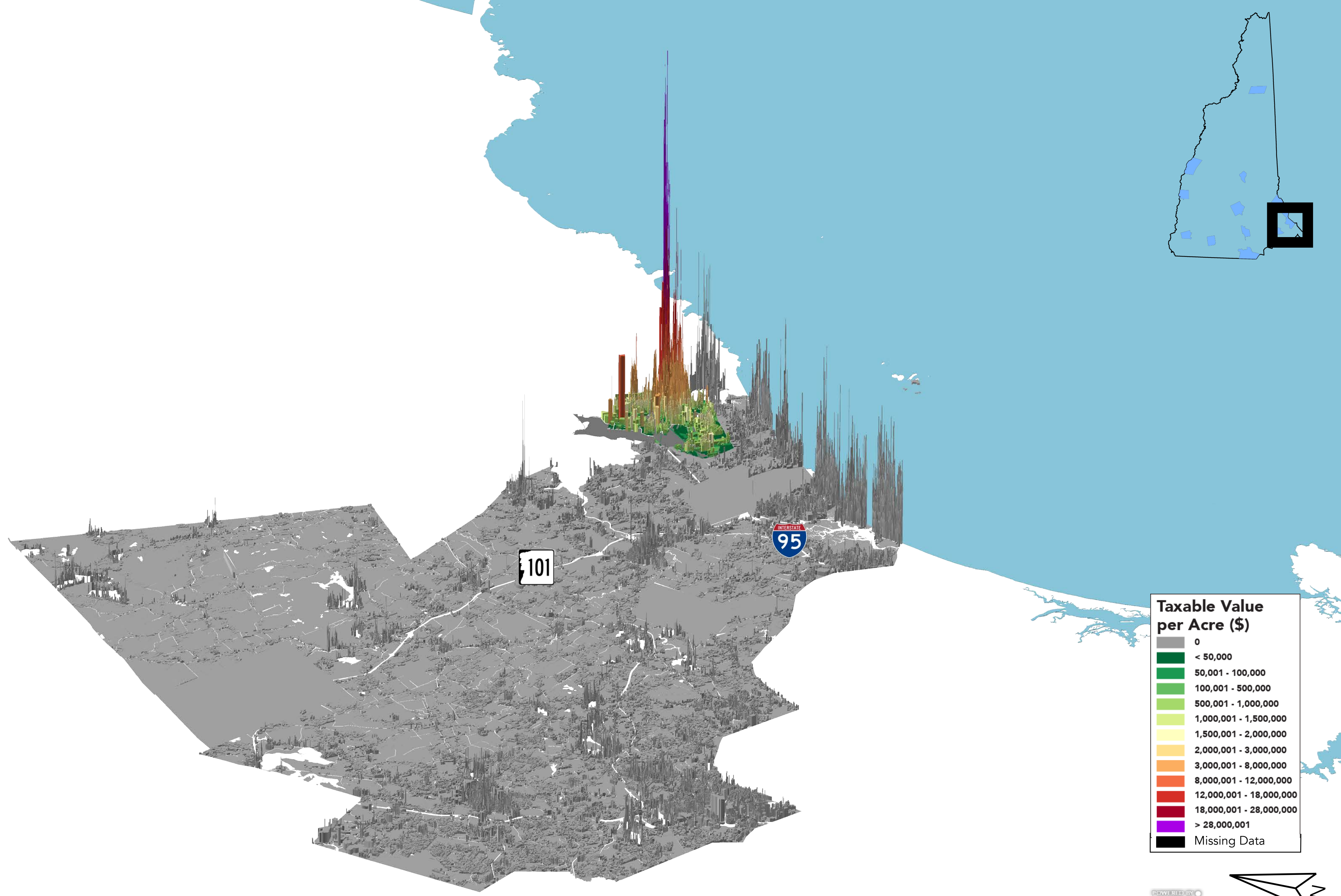


- County
- State

Value

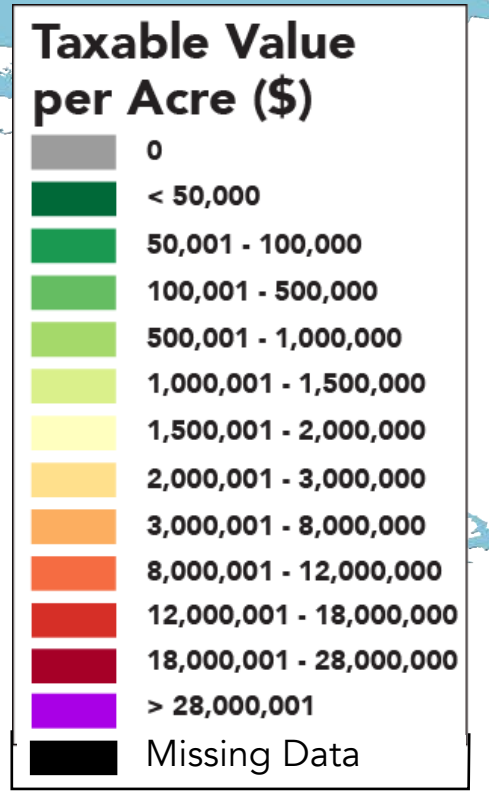
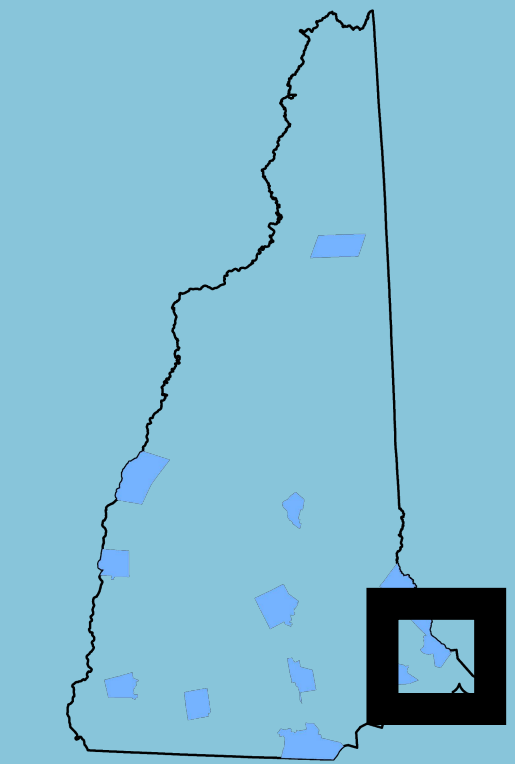
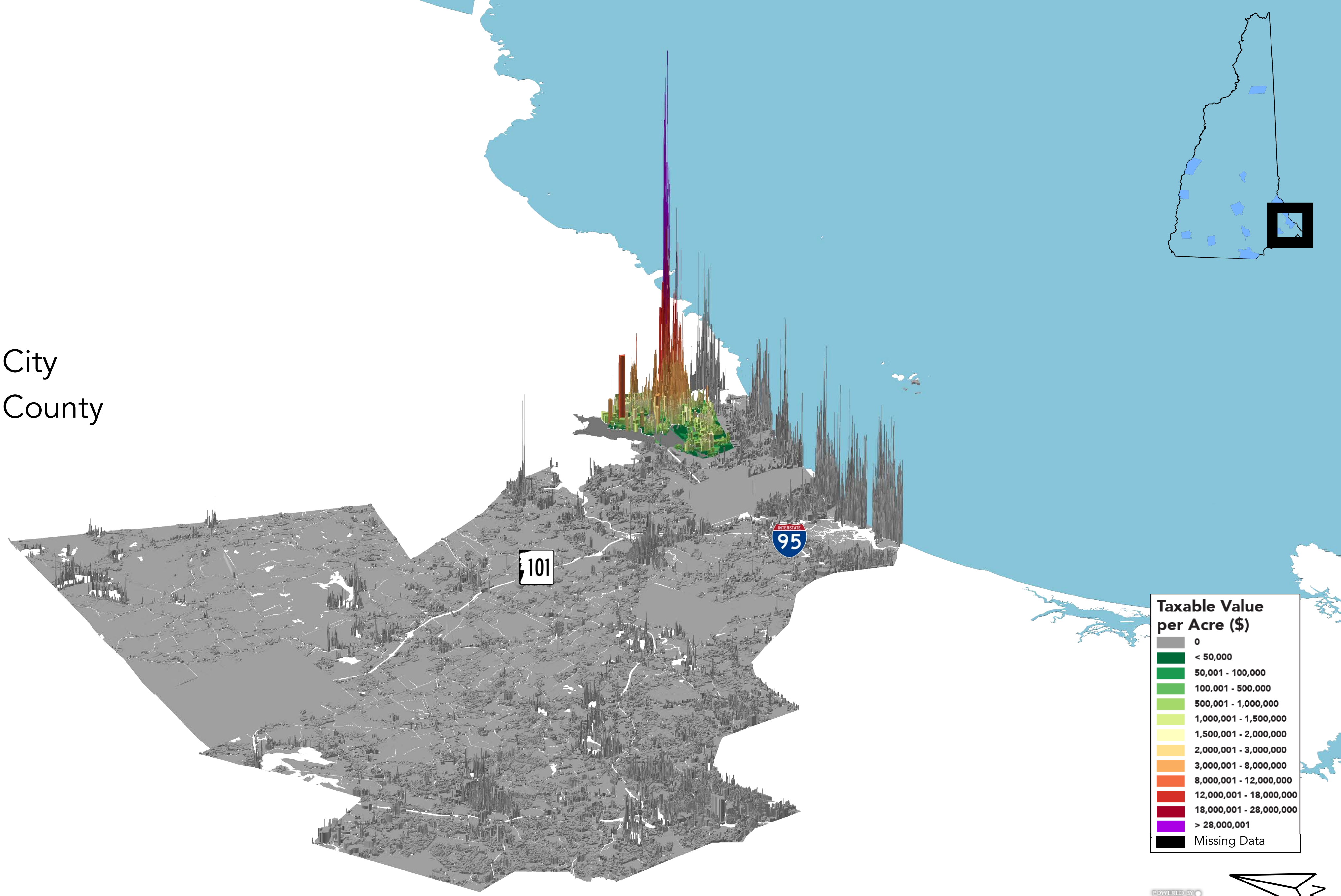
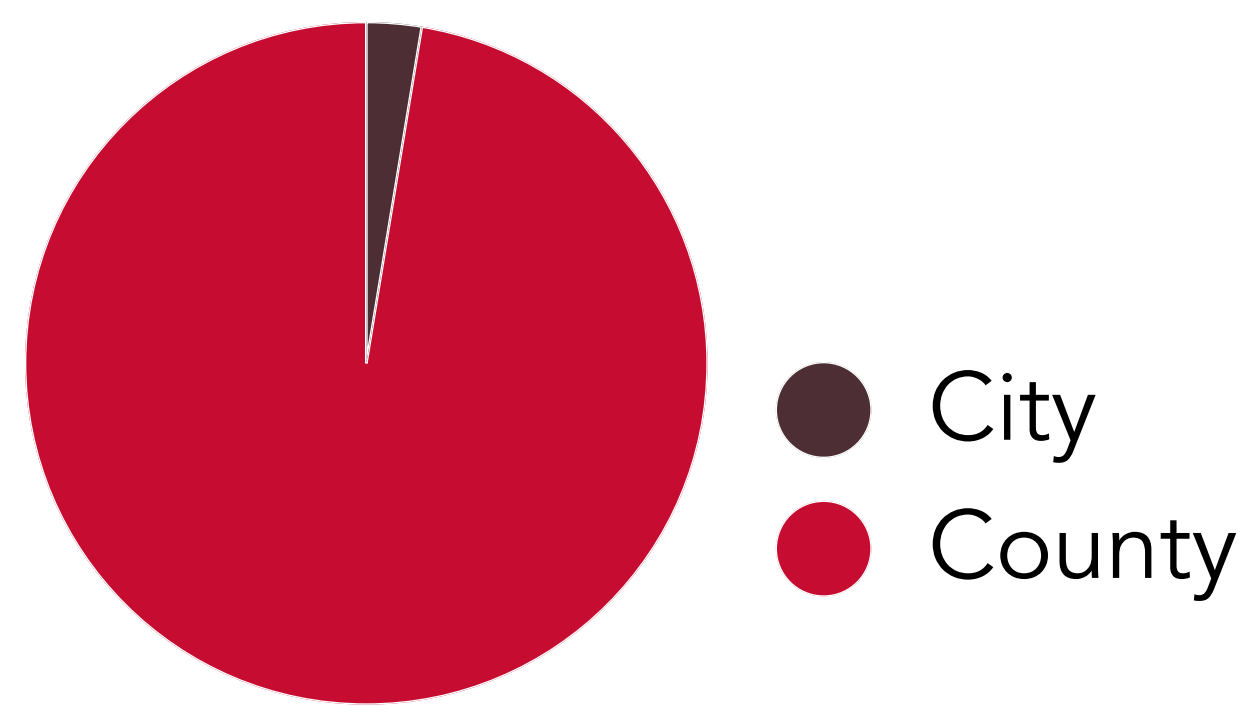






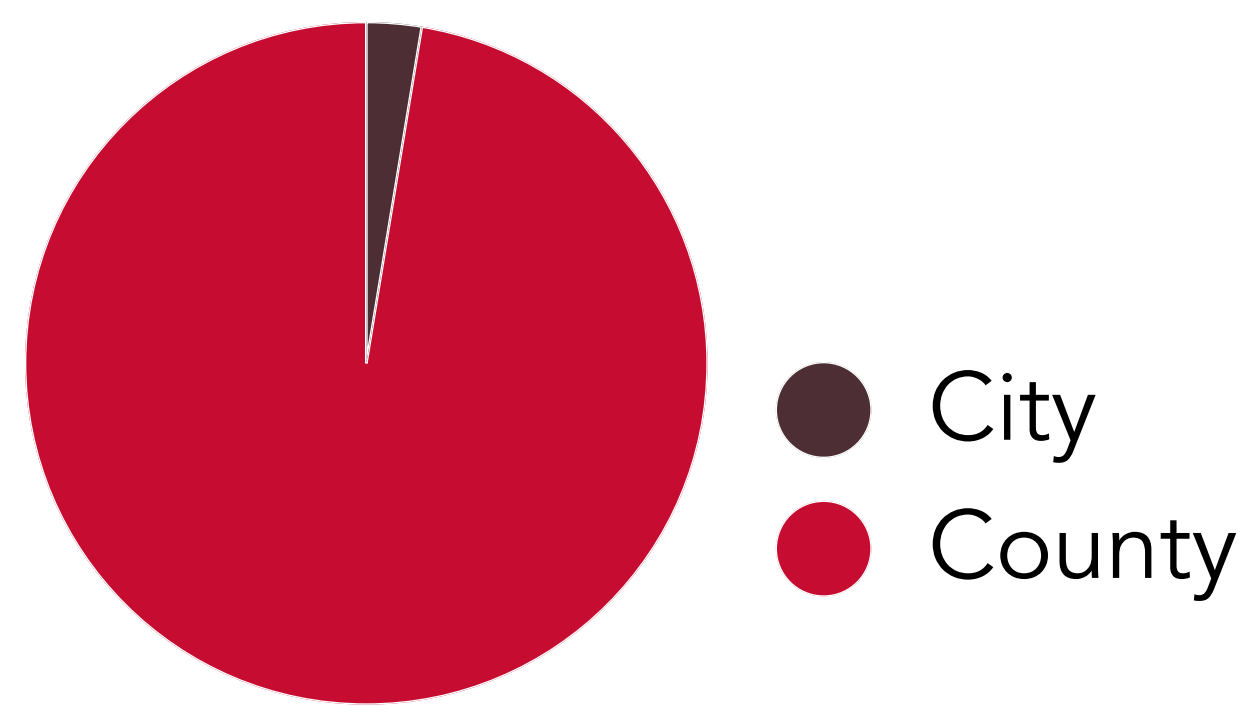


Area

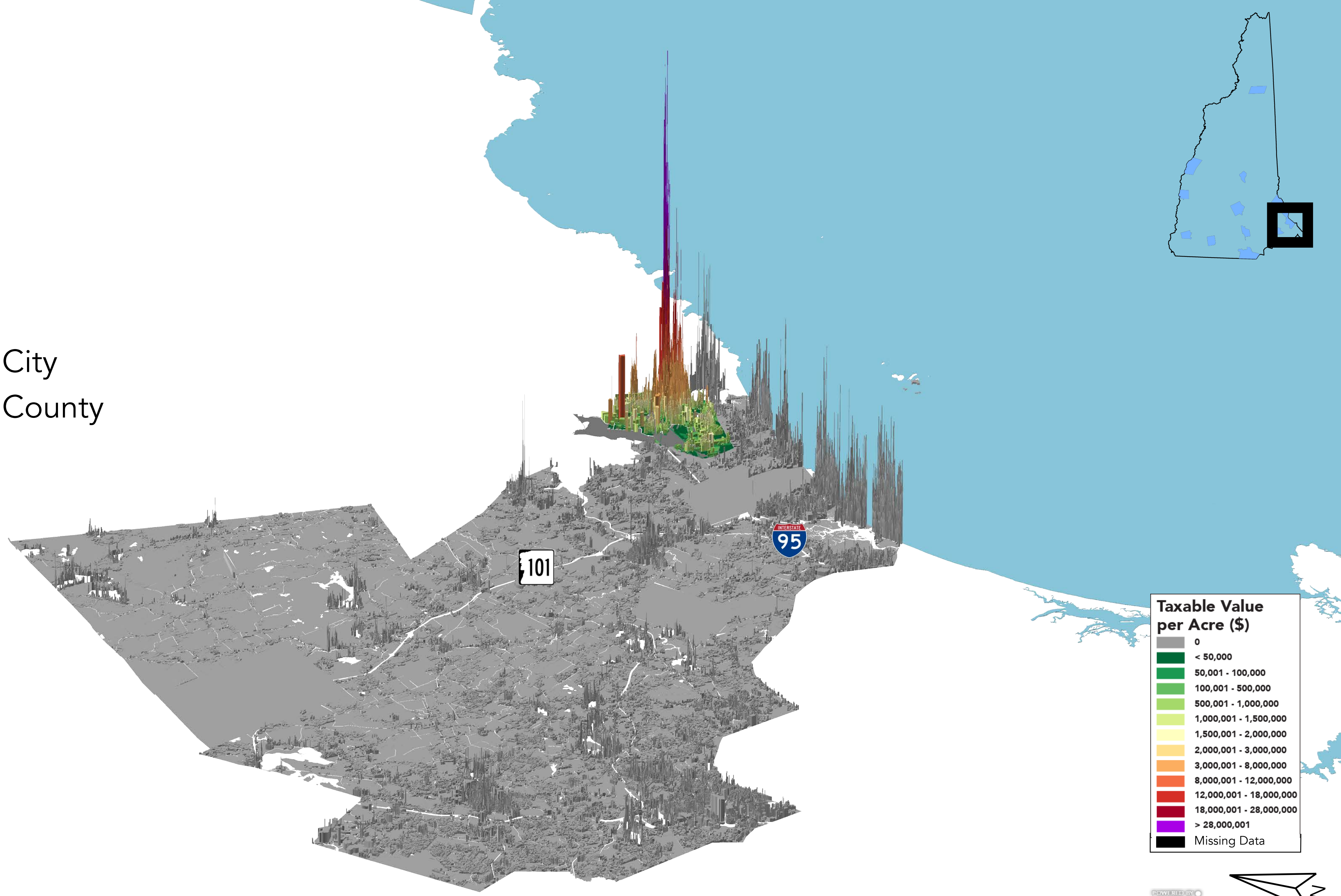
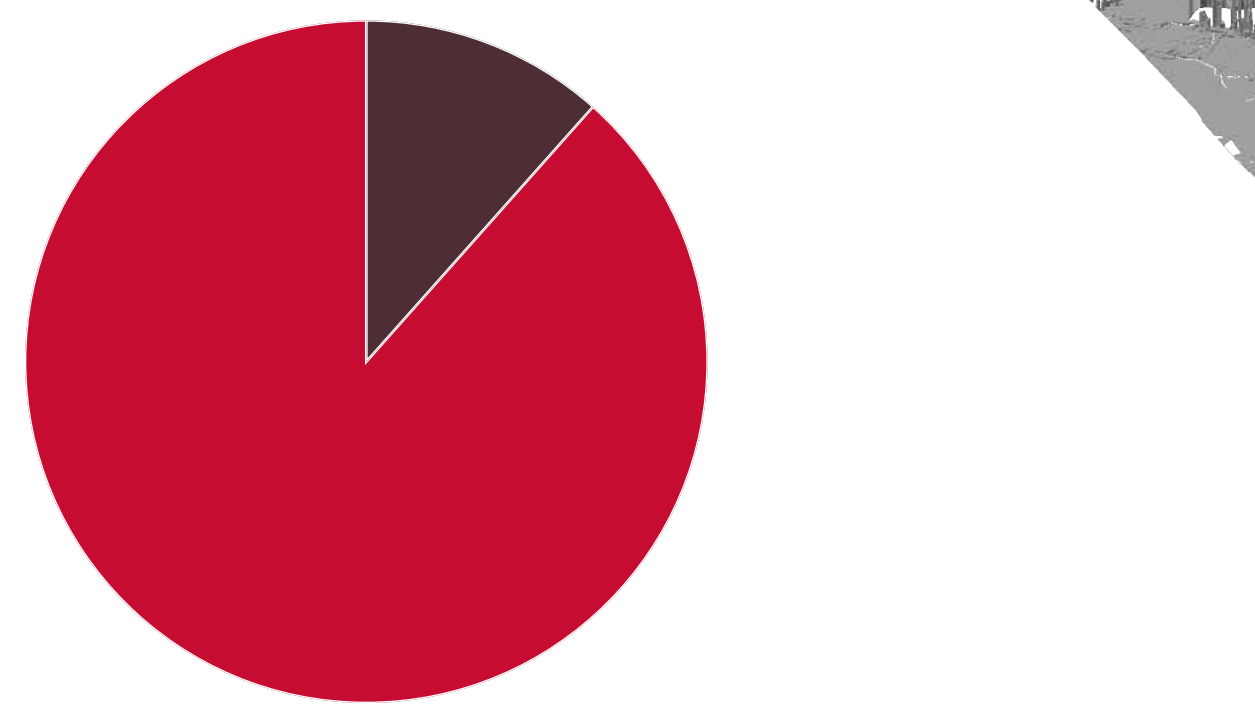




Area



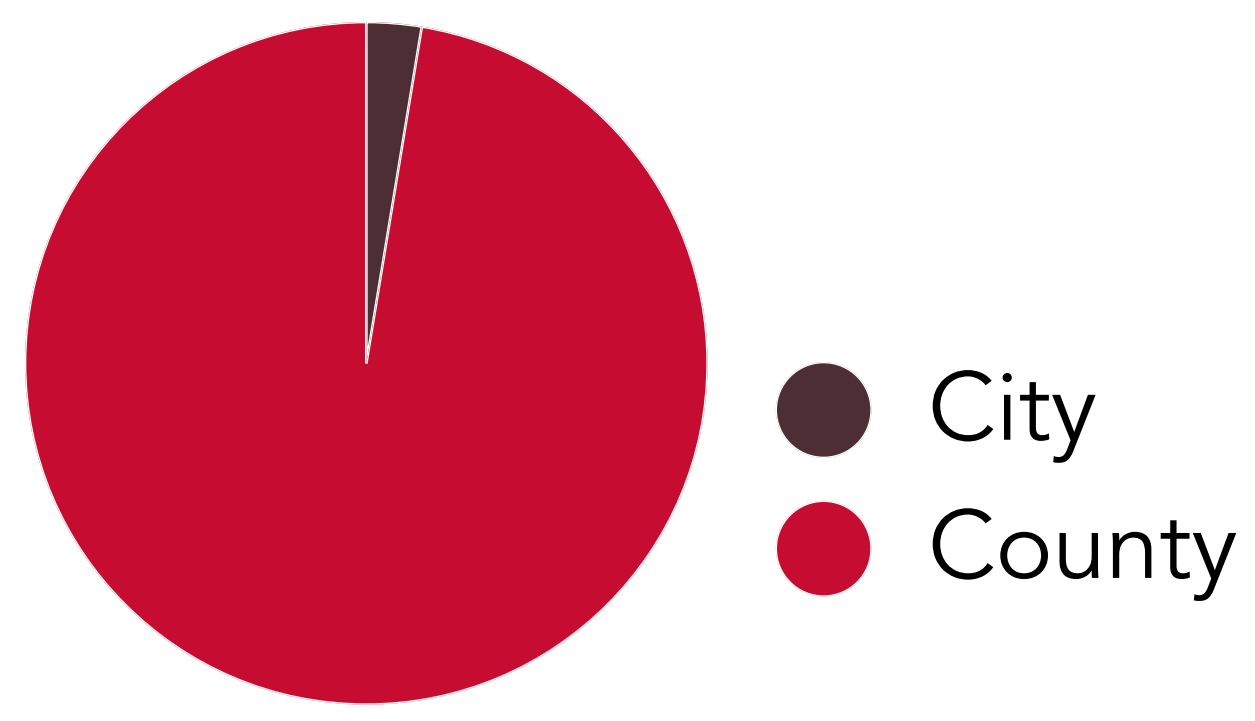
Value



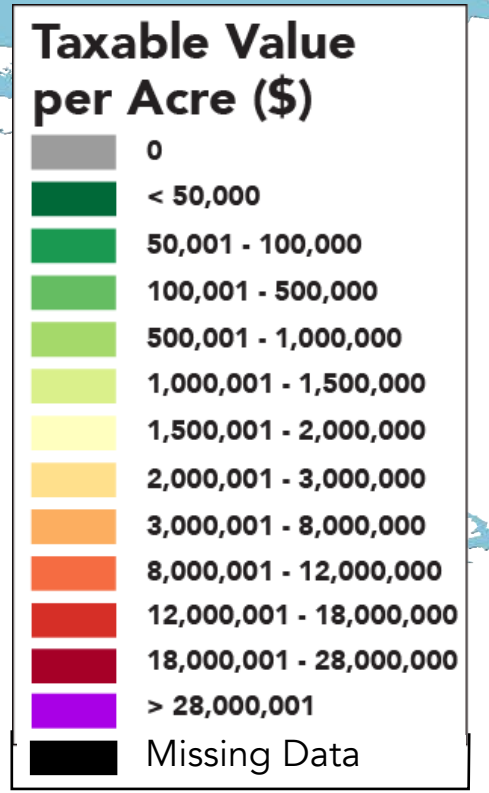
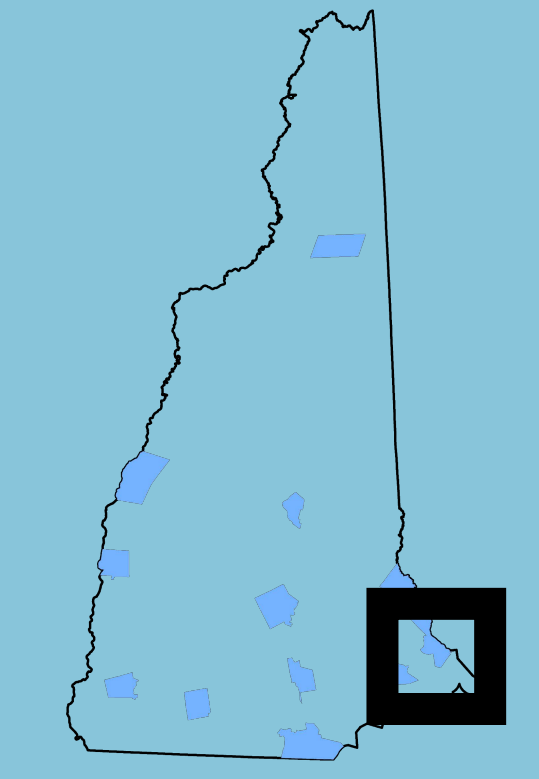
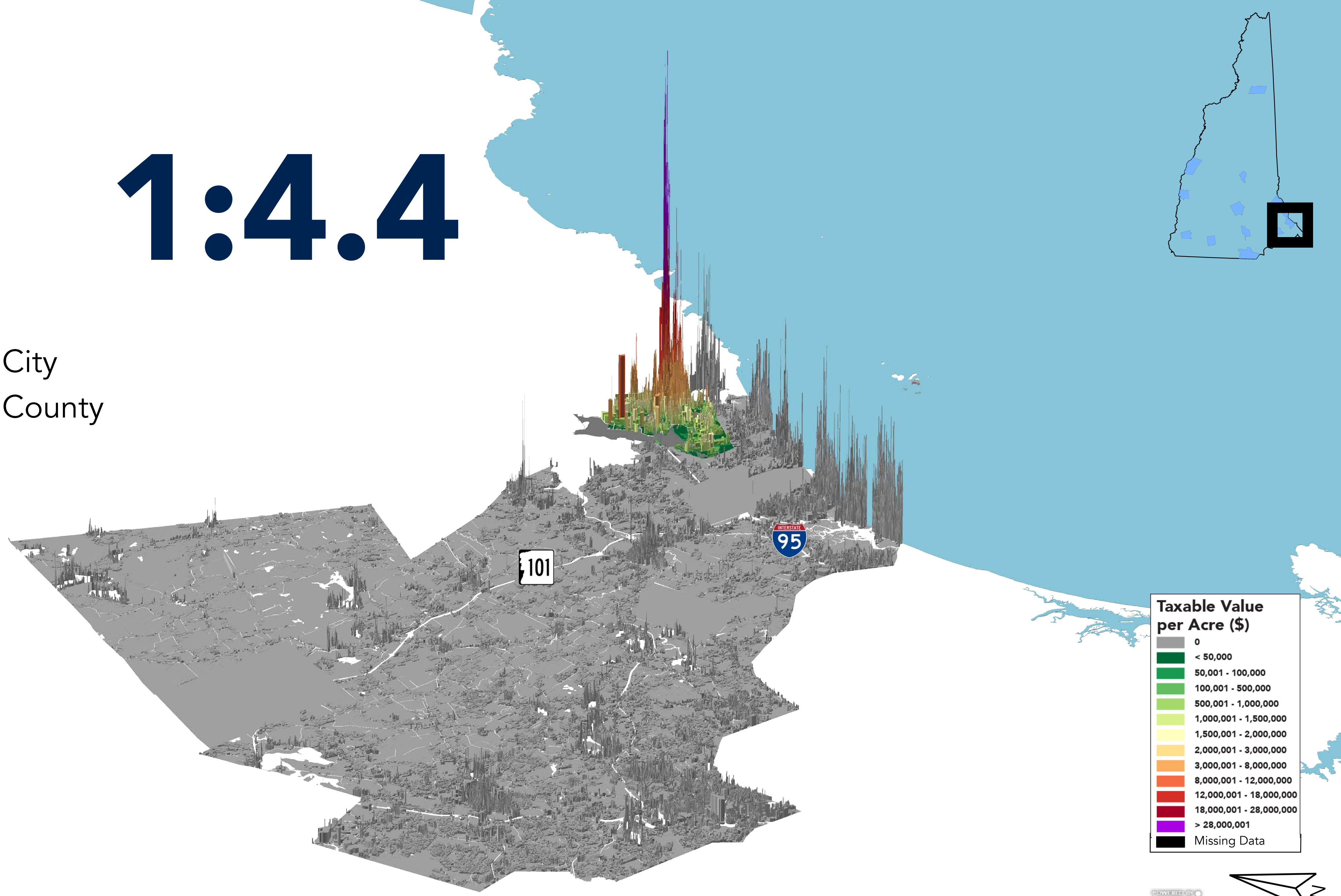
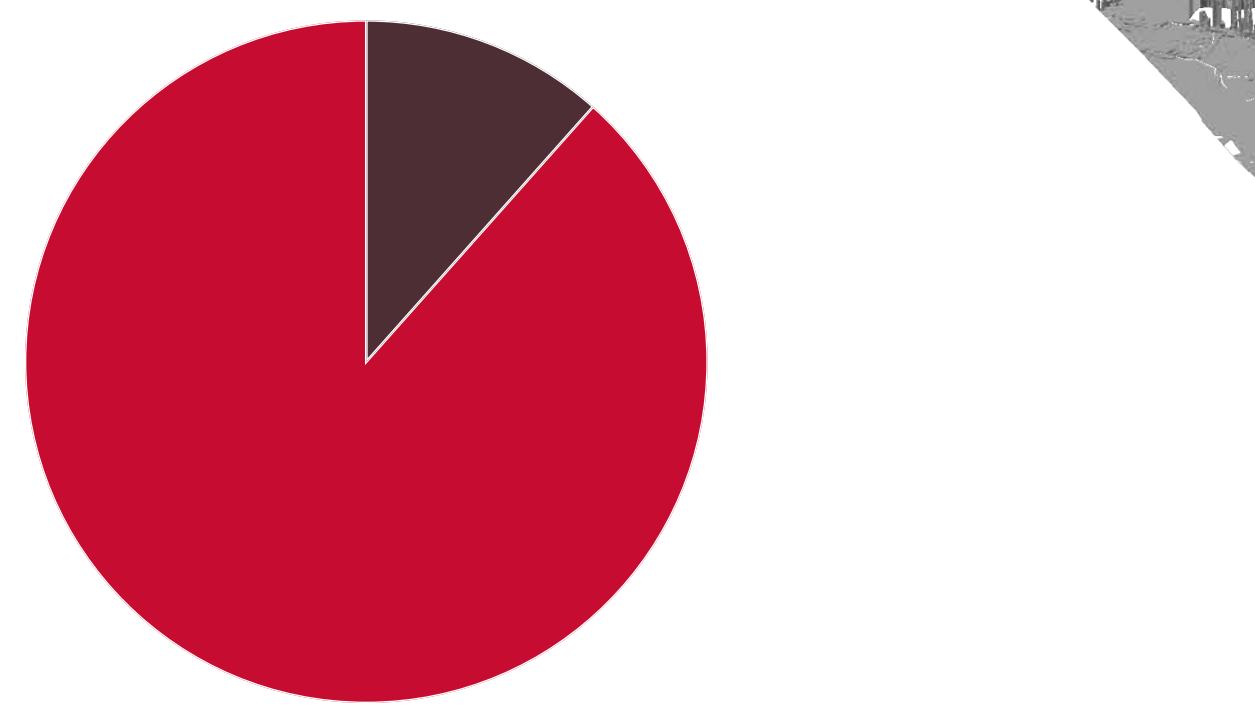


1:4.4

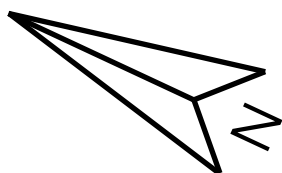
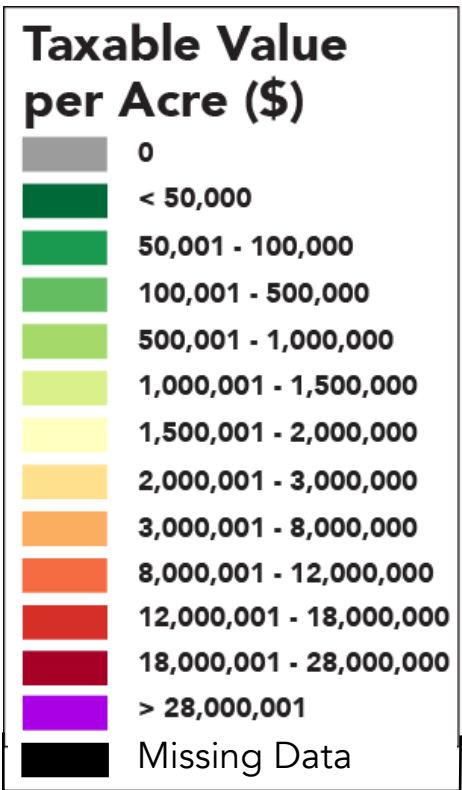
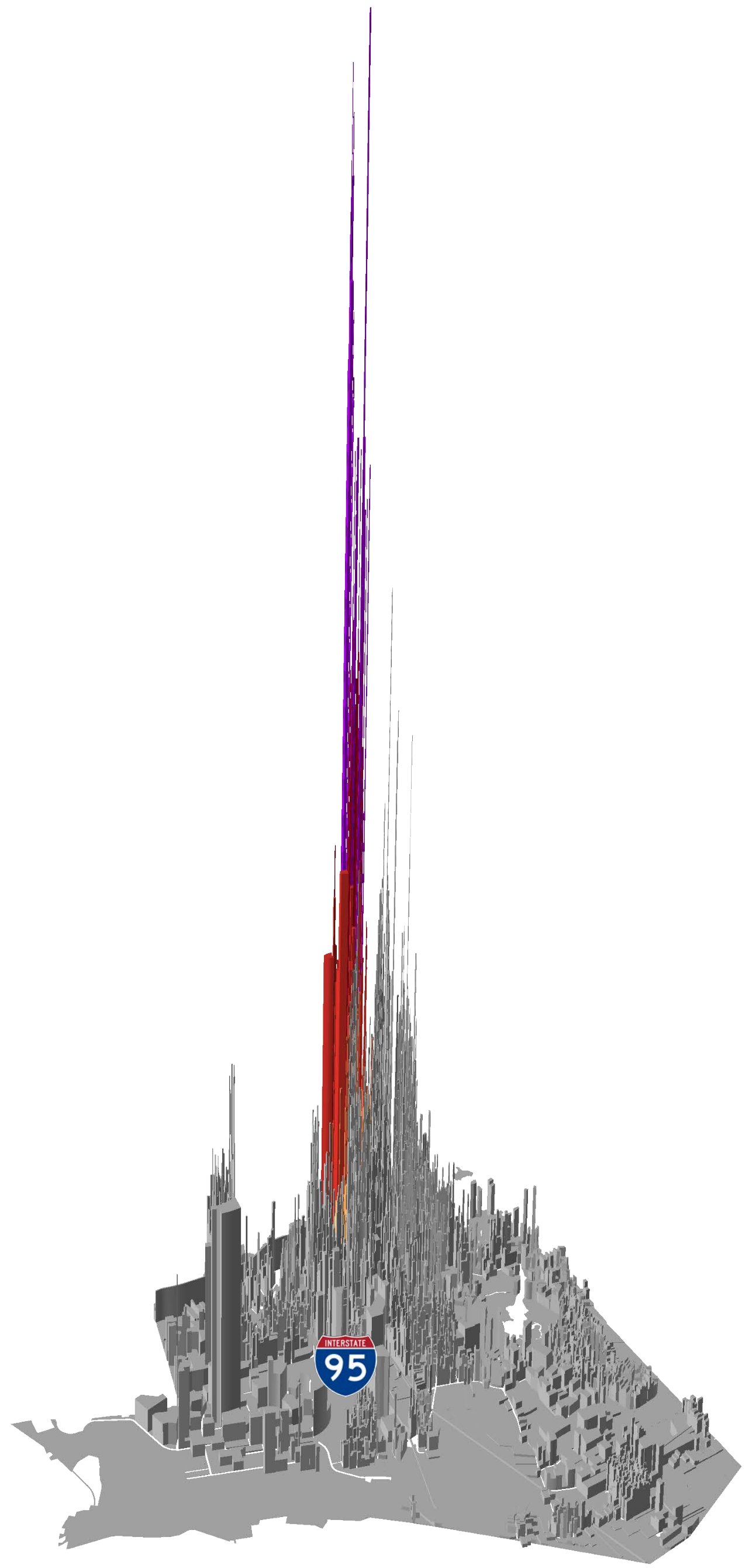
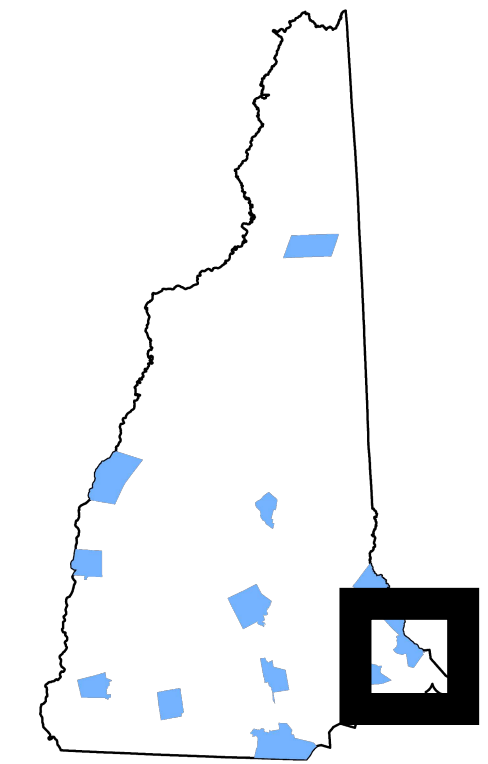
Area



Value







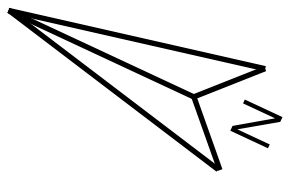
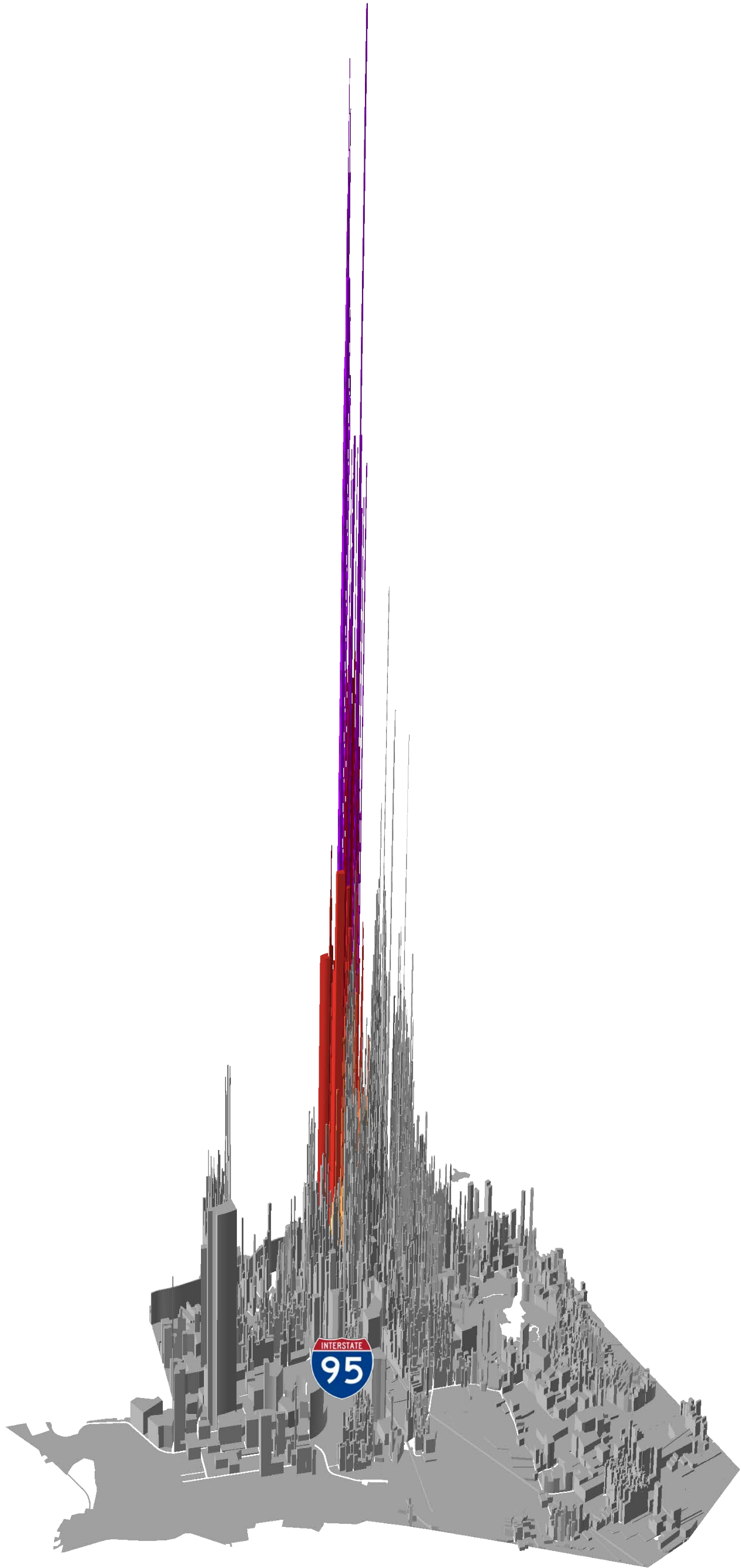
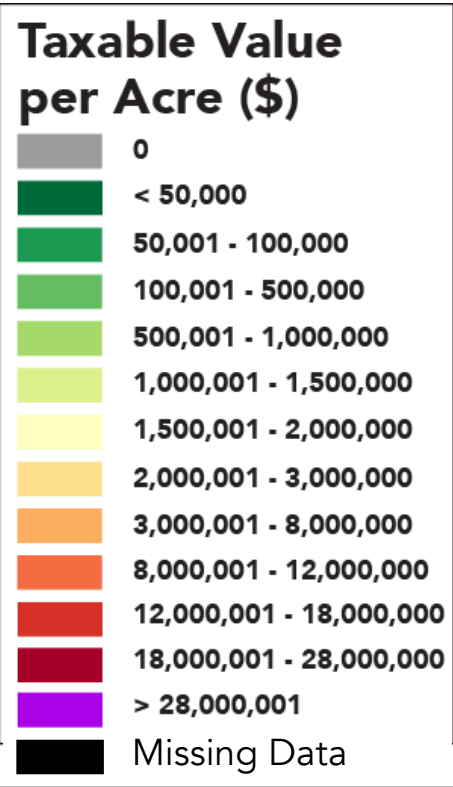
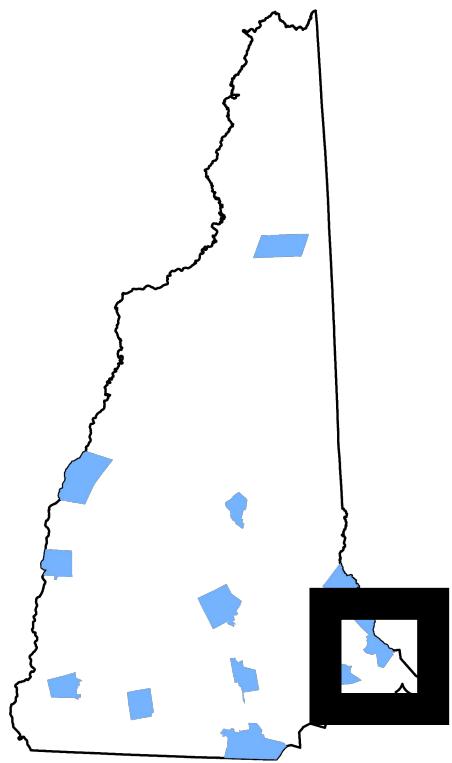
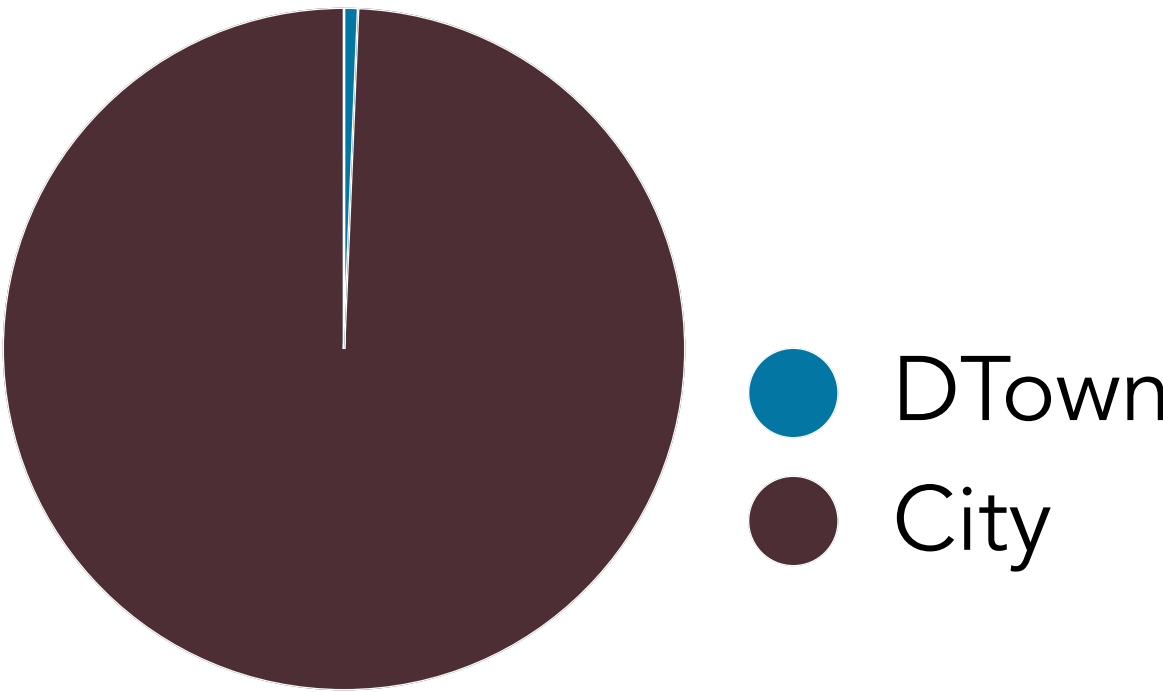


URBAN3

# Value Per Acre

Downtown Portsmouth

Area



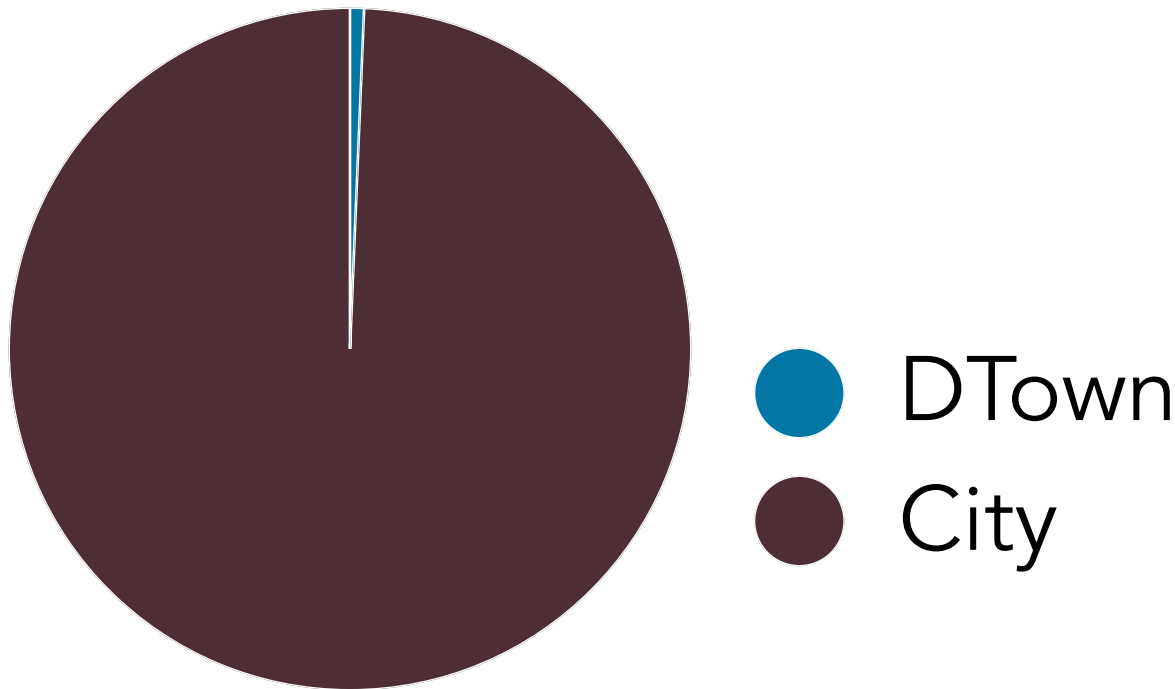


URBAN3

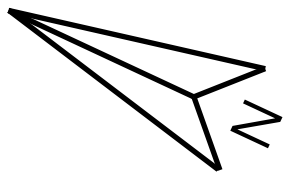
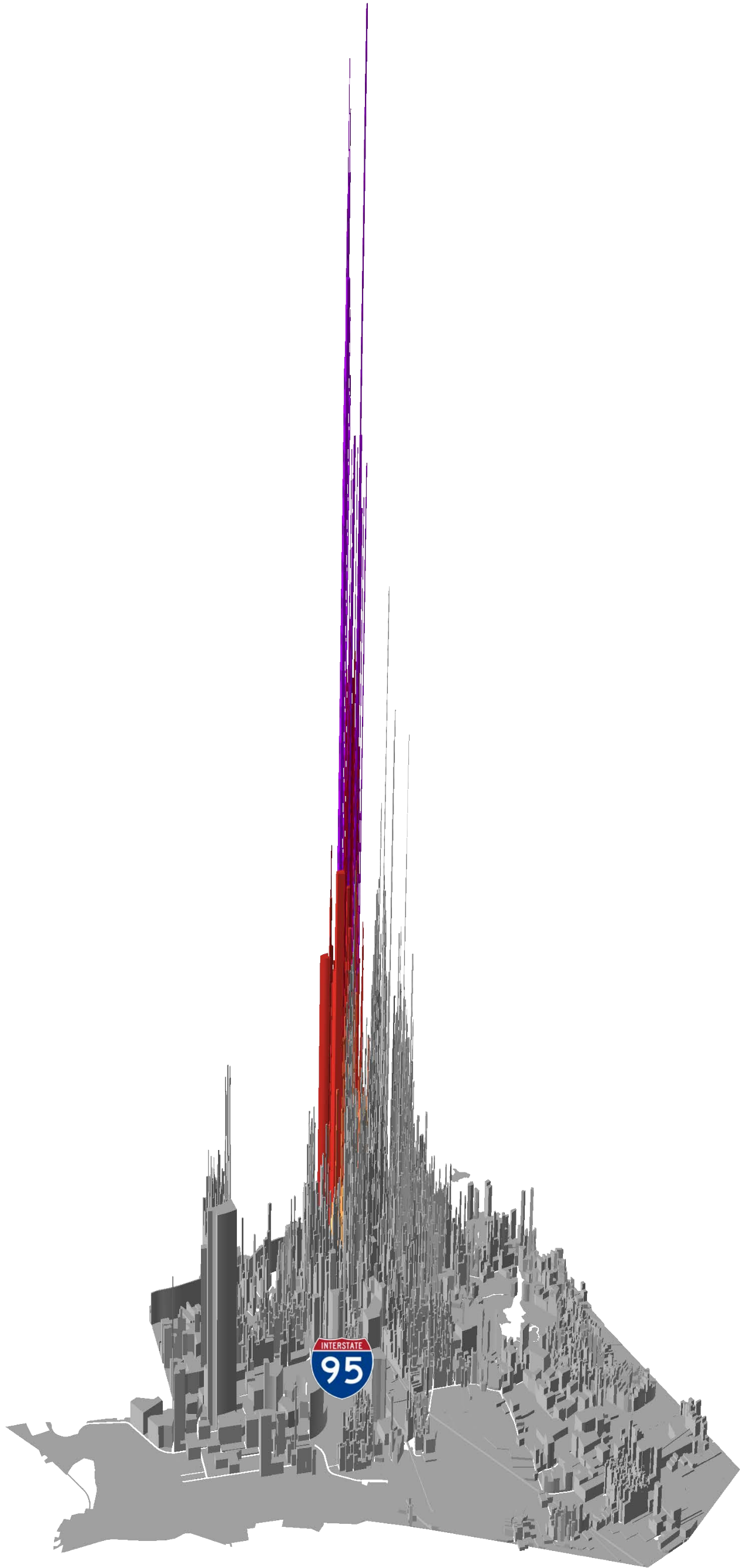
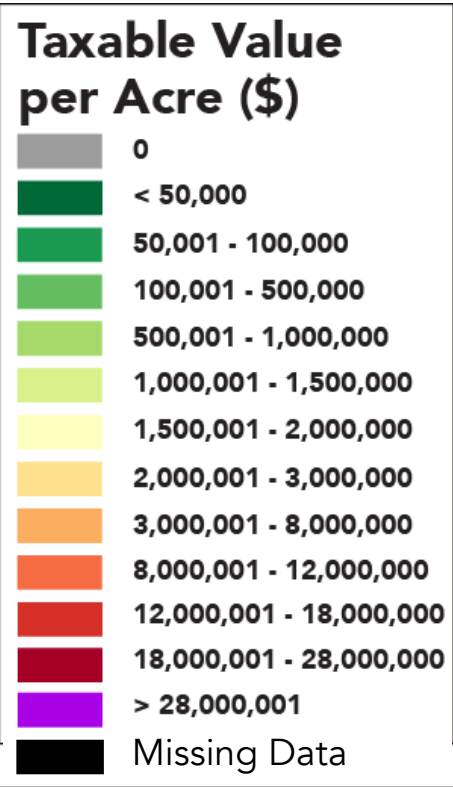
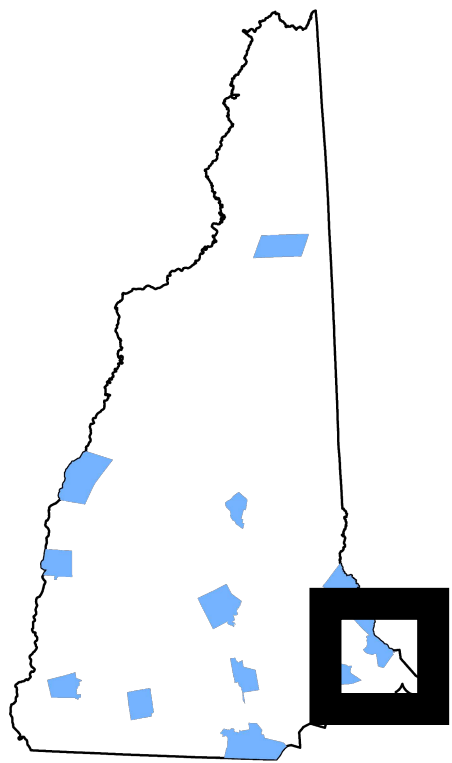
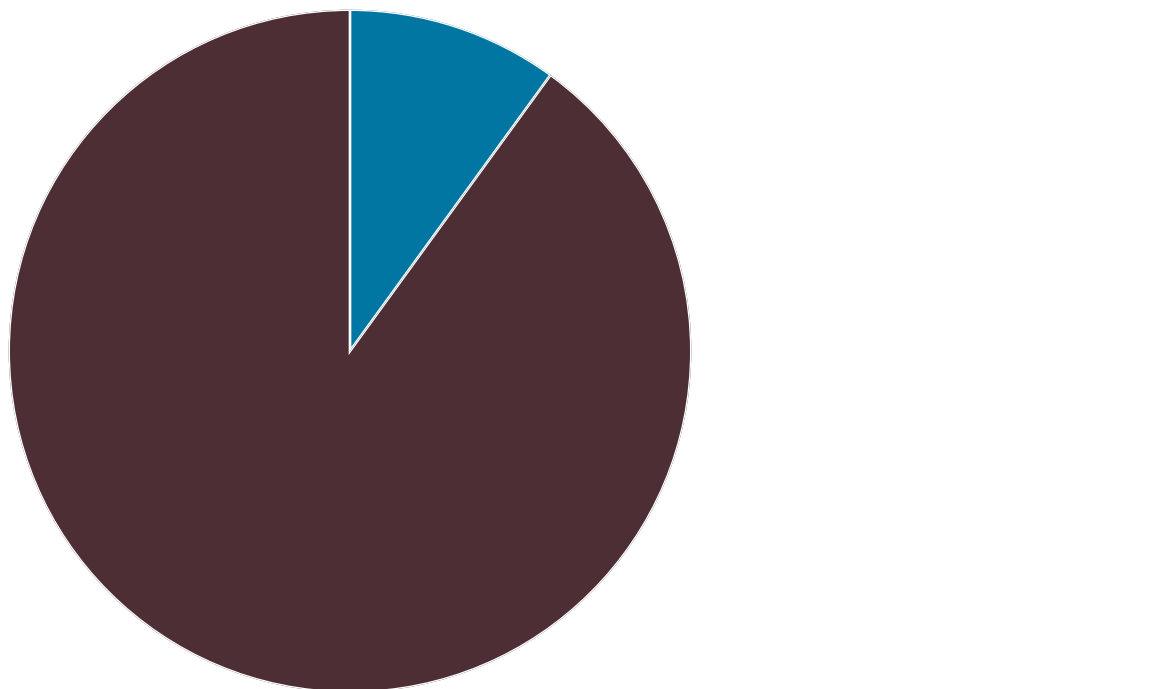
# Value Per Acre

Downtown Portsmouth

Area

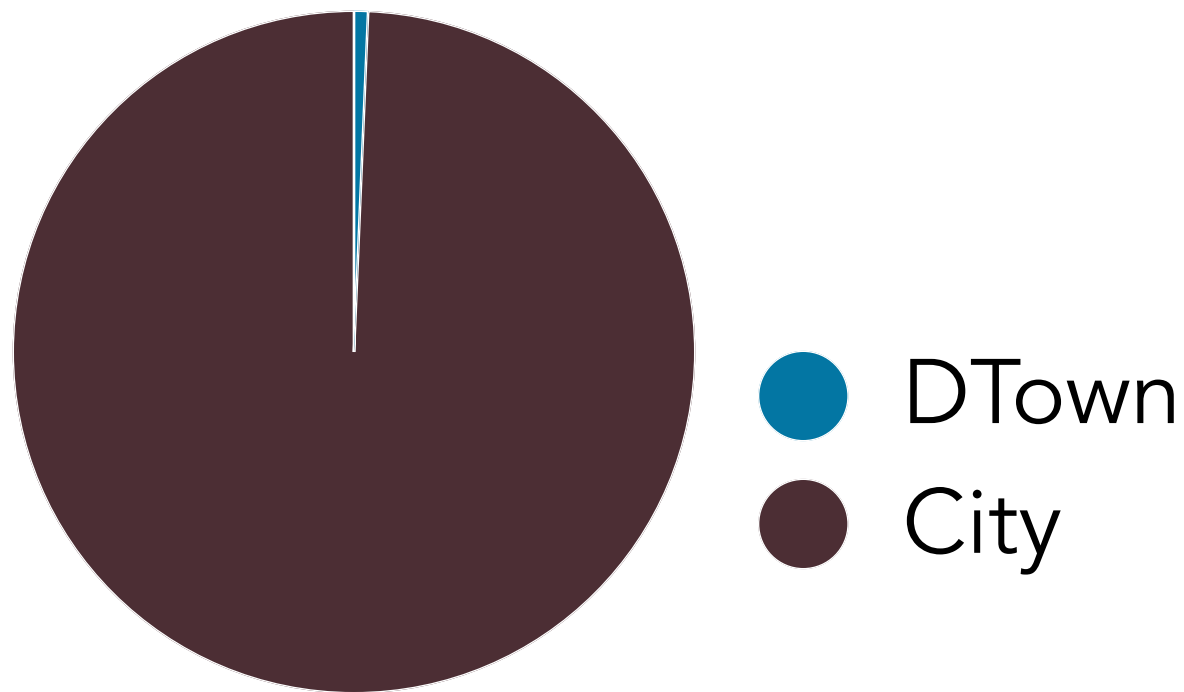


Value

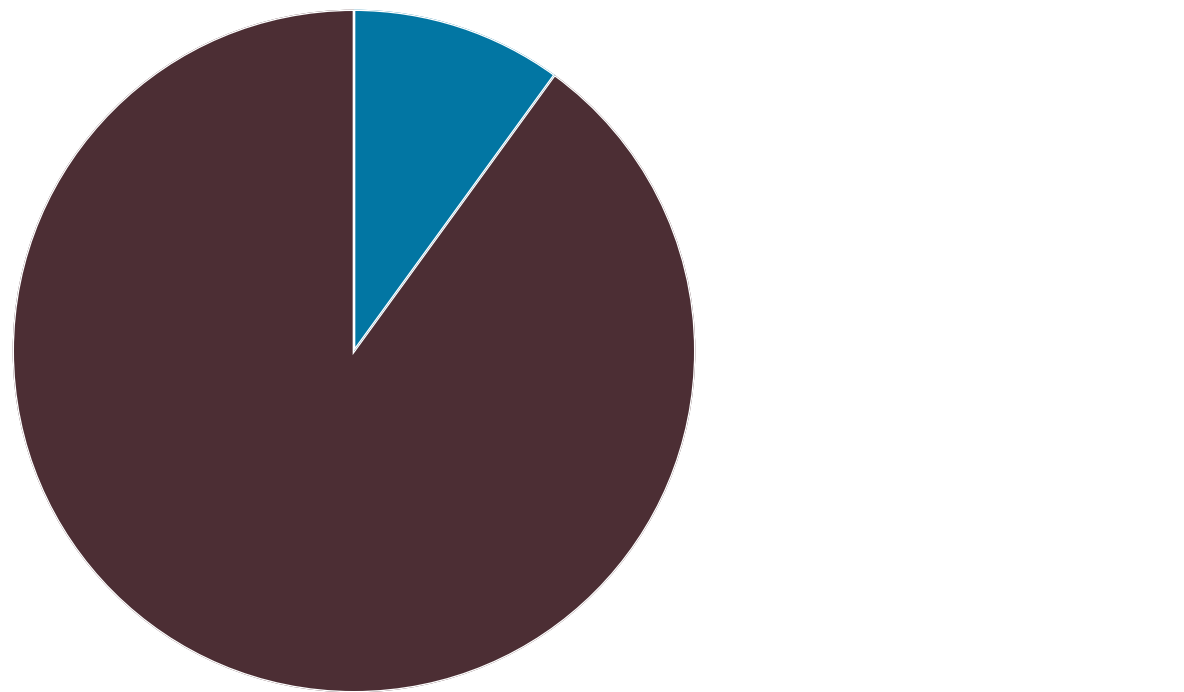




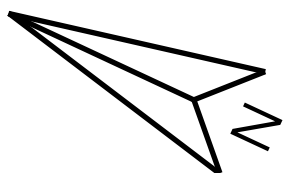
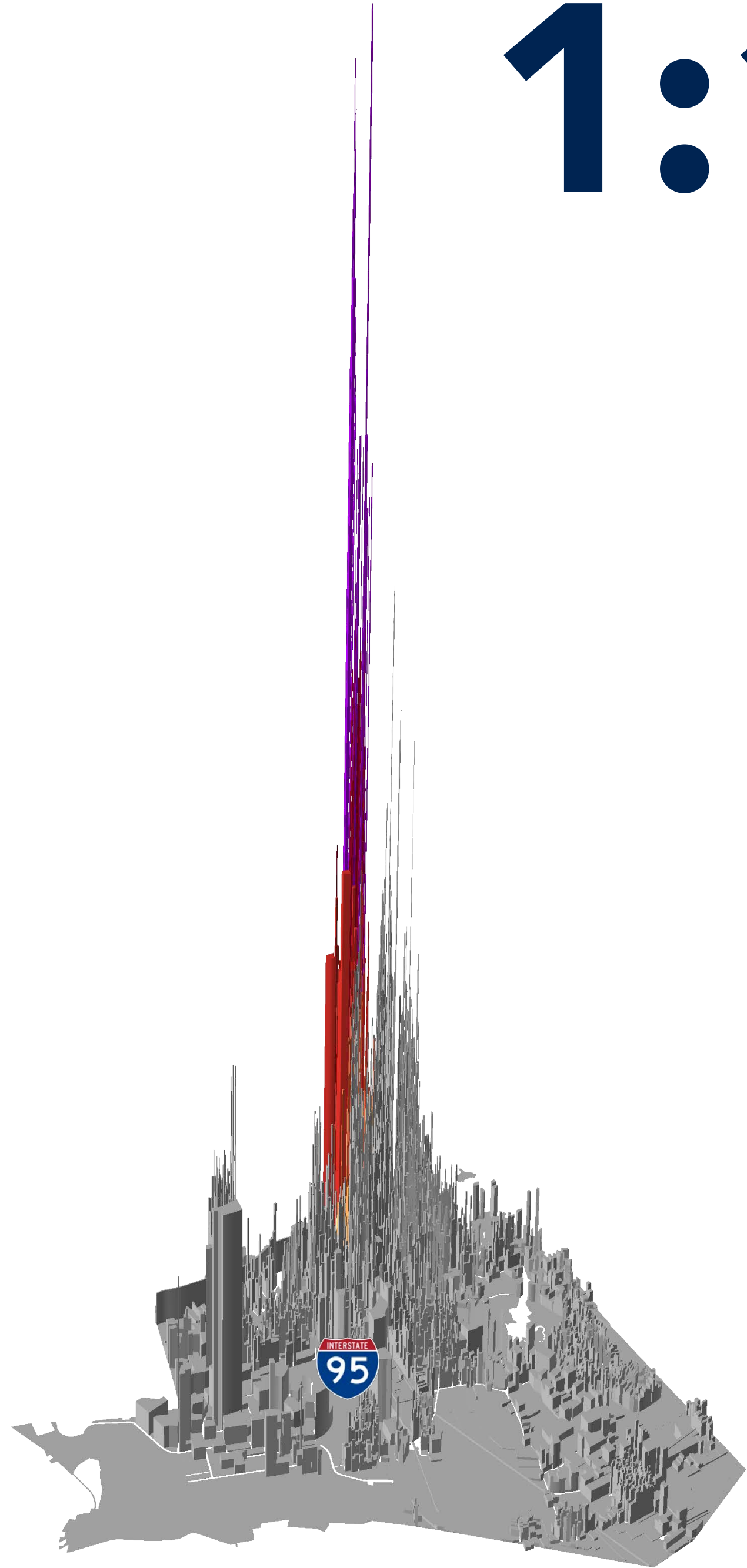
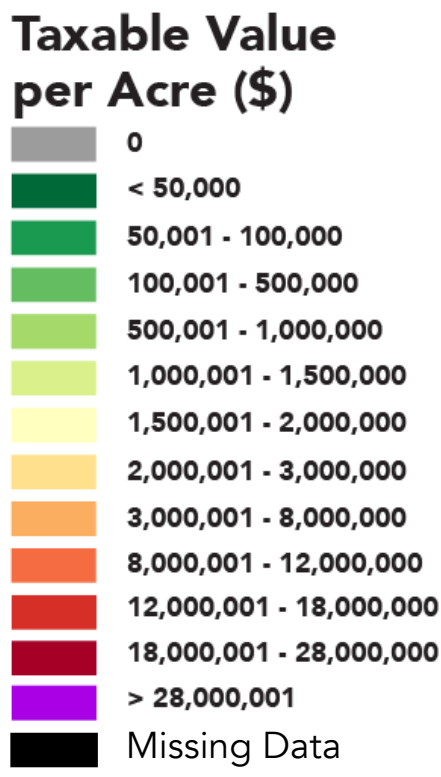
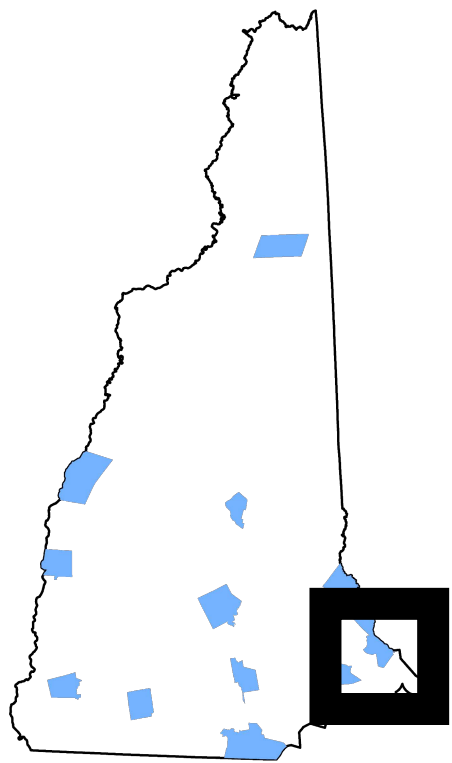
Area



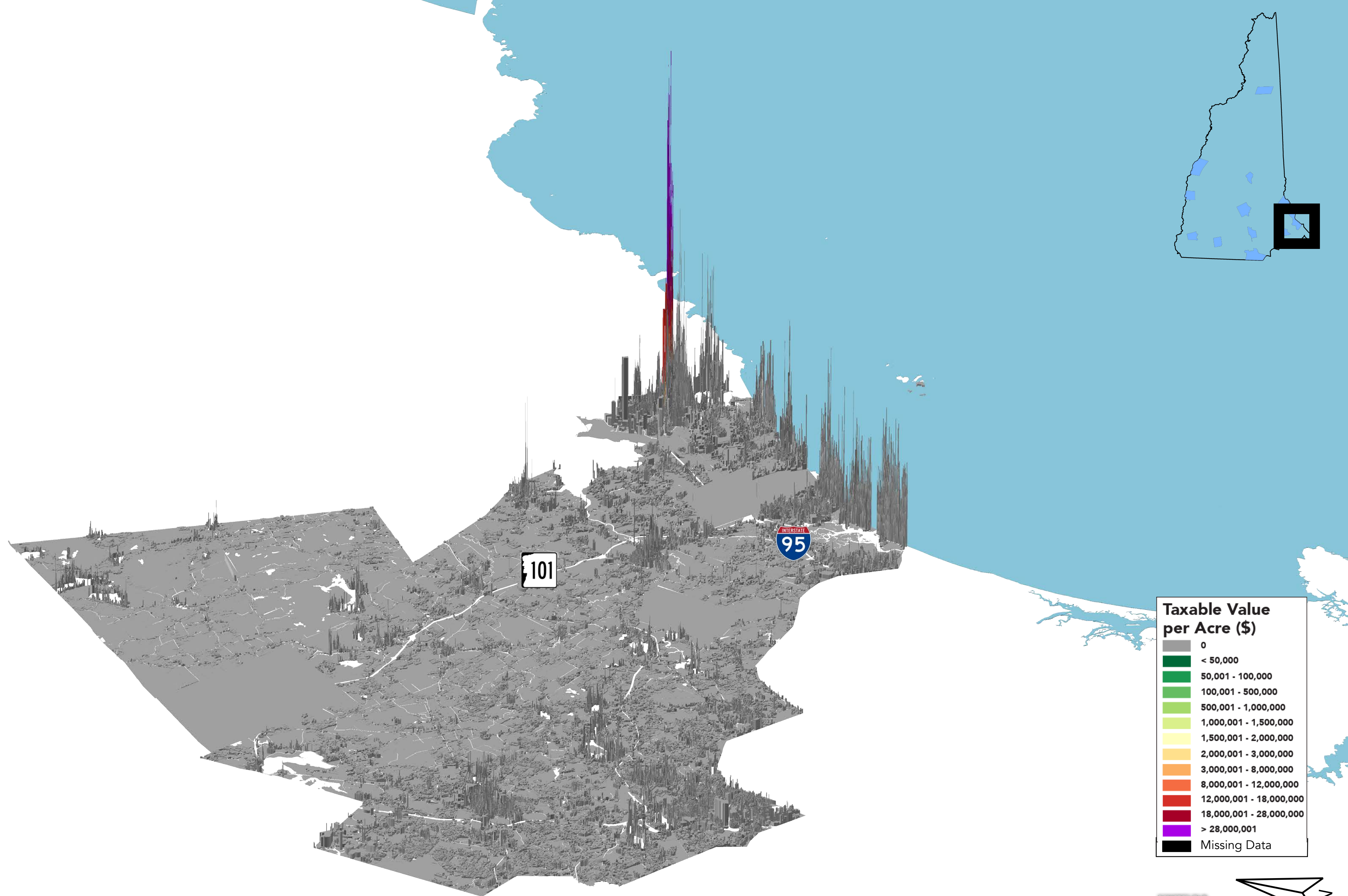
Value



1:15.6

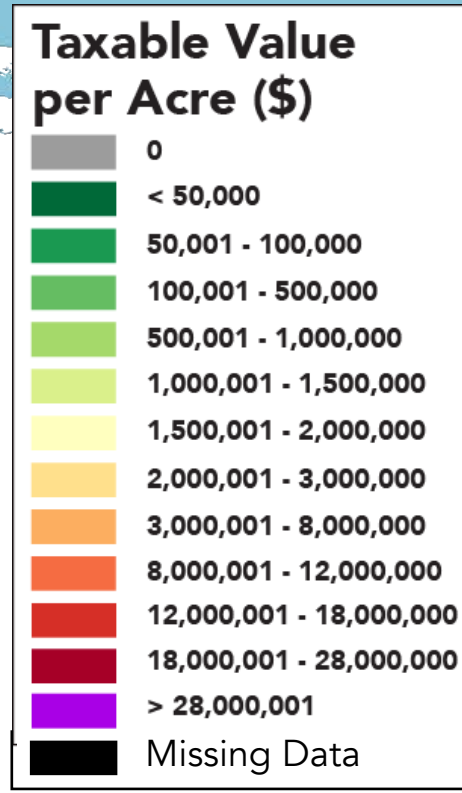
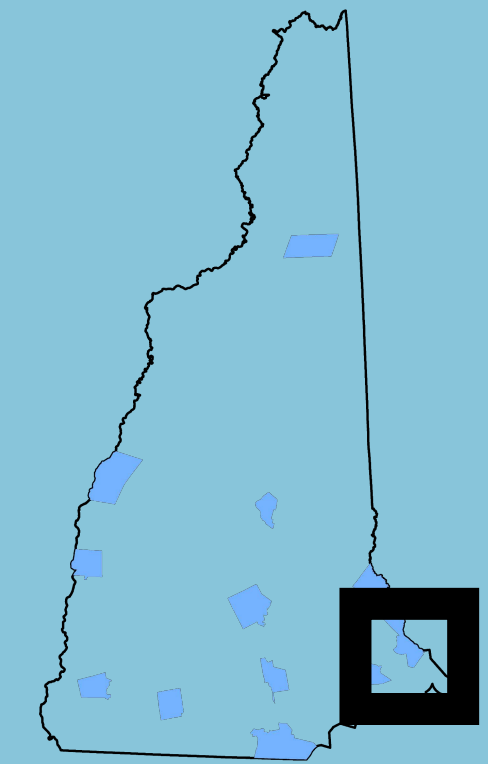
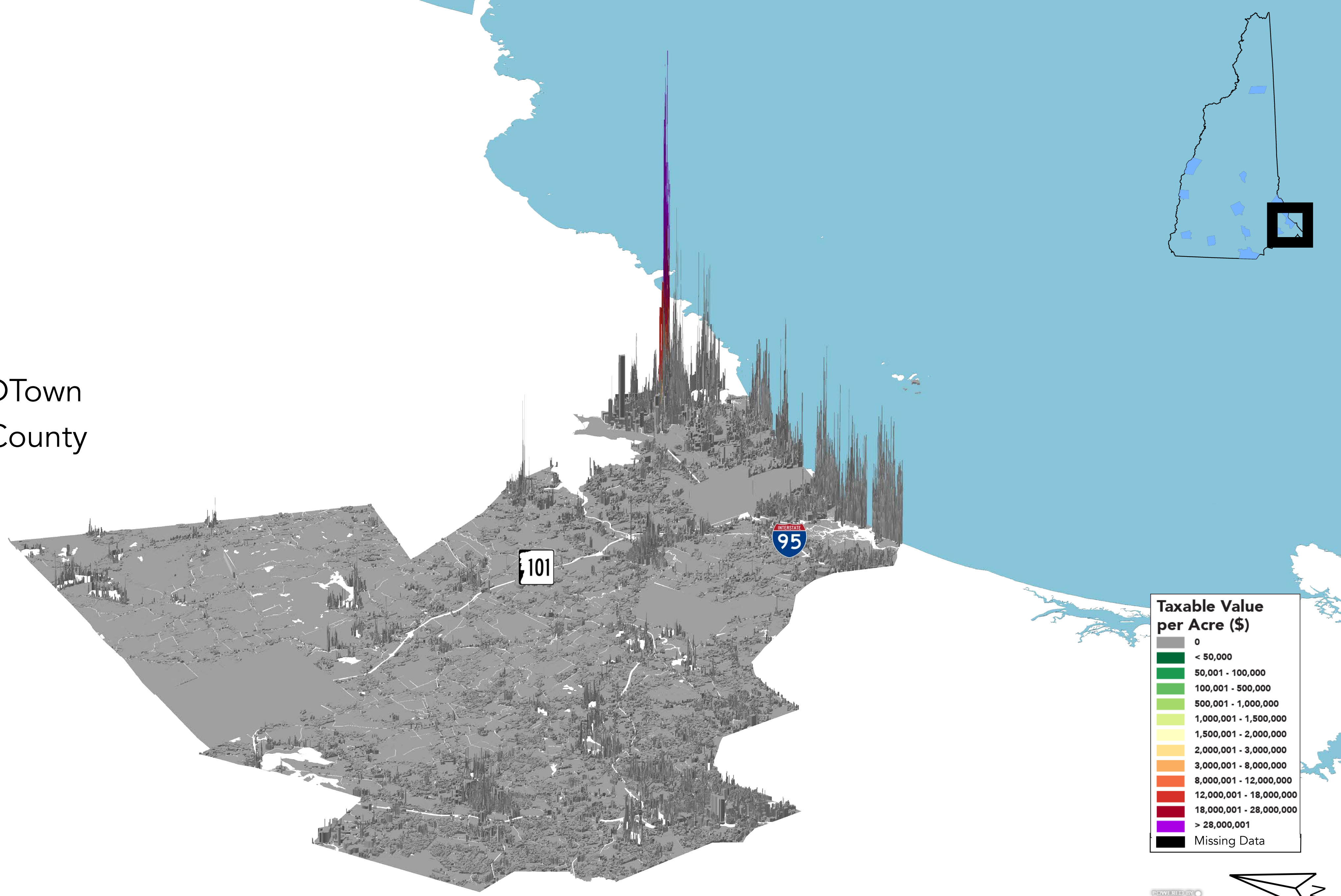
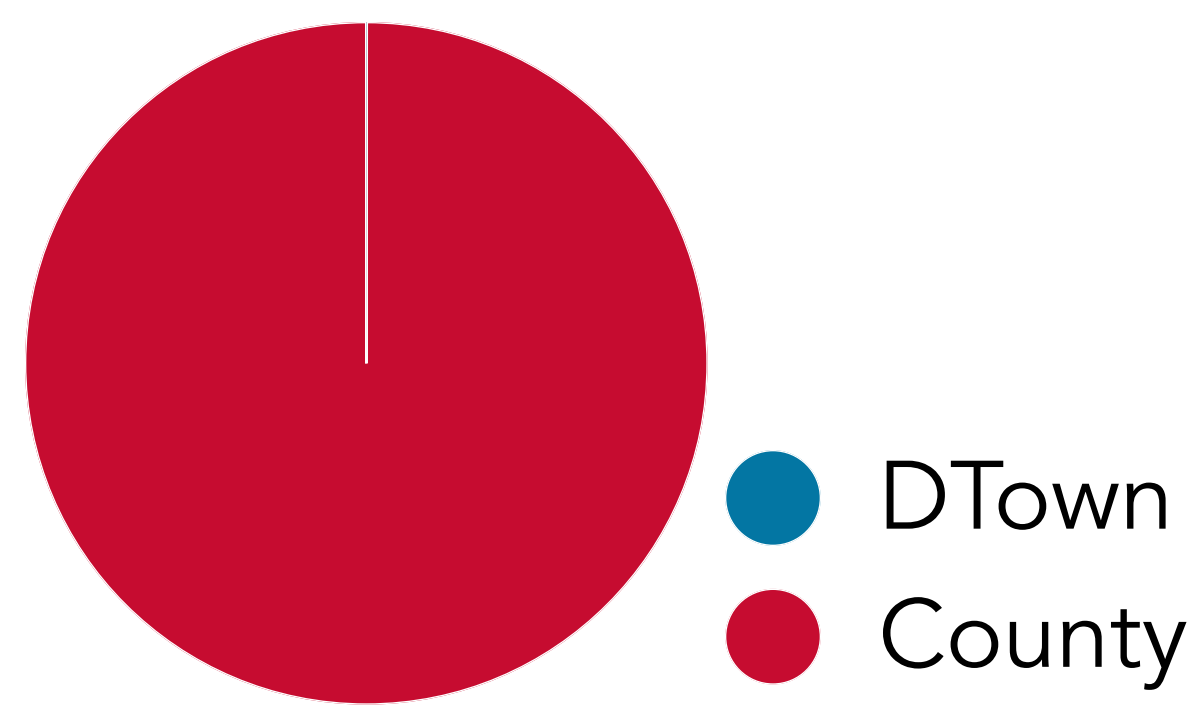






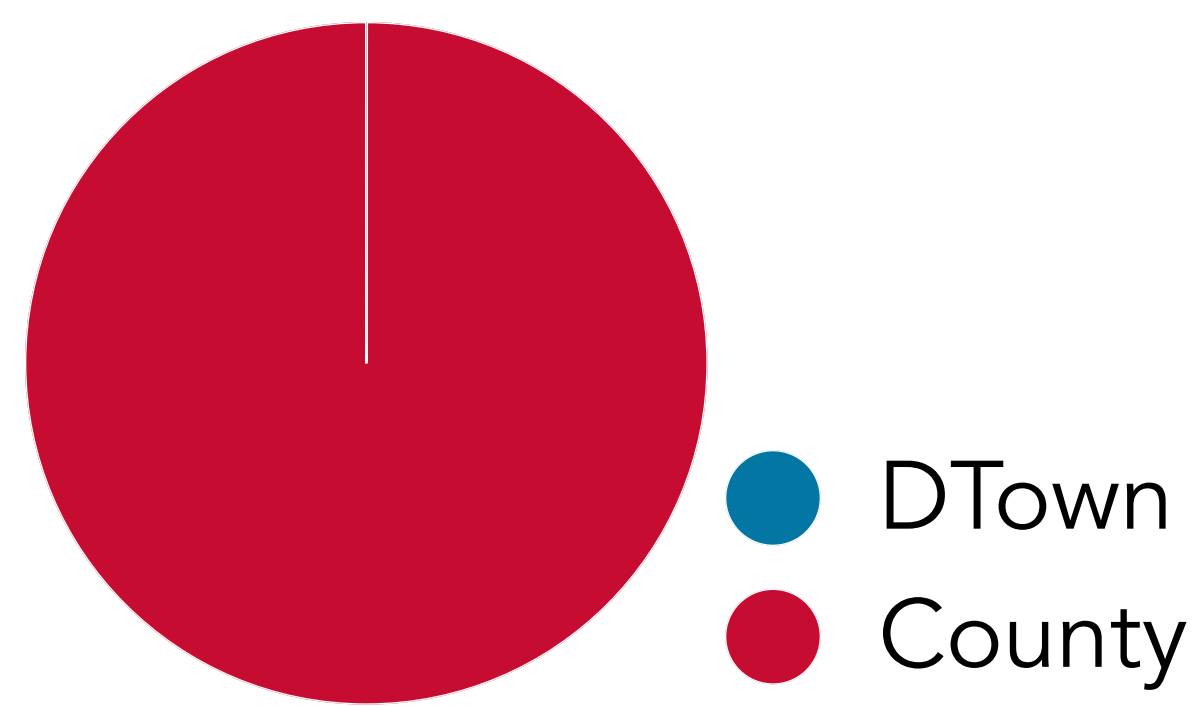


Area

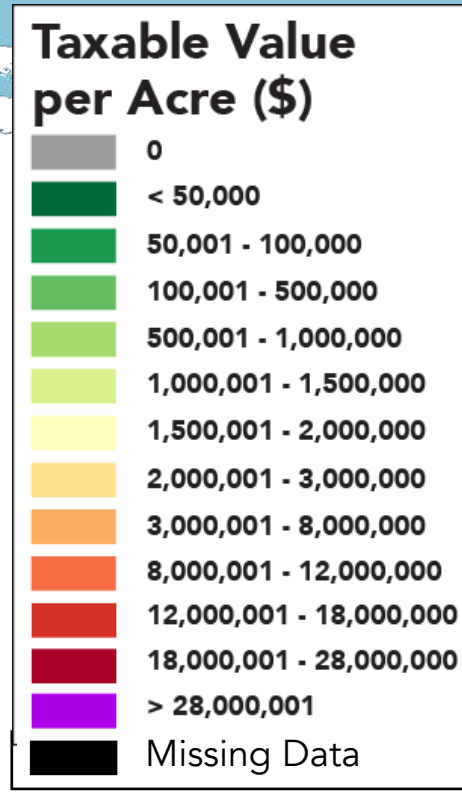
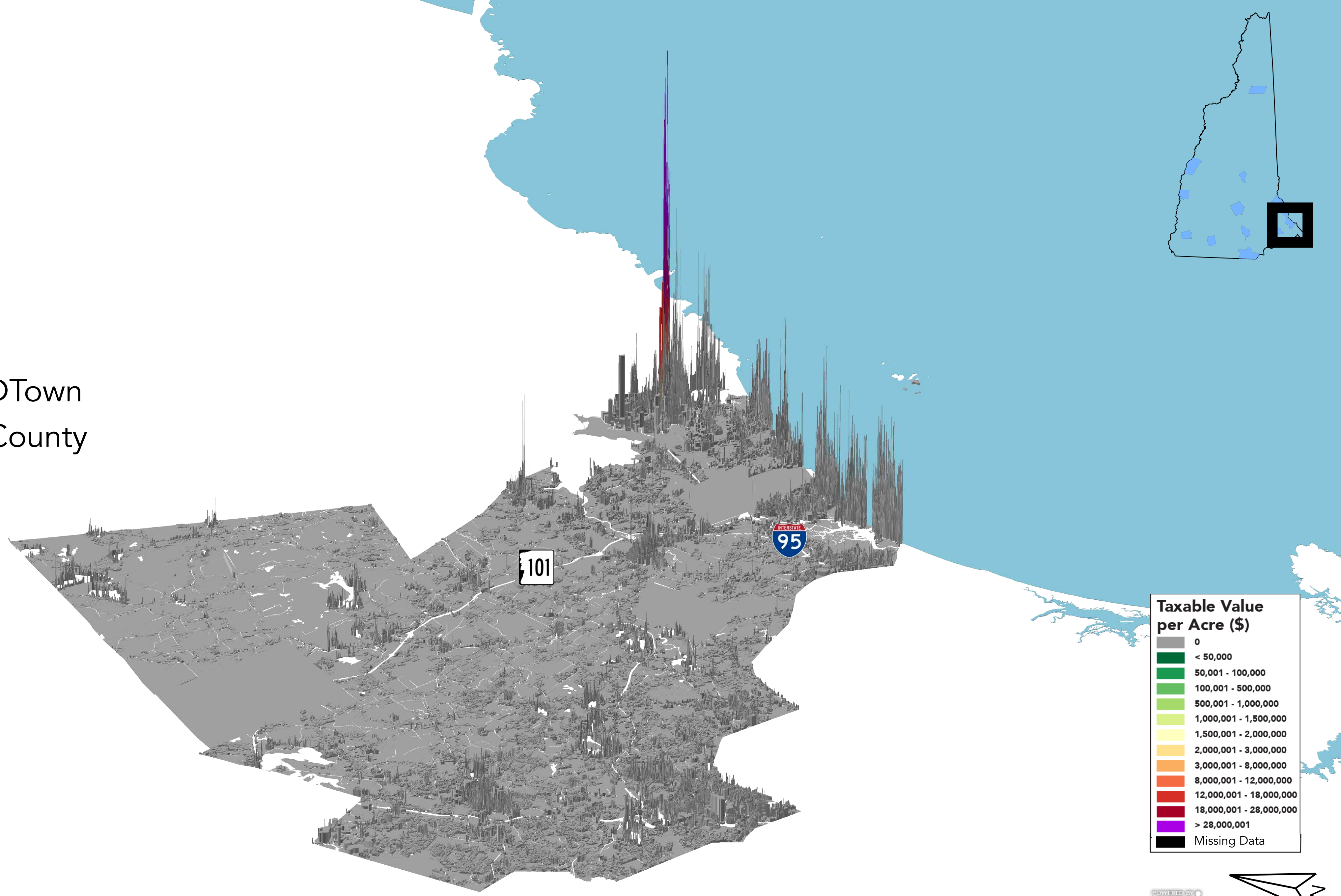
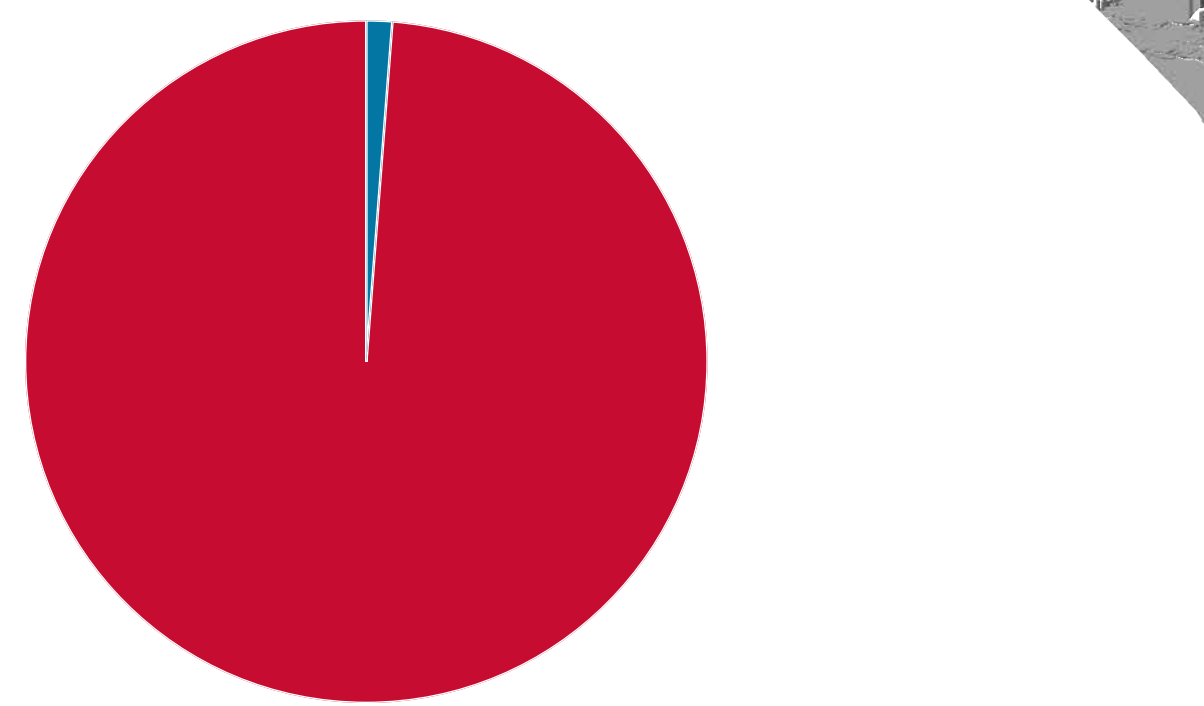




Area



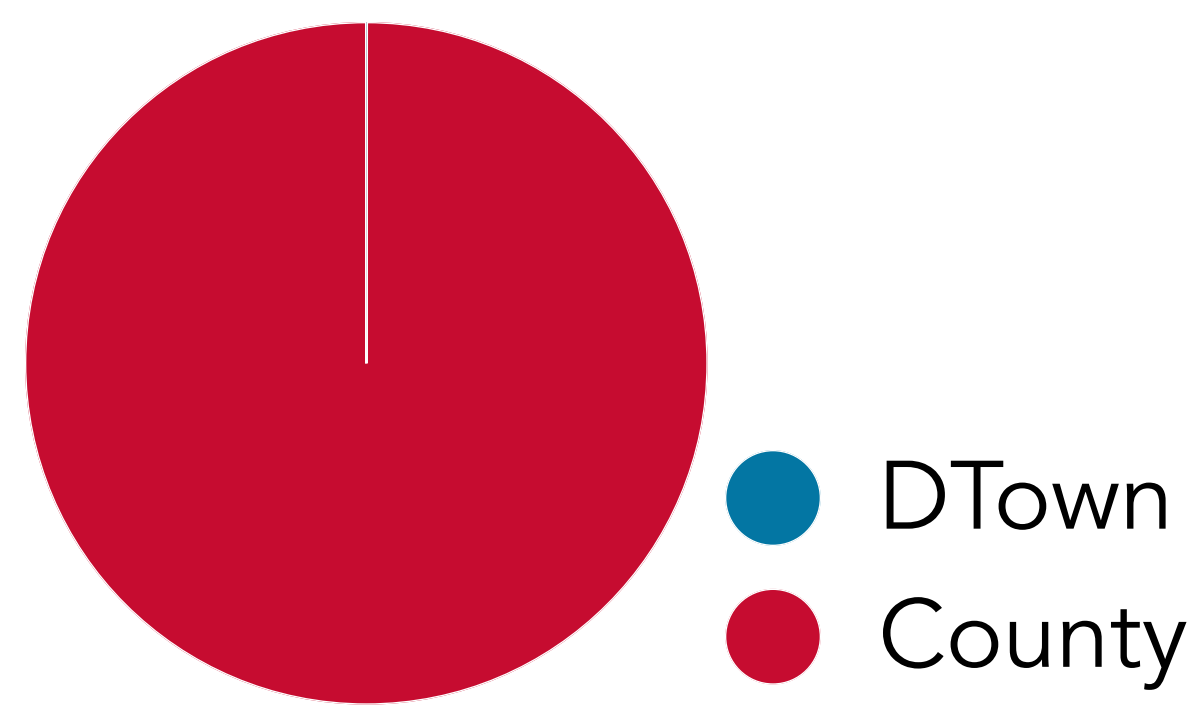
Value



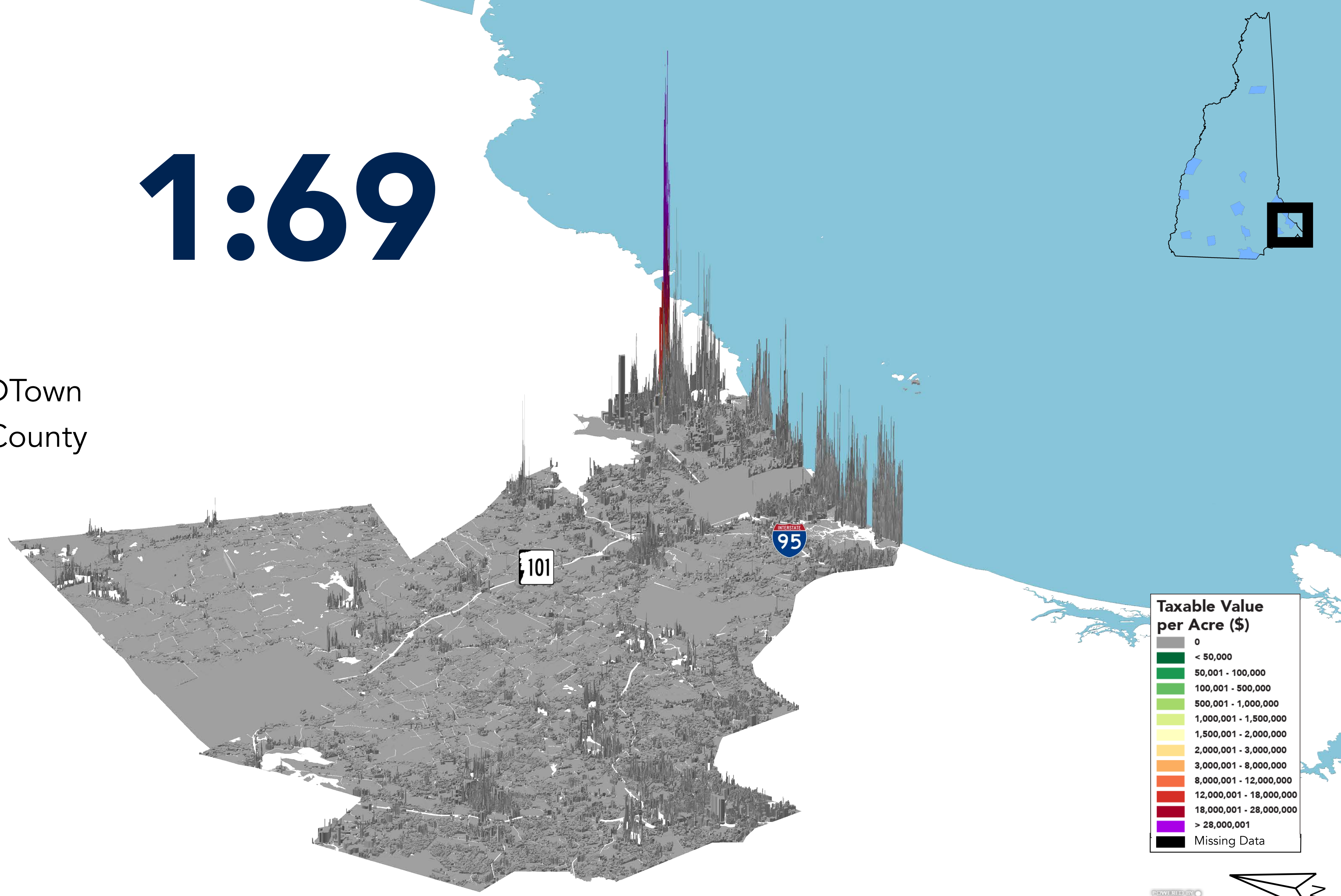
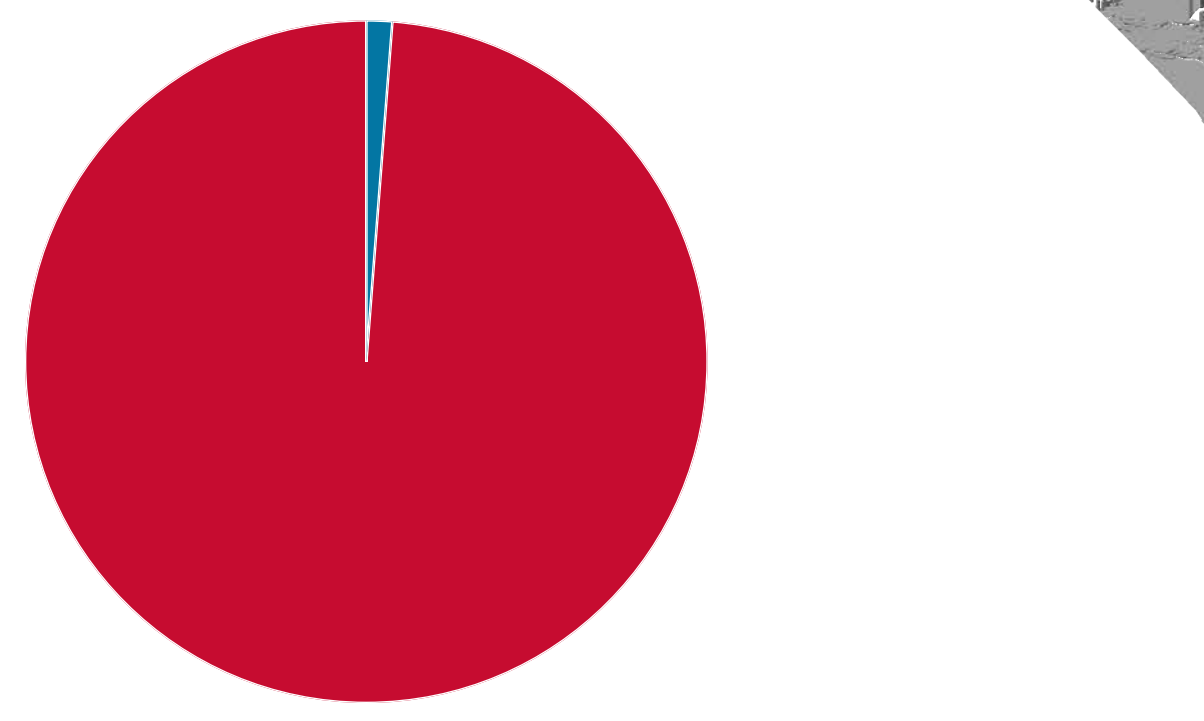


1:69

Area



Value

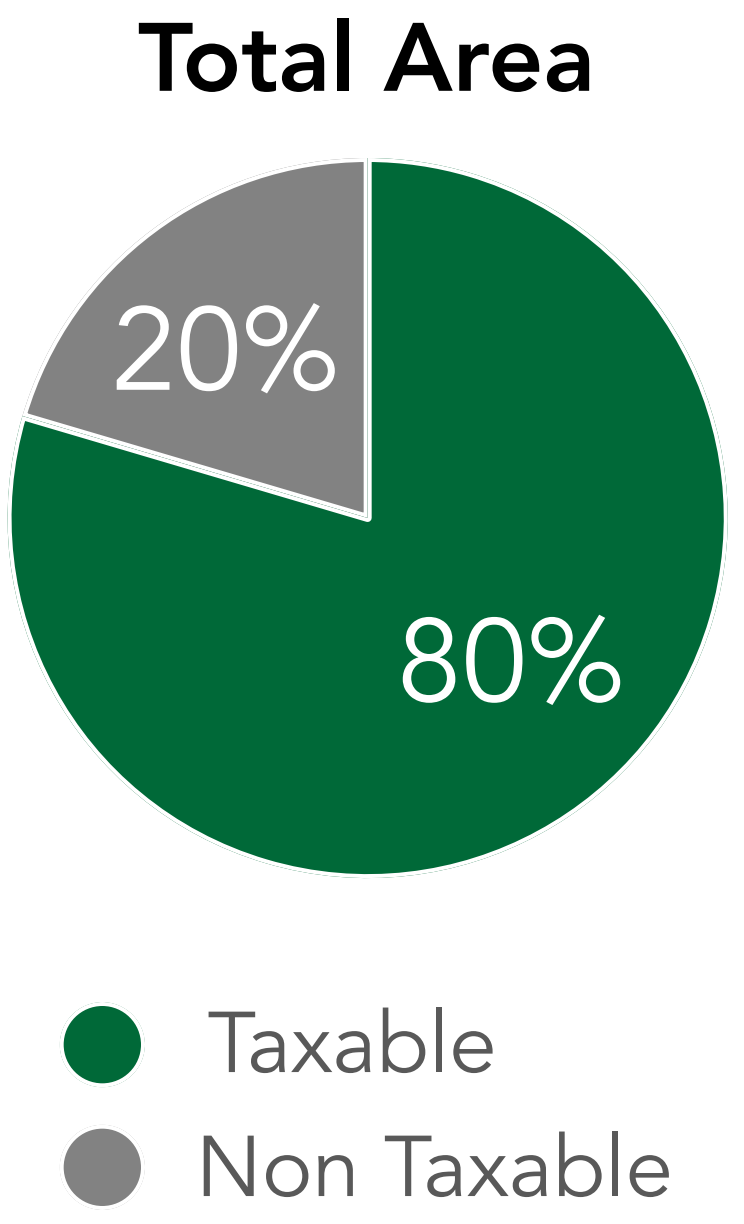
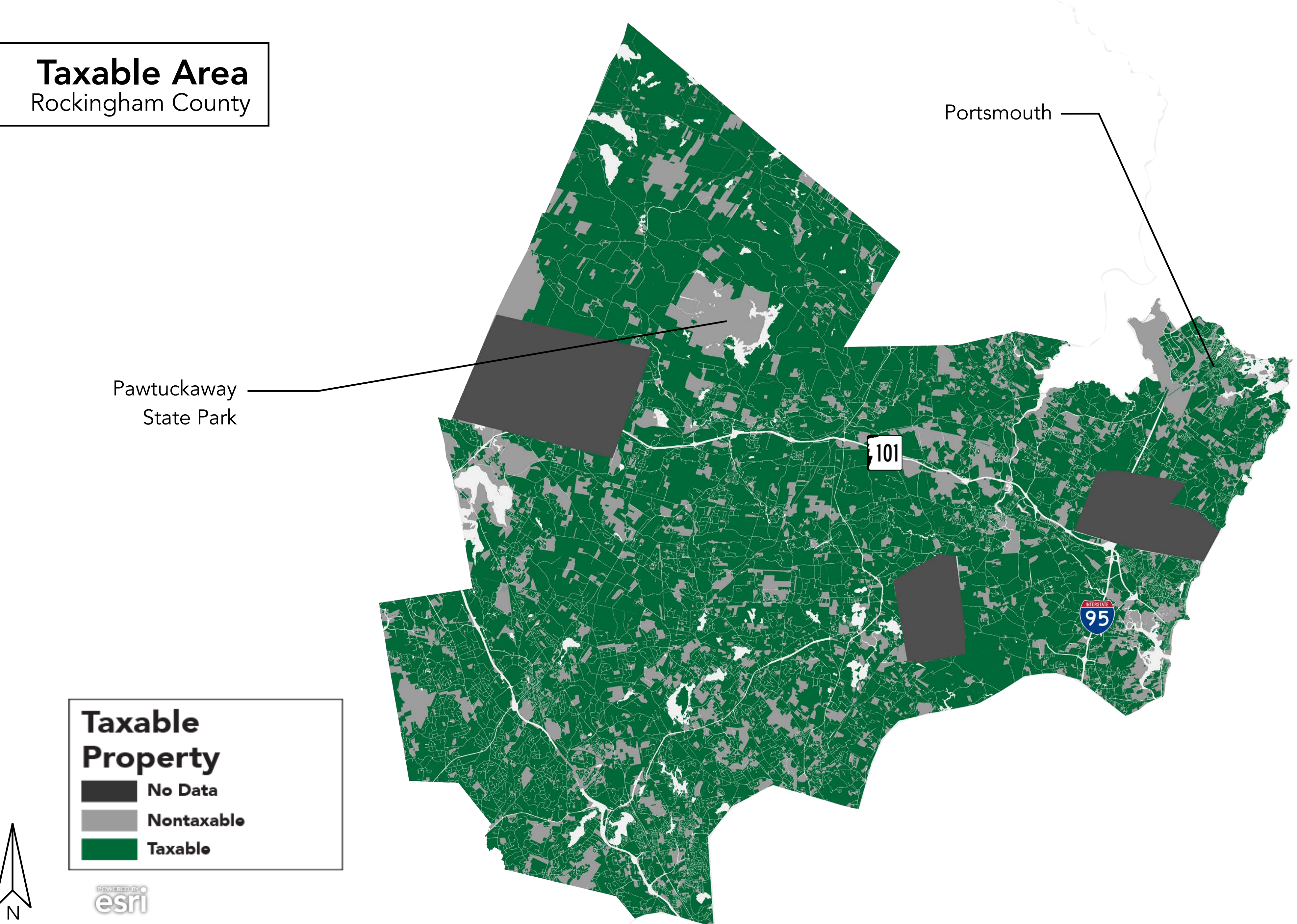


Taxable Value per Acre (\$)	
0	
< 50,000	
50,001 - 100,000	
100,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 1,500,000	
1,500,001 - 2,000,000	
2,000,001 - 3,000,000	
3,000,001 - 8,000,000	
8,000,001 - 12,000,000	
12,000,001 - 18,000,000	
18,000,001 - 28,000,000	
> 28,000,001	
Missing Data	



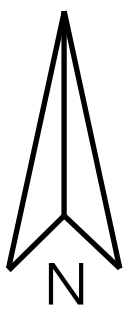
# Taxable Area

Rockingham County

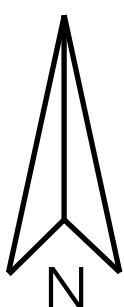
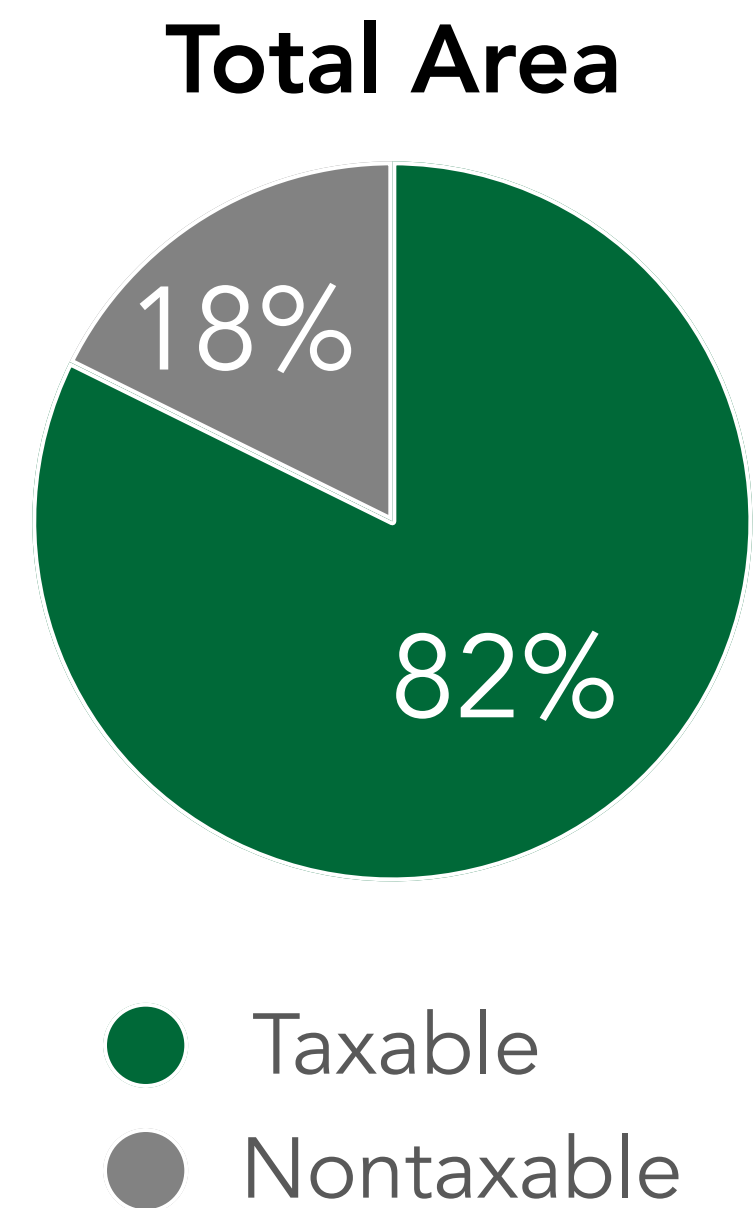


### Taxable Property

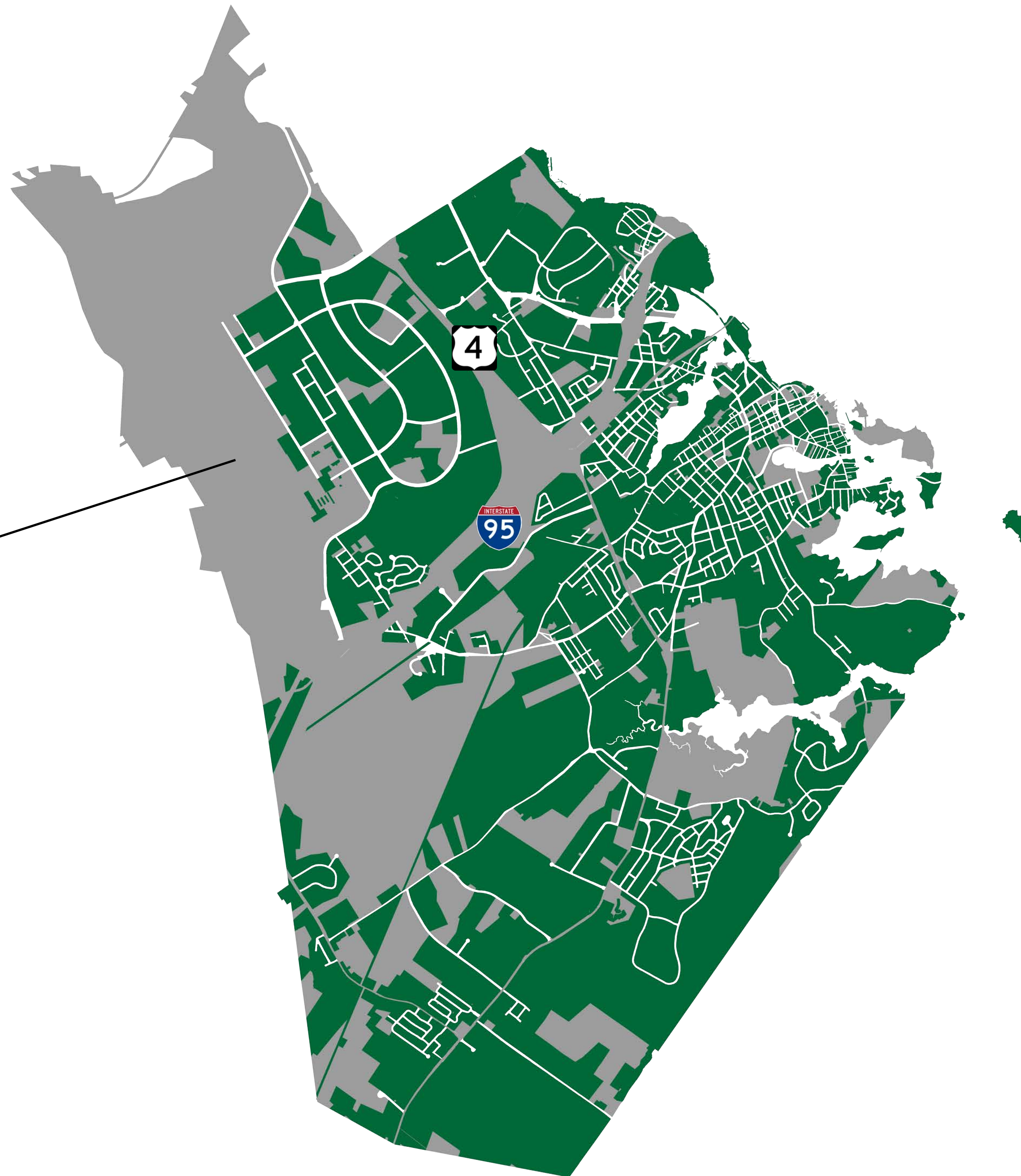
	No Data
	Nontaxable
	Taxable



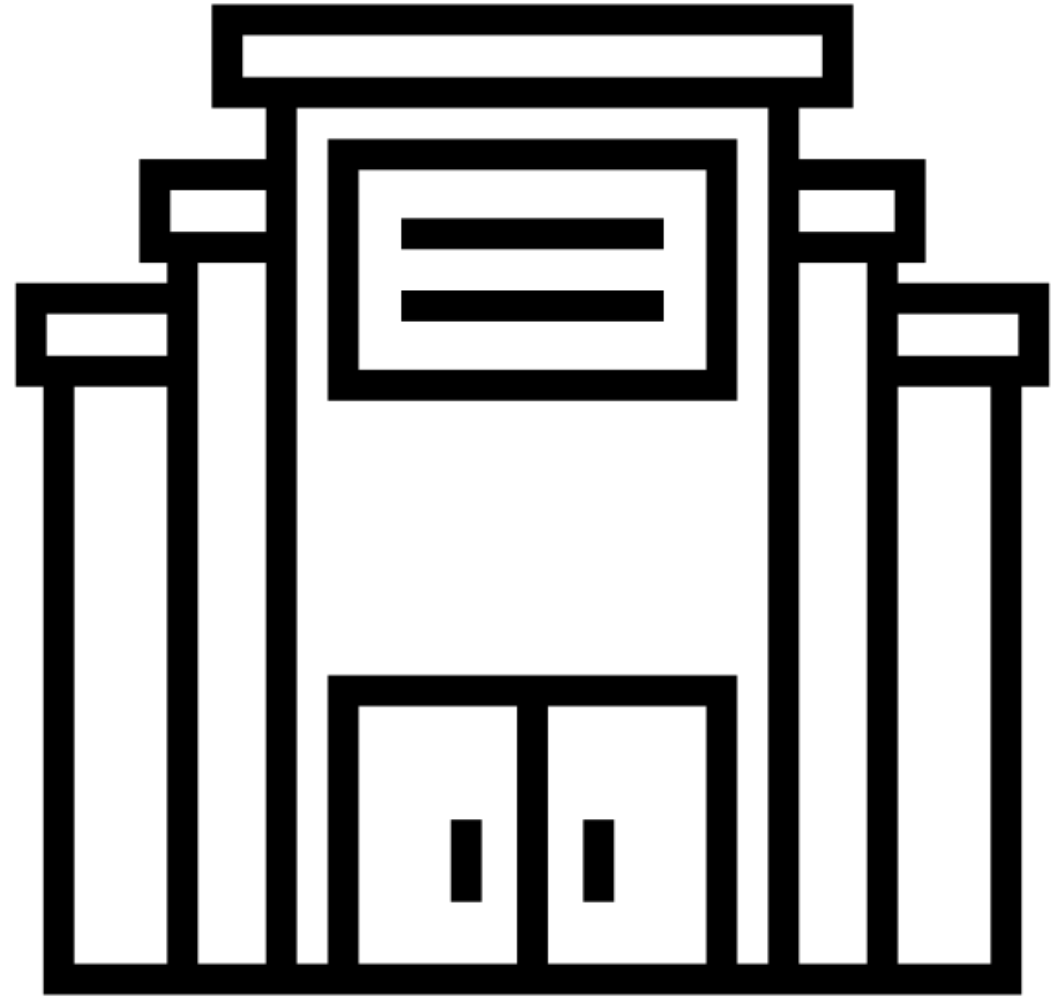




Portsmouth  
International  
Airport at Pease



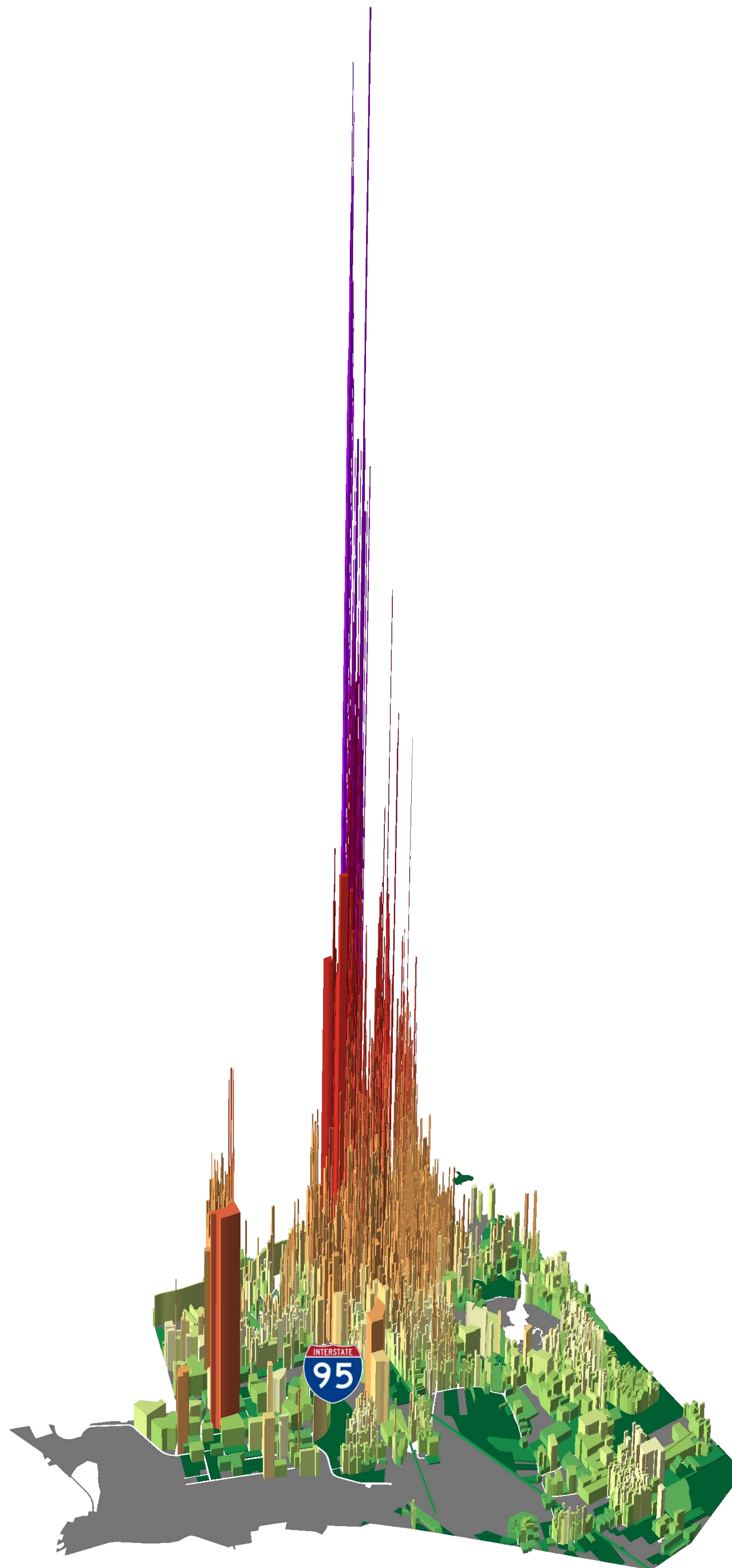
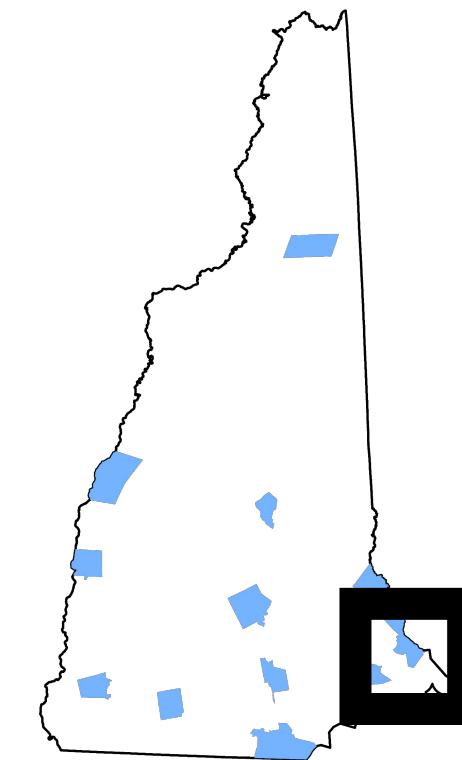




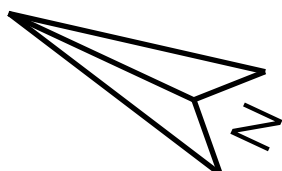
# Land Use Types

Local samples of buildings and development types

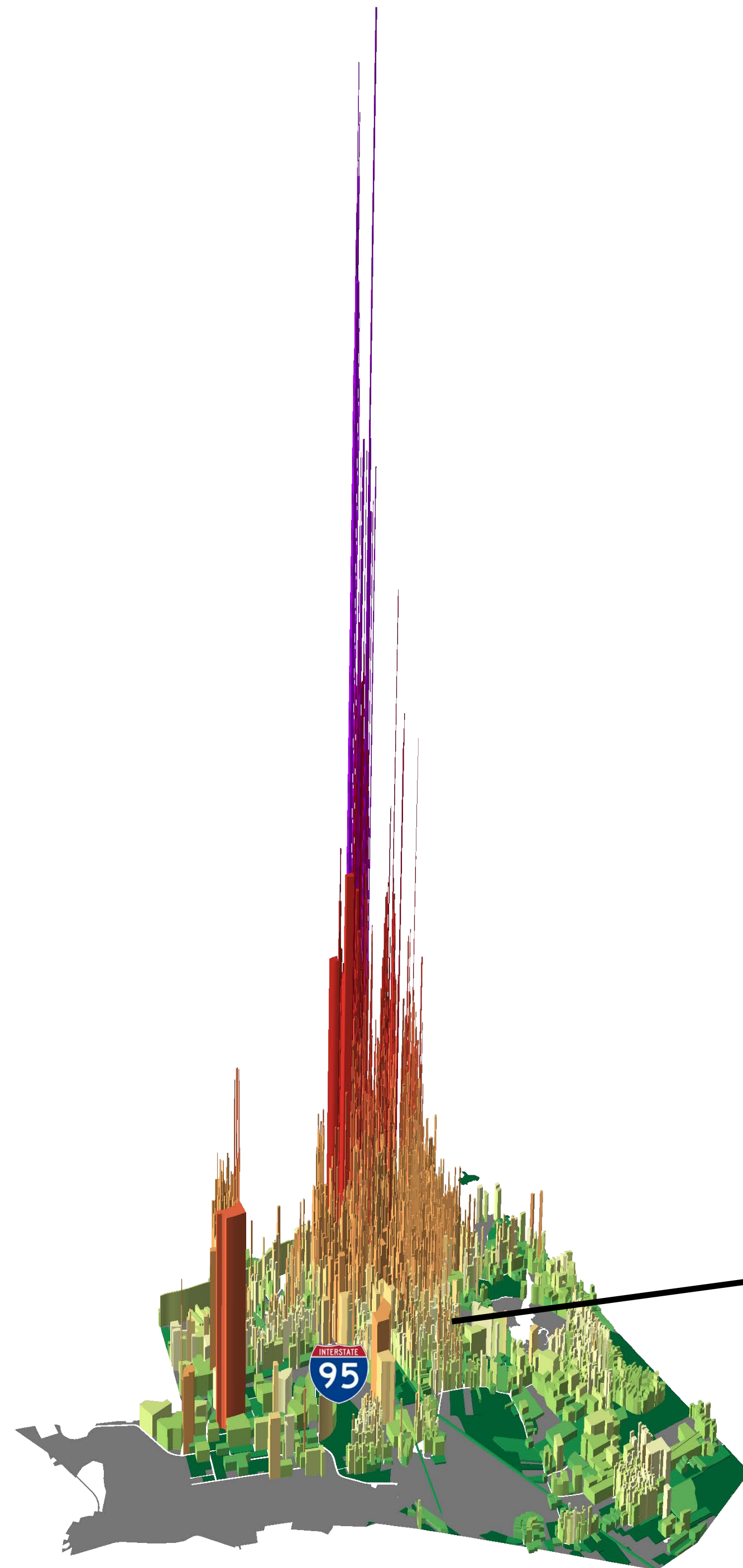
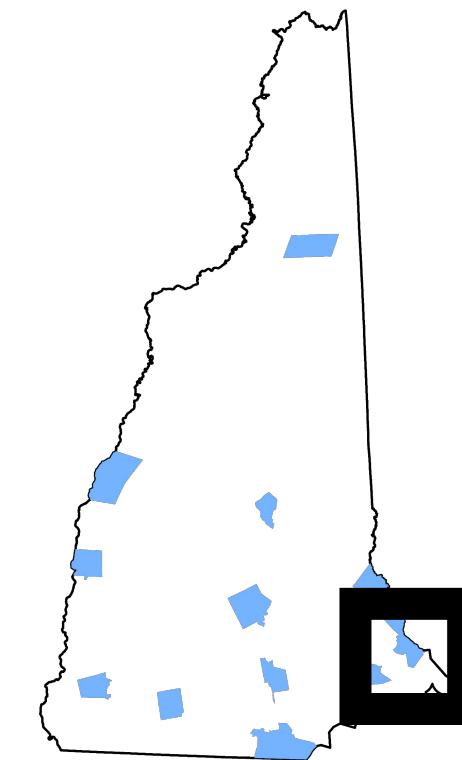




Avg. VPA: \$557,179

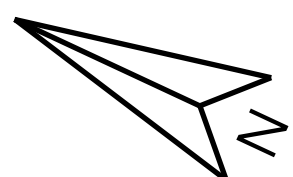




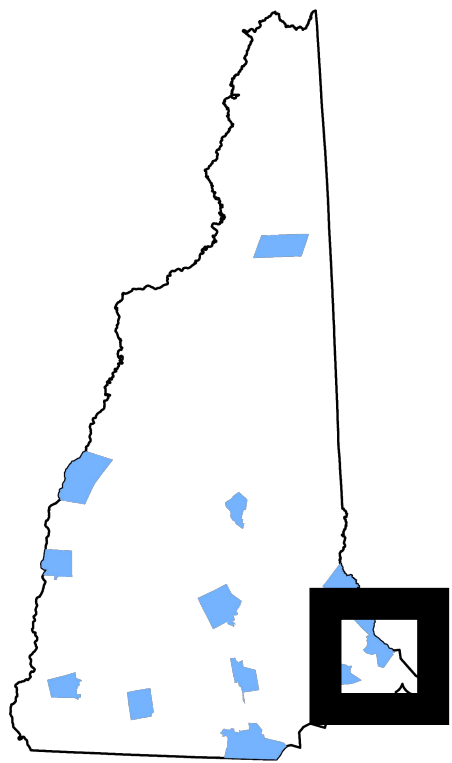


Single-family  
Avg. VPA: \$2.1 M

Avg. VPA: \$557,179



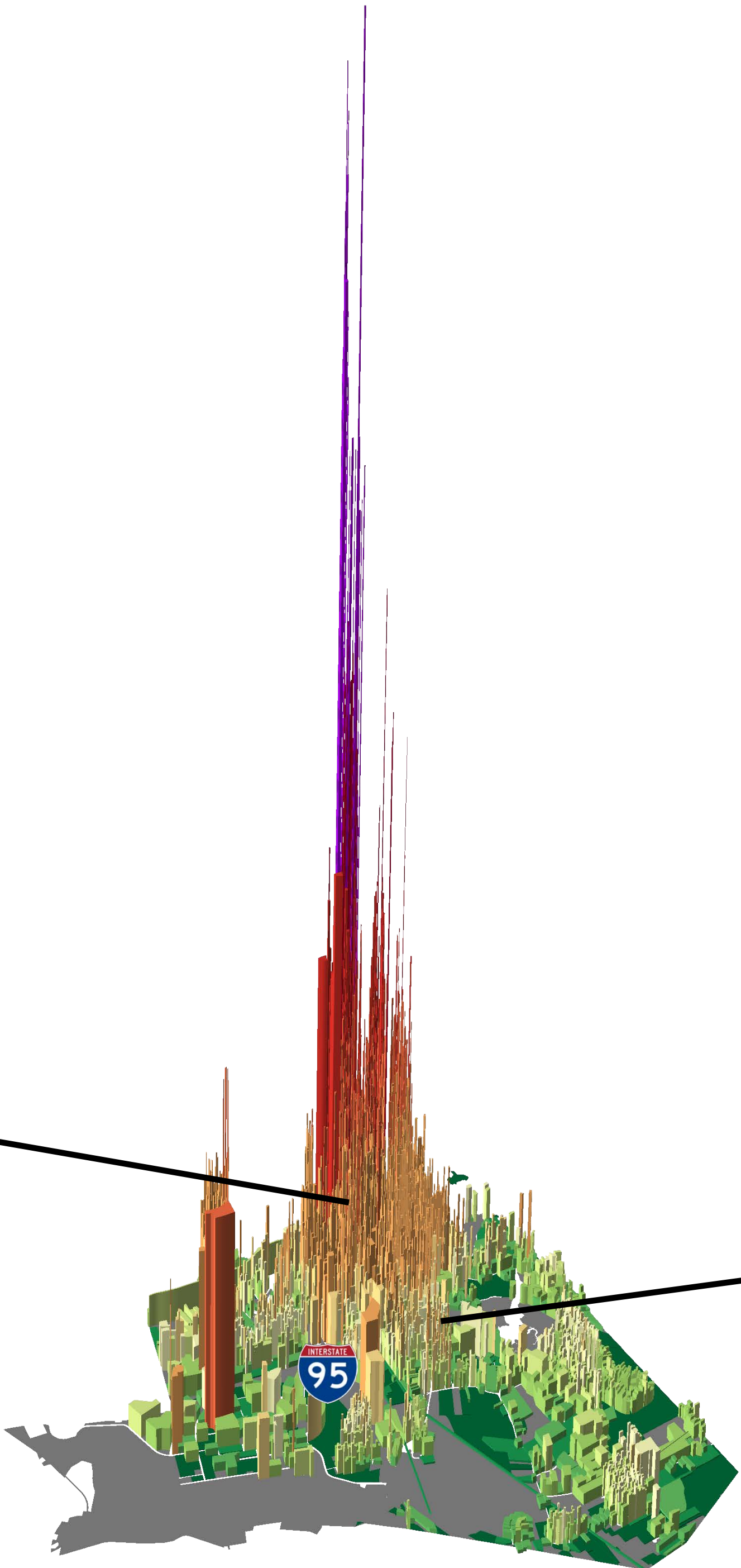




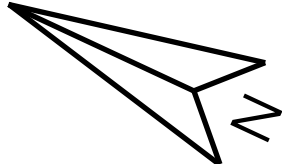
Multi-family  
Avg. VPA: \$5.7 M



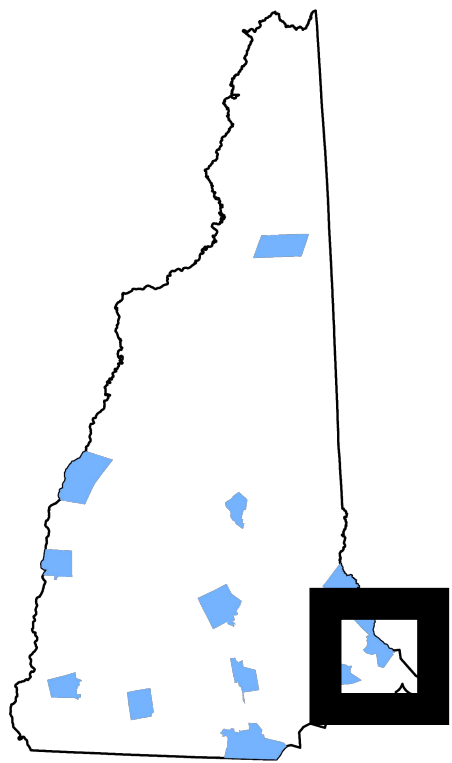
Single-family  
Avg. VPA: \$2.1 M



Avg. VPA: \$557,179







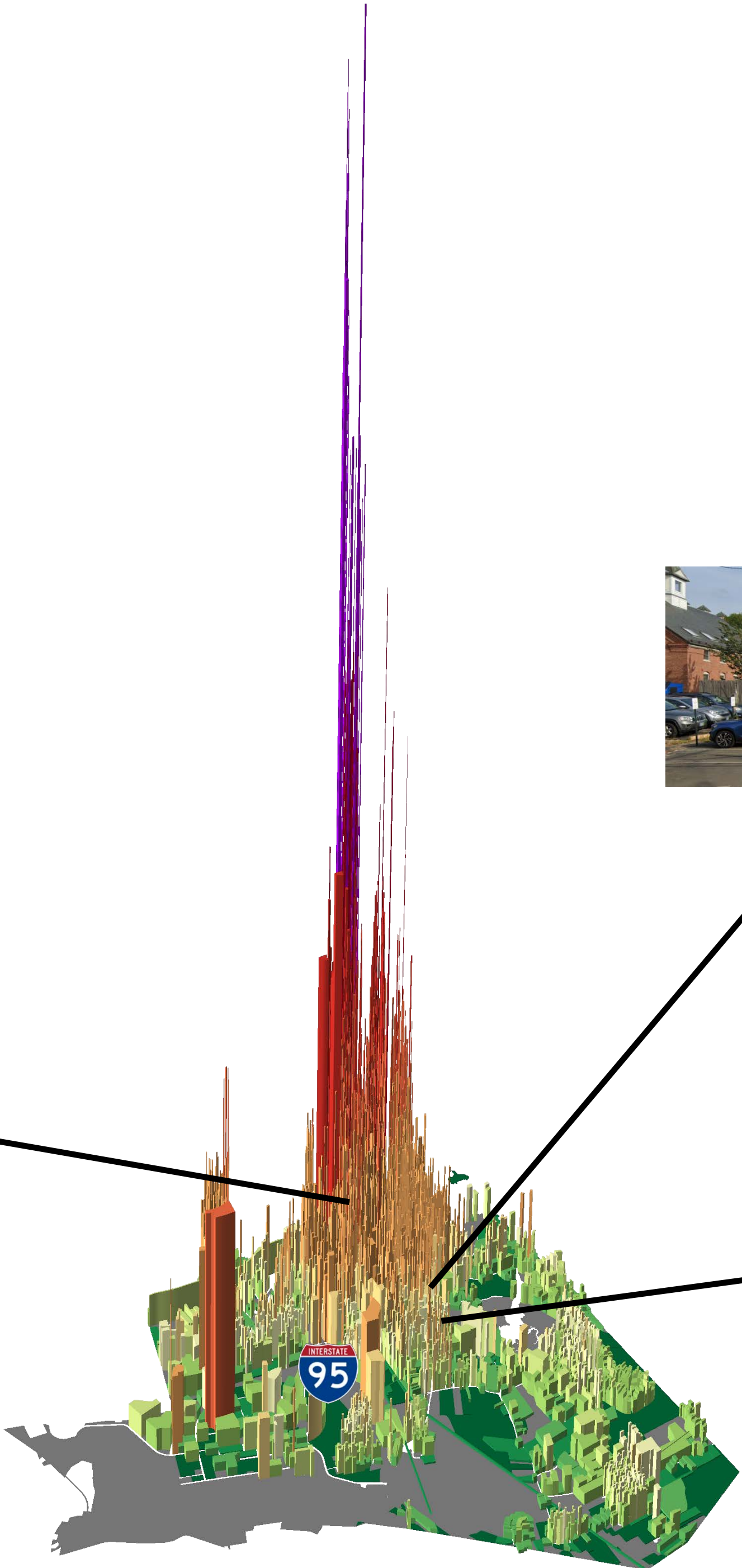
Multi-family  
Avg. VPA: \$5.7 M



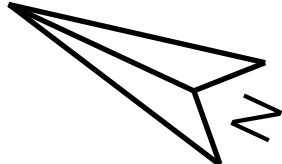
Commercial  
VPA: \$2.4 M



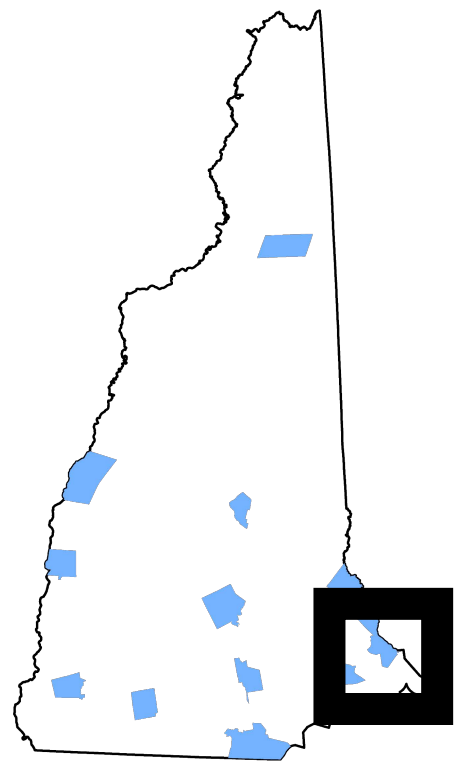
Single-family  
Avg. VPA: \$2.1 M



Avg. VPA: \$557,179







Mixed-use  
VPA: \$29.3 M



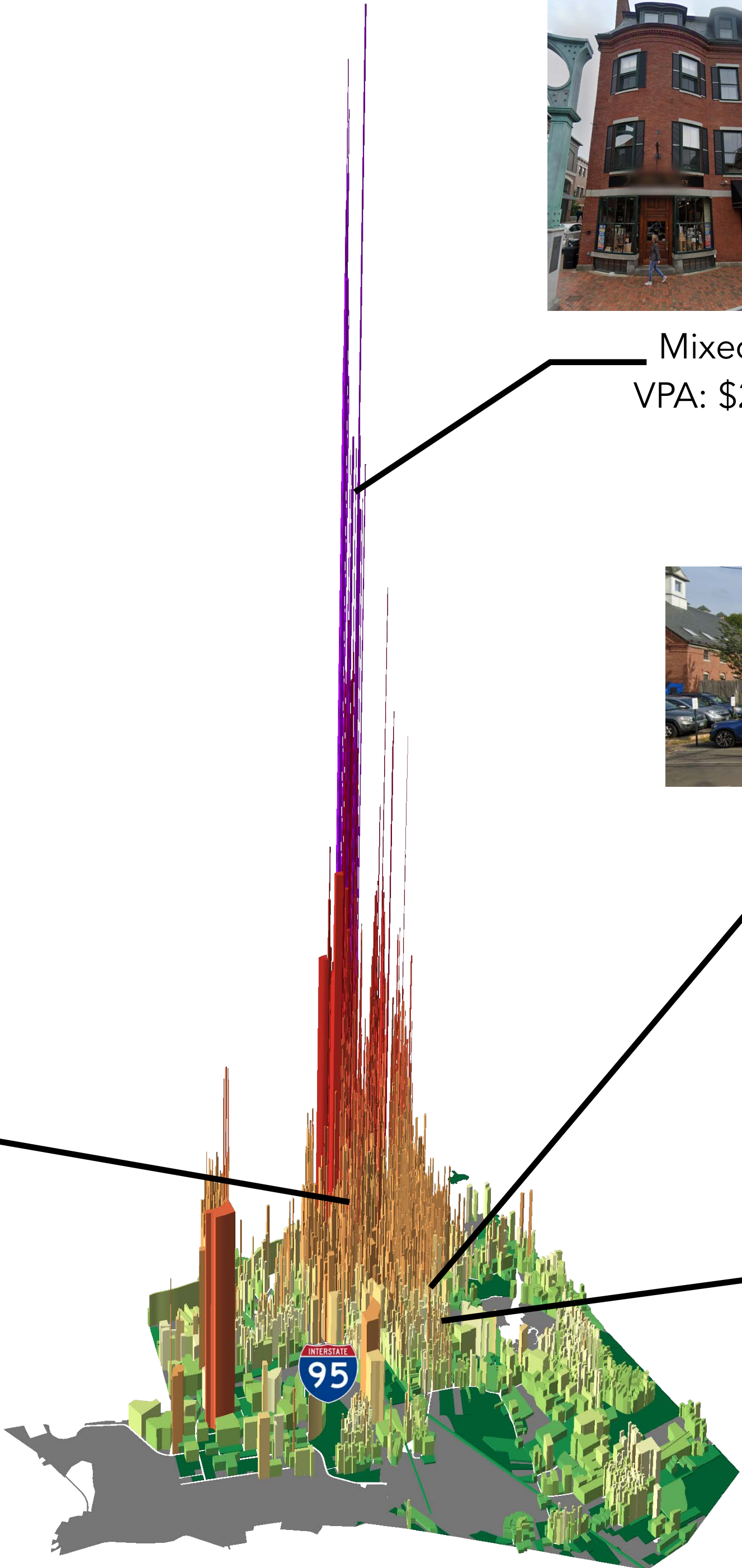
Commercial  
VPA: \$2.4 M



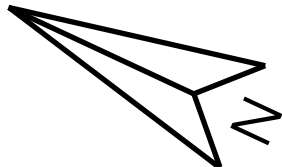
Multi-family  
Avg. VPA: \$5.7 M



Single-family  
Avg. VPA: \$2.1 M



Avg. VPA: \$557,179





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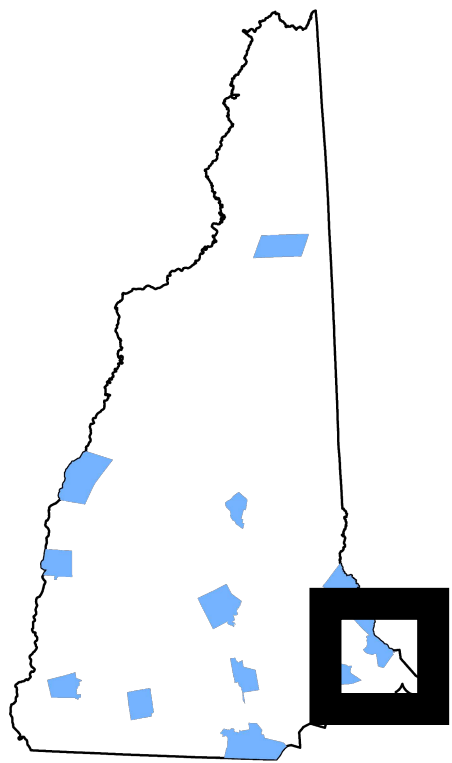
Portsmouth Examples  
Land Use Productivity



Peak VPA  
VPA: \$51.1 M



Mixed-use  
VPA: \$29.3 M



Commercial  
VPA: \$2.4 M



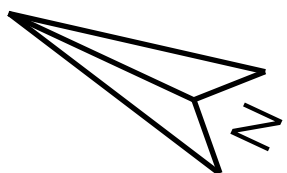
Multi-family  
Avg. VPA: \$5.7 M



Single-family  
Avg. VPA: \$2.1 M



Avg. VPA: \$557,179

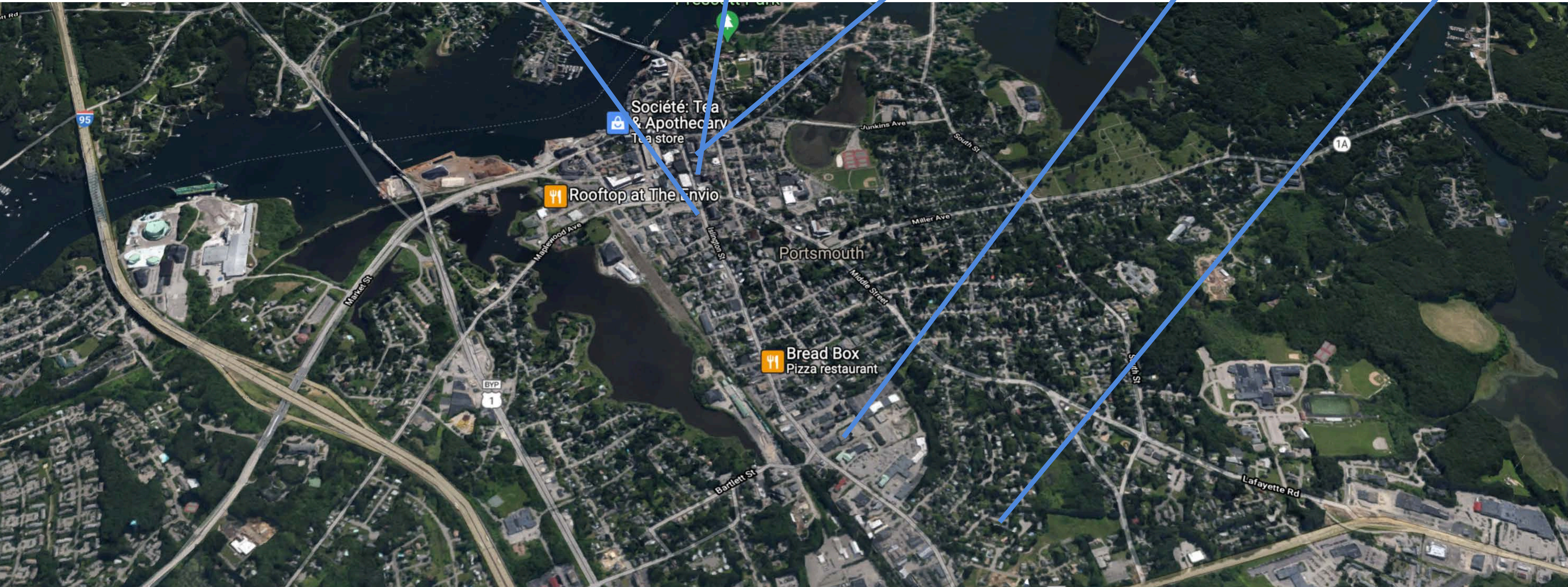
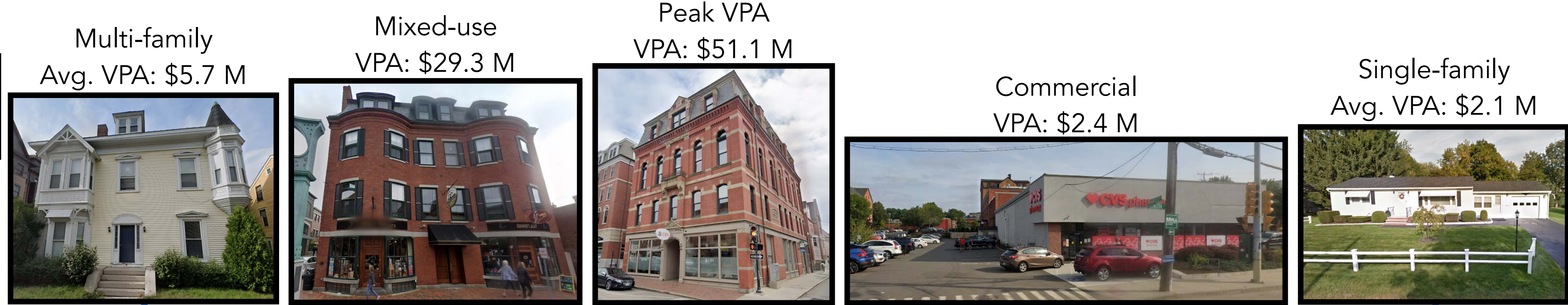
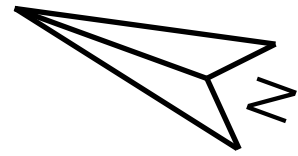




URBAN3

# Portsmouth Examples

Land Use Productivity



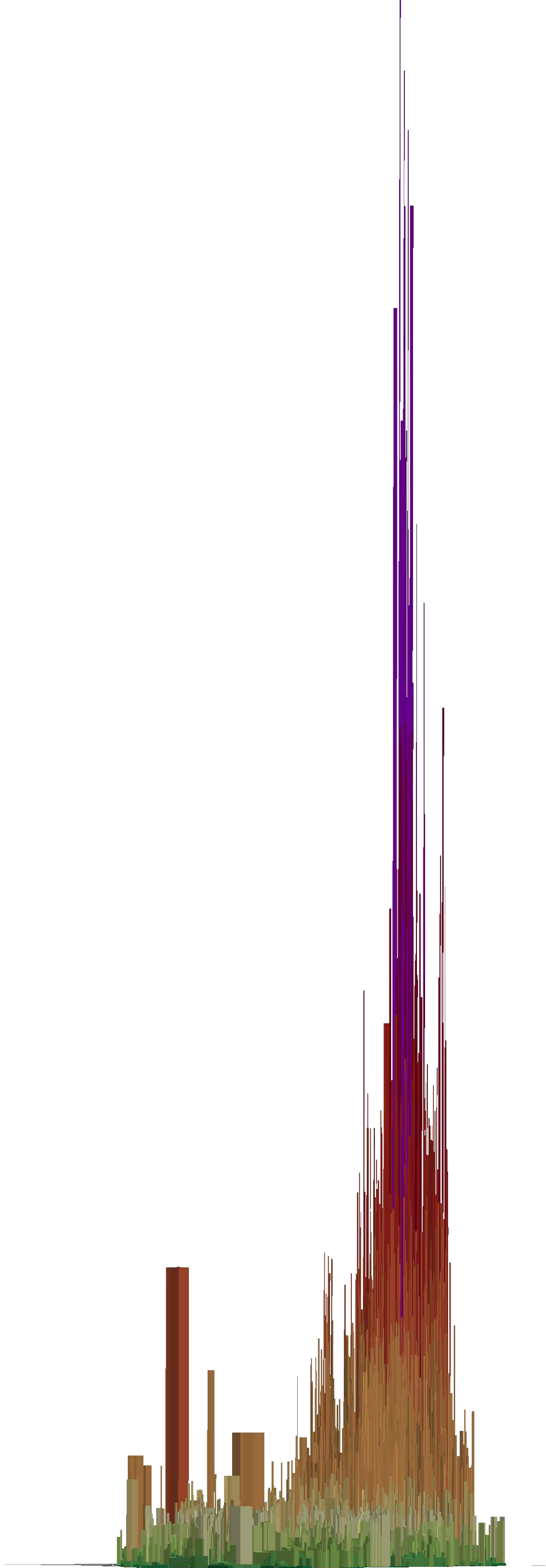
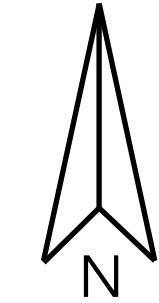
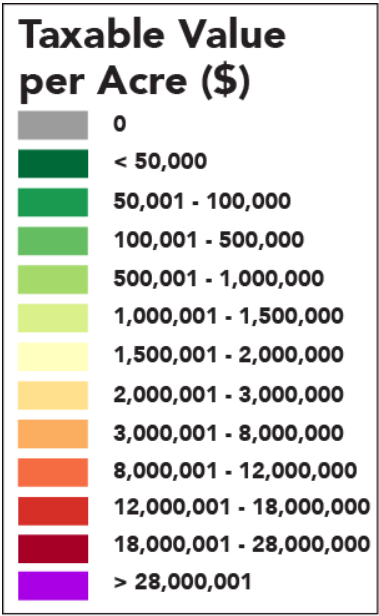




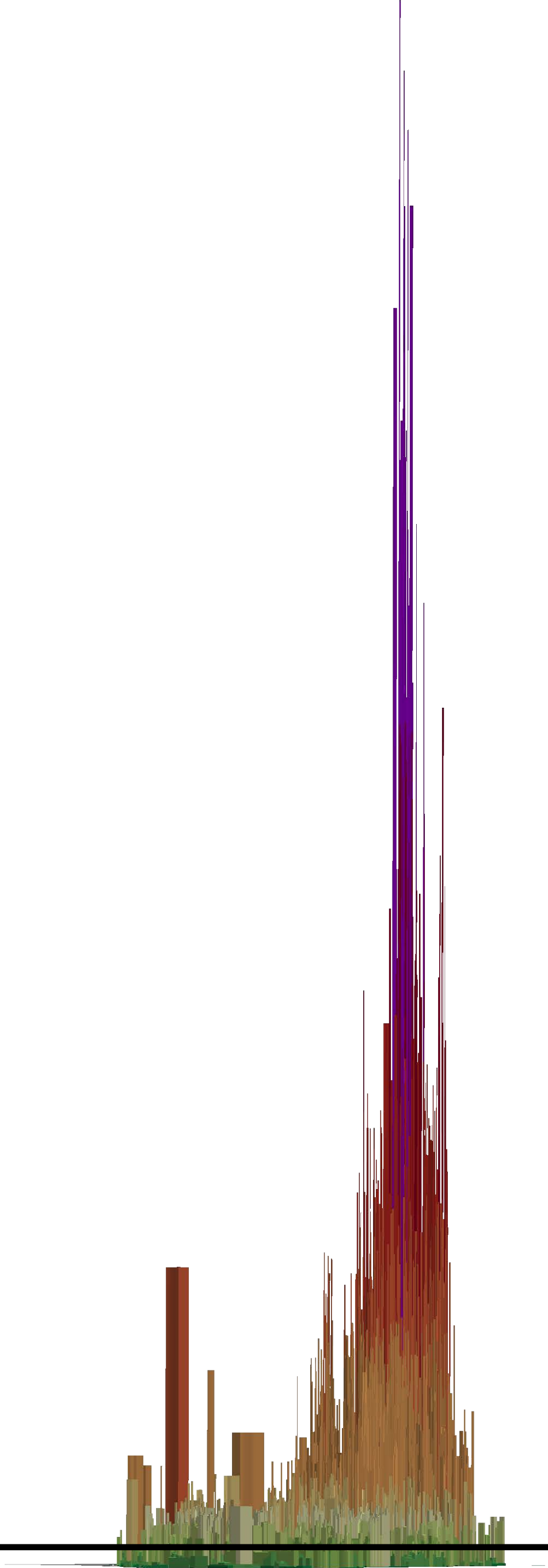
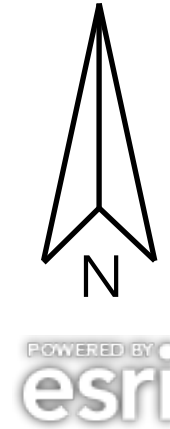
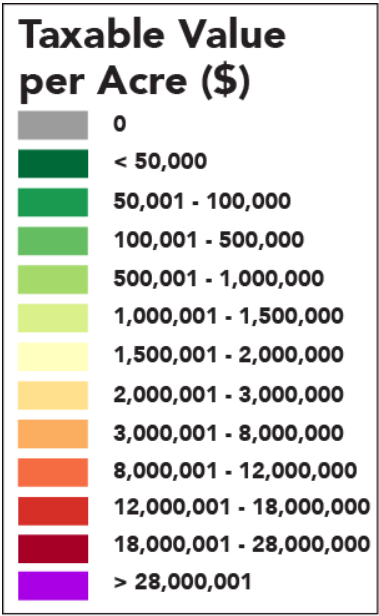
# Productivity

Geospatial Analysis



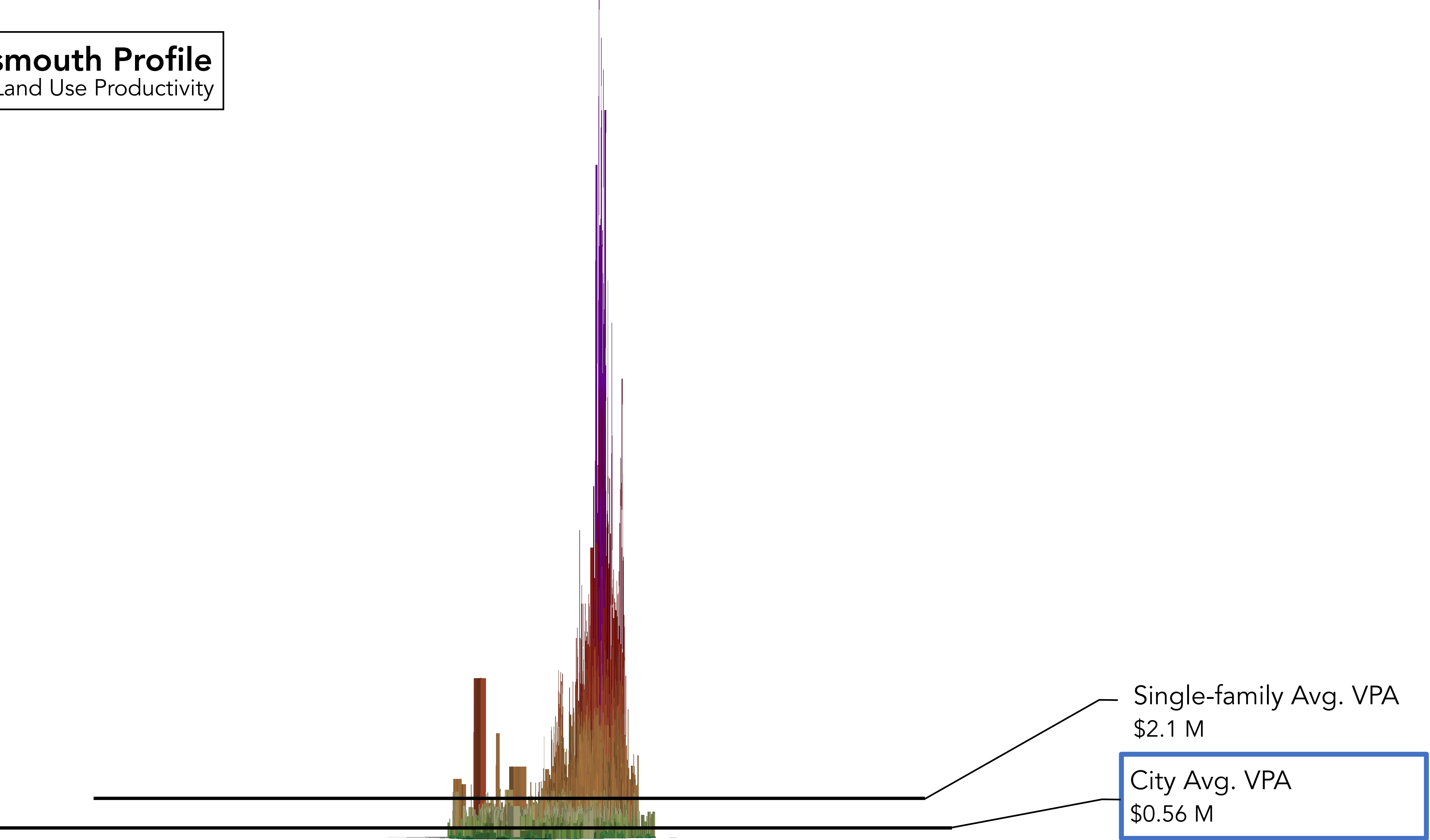
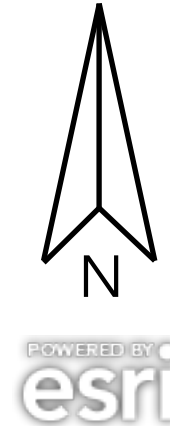
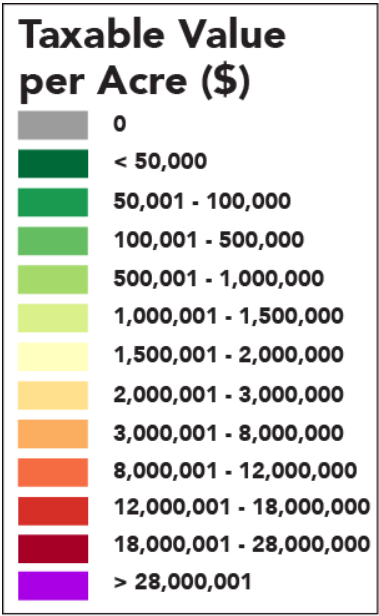




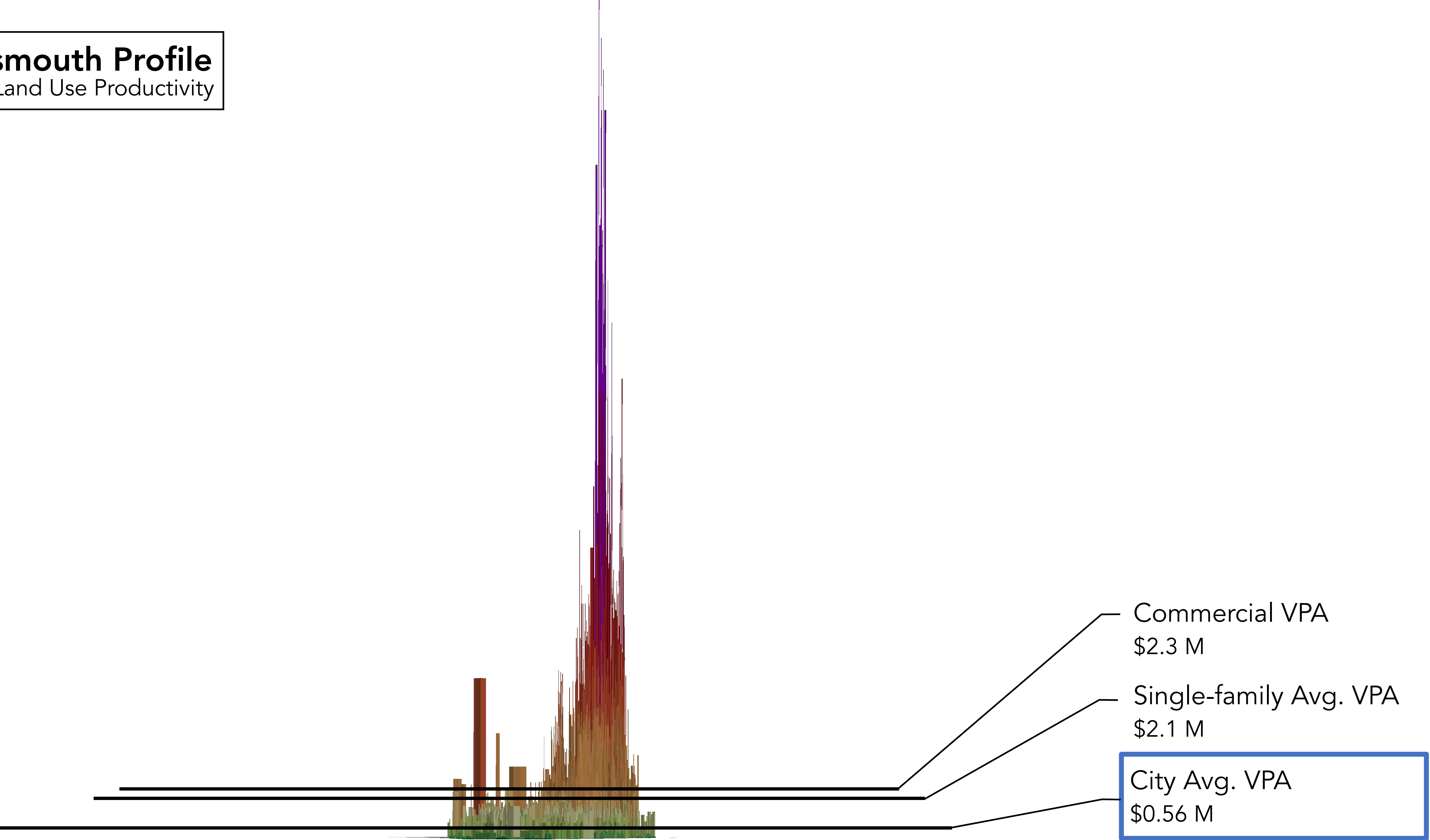
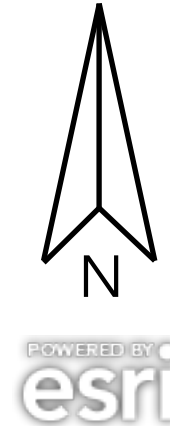
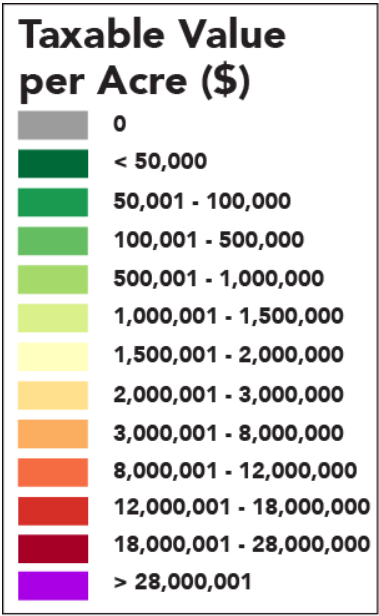


City Avg. VPA  
\$0.56 M

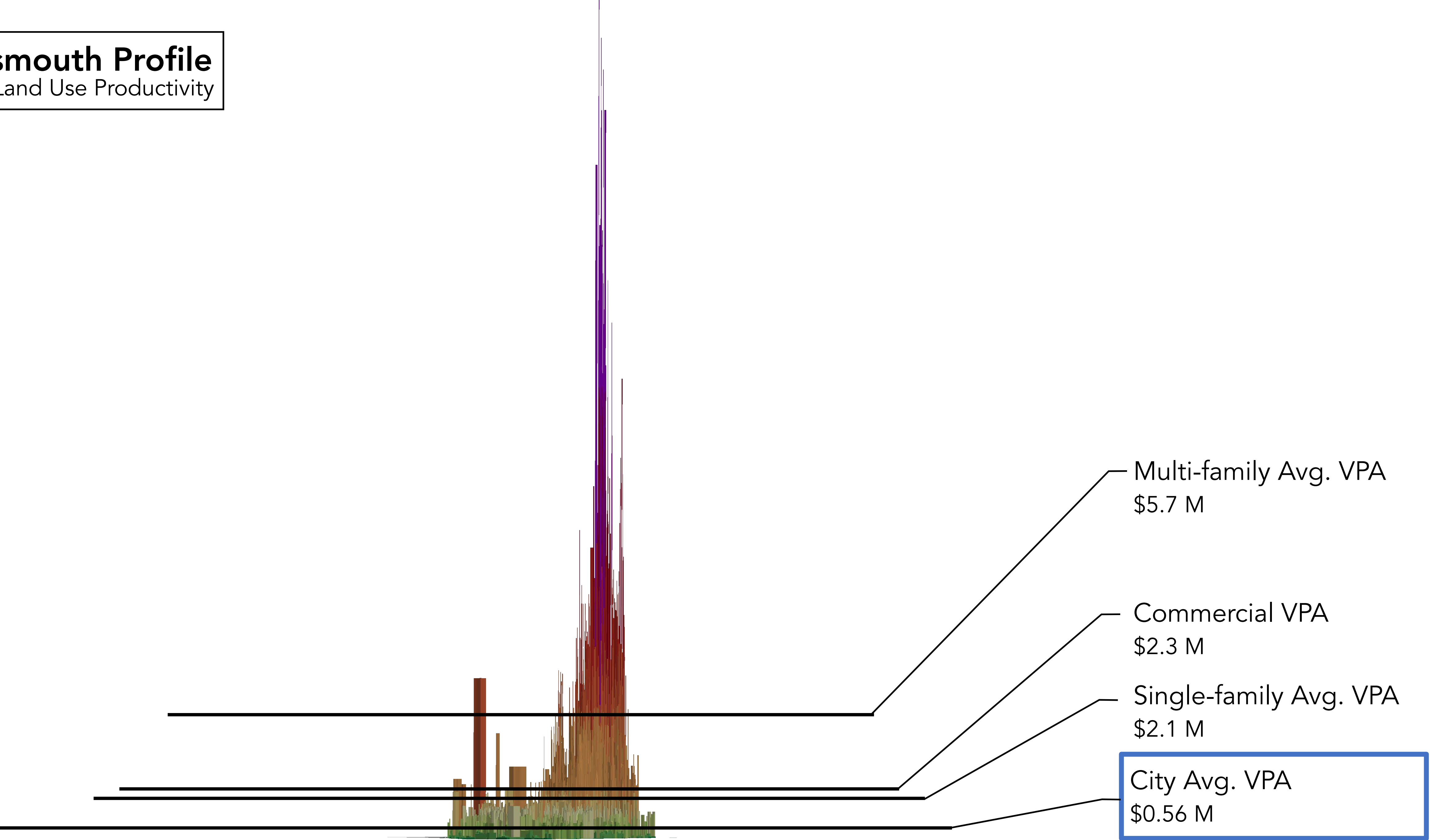
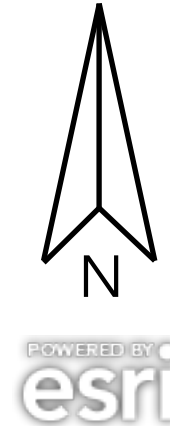
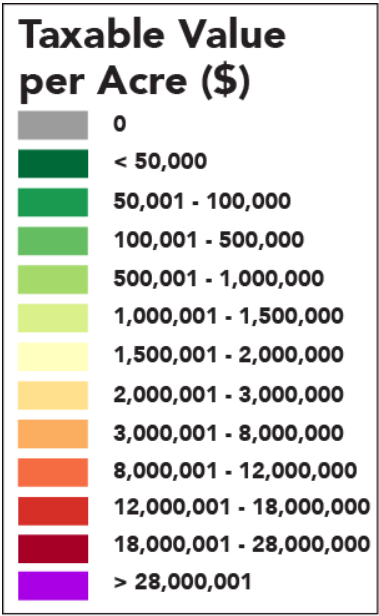




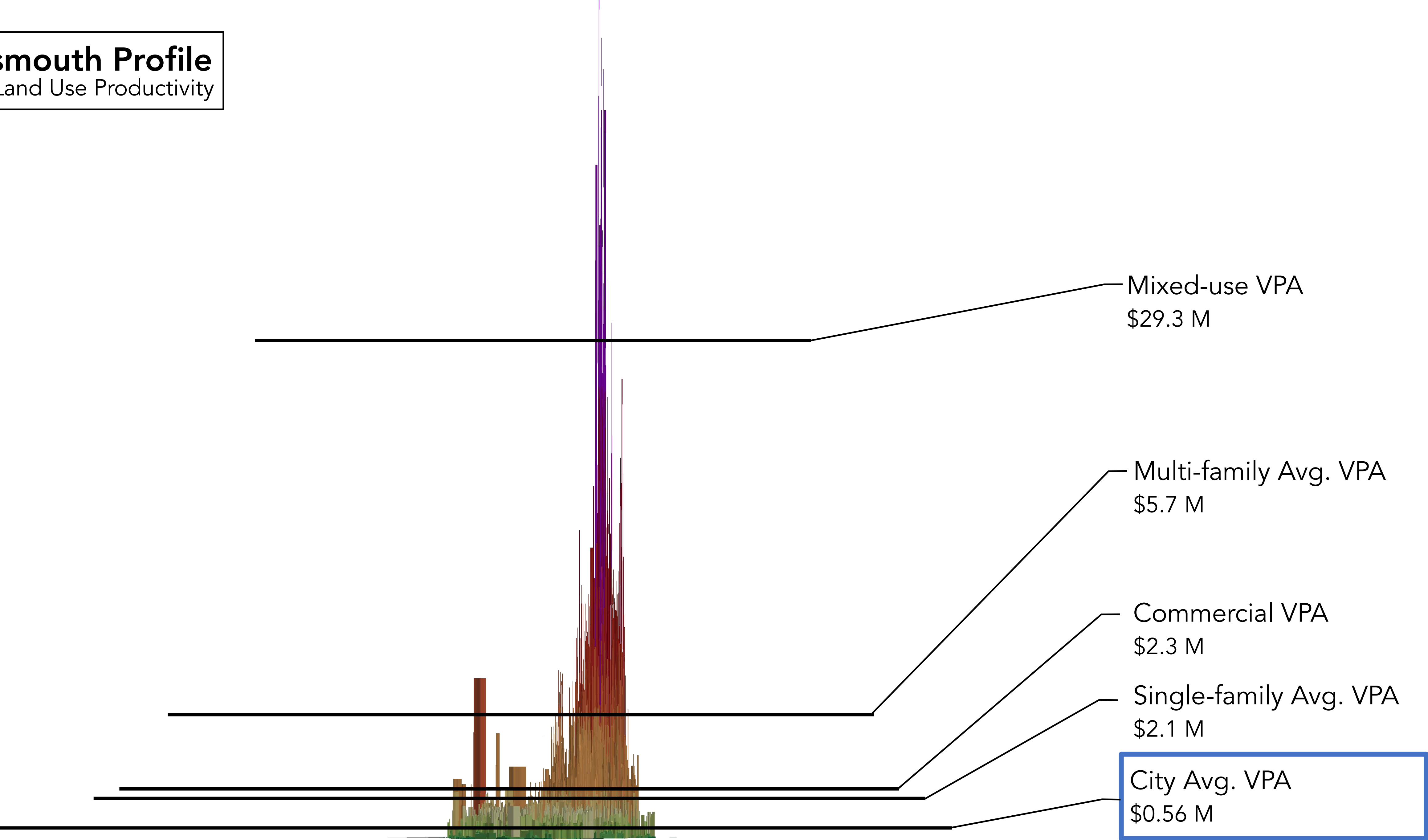
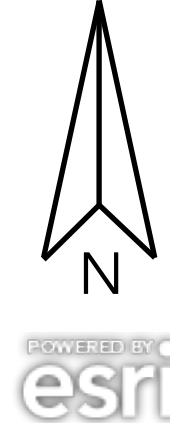
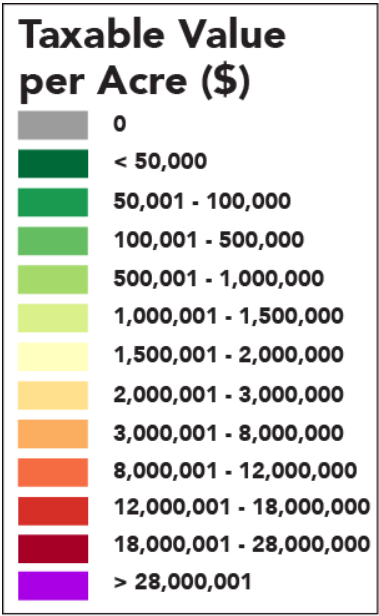




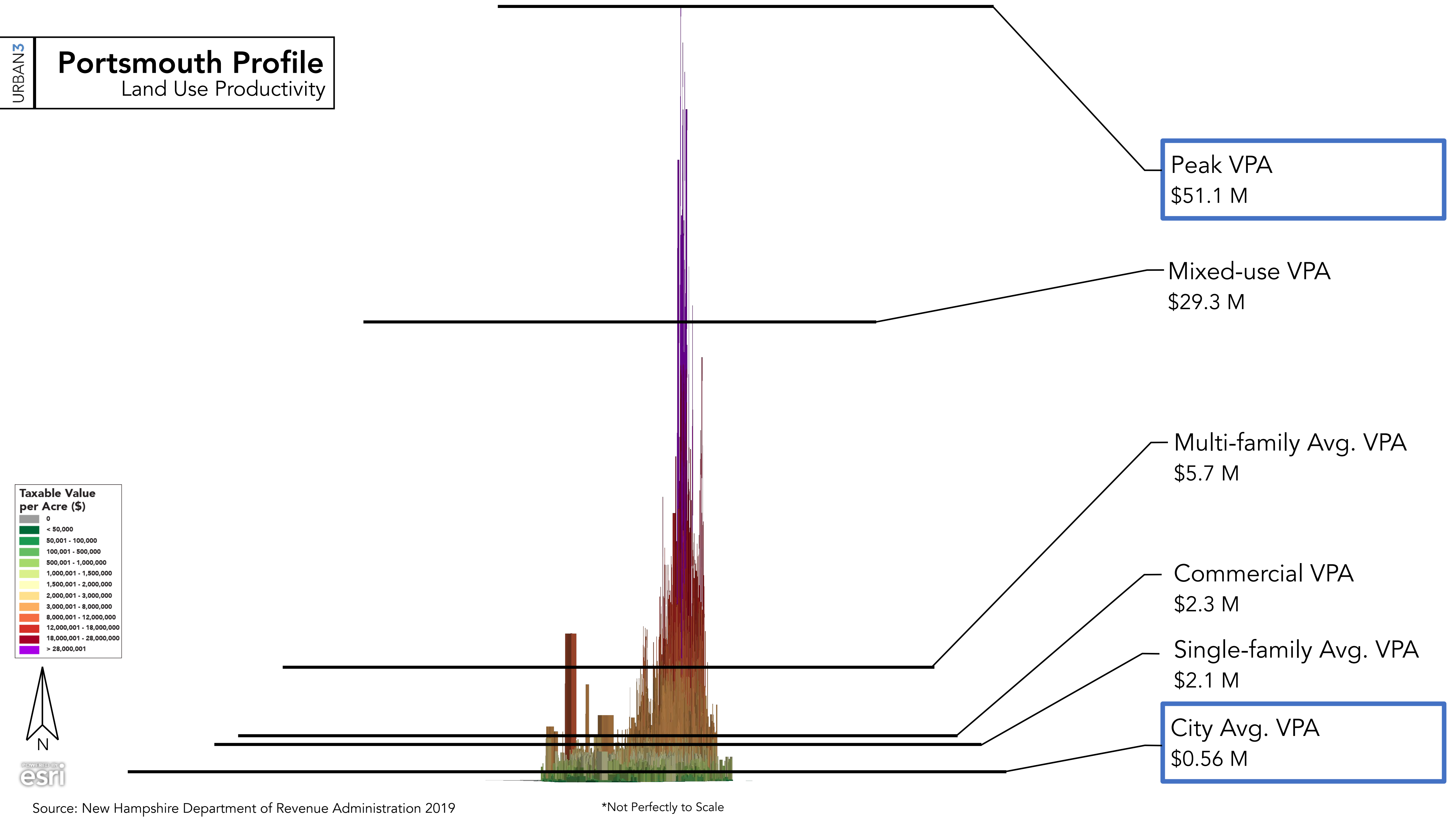




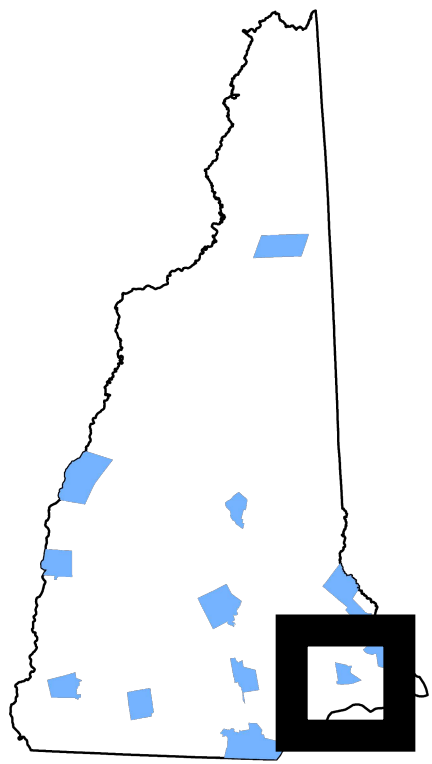












Case Study: Economic MRI®  
2020

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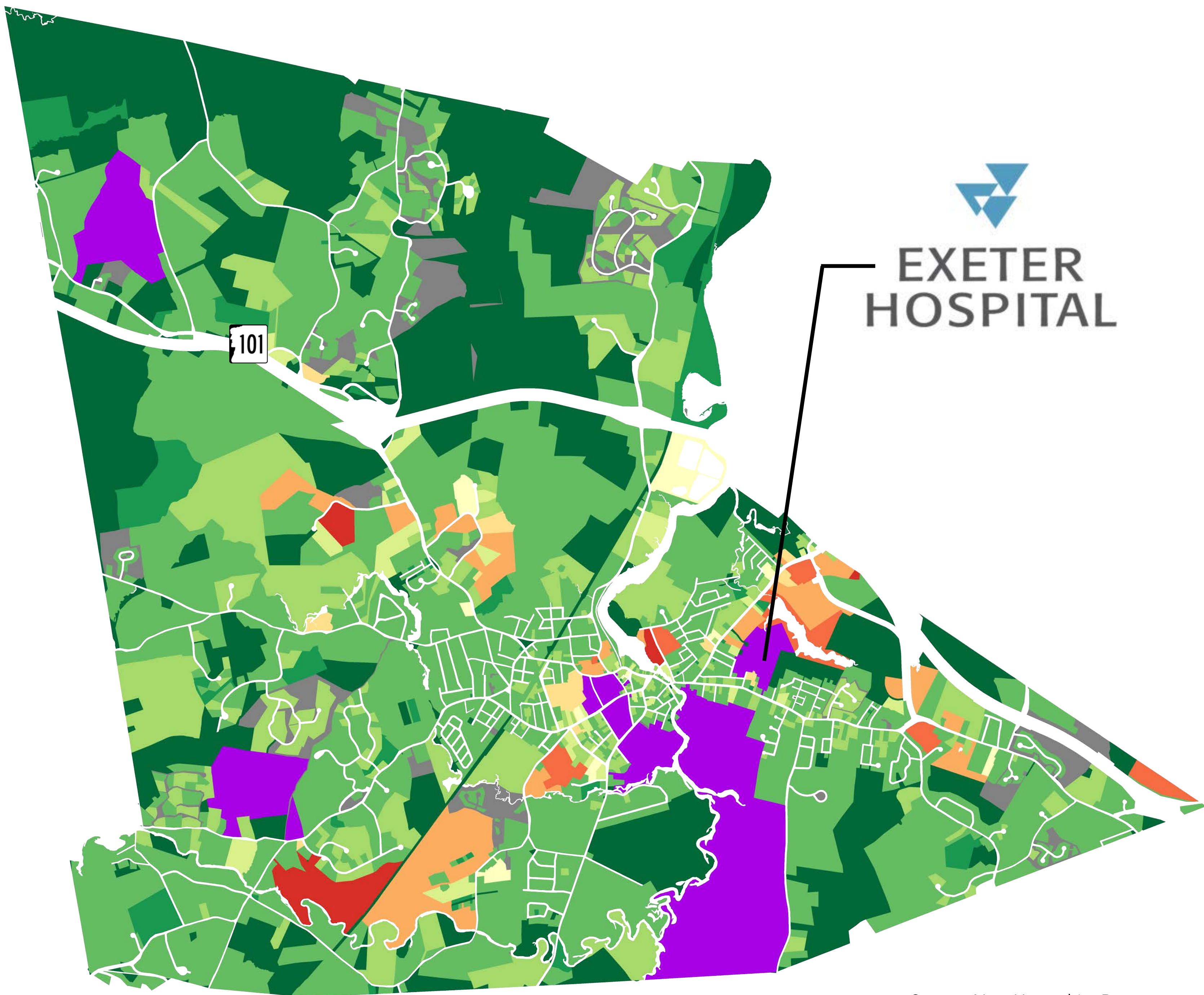
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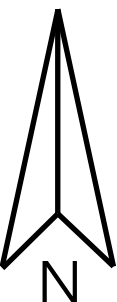
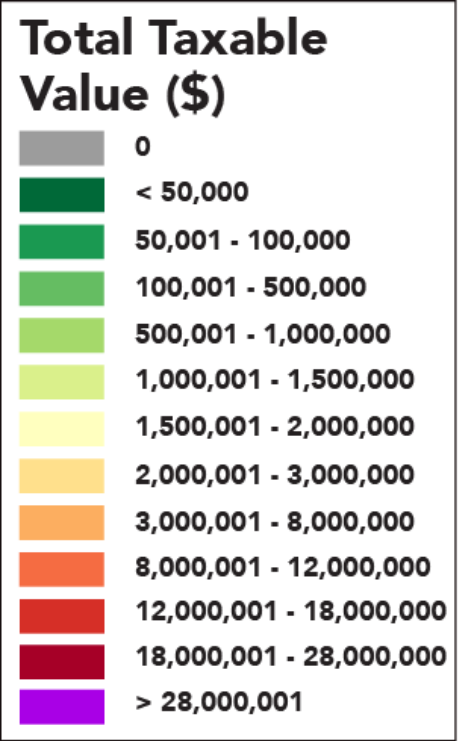
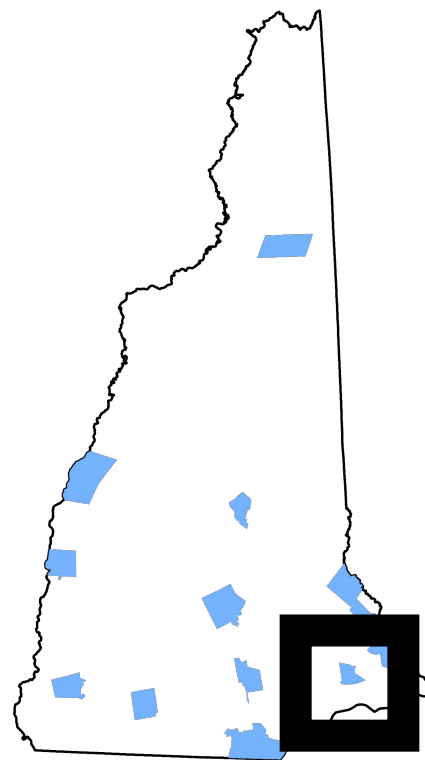


# Total Value

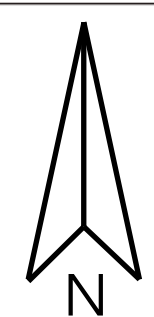
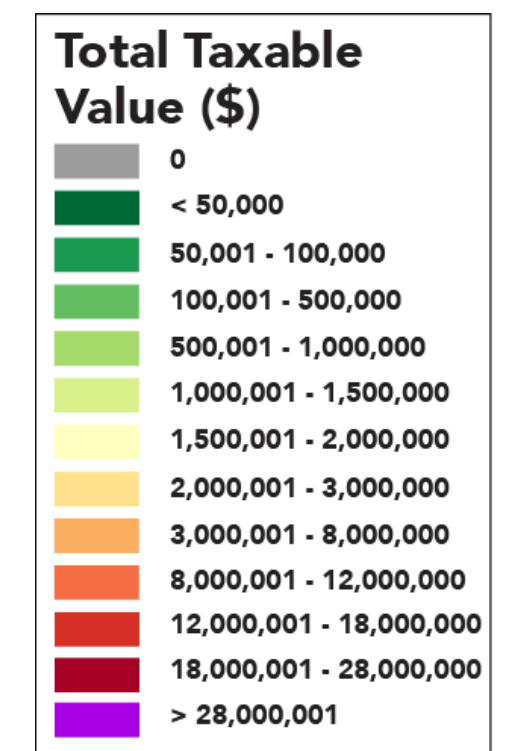
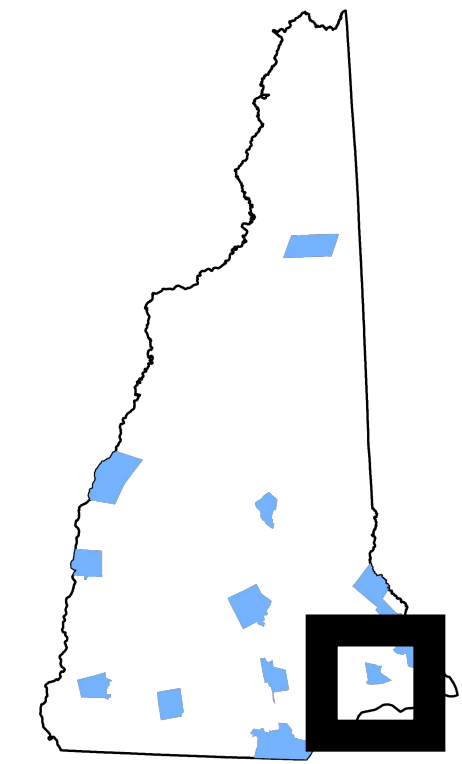
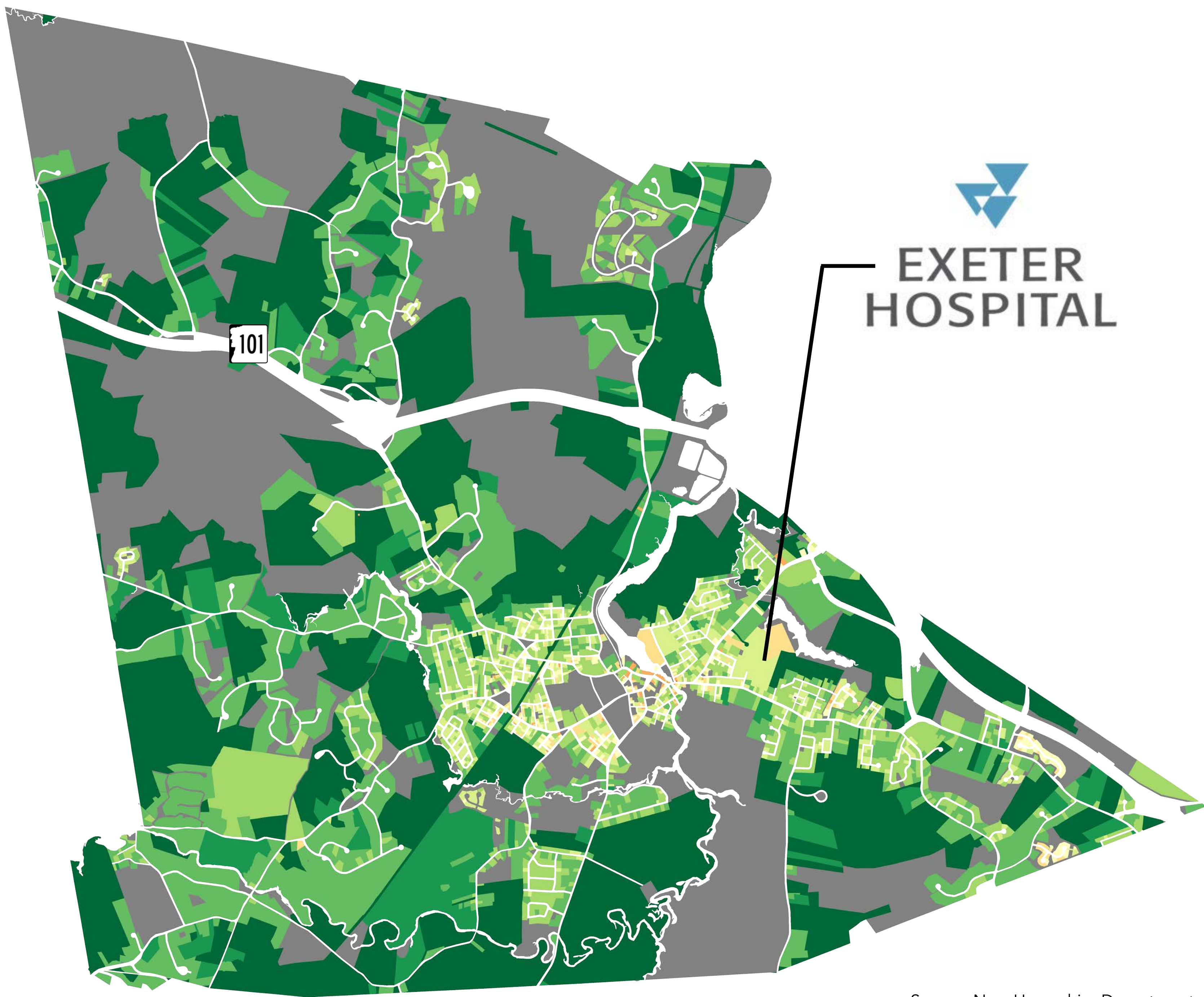
Exeter



  
**EXETER  
HOSPITAL**







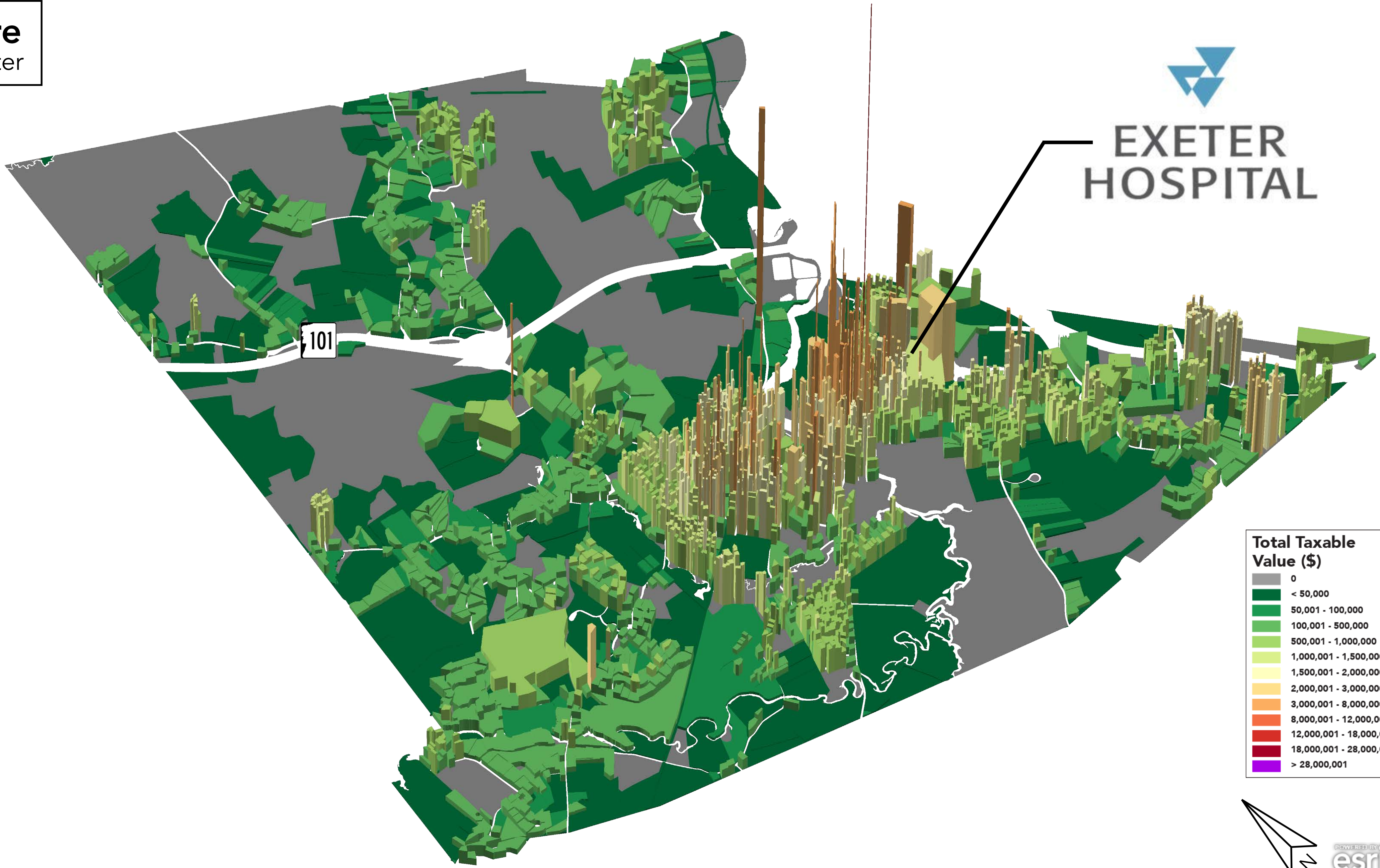


# Value Per Acre

Exeter

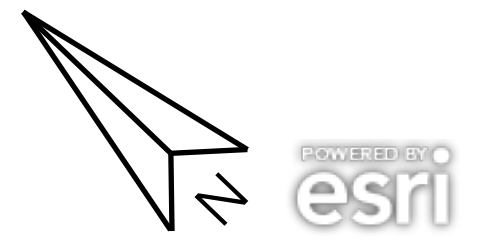


EXETER  
HOSPITAL

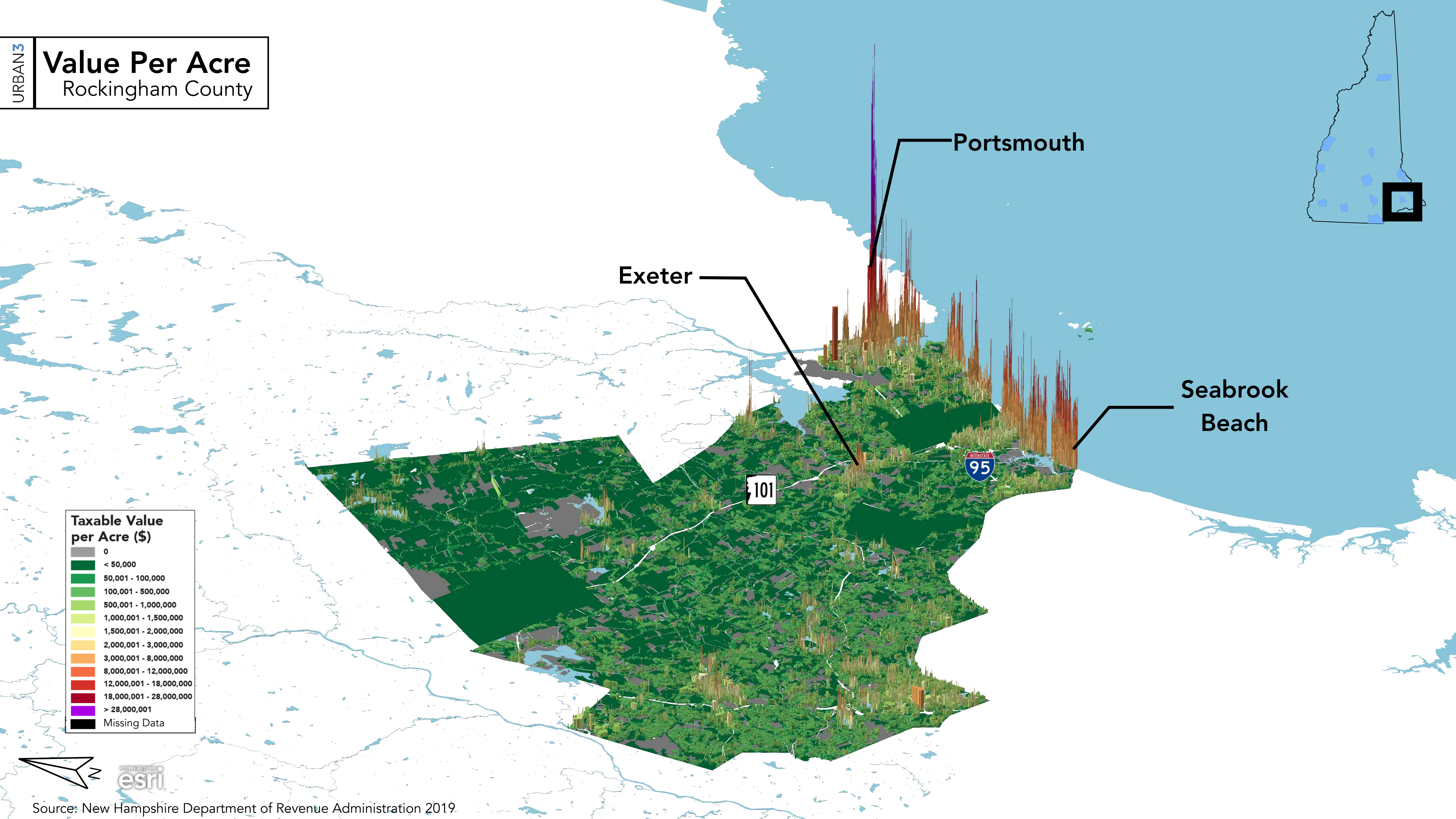


**Total Taxable Value (\$)**

0
< 50,000
50,001 - 100,000
100,001 - 500,000
500,001 - 1,000,000
1,000,001 - 1,500,000
1,500,001 - 2,000,000
2,000,001 - 3,000,000
3,000,001 - 8,000,000
8,000,001 - 12,000,000
12,000,001 - 18,000,000
18,000,001 - 28,000,000
> 28,000,001



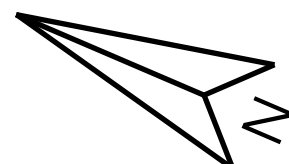
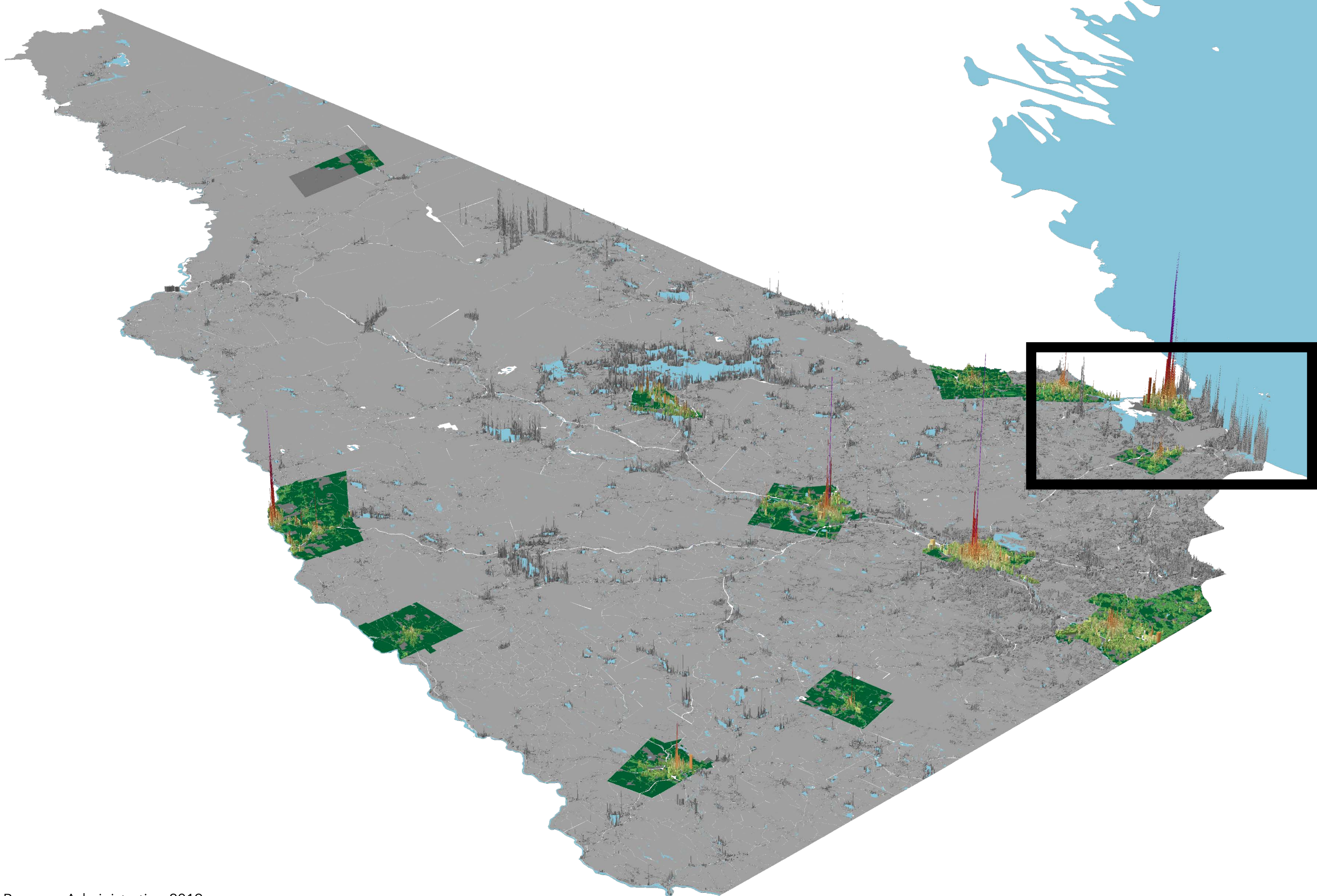






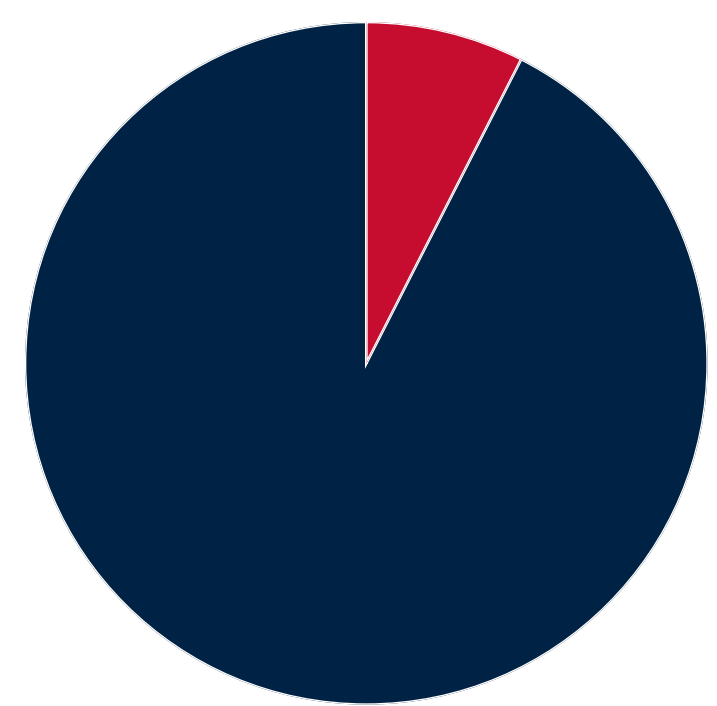
# Value Per Acre

New Hampshire

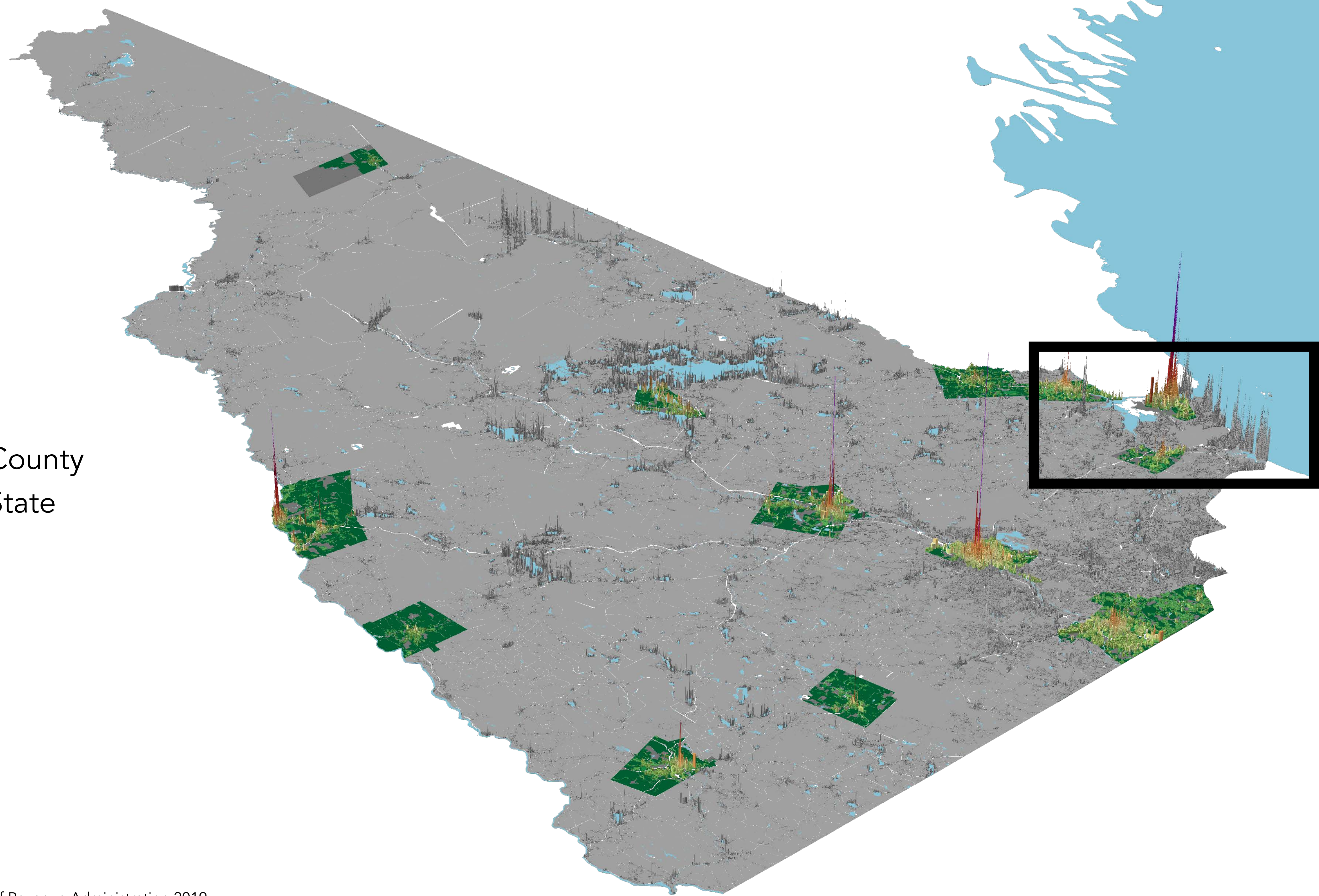




Area



- County
- State

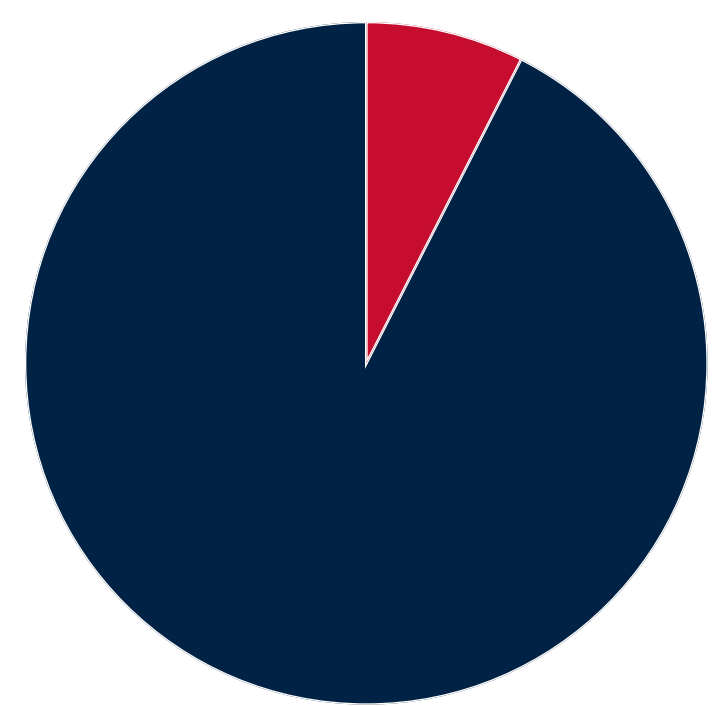




# Value Per Acre

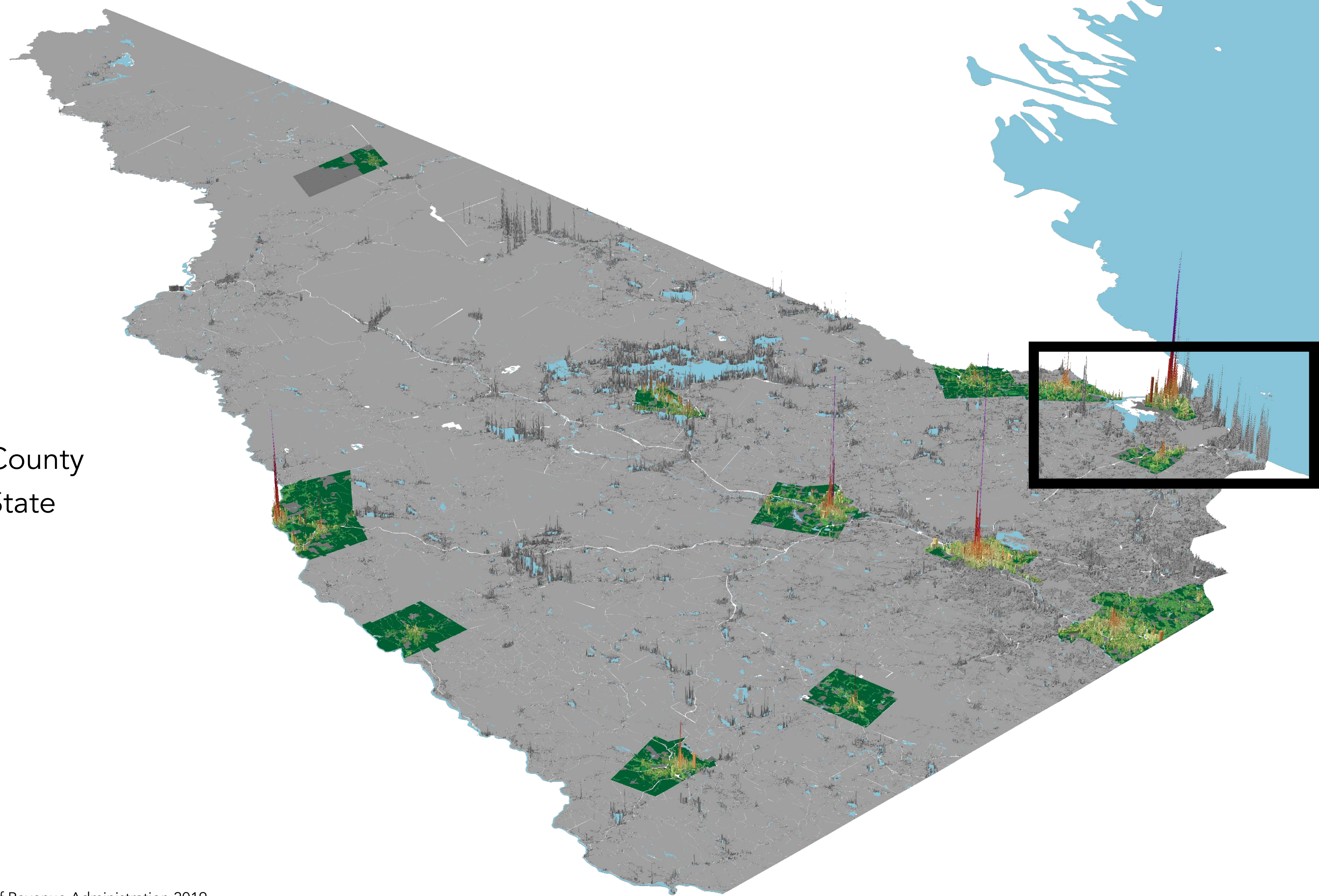
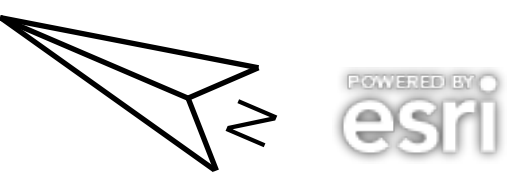
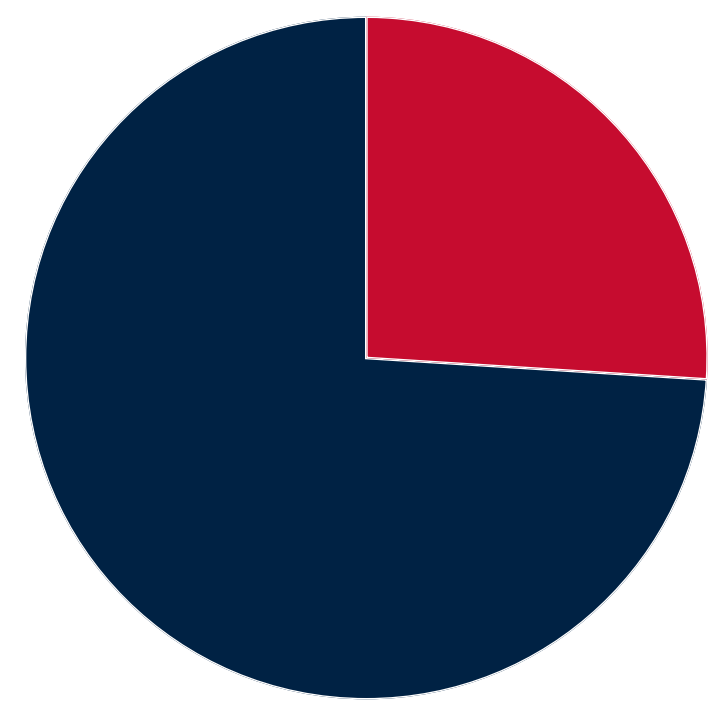
New Hampshire

Area



- County
- State

Value



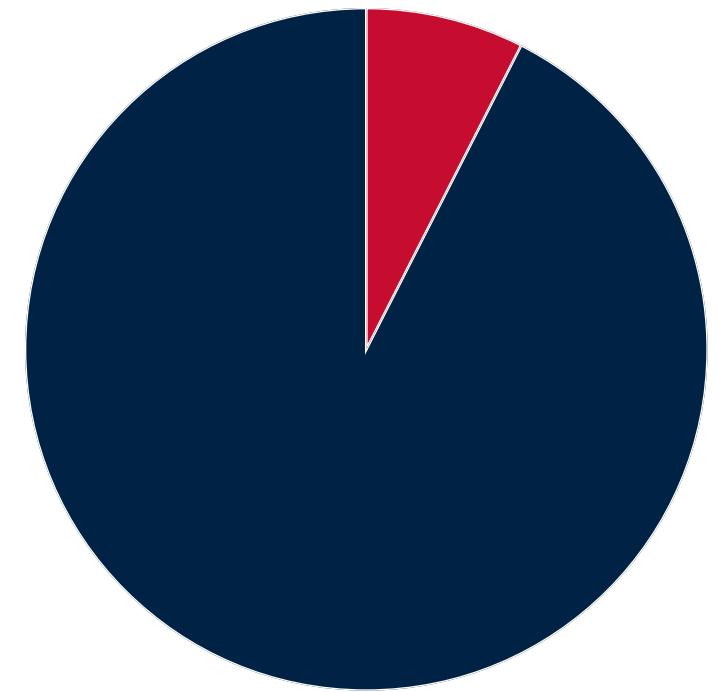


# Value Per Acre

New Hampshire

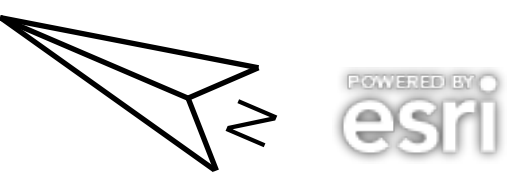
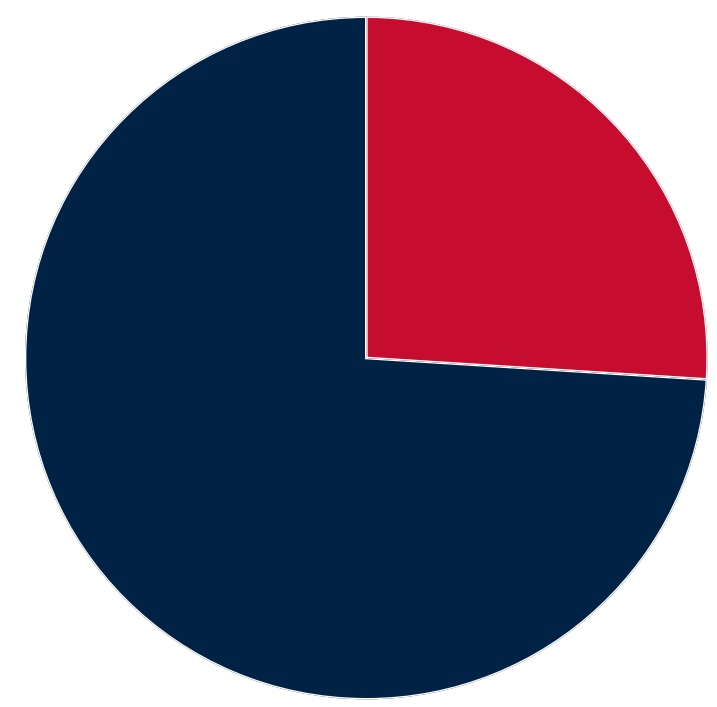
1:3.5

Area

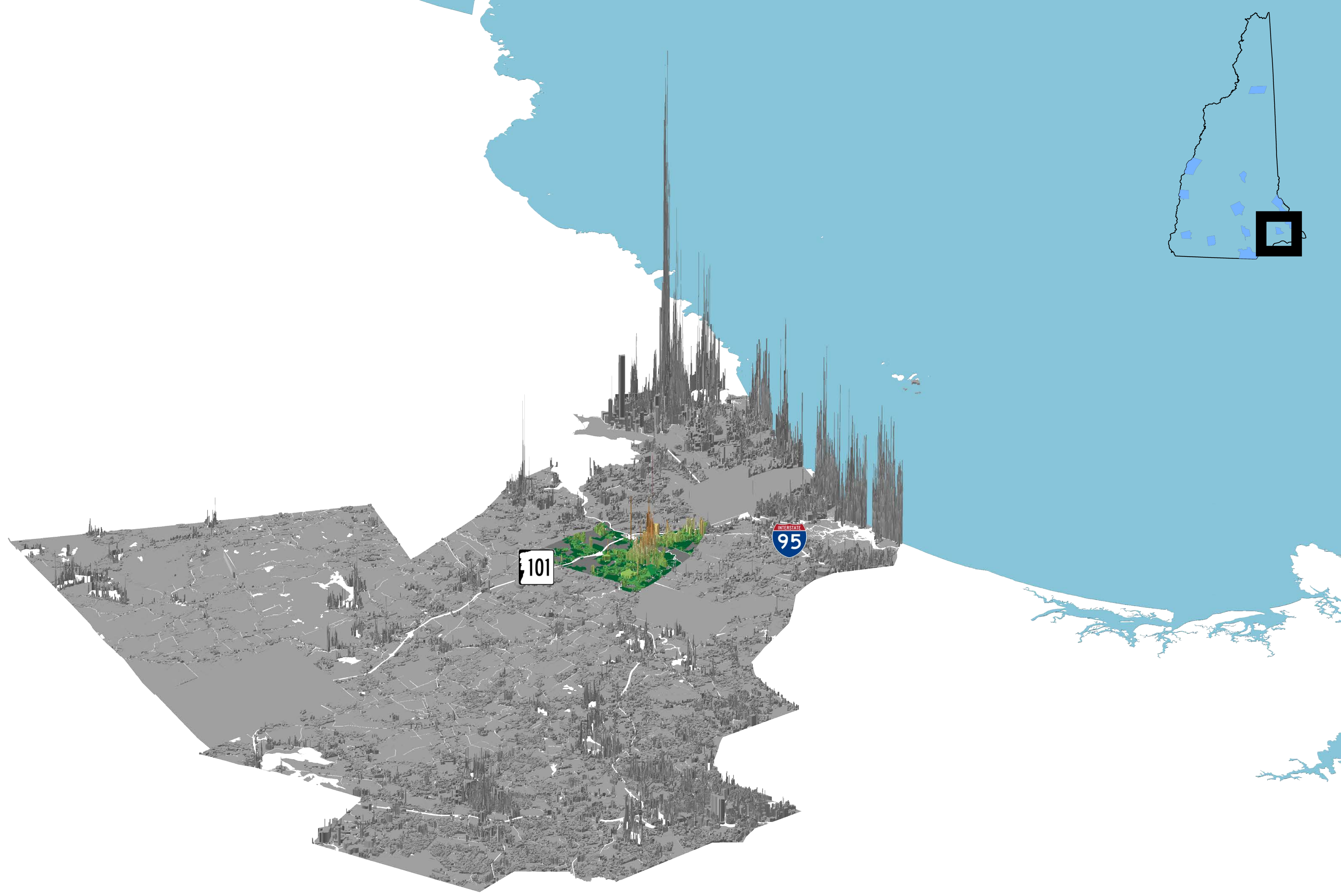
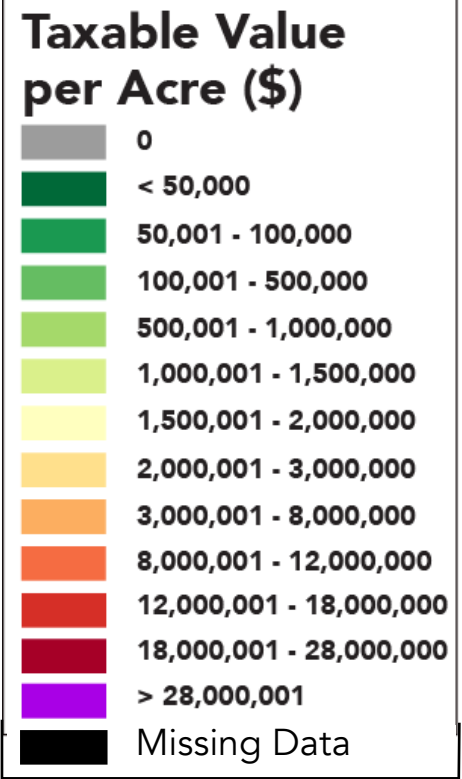
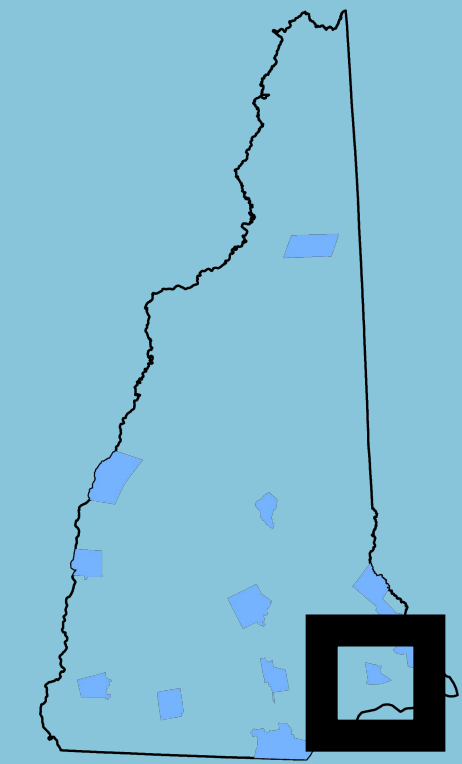


- County
- State

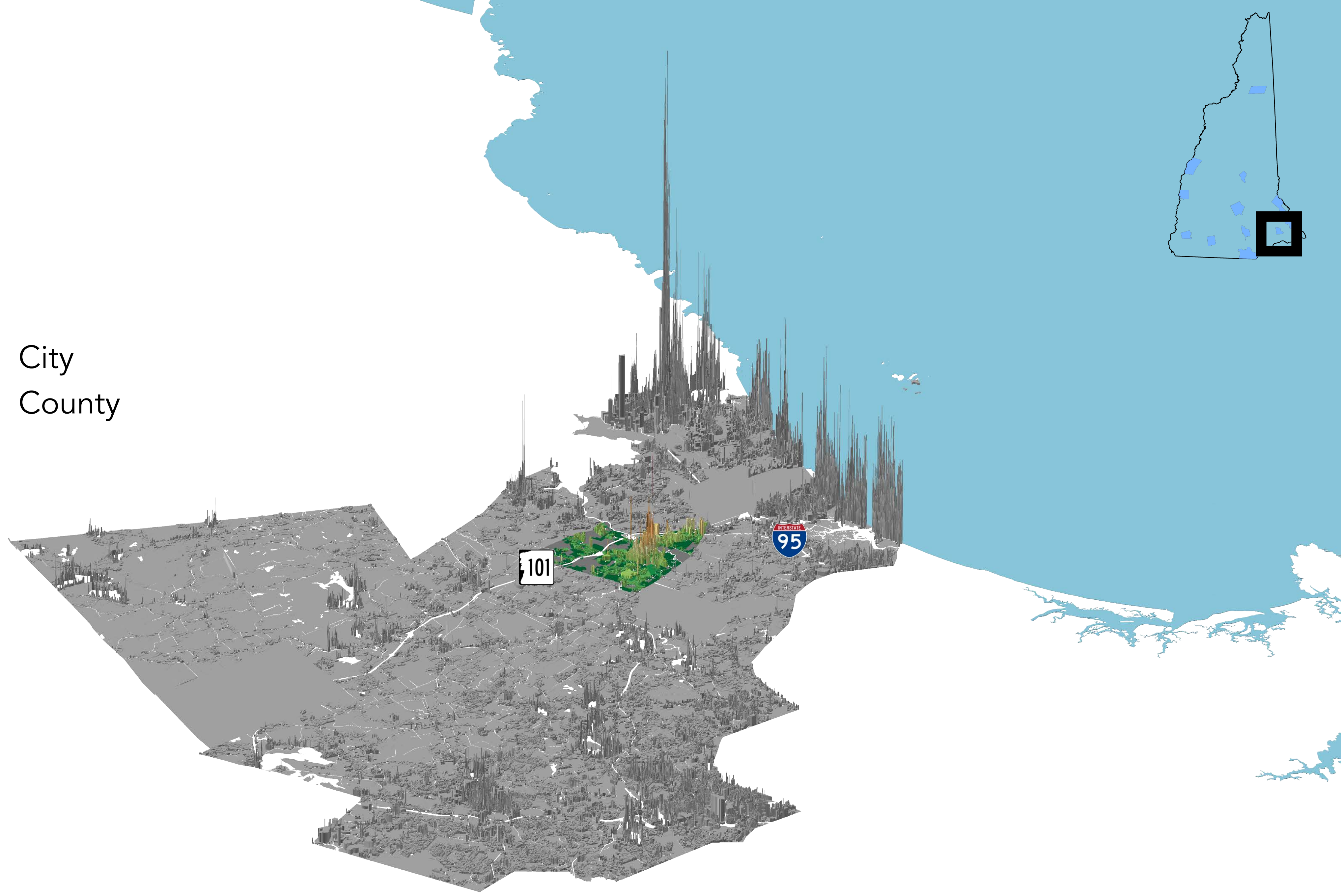
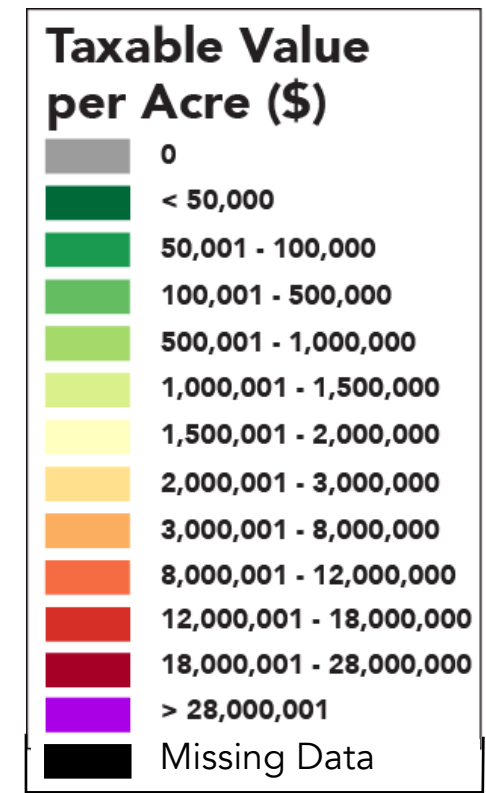
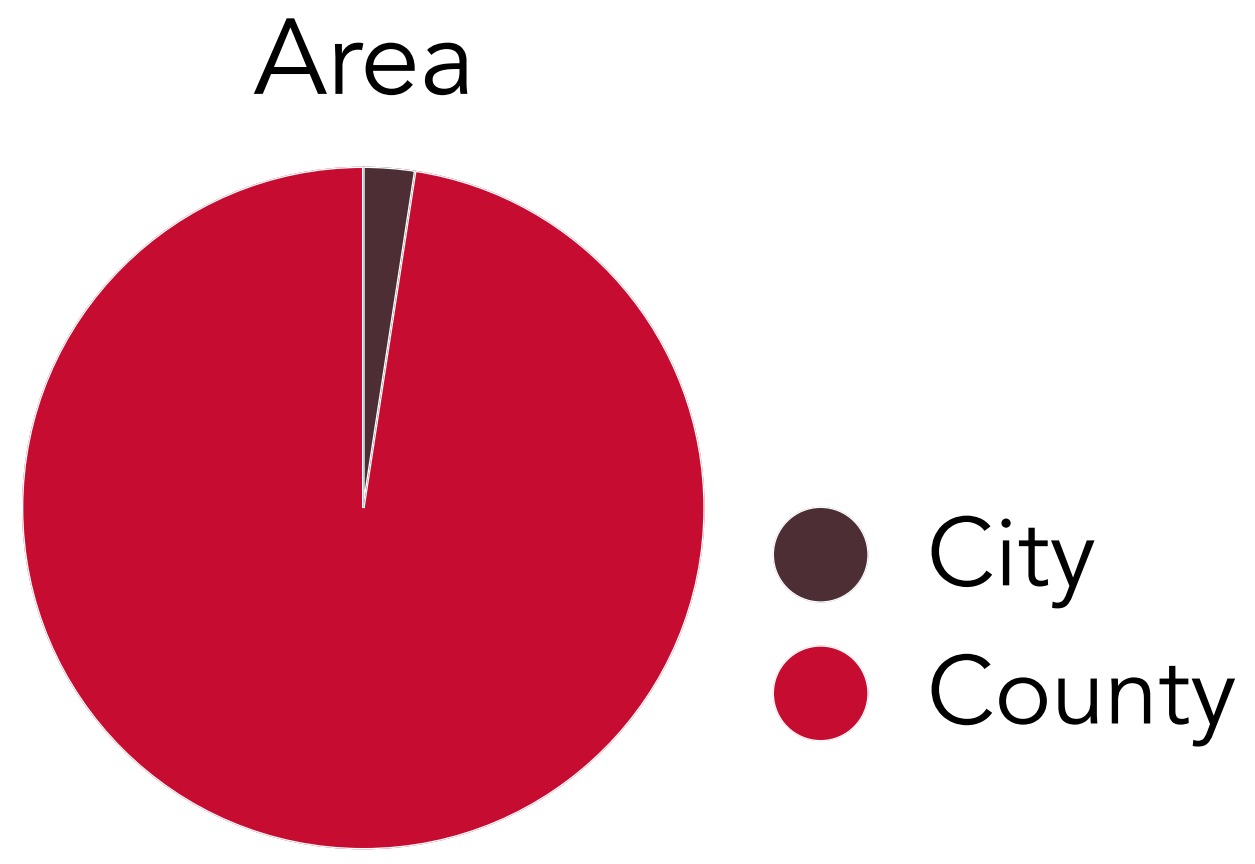
Value



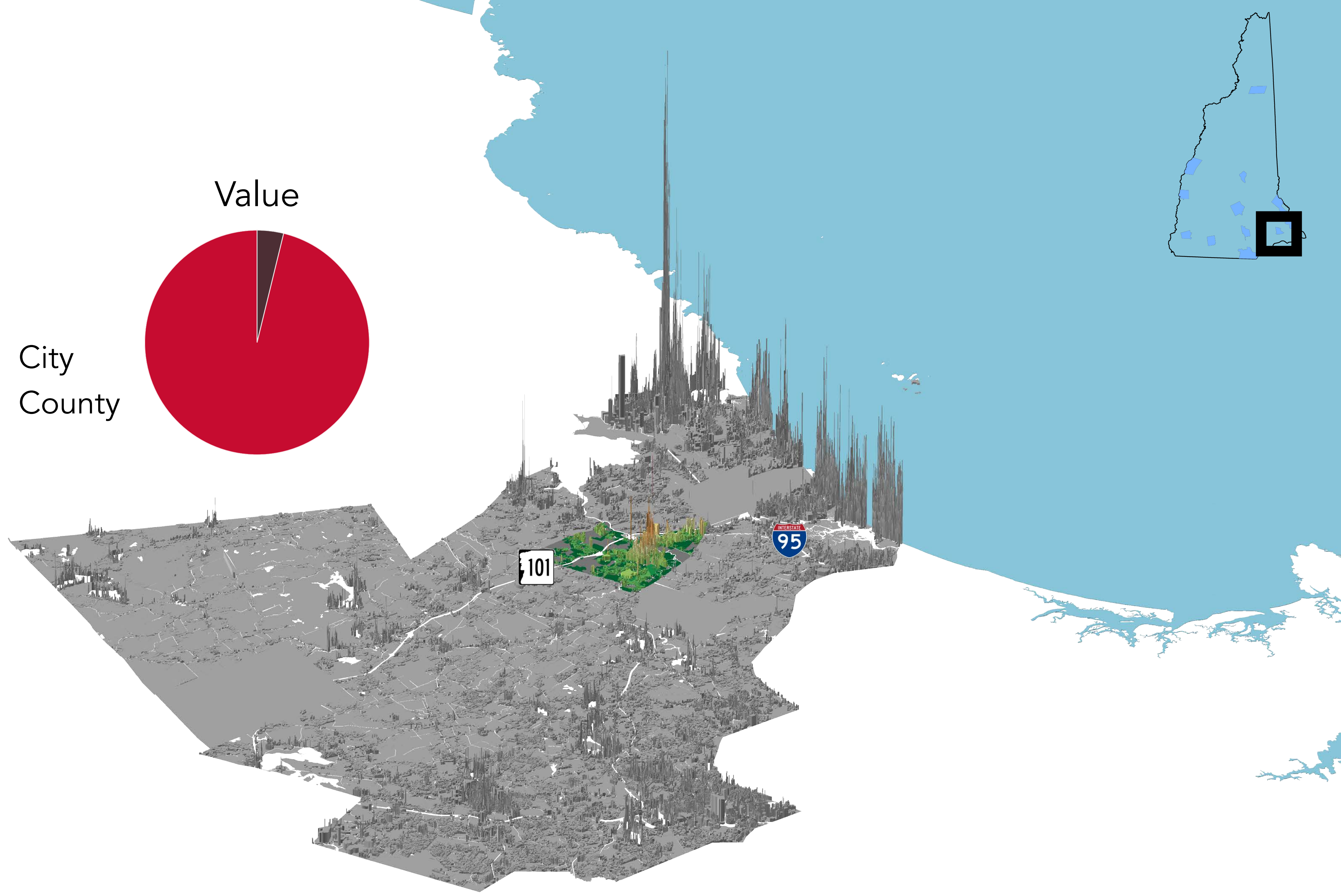
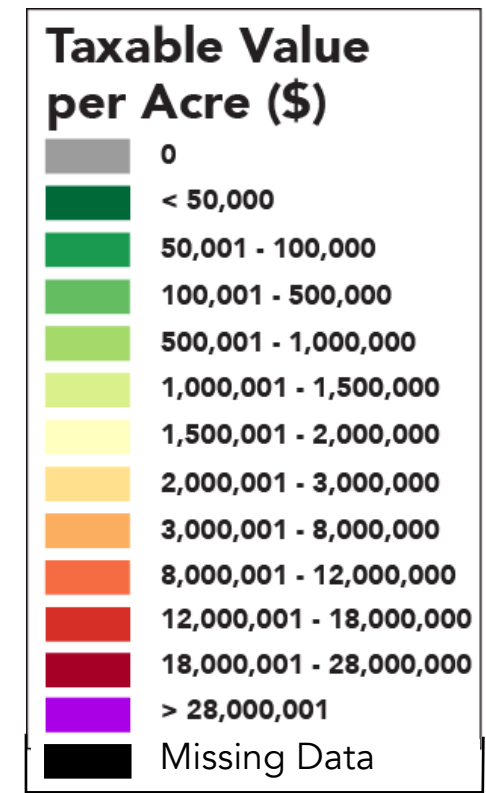
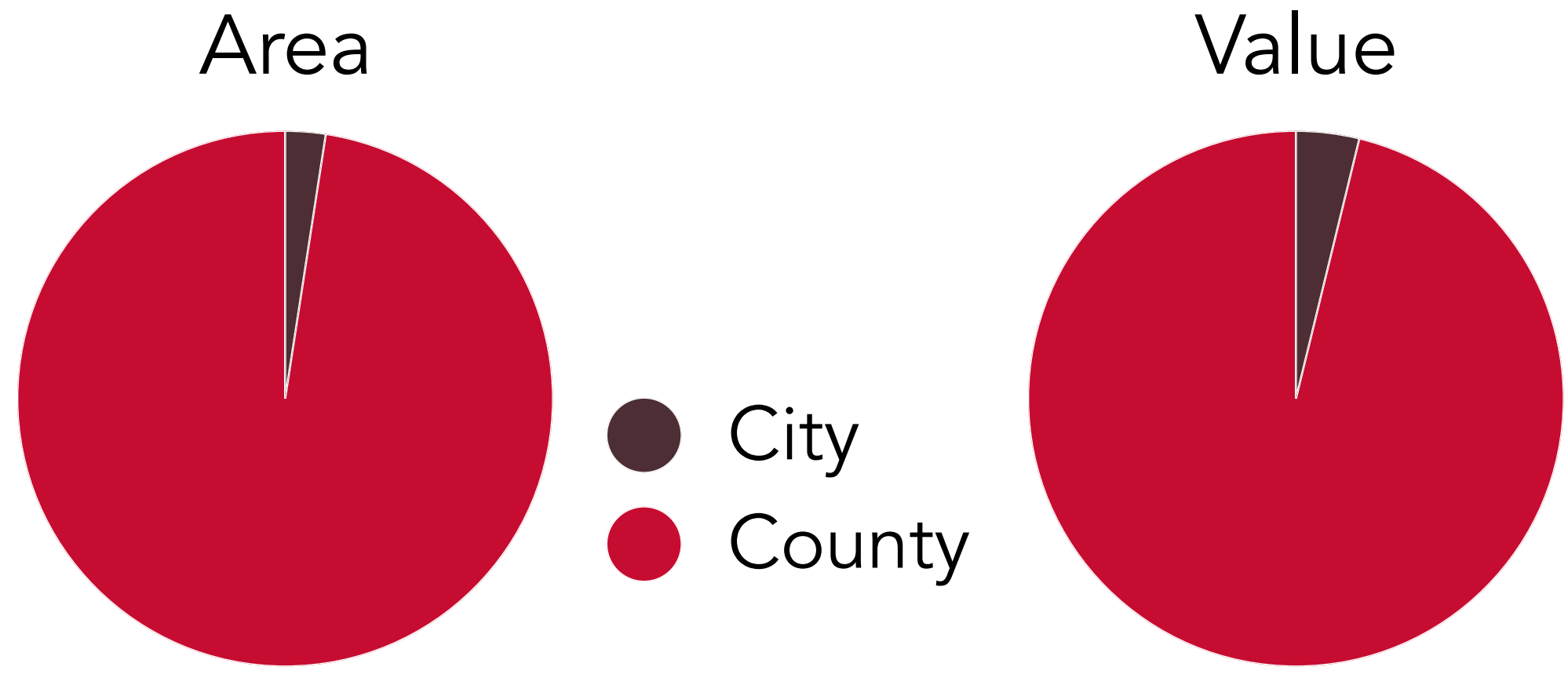






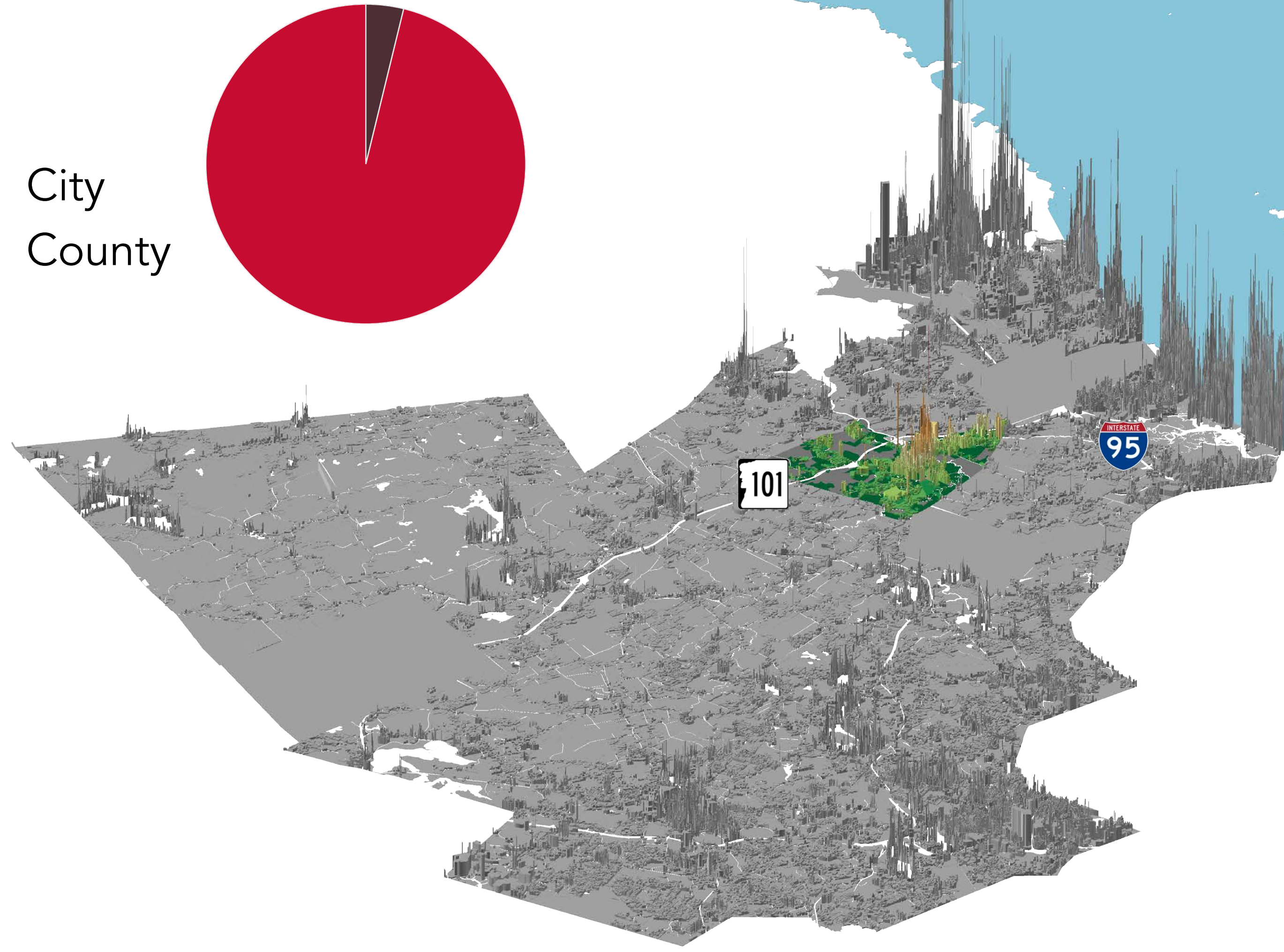
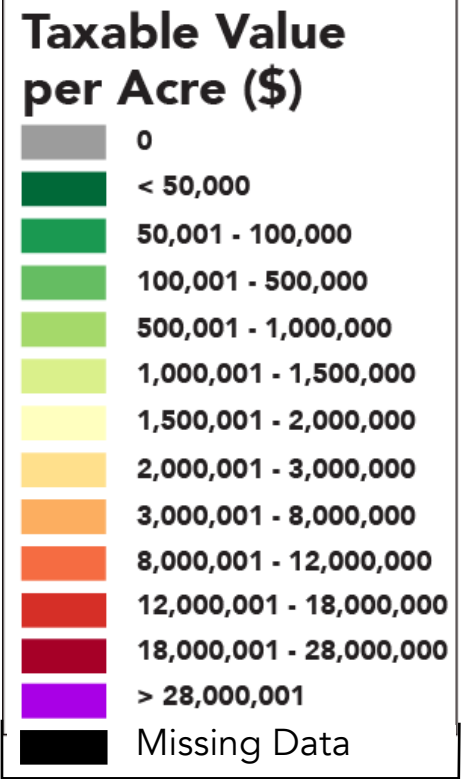
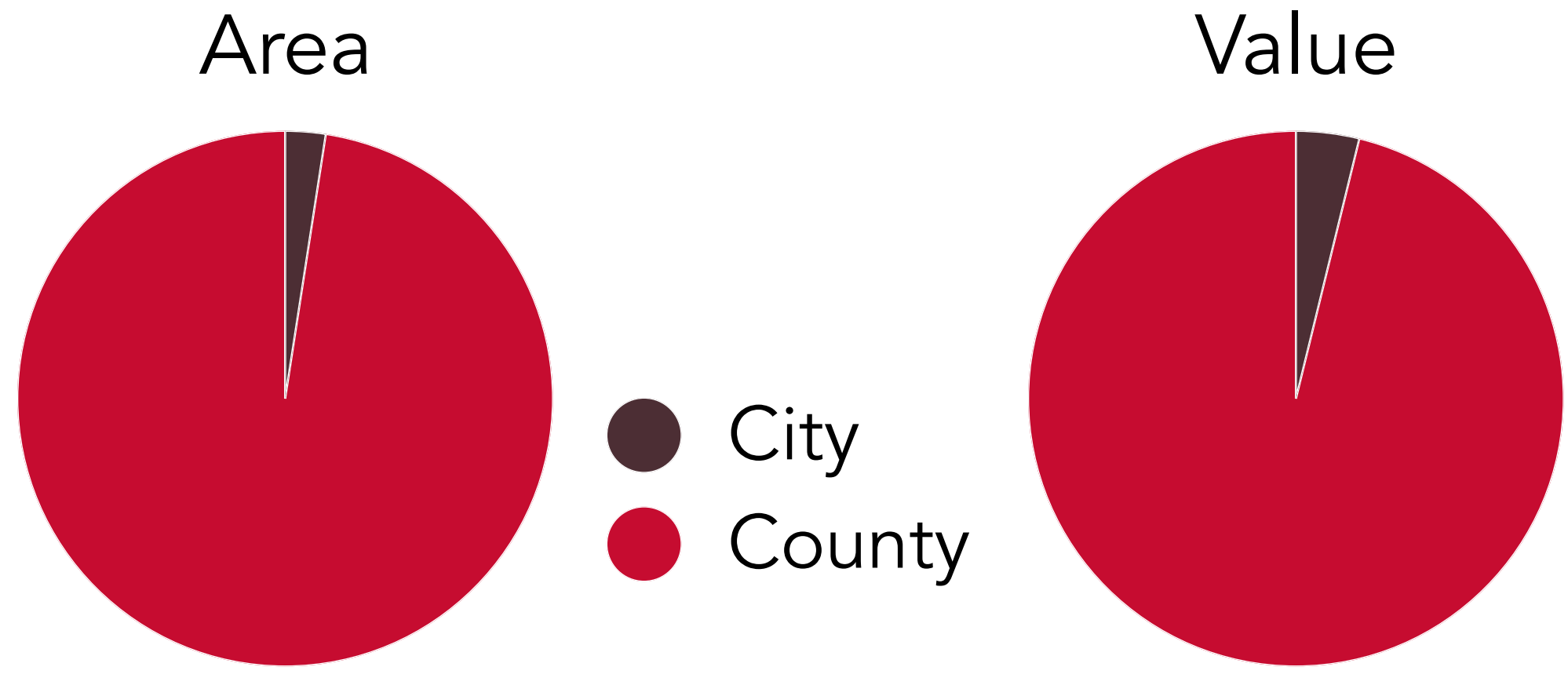
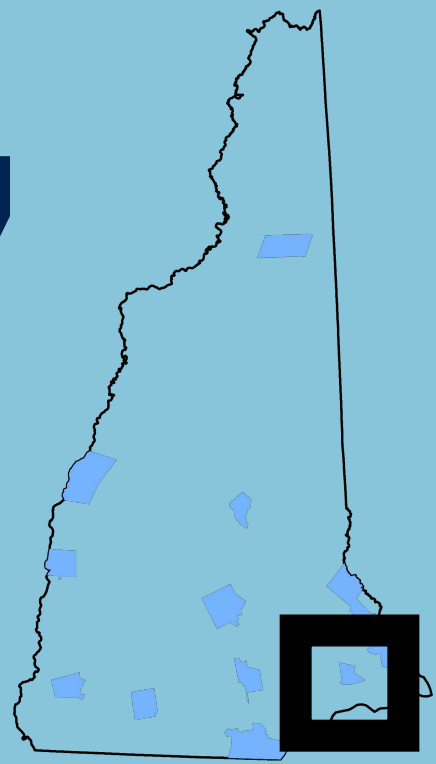








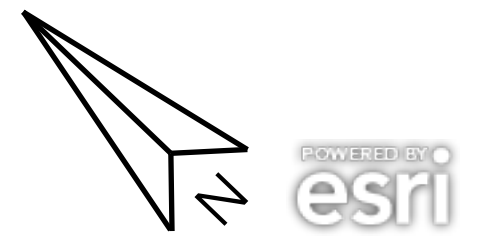
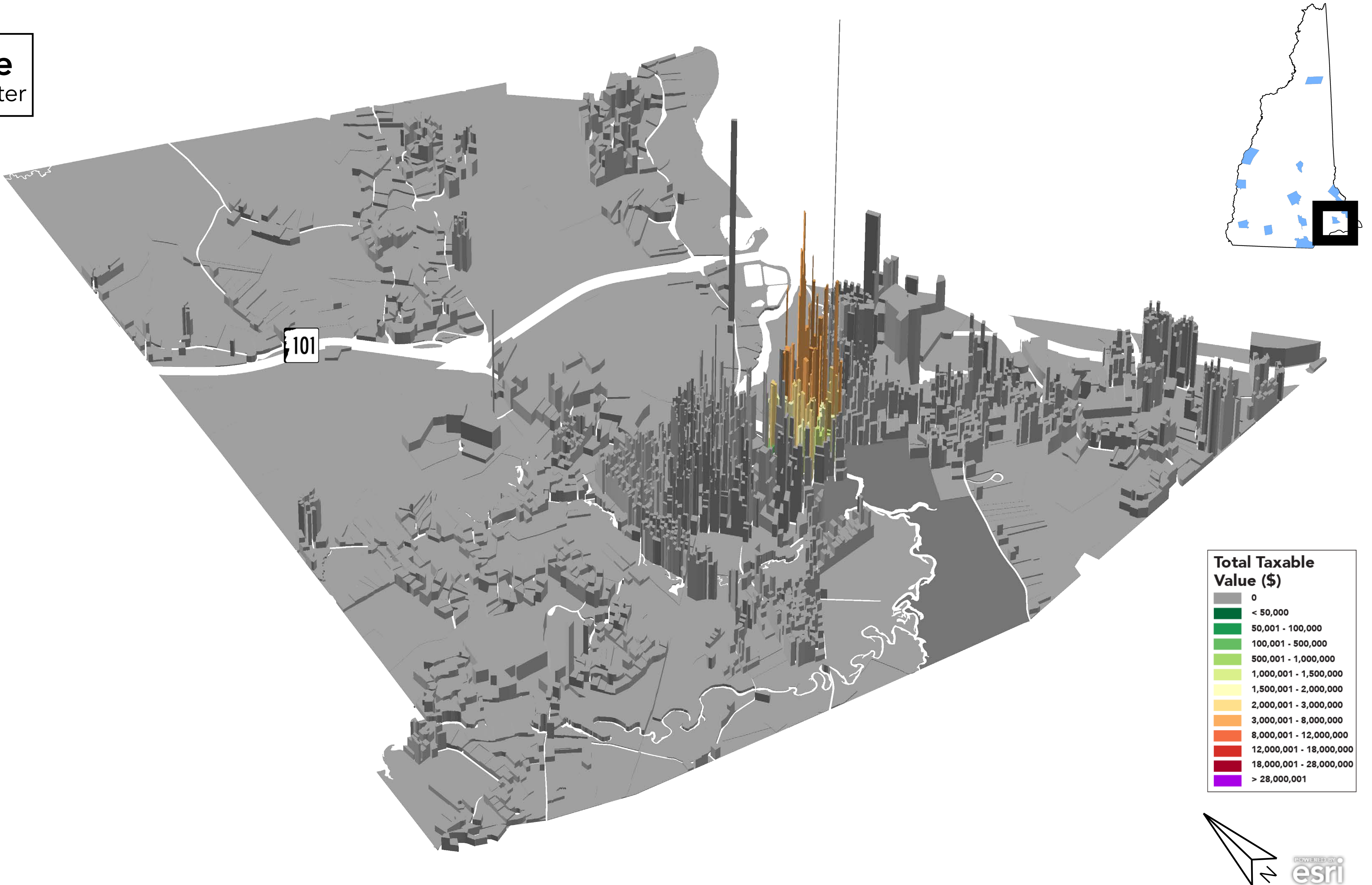
1:1.57





# Value Per Acre

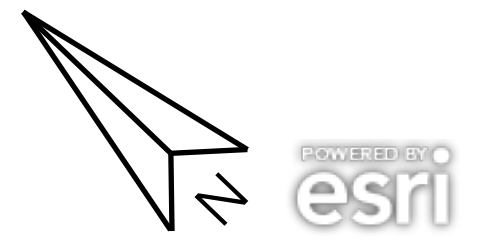
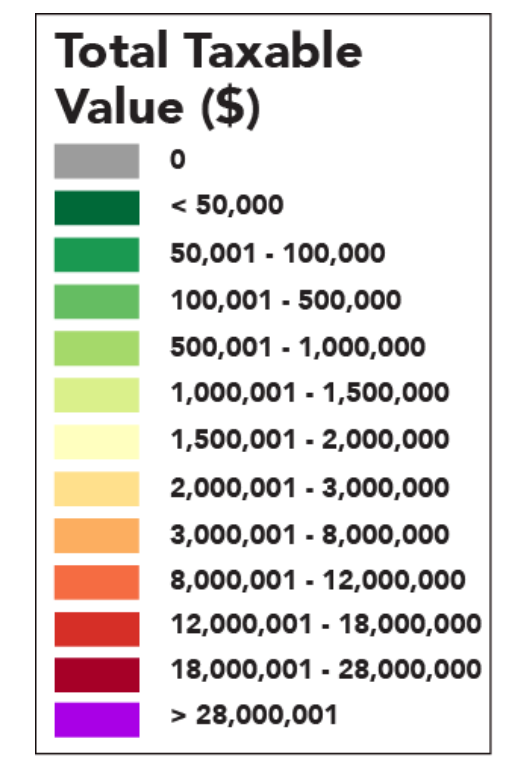
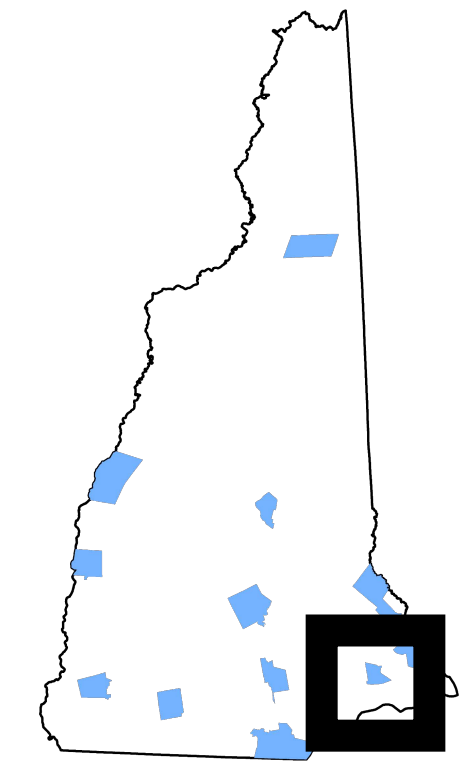
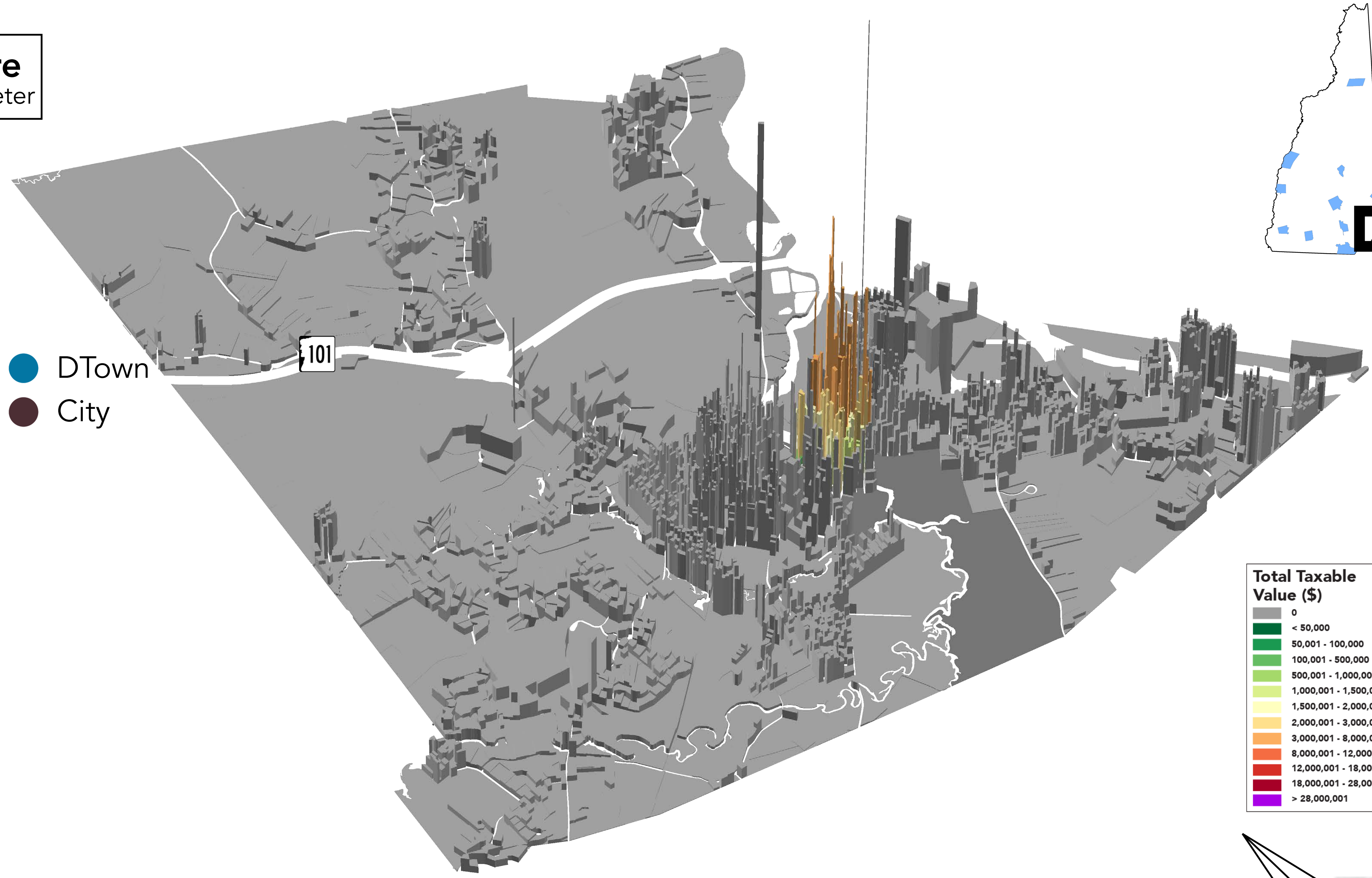
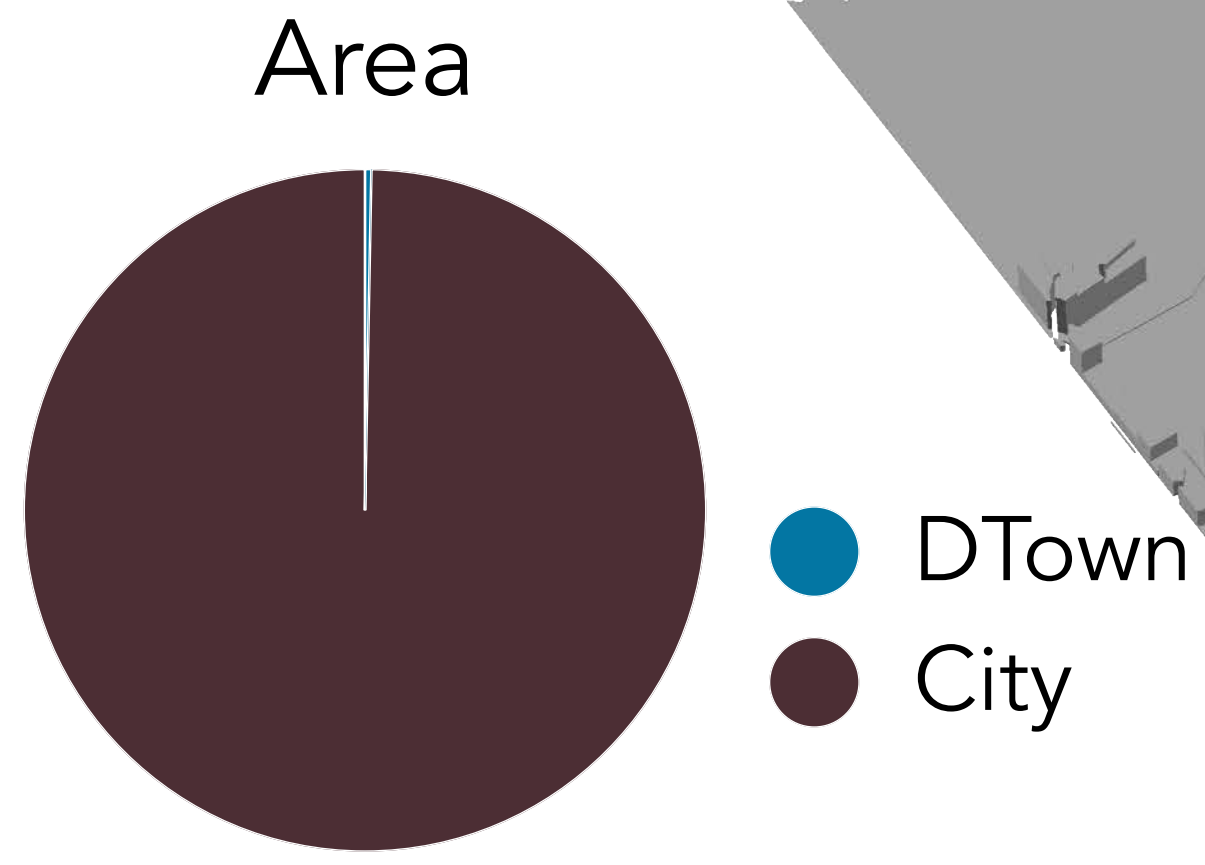
Downtown Exeter





# Value Per Acre

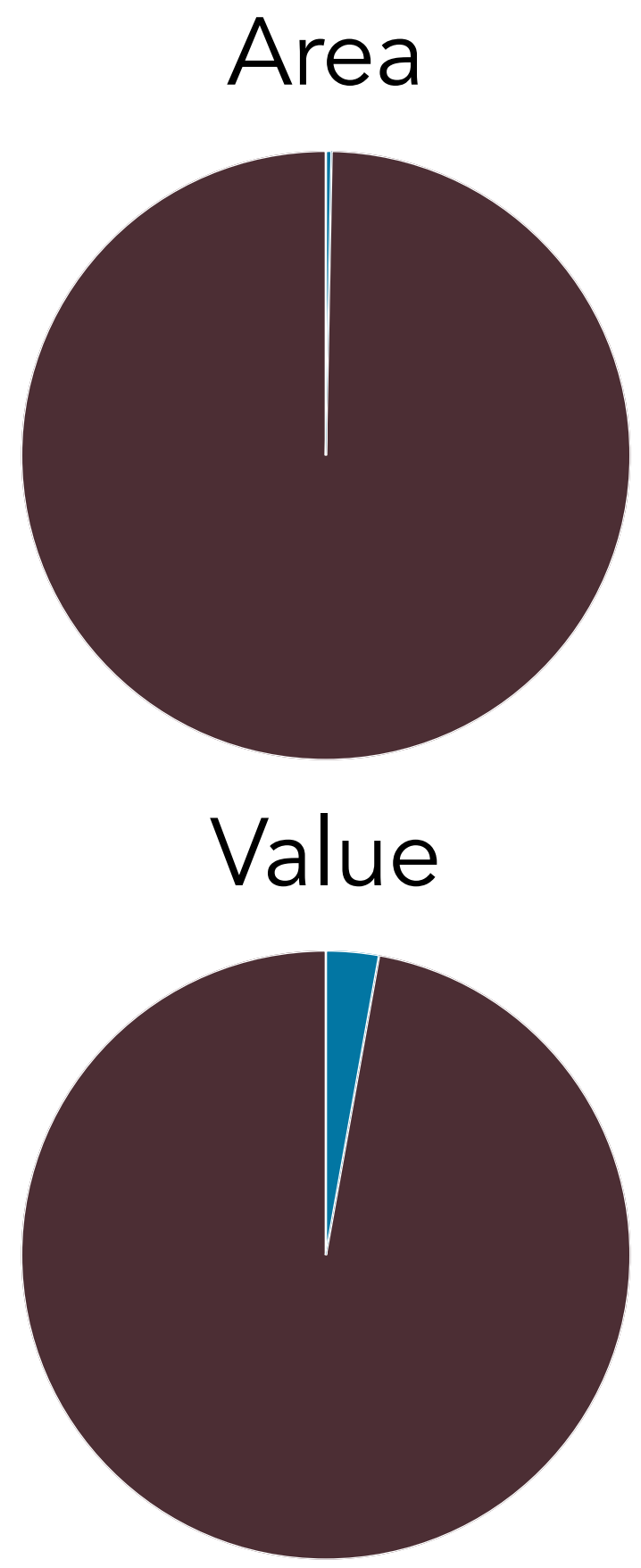
Downtown Exeter



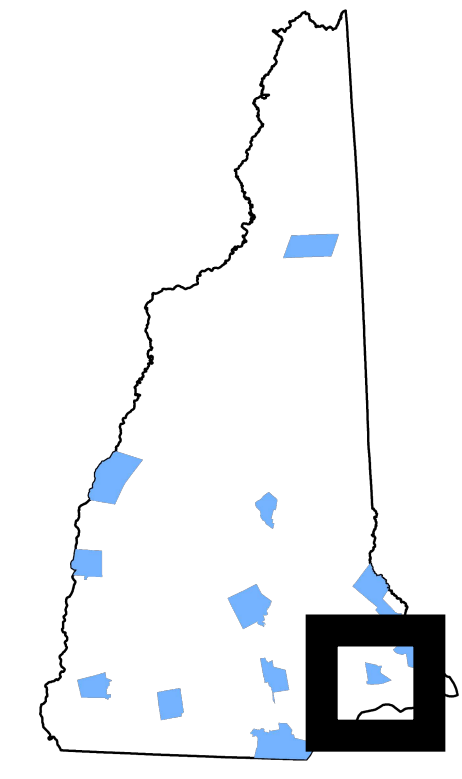
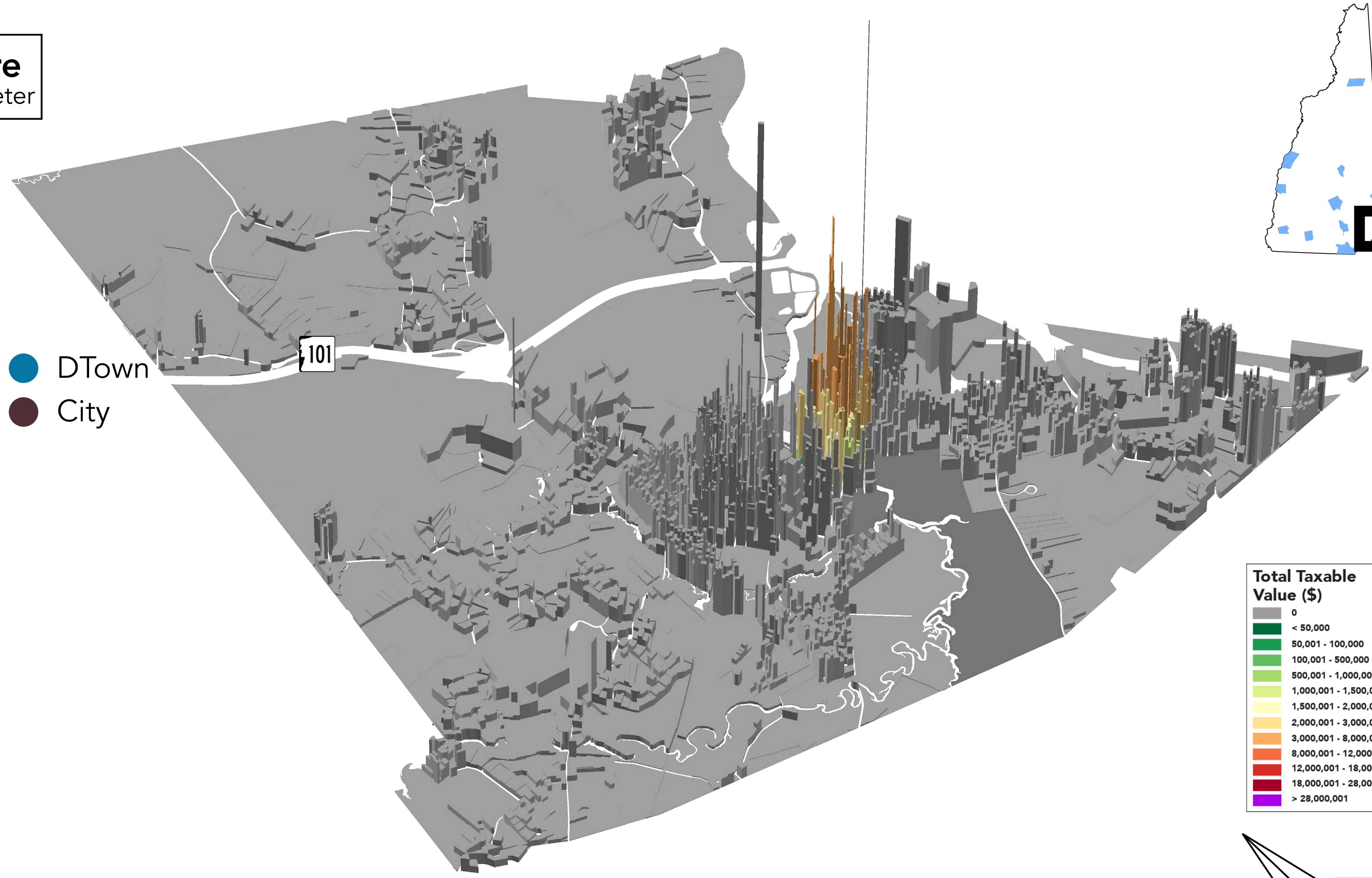


# Value Per Acre

Downtown Exeter

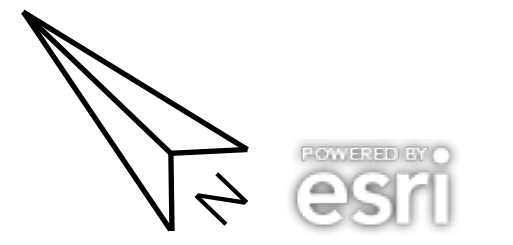


- DTown
- City



**Total Taxable Value (\$)**

0
< 50,000
50,001 - 100,000
100,001 - 500,000
500,001 - 1,000,000
1,000,001 - 1,500,000
1,500,001 - 2,000,000
2,000,001 - 3,000,000
3,000,001 - 8,000,000
8,000,001 - 12,000,000
12,000,001 - 18,000,000
18,000,001 - 28,000,000
> 28,000,001

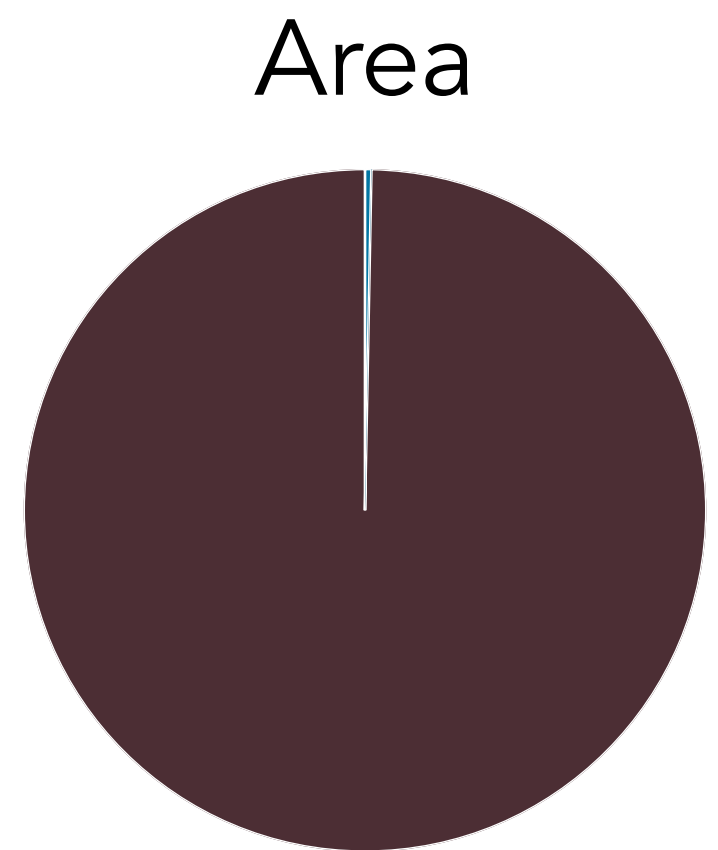
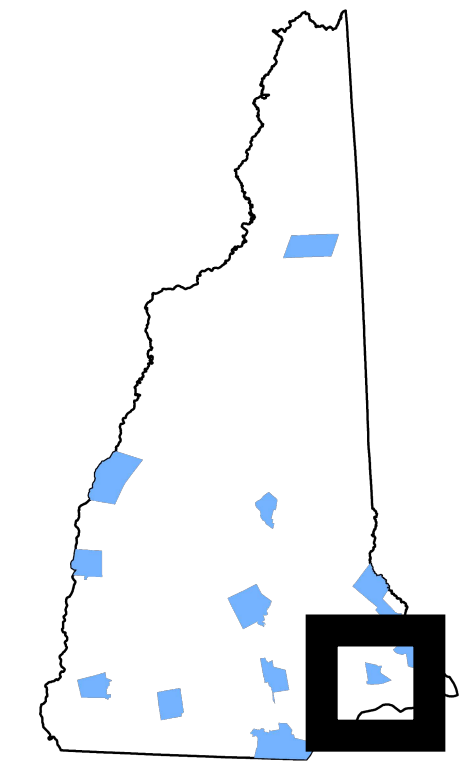




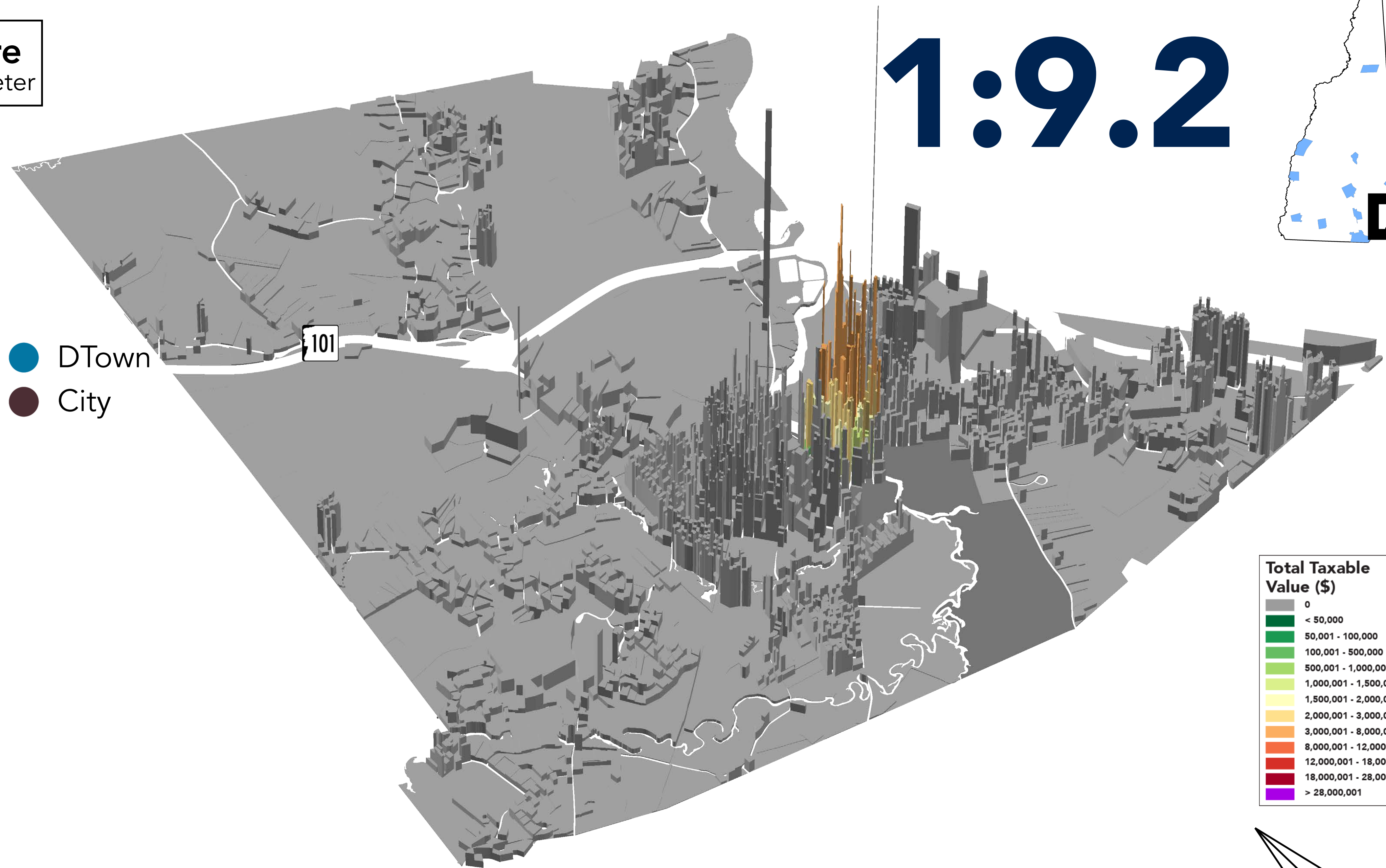
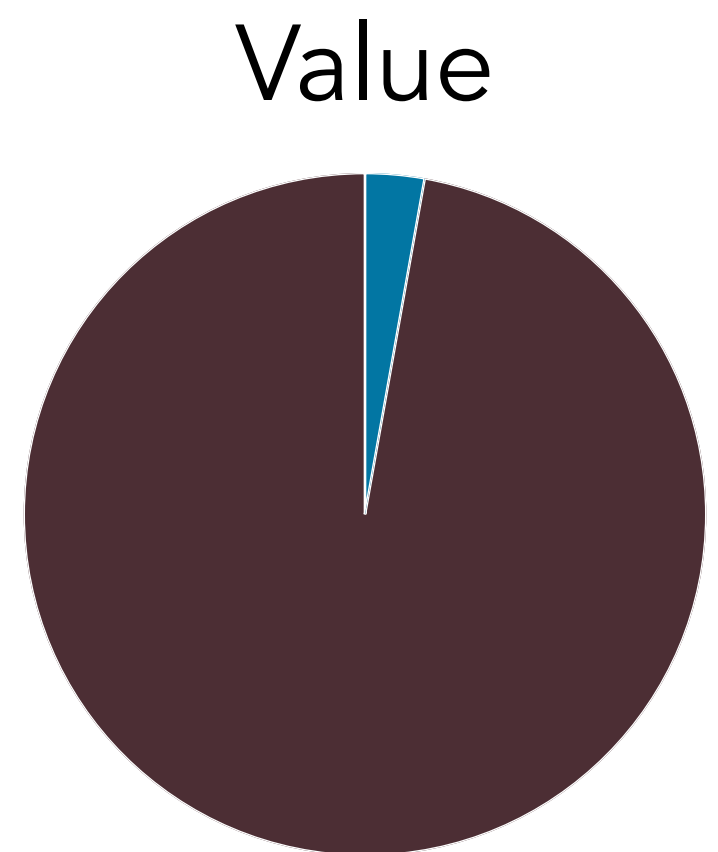
# Value Per Acre

Downtown Exeter

1:9.2

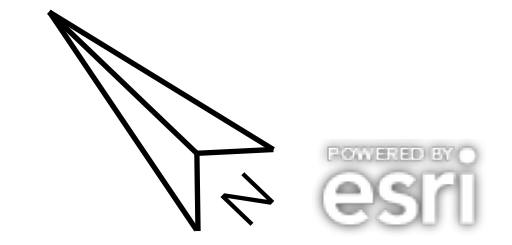


- DTown
- City

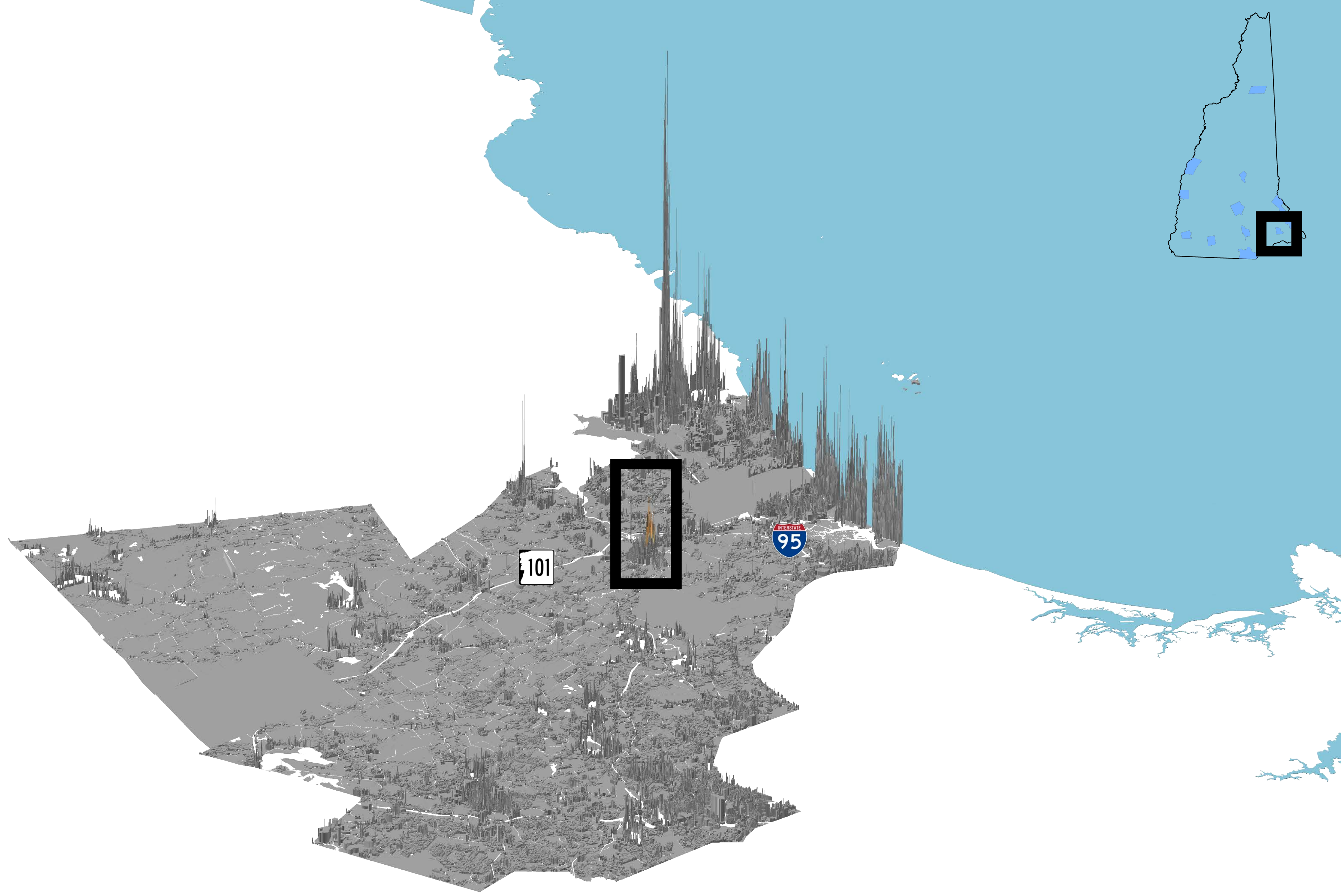
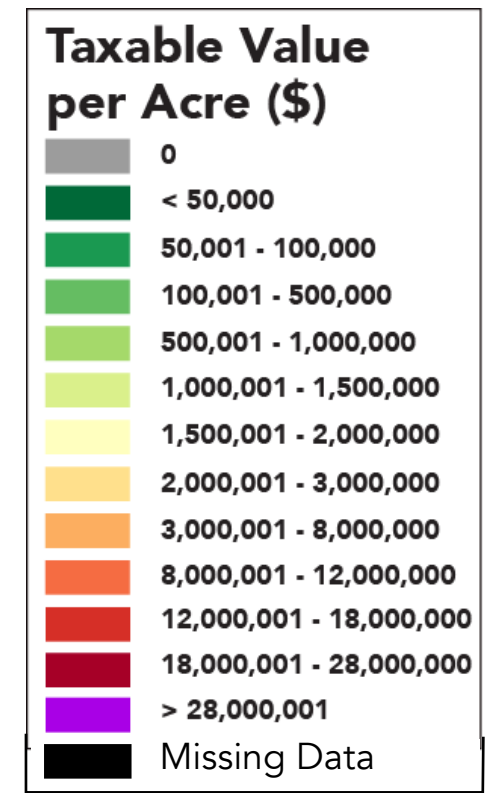


**Total Taxable Value (\$)**

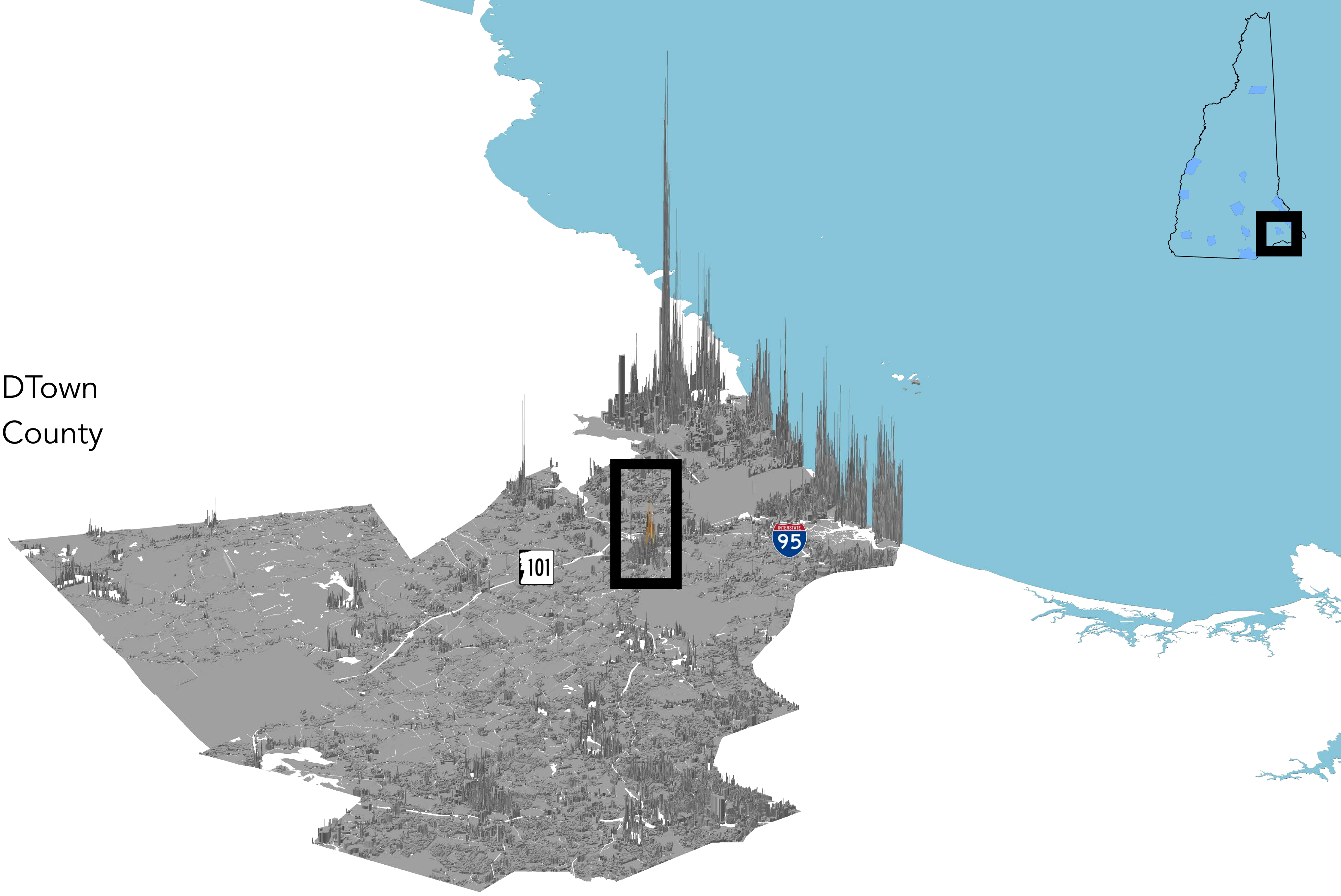
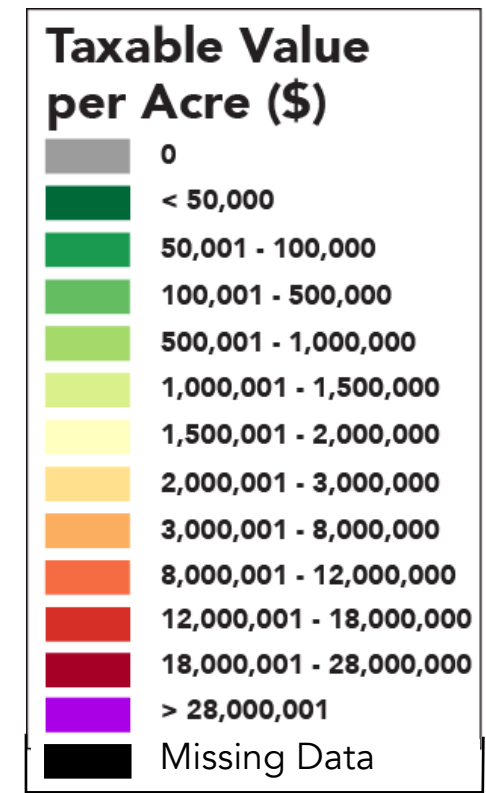
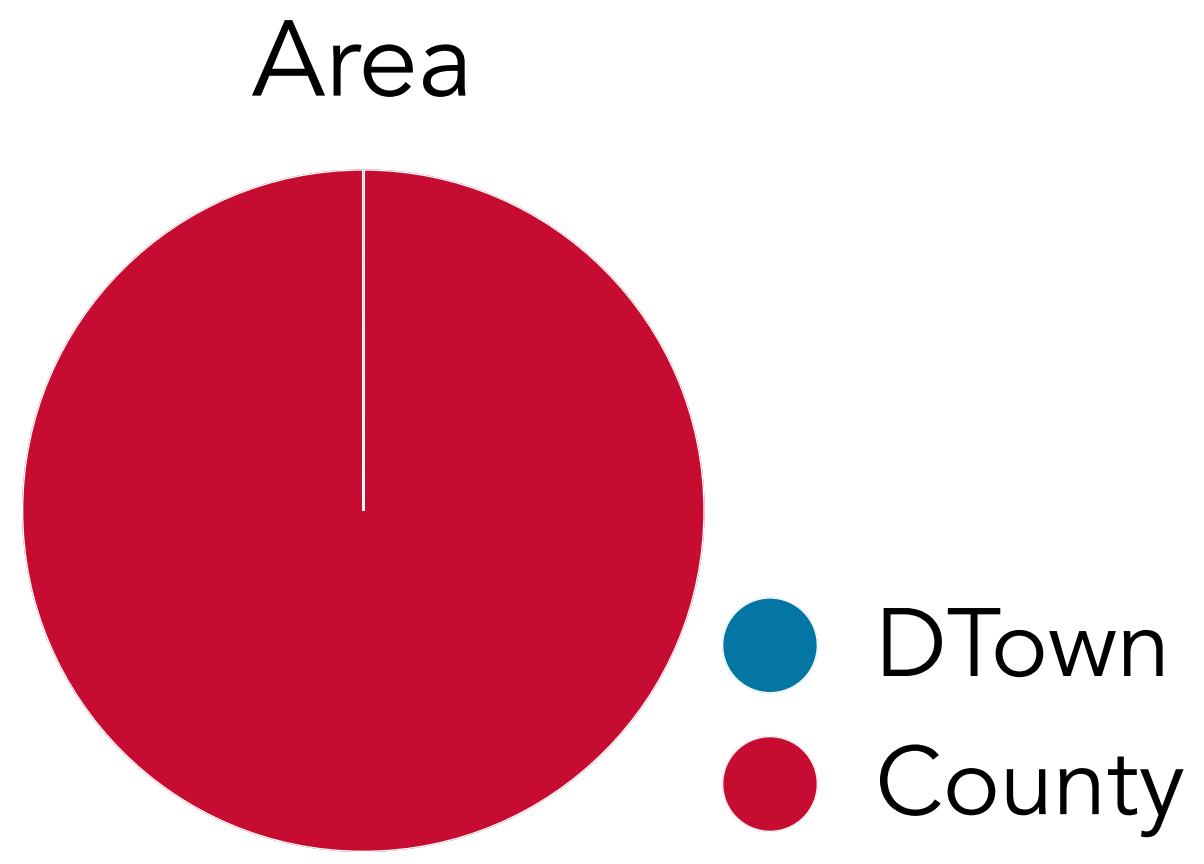
0
< 50,000
50,001 - 100,000
100,001 - 500,000
500,001 - 1,000,000
1,000,001 - 1,500,000
1,500,001 - 2,000,000
2,000,001 - 3,000,000
3,000,001 - 8,000,000
8,000,001 - 12,000,000
12,000,001 - 18,000,000
18,000,001 - 28,000,000
> 28,000,001













# Value Per Acre

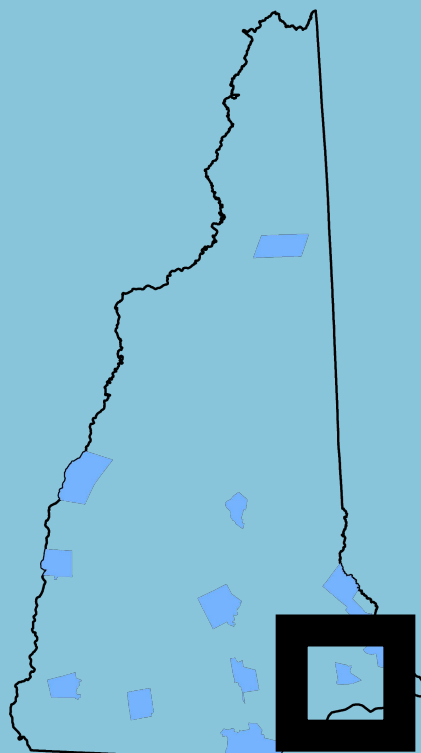
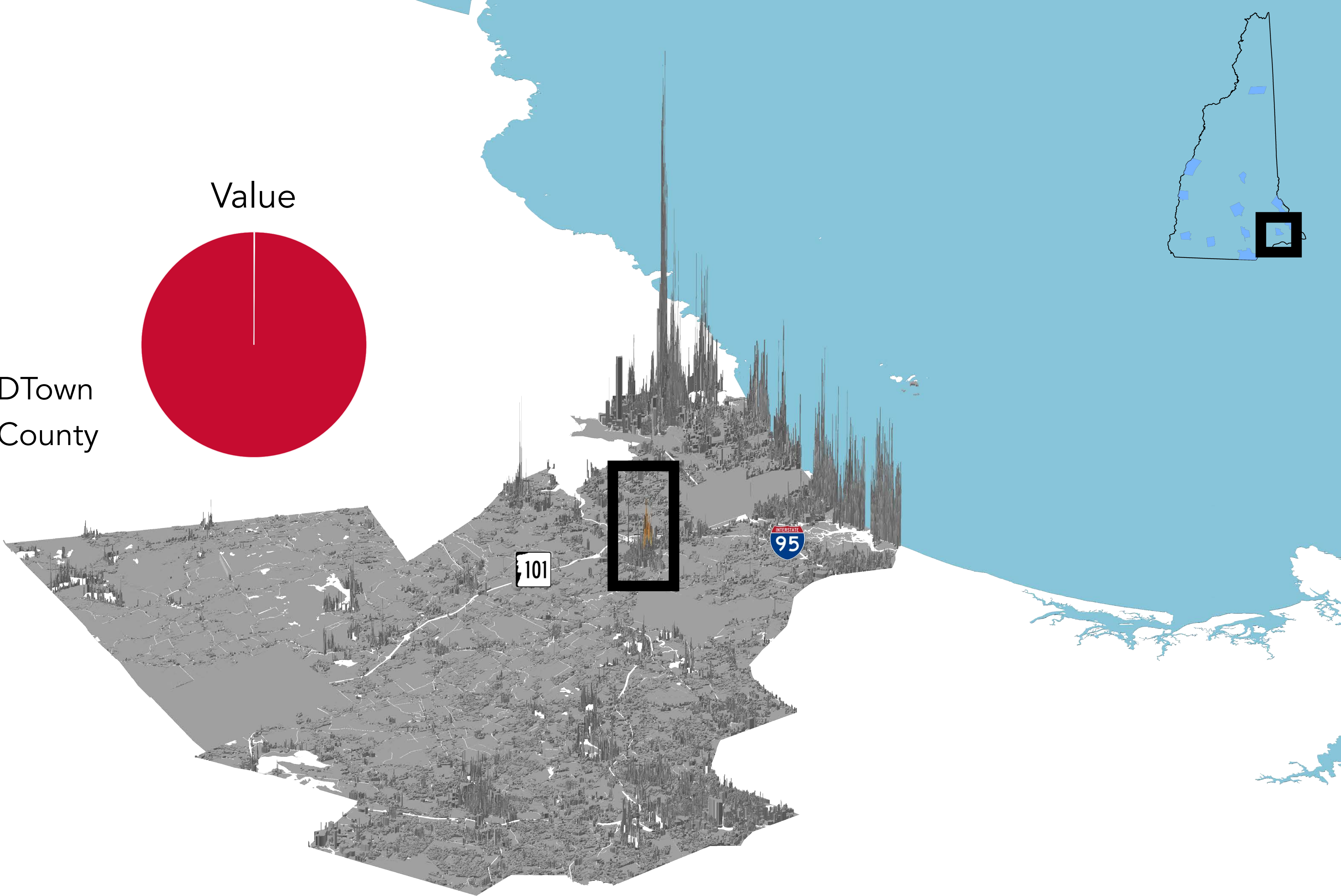
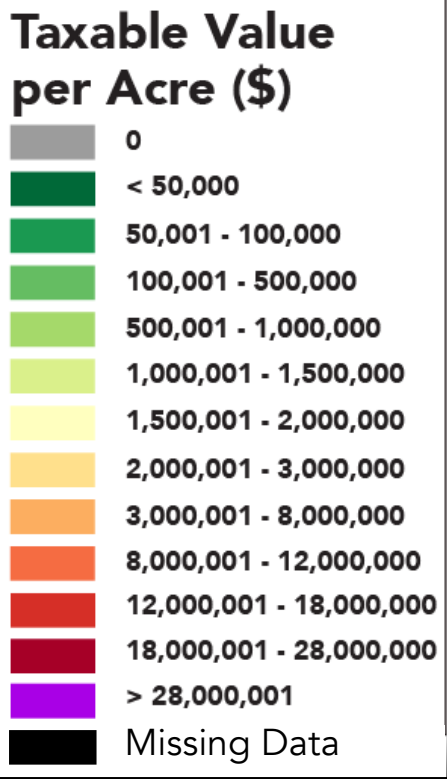
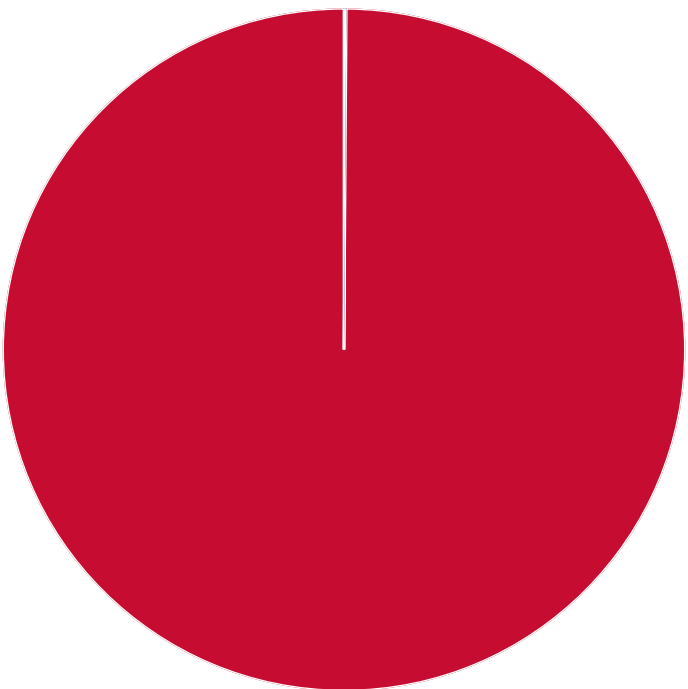
Downtown Exeter

Area



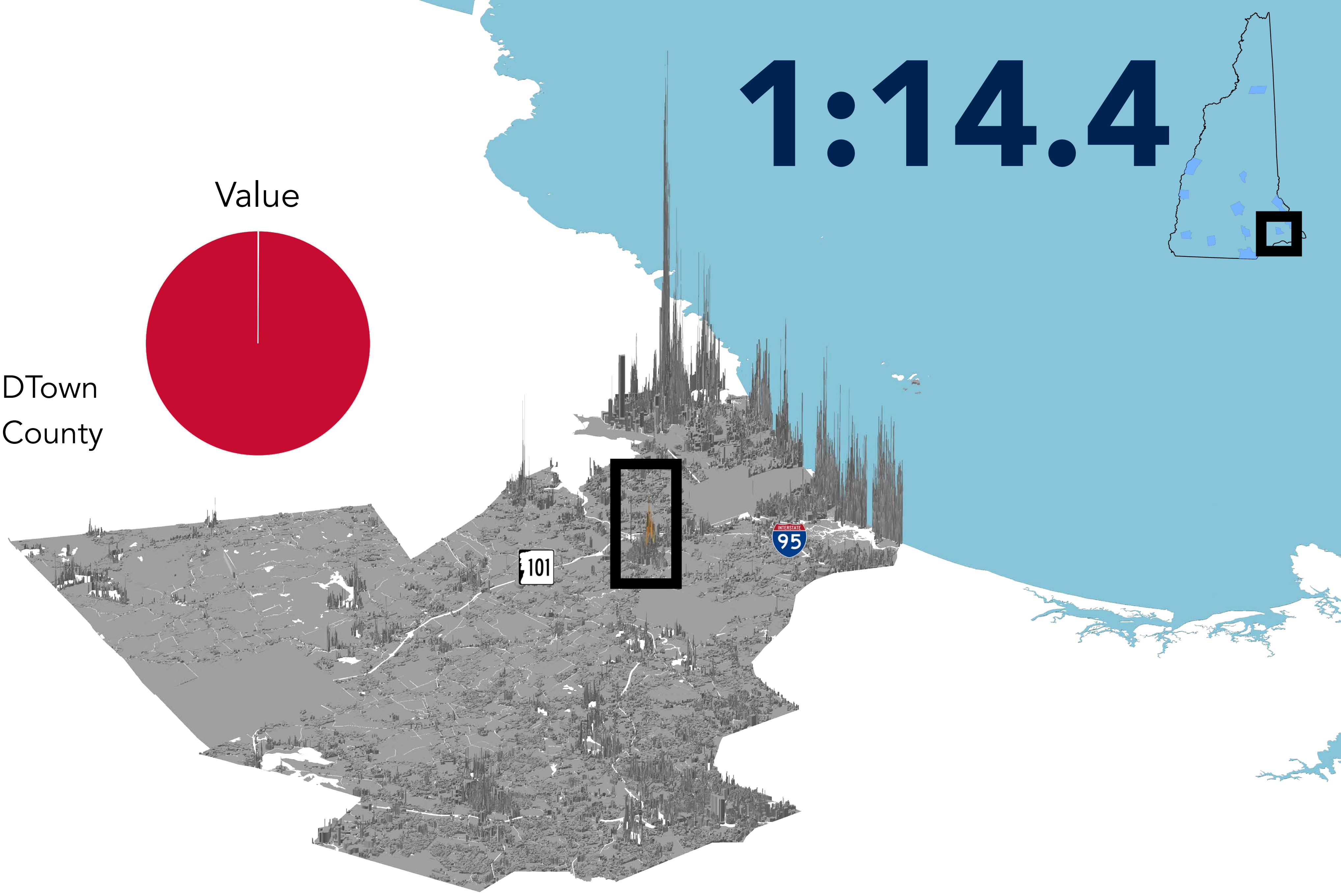
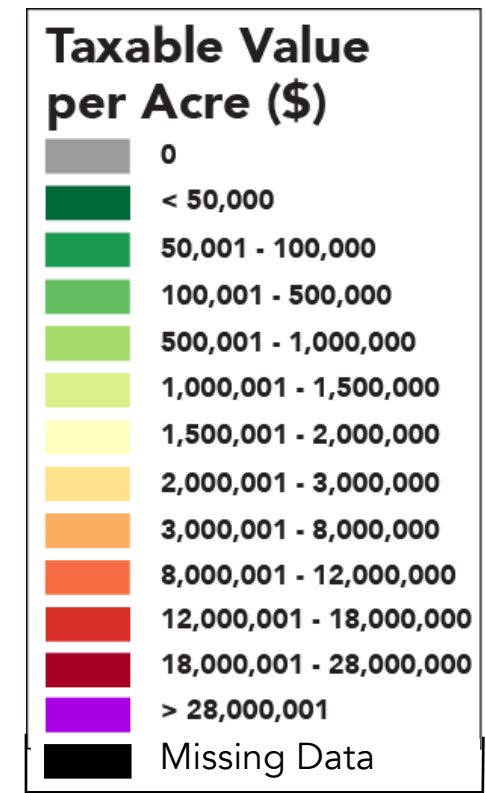
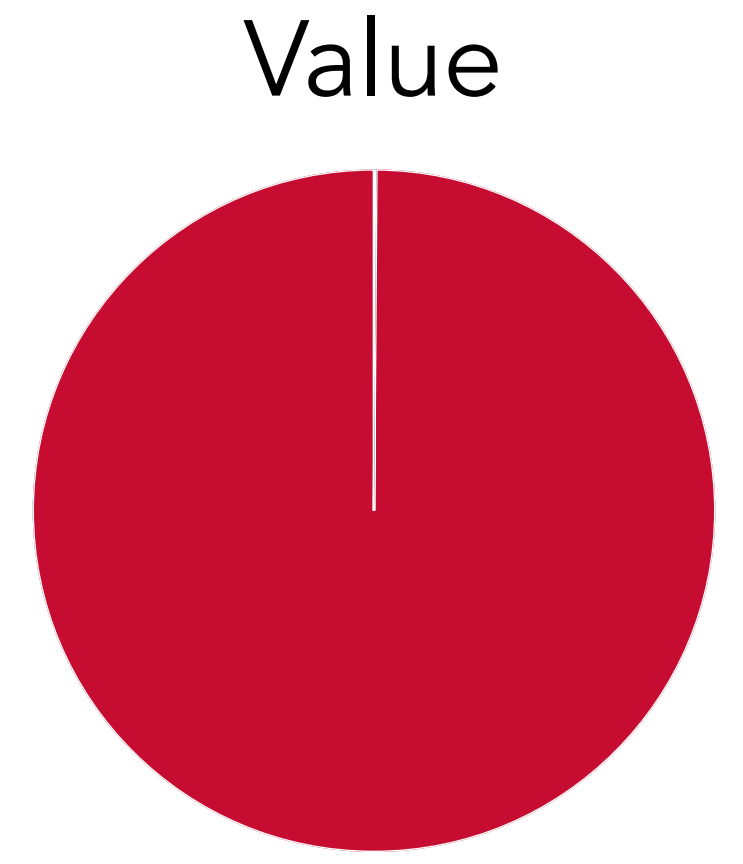
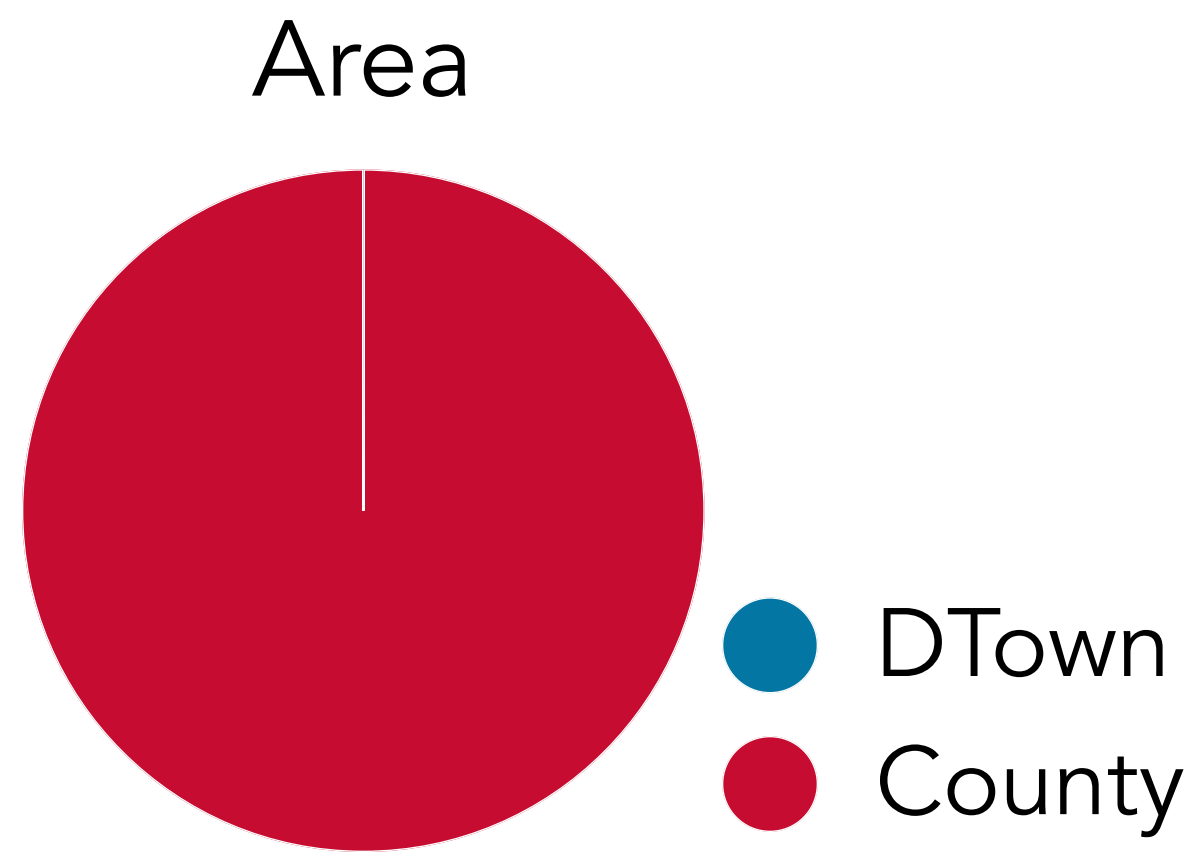
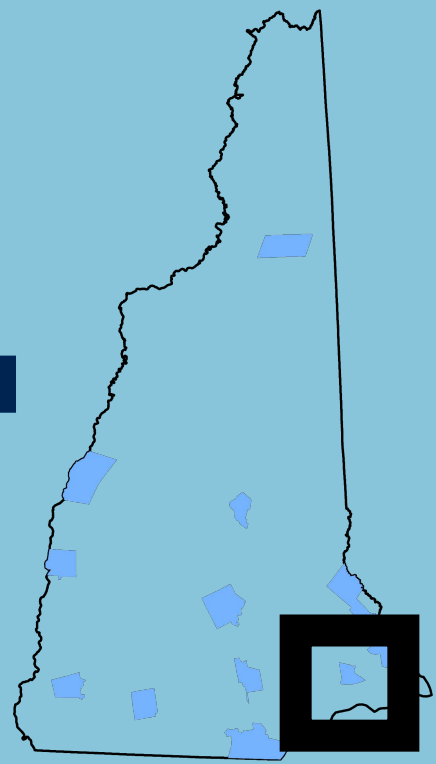
- DTown
- County

Value





1:14.4



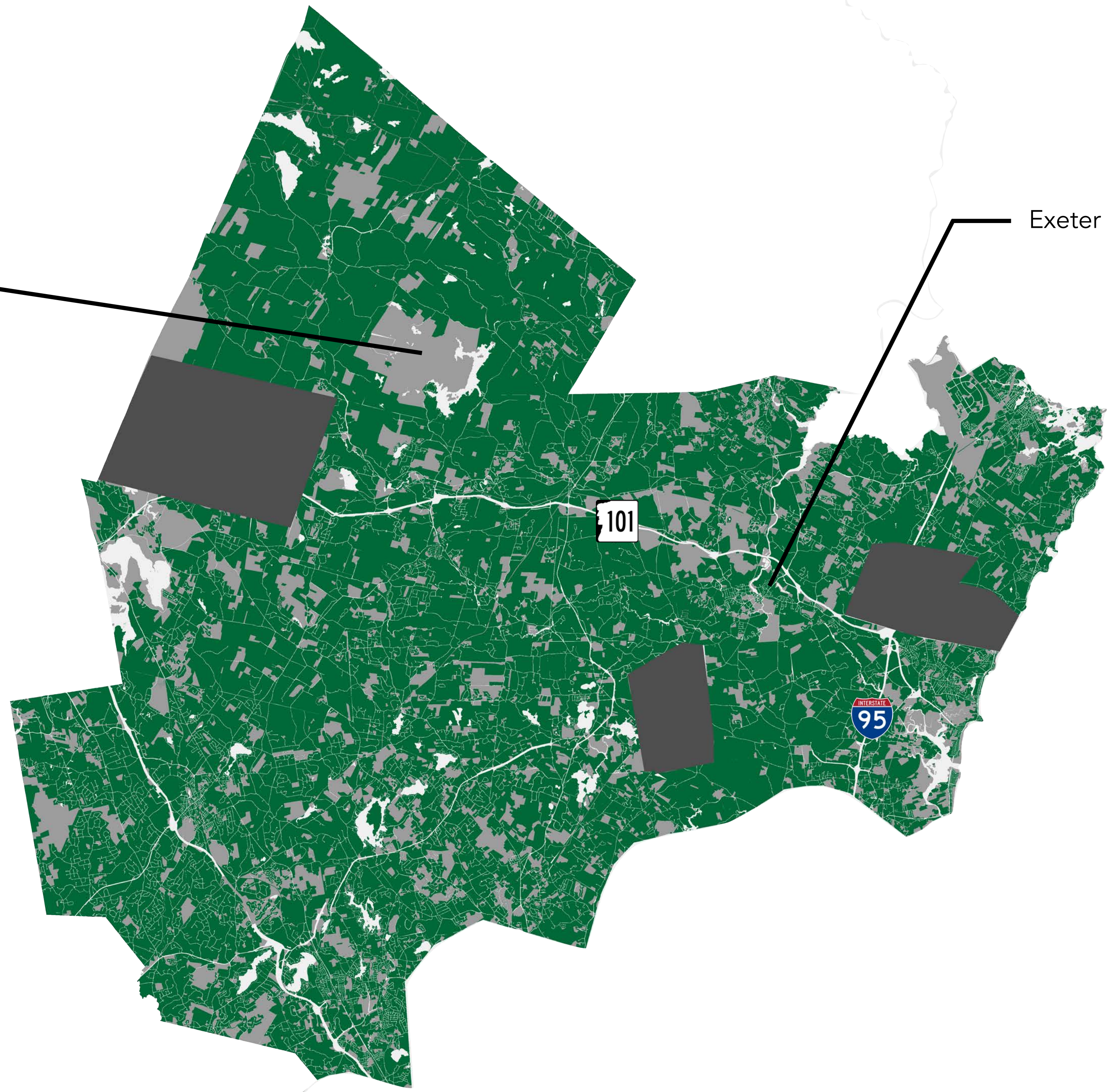


# Taxable Area

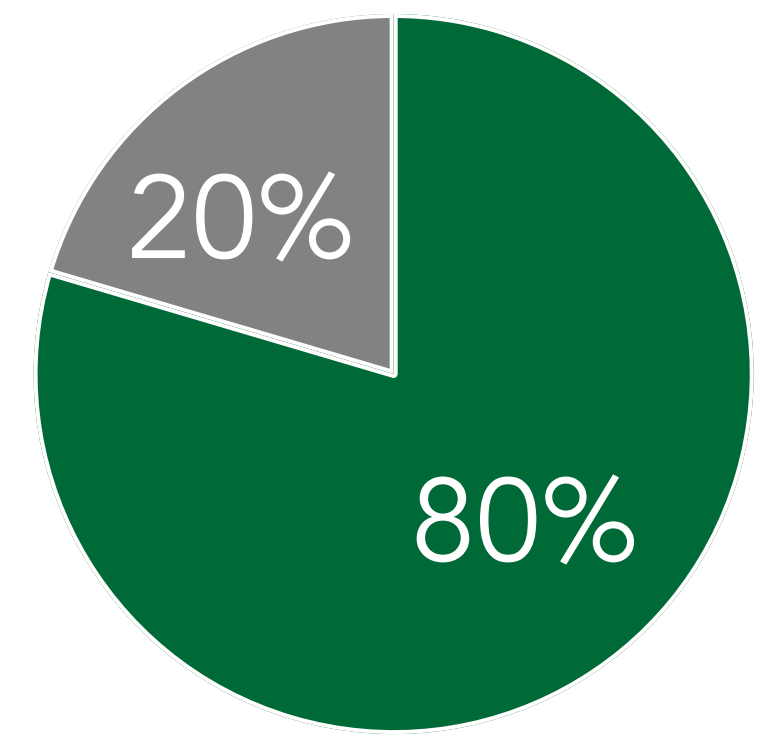
Rockingham County

Pawtuckaway  
State Park

Exeter



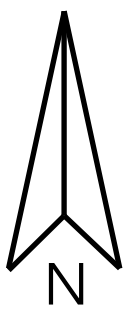
## Total Area



- Taxable
- Non Taxable

### Taxable Property

- No Data
- Nontaxable
- Taxable





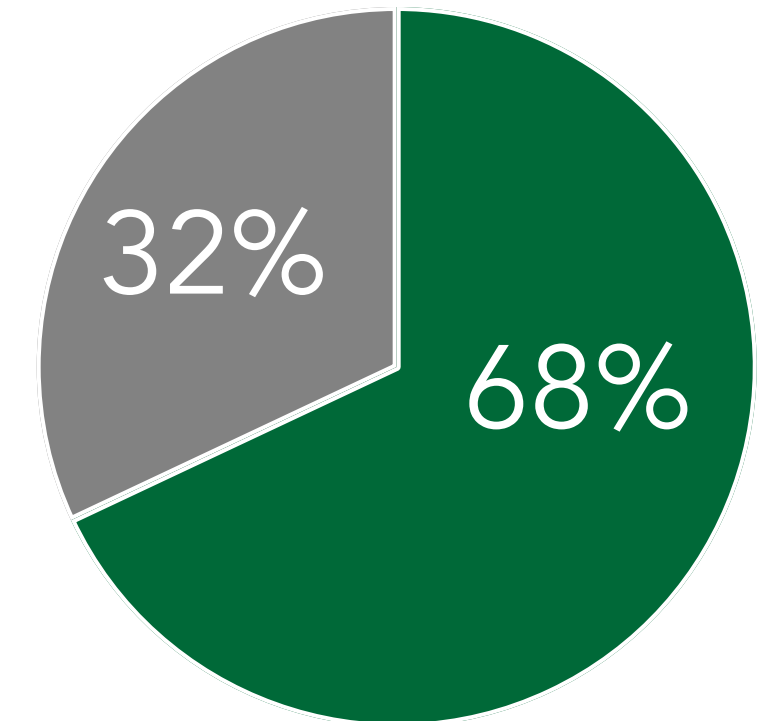
# Taxable Area

Exeter

Little River  
Conservation Area

Phillips Exeter  
Academy

## Total Area



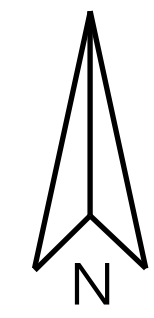
- Taxable
- Nontaxable

### Taxable Property

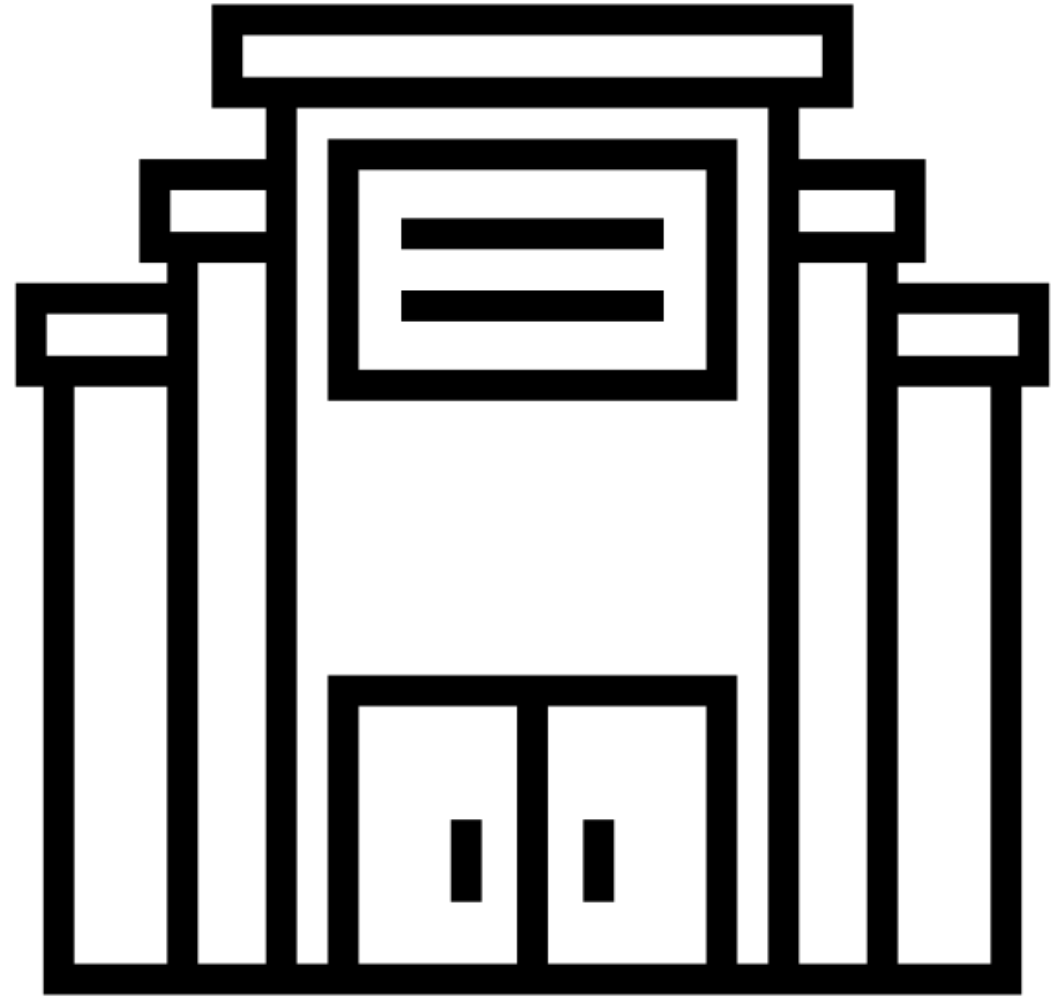
No Data

Nontaxable

Taxable







# Land Use Types

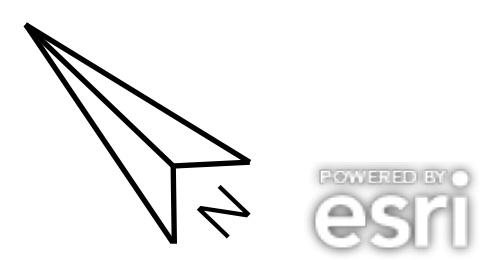
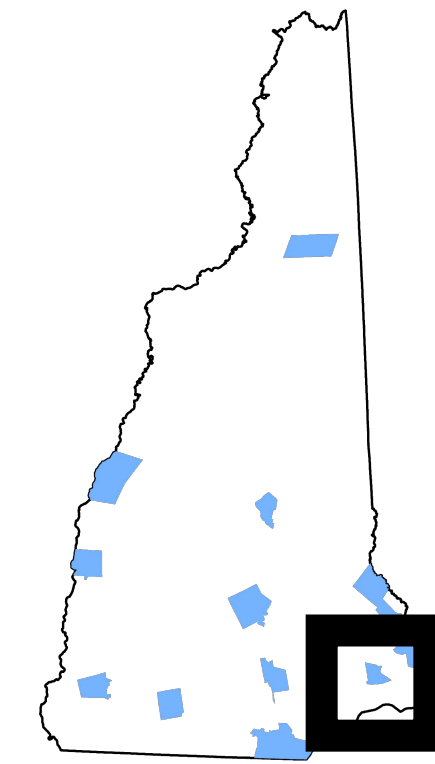
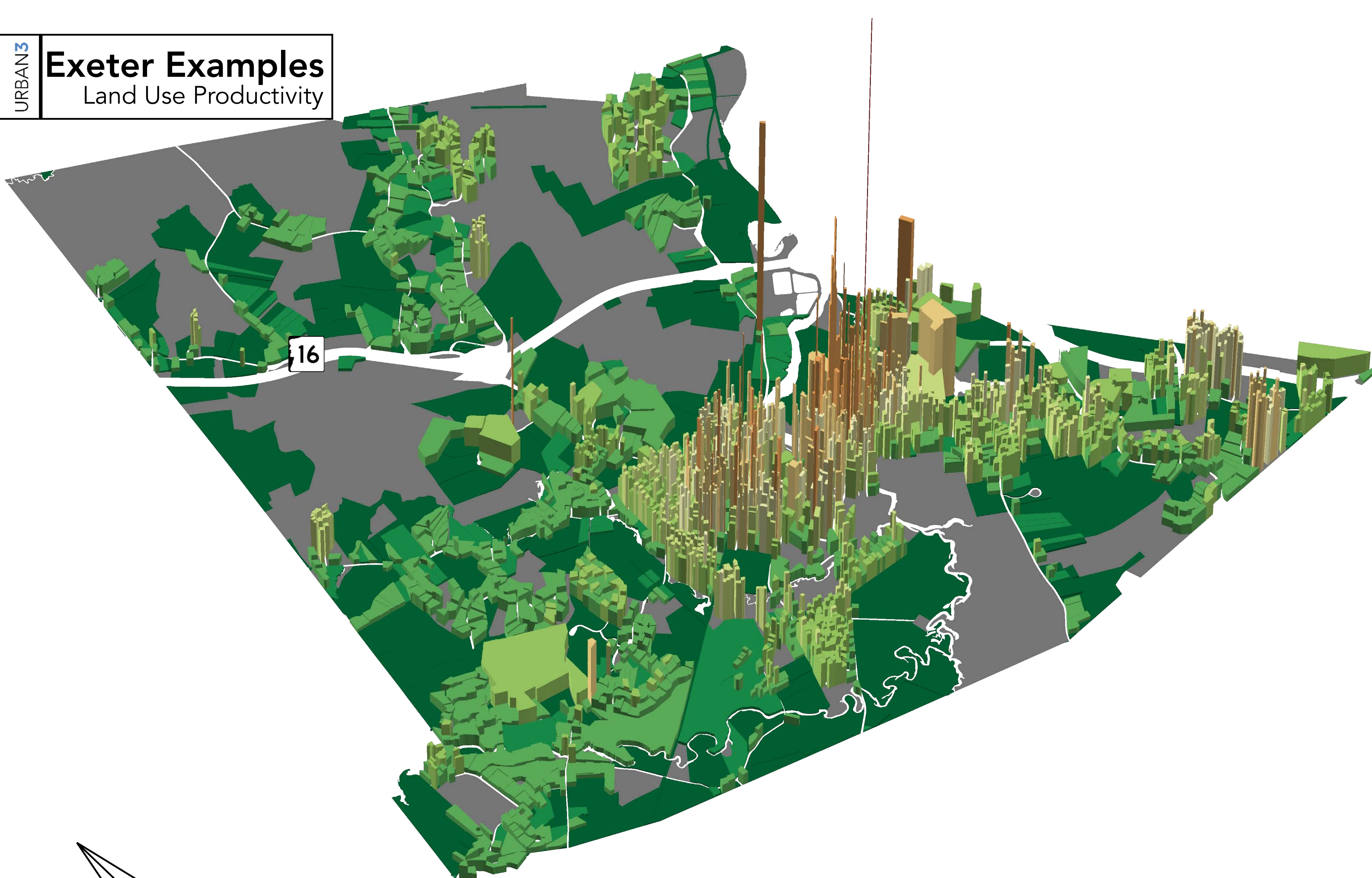
Local samples of buildings and development types



URBAN3

# Exeter Examples

Land Use Productivity

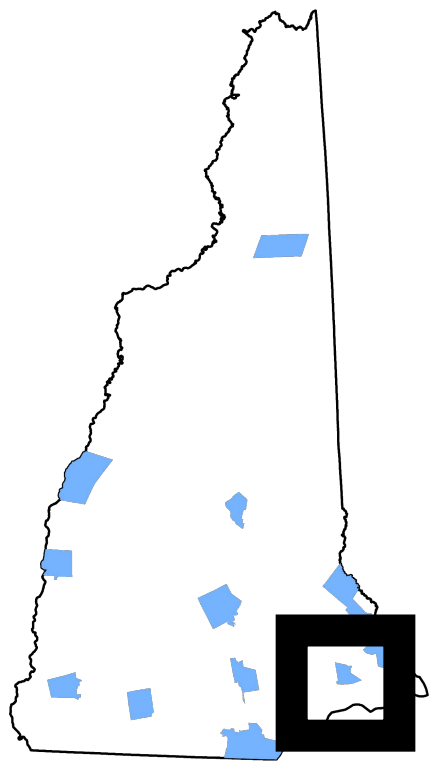
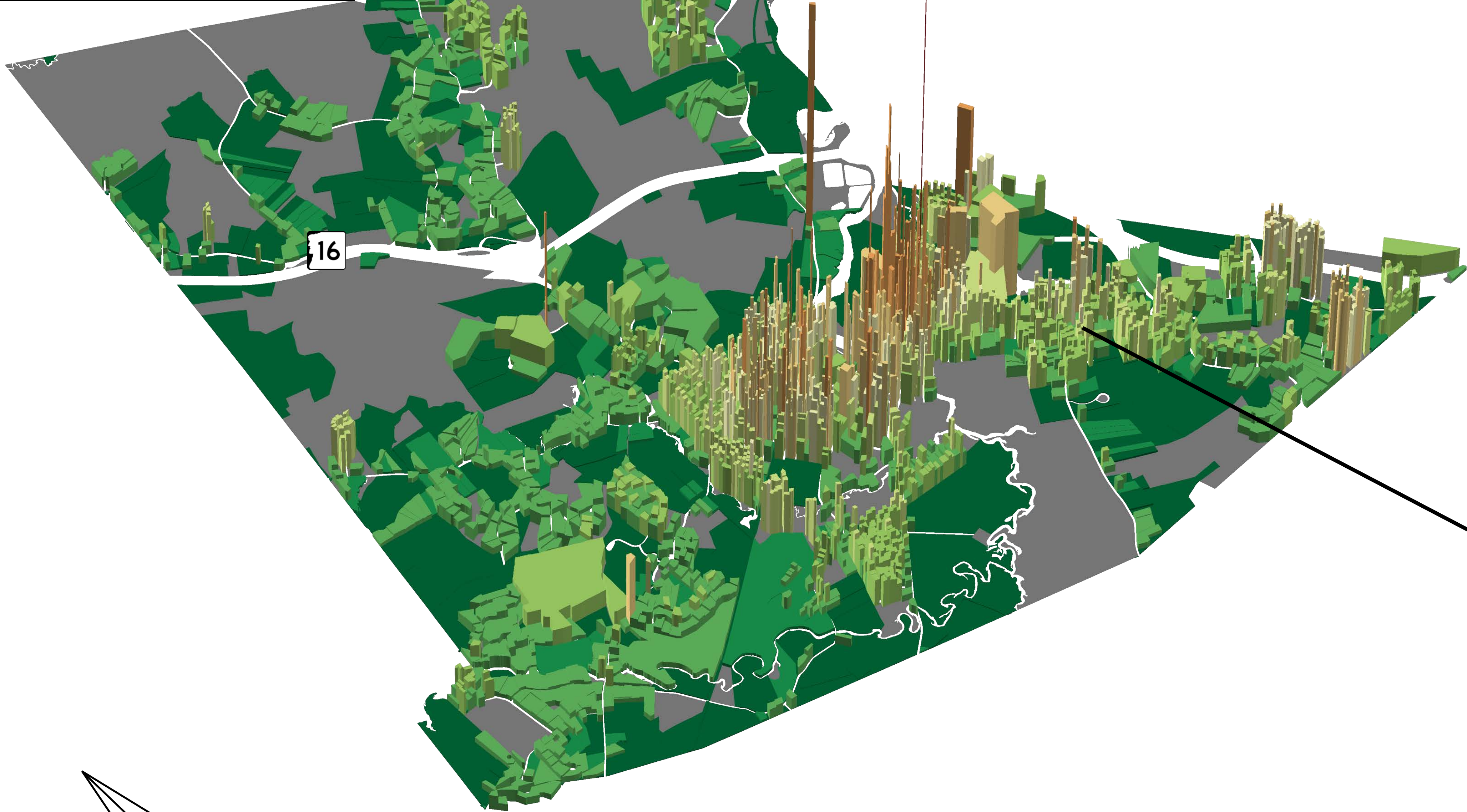




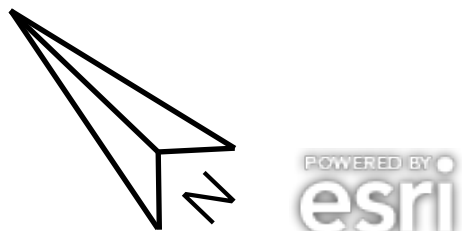
URBAN3

# Exeter Examples

Land Use Productivity



Single-family  
Avg. VPA: \$0.91 M



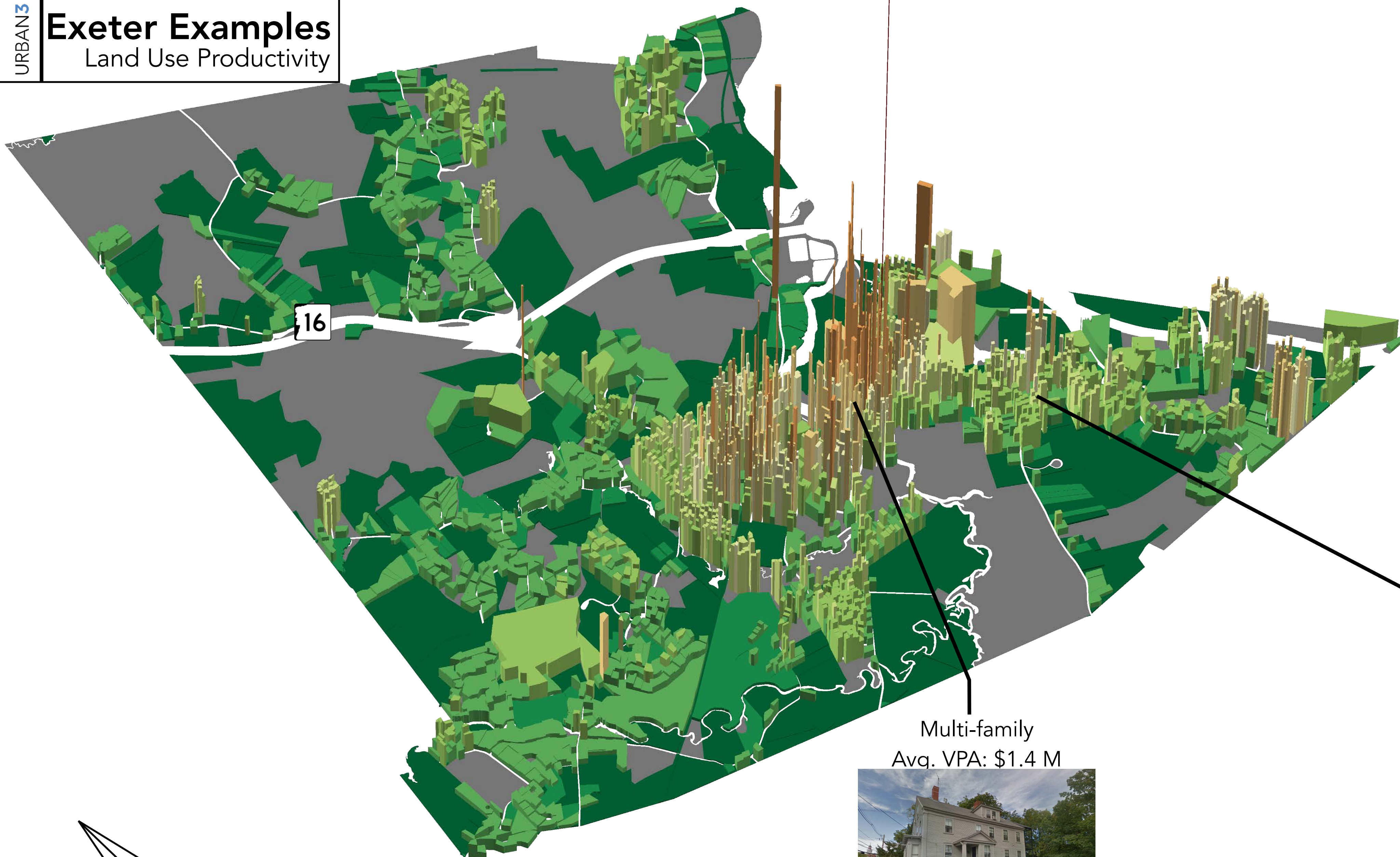
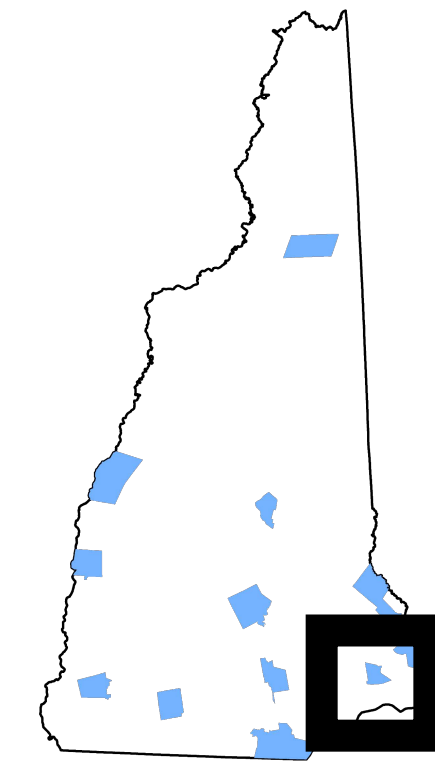
Avg. VPA: \$197,142



URBAN3

# Exeter Examples

Land Use Productivity

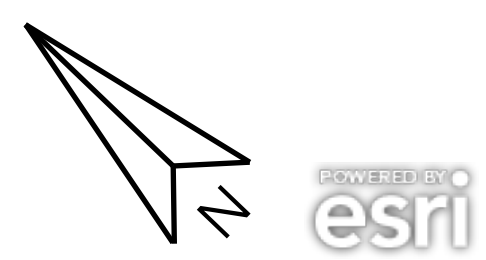


Single-family  
Avg. VPA: \$0.91 M



Multi-family  
Avg. VPA: \$1.4 M

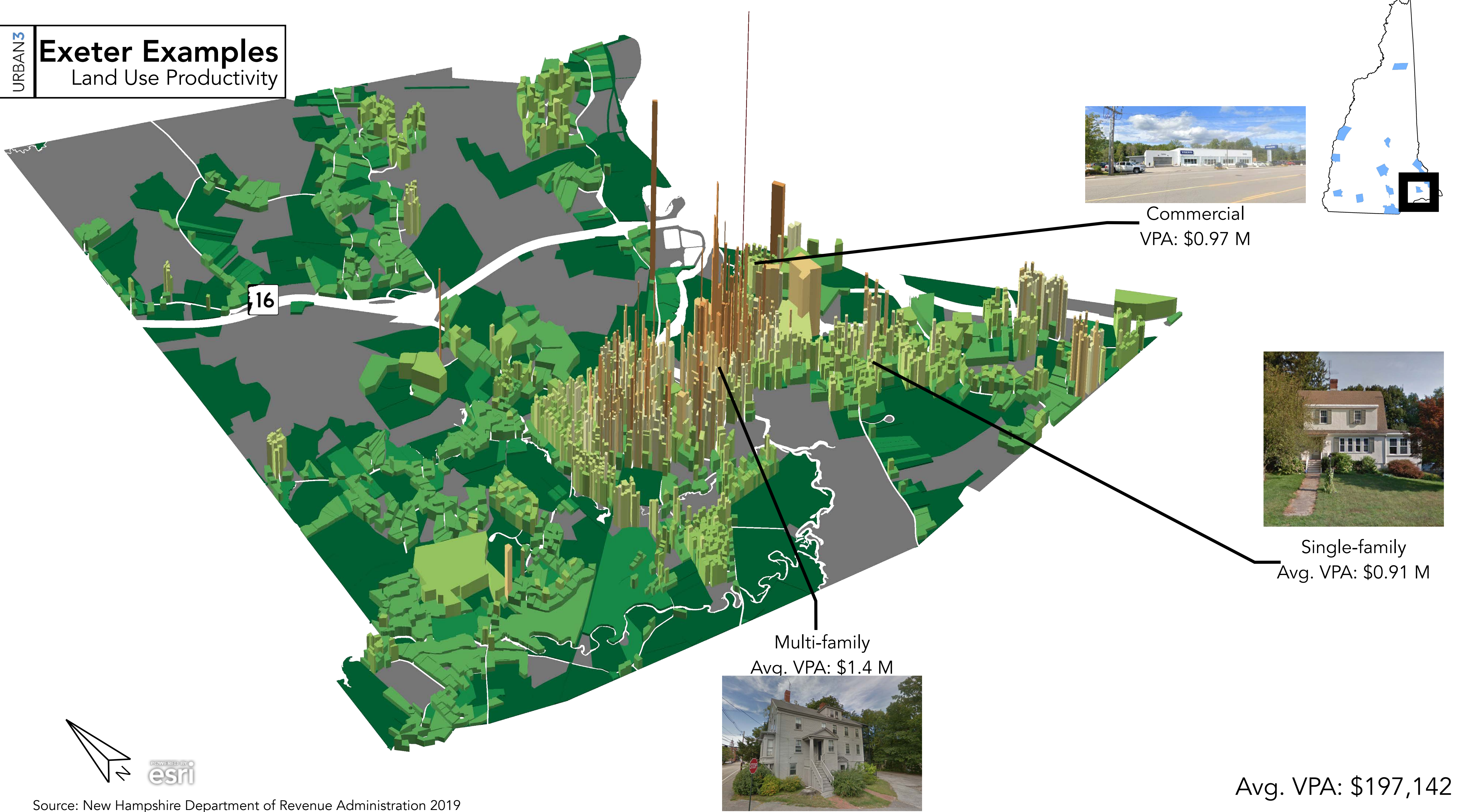
Avg. VPA: \$197,142





# Exeter Examples

Land Use Productivity

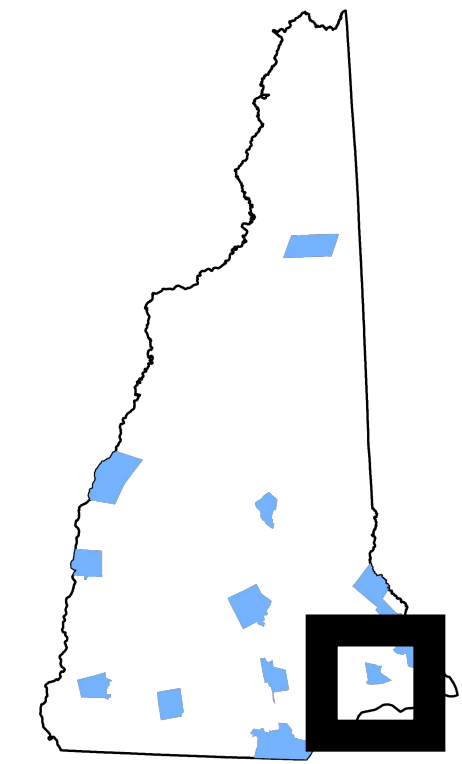
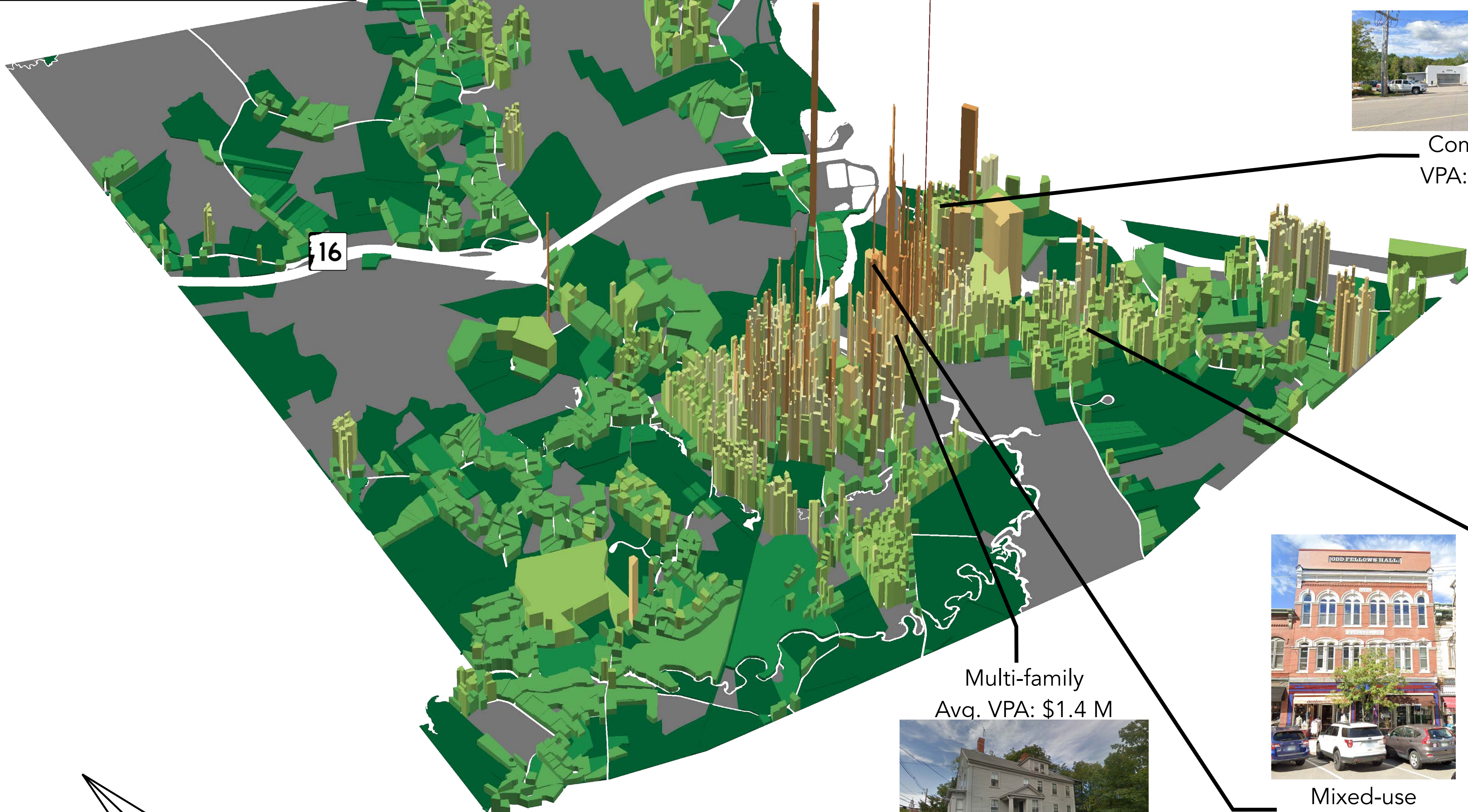




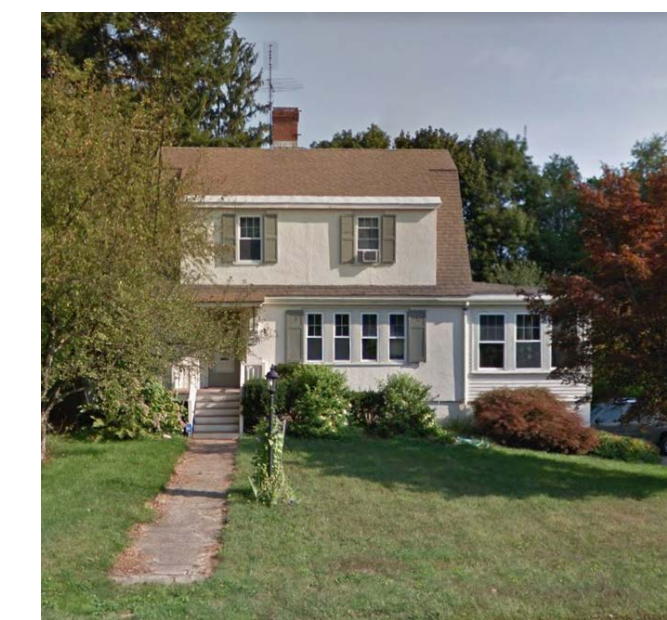
URBAN3

# Exeter Examples

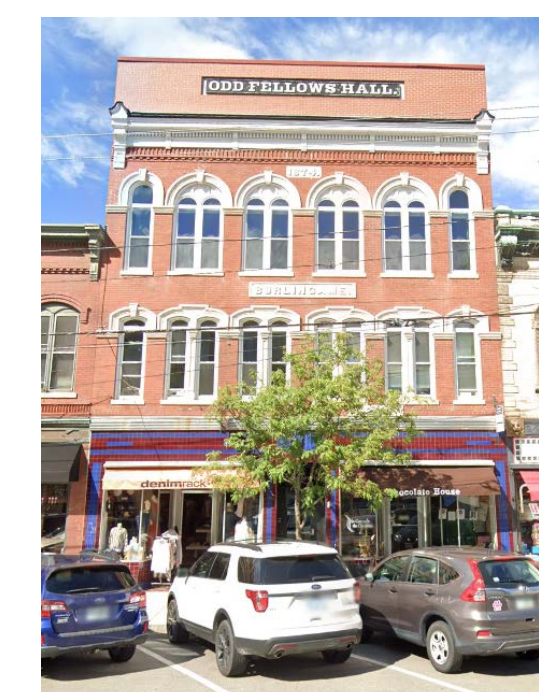
Land Use Productivity



Commercial  
VPA: \$0.97 M



Single-family  
Avg. VPA: \$0.91 M

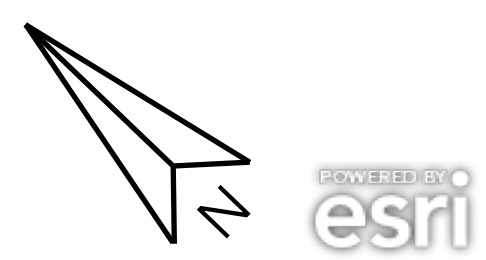


Mixed-use  
VPA: \$7.6 M



Multi-family  
Avg. VPA: \$1.4 M

Avg. VPA: \$197,142

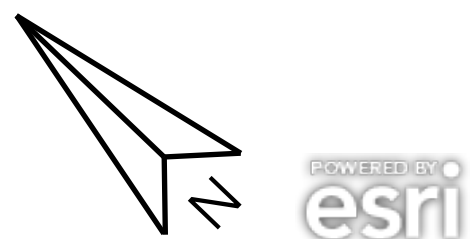
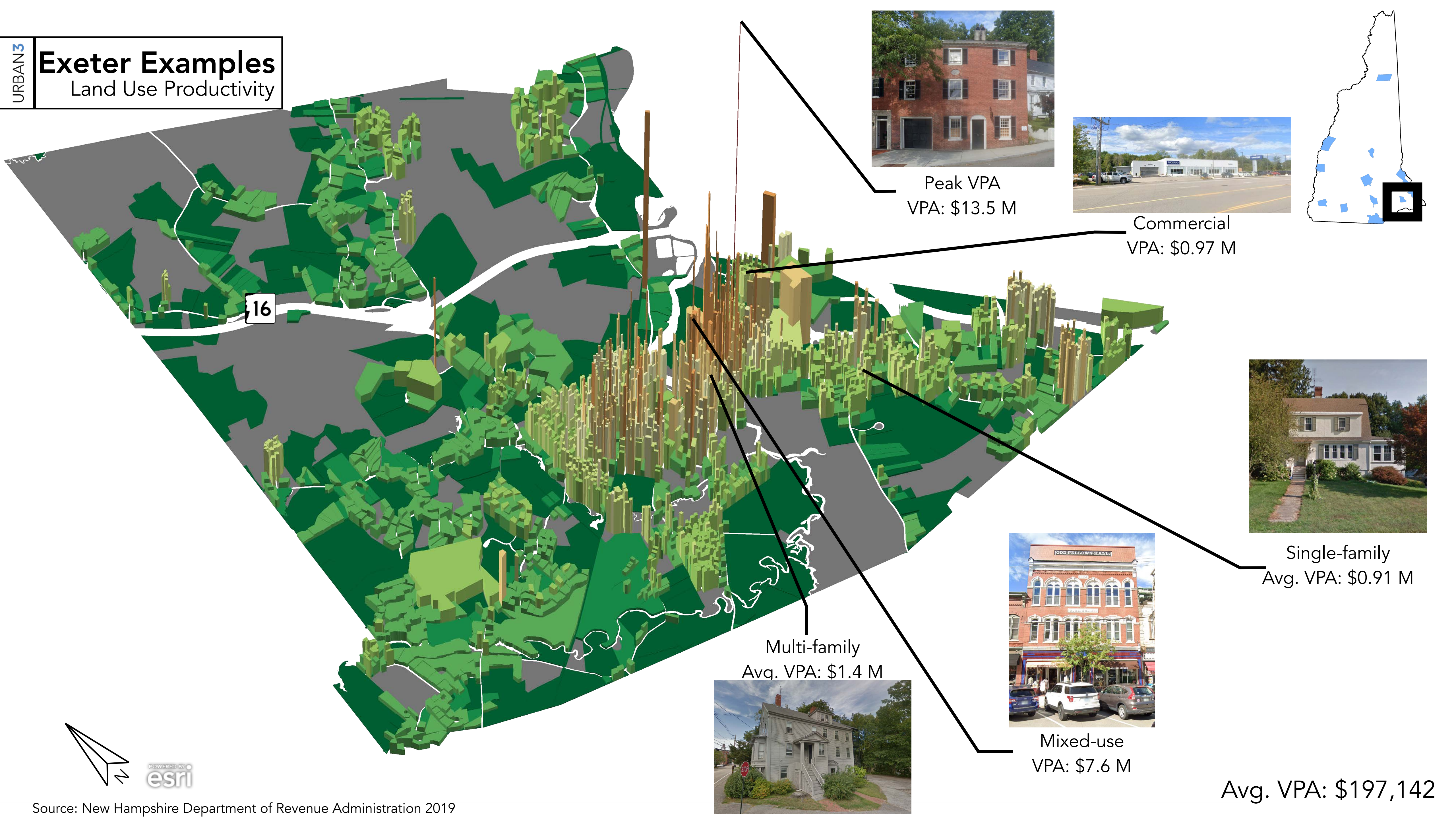




URBAN3

# Exeter Examples

Land Use Productivity

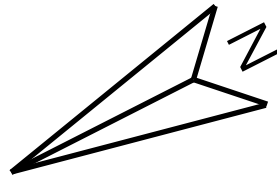




URBAN3

# Exeter Examples

Land Use Productivity



Commercial  
VPA: \$0.97 M



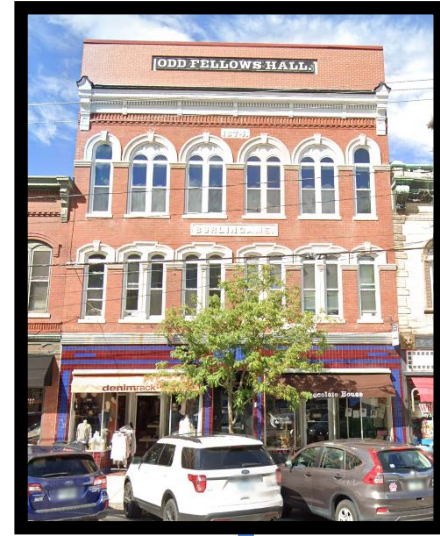
Peak VPA  
VPA: \$13.5 M



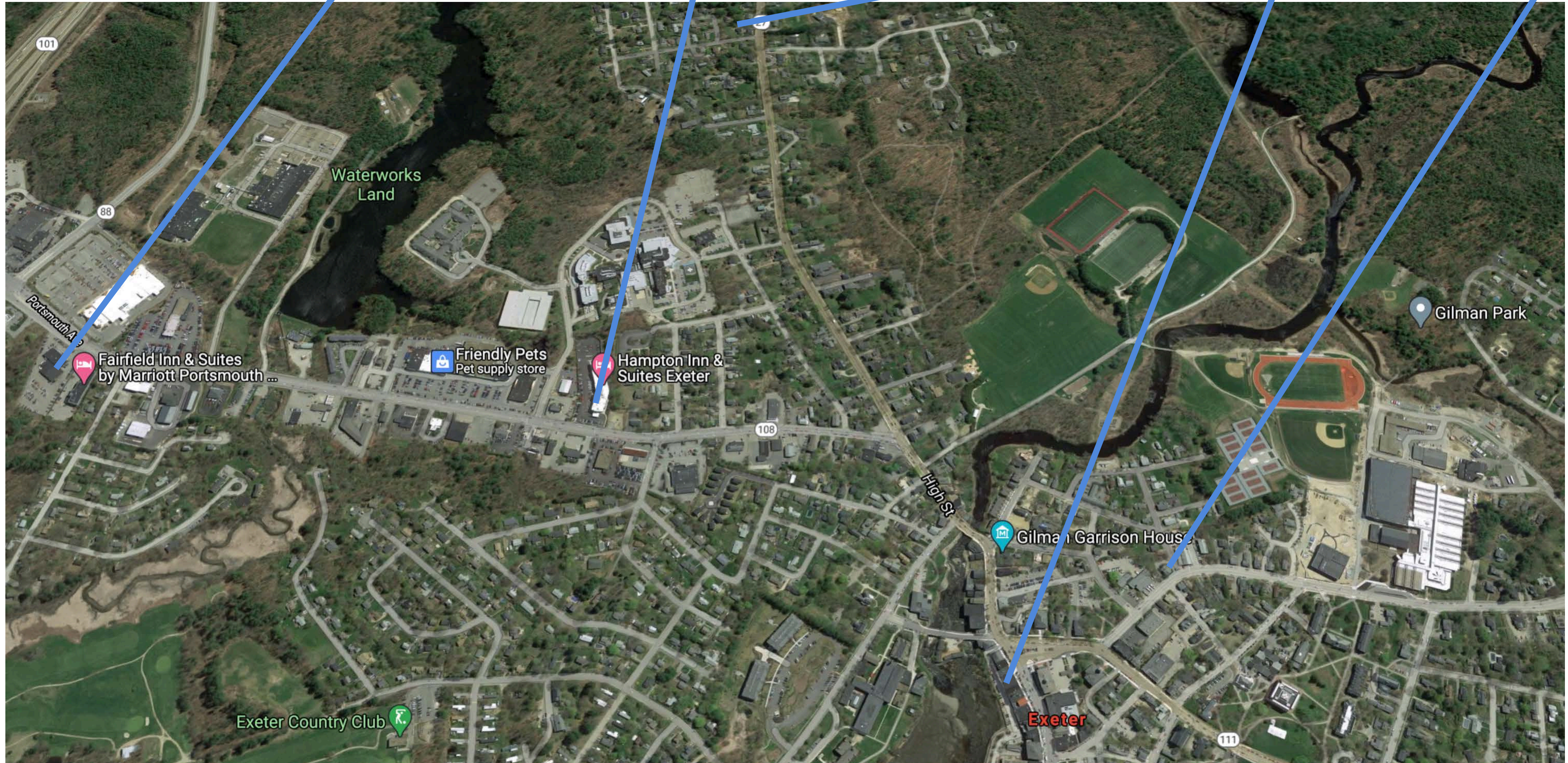
Single-family  
Avg. VPA: \$0.91 M



Mixed-use  
VPA: \$7.6 M



Multi-family  
Avg. VPA: \$1.4 M



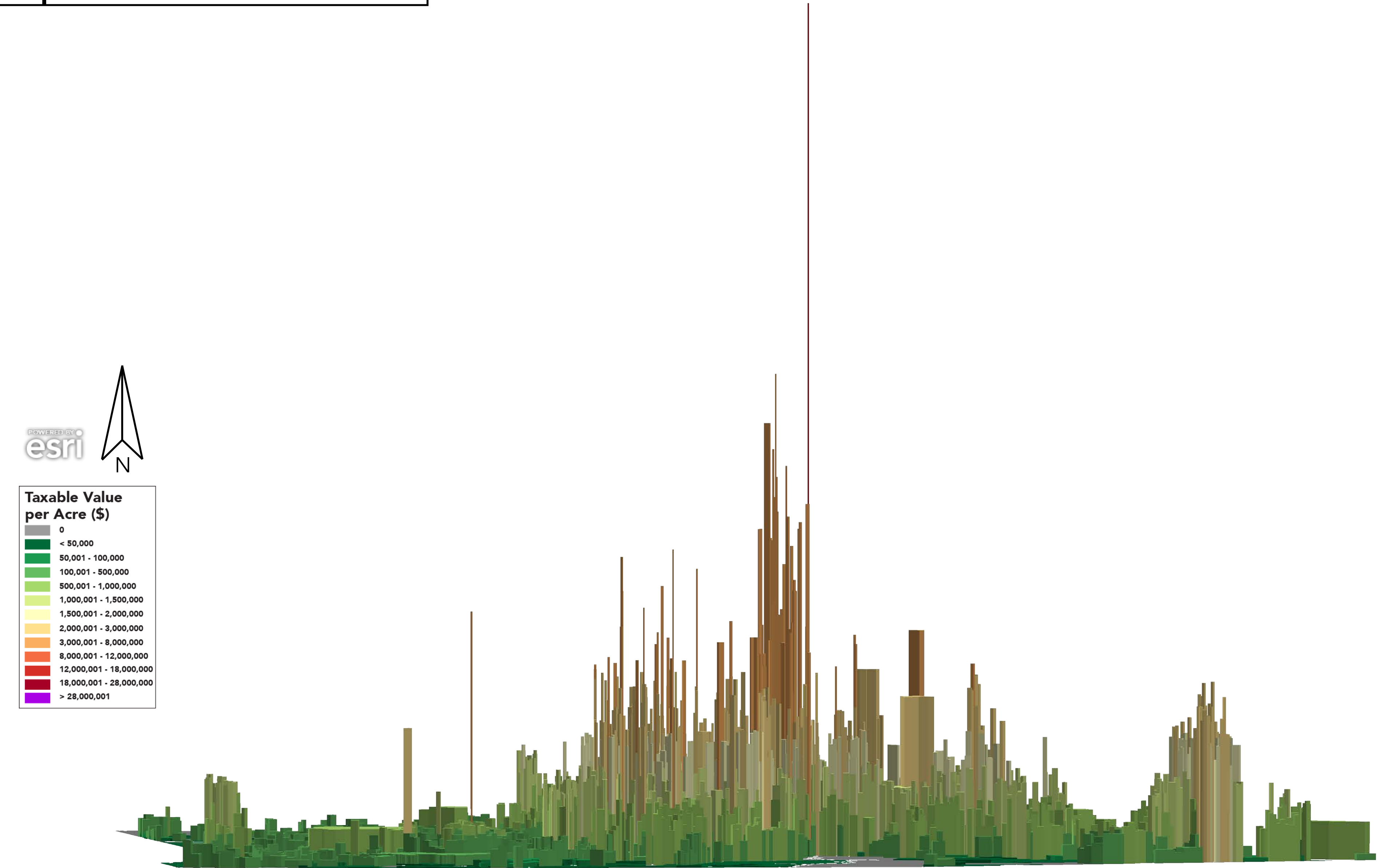




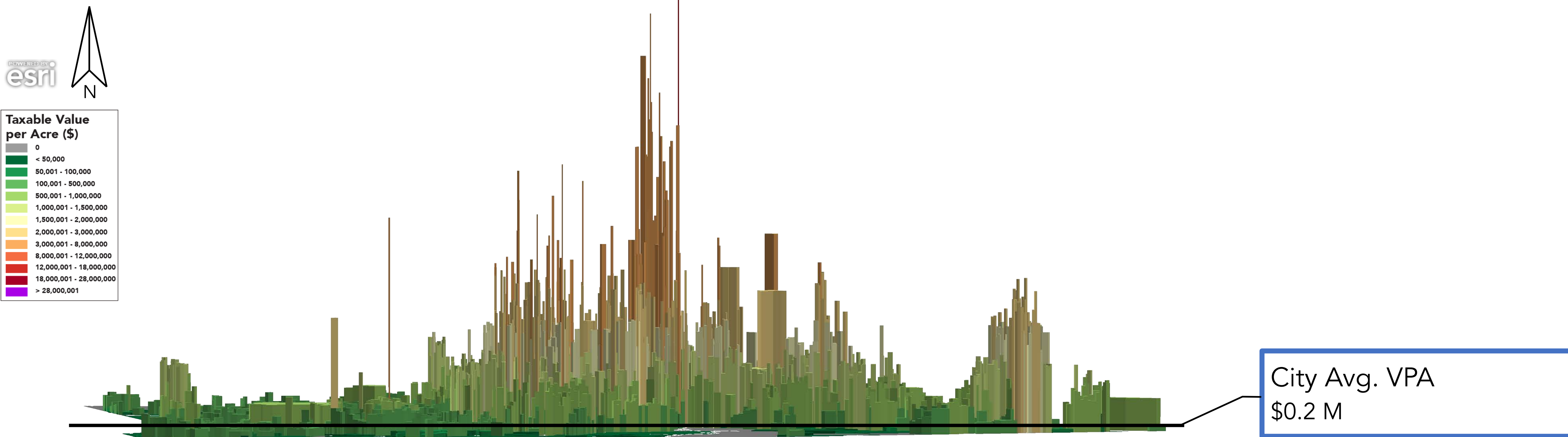
# Productivity

Geospatial Analysis





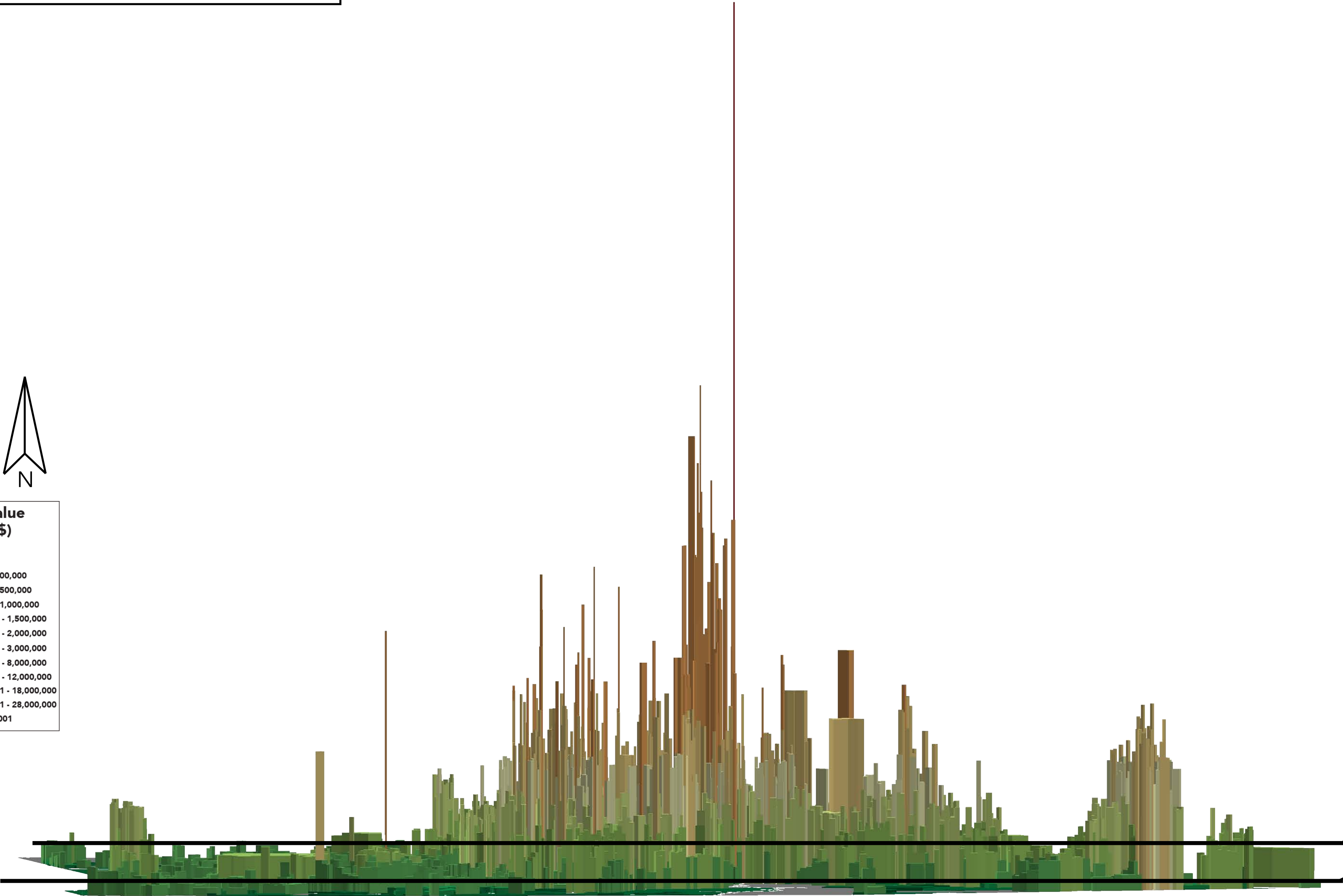
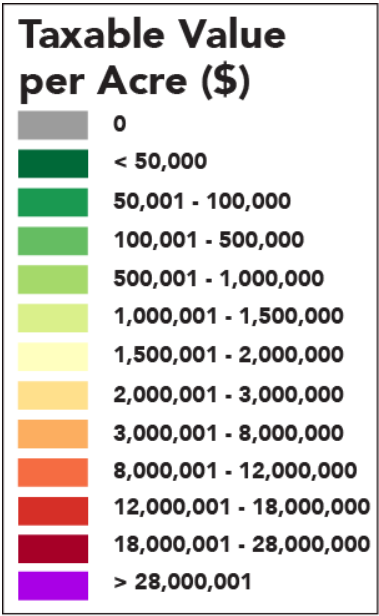
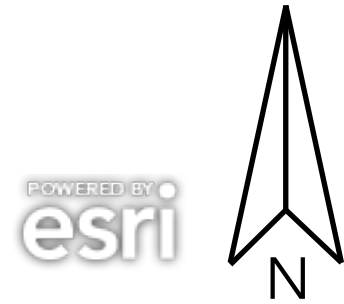






# Exeter Profile

Land Use Productivity



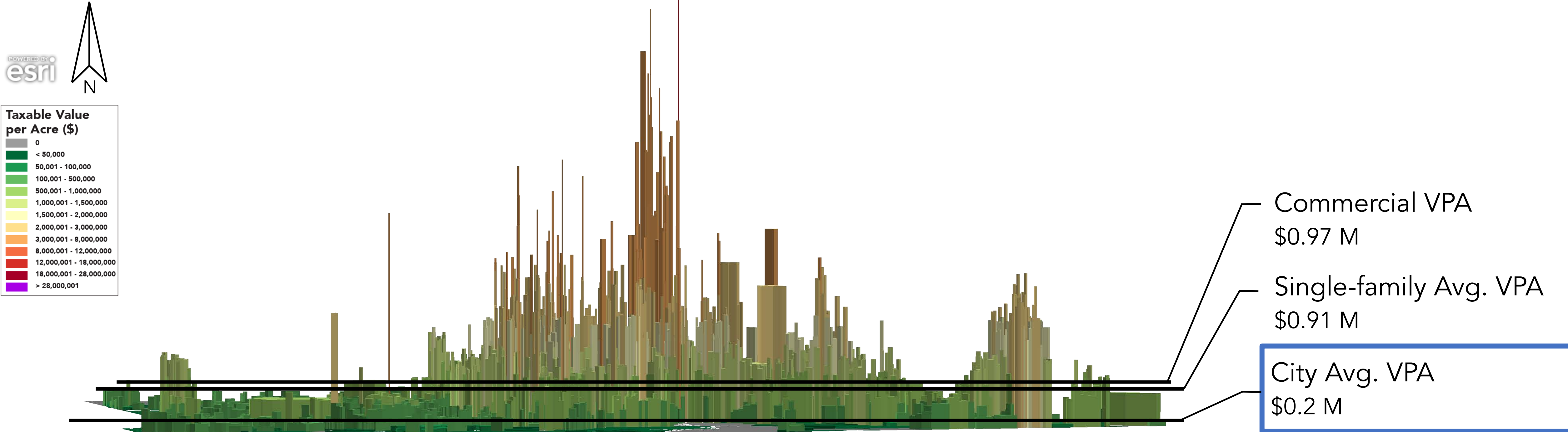
Single-family Avg. VPA  
\$0.91 M

City Avg. VPA  
\$0.2 M

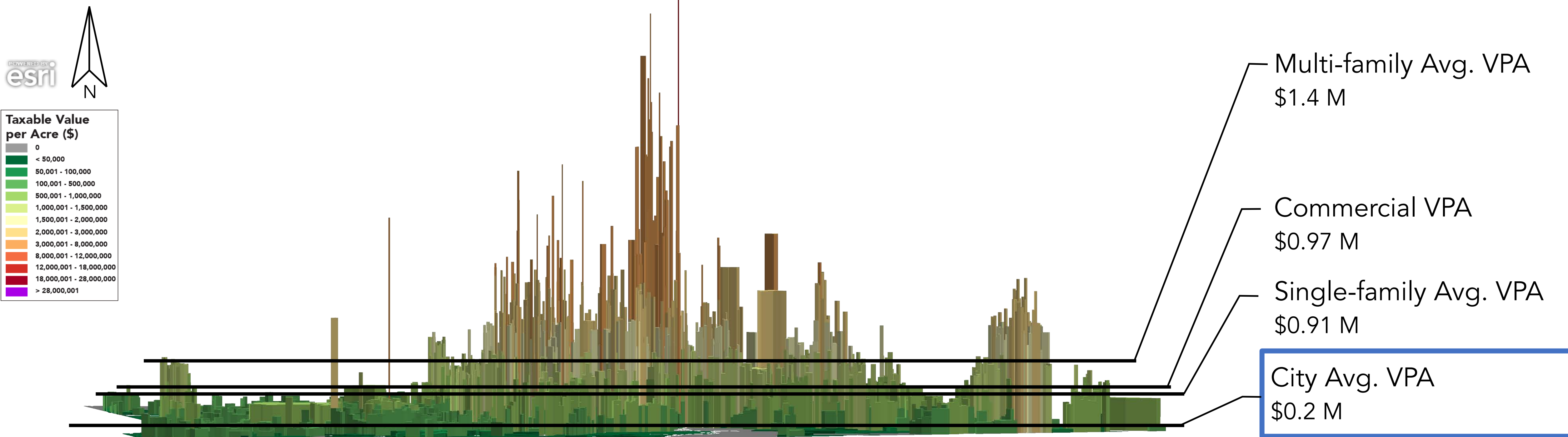


# Exeter Profile

Land Use Productivity



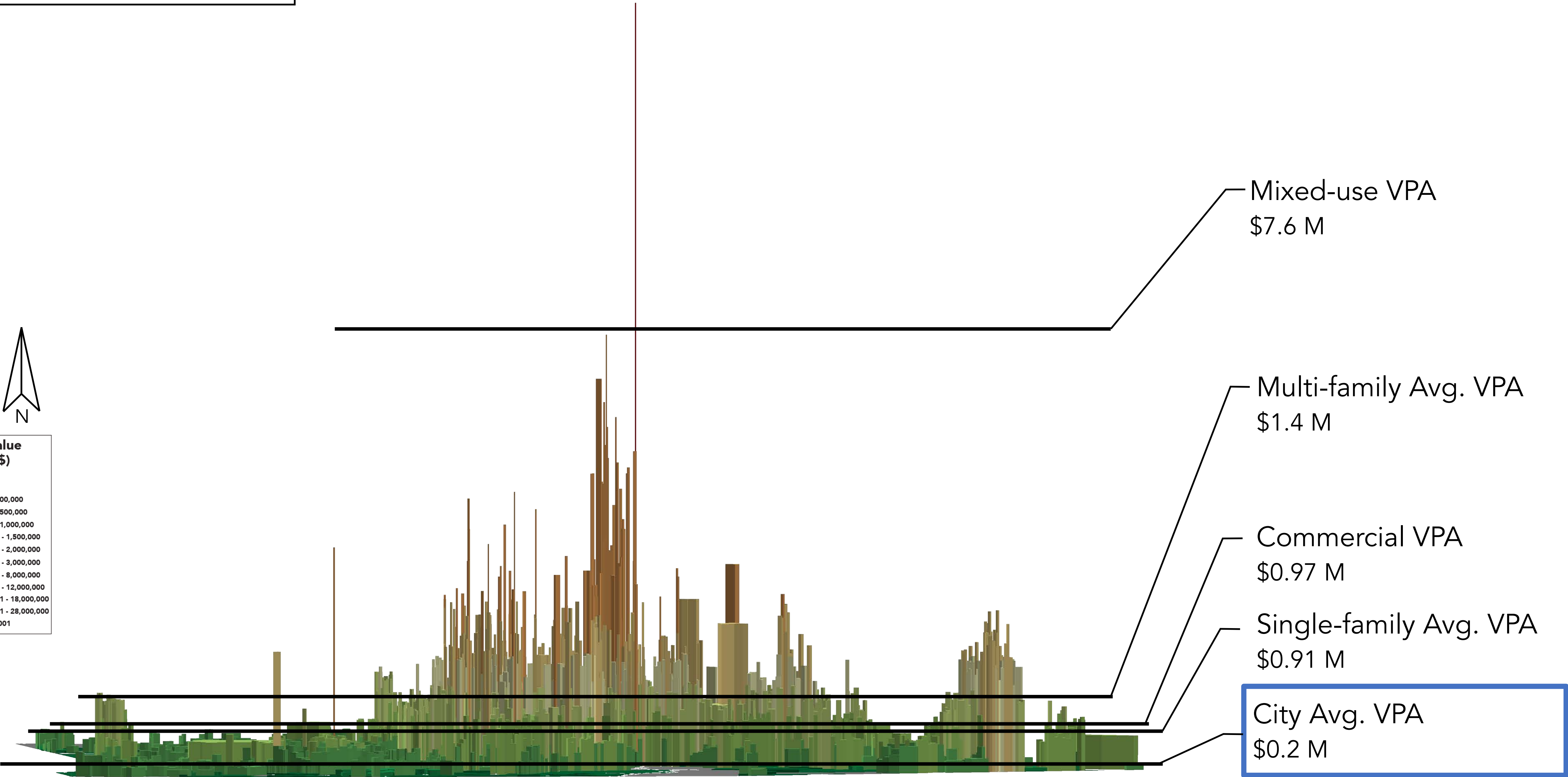
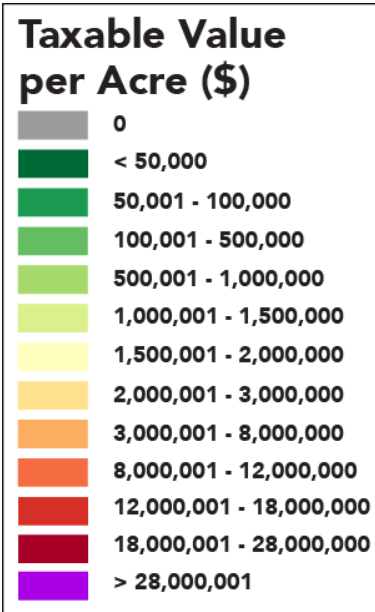
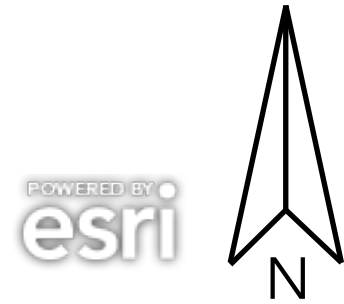






# Exeter Profile

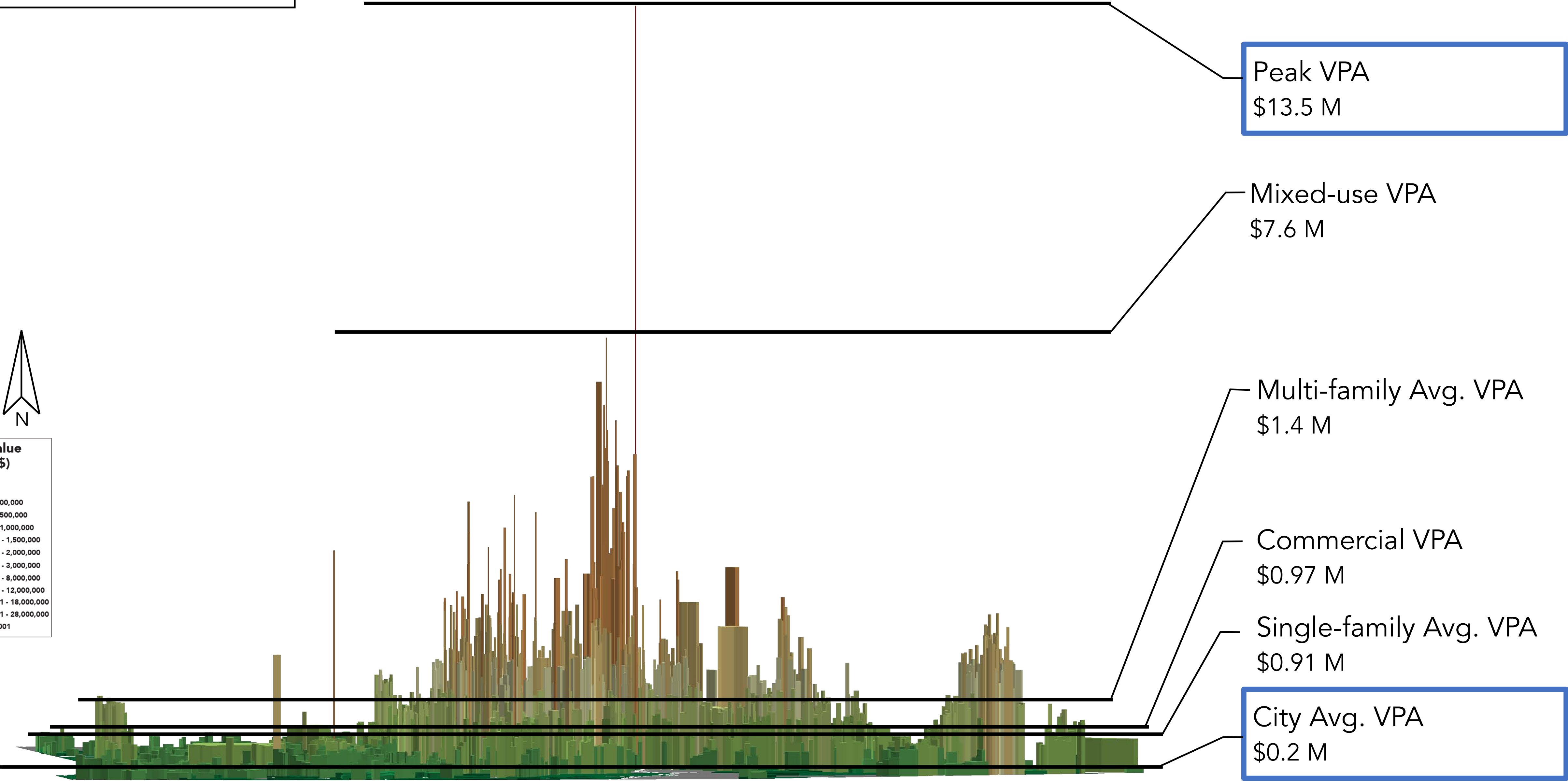
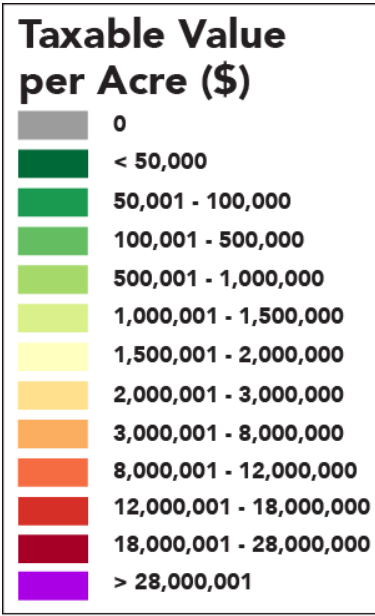
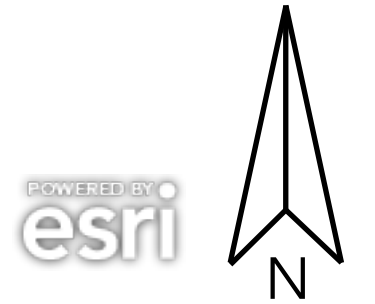
Land Use Productivity



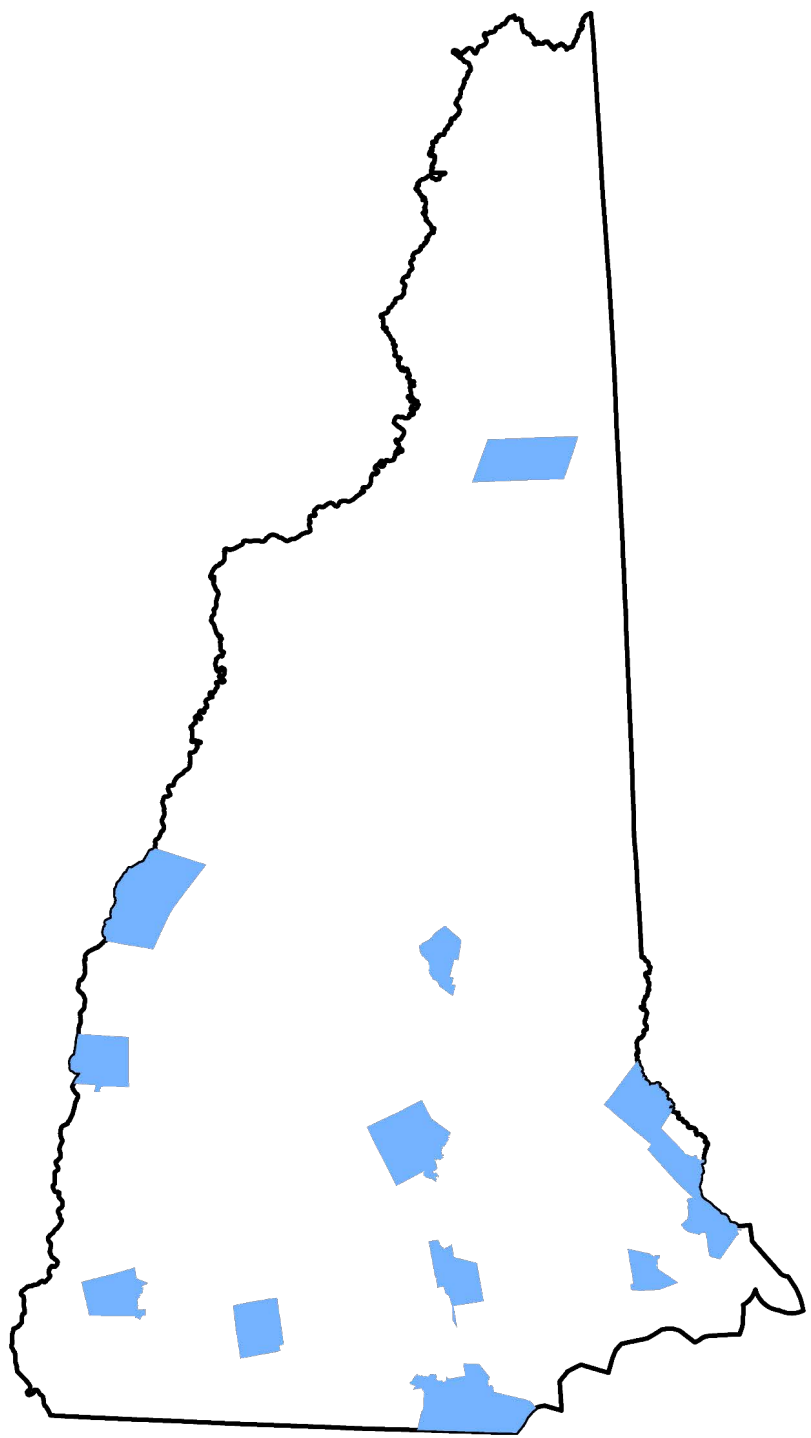


# Exeter Profile

Land Use Productivity







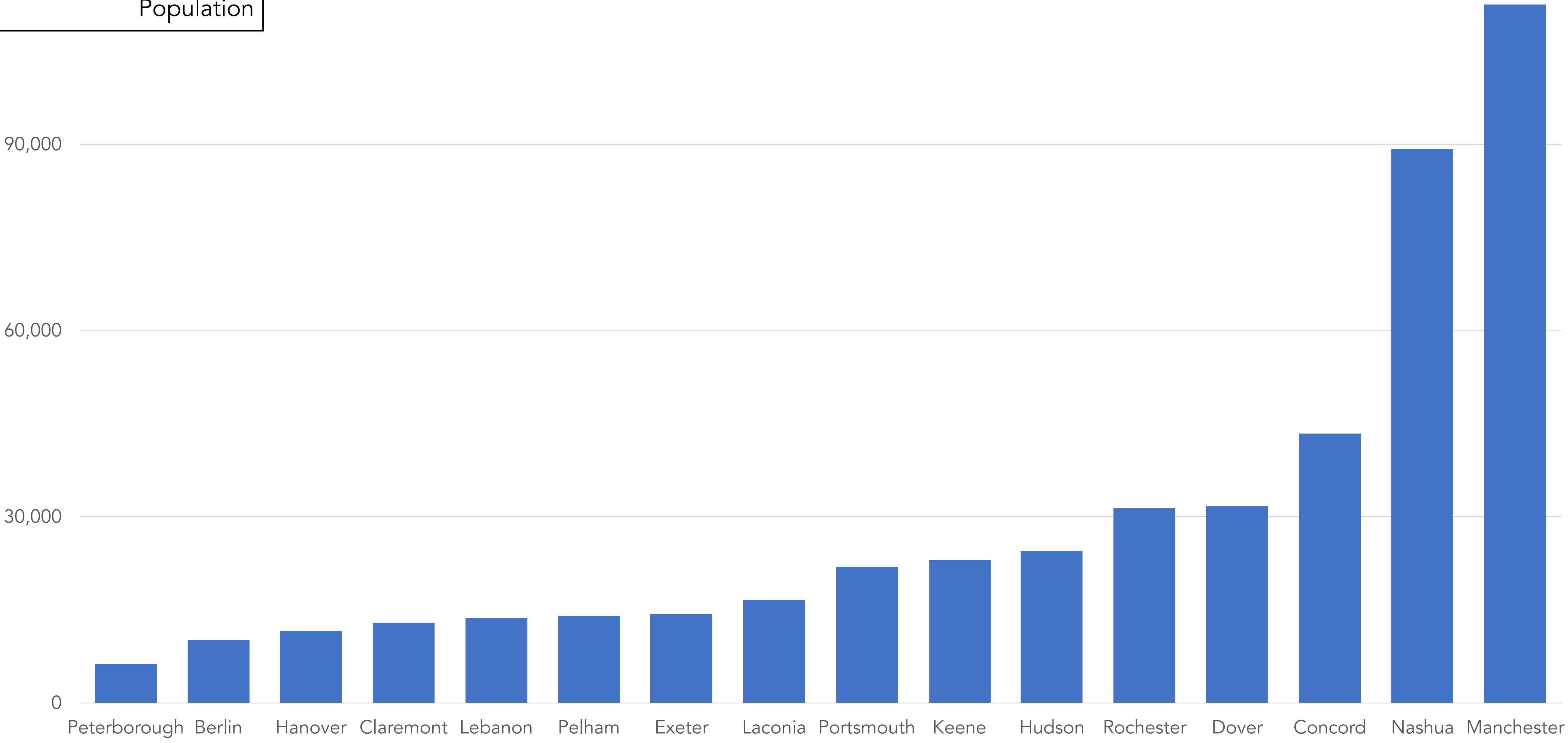
# Comparing Communities

15 municipalities from across New Hampshire



# Comparisons

Population

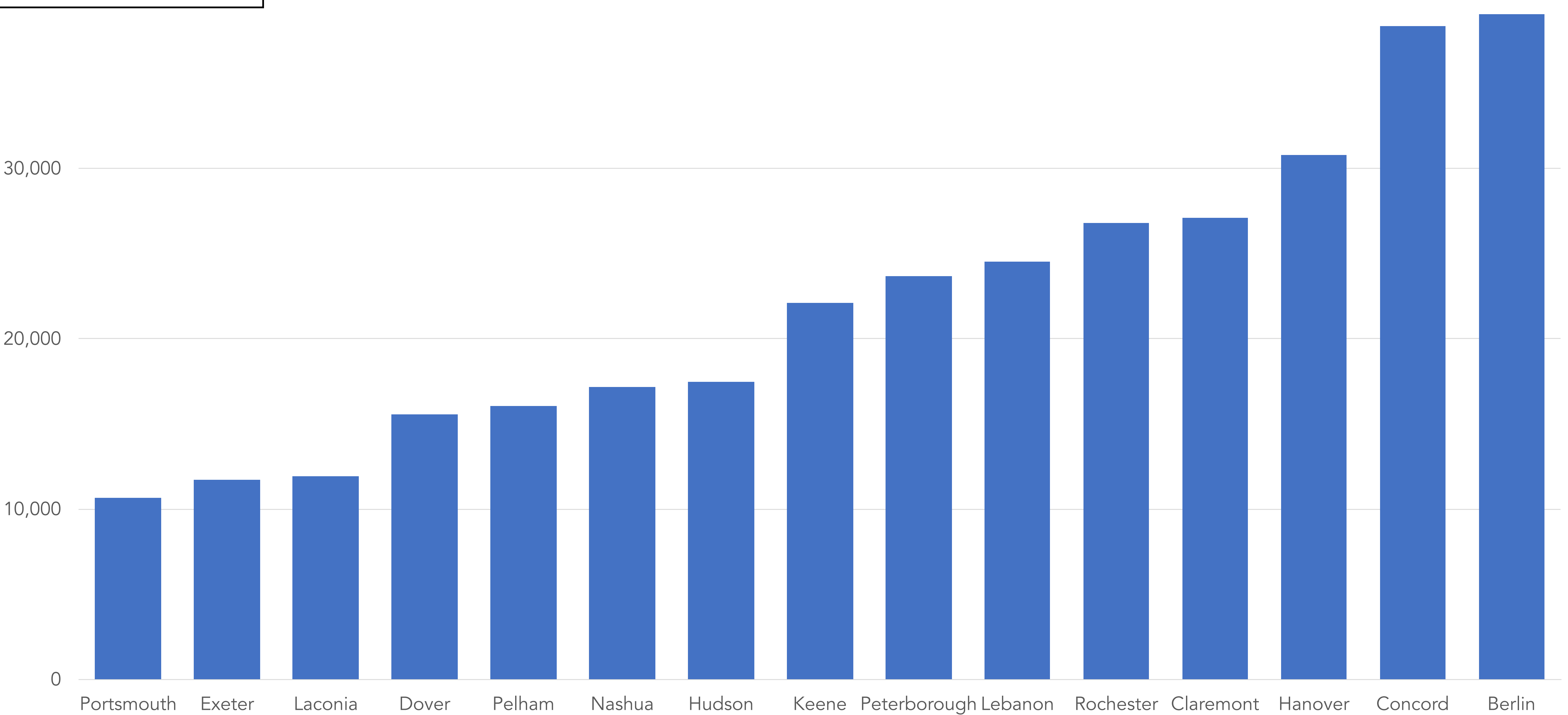


Source: New Hampshire Department of Revenue Administration 2019



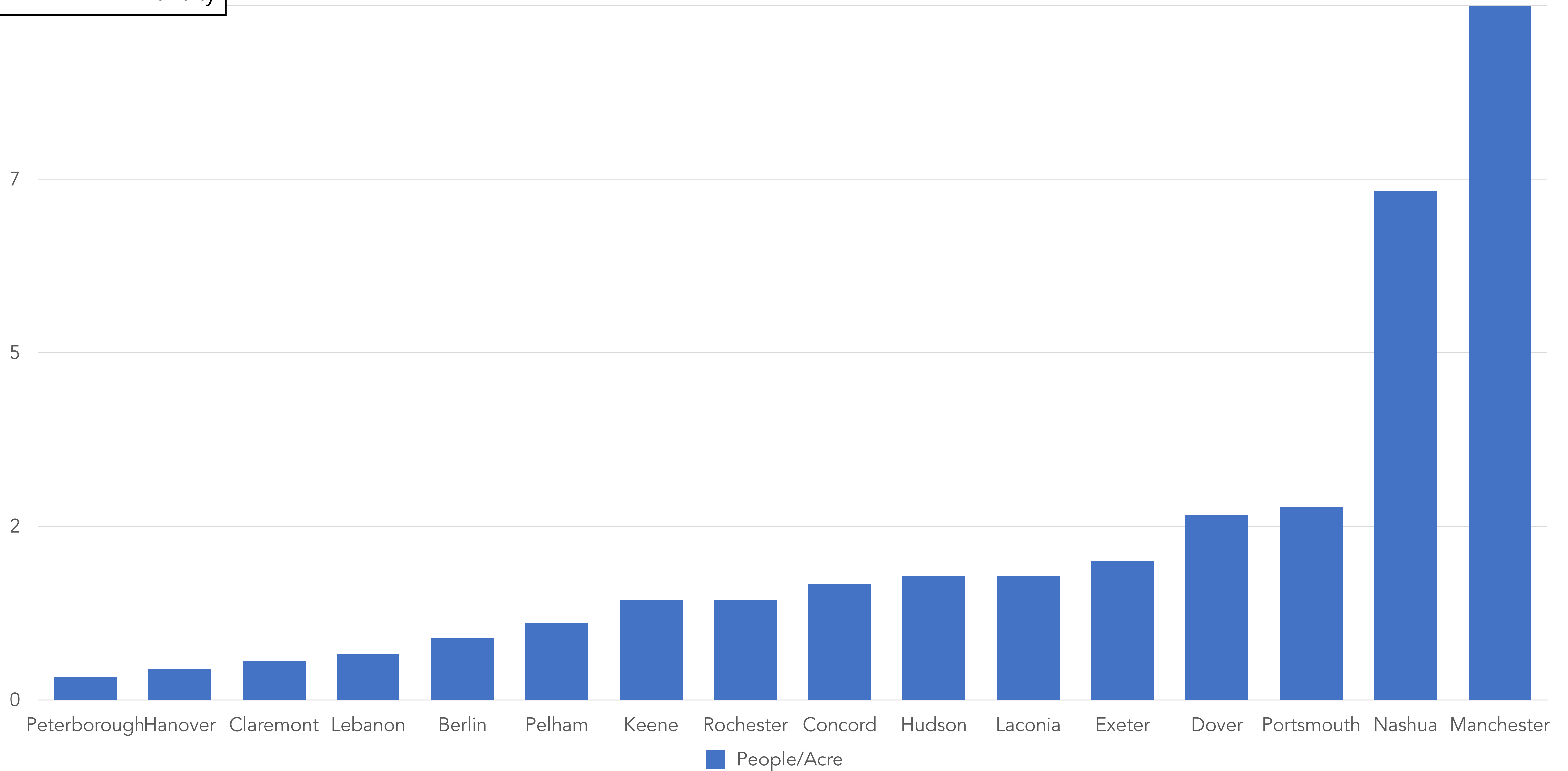
# Comparisons

Total Area



Source: New Hampshire Department of Revenue Administration 2019

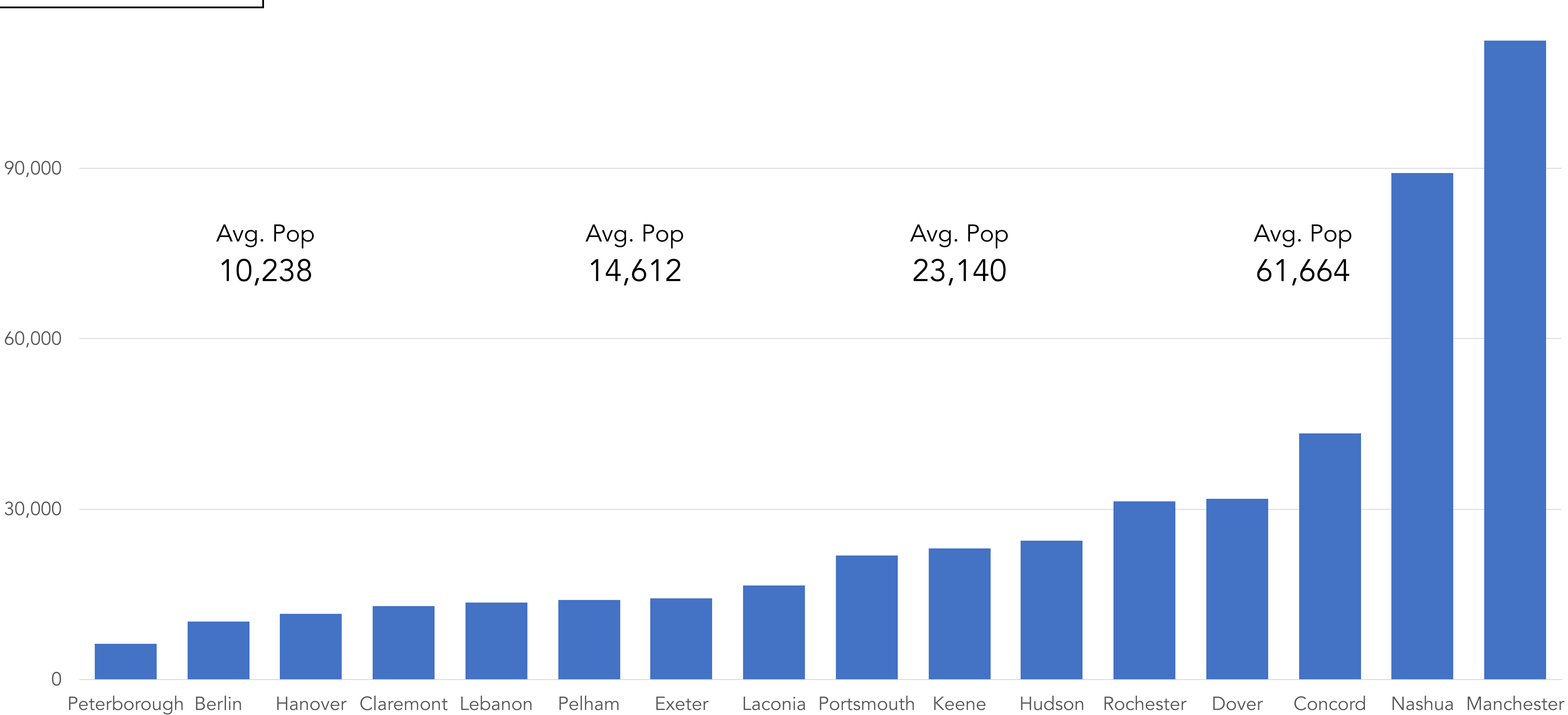






# Peer Groups

Population

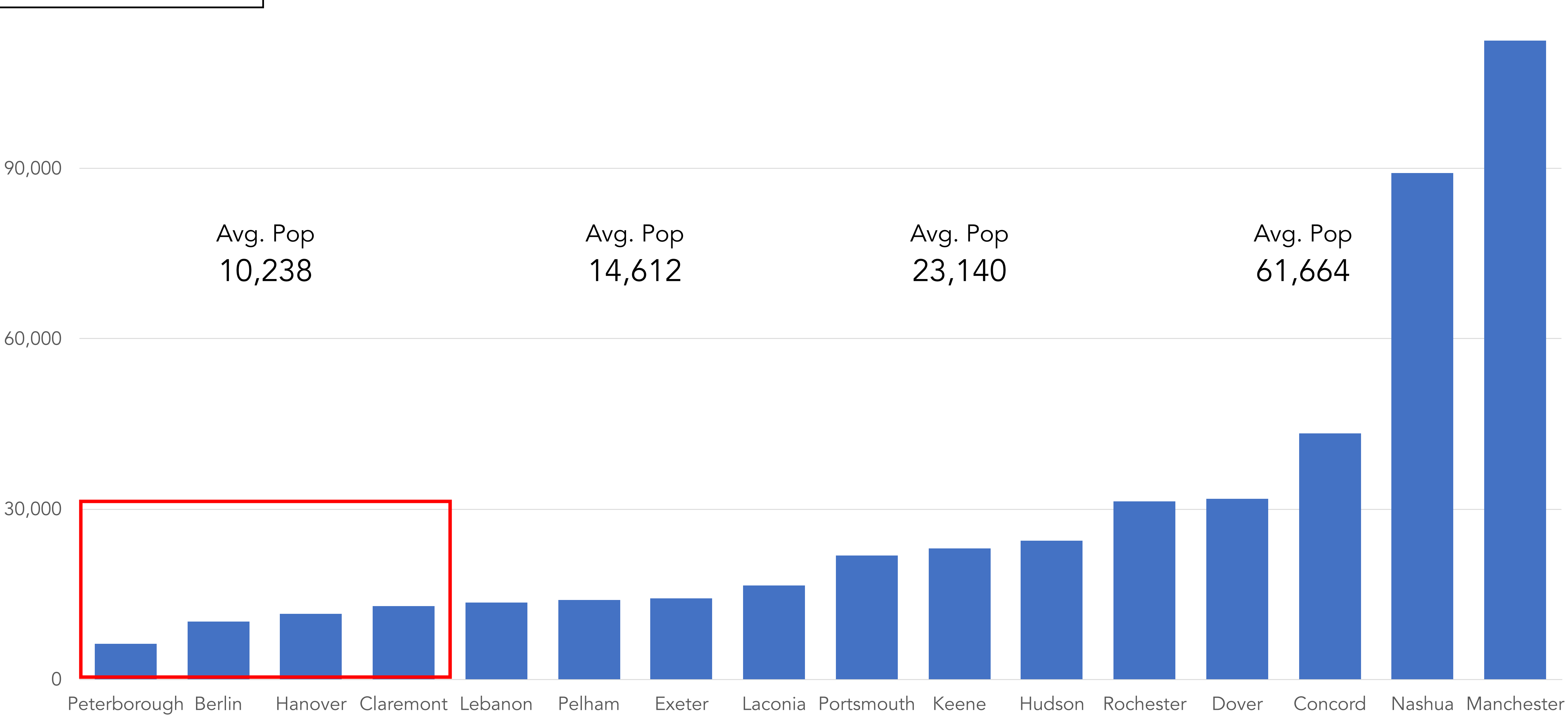


Source: New Hampshire Department of Revenue Administration 2019



# Peer Groups

Population

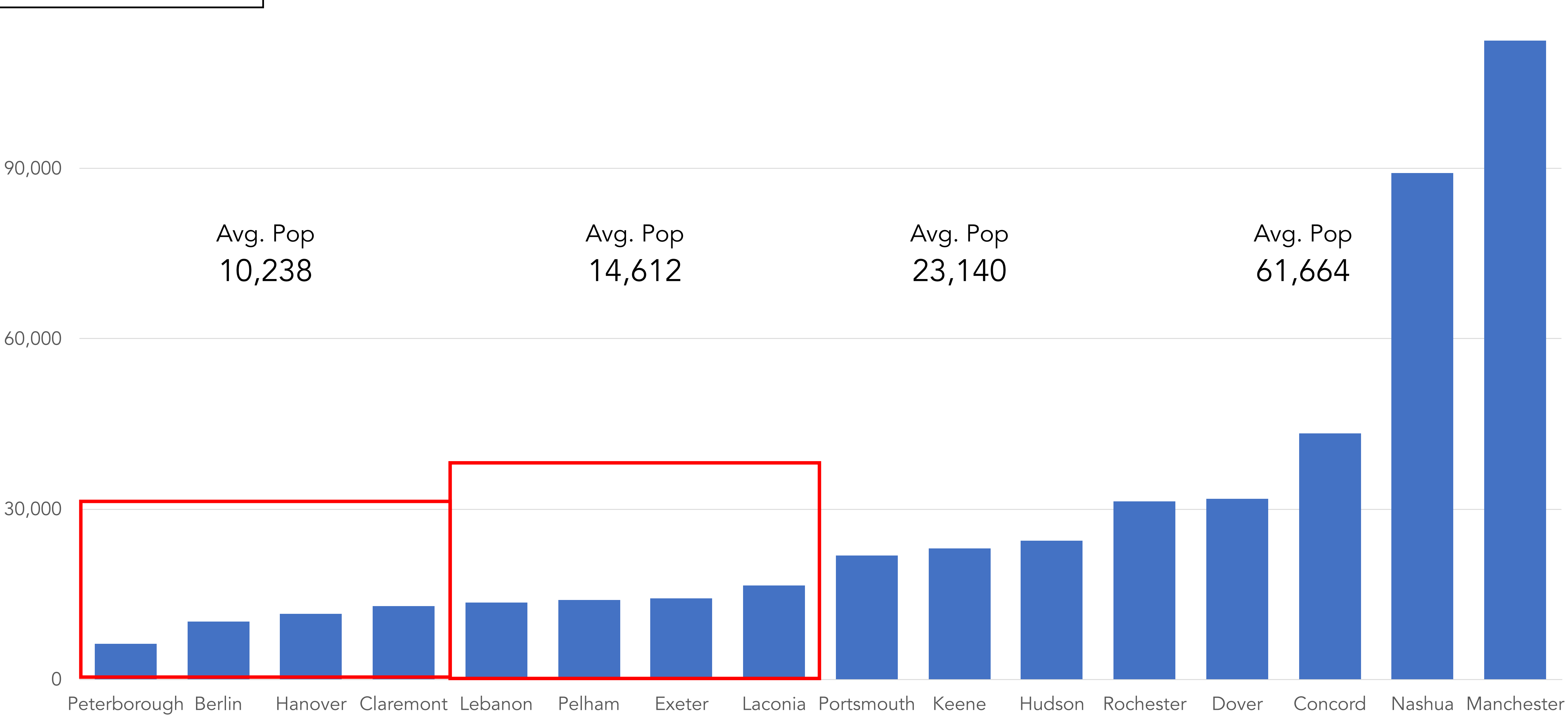


Source: New Hampshire Department of Revenue Administration 2019



# Peer Groups

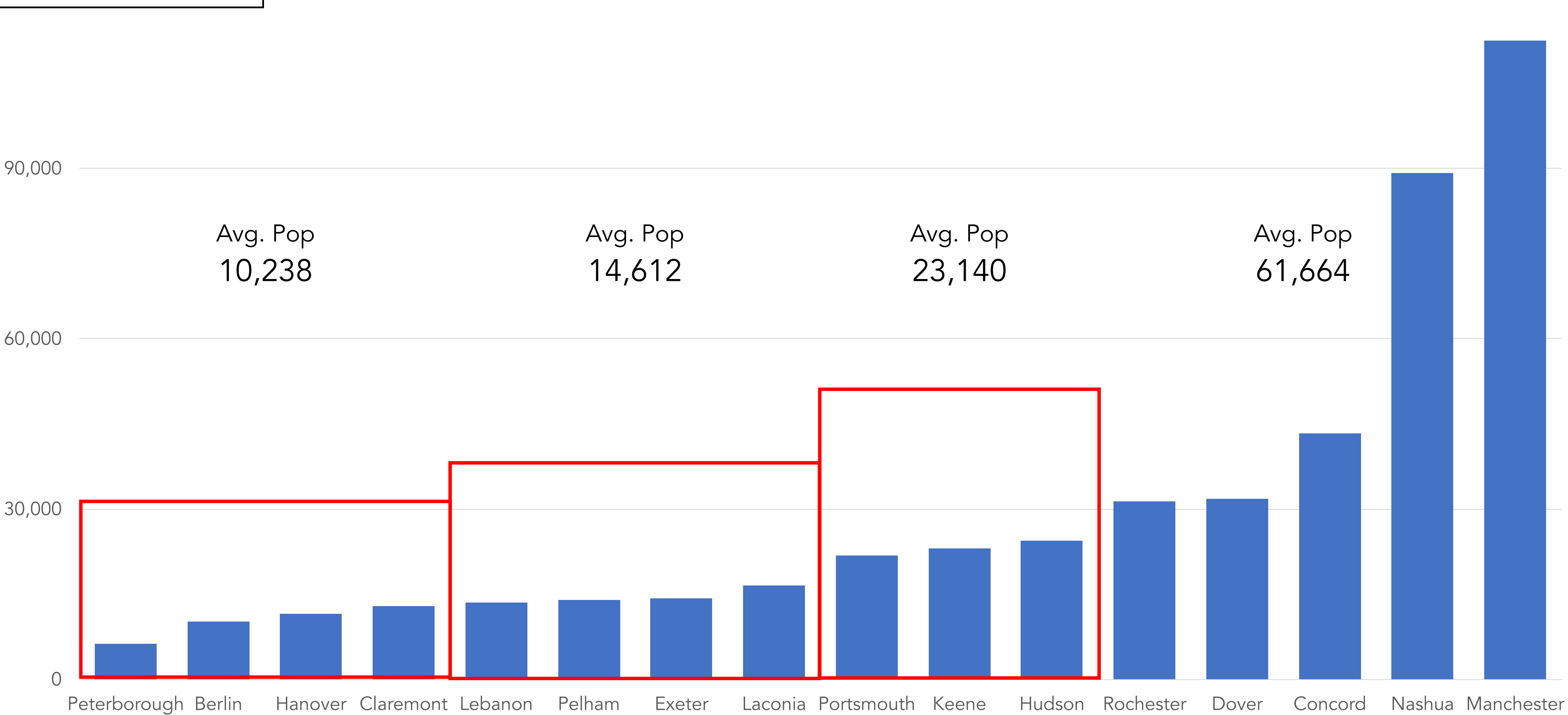
Population





# Peer Groups

Population

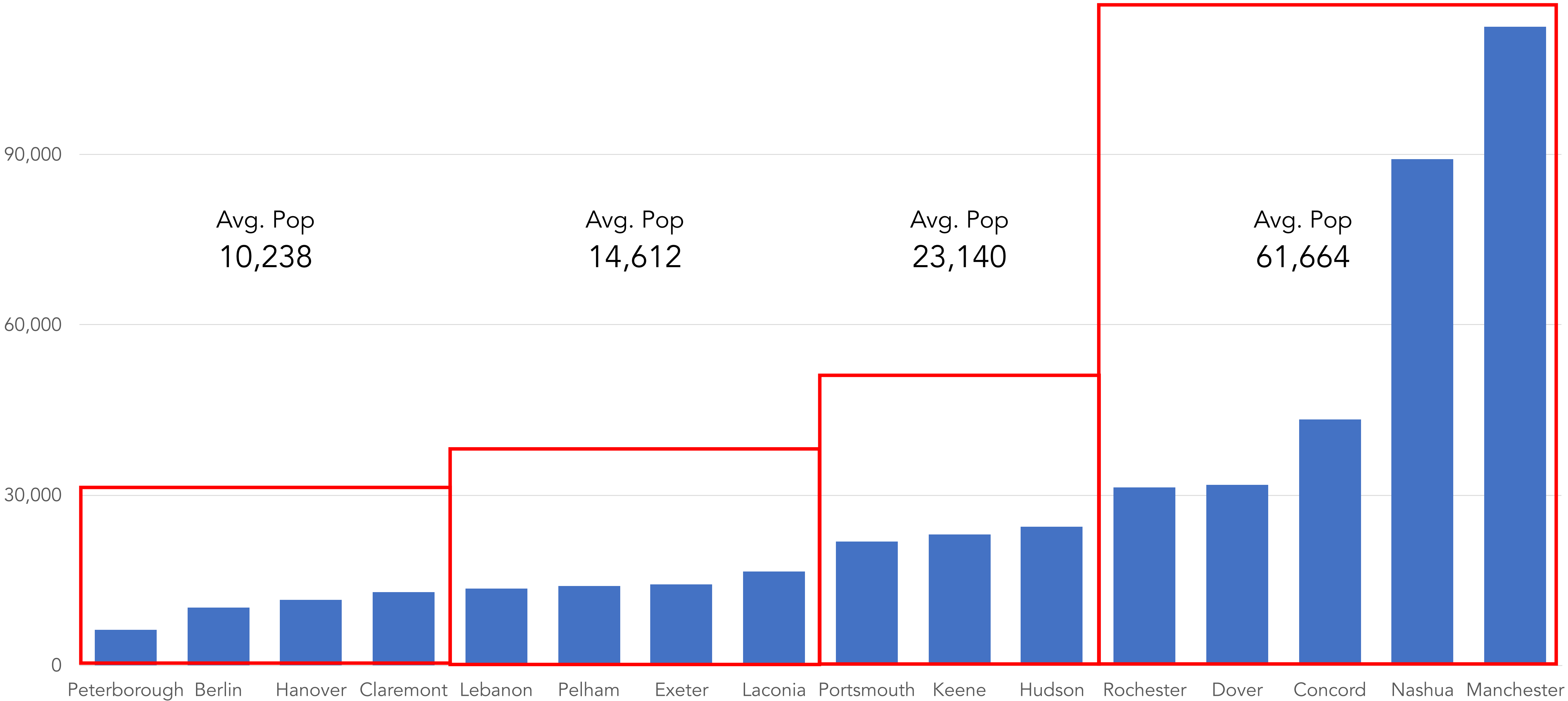


Source: New Hampshire Department of Revenue Administration 2019



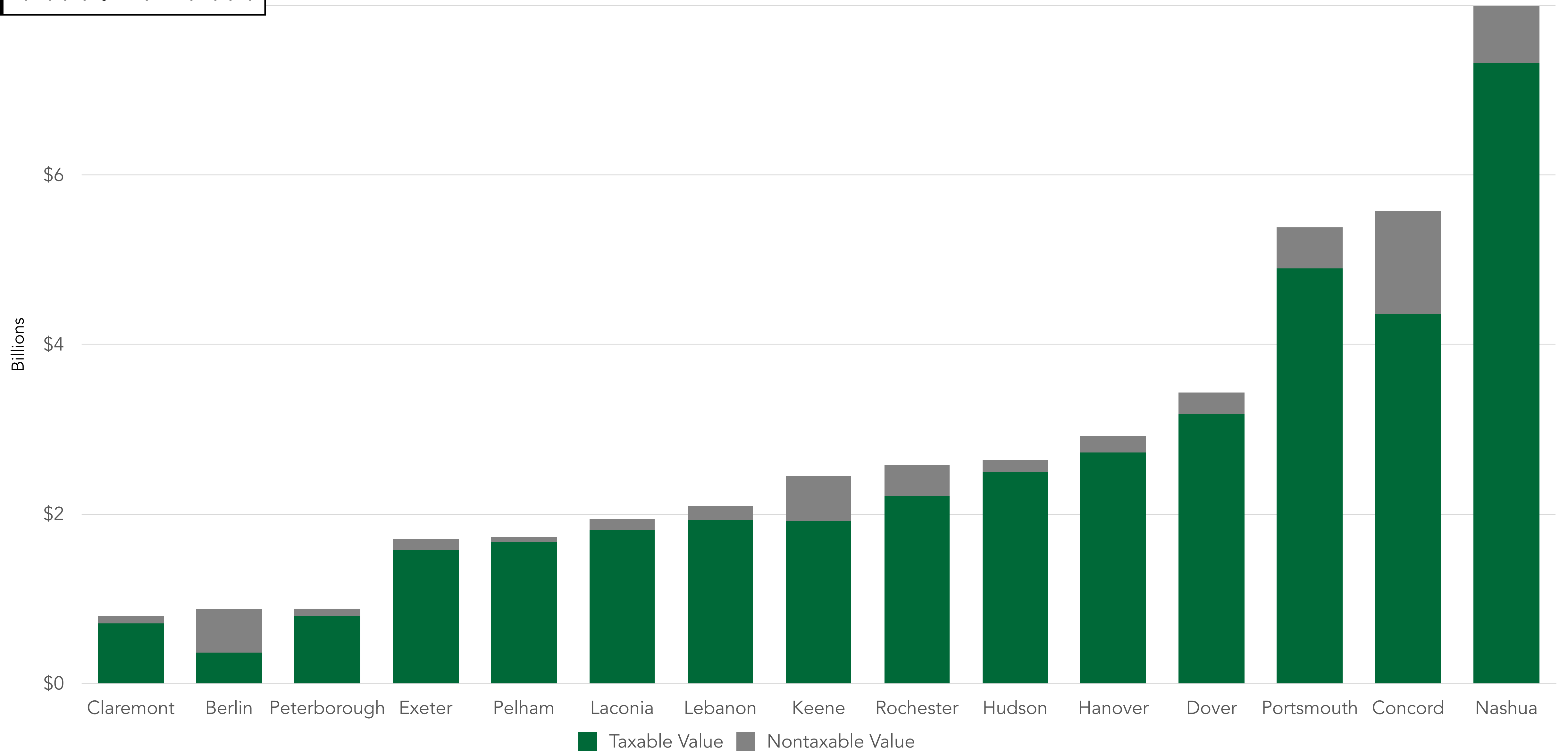
# Peer Groups

Population

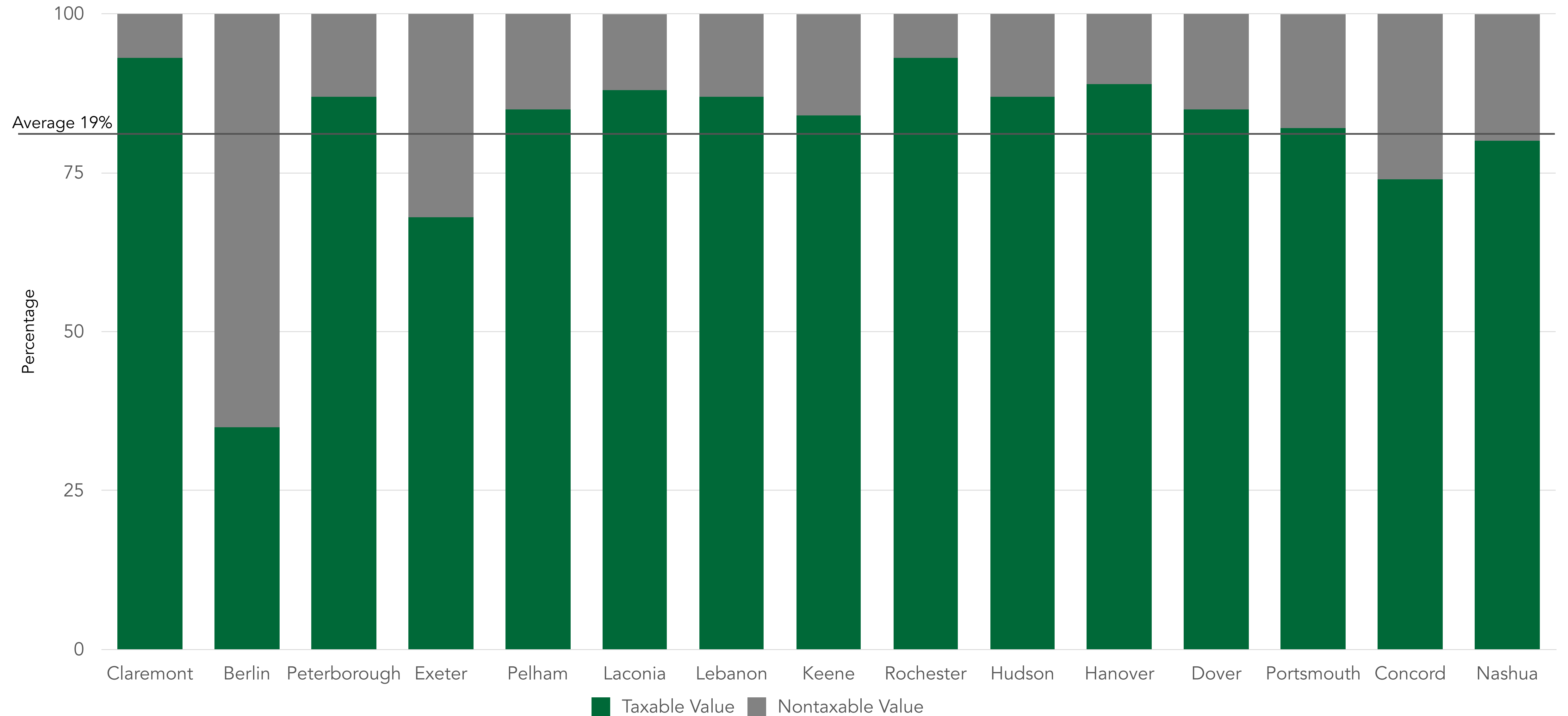


Source: New Hampshire Department of Revenue Administration 2019

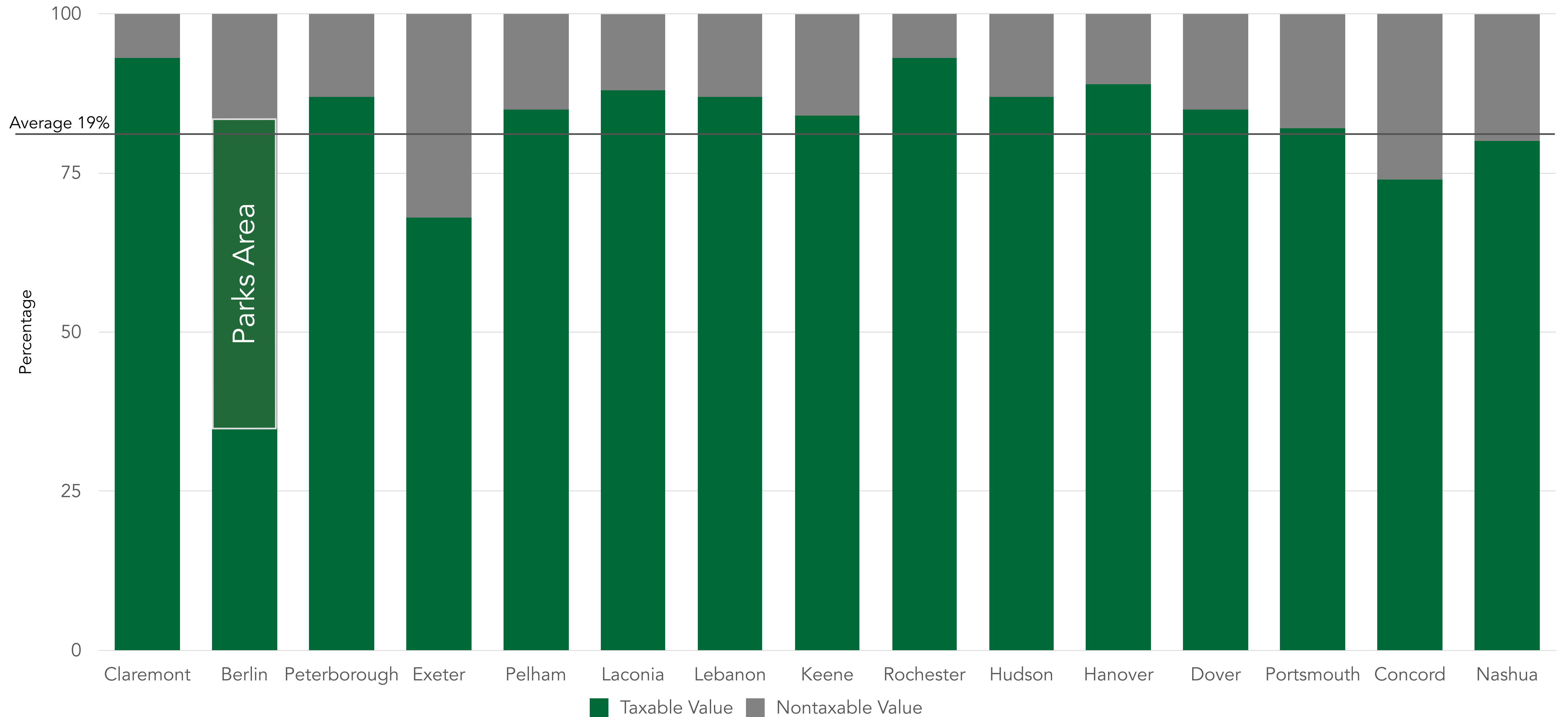




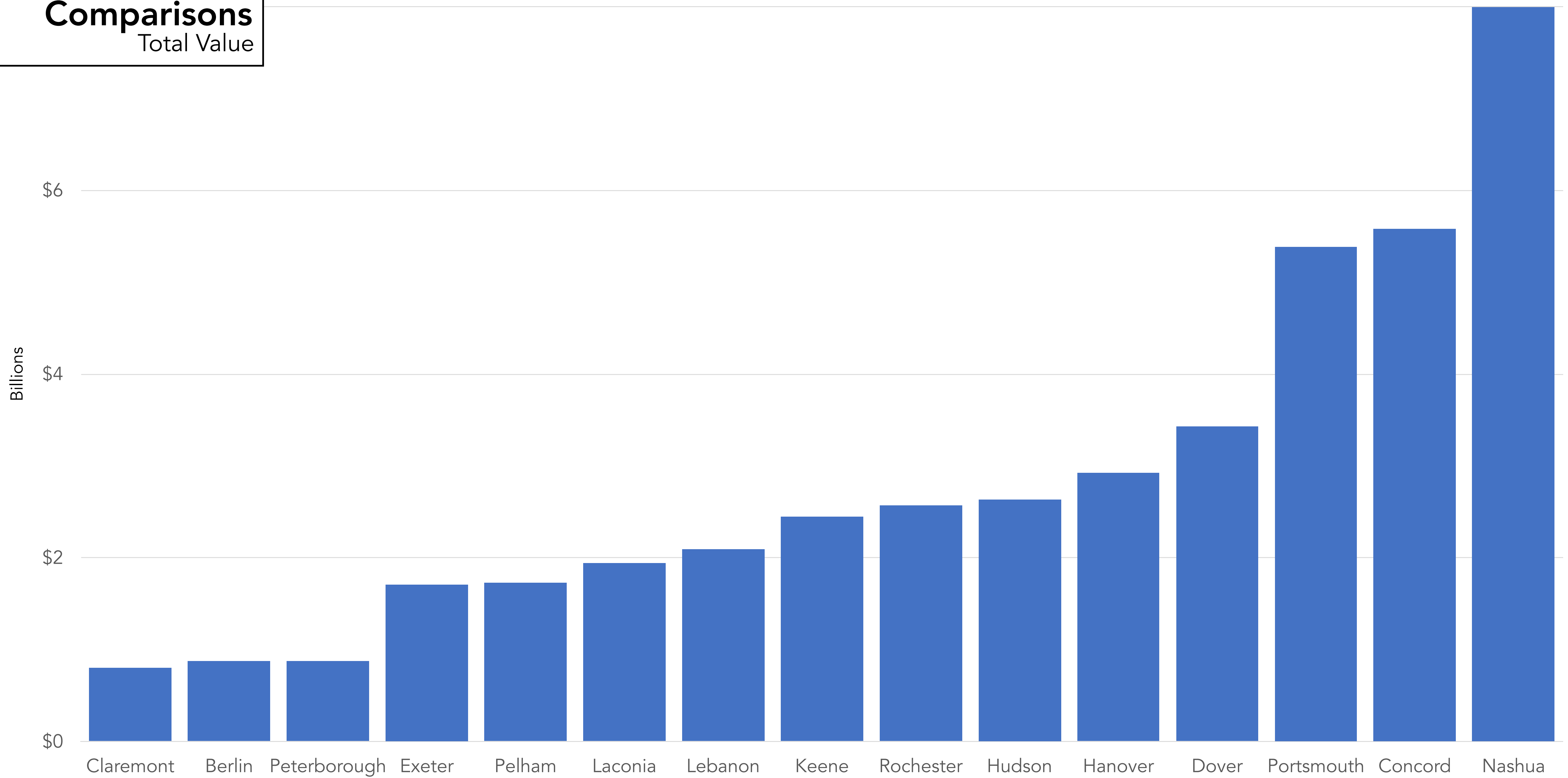




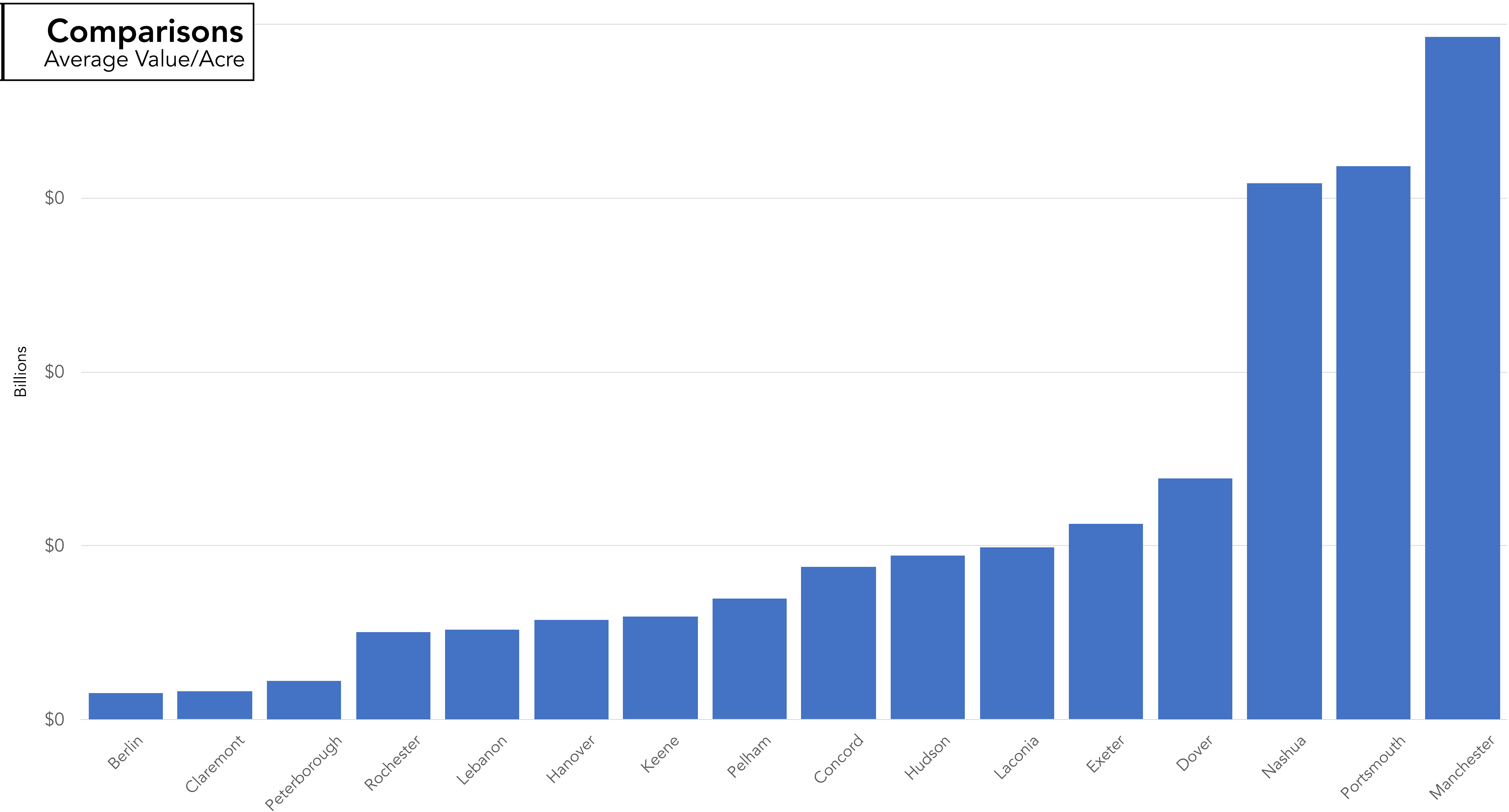












Source: New Hampshire Department of Revenue Administration 2019



URBAN3

Comparisons

Density : Value

■ People/Acre

7

5

2

0

Peterborough  
Hanover  
Claremont  
Lebanon  
Berlin  
Pelham  
Keene  
Rochester  
Concord  
Hudson  
Laconia  
Exeter  
Dover  
Portsmouth  
Nashua  
Manchester

■ Value/Acre

\$0

\$0

\$0

\$0

\$0

Berlin  
Claremont  
Peterborough  
Rochester  
Lebanon  
Hanover  
Keene  
Pelham  
Concord  
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Portsmouth  
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Manchester

■ Value/Acre

\$0

\$0

\$0

\$0

\$0

Billions

Berlin  
Claremont  
Peterborough  
Rochester  
Lebanon  
Hanover  
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Pelham  
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Density : Value

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Exeter  
Dover  
Portsmouth  
Nashua  
Manchester

■ Value/Acre

Billions

\$0  
\$0  
\$0  
\$0  
\$0

Berlin  
Claremont  
Peterborough  
Rochester  
Lebanon  
Hanover  
Keene  
Pelham  
Concord  
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Comparisons

Density : Value

■ People/Acre

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Manchester

■ Value/Acre

\$0

\$0

\$0

Billions

\$0

\$0

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Claremont  
Peterborough  
Rochester  
Lebanon  
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Pelham  
Concord  
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Nashua  
Portsmouth  
Manchester



URBAN3

Comparisons

Density : Value

■ People/Acre

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Manchester

■ Value/Acre

\$0

\$0

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Billions

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\$0

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Claremont  
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URBAN3

Comparisons

Density : Value

■ People/Acre

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2

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Hanover  
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Manchester

■ Value/Acre

\$0

\$0

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Billions

\$0

\$0

Berlin  
Claremont  
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URBAN3

Comparisons

Density : Value

■ People/Acre

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Manchester

■ Value/Acre

\$0

\$0

\$0

Billions

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\$0

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Billions

\$0

\$0

\$0

\$0

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■ Value/Acre

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\$0

\$0

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Claremont

Peterborough

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Pelham

Concord

Hudson

Laconia

Exeter

Dover

Nashua

Portsmouth

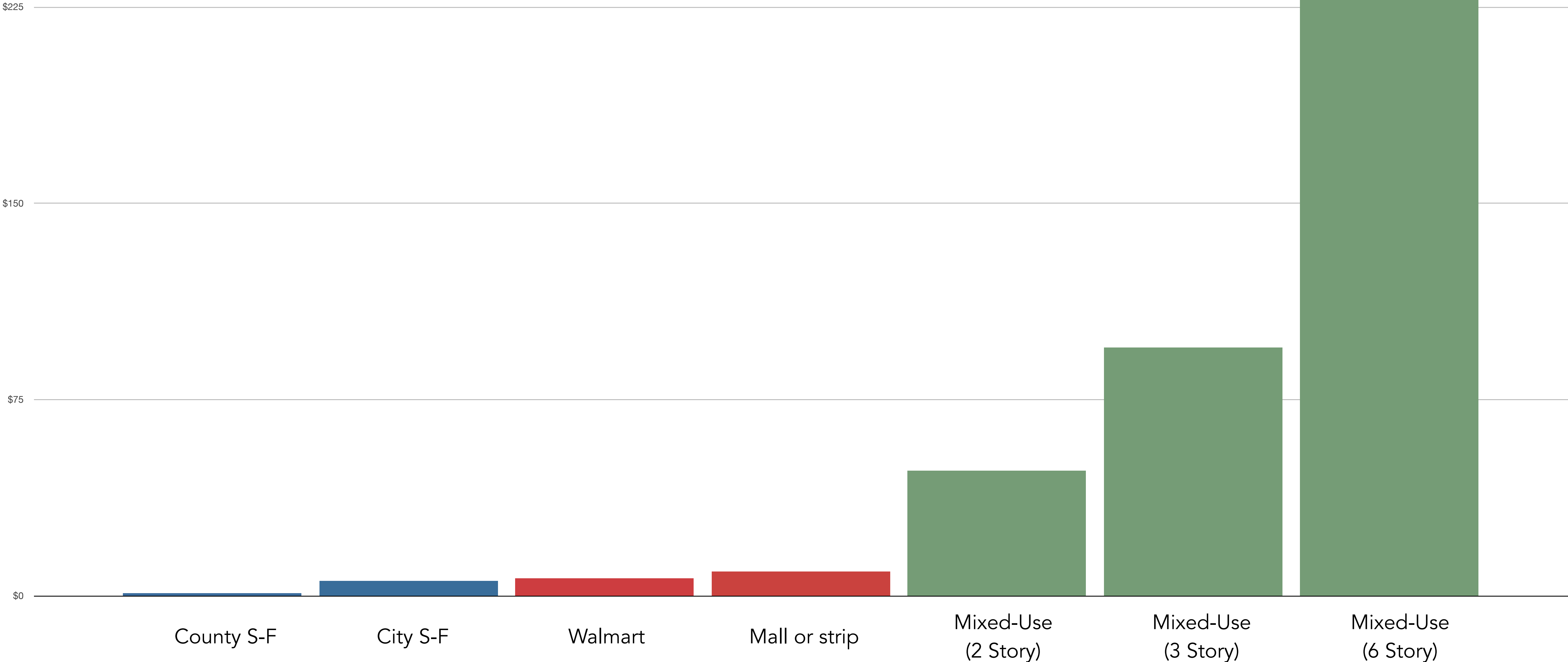
Manchester



# County Property Taxes/Acre

Ratio Difference of 60 City Sample Set, in 21 States (+ a Province)

- Residential
- Commercial
- Mixed-Use

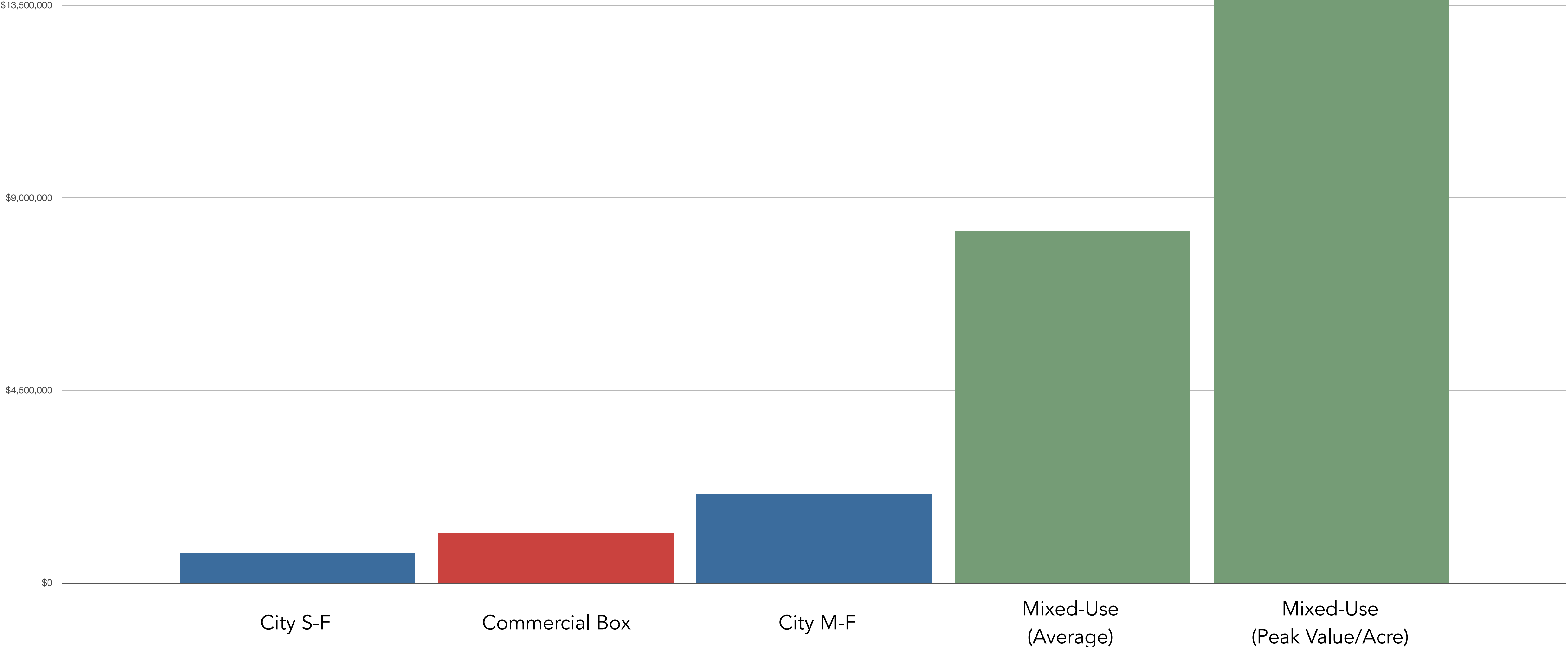




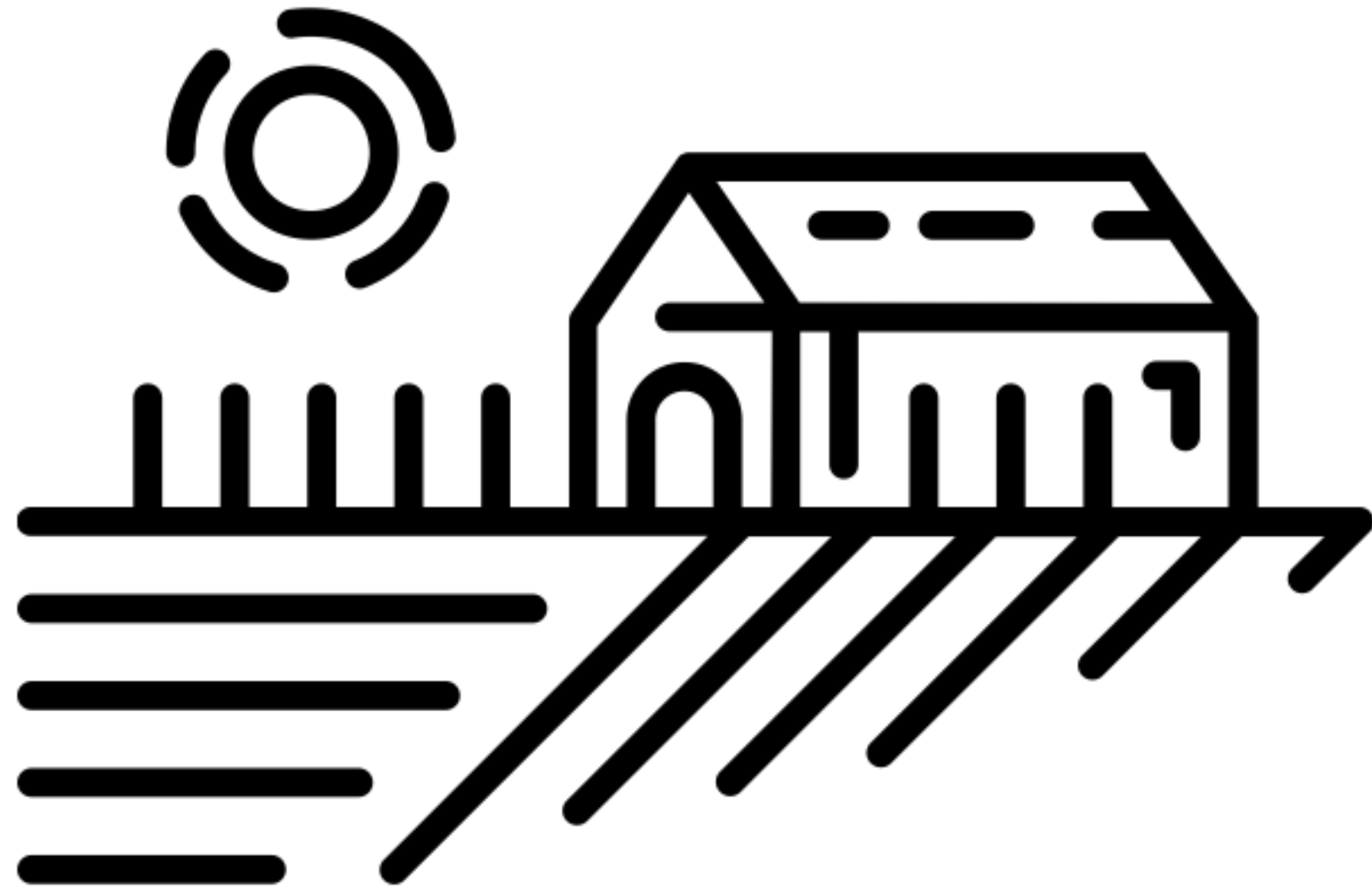
# Property Value/Acre

Ratio Difference of New Hampshire Sample Set

- Residential
- Commercial
- Mixed-Use



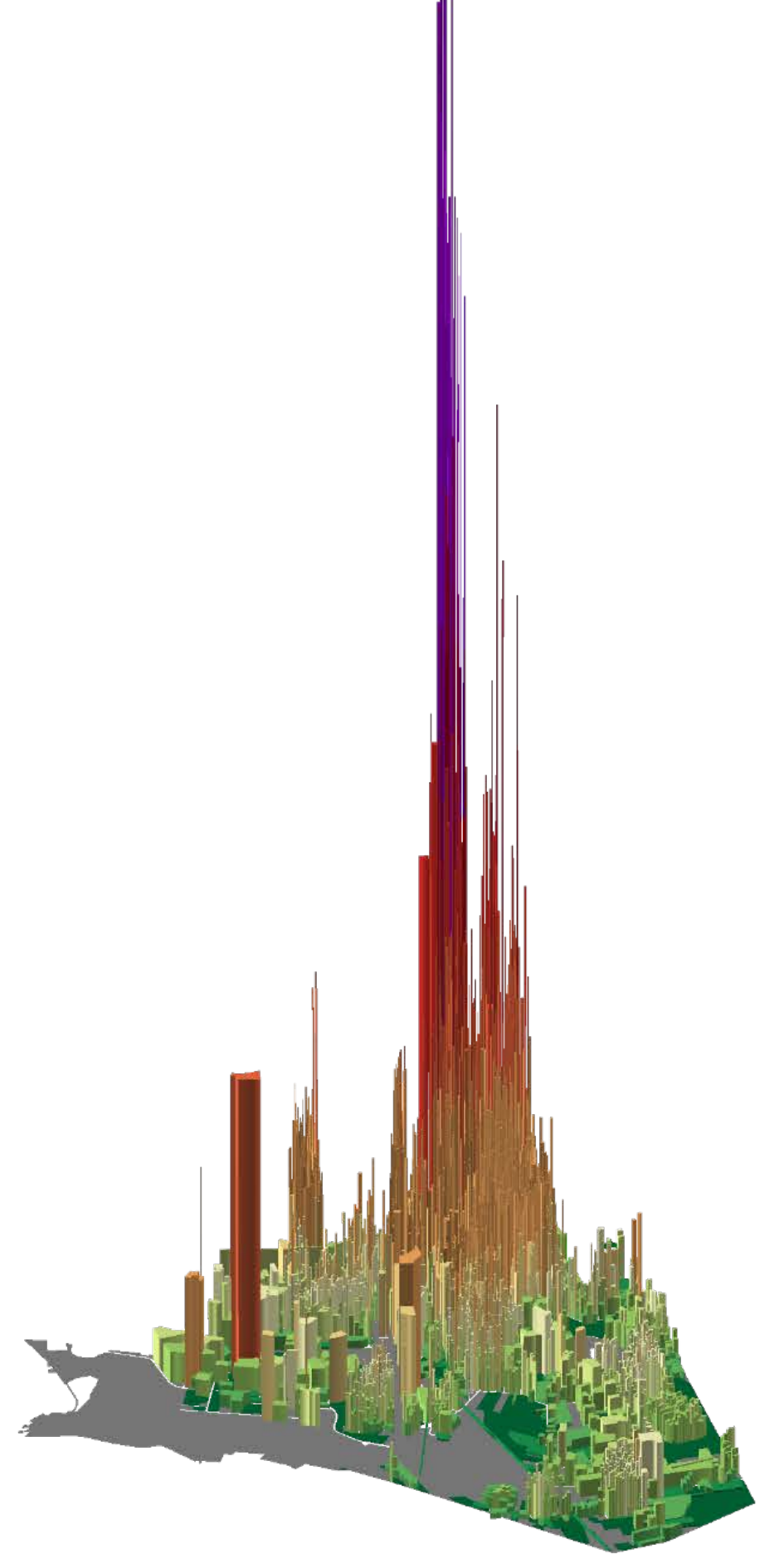
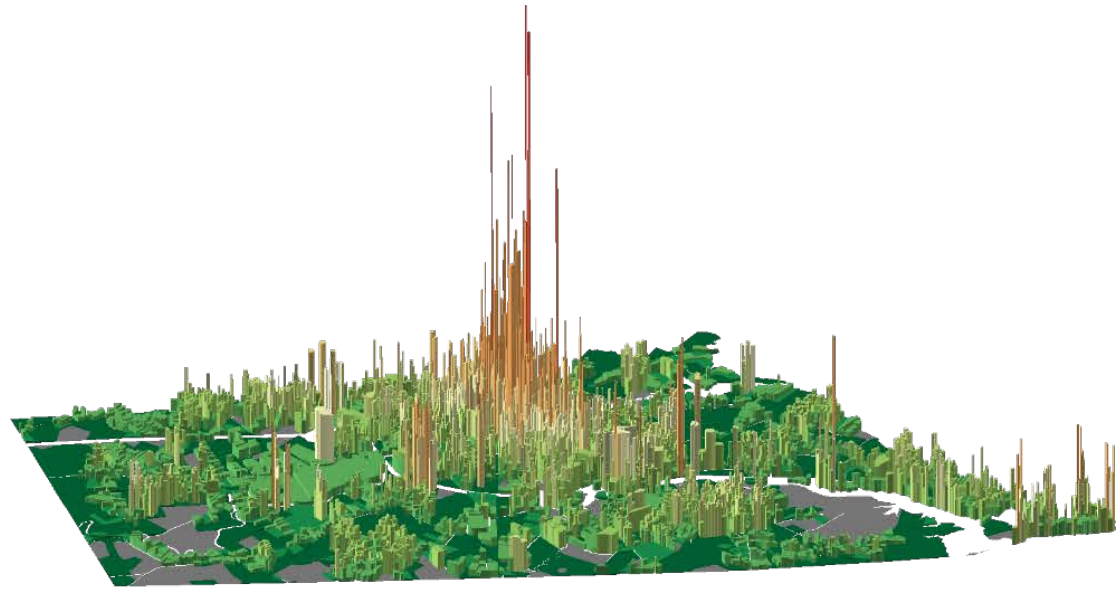
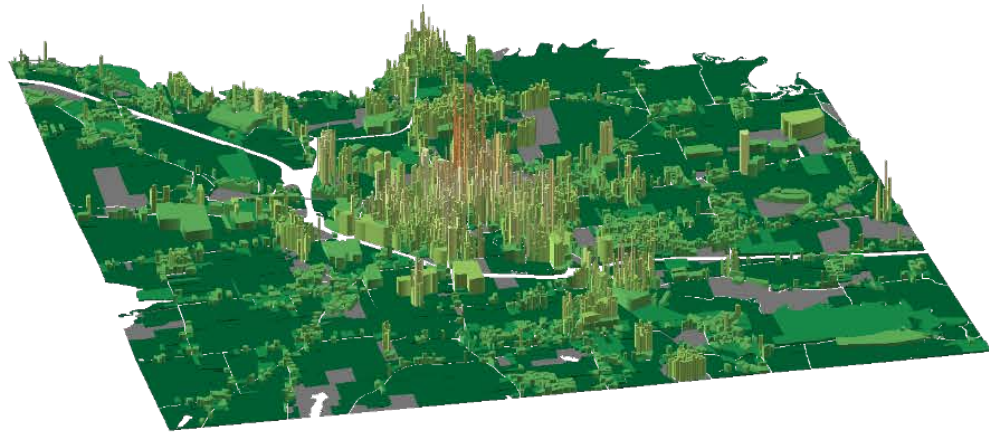
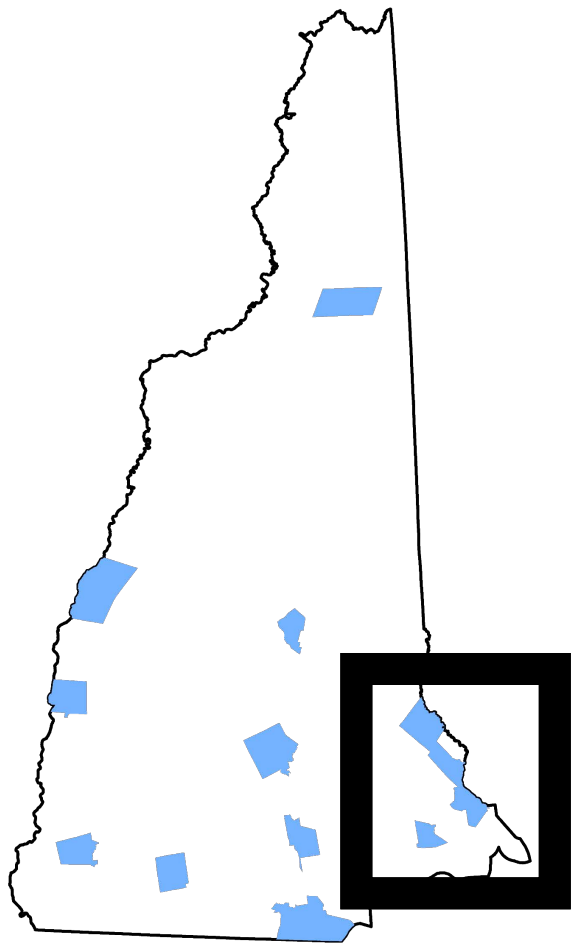




# Peer Clusters

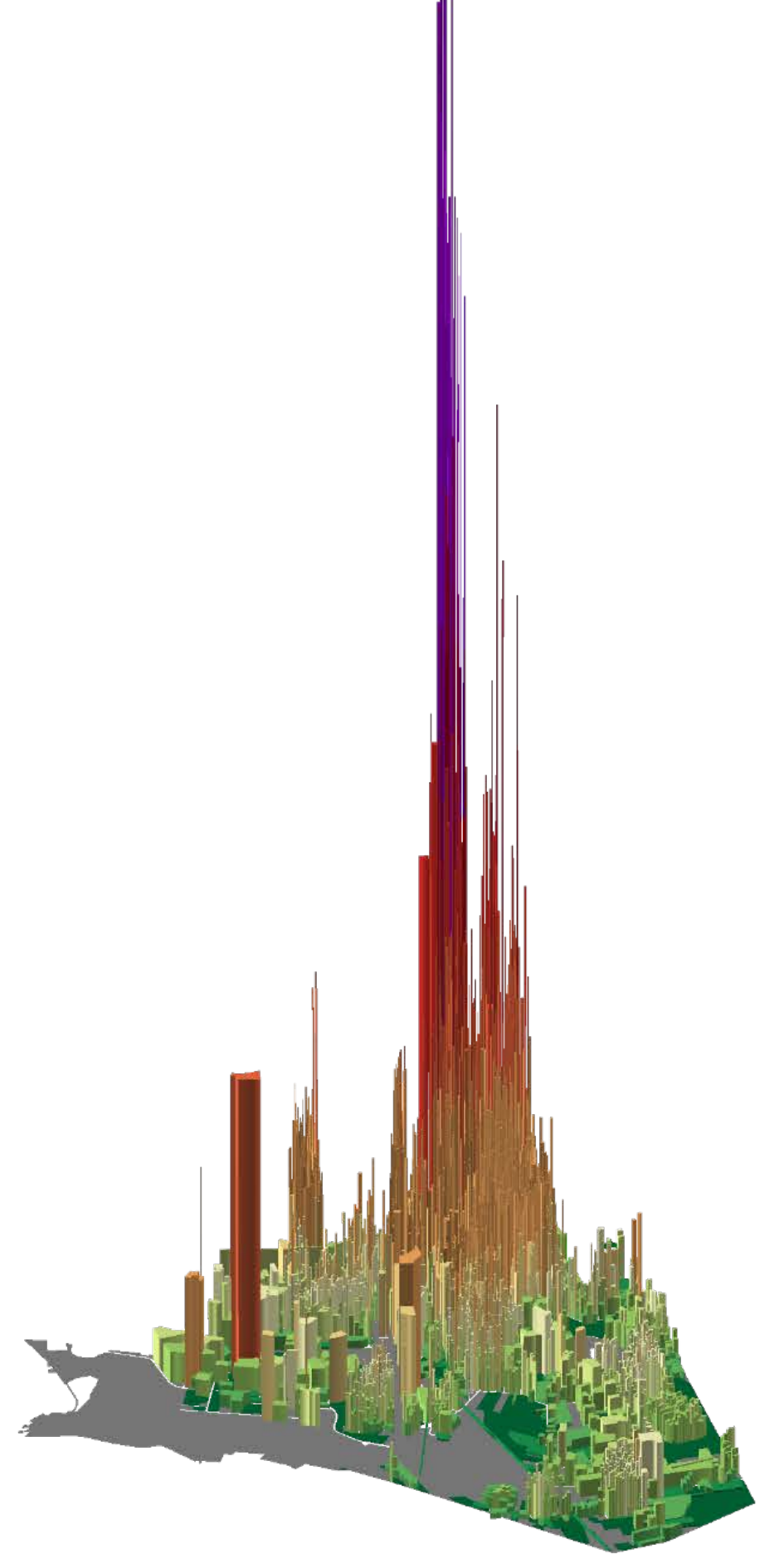
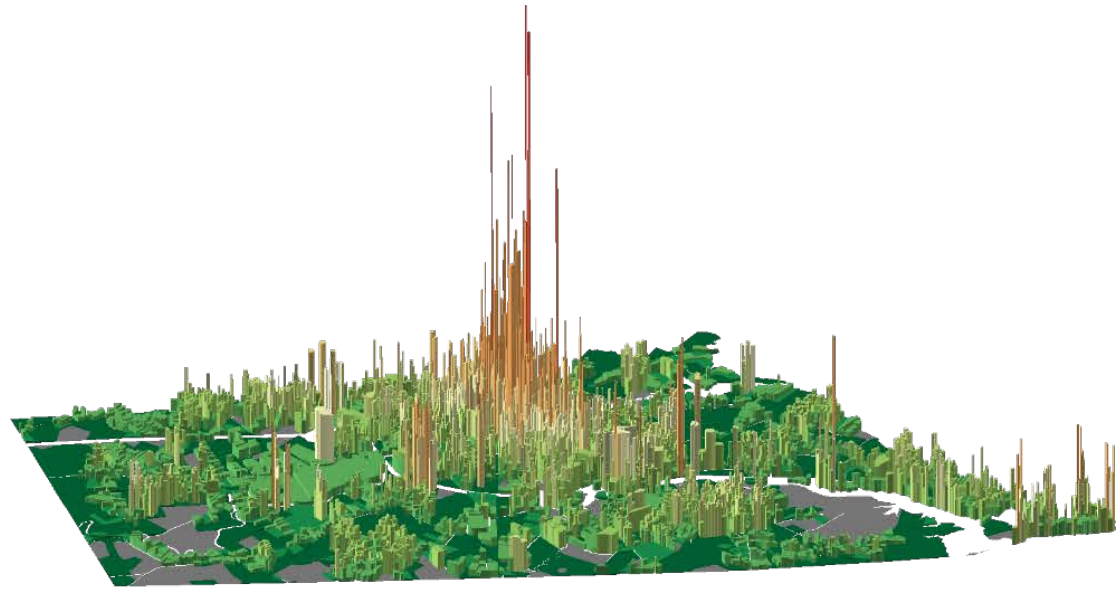
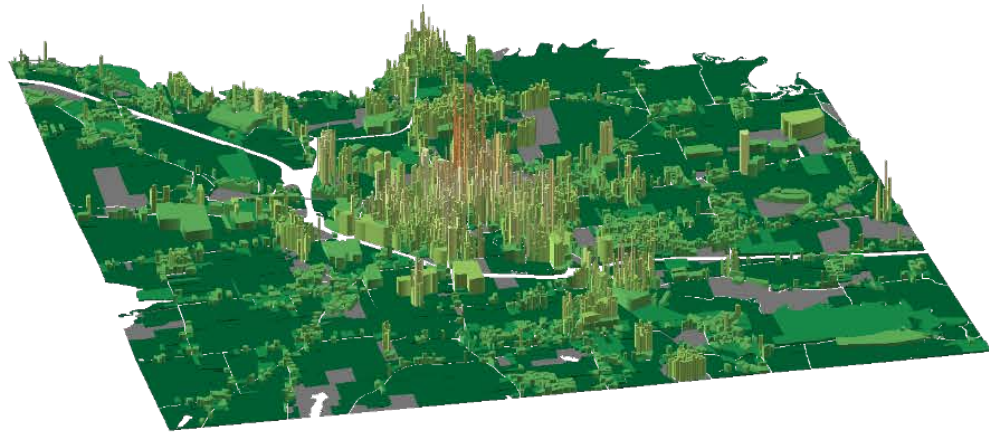
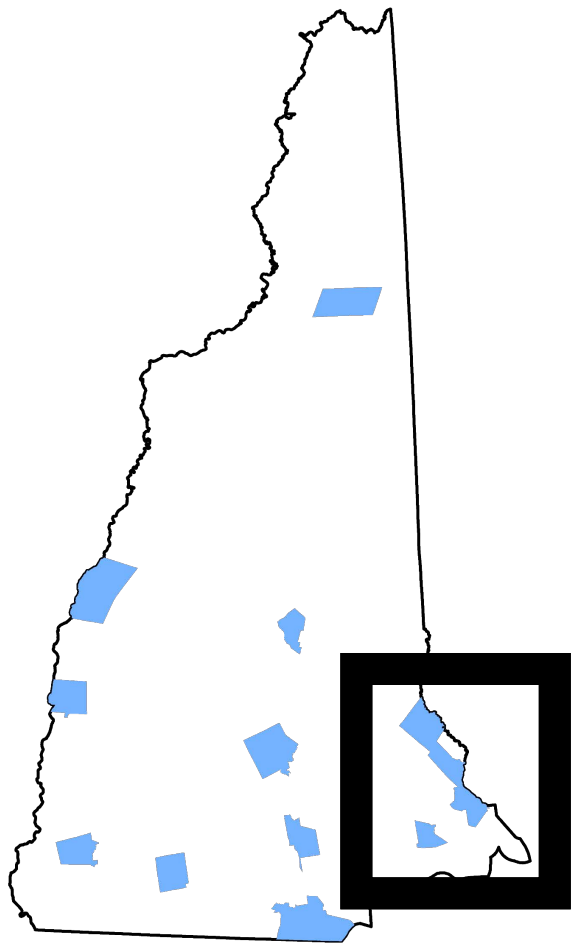
Similar characteristics of places & learning from each other.





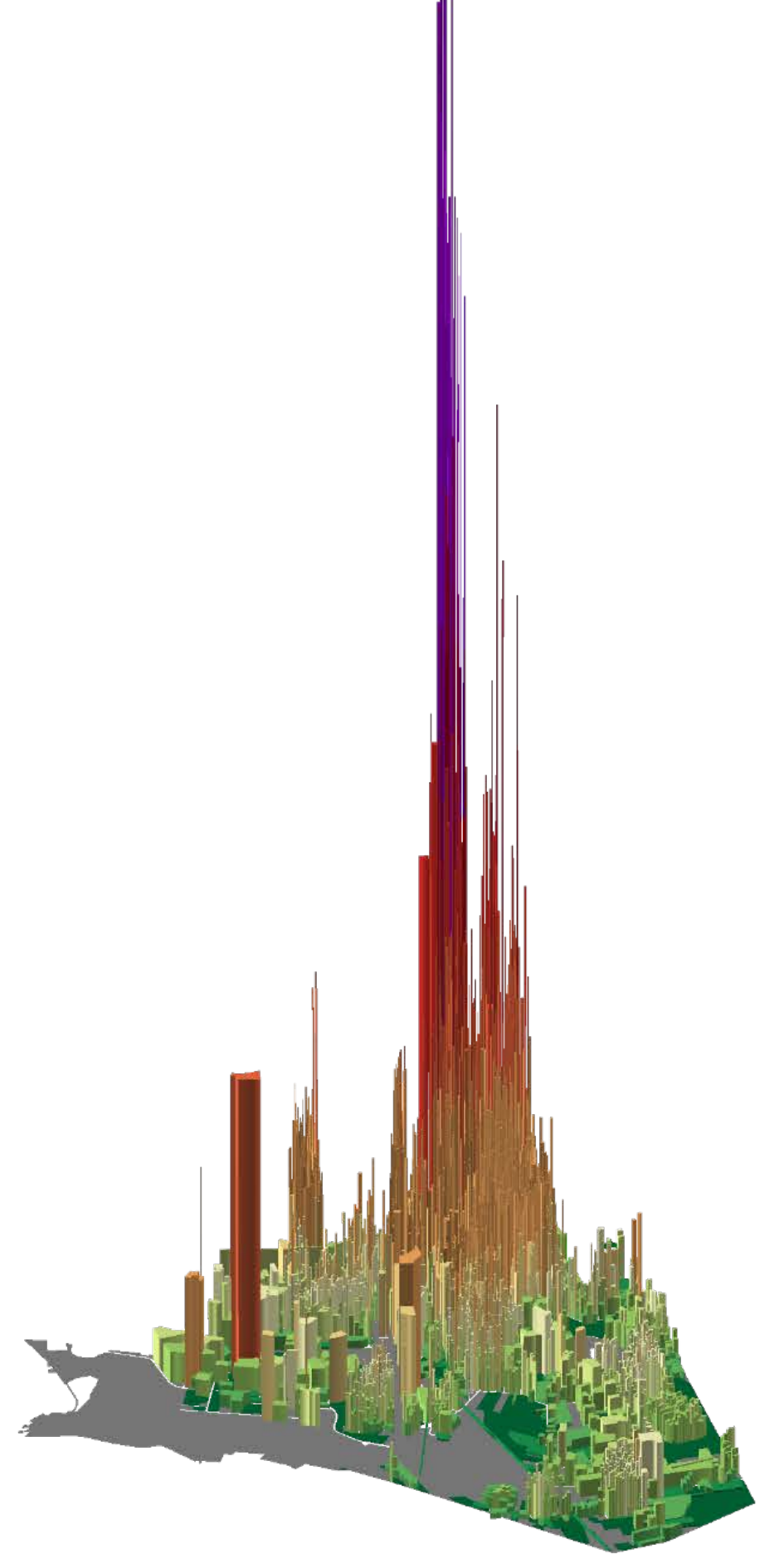
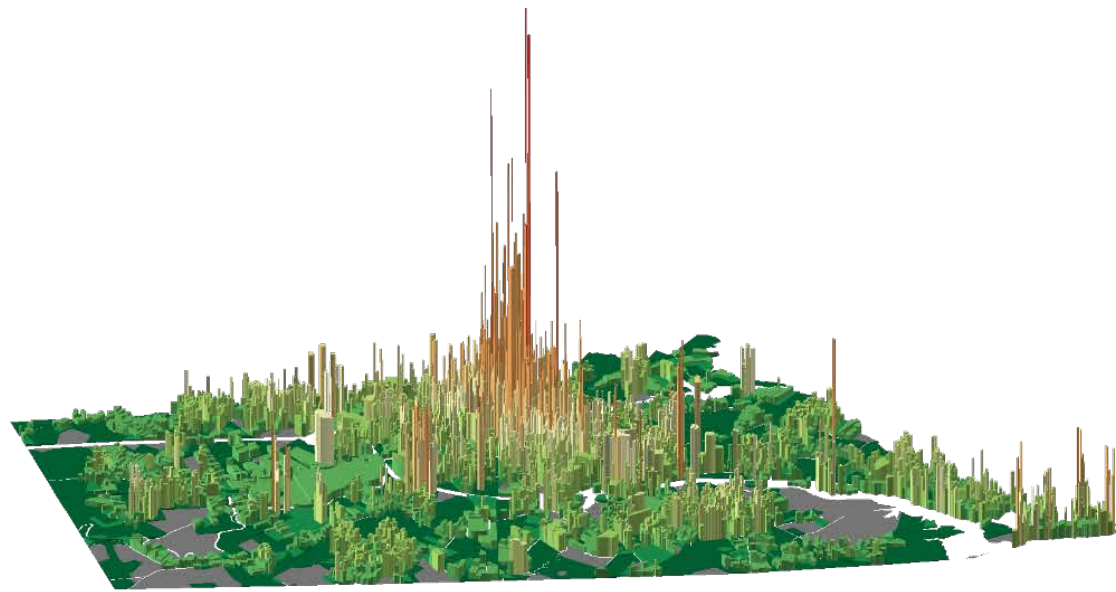
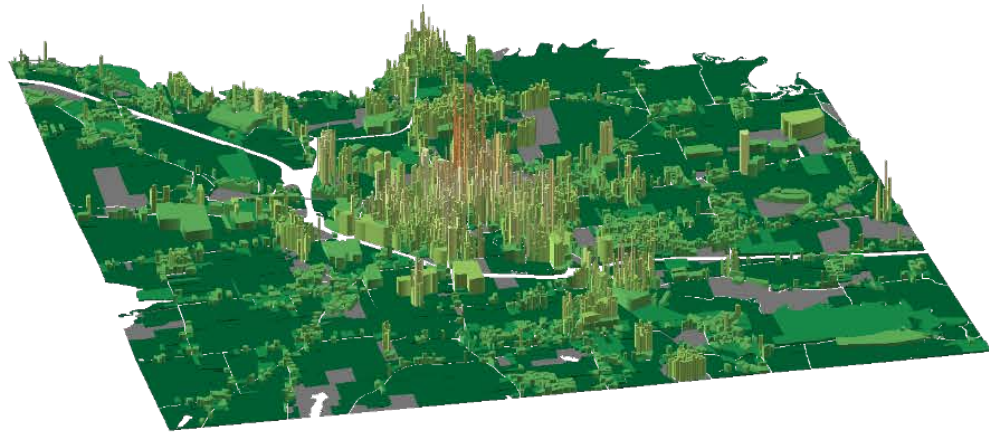
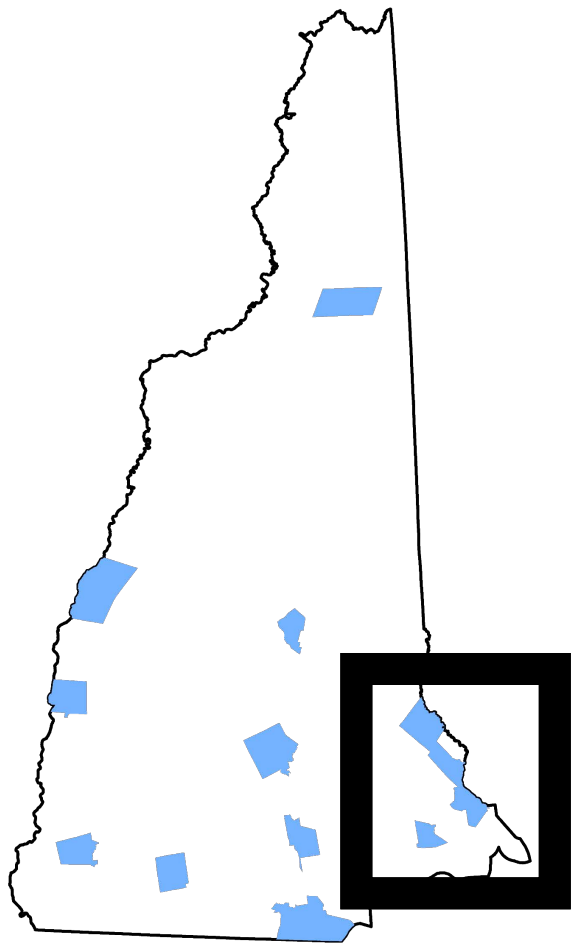
	Rochester	Dover	Portsmouth
Population	31,366	31,771	21,896
Avg. VPA	\$88,371	\$242,796	\$557,719
Peak VPA	\$5,203,925	\$15,316,240	\$51,157,466





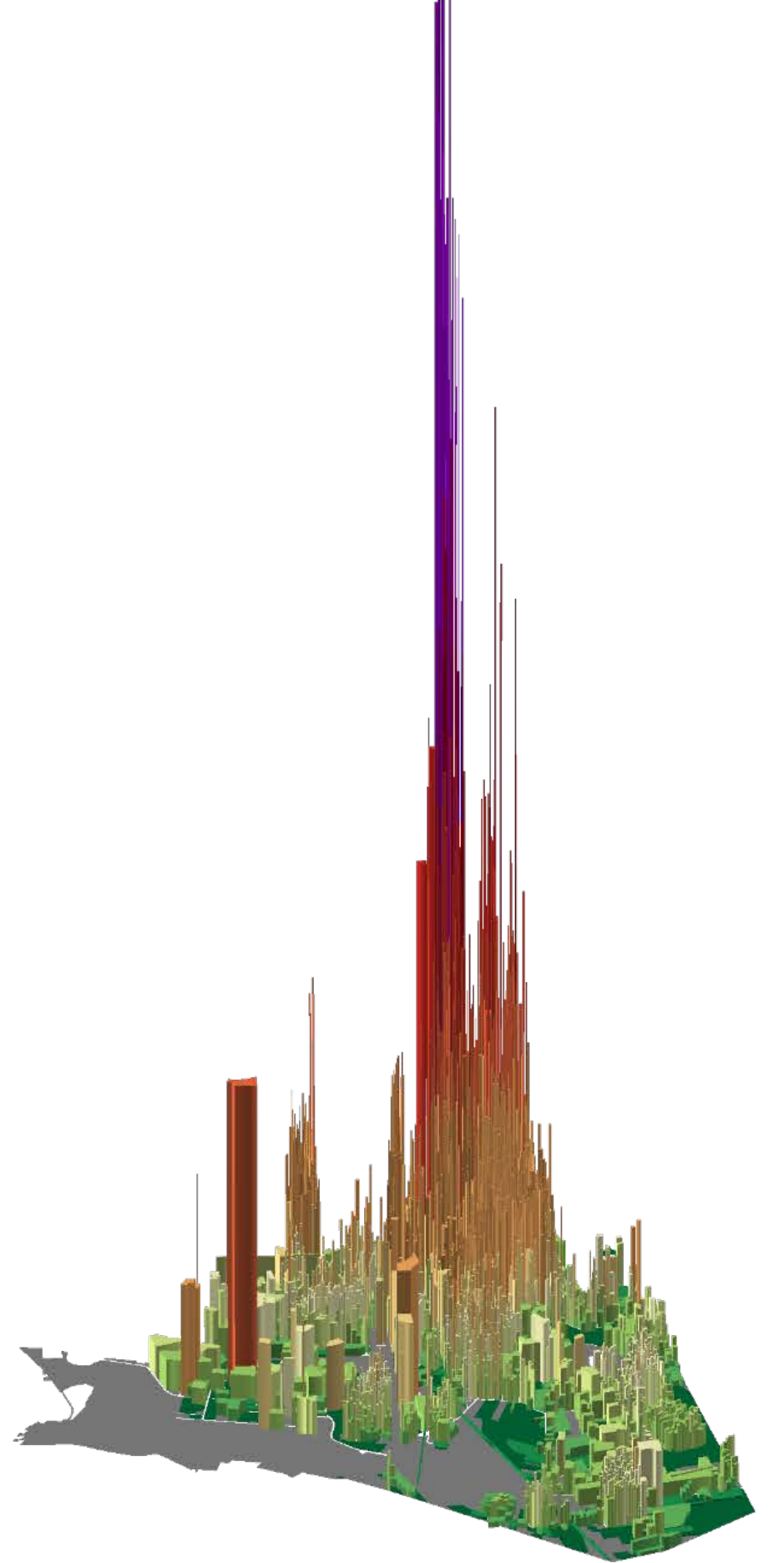
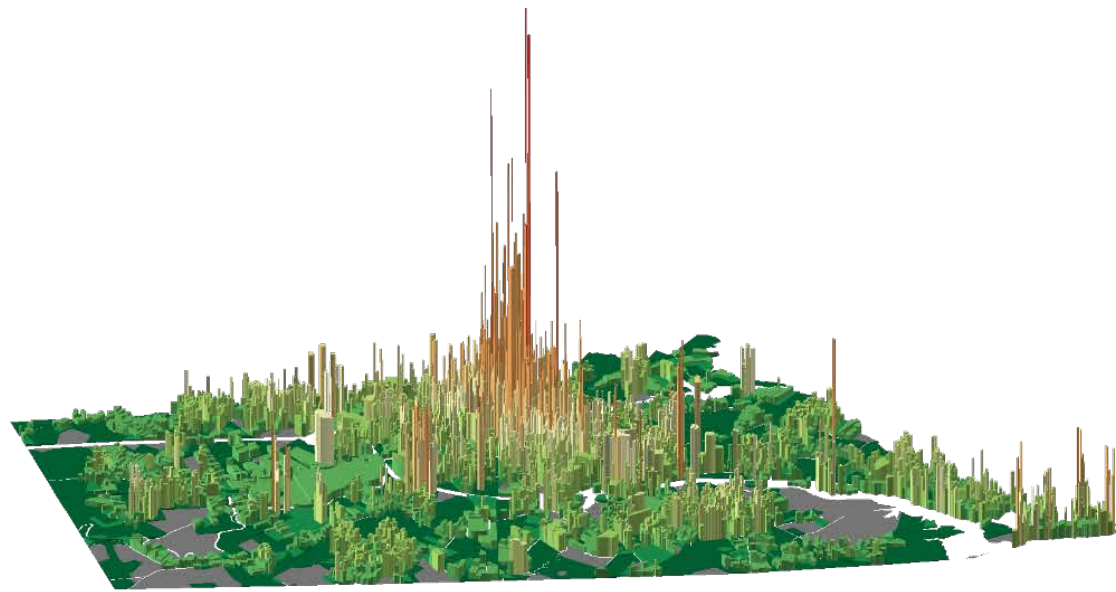
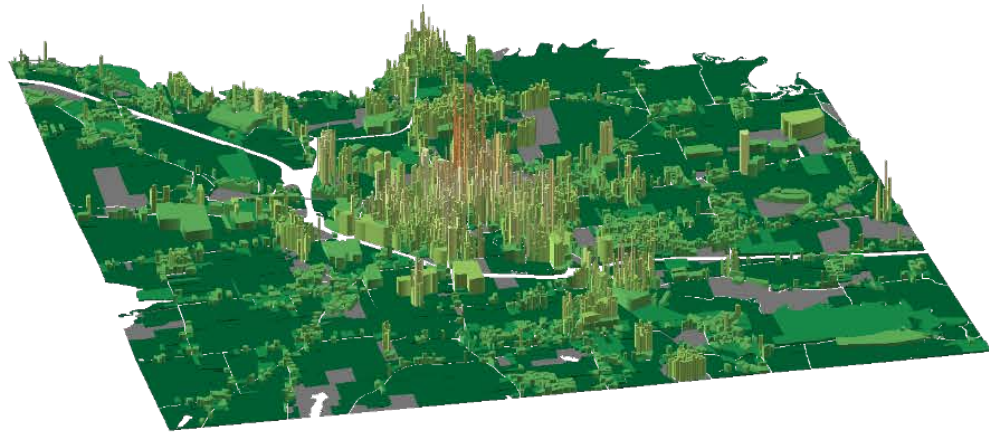
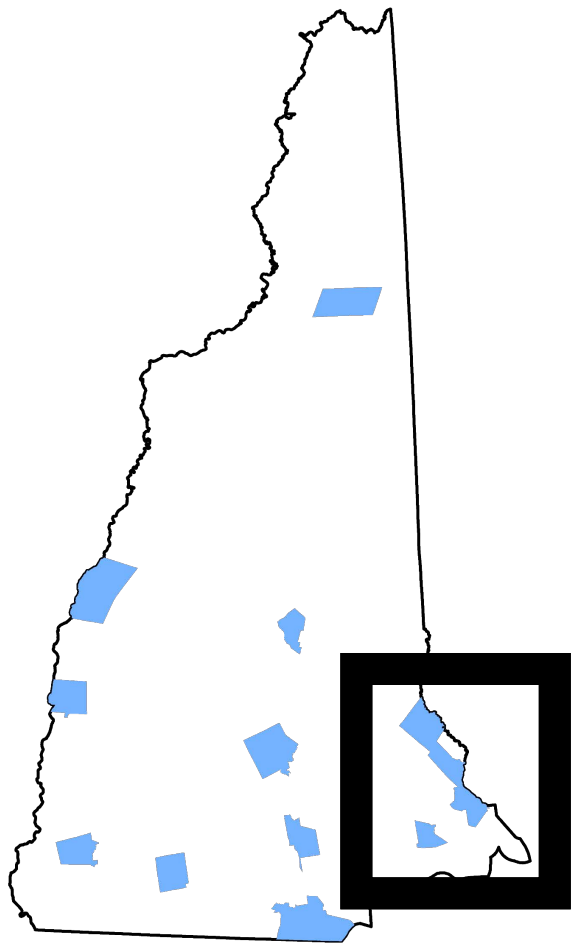
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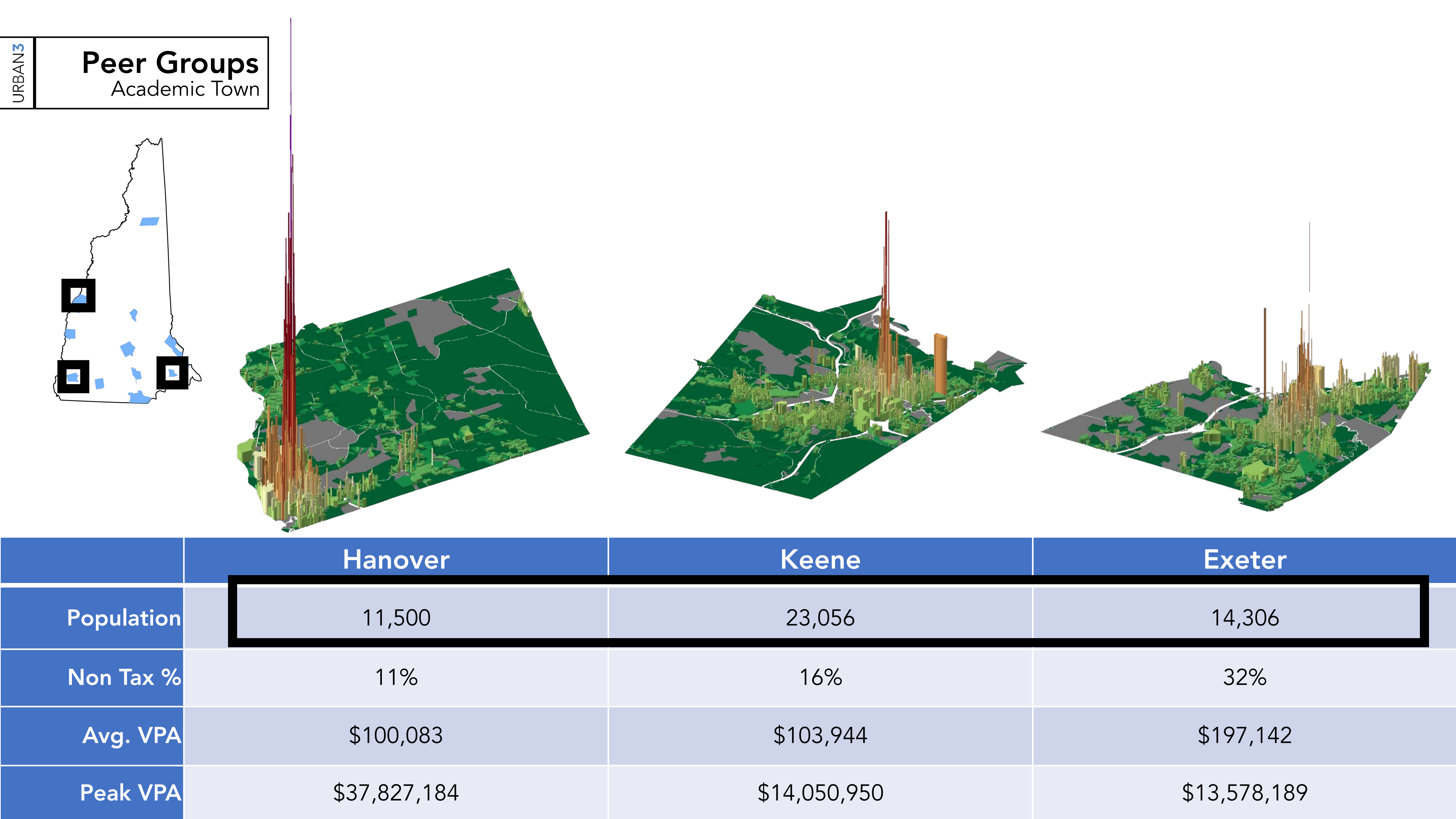


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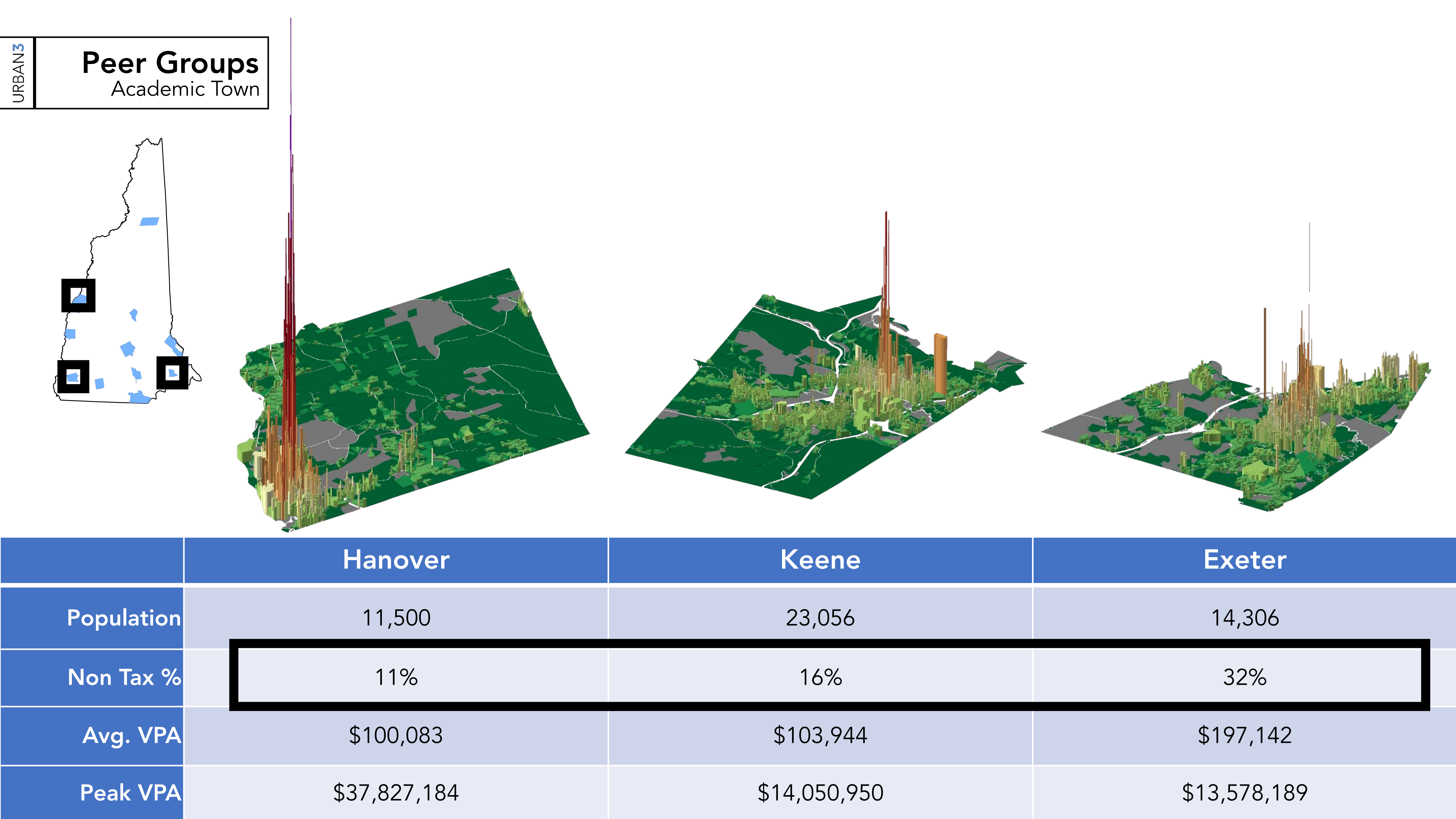




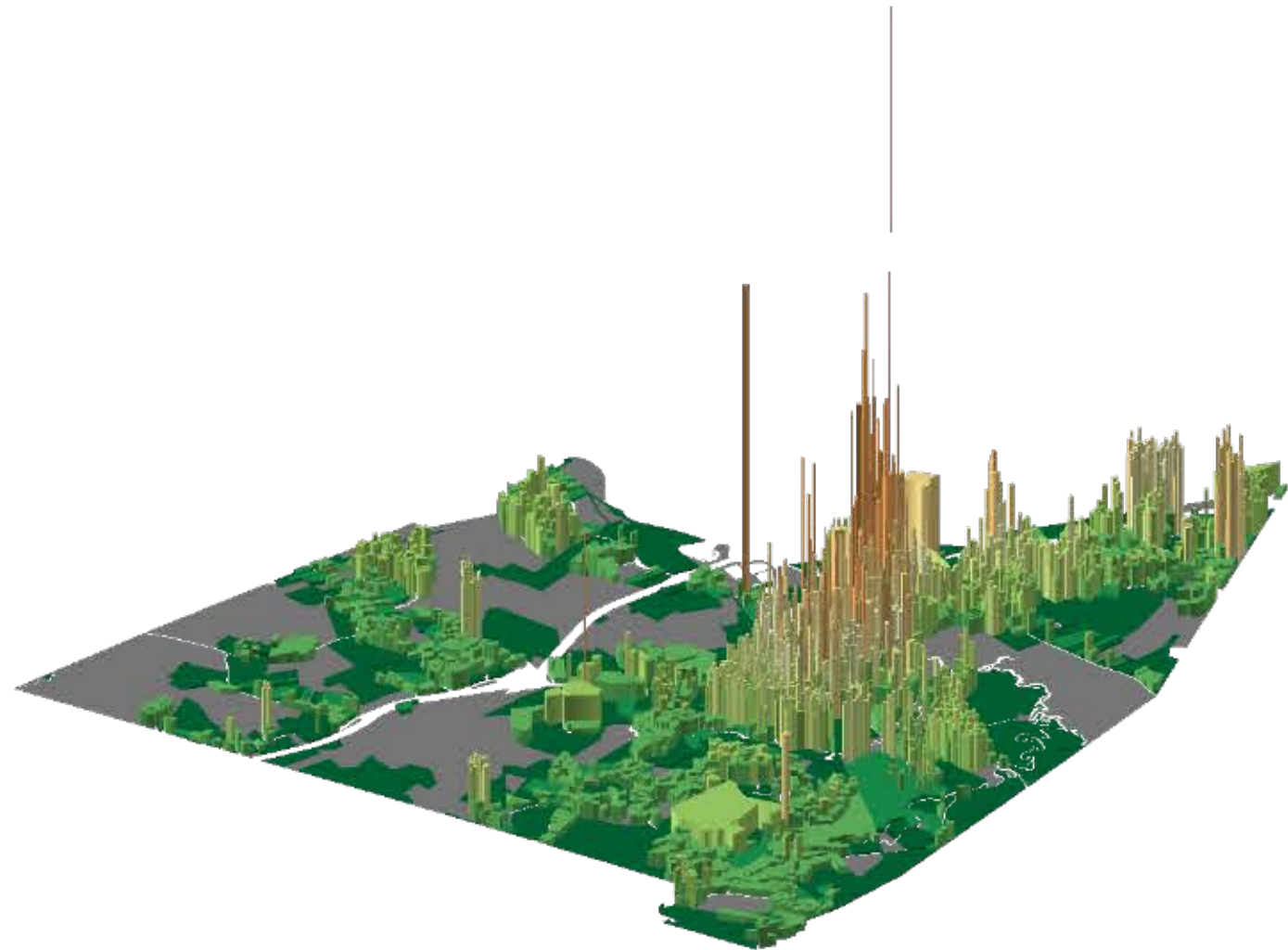
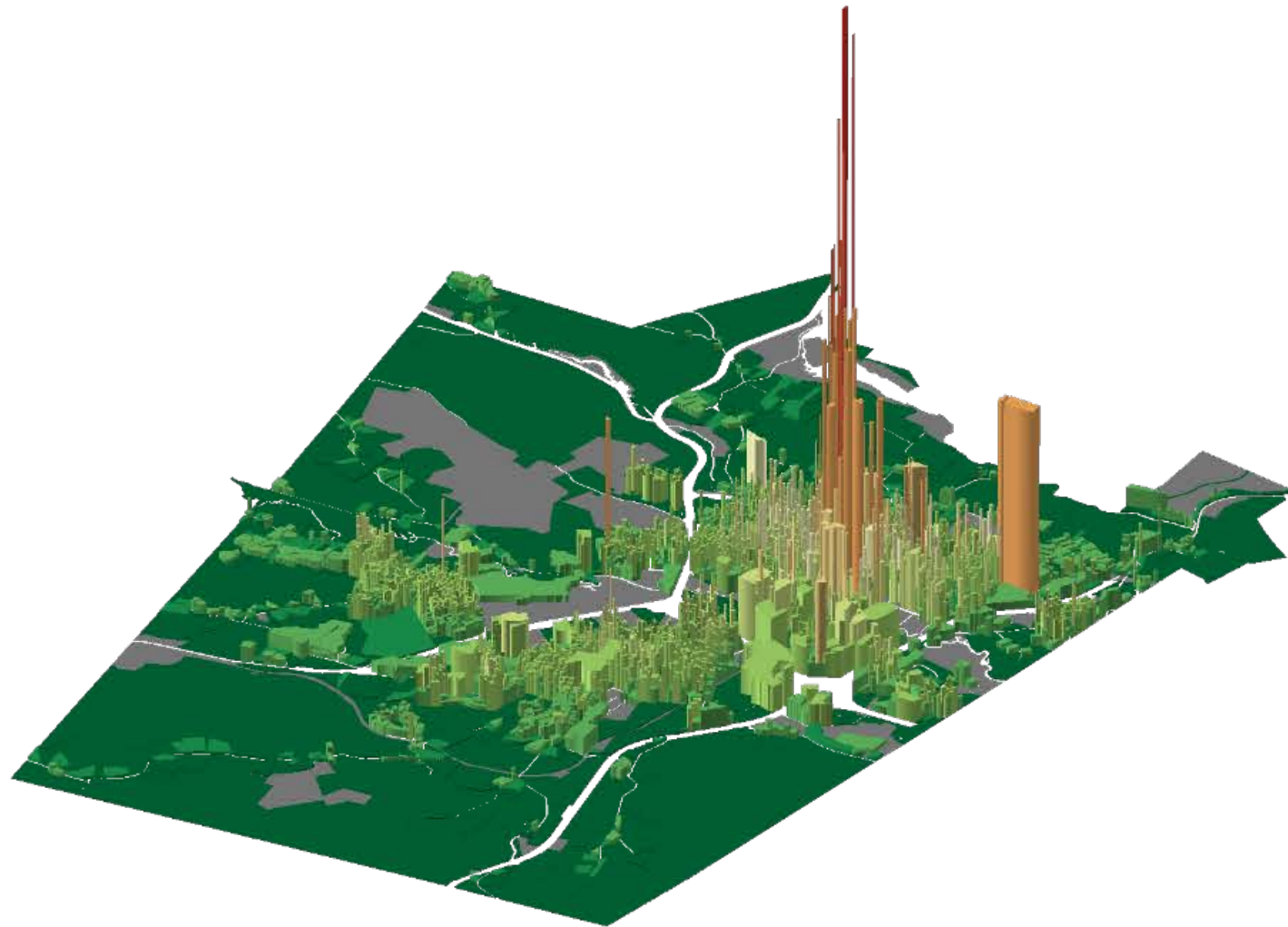
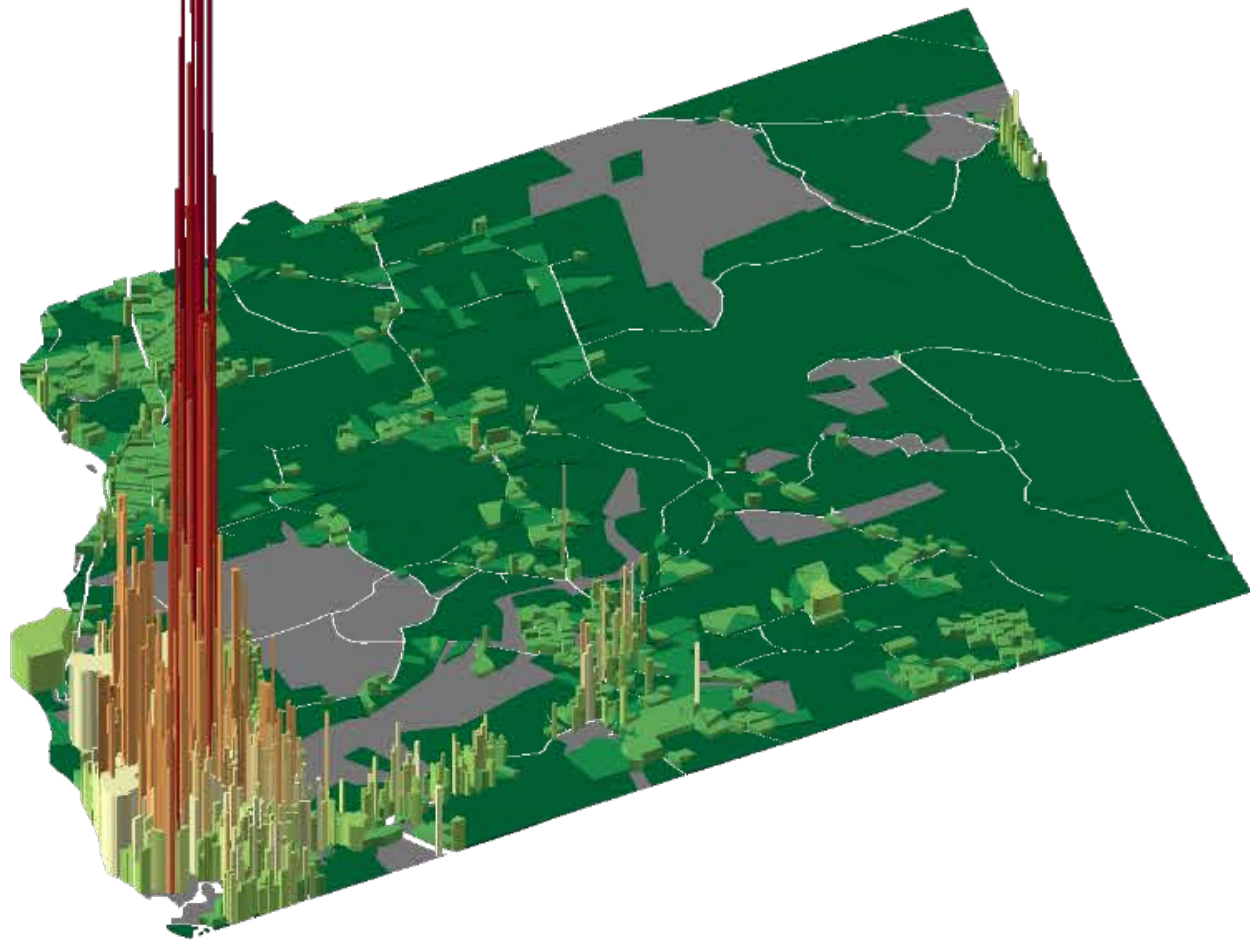
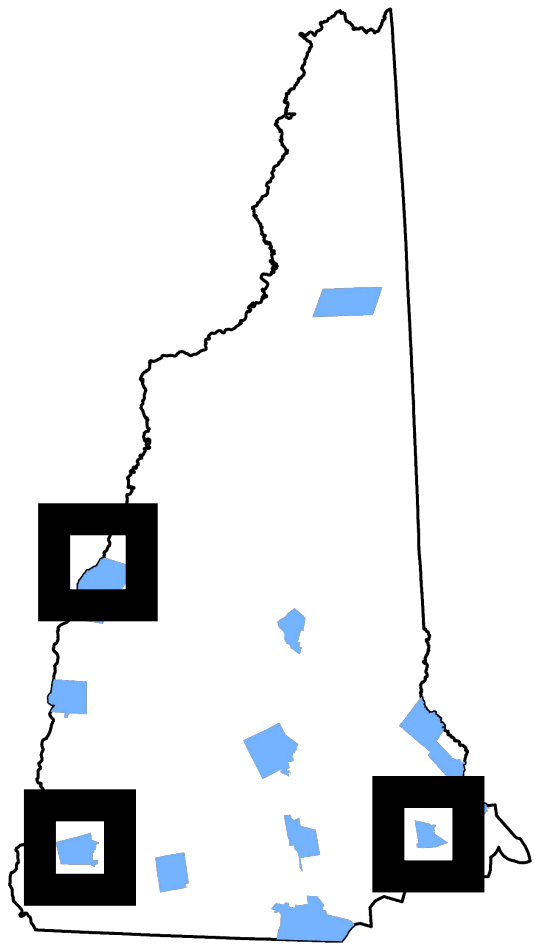






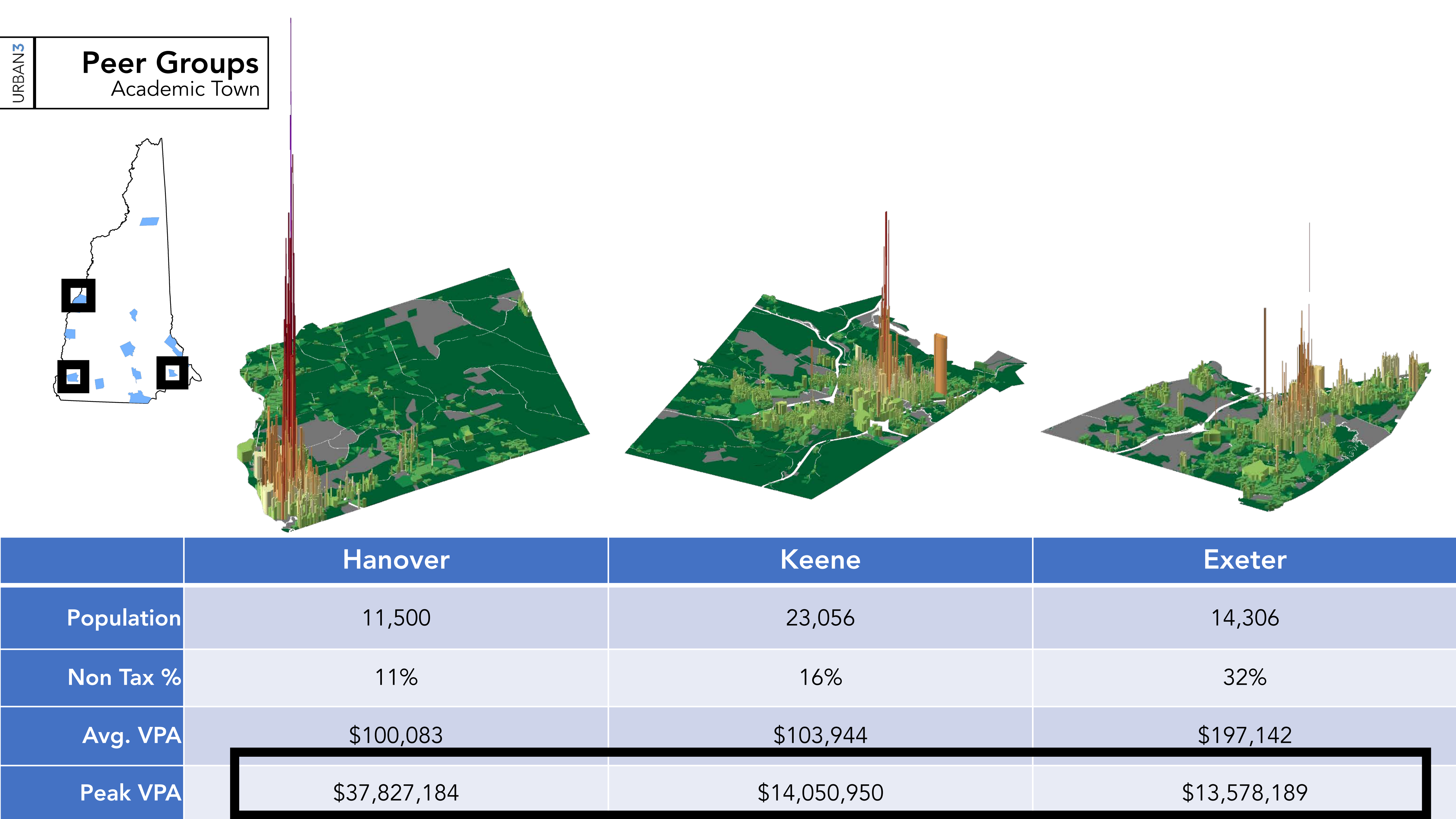






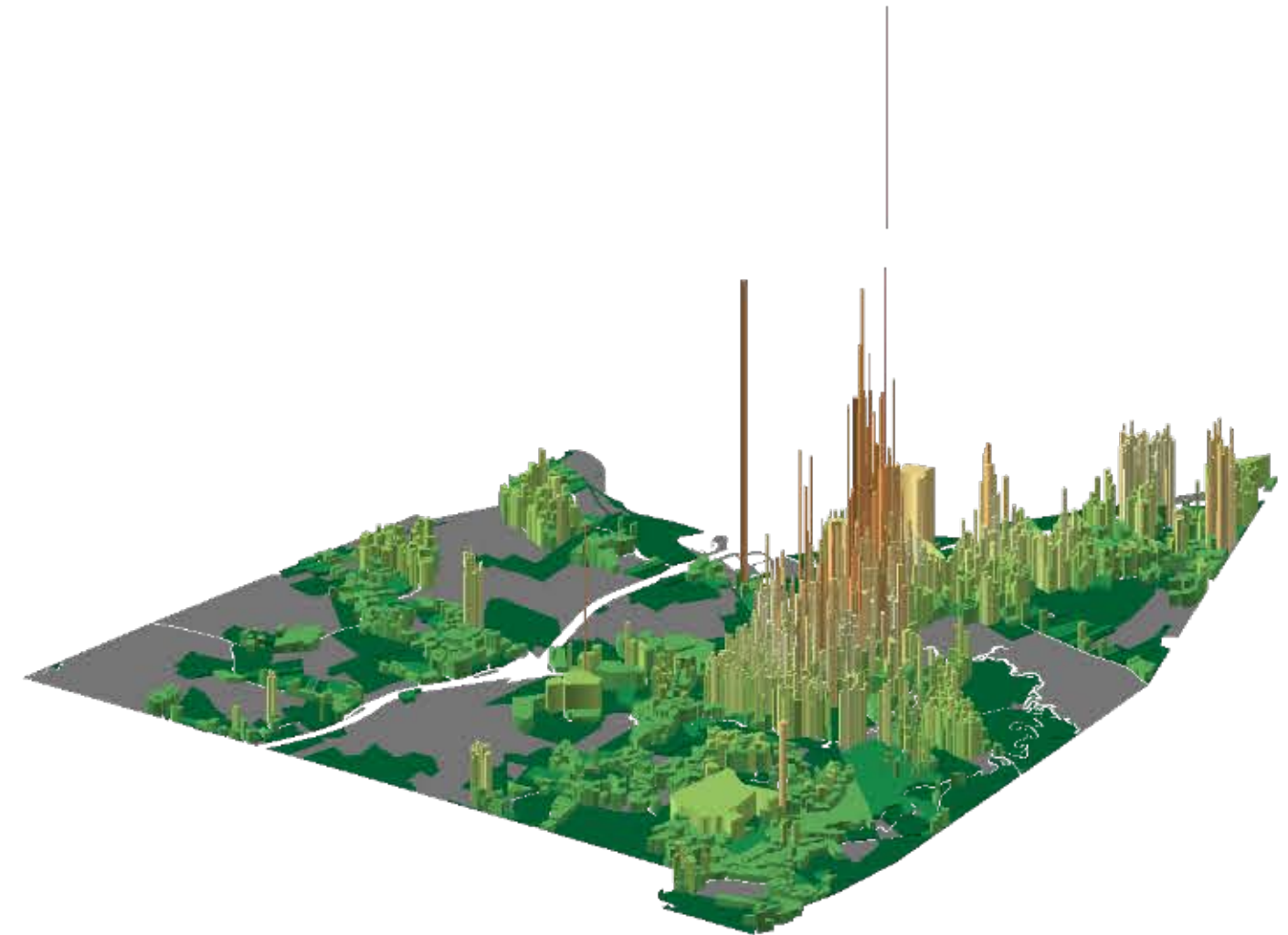
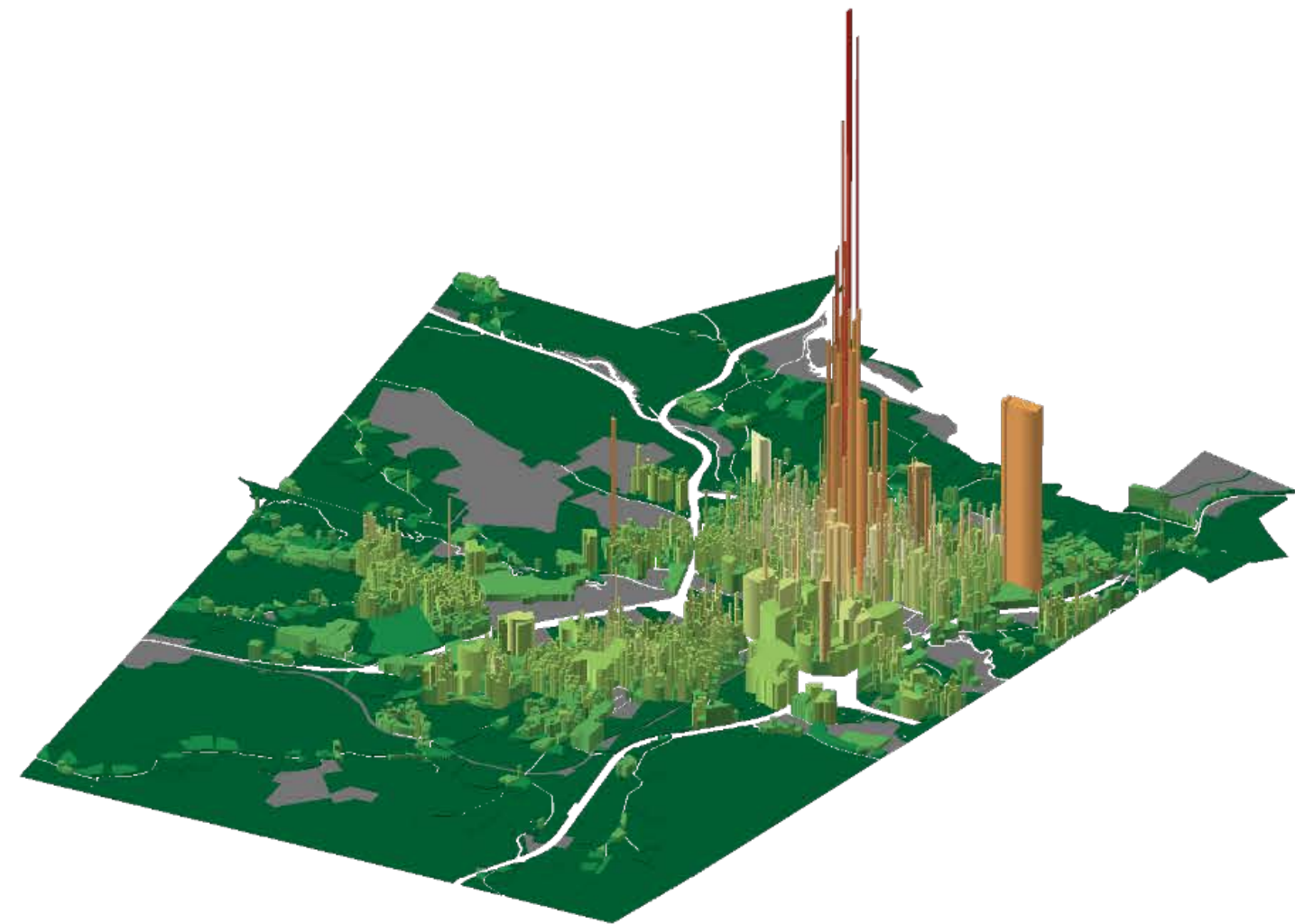
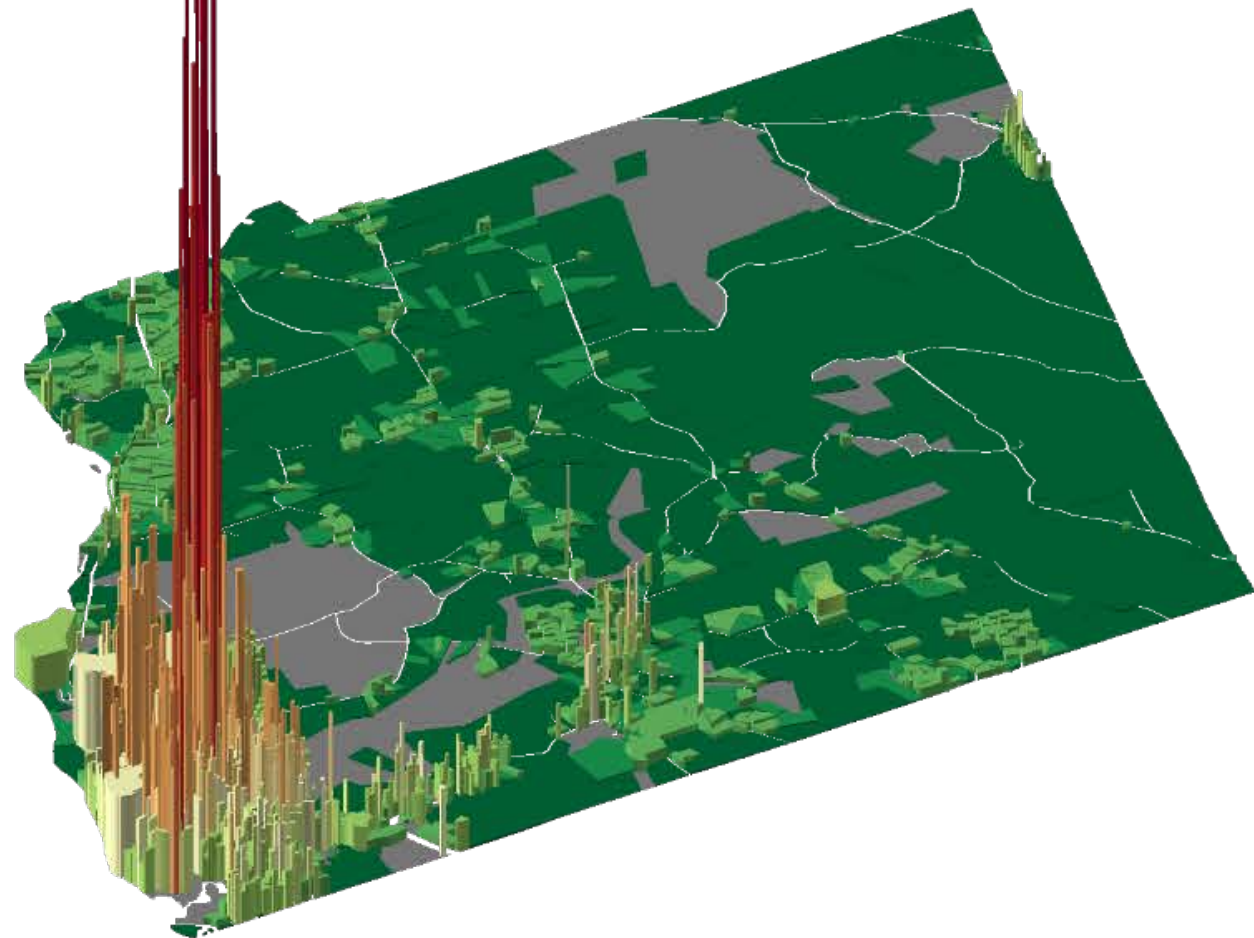
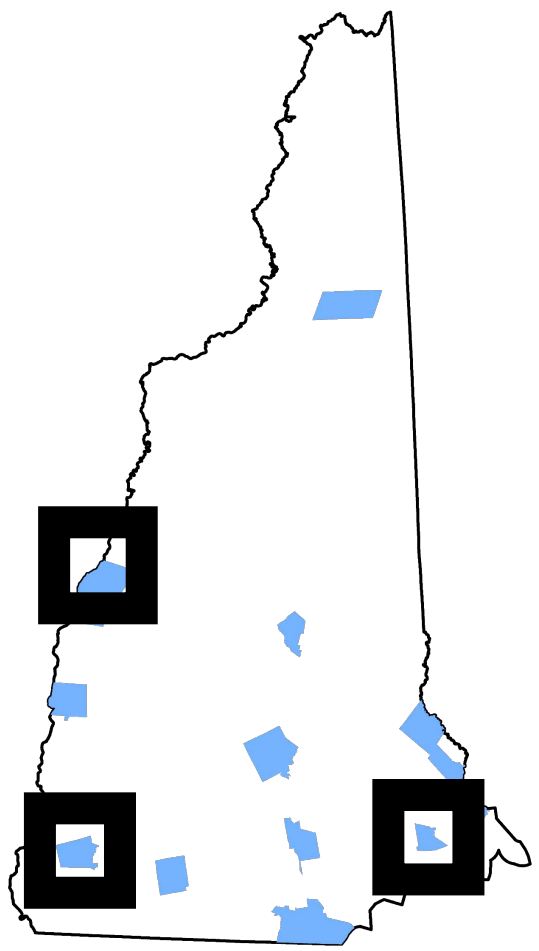
	Hanover	Keene	Exeter
Population	11,500	23,056	14,306
Non Tax %	11%	16%	32%
Avg. VPA	\$100,083	\$103,944	\$197,142
Peak VPA	\$37,827,184	\$14,050,950	\$13,578,189





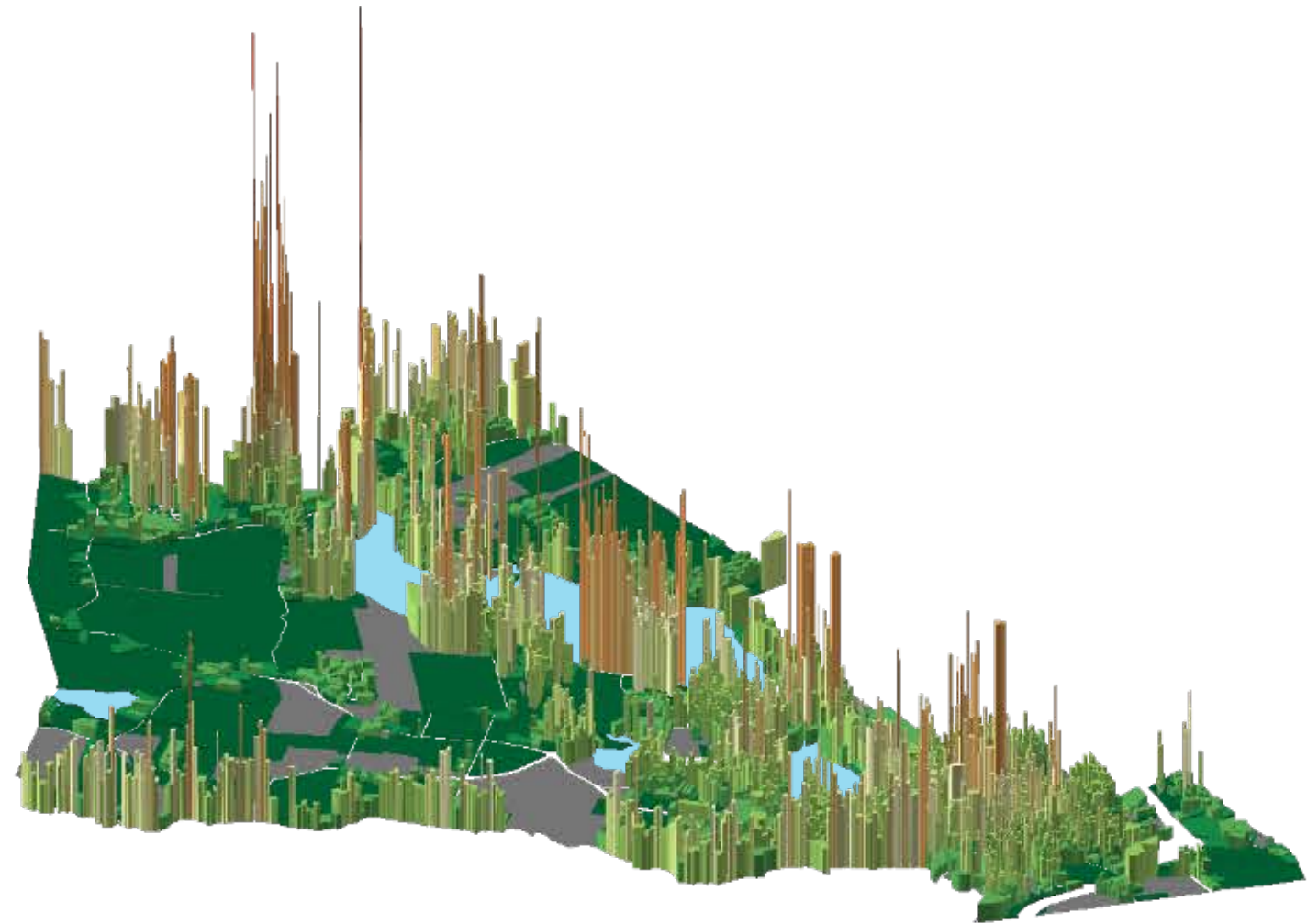
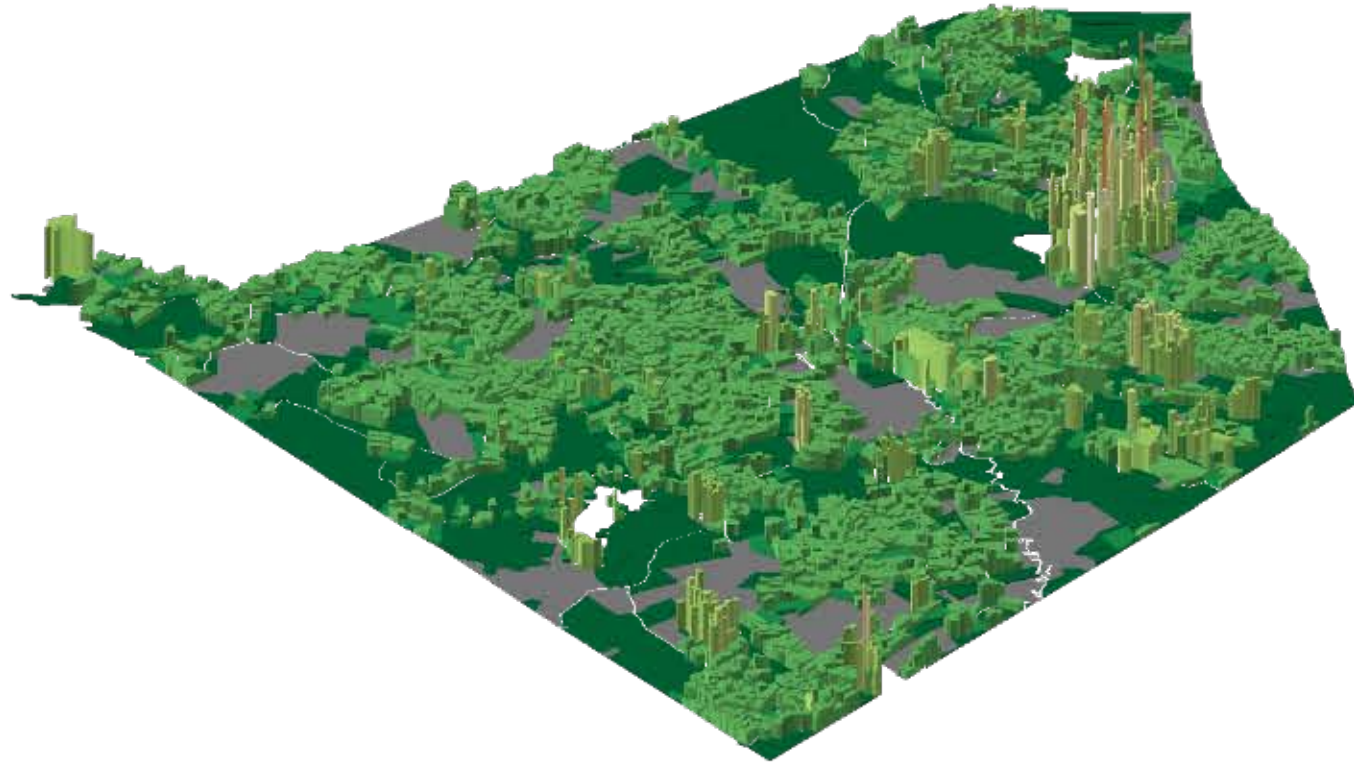
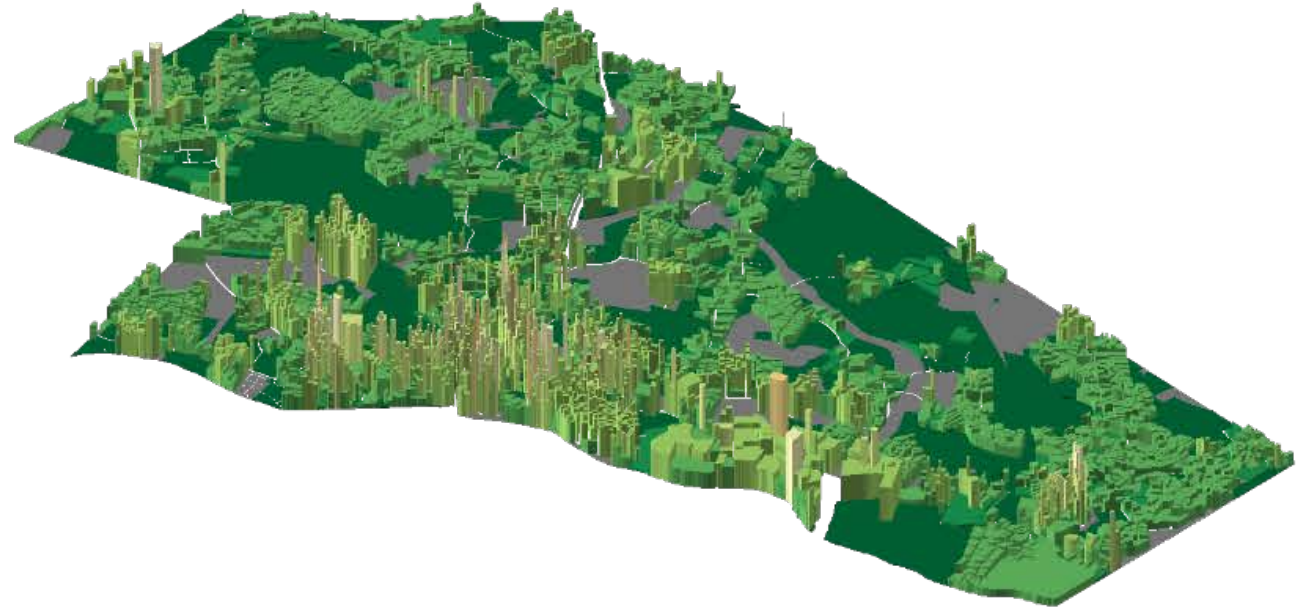
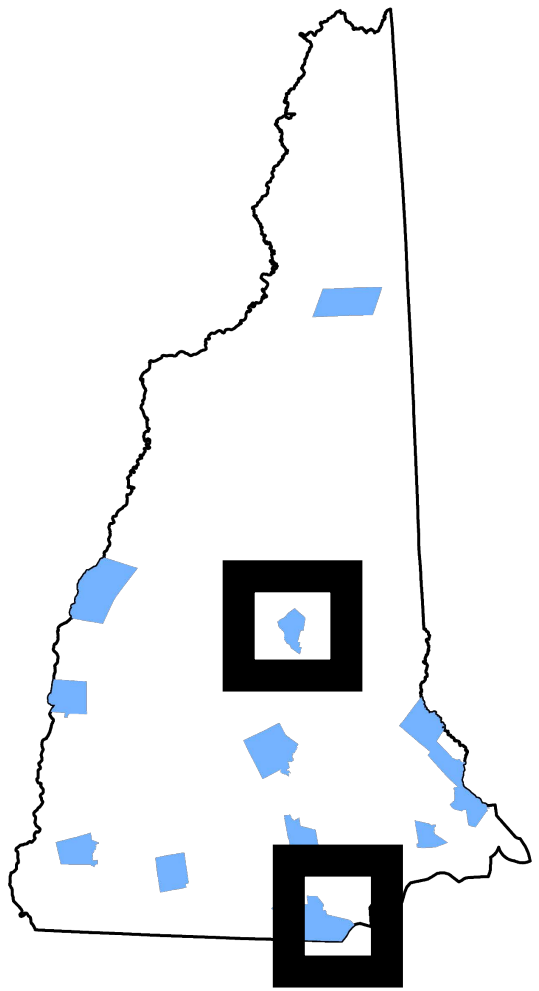
# Peer Groups

Academic Town



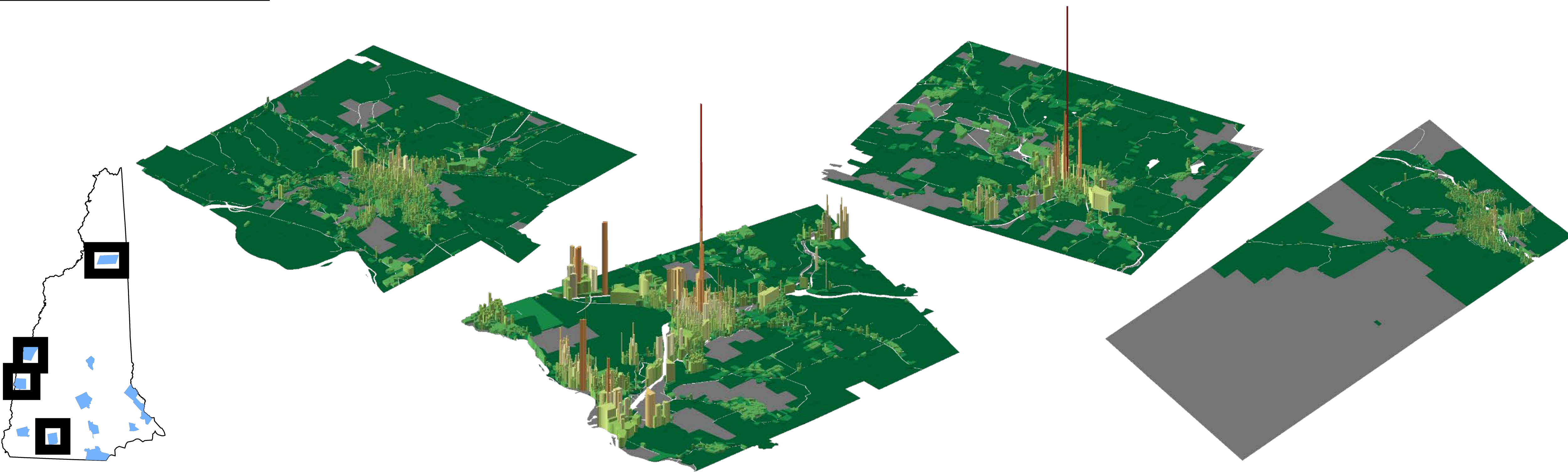
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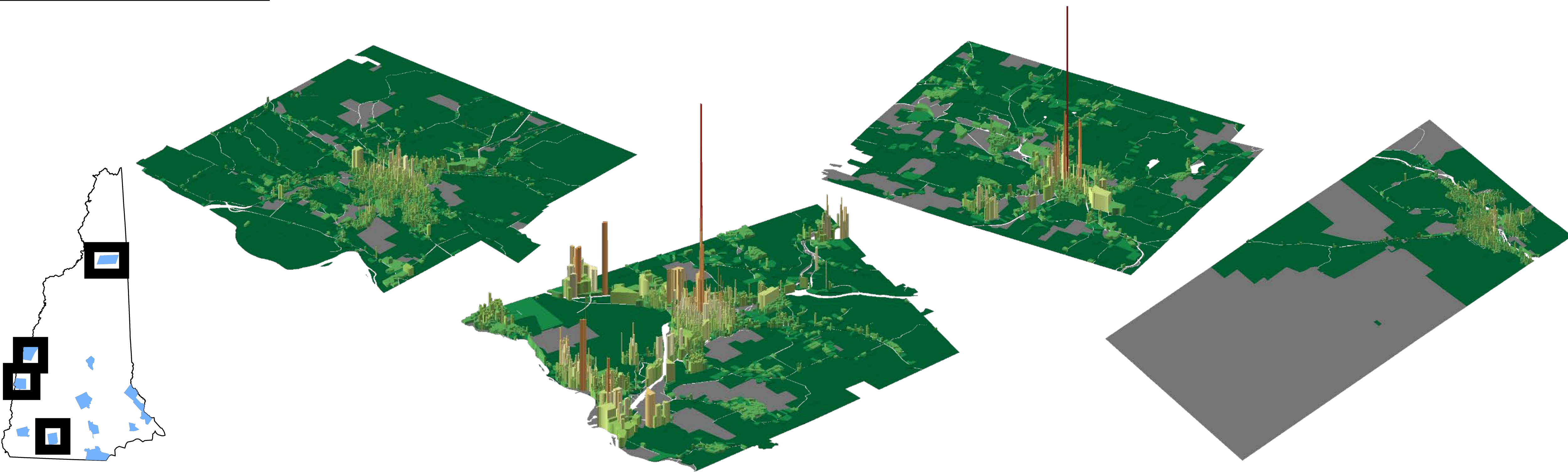
	Hudson	Pelham	Laconia
Population	24,467	14,049	16,492
Avg. VPA	\$165,357	\$121,607	\$173,092
Peak VPA	\$2,690,571	\$3,610,967	\$10,897,320





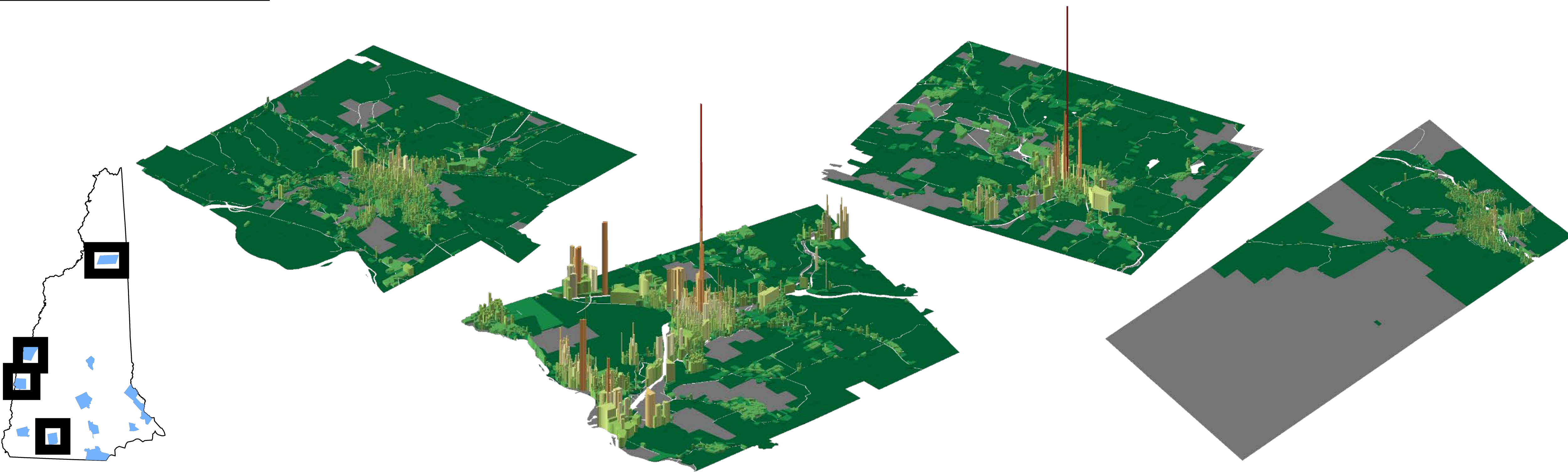
	Claremont	Lebanon	Peterborough	Berlin
Population	12,967	13,602	6,284	10,200
Avg. VPA	\$28,311	\$90,500	\$38,904	\$27,106
Peak VPA	\$2,6006,428	\$14,427,351	\$12,205,874	\$2,537,768





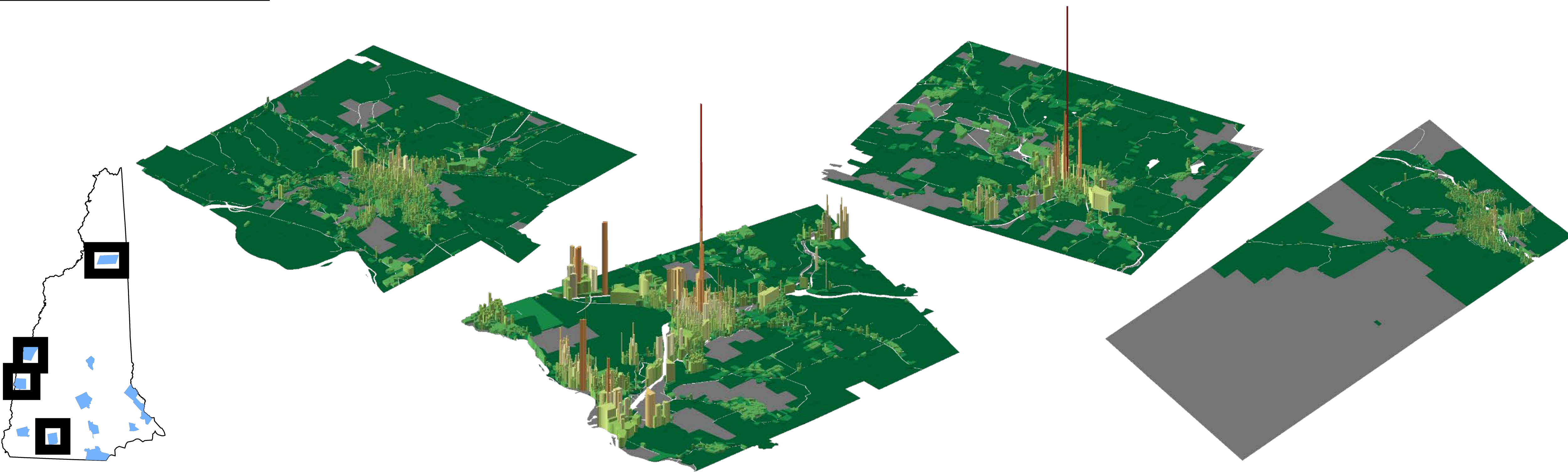
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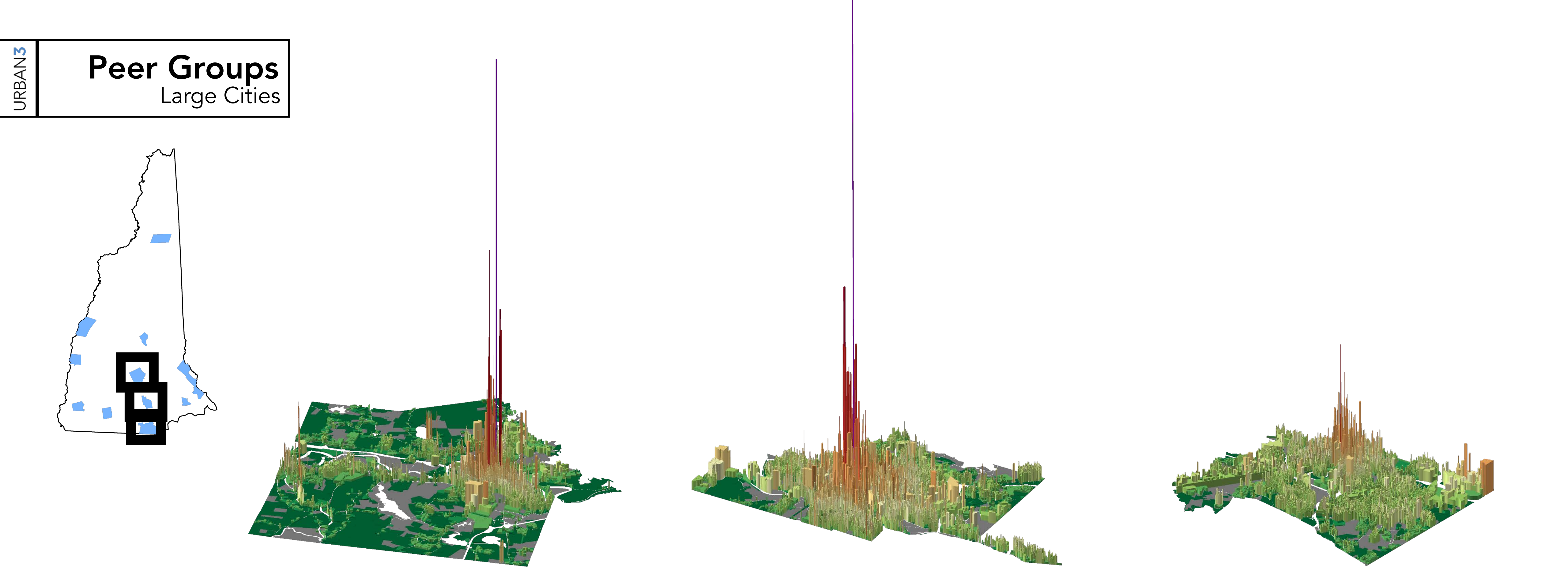
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Avg. VPA	\$28,311	\$90,500	\$38,904	\$27,106
Peak VPA	\$2,6006,428	\$14,427,351	\$12,205,874	\$2,537,768





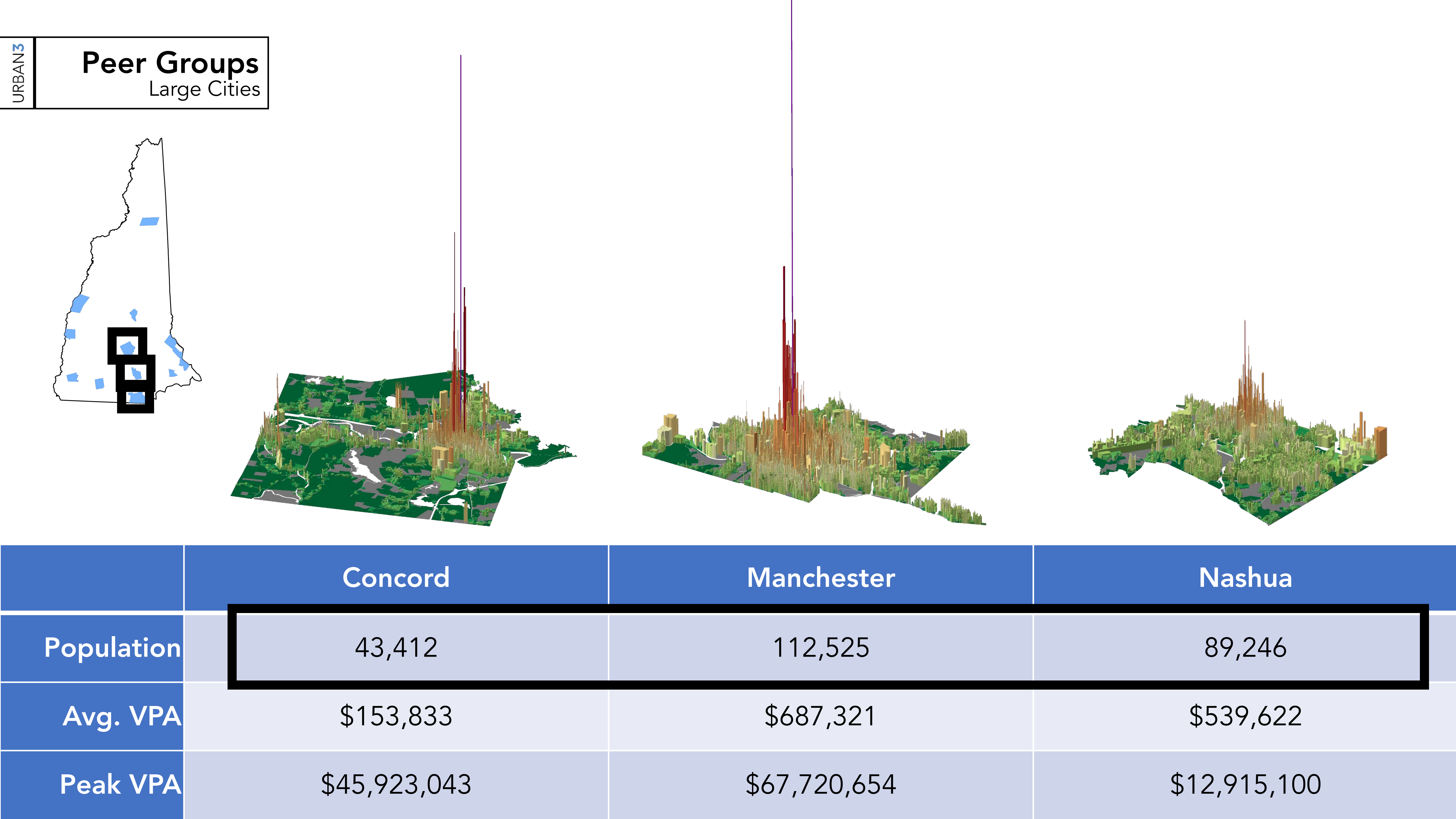
	Claremont	Lebanon	Peterborough	Berlin
Population	12,967	13,602	6,284	10,200
Avg. VPA	\$28,311	\$90,500	\$38,904	\$27,106
Peak VPA	\$2,6006,428	\$14,427,351	\$12,205,874	\$2,537,768



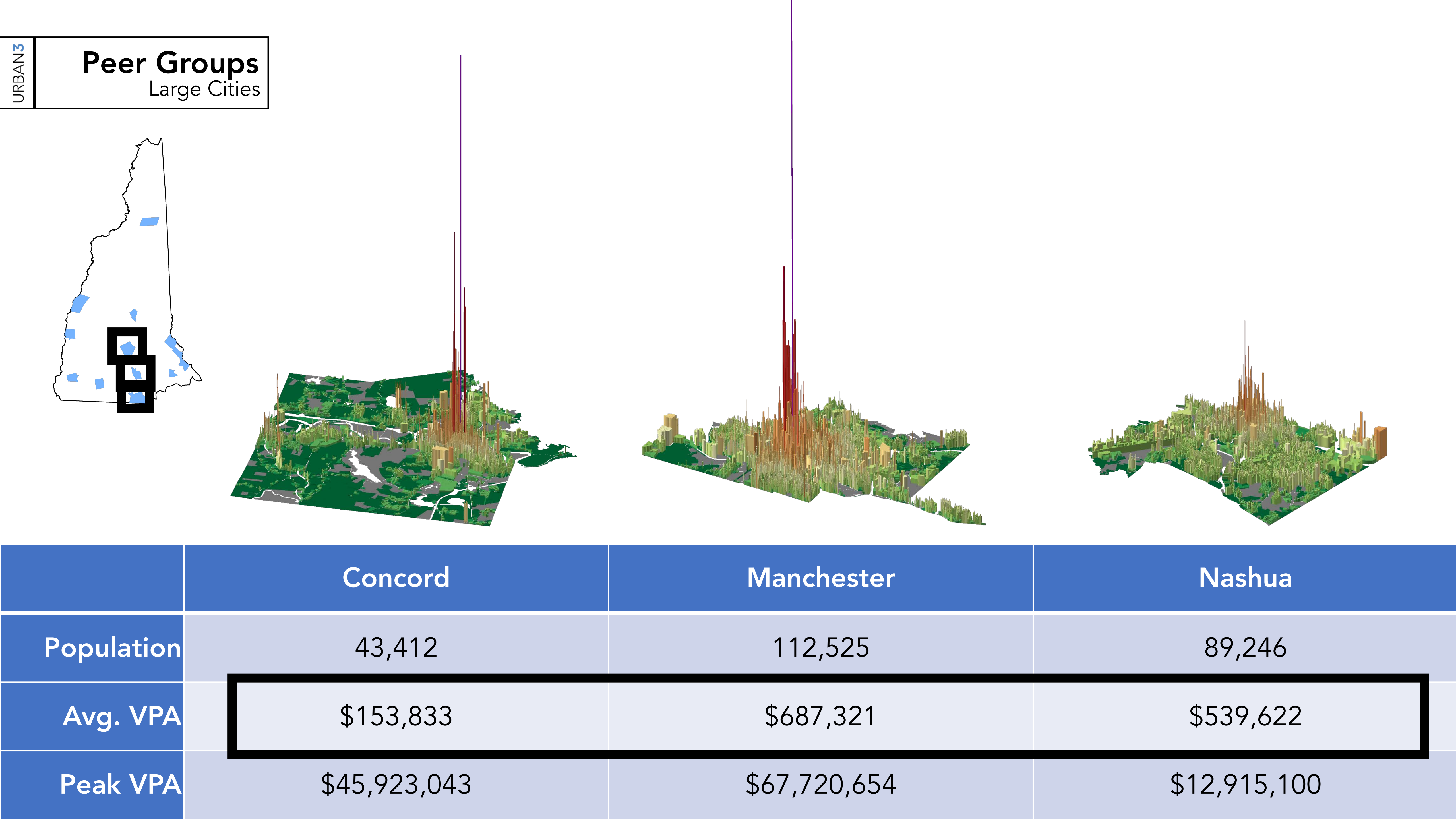


	Concord	Manchester	Nashua
Population	43,412	112,525	89,246
Avg. VPA	\$153,833	\$687,321	\$539,622
Peak VPA	\$45,923,043	\$67,720,654	\$12,915,100

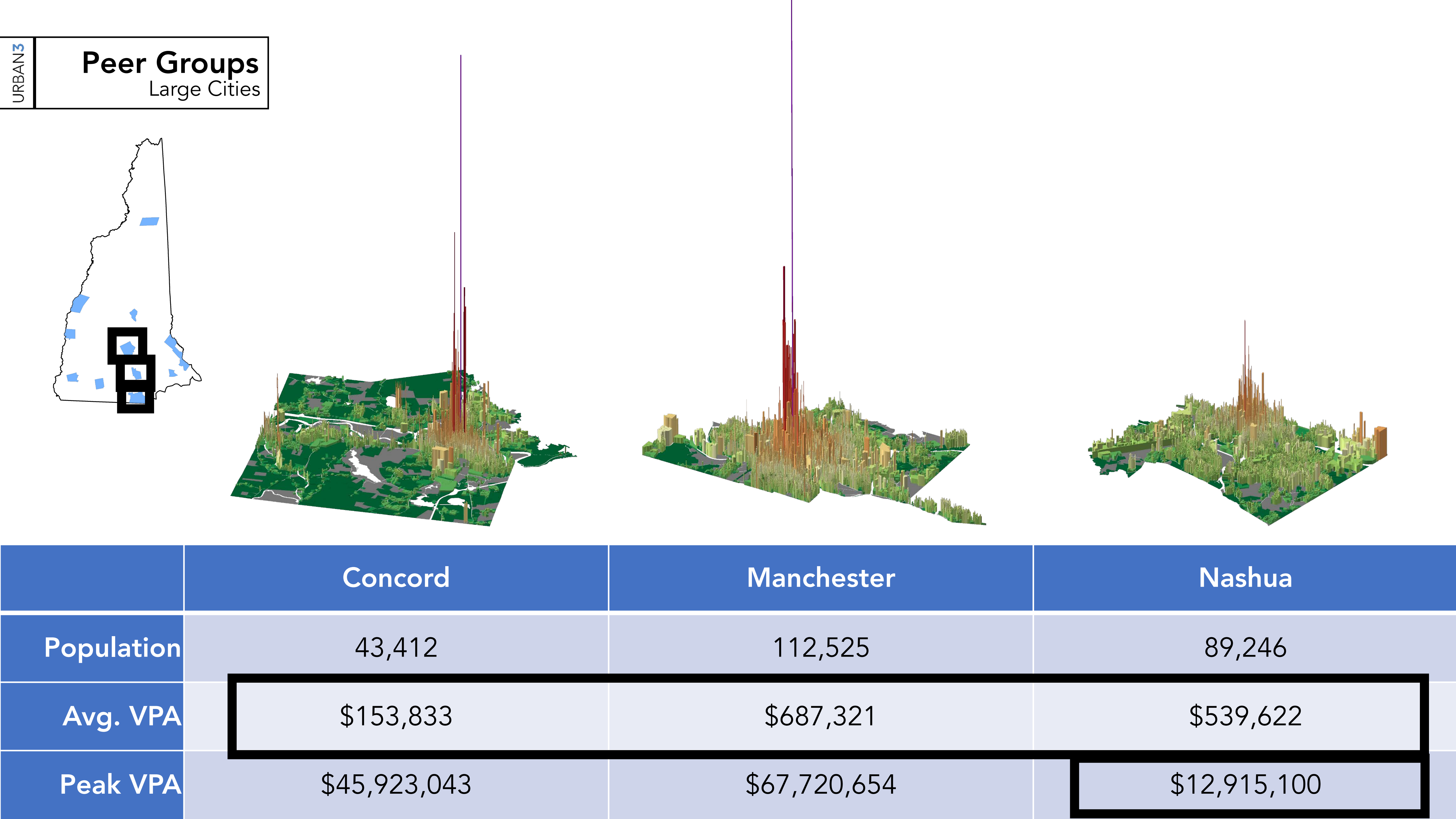






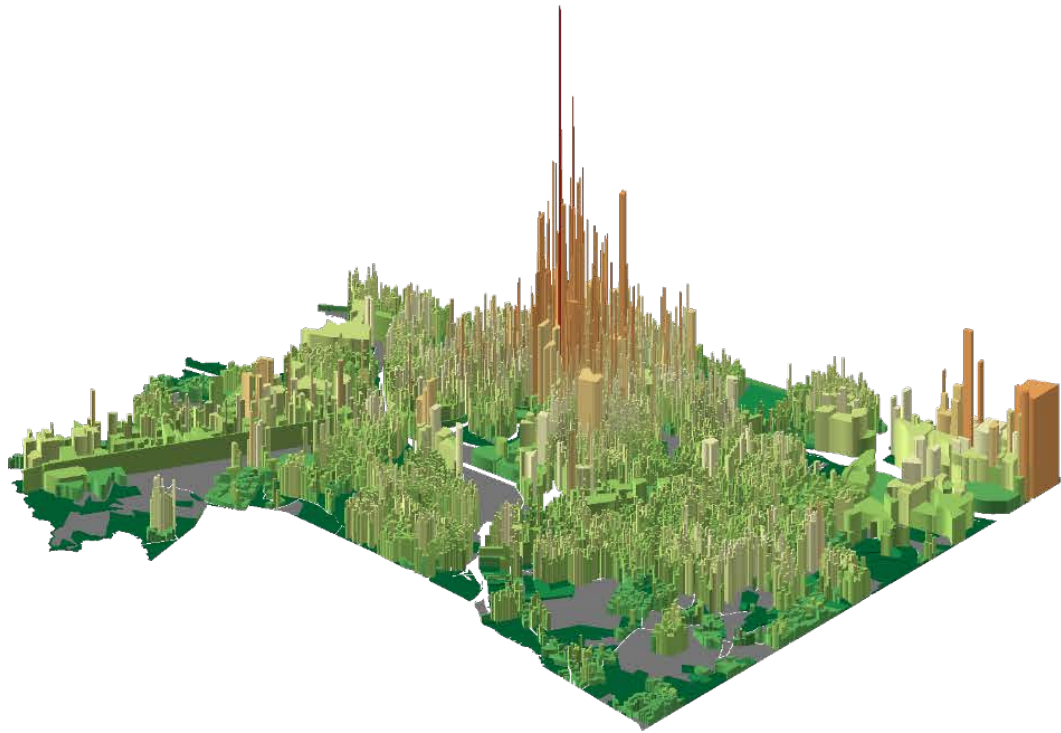
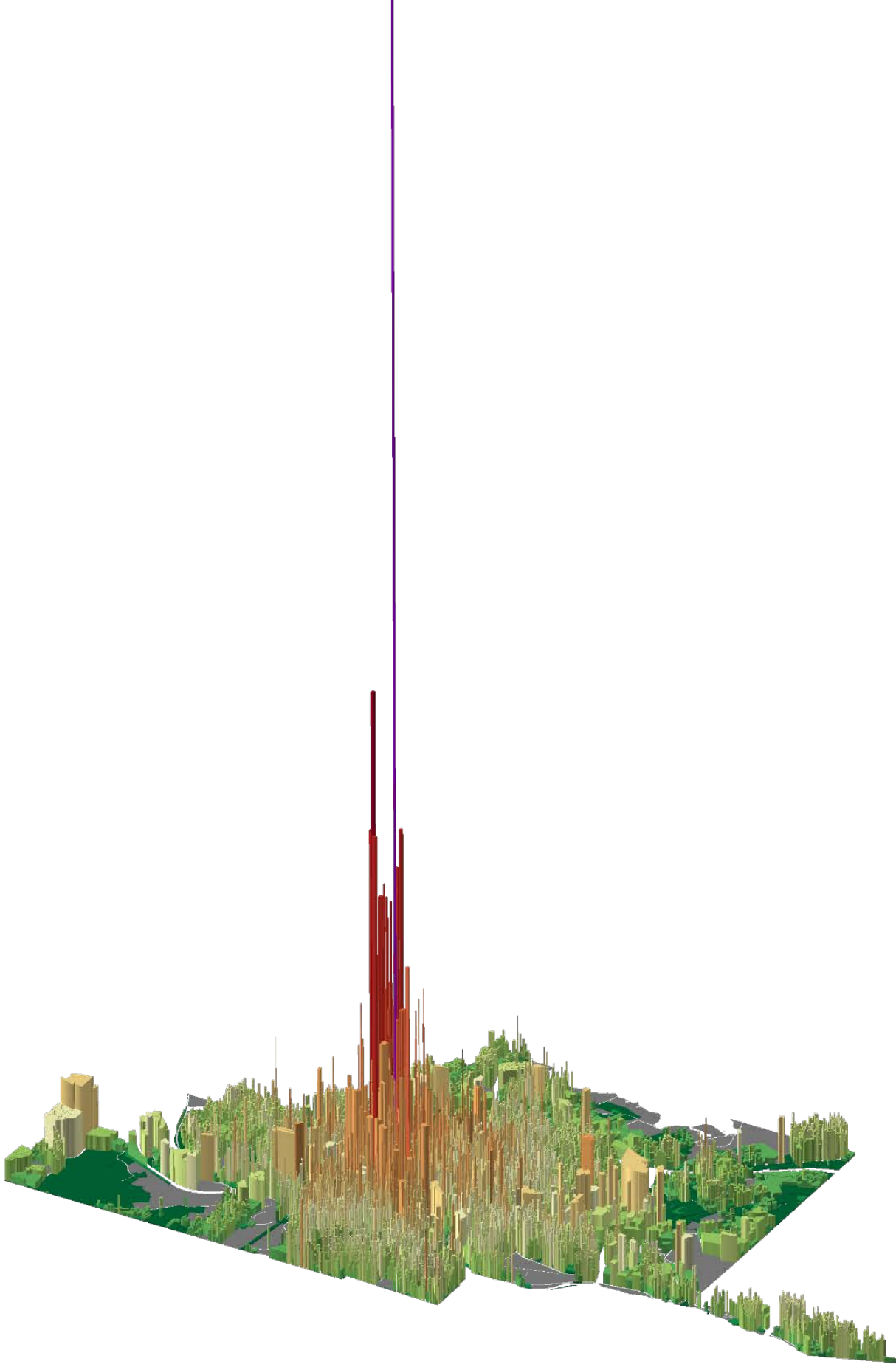
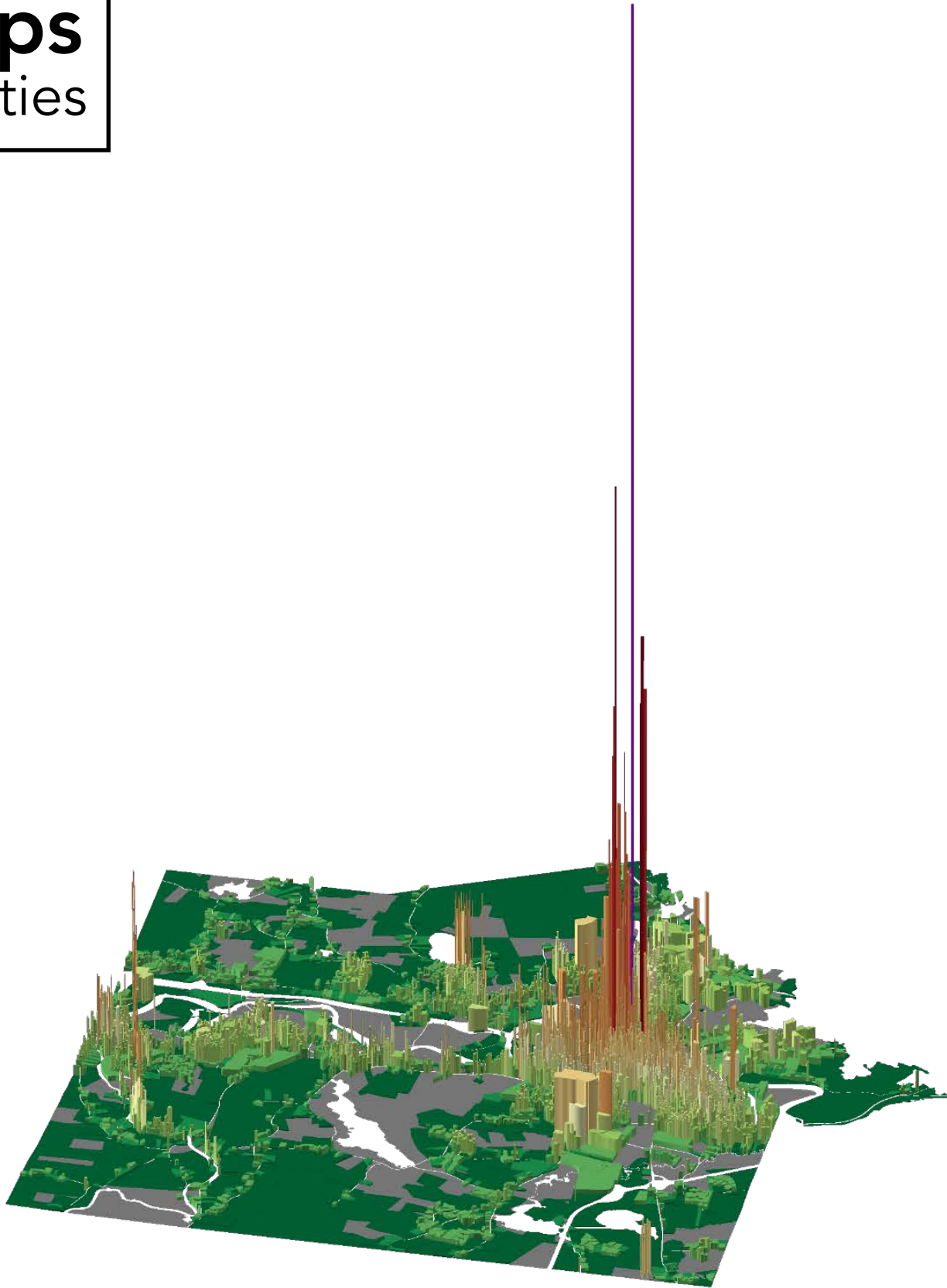
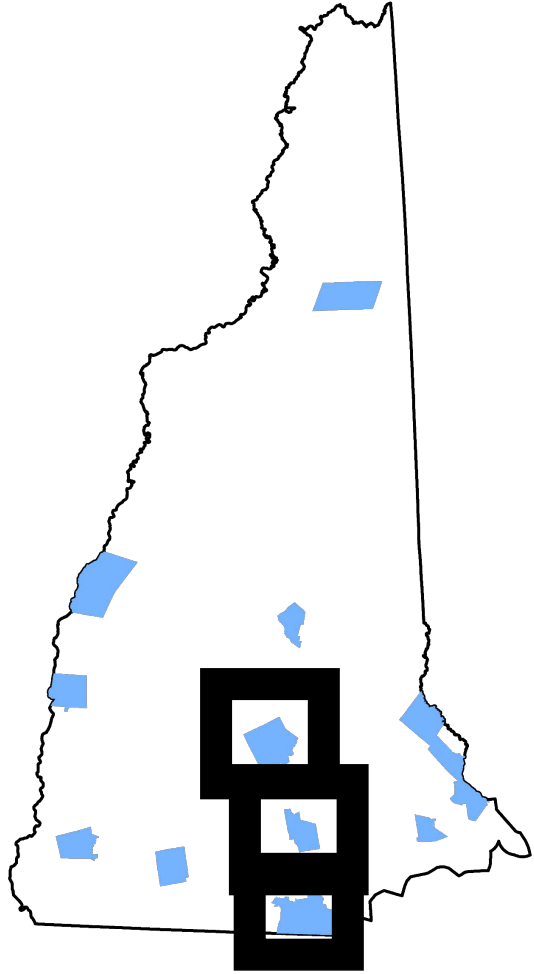






# Peer Groups

Large Cities



	Concord	Manchester	Nashua
Population	43,412	112,525	89,246
Avg. VPA	\$153,833	\$687,321	\$539,622
Peak VPA	\$45,923,043	\$67,720,654	\$12,915,100

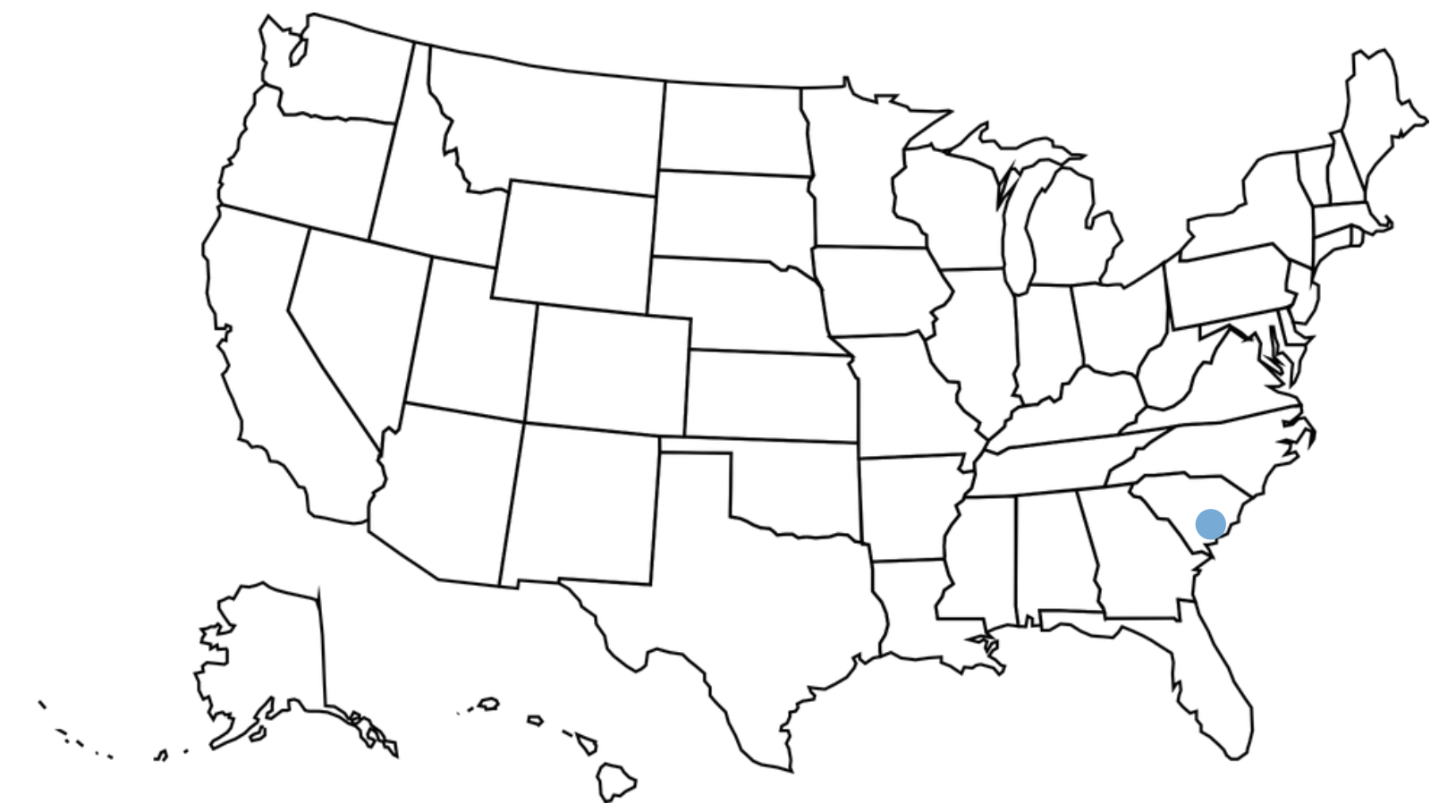


Lesson:

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# Historic Value





Case Study: Economic MRI®, Value Capture Analysis  
2015

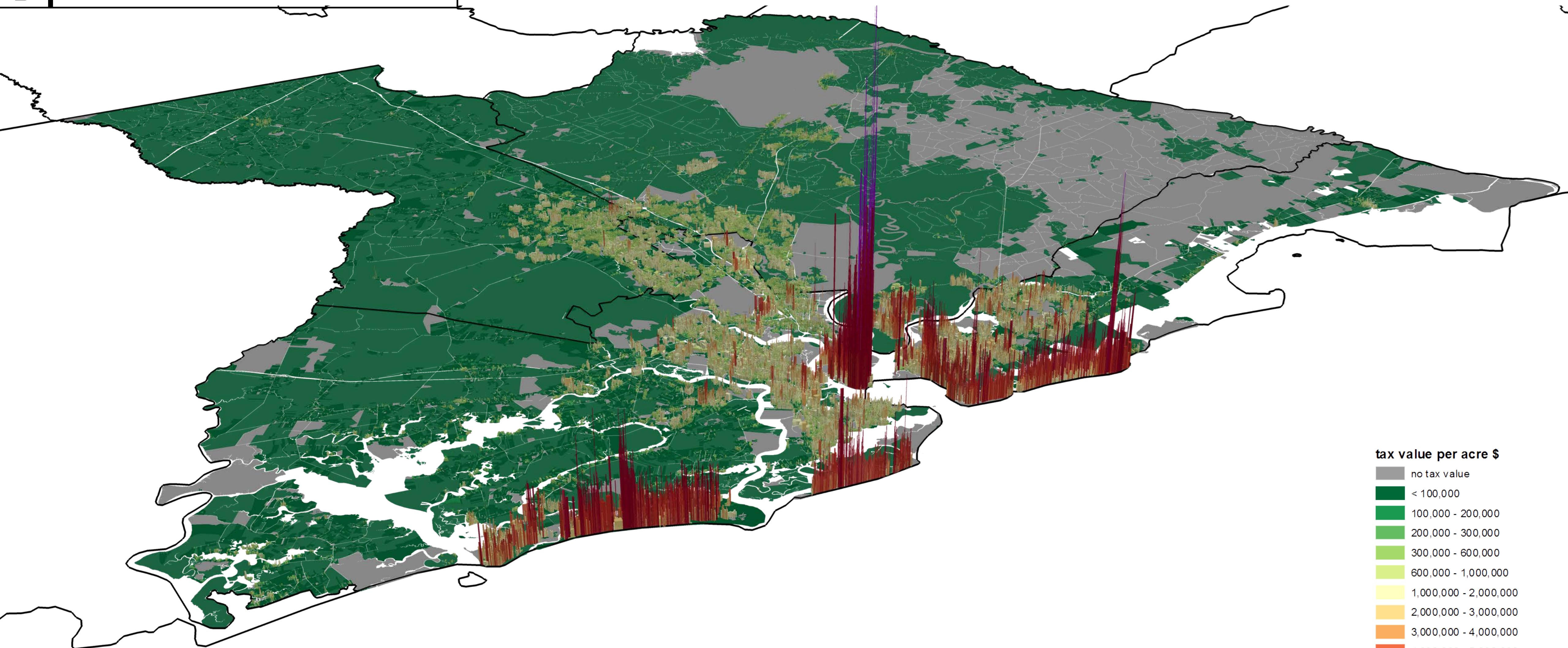
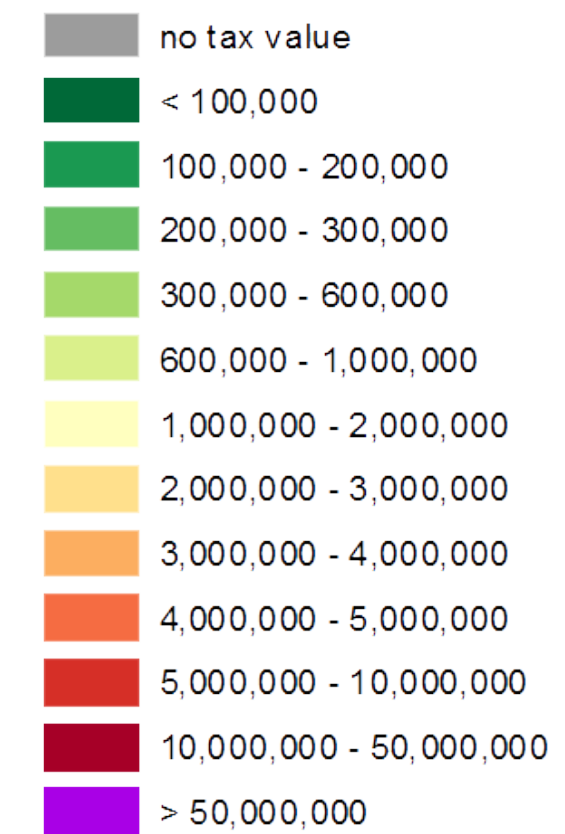
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# Charleston, South Carolina



# Taxable Value Per Acre

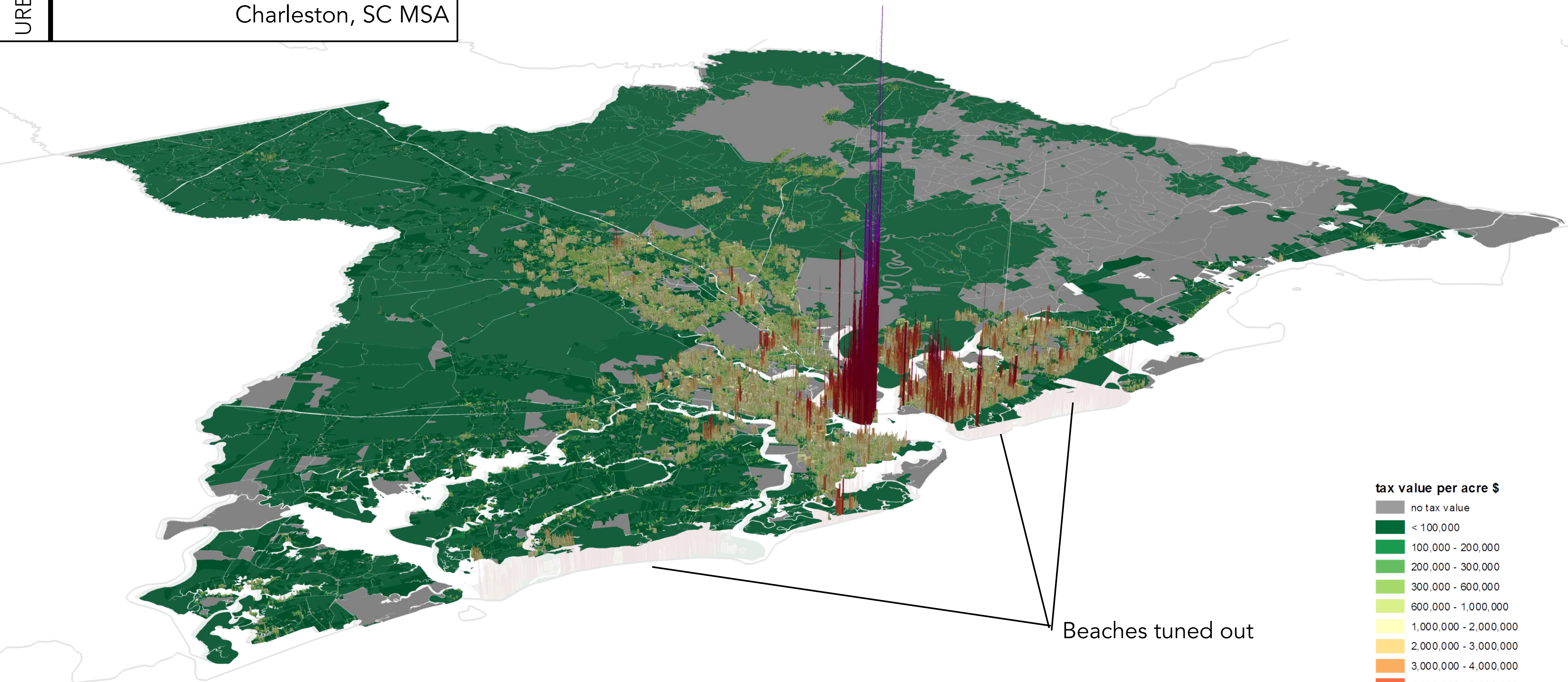
Charleston, SC MSA

**tax value per acre \$**

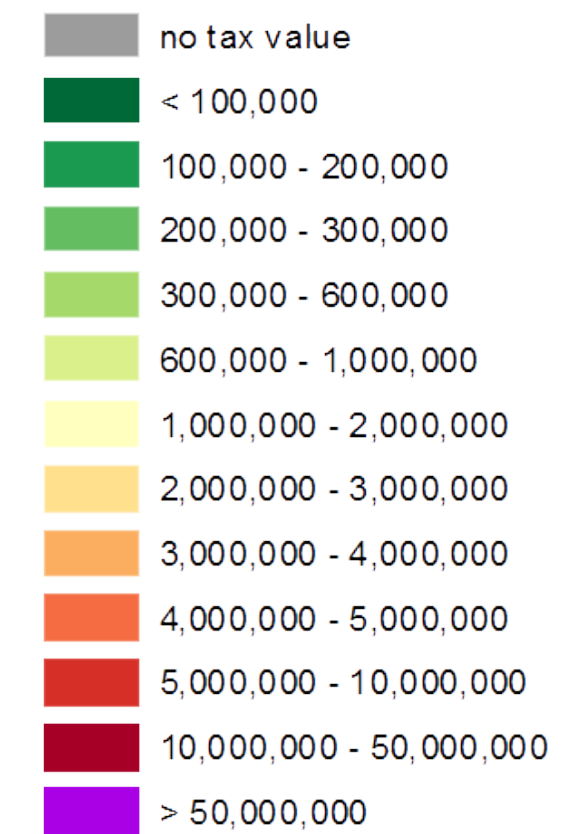


# Taxable Value Per Acre

Charleston, SC MSA



## tax value per acre \$



Beaches tuned out



POWERED BY  
esri





# Declaration of Independence

July 4, 1776

240 years ago





Built ca: 1686

Revolutionary



Walmart  
\$866,760 value per acre



Tavern Wine and Spirits  
\$13,394,415 Value per Acre



# Pre-1776 Taxable Value Per Acre

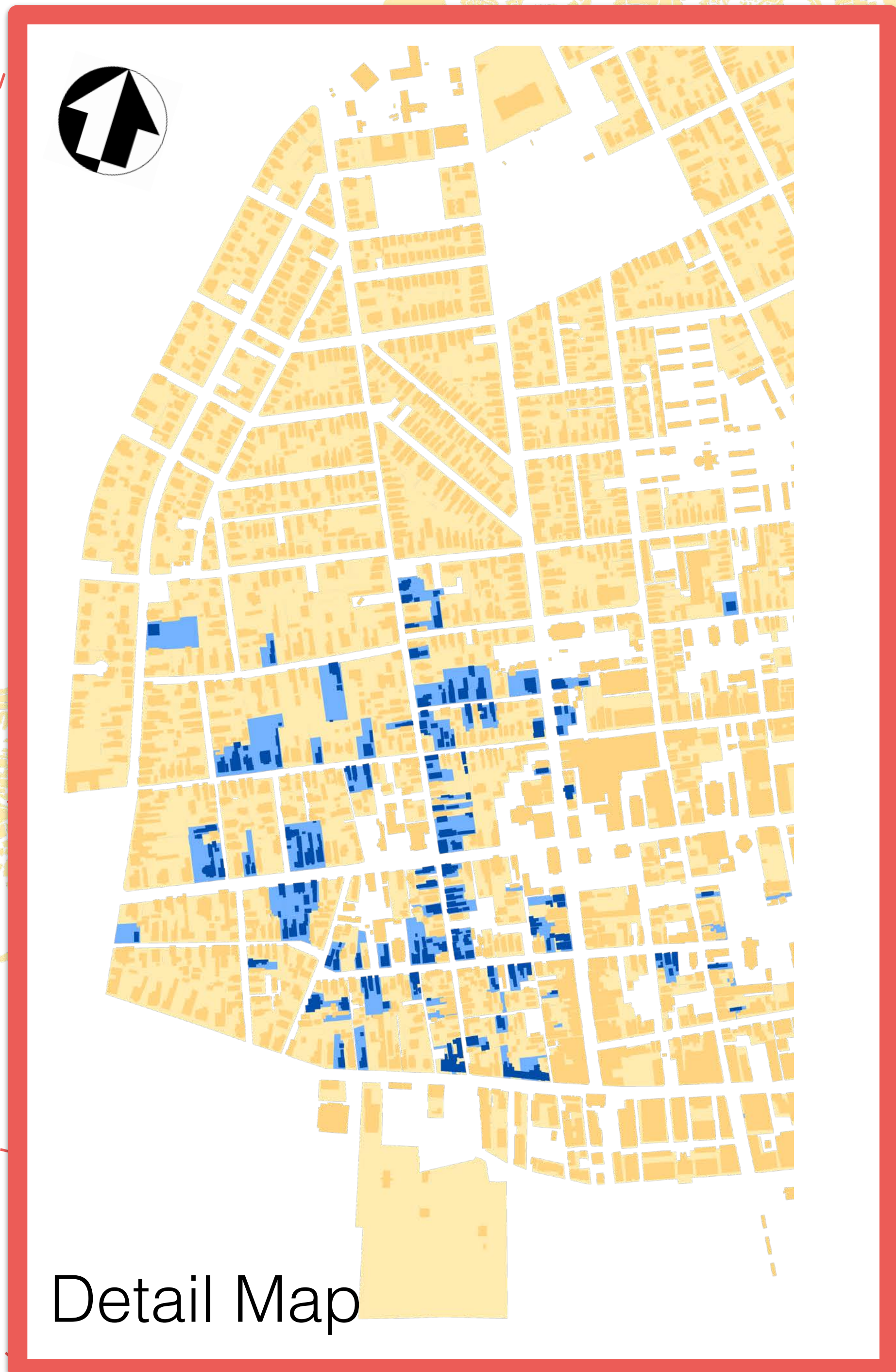
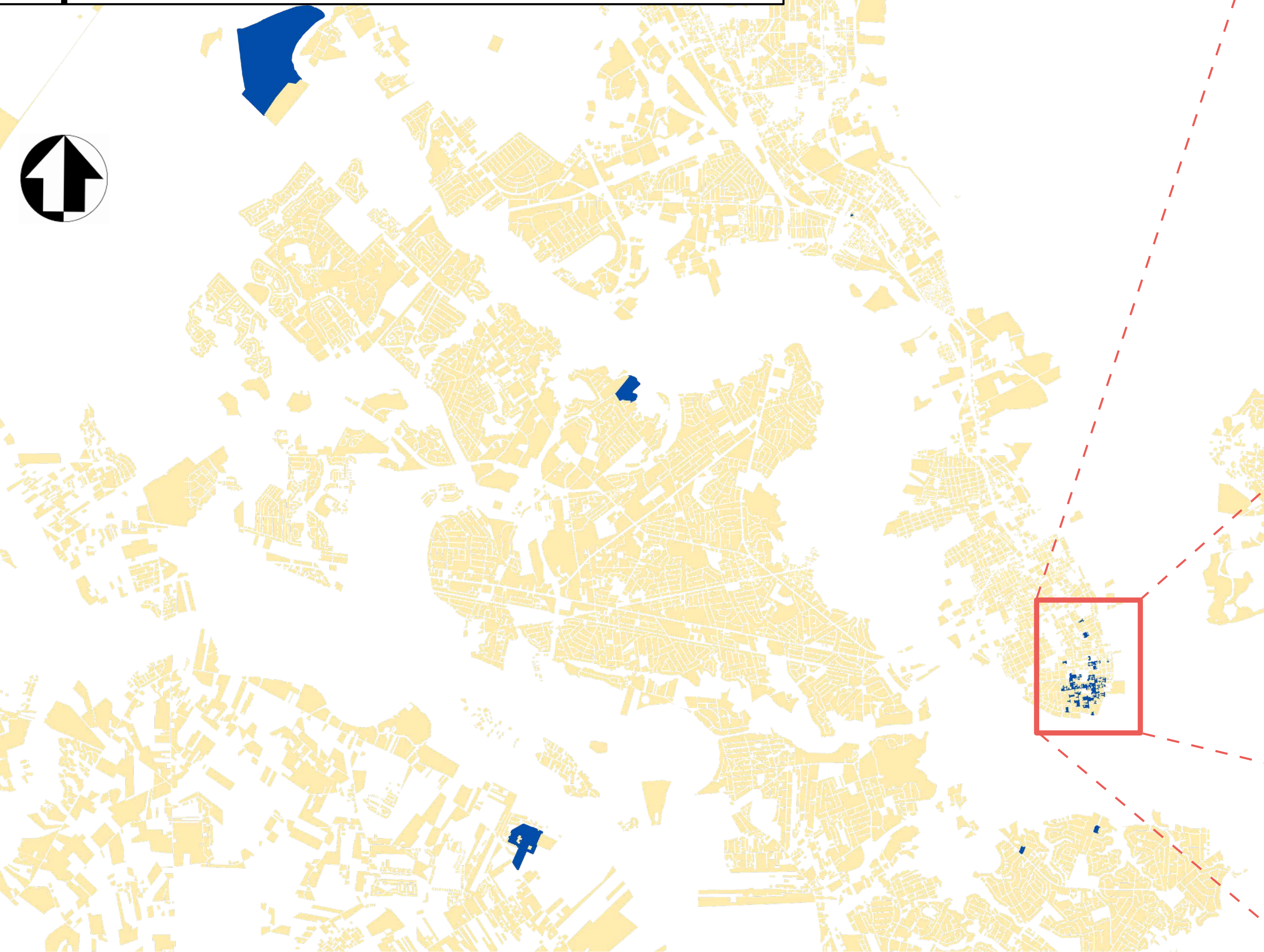
Charleston, SC MSA





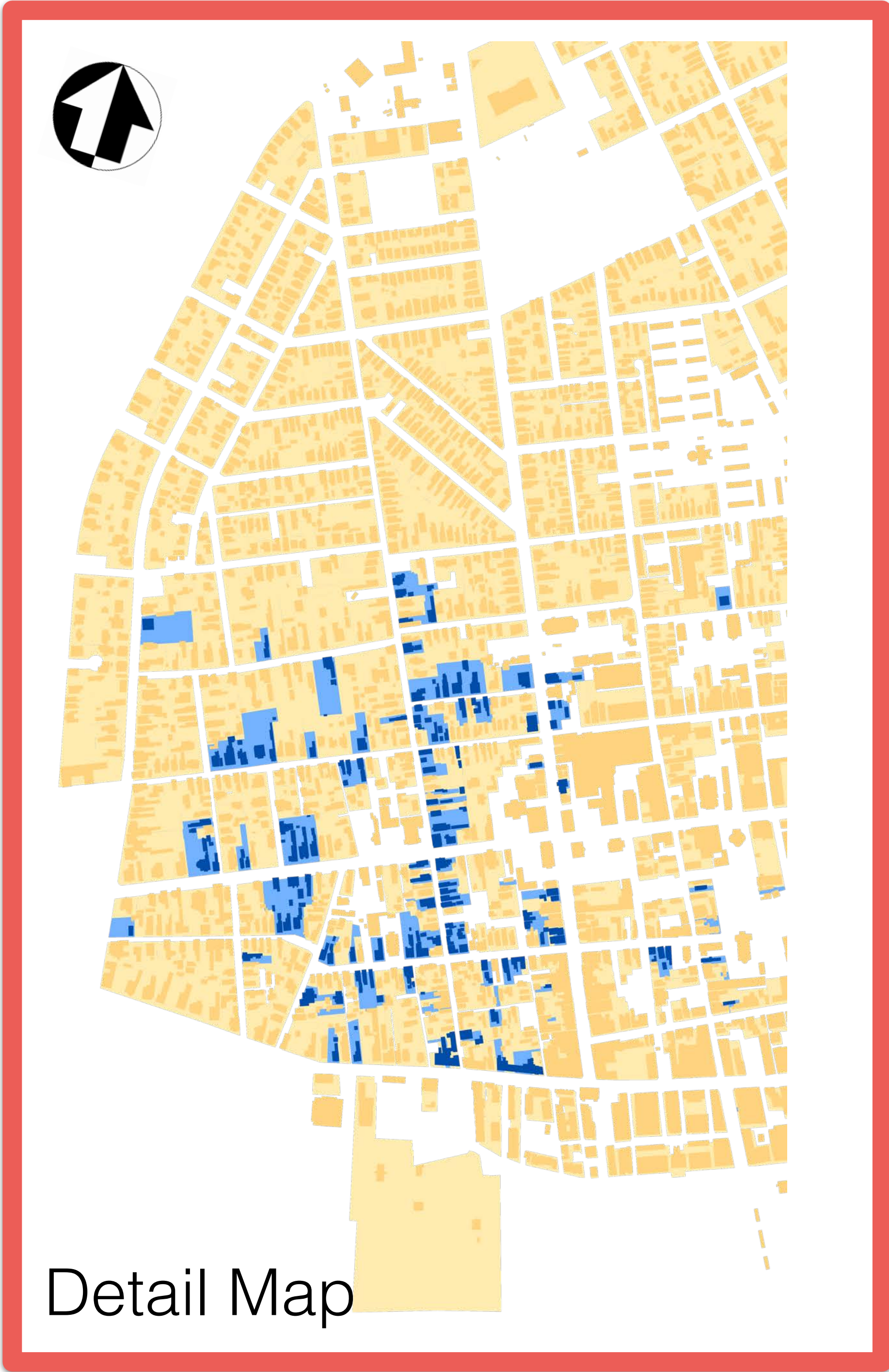
# Pre-1776 Taxable Value Per Acre

Charleston, SC MSA



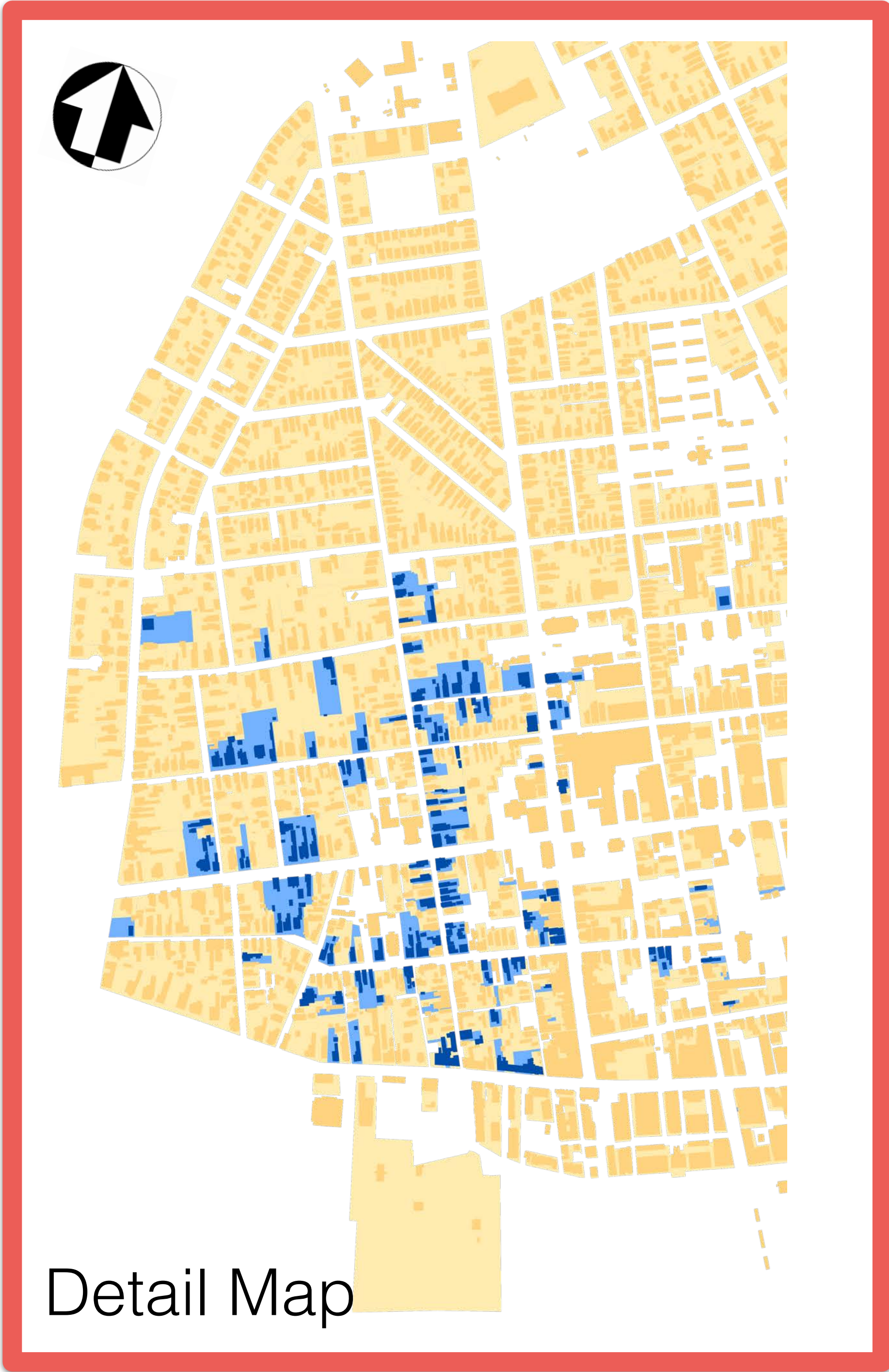


	> 1776
Acres	20.95
Value	\$344M
Value/Acre	\$16,440,700
County Taxes 2015	<b>\$631,000</b>



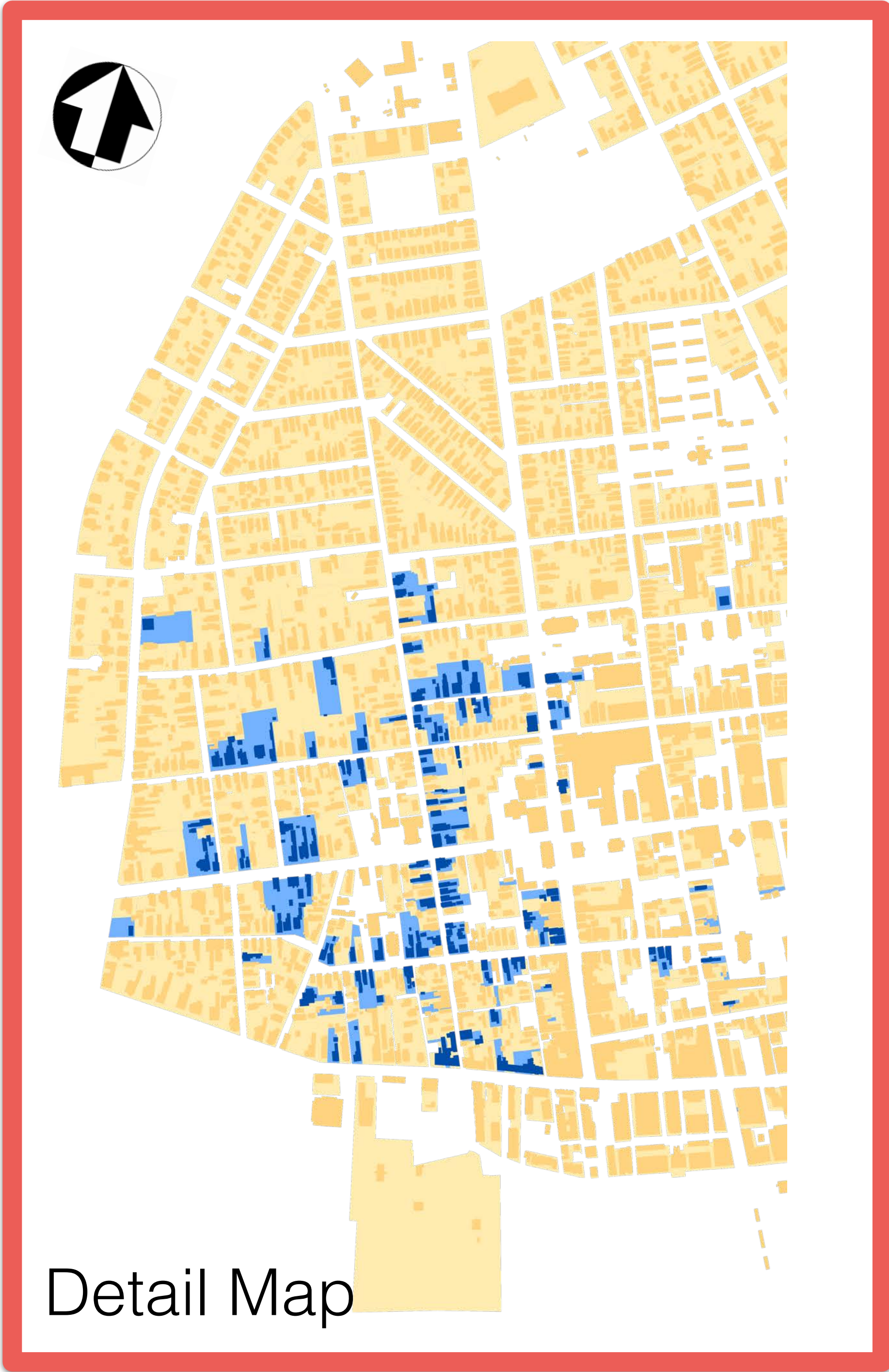


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	> 1776
Acres	20.95
Value	\$344M
Value/Acre	\$16,440,700
County Taxes 2015	<b>\$631,000</b>





# Pre-1776 Tax Productivity

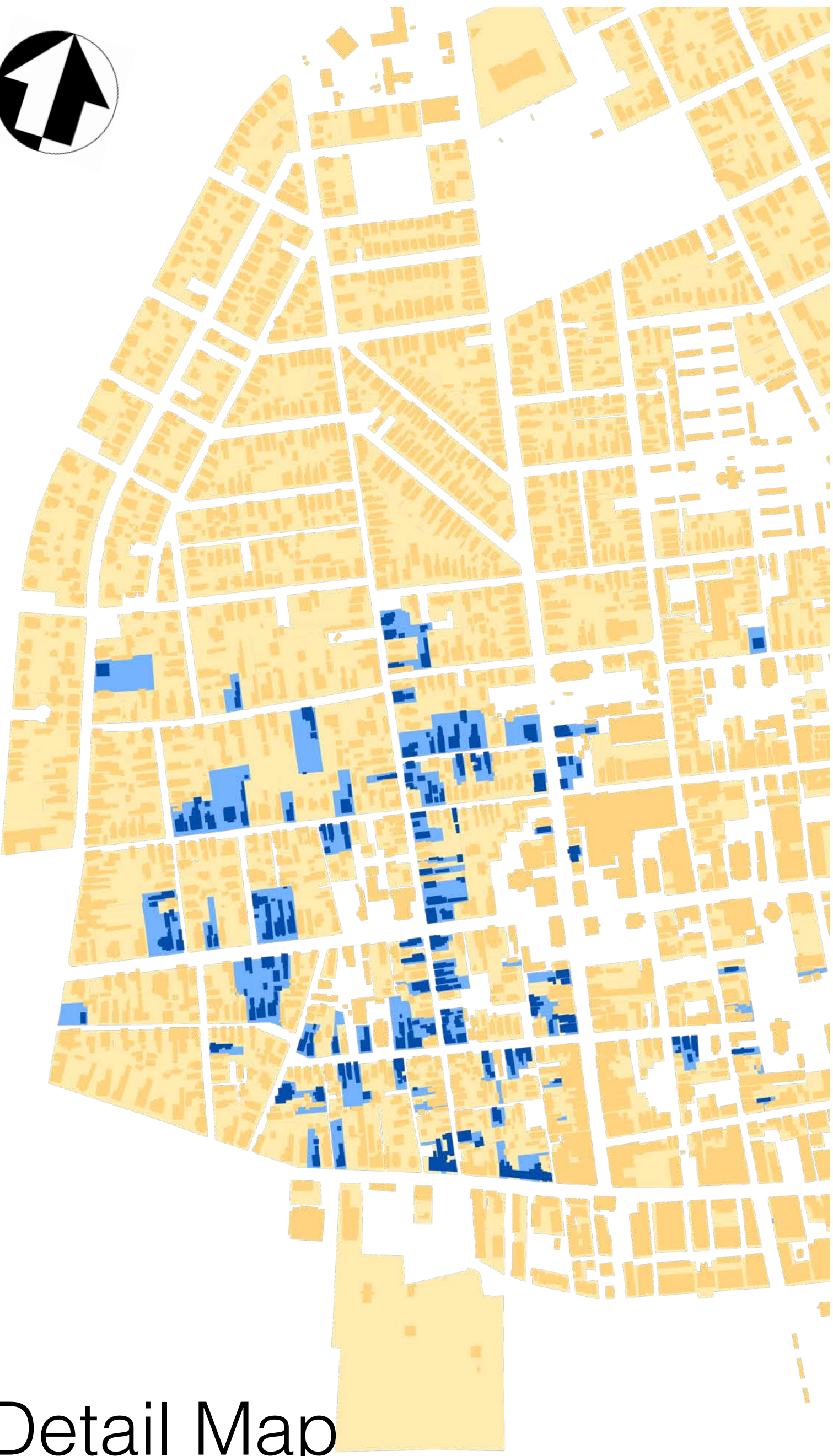
Charleston, SC MSA



**Walmart** (at Tanger)  
\$866,760 value per acre

Born: 2005

	> 1776
Acres	20.95
Value	\$344M
Value/Acre	\$16,440,700
County Taxes 2015	<b>\$631,000</b>



Detail Map

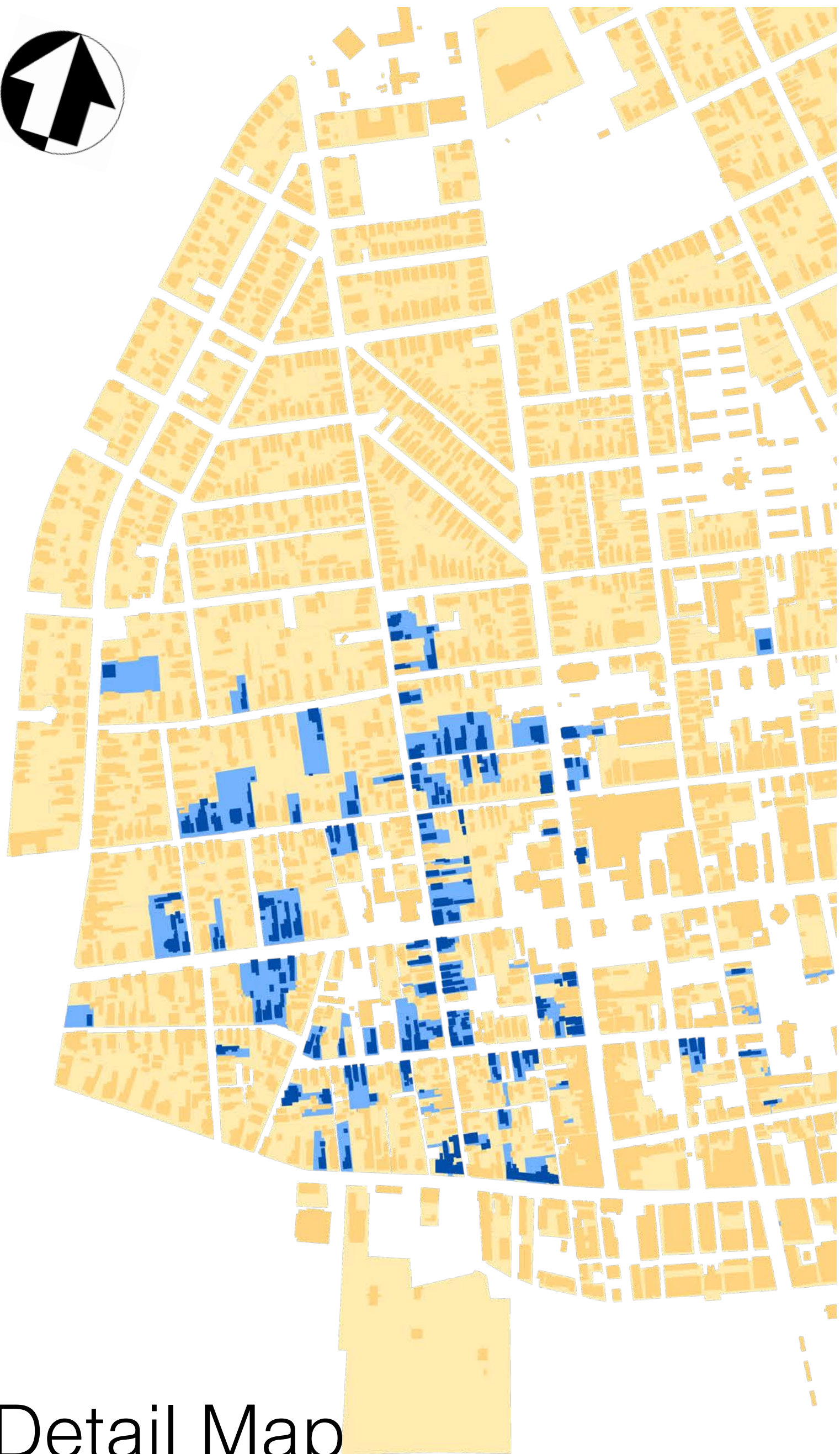


# Pre-1776 Tax Productivity

Charleston, SC MSA



	Walmart	> 1776
Acres	20.58	20.95
Value	\$18M	\$344M
Value/Acre	\$866,760	\$16,440,700
County Taxes 2015	<b>\$47,000</b>	<b>\$631,000</b>



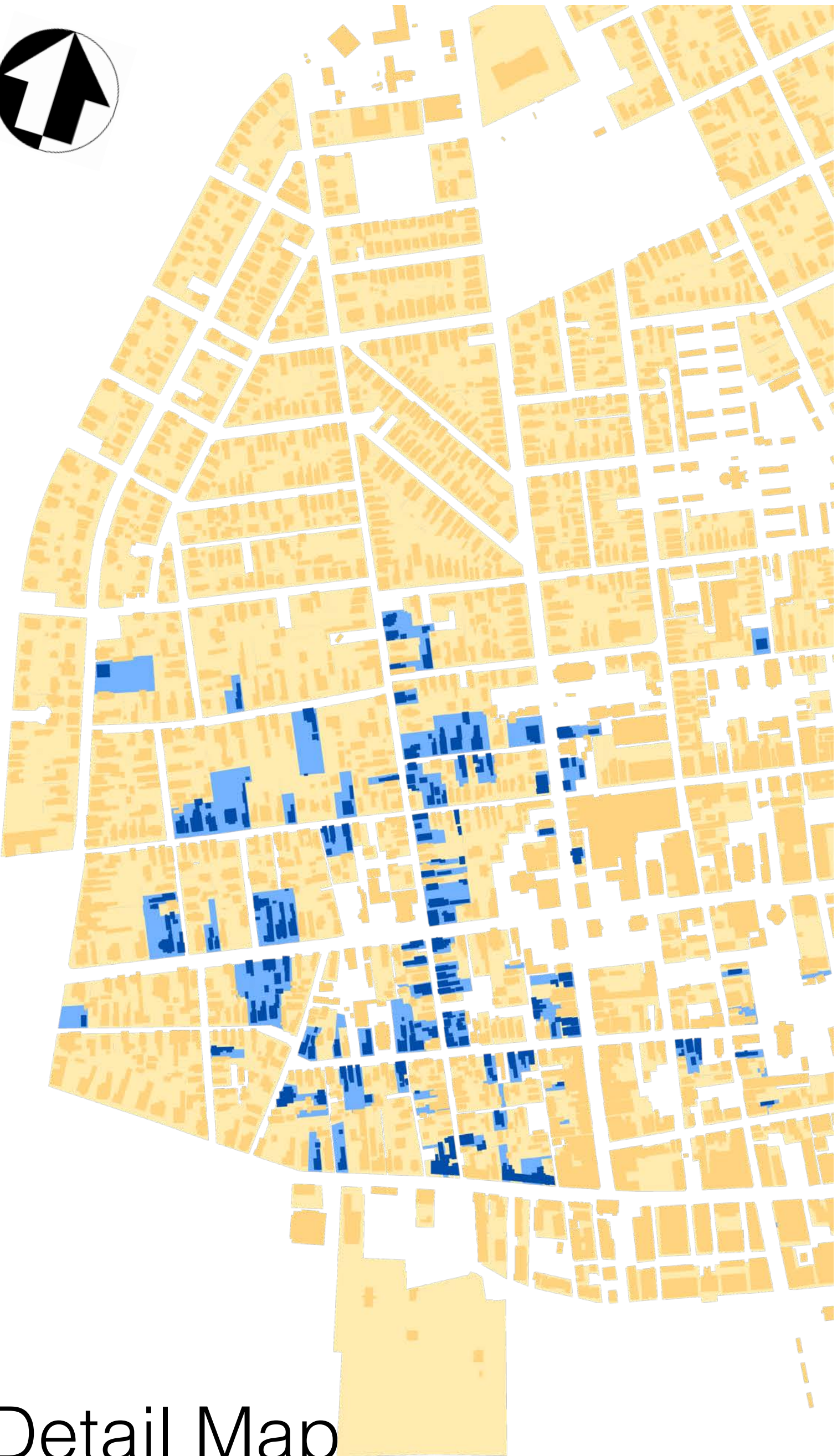
Detail Map



Pre-1776 Tax Productivity
Charleston, SC MSA



	Walmart	> 1776
Acres	20.58	20.95
Value	\$18M	\$344M
Value/Acre	\$866,760	\$16,440,700
County Taxes 2015	\$47,000	\$631,000



Detail Map

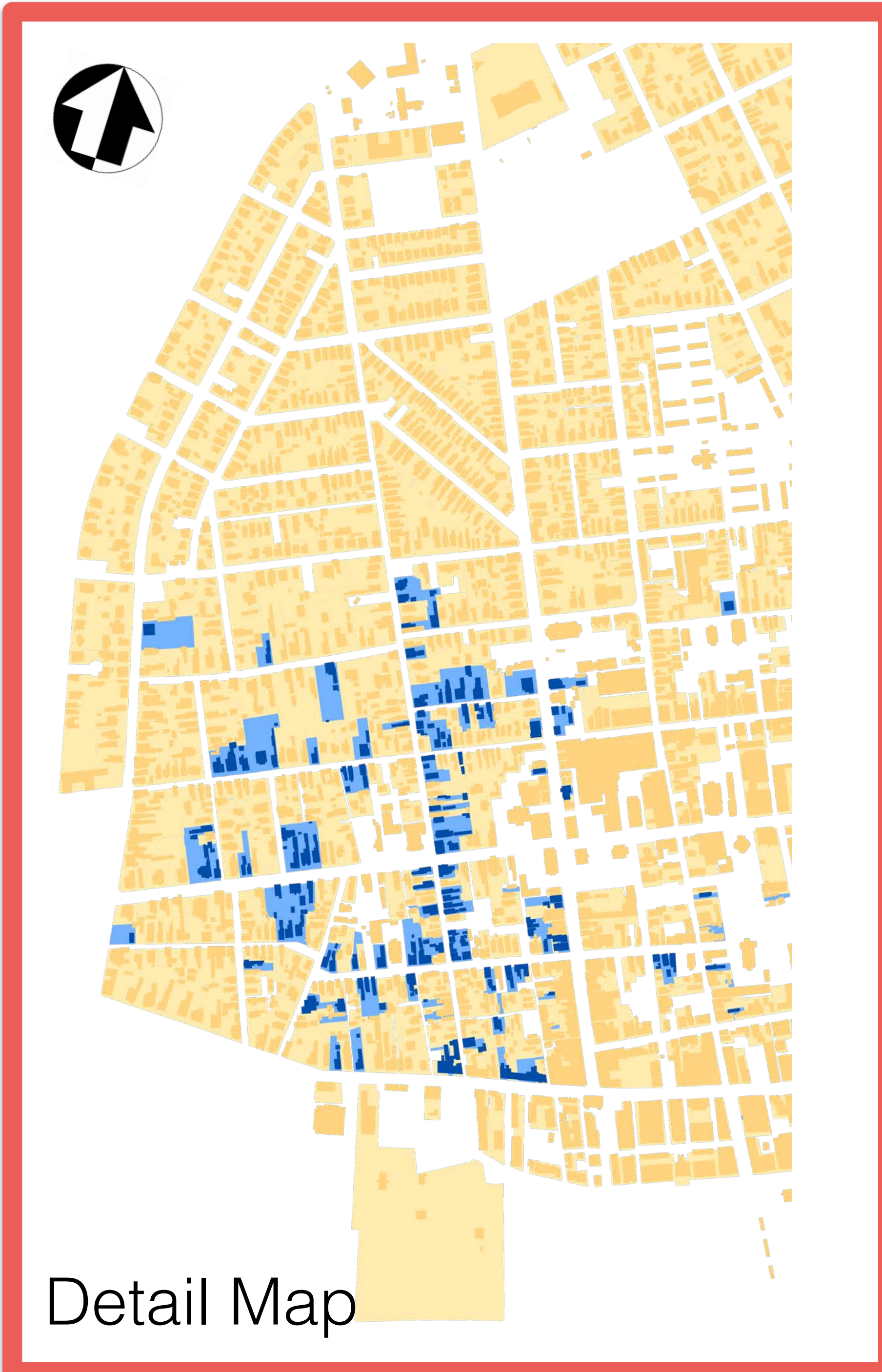


# Pre-1776 Tax Productivity

Charleston, SC MSA



	Walmart	> 1776
Acres	20.58	20.95
Value	\$18M	\$344M
Value/Acre	\$866,760	\$16,440,700
County Taxes 2015	<b>\$47,000</b>	<b>\$631,000</b>



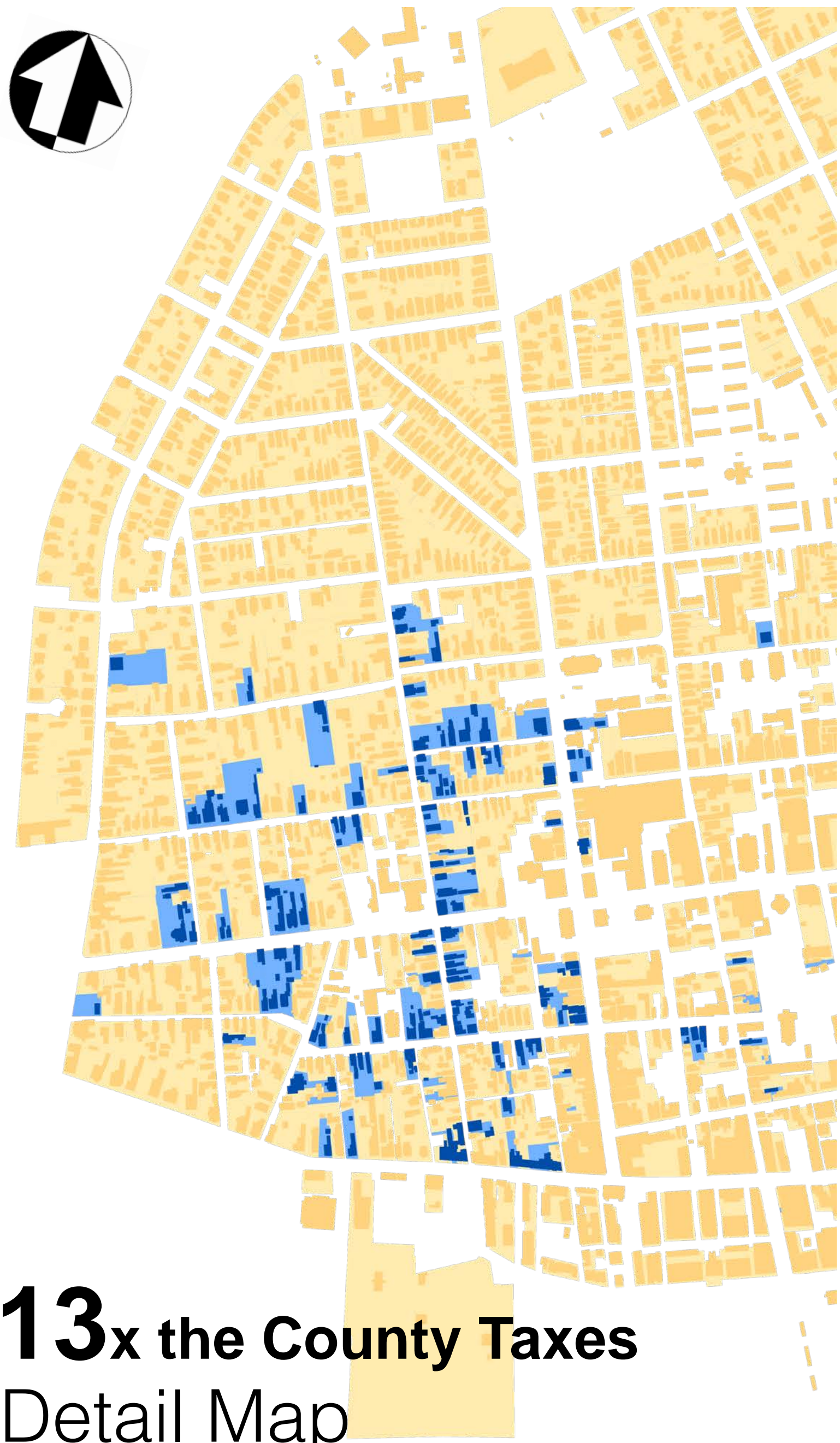


# Pre-1776 Tax Productivity

Charleston, SC MSA



	Walmart	> 1776
Acres	20.58	20.95
Value	\$18M	\$344M
Value/Acre	\$866,760	\$16,440,700
County Taxes 2015	\$47,000	\$631,000



**13x the County Taxes**  
Detail Map



# Value Per Acre

Traditional Commercial



Keene  
Peak VPA  
VPA: \$14 M



Lebanon  
Mixed-use  
VPA: \$6.2 M



Laconia  
Mixed-use  
VPA: \$3.7 M



Hanover  
Mixed-use  
VPA: \$12 M



Concord  
Mixed-use  
VPA: \$7.6 M



Nashua  
Mixed-use  
VPA: \$10 M



Exeter  
Peak VPA  
VPA: \$13.5 M



Dover  
Mixed-use  
VPA: \$9.6 M



Berlin  
Peak VPA  
VPA: \$2.5 M



Peterborough  
Peak VPA  
VPA: \$12.2 M



Rochester  
Mixed-use  
VPA: \$3.9 M



Portsmouth  
Mixed-use  
VPA: \$29.3 M

Sample average: **\$8,300,000** value/acre

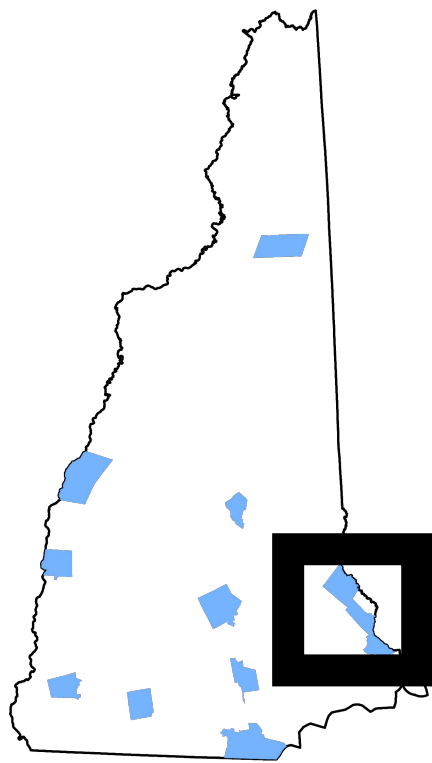


Lesson:

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# The Value of Urban Design





Case Study: Economic MRI®  
2020

# Derry

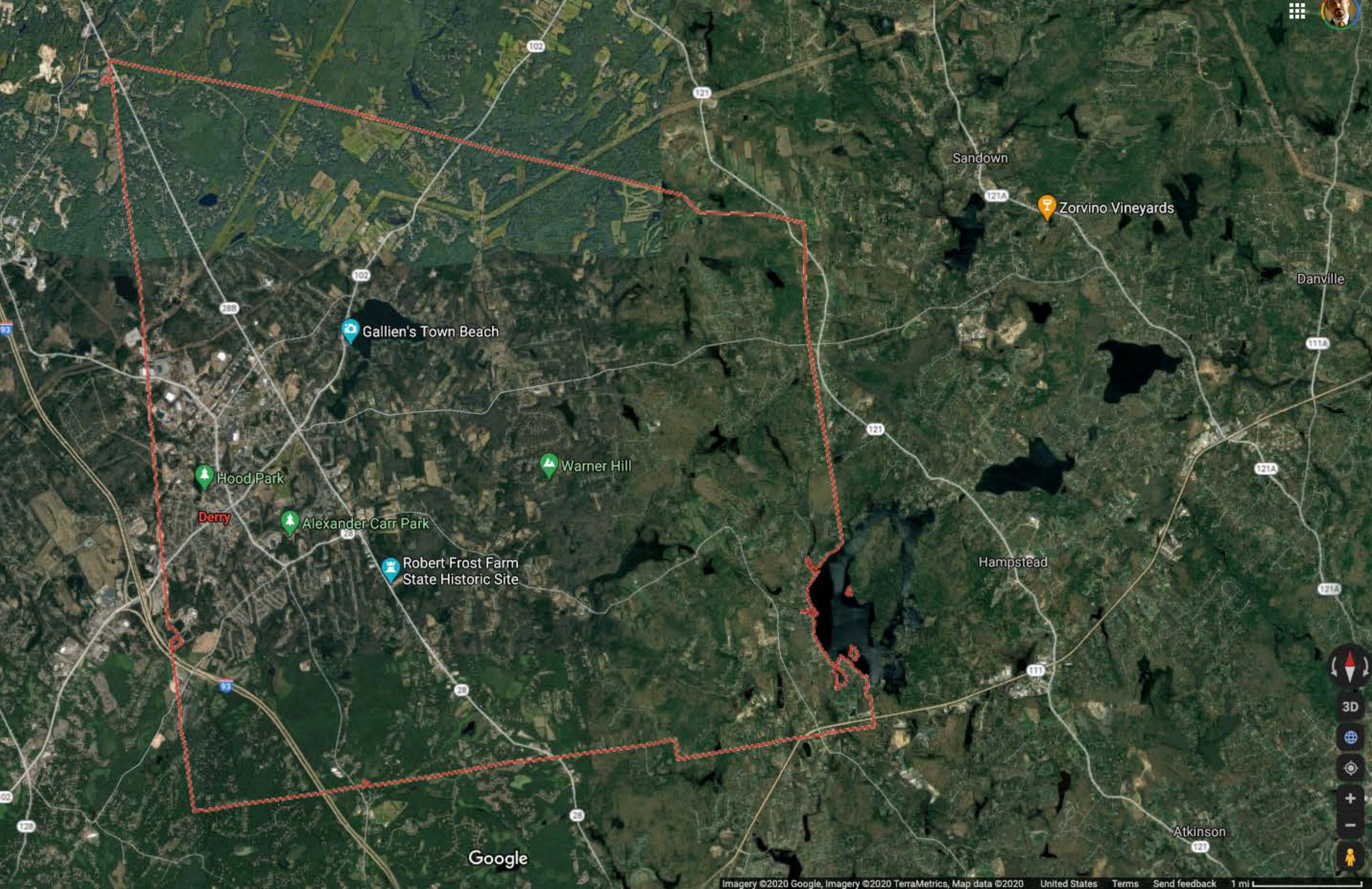


Published by A. H. Fowler

West Broadway, Derry, N. H.

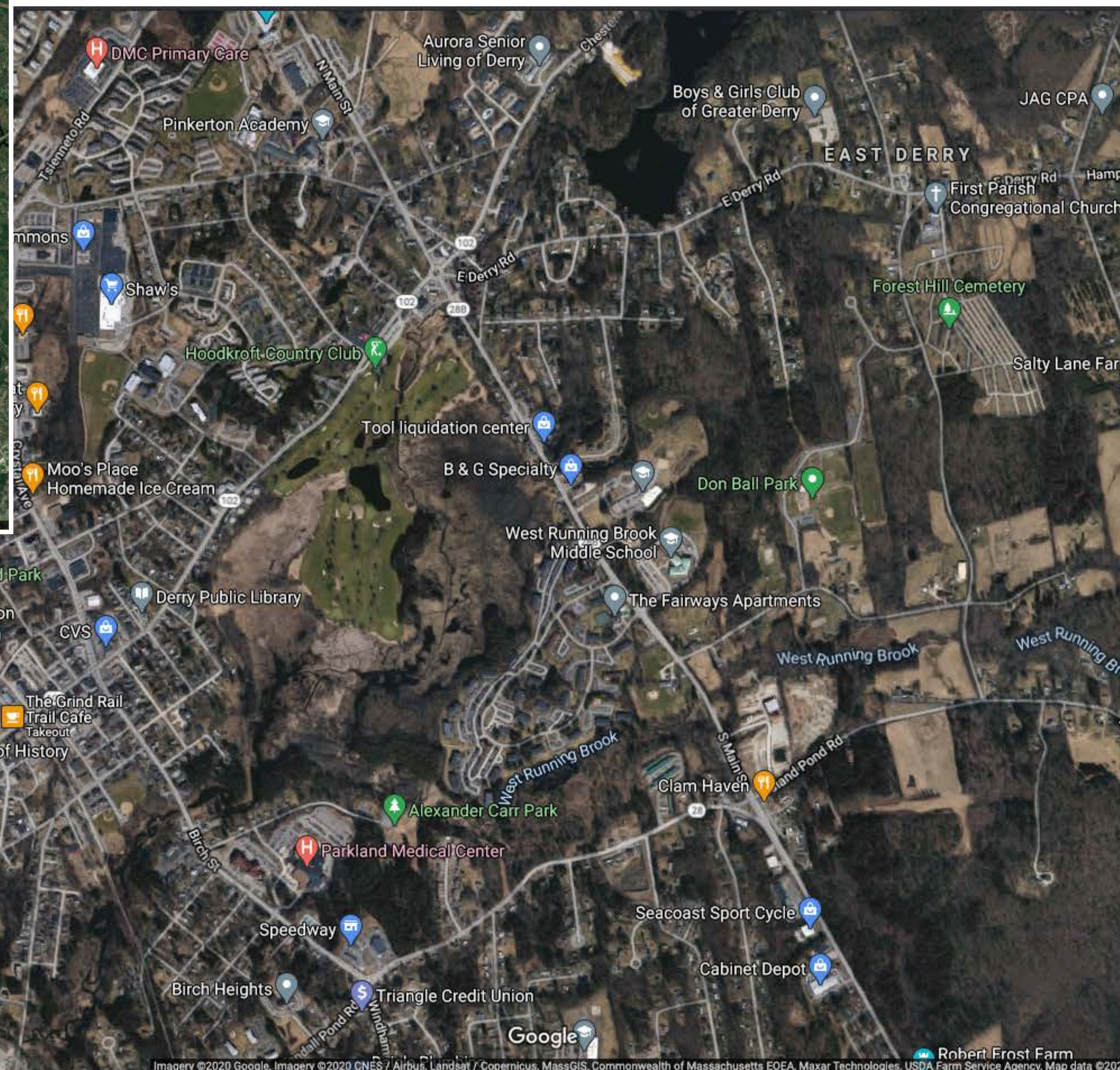
*We are going to keep him in the house when <sup>you</sup> arrive.*



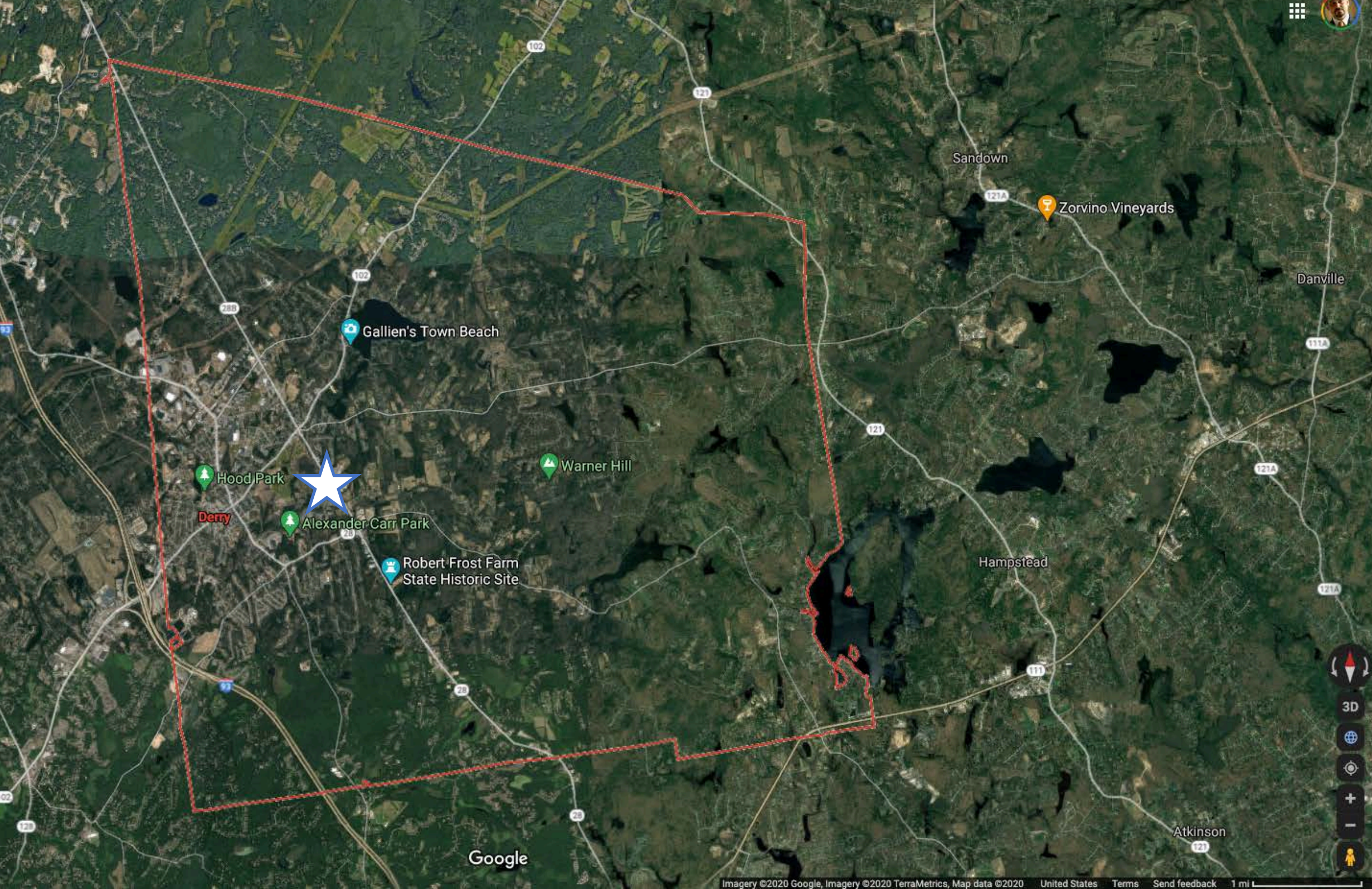


Derry

Humphrey Rd/Main Street & Route 28B

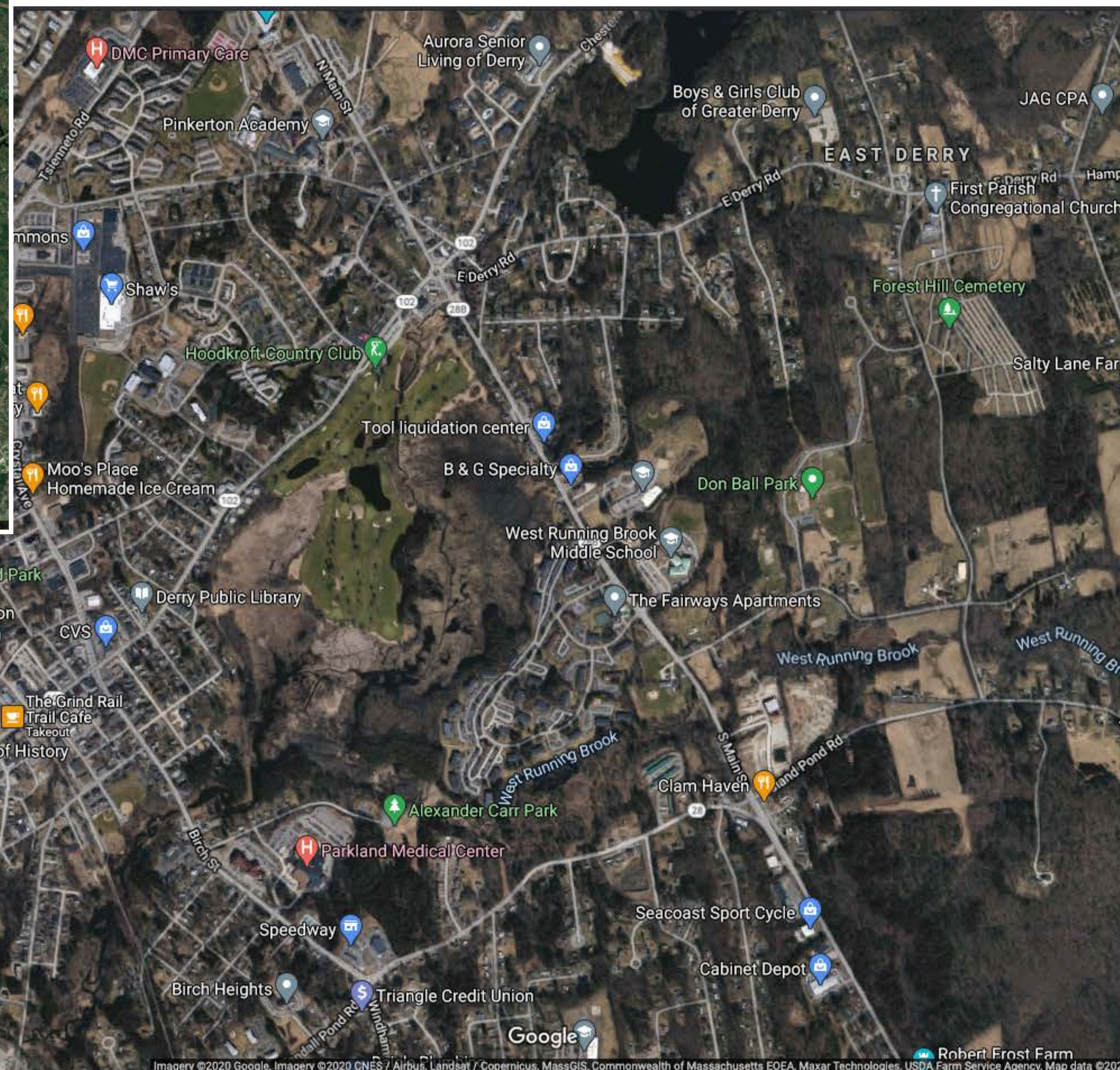




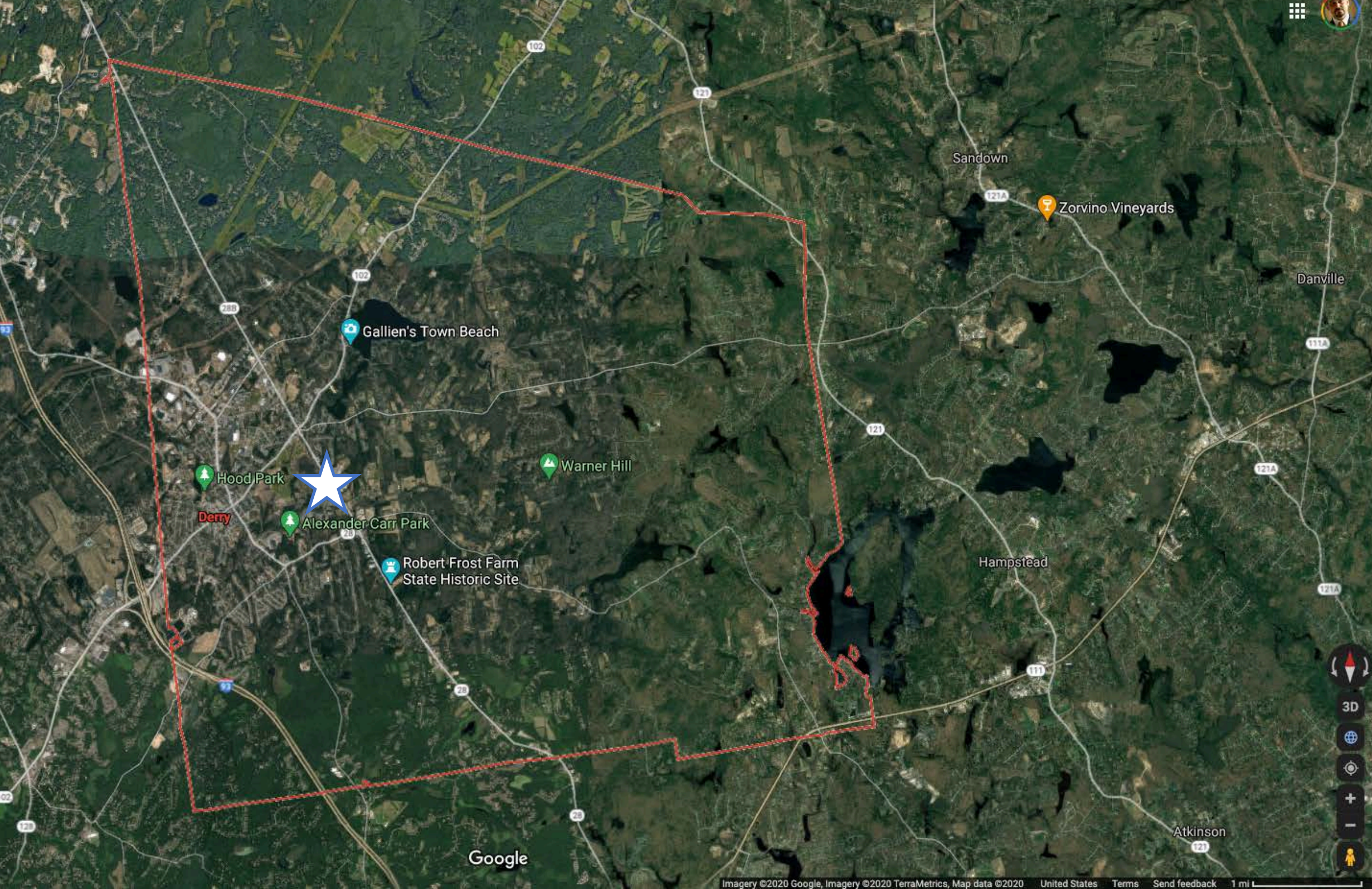


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Humphrey Rd/Main Street & Route 28B

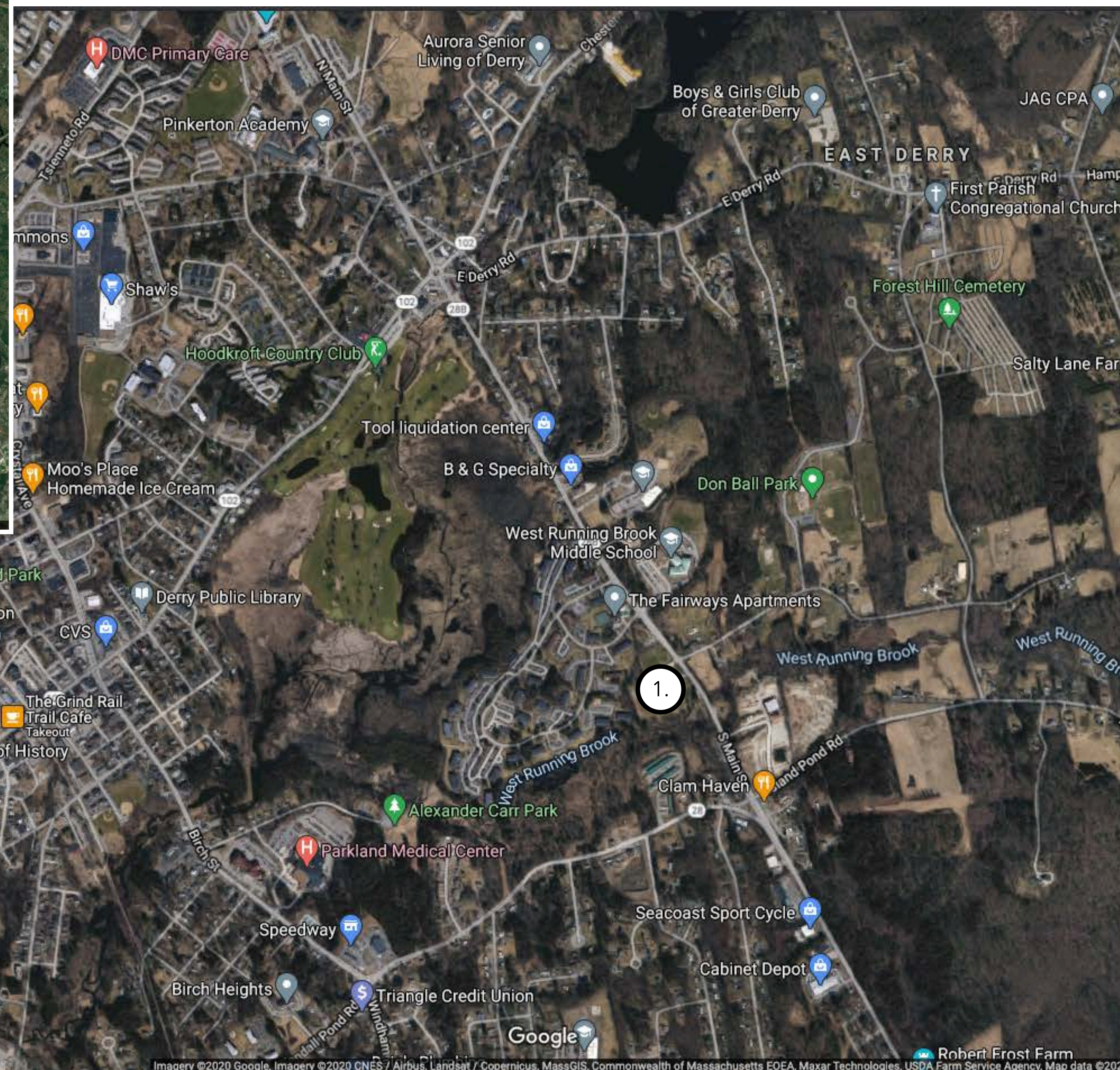




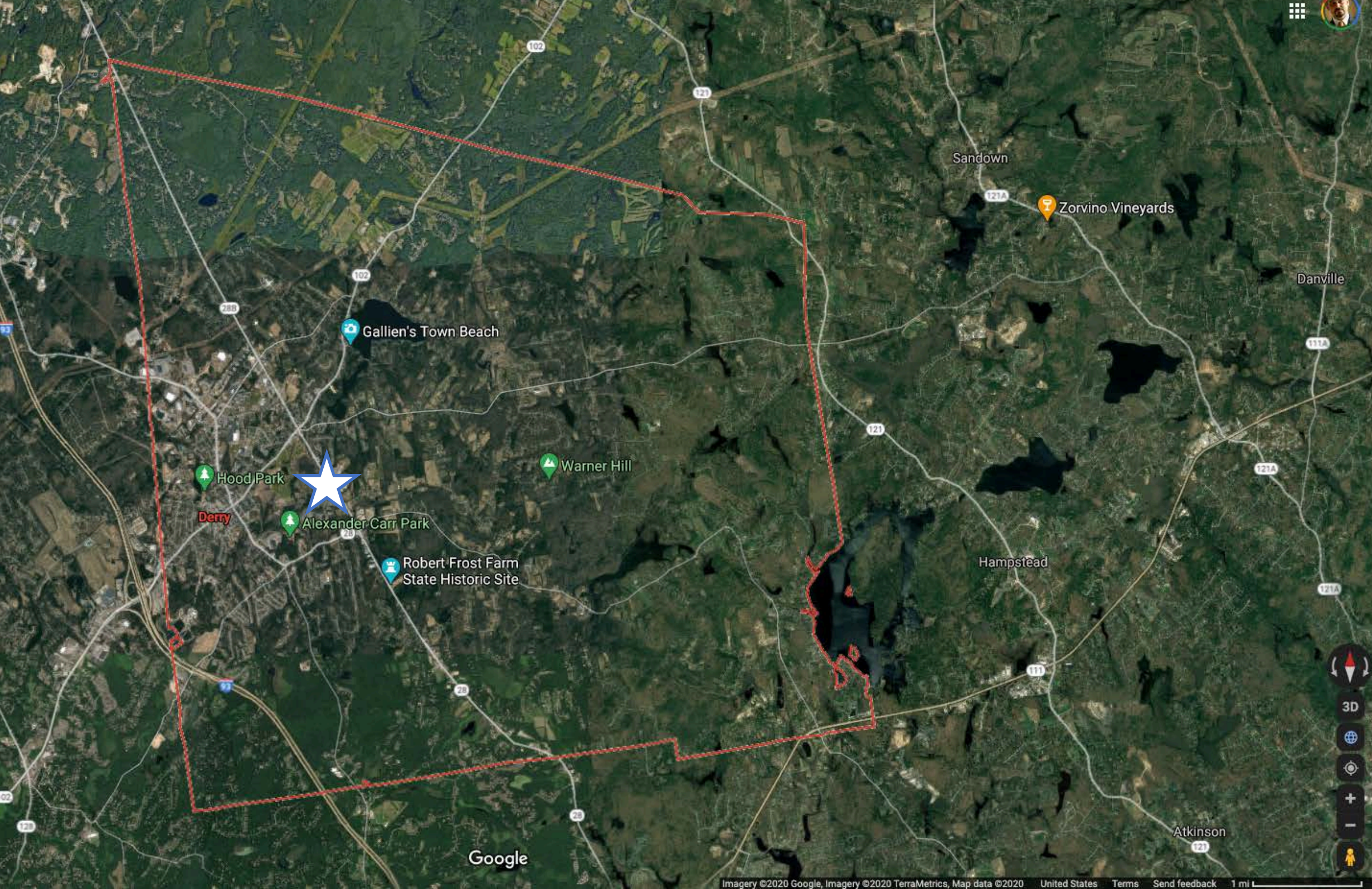


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Humphrey Rd/Main Street & Route 28B

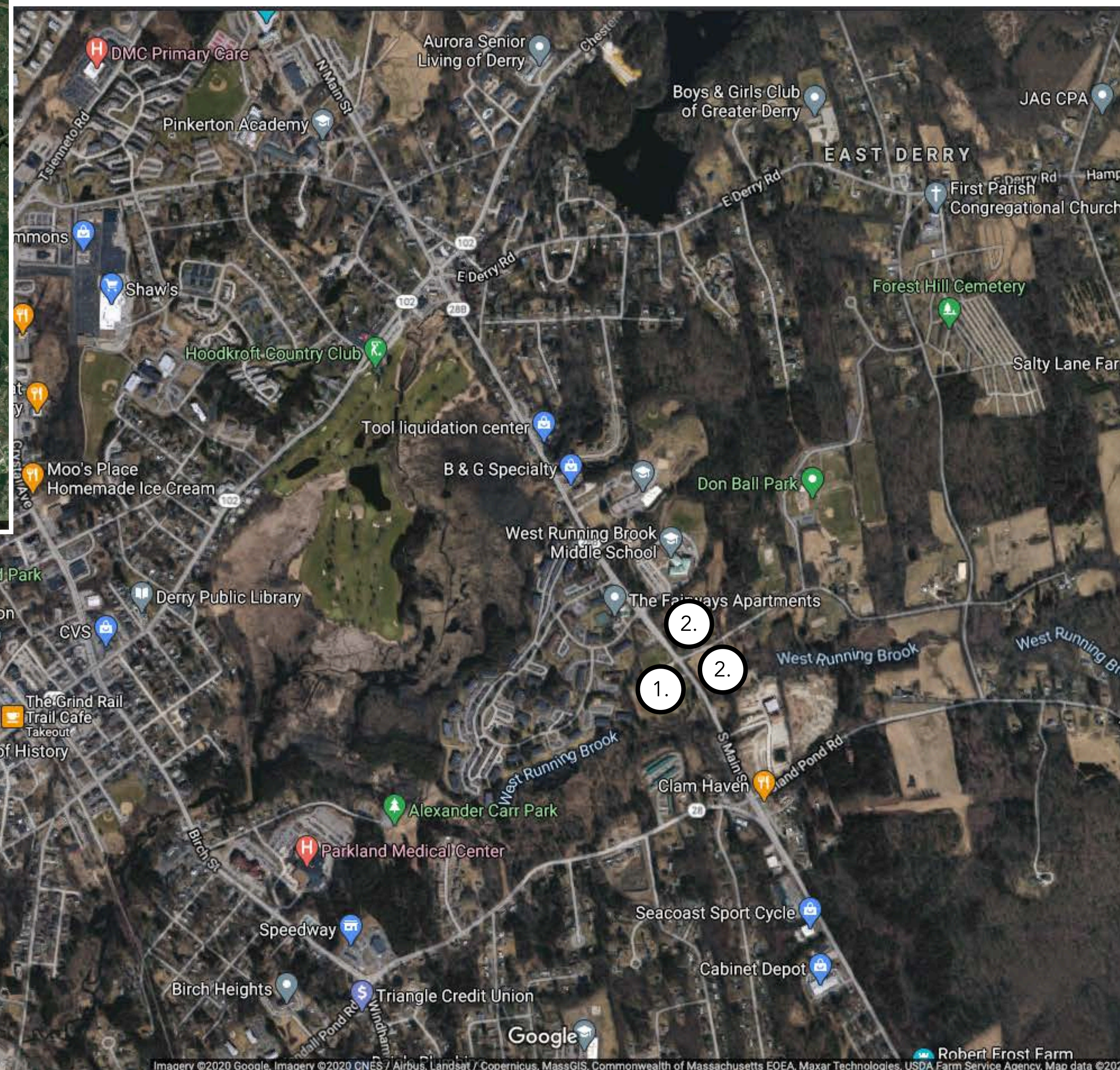




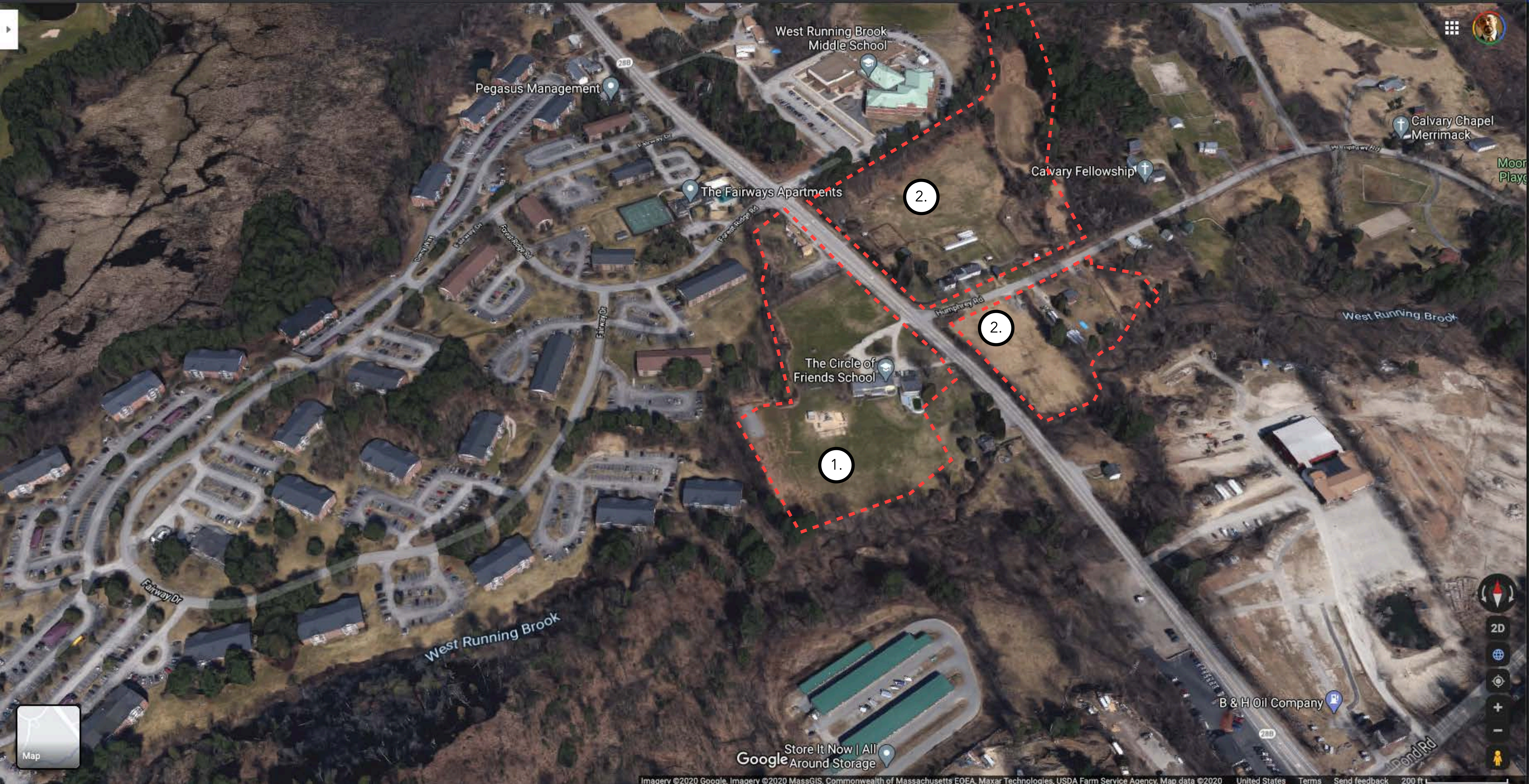


Derry

Humphrey Rd/Main Street & Route 28B









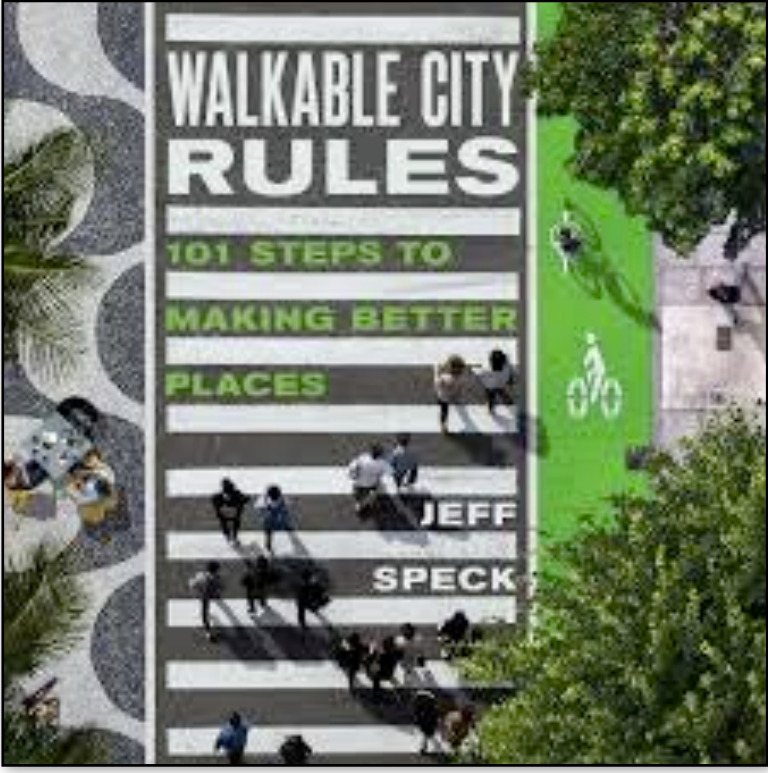
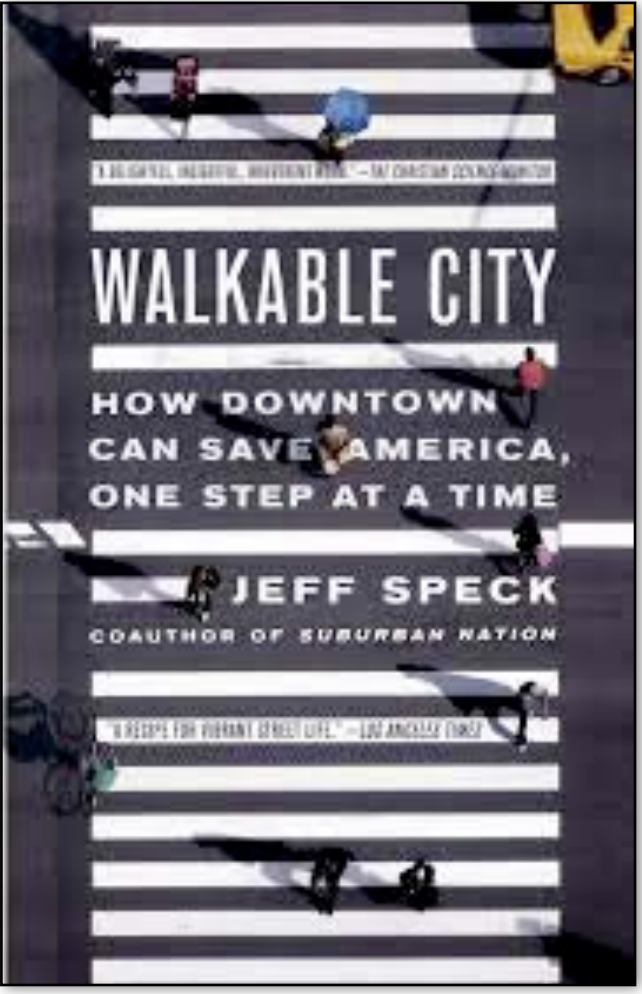


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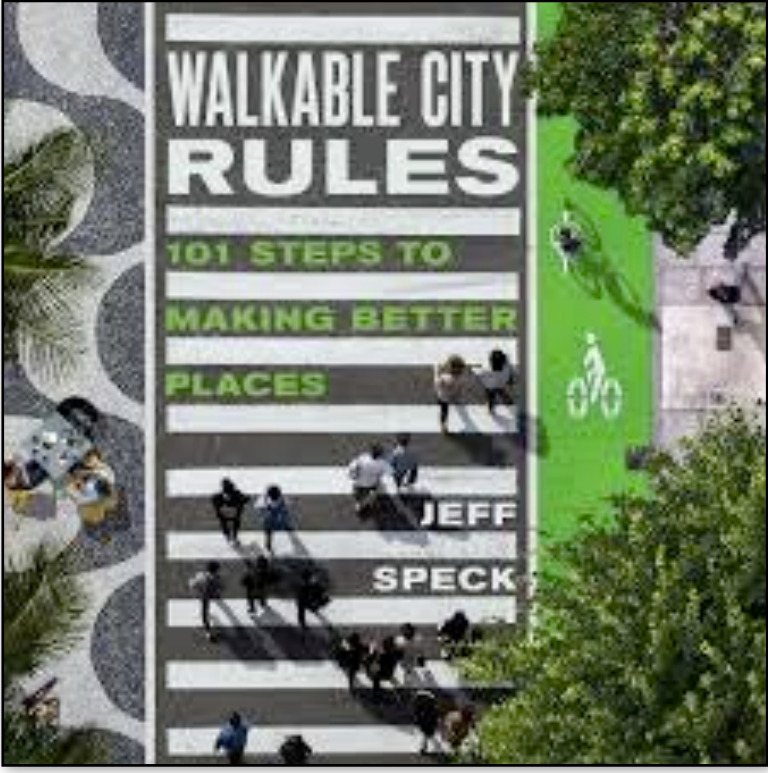
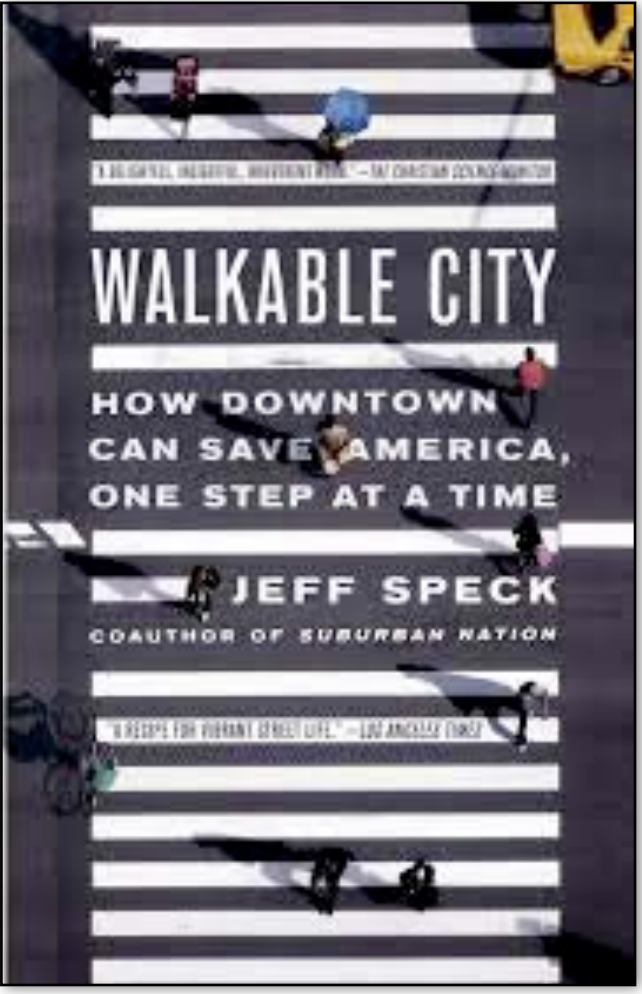
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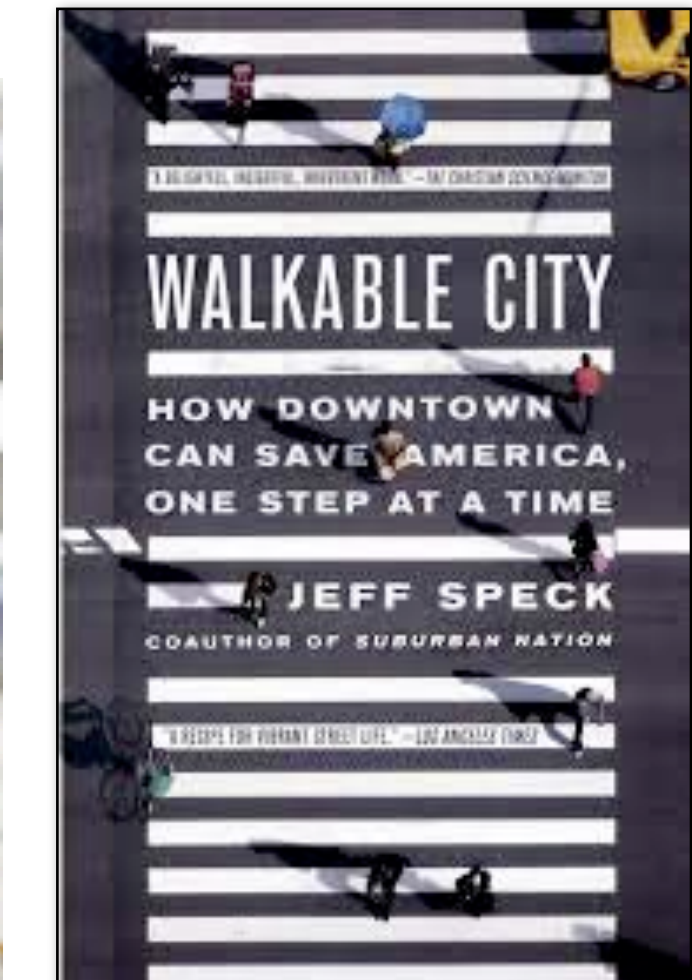
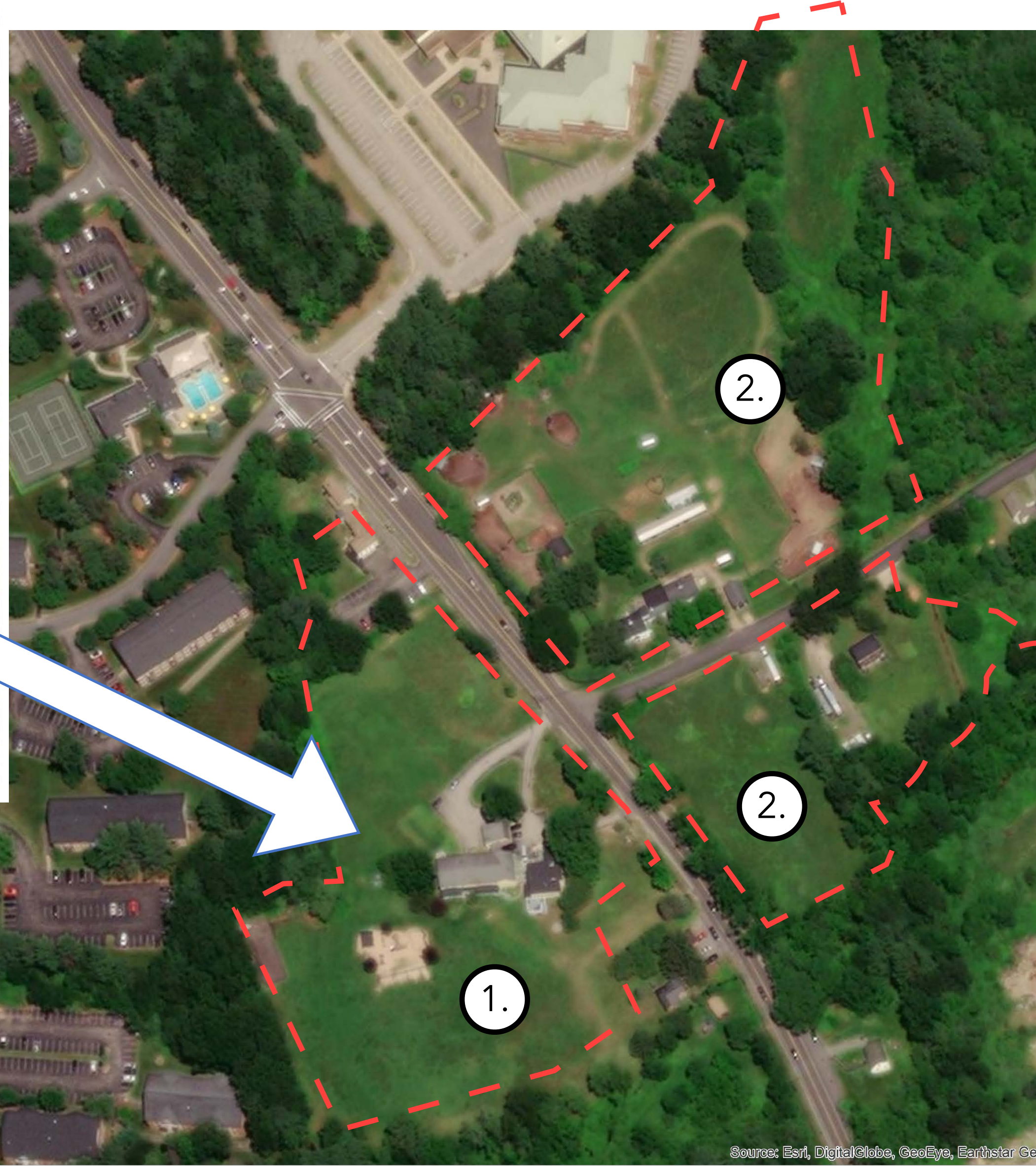






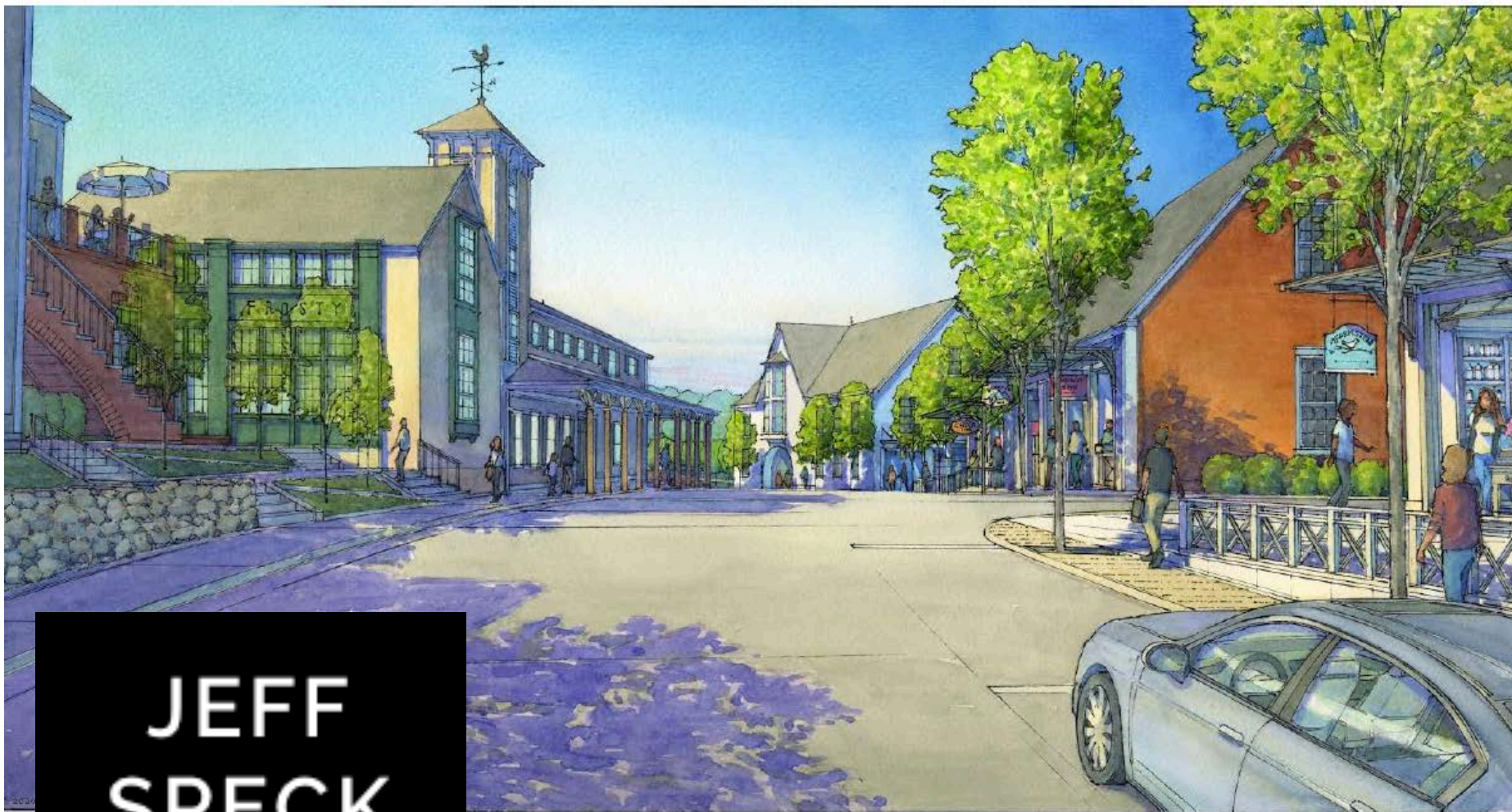
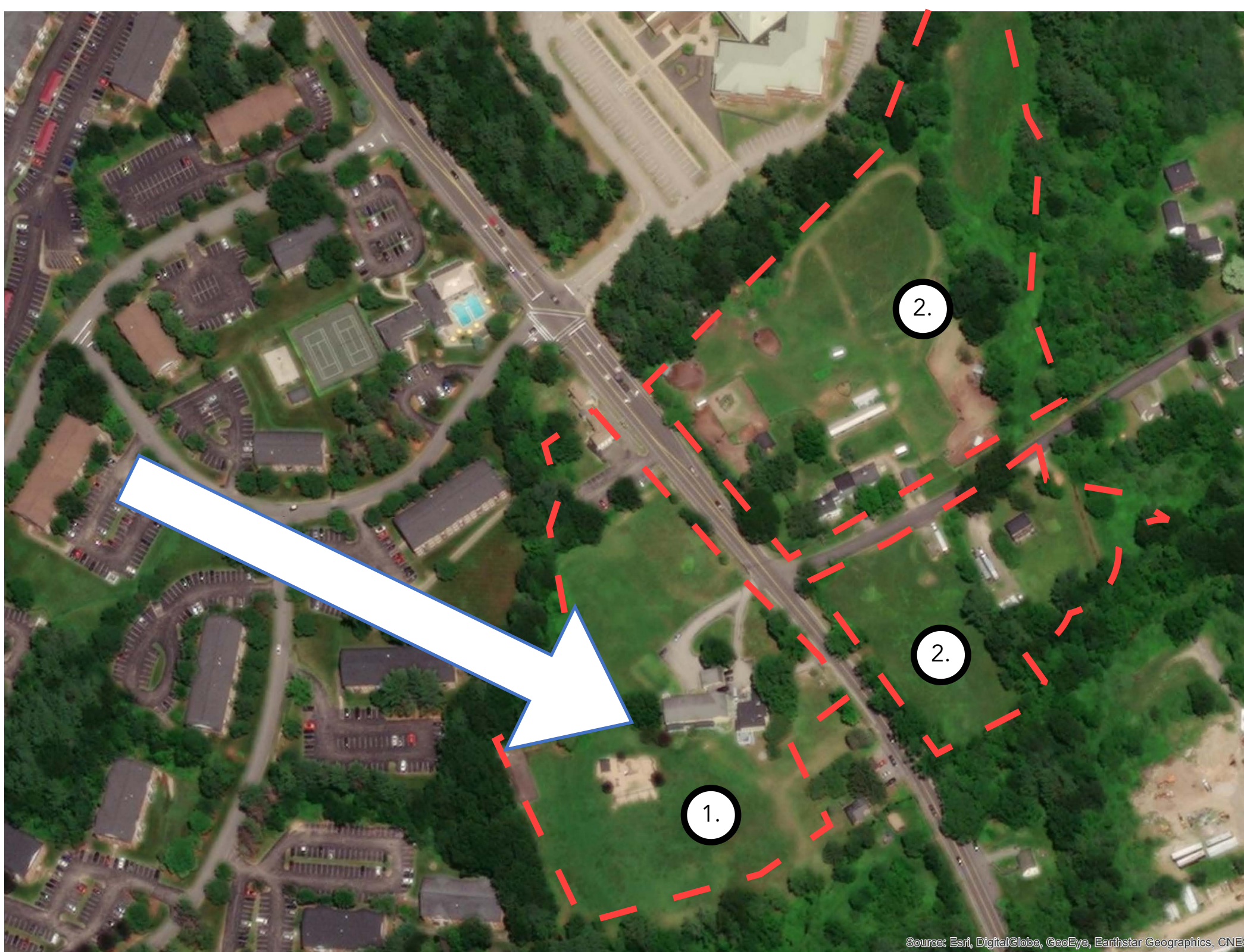




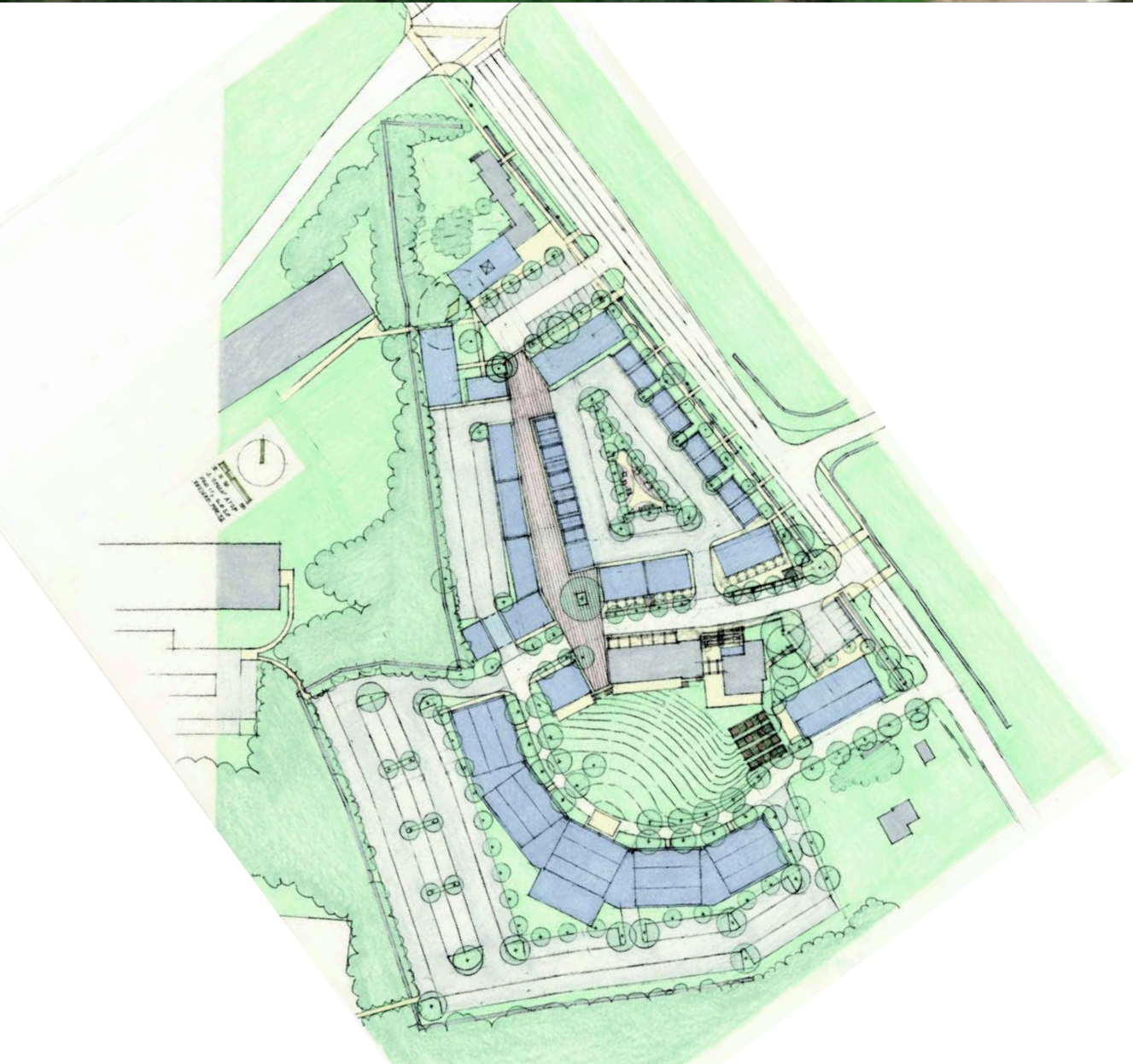


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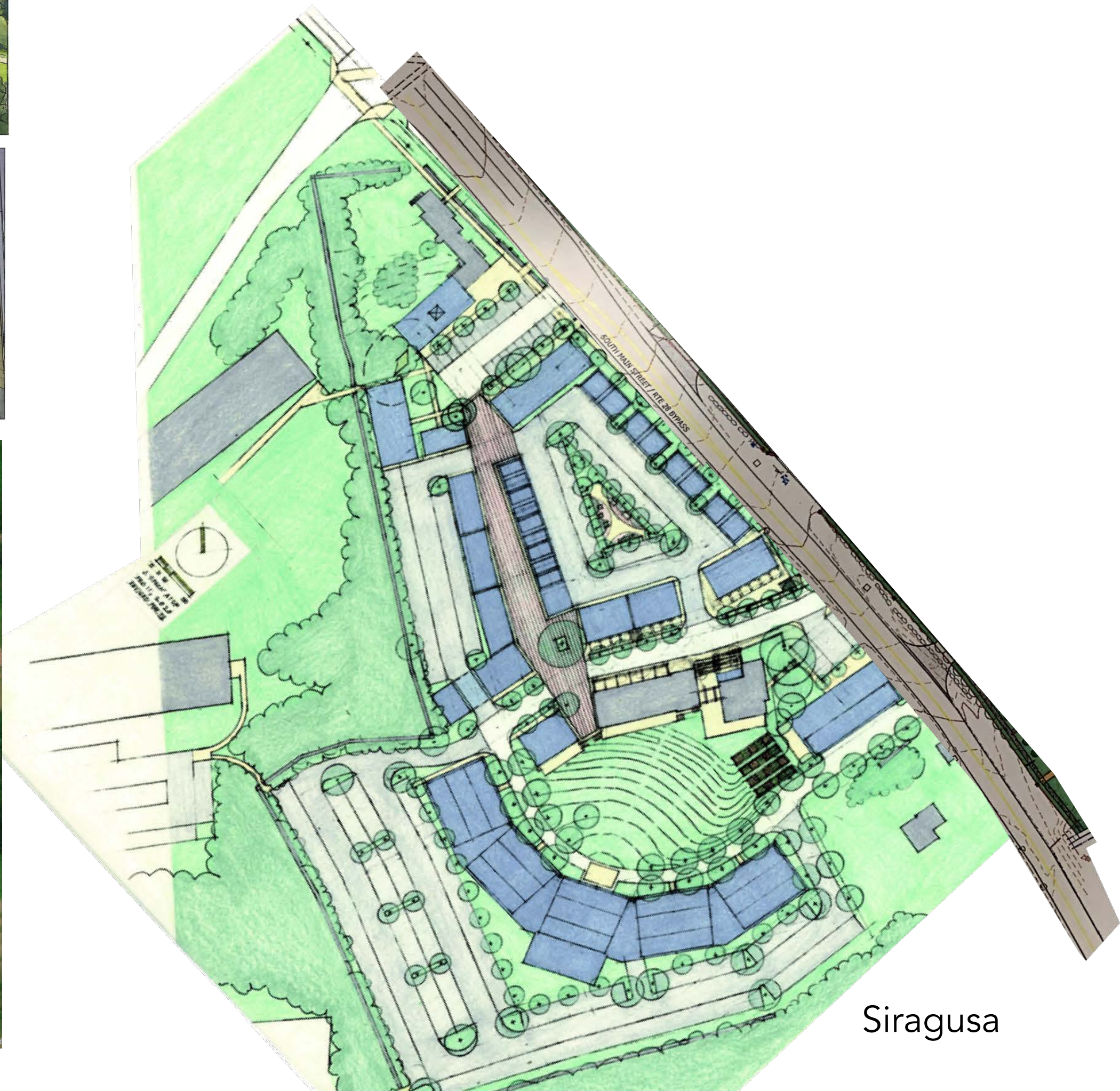
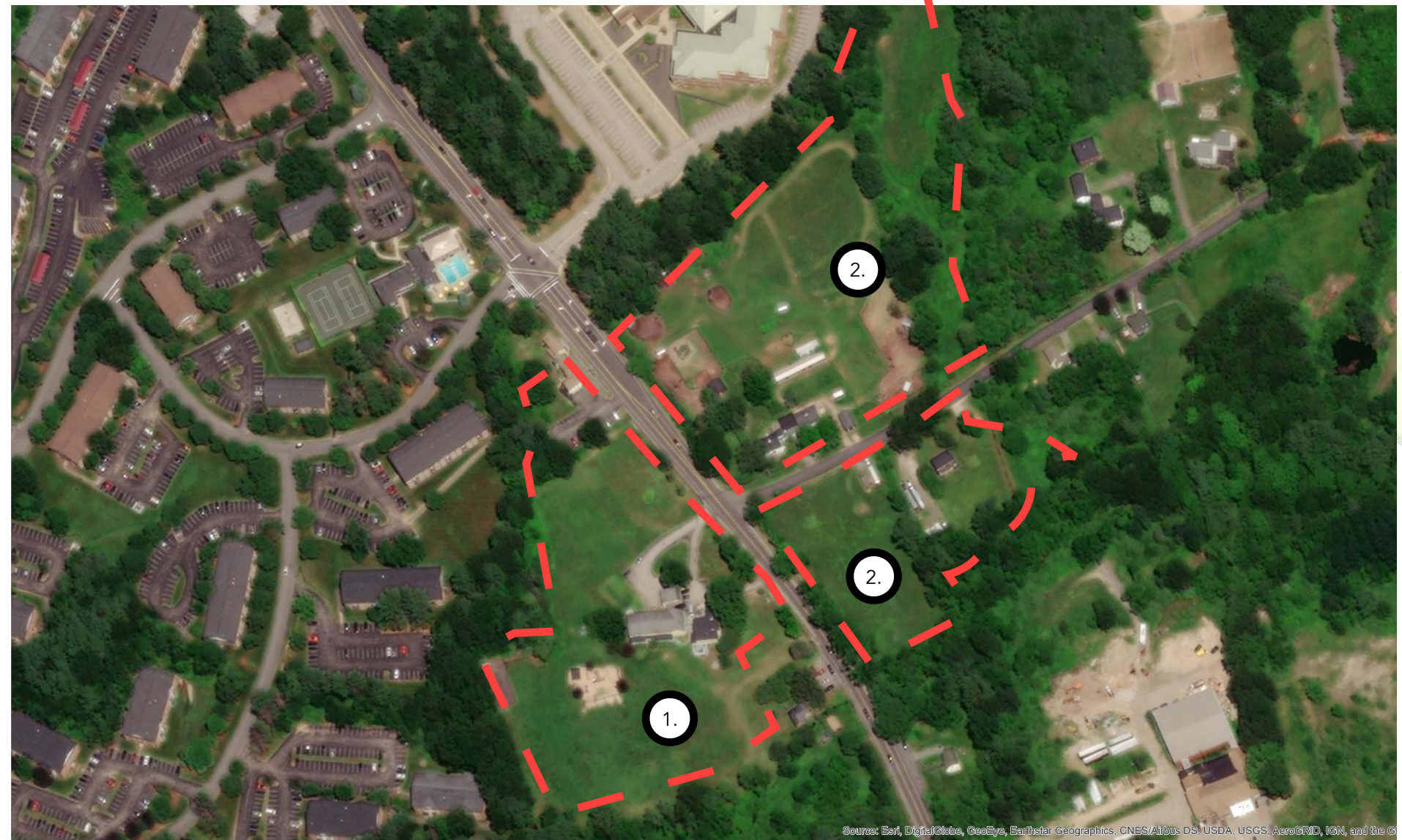




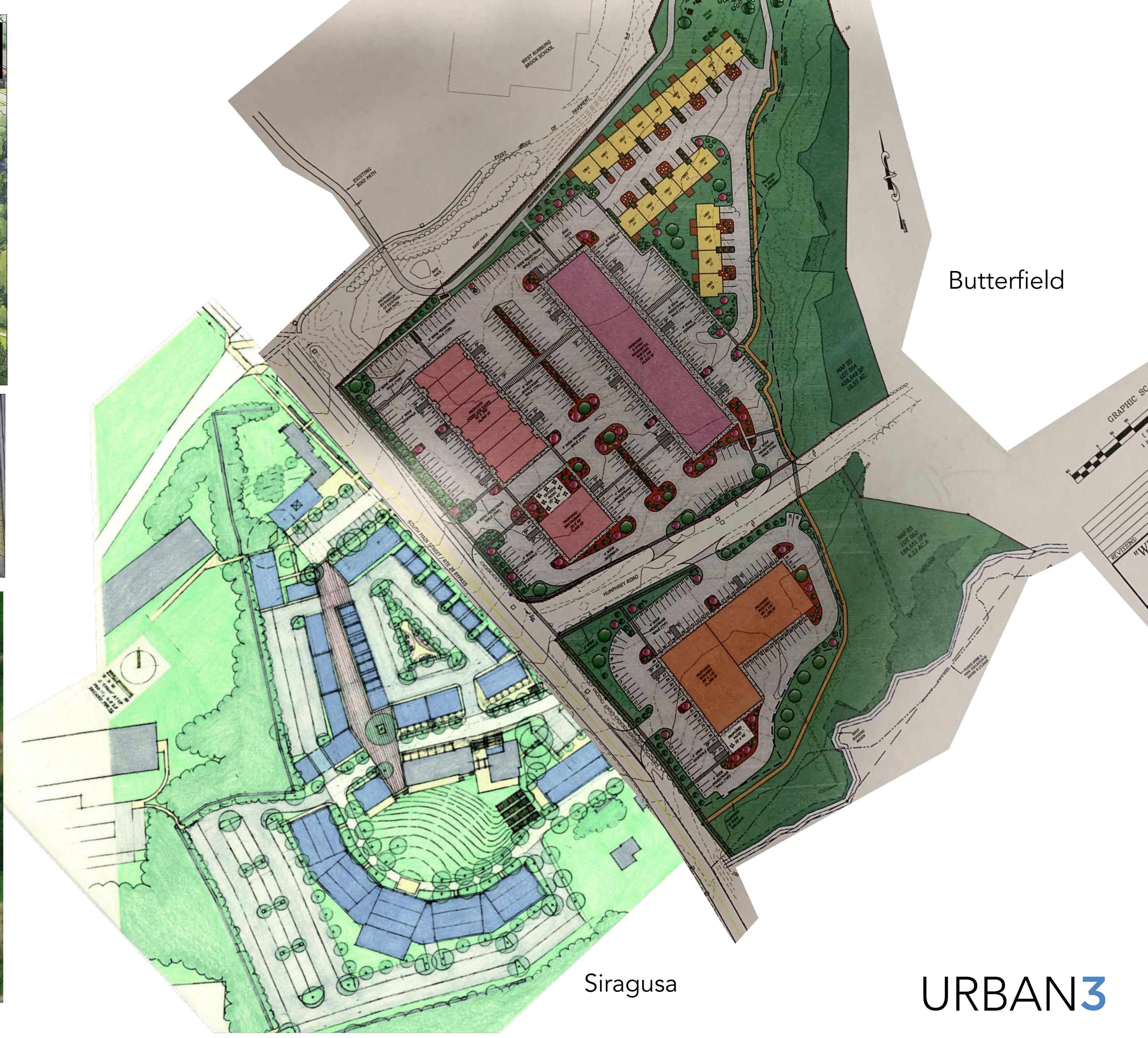
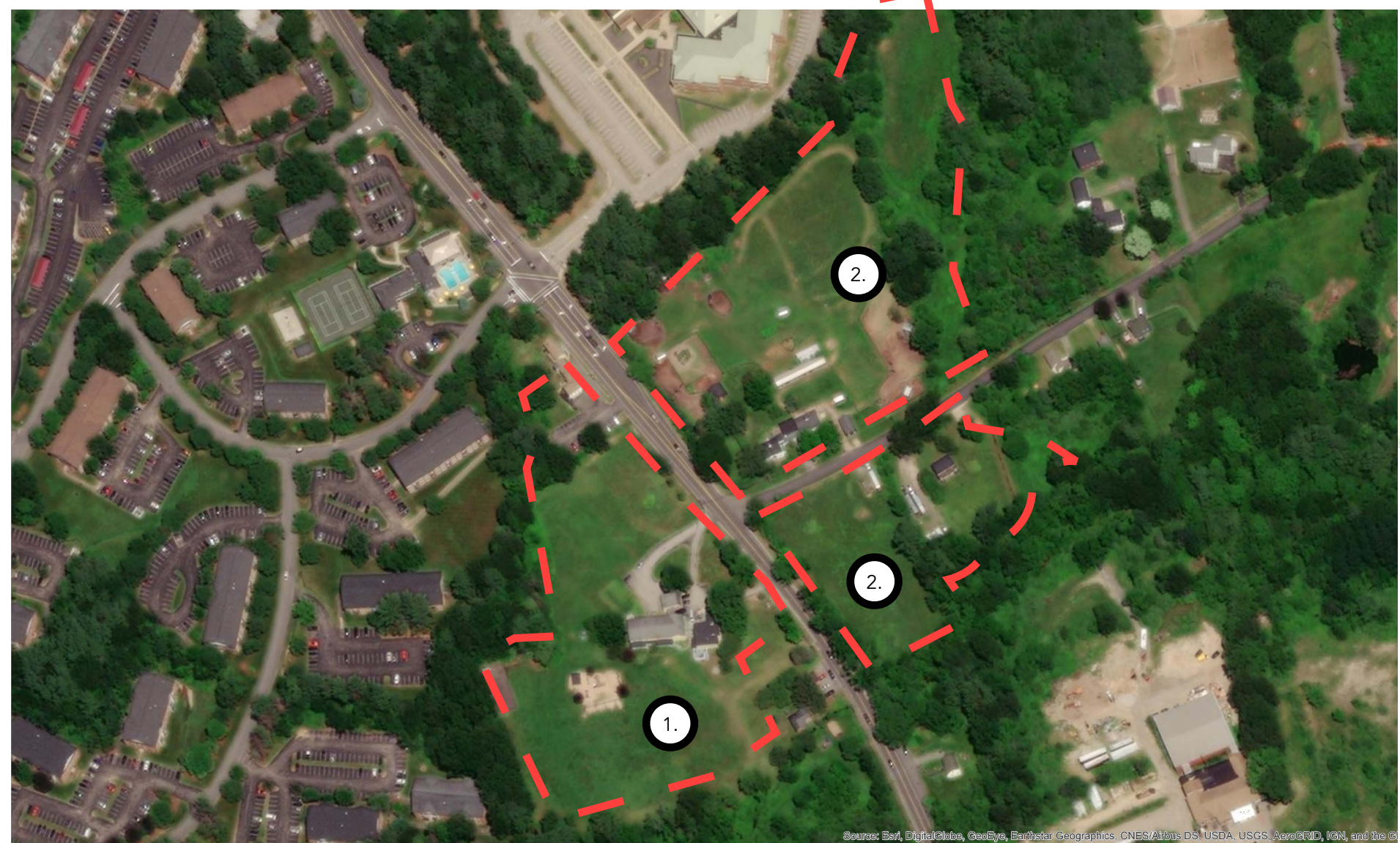
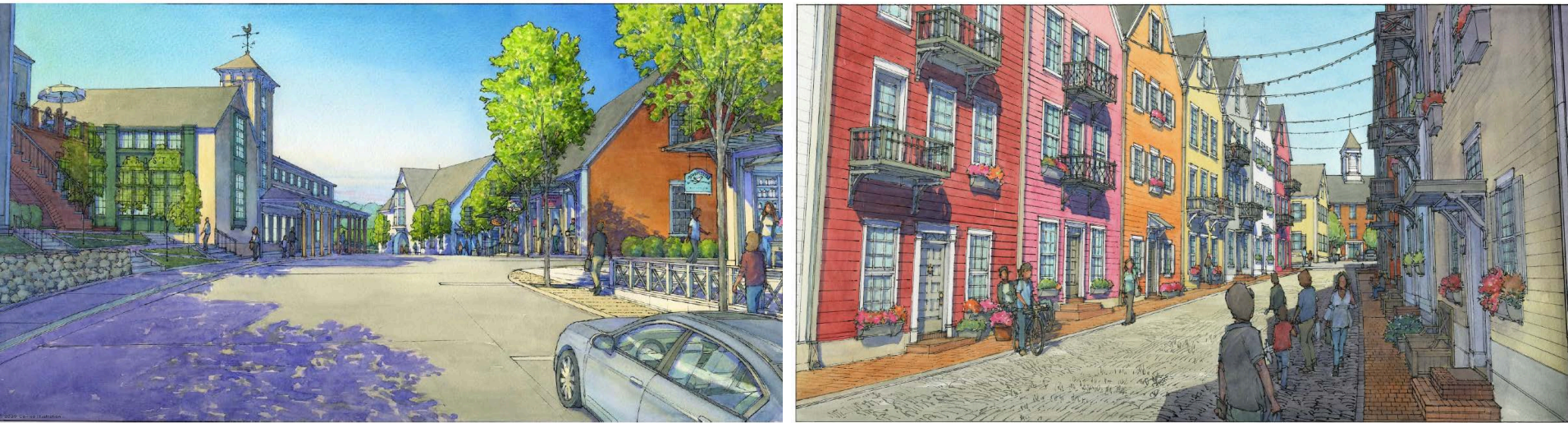
JEFF  
SPECK



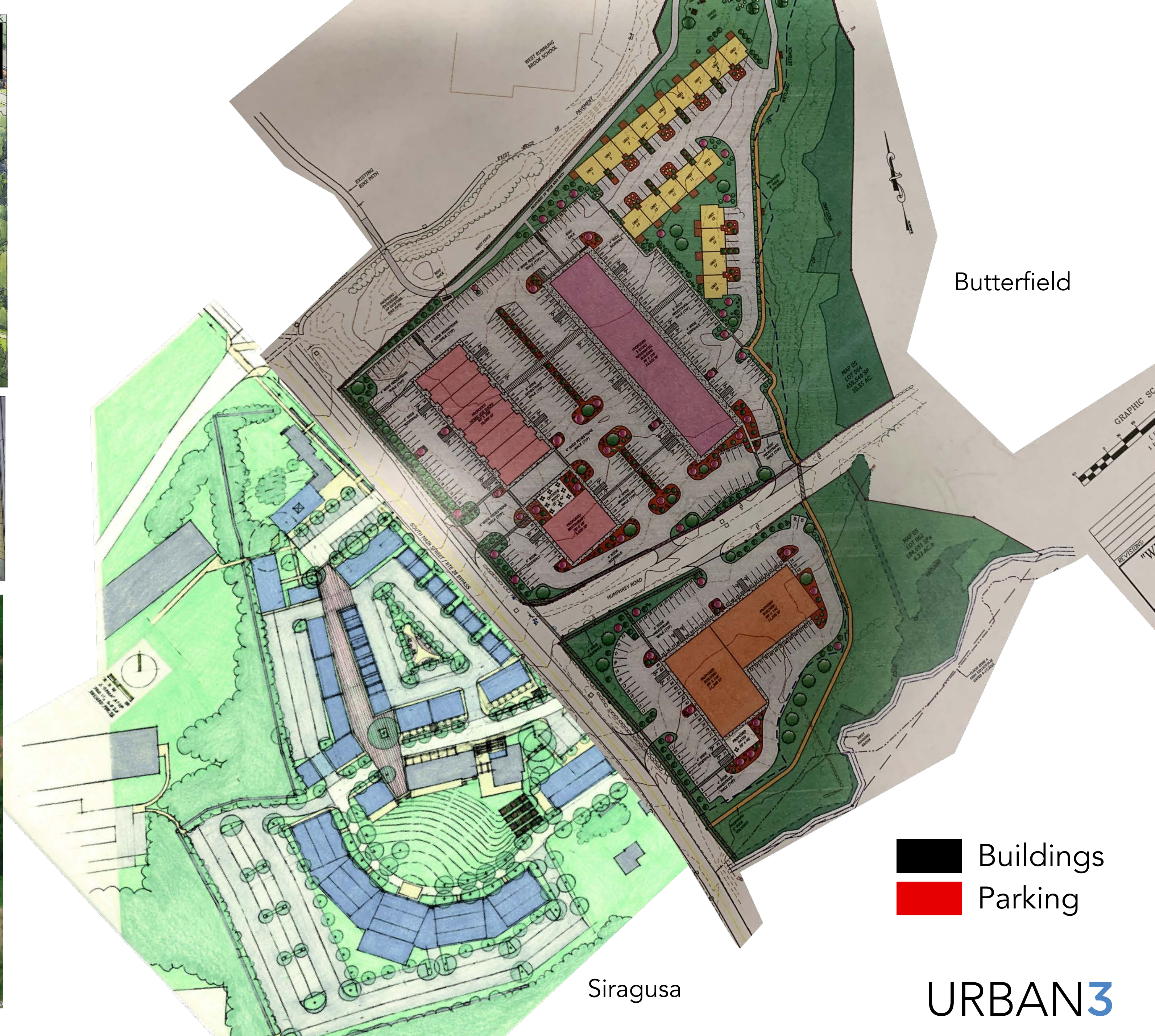
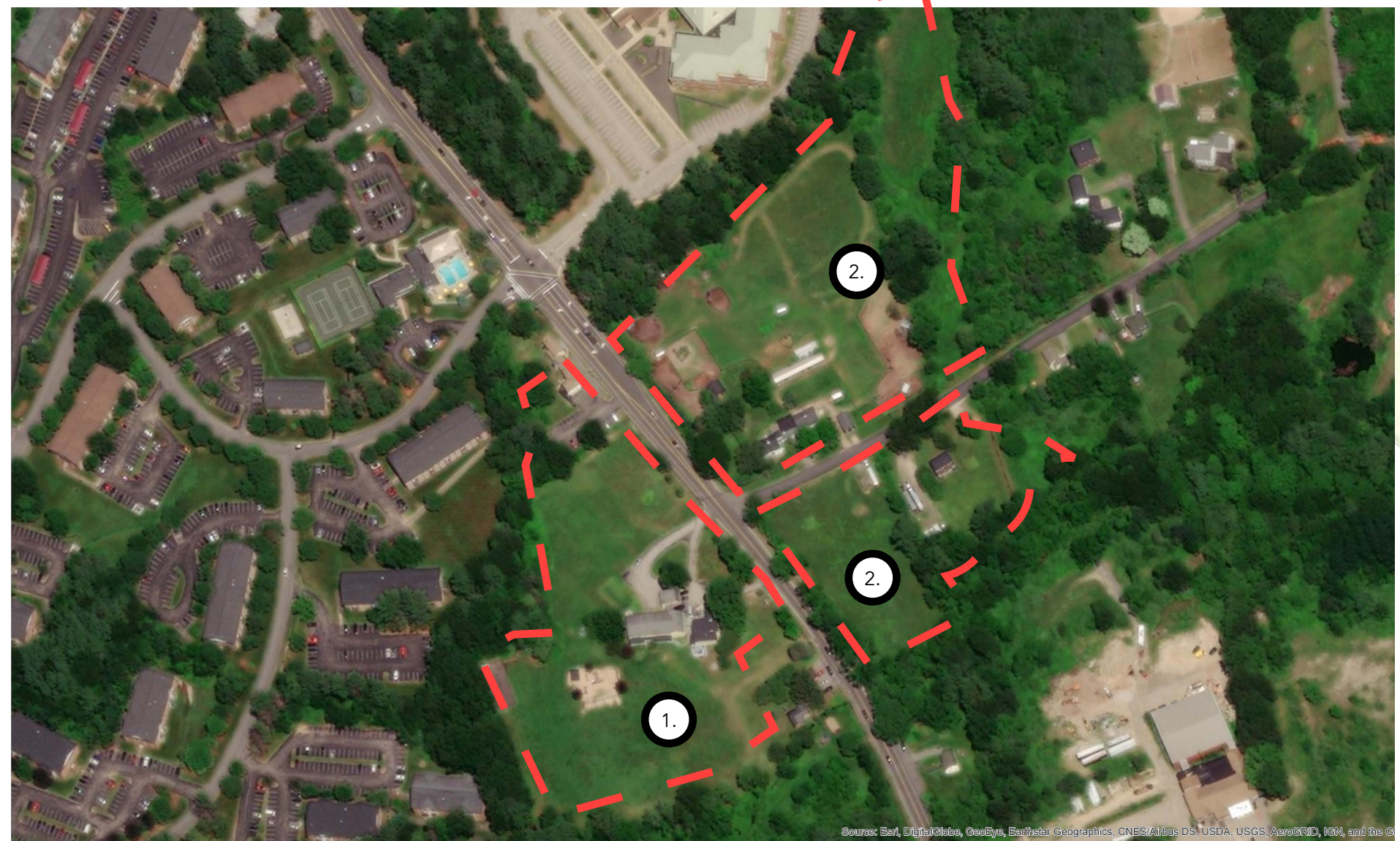












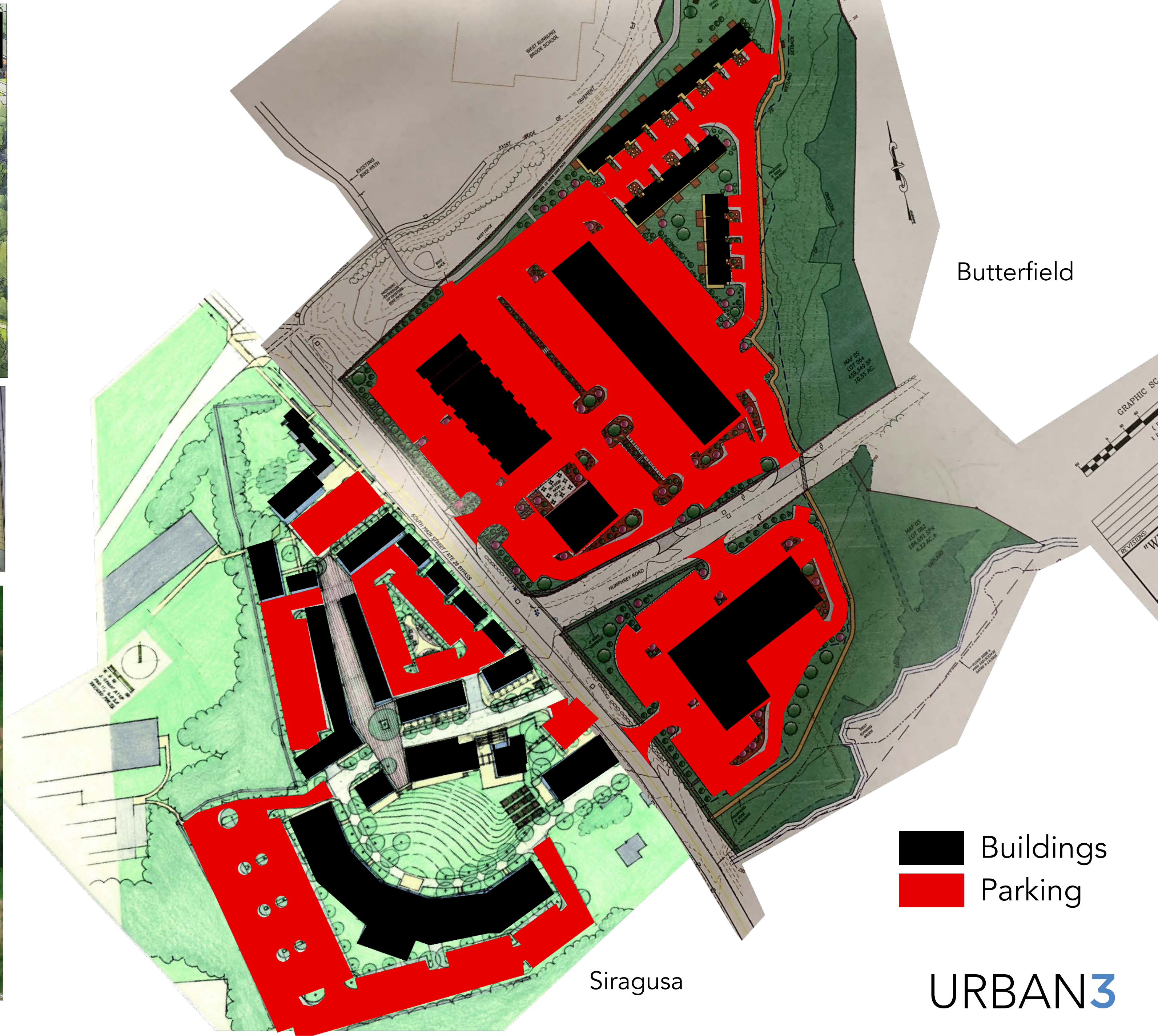
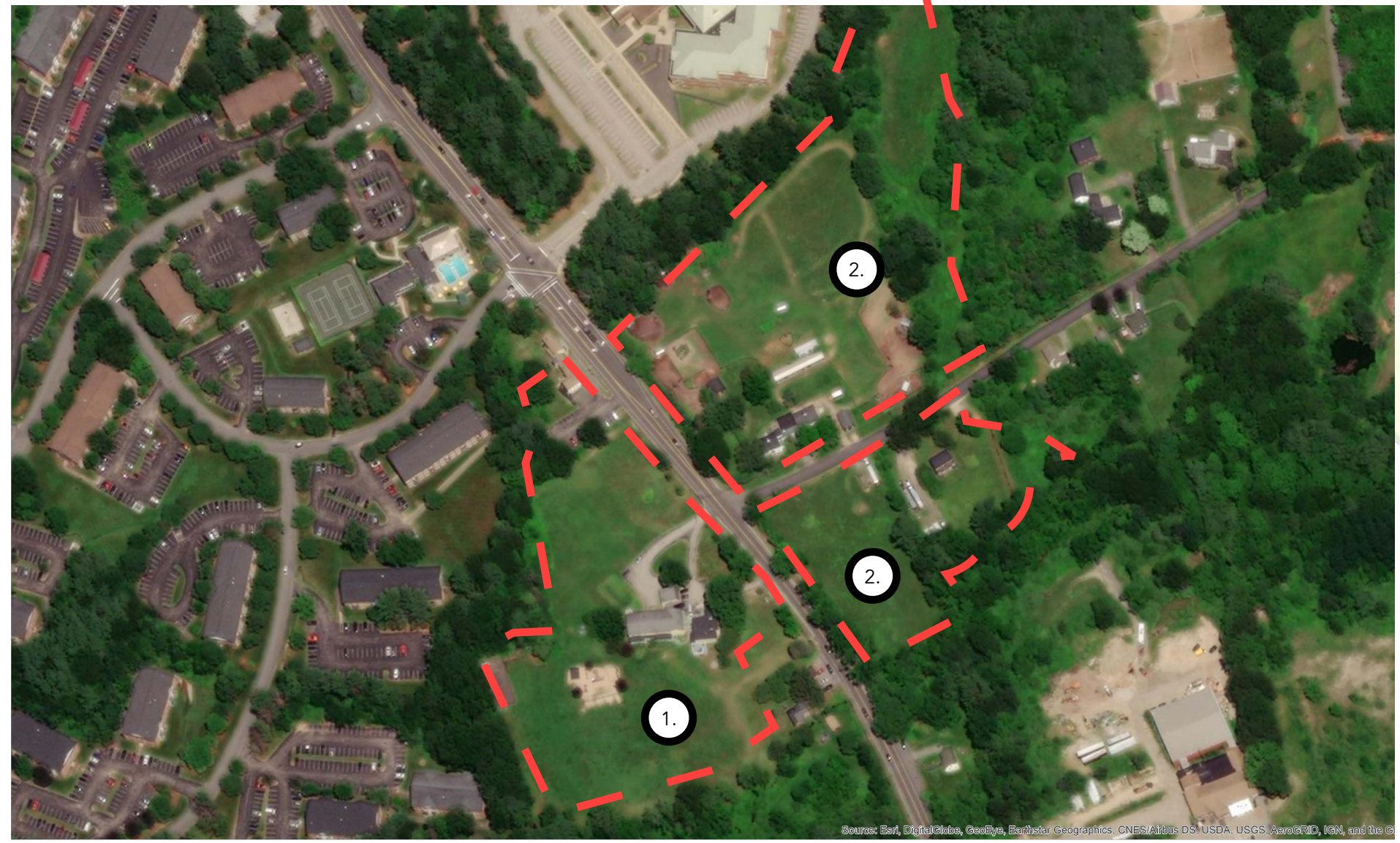
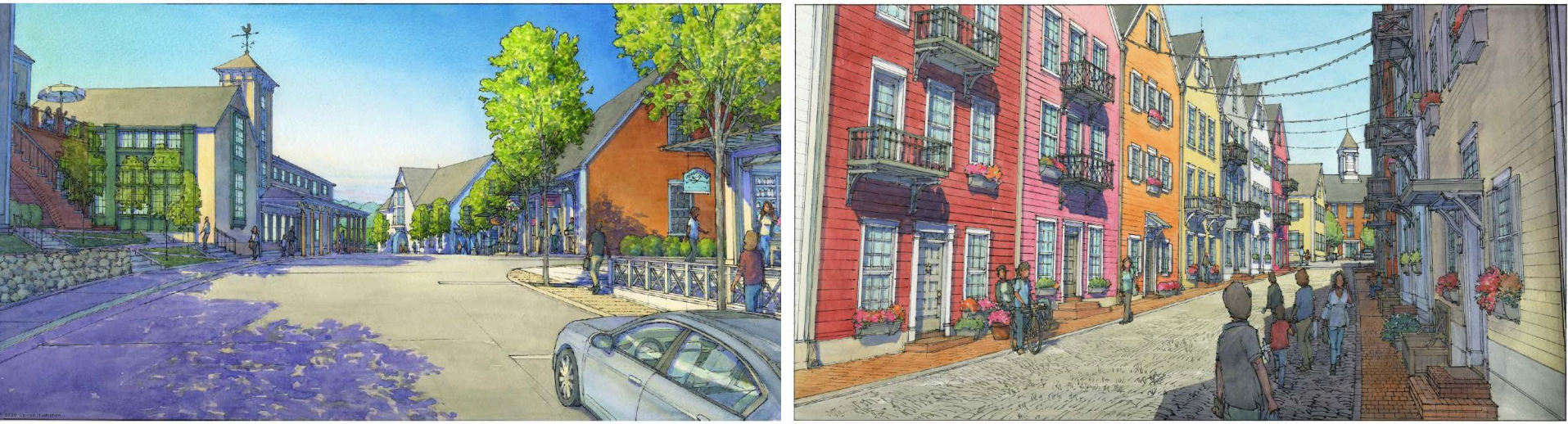








JEFF  
SPECK



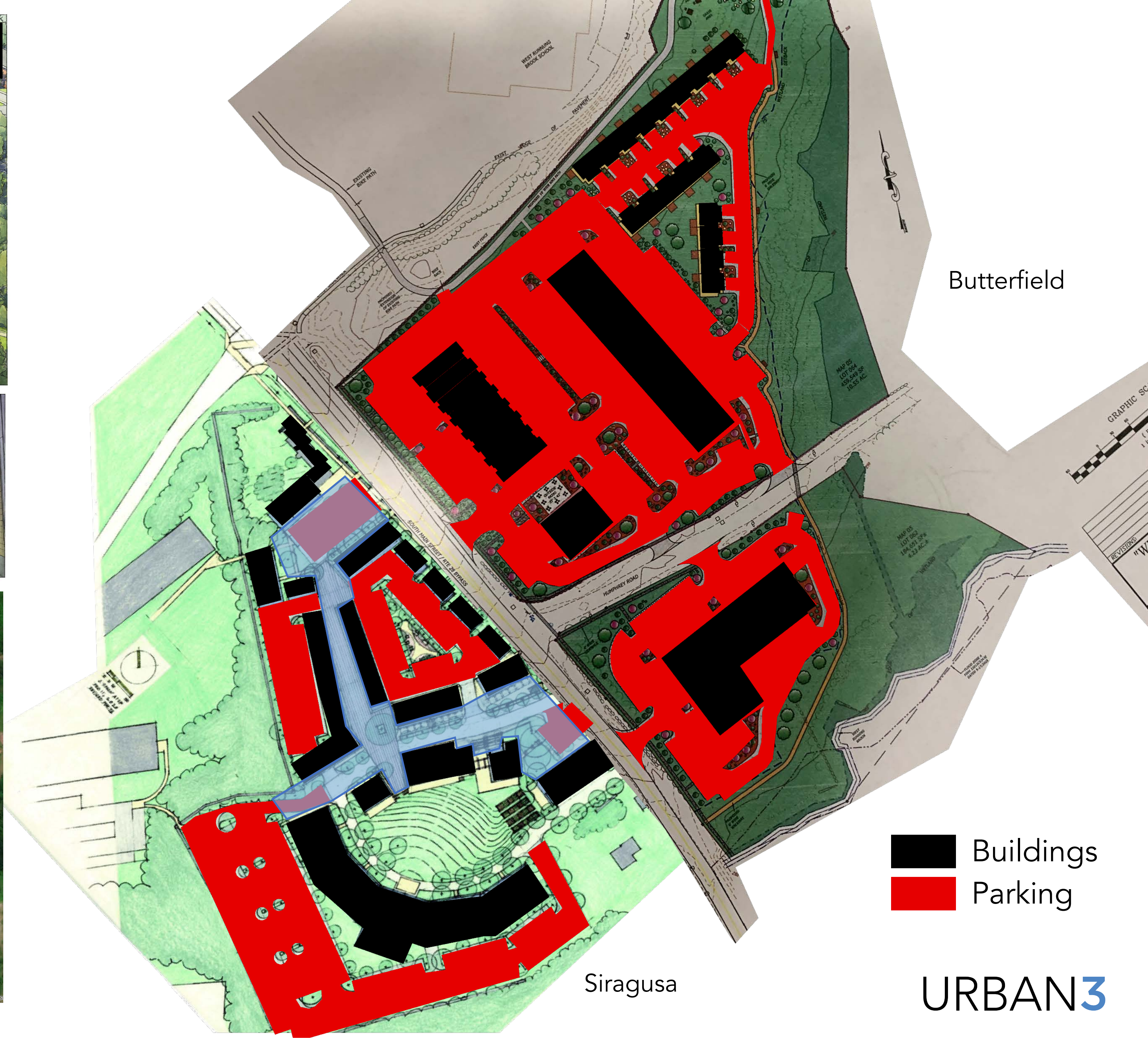
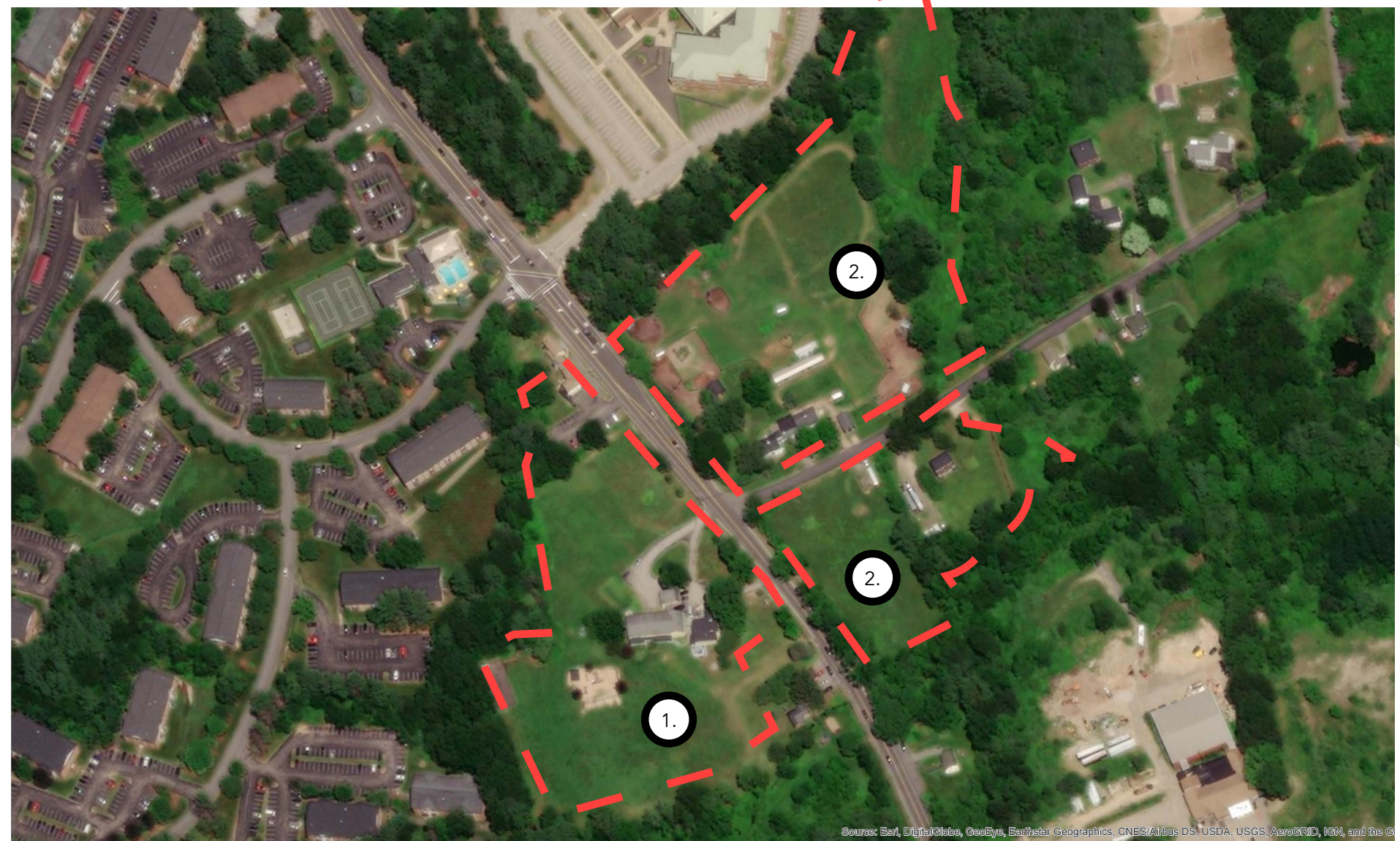
Butterfield

Siragusa

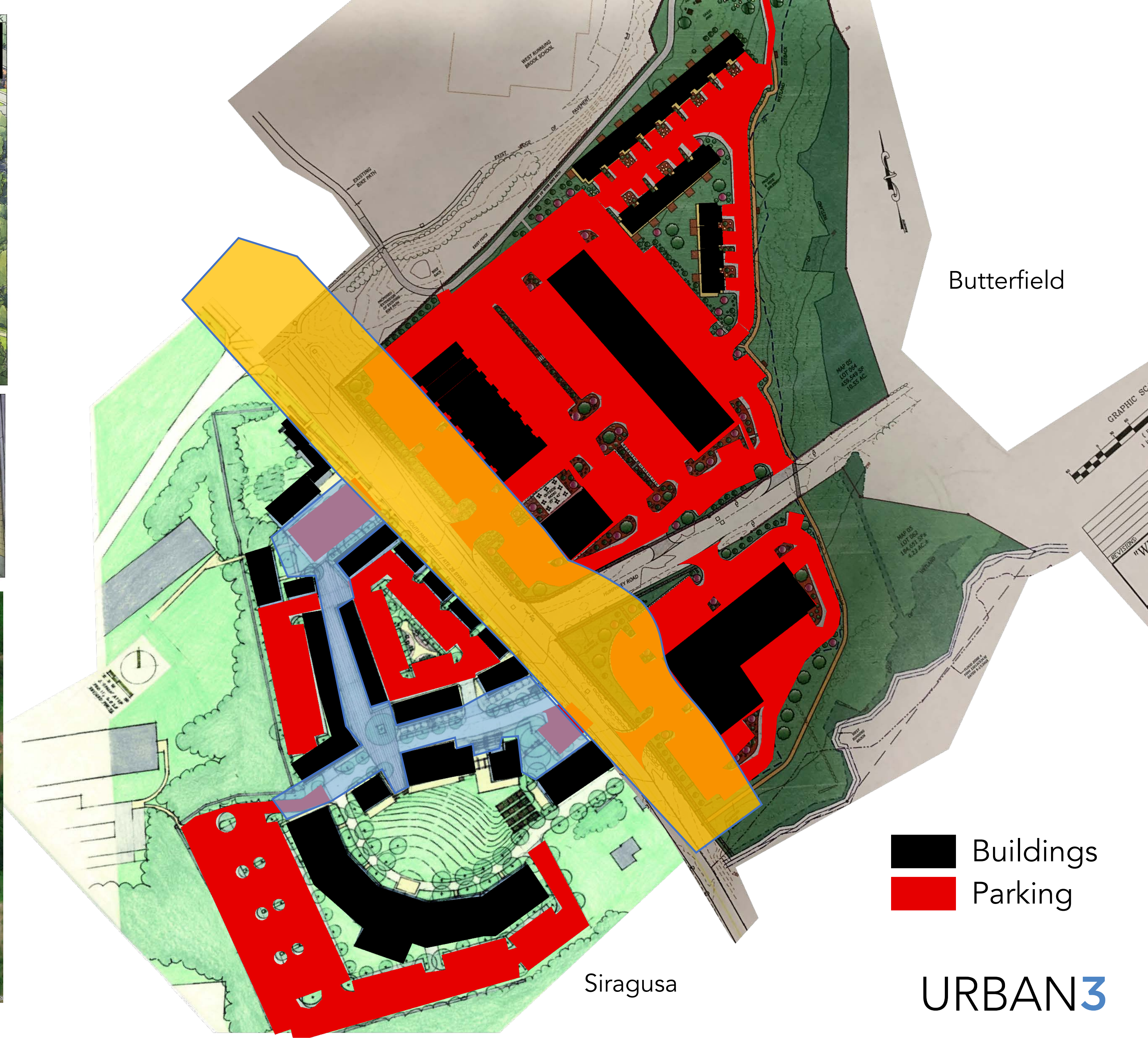
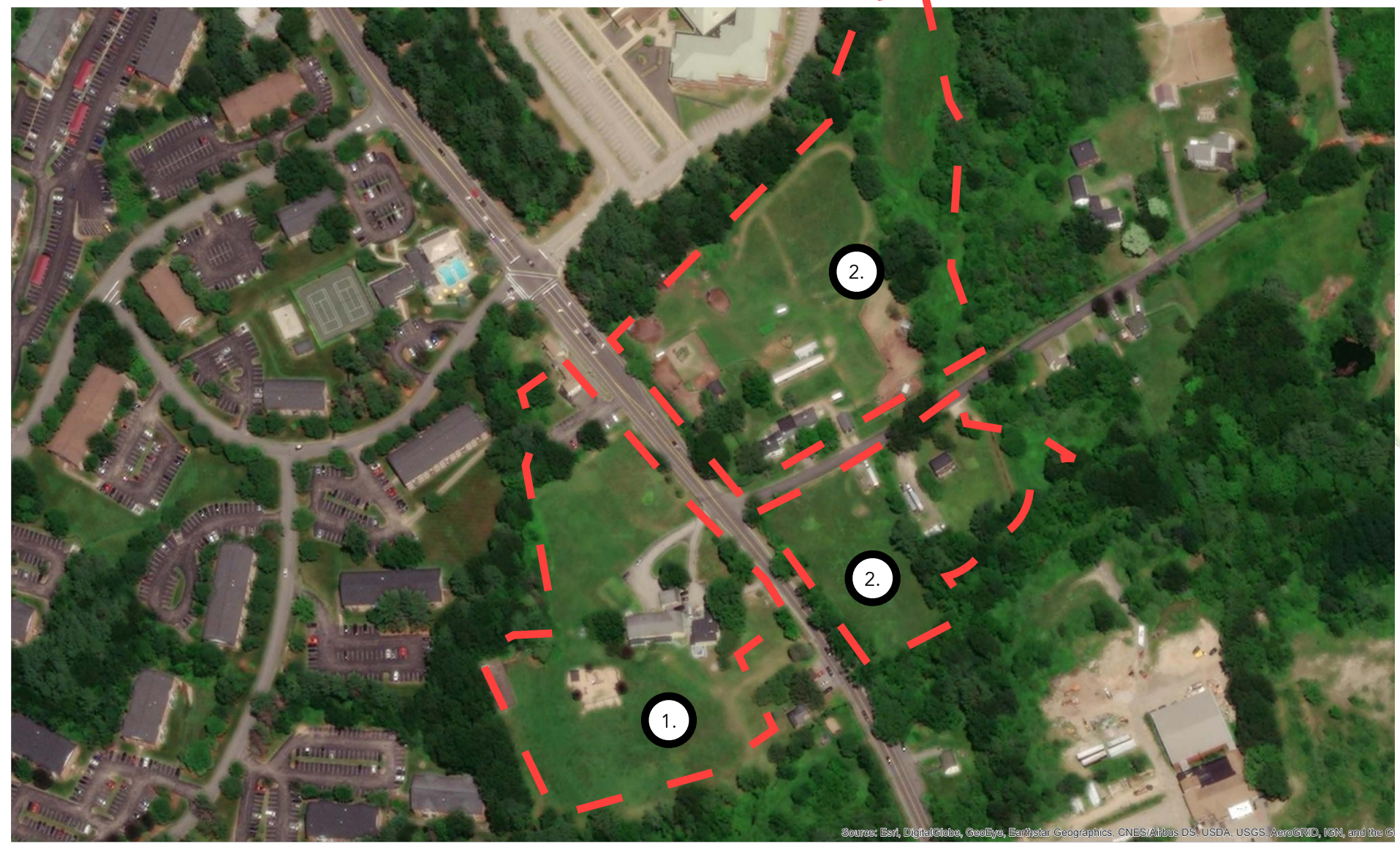
- Buildings
- Parking

URBAN3

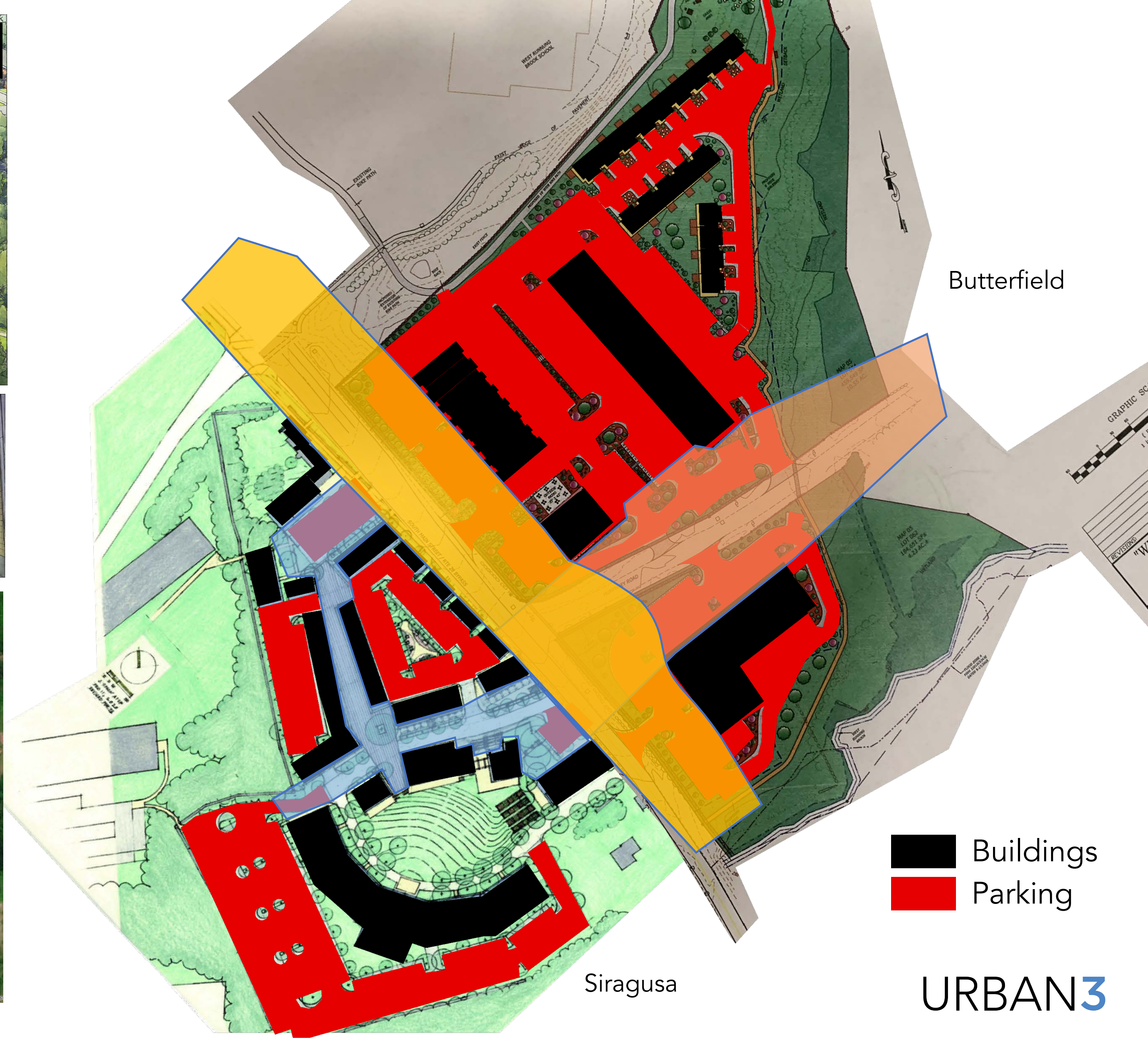
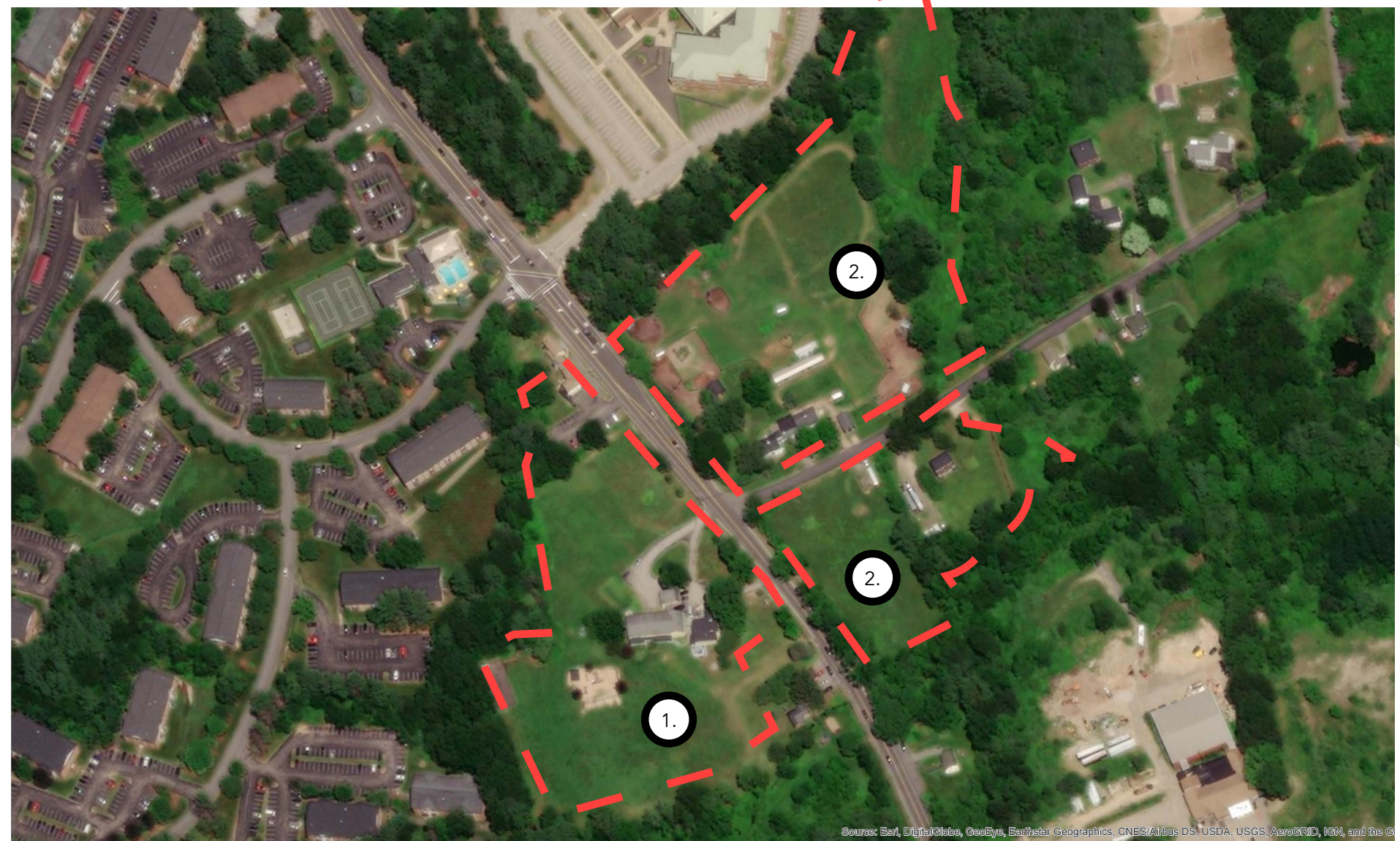




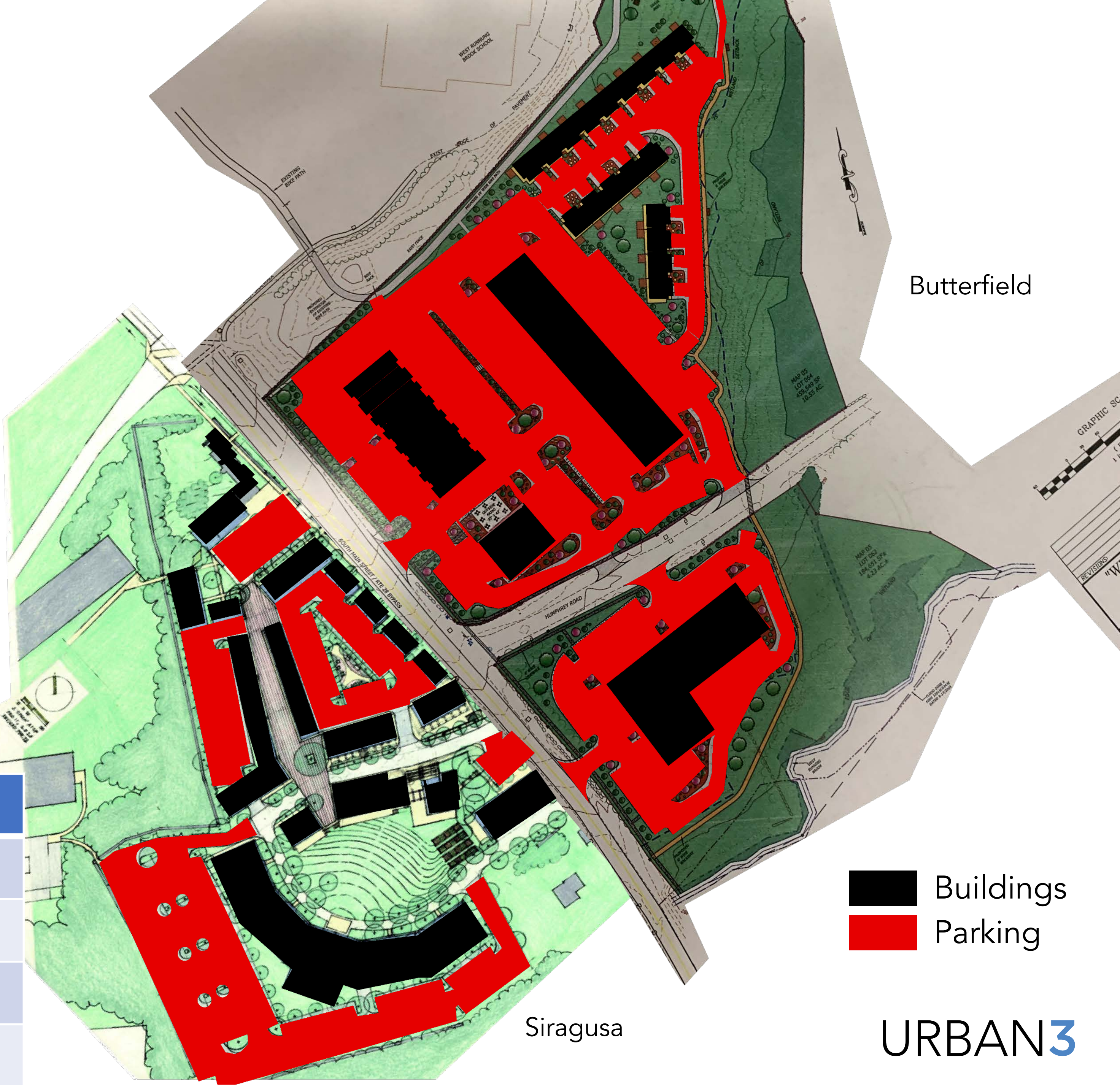
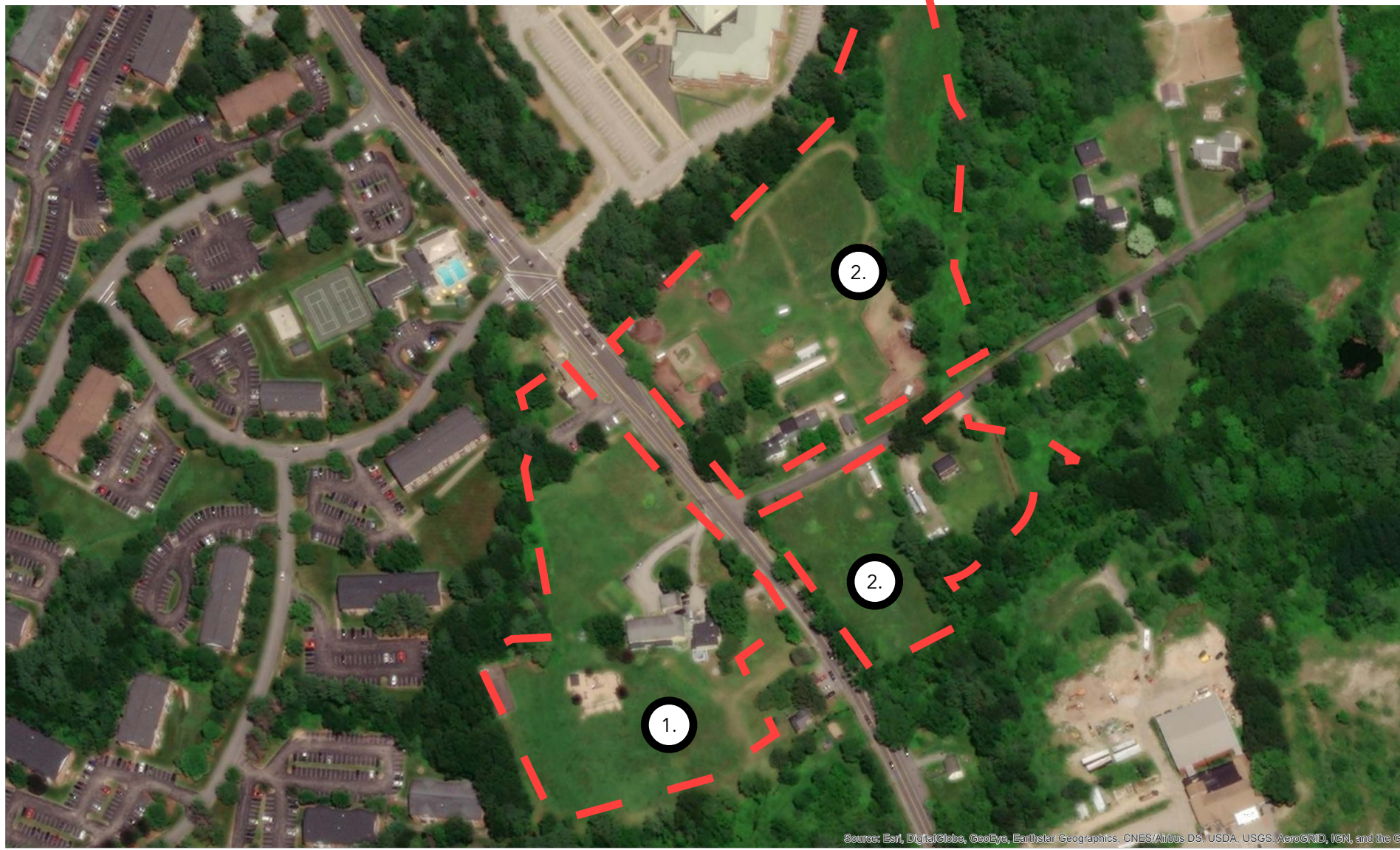








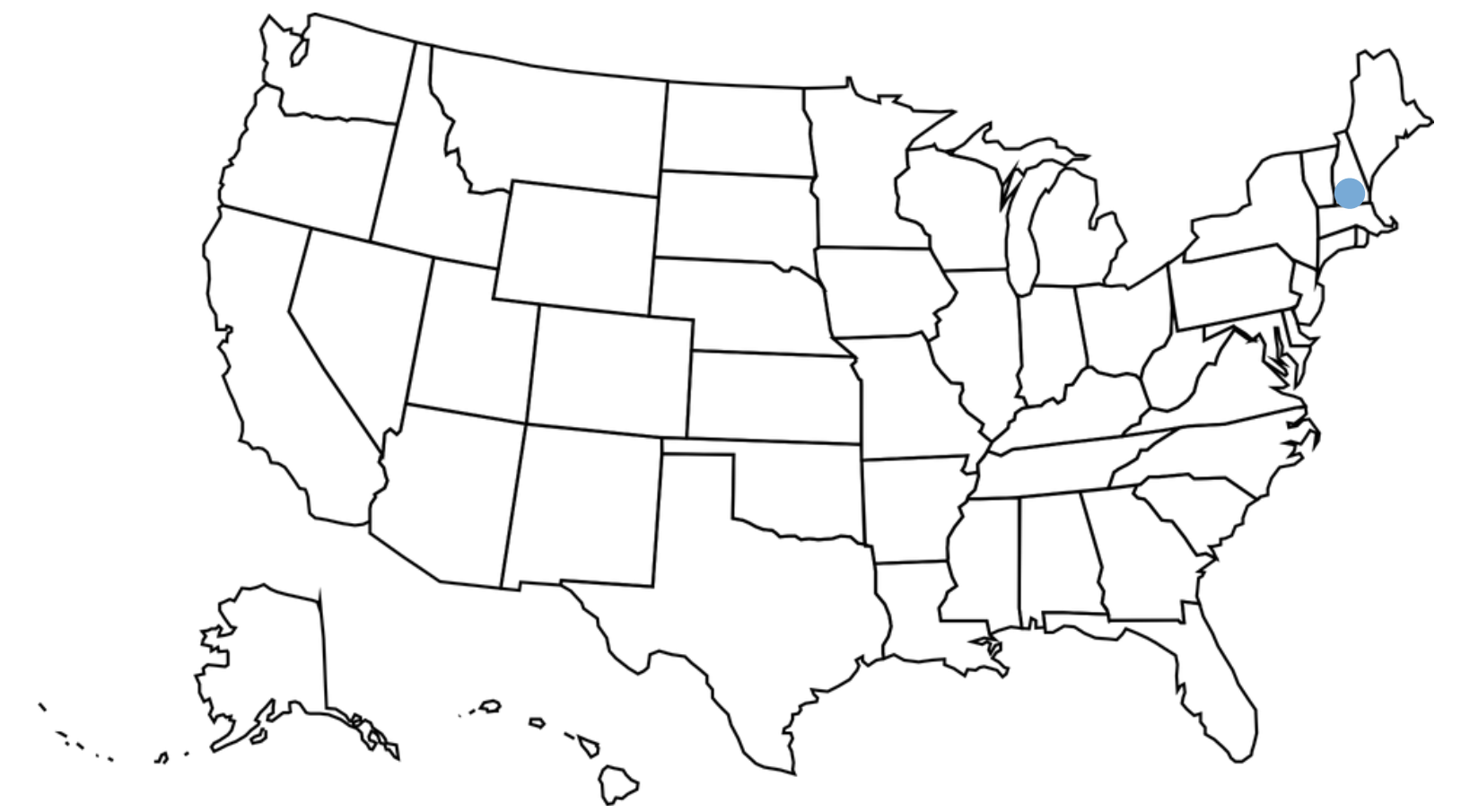




	Siragusa	Butterfield
Building Footprint (Acres)	1.92	2.13
Parking Acres	2.65	5.95
Building:Parking Ratio	1 : 1.4	1 : 2.8

Buildings  
Parking





Case Study: Economic MRI®  
2018

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# Manchester, New Hampshire



# Land Use Analysis

Manchester, NH

City of Manchester

-  Parking
-  Buildings
-  Other
-  Roads



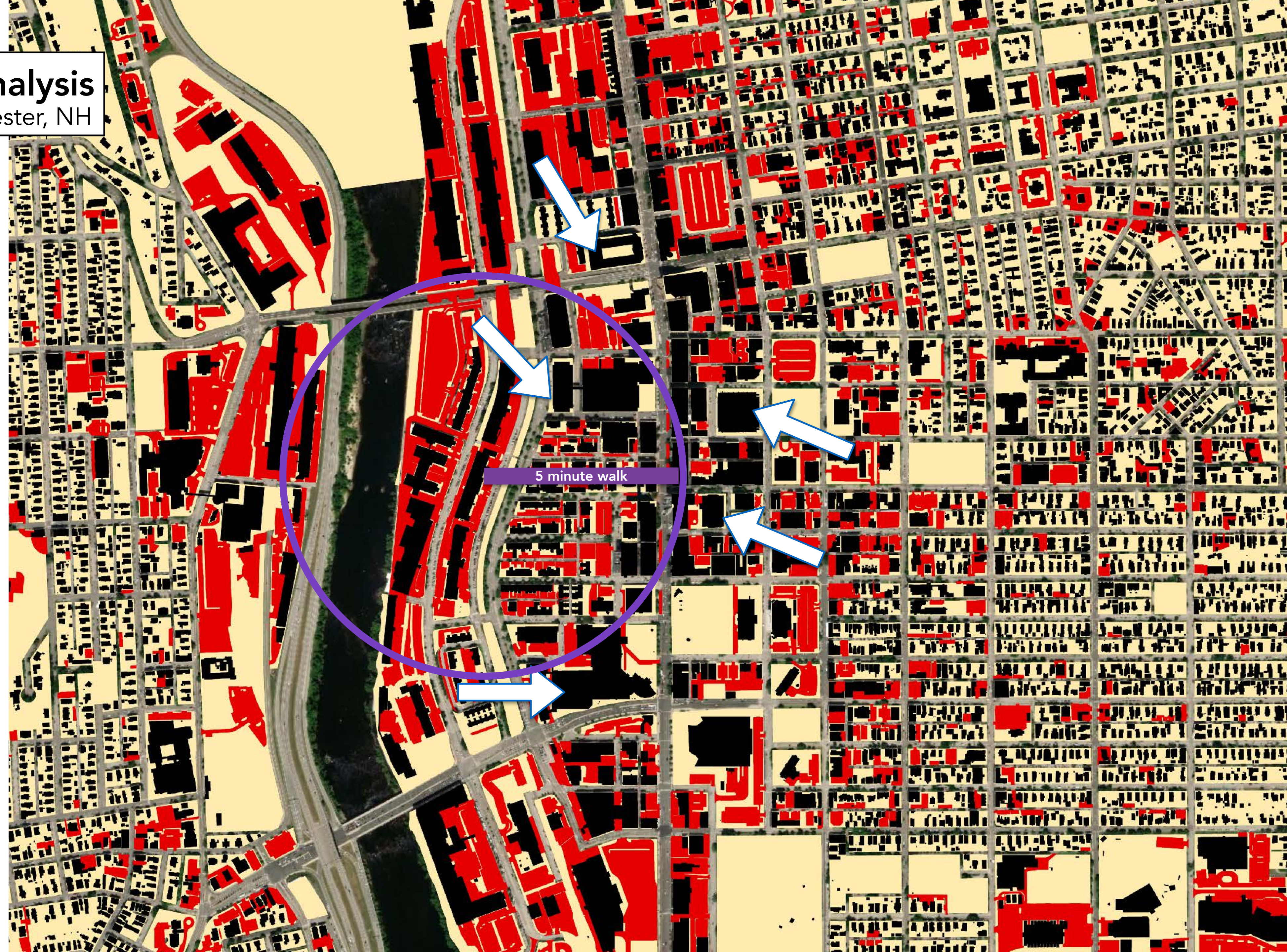


# Land Use Analysis

Manchester, NH

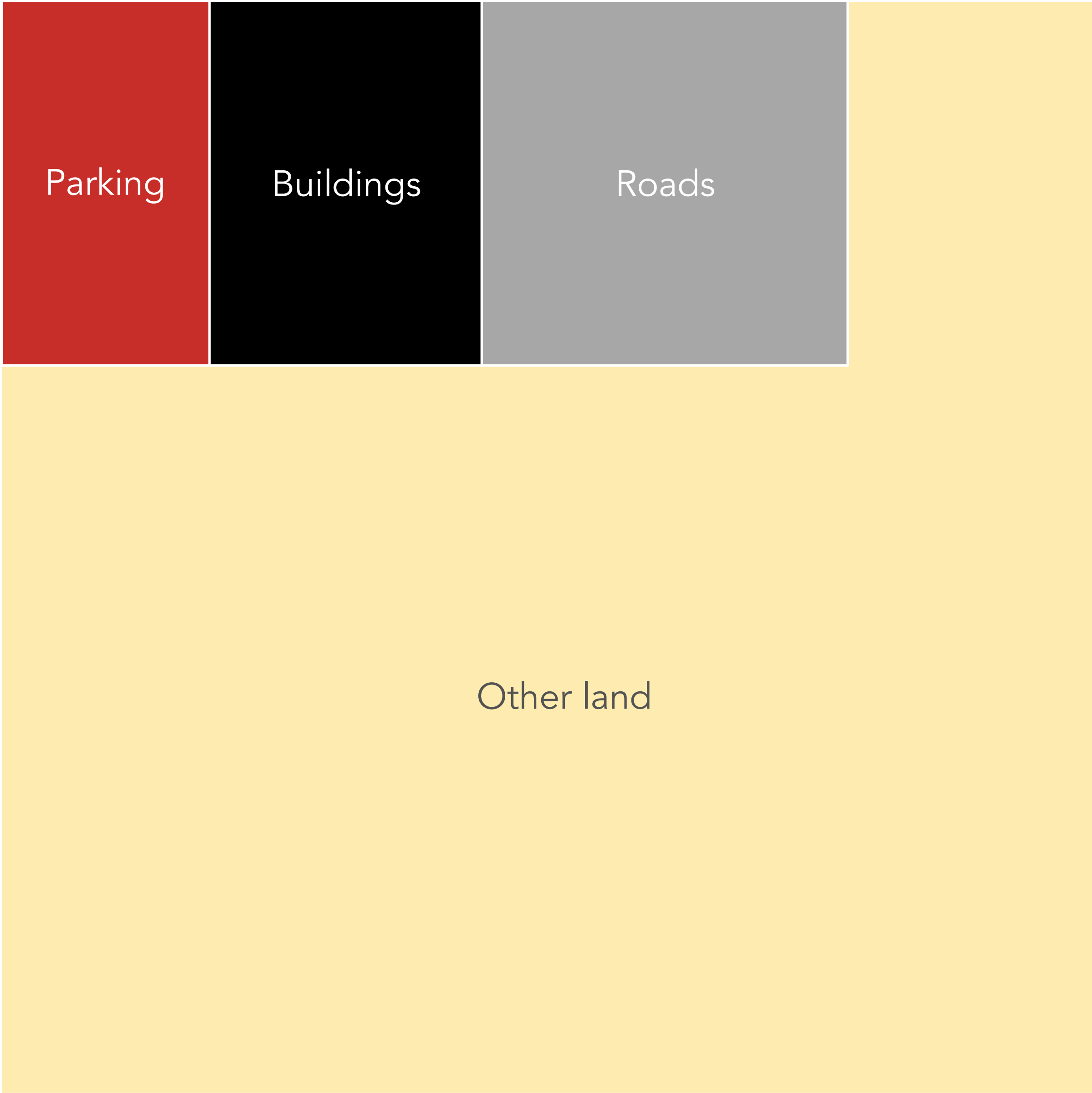
## City of Manchester

- Parking
- Buildings
- Other
- Roads





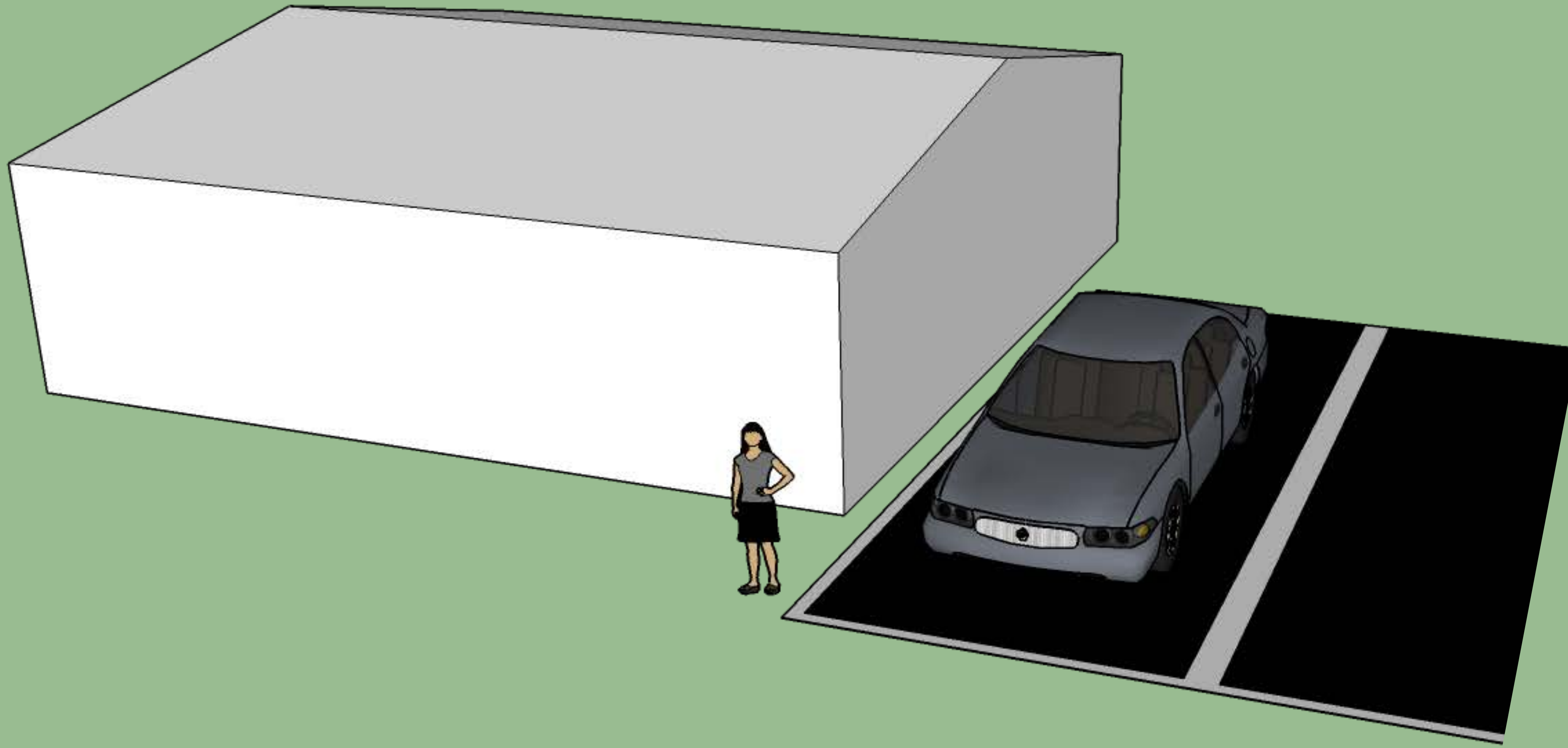
City of Manchester





# What is Parking?

Measuring space

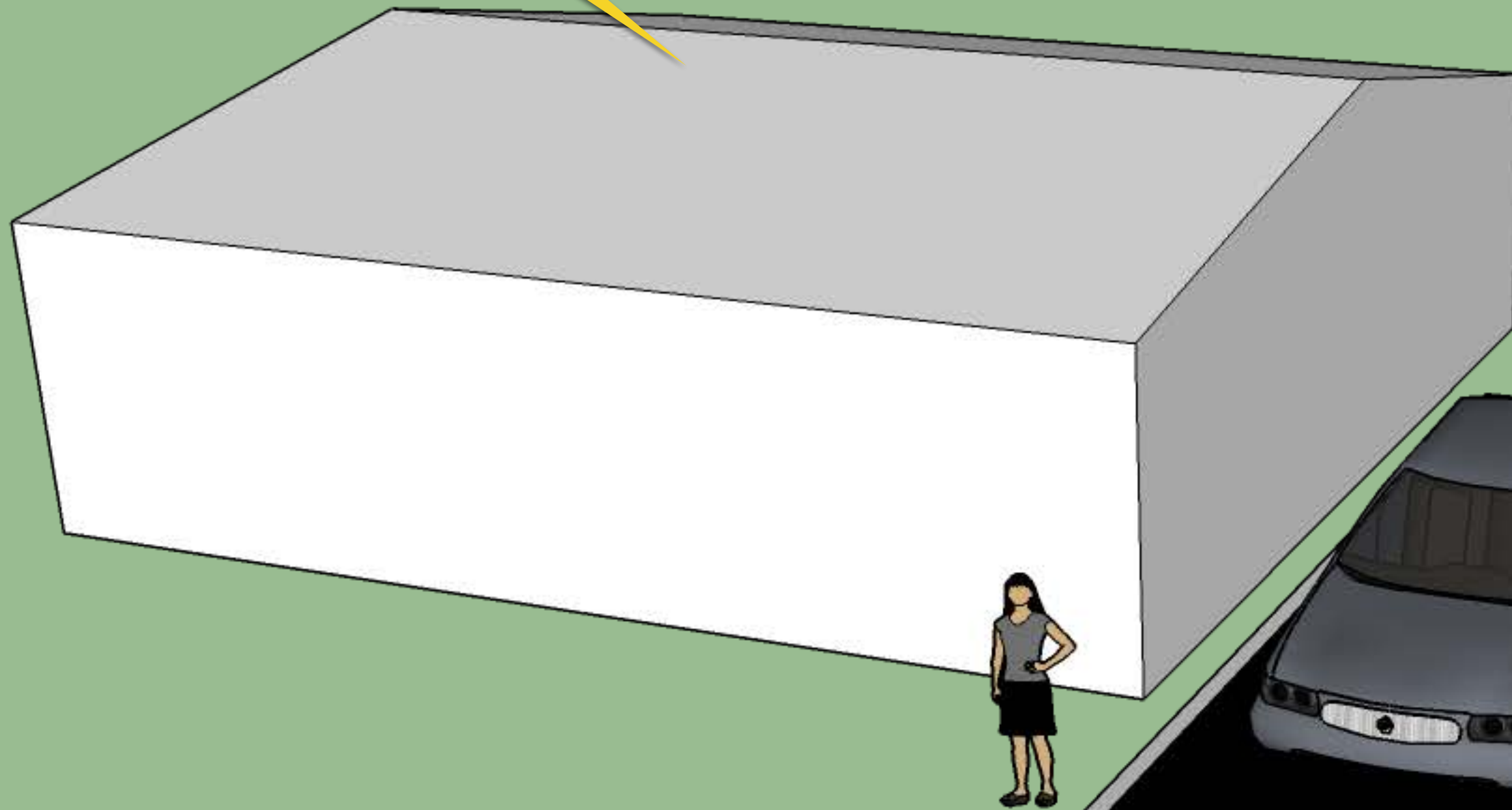




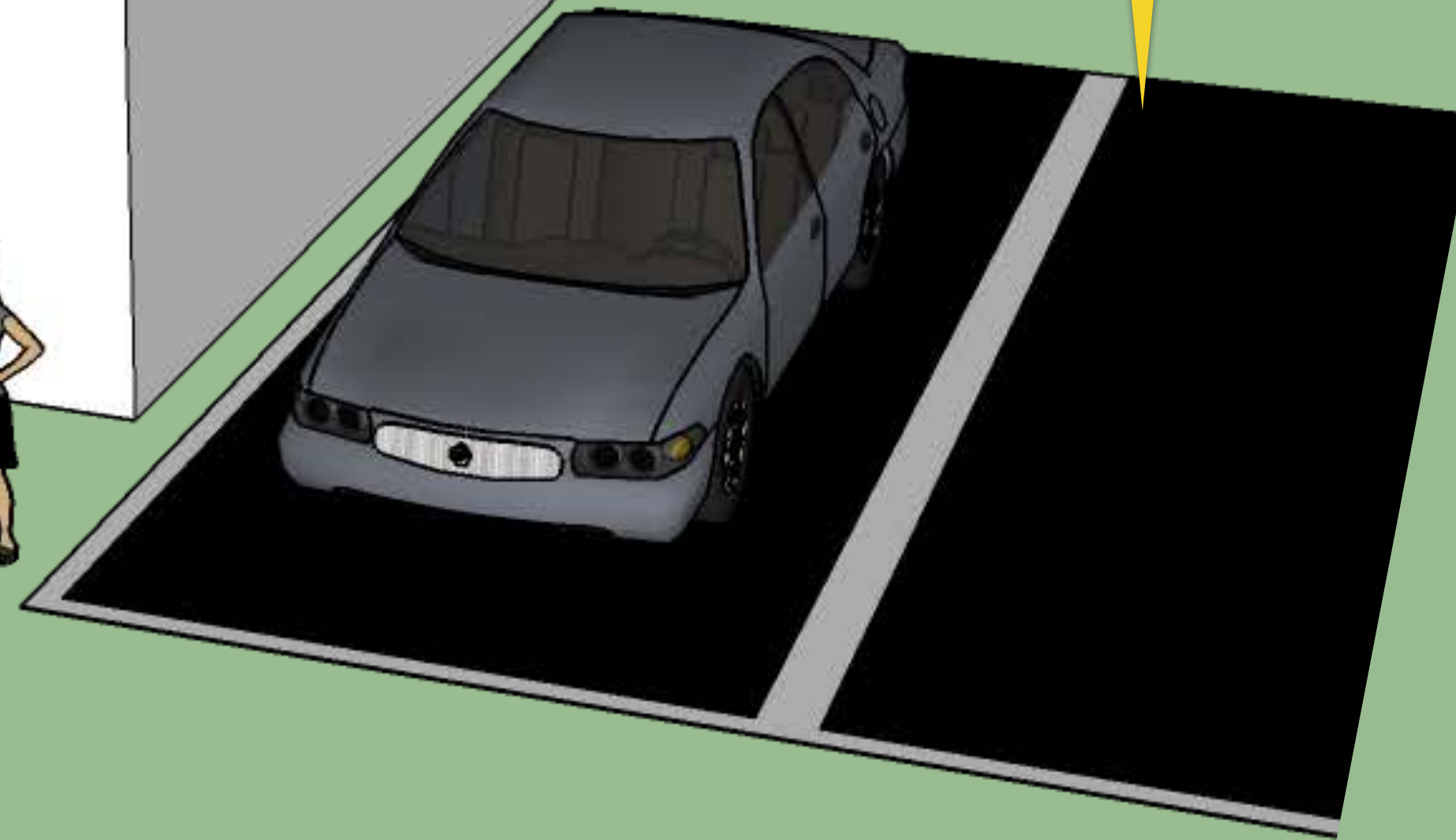
# What is Parking?

Measuring space

Average Building  
998 sq.ft.



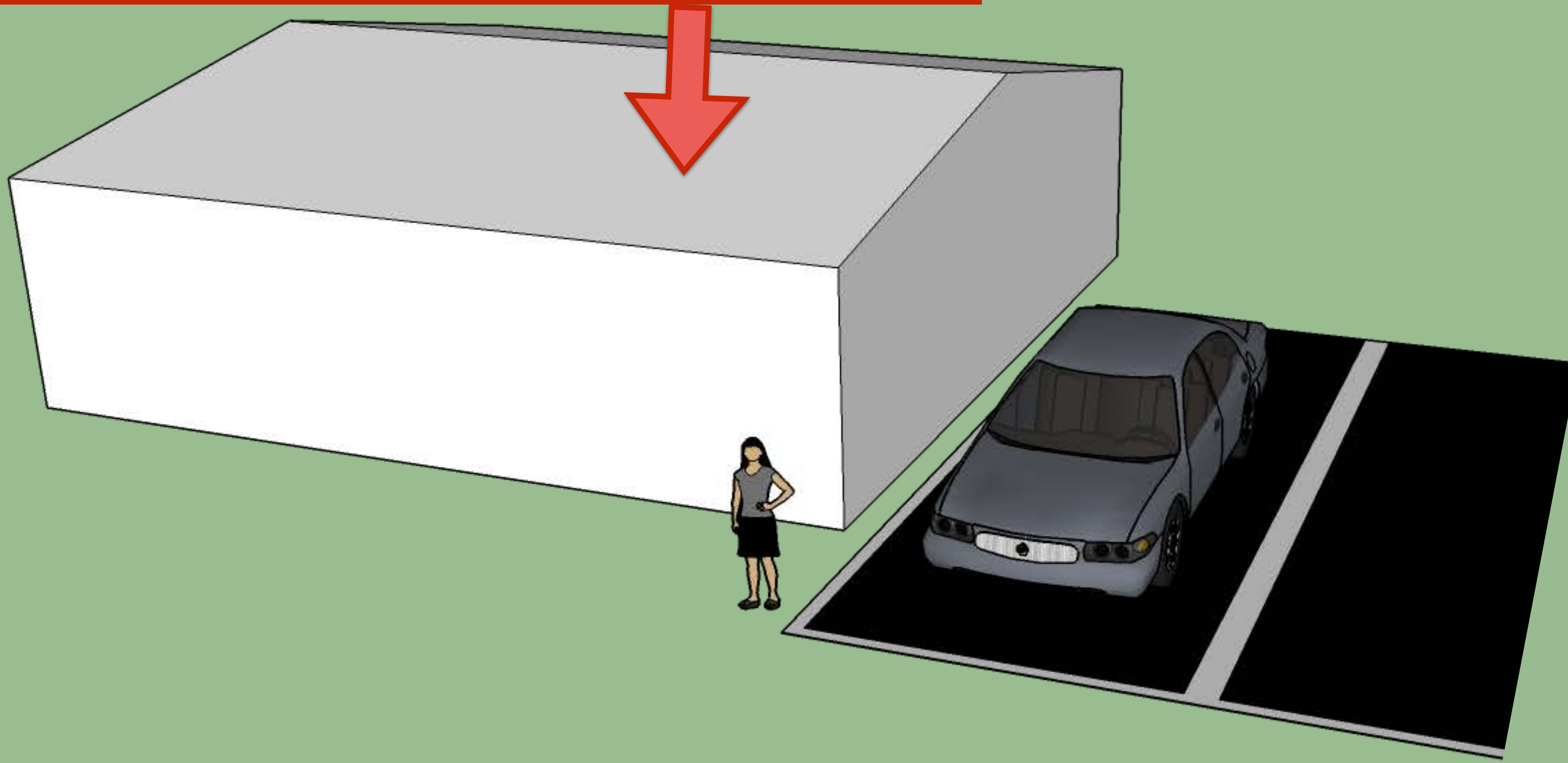
Average Parking (1.5 spaces)  
585 sq.ft.





**\$90/square foot**

What is Parking?  
Measuring Manchester space



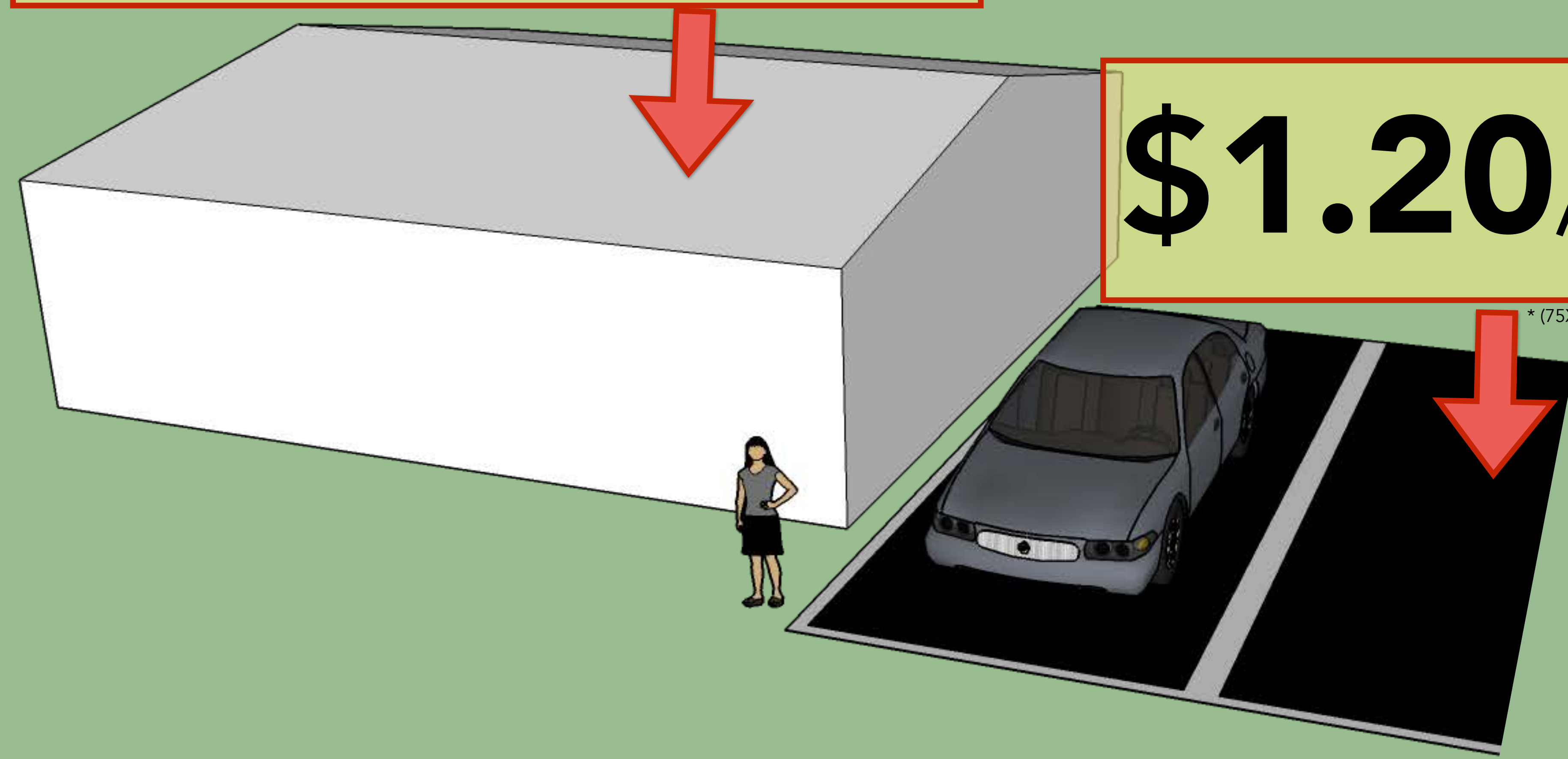


# What is Parking?

Measuring Manchester space

**\$90/square foot**

**\$1.20/square foot\***



\* (75X) - Data from Assessment data on Pearl Street parking lot



# What is Parking?

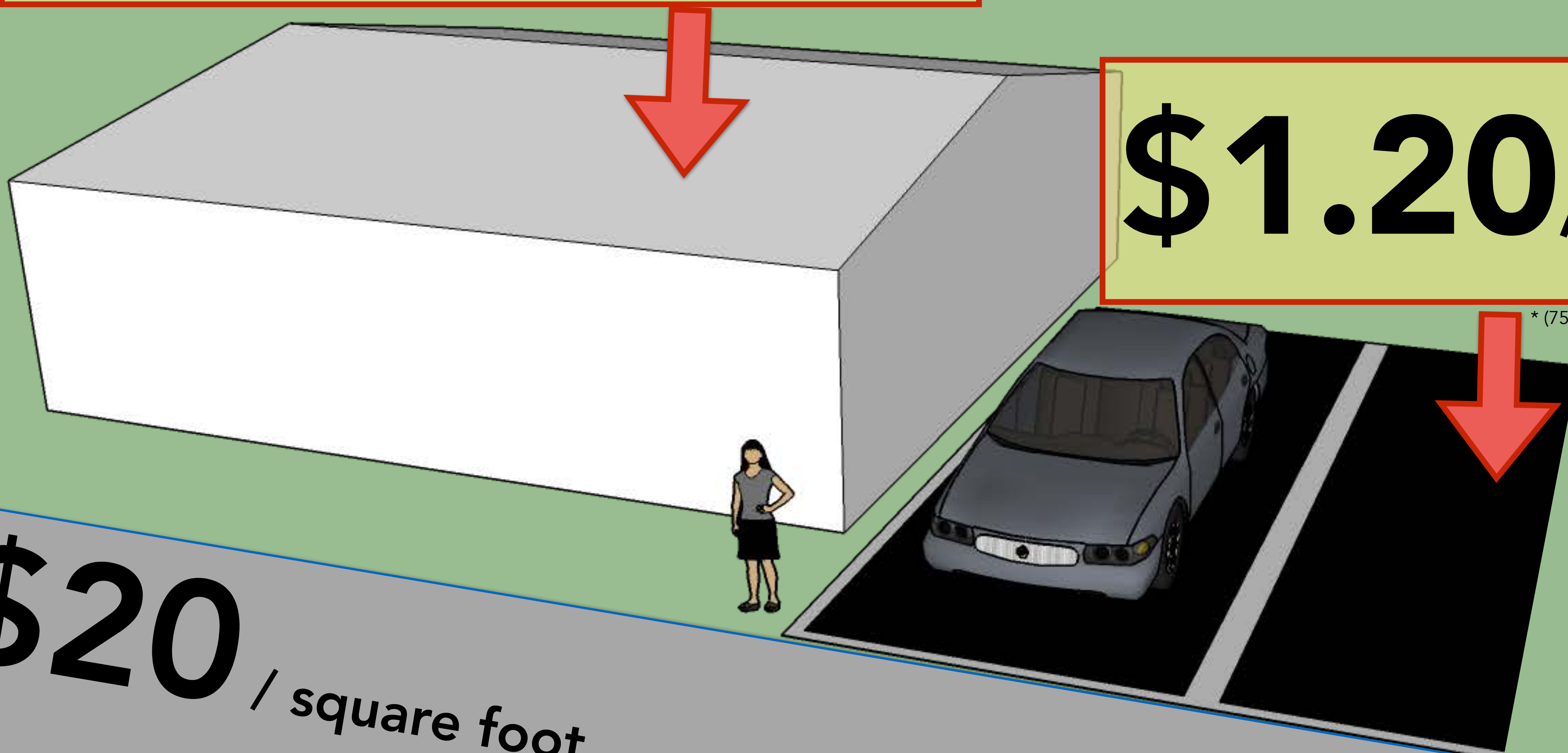
Measuring Manchester space

**\$90/square foot**

**\$1.20/square foot\***

\* (75X) - Data from Assessment data on Pearl Street parking lot

**-\$20 / square foot**





# What is Parking?

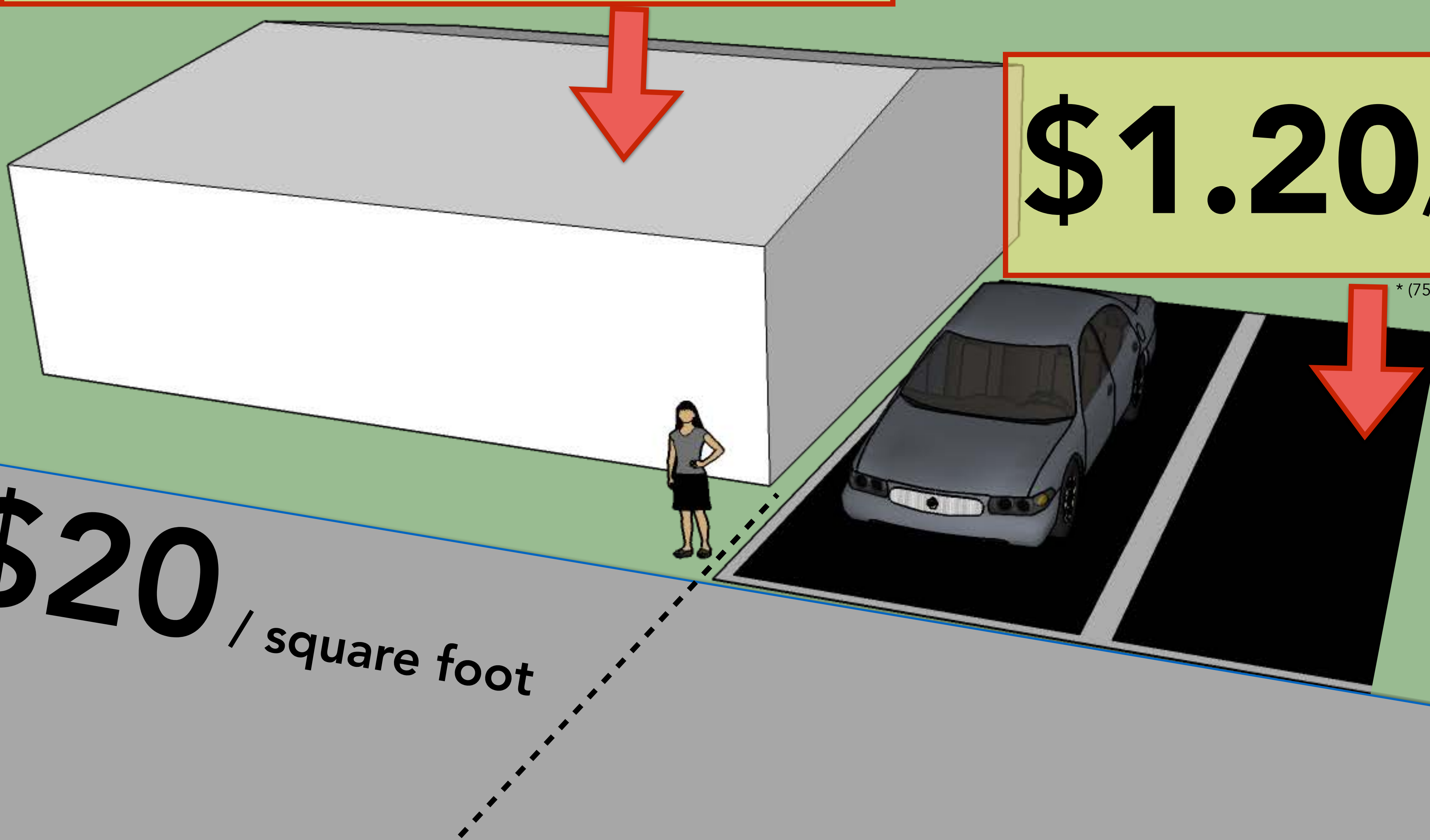
Measuring Manchester space

**\$90/square foot**

**\$1.20/square foot\***

\* (75X) - Data from Assessment data on Pearl Street parking lot

**-\$20 / square foot**





# What is Parking?

Measuring Manchester space

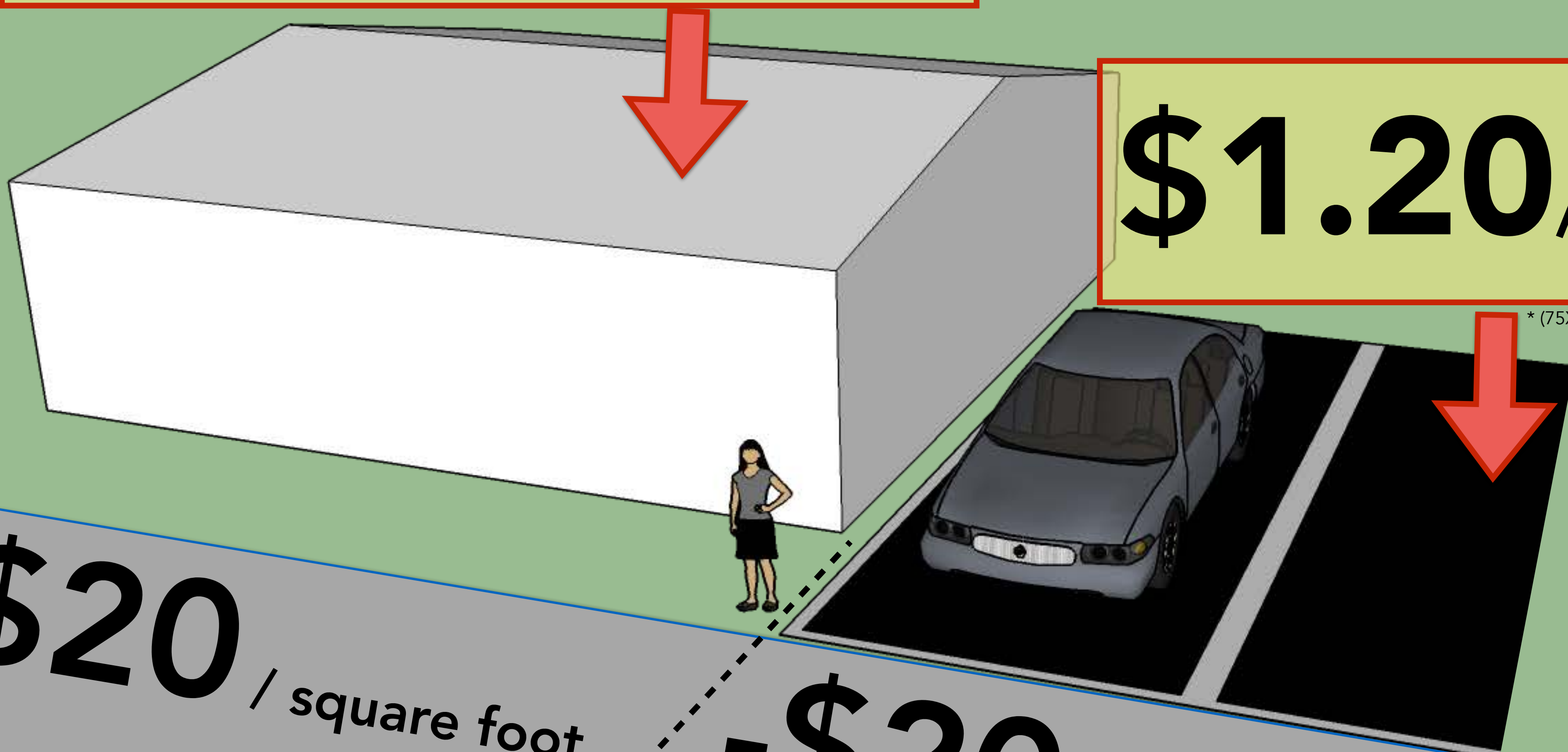
**\$90/square foot**

**\$1.20/square foot\***

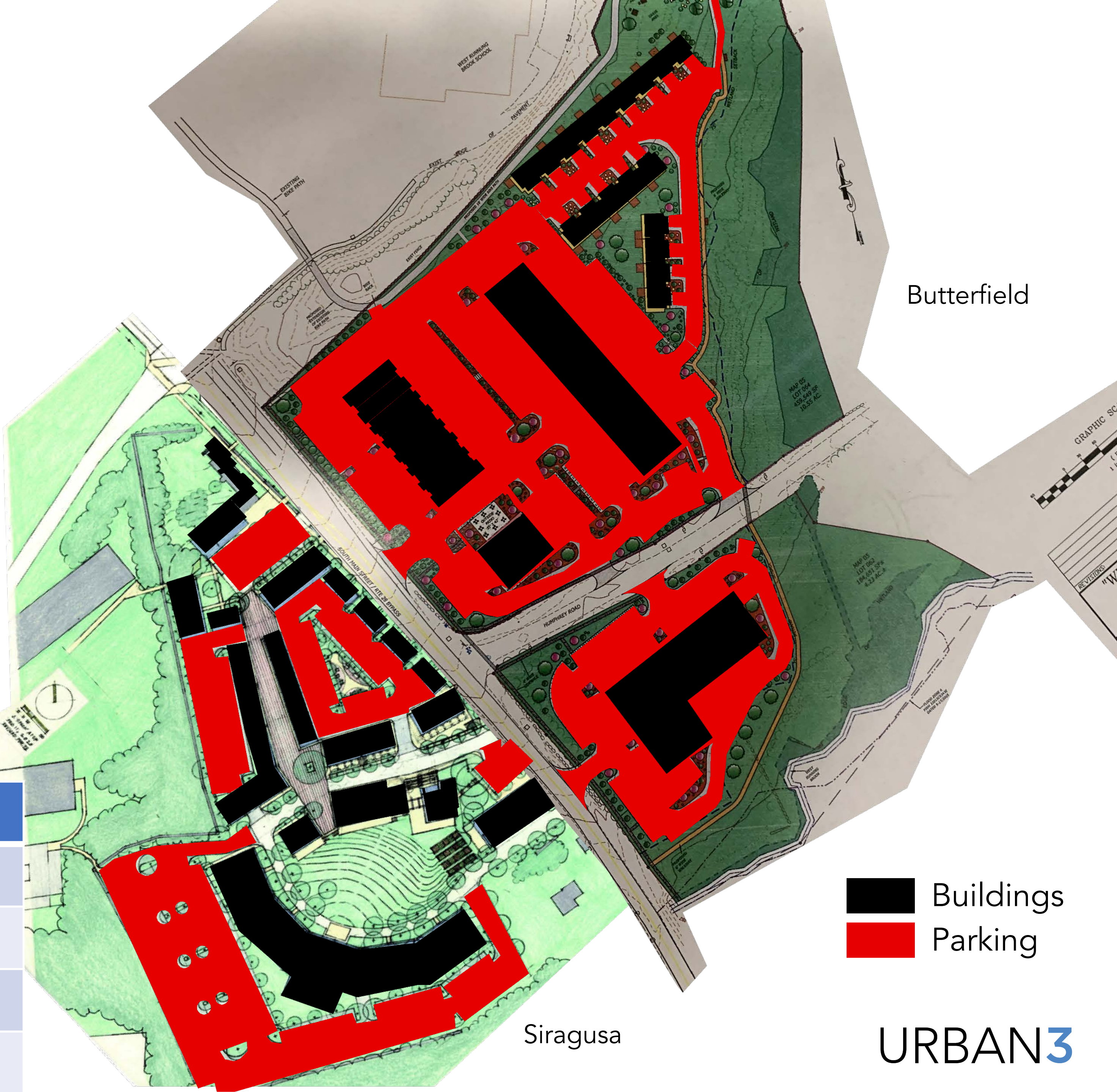
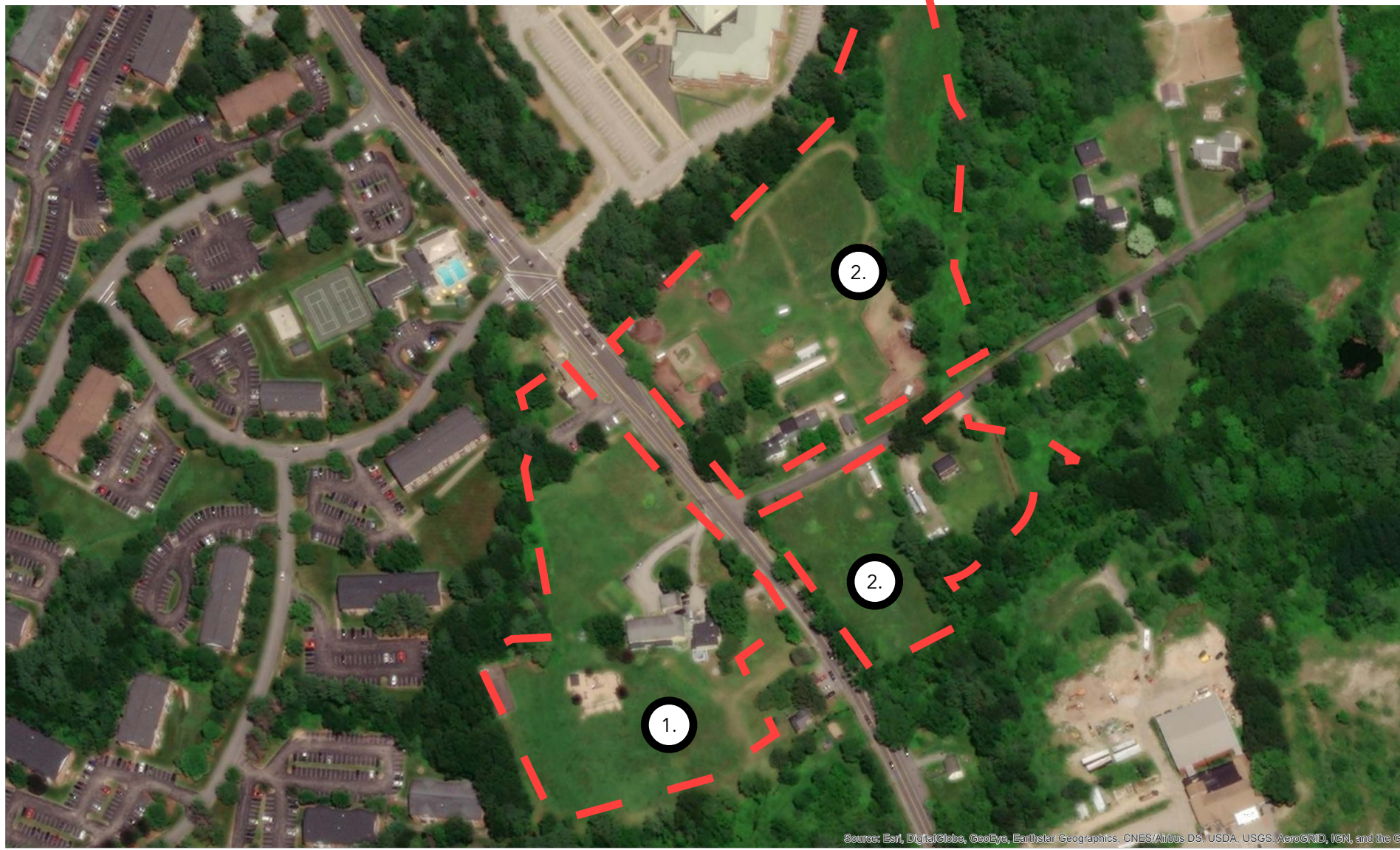
\* (75X) - Data from Assessment data on Pearl Street parking lot

**-\$20 / square foot**

**-\$20 / square foot**







	Siragusa	Butterfield
Building Footprint (Acres)	1.92	2.13
Parking Acres	2.65	5.95
Building:Parking Ratio	1 : 1.4	1 : 2.8
Value Per Acre	\$4.6M	\$2.5M

Buildings  
Parking





URBAN3





URBAN3





URBAN3





URBAN3





URBAN3





URBAN3





URBAN3





URBAN3





URBAN3





URBAN3

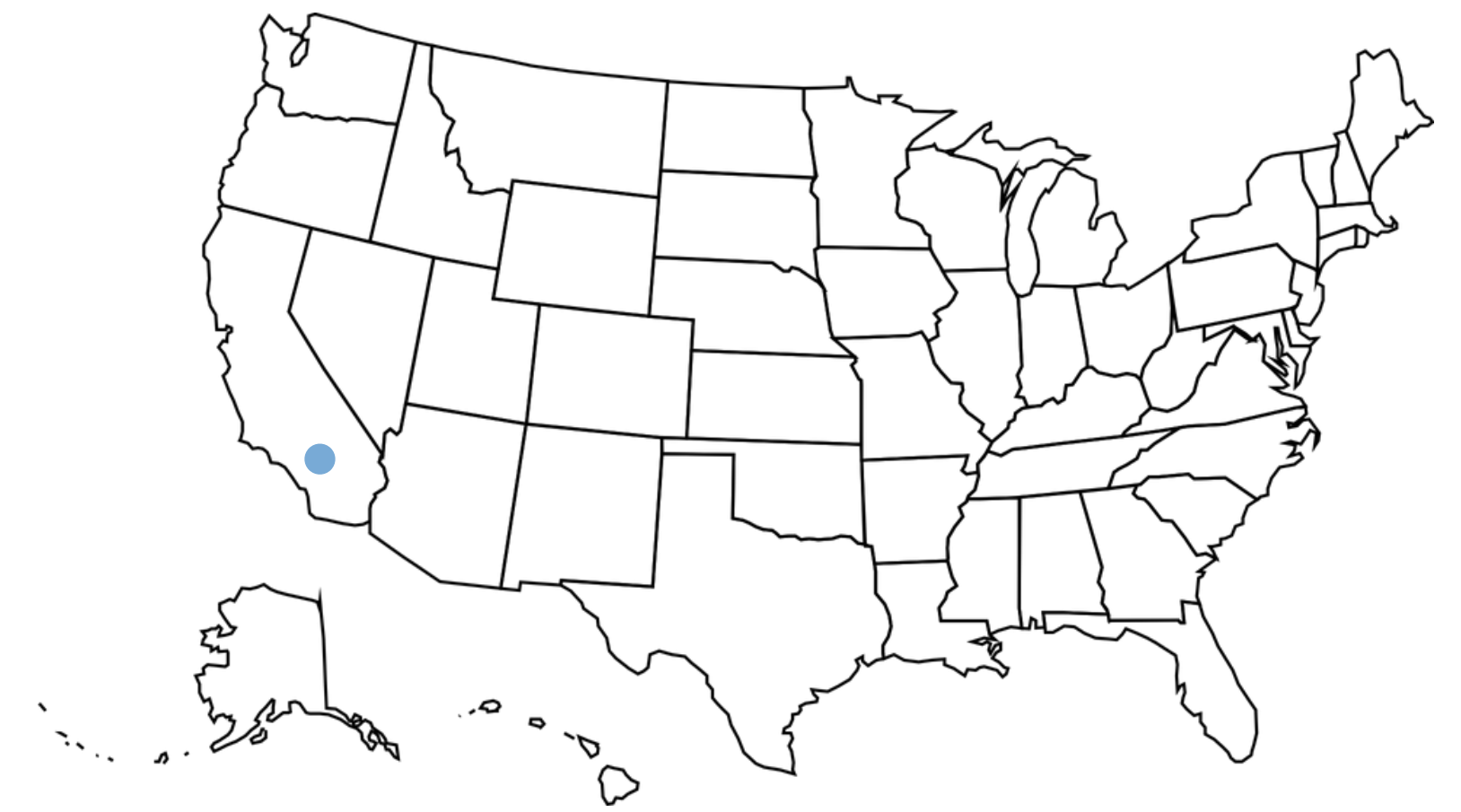


Lesson:

---

# What are you carrying?



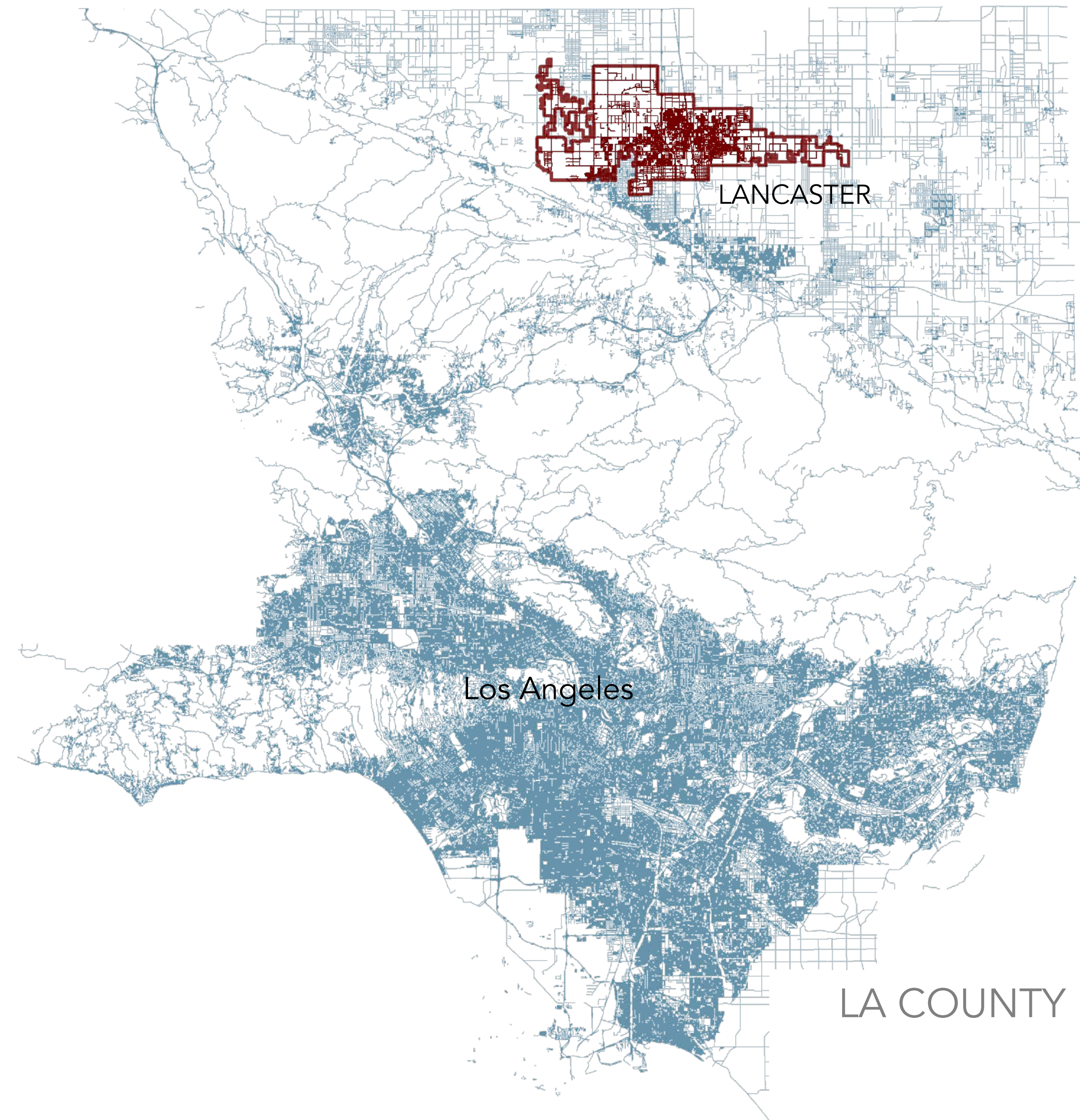


Case Study: Economic MRI®, Fiscal MRI®, Policy Analytics  
2014 - 2019

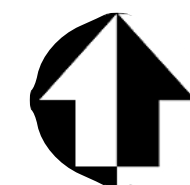
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# Lancaster, California





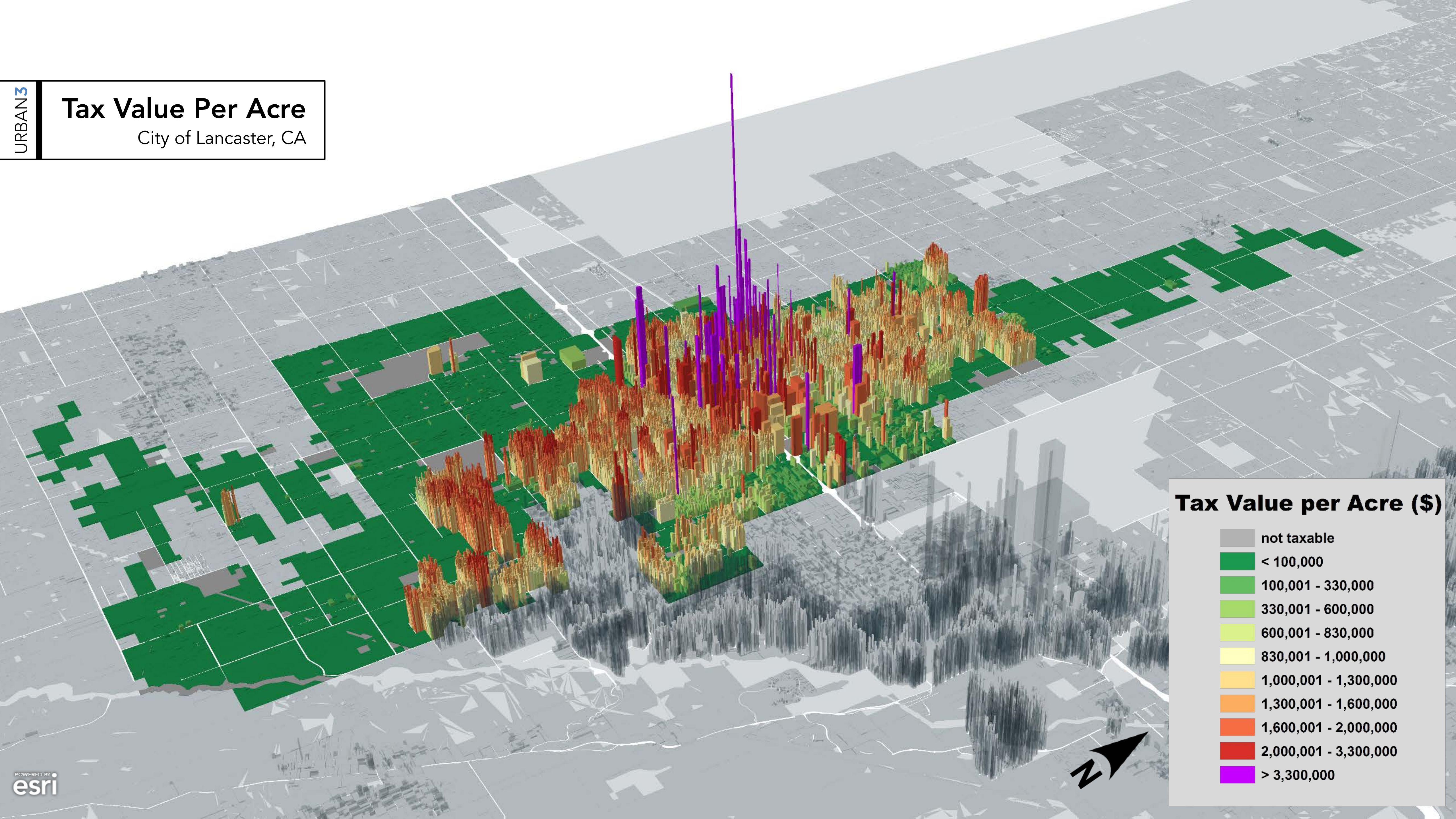
LANCASTER:





# Tax Value Per Acre

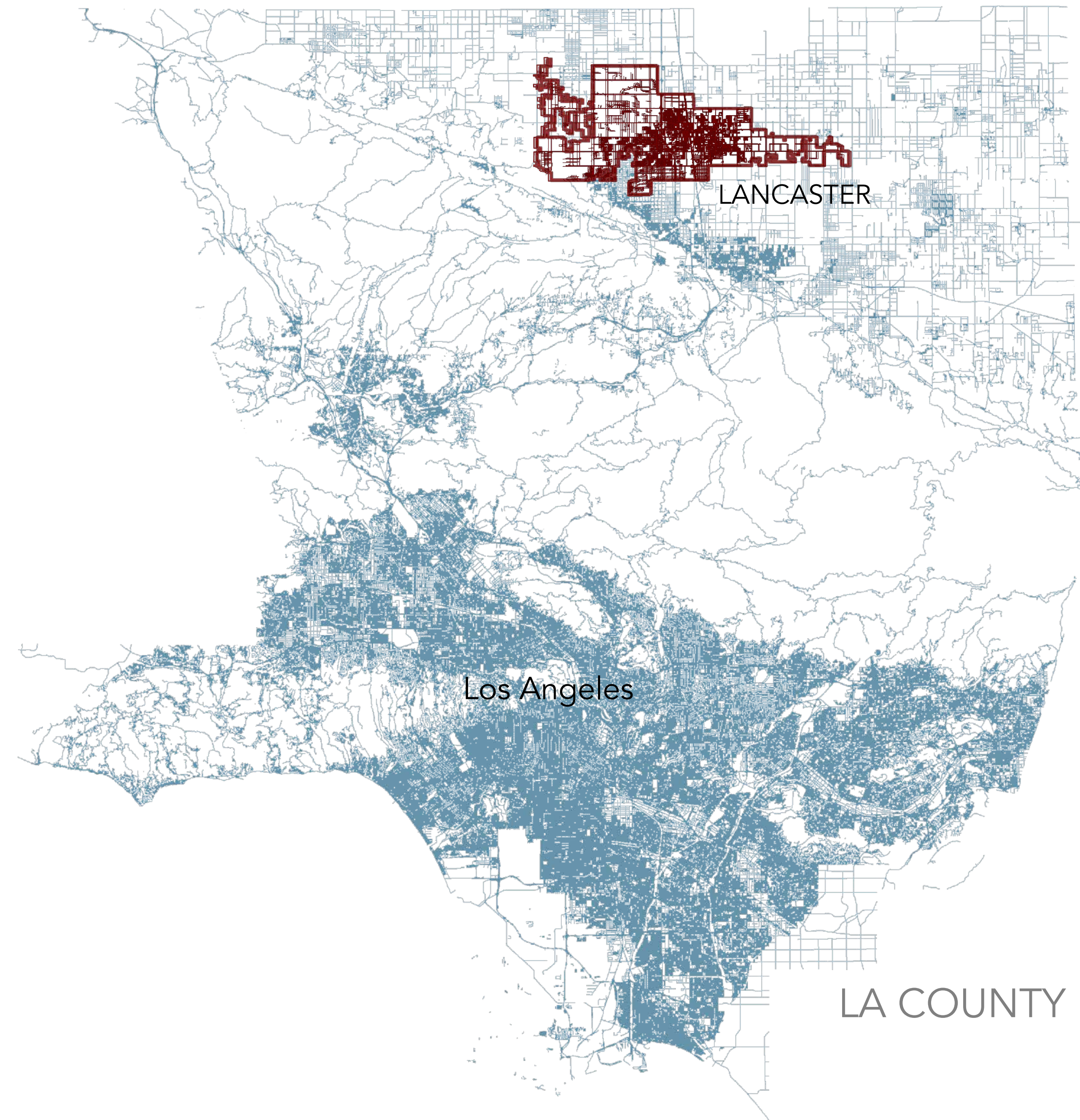
City of Lancaster, CA



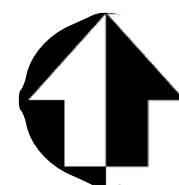
## Tax Value per Acre (\$)

- not taxable
- < 100,000
- 100,001 - 330,000
- 330,001 - 600,000
- 600,001 - 830,000
- 830,001 - 1,000,000
- 1,000,001 - 1,300,000
- 1,300,001 - 1,600,000
- 1,600,001 - 2,000,000
- 2,000,001 - 3,300,000
- > 3,300,000

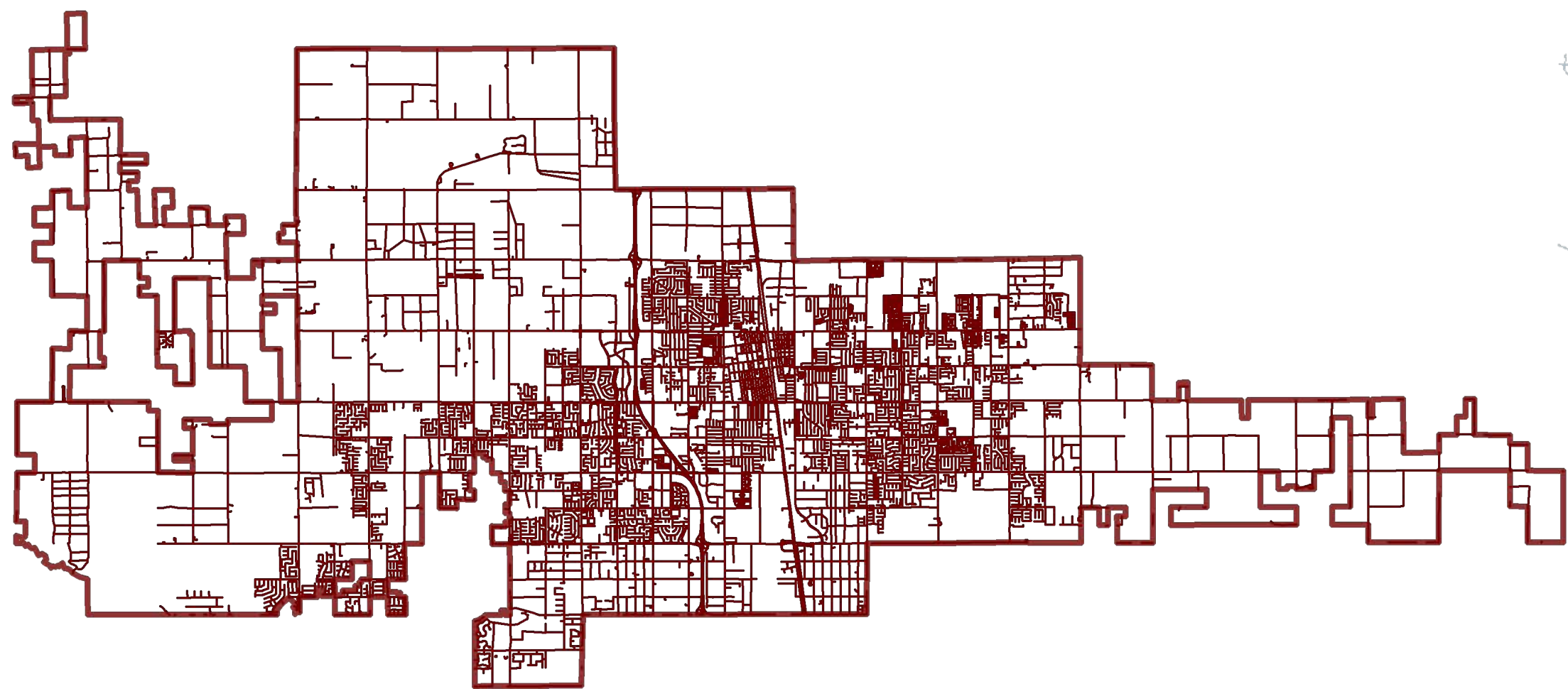




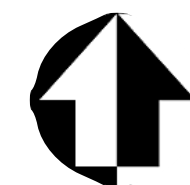
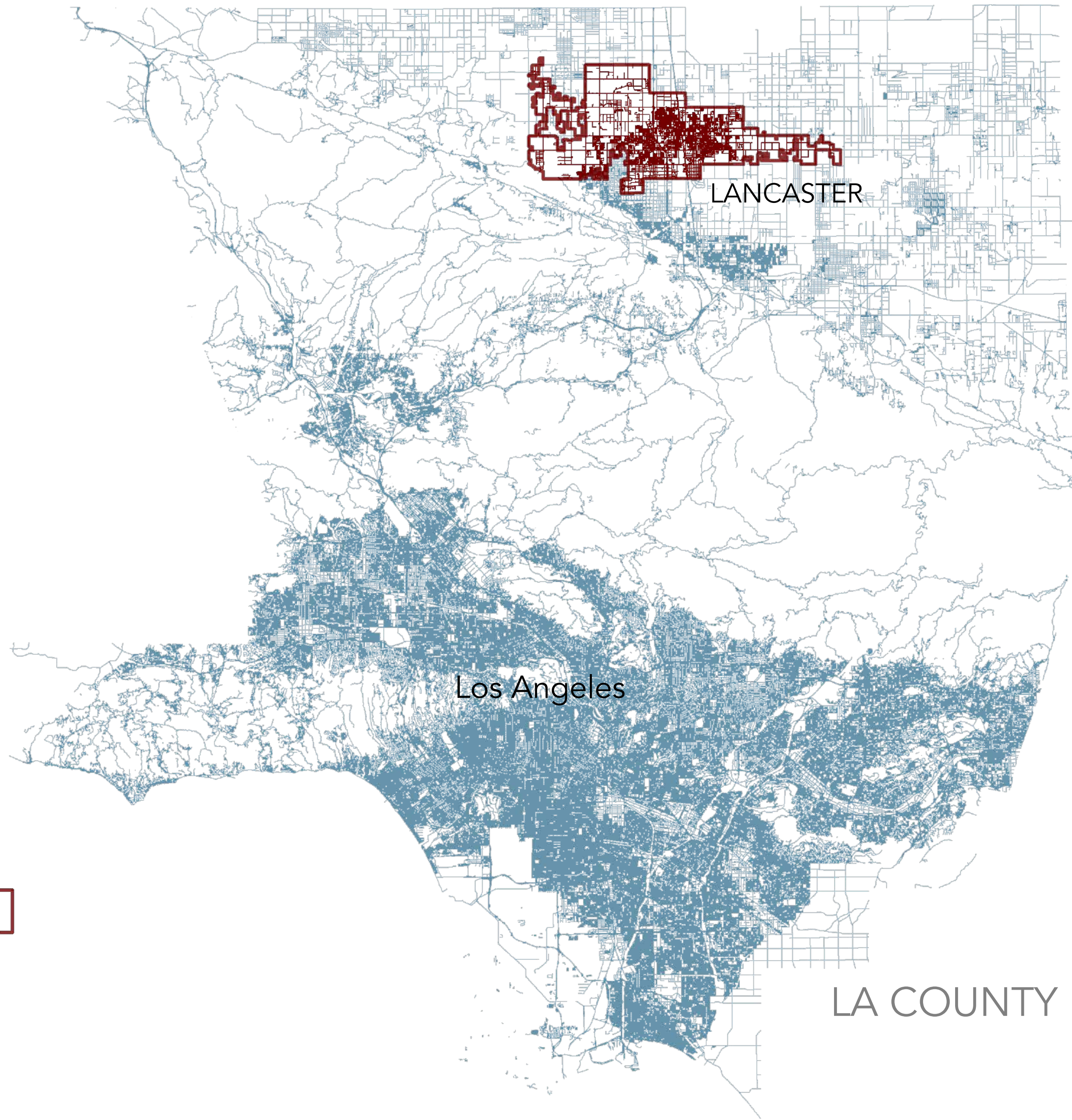
LANCASTER:



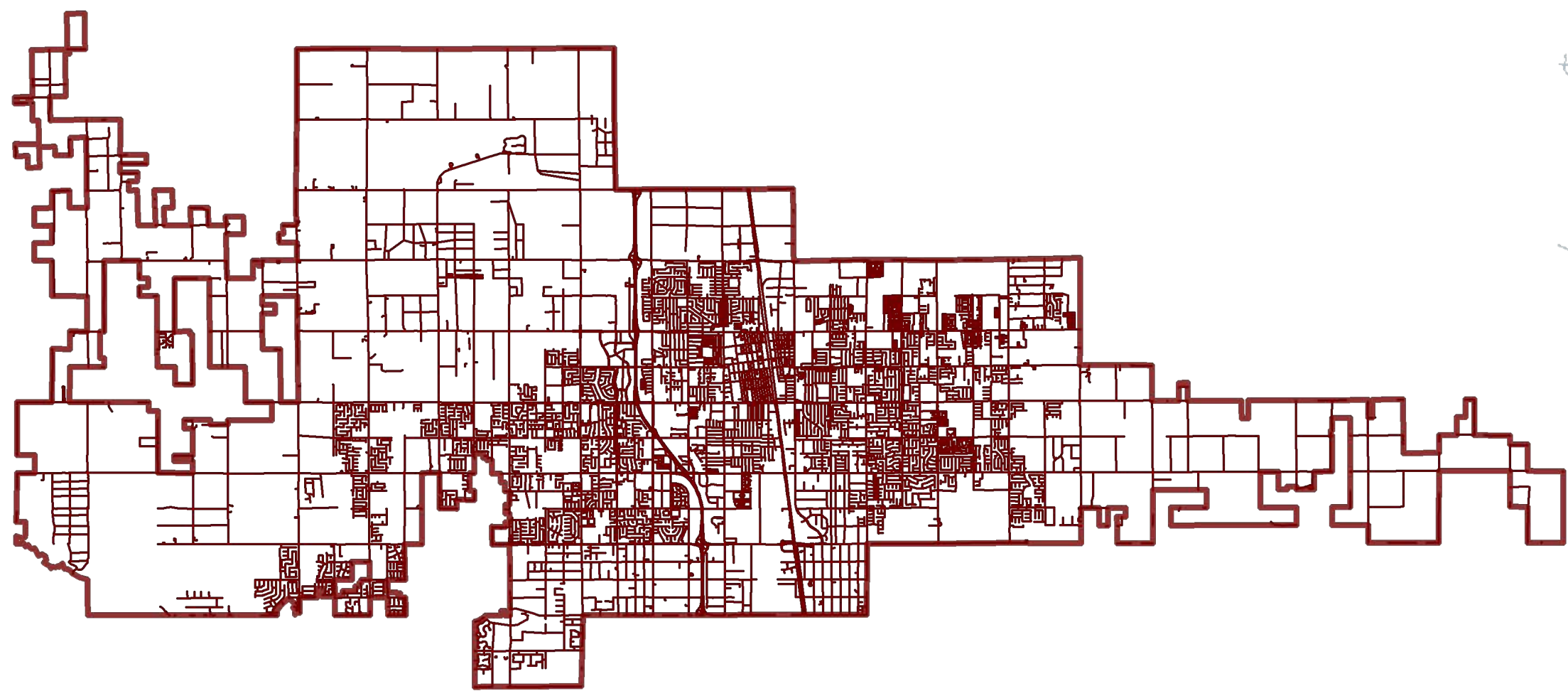




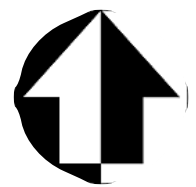
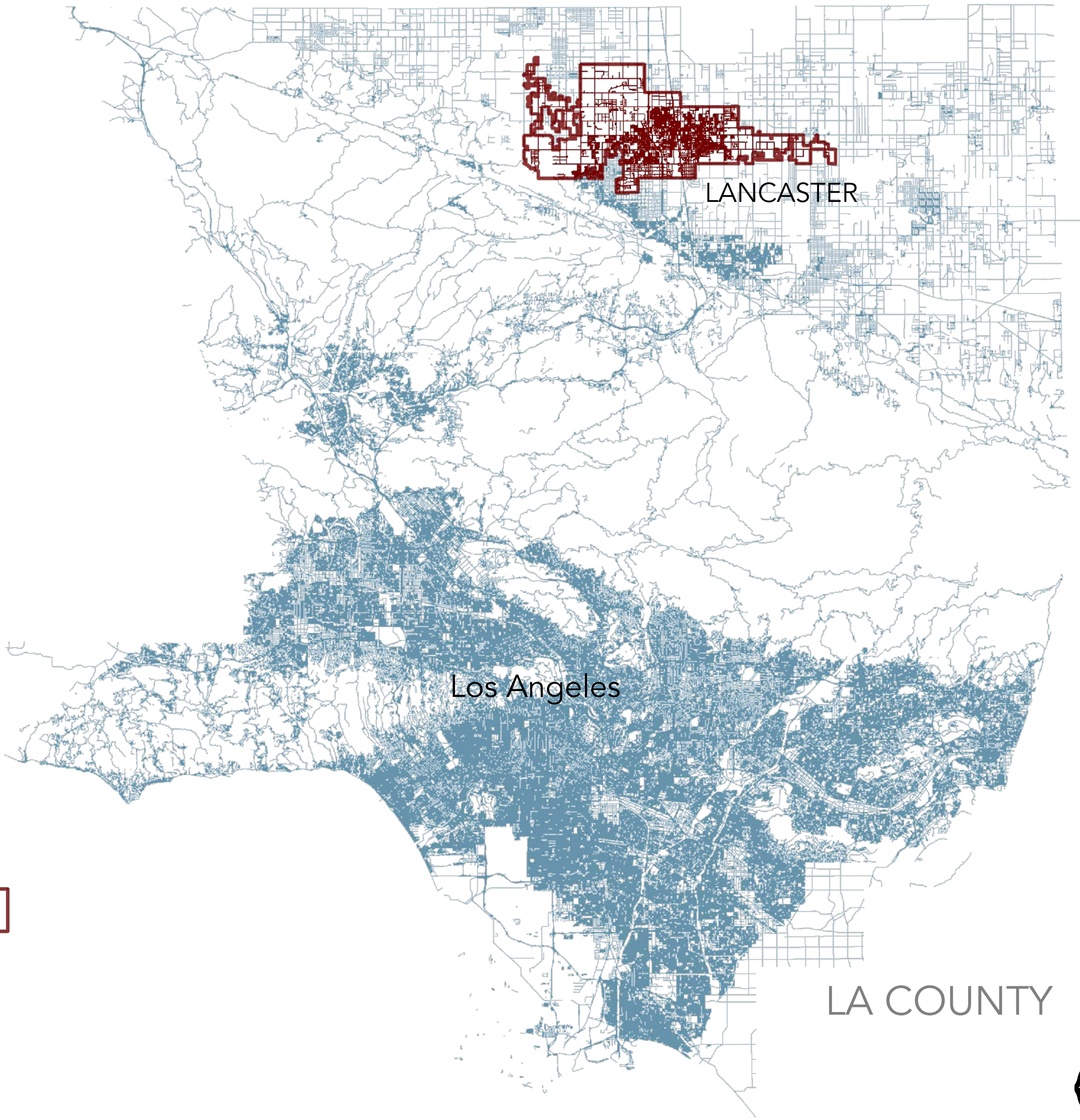
LANCASTER:







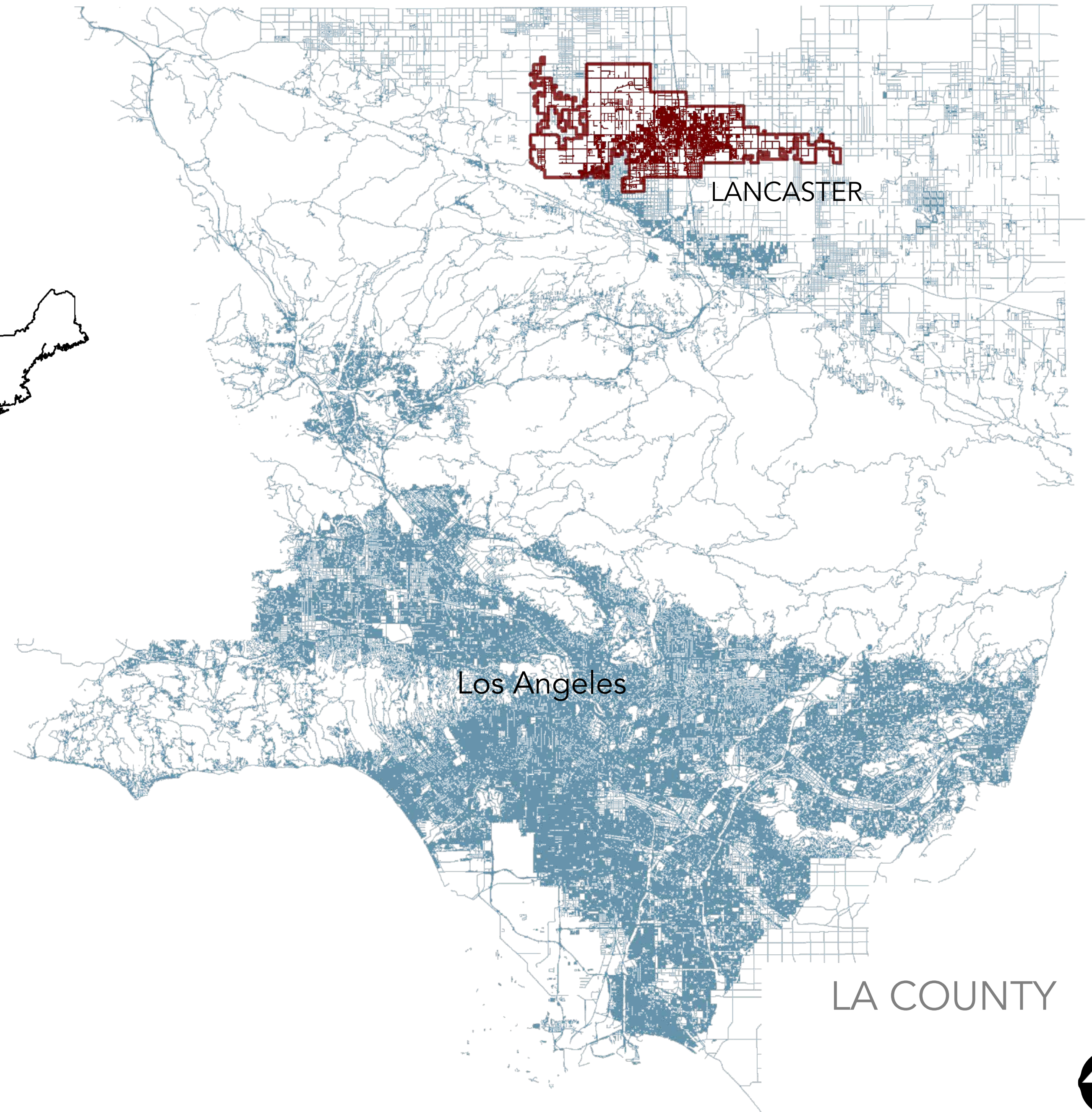
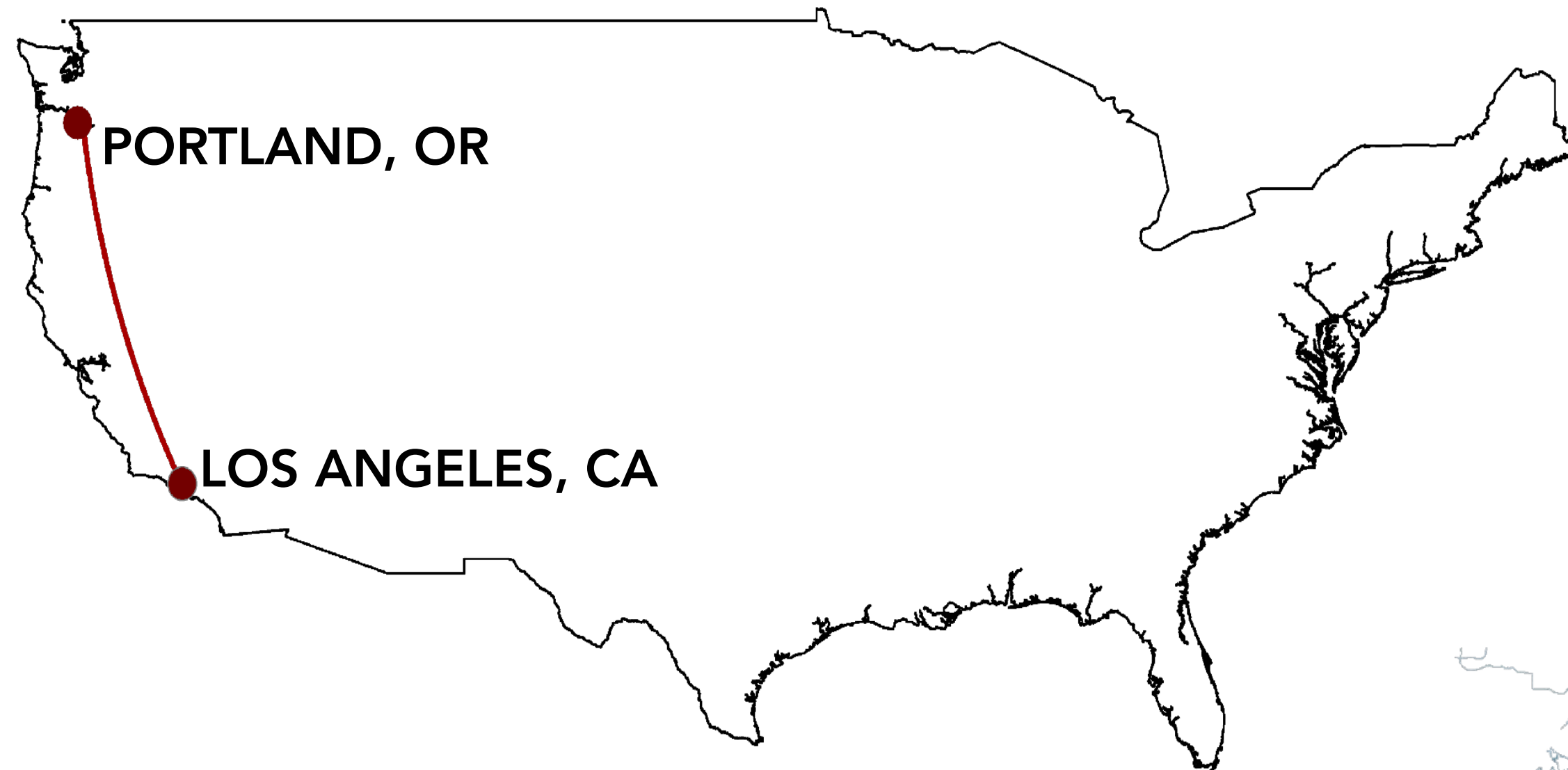
**LANCASTER: 953 MILES**





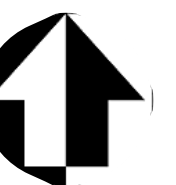
# Paved Roads

City of Lancaster, CA



LA COUNTY

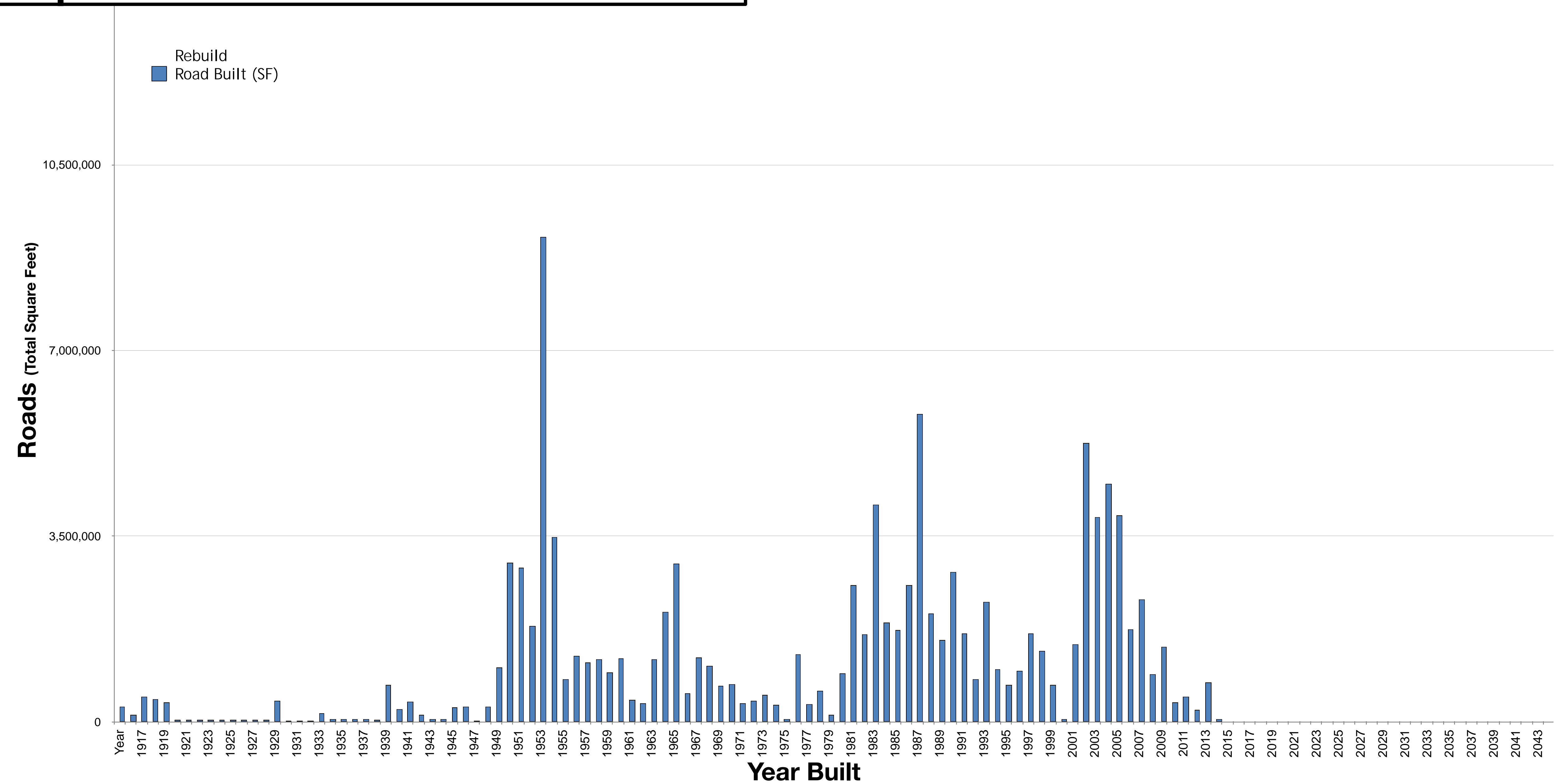
**LANCASTER: 953 MILES**





# Road Construction and Reconstruction

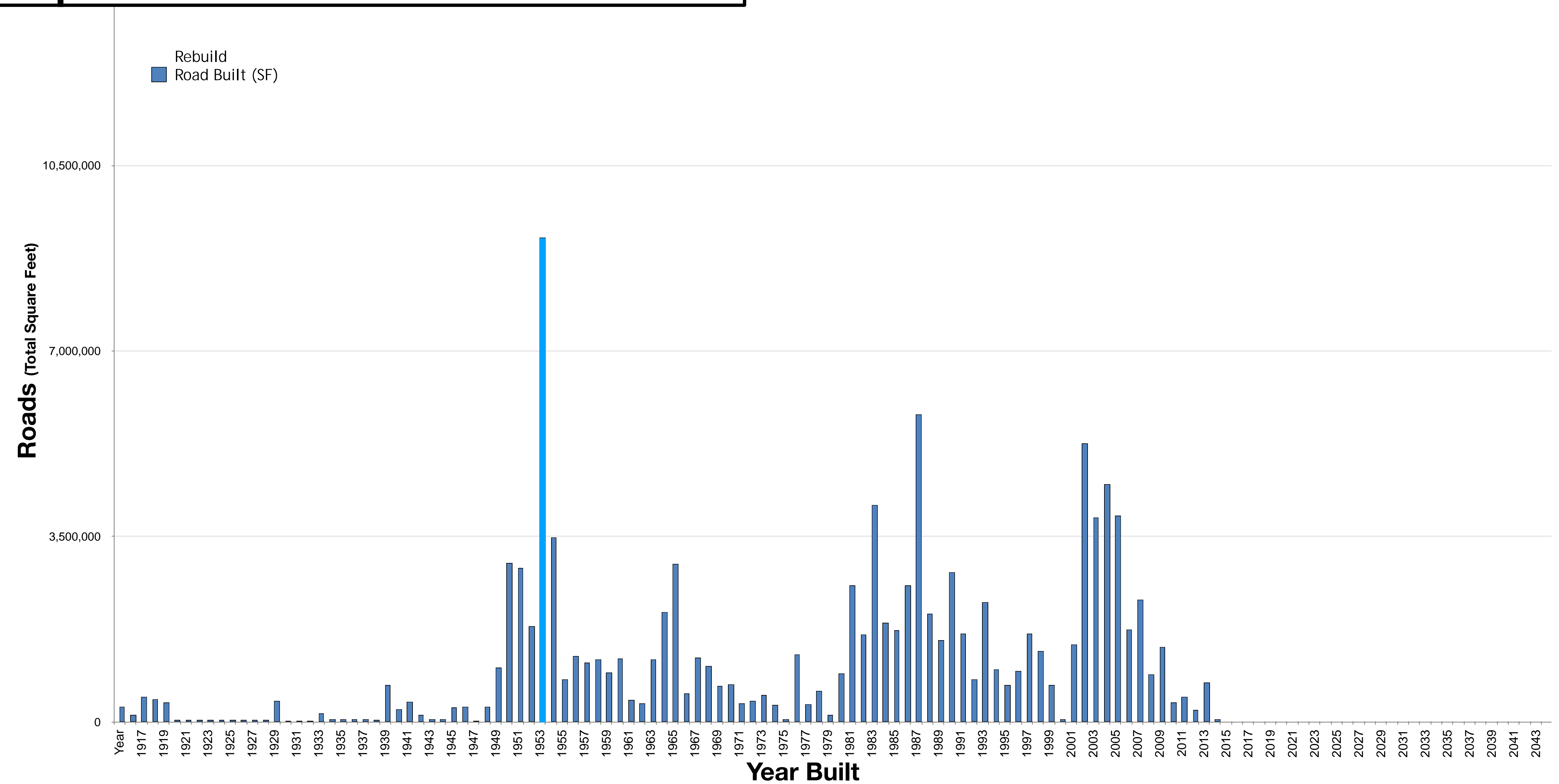
## Lancaster, CA





# Road Construction and Reconstruction

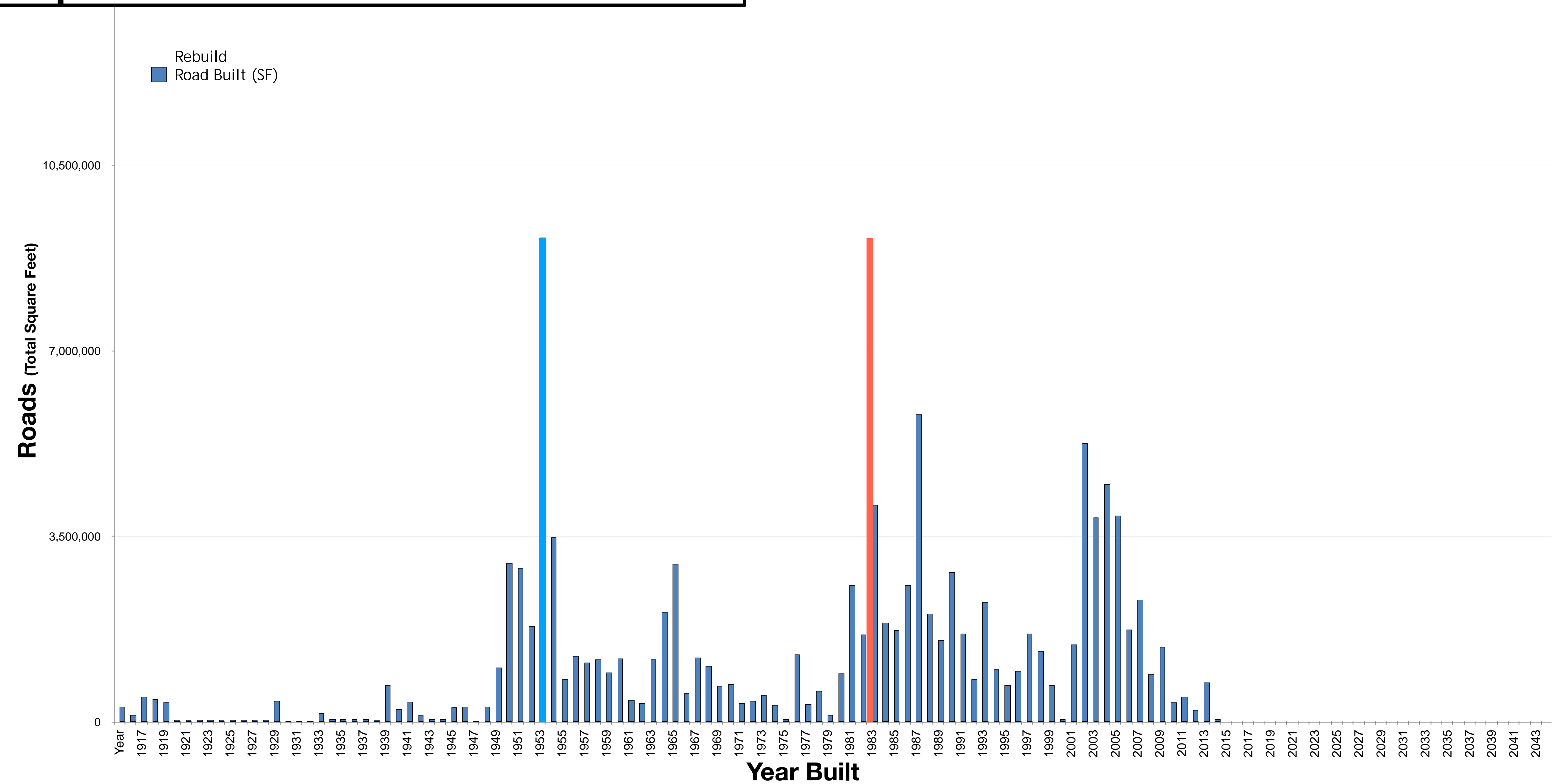
## Lancaster, CA





# Road Construction and Reconstruction

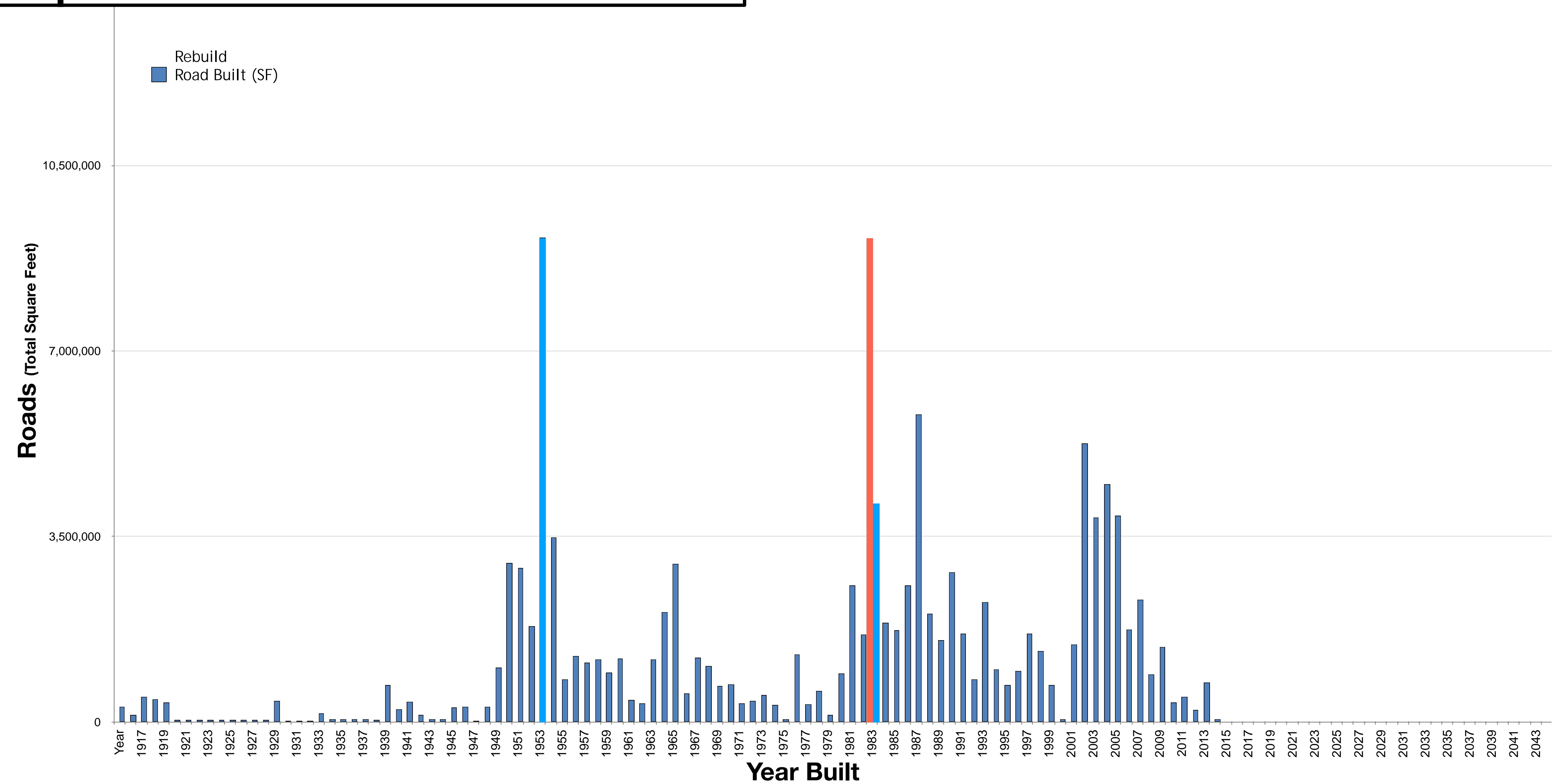
## Lancaster, CA





# Road Construction and Reconstruction

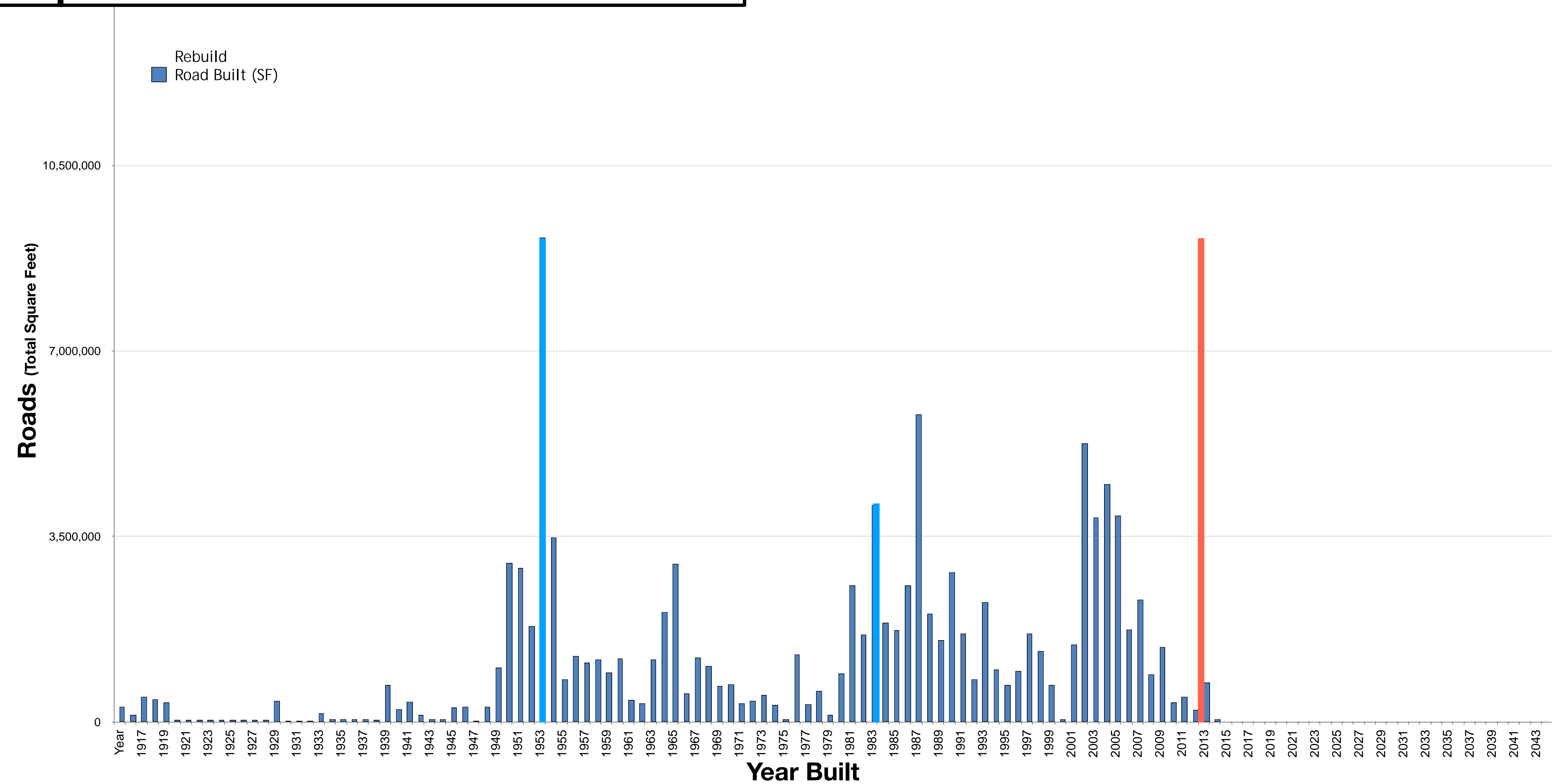
## Lancaster, CA





# Road Construction and Reconstruction

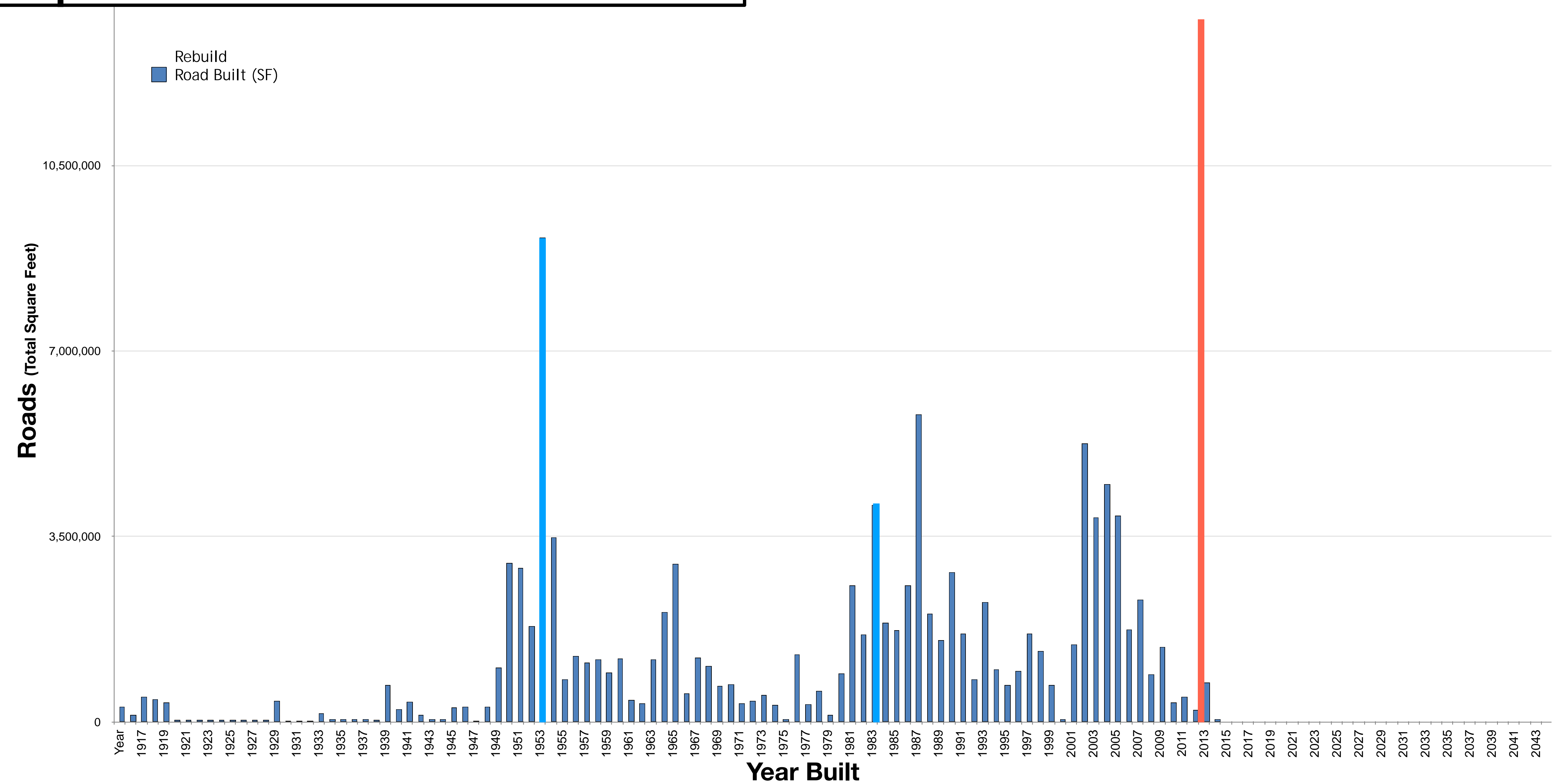
## Lancaster, CA





# Road Construction and Reconstruction

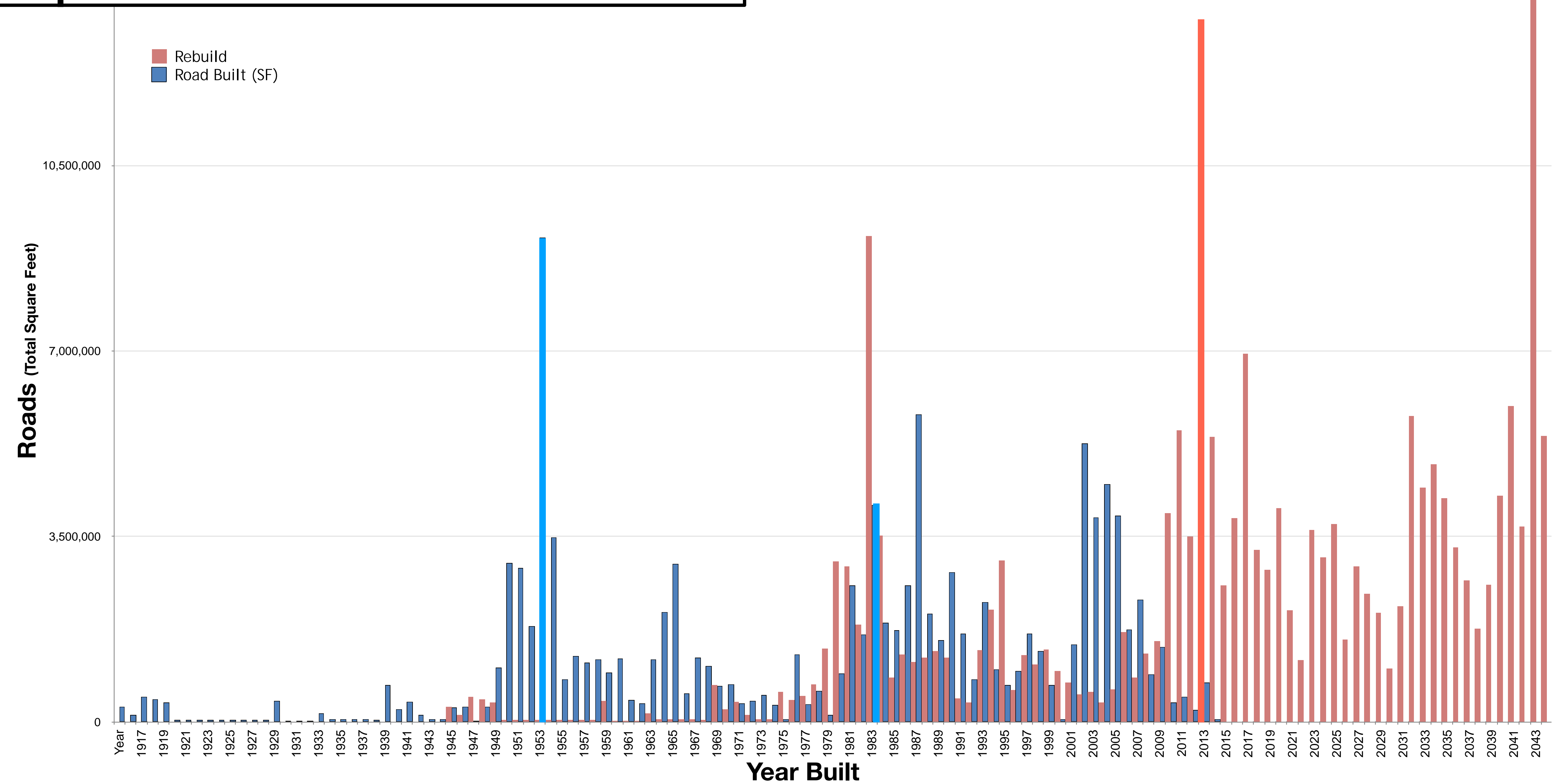
## Lancaster, CA





# Road Construction and Reconstruction

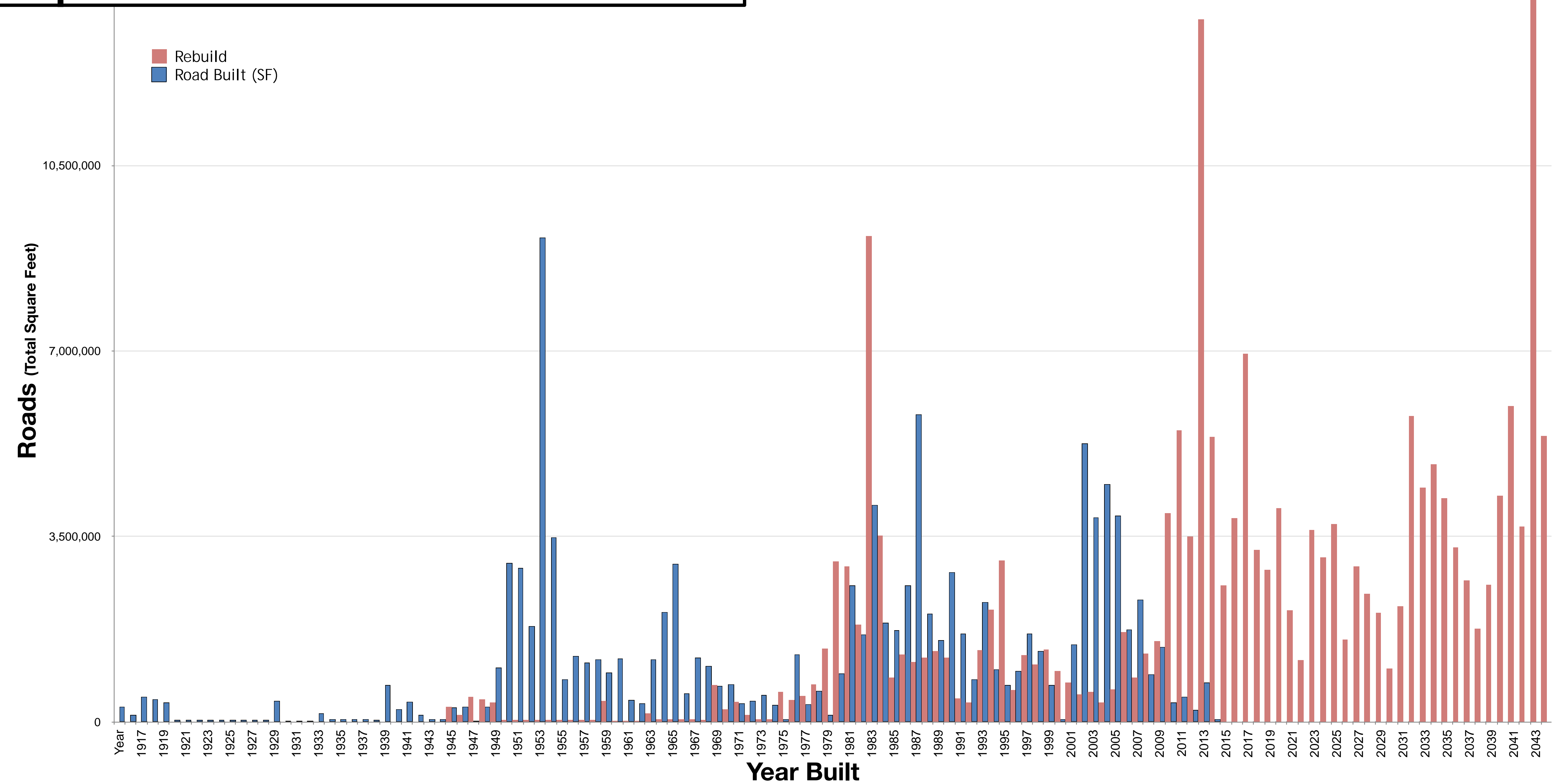
## Lancaster, CA





# Road Construction and Reconstruction

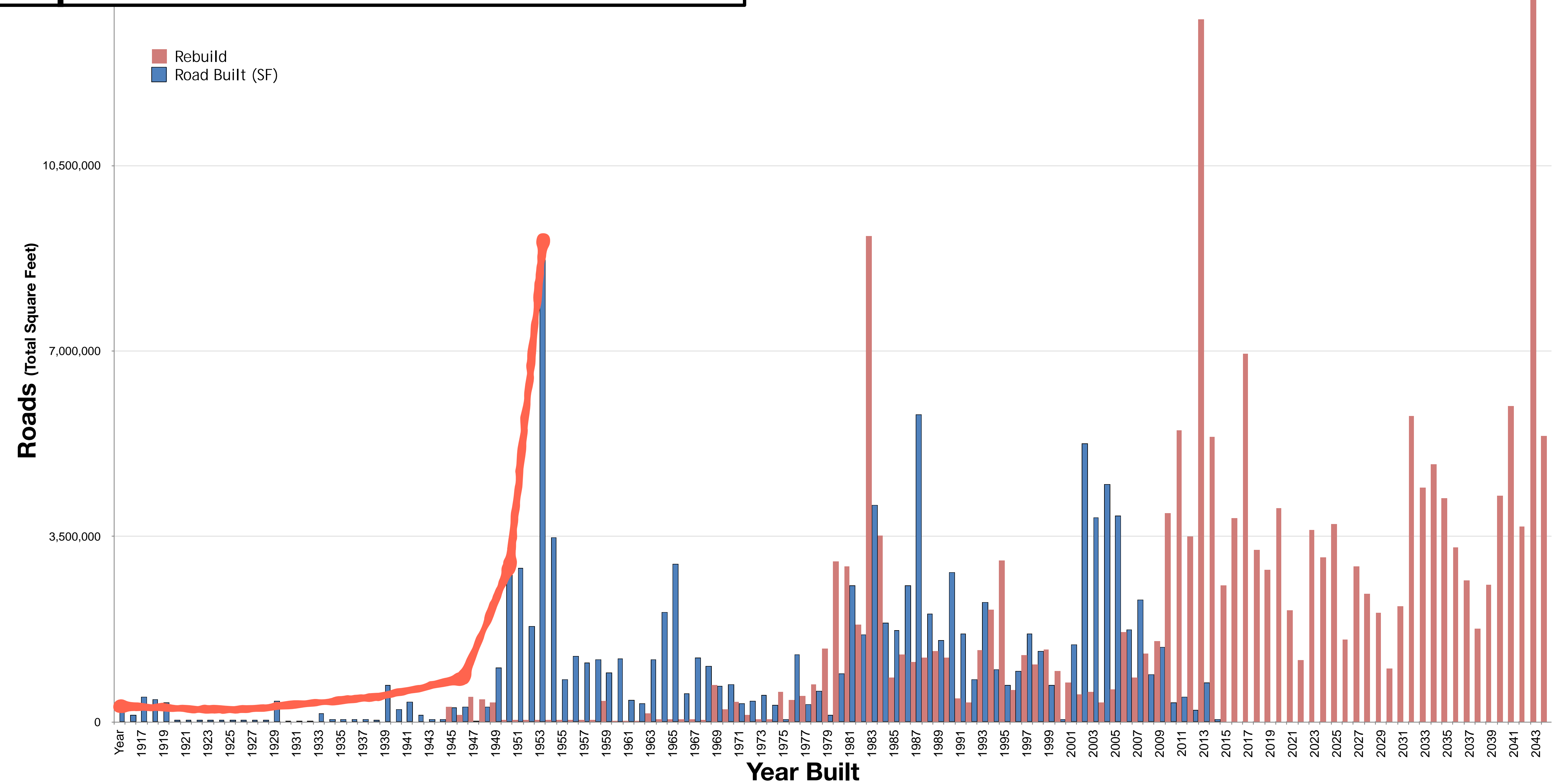
## Lancaster, CA





# Road Construction and Reconstruction

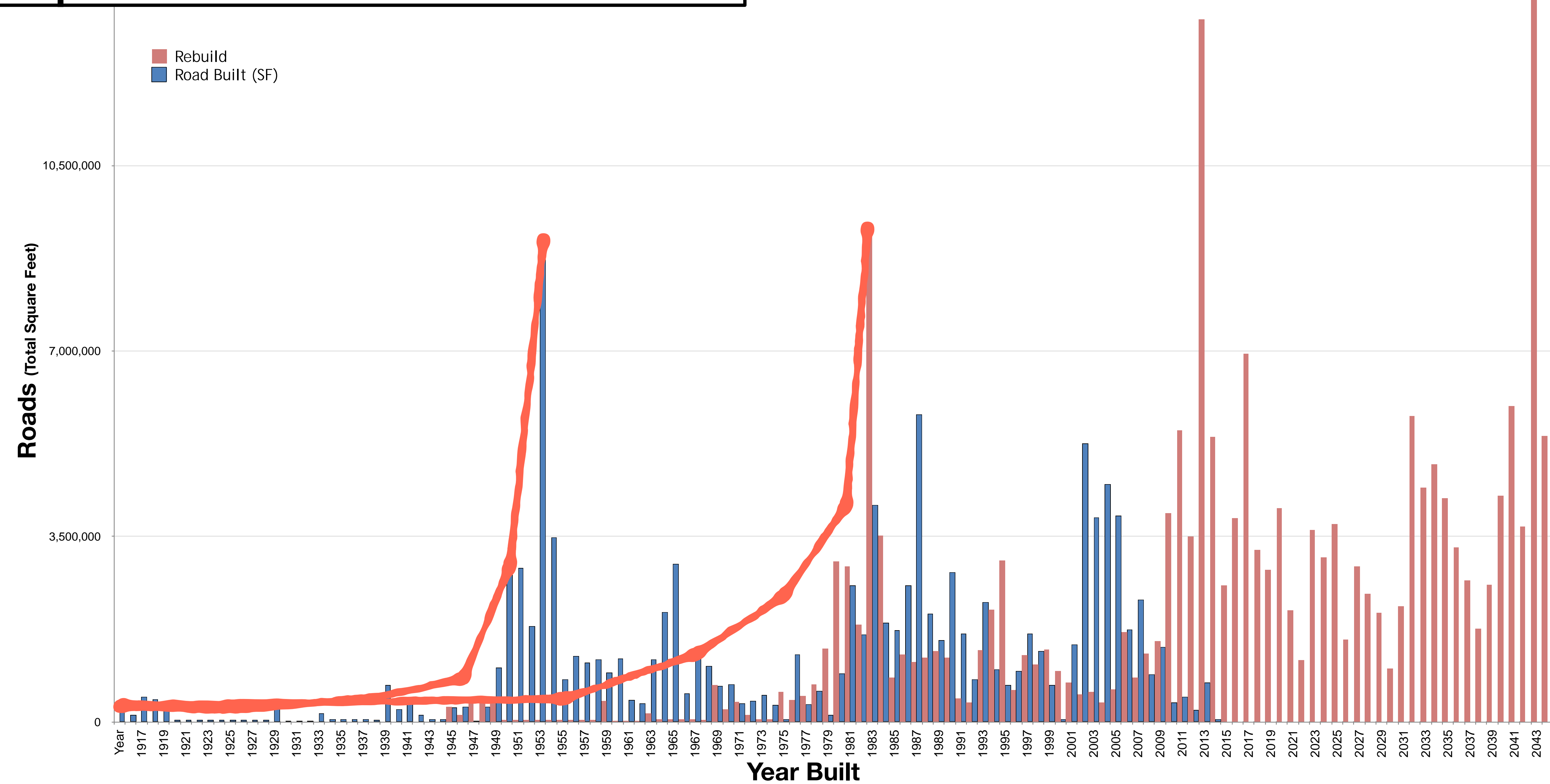
## Lancaster, CA





# Road Construction and Reconstruction

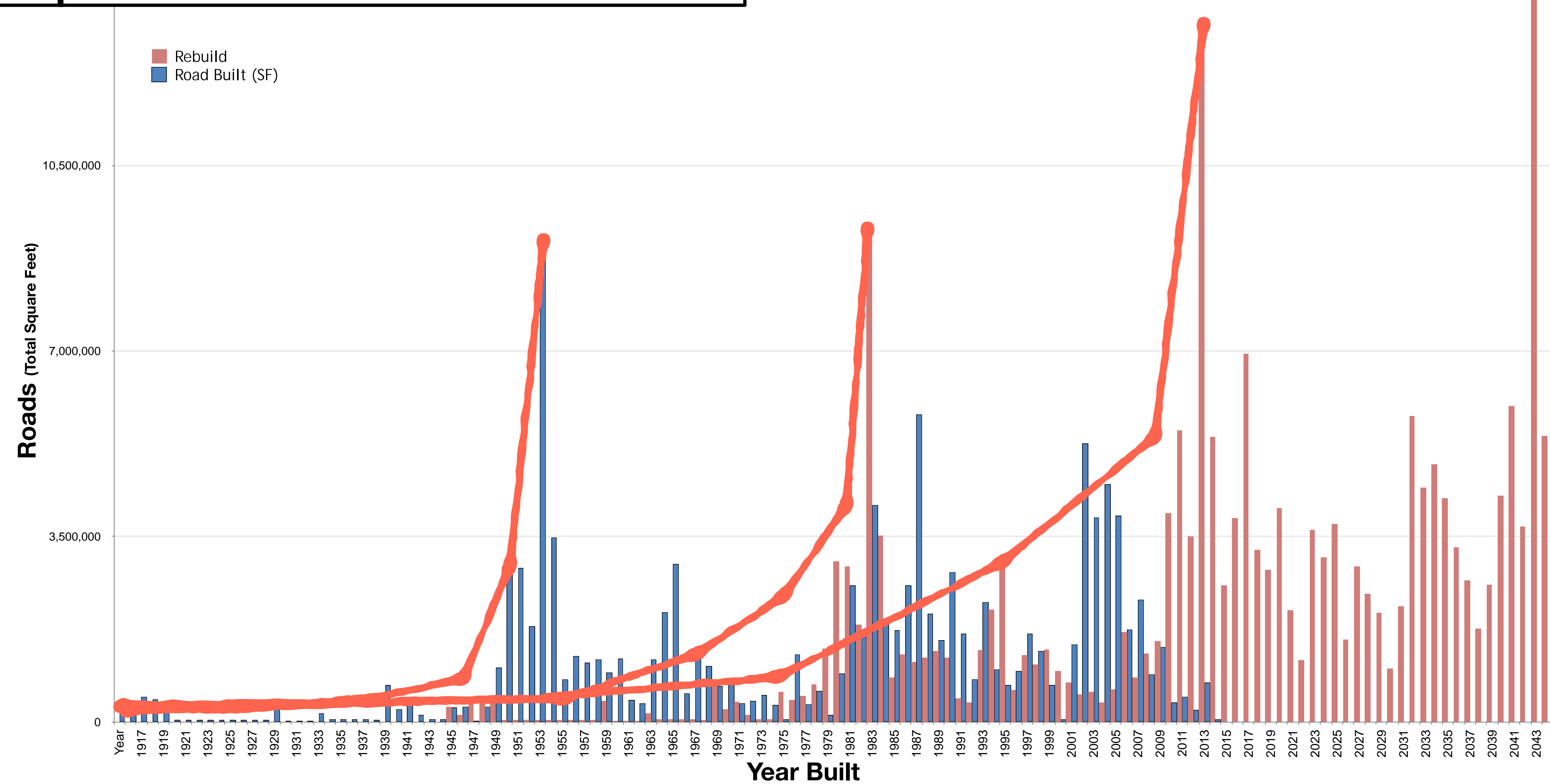
## Lancaster, CA





# Road Construction and Reconstruction

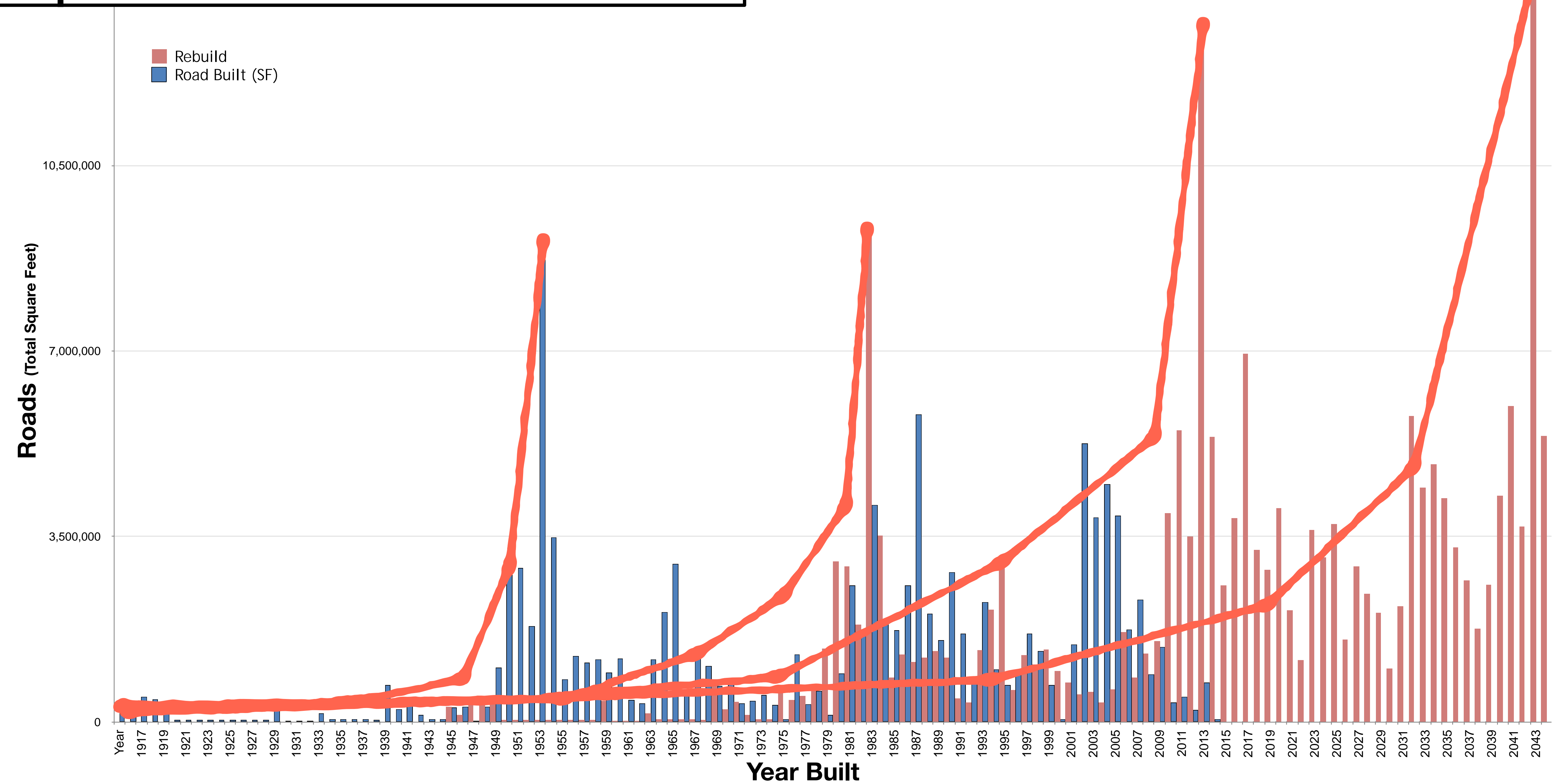
## Lancaster, CA





# Road Construction and Reconstruction

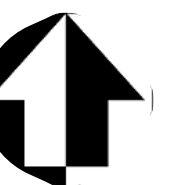
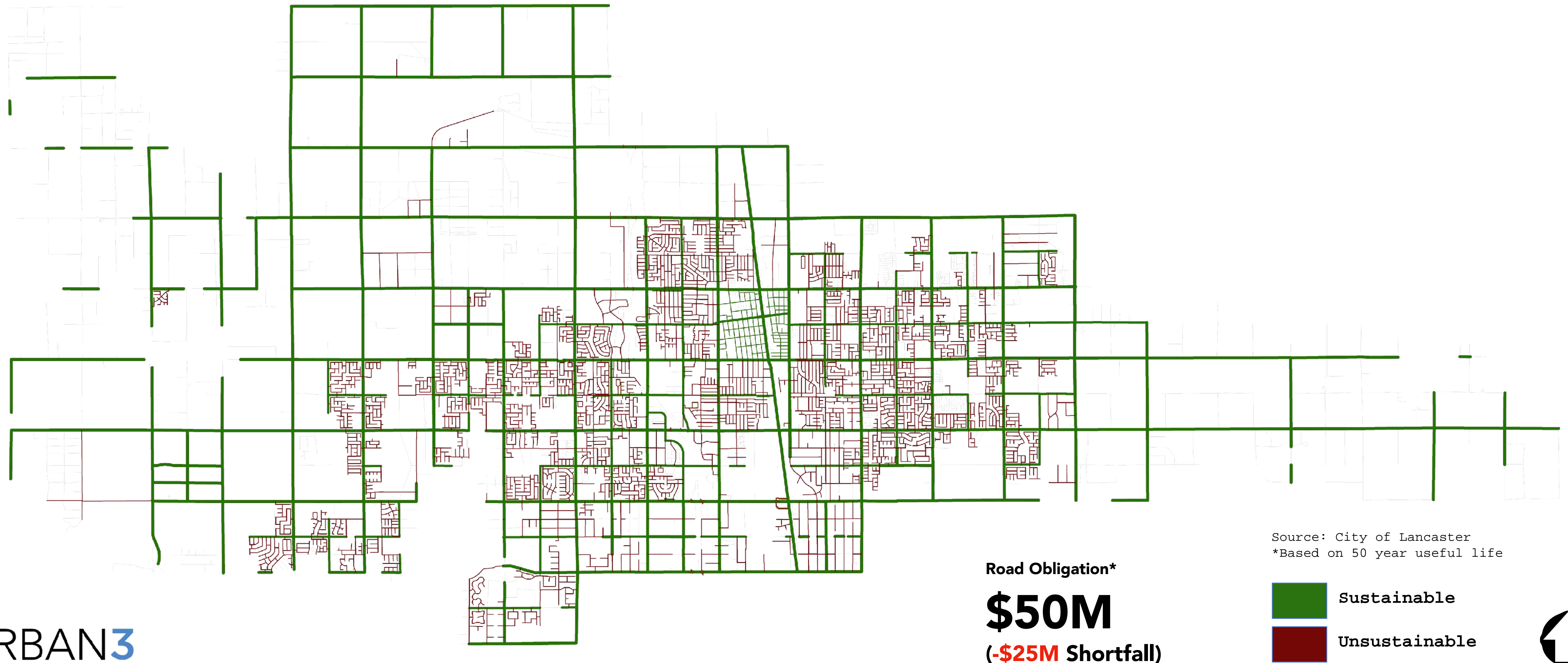
## Lancaster, CA





# What Roads Can You Sustain?

Based on revenue flow, what can we afford? About half the network.





# What Roads Can You Sustain?

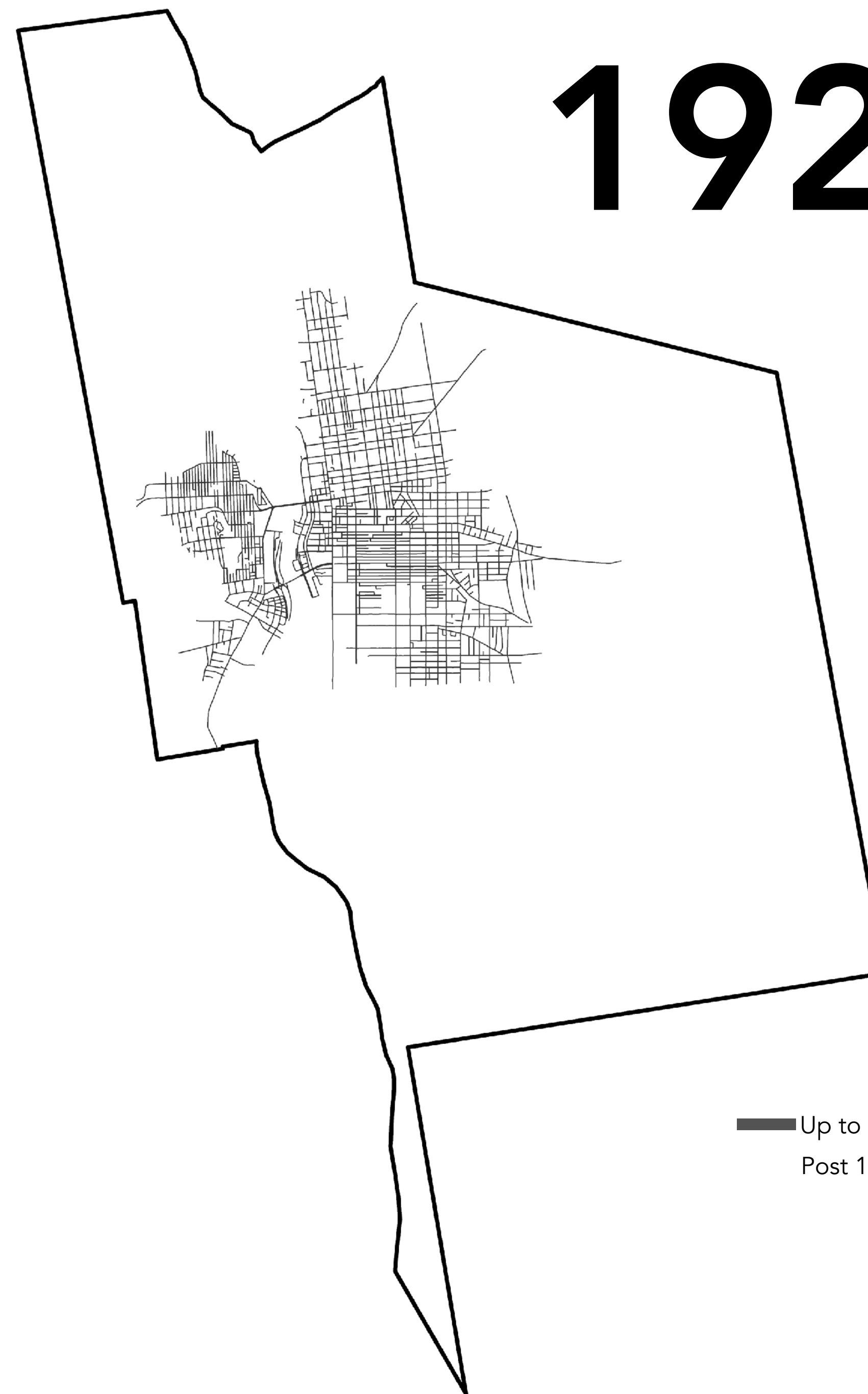
Based on revenue flow, what can we afford? About half the network.



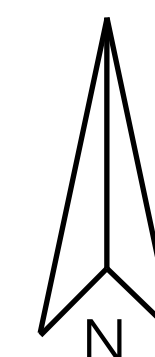


77,000 people

1925



Up to 1925  
Post 1925



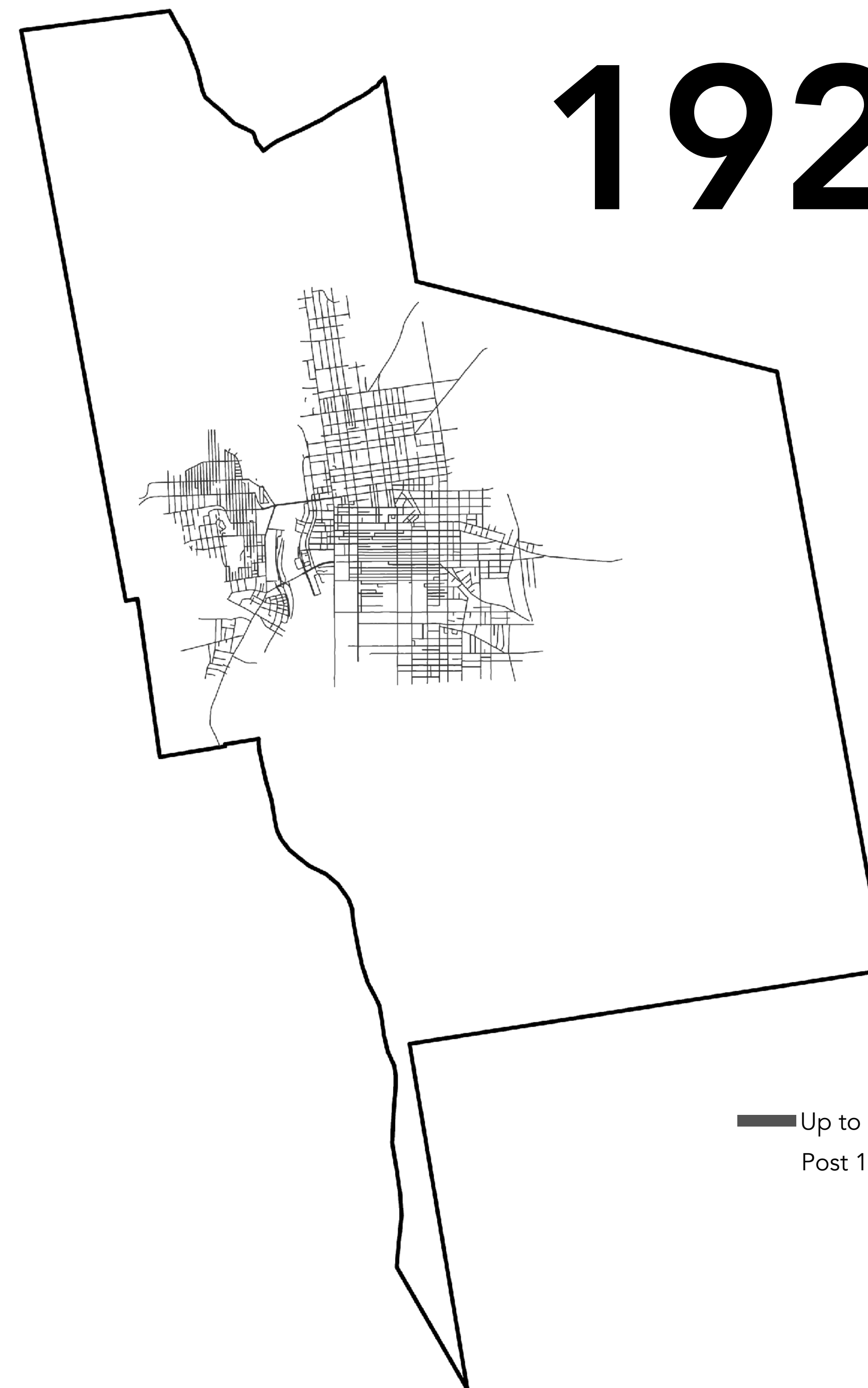
\*Road centerline miles



77,000 people

140 miles\* of road

1925



Up to 1925  
Post 1925



\*Road centerline miles

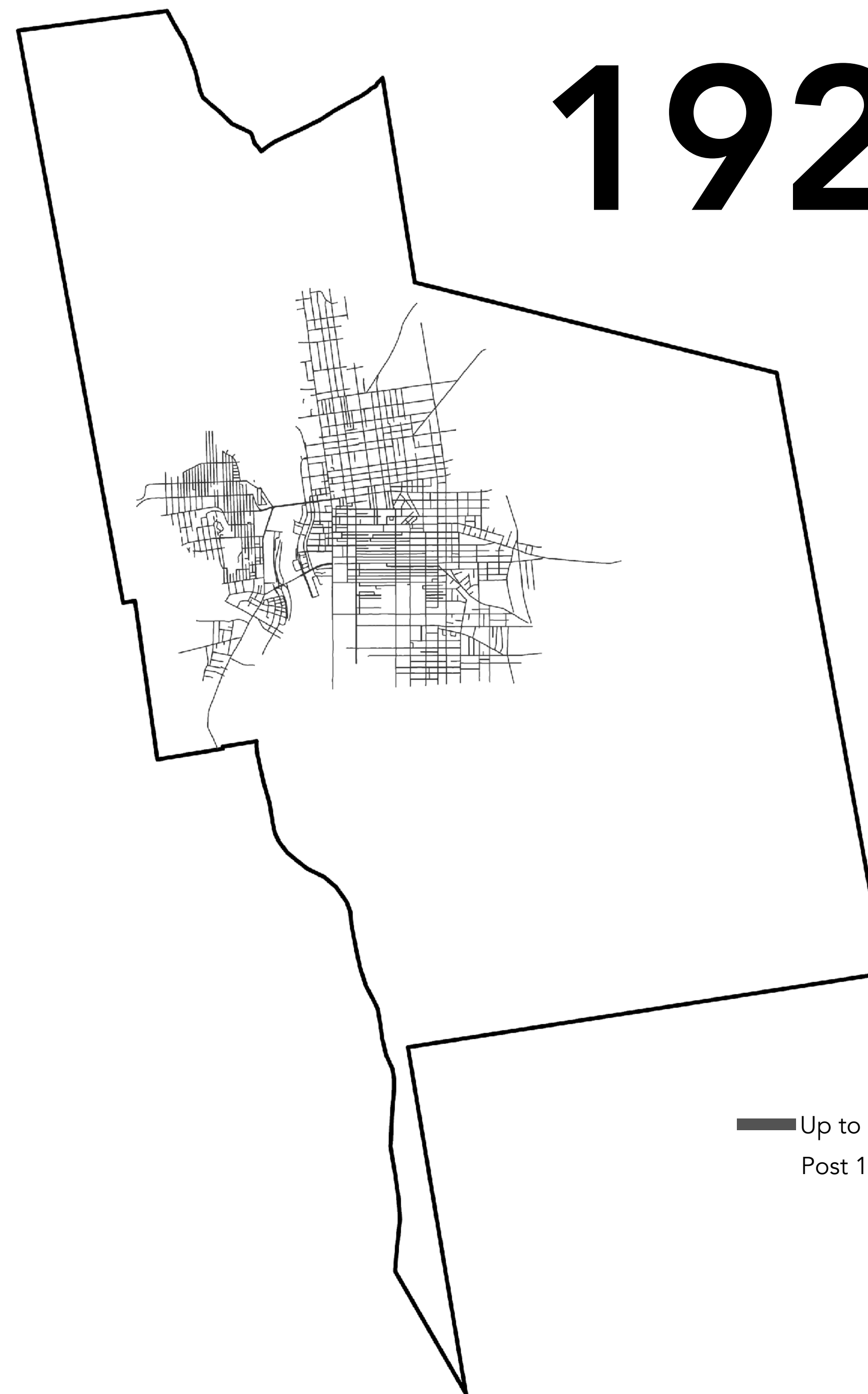


77,000 people

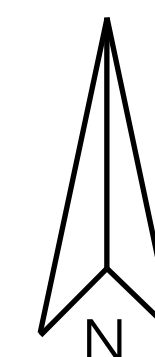
140 miles\* of road

**9.6** feet of road per person

# 1925



— Up to 1925  
— Post 1925

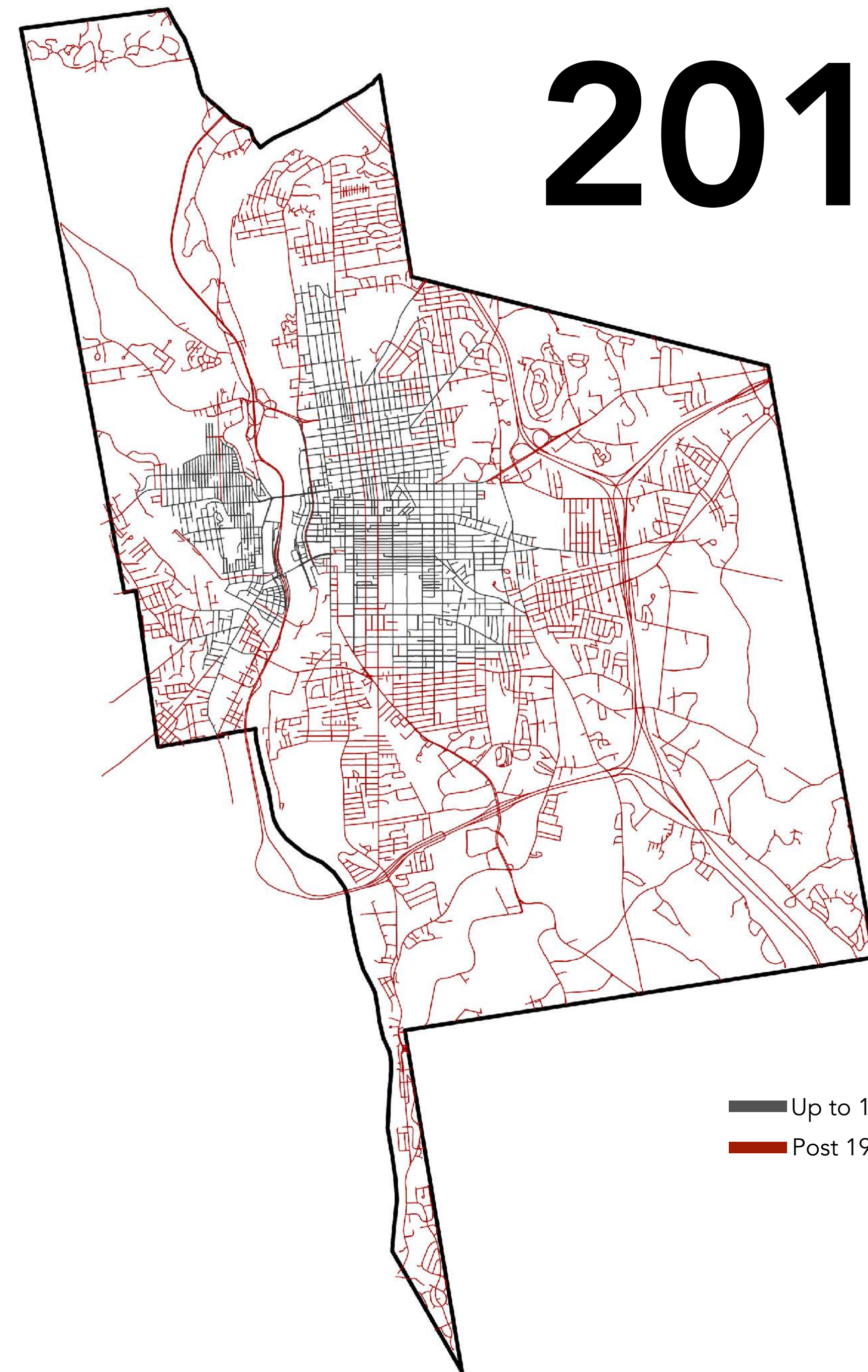


\*Road centerline miles

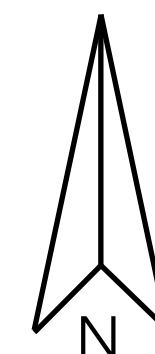


111,000 people

2018



Up to 1925  
Post 1925



\*Road centerline miles



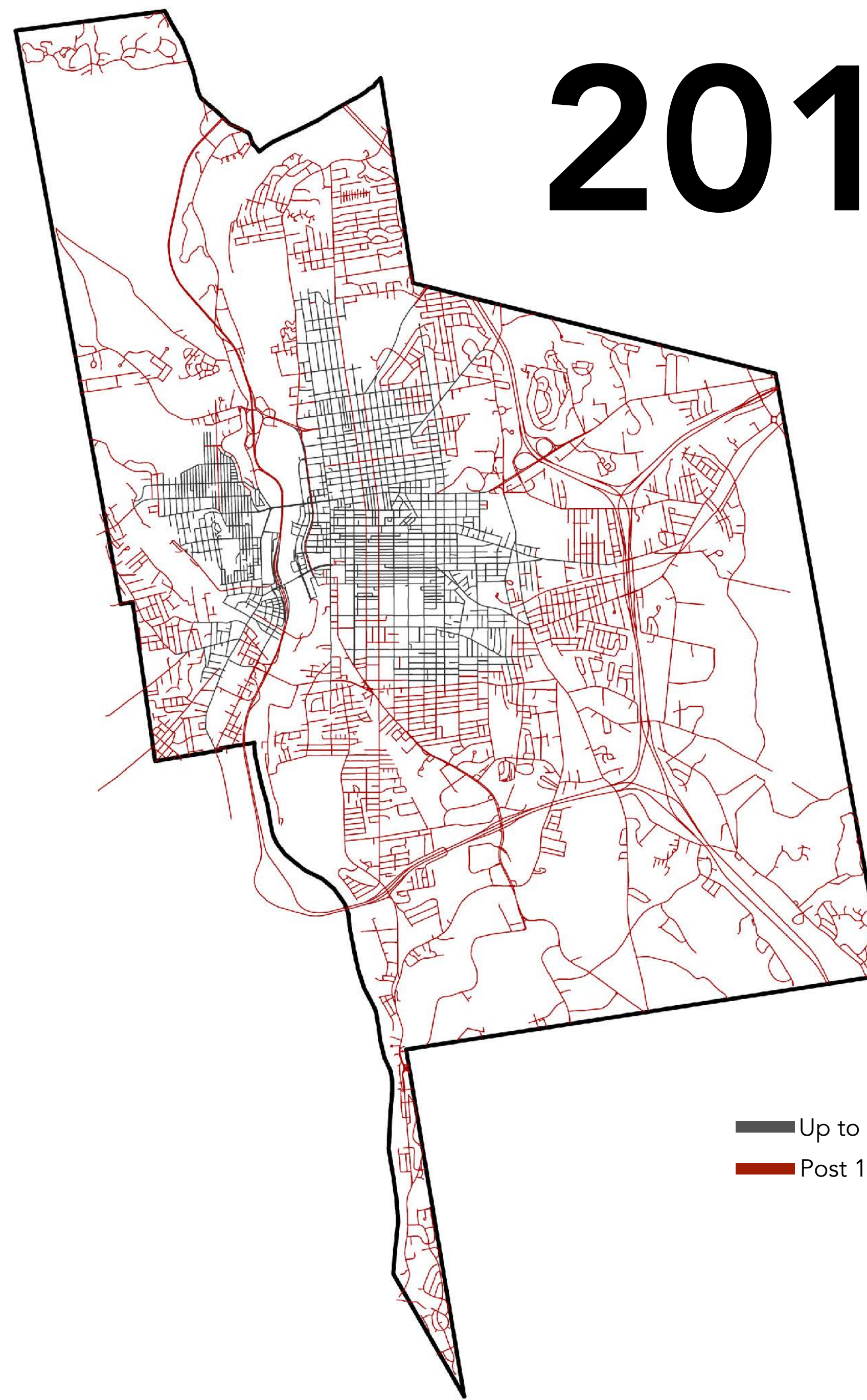
# Roads over Time

Manchester, NH

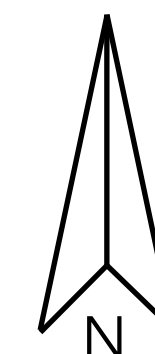
# 2018

111,000 people

535 miles\* of road



— Up to 1925  
— Post 1925



\*Road centerline miles



# Roads over Time

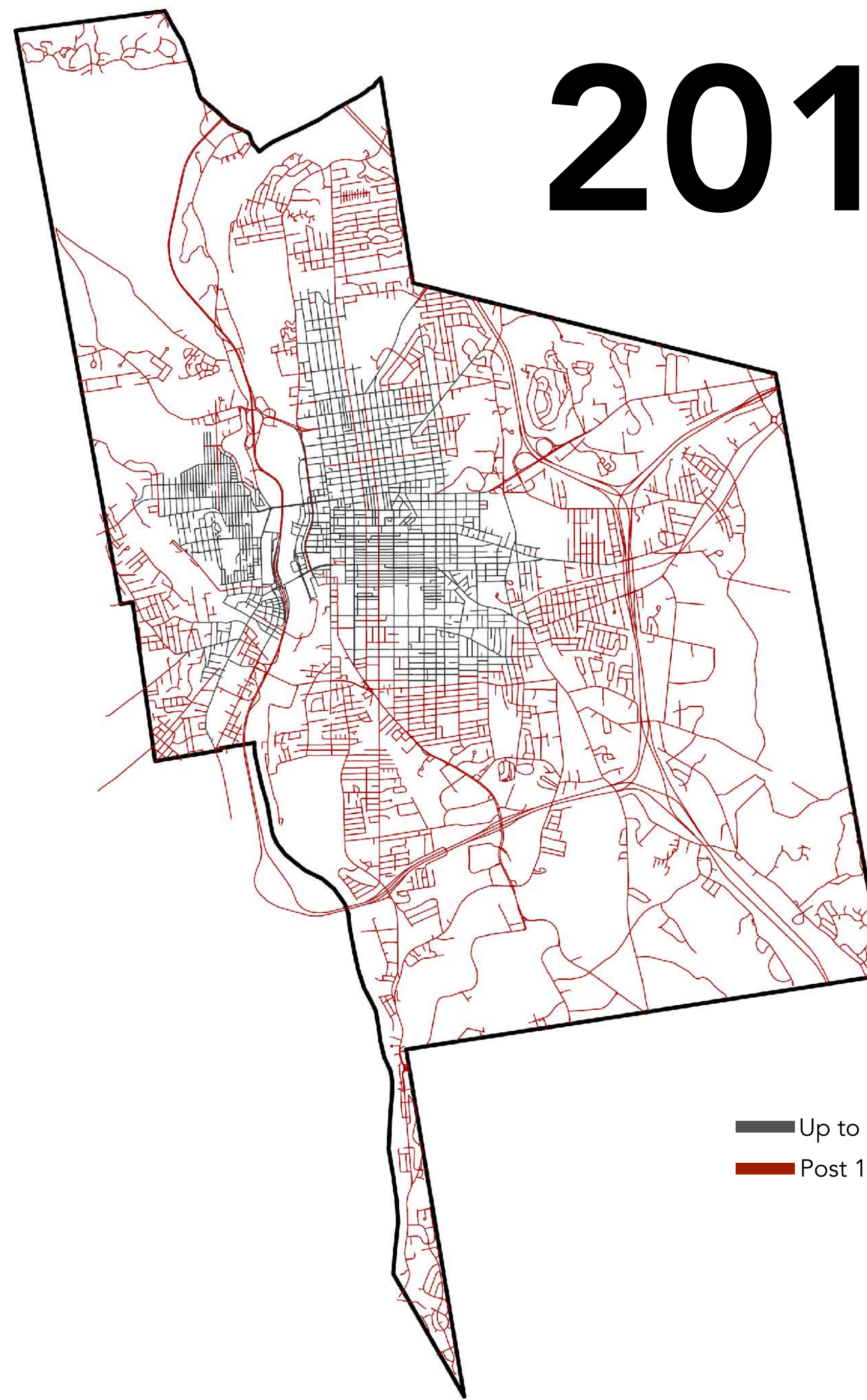
Manchester, NH

# 2018

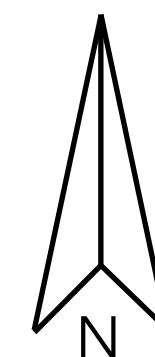
111,000 people

535 miles\* of road

**25.4** feet of road per person



— Up to 1925  
— Post 1925



\*Road centerline miles



# Roads over Time

Manchester, NH

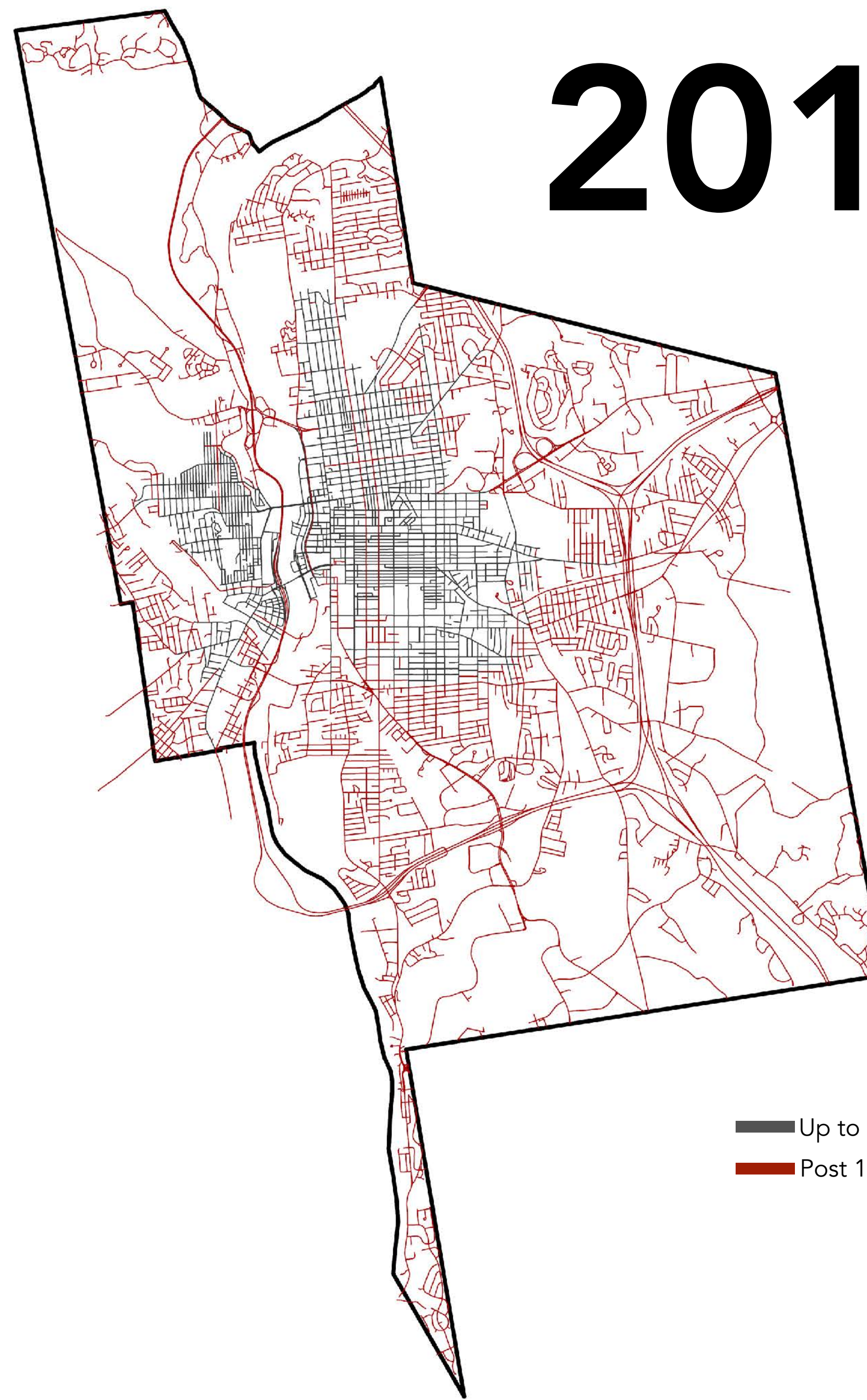
111,000 people

535 miles\* of road

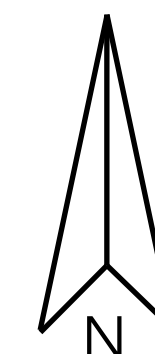
**25.4** feet of road per person

Population **44%**

# 2018



— Up to 1925  
— Post 1925



\*Road centerline miles



111,000 people

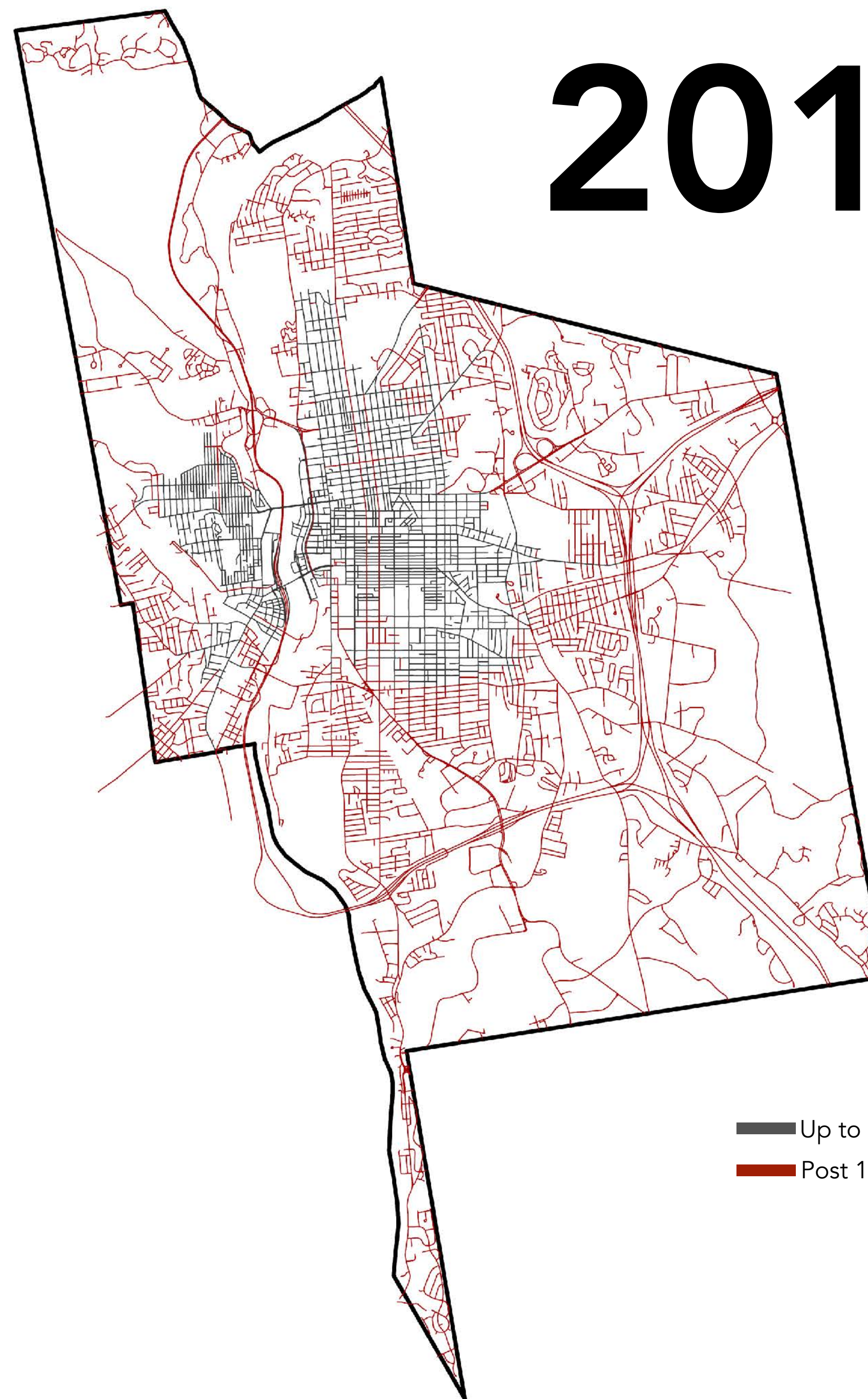
535 miles\* of road

**25.4** feet of road per person

Population **44%**

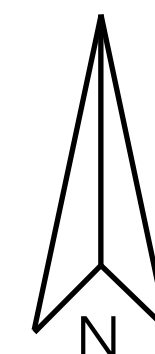
Feet per person

**163% Increase**



# 2018

— Up to 1925  
— Post 1925



\*Road centerline miles



Question:

---

**OK. So now what?**

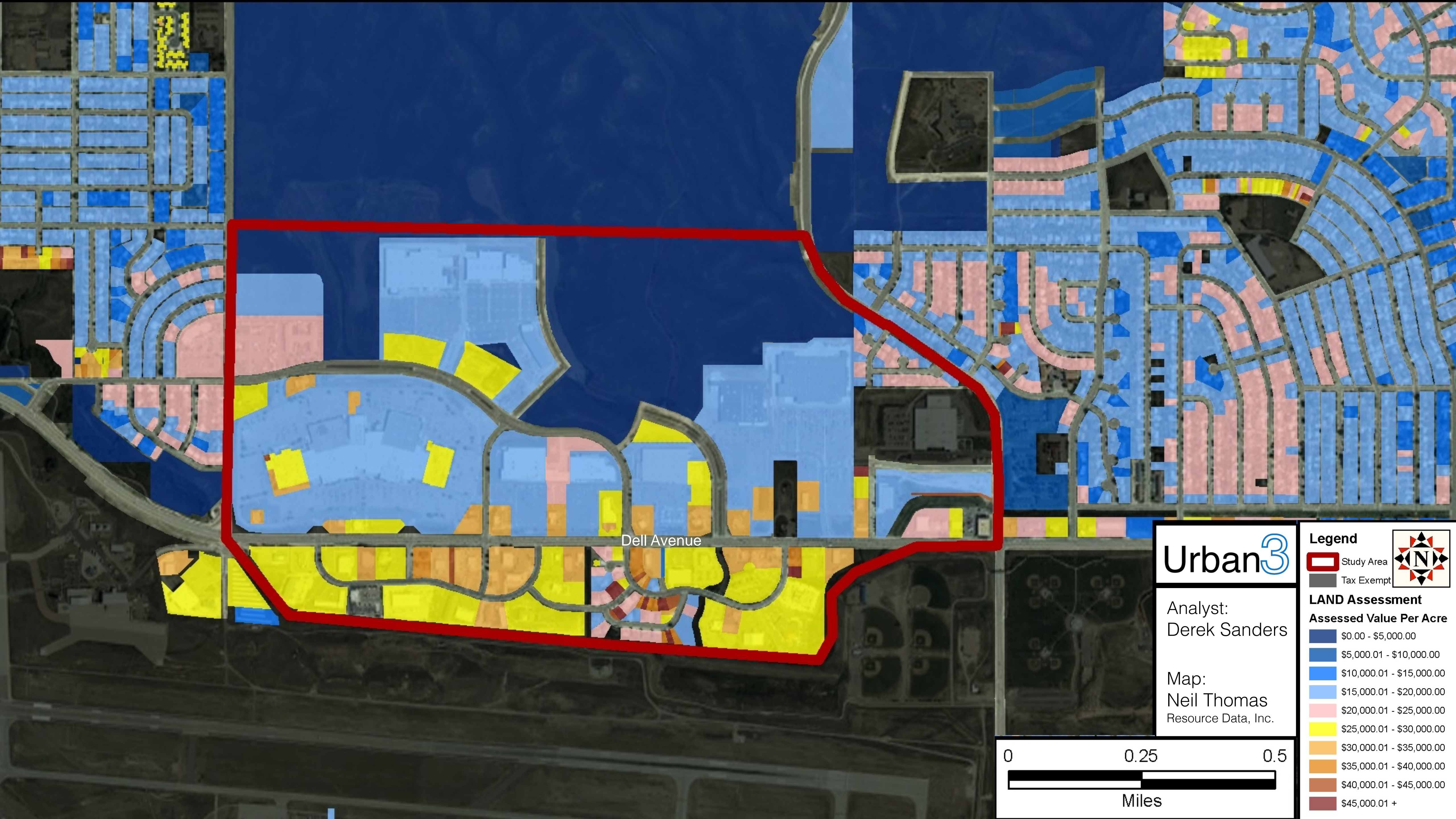


What you can do:

---

# 1. Do more analytics.

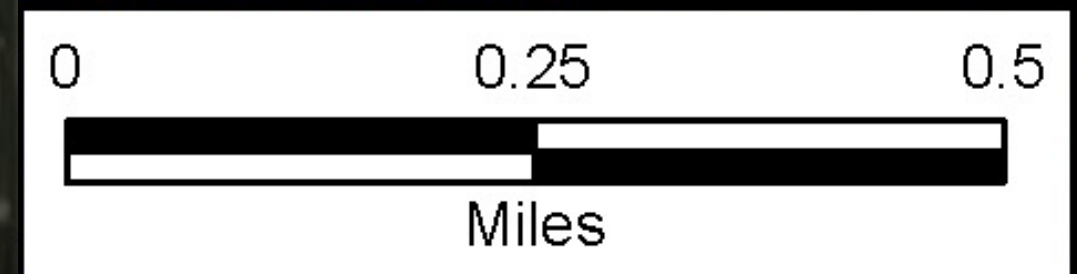




**Urban3**

Analyst:  
Derek Sanders

Map:  
Neil Thomas  
Resource Data, Inc.



**Legend**

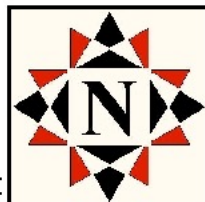
Study Area

Tax Exempt

**LAND Assessment**

**Assessed Value Per Acre**

	\$0.00 - \$5,000.00
	\$5,000.01 - \$10,000.00
	\$10,000.01 - \$15,000.00
	\$15,000.01 - \$20,000.00
	\$20,000.01 - \$25,000.00
	\$25,000.01 - \$30,000.00
	\$30,000.01 - \$35,000.00
	\$35,000.01 - \$40,000.00
	\$40,000.01 - \$45,000.00
	\$45,000.01 +







Dell Avenue

**FAIR+EQUITABLE**

AUGUST 2019 | VOLUME 17 | NUMBER 7

A publication of IAAO on appraisal and appraisal management, within the property assessment industry.

# DON'T CUT ME OFF!

USING POST-VALUATION DATE EVIDENCE IN APPRAISALS | 8

**INSIDE**

**IAAO CONFERENCE SESSION HIGHLIGHTS**  
Available session topics are vast and wide for 2019. | 17

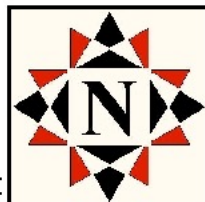
**HIGHEST AND BEST USE**  
TEGoVA extends Highest and Best Use value to encompass Hope Value | 28





**Legend**

-  Study Area
-  Tax Exempt



**LAND Assessment**

**Assessed Value Per Acre**

-  \$0.00 - \$5,000.00
-  \$5,000.01 - \$10,000.00
-  \$10,000.01 - \$15,000.00
-  \$15,000.01 - \$20,000.00
-  \$20,000.01 - \$25,000.00
-  \$25,000.01 - \$30,000.00
-  \$30,000.01 - \$35,000.00
-  \$35,000.01 - \$40,000.00
-  \$40,000.01 - \$45,000.00
-  \$45,000.01 +





# Tax Code

4444  
747444

4444  
747444  
747444





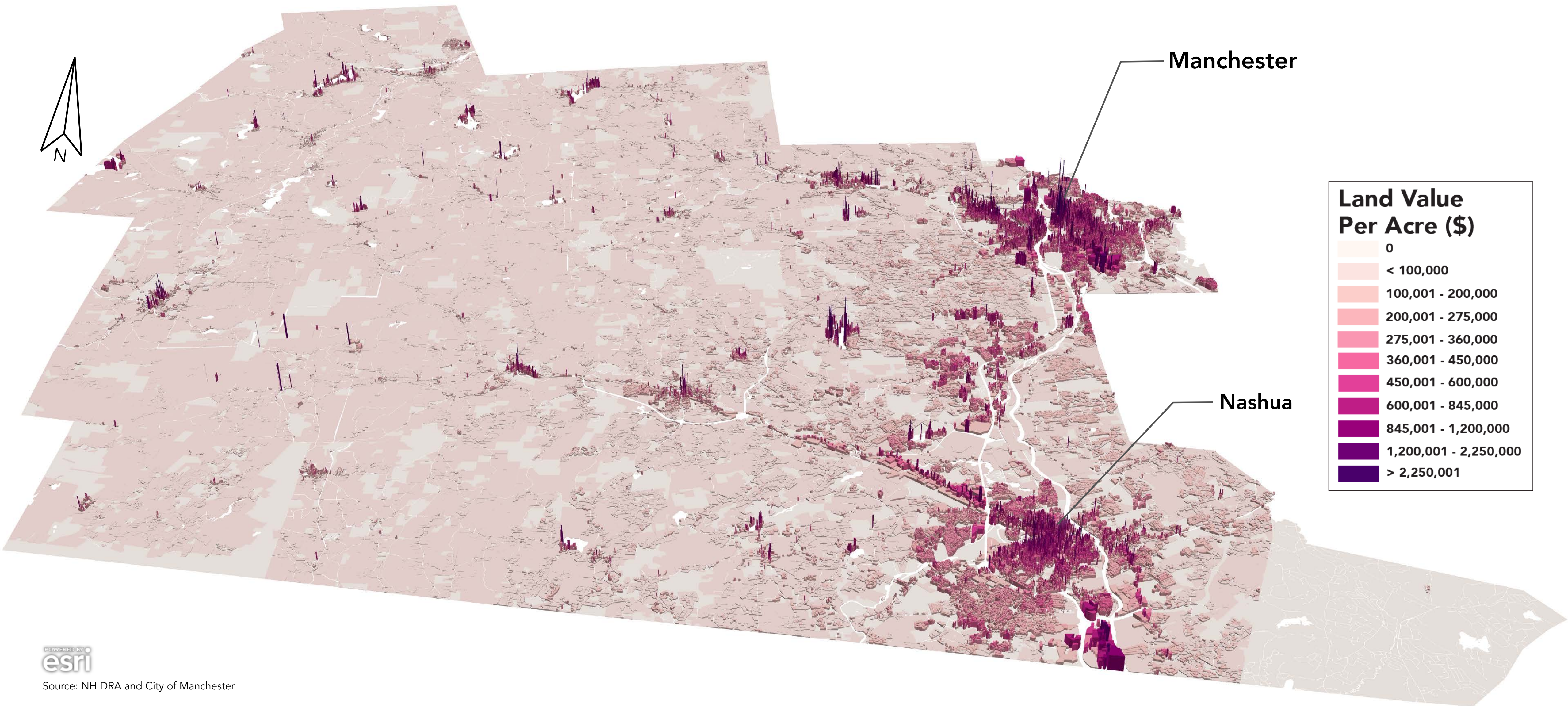
MARKET FORCES





**Larry Clark**







# Land Value Per Acre

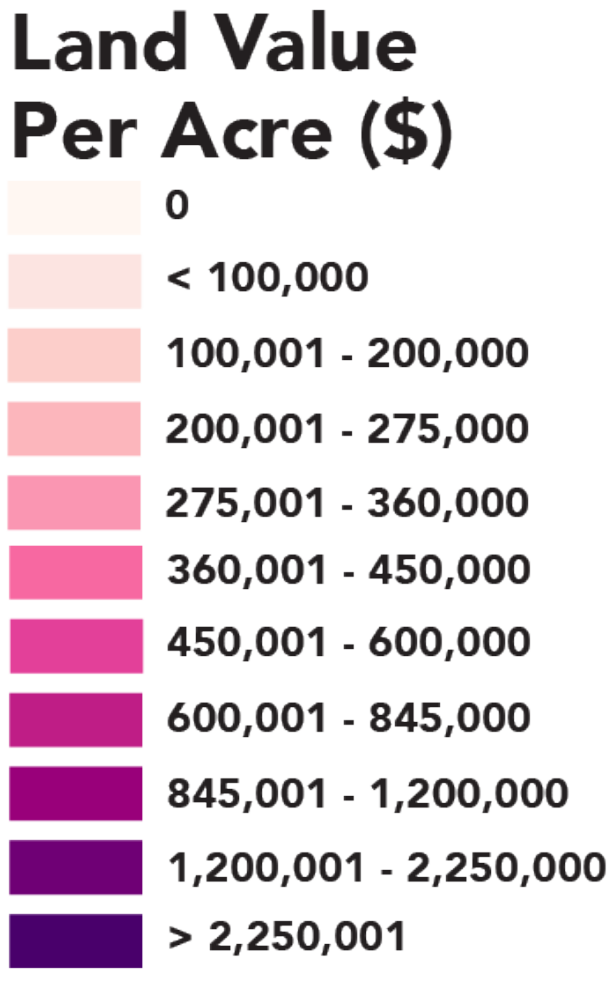
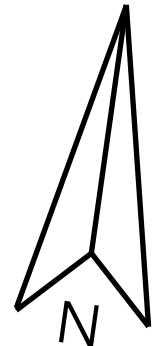
Hillsborough Co , NH

Manchester

INTERSTATE  
93

INTERSTATE  
293

Nashua

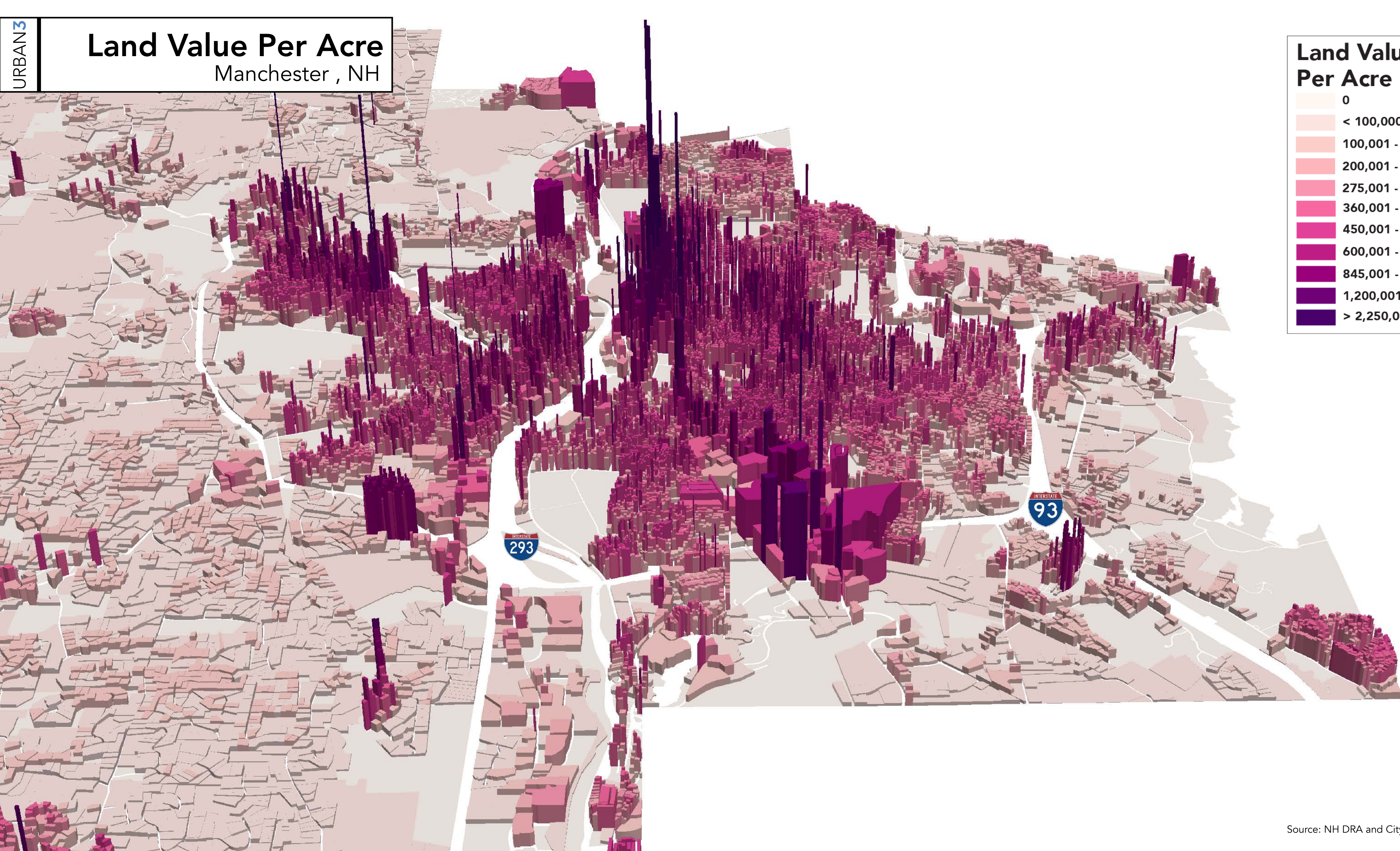
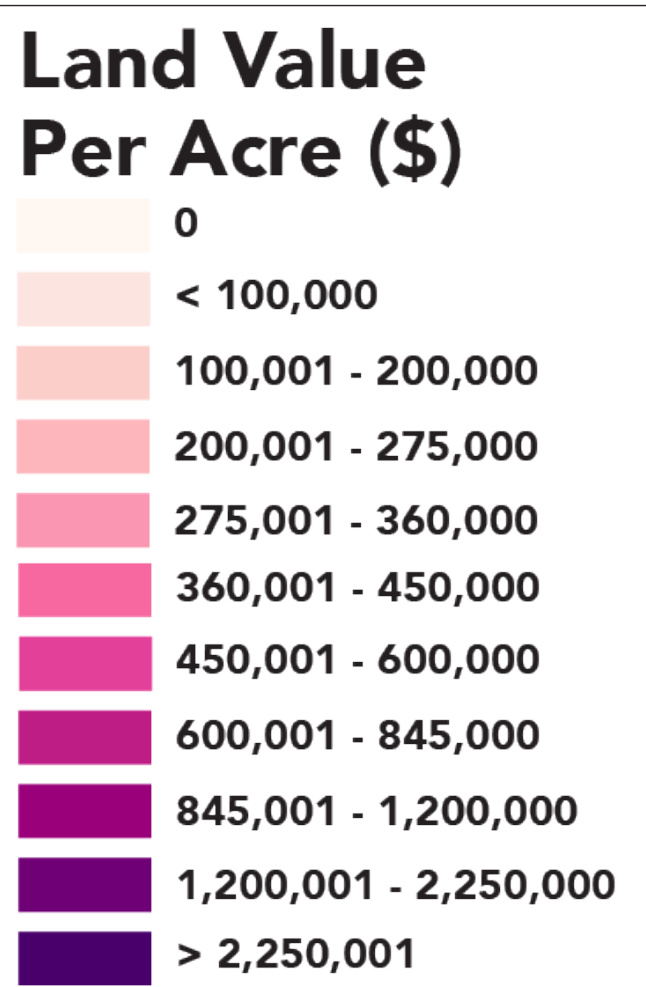


Source: NH DRA and City of Manchester



# Land Value Per Acre

Manchester , NH



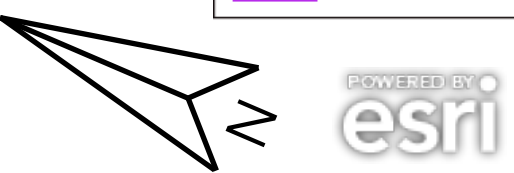
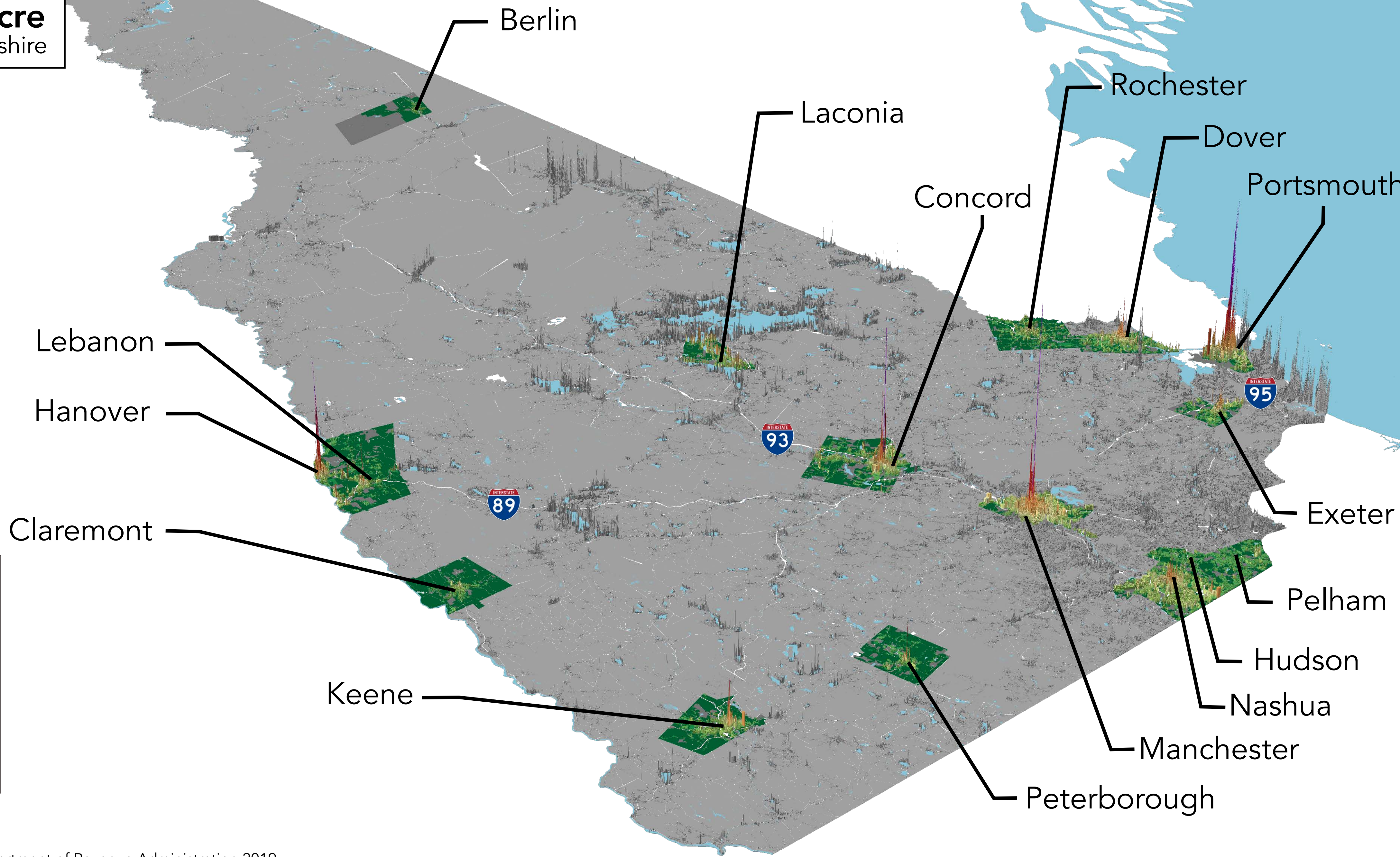


What you can do:

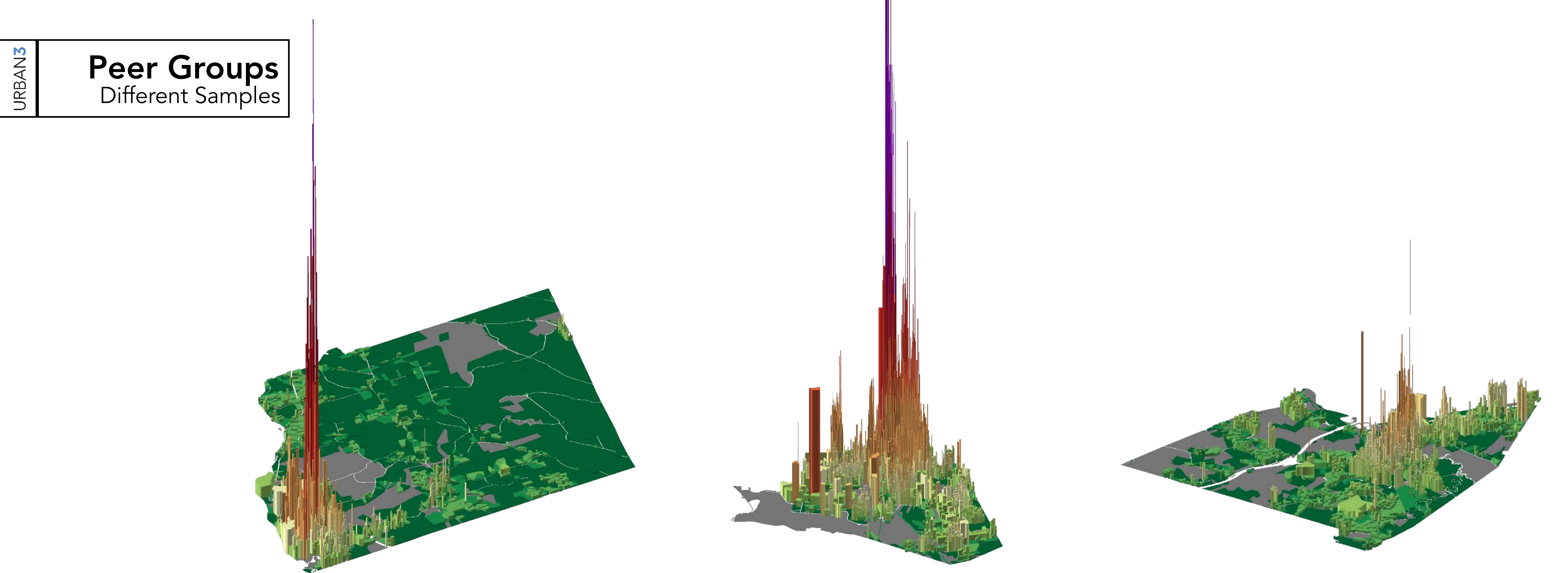
---

## **2. Learn from your neighbors**









	Hanover	Portsmouth	Exeter
Population	11,500	21,896	14,306
% Non-Tax	11%	18%	32%
Avg. VPA	\$100,083	\$557,719	\$197,142
Peak VPA	\$37,827,184	\$51,157,466	\$13,578,189



What you can do:

---

## **3. Maintain/Recreate Historic Value**



Circa: 1905



National Mechanics Bank  
VPA: \$29.3 M



Pierce Block  
VPA: \$40 M

6 Market  
VPA: \$5 M

9 Market  
VPA: \$34.9 M

10 Market  
VPA: \$30.5 M

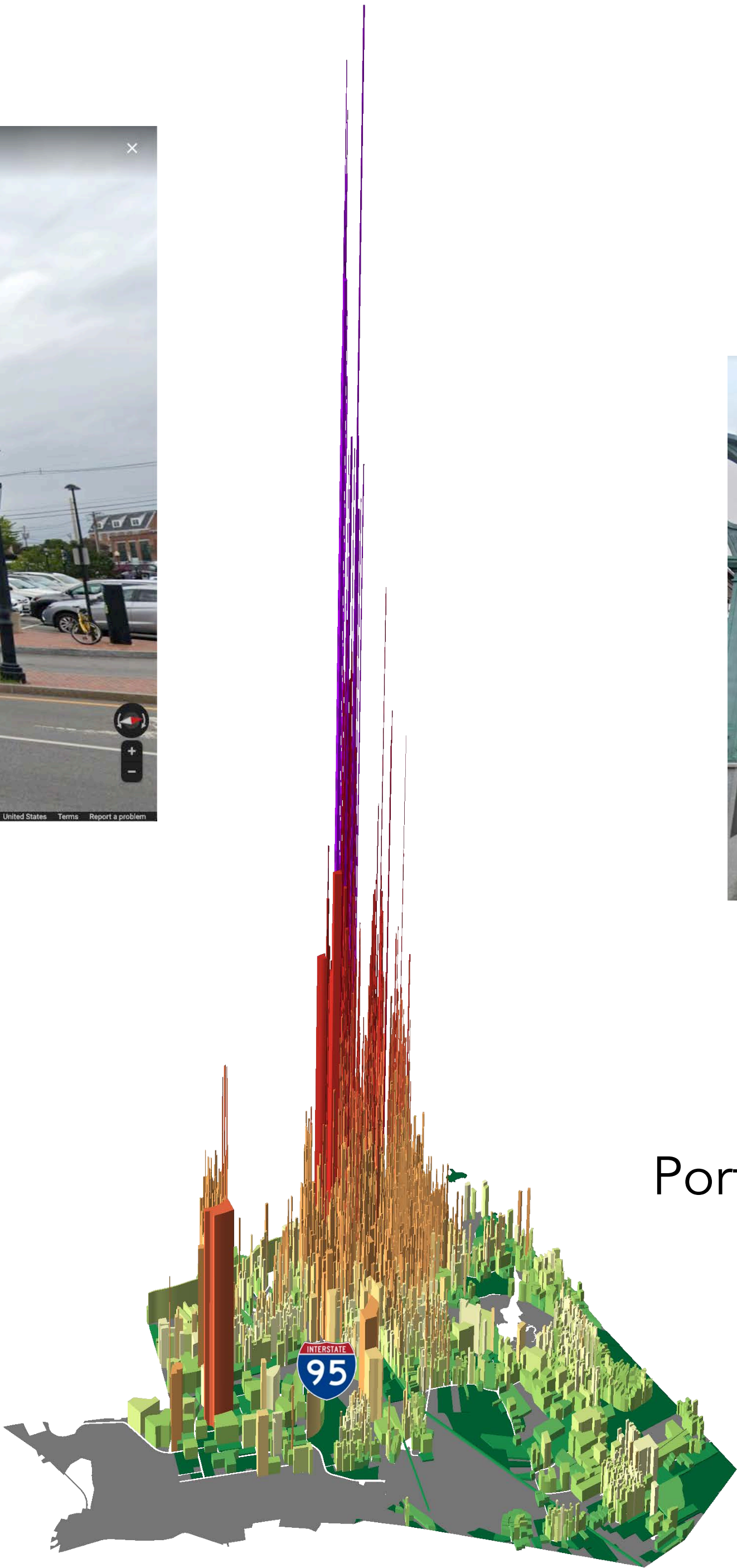
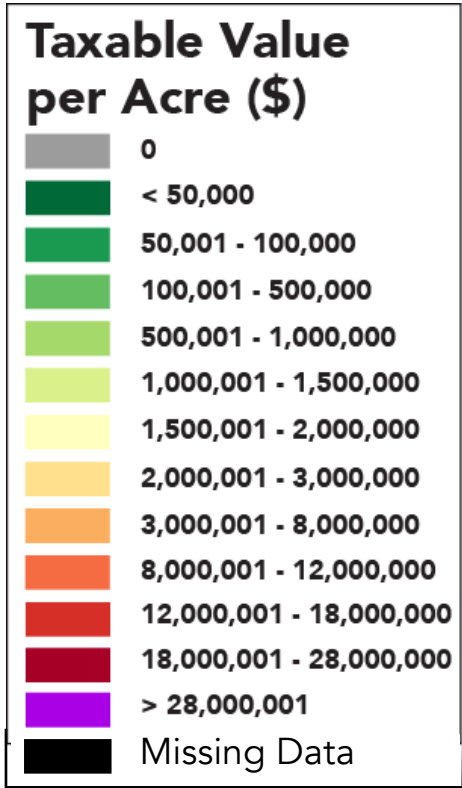


# Value Per Acre

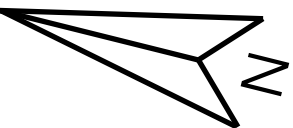
## High Yield Buildings



Portsmouth  
Mixed-use  
VPA: \$29.3 M



Portsmouth, long term success.



POWERED BY  
esri



What you can do:

---

# 4. Adapt



# Value Per Acre

High Yield Buildings



Multi-family  
VPA: \$1.9 M



Mixed-use  
VPA: \$9.6 M



Peak VPA  
VPA: \$15.3 M



What you can do:

---

# **5. Realize that Parking is Subsidized.**



# What is Parking?

Measuring Manchester space

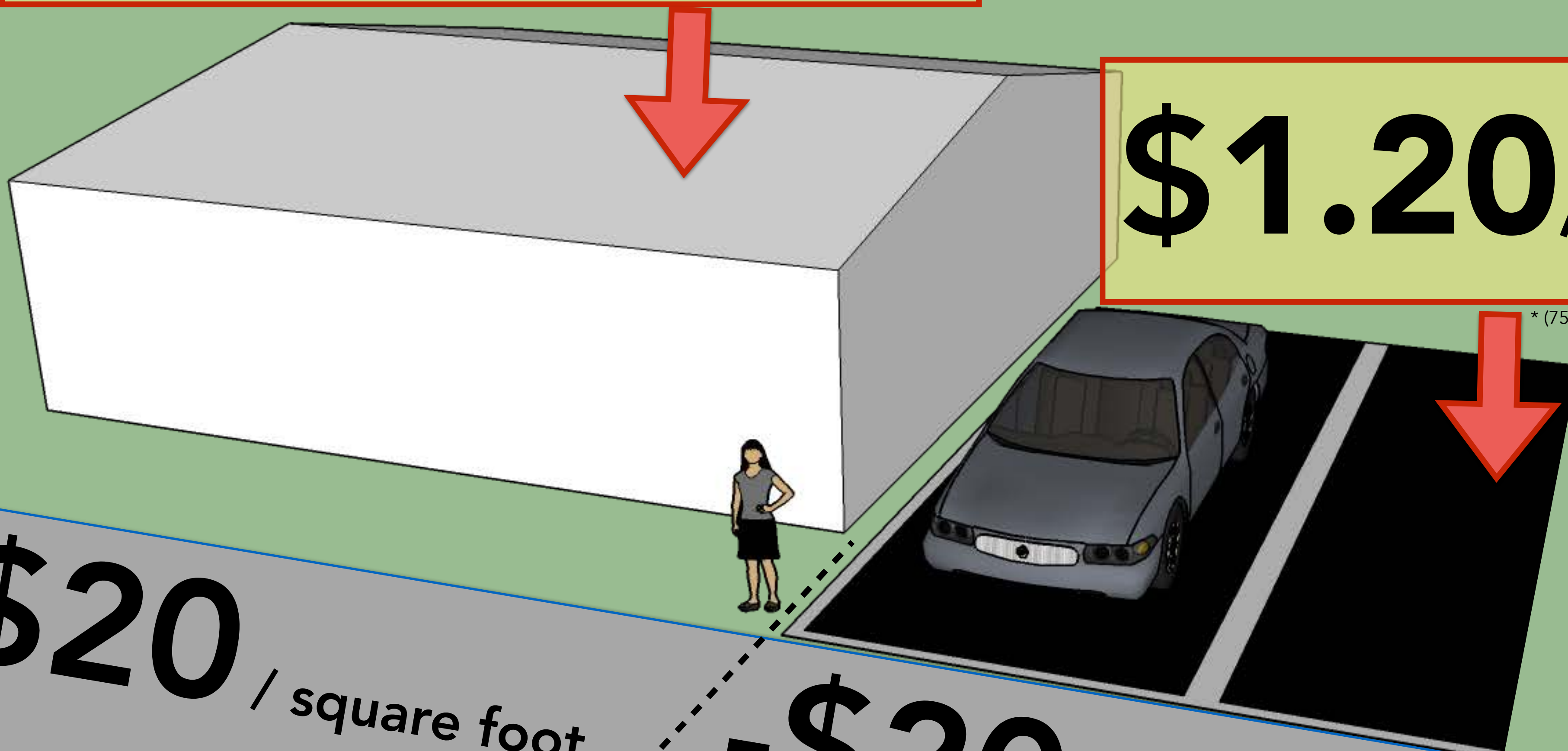
**\$90/square foot**

**\$1.20/square foot\***

\* (75X) - Data from Assessment data on Pearl Street parking lot

**-\$20 / square foot**

**-\$20 / square foot**





What you can do:

---

# 6. Build for Productivity



URBAN3

Value Per Acre  
Commercial



Peterborough  
Commercial  
VPA: \$0.94 M



Exeter  
Commercial  
VPA: \$0.97 M



Concord  
Commercial  
VPA: \$0.84 M



Berlin  
Commercial  
VPA: \$0.31 M



Dover  
Commercial  
VPA: \$1.3 M



Portsmouth  
Commercial  
VPA: \$2.4 M



Hanover  
Commercial  
VPA: \$3.4 M



Hudson  
Commercial  
VPA: \$0.66 M



Kennebunk  
Commercial  
VPA: \$0.95 M



Rochester  
Commercial  
VPA: \$1.2 M



Pelham  
Commercial  
VPA: \$0.5 M



Claremont  
Commercial  
VPA: \$0.49 M



Lebanon  
Commercial  
VPA: \$1.1 M



Laconia  
Commercial  
VPA: \$0.9 M



Nashua  
Commercial  
VPA: \$1.3 M

Sample average: **\$970,000** value/acre



# Value Per Acre

Traditional Commercial



Keene  
Peak VPA  
VPA: \$14 M



Lebanon  
Mixed-use  
VPA: \$6.2 M



Laconia  
Mixed-use  
VPA: \$3.7 M



Hanover  
Mixed-use  
VPA: \$12 M



Concord  
Mixed-use  
VPA: \$7.6 M



Nashua  
Mixed-use  
VPA: \$10 M



Exeter  
Peak VPA  
VPA: \$13.5 M



Dover  
Mixed-use  
VPA: \$9.6 M



Berlin  
Peak VPA  
VPA: \$2.5 M



Peterborough  
Peak VPA  
VPA: \$12.2 M



Rochester  
Mixed-use  
VPA: \$3.9 M



Portsmouth  
Mixed-use  
VPA: \$29.3 M

Sample average: **\$8,300,000** value/acre



What you can do:

---

# 7. Patterns of Costs



# Asset Management





# Asset Management





# Asset Management





# Asset Management





# Asset Management





# Asset Management

\$85,000





# Asset Management

\$85,000



\$85,000



Dillards



# Asset Management

\$85,000



\$85,000



\$35,000





# Asset Management

\$85,000



\$85,000



\$35,000





# Asset Management

\$85,000

\$85,000

\$335,000







Asset Management  
15-20 years

\$85,000

\$85,000

\$335,000



A large orange helicopter crane is lifting a heavy, rectangular metal component from a parking lot. The component is suspended by several cables. In the background, a Dillard's store is visible, along with several workers in safety gear standing near other metal components on the ground. The sky is cloudy.

# Asset Management

In 20 years  
you'll need  
another  
\$205,000



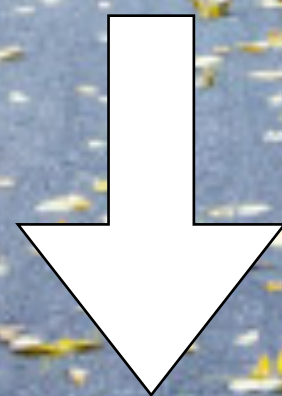
# Asset Management



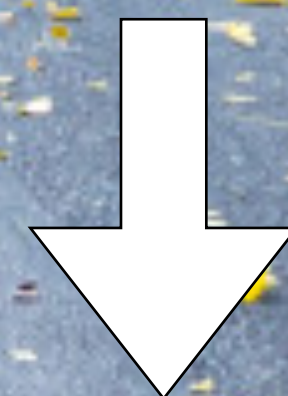


# Asset Management

+\$



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# Asset Management

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# Asset Management





# Asset Management

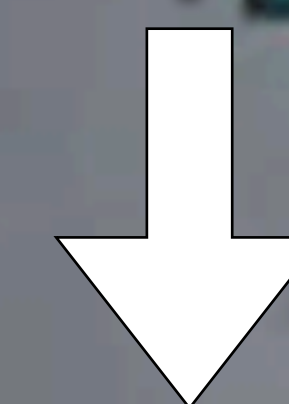
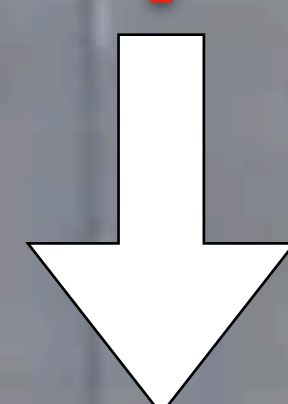
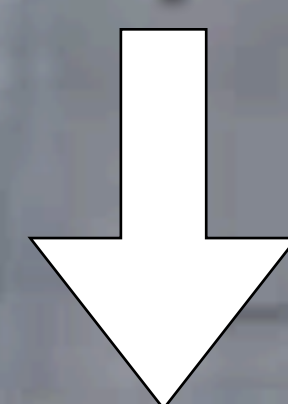
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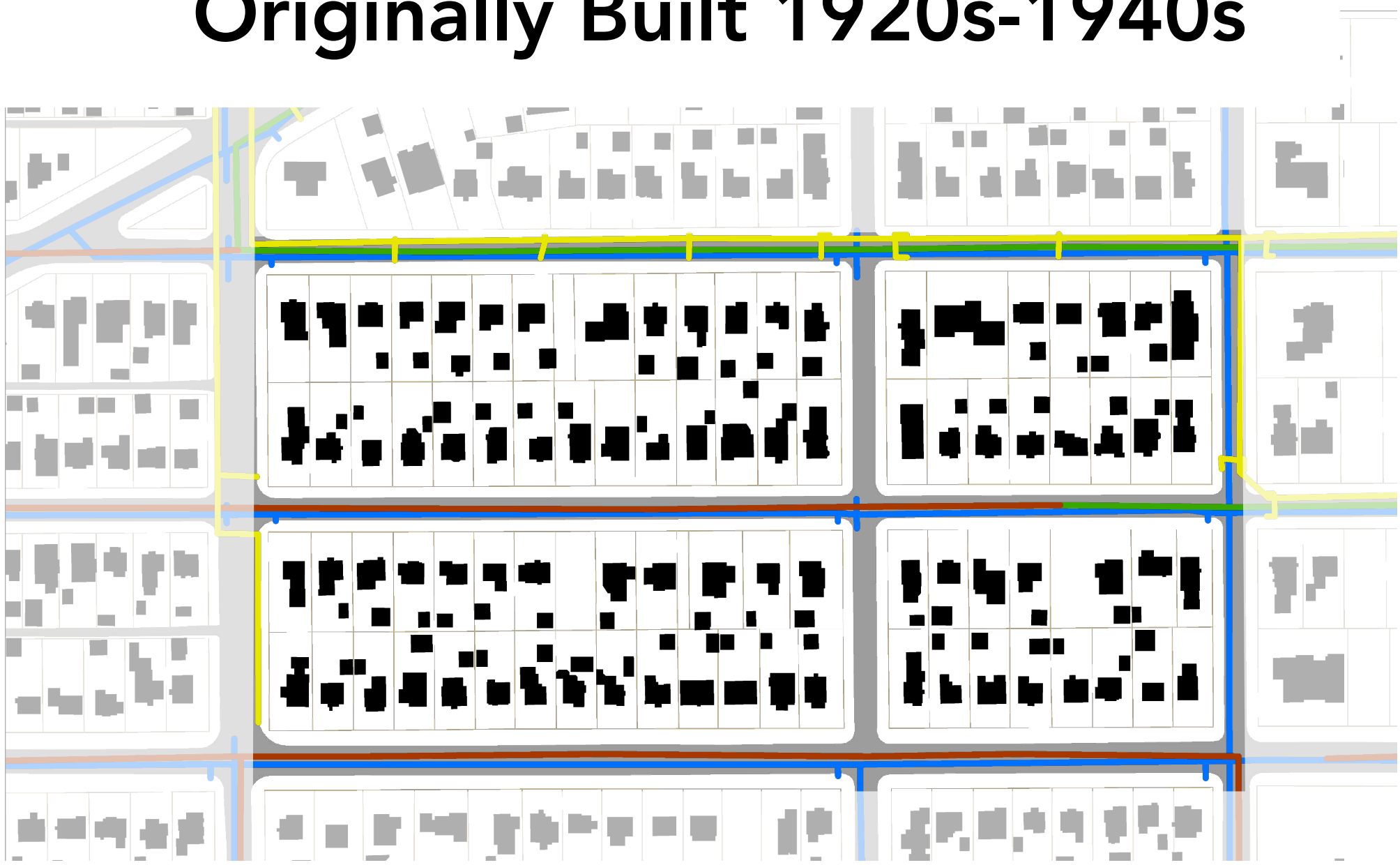


# Asset Management





Originally Built 1920s-1940s



**Infrastructure**

- Roads
- Water Pipe
- Combined Sewer
- Seperated Sewer
- Storm Water



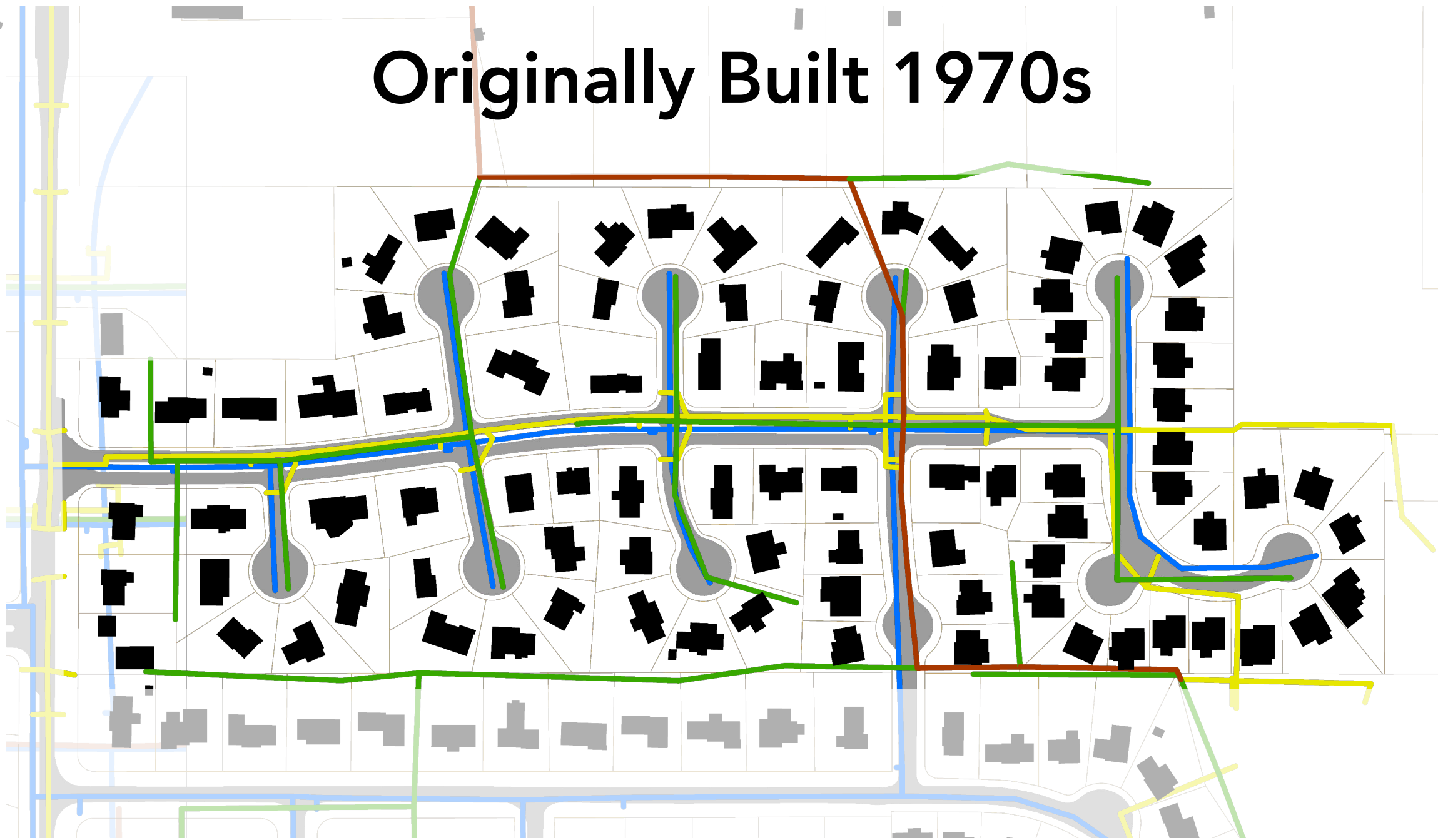
# Neighborhood Costs

South Bend, IN

Originally Built 1920s-1940s



Originally Built 1970s



**Infrastructure**

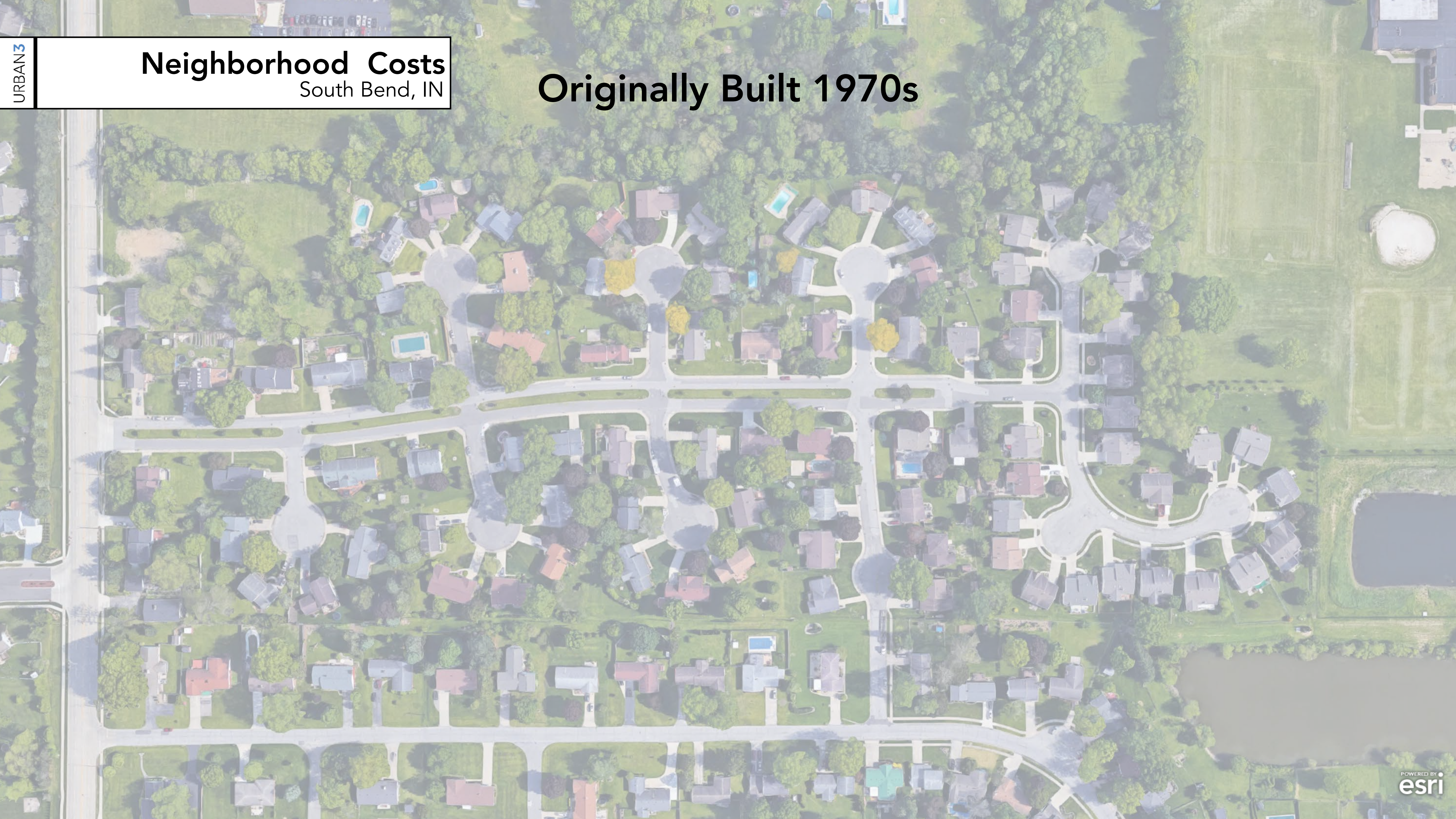
- Roads
- Water Pipe
- Combined Sewer
- Seperated Sewer
- Storm Water



# Neighborhood Costs

South Bend, IN

## Originally Built 1970s





# Neighborhood Costs

South Bend, IN

## Originally Built 1970s





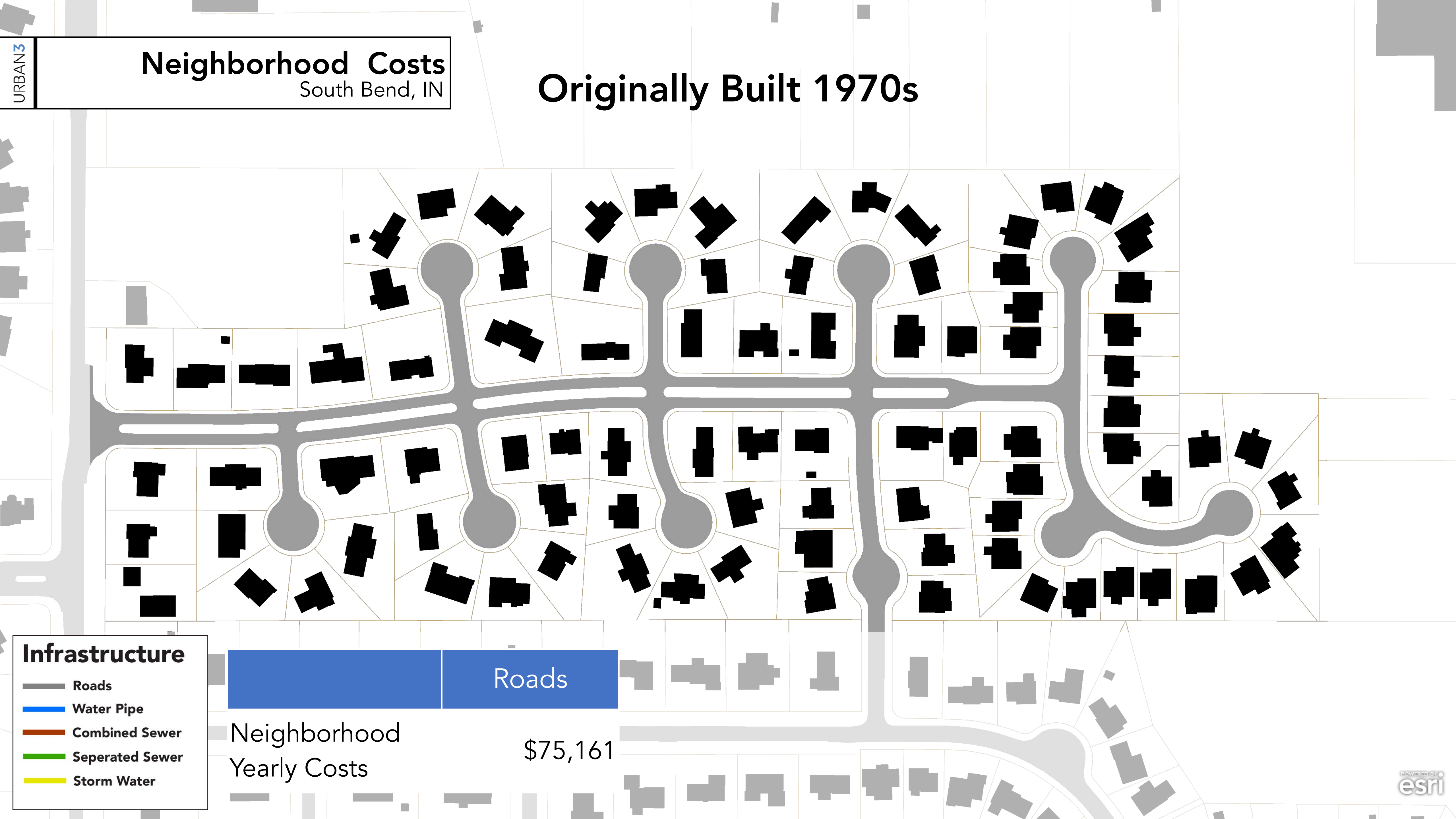
# Neighborhood Costs

South Bend, IN

## Originally Built 1970s







# Neighborhood Costs

South Bend, IN

Originally Built 1970s

**Infrastructure**

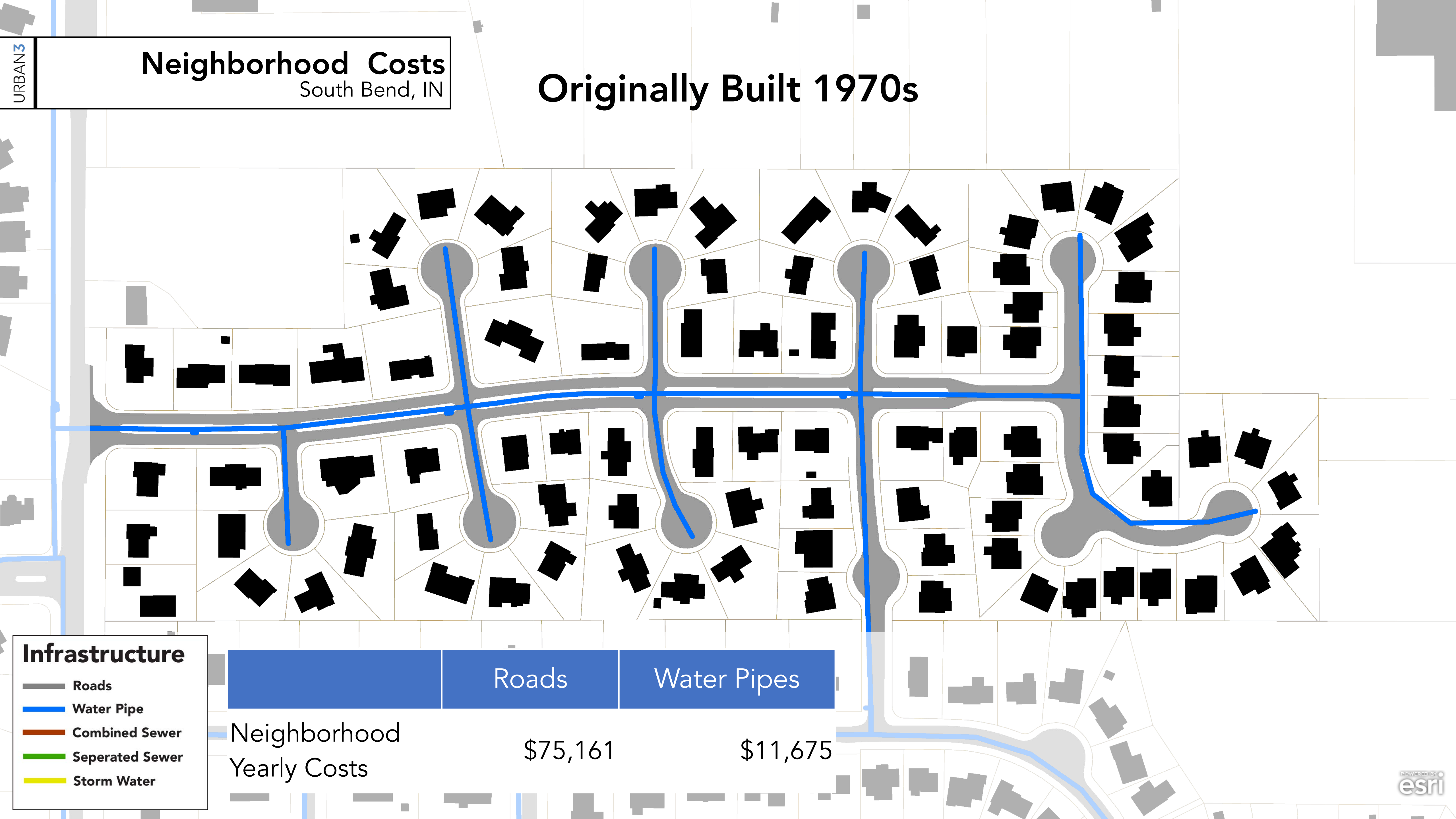
- Roads
- Water Pipe
- Combined Sewer
- Seperated Sewer
- Storm Water

Roads

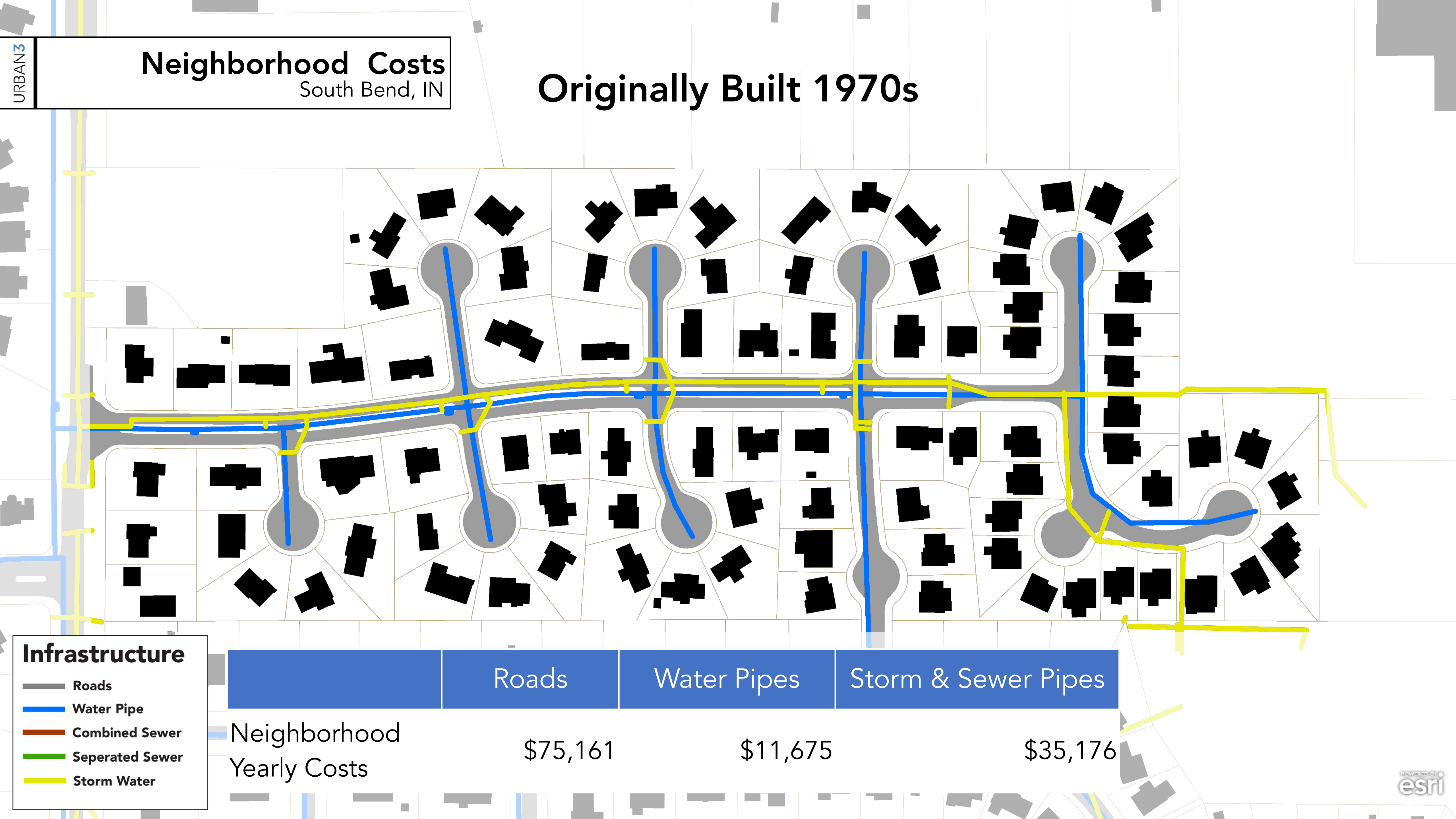
Neighborhood  
Yearly Costs

\$75,161

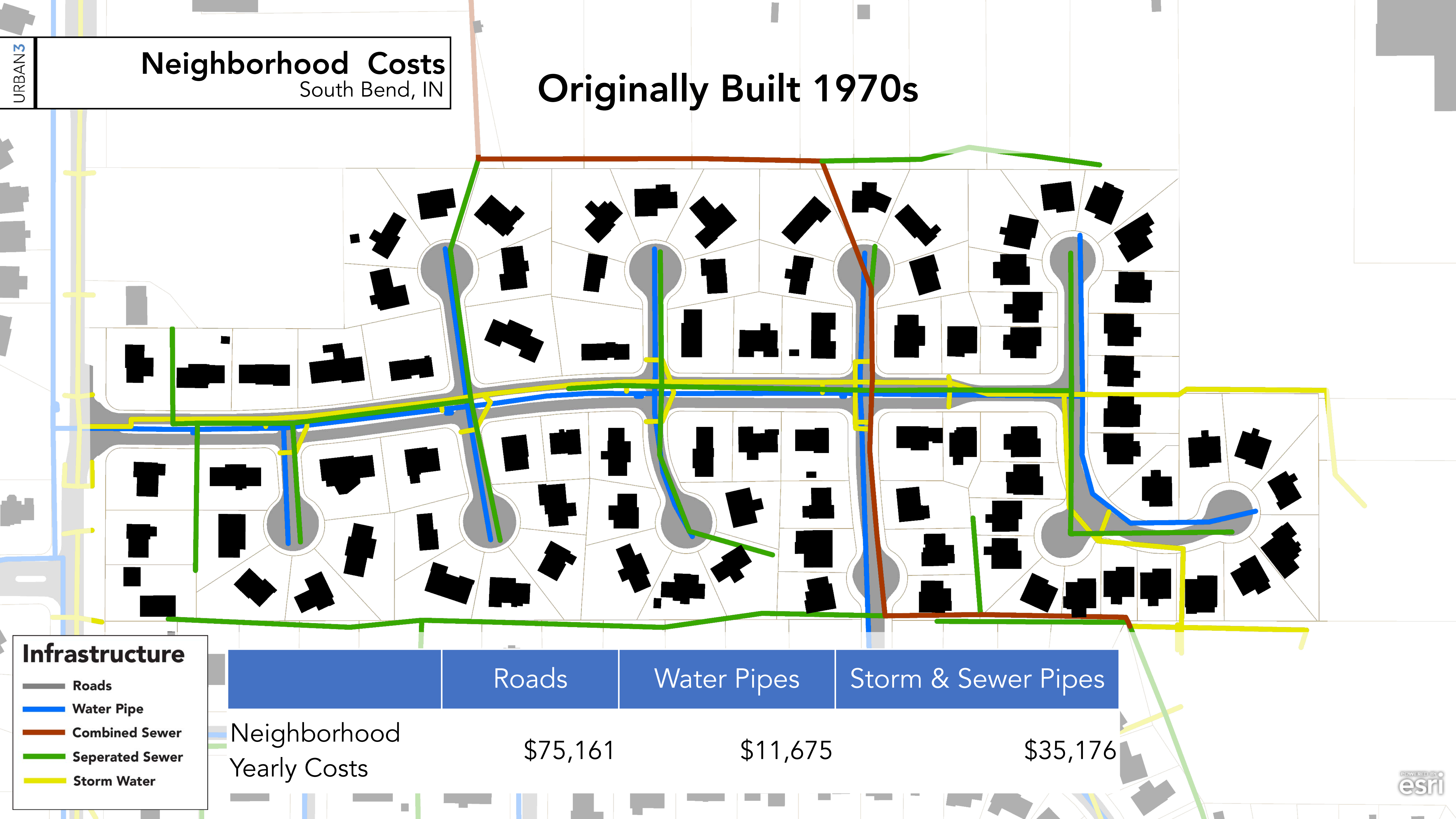




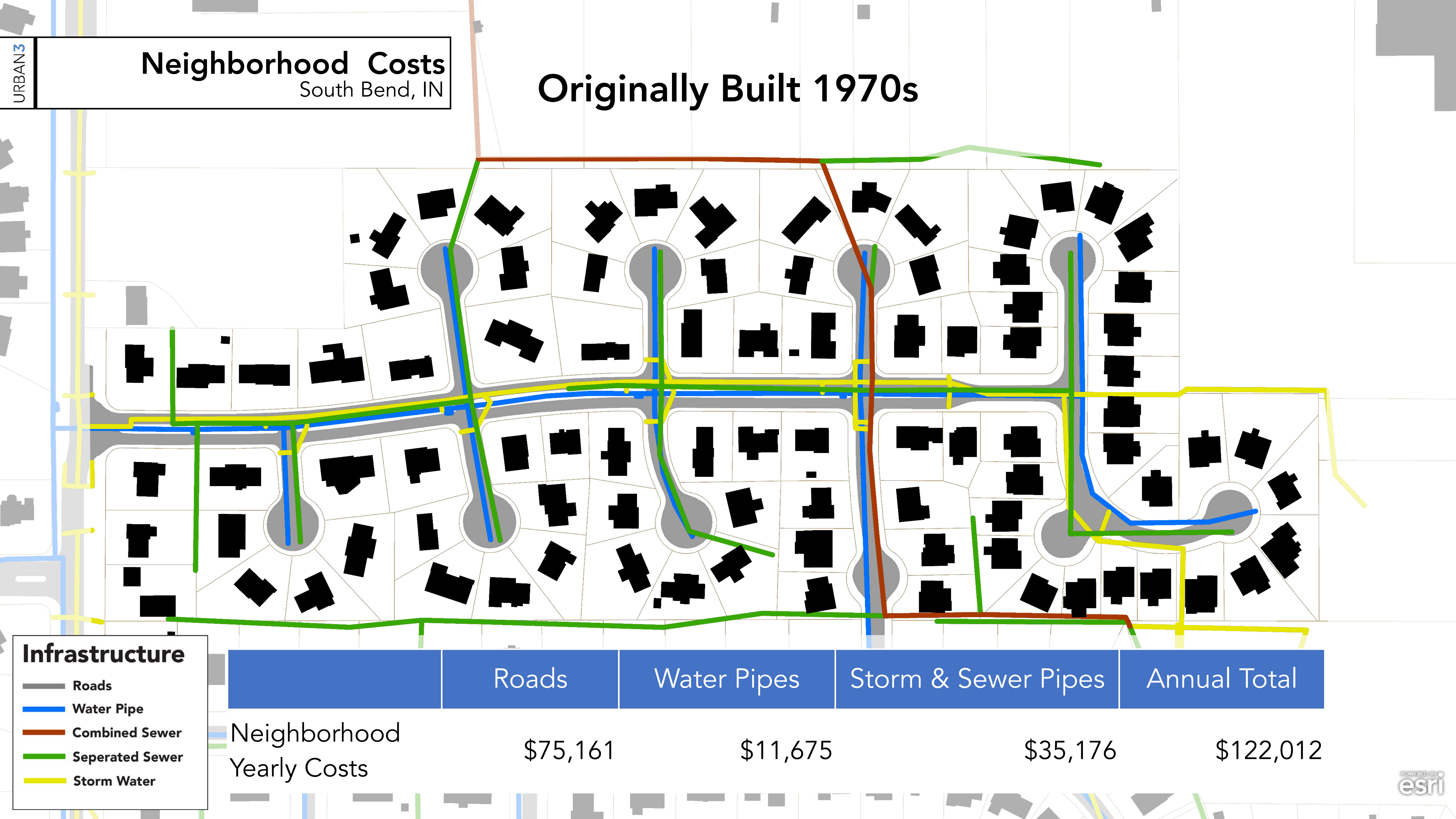




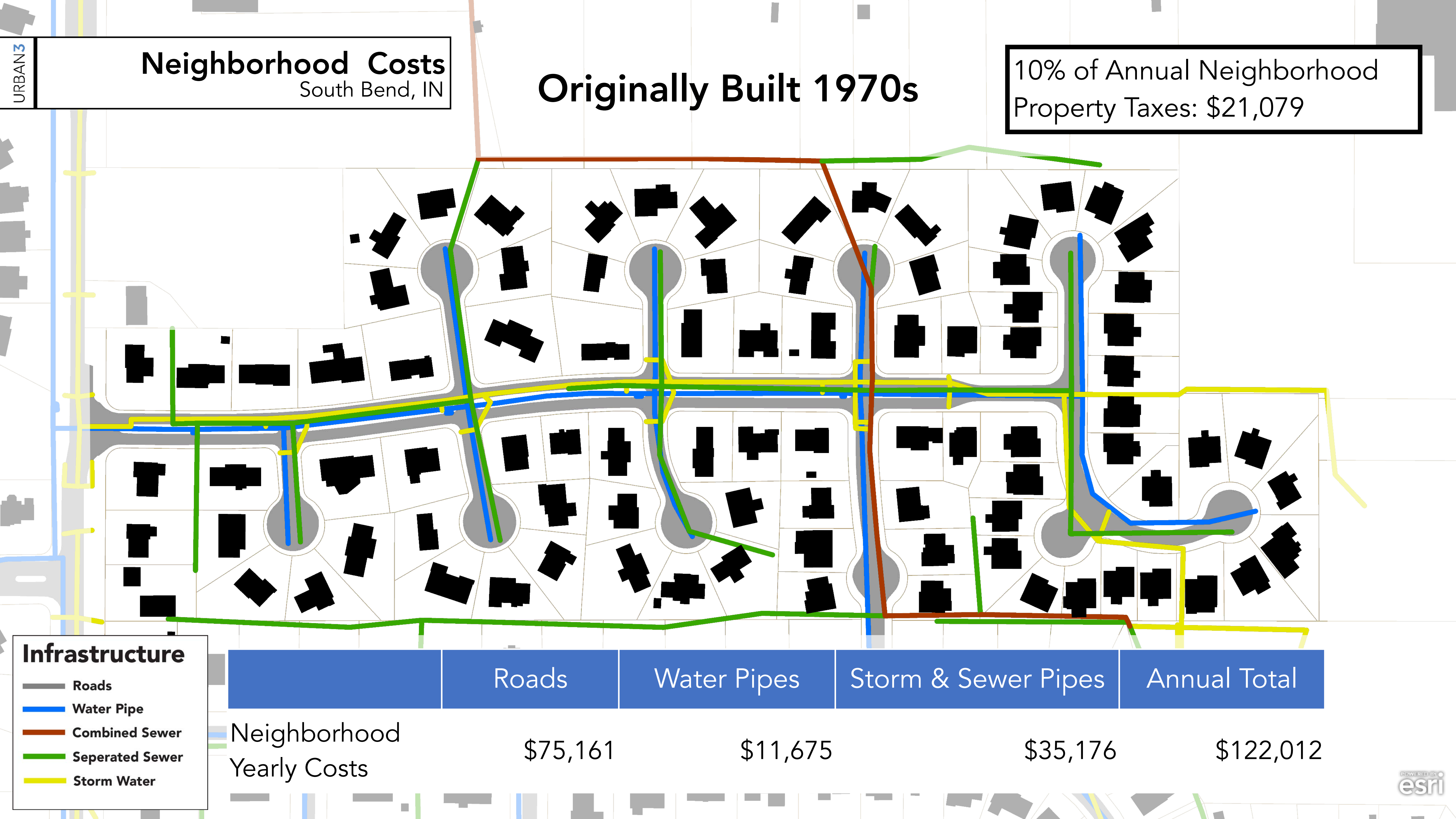




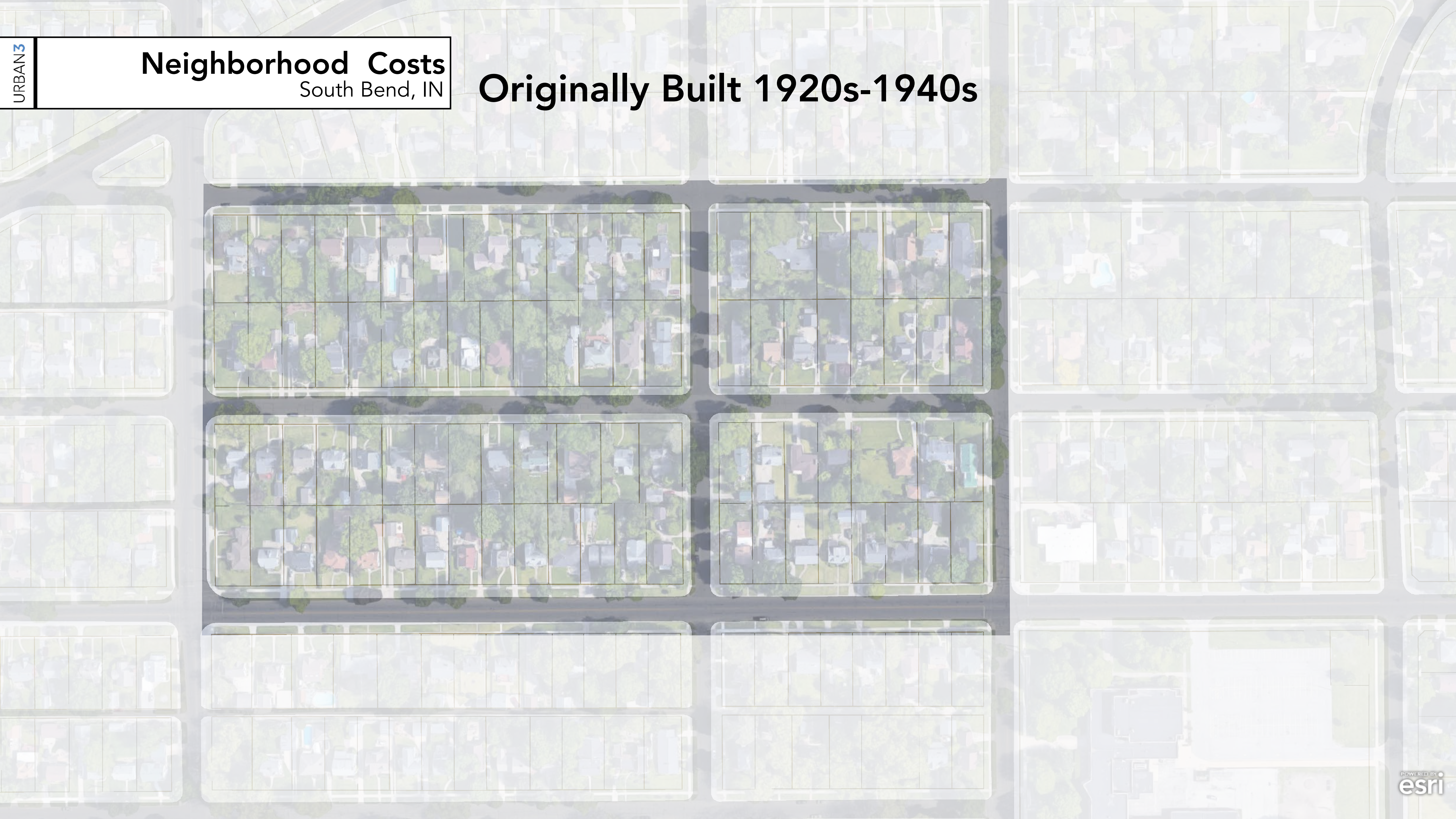










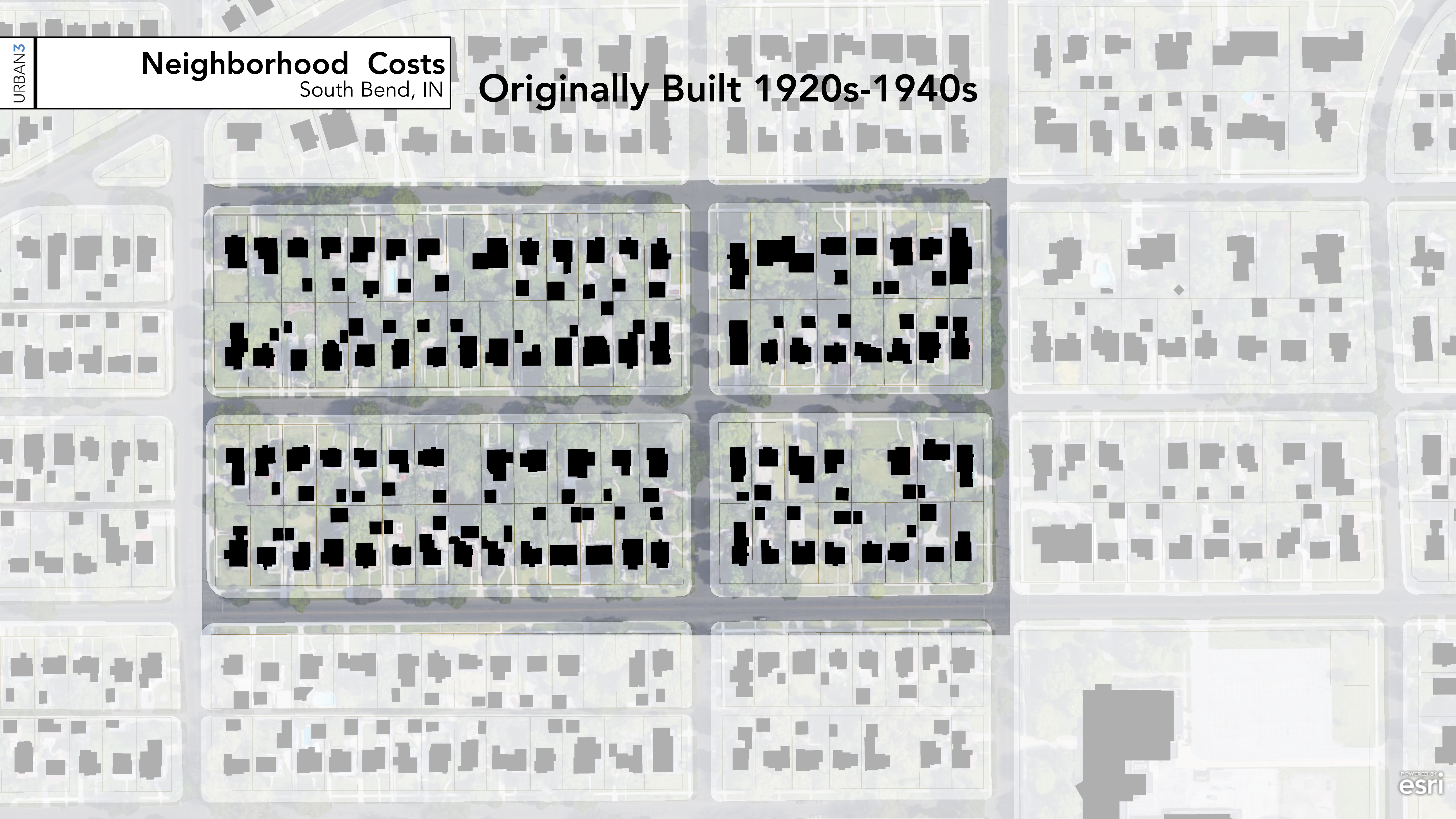


# Neighborhood Costs

South Bend, IN

## Originally Built 1920s-1940s



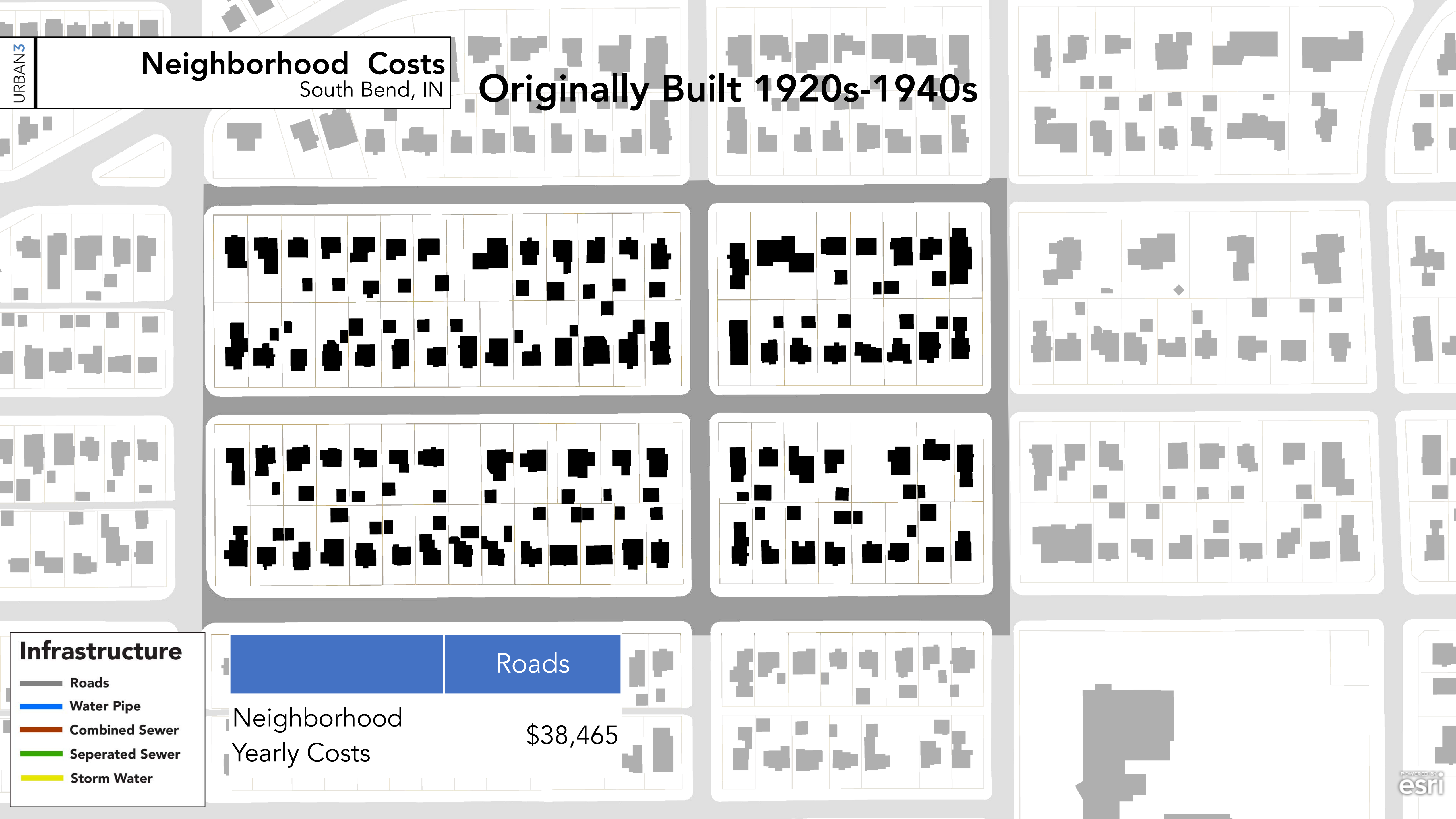


# Neighborhood Costs

South Bend, IN

Originally Built 1920s-1940s





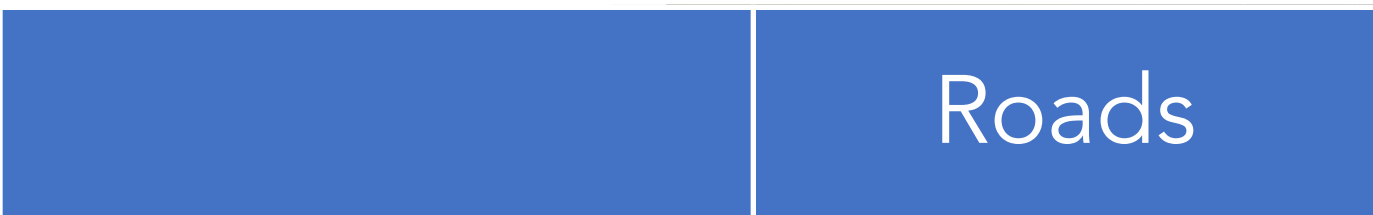
# Neighborhood Costs

South Bend, IN

## Originally Built 1920s-1940s

### Infrastructure

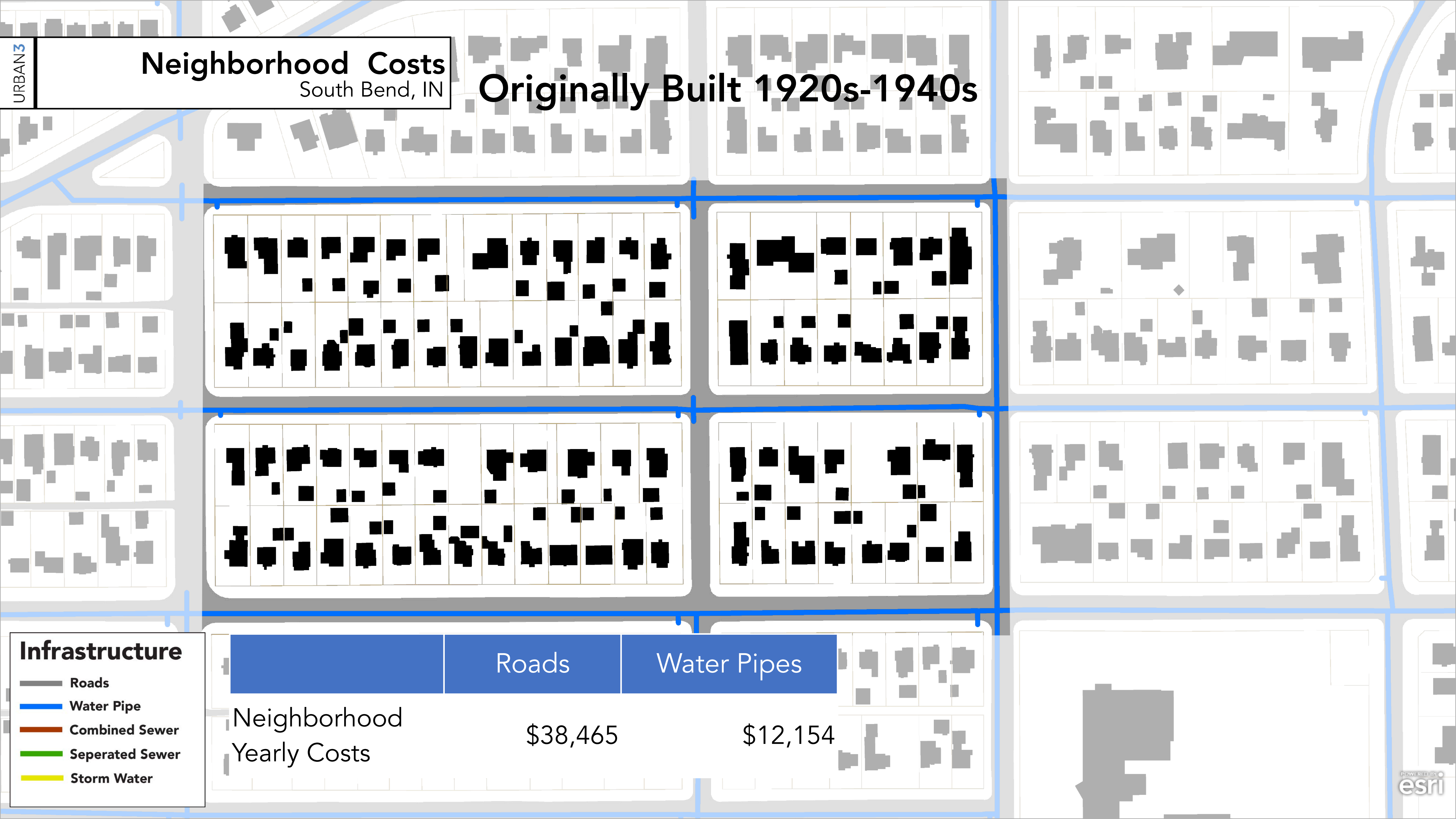
- Roads
- Water Pipe
- Combined Sewer
- Seperated Sewer
- Storm Water



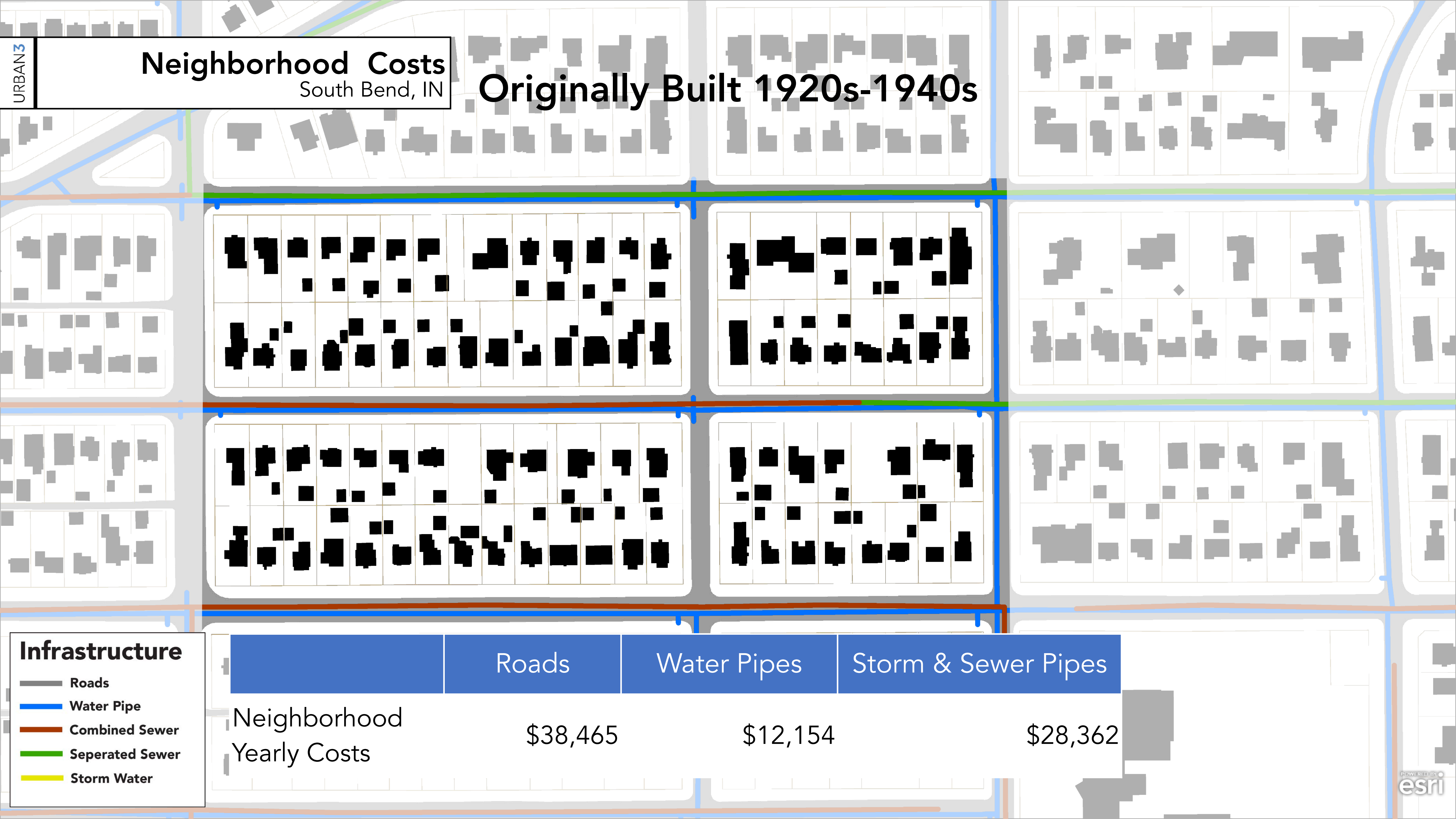
Neighborhood Yearly Costs

\$38,465

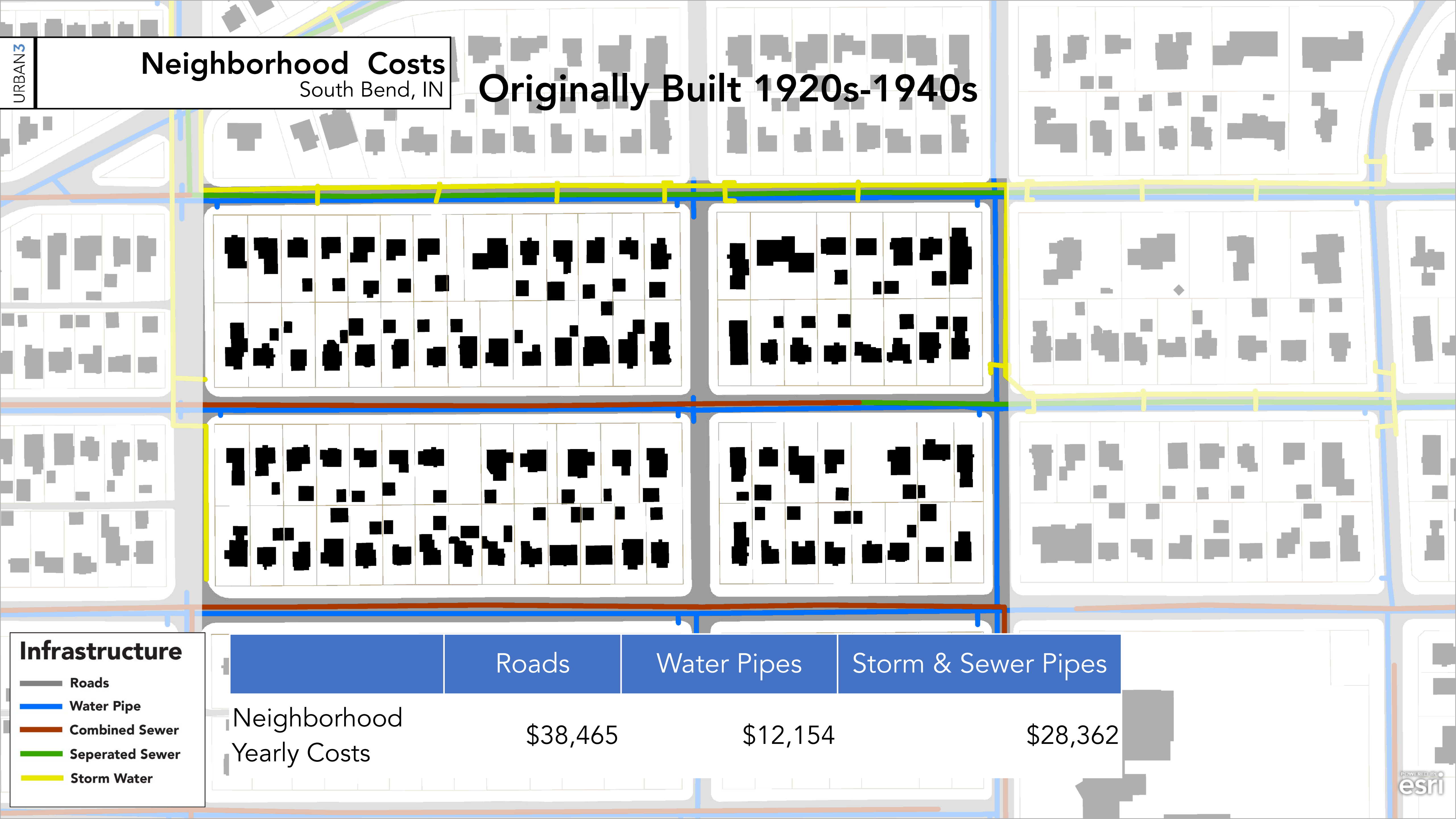












# Neighborhood Costs

South Bend, IN

Originally Built 1920s-1940s

## Infrastructure

- Roads
- Water Pipe
- Combined Sewer
- Seperated Sewer
- Storm Water

	Roads	Water Pipes	Storm & Sewer Pipes
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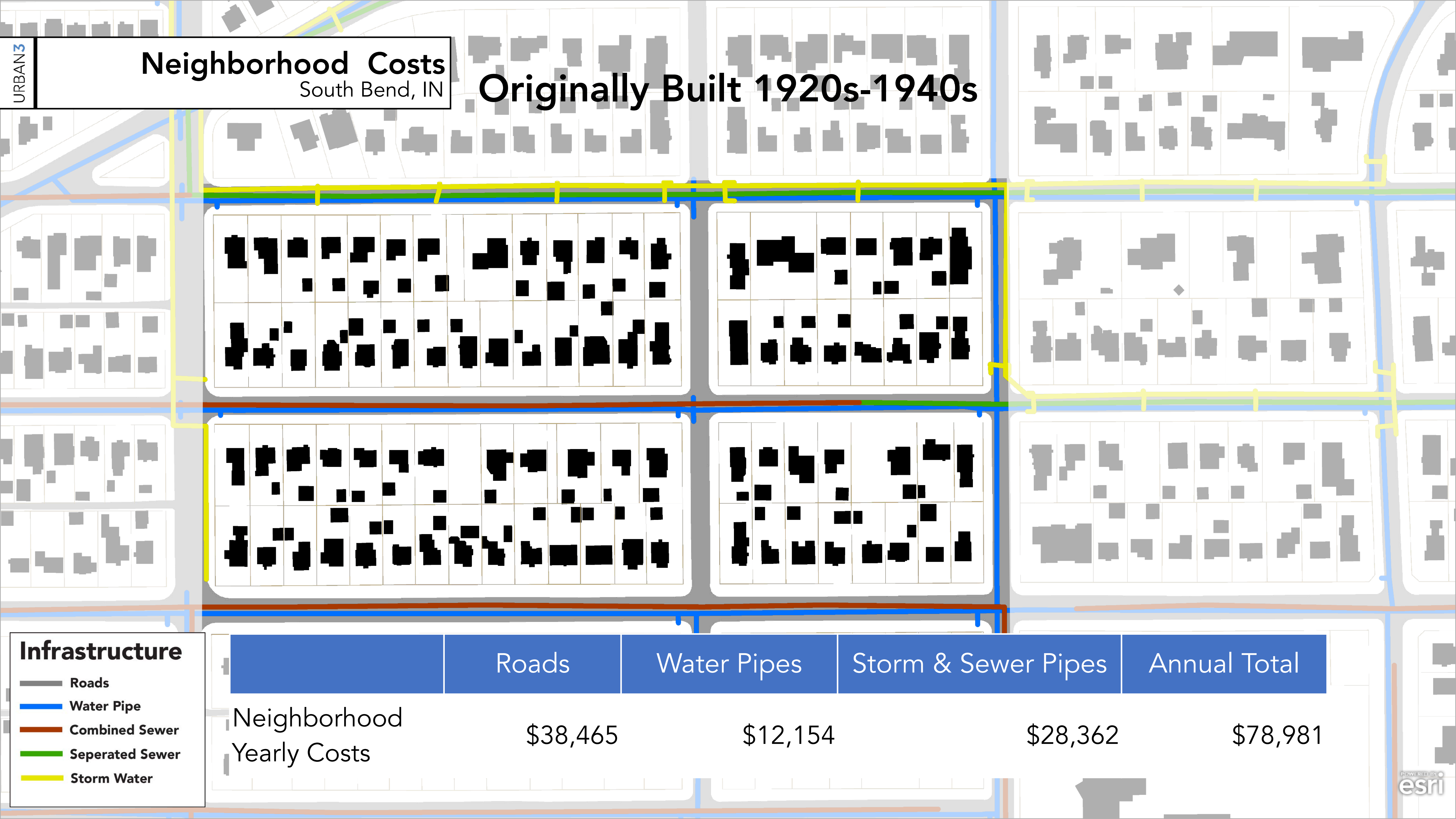
Neighborhood  
Yearly Costs

\$38,465

\$12,154

\$28,362





# Neighborhood Costs

South Bend, IN

Originally Built 1920s-1940s

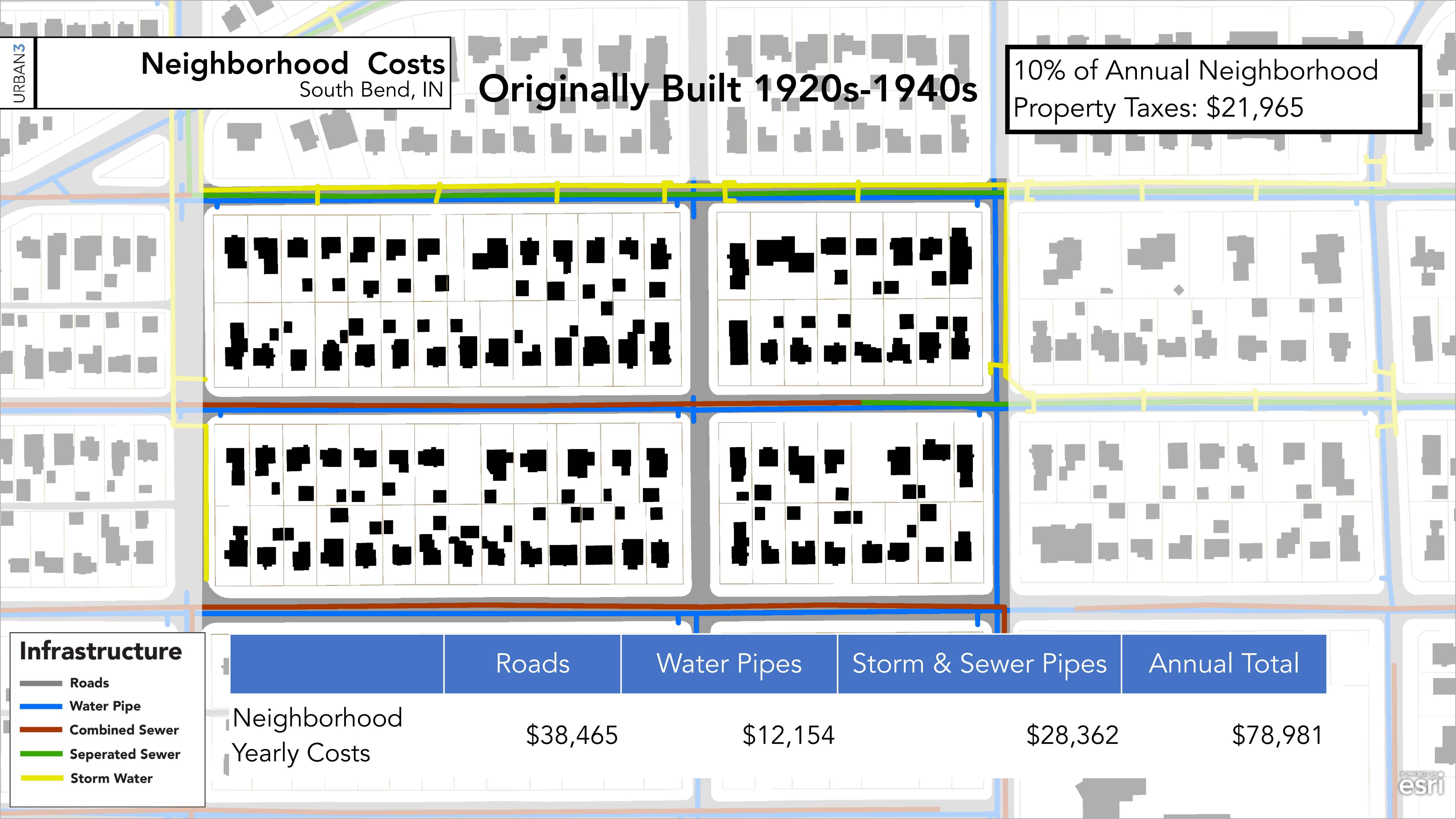
## Infrastructure

- Roads
- Water Pipe
- Combined Sewer
- Separated Sewer
- Storm Water

	Roads	Water Pipes	Storm & Sewer Pipes	Annual Total
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Neighborhood Yearly Costs	\$38,465	\$12,154	\$28,362	\$78,981
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# Neighborhood Costs

South Bend, IN

Originally Built 1920s-1940s

10% of Annual Neighborhood  
Property Taxes: \$21,965

## Infrastructure

- Roads
- Water Pipe
- Combined Sewer
- Separated Sewer
- Storm Water

	Roads	Water Pipes	Storm & Sewer Pipes	Annual Total
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Neighborhood Yearly Costs	\$38,465	\$12,154	\$28,362	\$78,981
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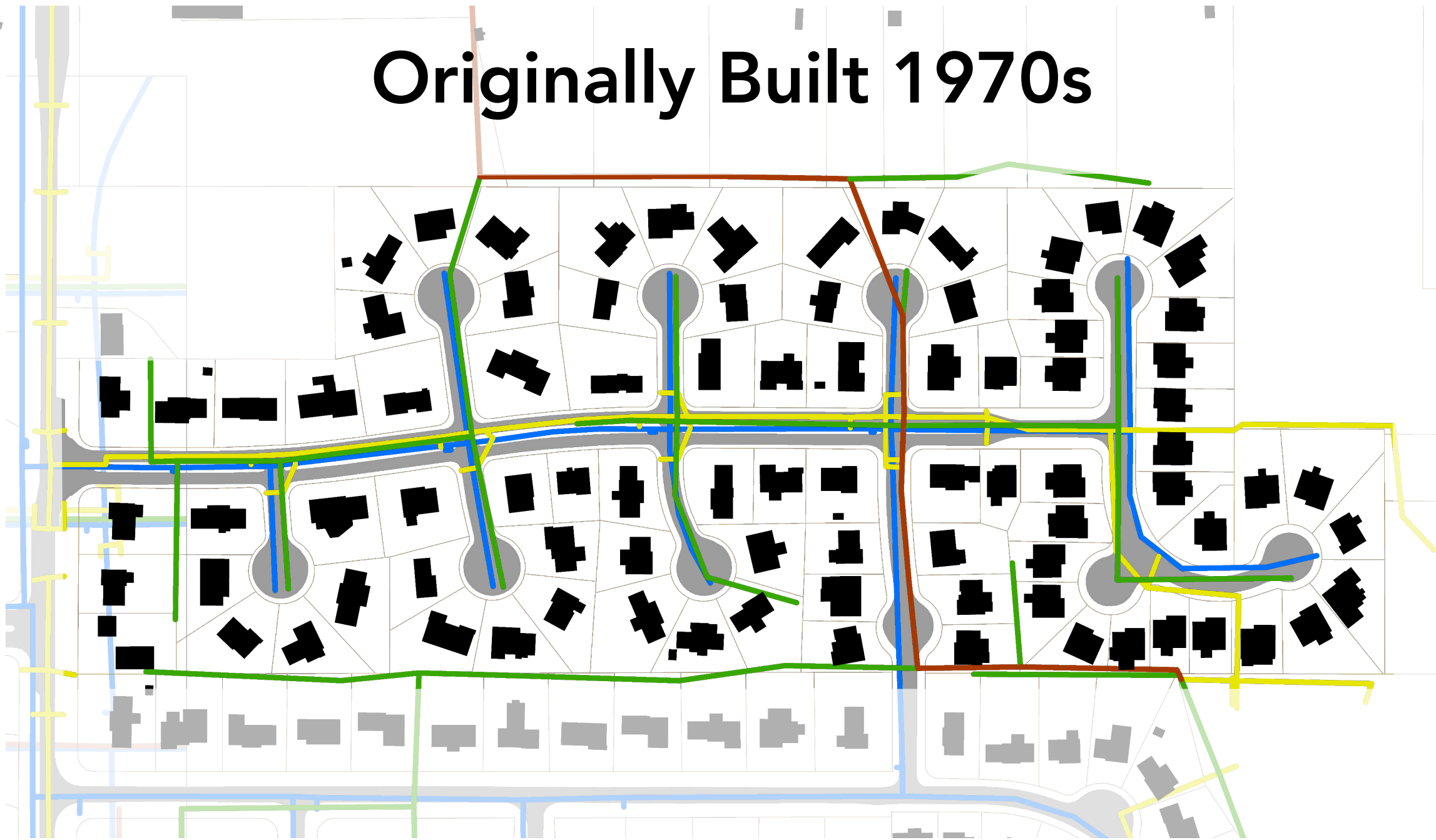
# Neighborhood Costs

South Bend, IN

Originally Built 1920s-1940s



Originally Built 1970s



	1920-1940s	1970s
Lots	88	88
Road Cost	\$38,465	\$75,161
Water Pipes	\$12,154	\$11,675
Storm & Sewer Pipes	\$28,382	\$35,176
Annual Total Costs	\$78,981	\$122,012
10% Property Taxes	\$21,965	\$21,079
Deficit	-\$57,016	-\$100,933

**Infrastructure**

- Roads
- Water Pipe
- Combined Sewer
- Seperated Sewer
- Storm Water



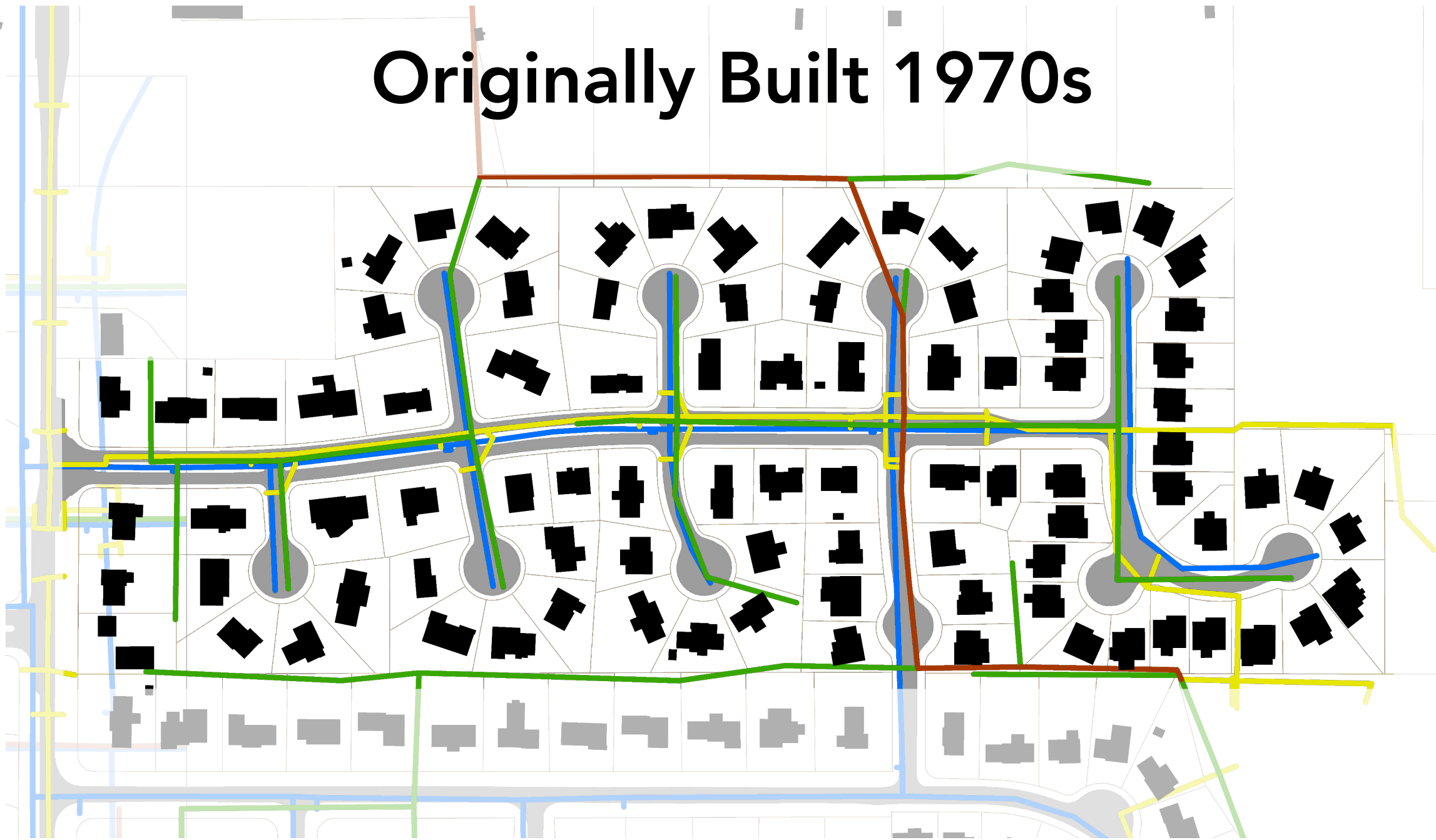
# Neighborhood Costs

South Bend, IN

Originally Built 1920s-1940s



Originally Built 1970s



	1920-1940s	1970s	Difference
Lots	88	88	0
Road Cost	\$38,465	\$75,161	2x
Water Pipes	\$12,154	\$11,675	-0.96x
Storm & Sewer Pipes	\$28,382	\$35,176	1.2x
Annual Total Costs	\$78,981	\$122,012	1.5x
10% Property Taxes	\$21,965	\$21,079	-0.96x
Deficit	-\$57,016	-\$100,933	1.8x

**Infrastructure**

- Roads
- Water Pipe
- Combined Sewer
- Seperated Sewer
- Storm Water



What you can do:

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# 8. Measure What You Own



111,000 people

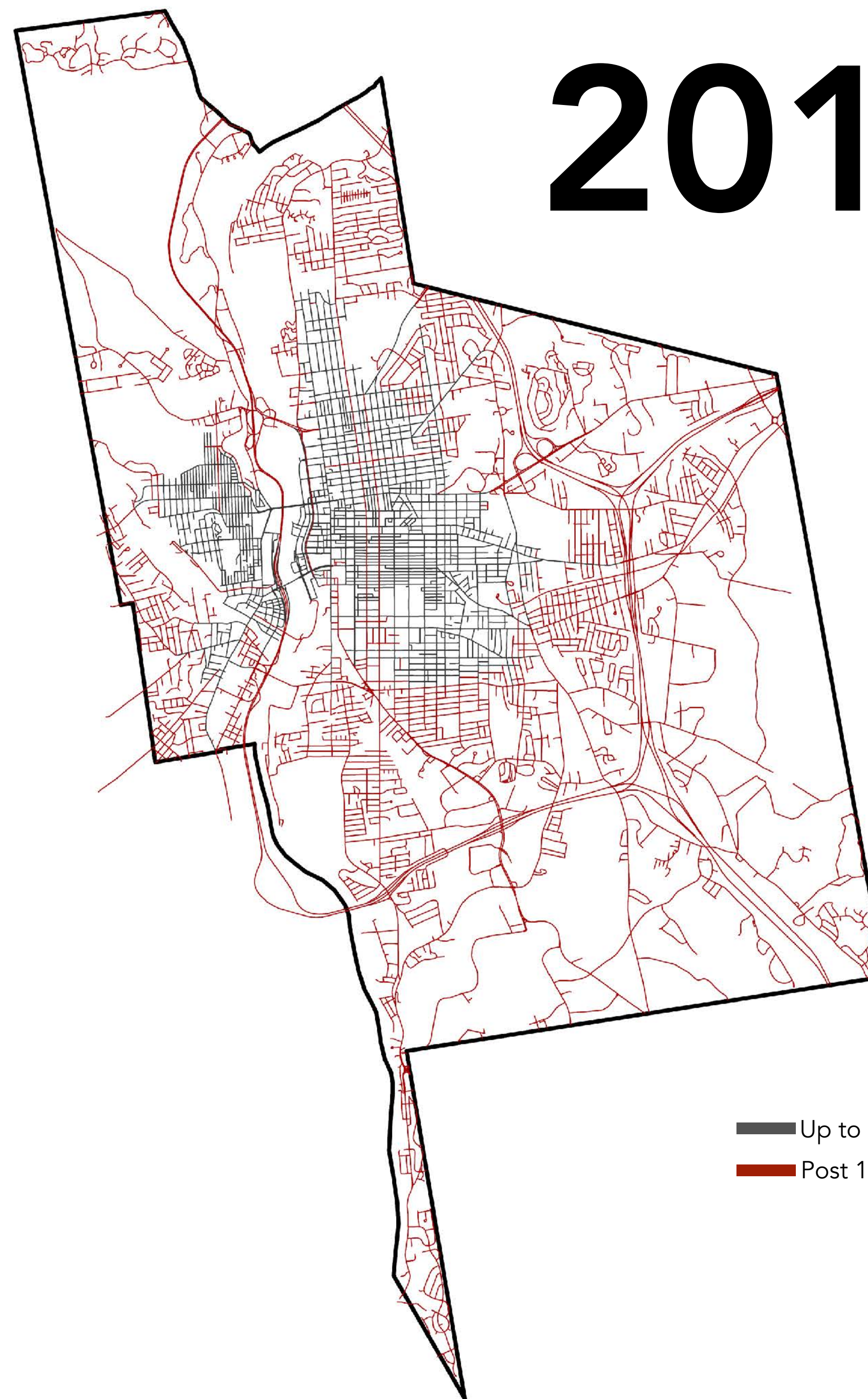
535 miles\* of road

**25.4** feet of road per person

Population **44%**

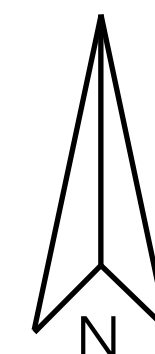
Feet per person

**163% Increase**



# 2018

— Up to 1925  
— Post 1925



\*Road centerline miles



What you can do:

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# 9. Consider the Tax System



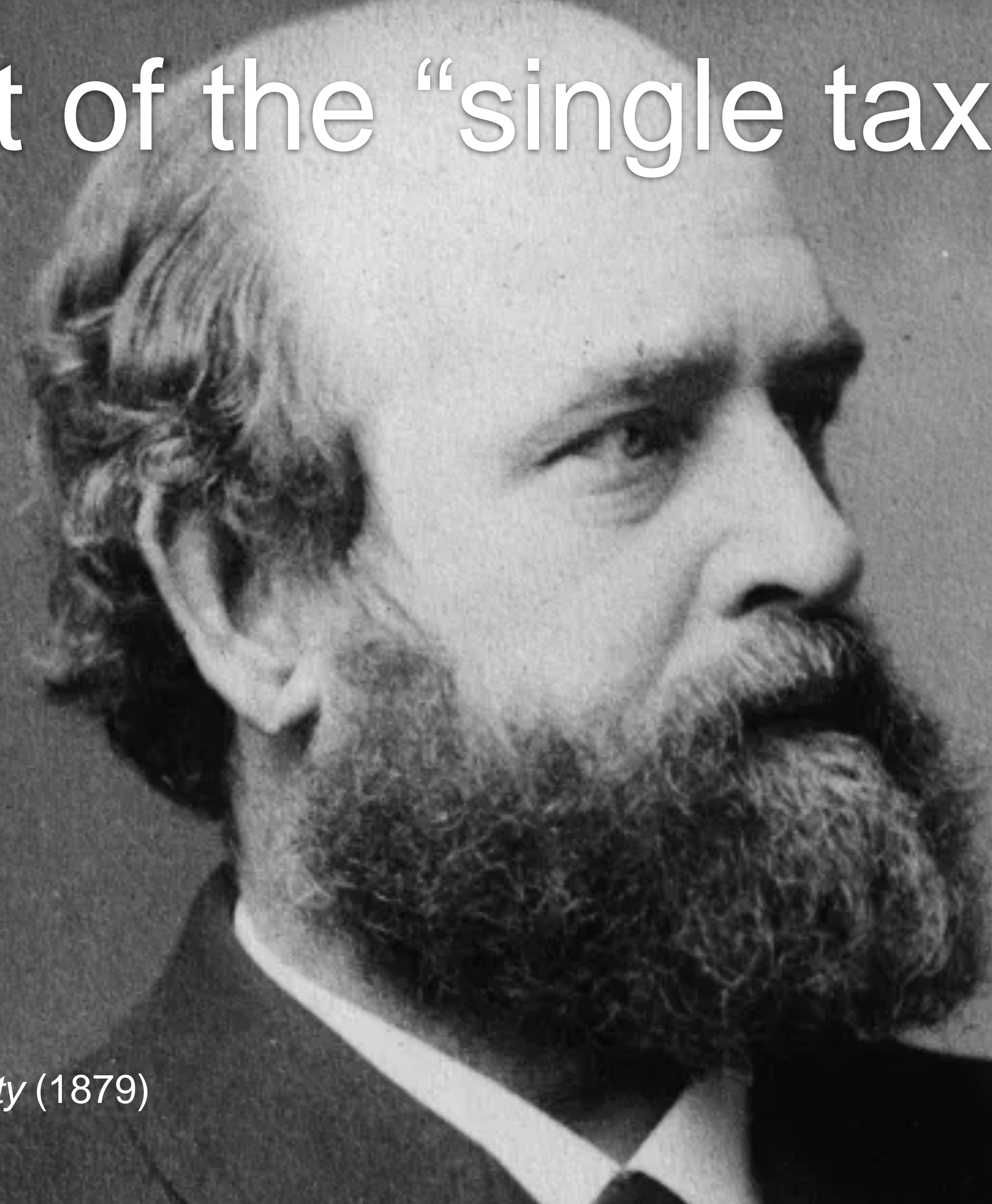
Question:

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**What is an appropriate tax?**



# Proponent of the “single tax” on land.



Henry George

Author of *Progress and Poverty* (1879)

1839-97





by Elizabeth Magie Phillips  
FAMOUS ORIGINATOR OF GAMES





by Elizabeth Magie Phillips  
FAMOUS ORIGINATOR OF GAMES







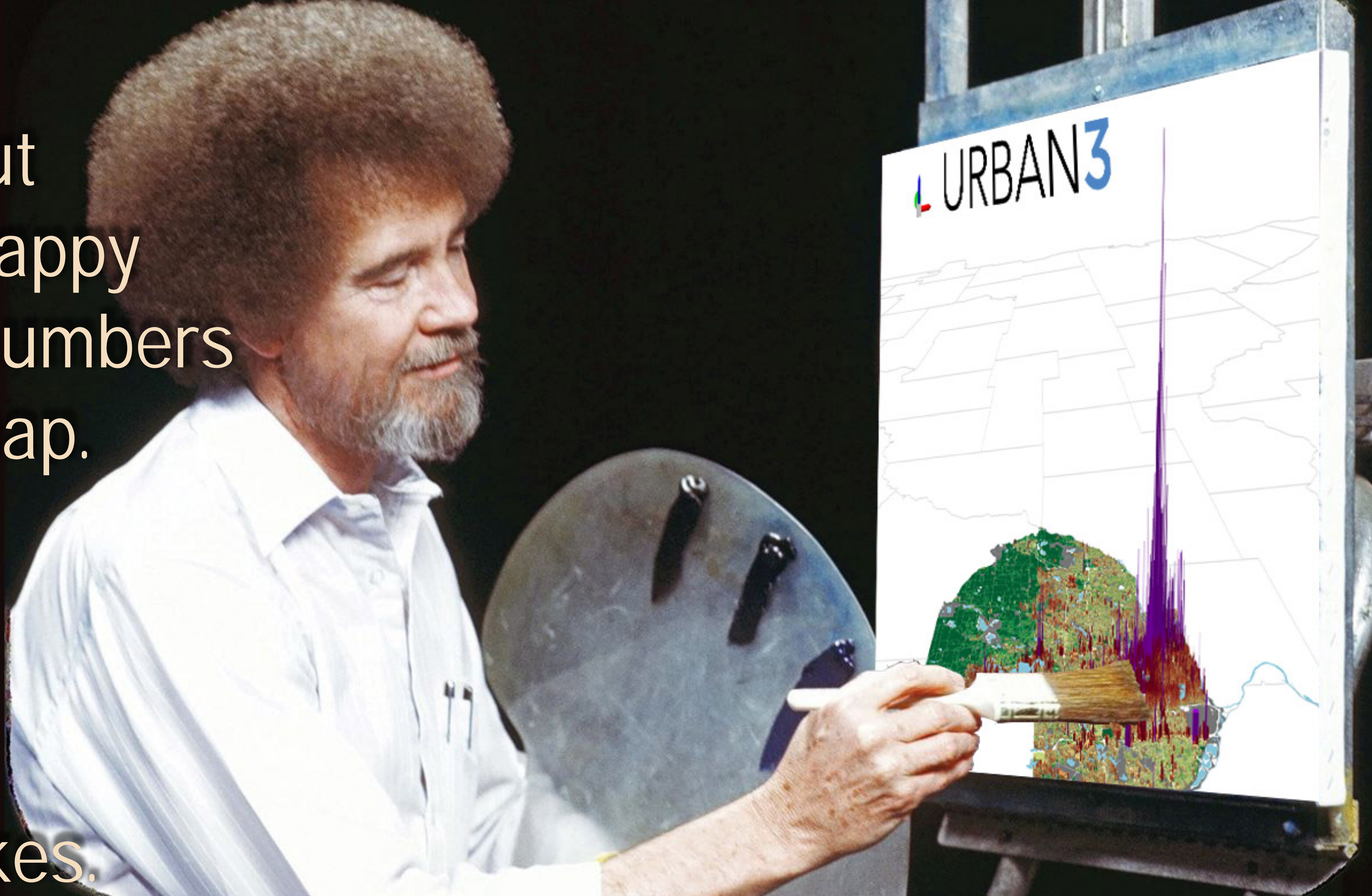




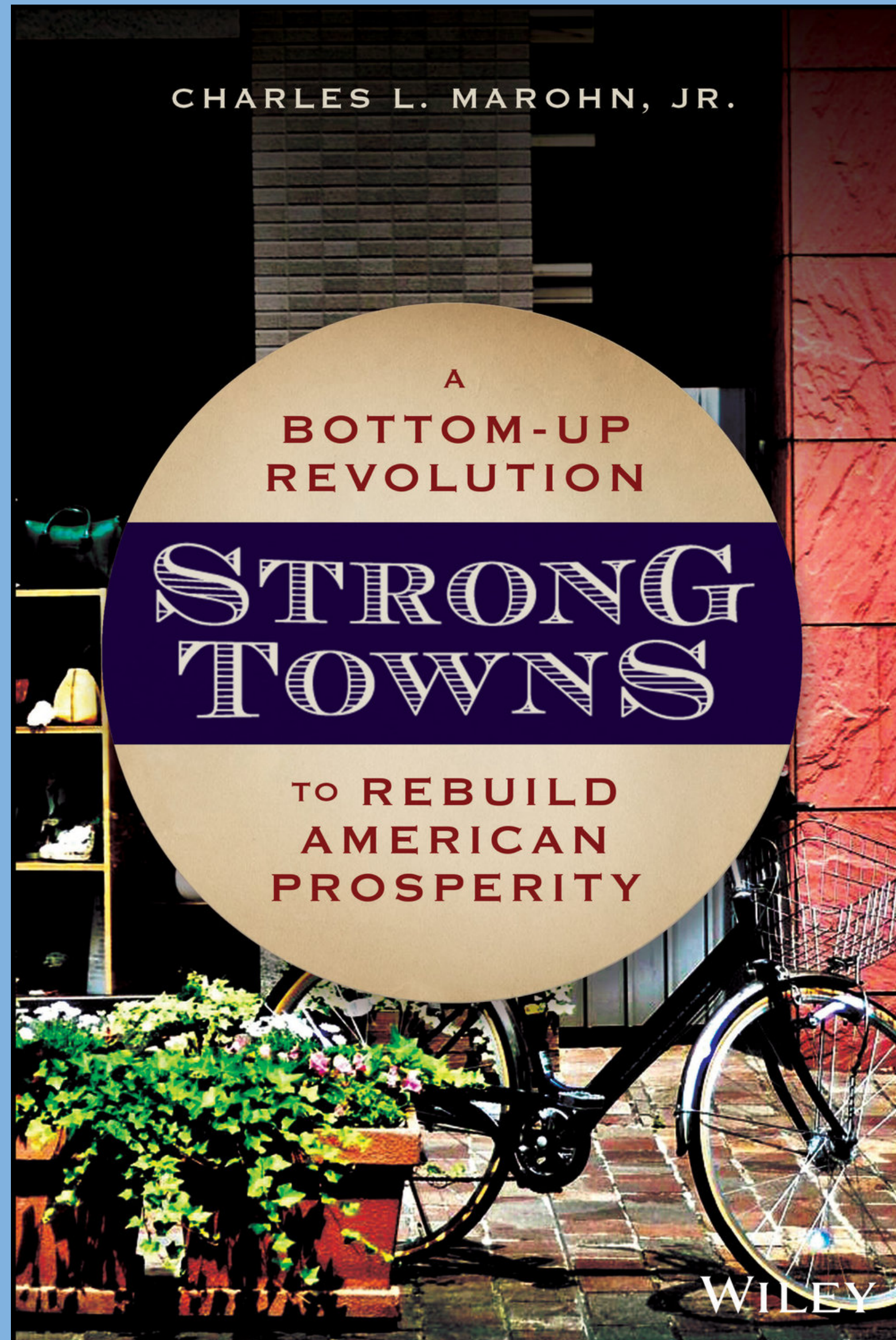


Just put  
your happy  
little numbers  
on a map.

Don't  
worry  
about  
mistakes.









DO THE MATH





DO THE MATH



DO THE MATH



# From the Outskirts to Downtown: Taxes, Land Use & Value in Seacoast Communities

A virtual presentation by  
**Joe Minicozzi AICP | Urban3**  
**October 21, 2020 at 7 PM**

**Hosted by**

Workforce Housing Coalition of the Greater Seacoast  
Portsmouth Smart Growth | Plan NH



[NHHFA.org/events](https://NHHFA.org/events)

