



Case Study: Economic MRI®
2020

New Hampshire

New Hampshire Property Taxes

FOR

DUMMIES

A Reference for
North Carolinians!



URBAN3

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.



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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.



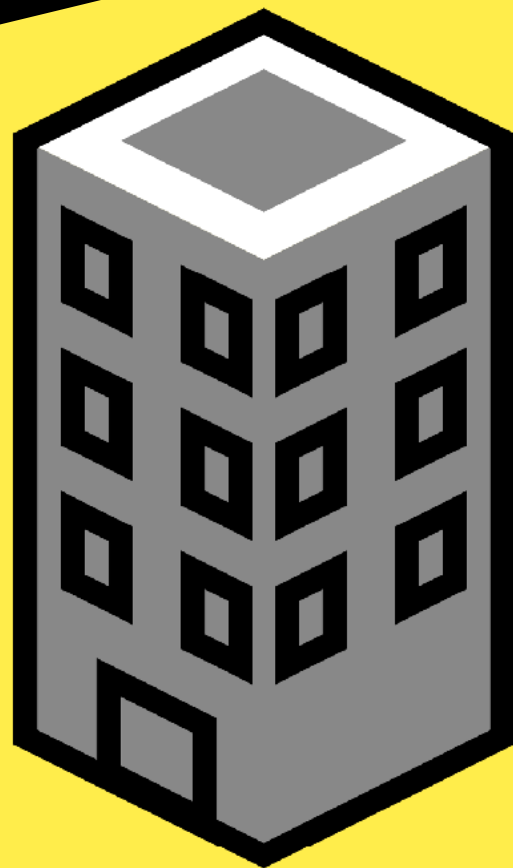
*The city tax rate is established by the State

URBAN3

New Hampshire Property Taxes

FOR
DUMMIES

Assessed Value = \$600k



Commercial

Dover Tax Rate

2.332%



Residential

2.332%

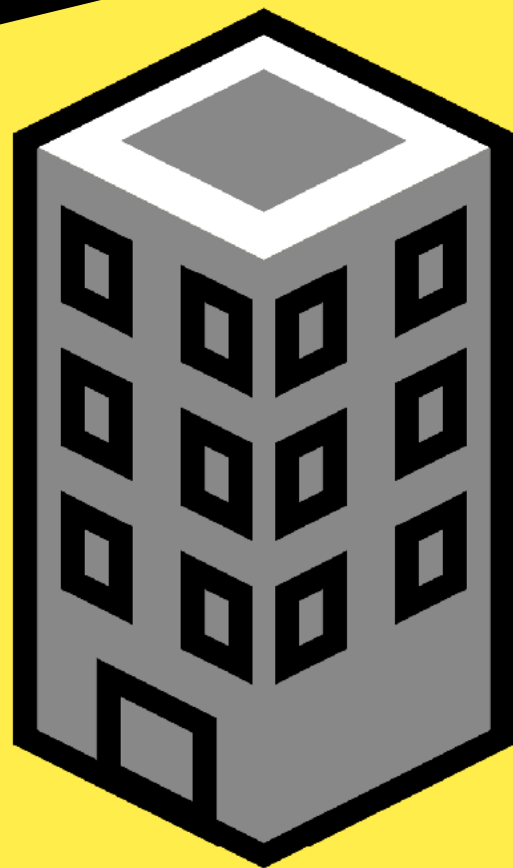


URBAN3

New Hampshire Property Taxes

FOR
DUMMIES

Assessed Value = \$600k



Commercial

Dover Tax Rate

\$13,992



Residential

\$13,992



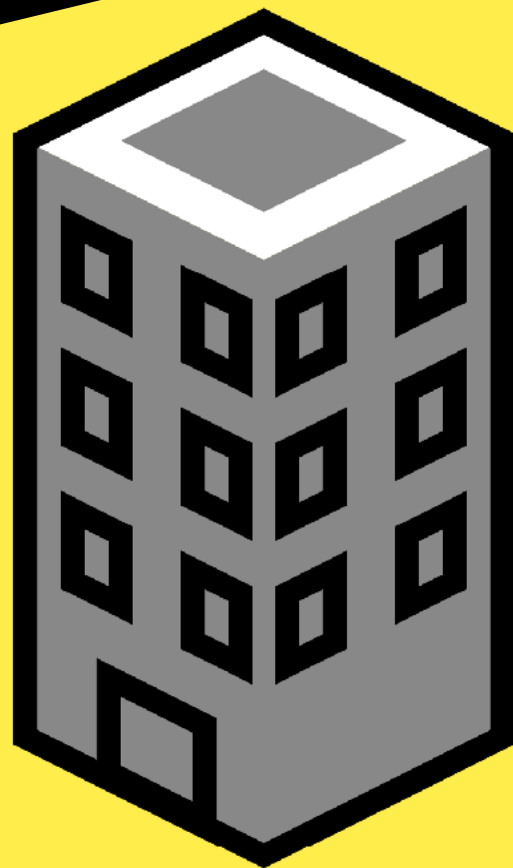
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New Hampshire Property Taxes

FOR
DUMMIES

Assessed Value = \$600k

Strafford County Tax Rate



Commercial

0.13%



Residential

0.13%



URBAN3

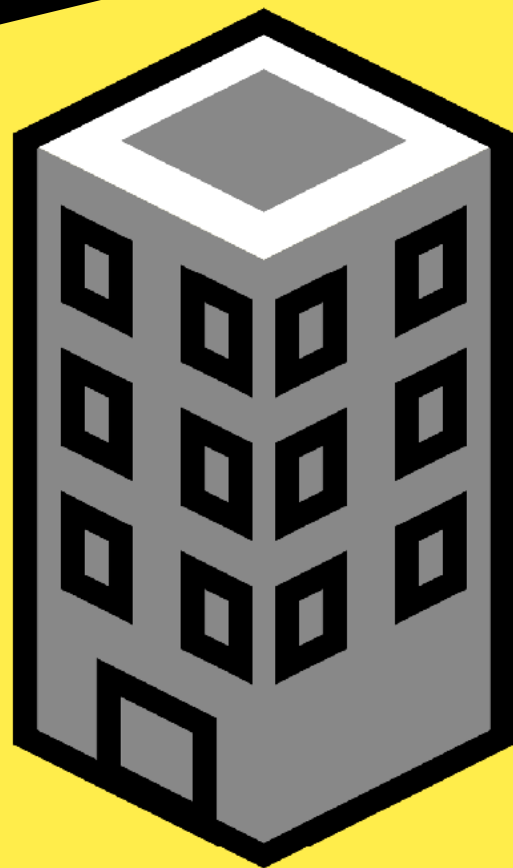
New Hampshire Property Taxes

FOR

DUMMIES

Assessed Value = \$600k

Strafford County Tax Rate



Commercial

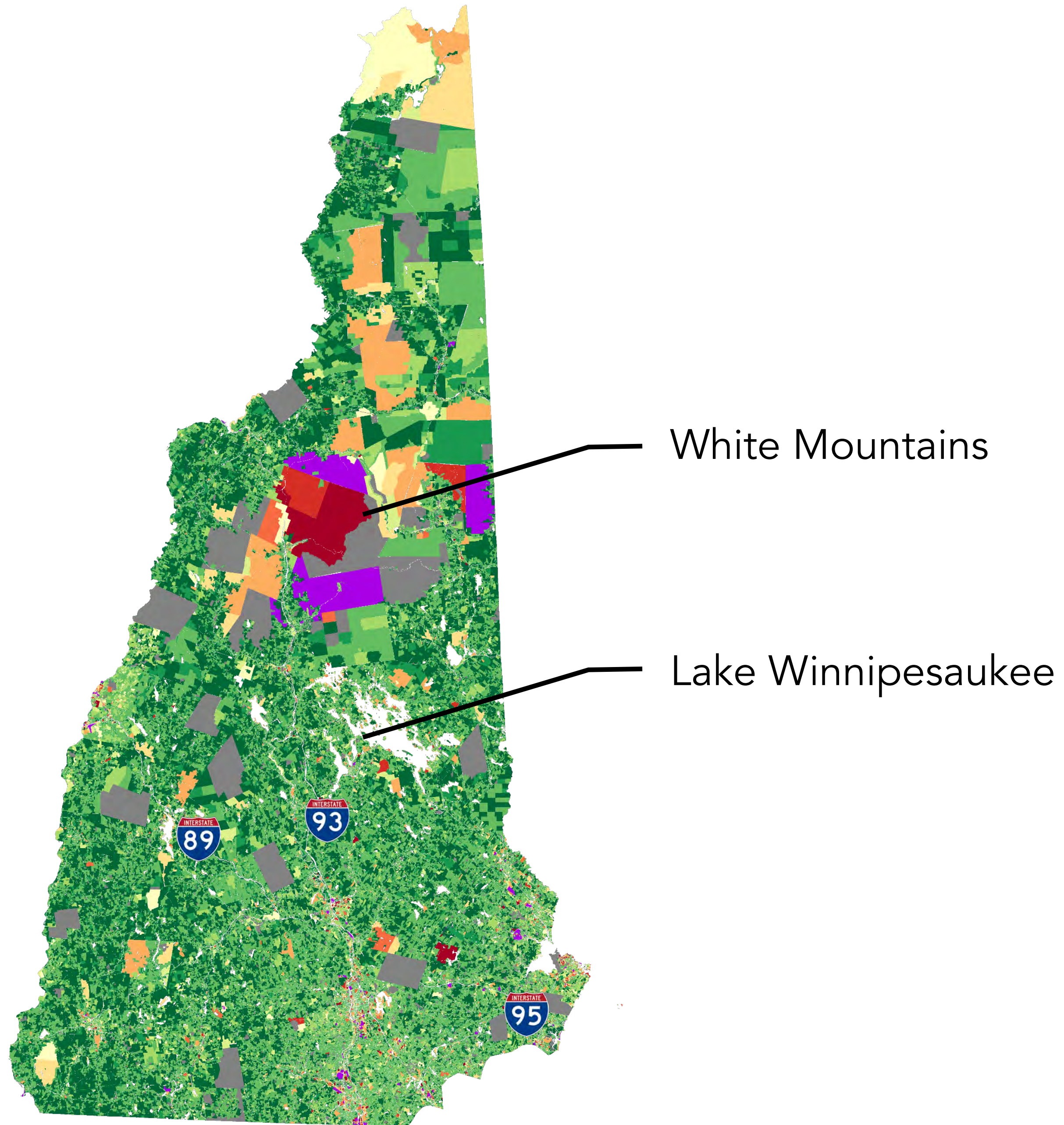
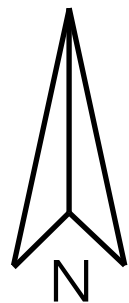
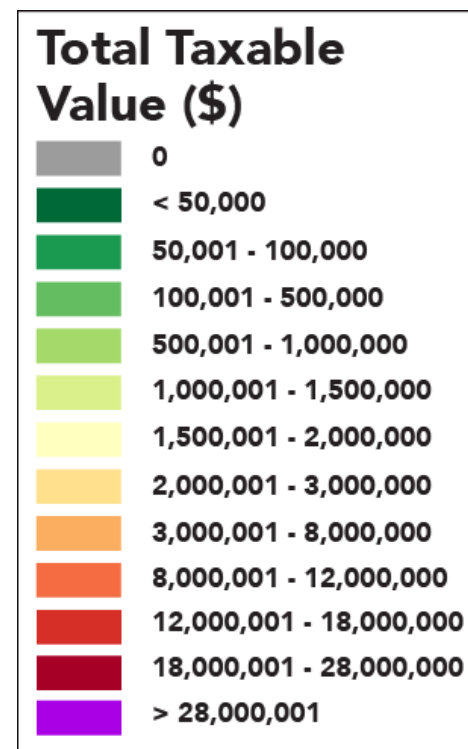
\$780

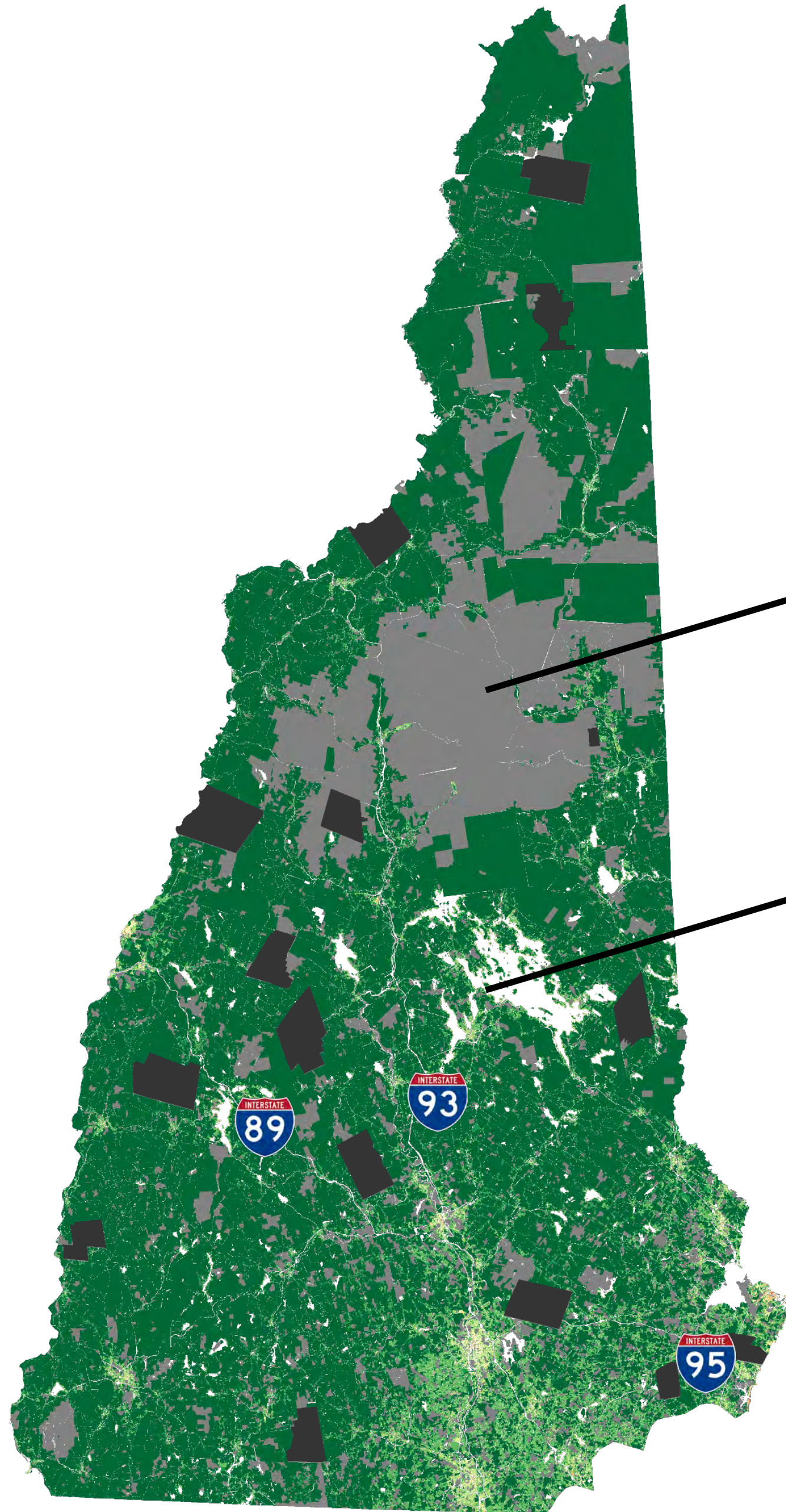
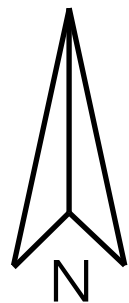
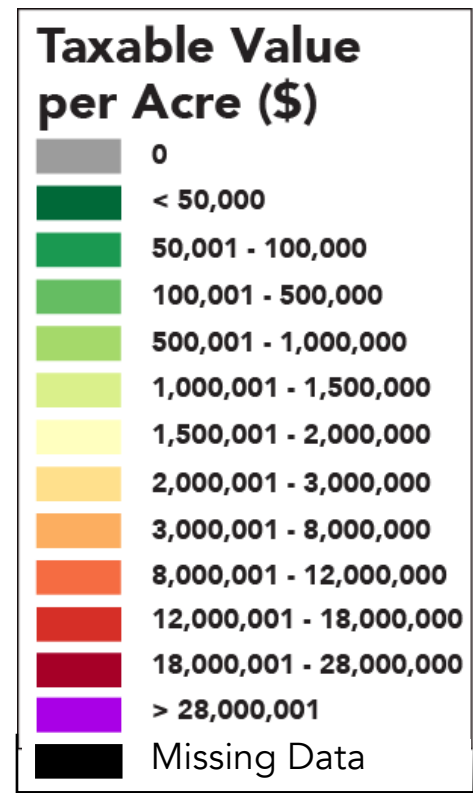


Residential

\$780





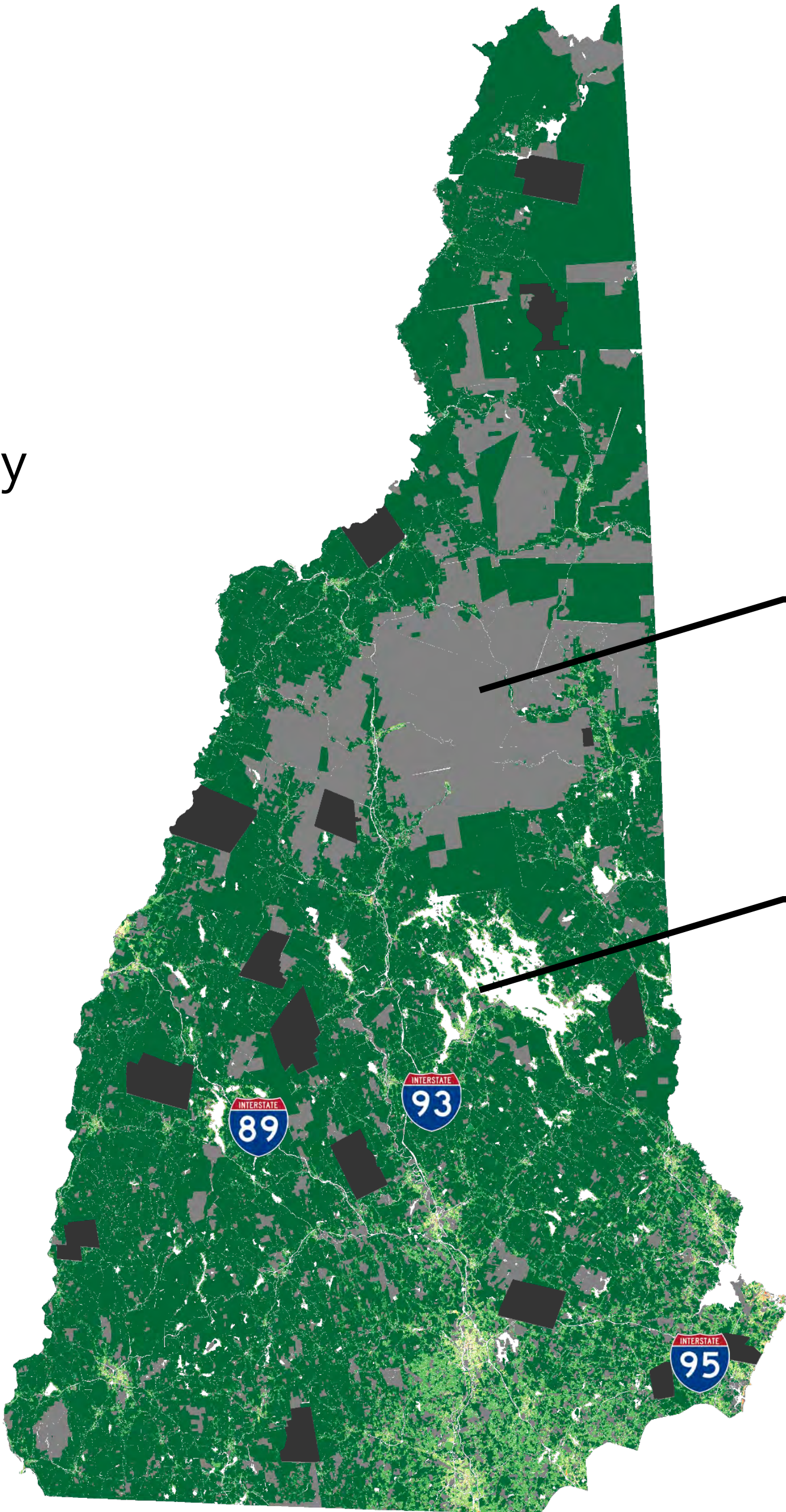
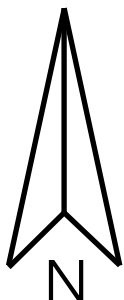
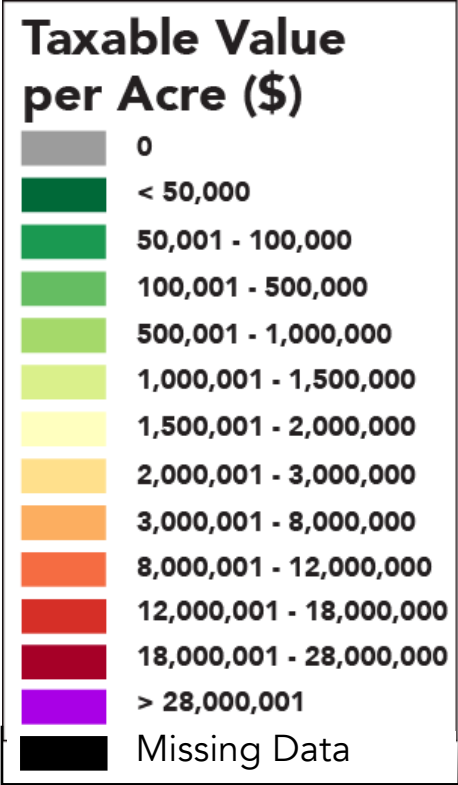


White Mountains

Lake Winnepesaukee

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

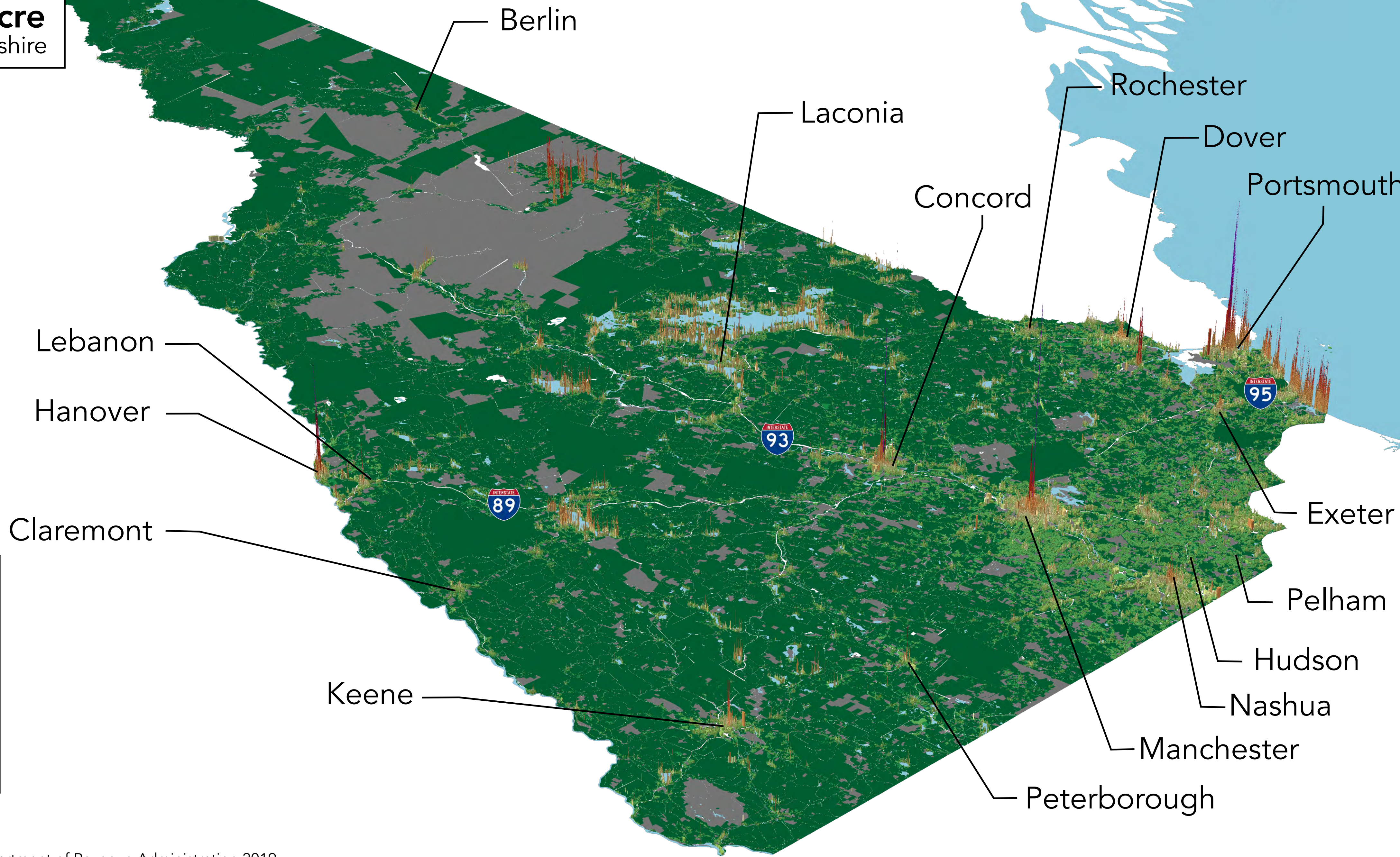
Lake Winnepesaukee

Missing Data Accounts for 5.25% of Total Land Area

URBAN3

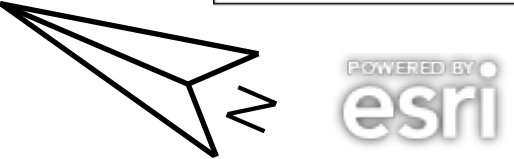
Value Per Acre

New Hampshire



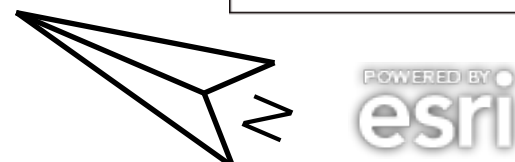
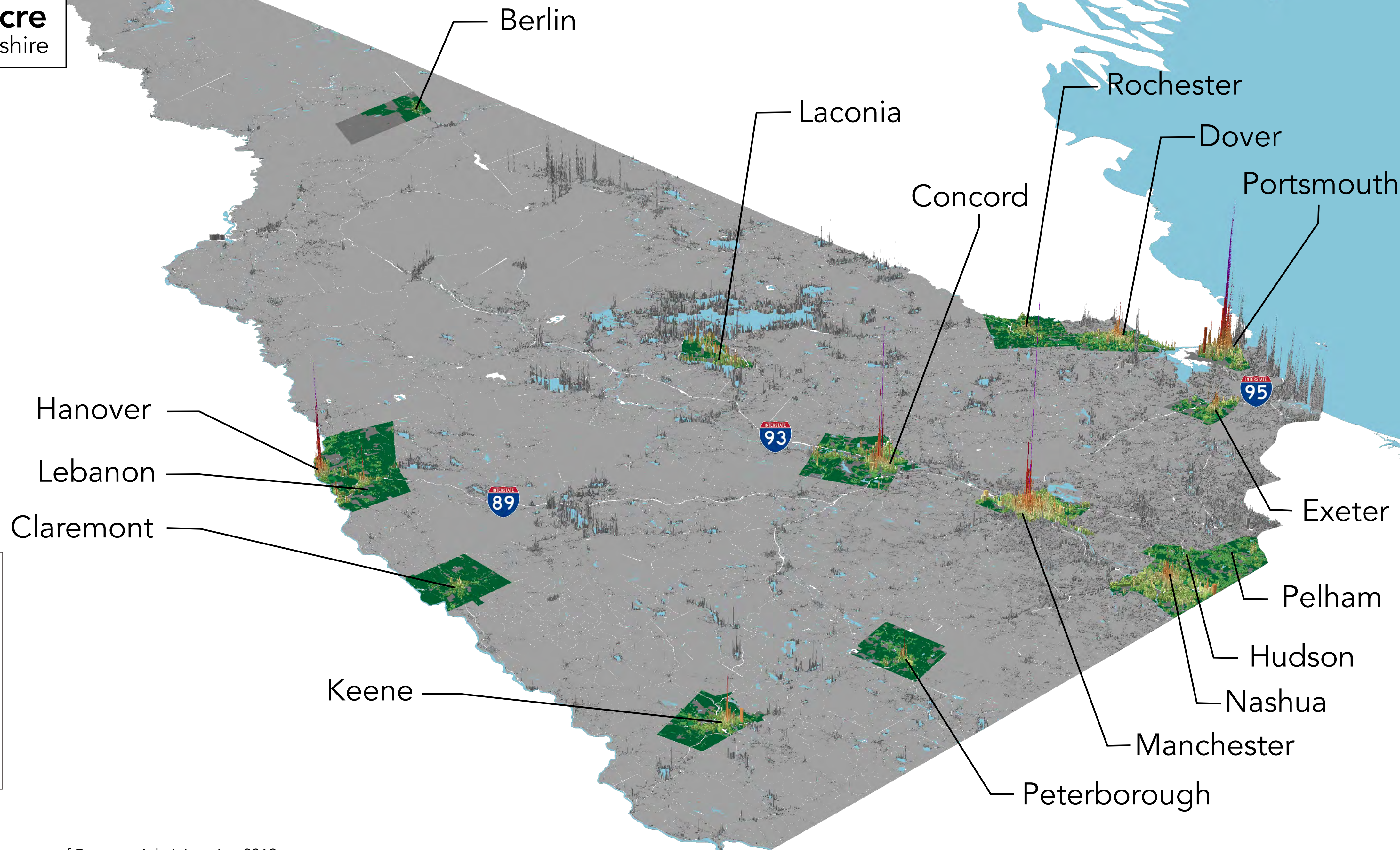
Taxable Value per Acre (\$)

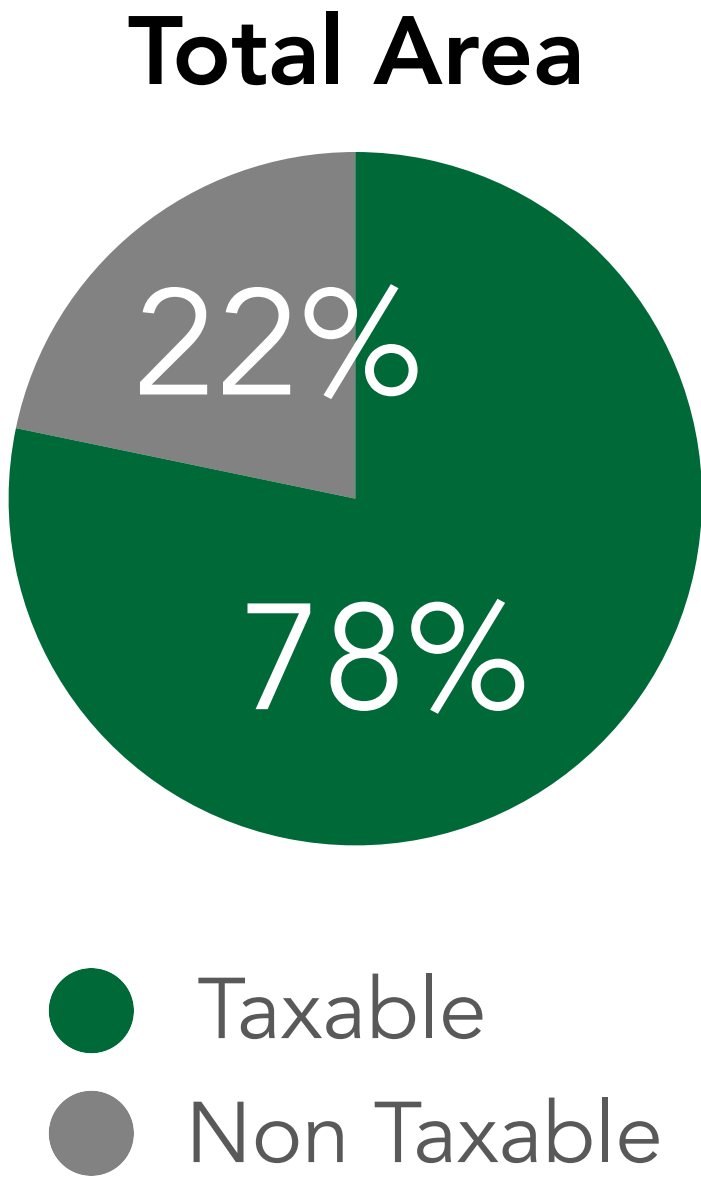
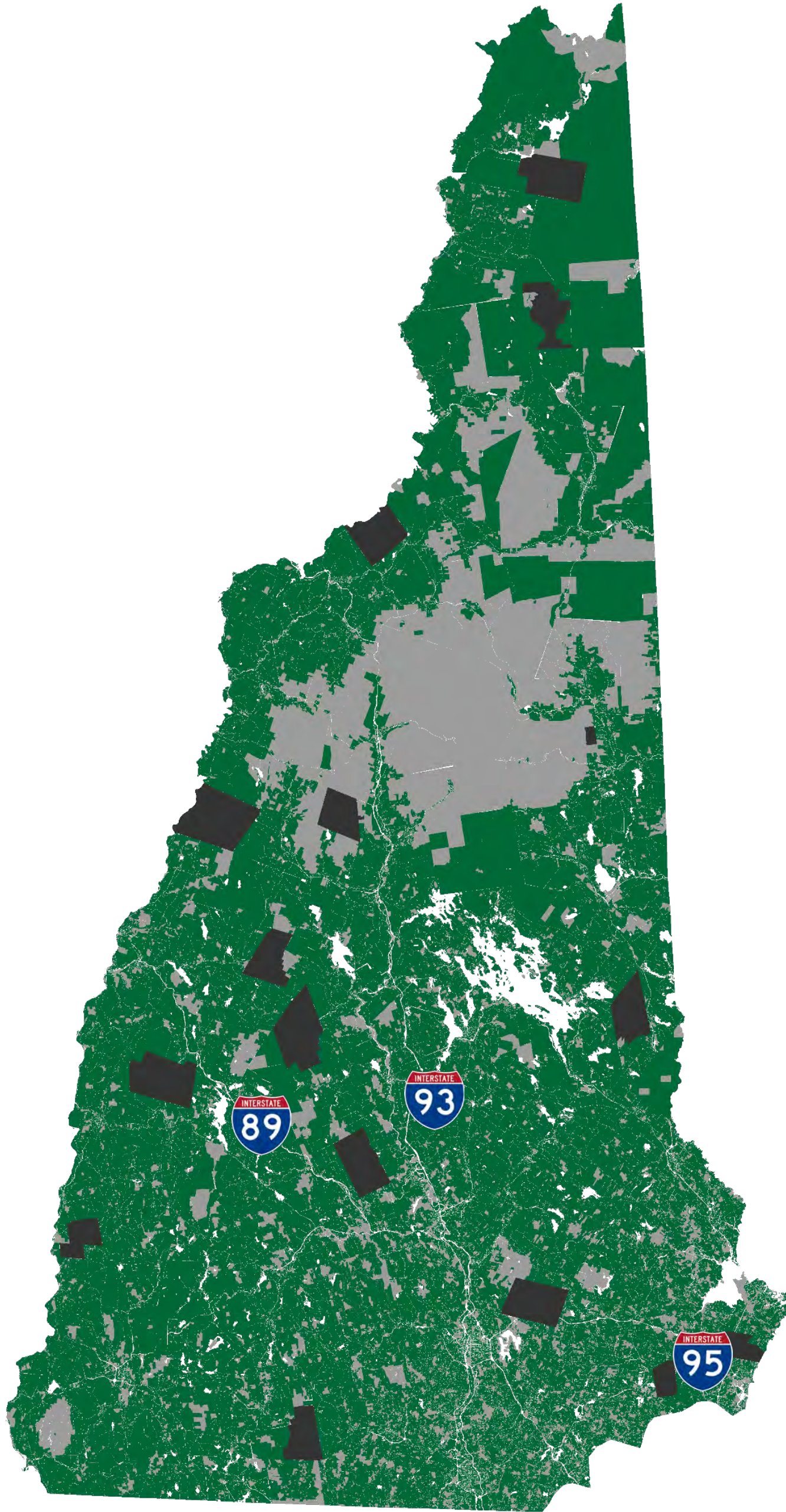
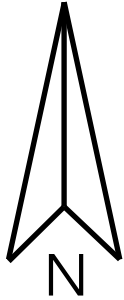
0
< 50,000
50,001 - 100,000
100,001 - 500,000
500,001 - 1,000,000
1,000,001 - 1,500,000
1,500,001 - 2,000,000
2,000,001 - 3,000,000
3,000,001 - 8,000,000
8,000,001 - 12,000,000
12,000,001 - 18,000,000
18,000,001 - 28,000,000
> 28,000,001



Value Per Acre

New Hampshire





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2020

NH Sample

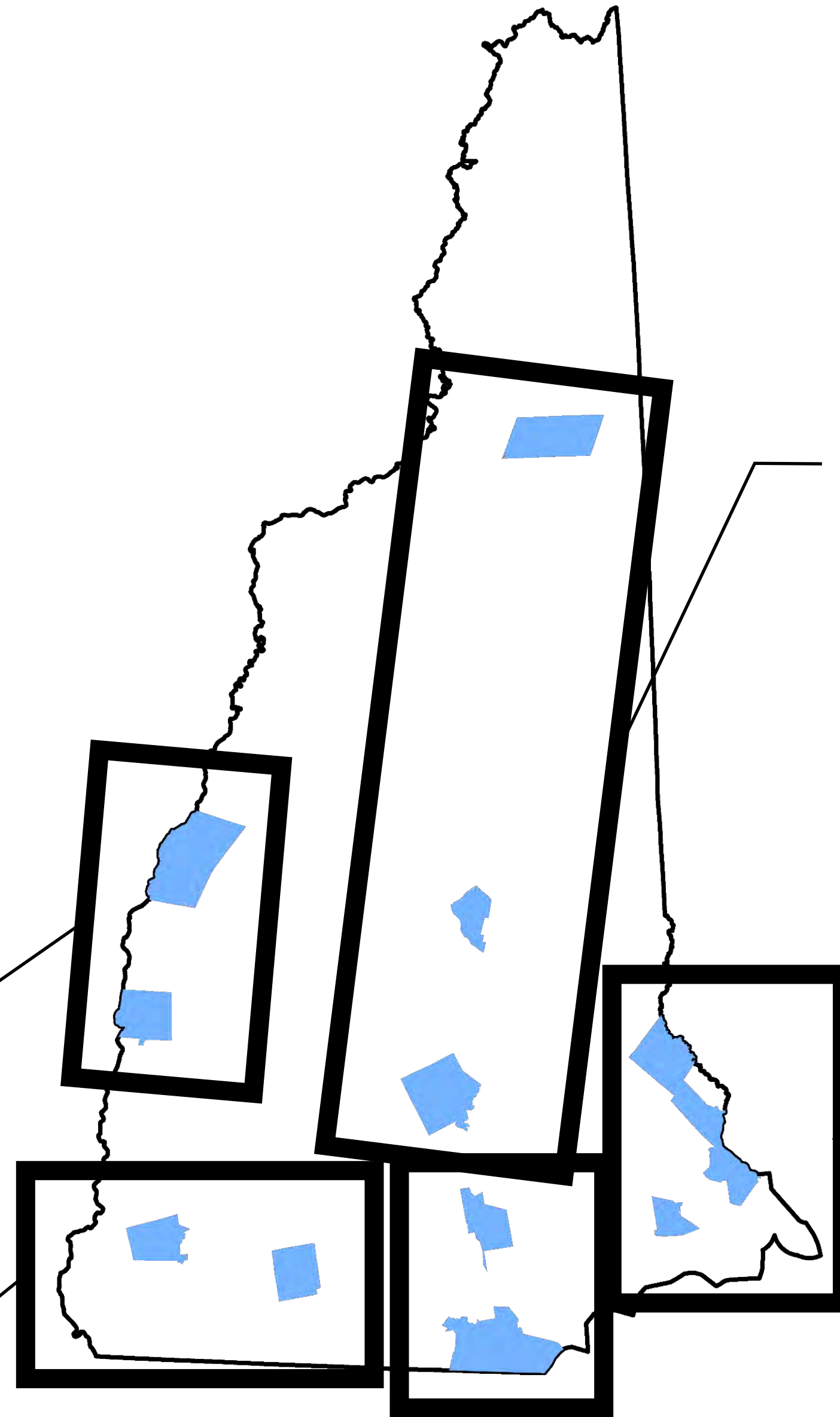
Upper Valley

**Southwest
Region**

**Central
Corridor**

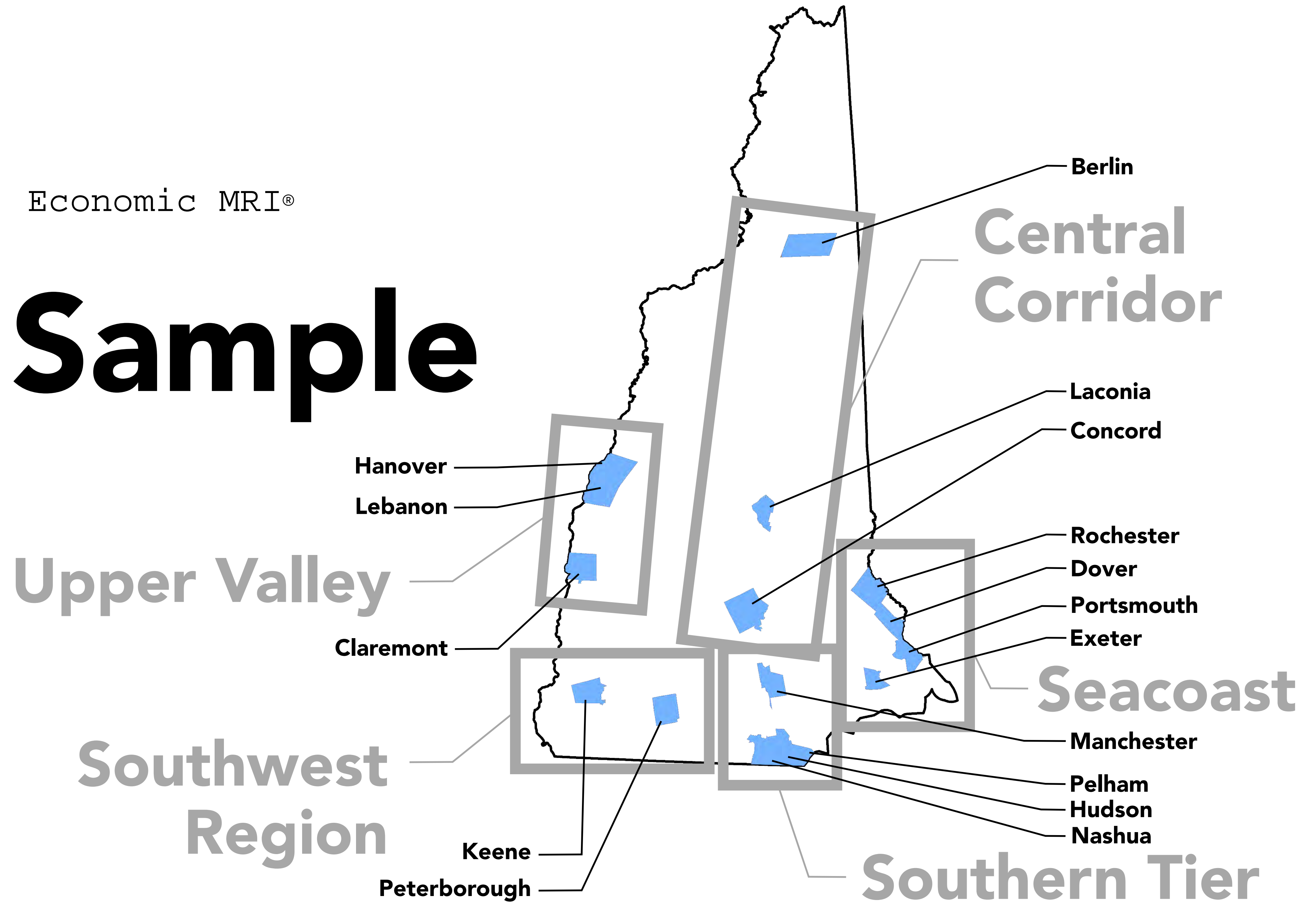
Seacoast

Southern Tier



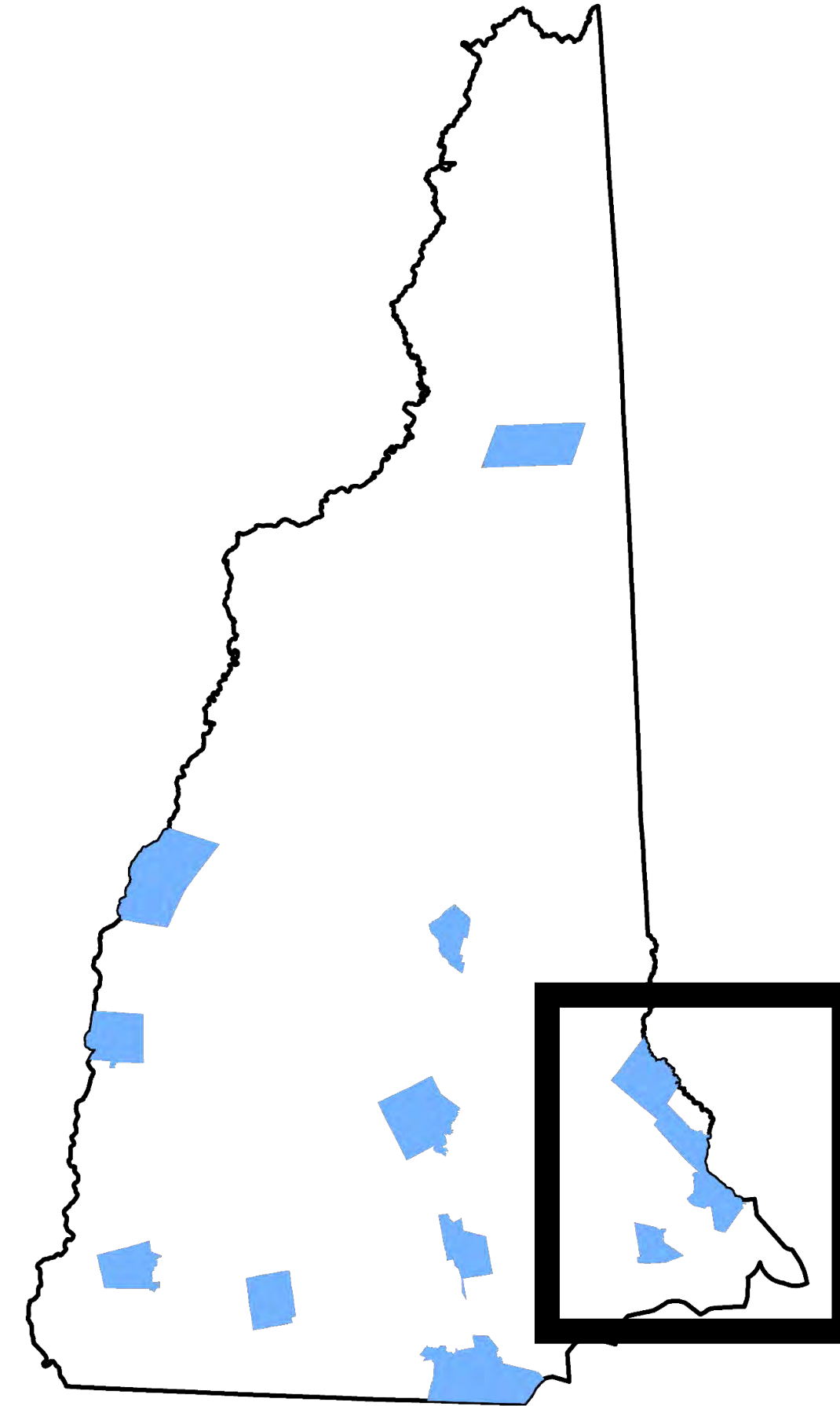
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2020

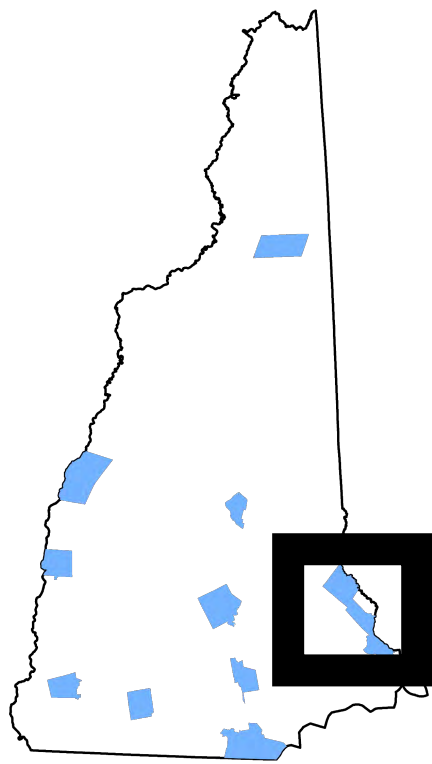
NH Sample



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2020

Seacoast

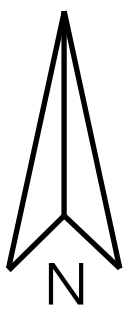
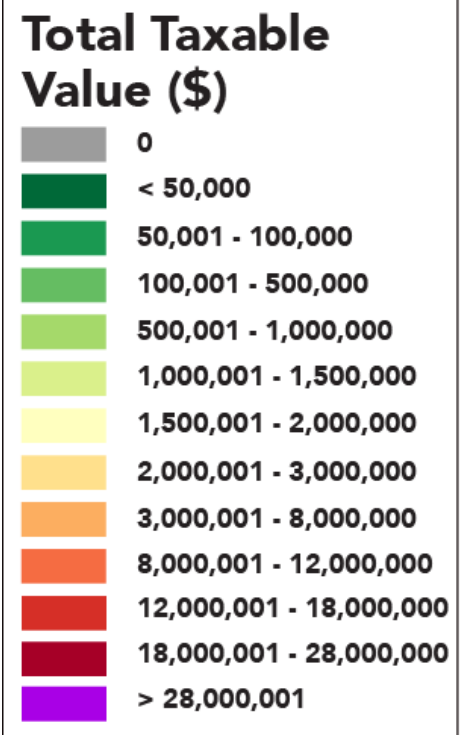
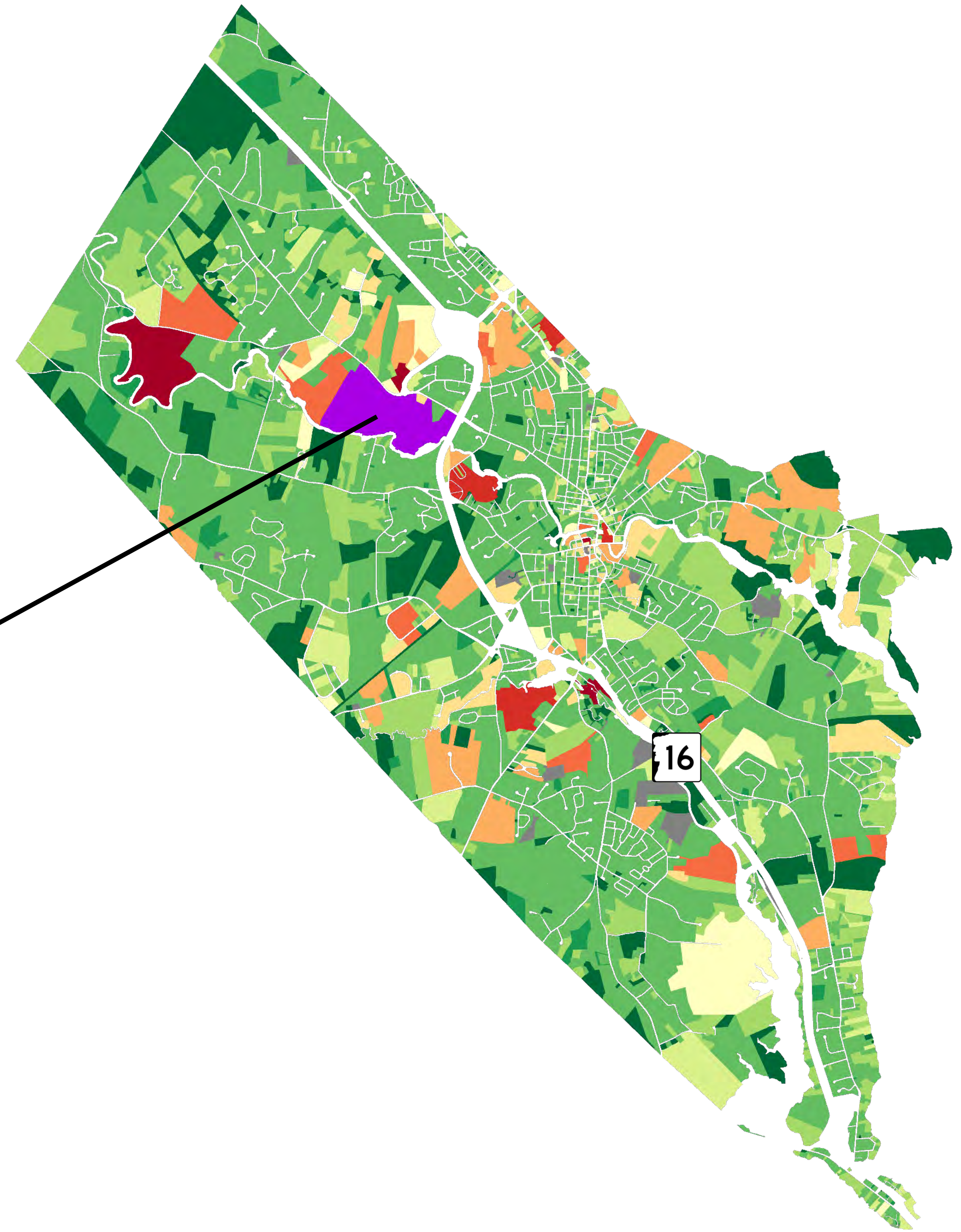
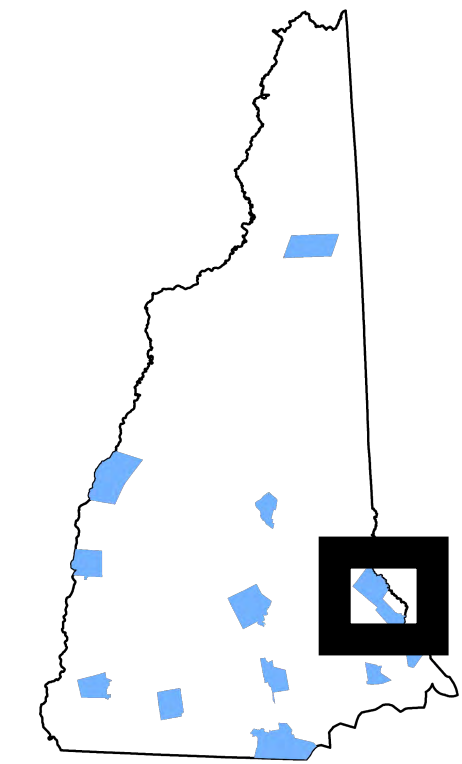


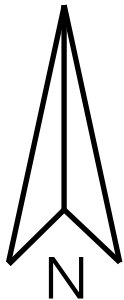
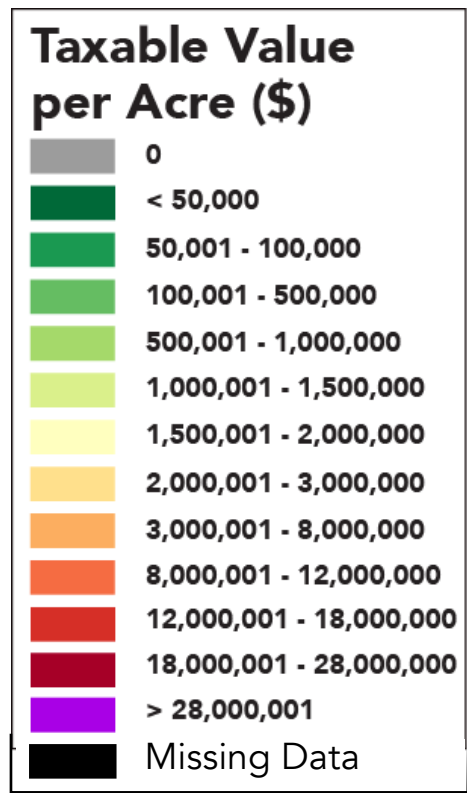
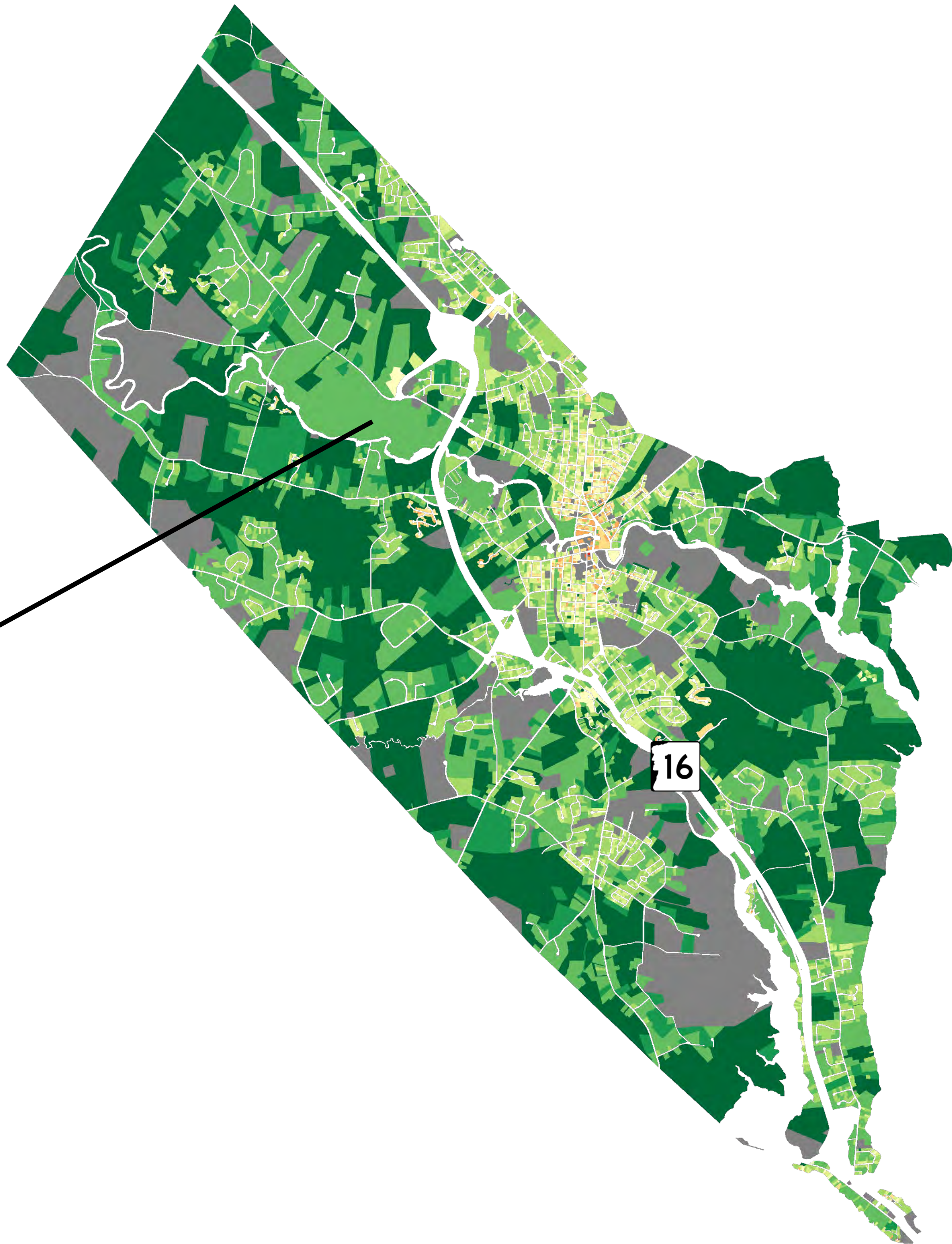
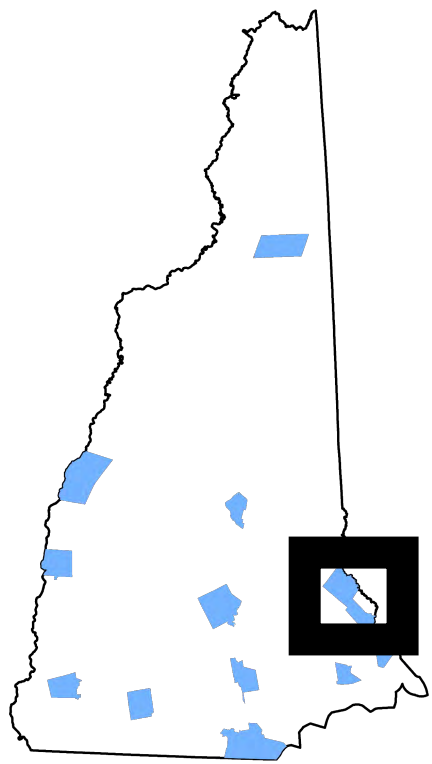


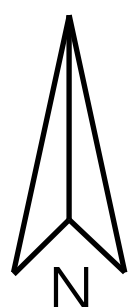
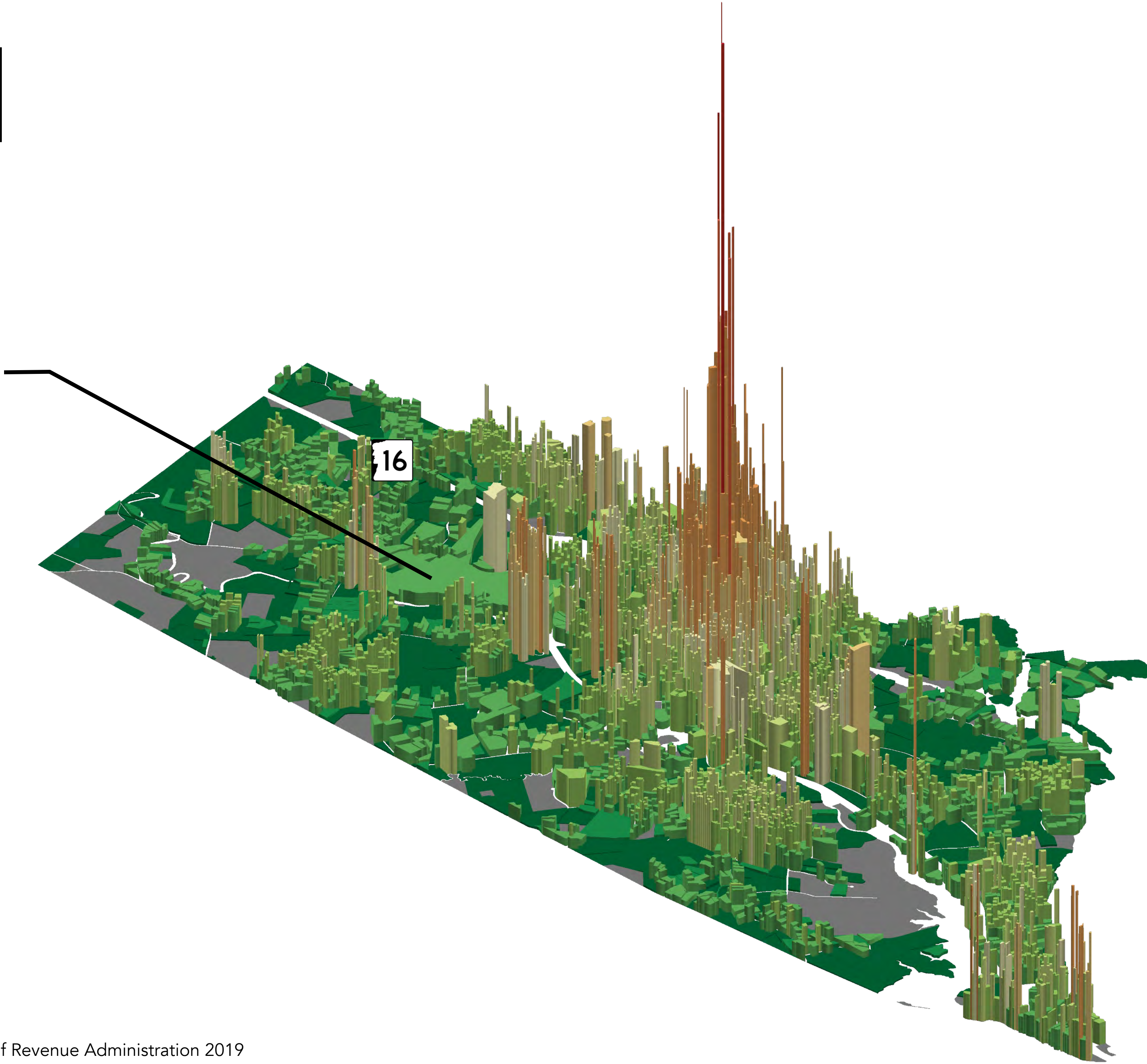
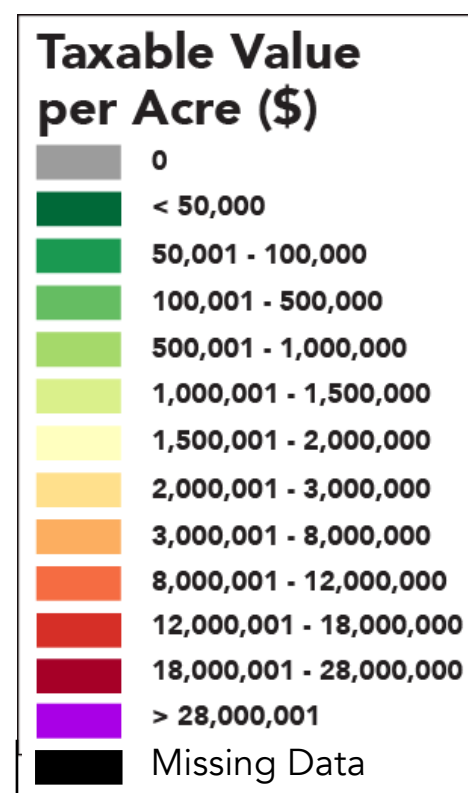
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2020

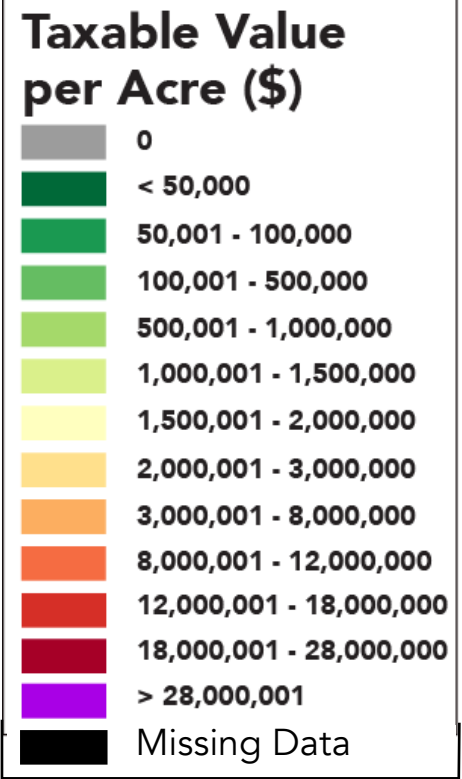
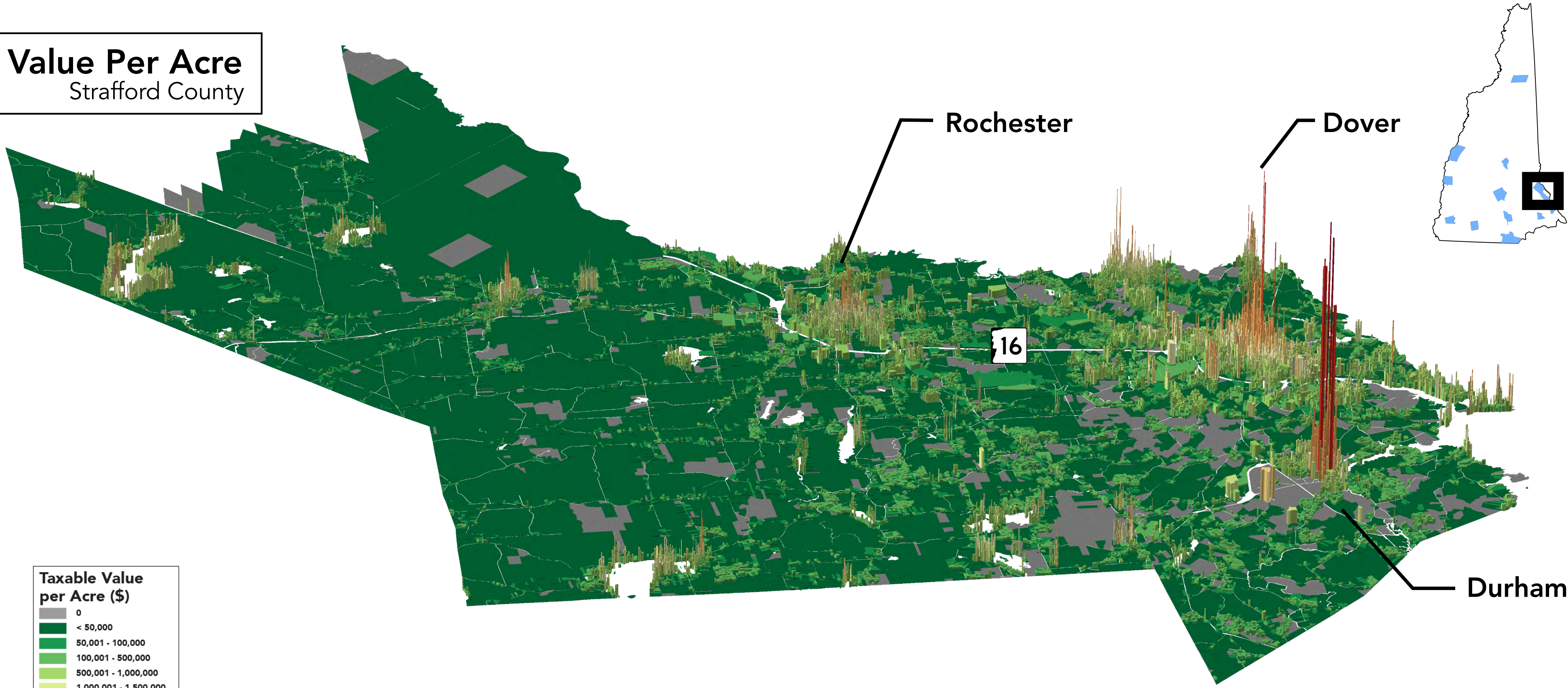
Dover









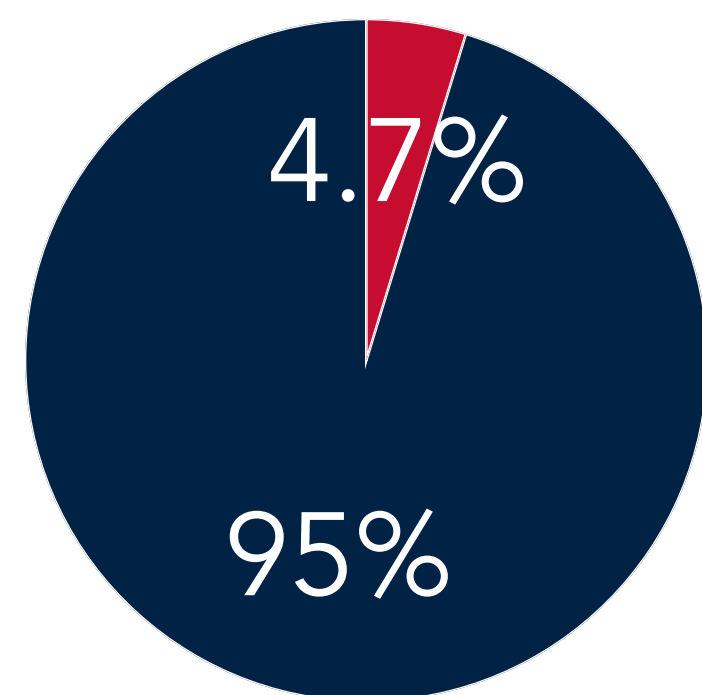


Value Per Acre

New Hampshire

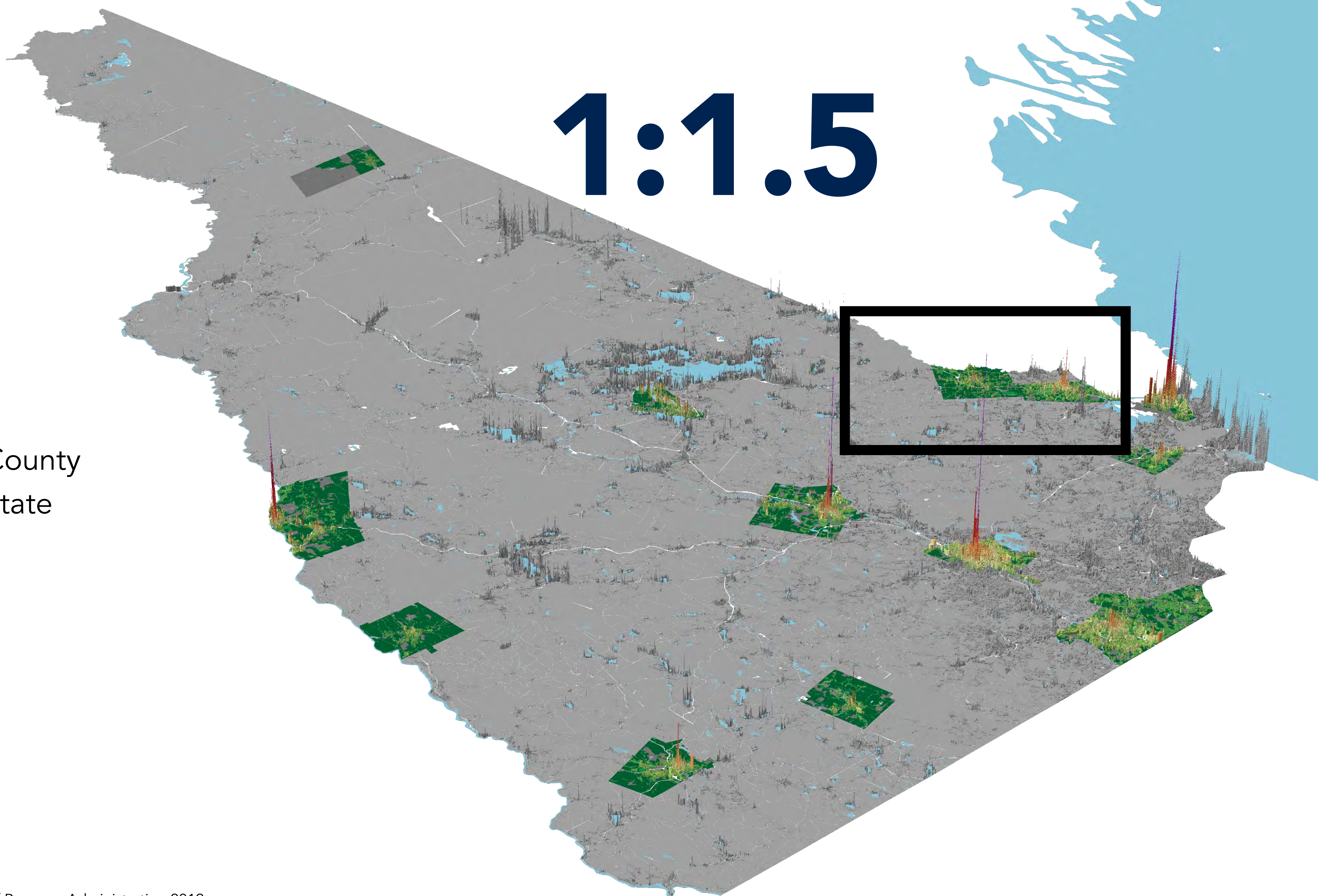
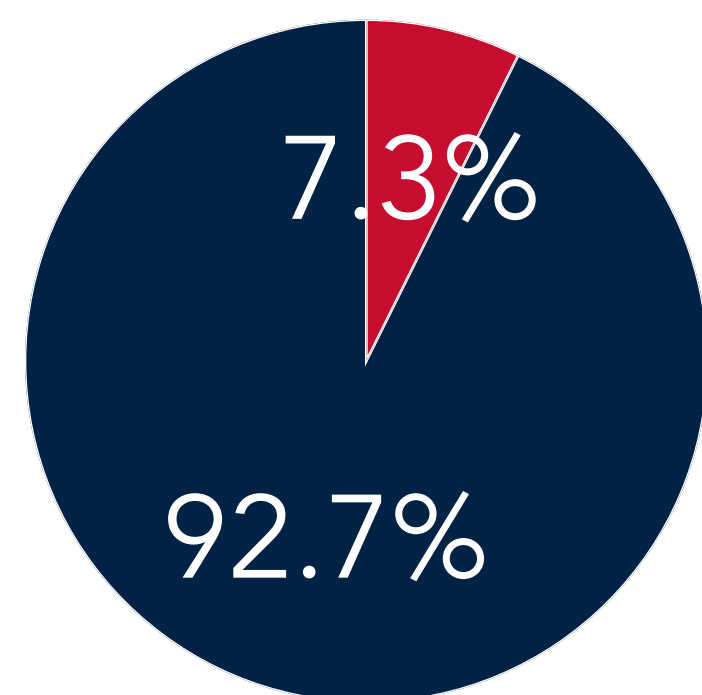
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Area



- County
- State

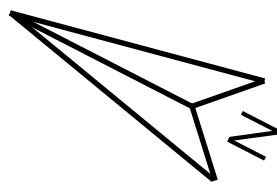
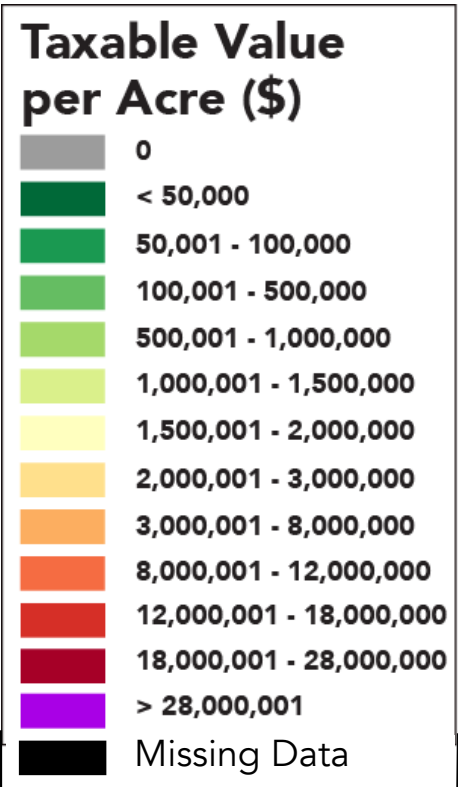
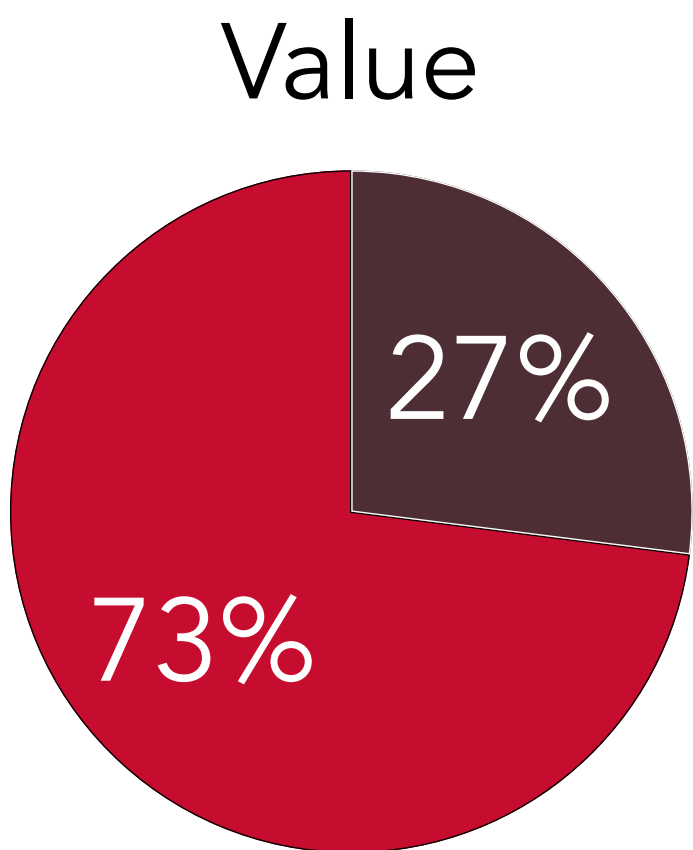
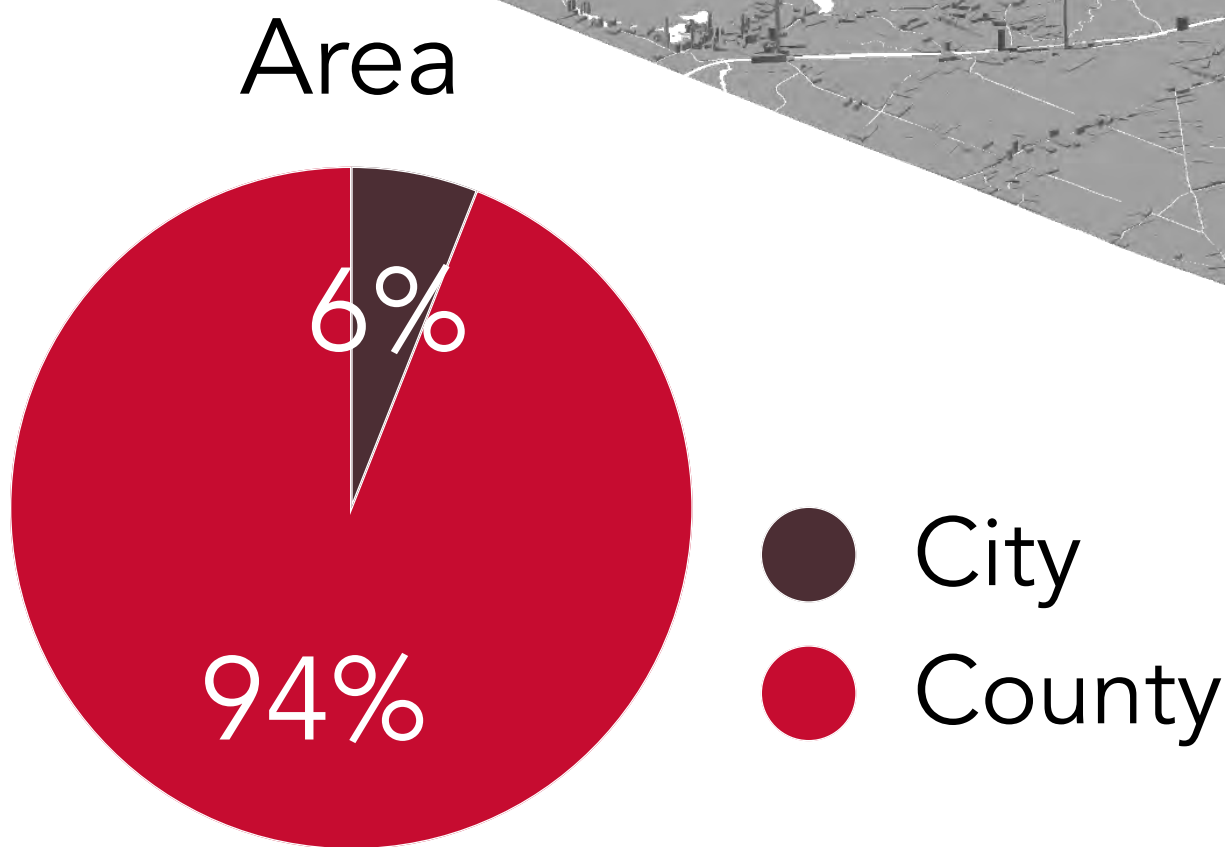
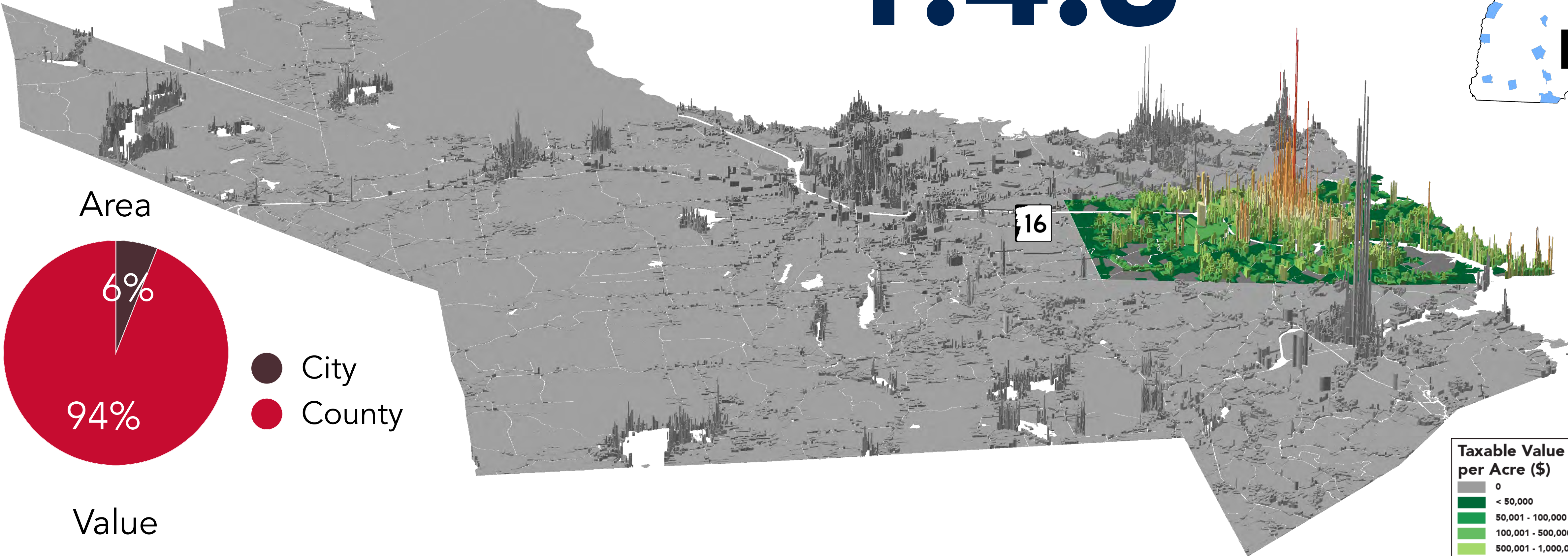
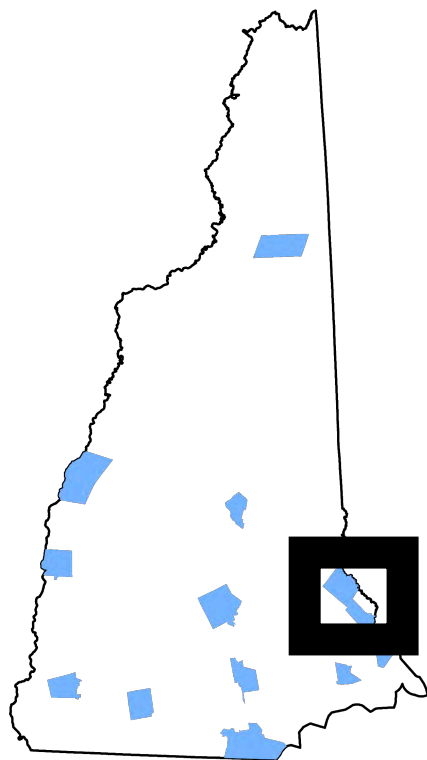
Value



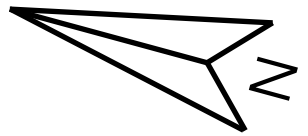
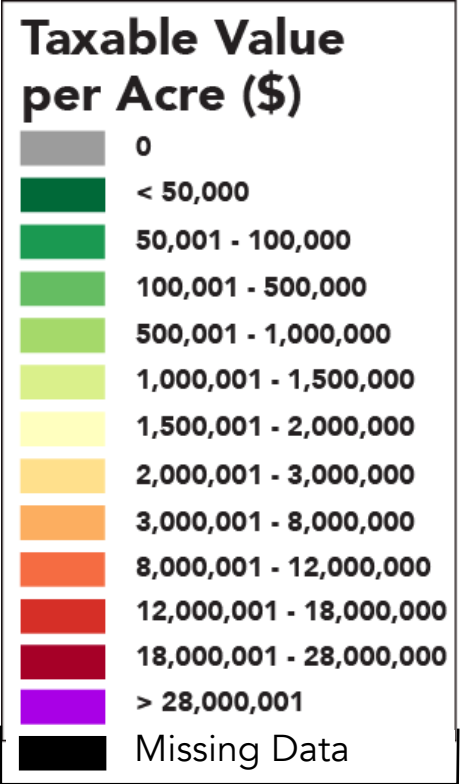
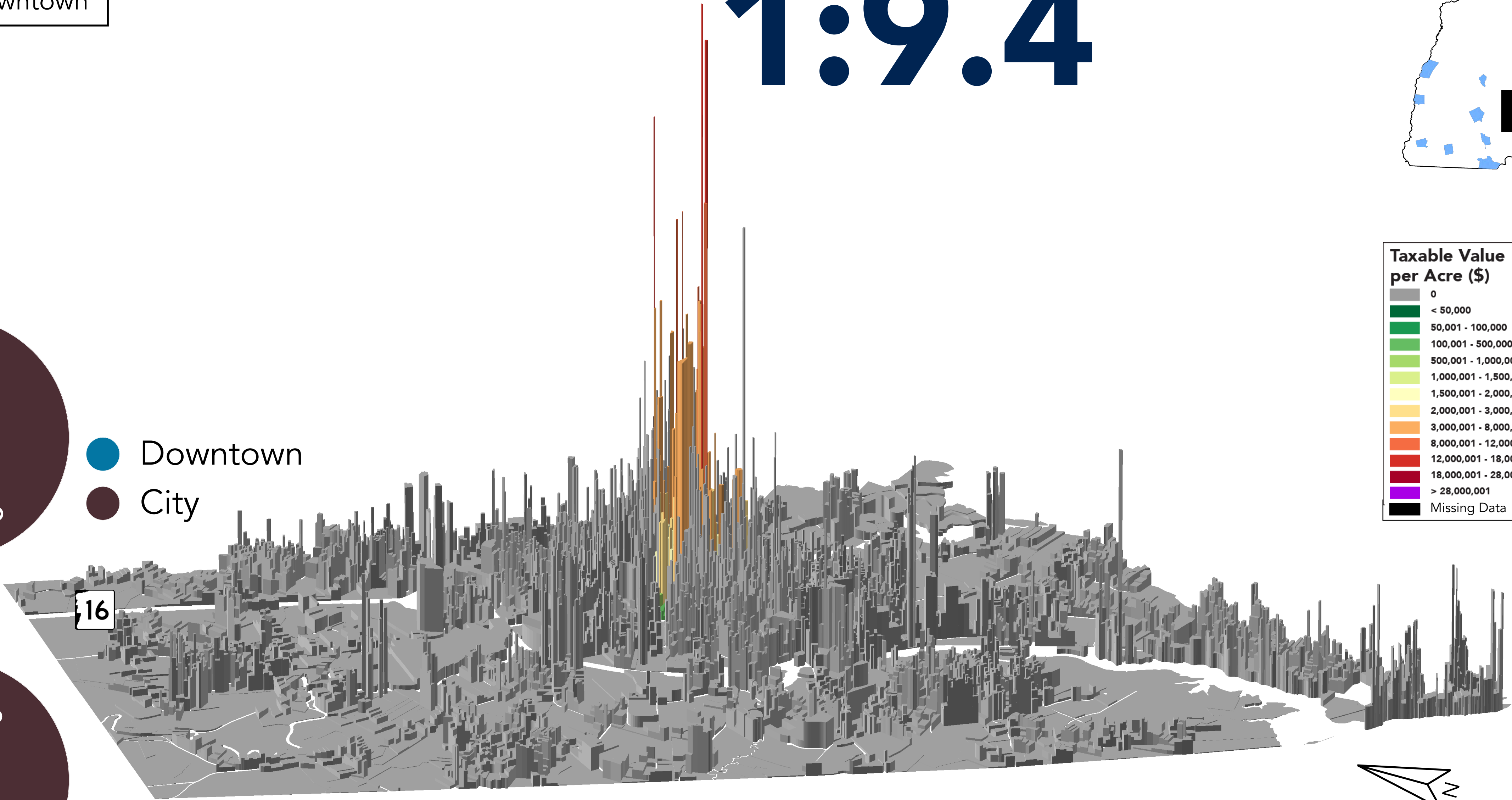
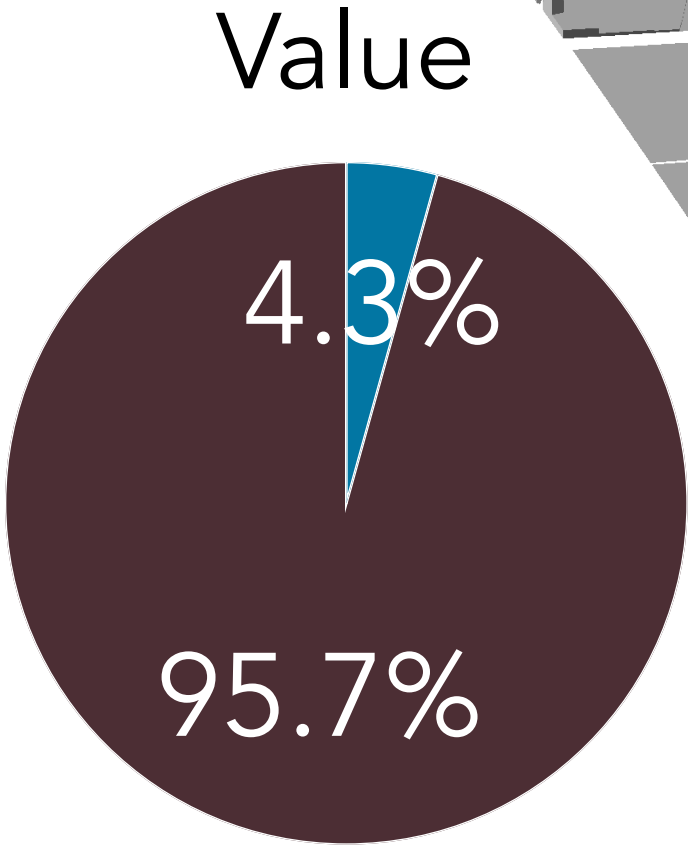
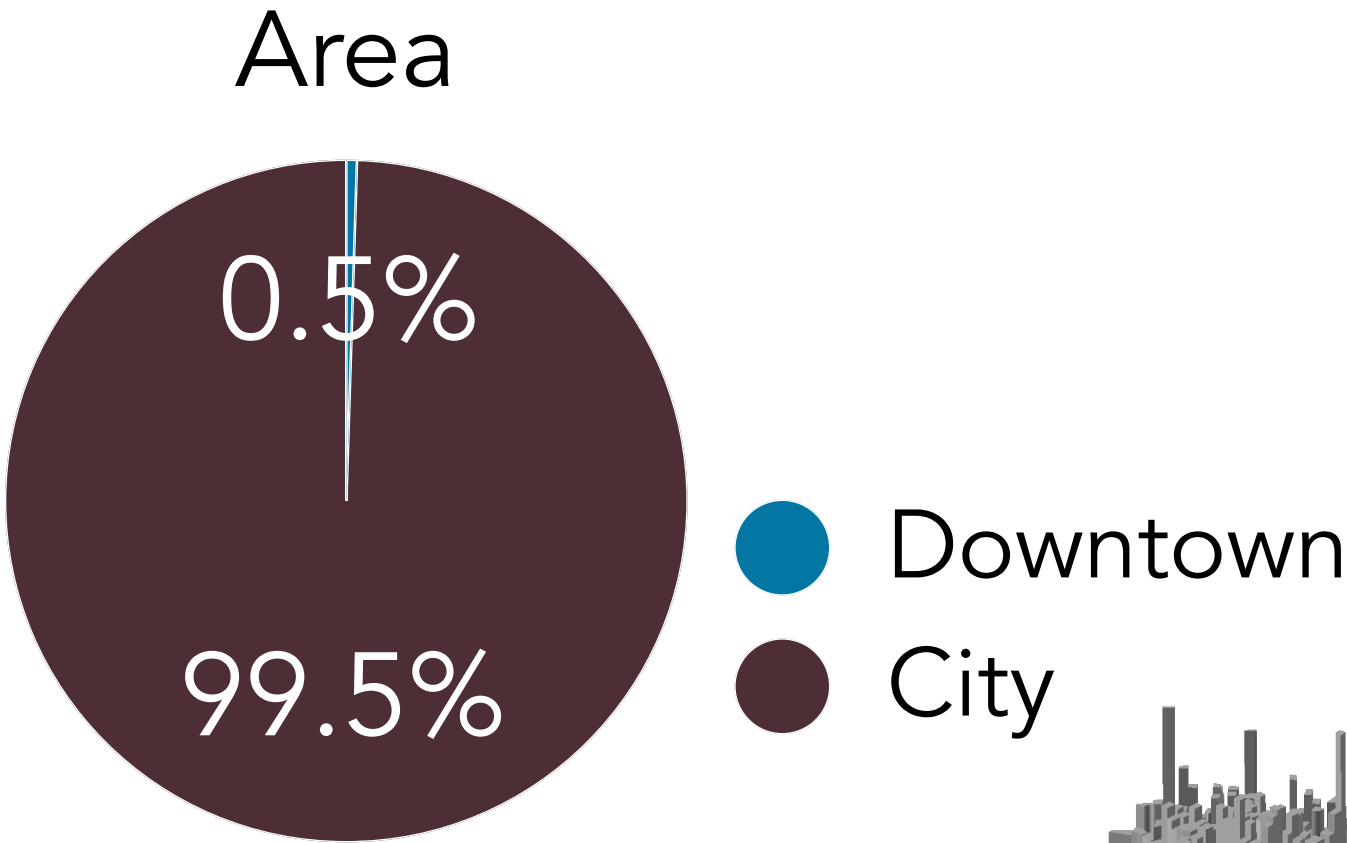
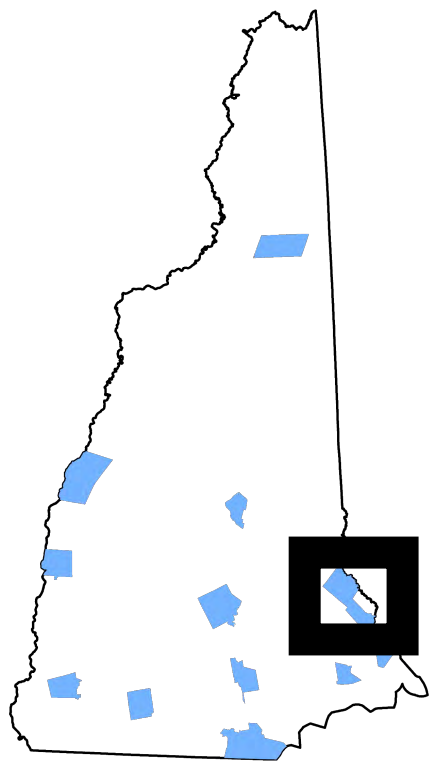
Value Per Acre

Dover

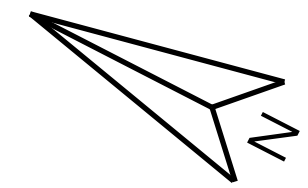
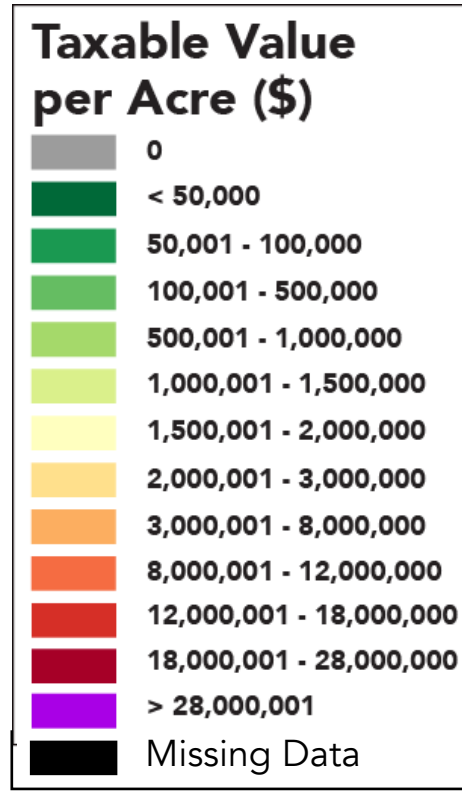
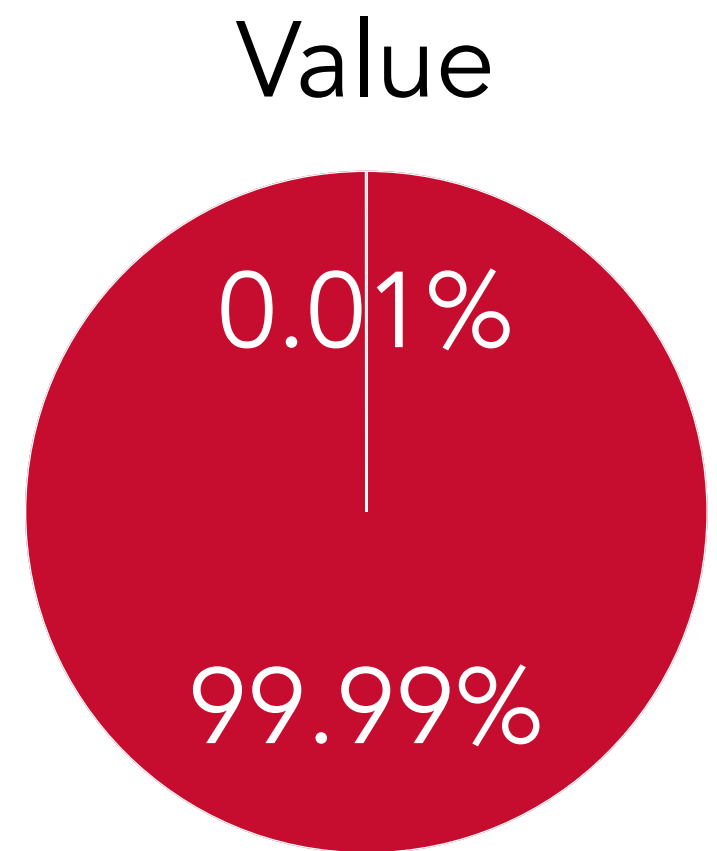
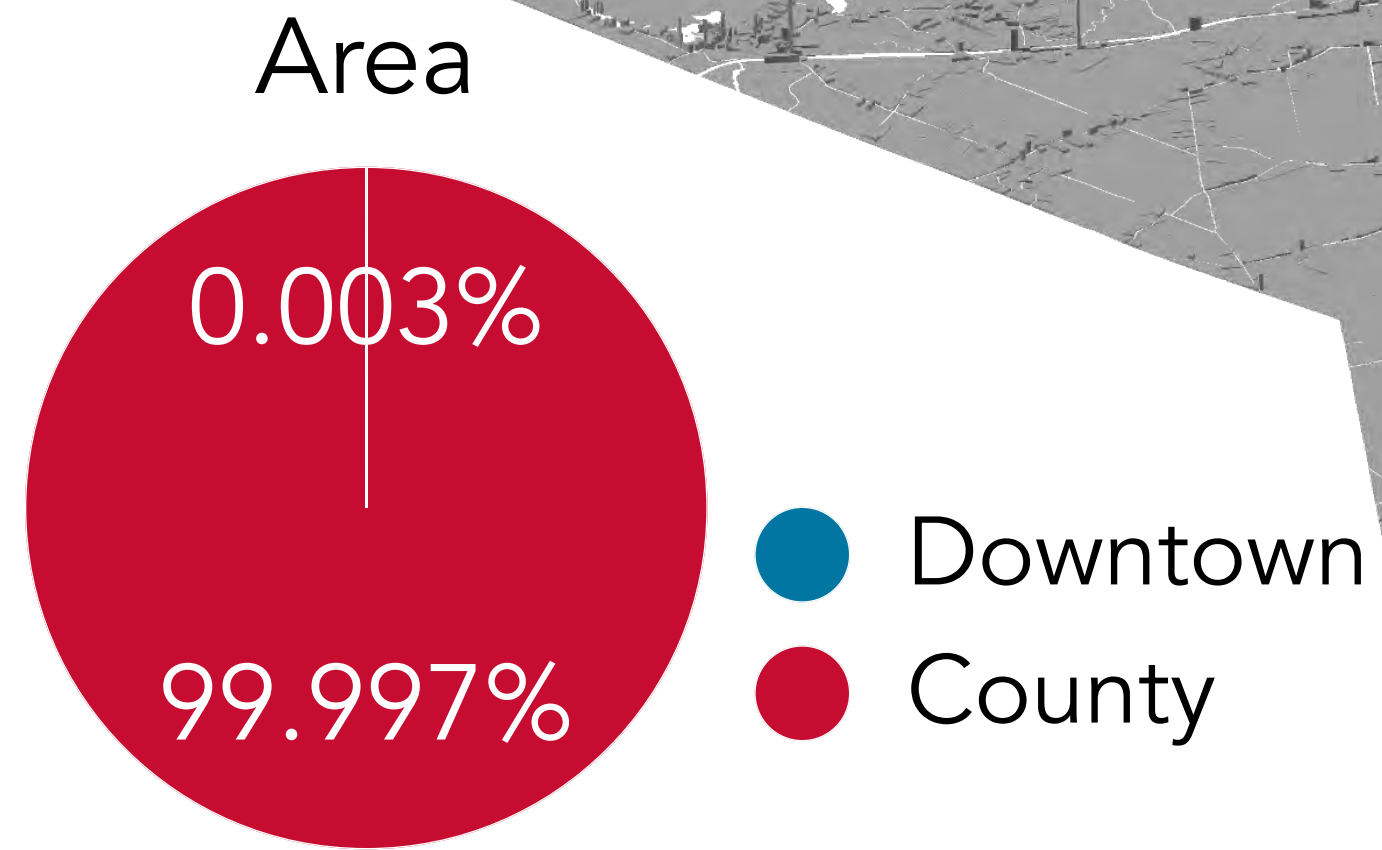
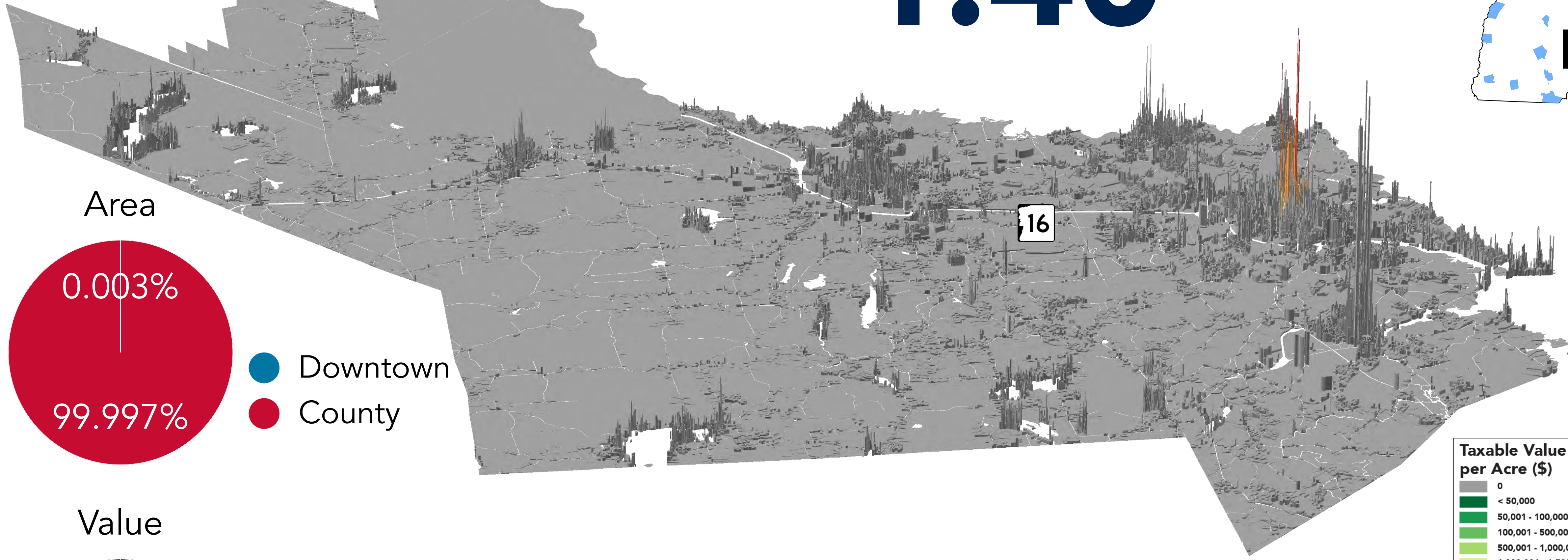
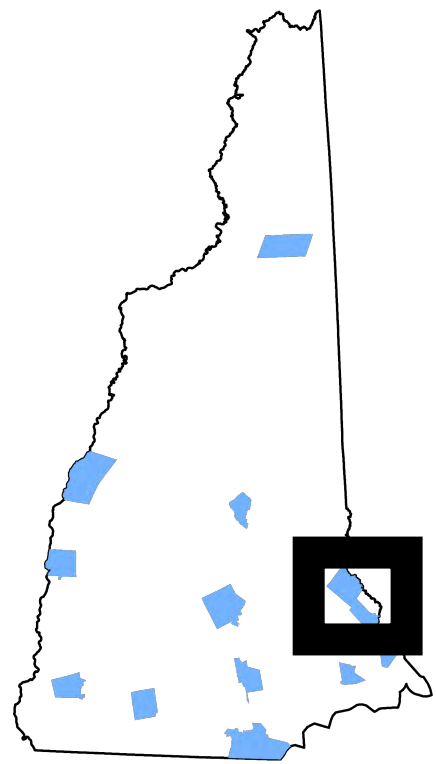
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1:9.4

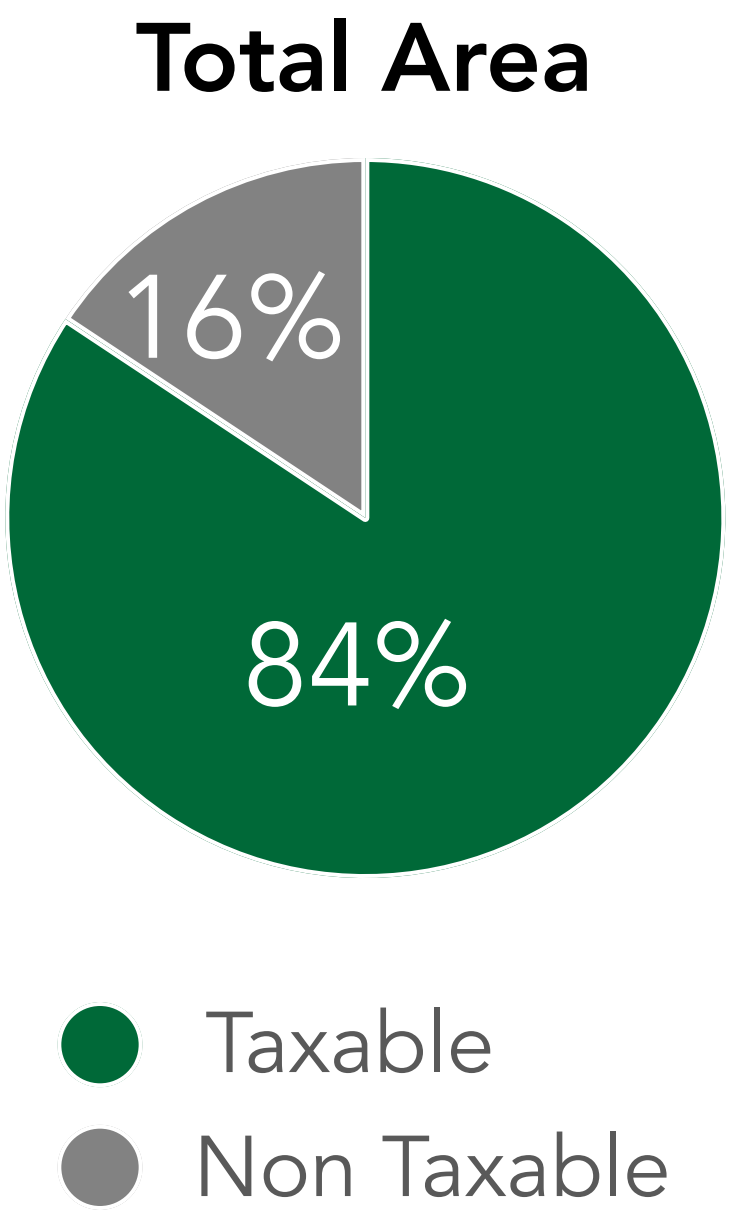


1:40



Strafford Town Forest

Dover

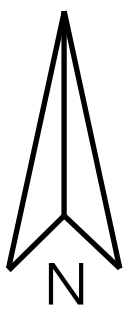


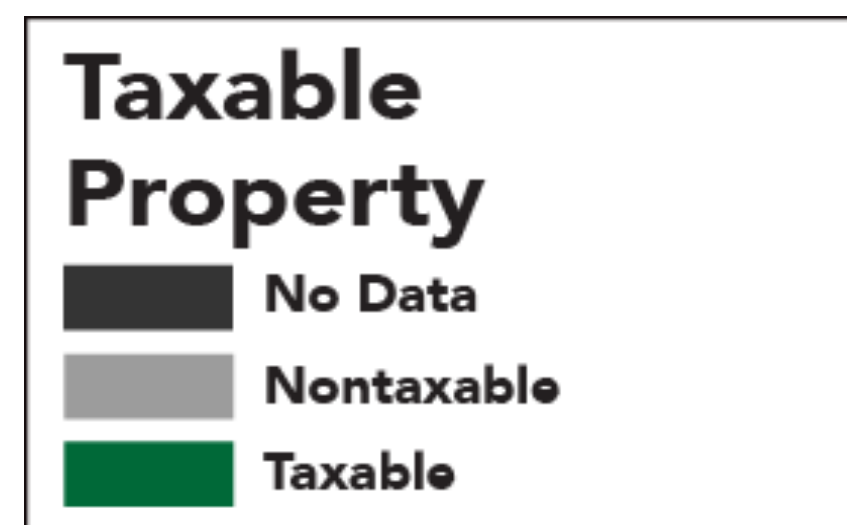
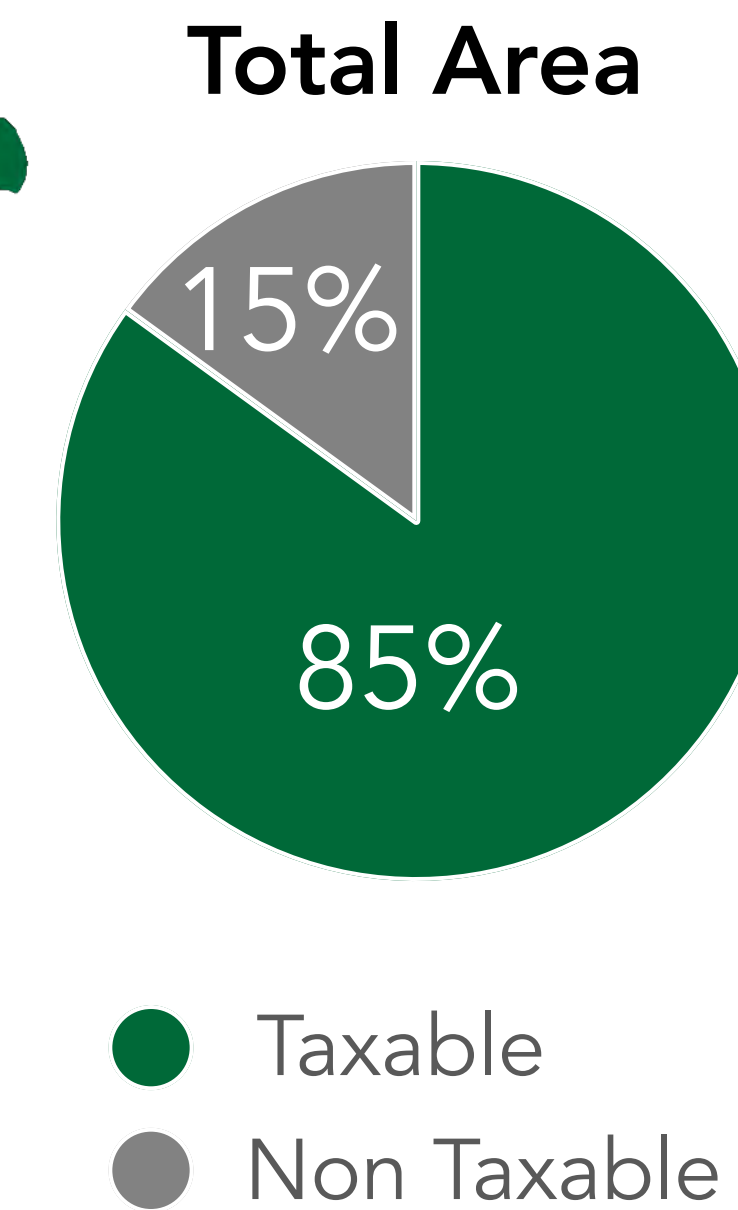
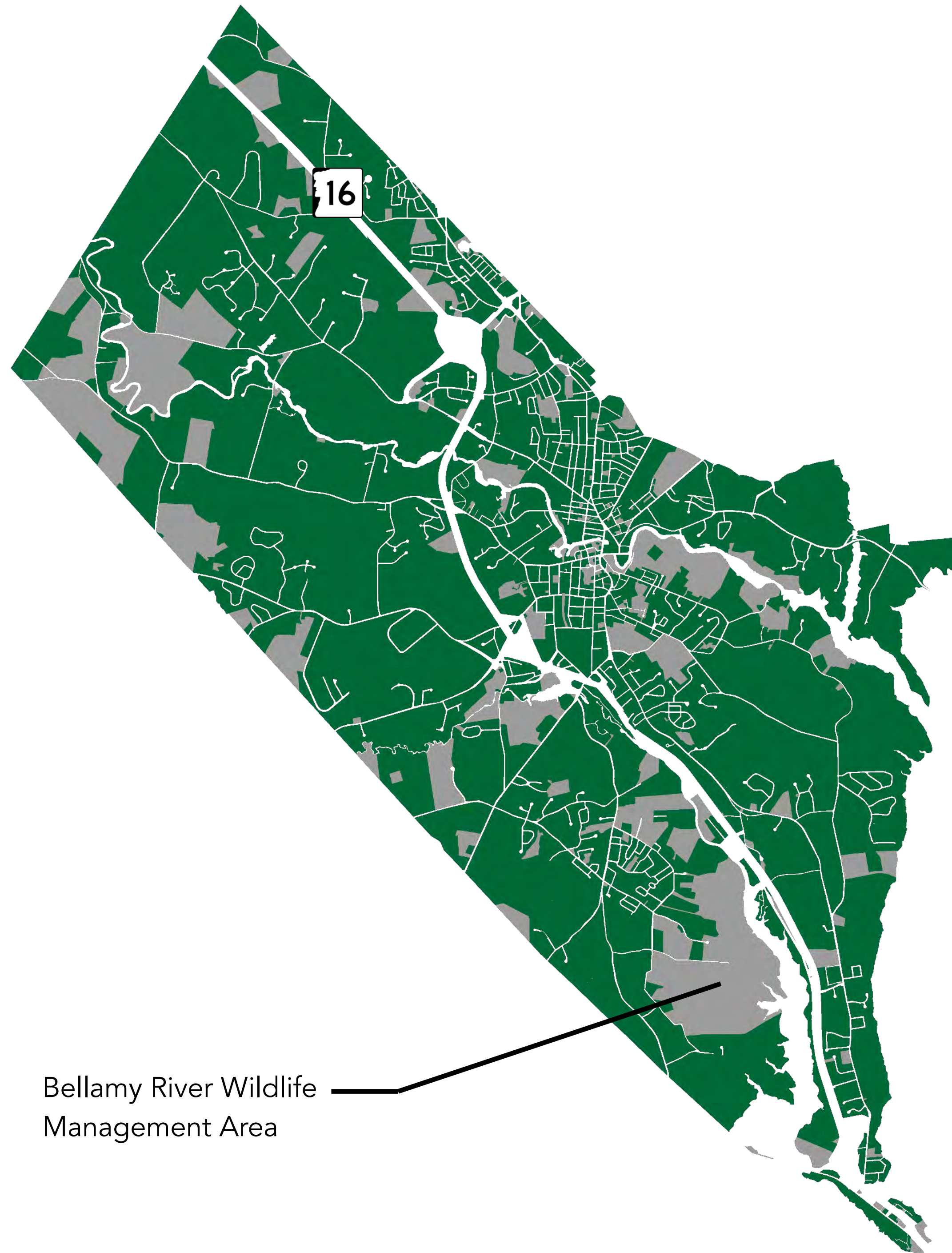
Taxable Property

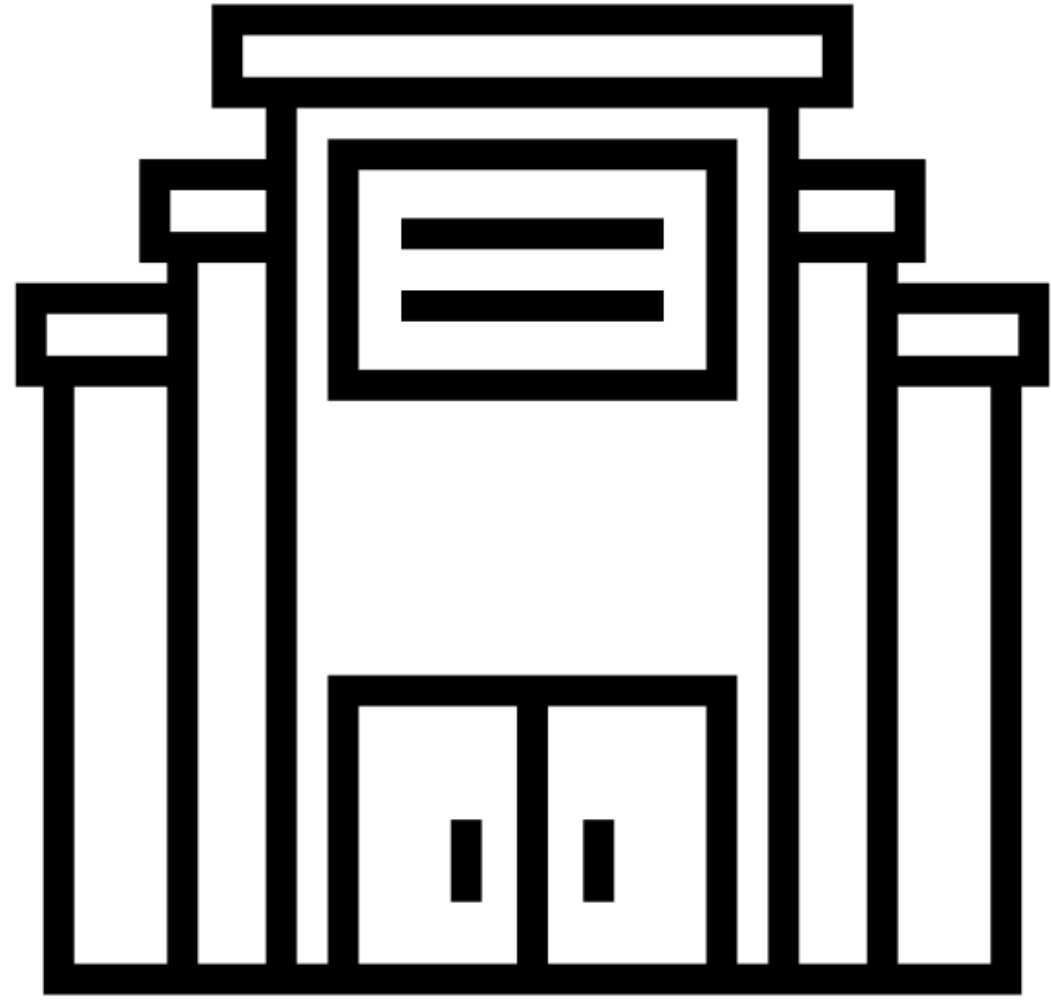
No Data

Nontaxable

Taxable

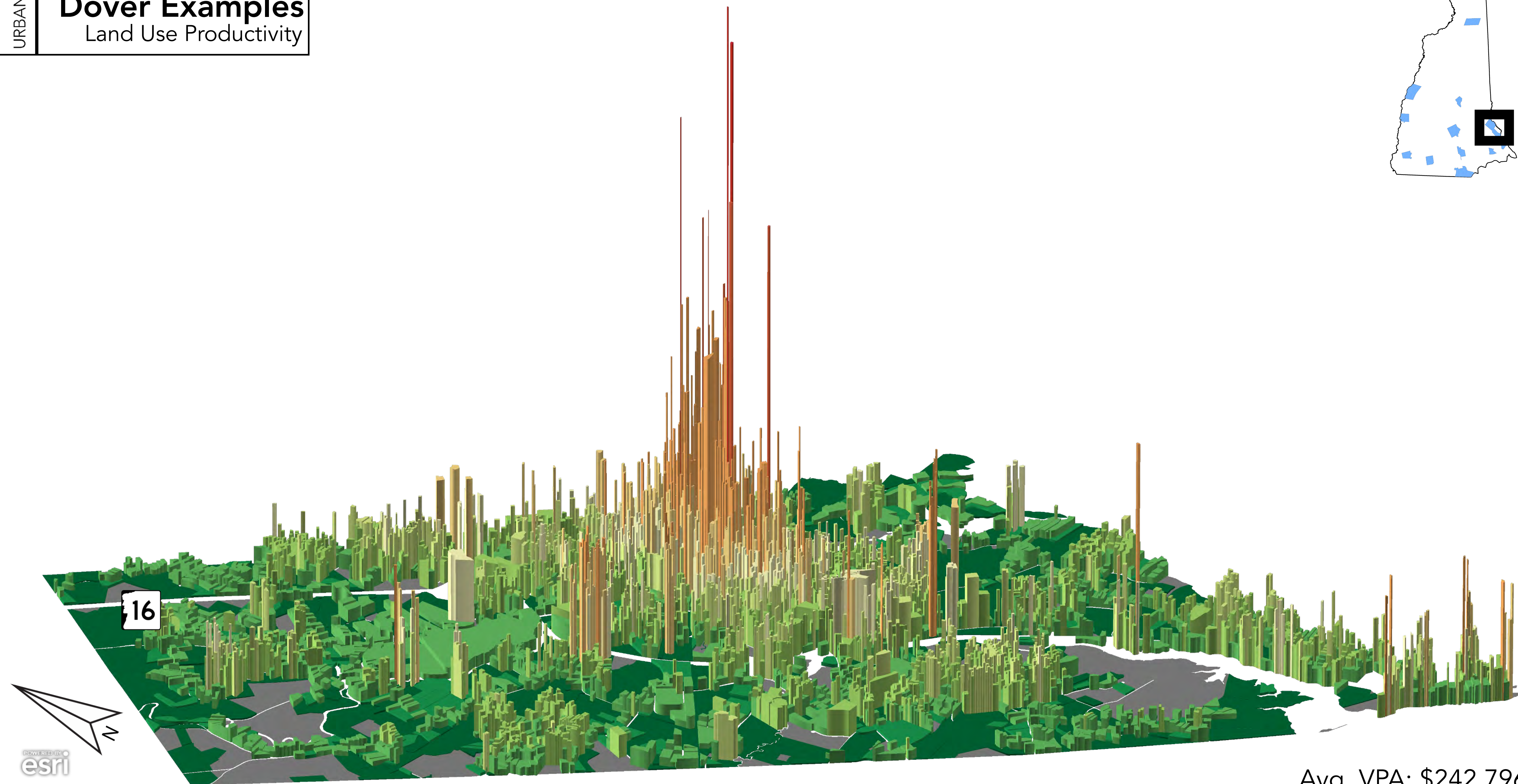
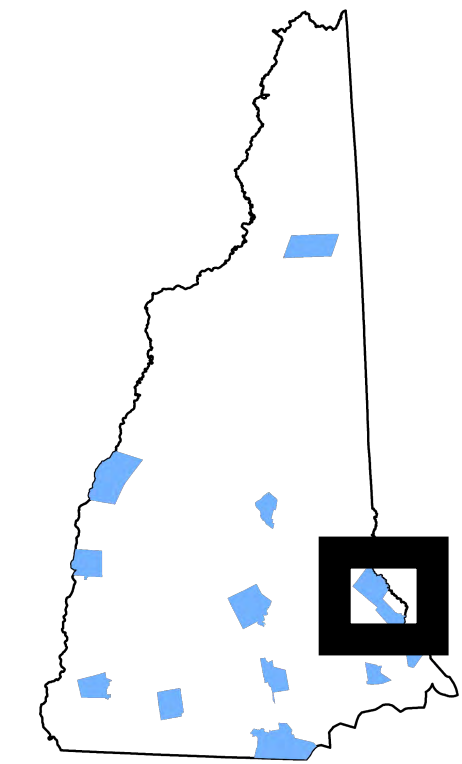




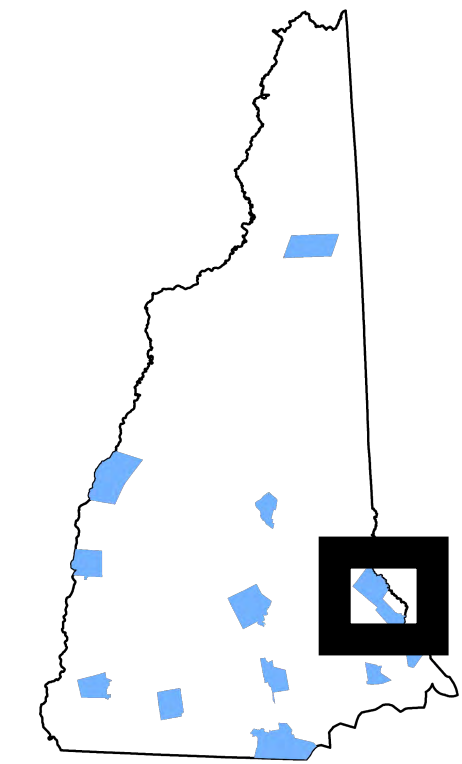


Land Use Types

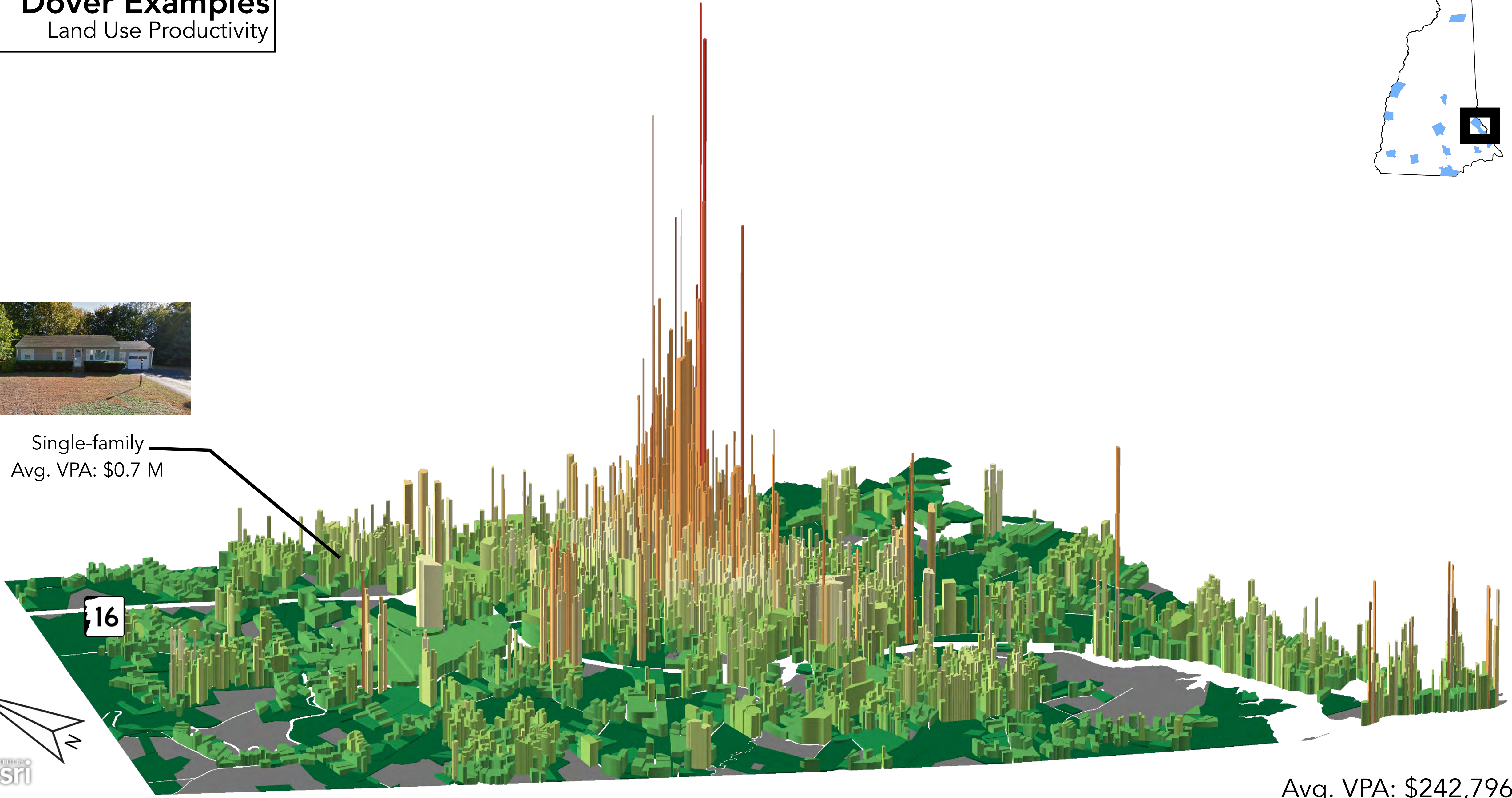
Local samples of buildings and development types



Avg. VPA: \$242,796



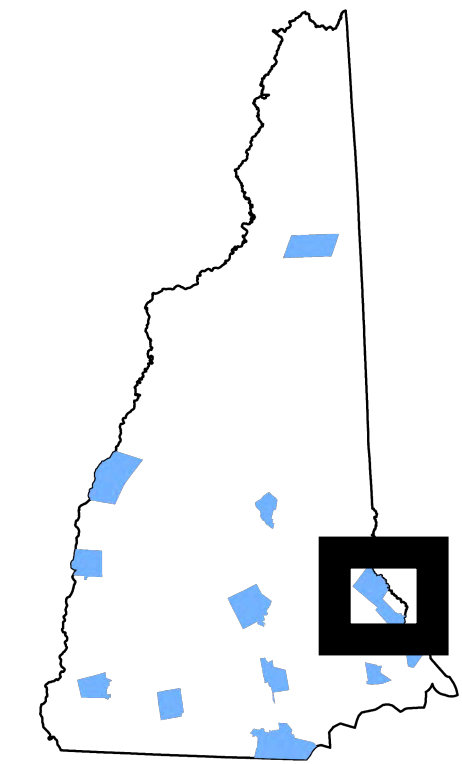
Single-family
Avg. VPA: \$0.7 M



Avg. VPA: \$242,796

Dover Examples

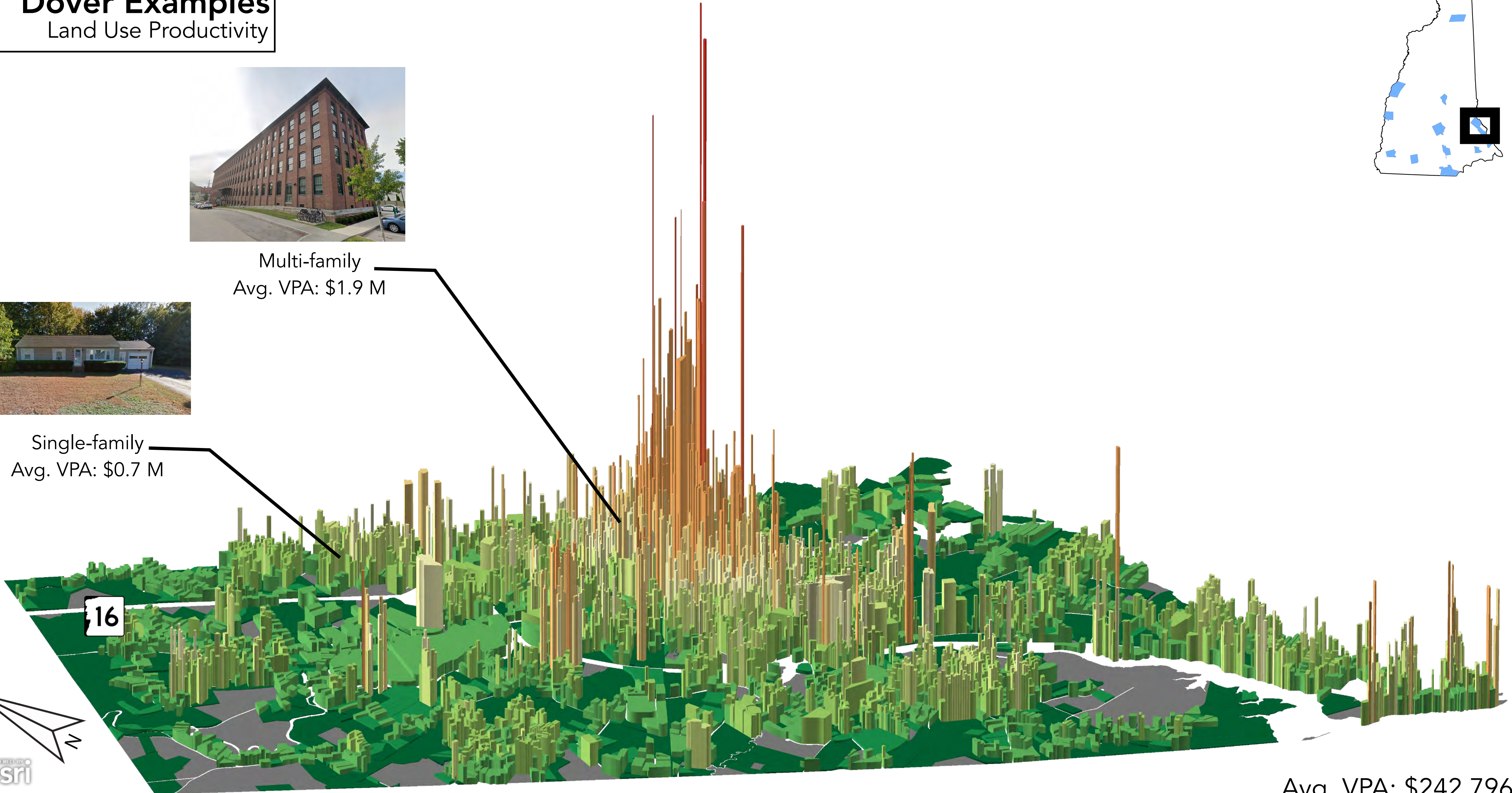
Land Use Productivity



Multi-family
Avg. VPA: \$1.9 M



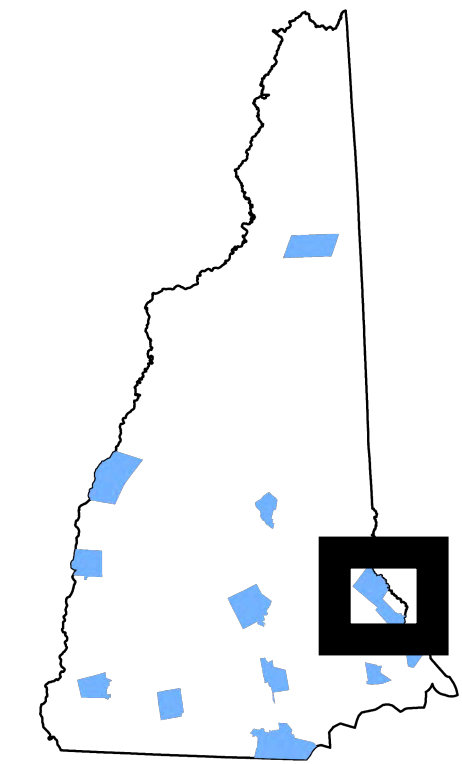
Single-family
Avg. VPA: \$0.7 M



Avg. VPA: \$242,796

Dover Examples

Land Use Productivity



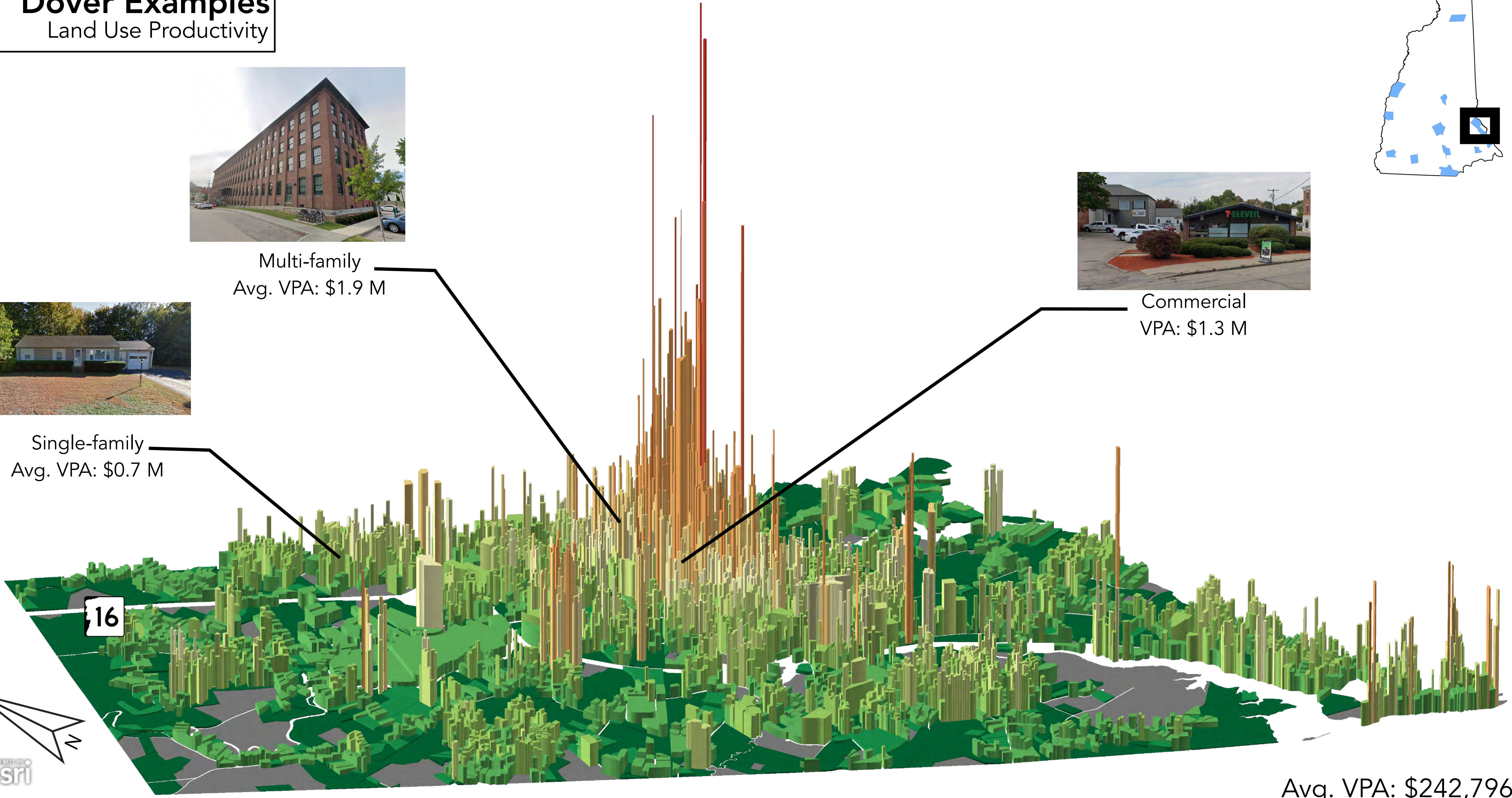
Multi-family
Avg. VPA: \$1.9 M



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



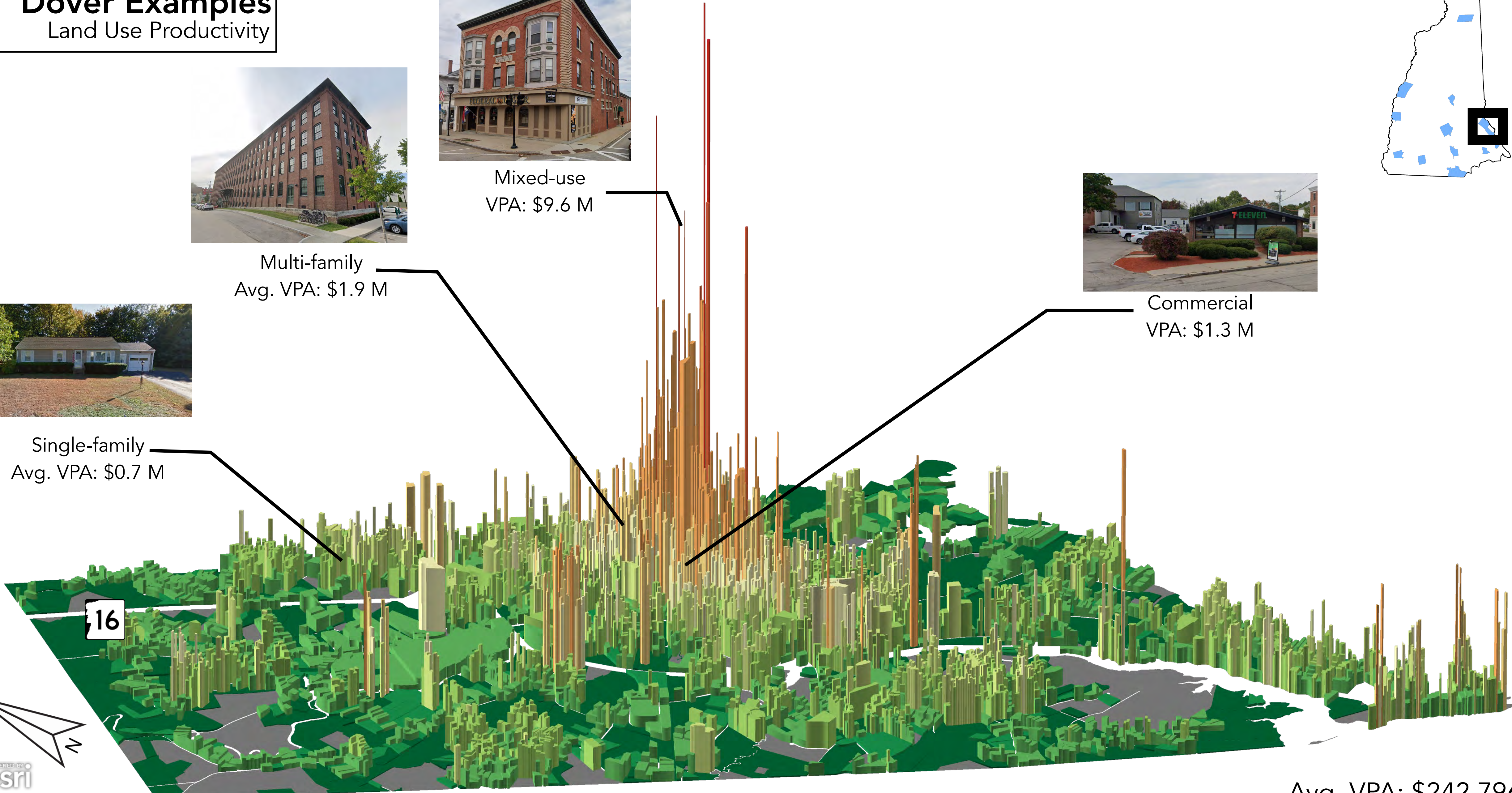
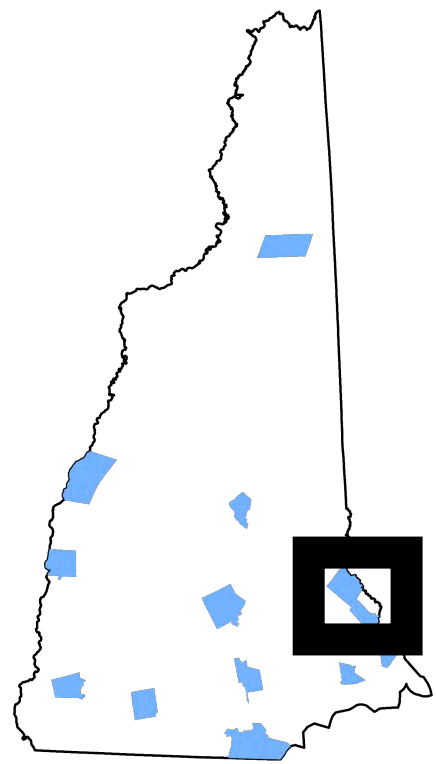
Mixed-use
VPA: \$9.6 M



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



Mixed-use
VPA: \$9.6 M



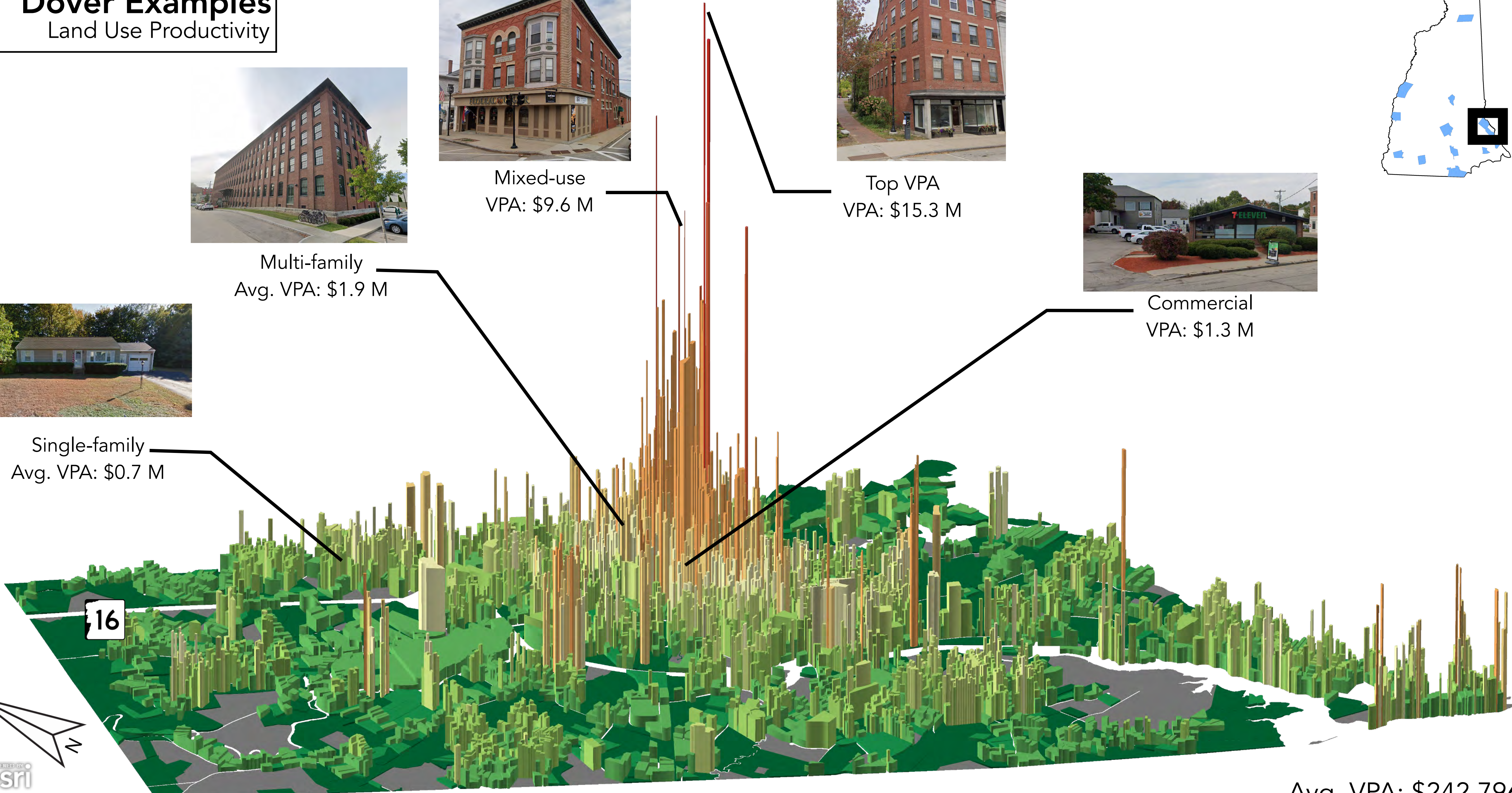
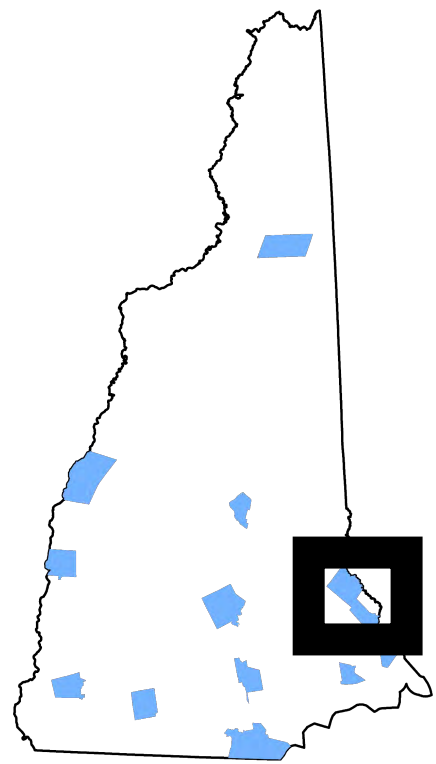
Top VPA
VPA: \$15.3 M



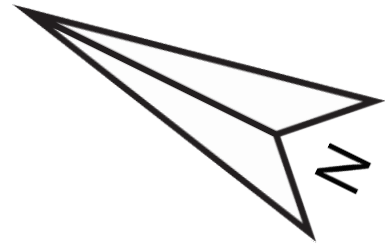
Commercial
VPA: \$1.3 M



Single-family
Avg. VPA: \$0.7 M



Avg. VPA: \$242,796



Single-family Avg.
VPA: \$0.7 M



Multi-family Avg.
VPA: \$1.9 M



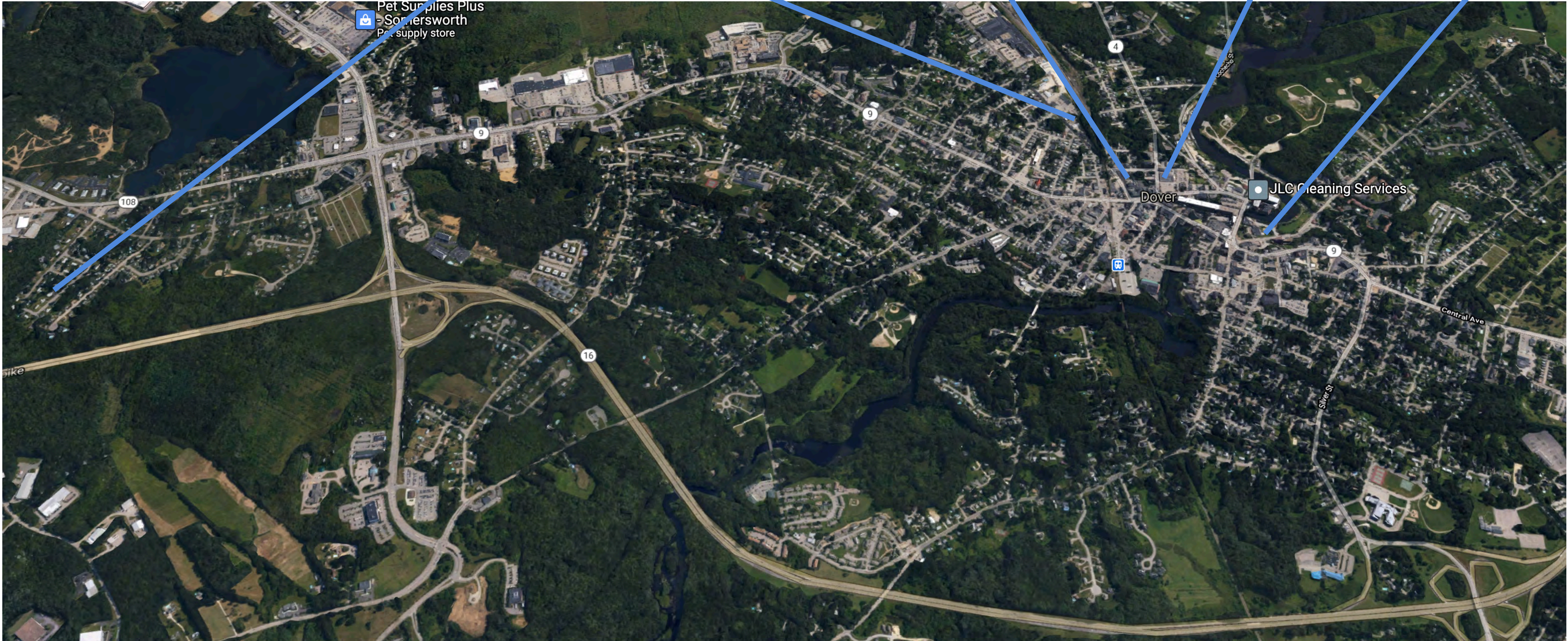
Commercial
VPA: \$1.3 M



Mixed-use
VPA: \$9.6 M



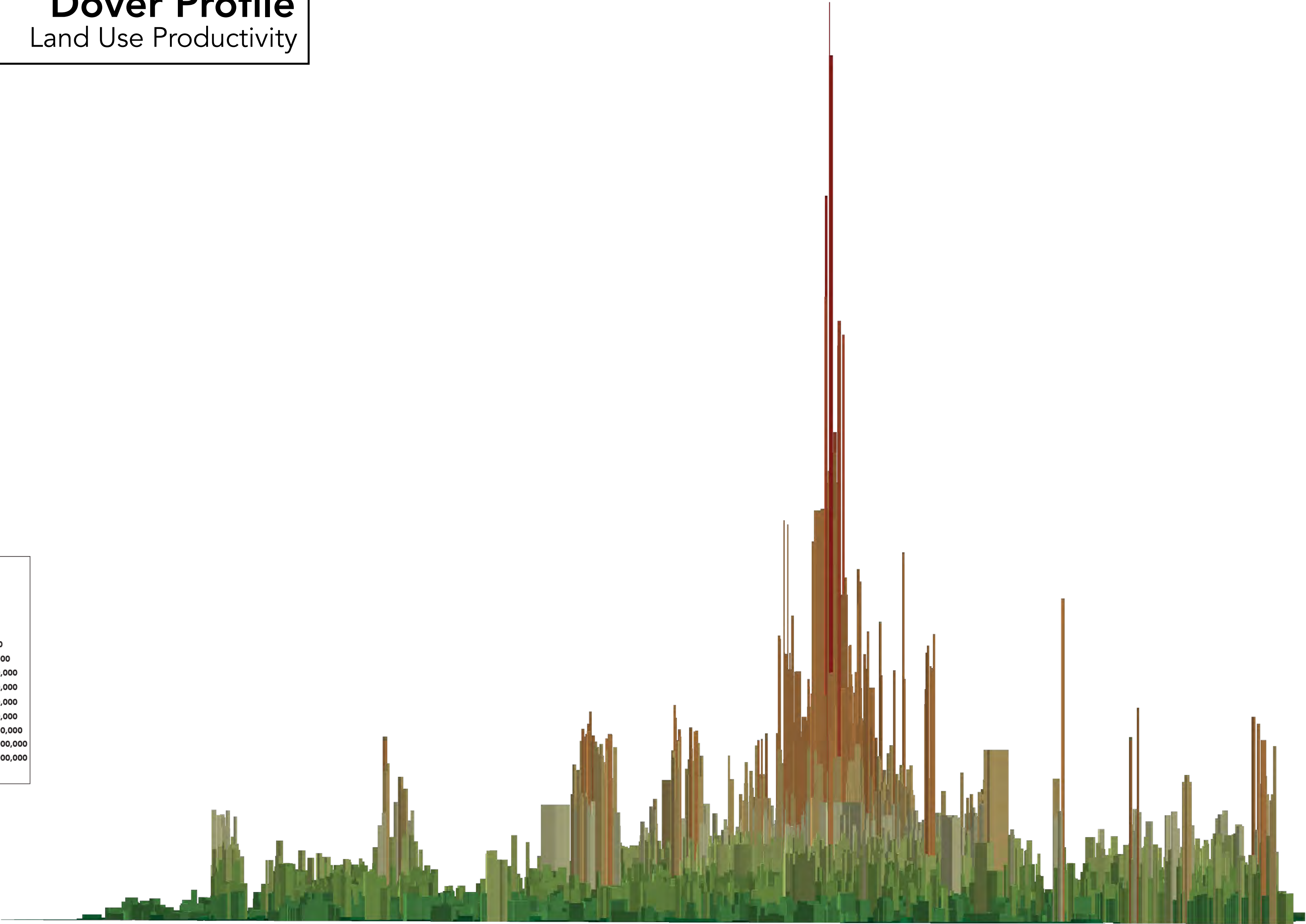
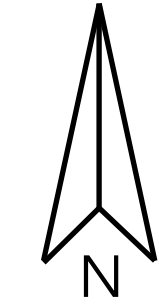
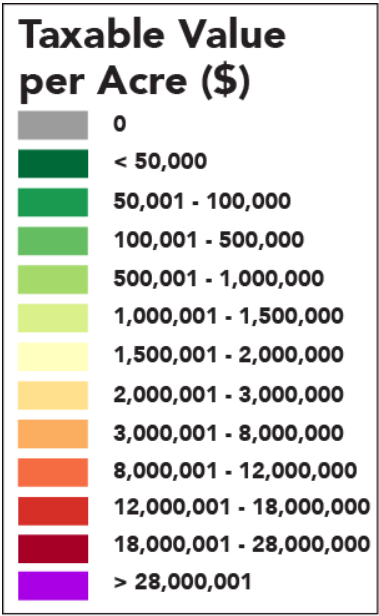
Top VPA
VPA: \$15.3 M





Productivity

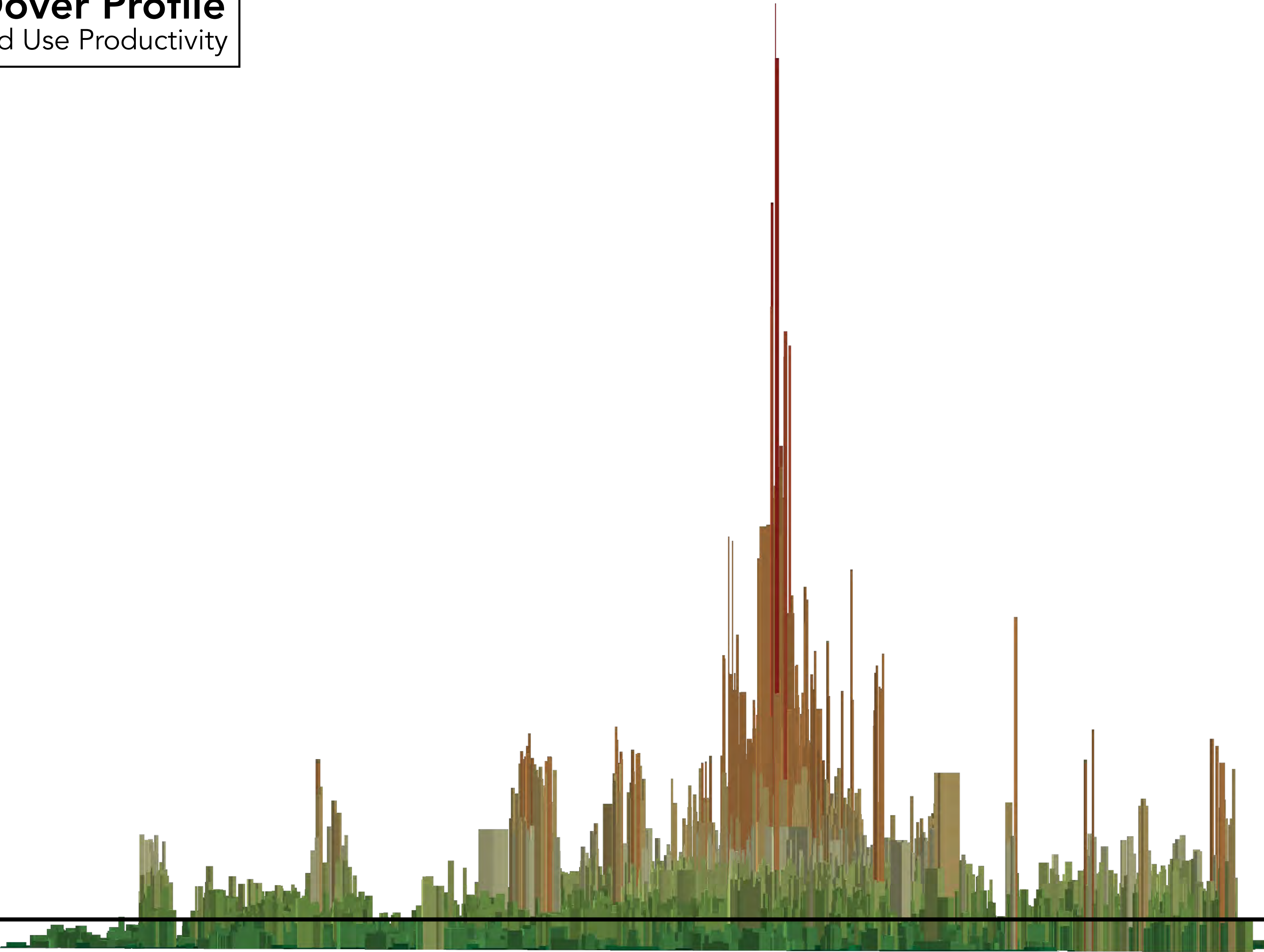
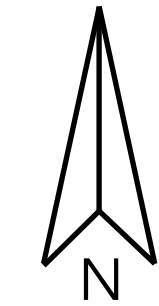
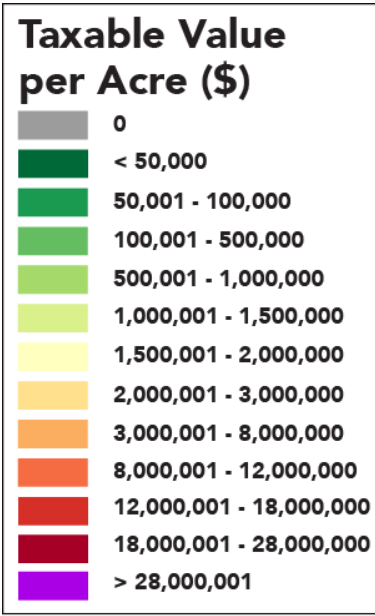
Geospatial Analysis



*Not Perfectly to Scale

Dover Profile

Land Use Productivity

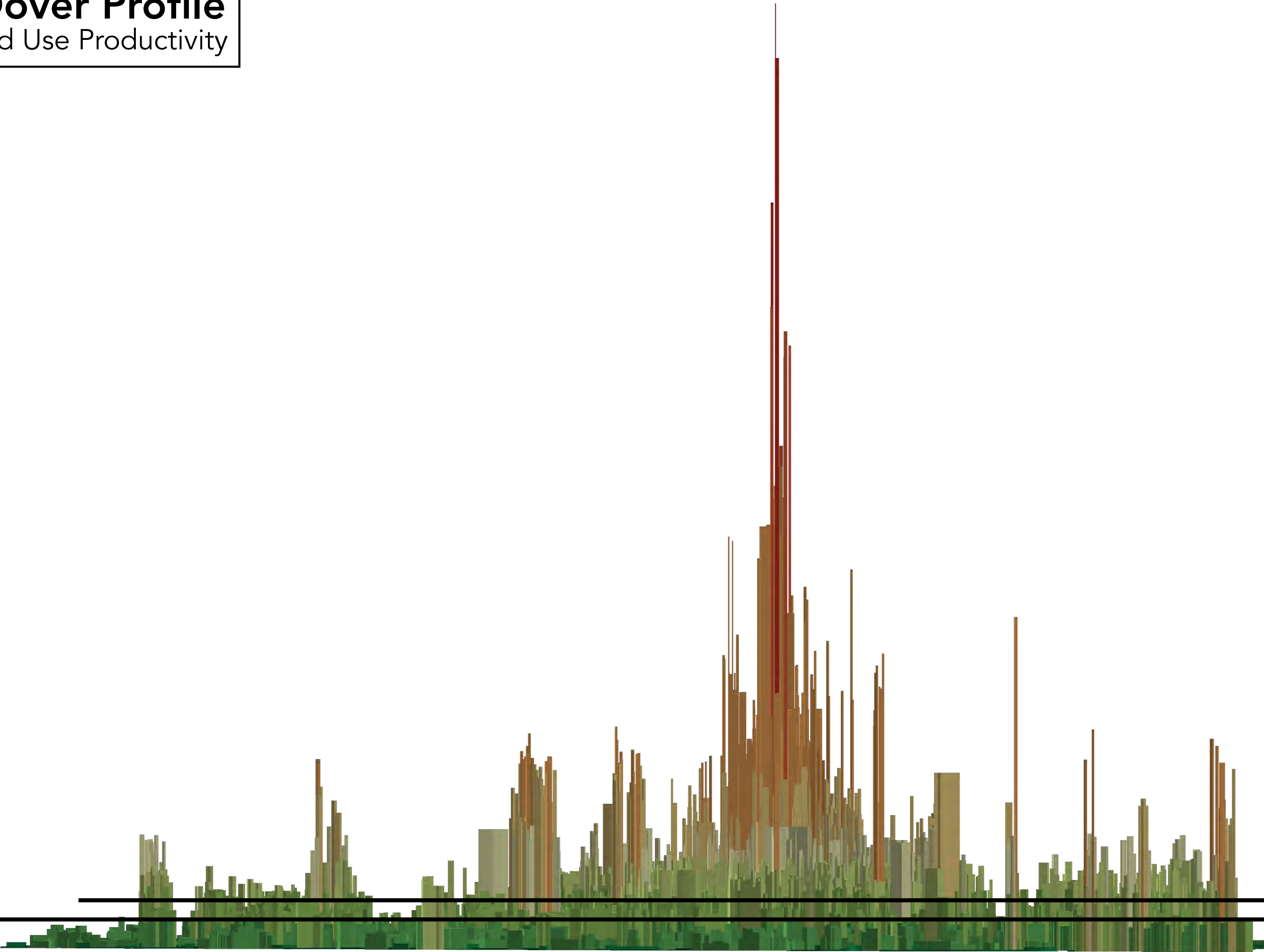
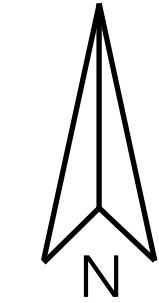
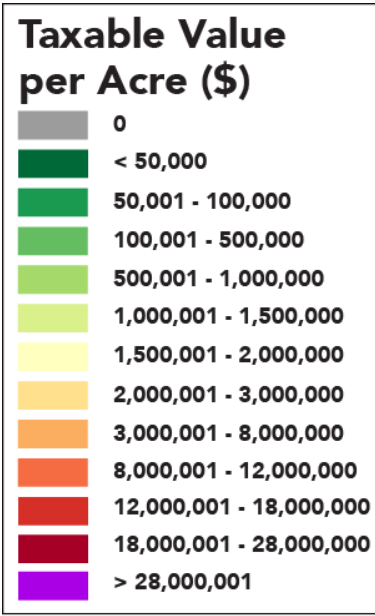


*Not Perfectly to Scale

Single-family Avg. VPA
\$0.7 M

Dover Profile

Land Use Productivity



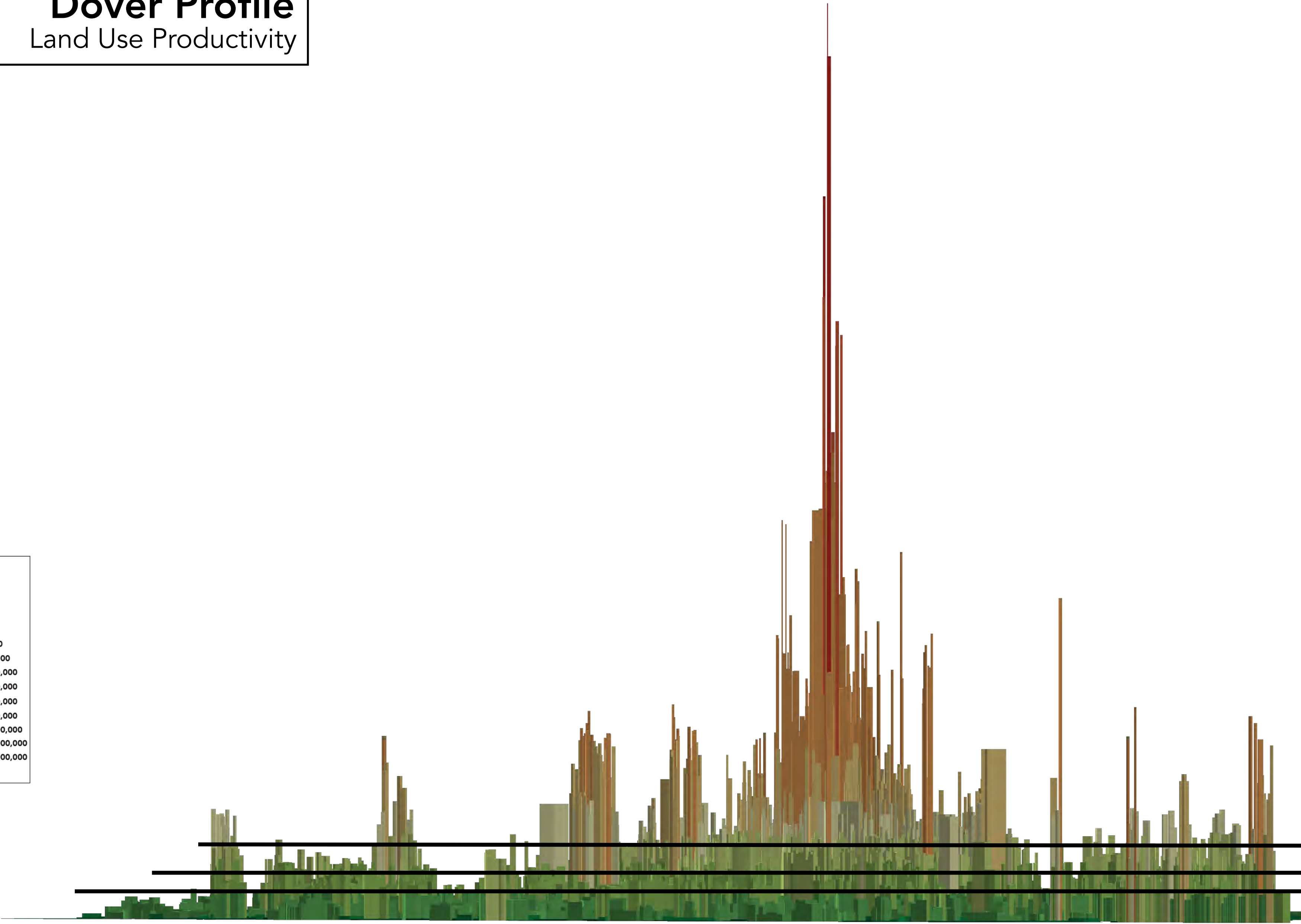
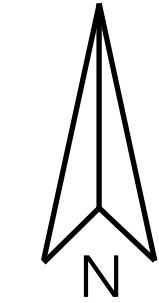
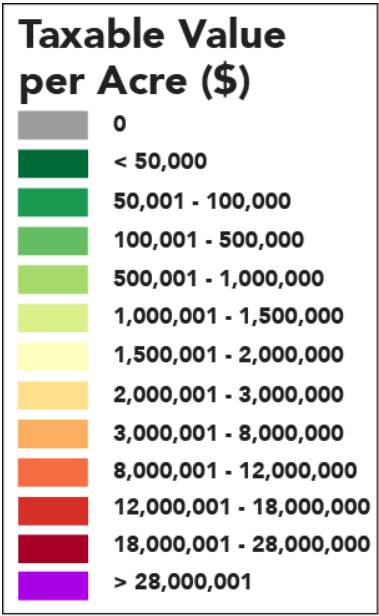
City Avg. VPA
\$0.9 M

Single-family Avg. VPA
\$0.7 M

*Not Perfectly to Scale

Dover Profile

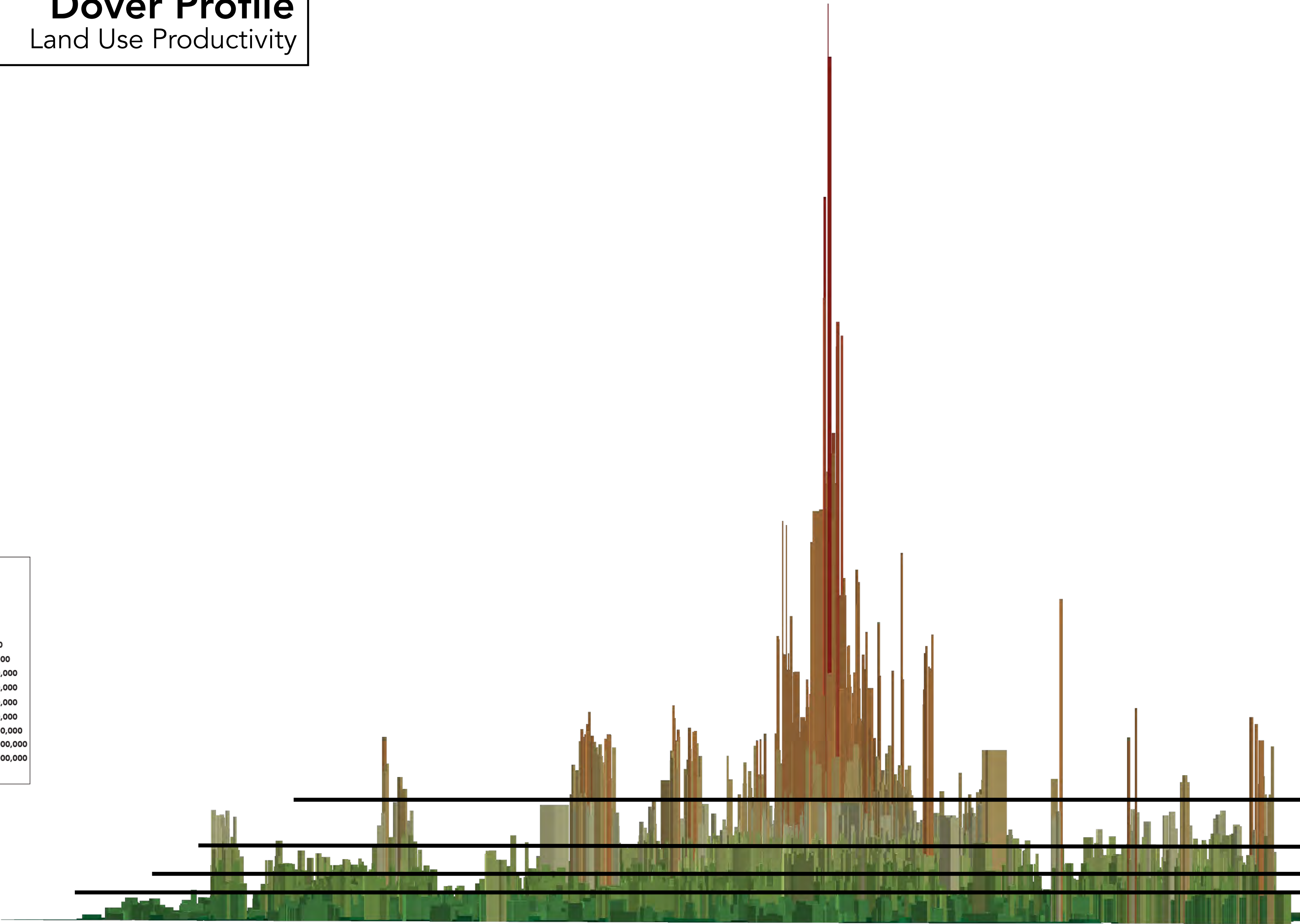
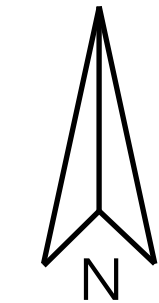
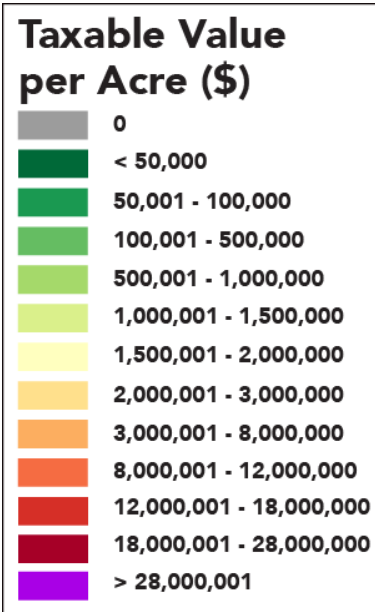
Land Use Productivity



*Not Perfectly to Scale

Dover Profile

Land Use Productivity



Multi-family Avg. VPA
\$2.1 M

Commercial VPA
\$1.3 M

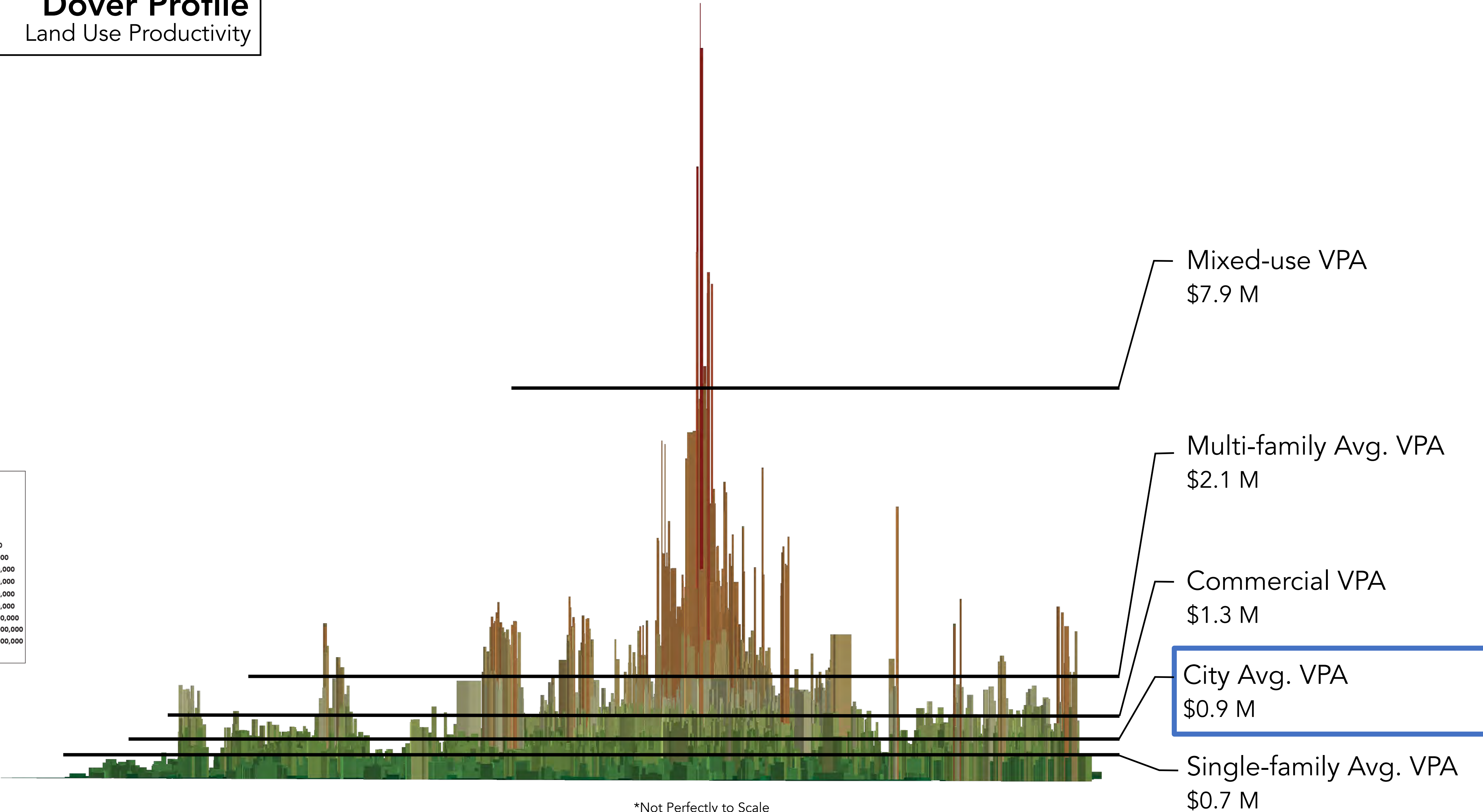
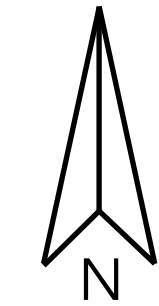
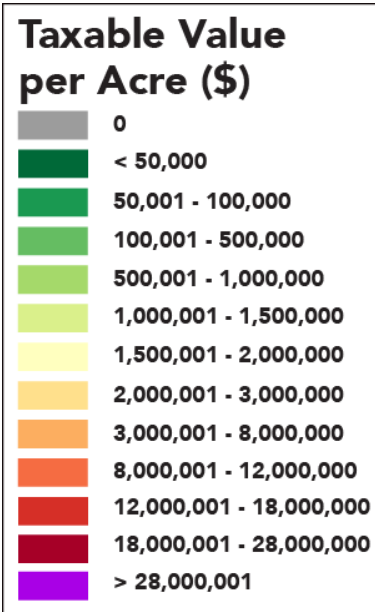
City Avg. VPA
\$0.9 M

Single-family Avg. VPA
\$0.7 M

*Not Perfectly to Scale

Dover Profile

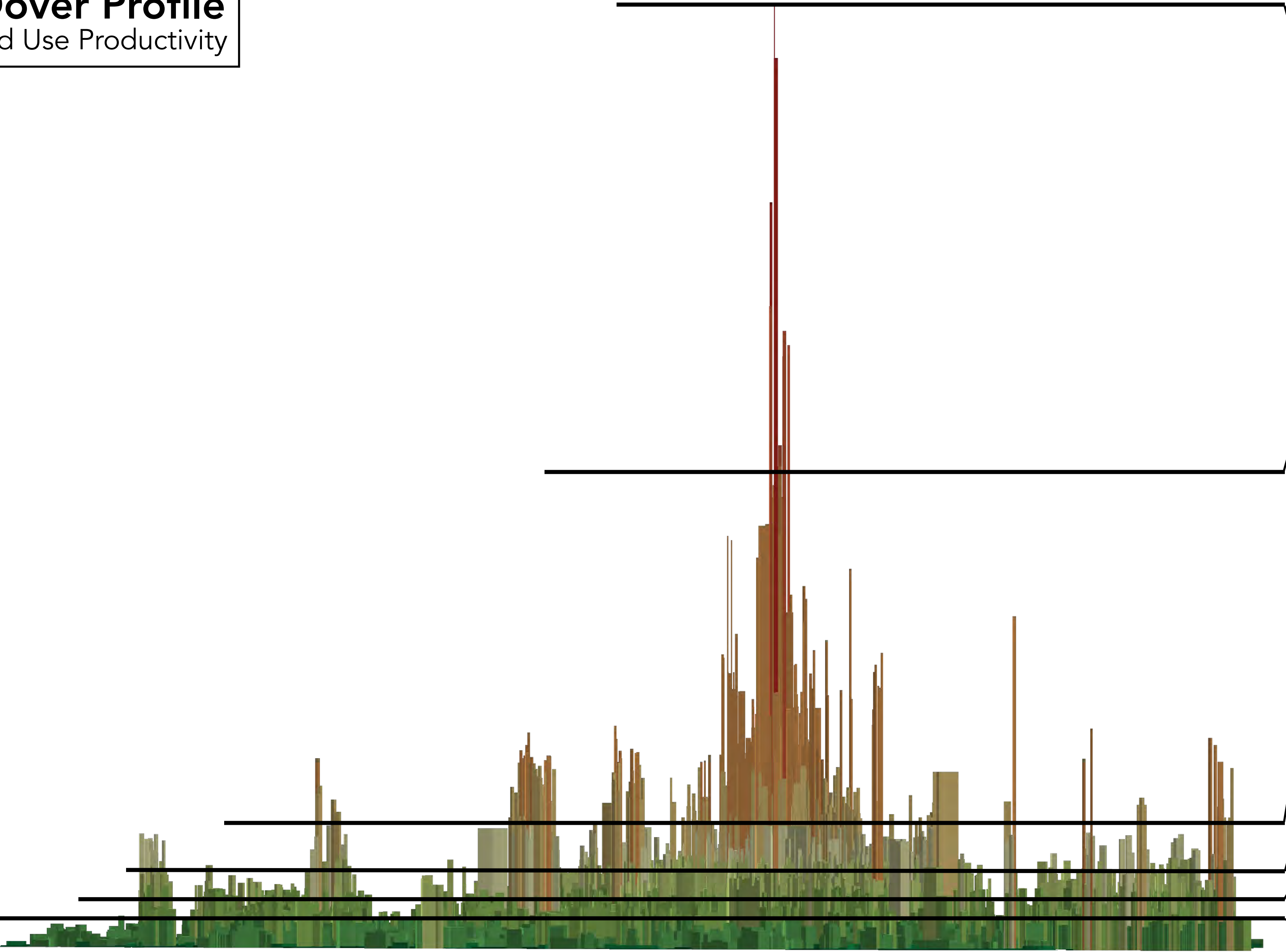
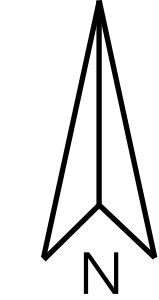
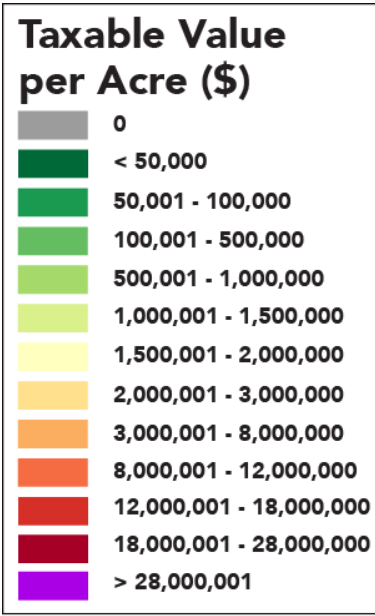
Land Use Productivity



*Not Perfectly to Scale

Dover Profile

Land Use Productivity



Peak VPA
\$15.3 M

Mixed-use VPA
\$7.9 M

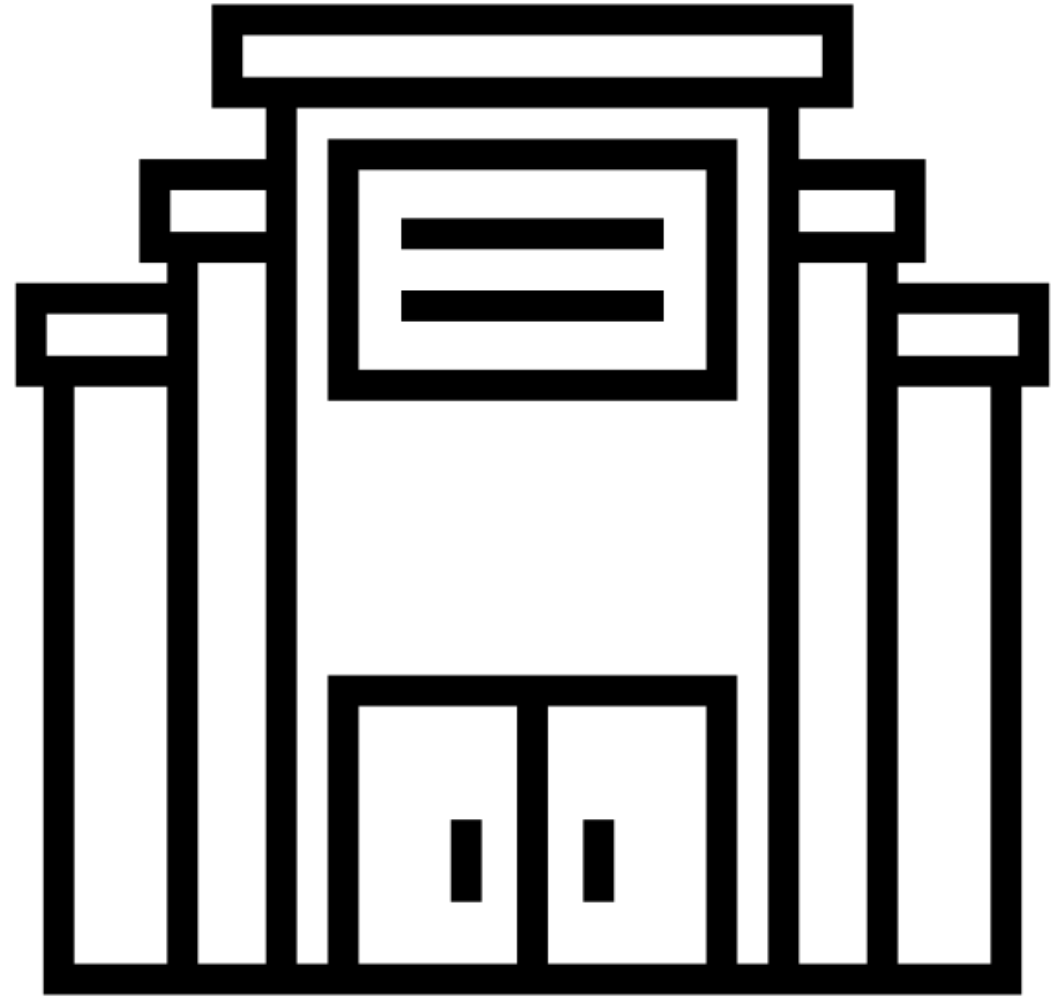
Multi-family Avg. VPA
\$2.1 M

Commercial VPA
\$1.3 M

City Avg. VPA
\$0.9 M

Single-family Avg. VPA
\$0.7 M

*Not Perfectly to Scale



Land Use Types

Local samples of buildings and development types

Peterborough

Land Use Productivity



Commercial
VPA: \$0.94 M



Peak VPA
VPA: \$12.2 M



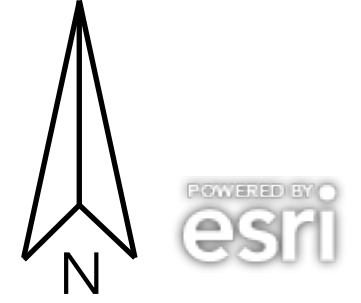
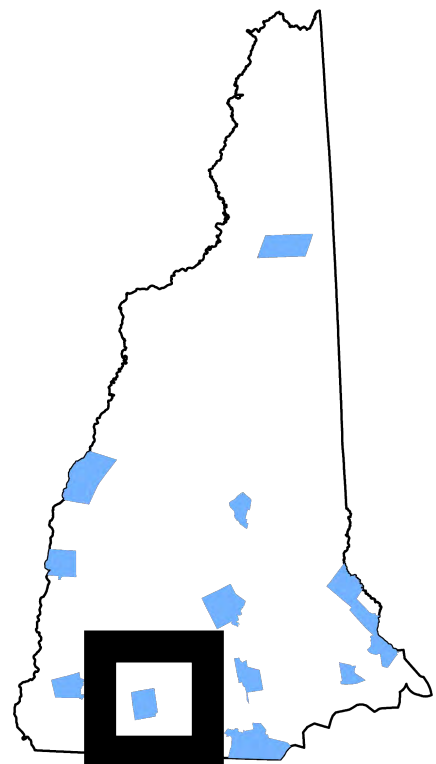
Mixed-use
VPA: \$ 4.6



Multi-family
Avg. VPA: \$0.34 M



Single-family
Avg. VPA: \$0.17 M



Avg. VPA: \$38,904

Source: New Hampshire Department of Revenue Administration 2019

Berlin

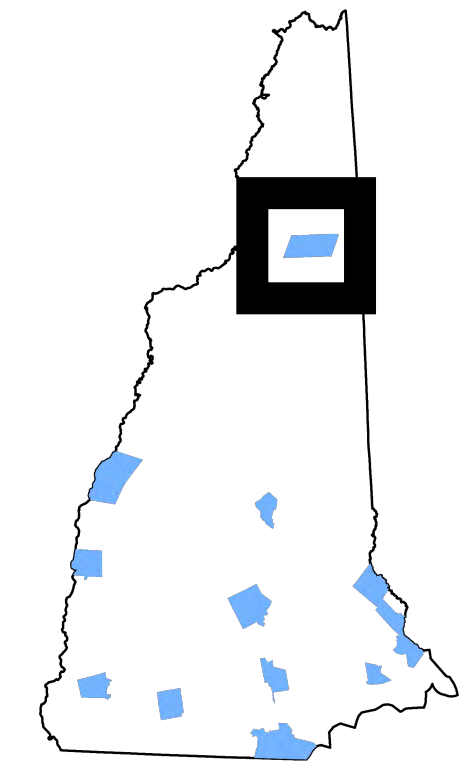
Land Use Productivity



Mixed-use
VPA: \$1.6 M



Peak VPA
VPA: \$2.5 M



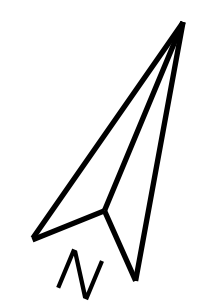
Multi-family
Avg. VPA: \$0.47 M



Commercial
VPA: \$0.31 M



Single-family
Avg. VPA: \$0.3 M



Avg. VPA: \$27,106

Hanover

Land Use Productivity



Peak VPA
VPA: \$37.8 M



Multi-family
Avg. VPA:
\$1.7 M



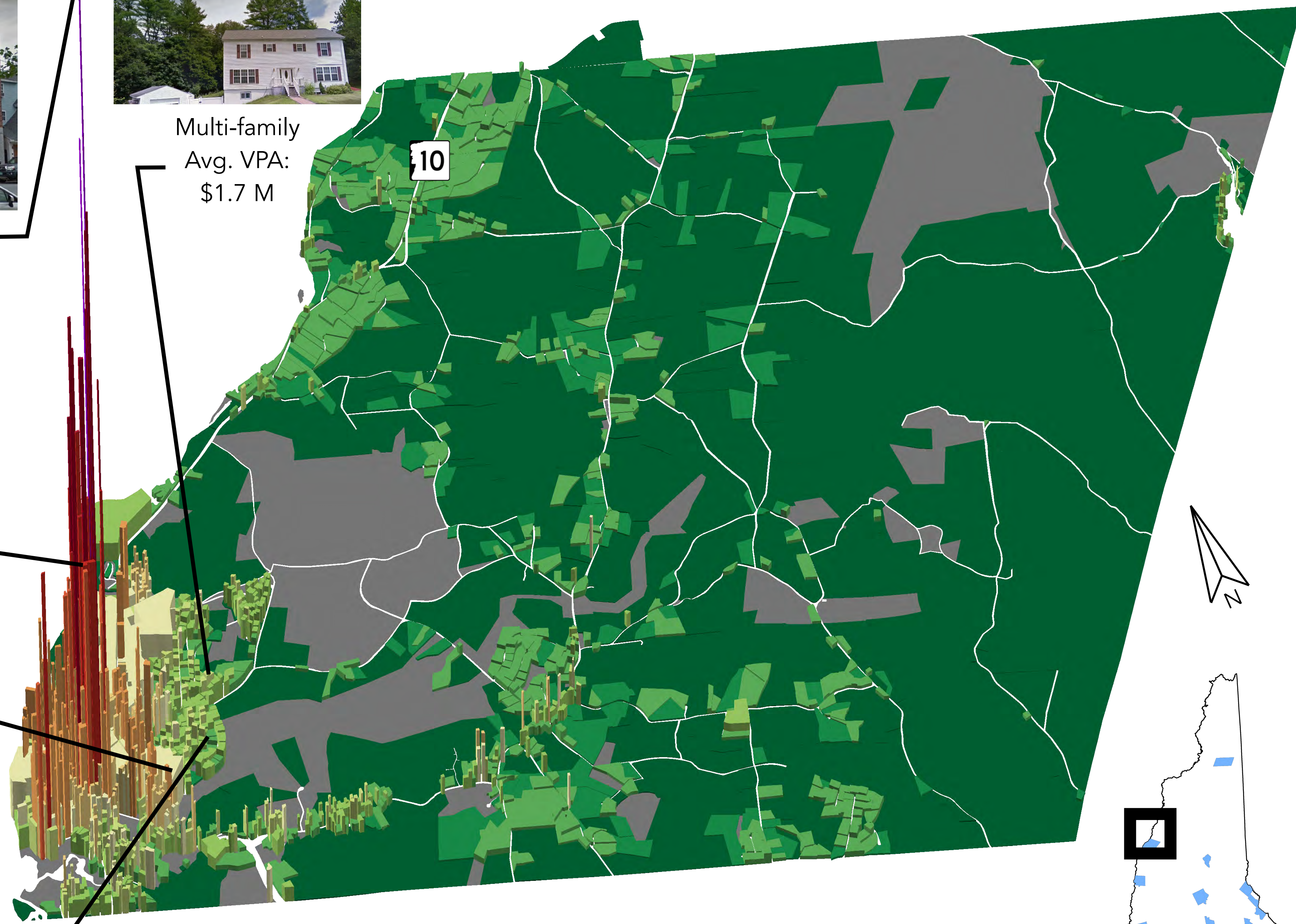
Mixed-use
VPA: \$12 M



Commercial
VPA: \$3.4 M



Single-family
Avg. VPA: \$0.81 M



Avg. VPA: \$100,083

Claremont

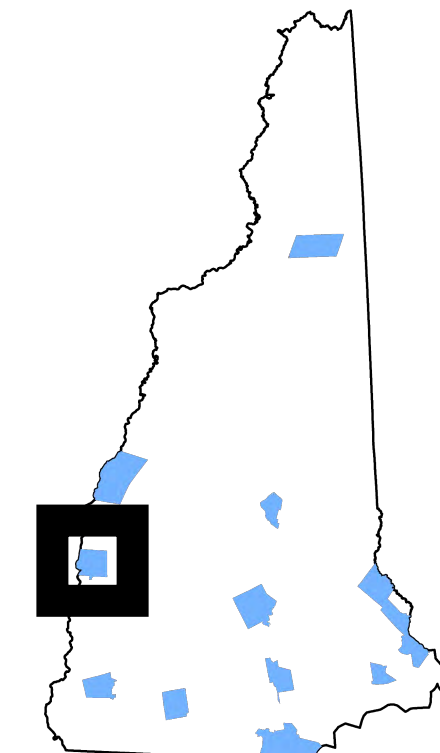
Land Use Productivity



Peak VPA
VPA: \$2.6 M



Mixed-use
VPA: \$2 M



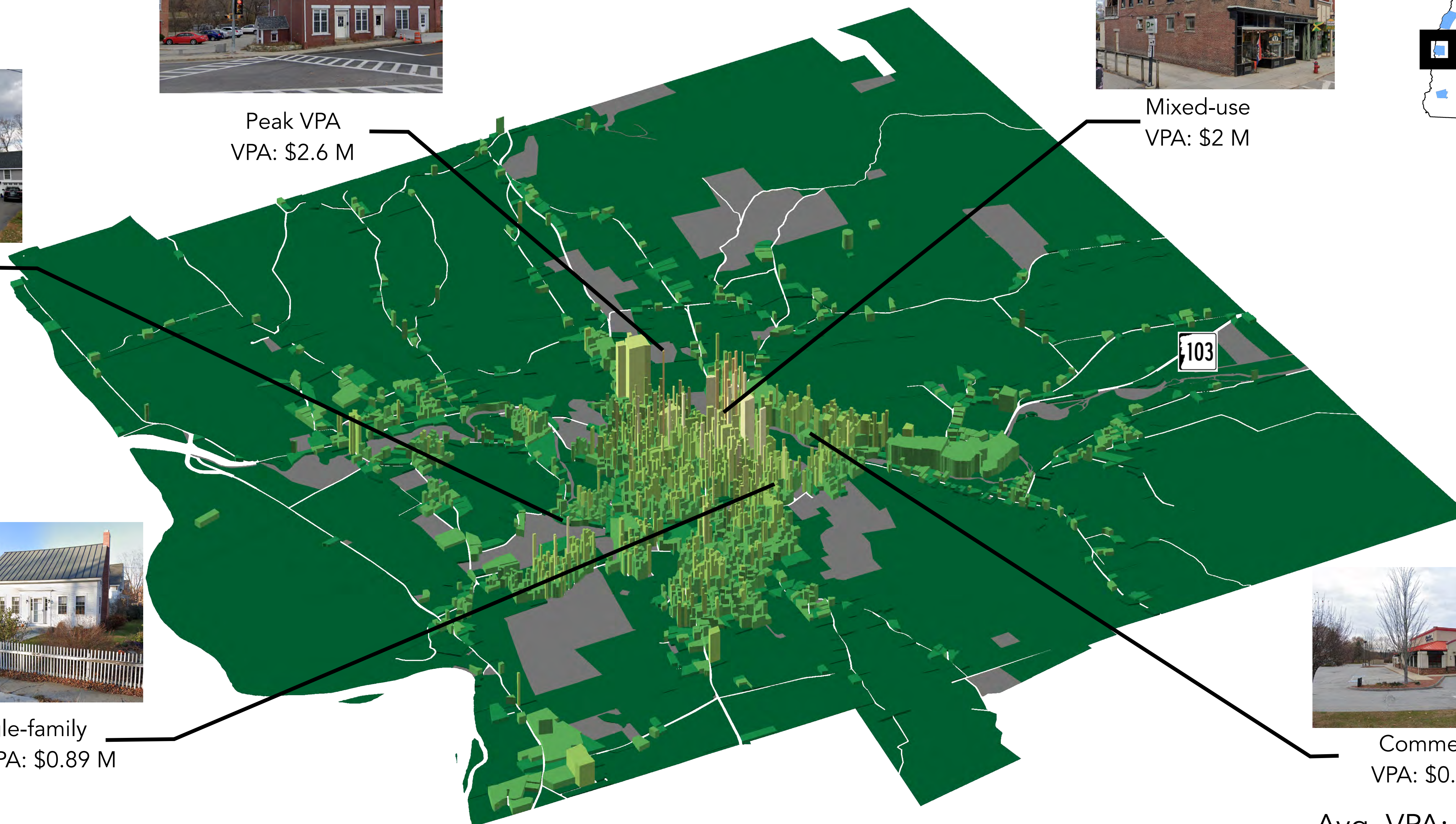
Multi-family
Avg.VPA: \$0.6 M



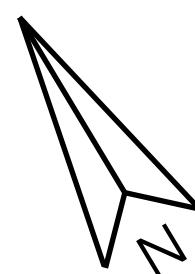
Single-family
Avg. VPA: \$0.89 M



Commercial
VPA: \$0.49 M



Avg. VPA: \$28,311



Lebanon

Land Use Productivity



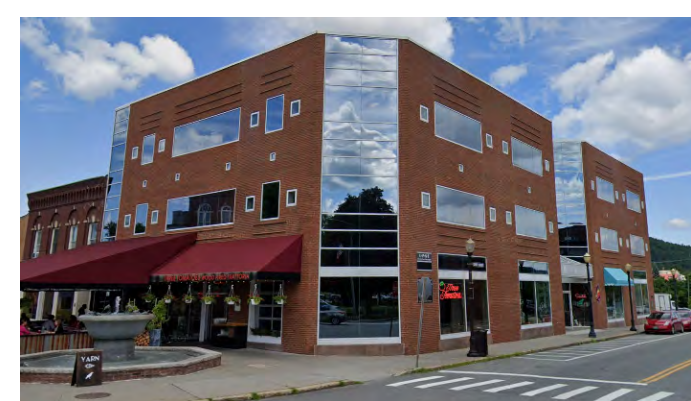
Multi-family
Avg. VPA: \$1.2 M



Single-family
Avg. VPA: \$0.51 M



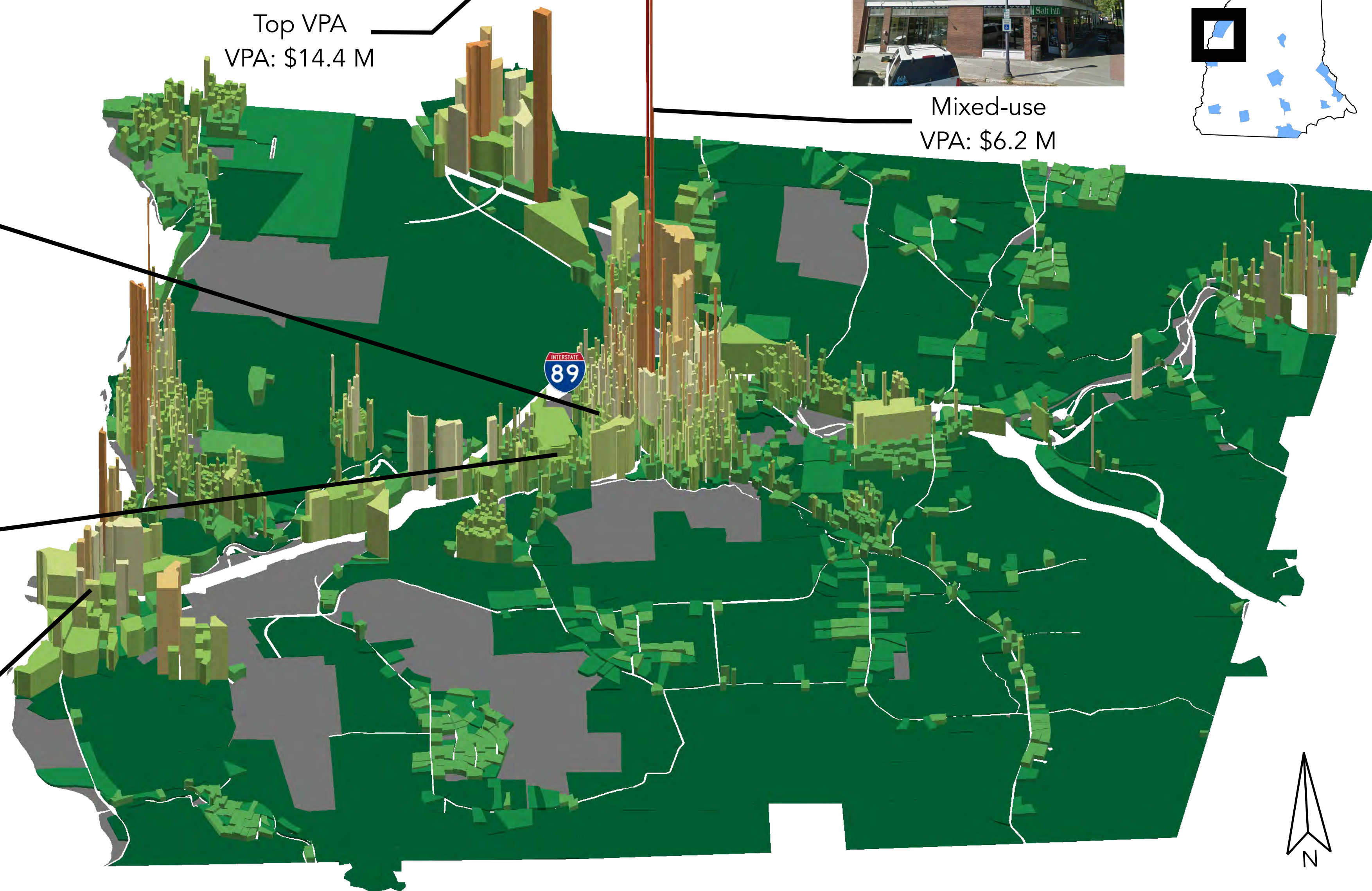
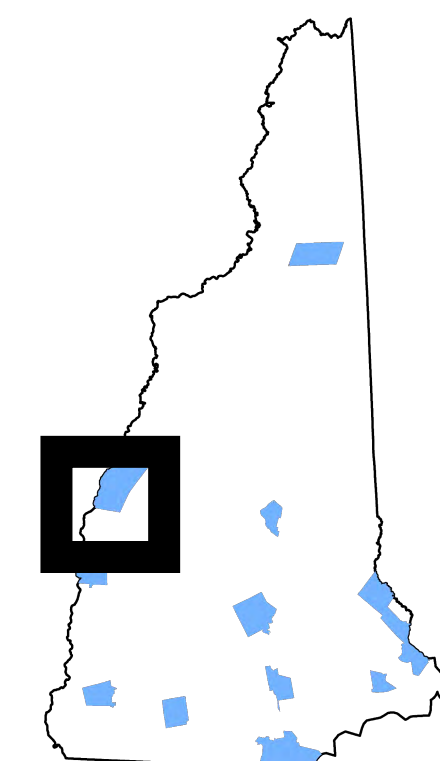
Commercial
VPA: \$1.1 M



Top VPA
VPA: \$14.4 M



Mixed-use
VPA: \$6.2 M



Avg. VPA: \$90,509

Pelham

Land Use Productivity

X

Mixed-use
VPA: \$ XX



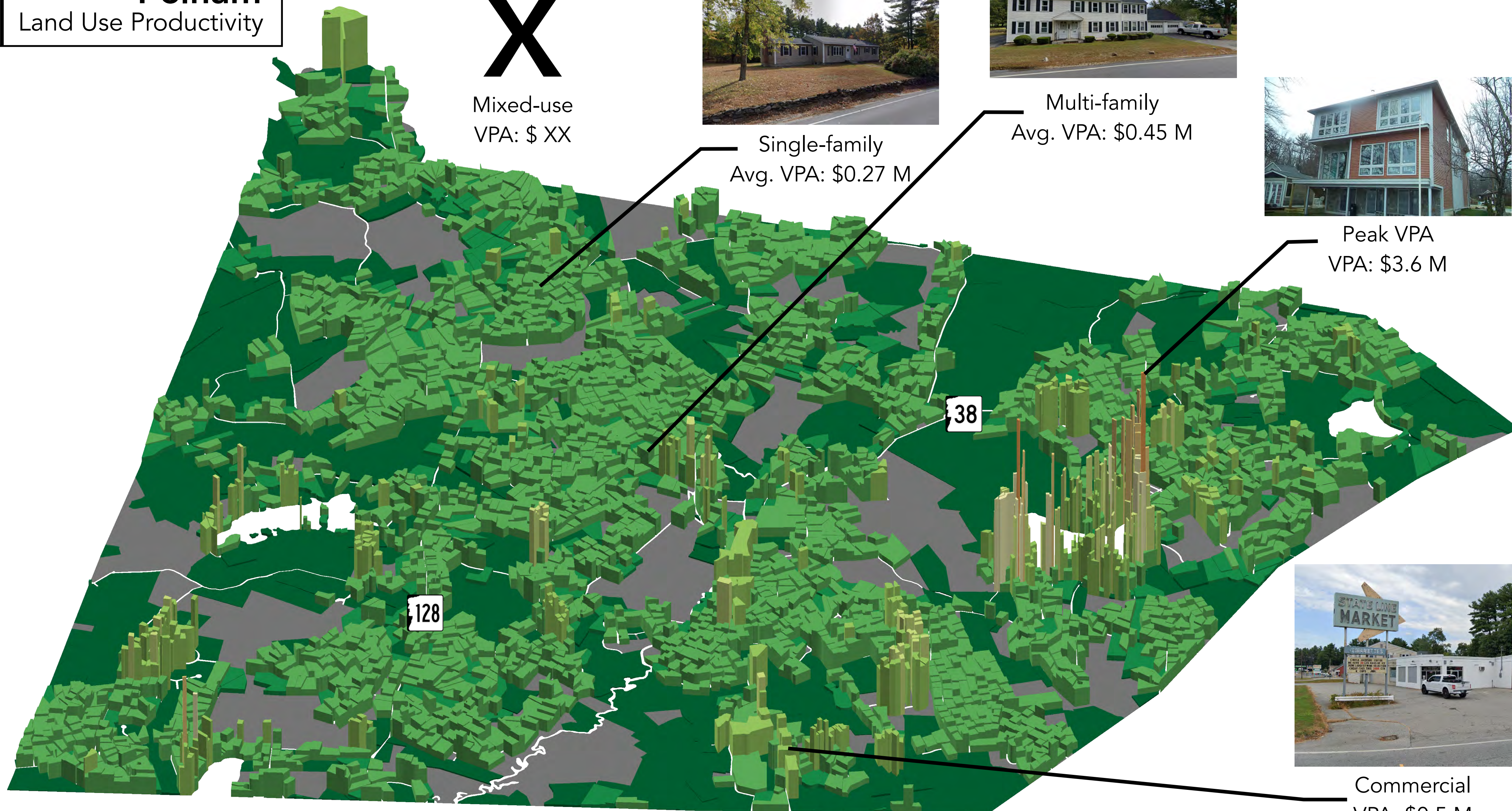
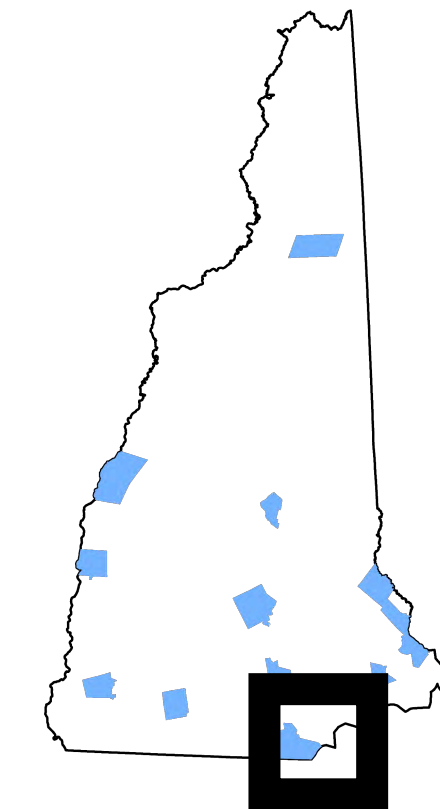
Single-family
Avg. VPA: \$0.27 M



Multi-family
Avg. VPA: \$0.45 M

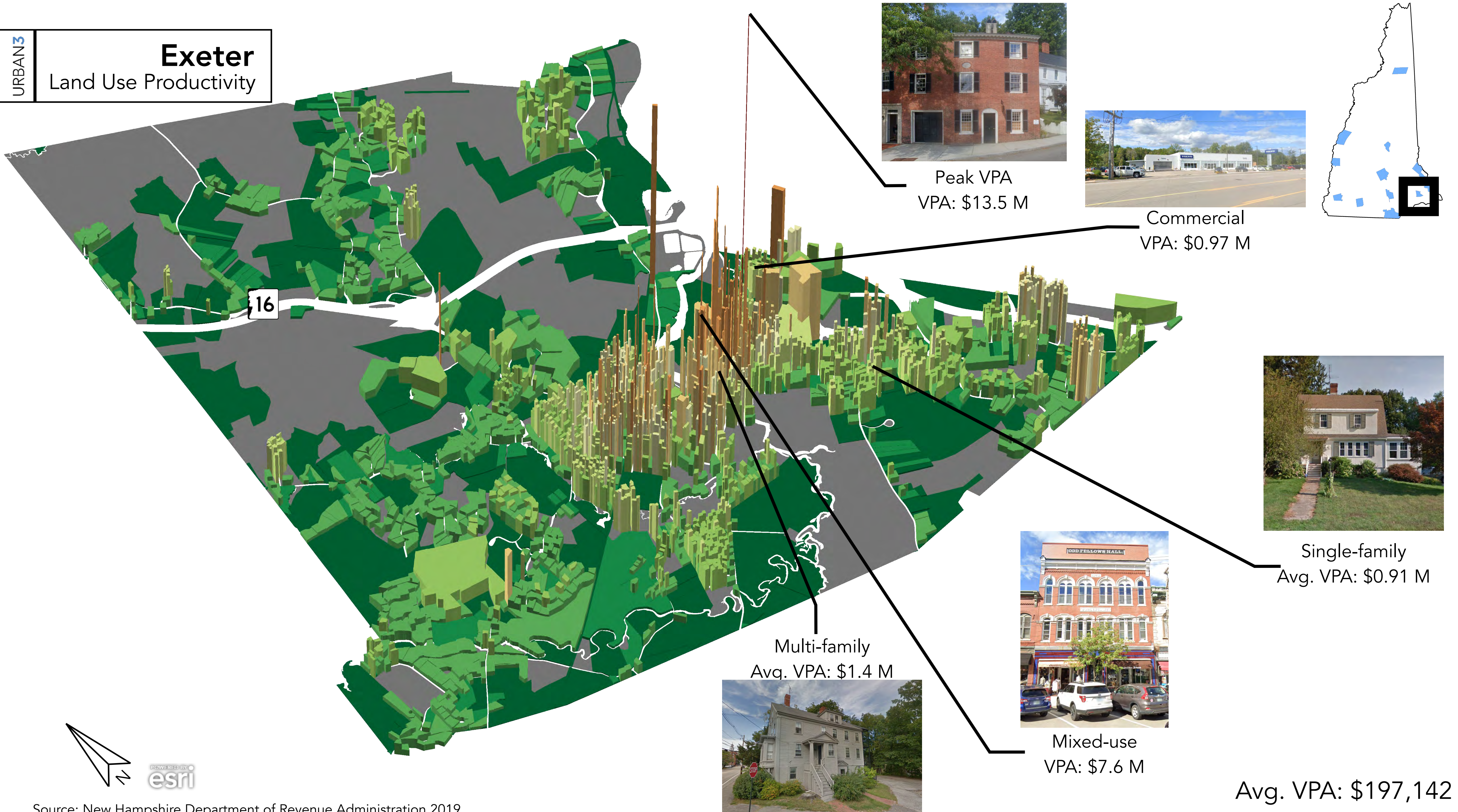


Peak VPA
VPA: \$3.6 M



Commercial
VPA: \$0.5 M





Laconia

Land Use Productivity



Multi-family
Avg. VPA: \$1.2 M



Single-family
Avg. VPA: \$0.91 M



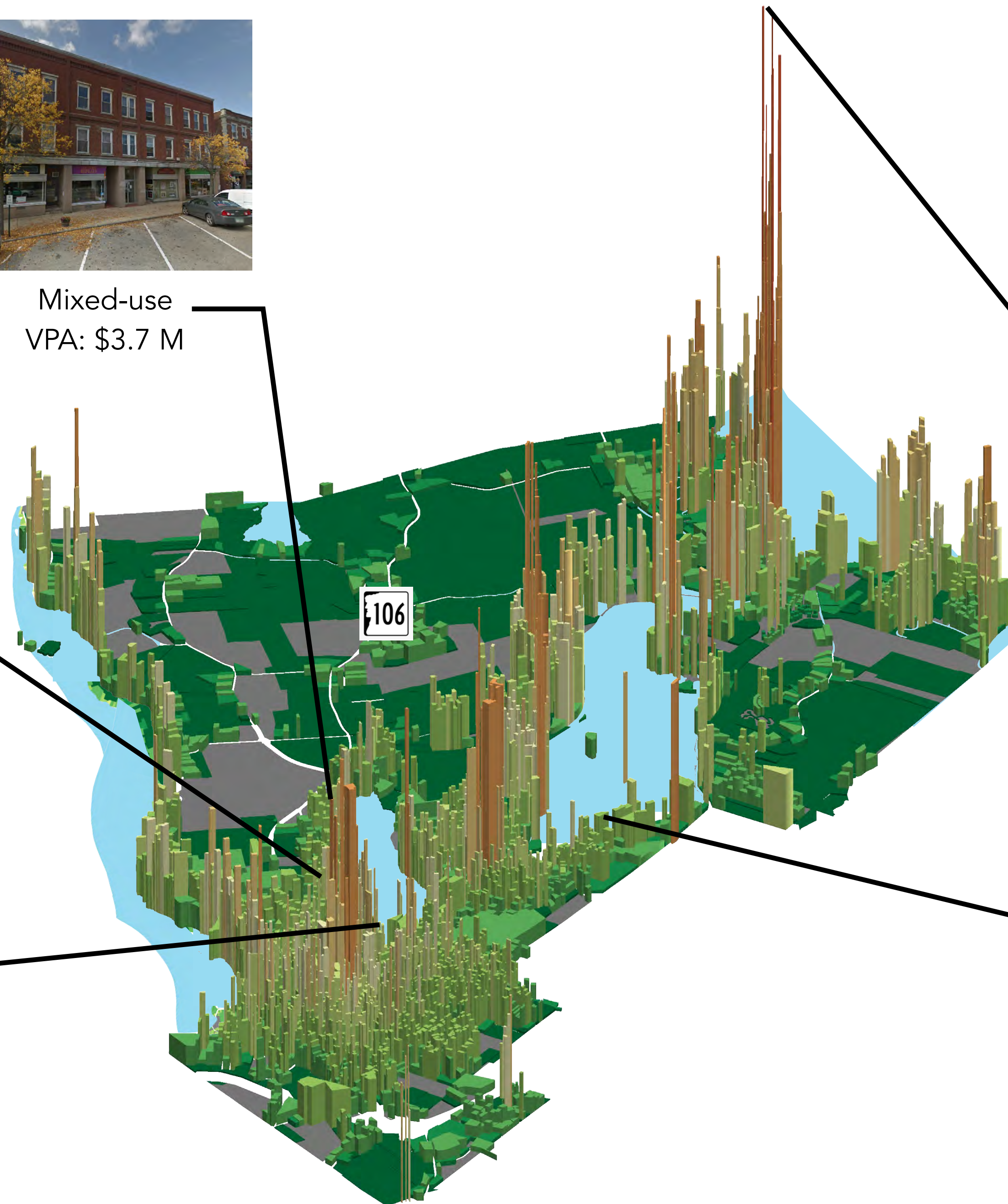
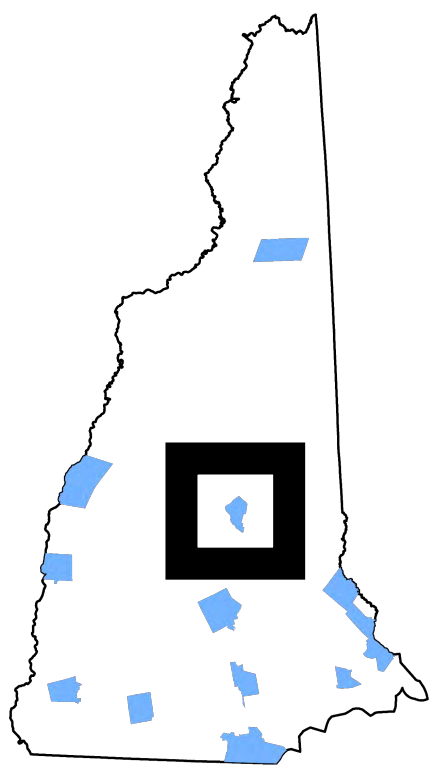
Mixed-use
VPA: \$3.7 M



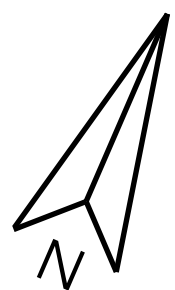
Peak VPA
VPA: \$10.8 M



Commercial
VPA: \$0.9 M



Avg. VPA: \$173,092

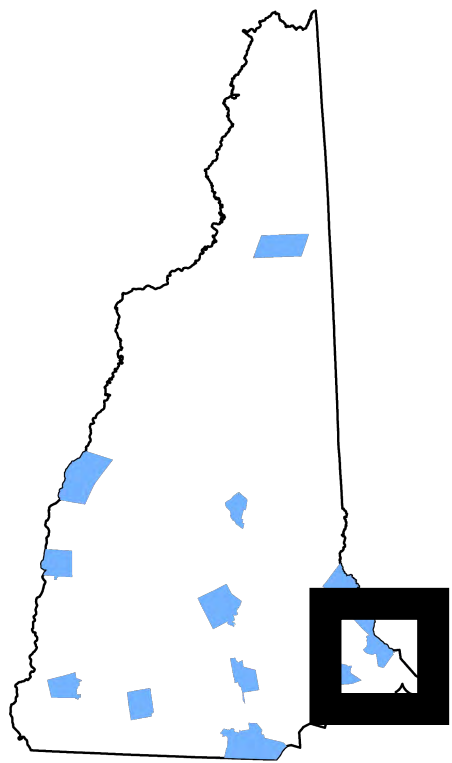




Peak VPA
VPA: \$51.1 M



Mixed-use
VPA: \$29.3 M



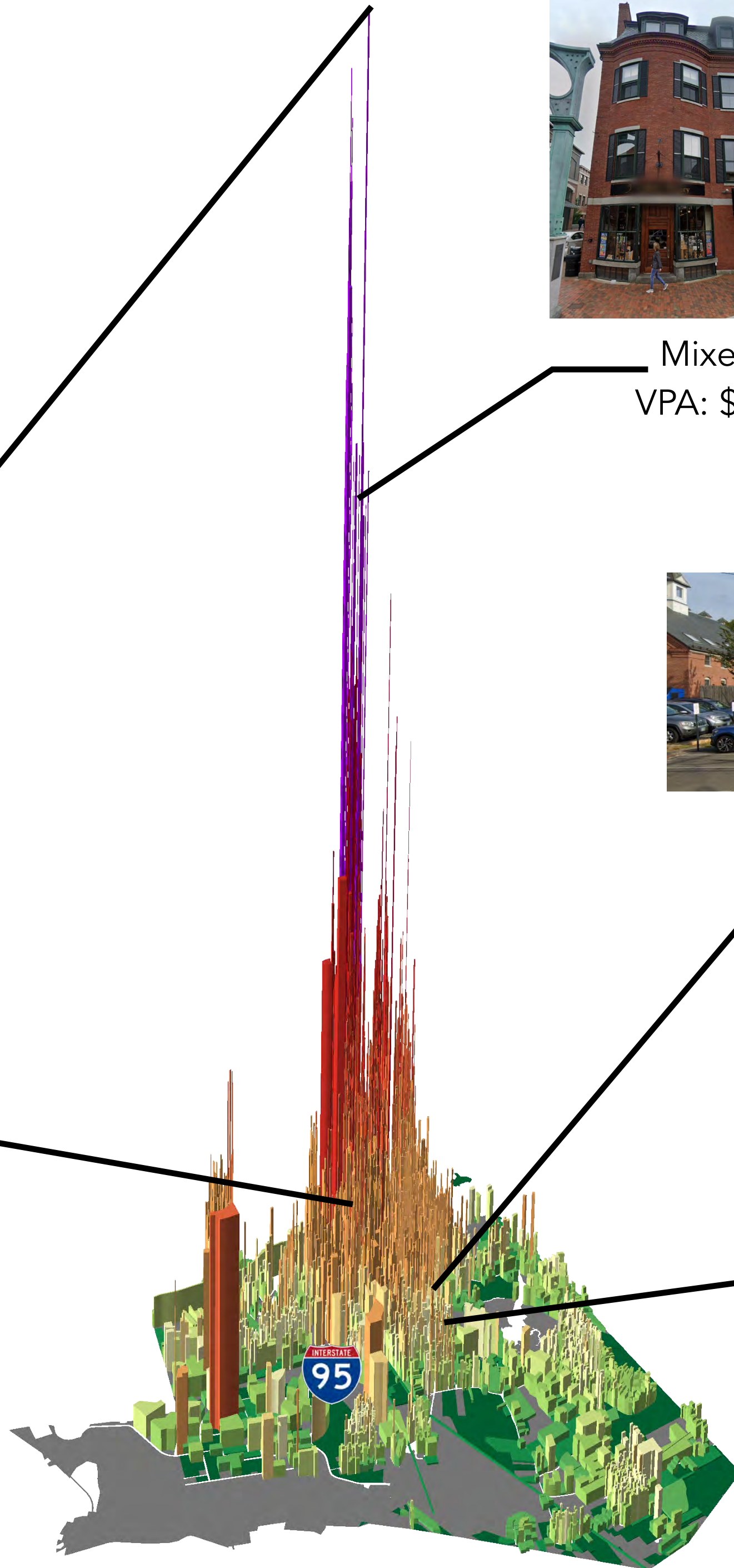
Commercial
VPA: \$2.4 M



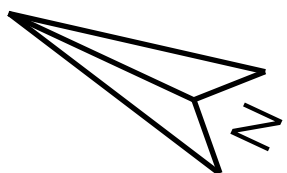
Multi-family
Avg. VPA: \$5.7 M



Single-family
Avg. VPA: \$2.1 M



Avg. VPA: \$557,179

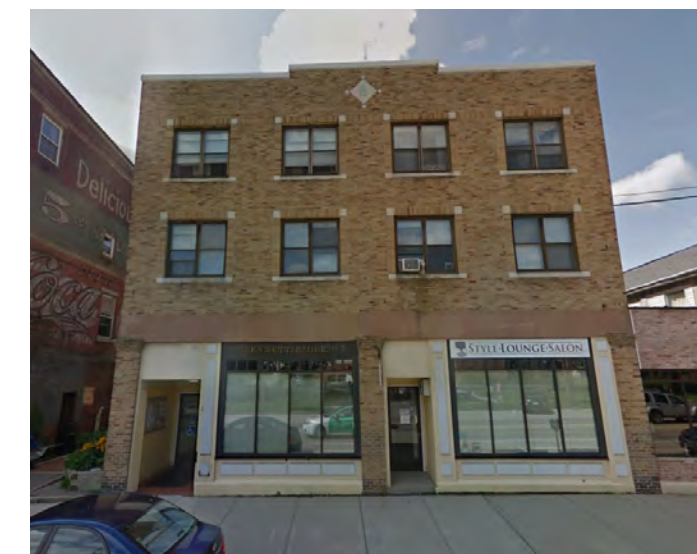




Single-family
Avg. VPA: \$0.43 M



Peak VPA
VPA: \$14 M



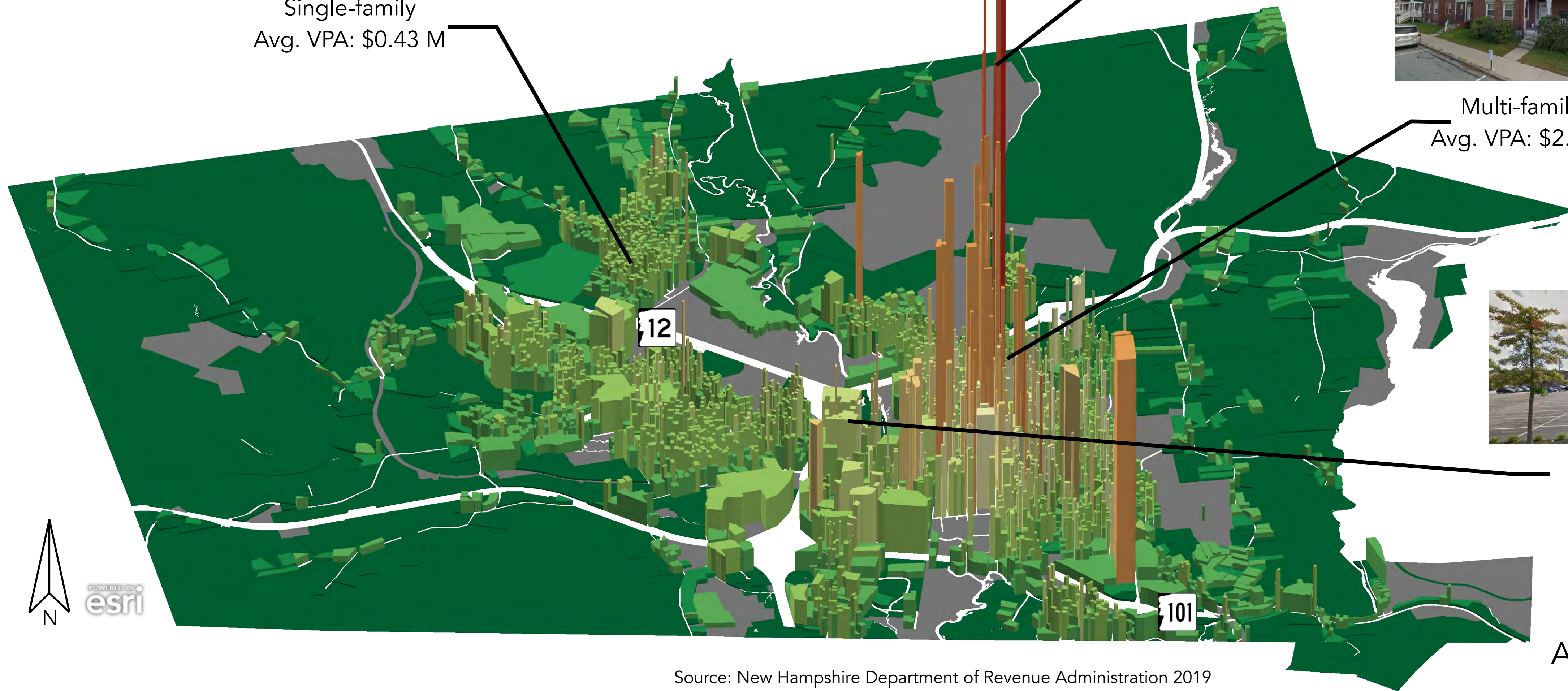
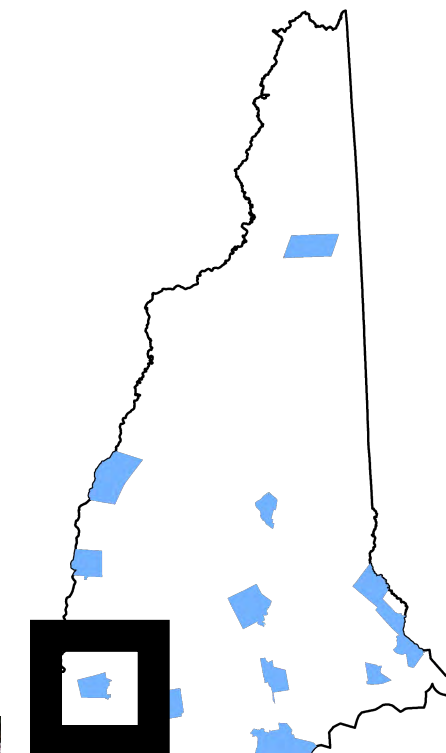
Mixed-use
VPA: \$ 8.1



Multi-family
Avg. VPA: \$2.3 M



Commercial
VPA: \$0.95 M



Avg. VPA: \$103,944

Hudson

Land Use Productivity



Peak VPA
VPA: \$2.69 M



Multi-family
Avg. VPA: \$1.8 M

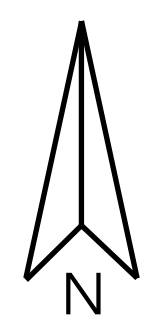
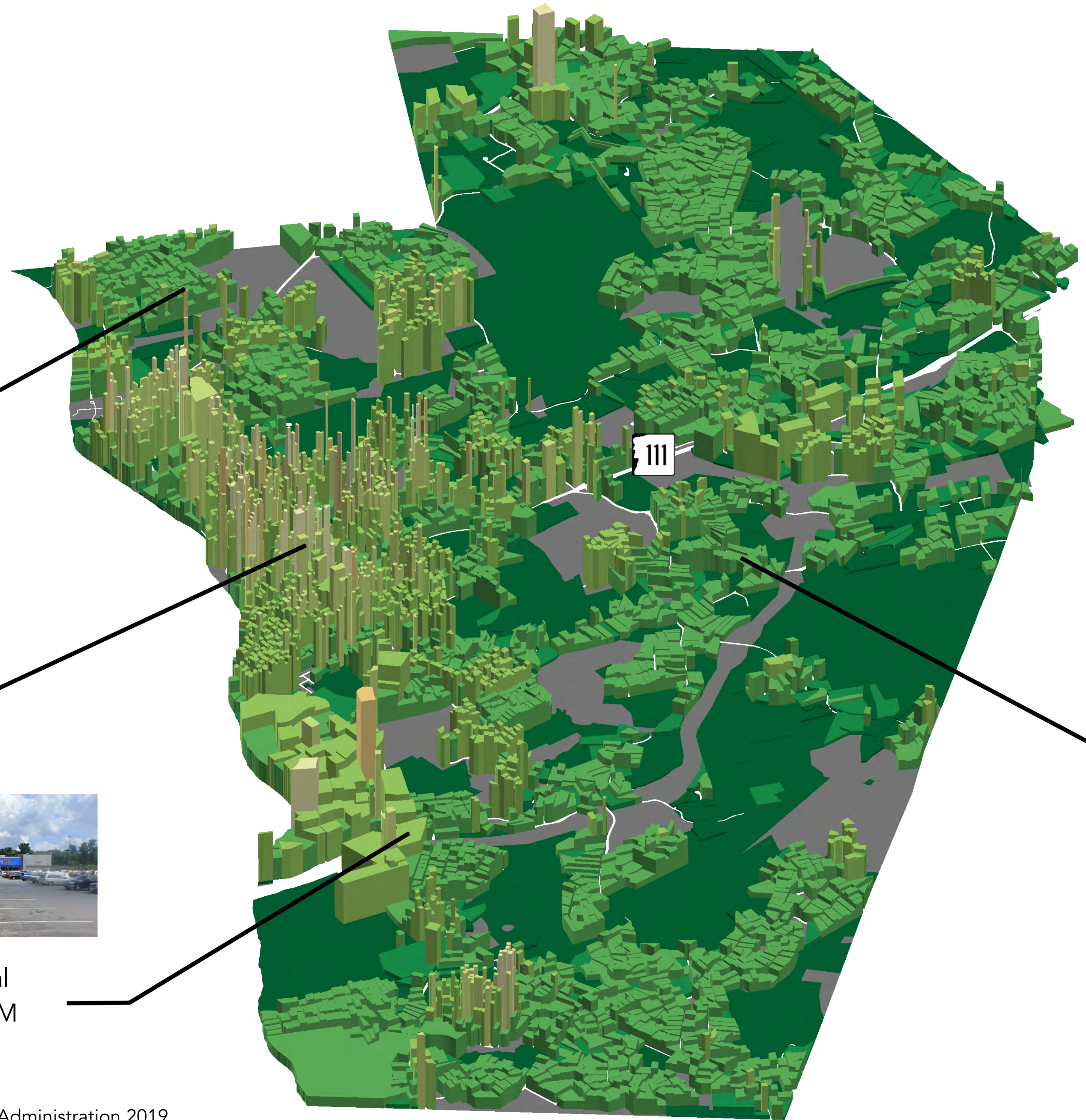
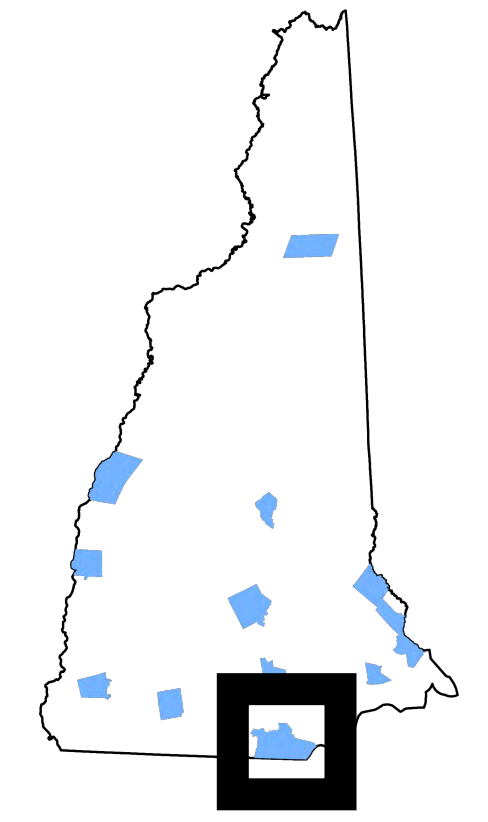


Commercial
VPA: \$0.66 M



Single-family
Avg. VPA: \$0.46 M

X
Mixed-use
VPA: \$ XX



Rochester

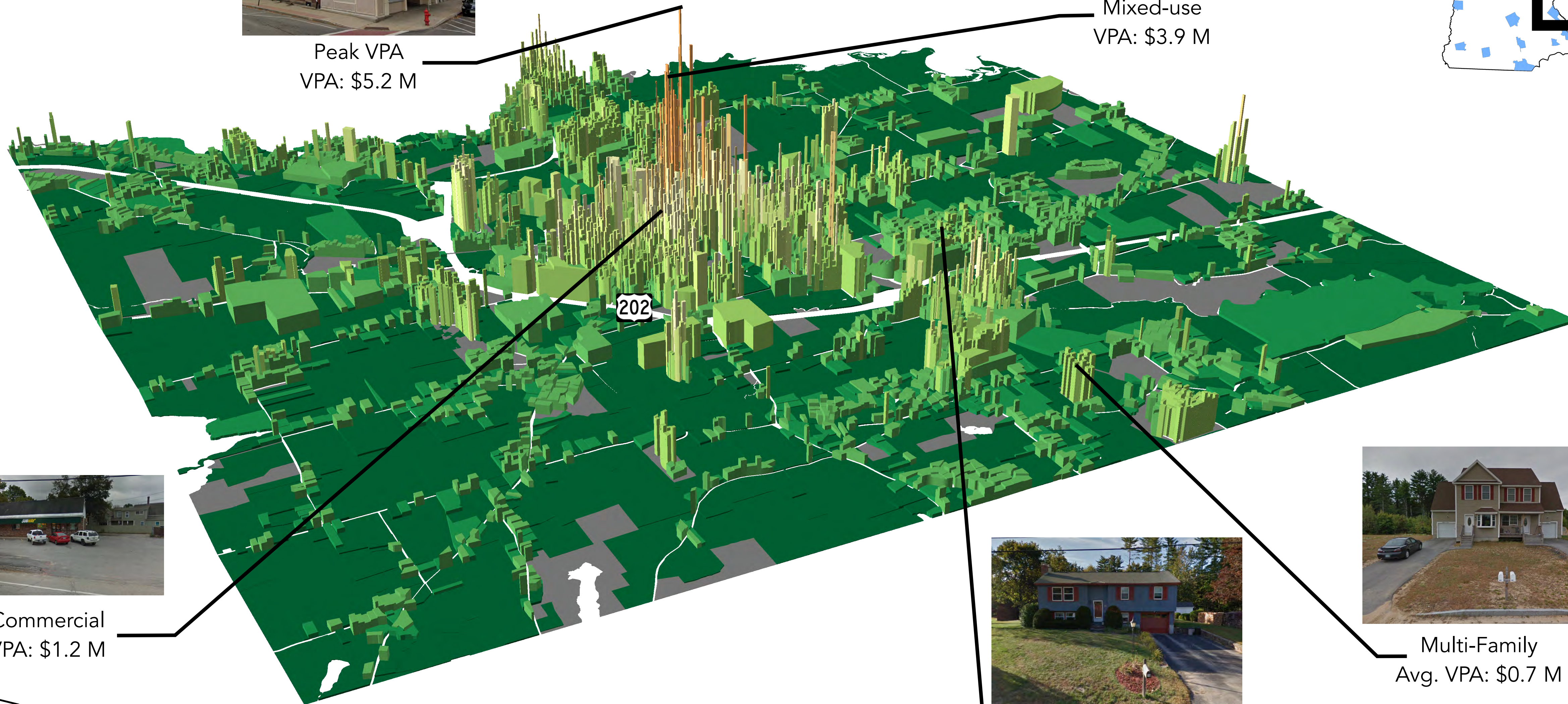
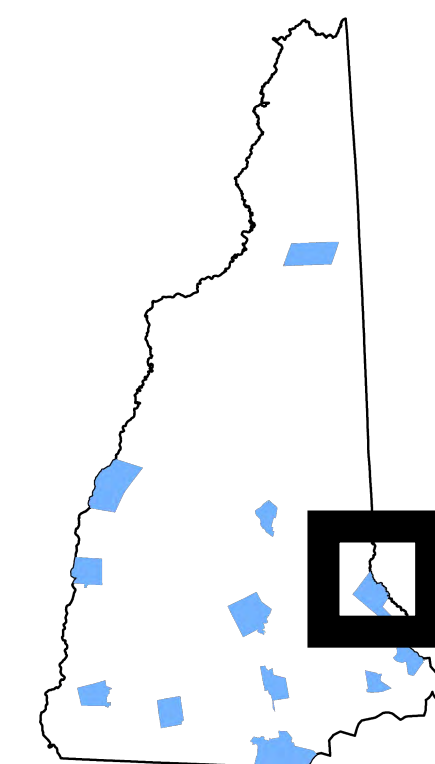
Land Use Productivity



Peak VPA
VPA: \$5.2 M



Mixed-use
VPA: \$3.9 M



Commercial
VPA: \$1.2 M

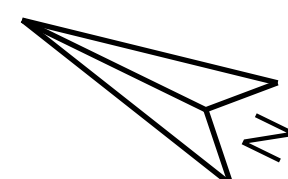


Single-Family
Avg. VPA: \$0.4 M



Multi-Family
Avg. VPA: \$0.7 M

Avg. VPA: \$88,371



URBAN3

Dover

Land Use Productivity



Multi-family
Avg. VPA: \$1.9 M



Mixed-use
VPA: \$9.6 M



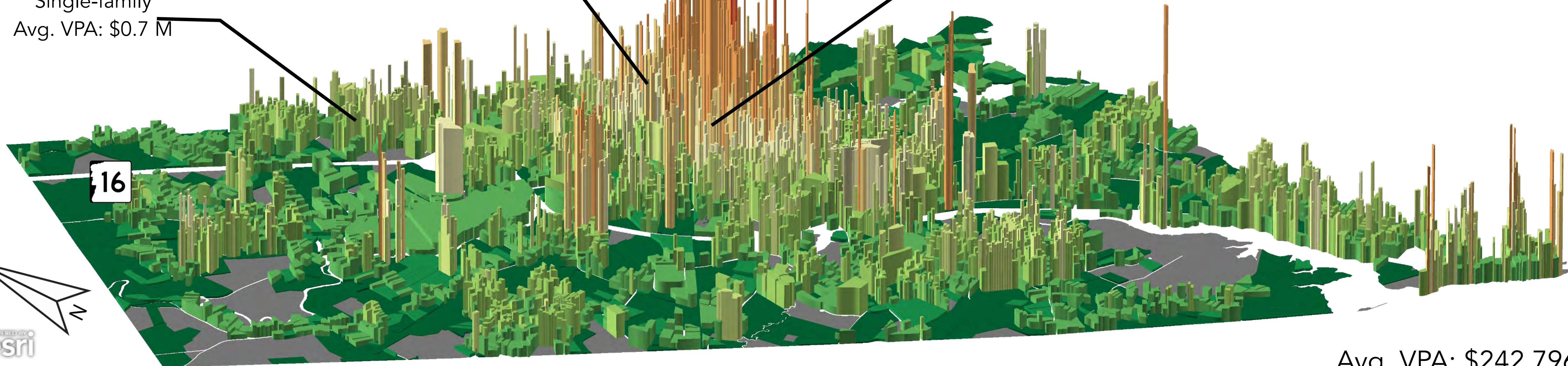
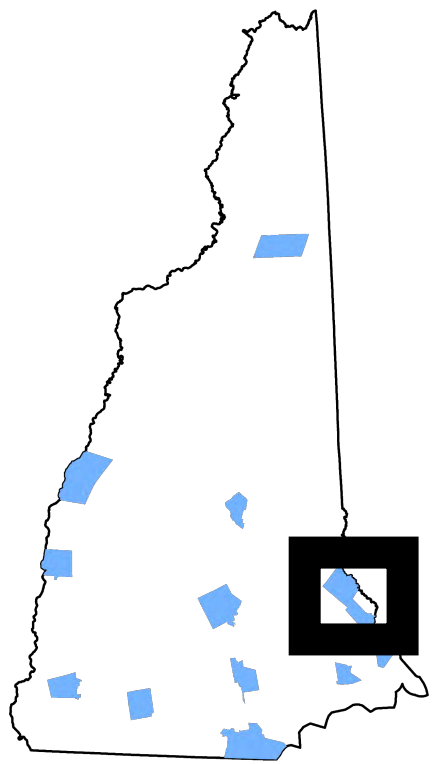
Top VPA
VPA: \$15.3 M



Commercial
VPA: \$1.3 M



Single-family
Avg. VPA: \$0.7 M



Avg. VPA: \$242,796



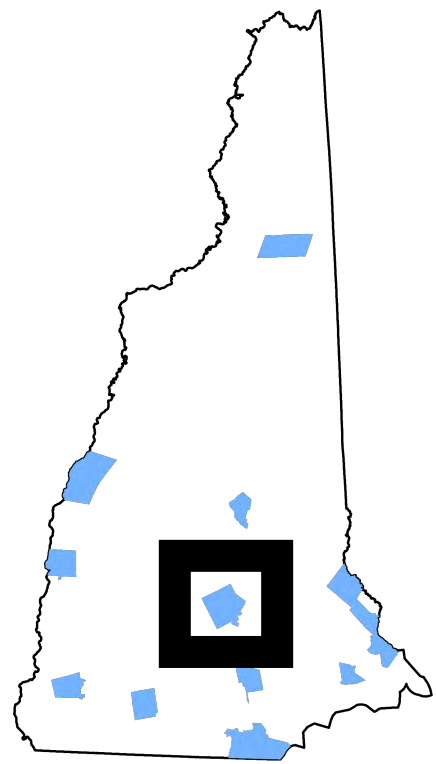
Multi-family
Avg. VPA: \$1.8 M



Mixed-use
VPA: \$7.6 M



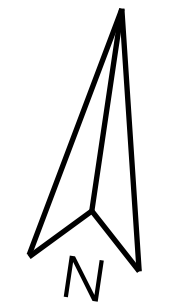
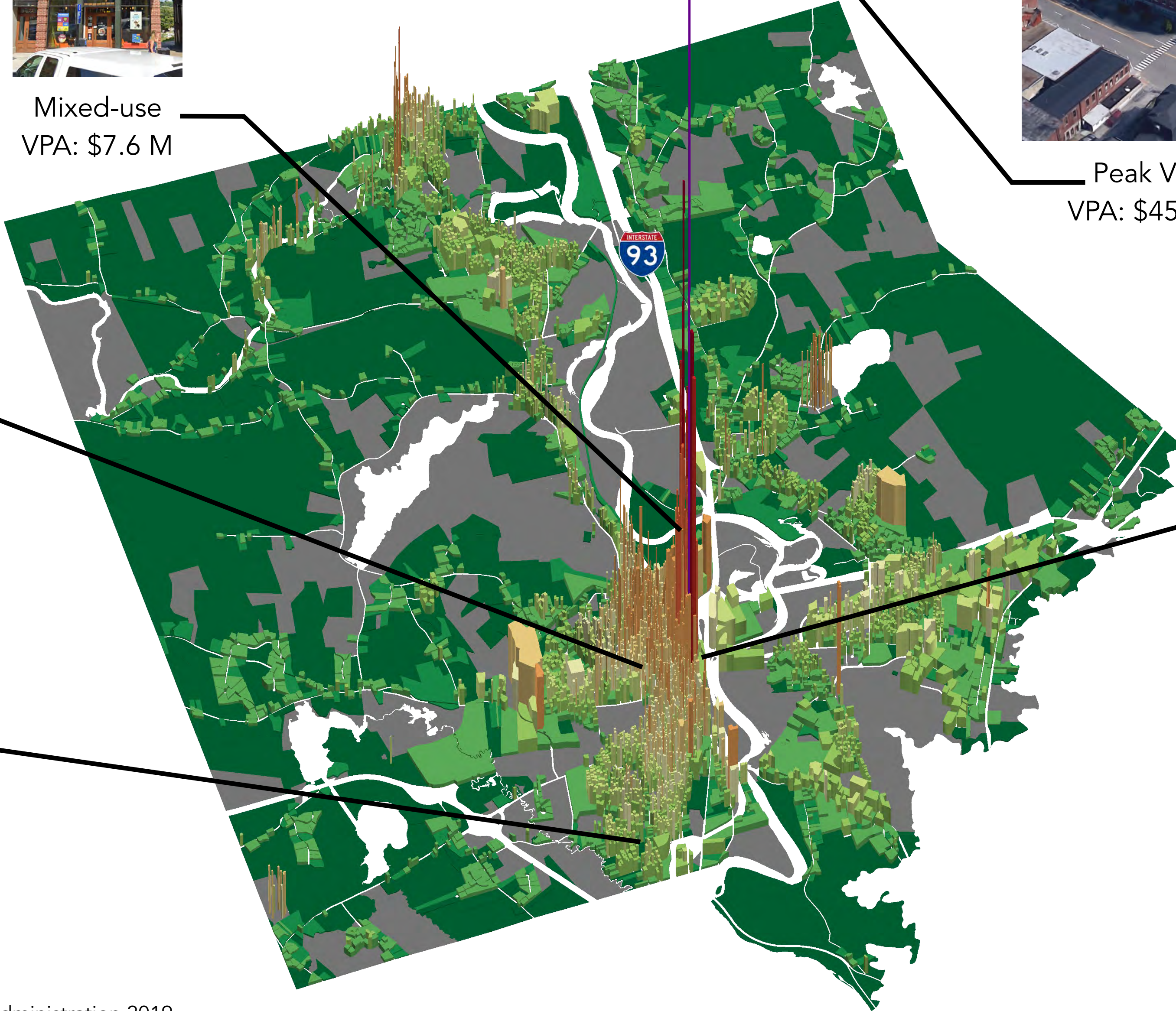
Peak VPA
VPA: \$45.9 M



Commercial
VPA: \$0.84 M



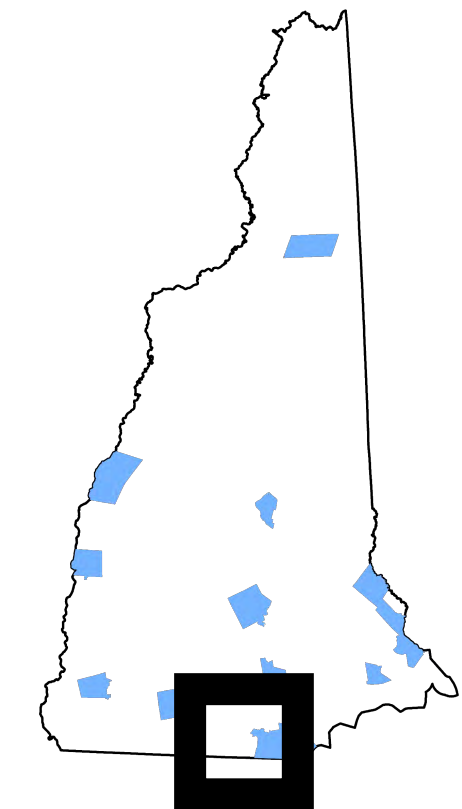
Single-family
Avg. VPA: \$0.68 M



Avg. VPA: \$153,833

Nashua

Land Use Productivity



Peak VPA
VPA: \$12.9 M



Mixed-use
VPA: \$10 M



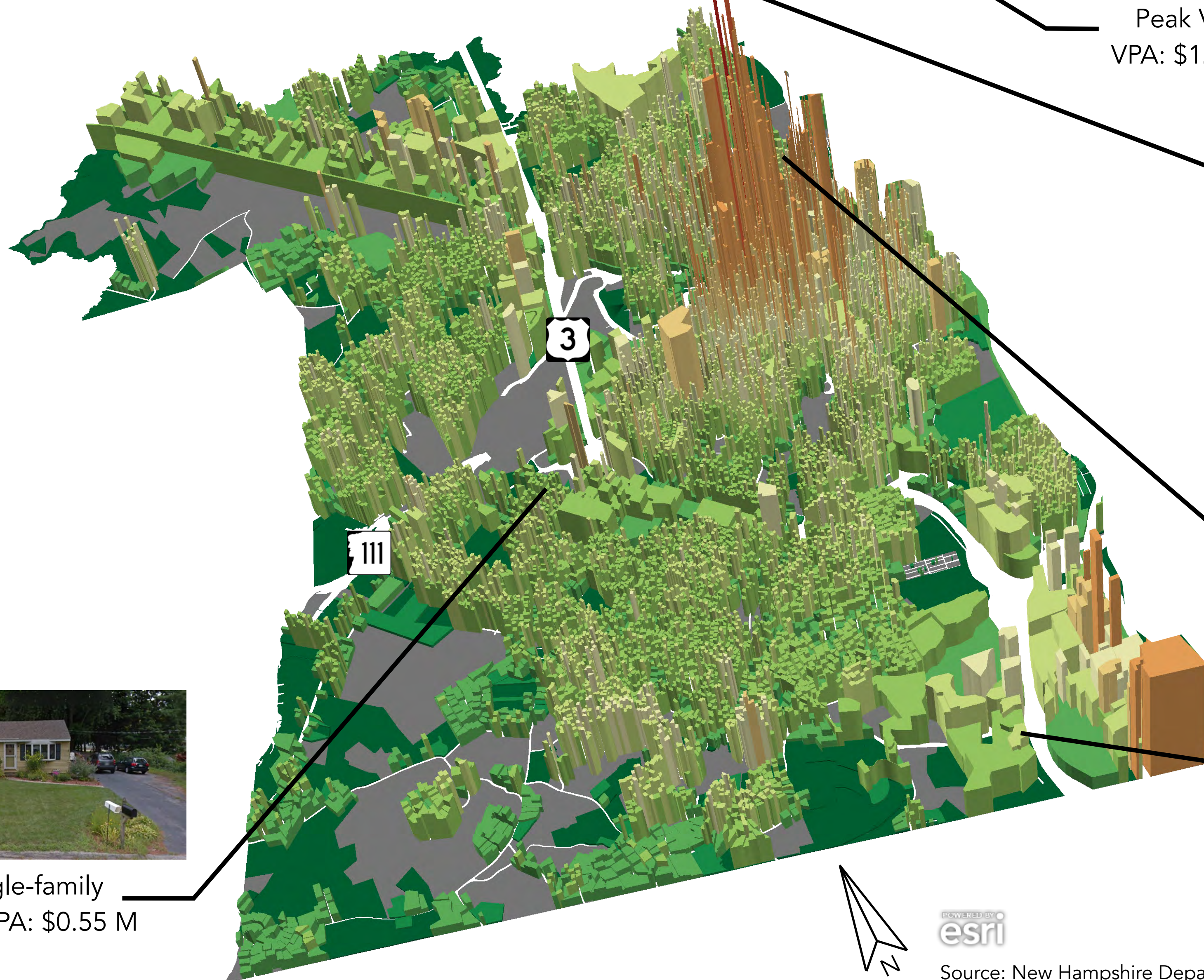
Multi-family
Avg. VPA: \$1.7 M



Commercial
VPA: \$1.3 M

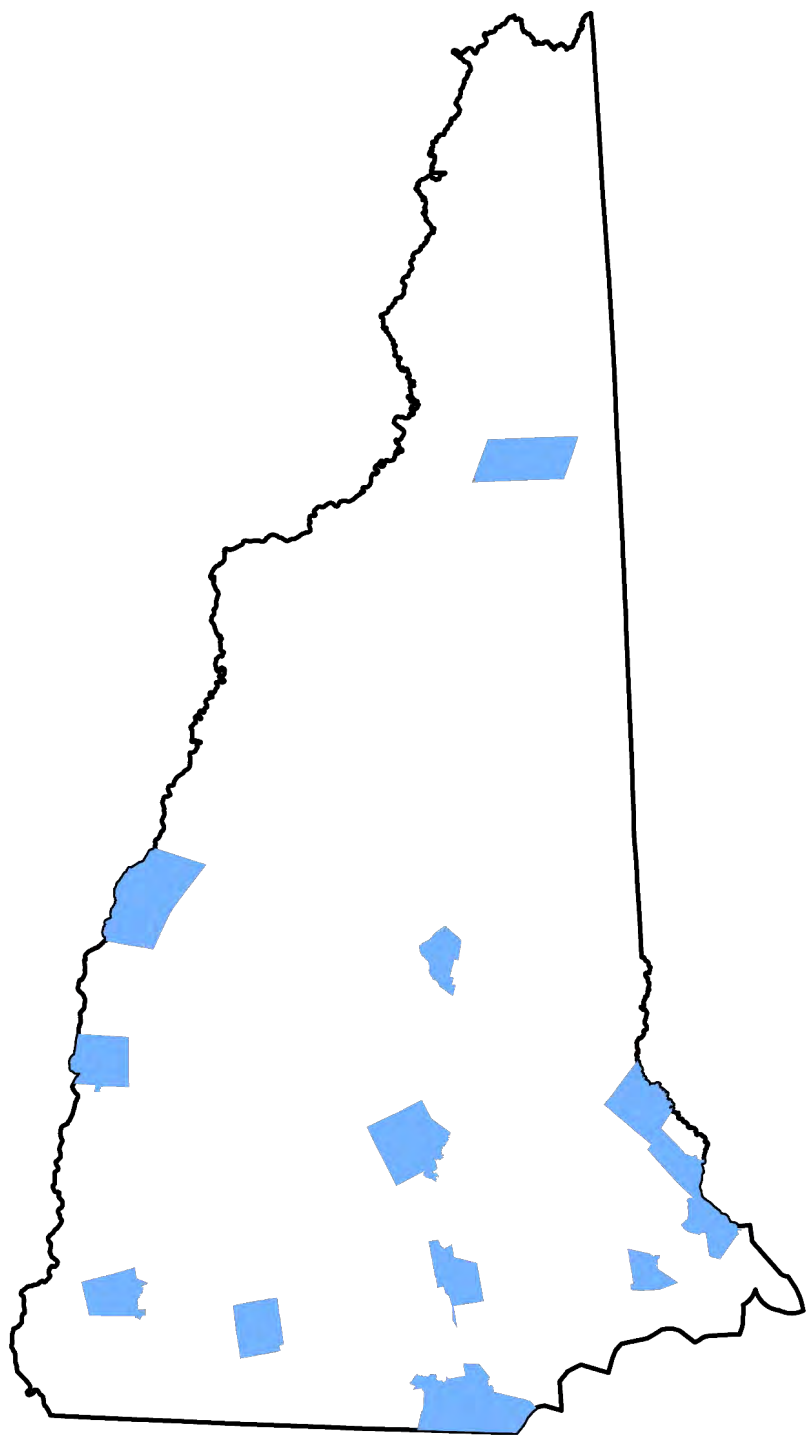


Single-family
Avg. VPA: \$0.55 M



Source: New Hampshire Department of Revenue Administration 2019

Avg. VPA: \$539,622

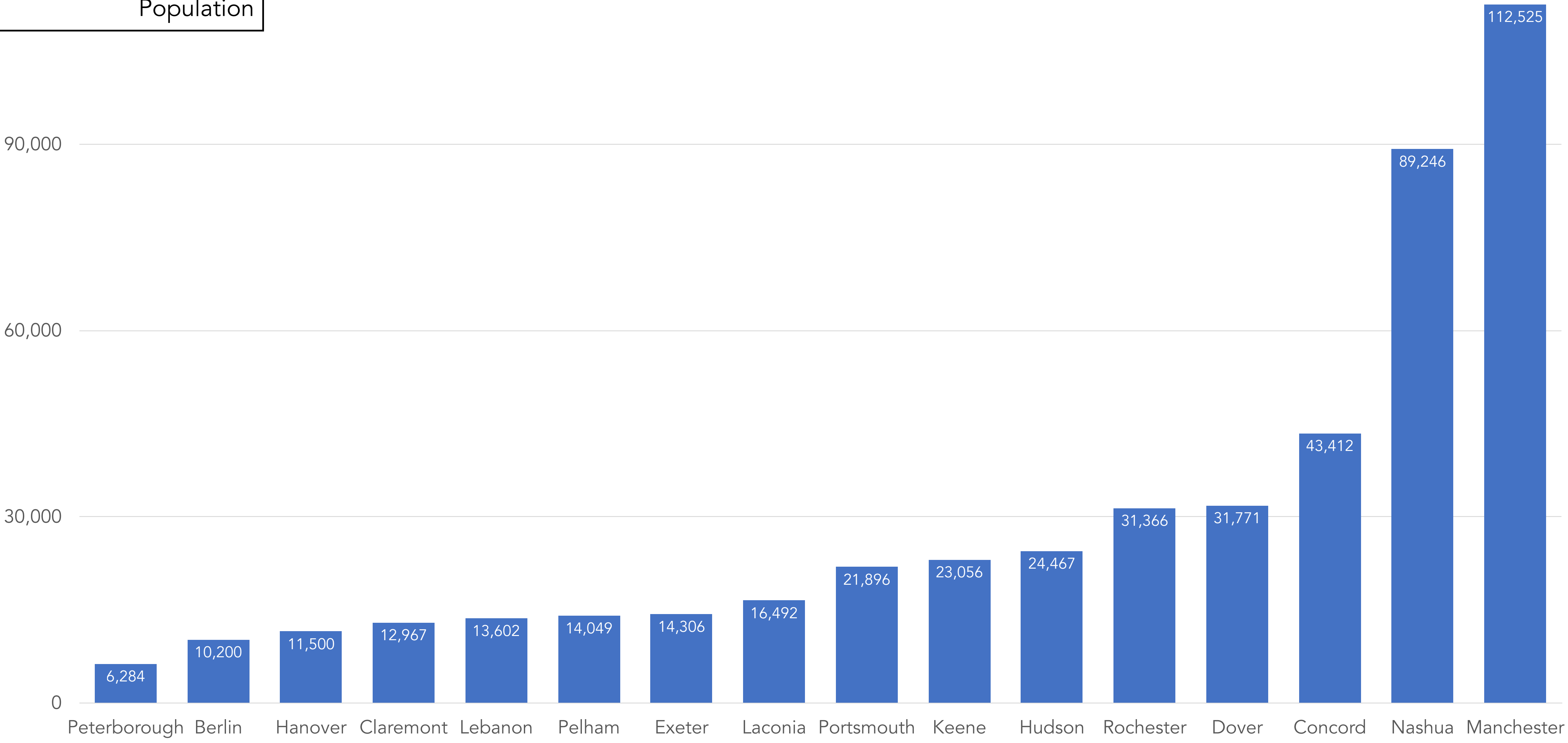


Comparing Communities

15 municipalities from across New Hampshire

Comparisons

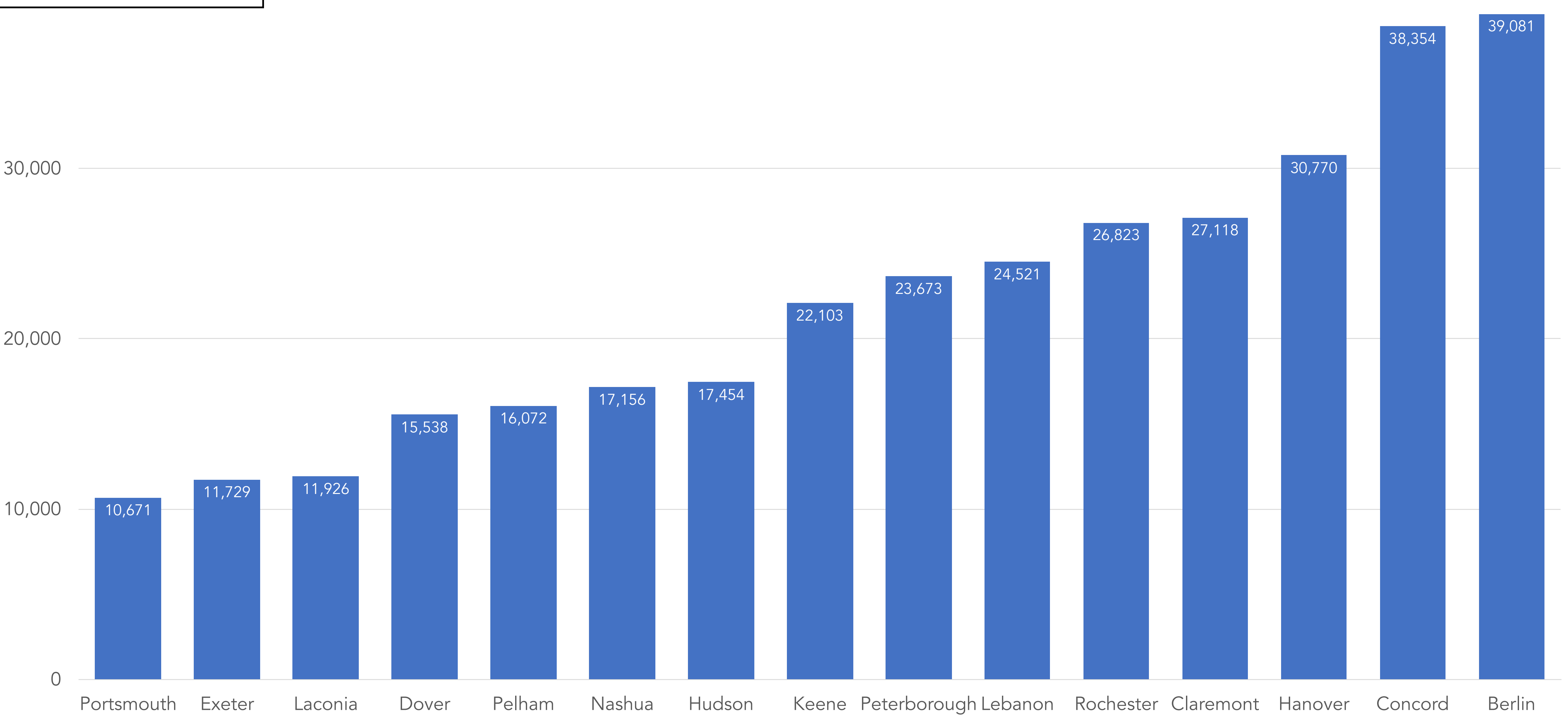
Population



Source: New Hampshire Department of Revenue Administration 2019

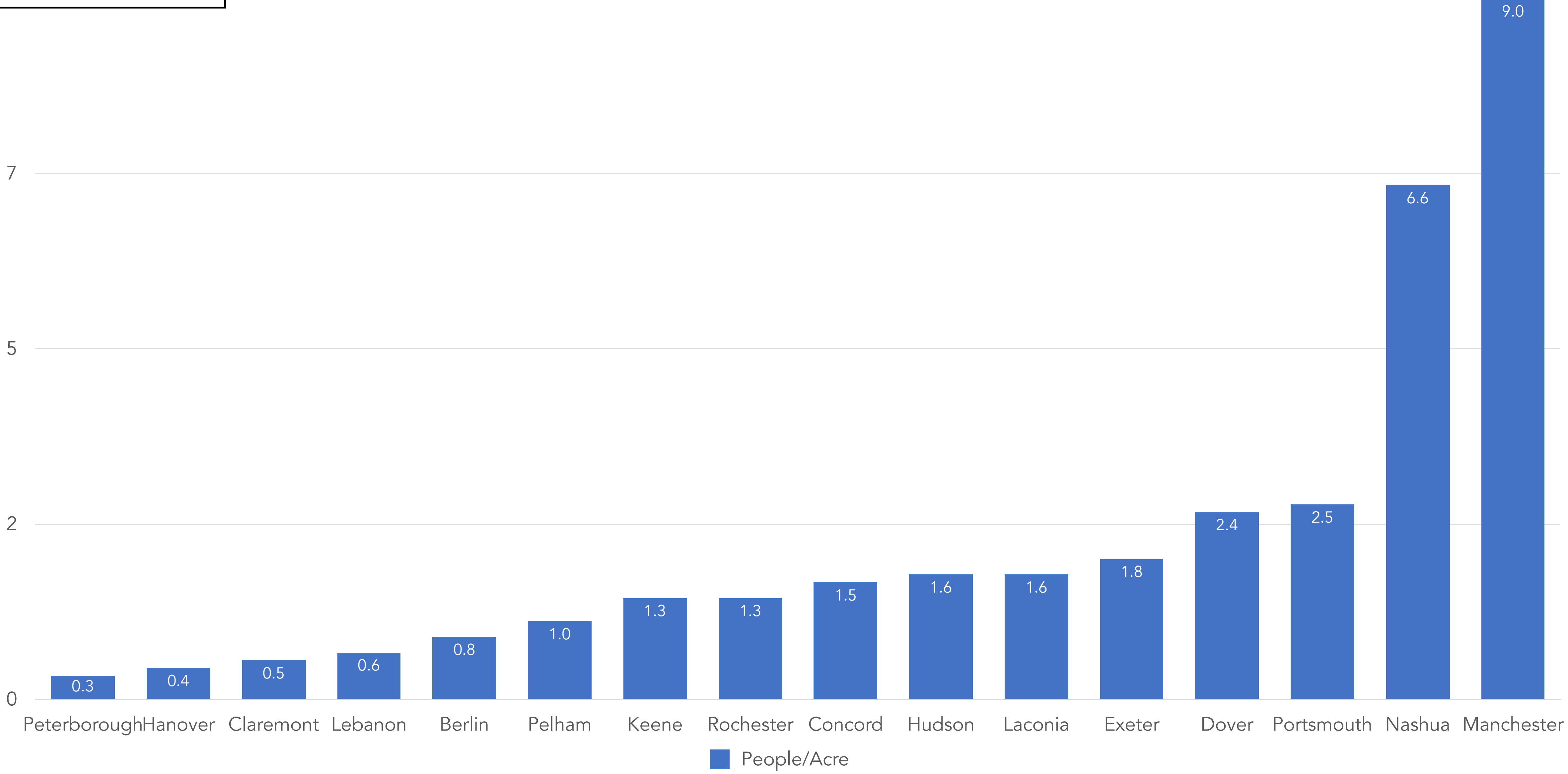
Comparisons

Total Area



Comparisons

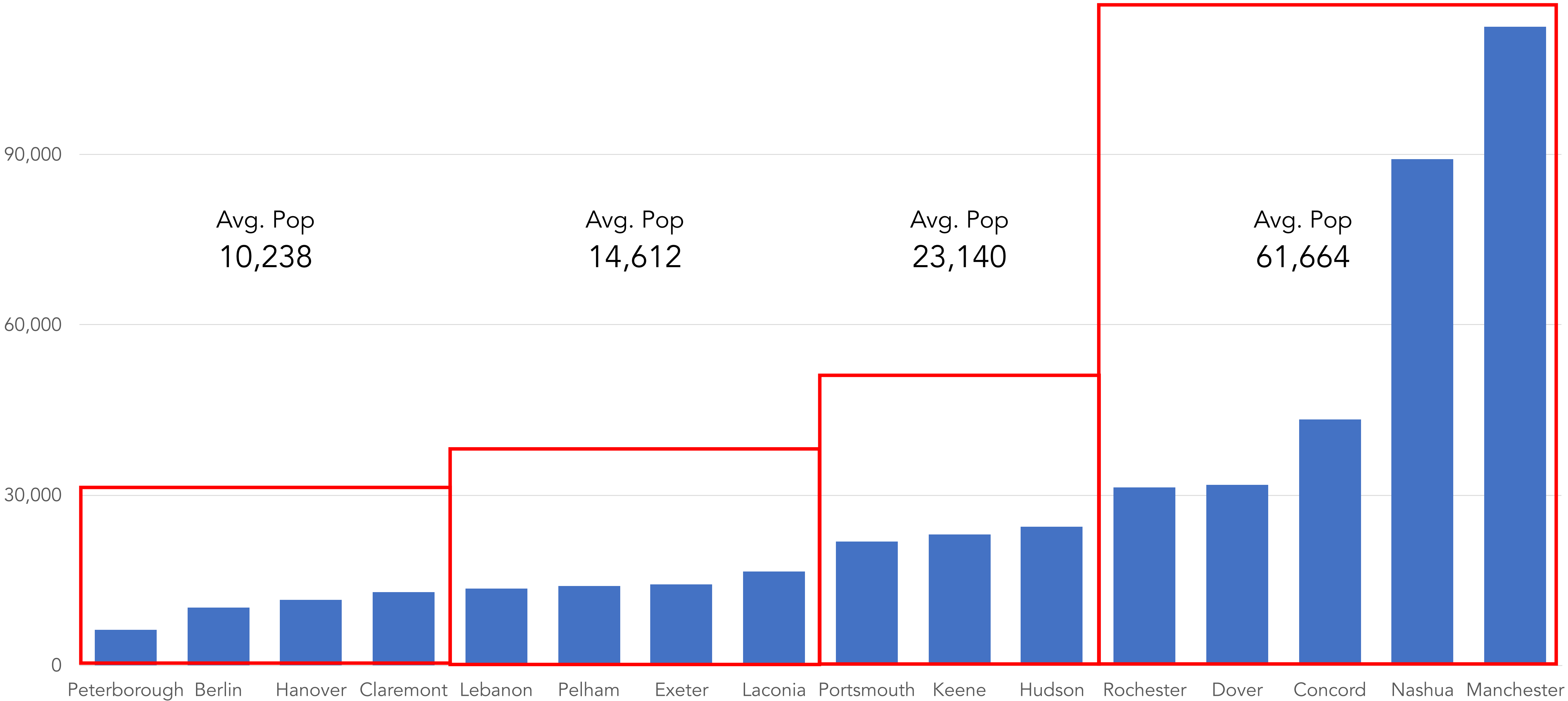
Density



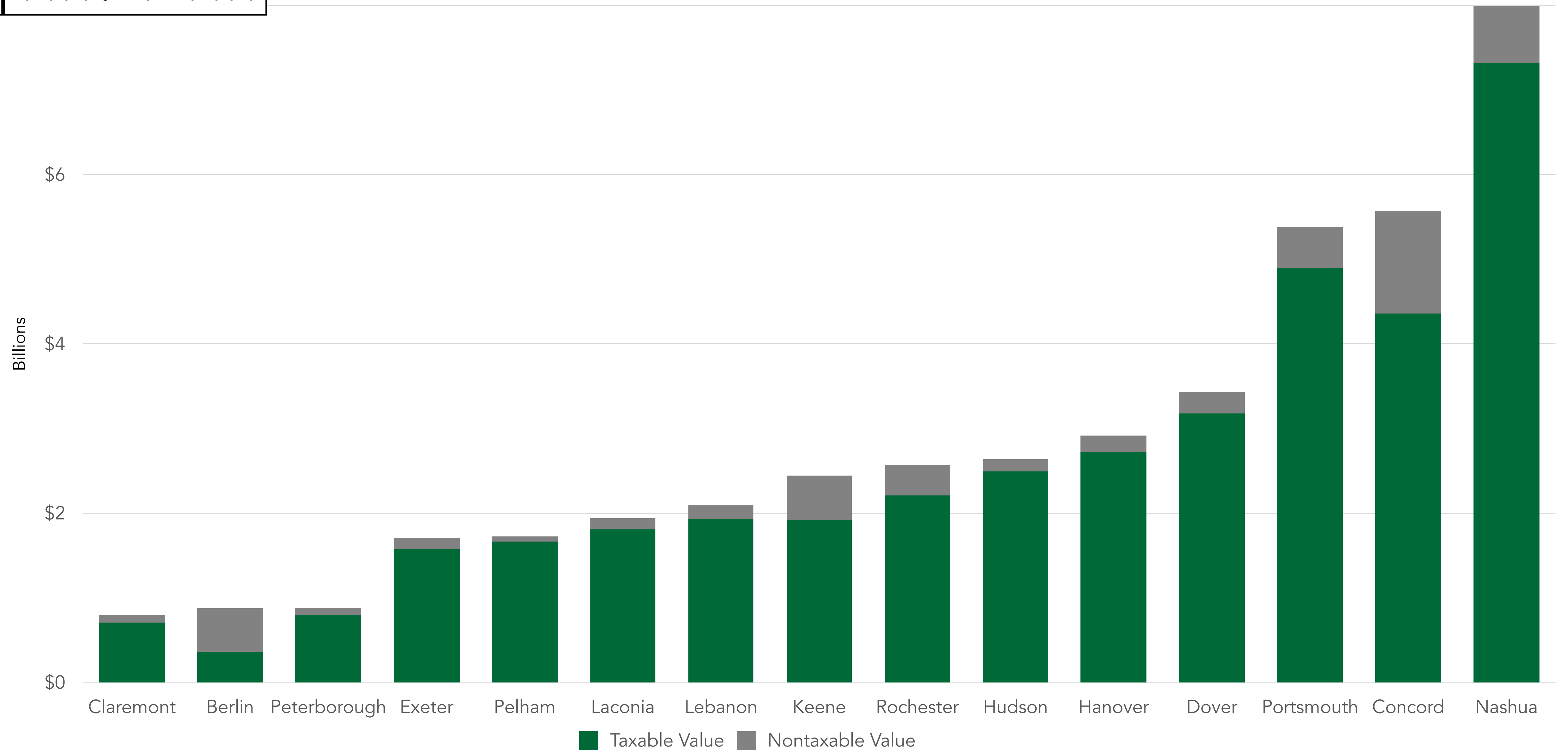
Source: New Hampshire Department of Revenue Administration 2019

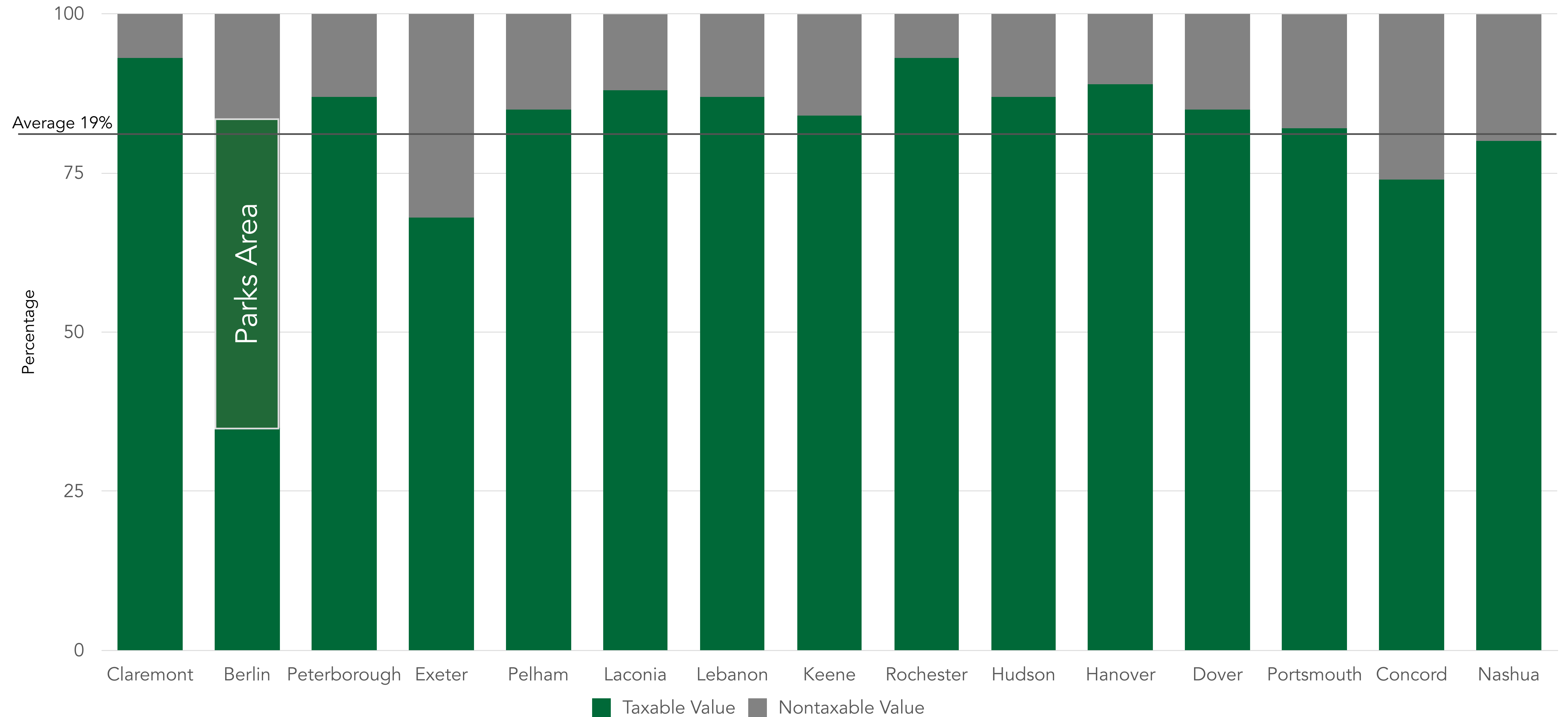
Peer Groups

Population



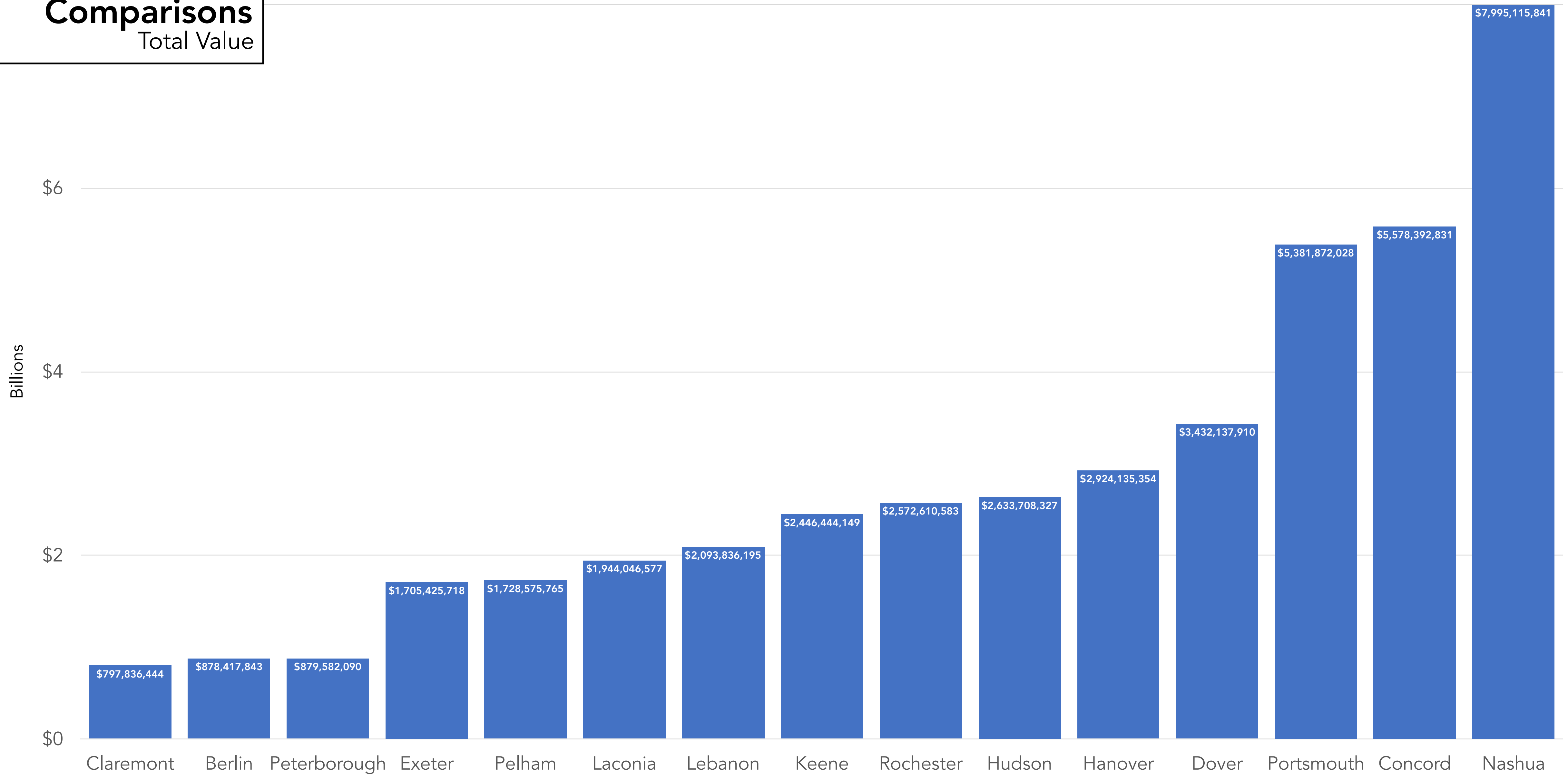
Source: New Hampshire Department of Revenue Administration 2019



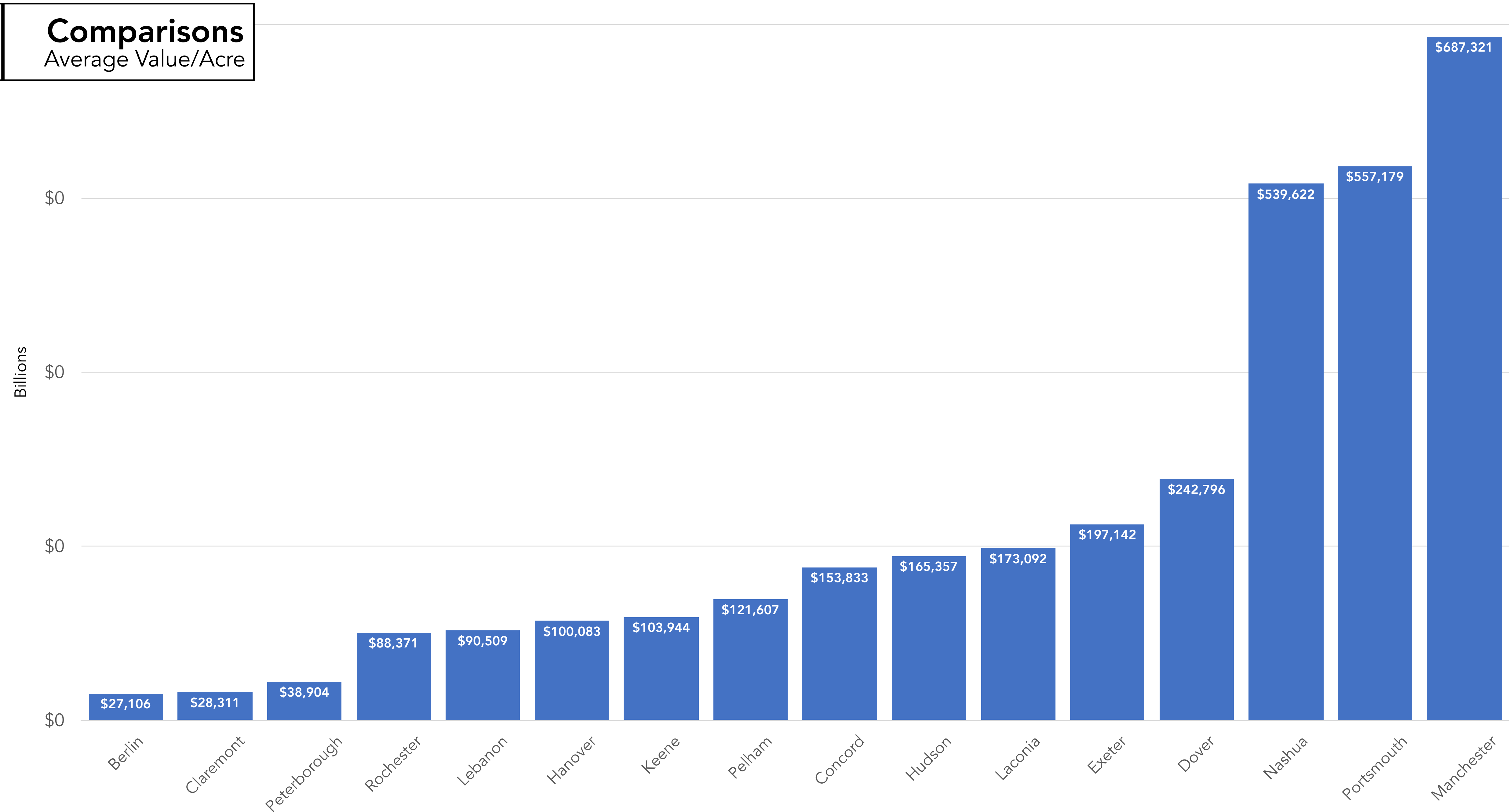


Comparisons

Total Value



Source: New Hampshire Department of Revenue Administration 2019



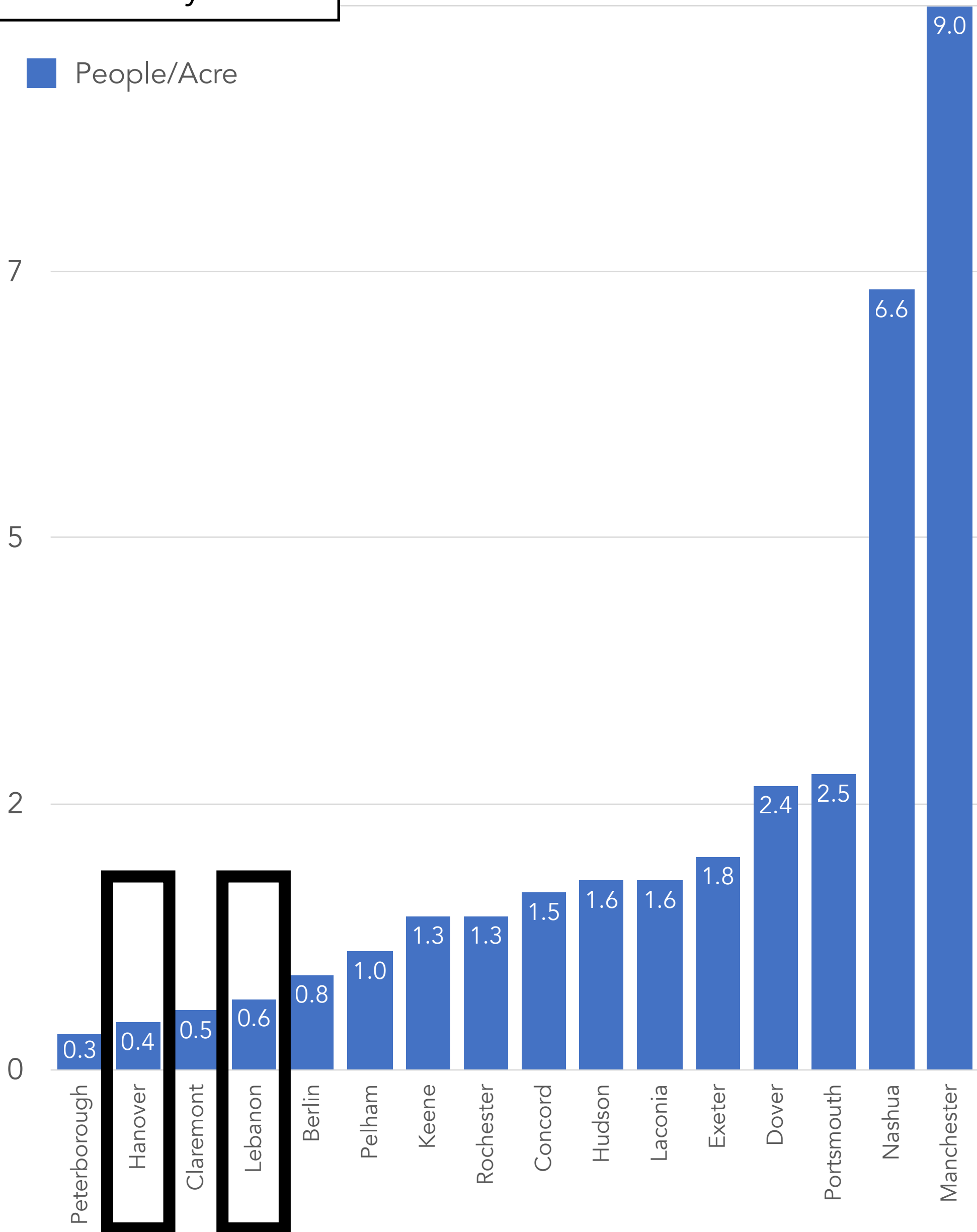
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

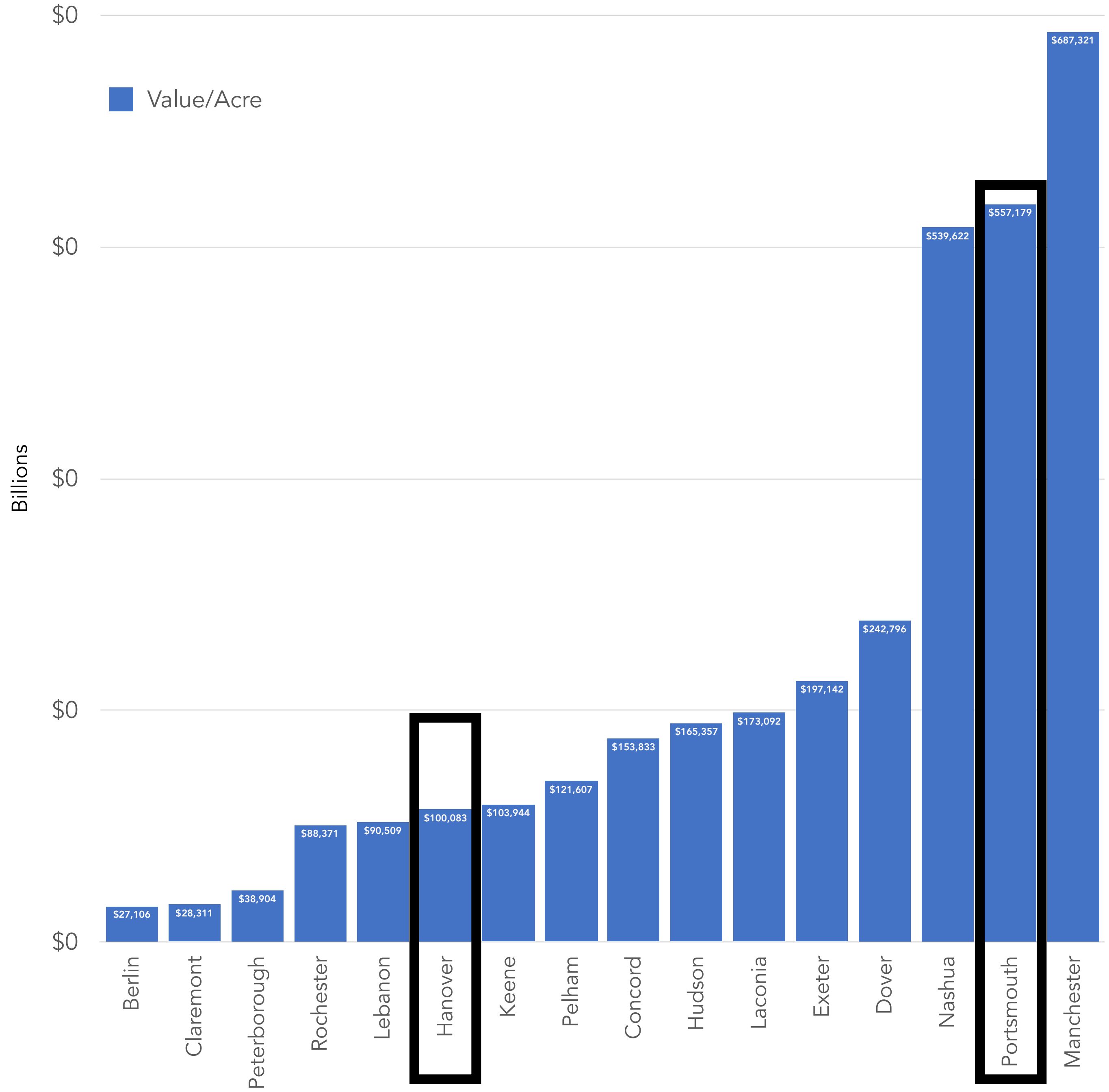
Comparisons

Density : Value

■ People/Acre



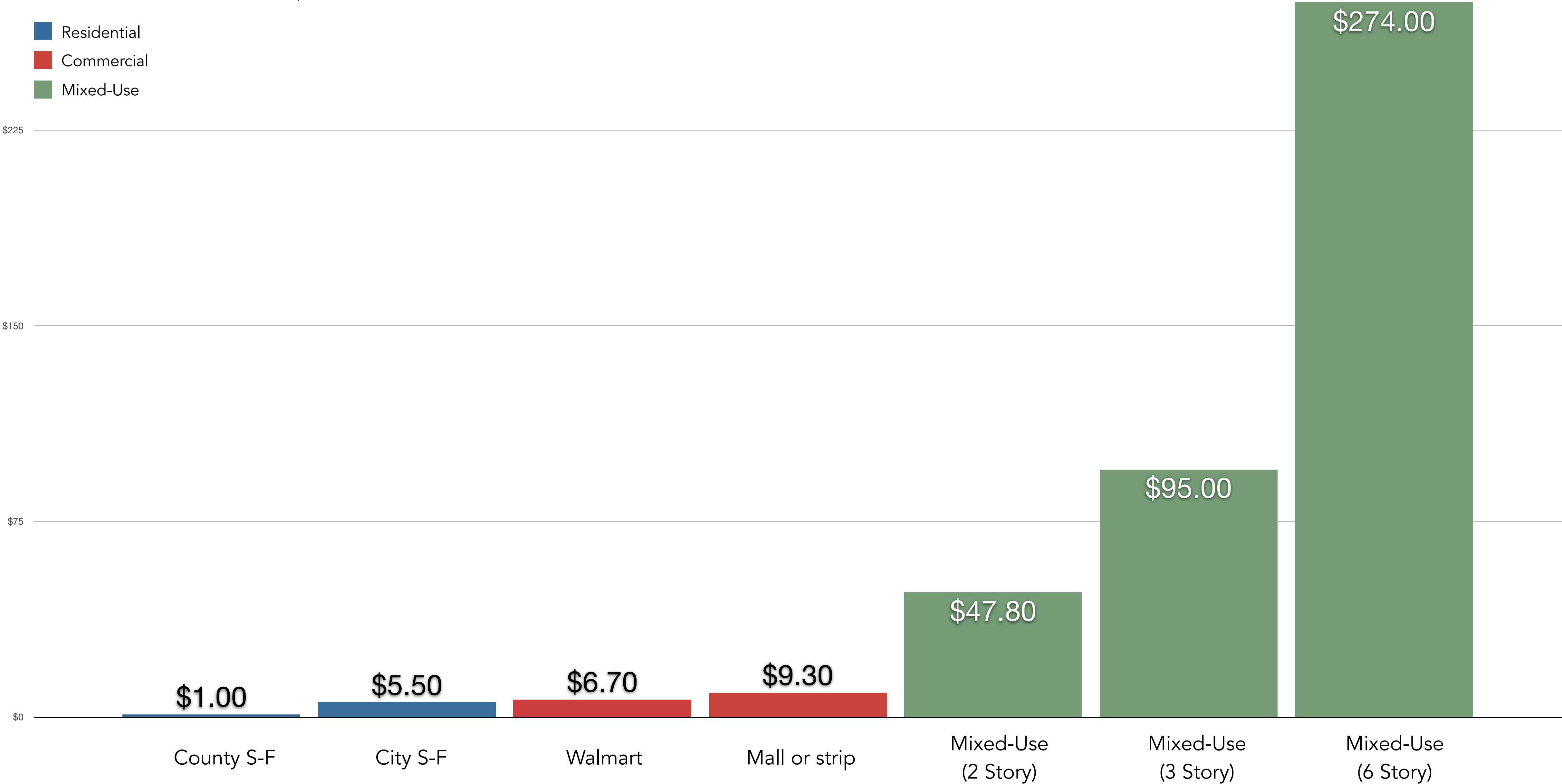
■ Value/Acre



County Property Taxes/Acre

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

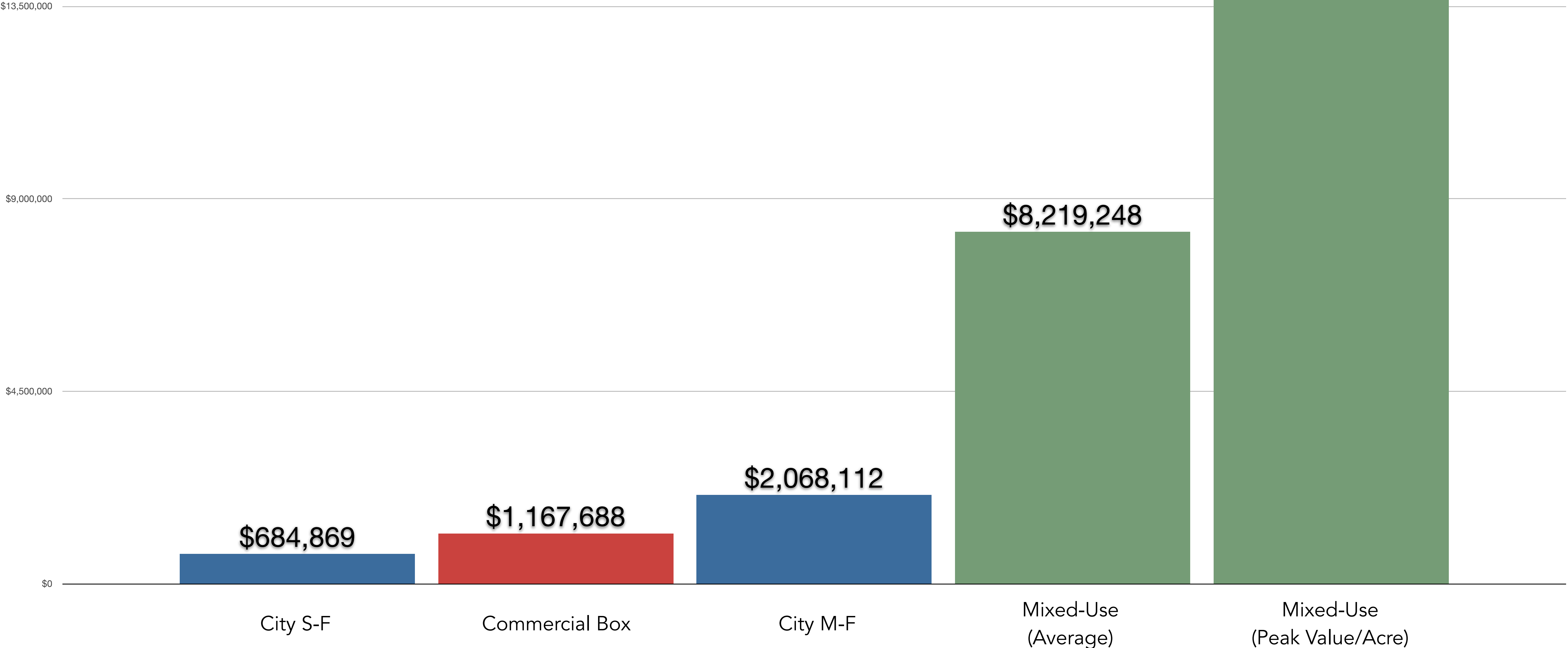
- Residential
- Commercial
- Mixed-Use

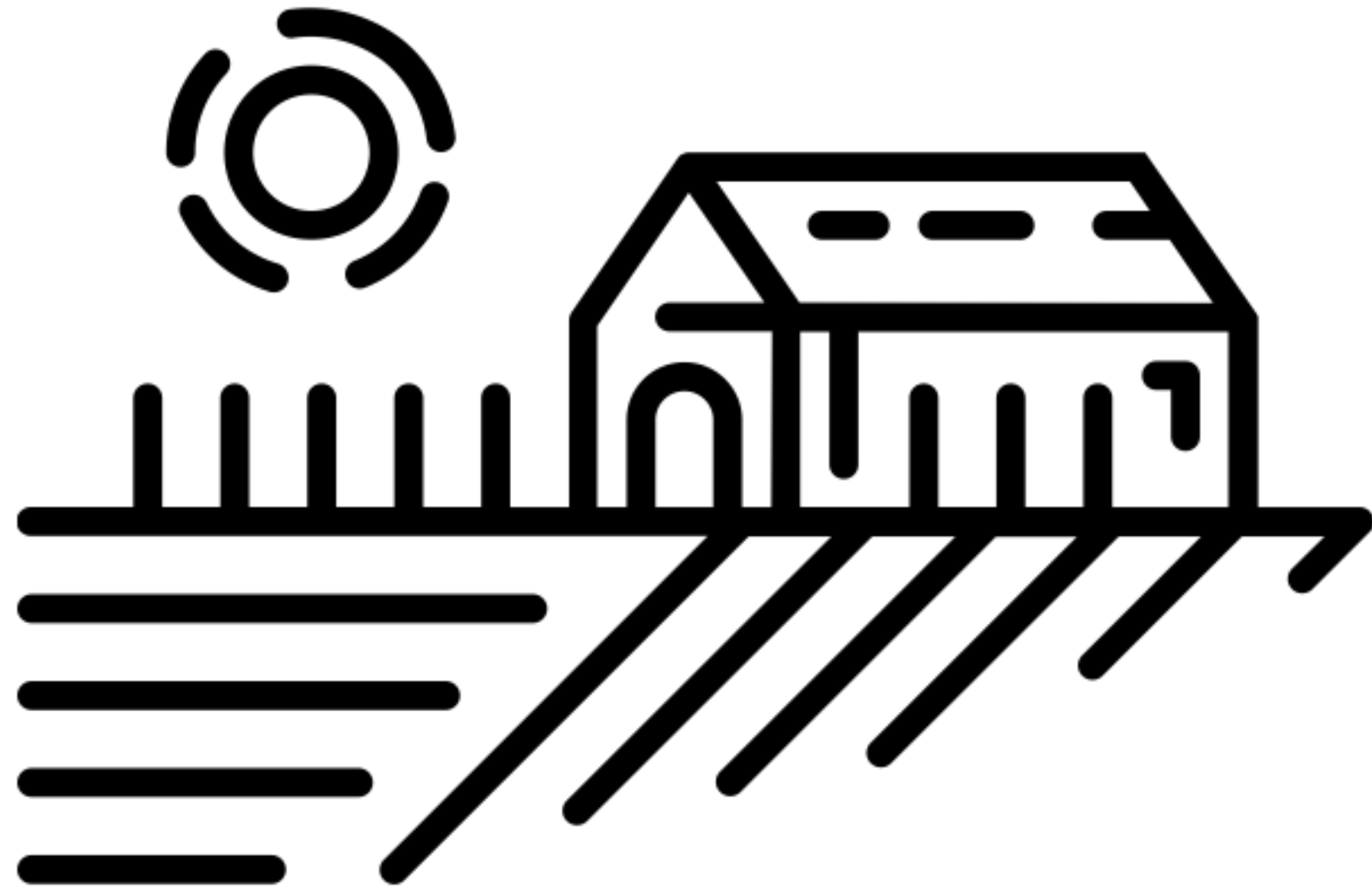


Property Value/Acre

Ratio Difference of New Hampshire Sample Set

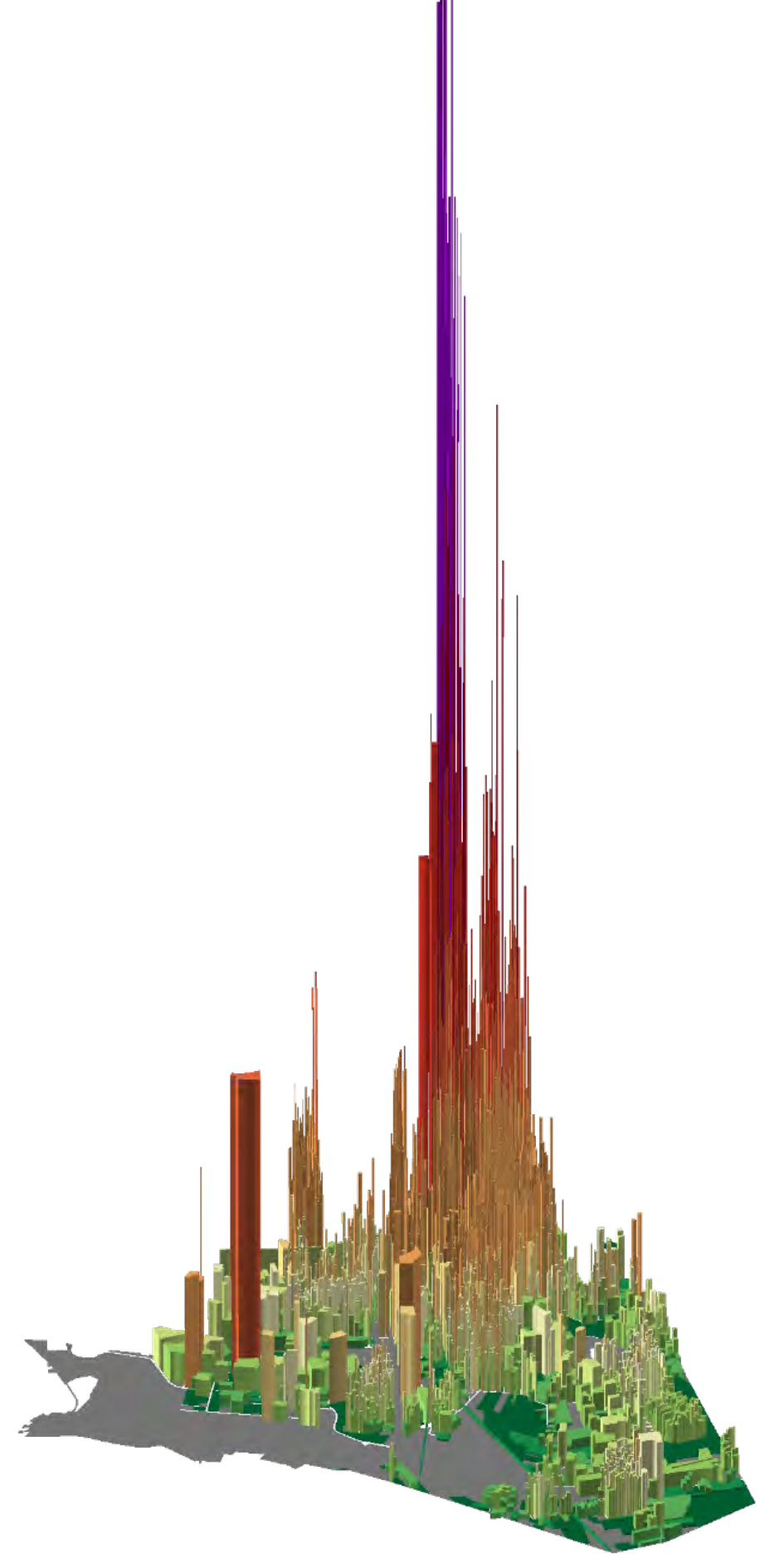
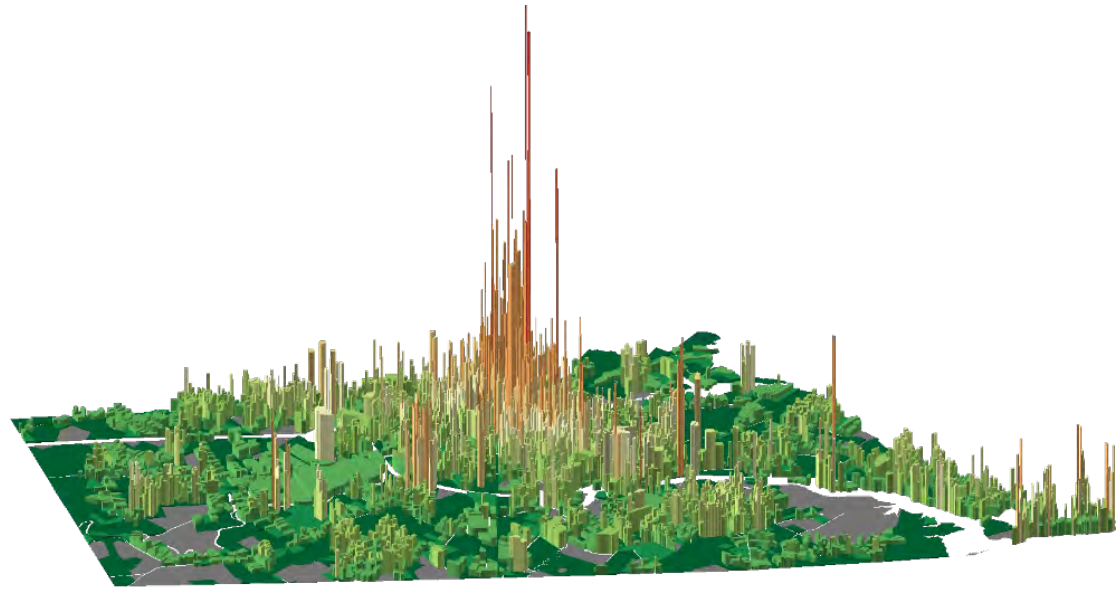
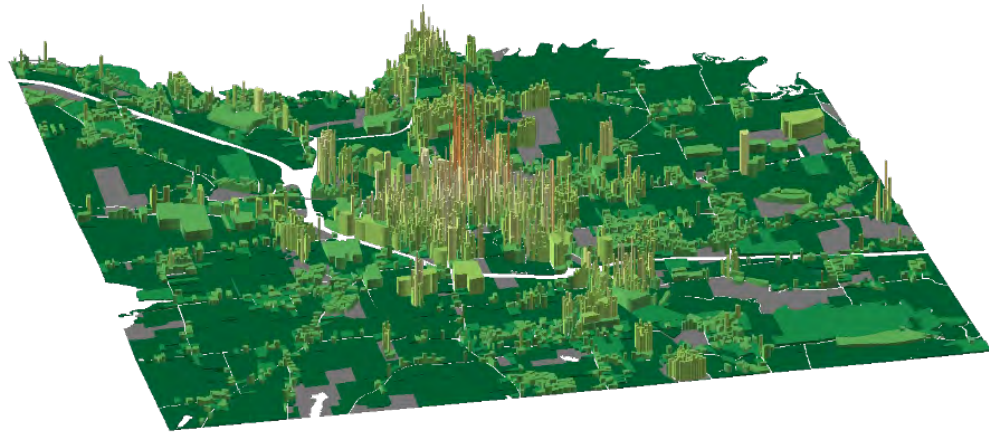
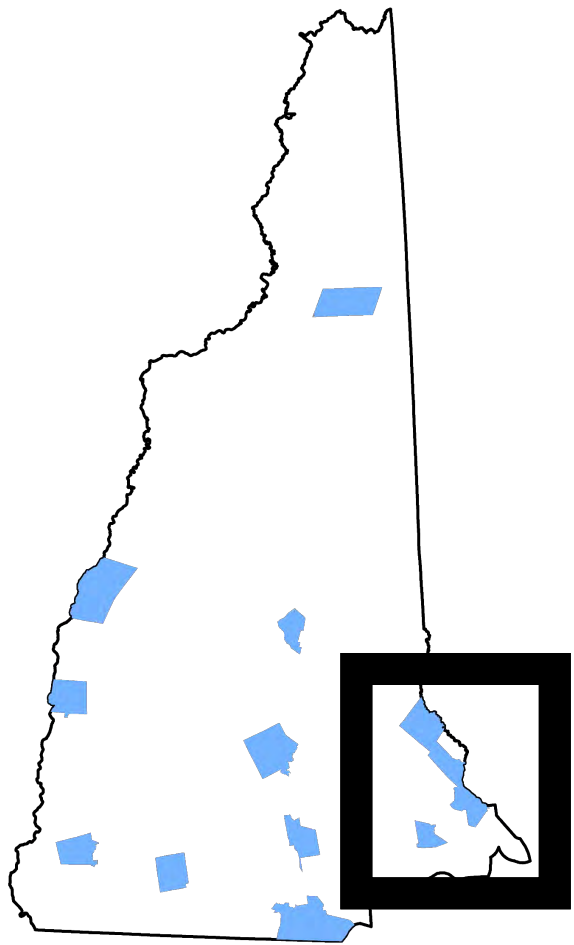
- Residential
- Commercial
- Mixed-Use



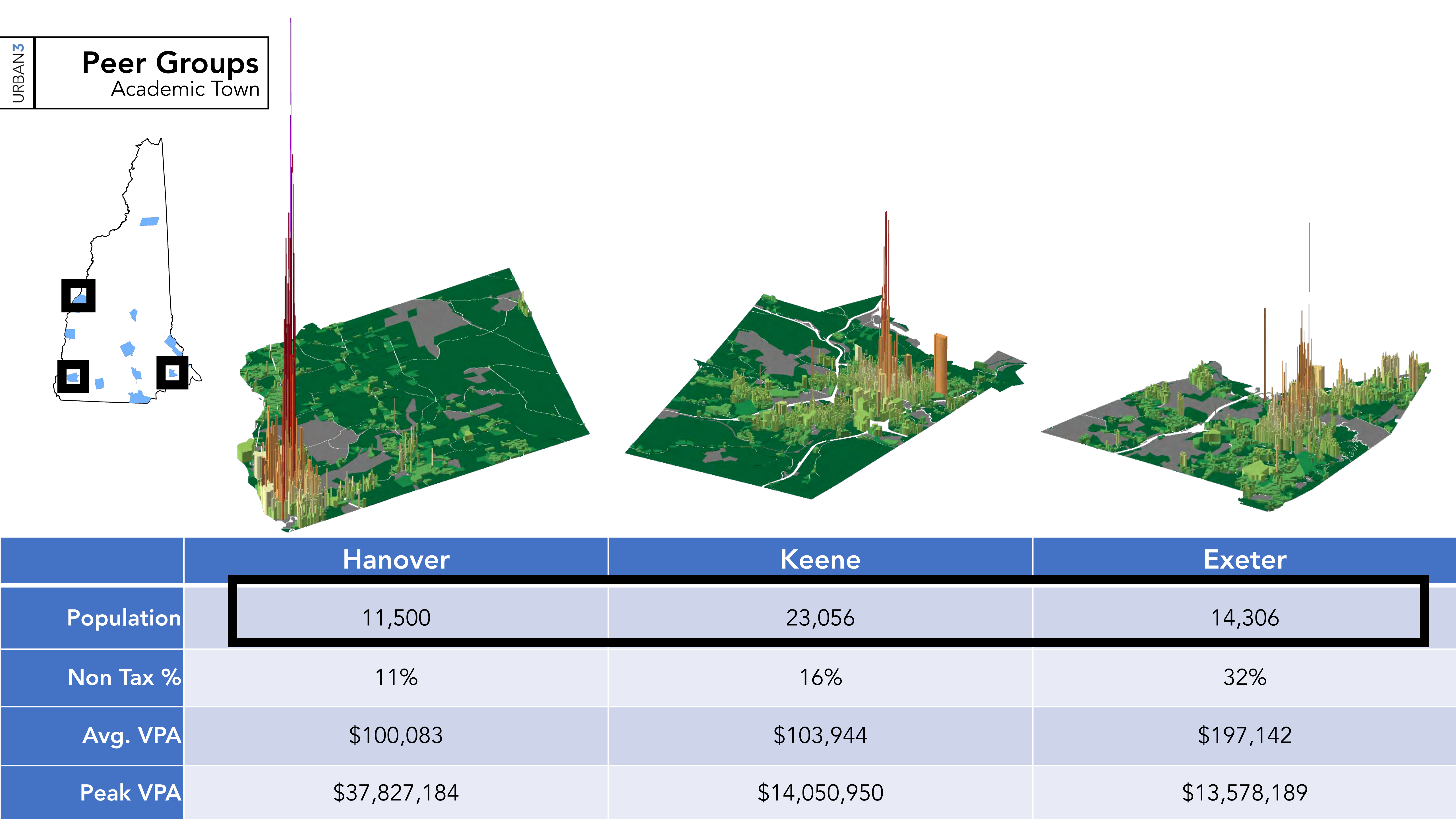


Peer Clusters

Similar characteristics of places & learning from each other.

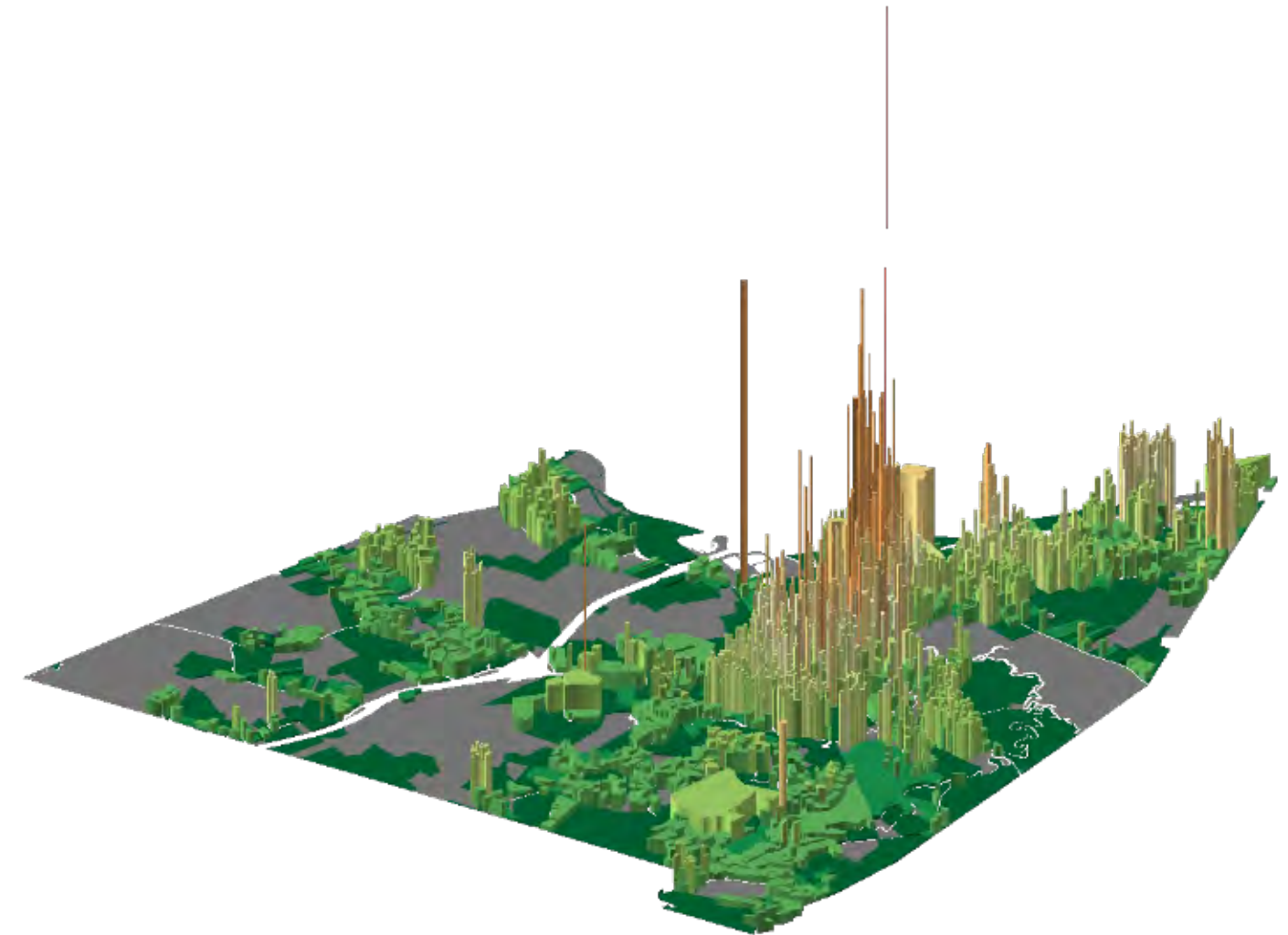
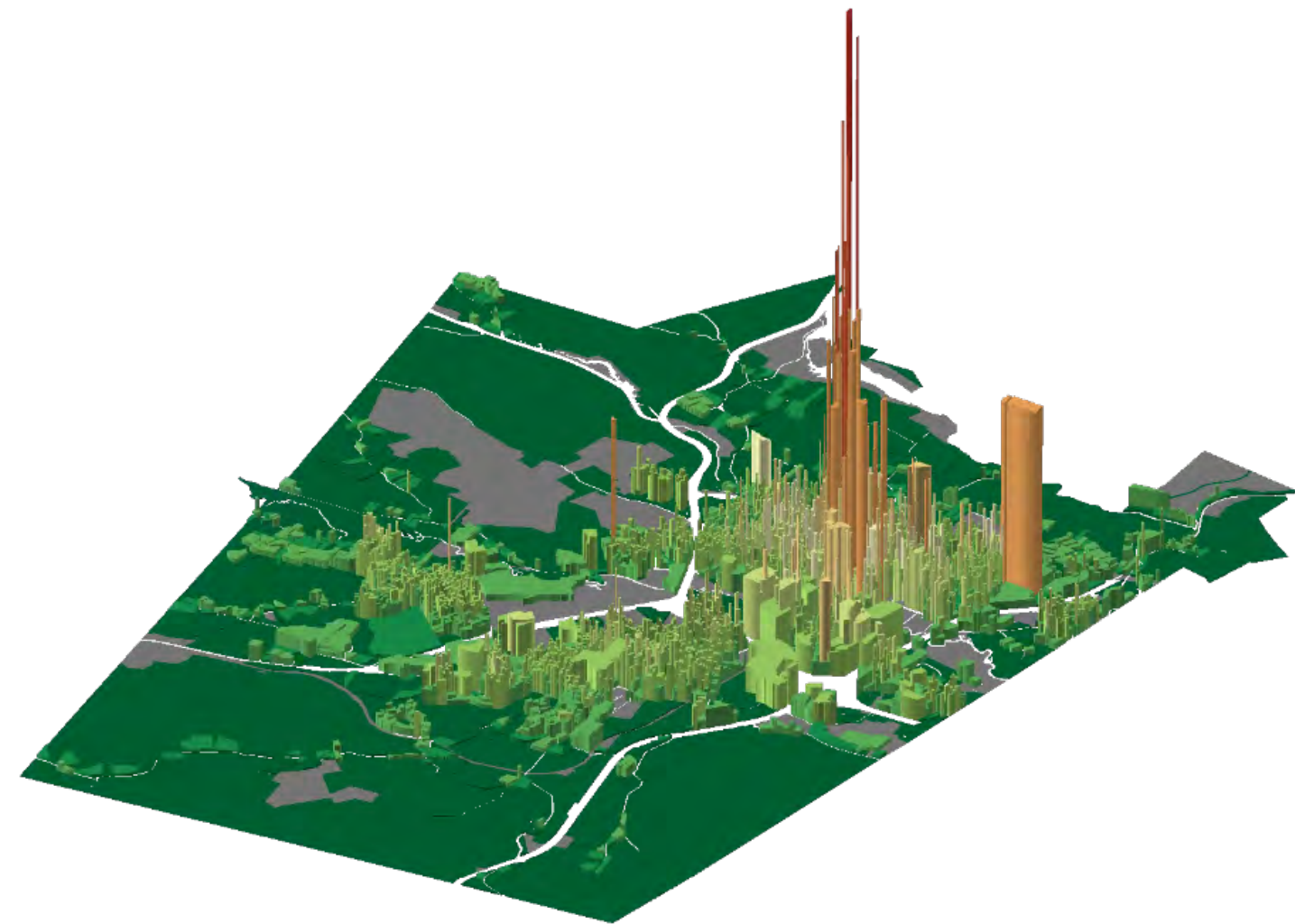
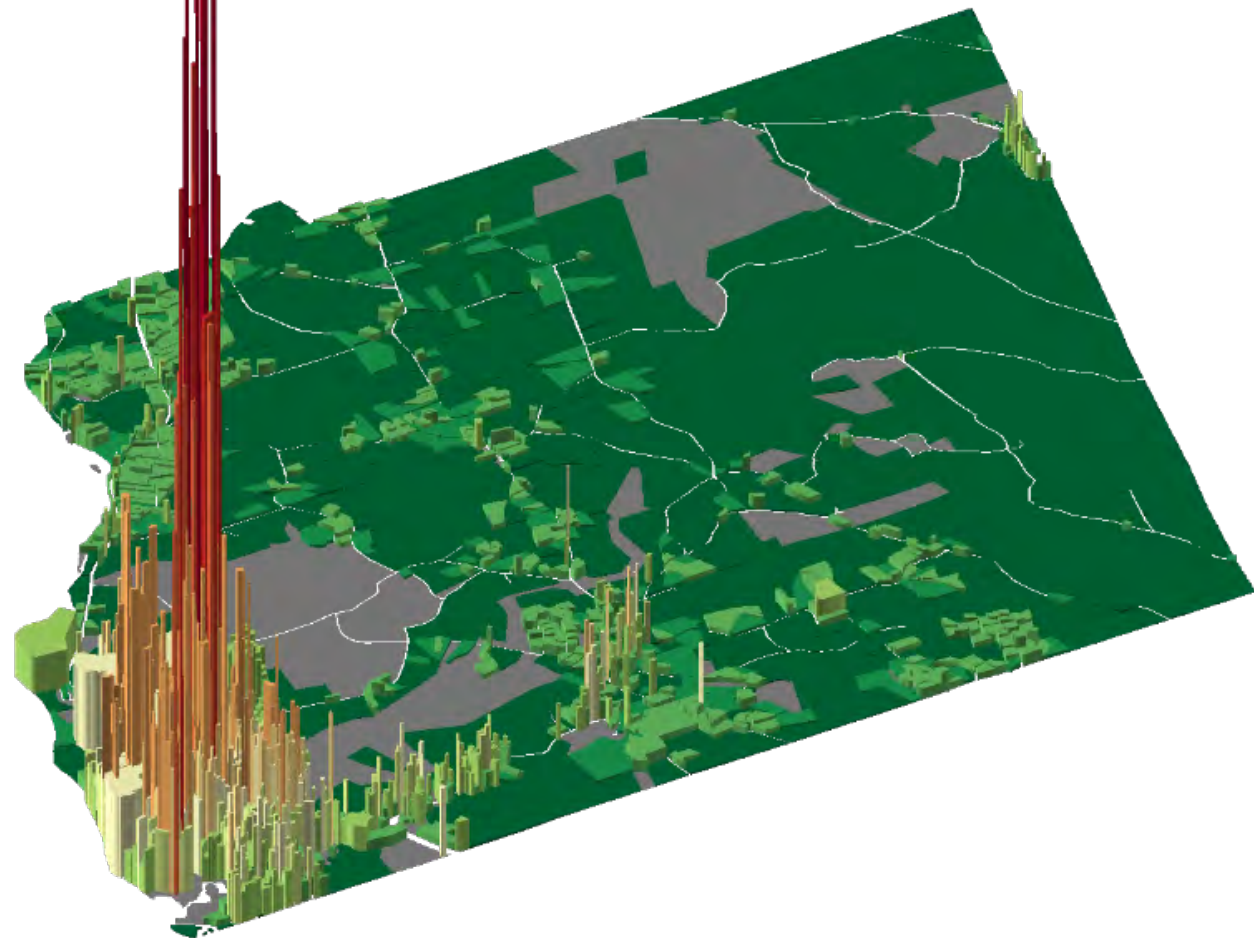
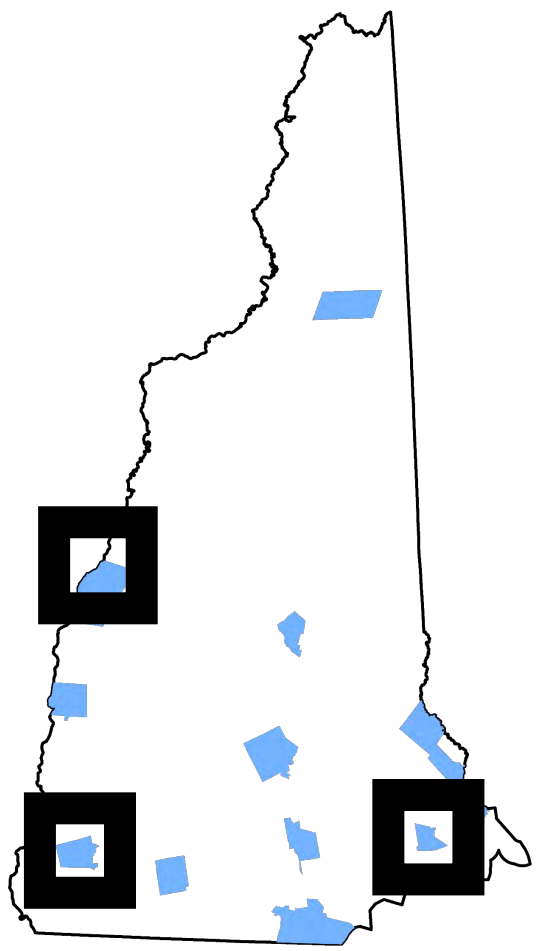


	Rochester	Dover	Portsmouth
Population	31,366	37,771	21,896
Avg. VPA	\$88,371	\$242,796	\$557,719
Peak VPA	\$5,203,925	\$15,316,240	\$51,157,466

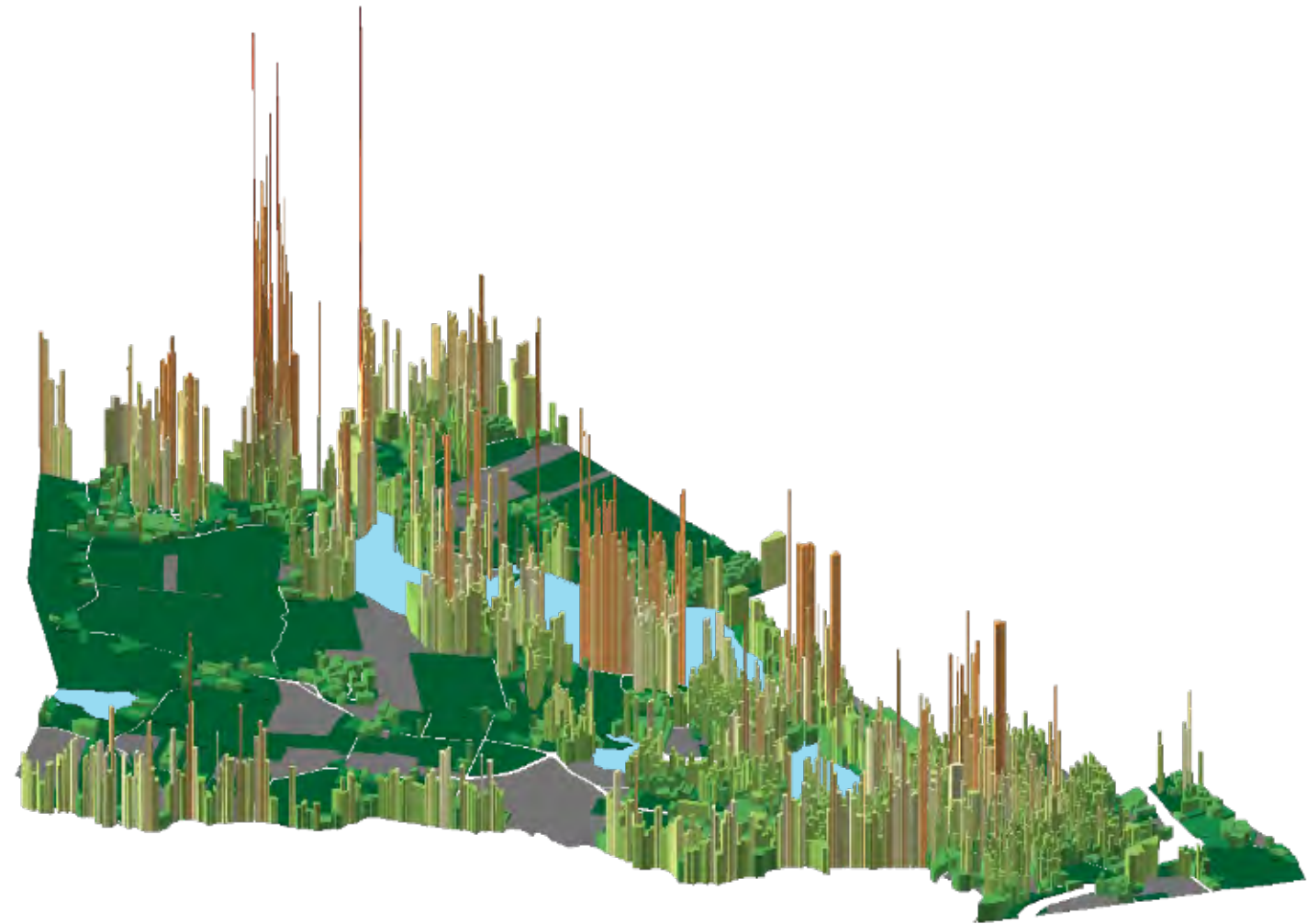
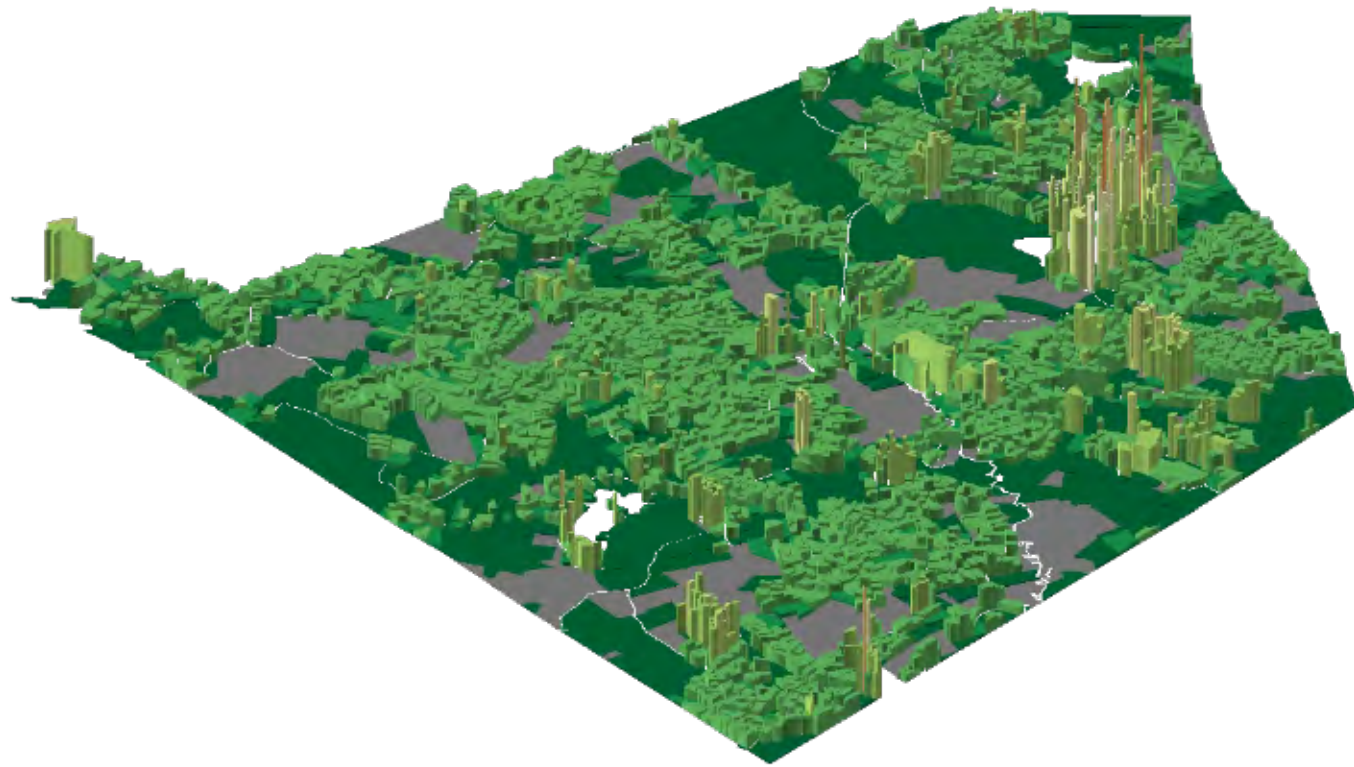
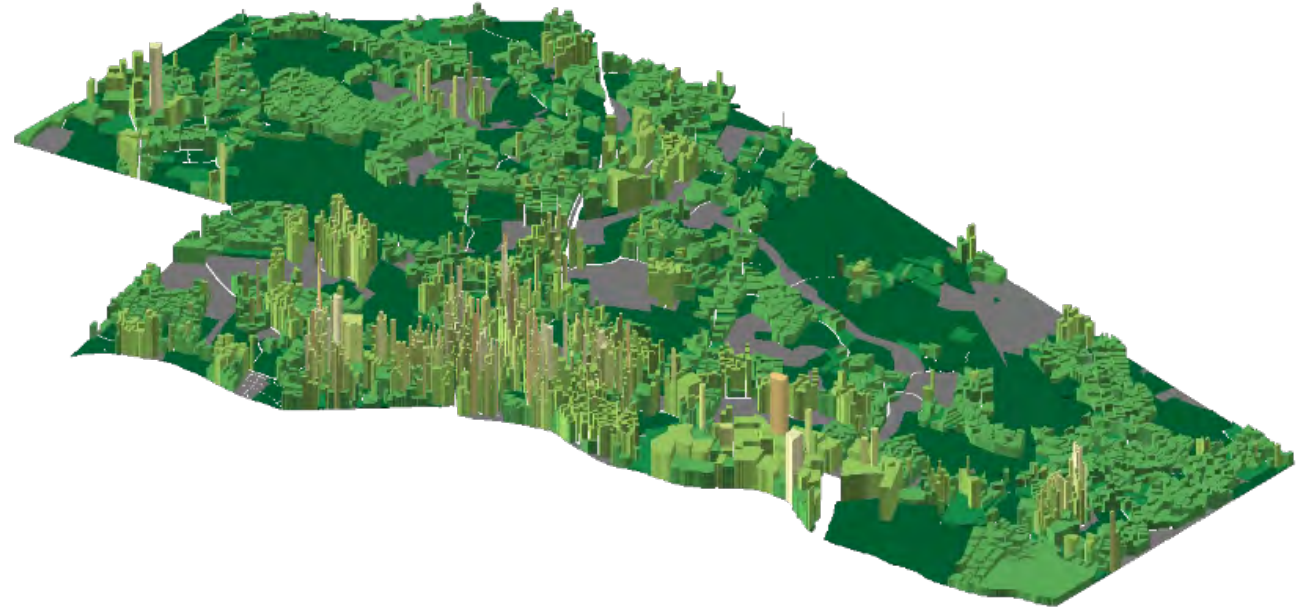
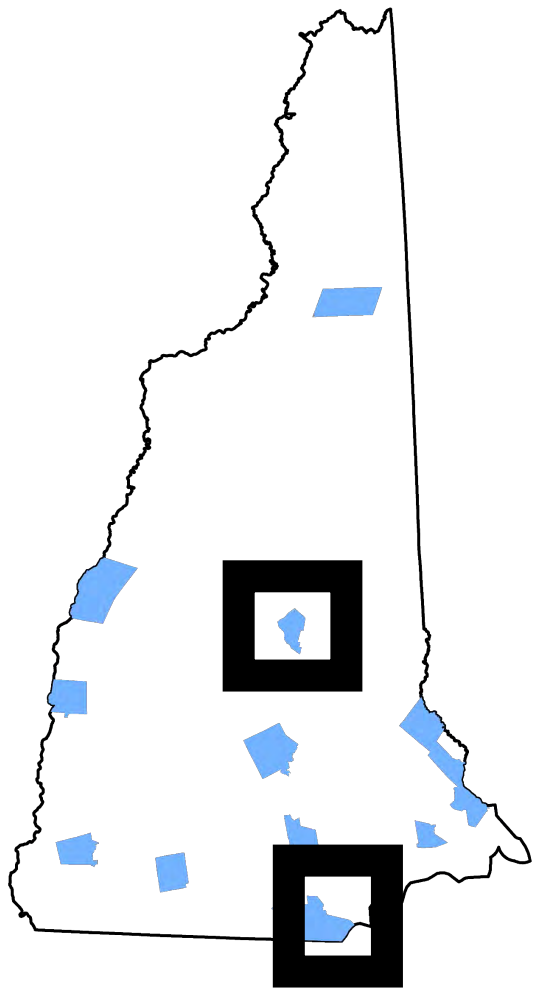


Peer Groups

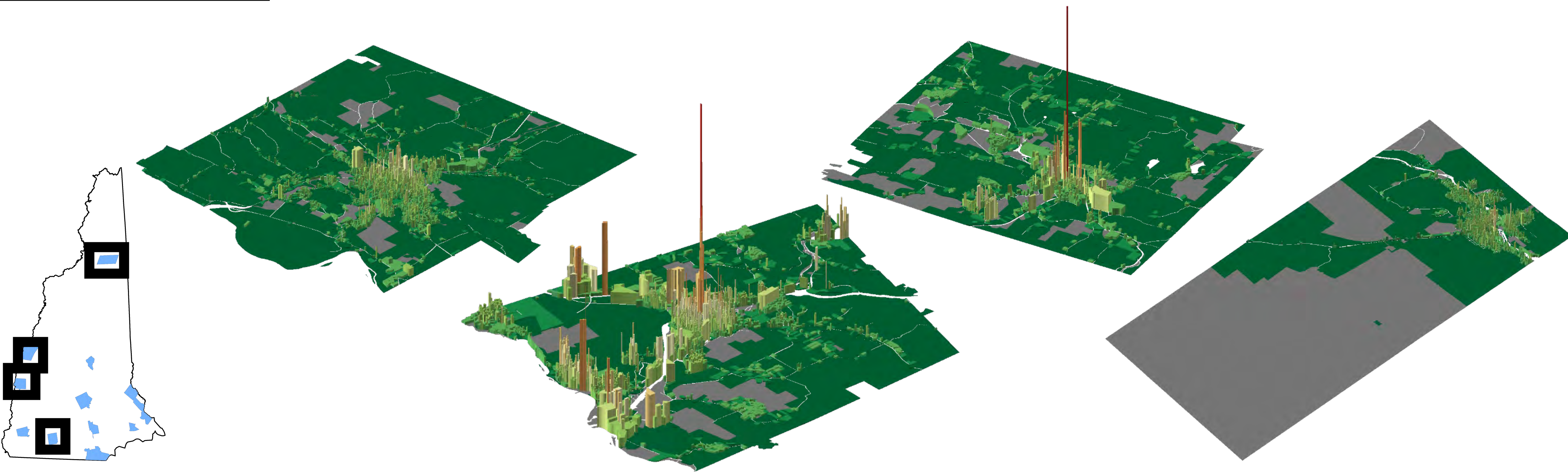
Academic Town



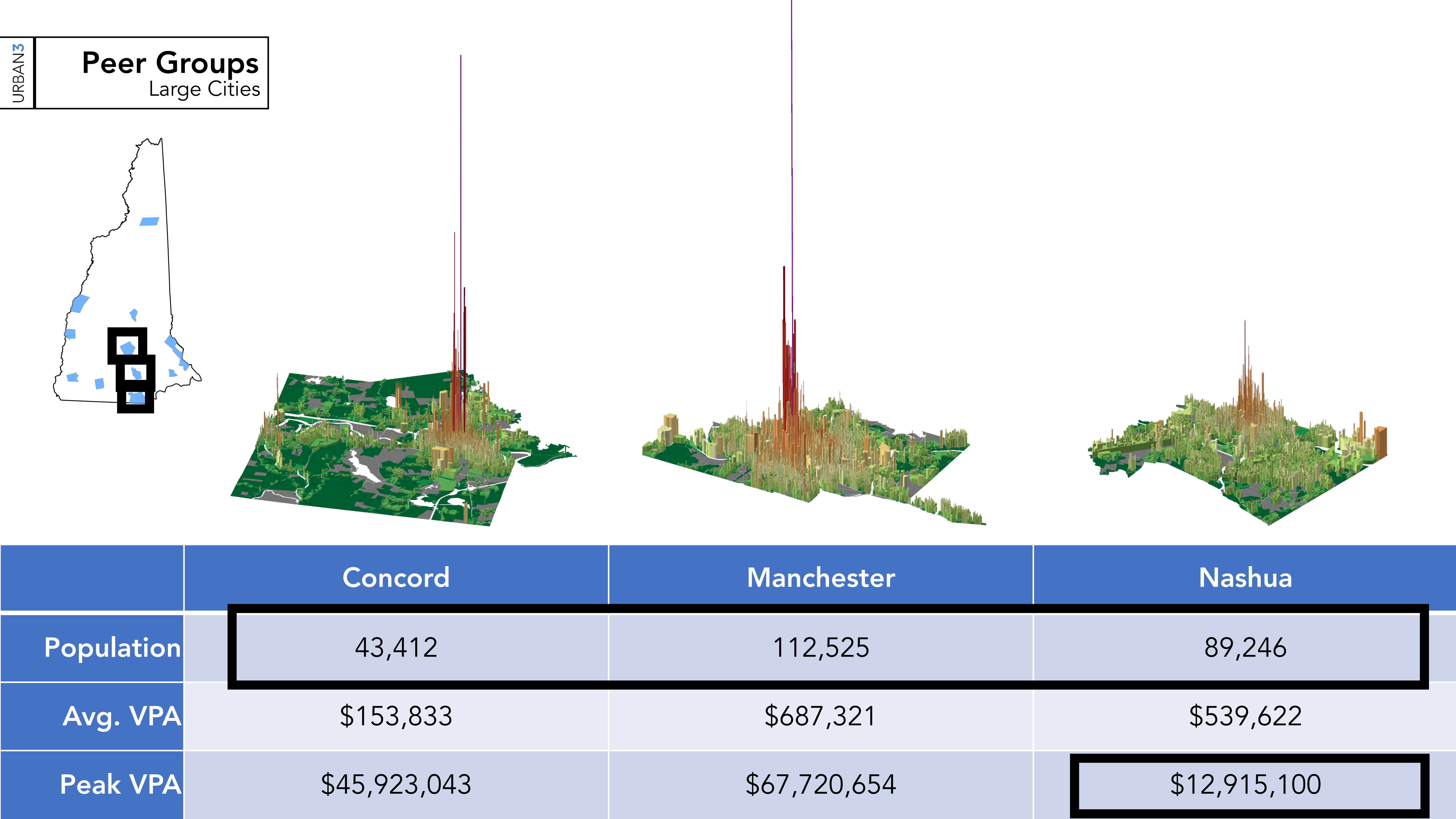
	Hanover	Keene	Exeter
Population	11,500	23,056	14,306
Non Tax %	11%	16%	32%
Avg. VPA	\$100,083	\$103,944	\$197,142
Peak VPA	\$37,827,184	\$14,050,950	\$13,578,189



	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

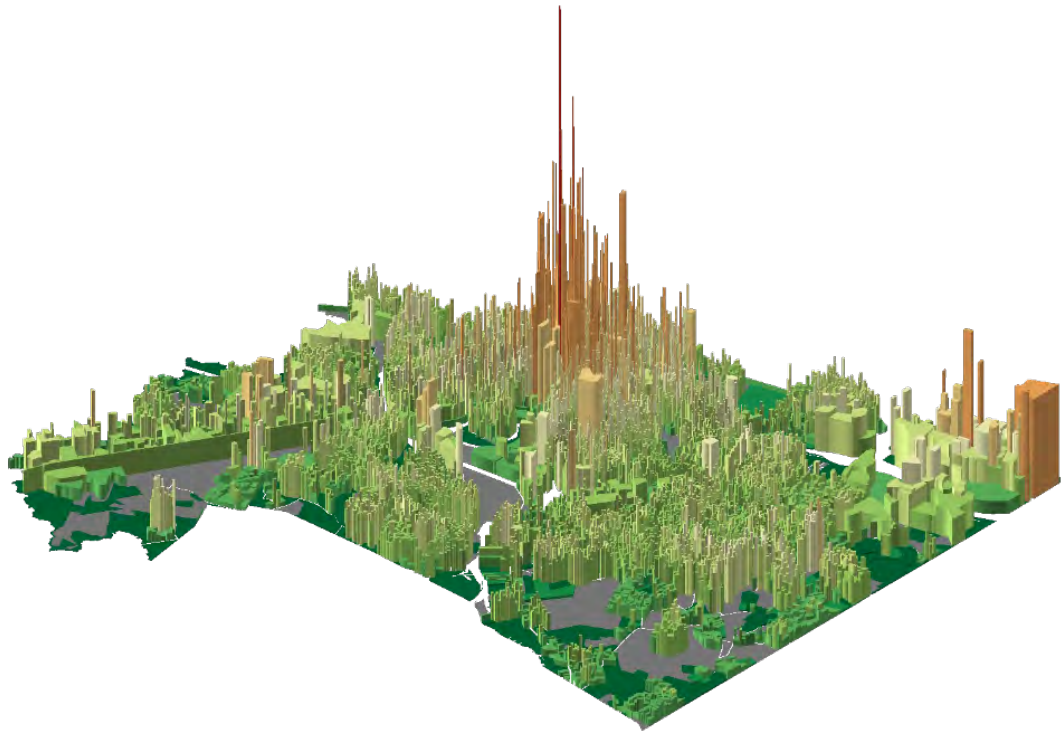
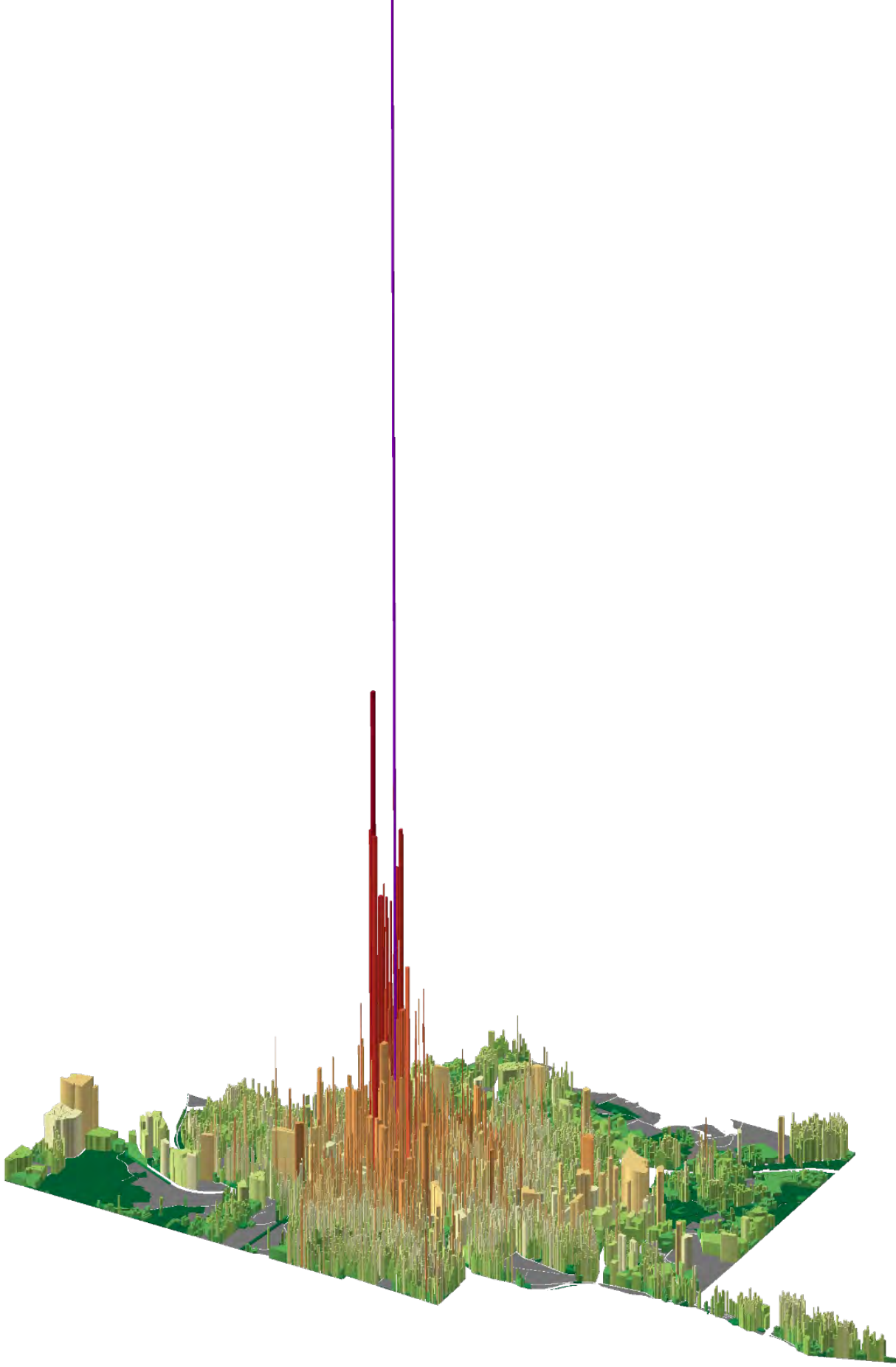
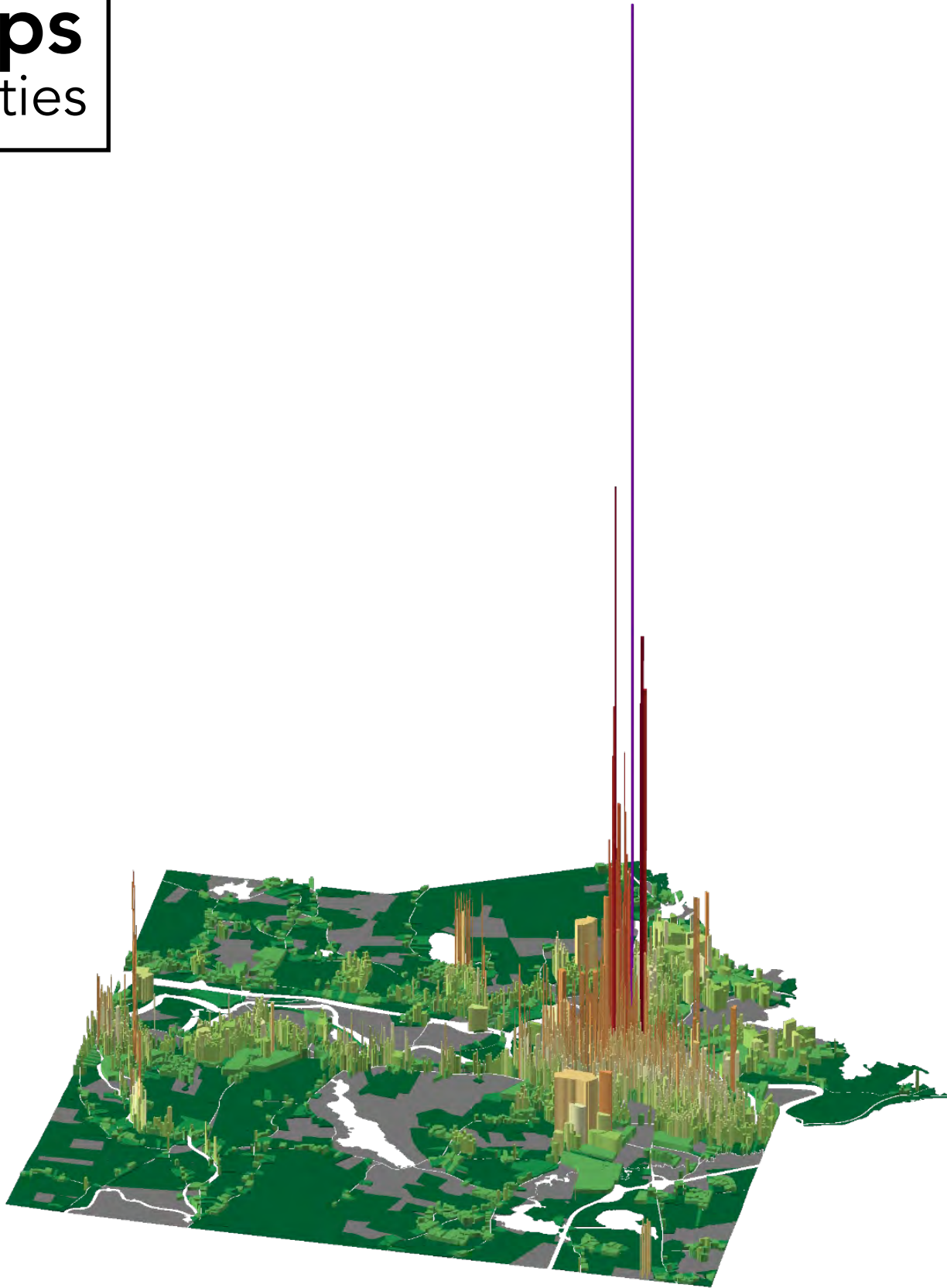
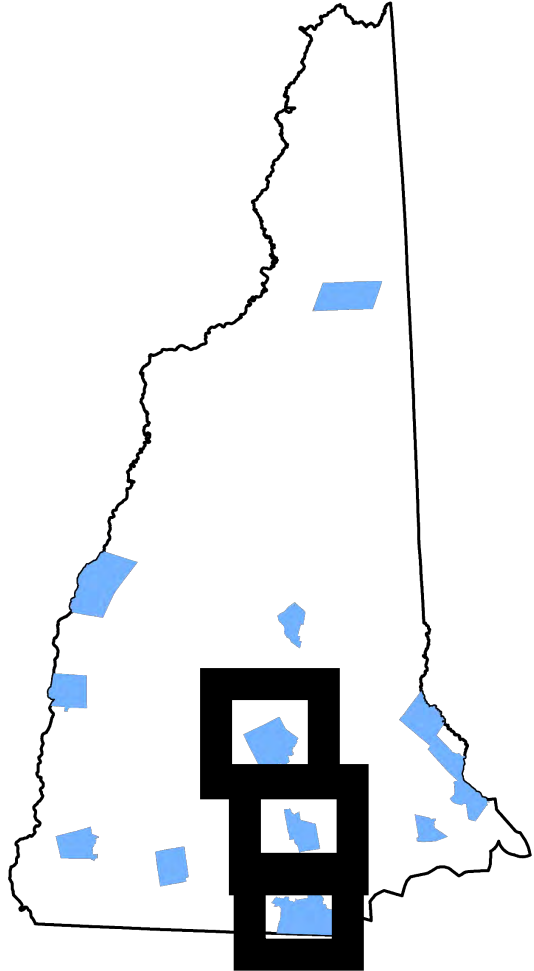


	Claremont	Lebanon	Peterborough	Berlin
Population	12,967	13,602	6,284	10,200
Avg. VPA	\$28,311	\$90,500	\$38,904	\$27,106
Peak VPA	\$2,6006,428	\$14,427,351	\$12,205,874	\$2,537,768



Peer Groups

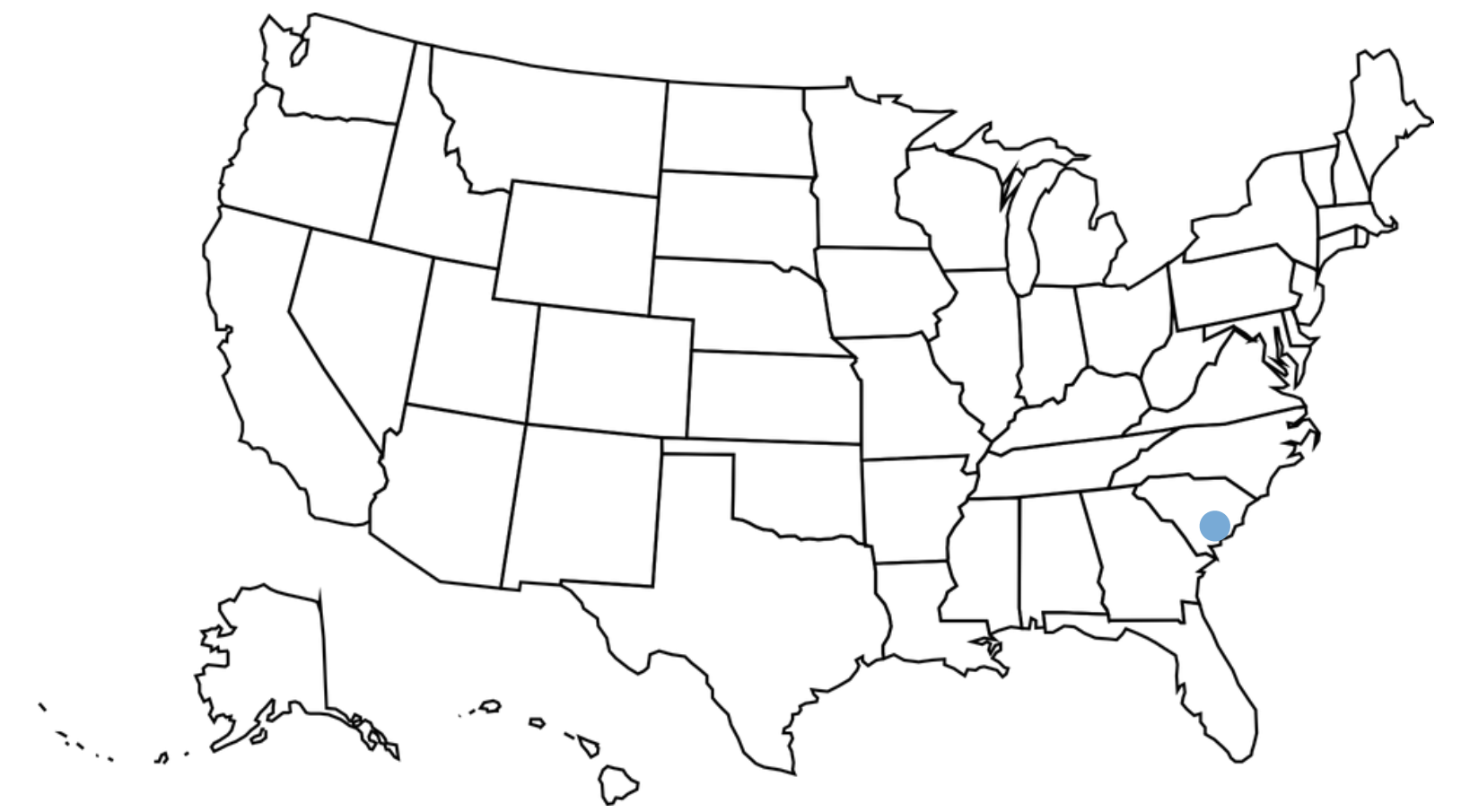
Large Cities



	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:

Historic Value

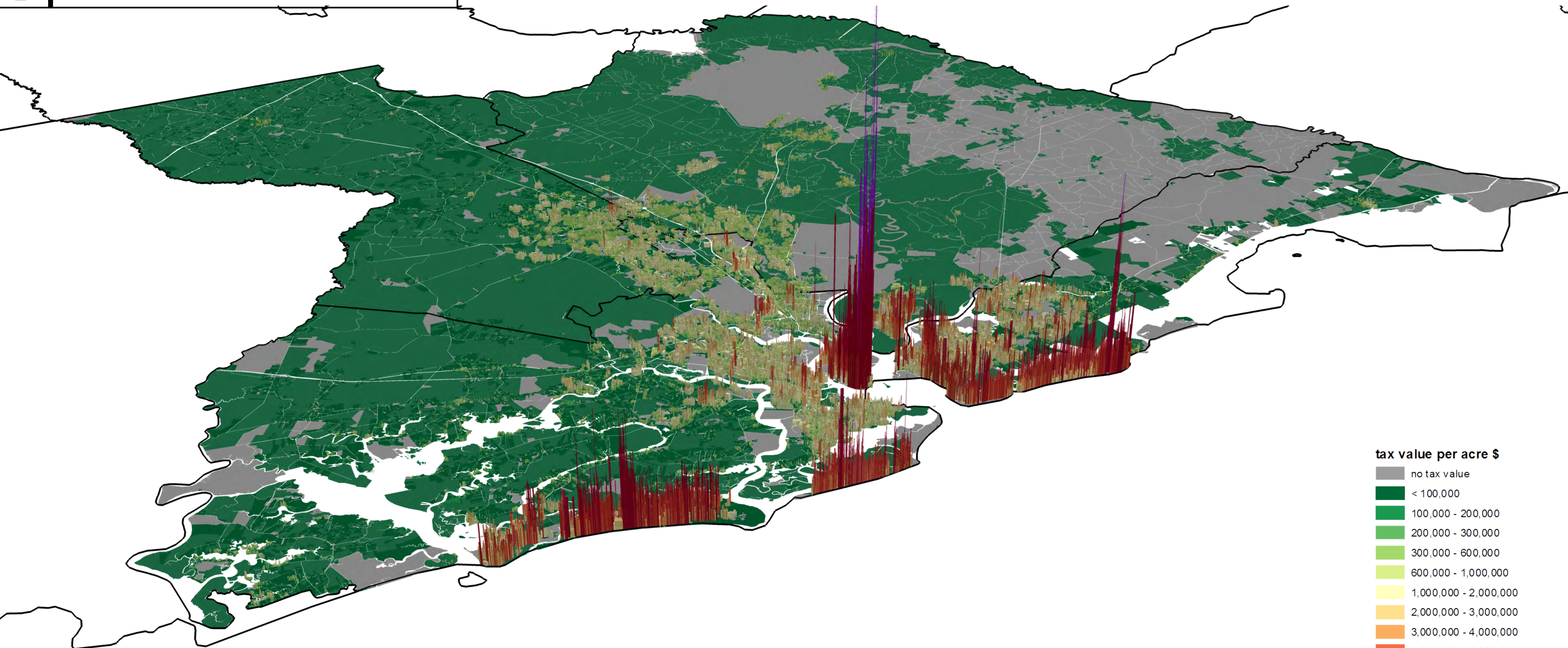
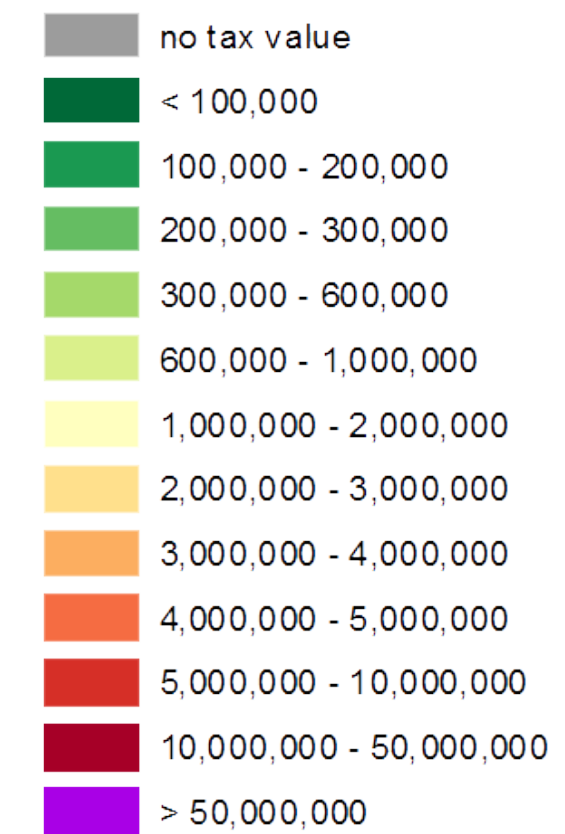


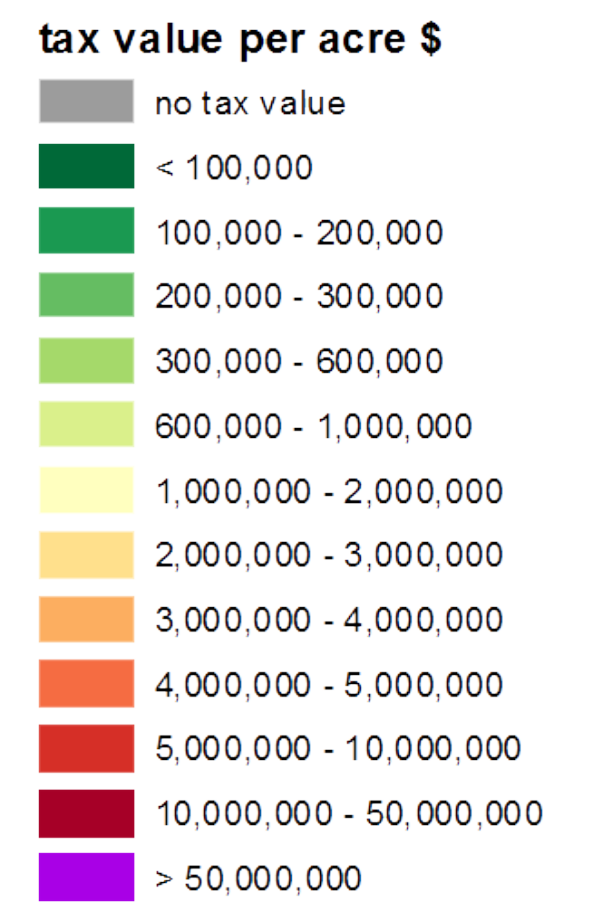
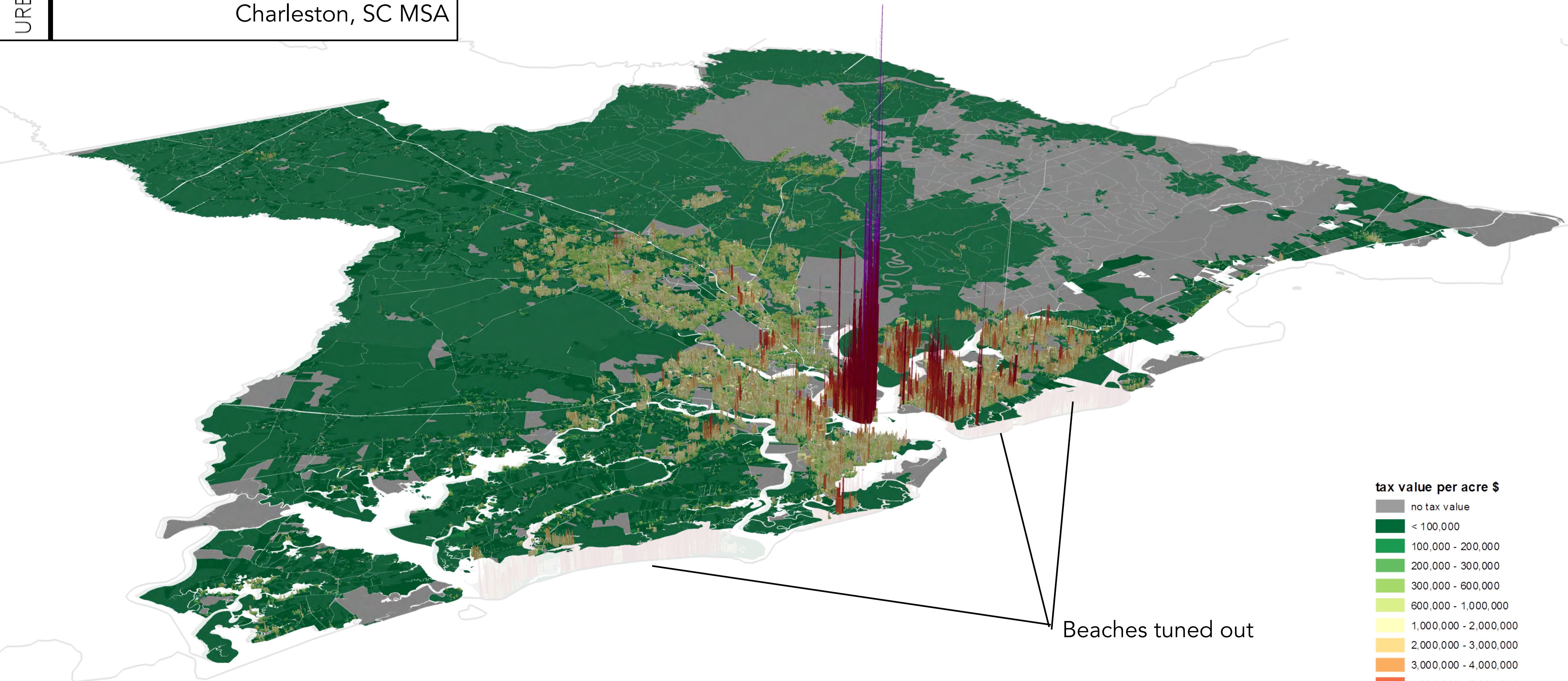
Case Study: Economic MRI®, Value Capture Analysis
2015

Charleston, South Carolina

Taxable Value Per Acre

Charleston, SC MSA

**tax value per acre \$**



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

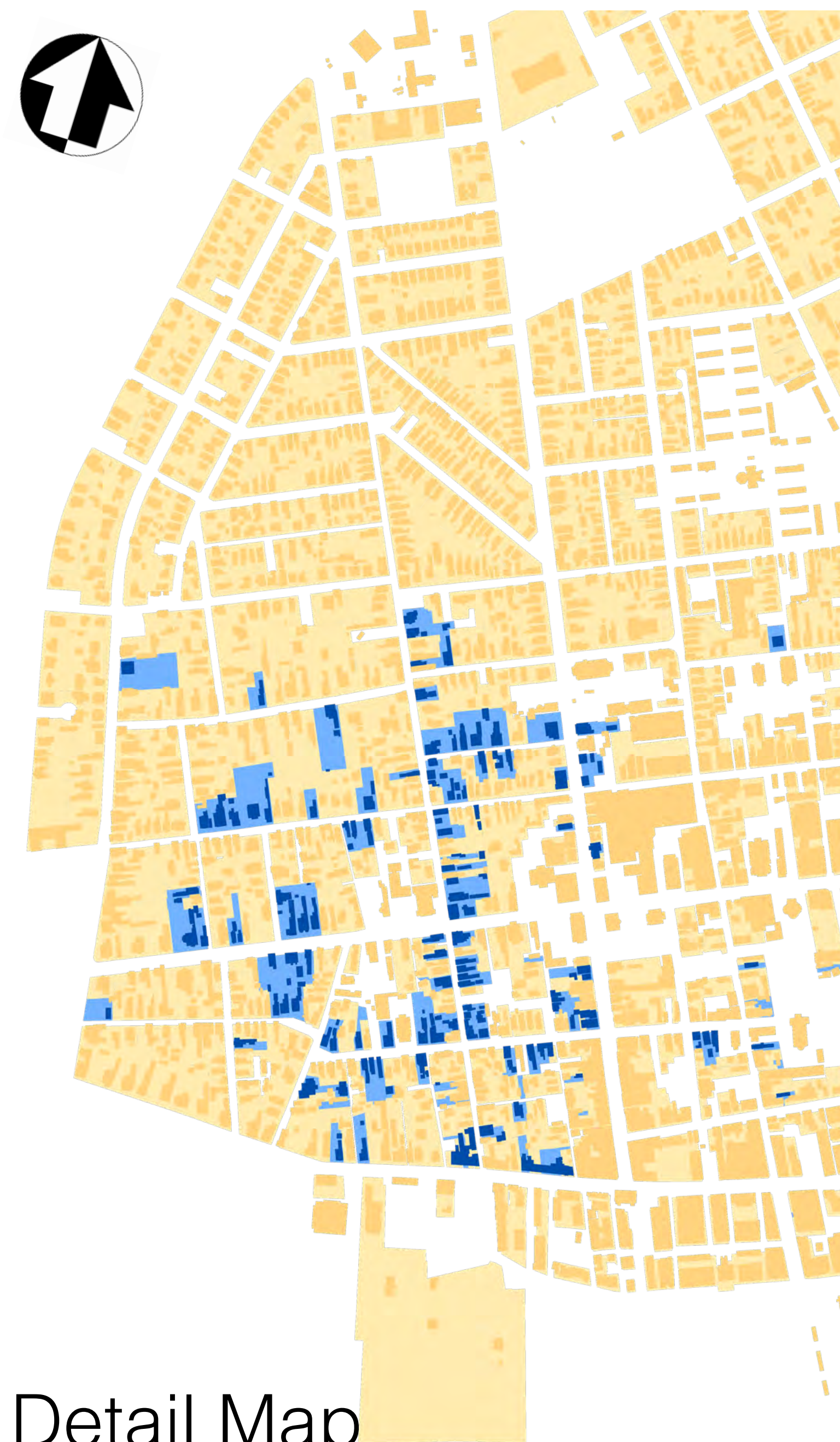
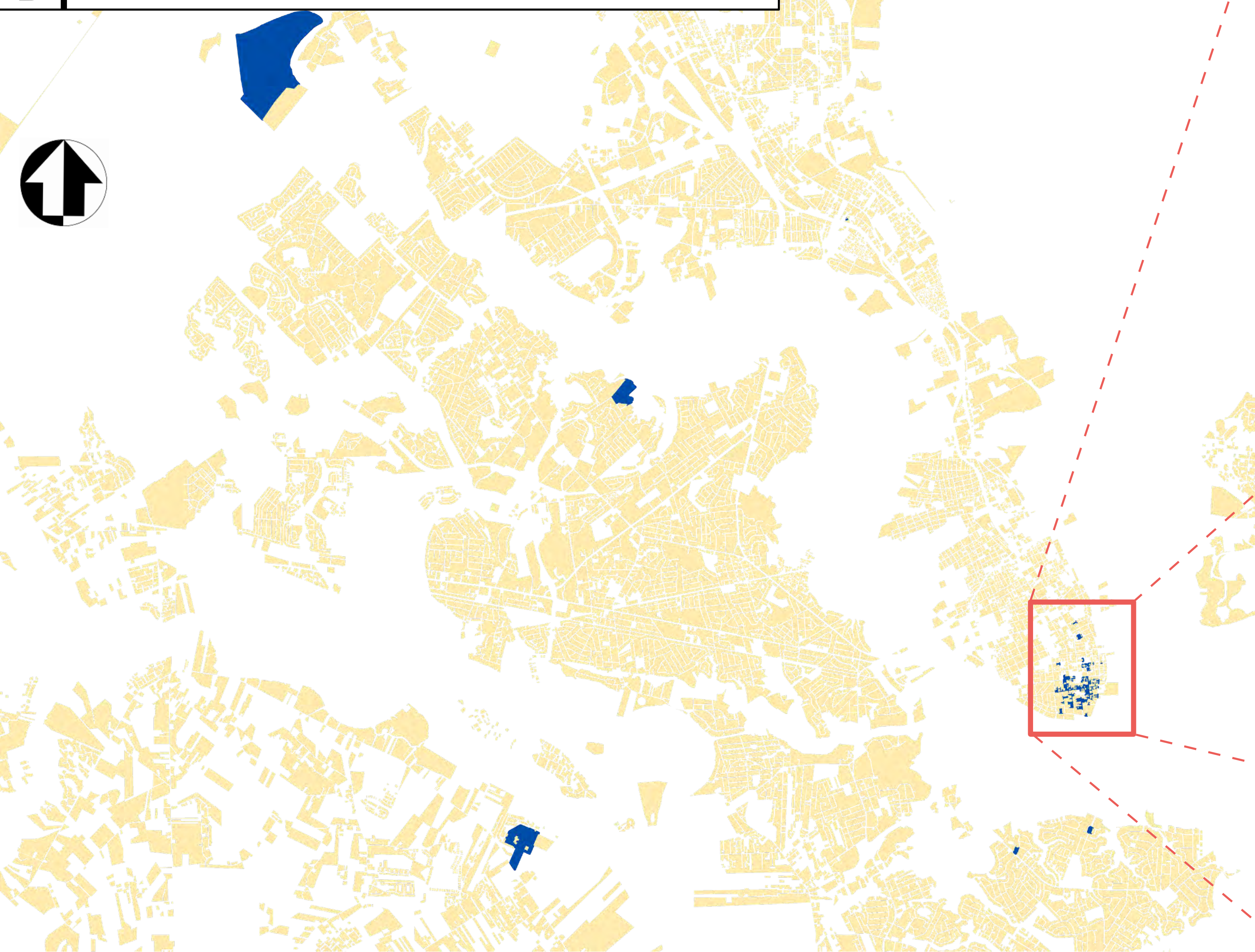
Pre-1776 Taxable Value Per Acre

Charleston, SC MSA



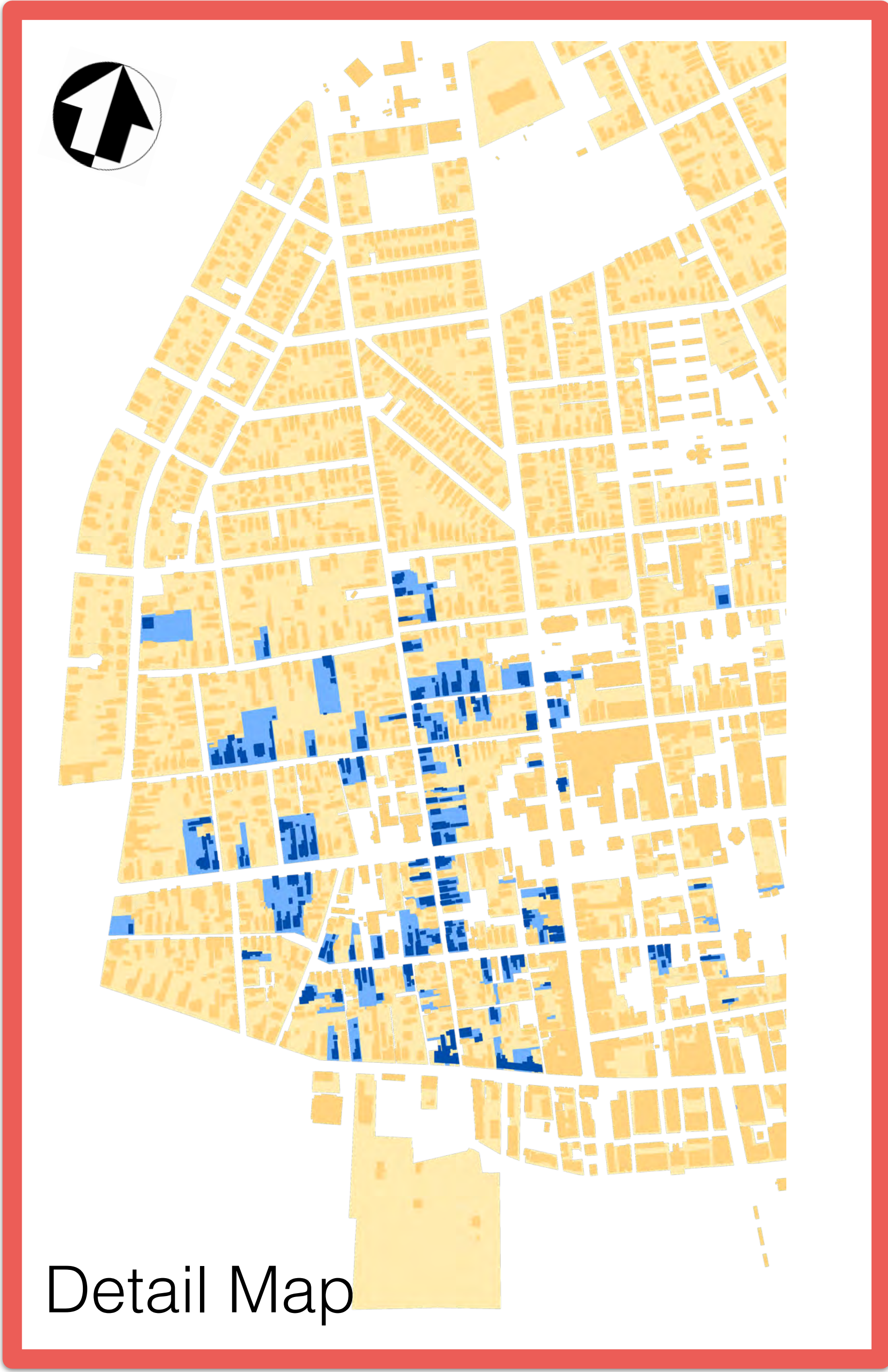
Pre-1776 Taxable Value Per Acre

Charleston, SC MSA



Detail Map

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

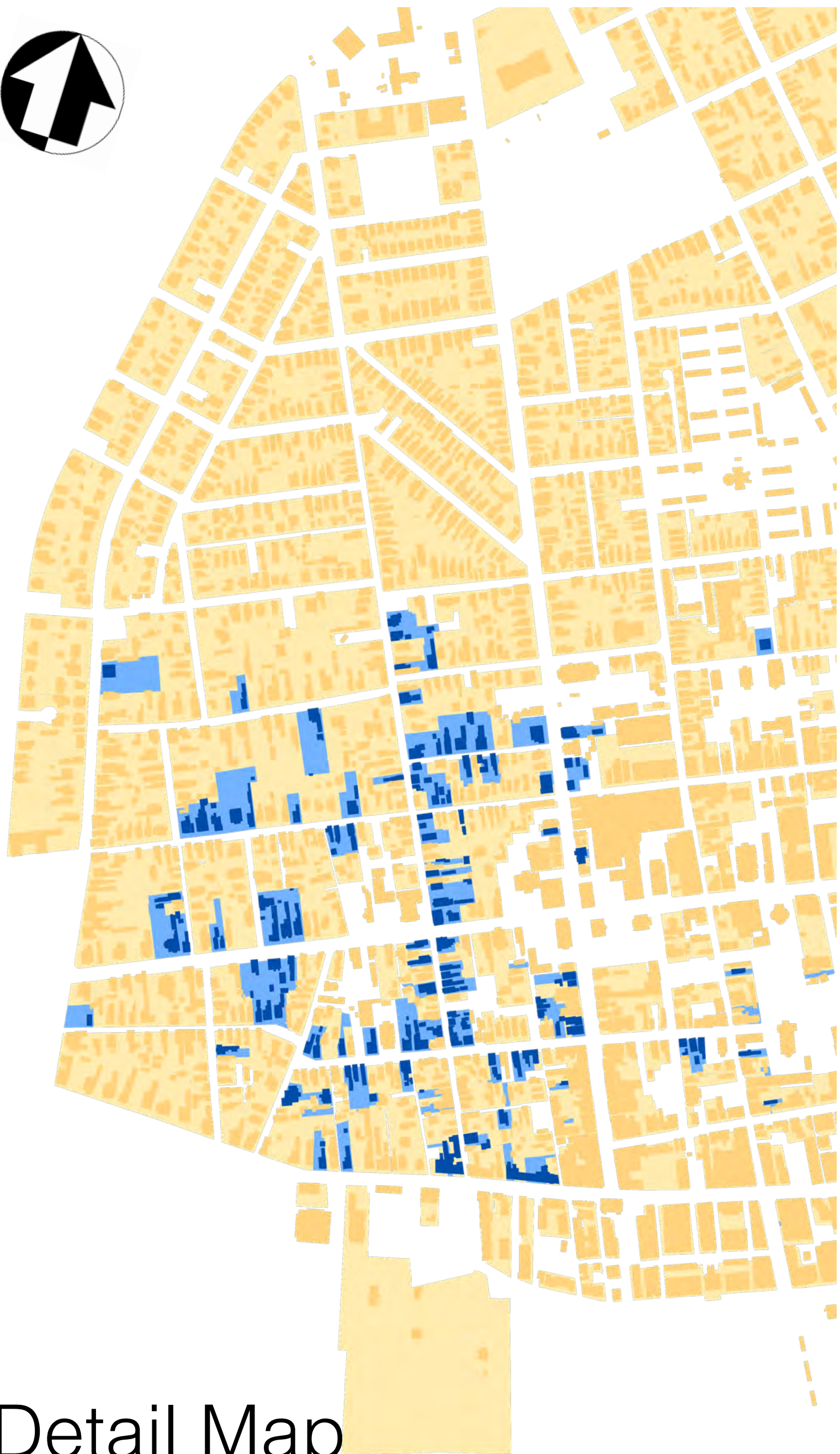


Pre-1776 Tax Productivity

Charleston, SC MSA



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



Detail Map

Pre-1776 Tax Productivity

Charleston, SC MSA



Walmart

> 1776

Acres

20.58

20.95

Value

\$18M

\$344M

Value/Acre

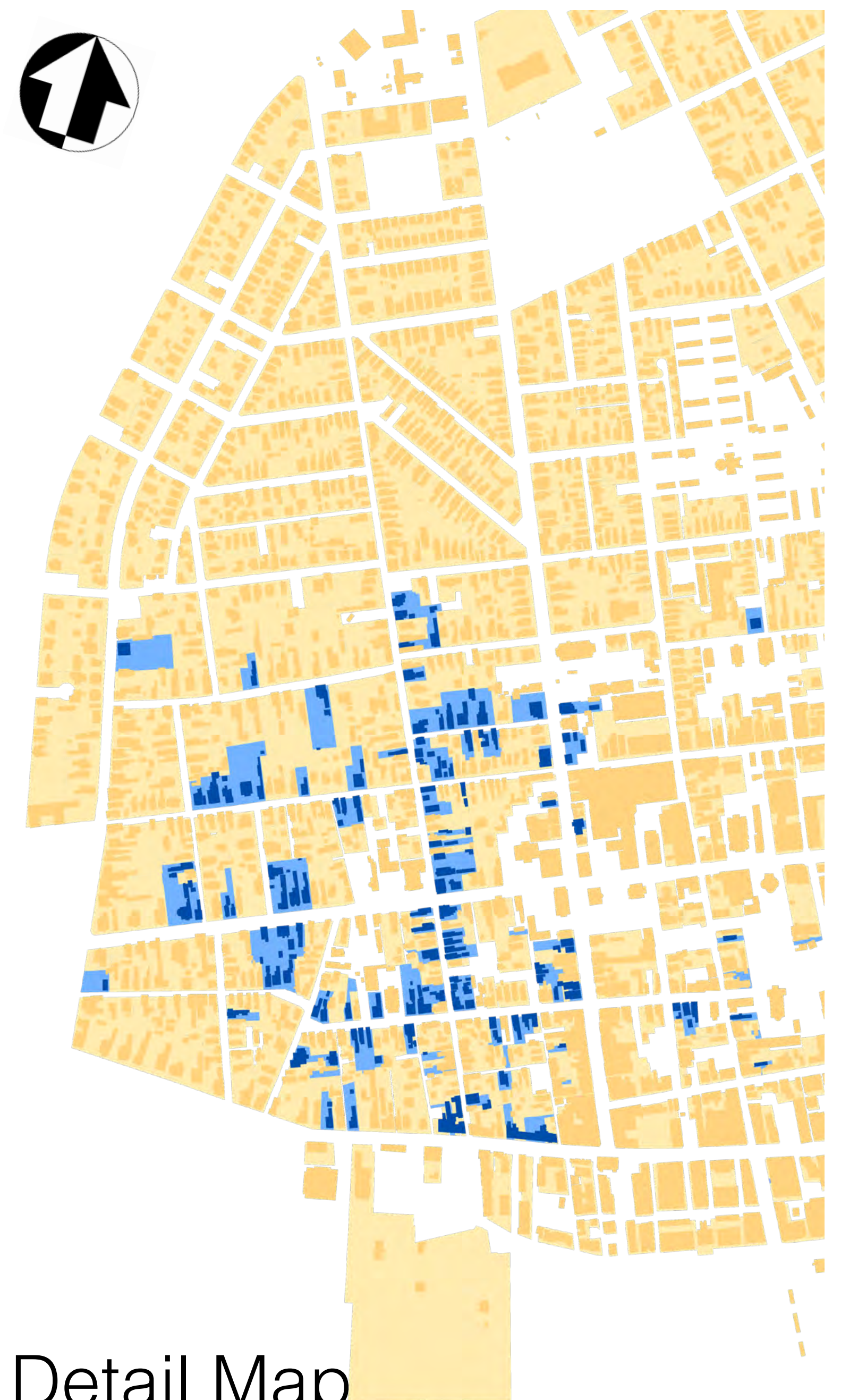
\$866,760

\$16,440,700

County Taxes 2015

\$47,000

\$631,000



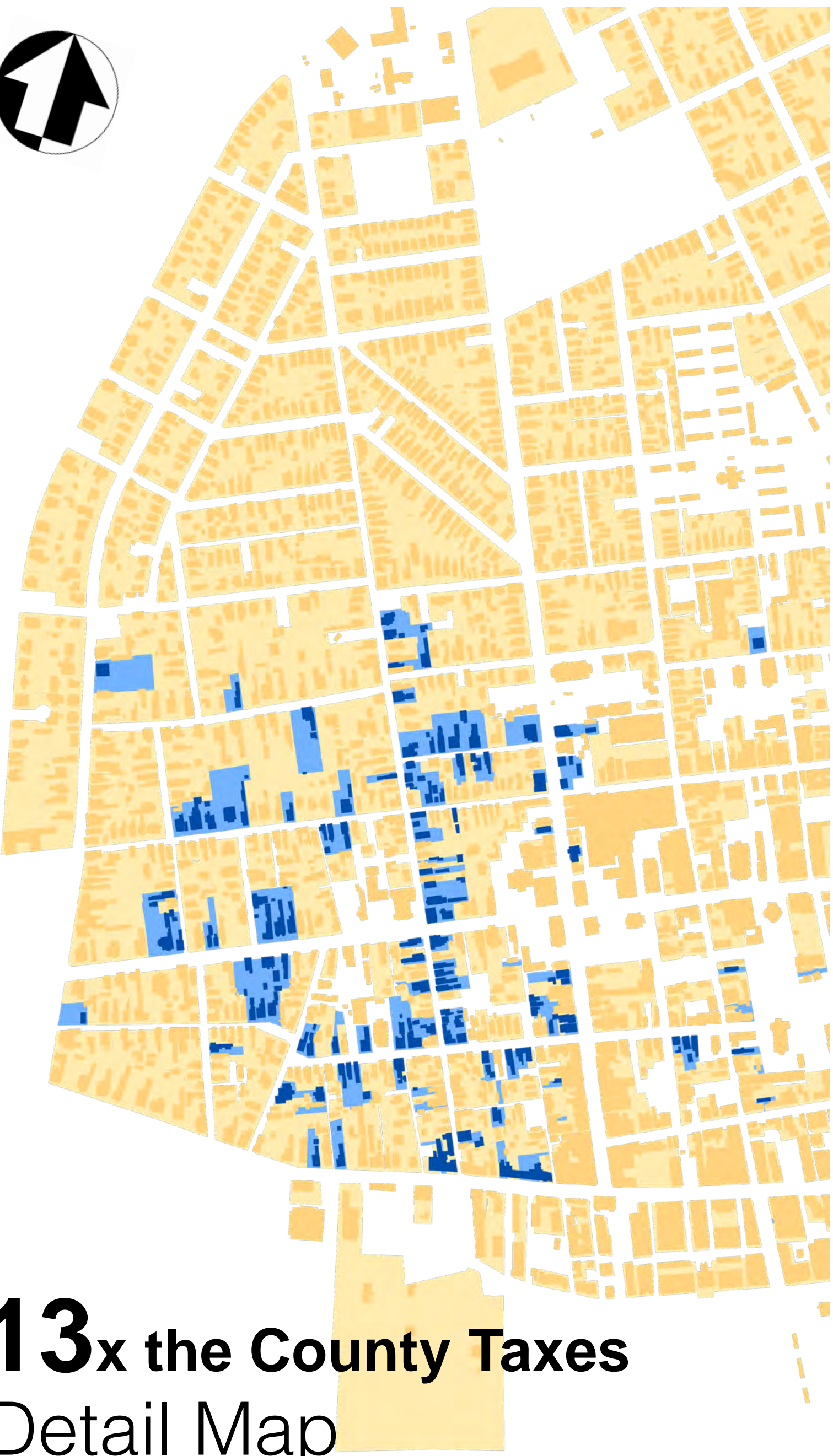
Detail Map

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	\$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

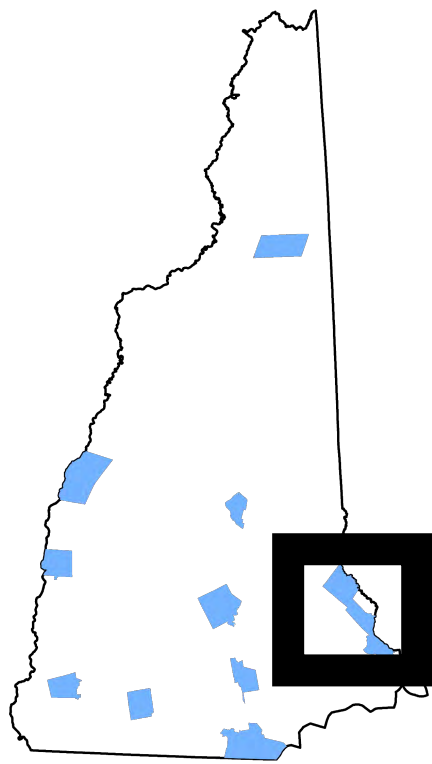


Portsmouth
Mixed-use
VPA: \$29.3 M

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

Lesson:

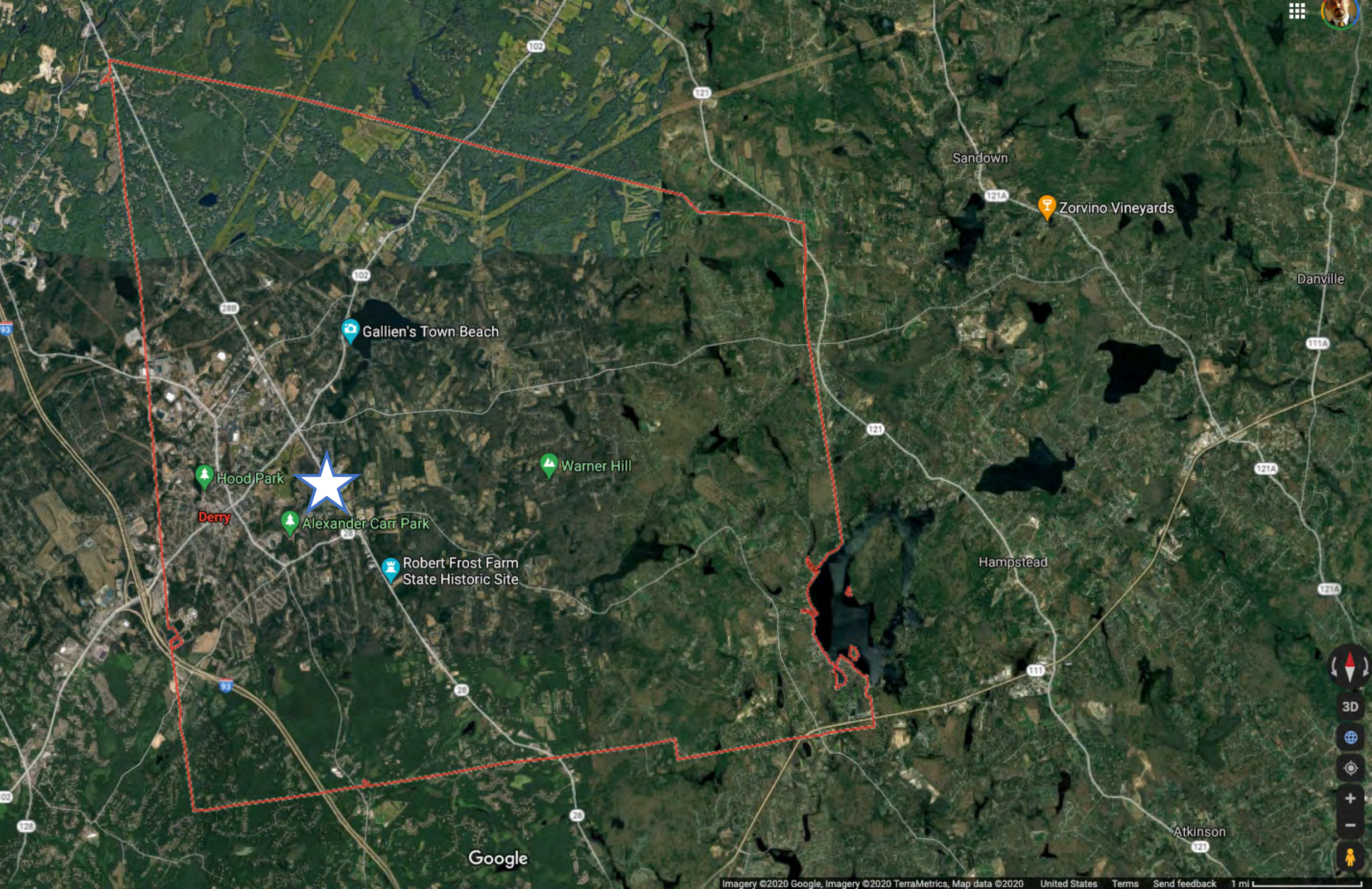
The Value of Urban Design



Case Study: Economic MRI®
2020

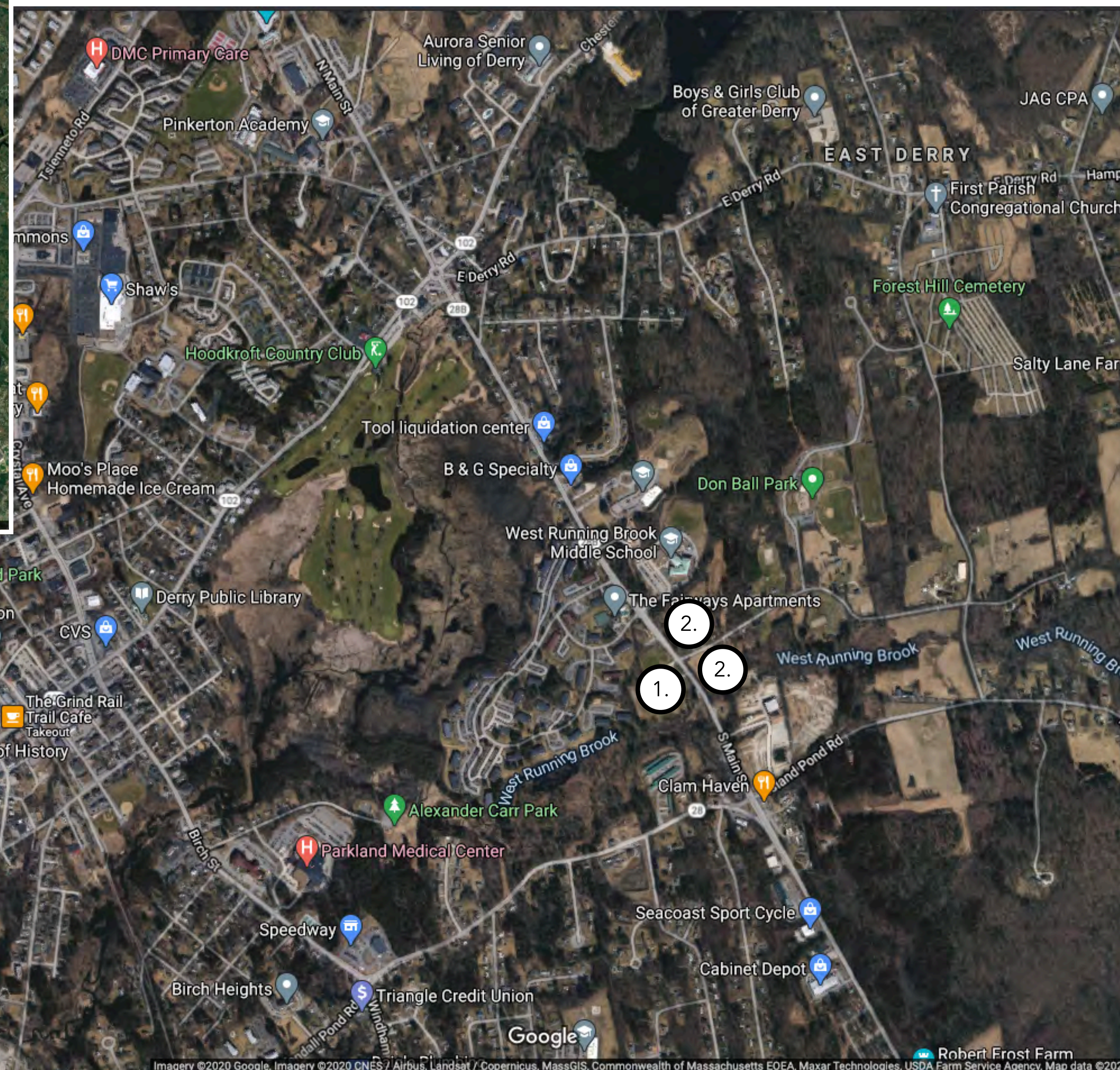
Derry

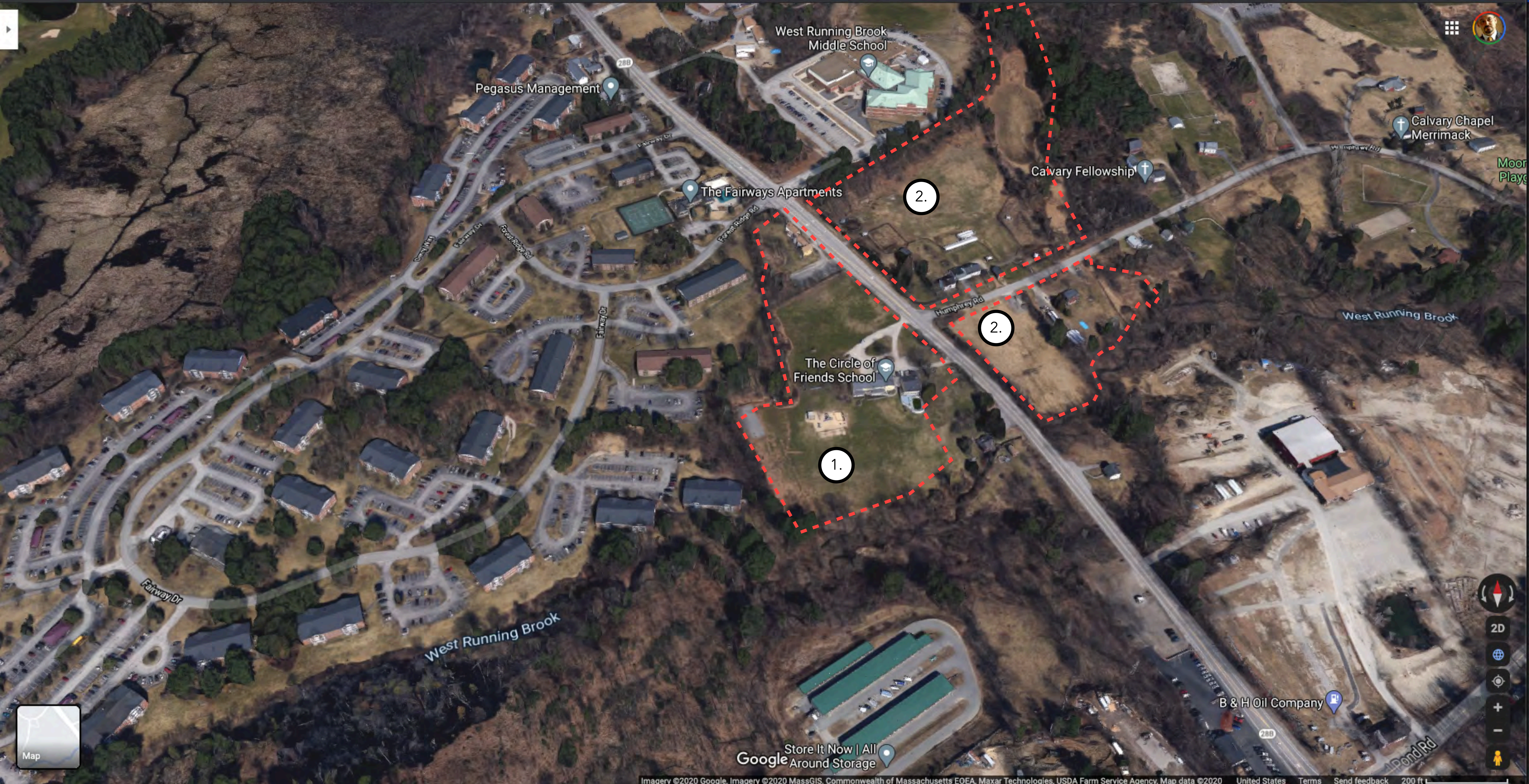




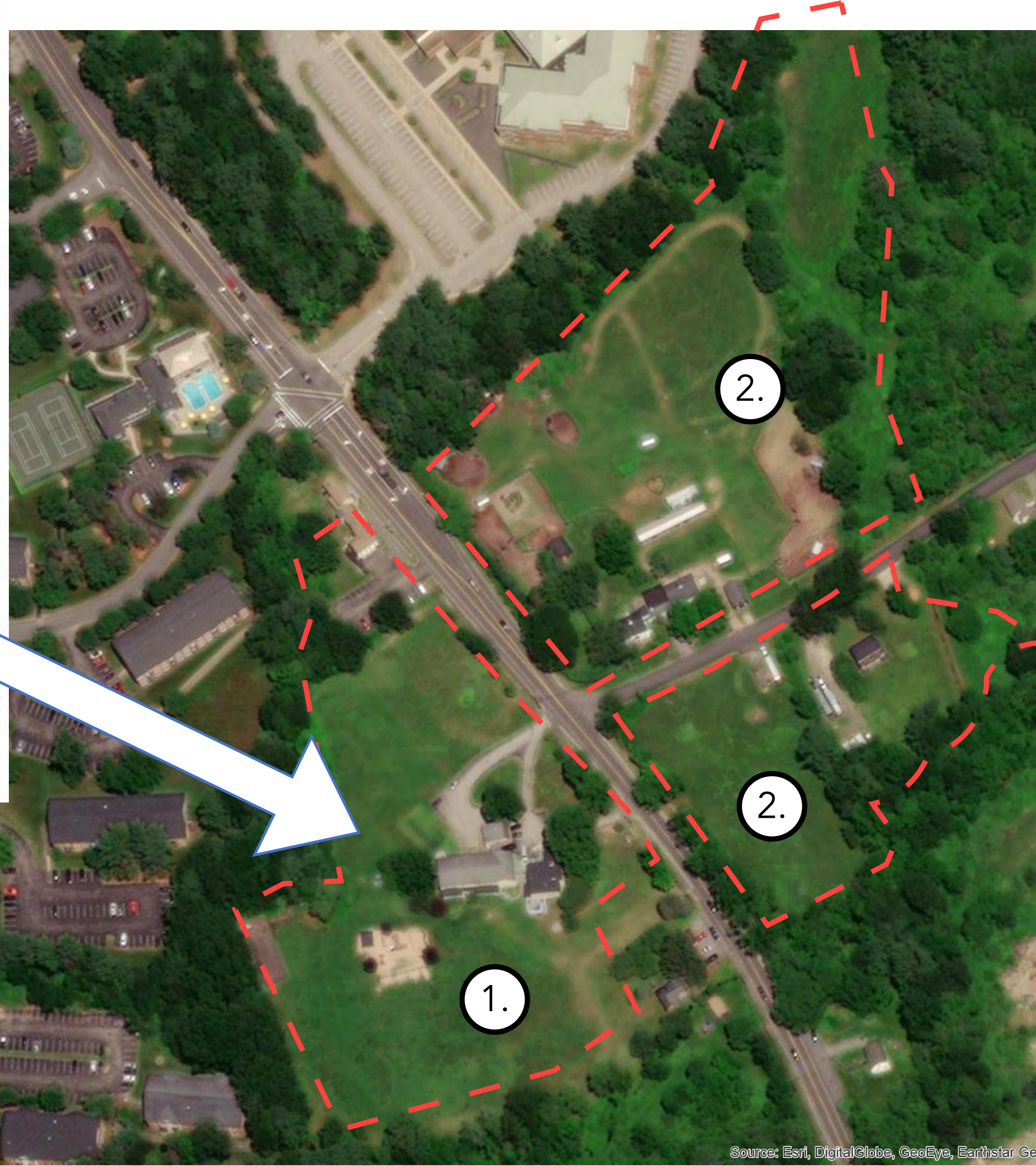
Derry

Humphrey Rd/Main Street & Route 28B

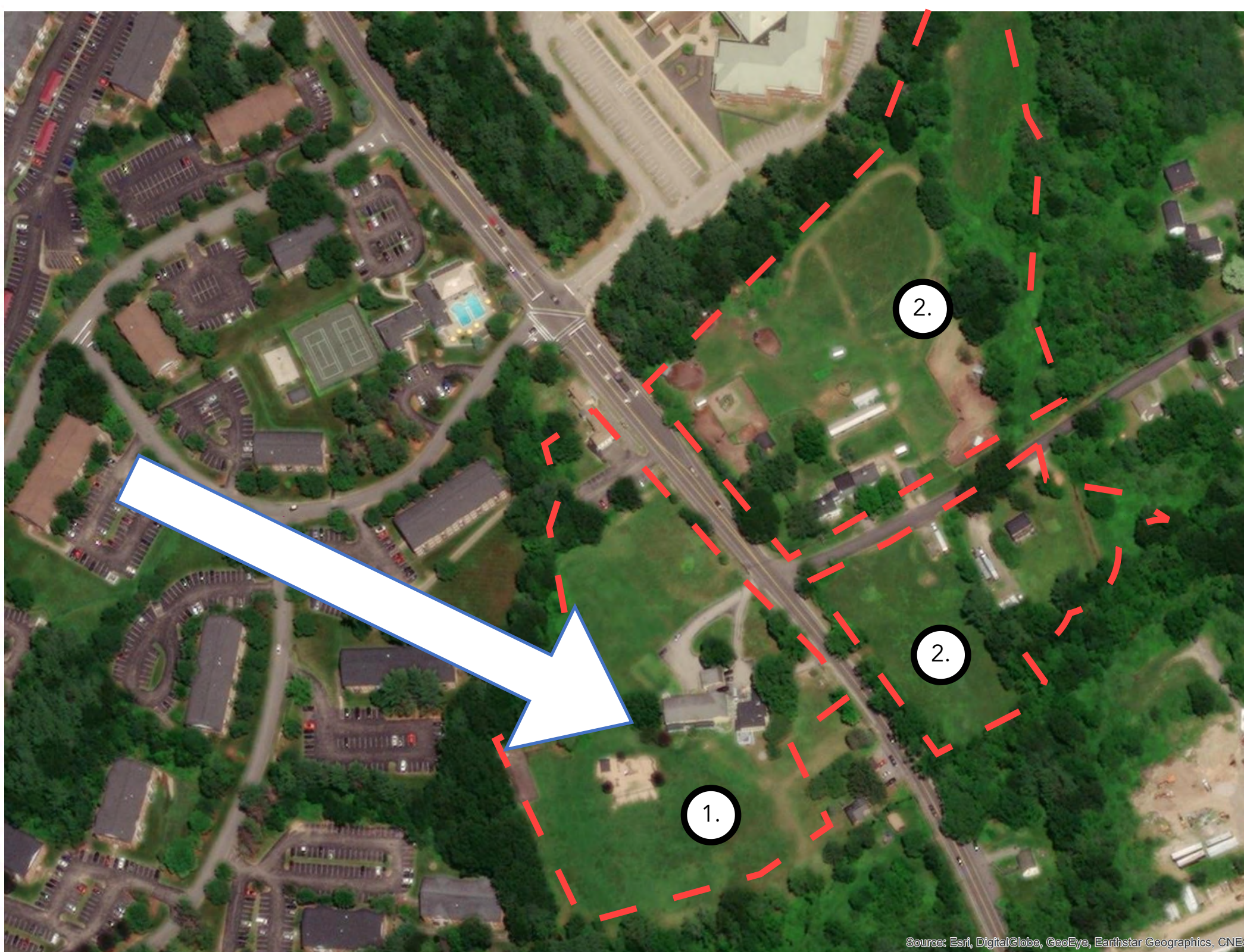




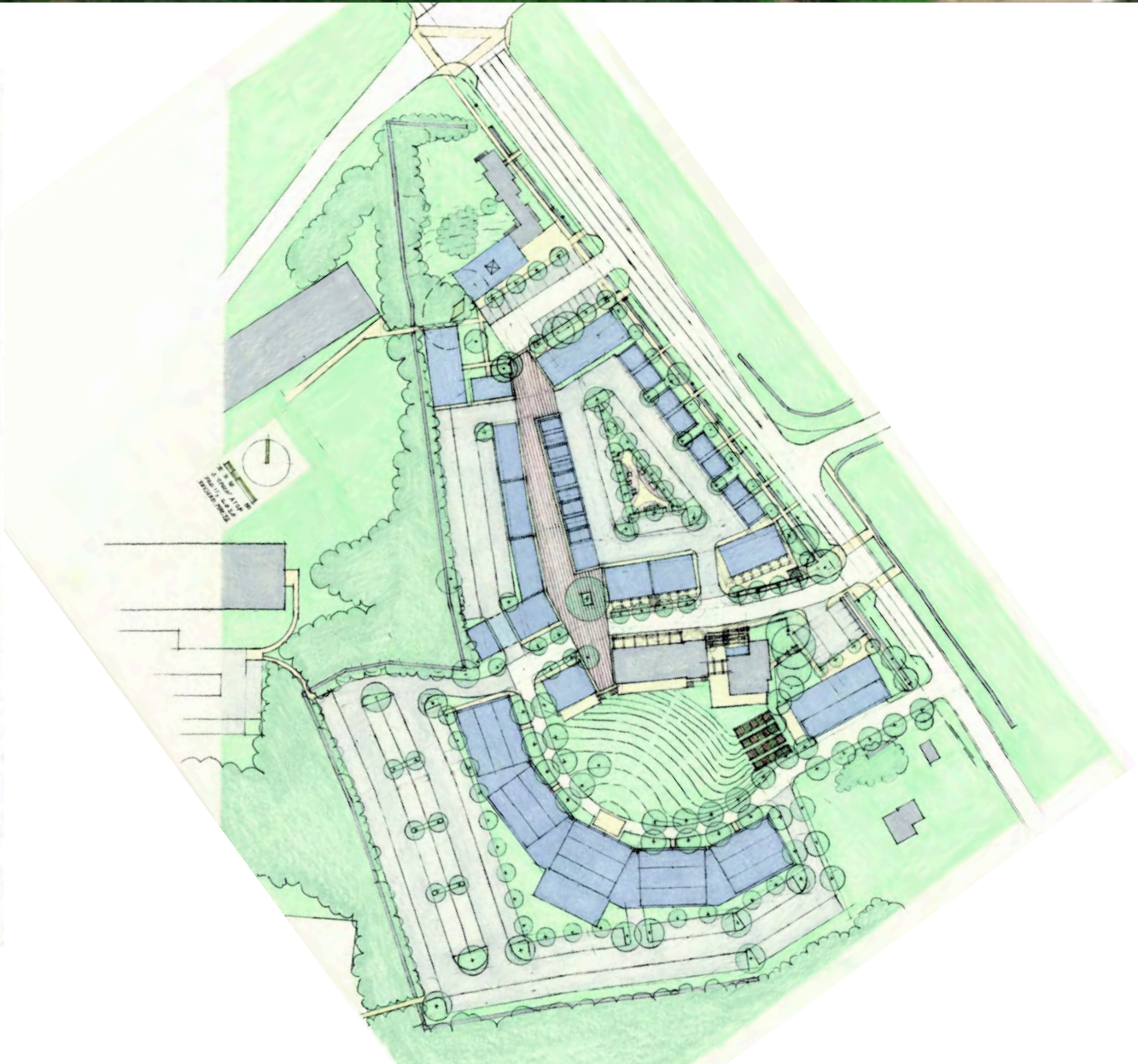


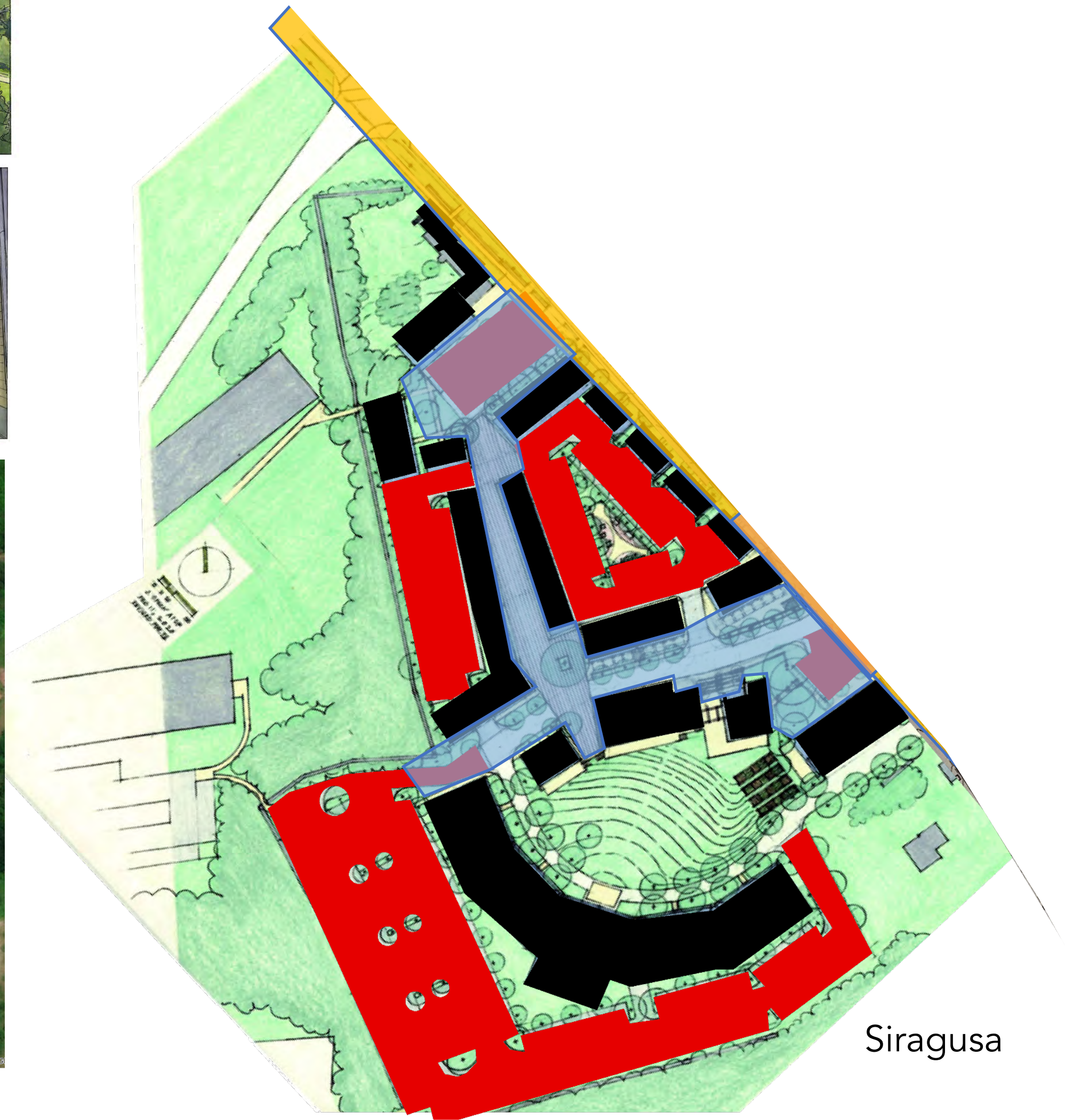
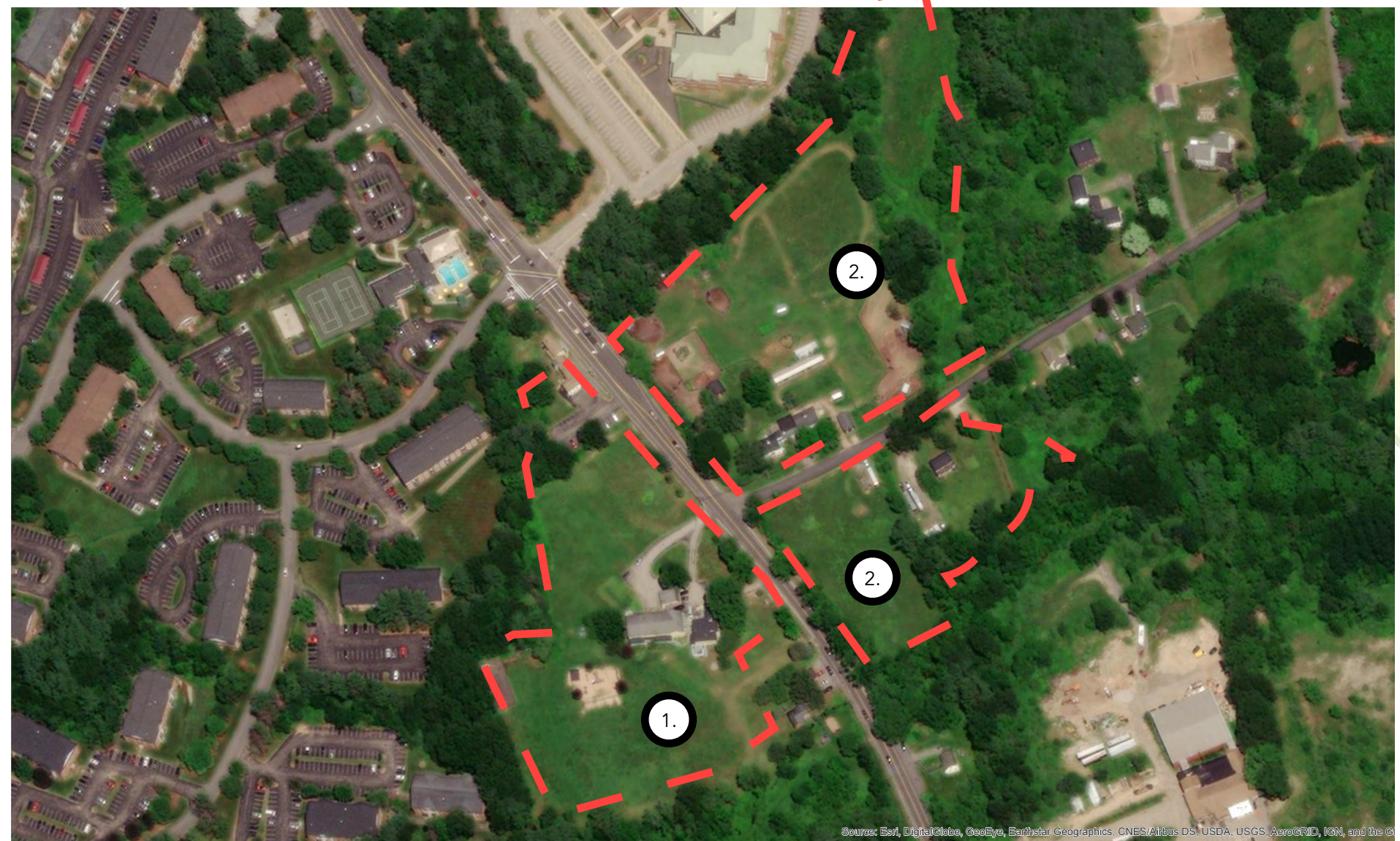


Source: Esri, DigitalGlobe, GeoEye, Earthstar Ge



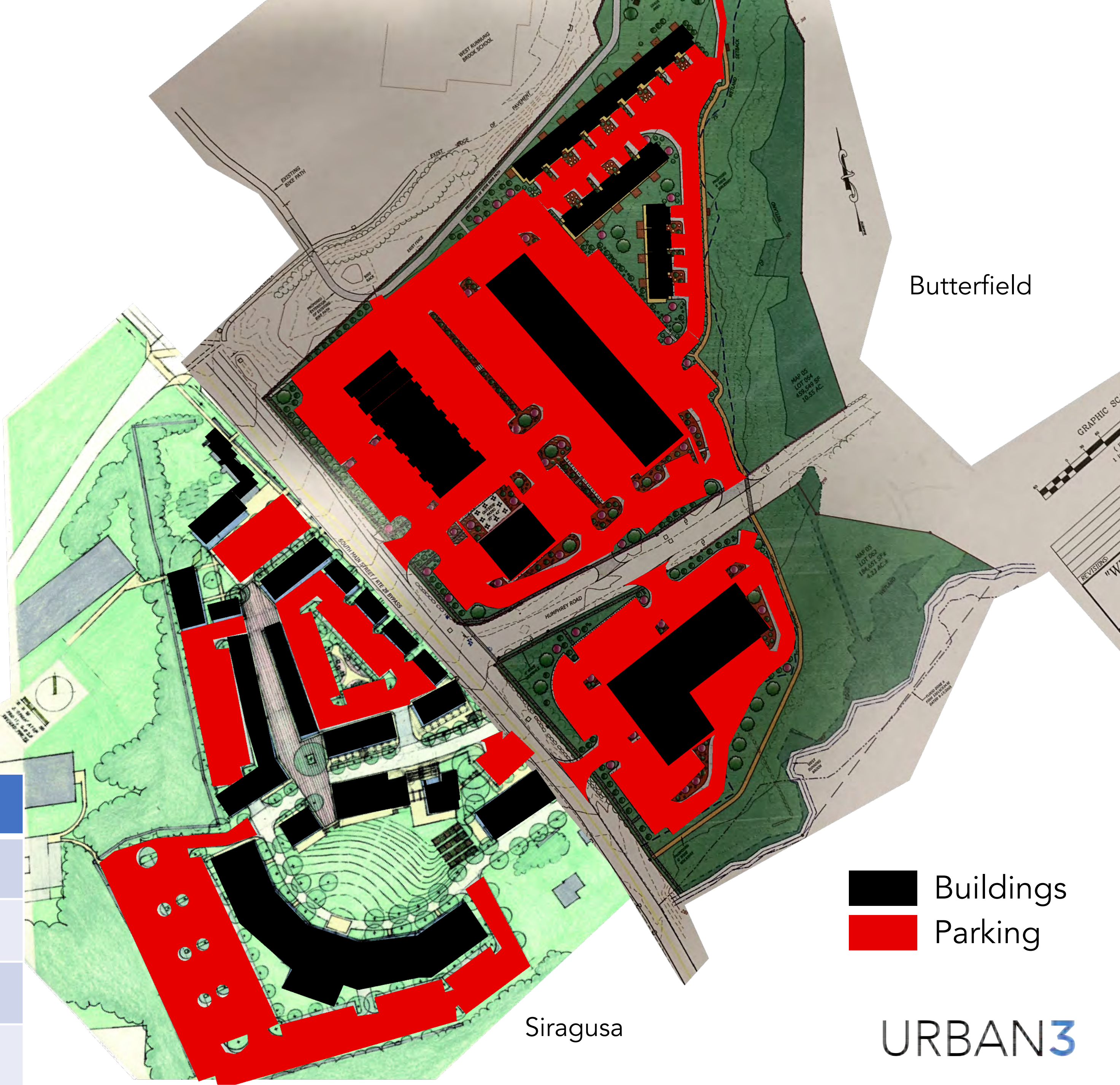
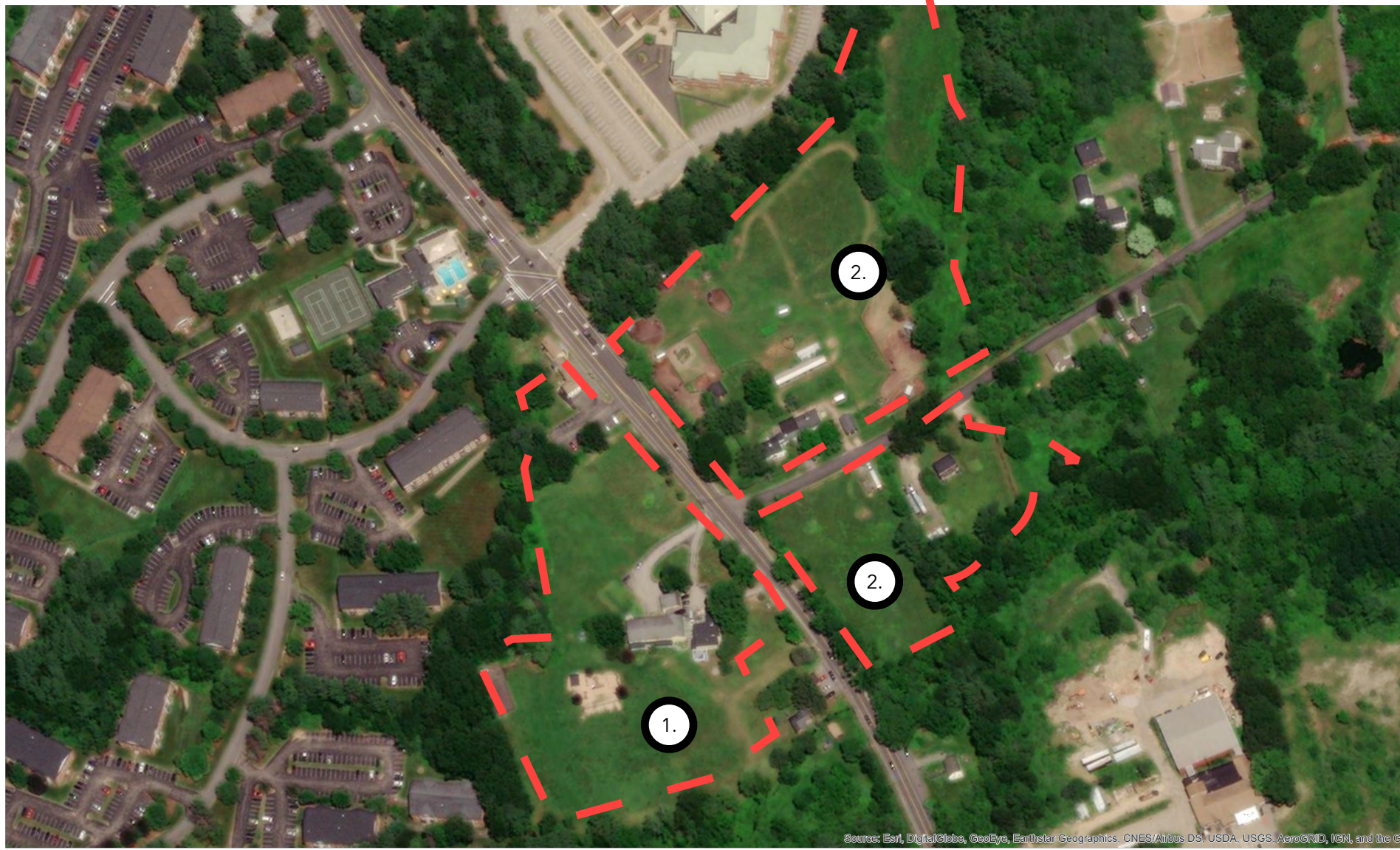
JEFF
SPECK



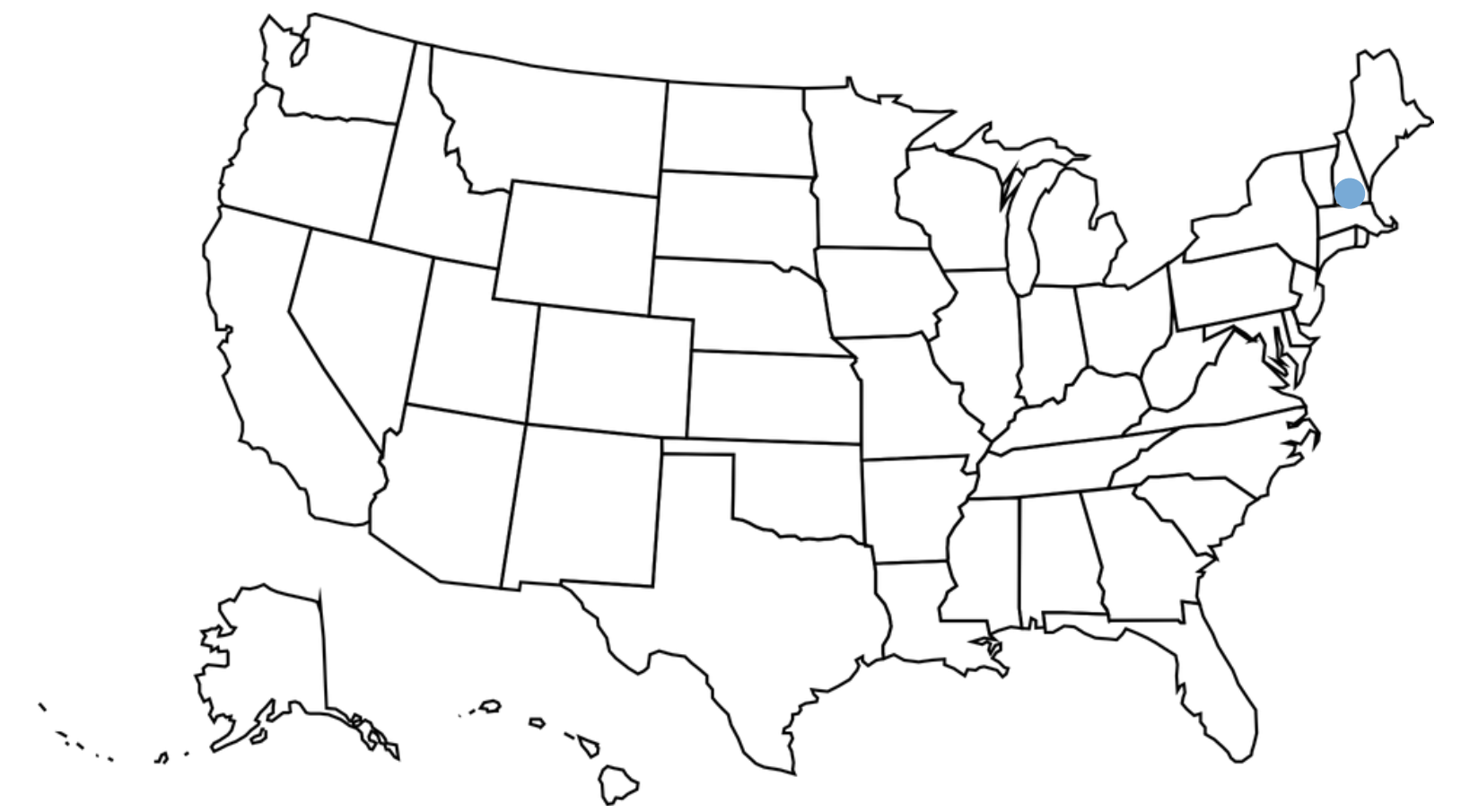


Siragusa

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



Case Study: Economic MRI®
2018

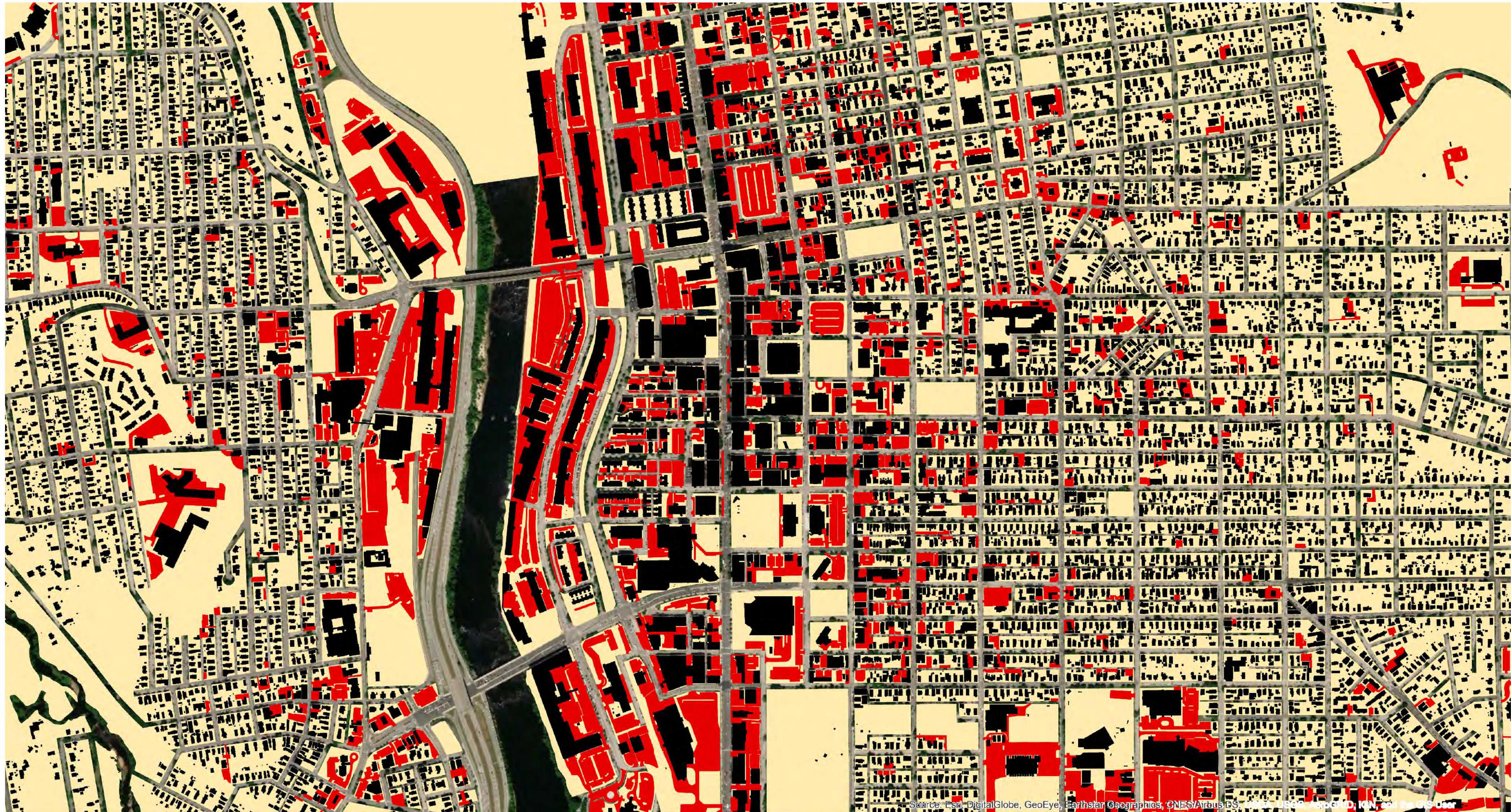
Manchester, New Hampshire

Land Use Analysis

Manchester, NH

City of Manchester

- Parking
- Buildings
- Other
- Roads

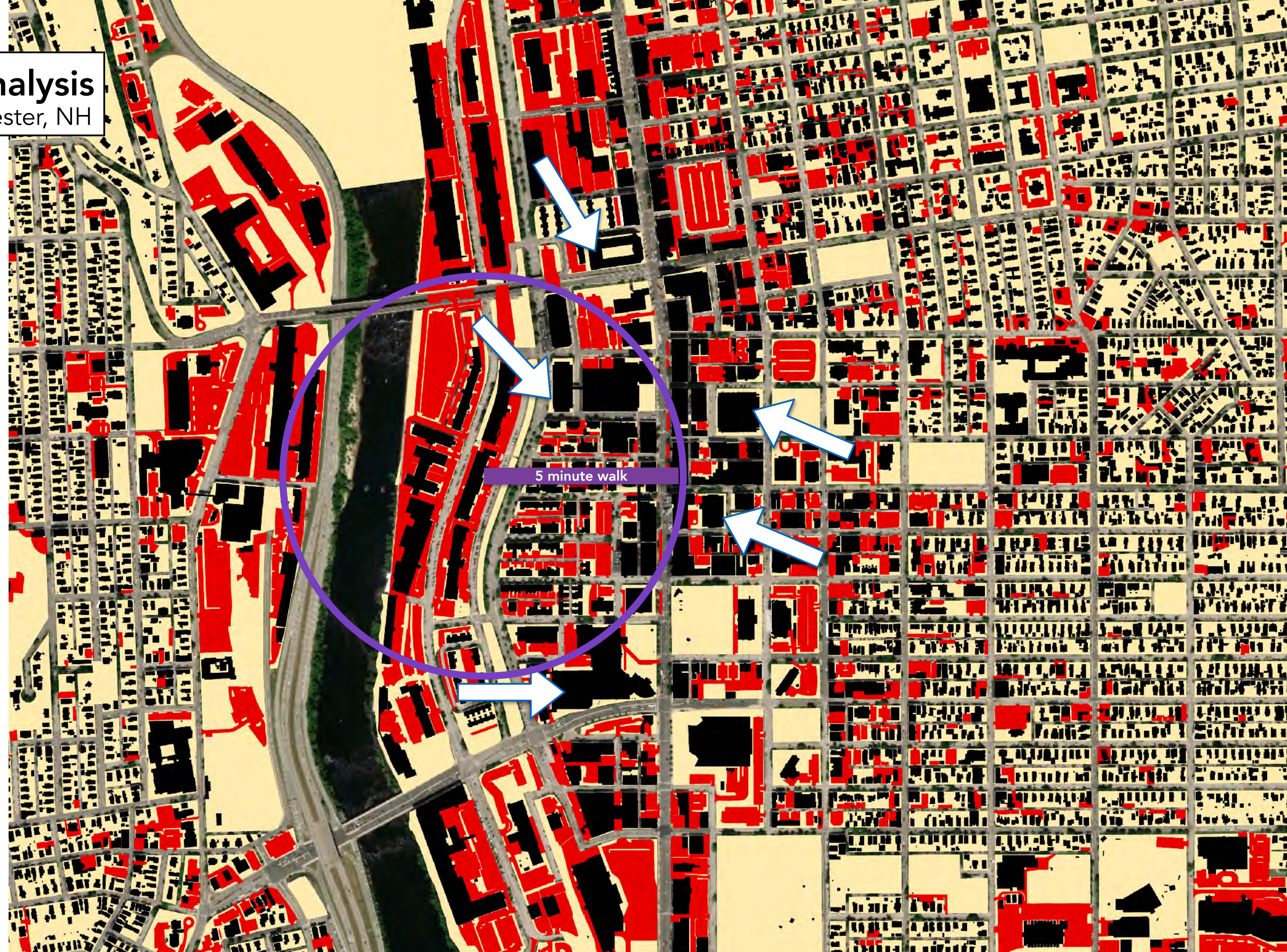


Land Use Analysis

Manchester, NH

City of Manchester

- Parking
- Buildings
- Other
- Roads

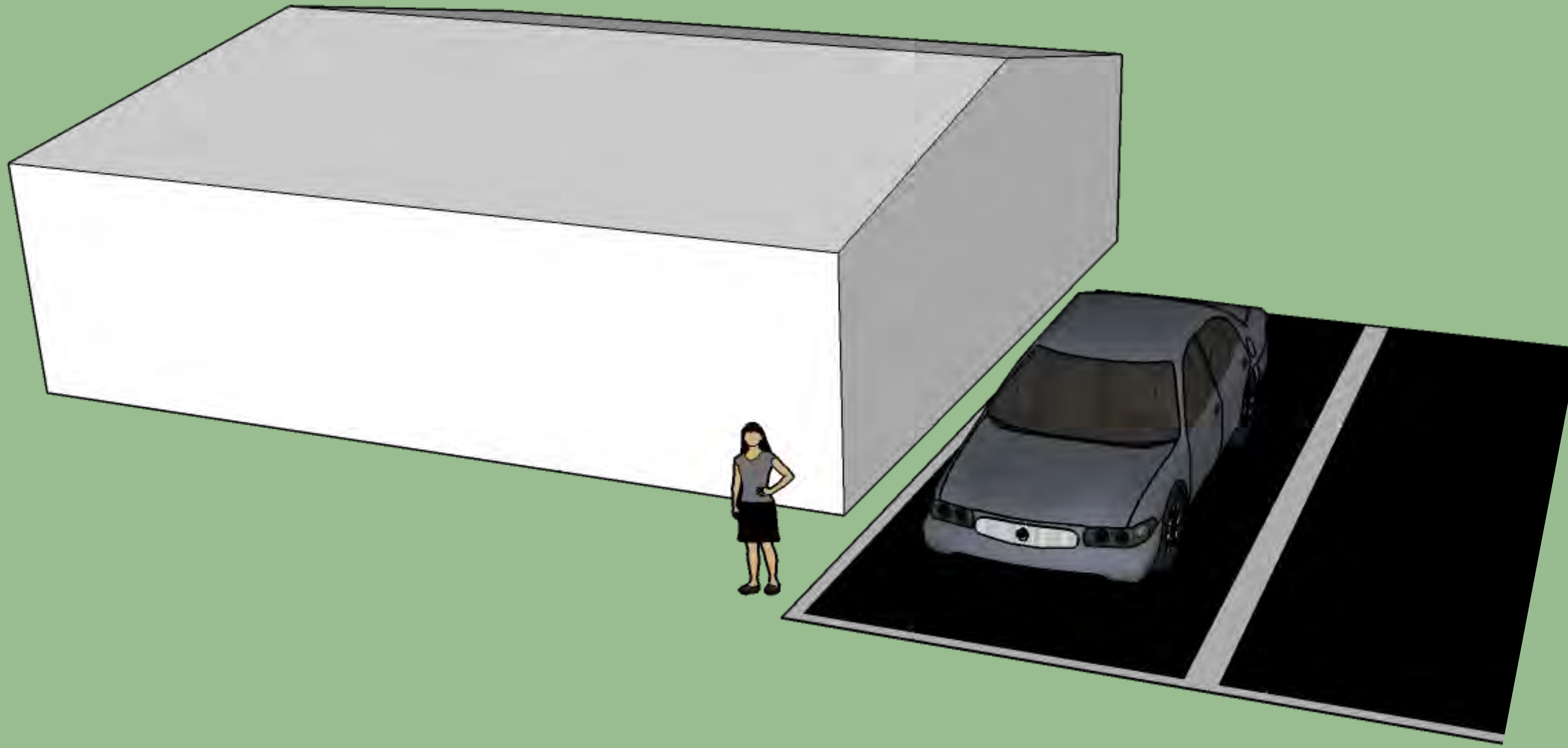


City of Manchester



What is Parking?

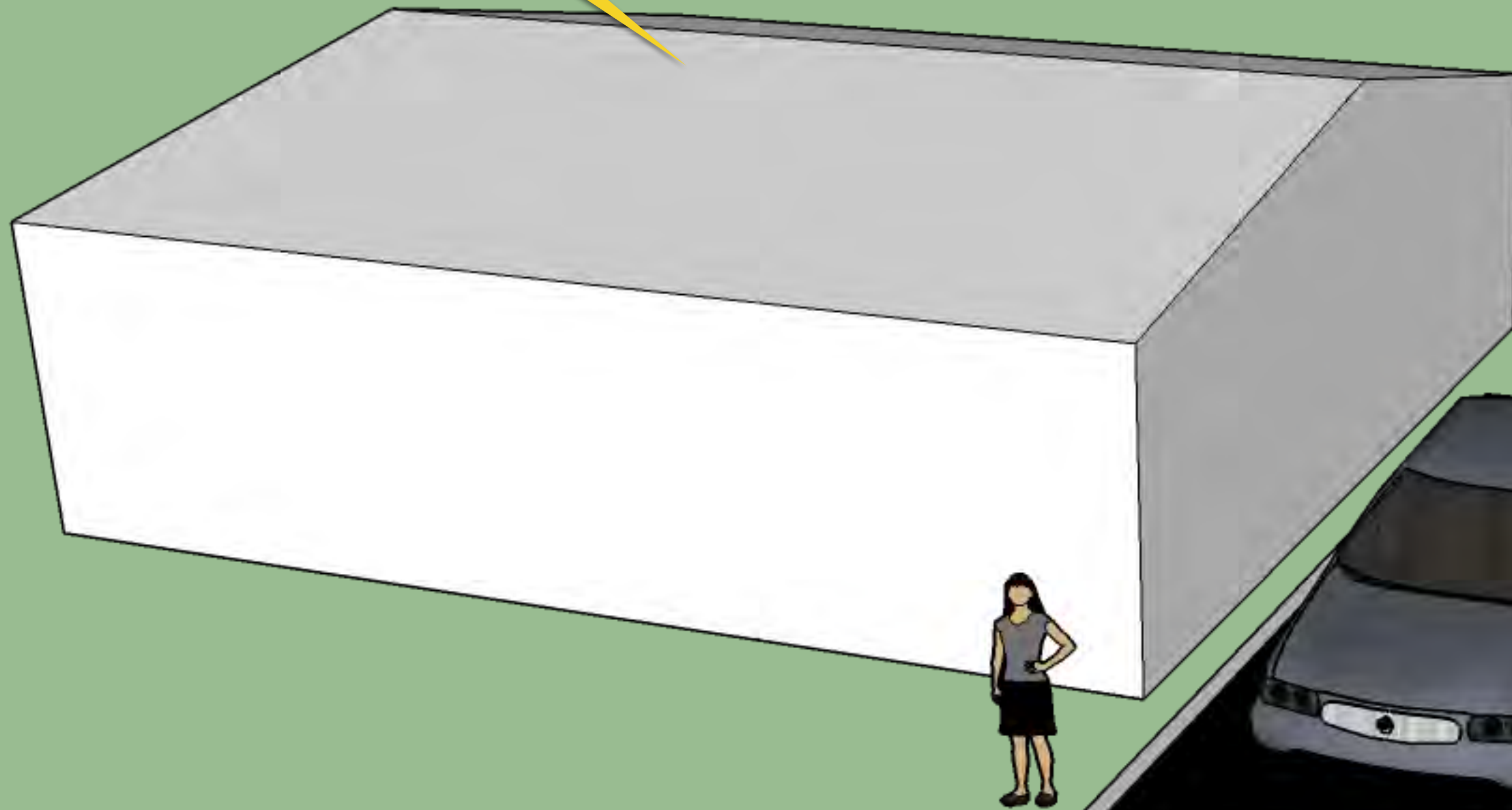
Measuring space



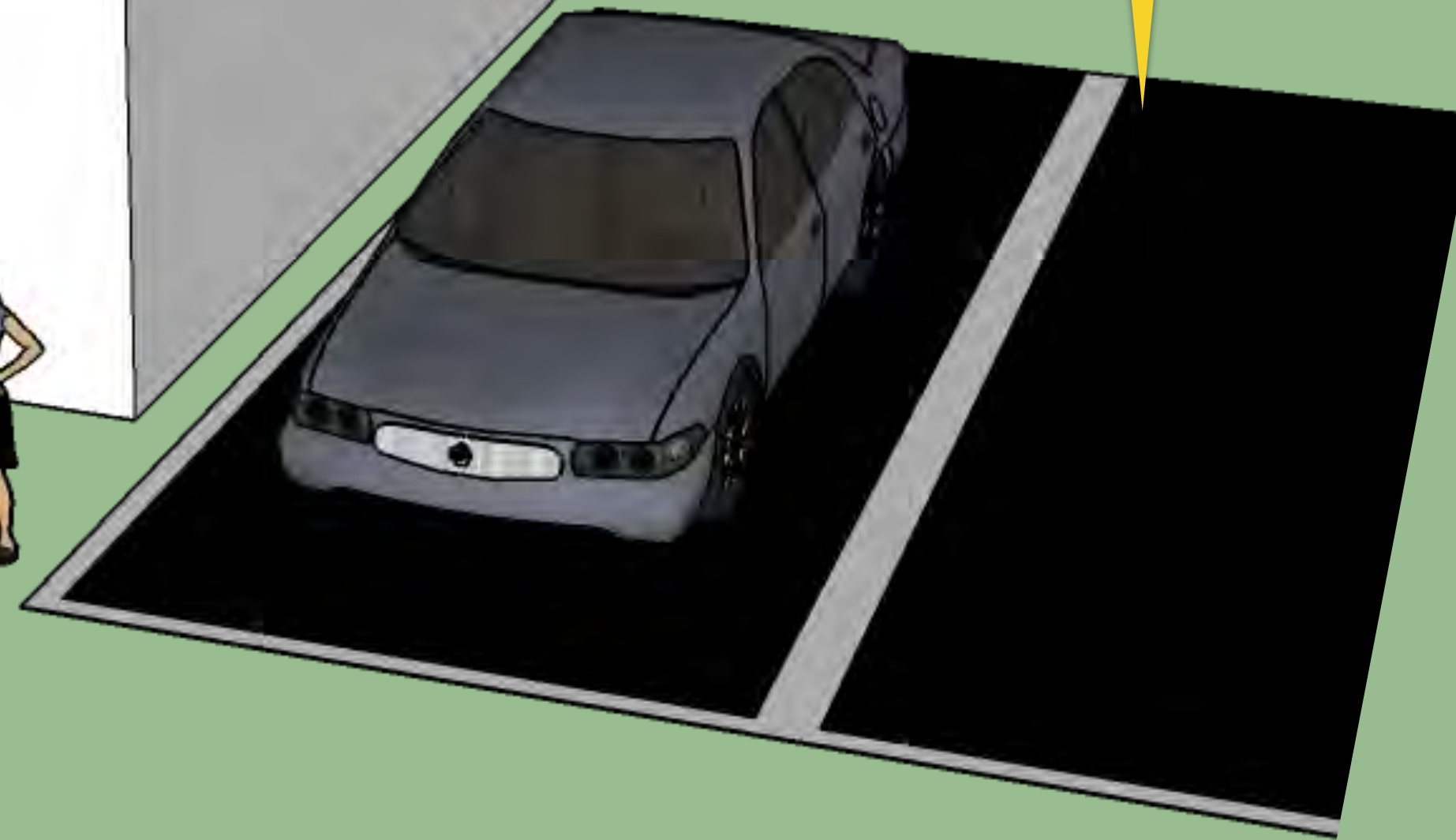
What is Parking?

Measuring space

Average Building
998 sq.ft.

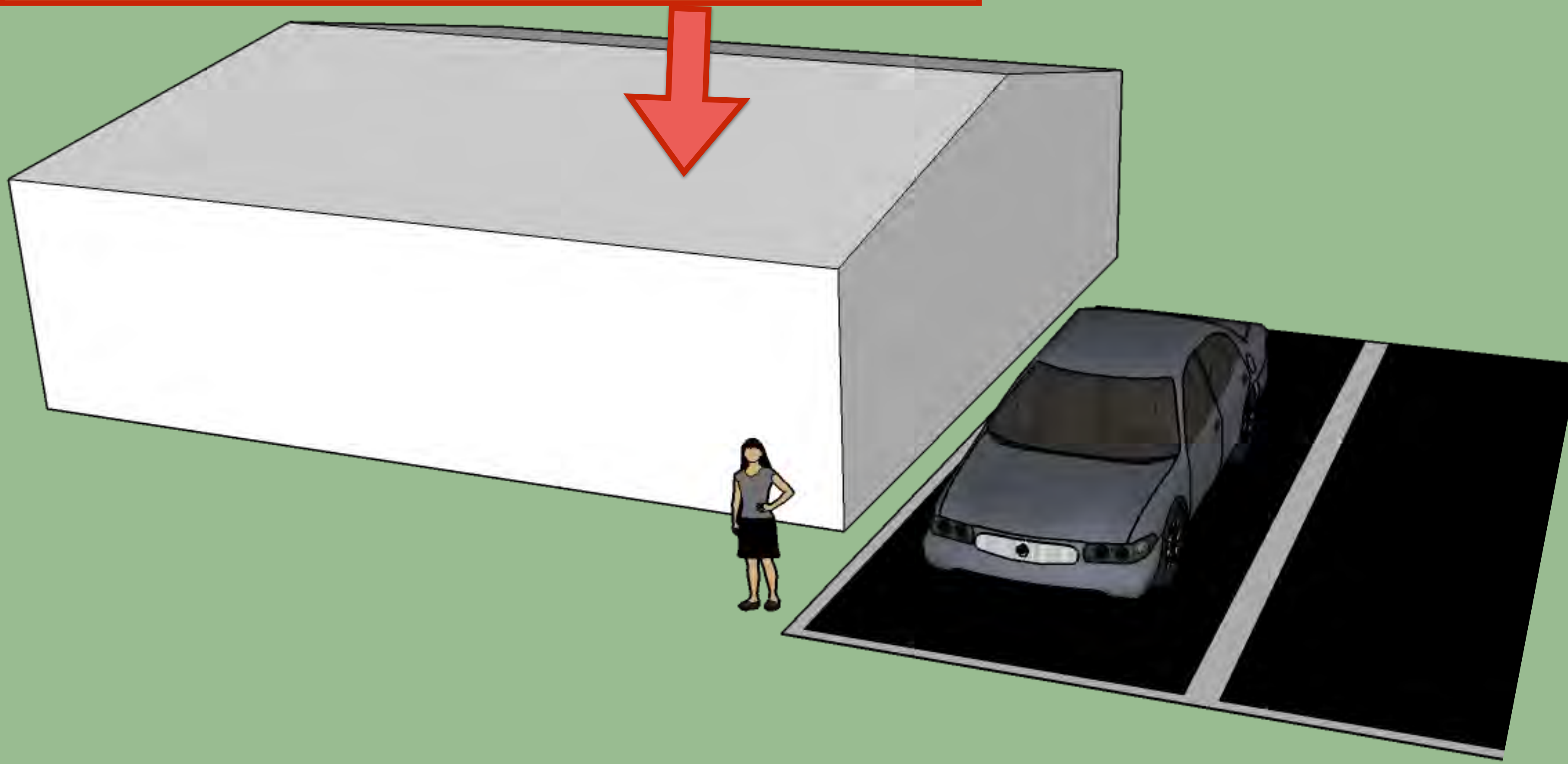


Average Parking (1.5 spaces)
585 sq.ft.



\$90/square foot

What is Parking?
Measuring Manchester space



What is Parking?

Measuring Manchester space

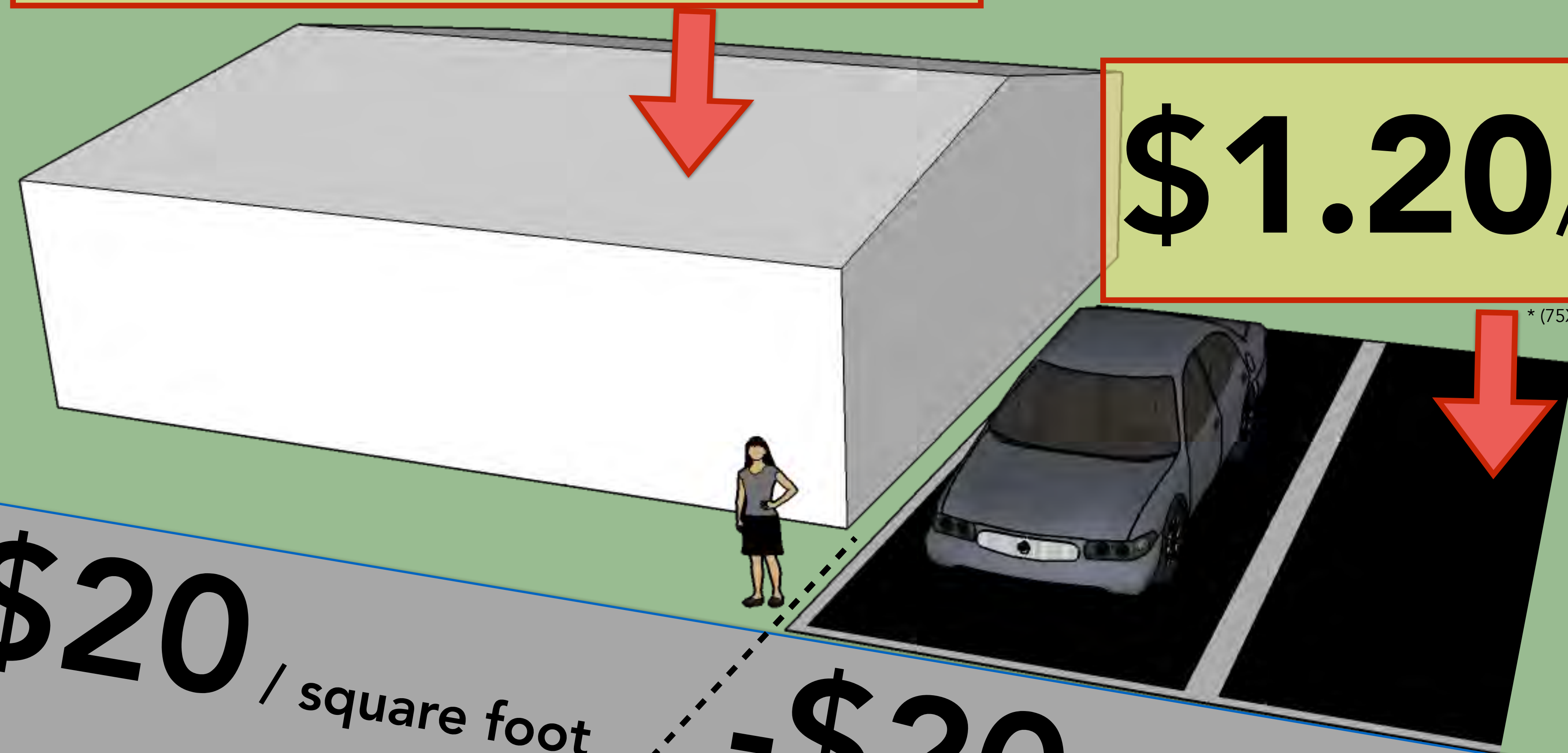
\$90/square foot

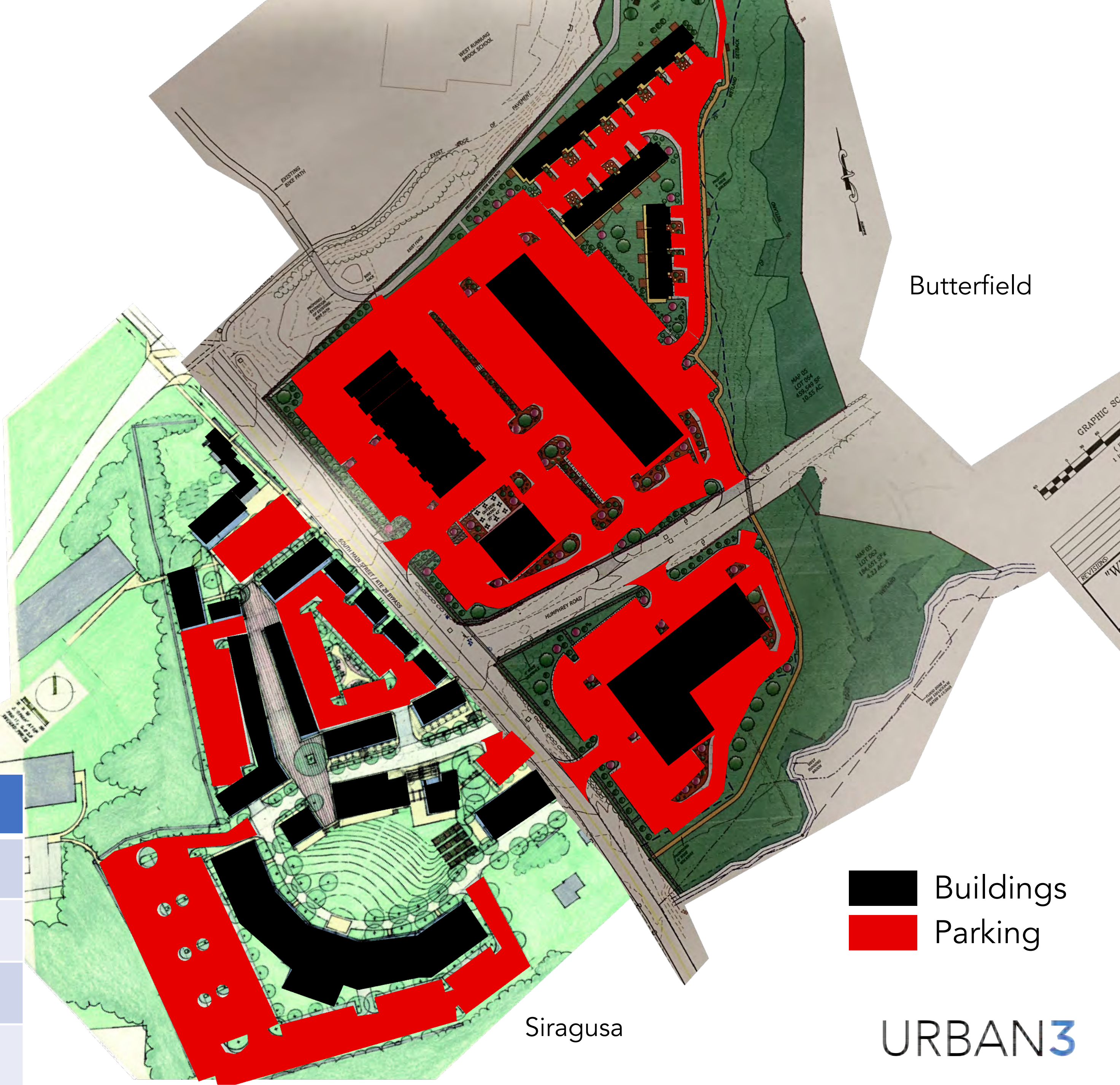
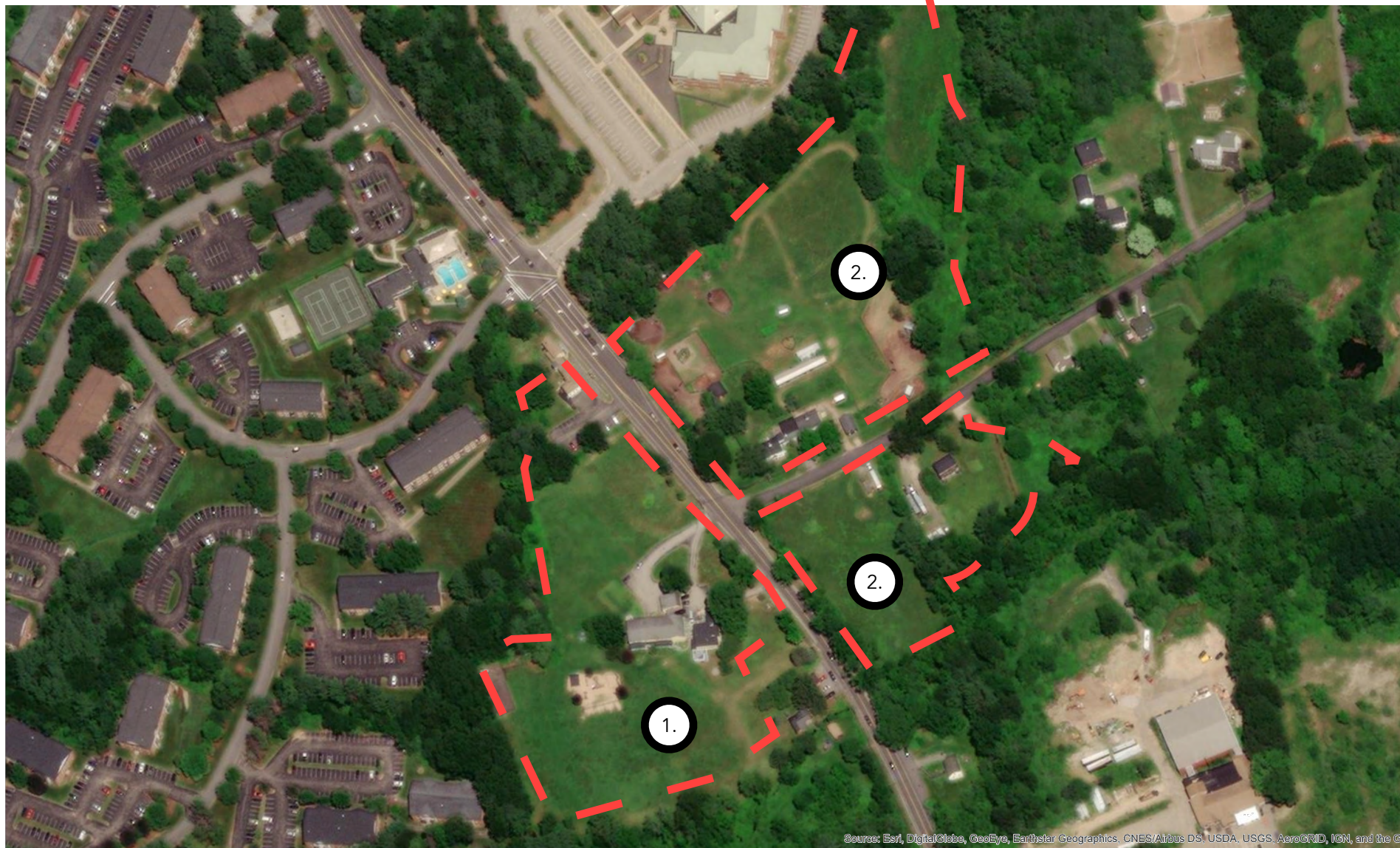
\$1.20/square foot*

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

-\$20 / square foot

-\$20 / square foot





	Siragusa	Butterfield
Building Footprint <small>(Acres)</small>	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

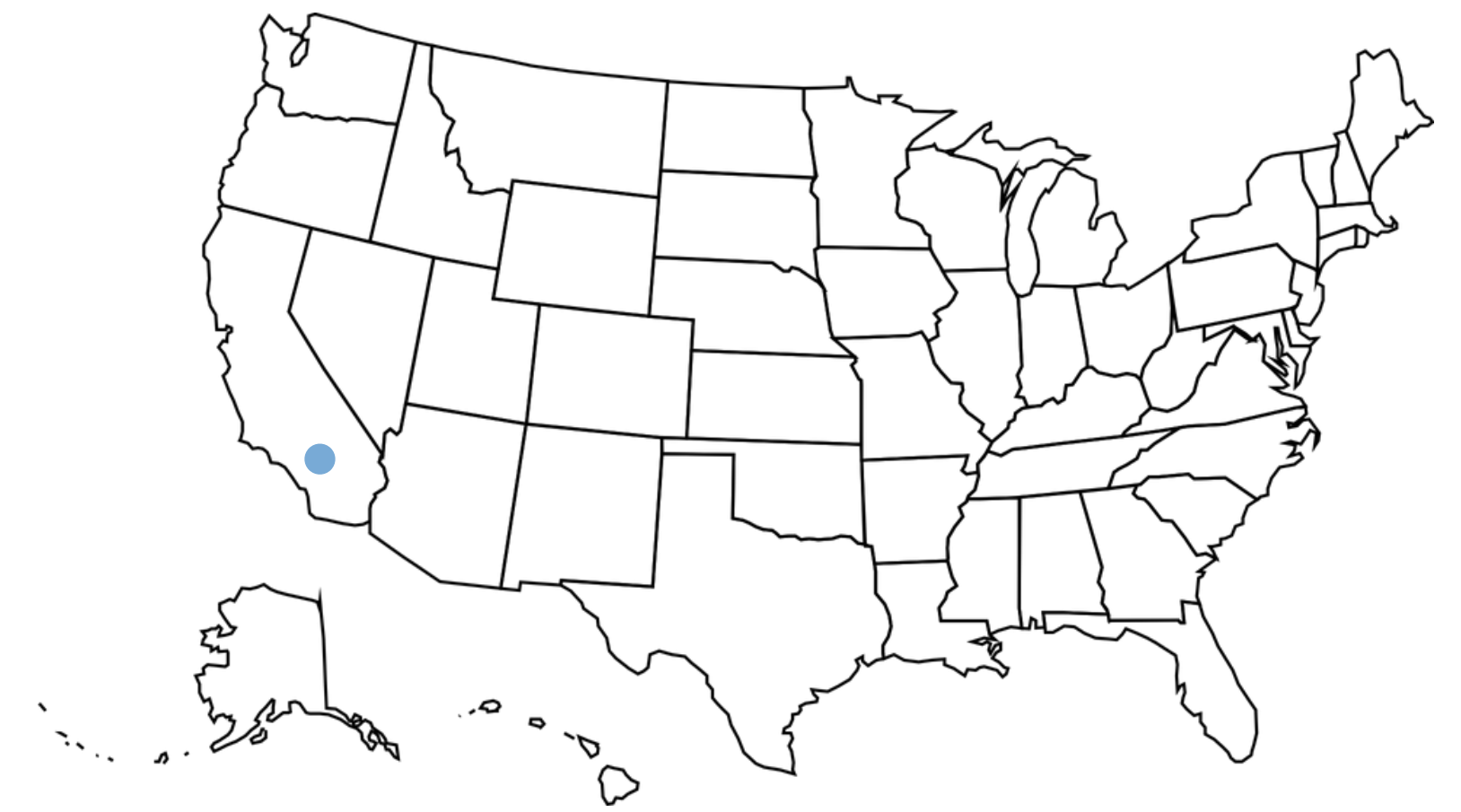
Buildings
Parking



URBAN3

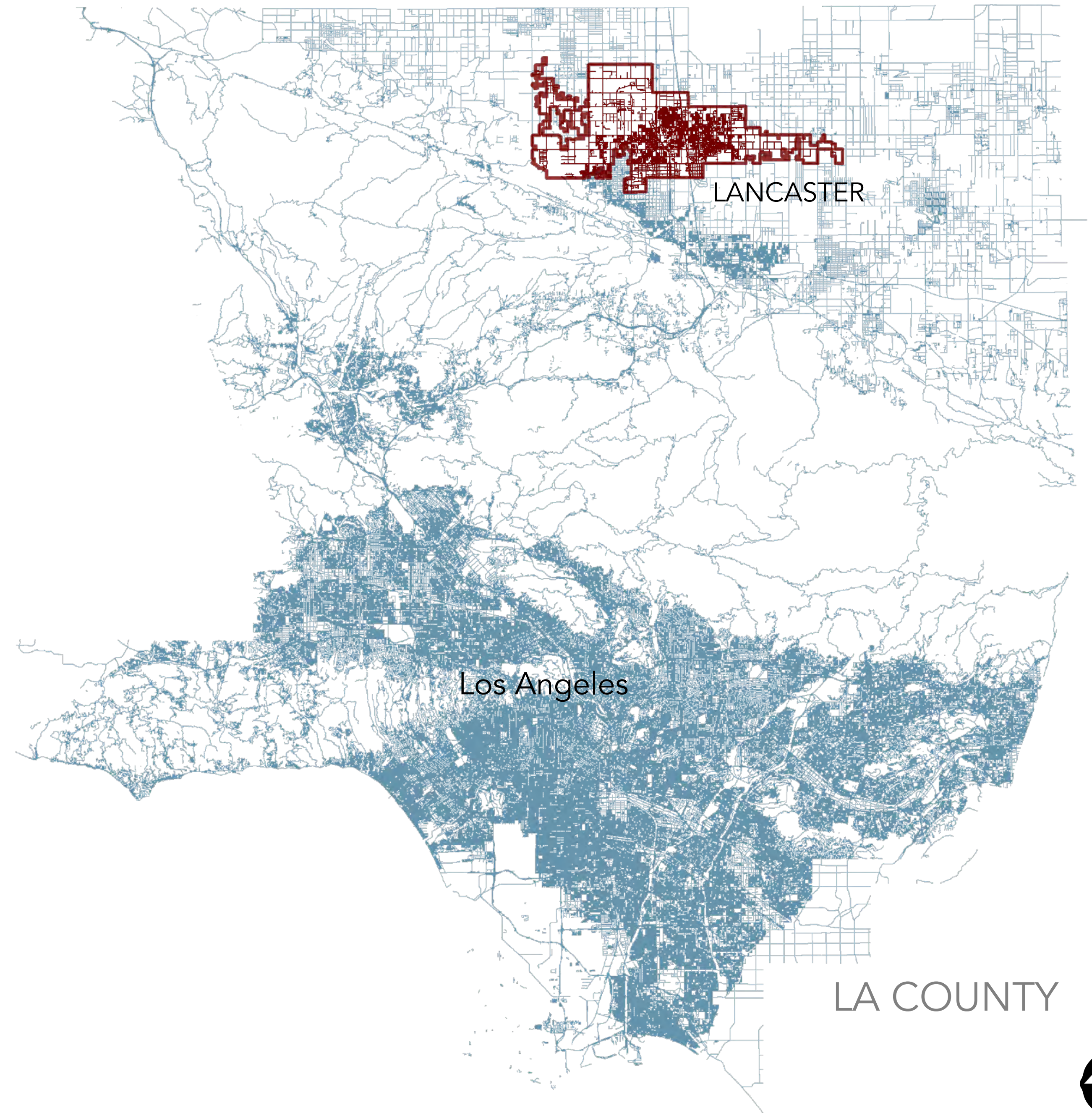
Lesson:

What are you carrying?



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

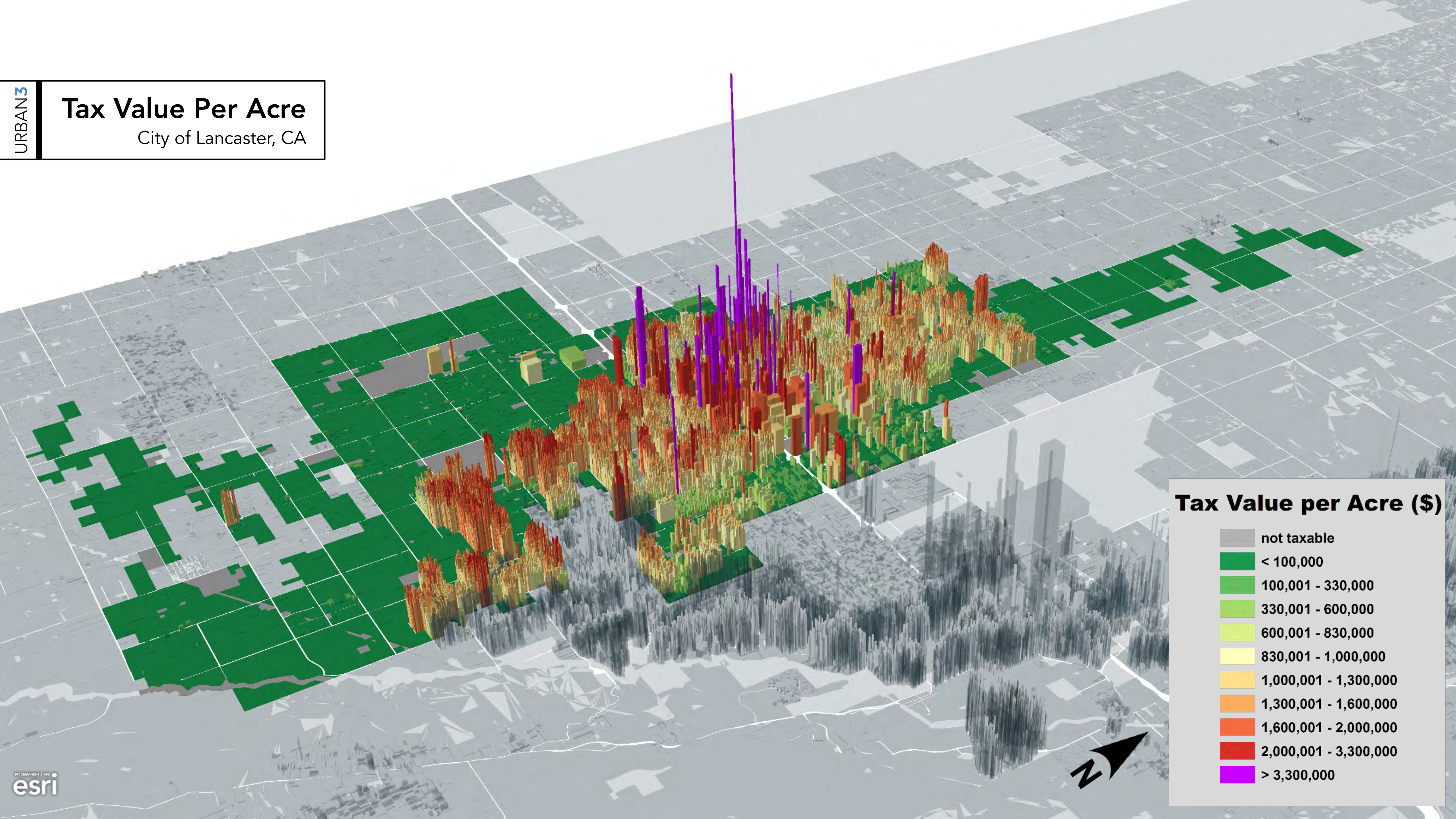
Lancaster, California



LANCASTER:

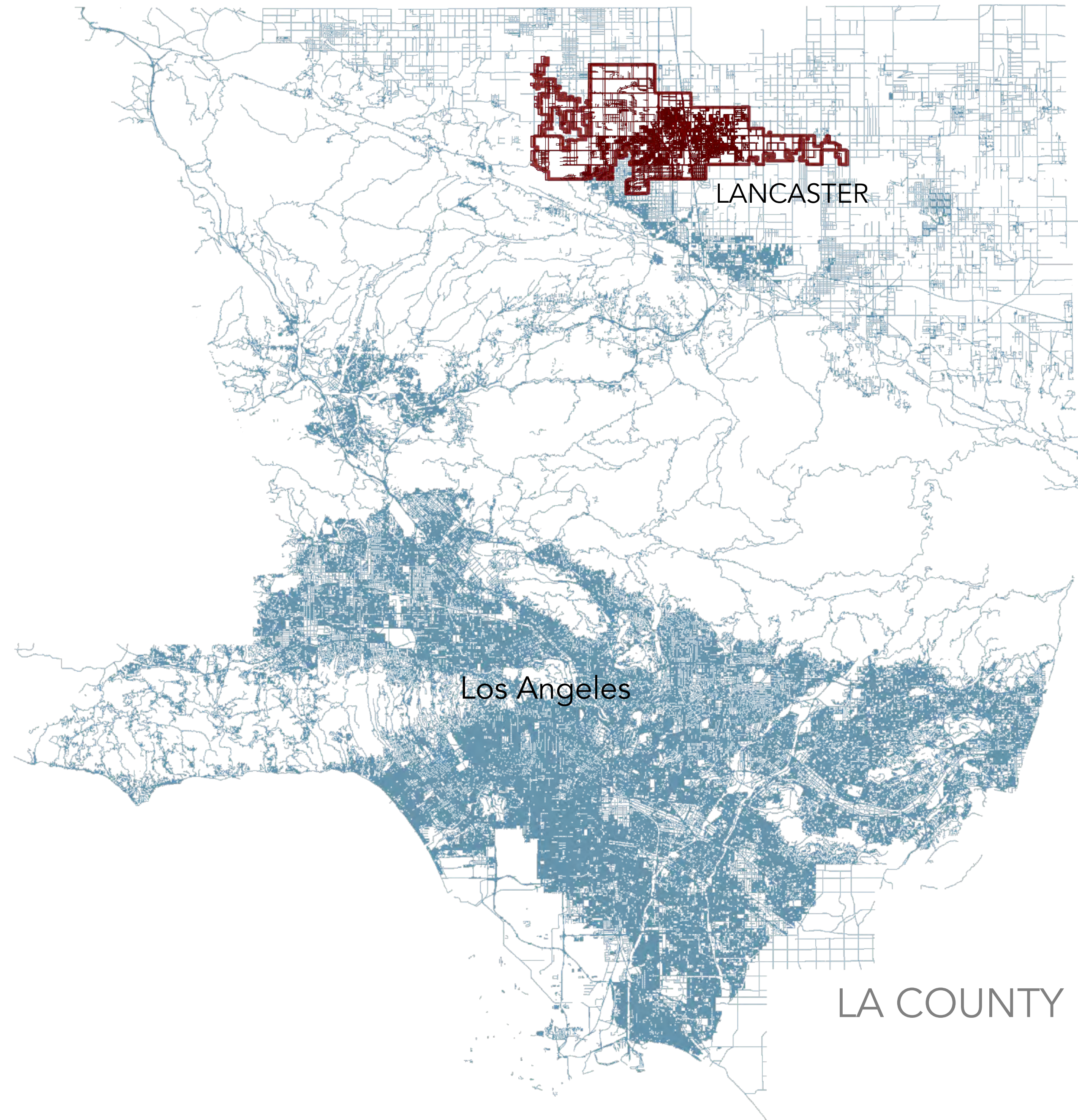
Tax Value Per Acre

City of Lancaster, CA



Tax Value per Acre (\$)

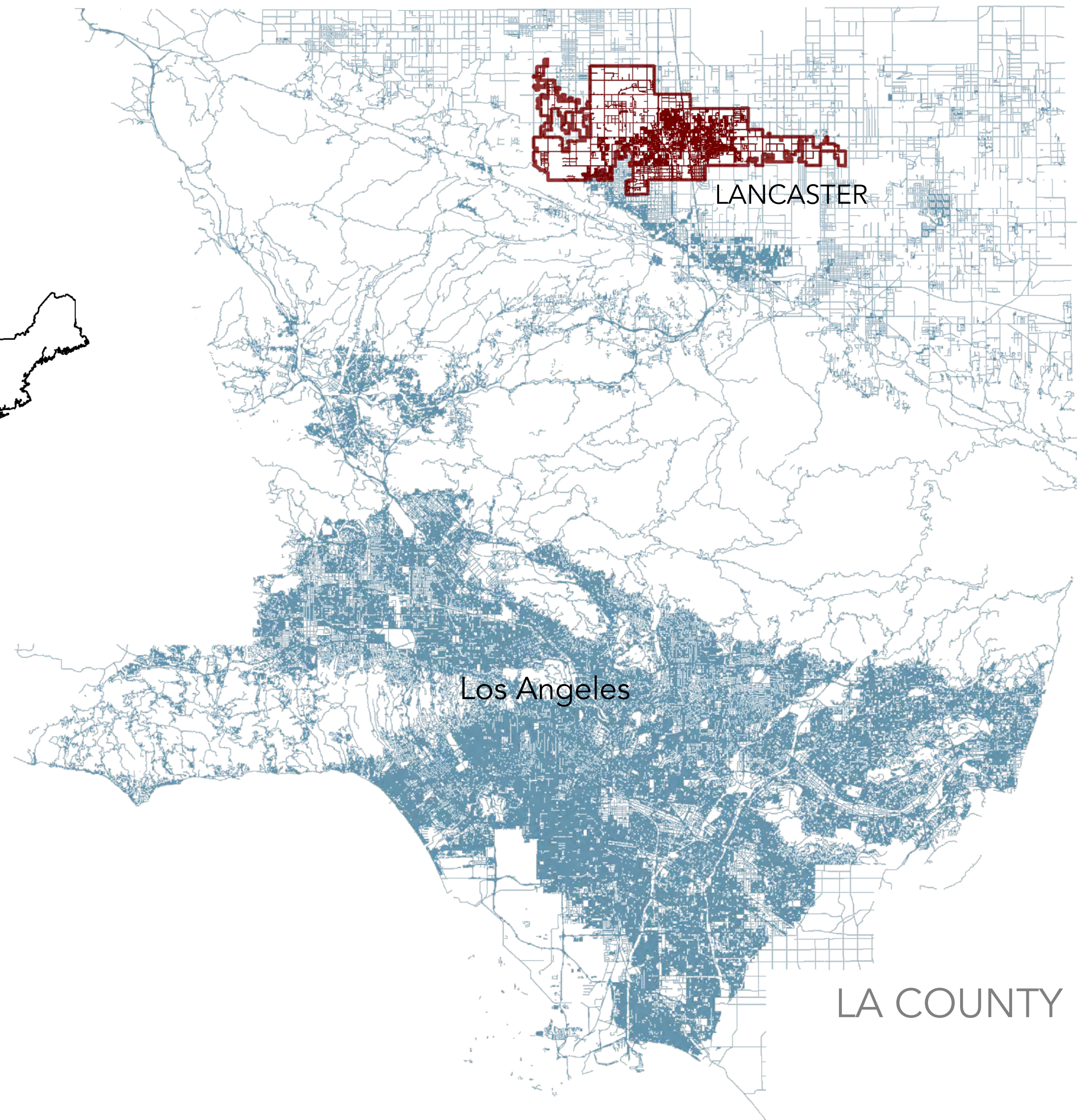
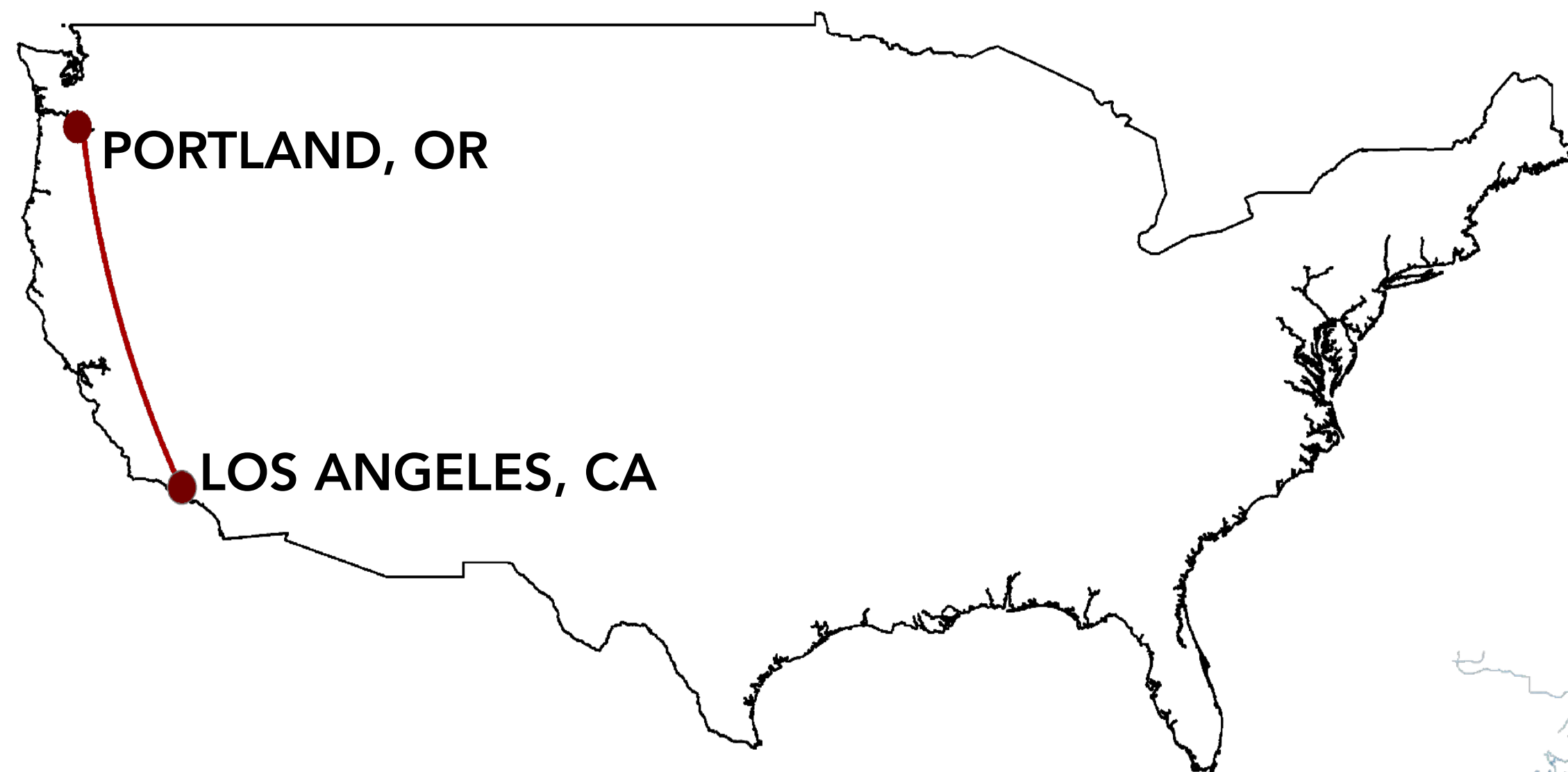
- not taxable
- < 100,000
- 100,001 - 330,000
- 330,001 - 600,000
- 600,001 - 830,000
- 830,001 - 1,000,000
- 1,000,001 - 1,300,000
- 1,300,001 - 1,600,000
- 1,600,001 - 2,000,000
- 2,000,001 - 3,300,000
- > 3,300,000



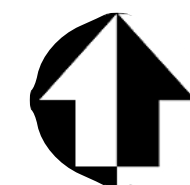
LANCASTER: 953 MILES

Paved Roads

City of Lancaster, CA

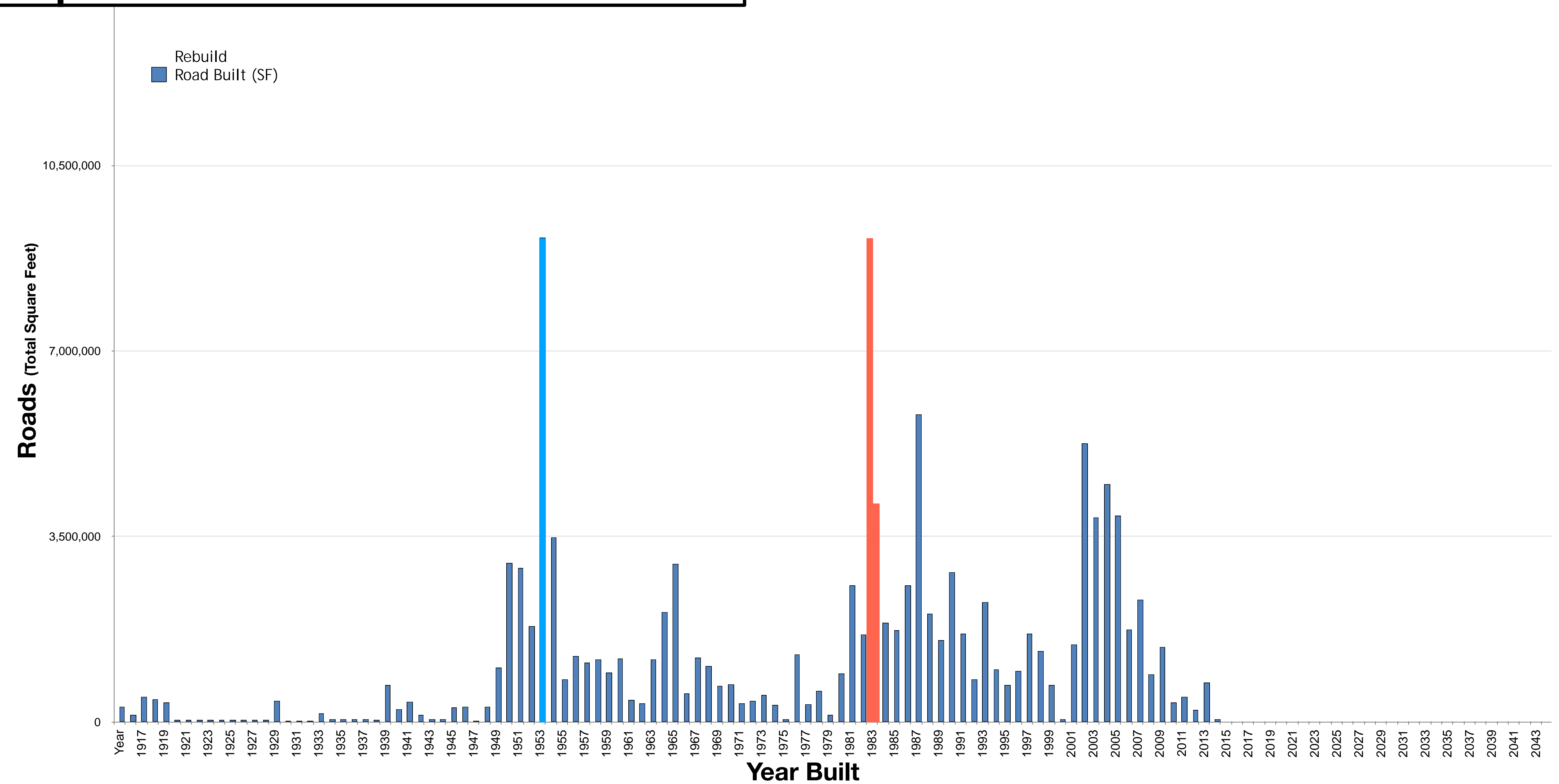


LANCASTER: 953 MILES



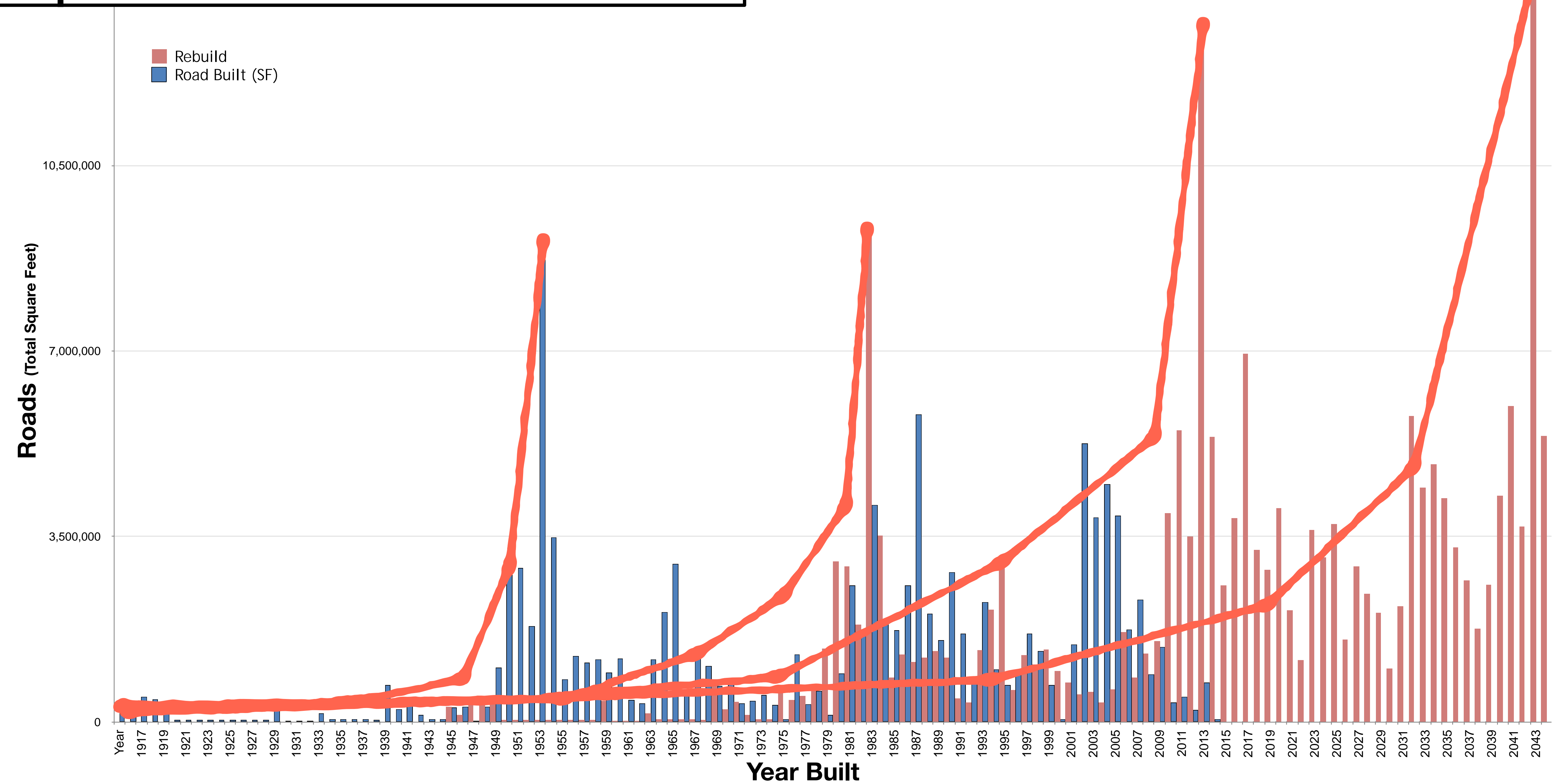
Road Construction and Reconstruction

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.

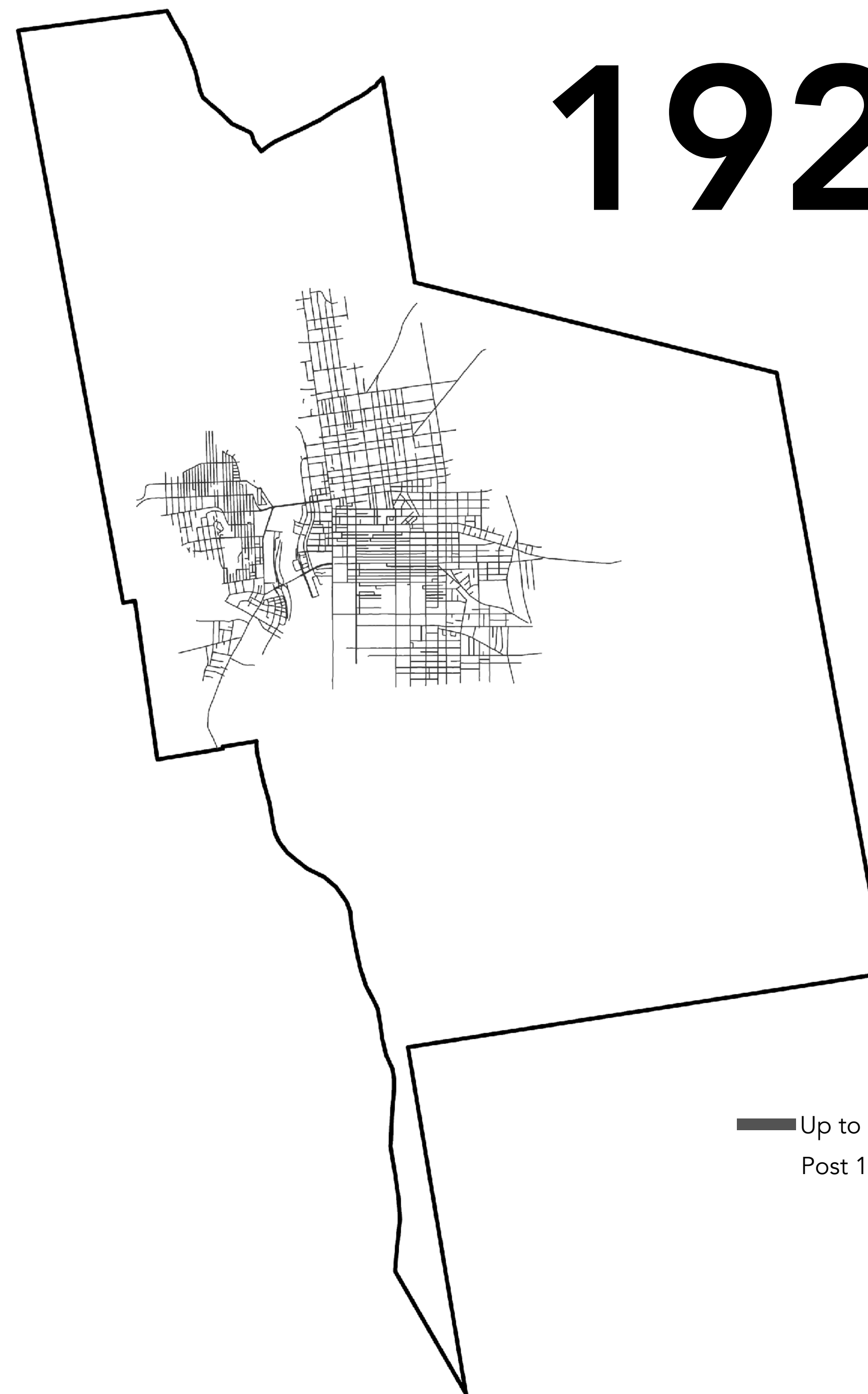


77,000 people

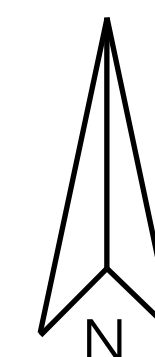
140 miles* of road

9.6 feet of road per person

1925



— Up to 1925
— Post 1925



*Road centerline miles

111,000 people

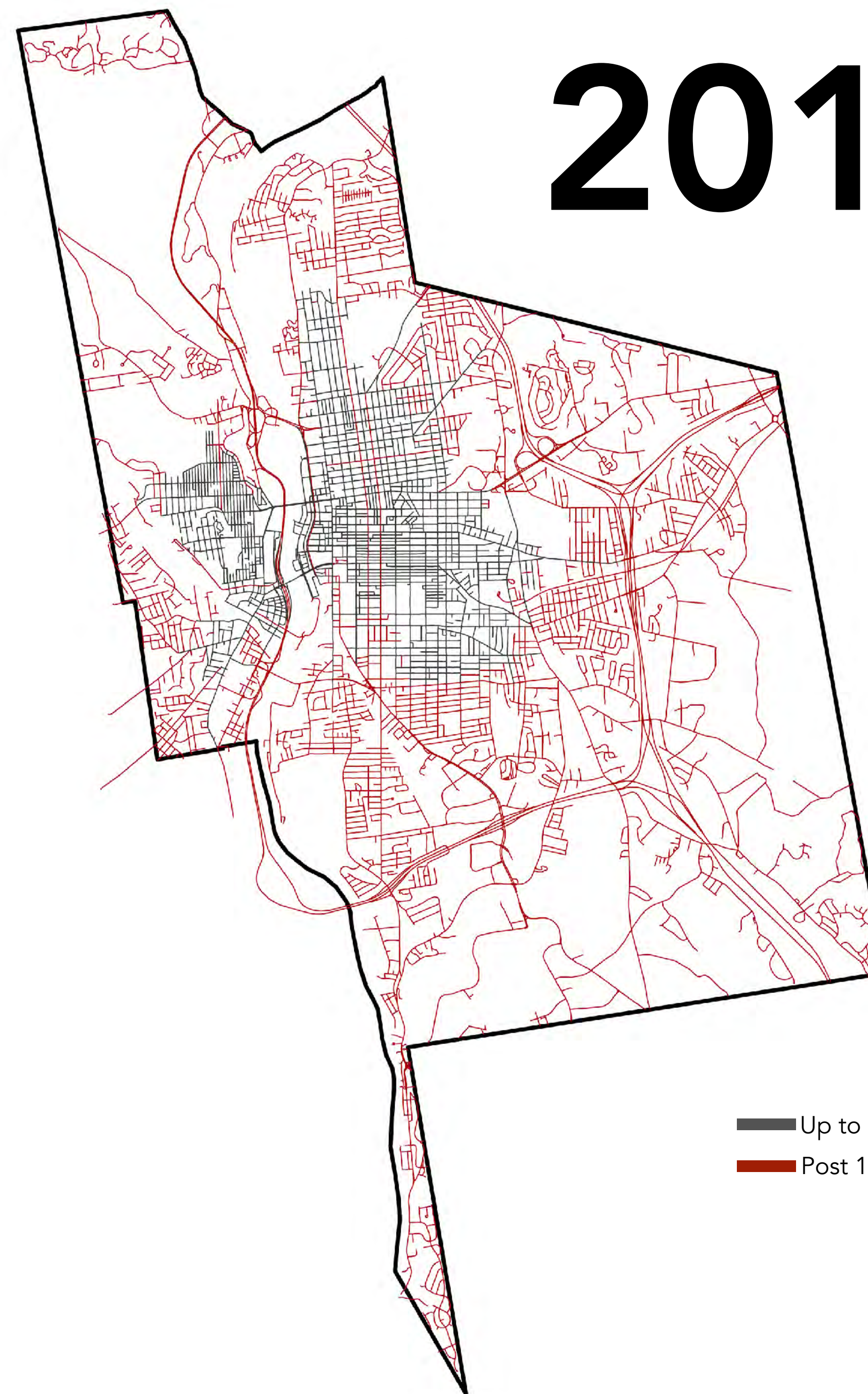
535 miles* of road

25.4 feet of road per person

Population **44%**

Feet per person

163% Increase



2018

*Road centerline miles

Question:

OK. So now what?

What you can do:

1. Do more analytics.



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



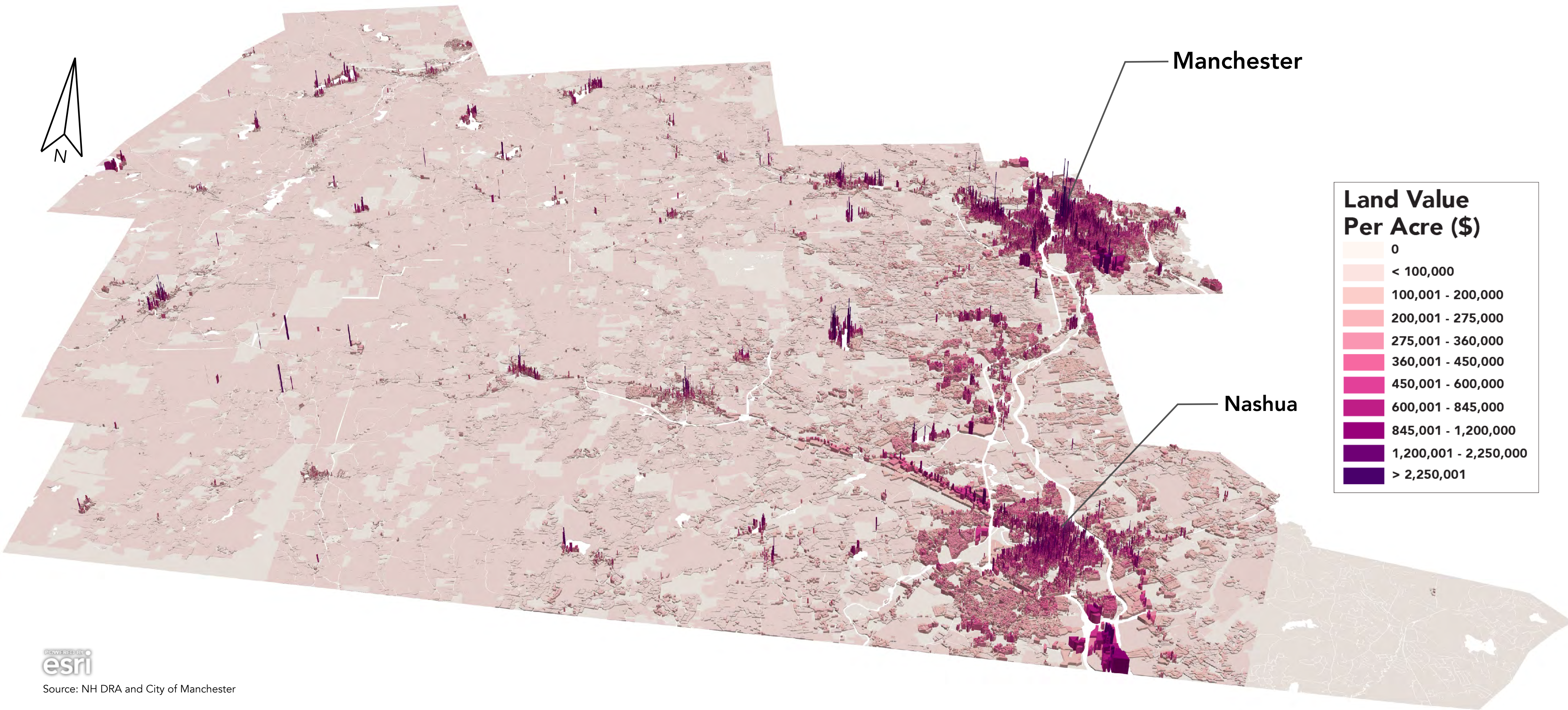
MARKET FORCES



Larry Clark

Land Value Per Acre

Hillsborough Co , NH



Land Value Per Acre

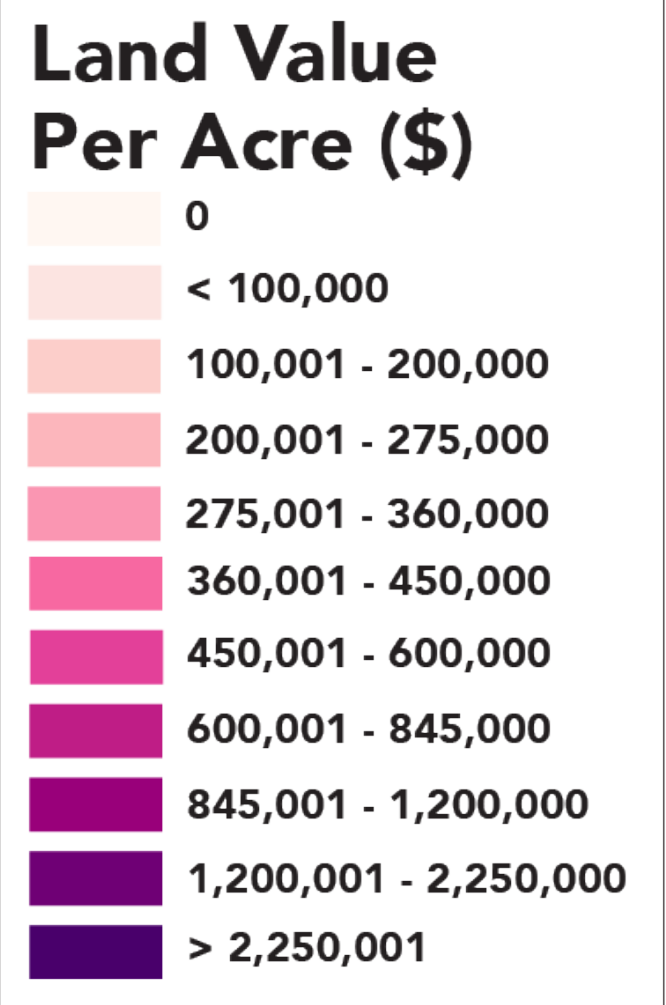
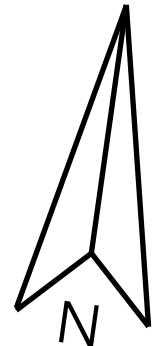
Hillsborough Co , NH

Manchester

INTERSTATE
93

INTERSTATE
293

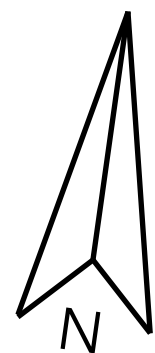
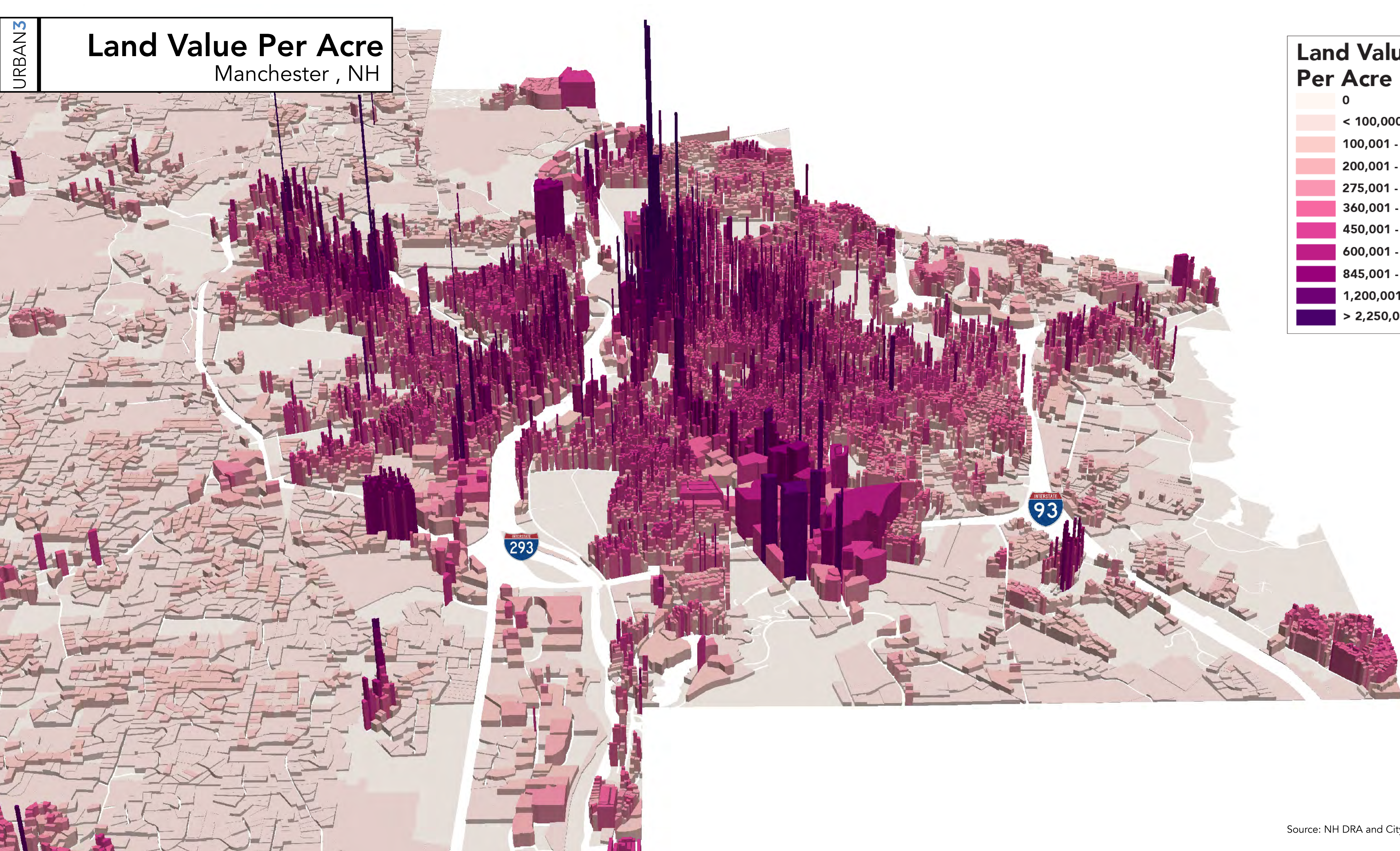
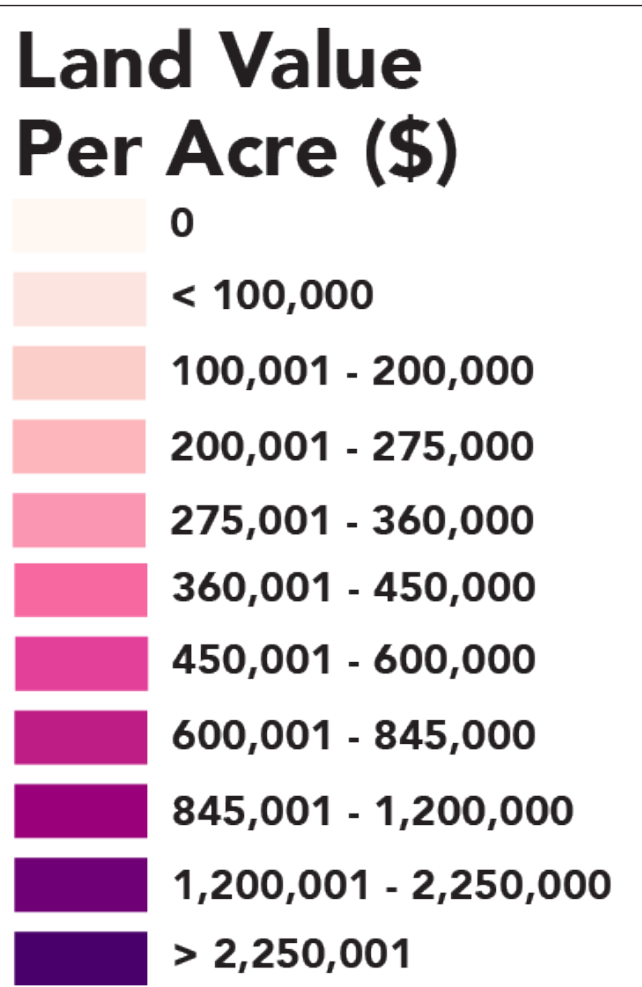
Nashua



Source: NH DRA and City of Manchester

Land Value Per Acre

Manchester , NH

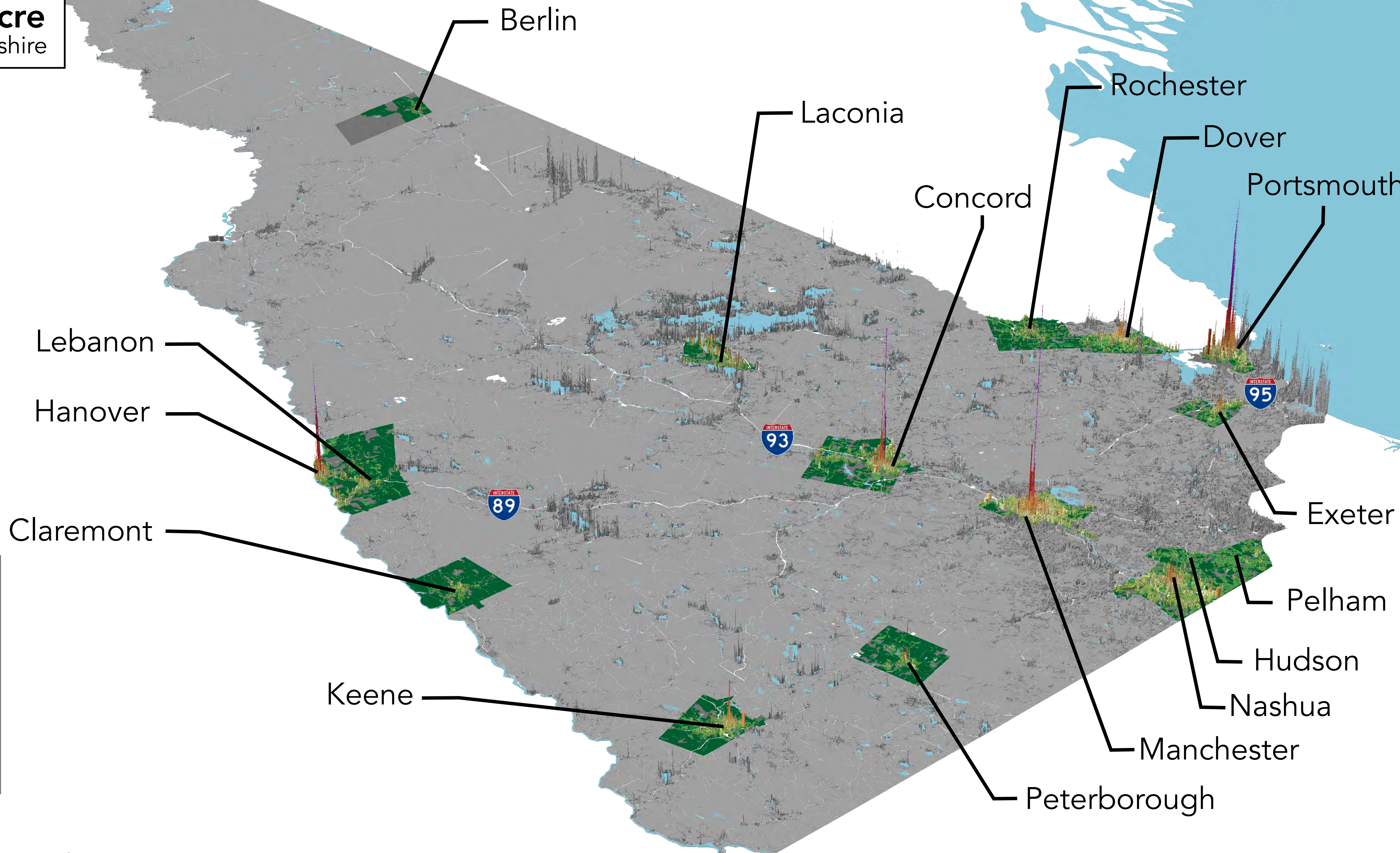


What you can do:

2. Learn from your neighbors

Value Per Acre

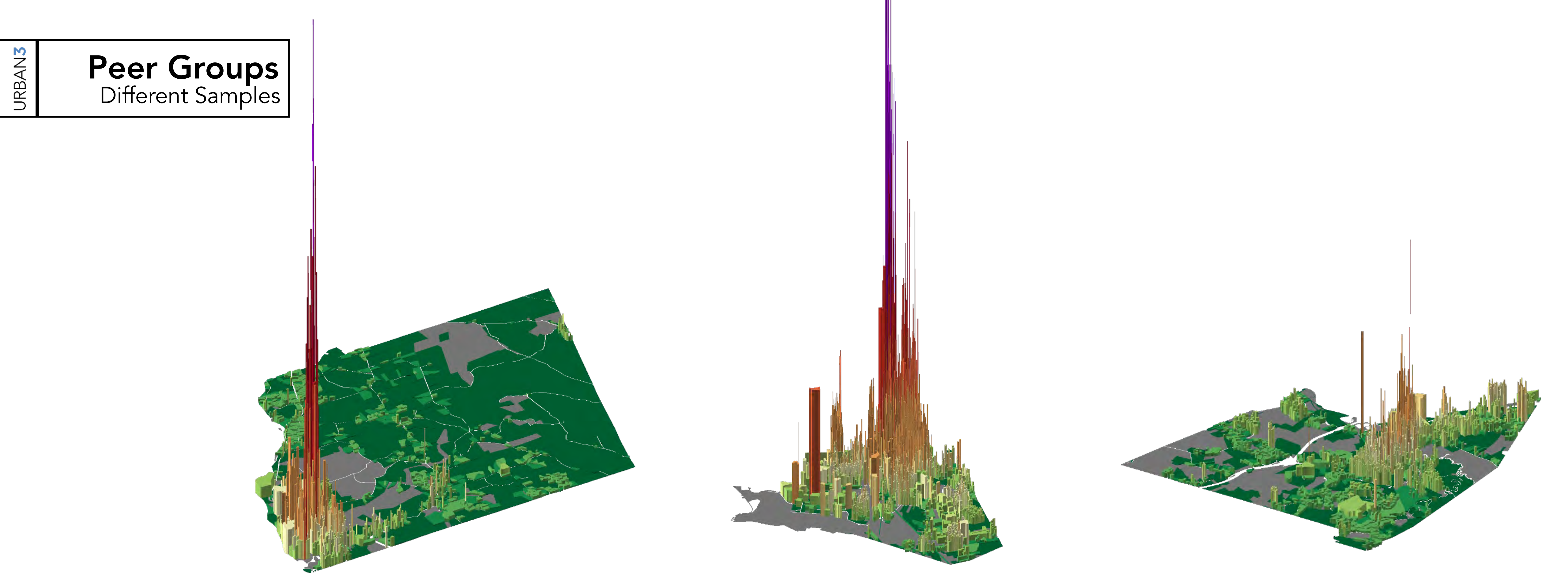
New Hampshire



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





	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



Multi-family
VPA: \$1.9 M



Mixed-use
VPA: \$9.6 M



Peak VPA
VPA: \$15.3 M

What you can do:

4. Adapt

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

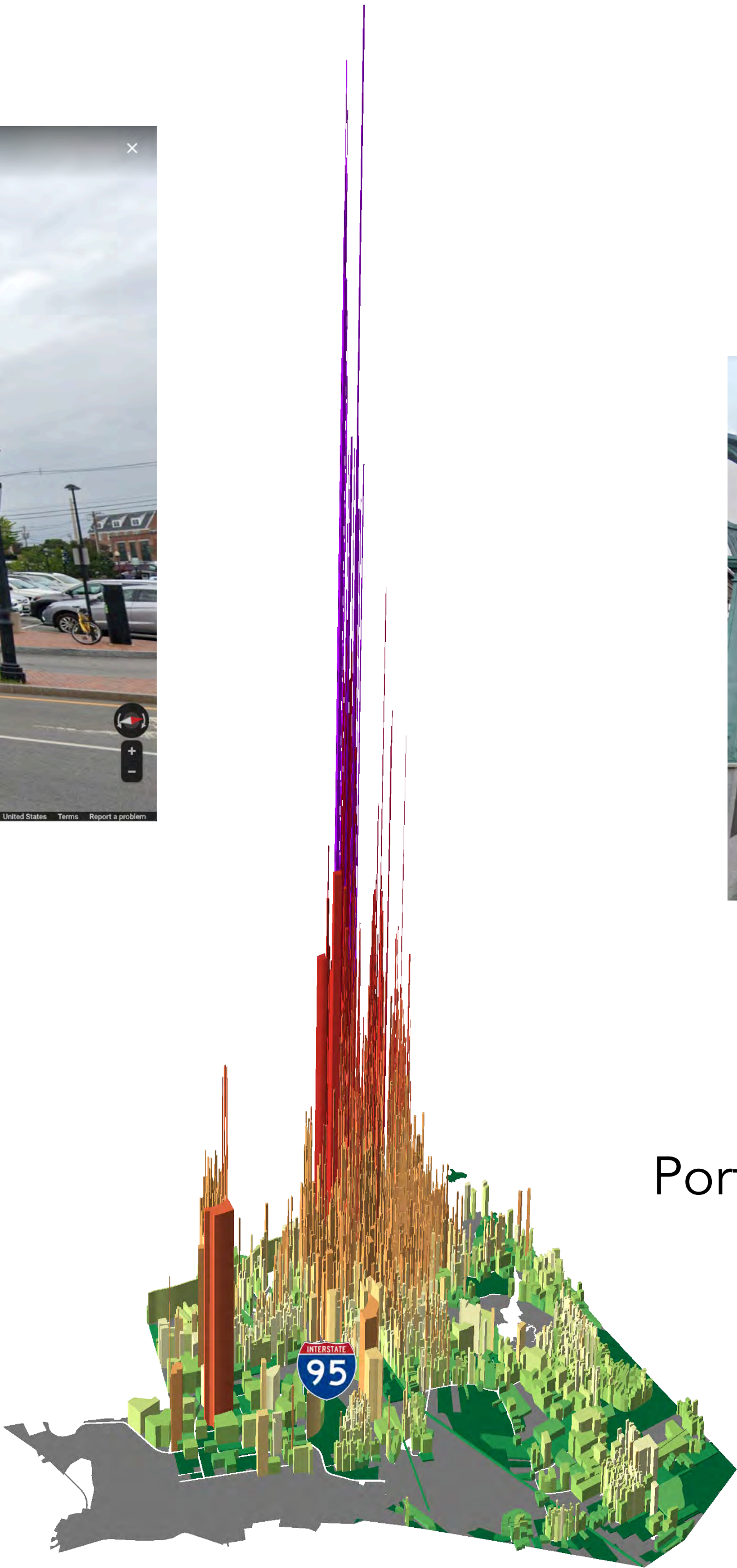
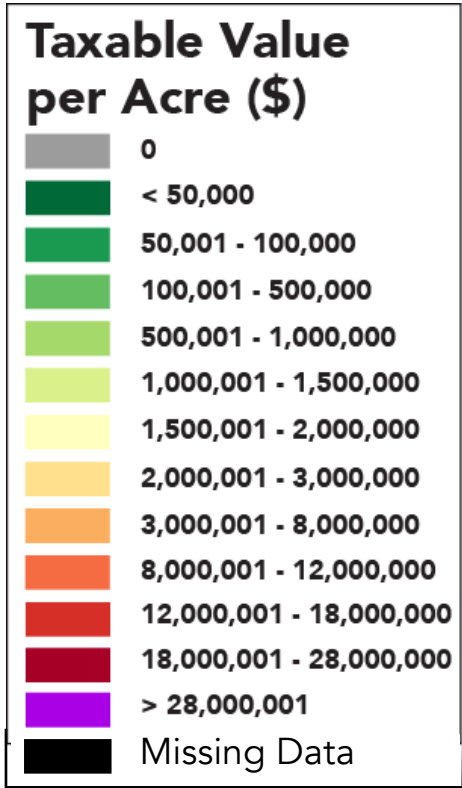
10 Market
VPA: \$30.5 M

Value Per Acre

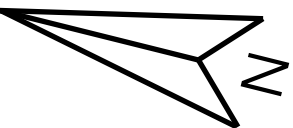
High Yield Buildings



Portsmouth
Mixed-use
VPA: \$29.3 M



Portsmouth, long term success.



What you can do:

5. Realize that Parking is Subsidized.

What is Parking?

Measuring Manchester space

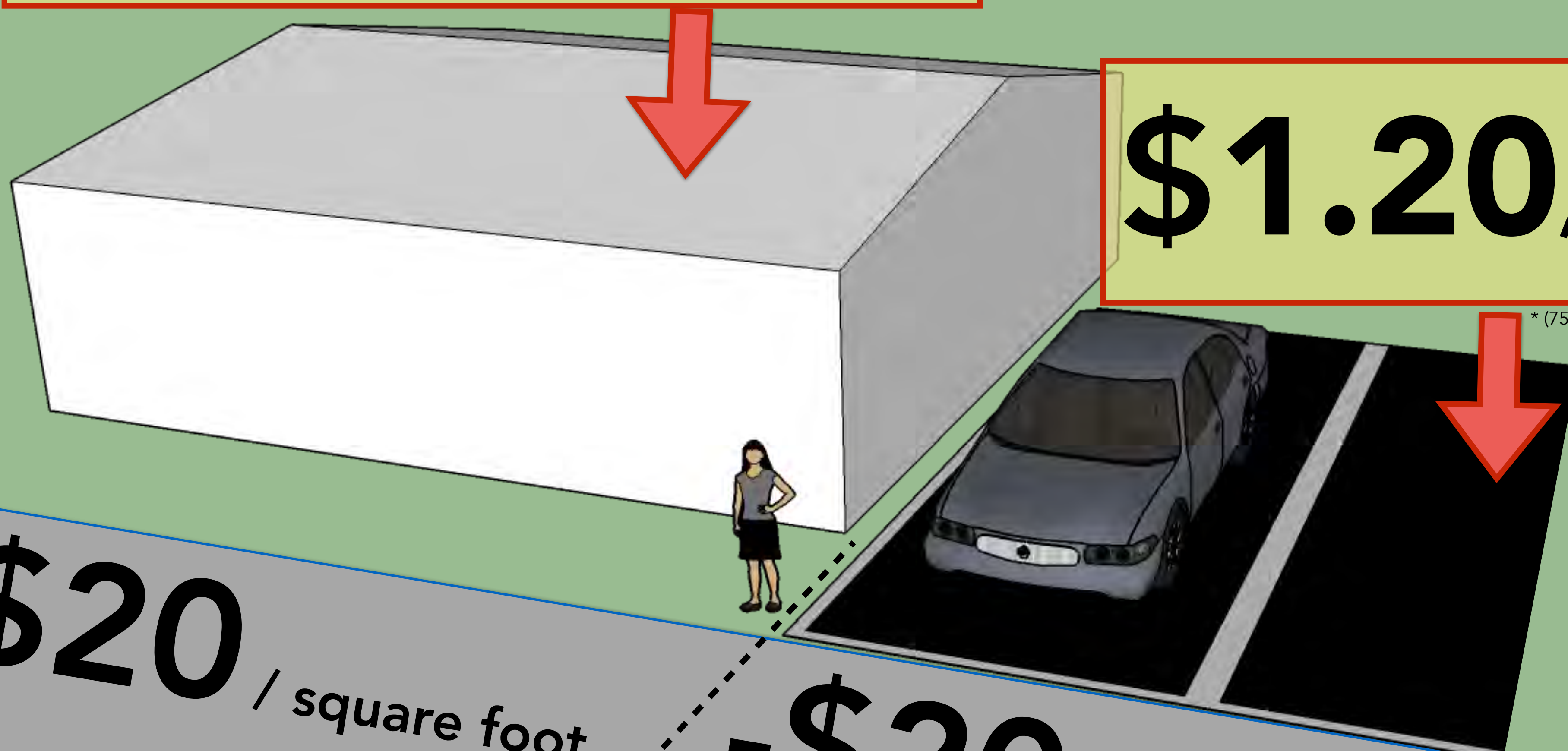
\$90/square foot

\$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



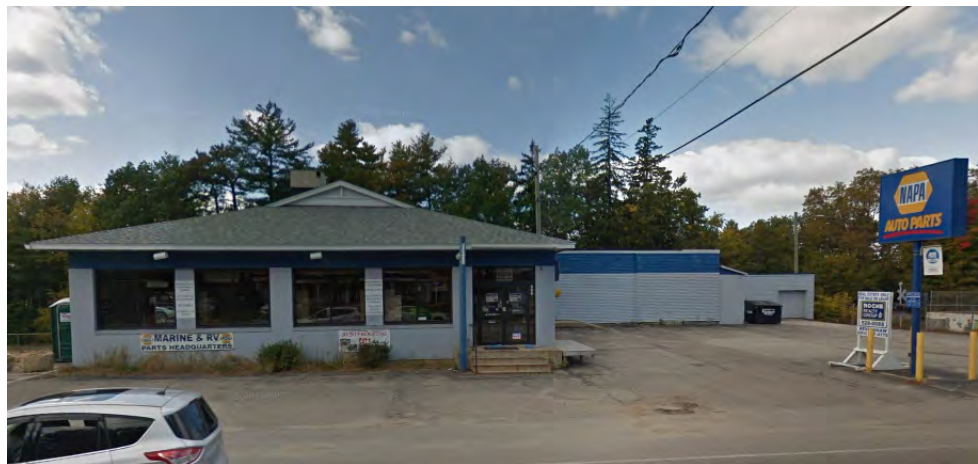
Pelham
Commercial
VPA: \$0.5 M



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. Measure What You Own

Roads over Time

Manchester, NH

111,000 people

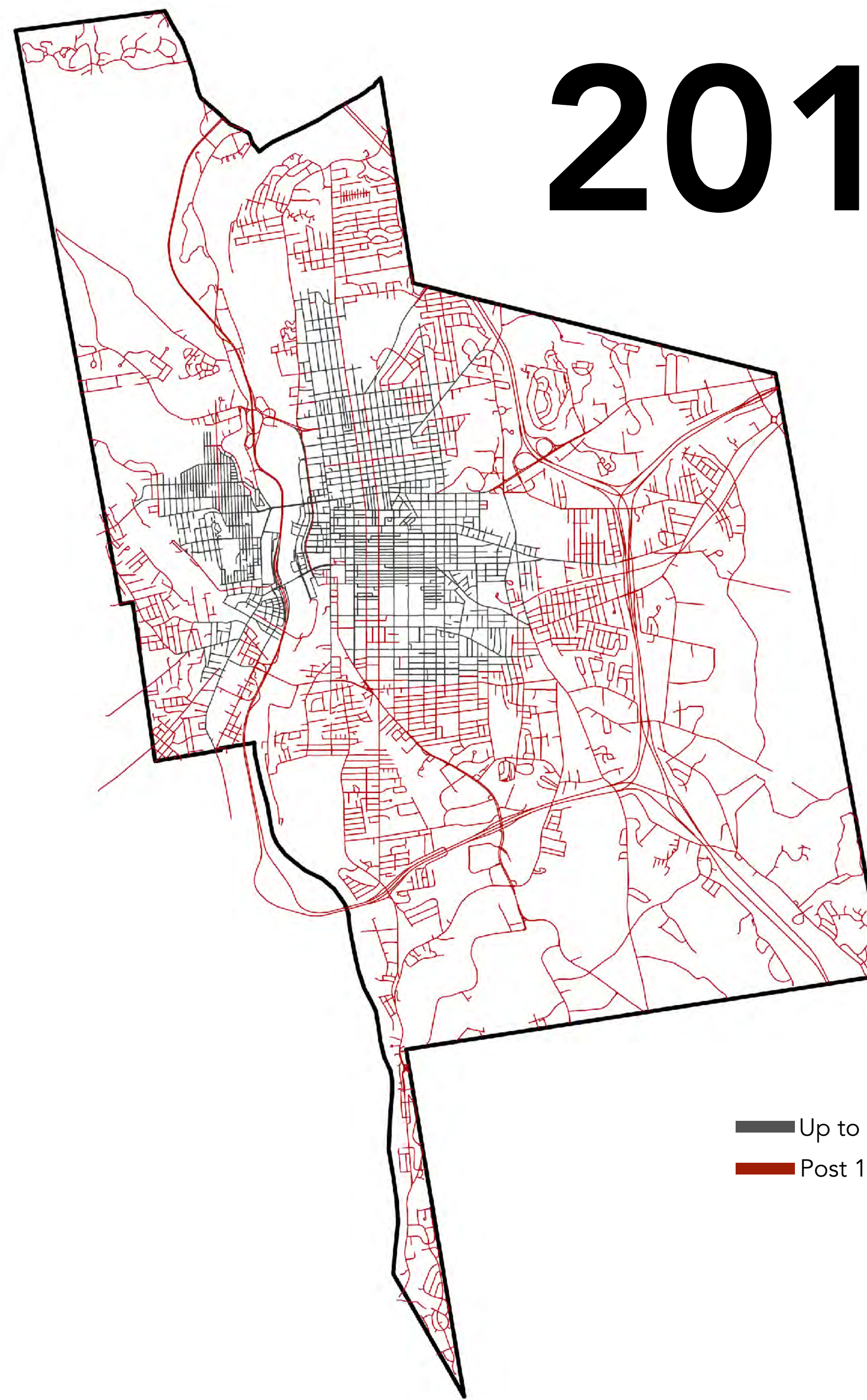
535 miles* of road

25.4 feet of road per person

Population **44%**

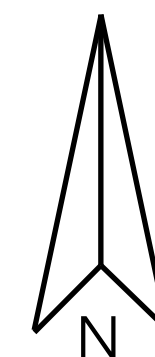
Feet per person

163% Increase



2018

— Up to 1925
— Post 1925



*Road centerline miles

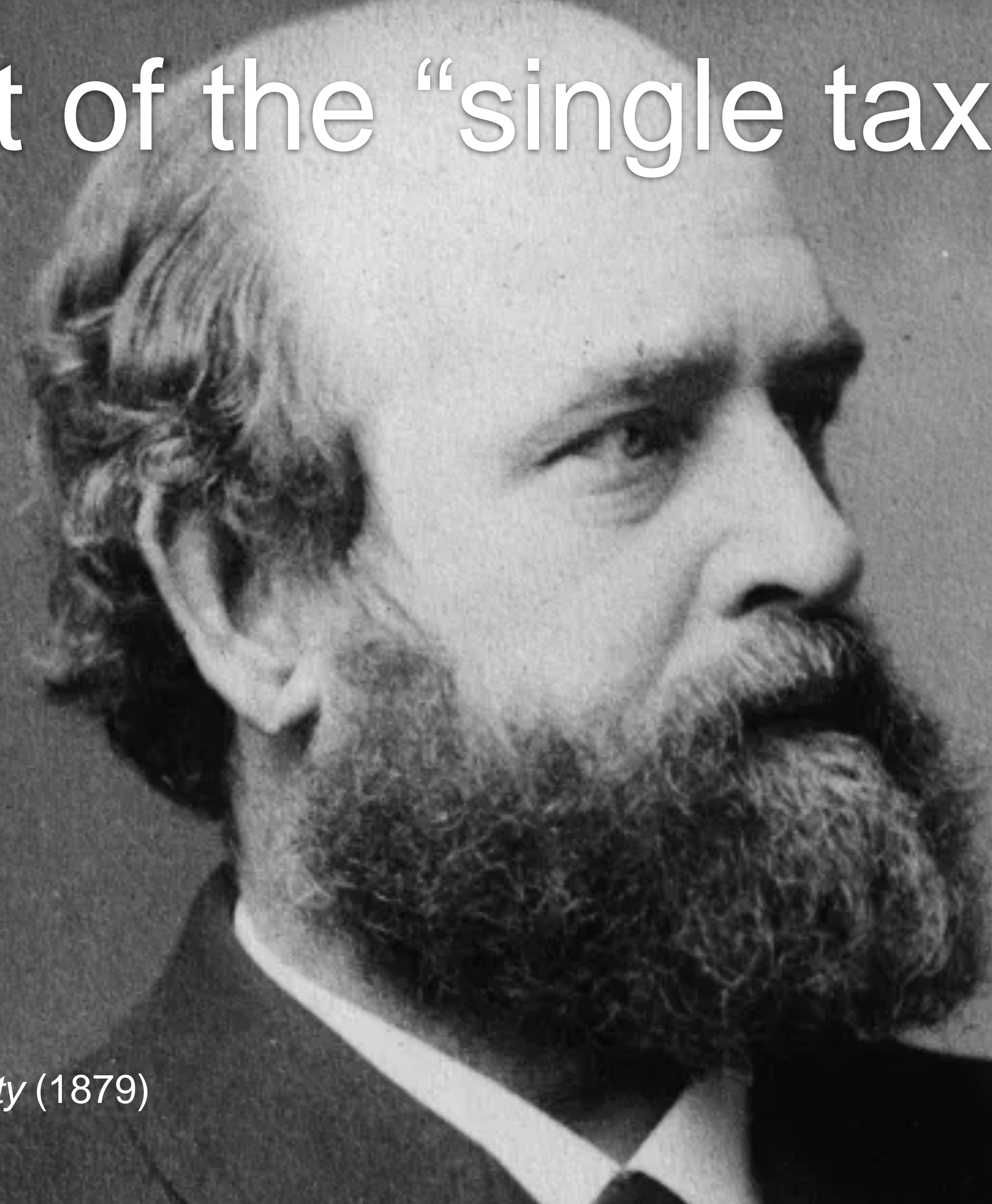
What you can do:

8. Consider the Tax System

Question:

What is an appropriate tax?

Proponent of the “single tax” on land.



Henry George

Author of *Progress and Poverty* (1879)

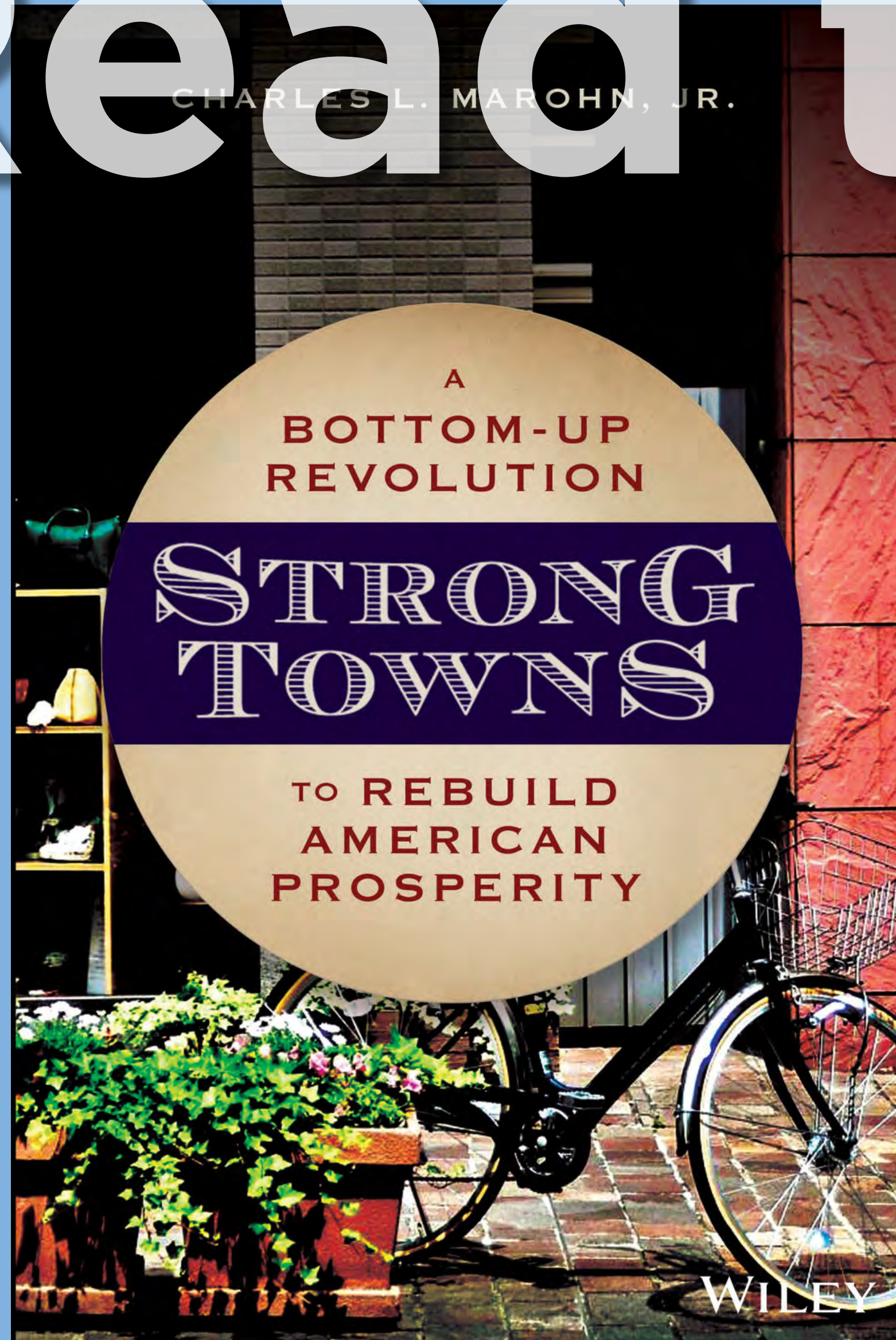
1839-97



by Elizabeth Magie Phillips
FAMOUS ORIGINATOR OF GAMES



Read this book!



DO THE MATH



Next :

Questions?