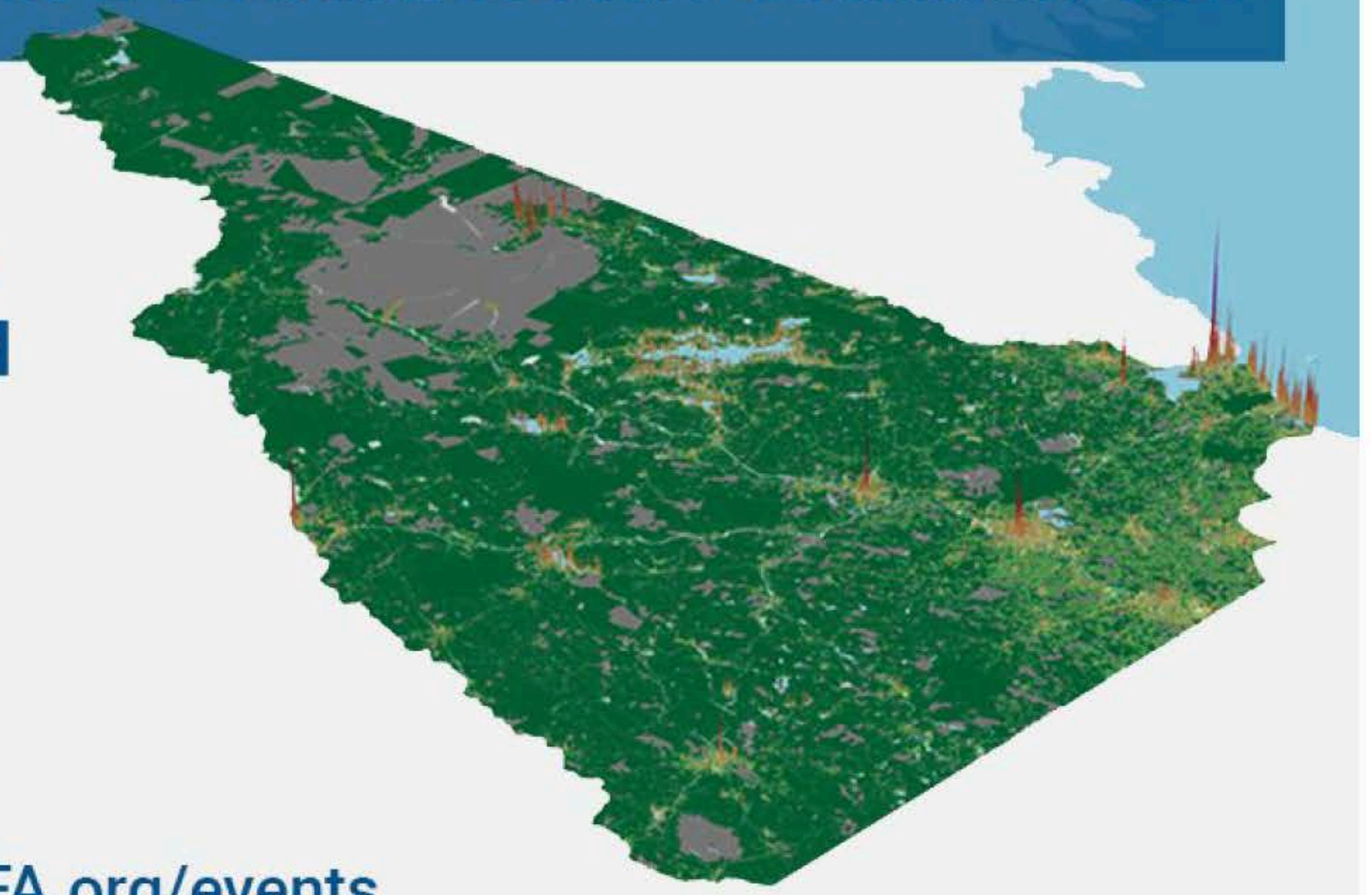
From the Outskirts to Downtown:
Taxes, Land Use & Value in 2 Southwest NH Communities



A virtual presentation by
Joe Minicozzi AICP | **Urban3**
January 20, 2021 at 6:30 PM

Hosted by
Southwest Region Planning Commission
Keene | Peterborough

NEW HAMPSHIRE HOUSING

NHHFA.org/events

NEW HAMPSHIRE HOUSING

LEAD SPONSOR

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CRAIG, DEACHMAN & ASSOCIATES

ATTORNEYS AT LAW

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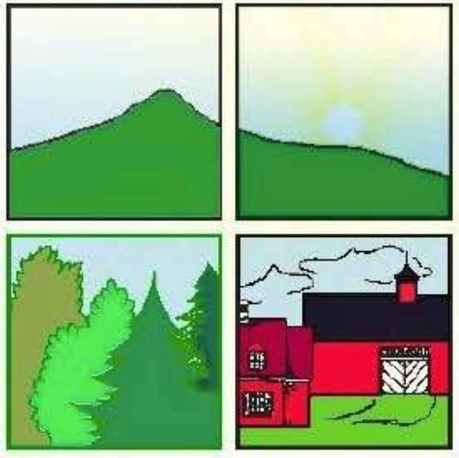
RBC Capital Markets

TD Bank

NEW HAMPSHIRE HOUSING



Southwest Region Planning Commission

NEW HAMPSHIRE HOUSING

Our thanks to all the communities that supported this study.



Value per acre map of
Auckland, New Zealand

URBAN3

Economics of Land Use

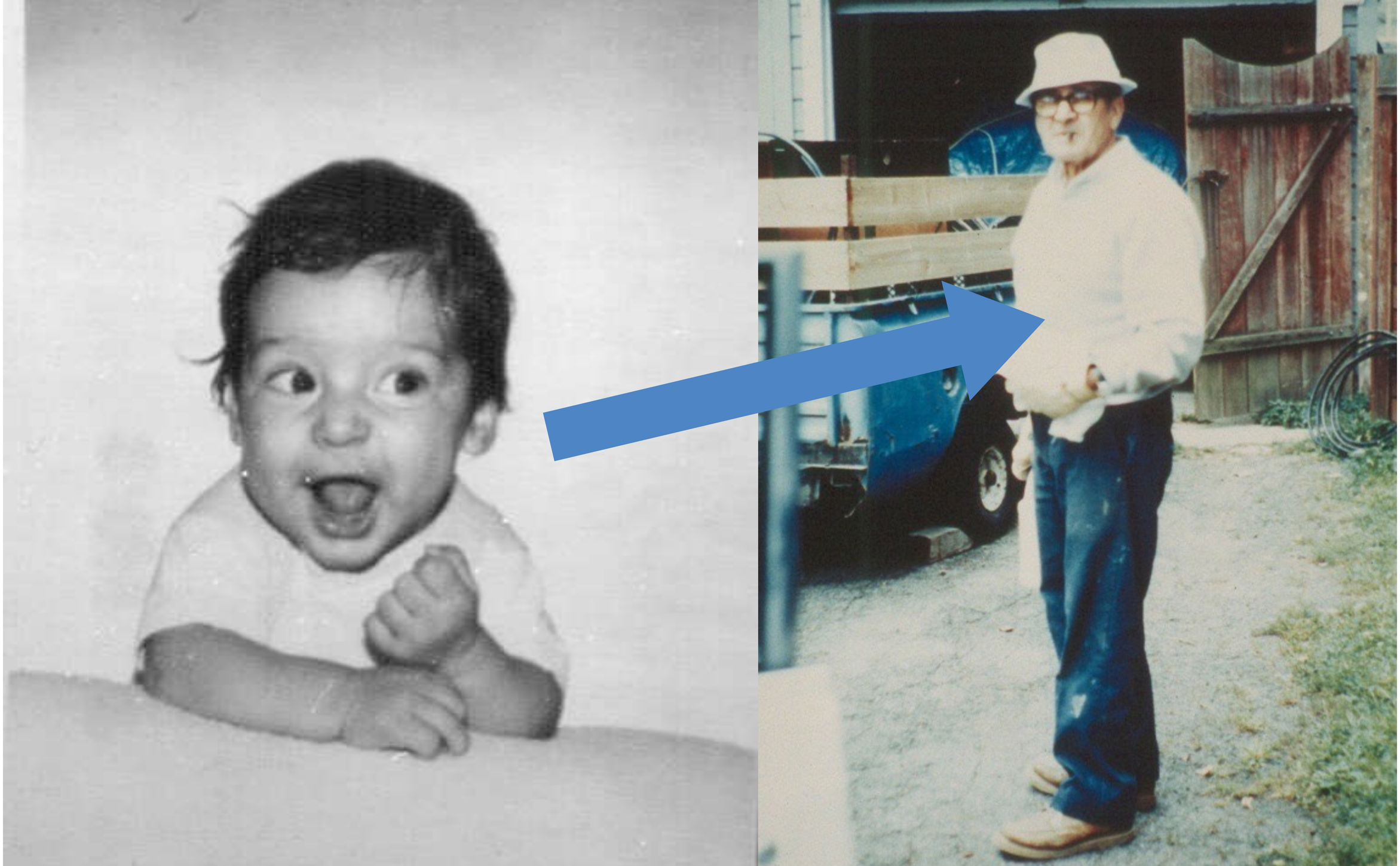
DNA

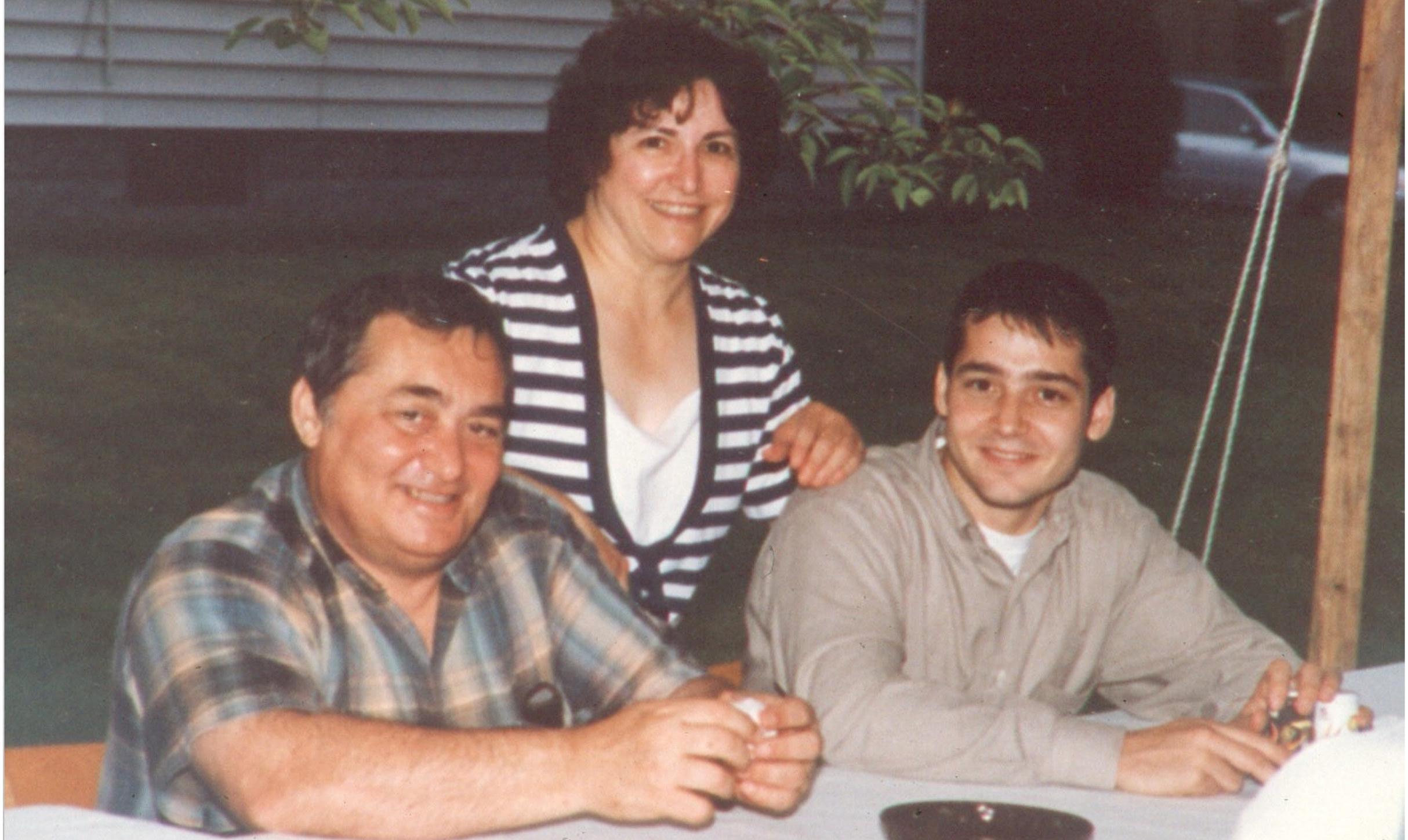


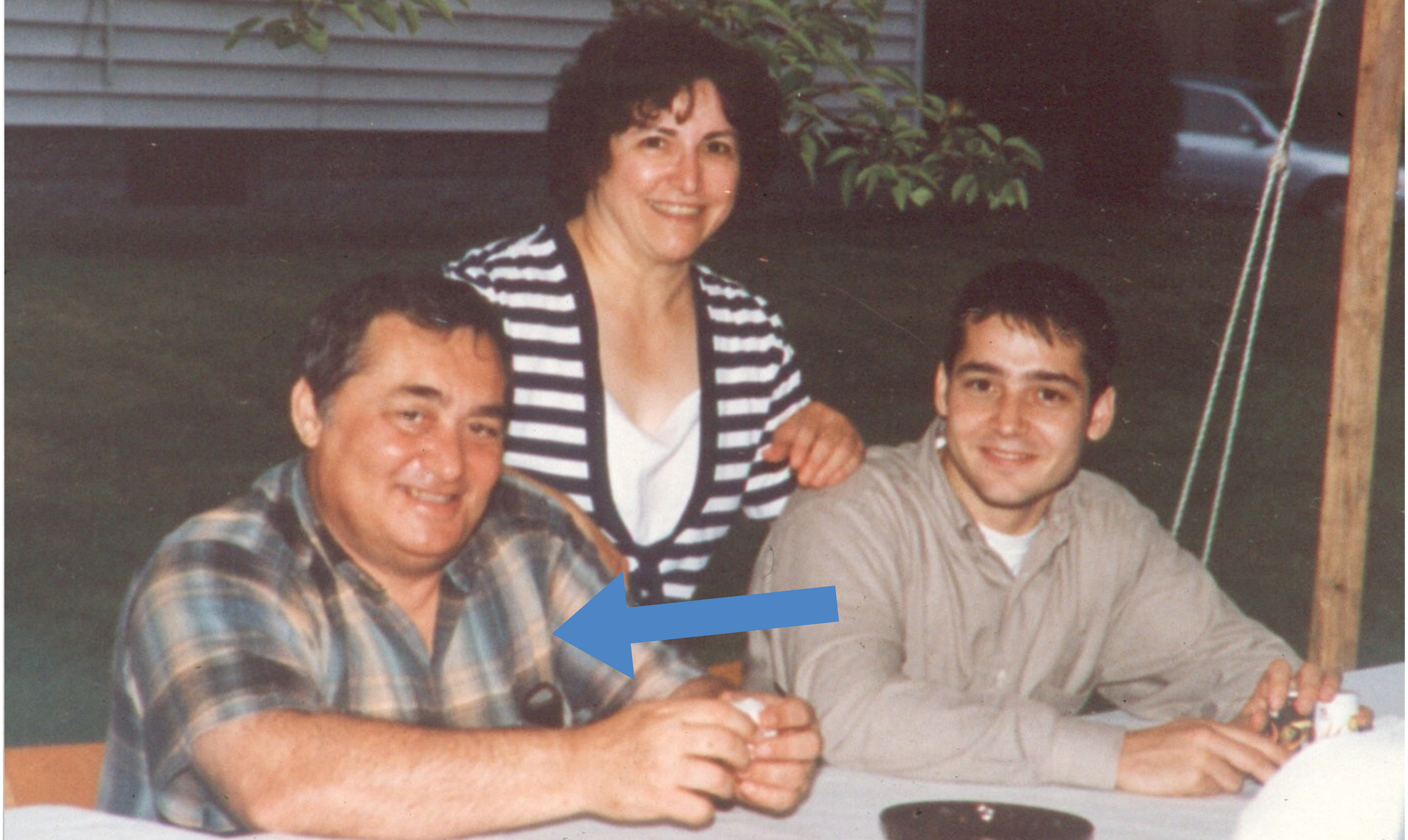
NIA

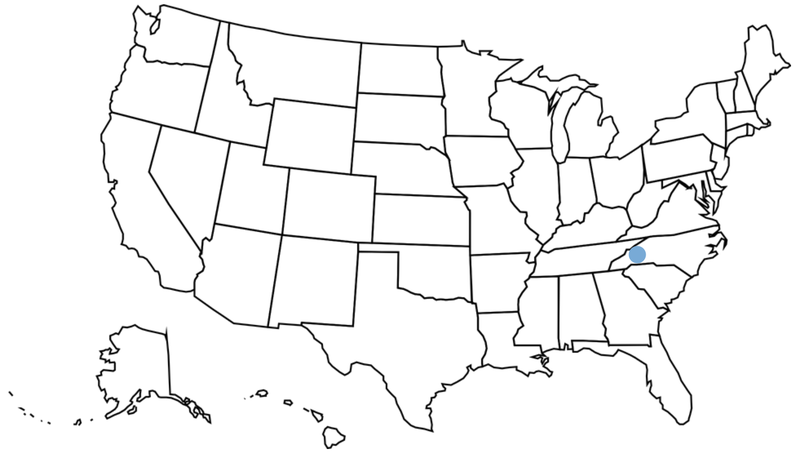












Case Study: Economic MRI®

Asheville, North Carolina

URBAN3





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."

Public Interest Projects



Julian Price

1941 - 11/19/2001

Salsa's & Zambras

City Seeds



URBAN3

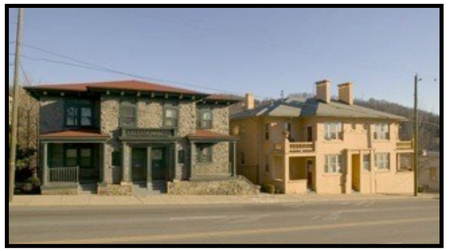






51 Biltmore

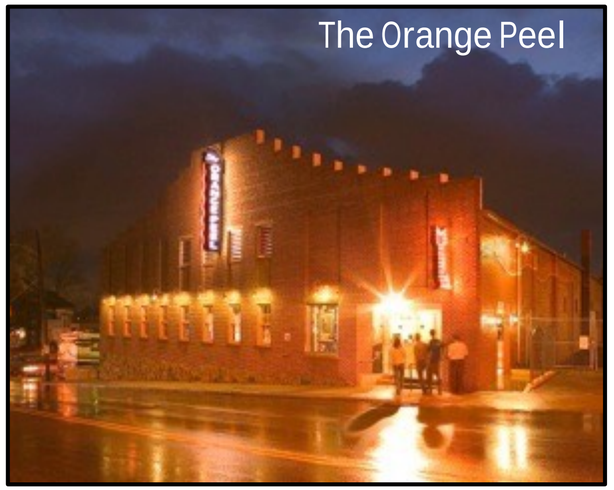




The Mountain Xpress

The Alternative Reading Room

The Dogwood Fund



Downtown benches



YWCA

The Public Service Building

The Laughing Seed


JACK SCHULMAN
53
BUYERS MARKET



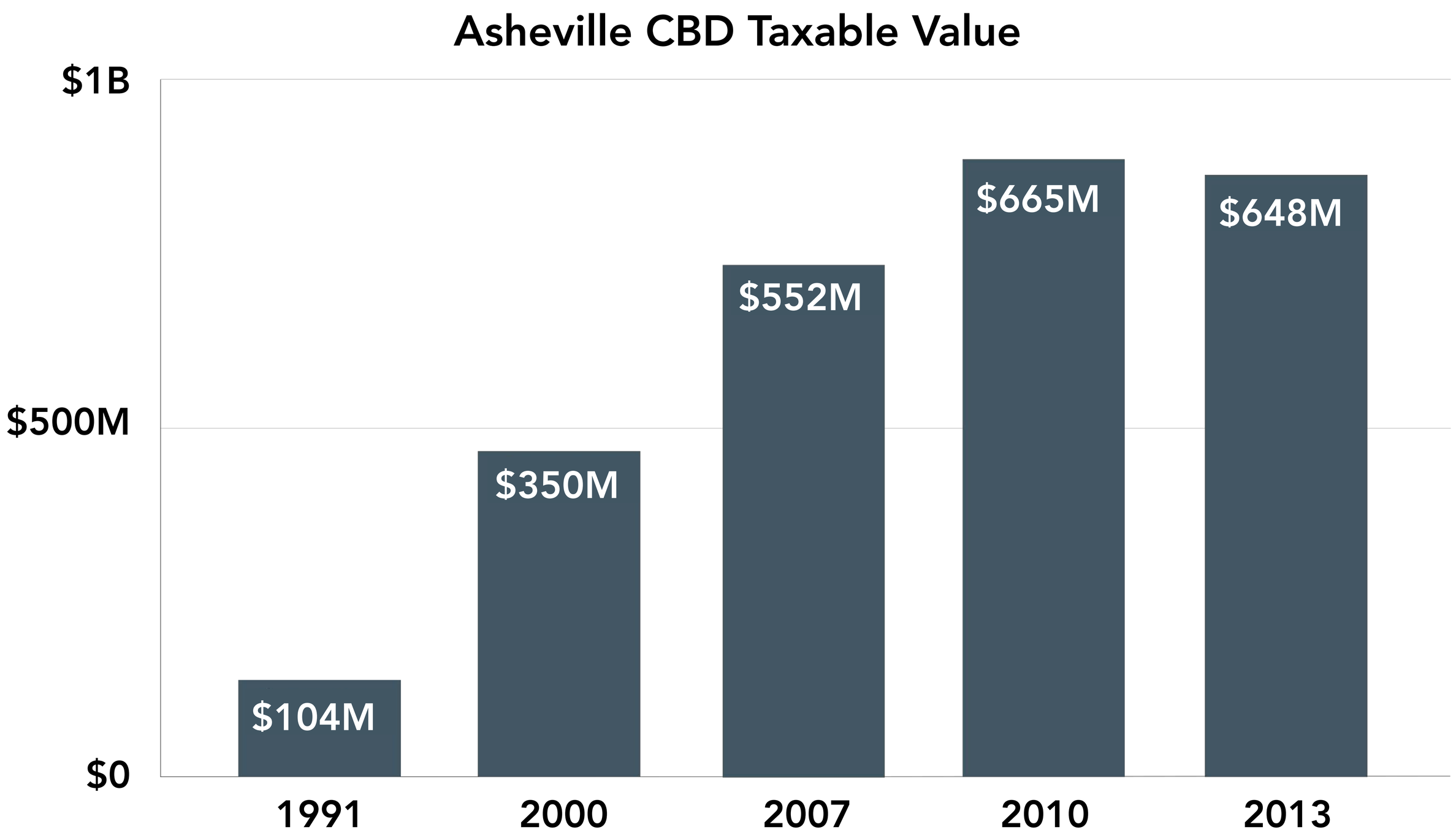

TOYOTA

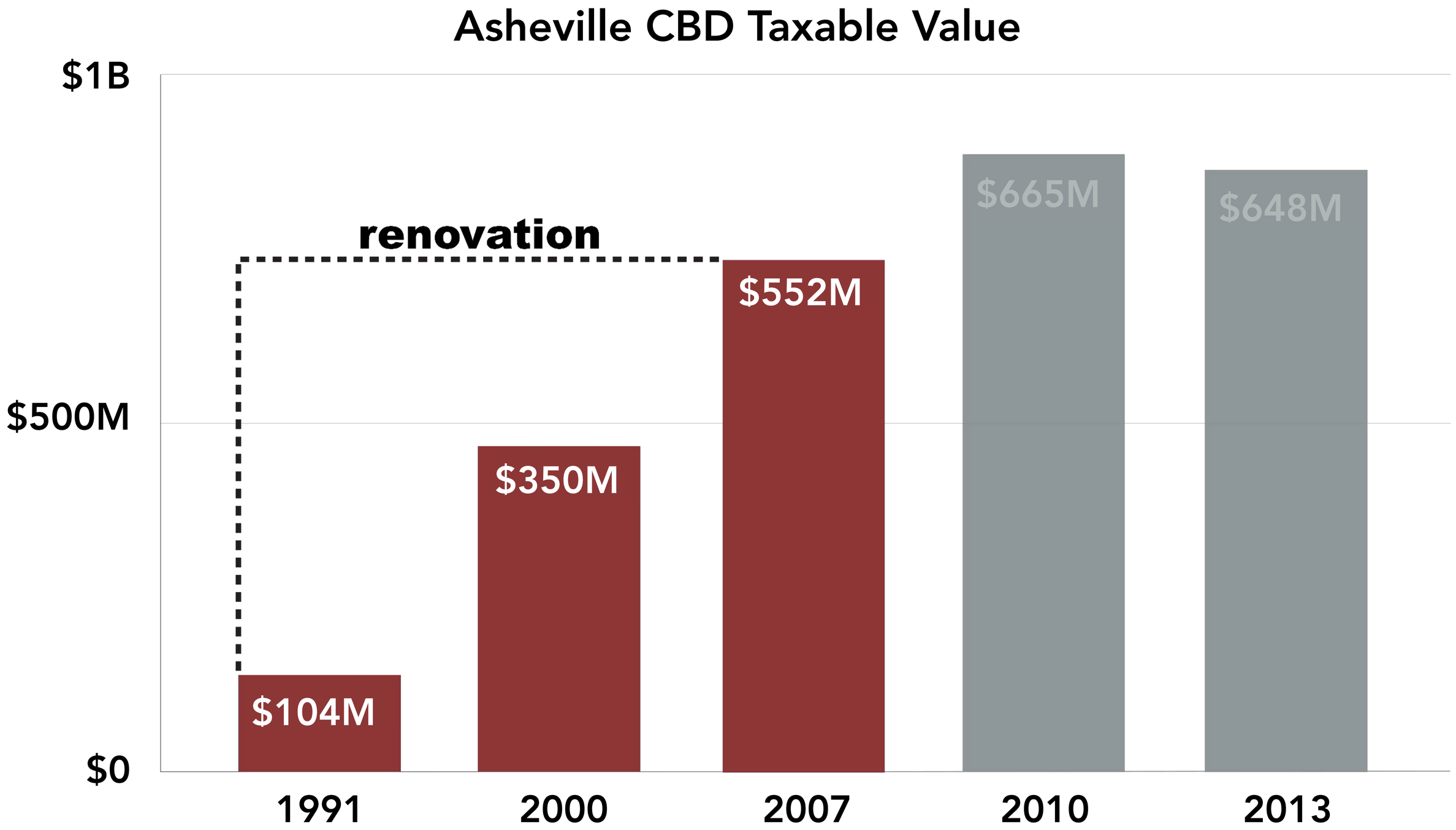


In God we trust; everyone else, bring data.

Mayor Michael Bloomberg




Asheville CBD Taxable Value
$1B
$500M
$0
$104M
$350M
$552M
$665M
$648M
1991
2000
2007
2010
2013


Asheville CBD Taxable Value
$1B
$500M
$0
renovation
$104M
$350M
$552M
$665M
$648M
1991
2000
2007
2010
2013

WELCOME TO ASHEVILLE



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
- Chris Peterson - Fresh New Ideas
- Charles Worley - Fresh New Ideas
- Bill Moore - 2 year Incumbent
- Carr Swicegood - 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.

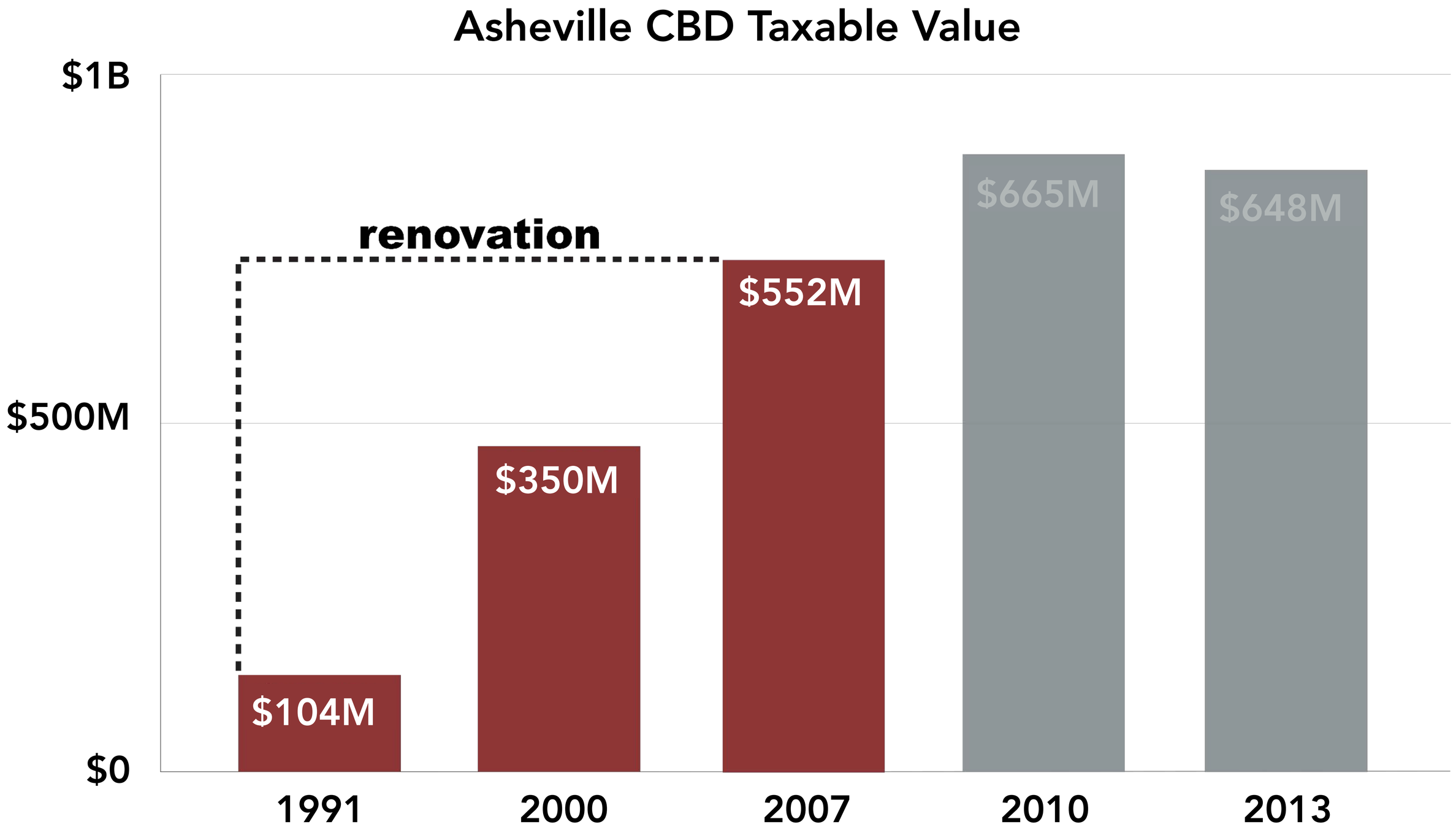
THEY'VE BEEN IN CHARGE TOO LONG!

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
$1B
$500M
$0
renovation
$104M
$350M
$552M
$665M
$648M
1991
2000
2007
2010
2013

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!
AshevilleRiverGate.com

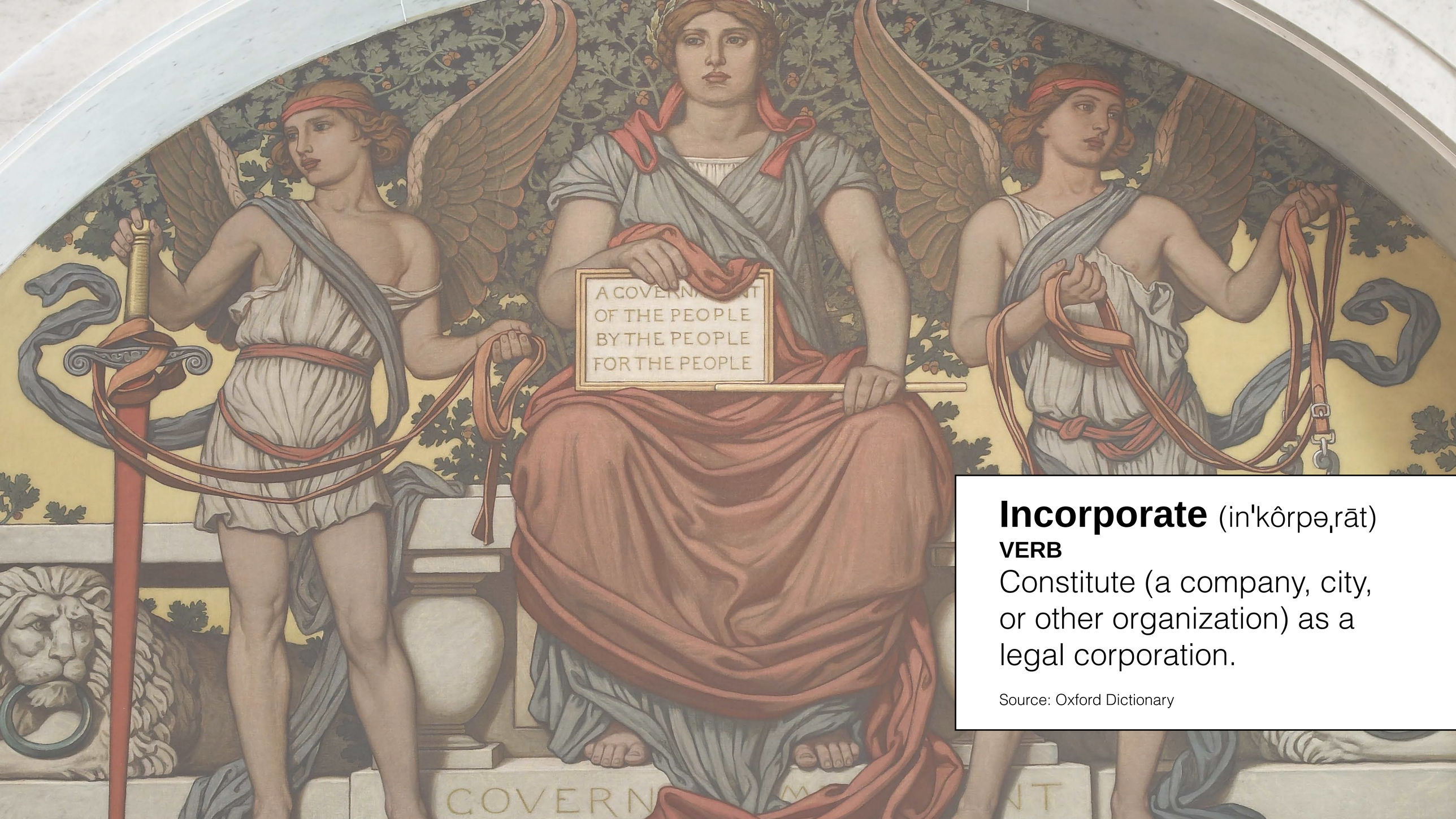


What is a City?

Photo: James Harrison



What is a City?



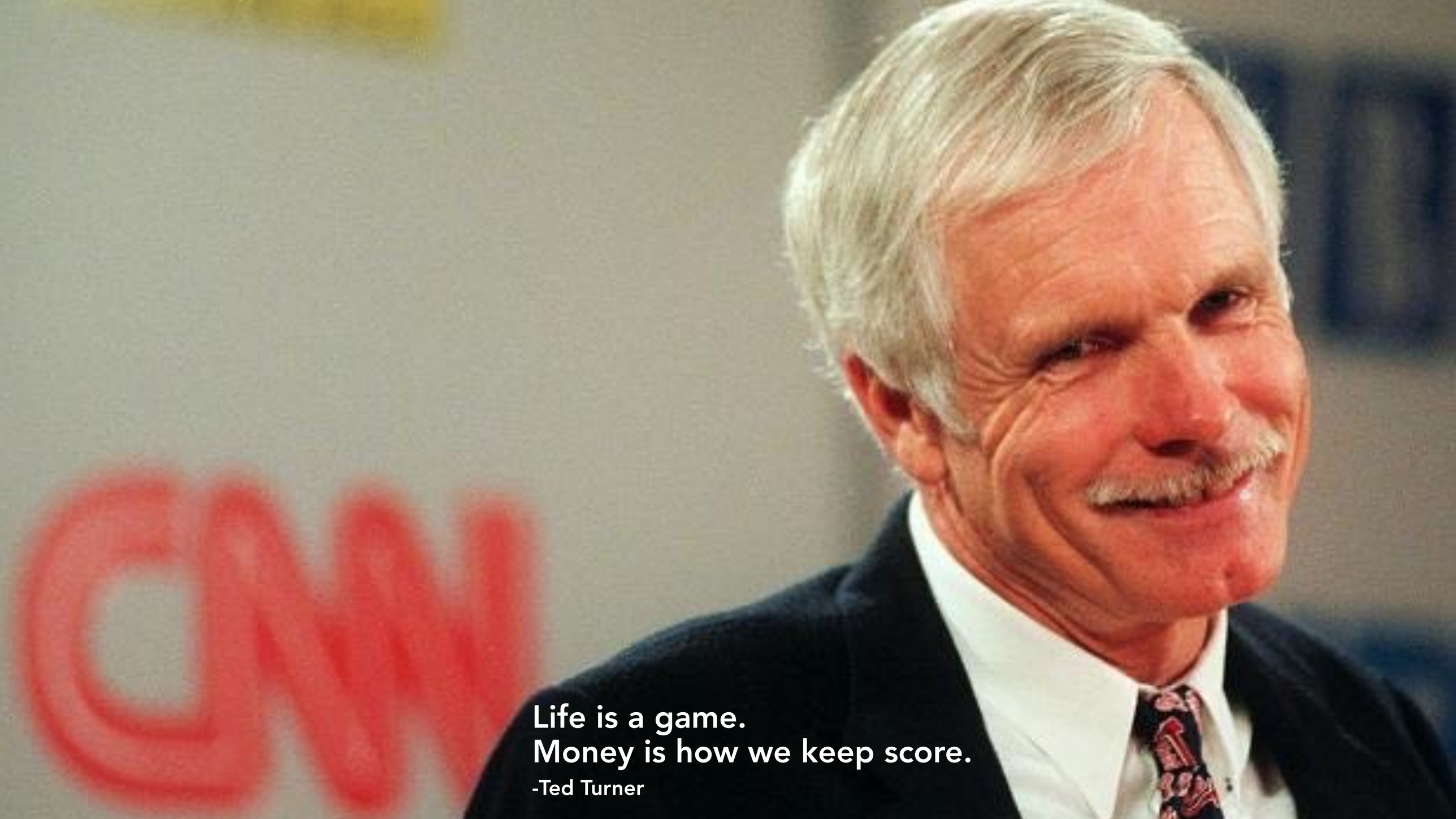
Incorporate (in'kôrpəˌrāt)

VERB

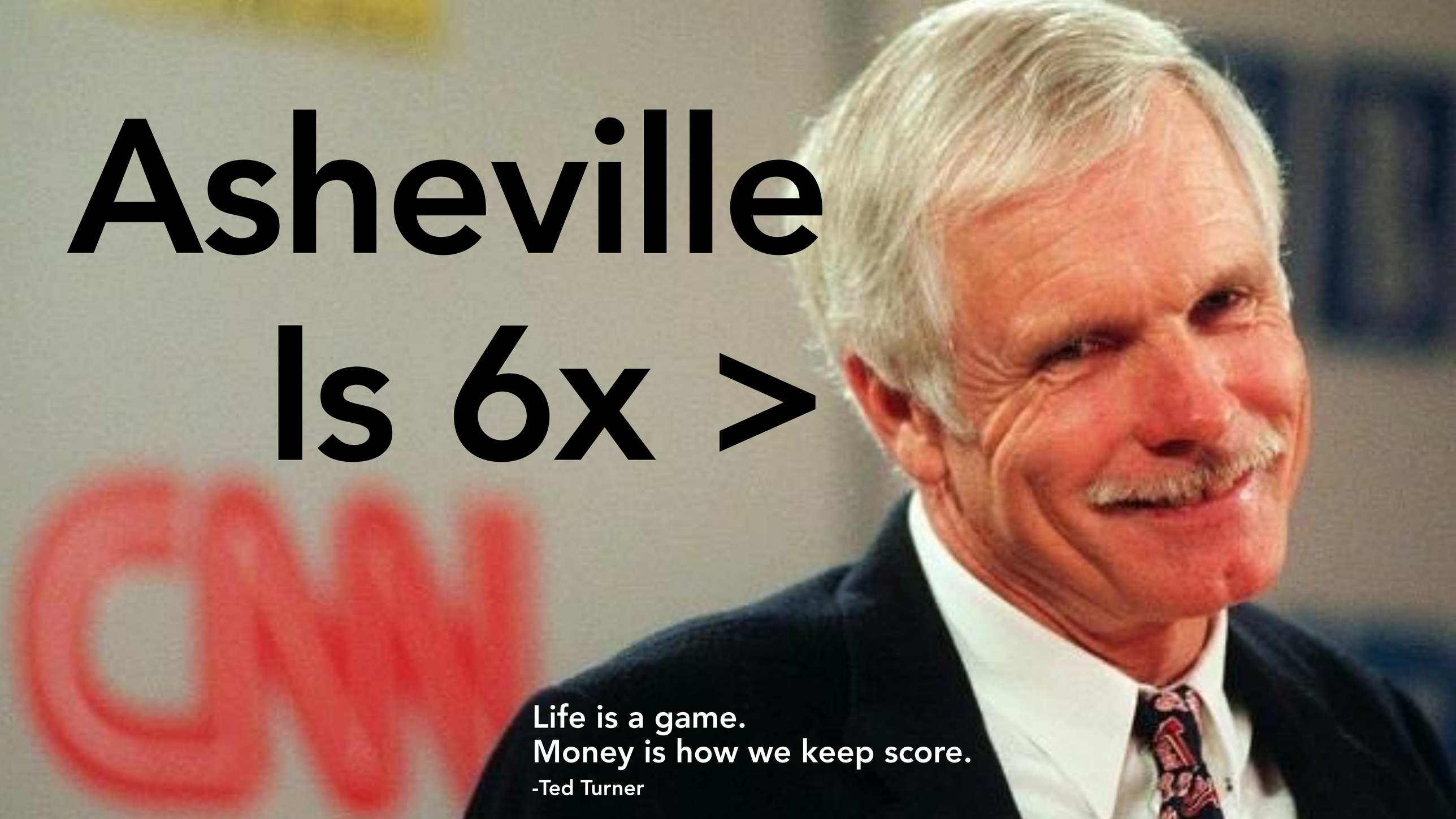
Constitute (a company, city, or other organization) as a legal corporation.

Source: Oxford Dictionary


“The United States
is the largest
corporation
in the world.”
Joe Biden
United States Vice President
Late Show: 12/6/2016
U.S. Code Title 28: Part VI, Chapter 176, Subchapter A: §302(15)A


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

Asheville Is 6x >







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

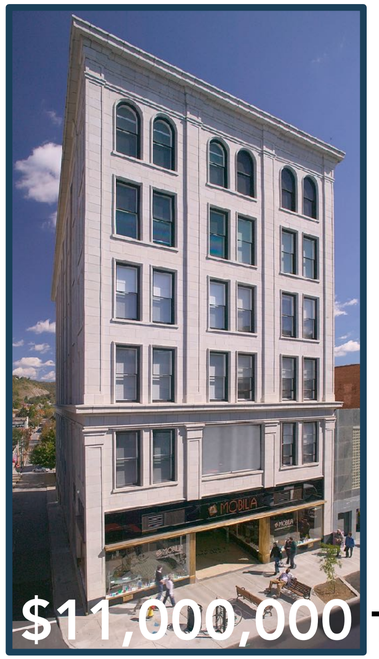
1/5 acre





Asheville Walmart

Downtown



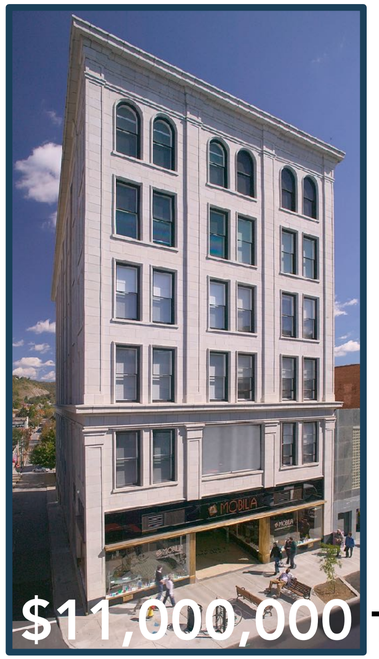
$11,000,000 Tax Value

URBAN3



Asheville Walmart

Downtown



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Asheville Walmart



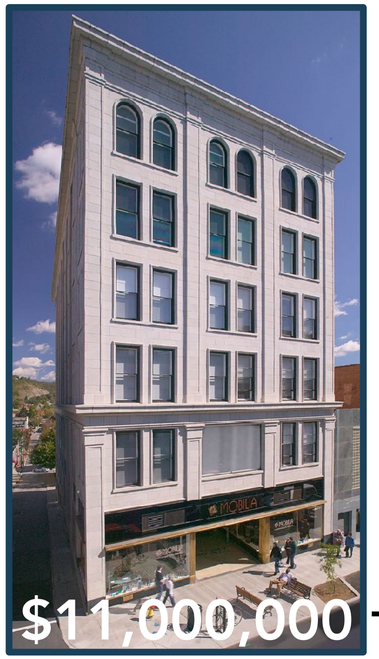
$20,000,000 Tax Value

34

0.2

Land Consumed (acres)

Downtown



$11,000,000 Tax Value

URBAN3

Asheville Walmart



34

0.2

Land Consumed (acres)

Downtown



$6.5K

$634K

Total Property Taxes/Acre

URBAN3

Asheville Walmart



Downtown



34 | 0.2

Land Consumed (acres)

$6.5K | $634K

Total Property Taxes/Acre

$48K | $84K

City Sales Taxes/Acre

URBAN3

Asheville Walmart



Downtown



	Asheville Walmart	Downtown
Land Consumed (acres)	34	0.2
Total Property Taxes/Acre	$6.5K	$634K
City Sales Taxes/Acre	$48K	$84K
Residents/Acre	0	90

URBAN3

Asheville Walmart



Downtown



	Asheville Walmart	Downtown
Land Consumed (acres)	34	0.2
Total Property Taxes/Acre	$6.5K	$634K
City Sales Taxes/Acre	$48K	$84K
Residents/Acre	0	90
Jobs/Acre	6	74

URBAN3

International Association of Assessing Officers

80th International Conference

Sacramento, CA

August 26, 2014

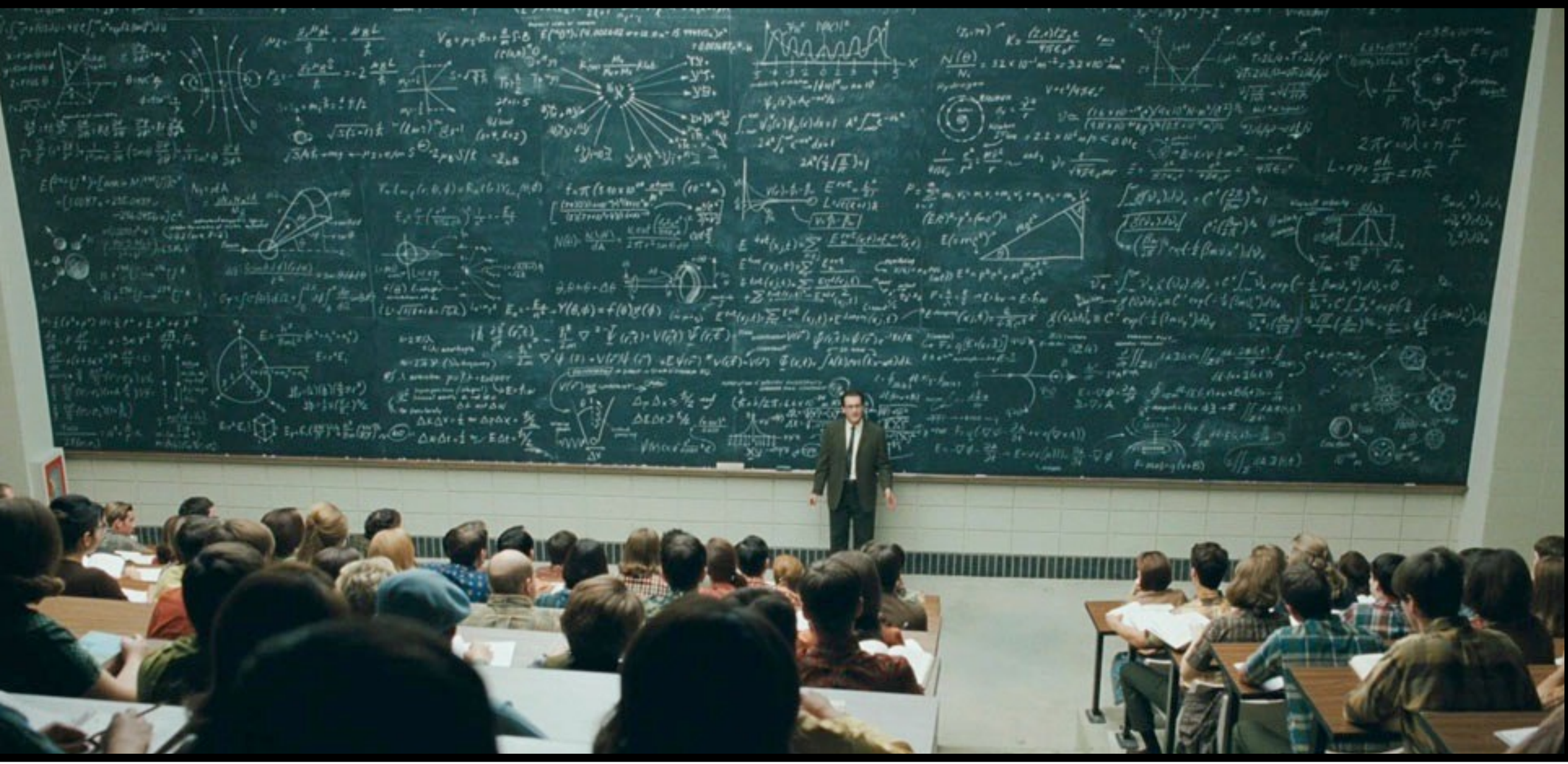


Charles Terrell, CMI

Walmart

Director of Property Tax





Scary Math

How do you compare cars?



Ford F150 Lariat LTD
648 miles per tank



1955 BMW Isetta
245 miles per tank



Toyota Prius
571 miles per tank



Rolls-Royce Phantom Drophead
380 miles per tank



Bugatti Veyron SS
390 miles per tank

How do you compare cars?



Ford F150 Lariat LTD
648 miles per tank



Toyota Prius
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1955 BMW Isetta
245 miles per tank



Rolls-Royce Phantom Drophead
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Bugatti Veyron SS
390 miles per tank

How do you compare cars?



Ford F150 Lariat LTD
13/18 mpg



1955 BMW Isetta
50/70 mpg



Toyota Prius
51/48 mpg



Rolls-Royce Phantom Drophead
11/18 mpg



Bugatti Veyron SS
8/14 mpg

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Ford F150 Lariat LTD
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1955 BMW Isetta
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Toyota Prius
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Rolls-Royce Phantom Drophead
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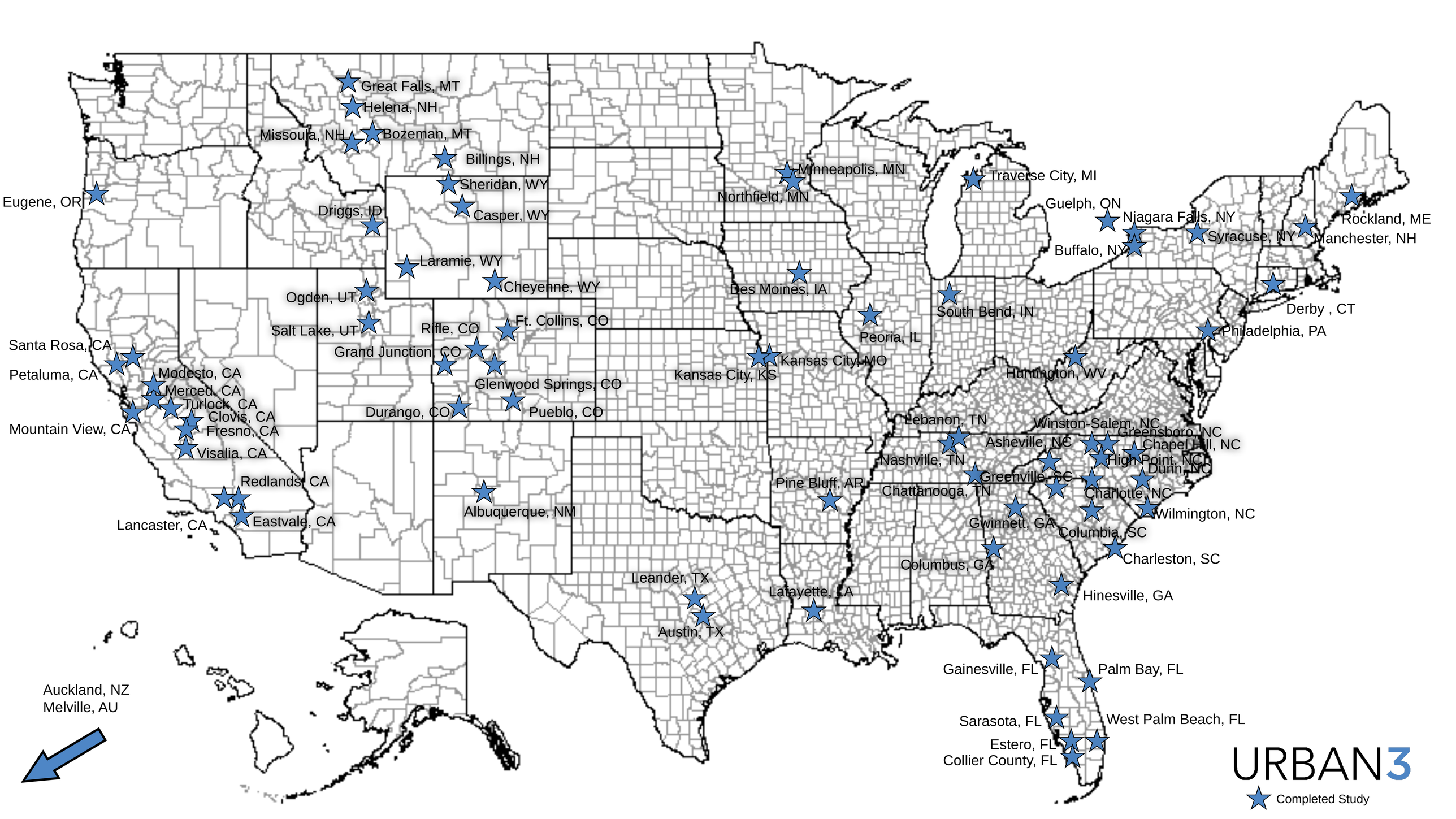
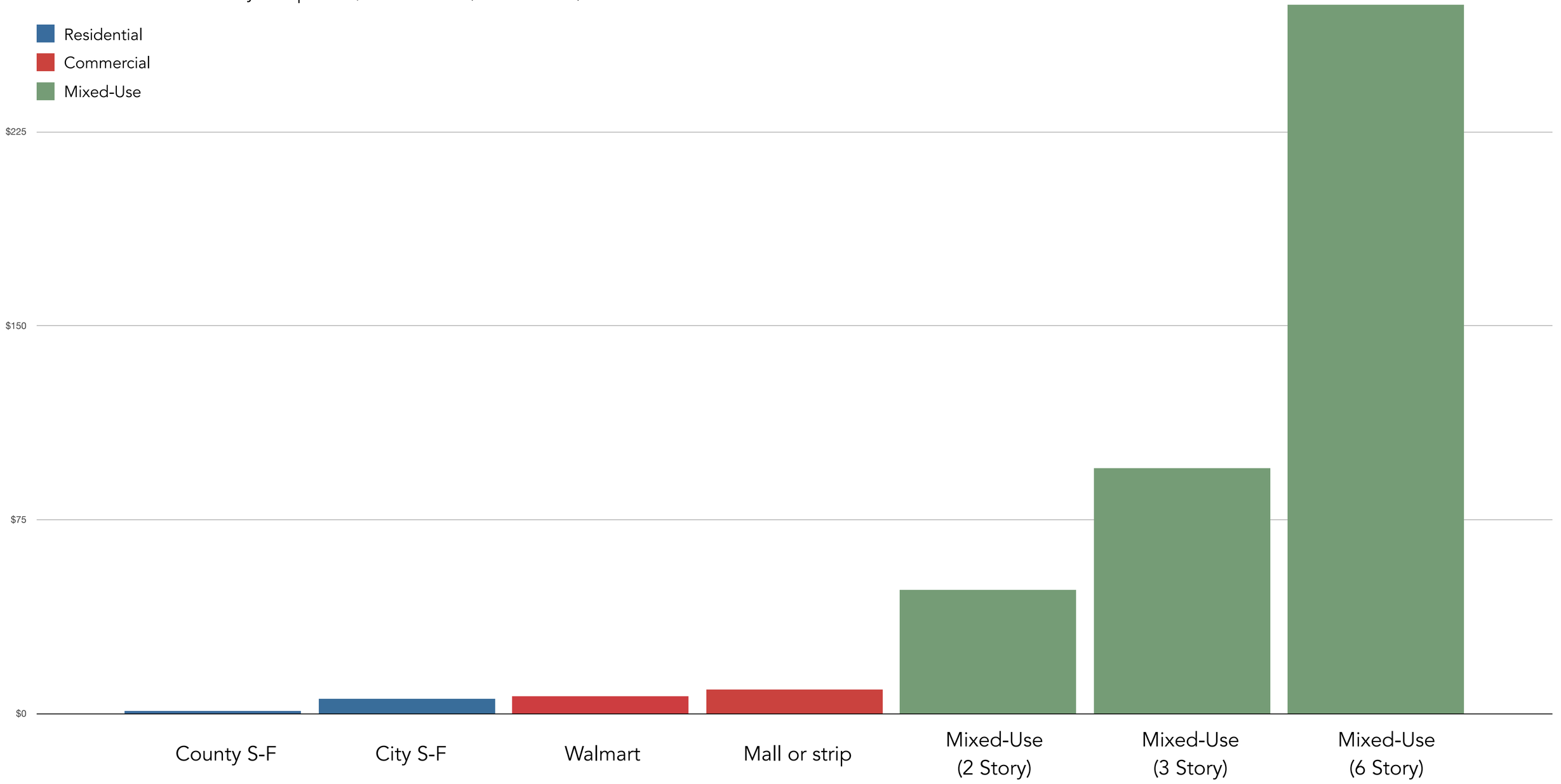
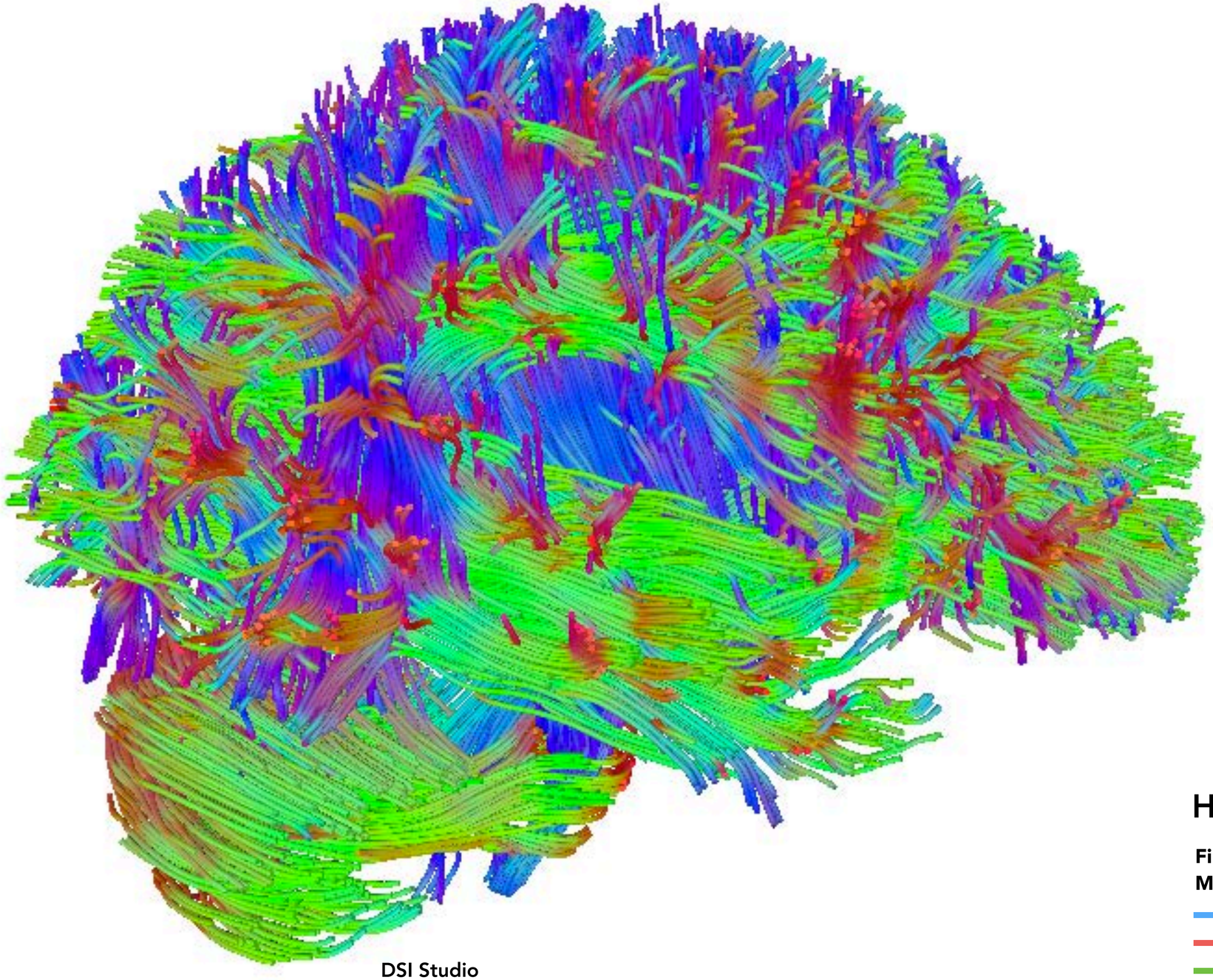

Great Falls, MT
Helena, NH
Missoula, NH
Bozeman, MT
Billings, NH
Sheridan, WY
Eugene, OR
Driggs, ID
Casper, WY
Laramie, WY
Cheyenne, WY
Ogden, UT
Salt Lake, UT
Rifle, CO
Ft. Collins, CO
Grand Junction, CO
Glenwood Springs, CO
Durango, CO
Pueblo, CO
Santa Rosa, CA
Petaluma, CA
Modesto, CA
Merced, CA
Turlock, CA
Clovis, CA
Fresno, CA
Visalia, CA
Mountain View, CA
Redlands, CA
Eastvale, CA
Lancaster, CA
Albuquerque, NM
Minneapolis, MN
Northfield, MN
Traverse City, MI
Guelph, ON
Niagara Falls, NY
Buffalo, NY
Syracuse, NY
Rockland, ME
Manchester, NH
Des Moines, IA
South Bend, IN
Derby , CT
Philadelphia, PA
Peoria, IL
Kansas City, MO
Kansas City, KS
Huntington, WV
Lebanon, TN
Winston-Salem, NC
Greensboro, NC
Asheville, NC
Chapel Hill, NC
Nashville, TN
High Point, NC
Dunn, NC
Greenville, SC
Pine Bluff, AR
Chattanooga, TN
Charlotte, NC
Wilmington, NC
Gwinnett, GA
Columbia, SC
Charleston, SC
Columbus, GA
Leander, TX
Lafayette, LA
Hinesville, GA
Austin, TX
Gainesville, FL
Palm Bay, FL
Sarasota, FL
West Palm Beach, FL
Estero, FL
Collier County, FL
Auckland, NZ
Melville, AU
URBAN3
Completed Study

County Property Taxes/Acre

URBAN3
Joseph Minicozzi, AICP

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



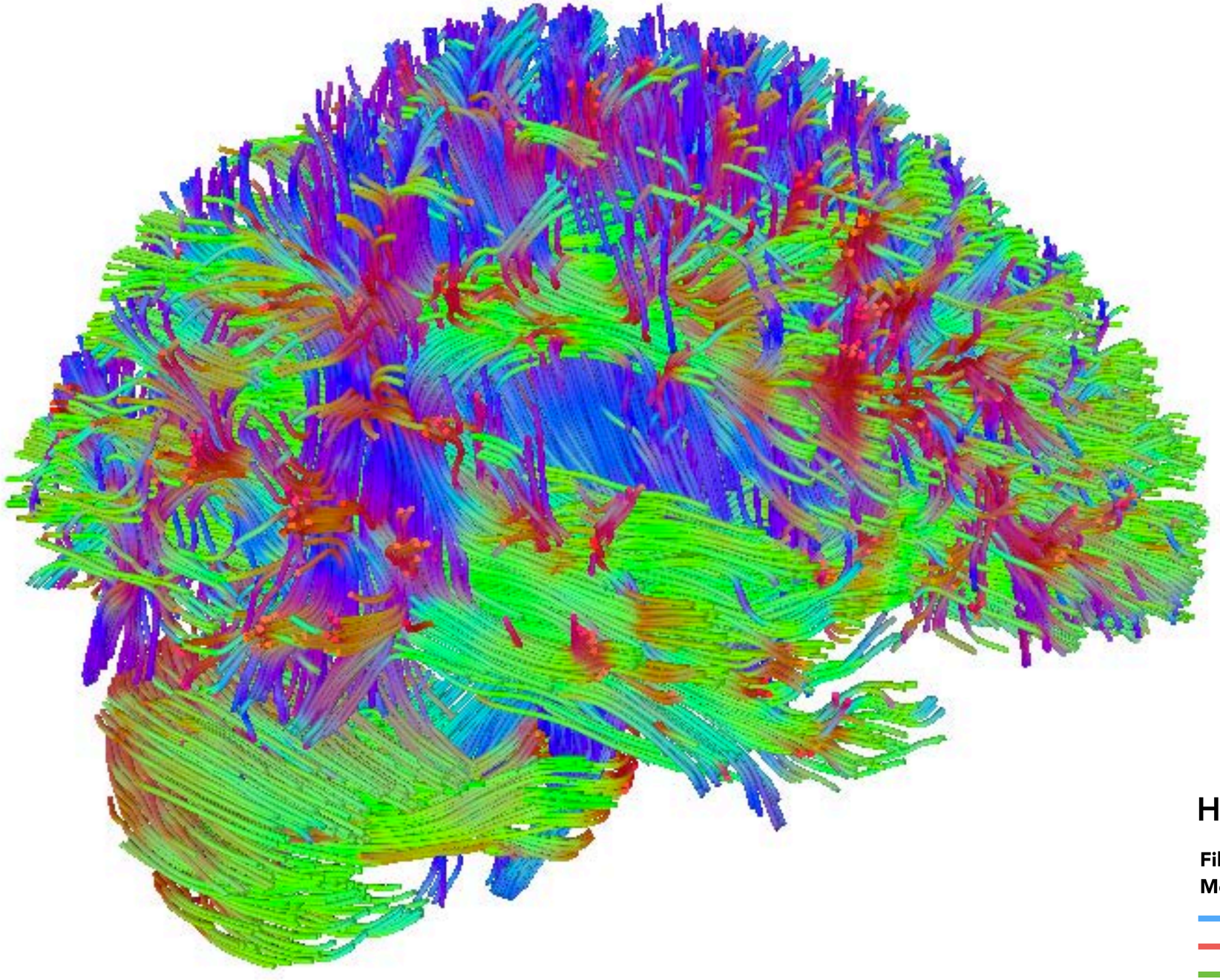


DSI Studio

Human Connectome Project

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

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



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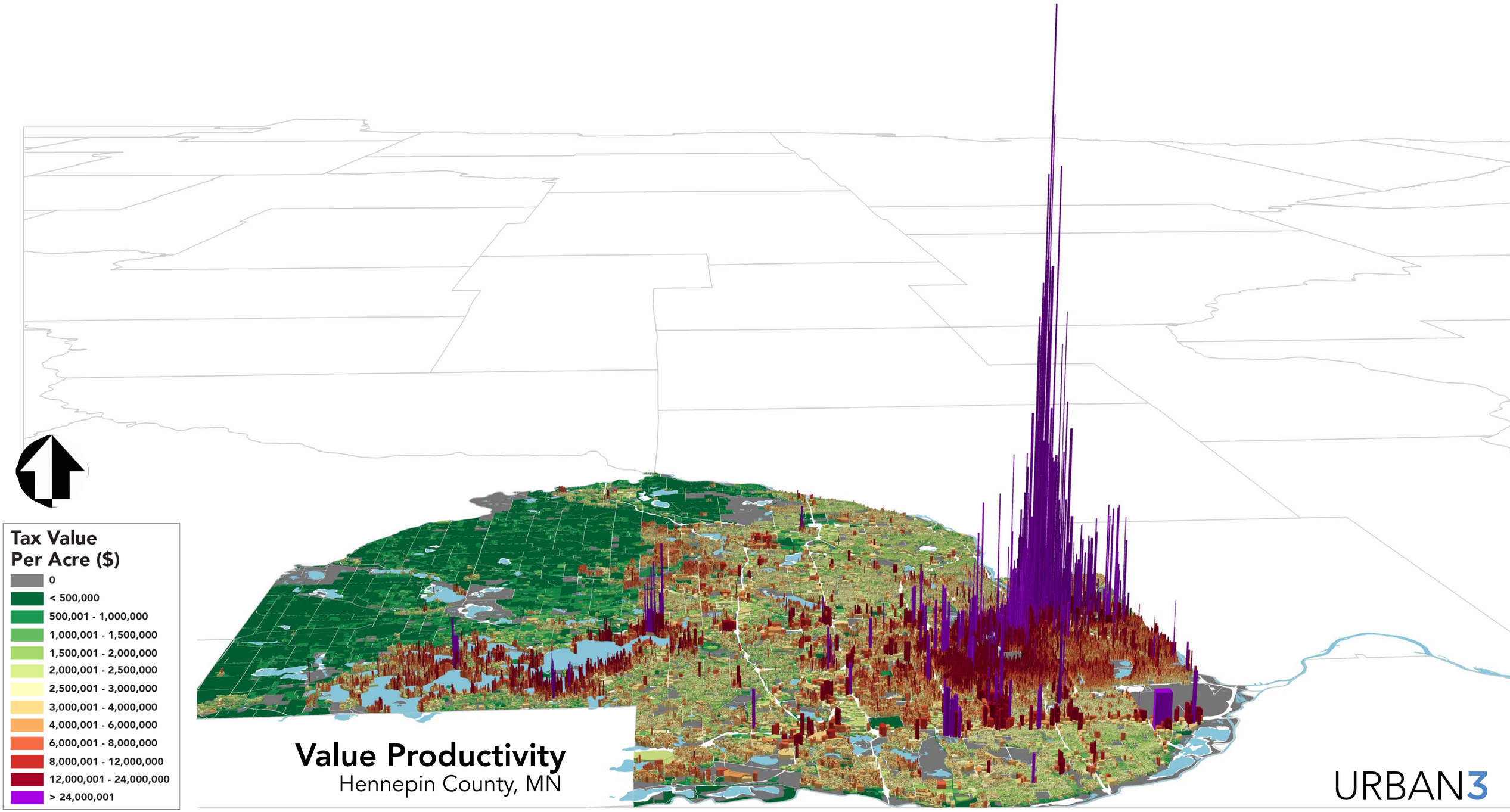
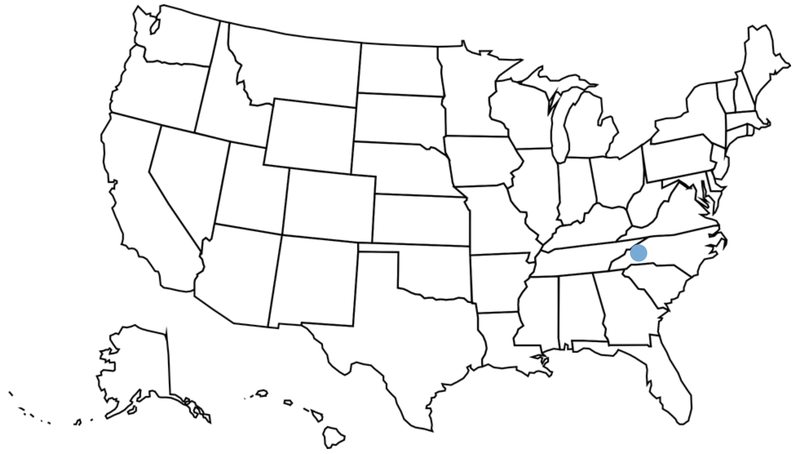

Tax Value
Per Acre ($)
0
< 500,000
500,001 - 1,000,000
1,000,001 - 1,500,000
1,500,001 - 2,000,000
2,000,001 - 2,500,000
2,500,001 - 3,000,000
3,000,001 - 4,000,000
4,000,001 - 6,000,000
6,000,001 - 8,000,000
8,000,001 - 12,000,000
12,000,001 - 24,000,000
> 24,000,001
Value Productivity
Hennepin County, MN
URBAN3



Case Study: Economic MRI®

2016

Asheville, North Carolina

URBAN3

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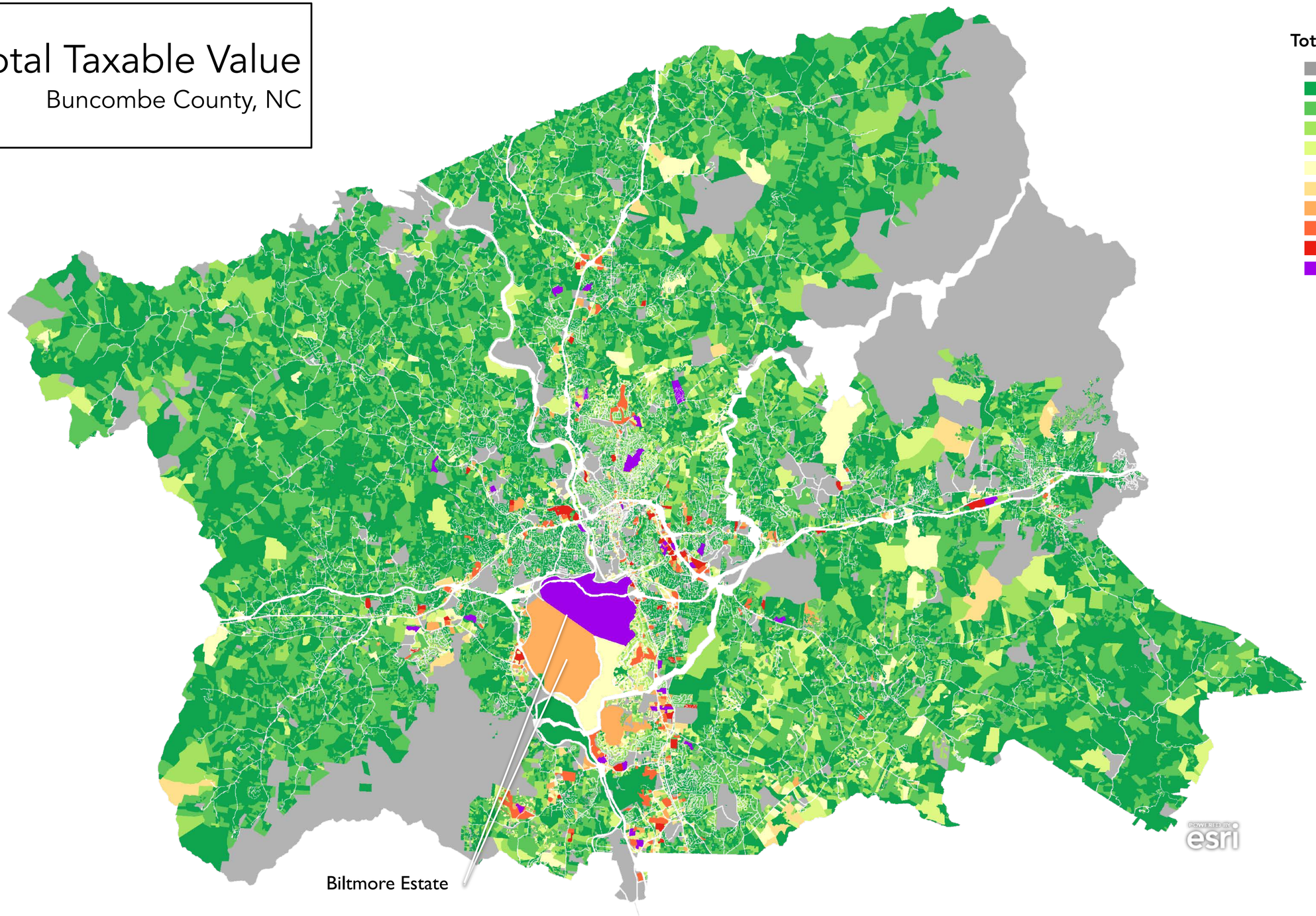
Total Taxable Value

Buncombe County, NC



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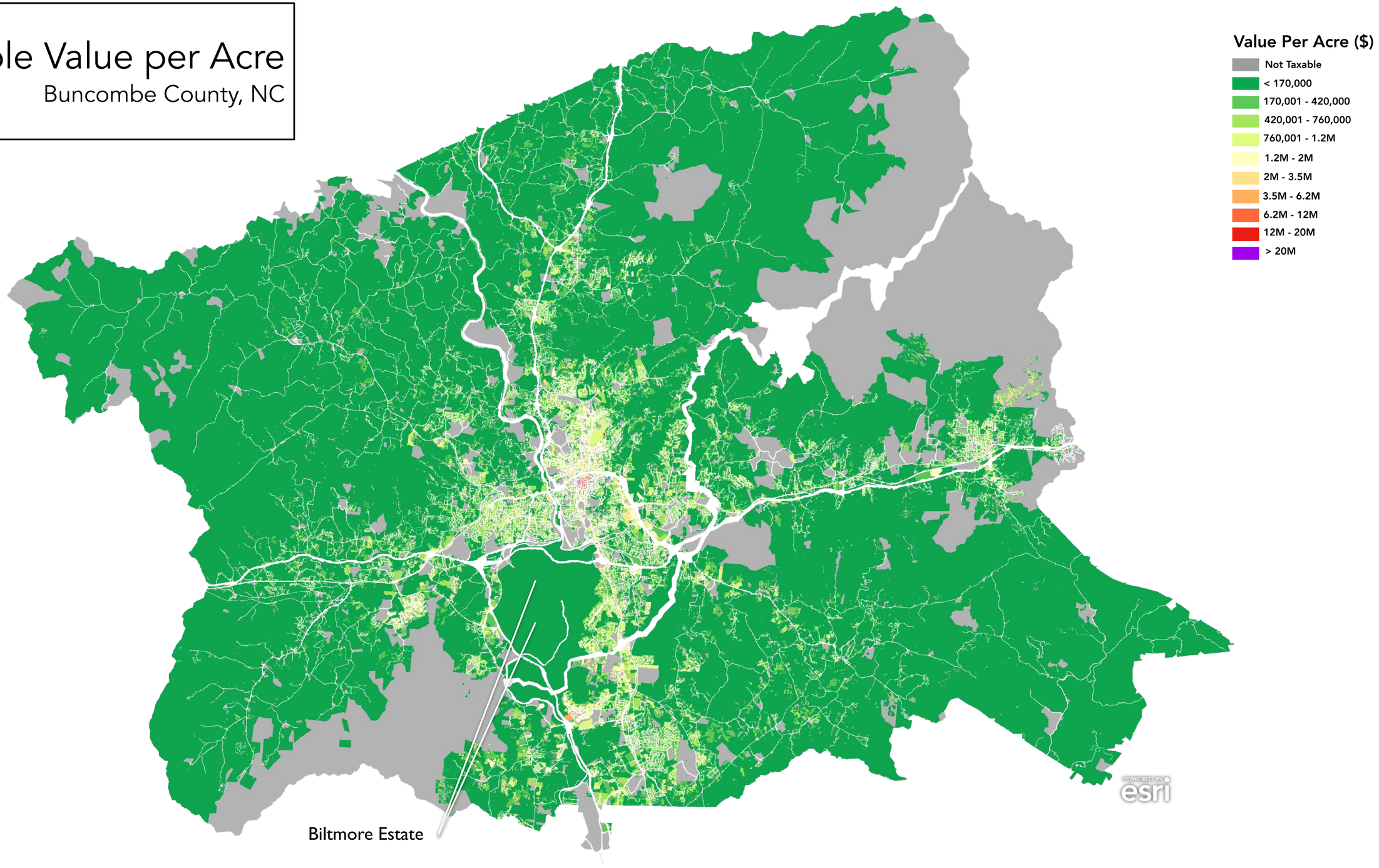
Taxable Value per Acre

Buncombe County, NC



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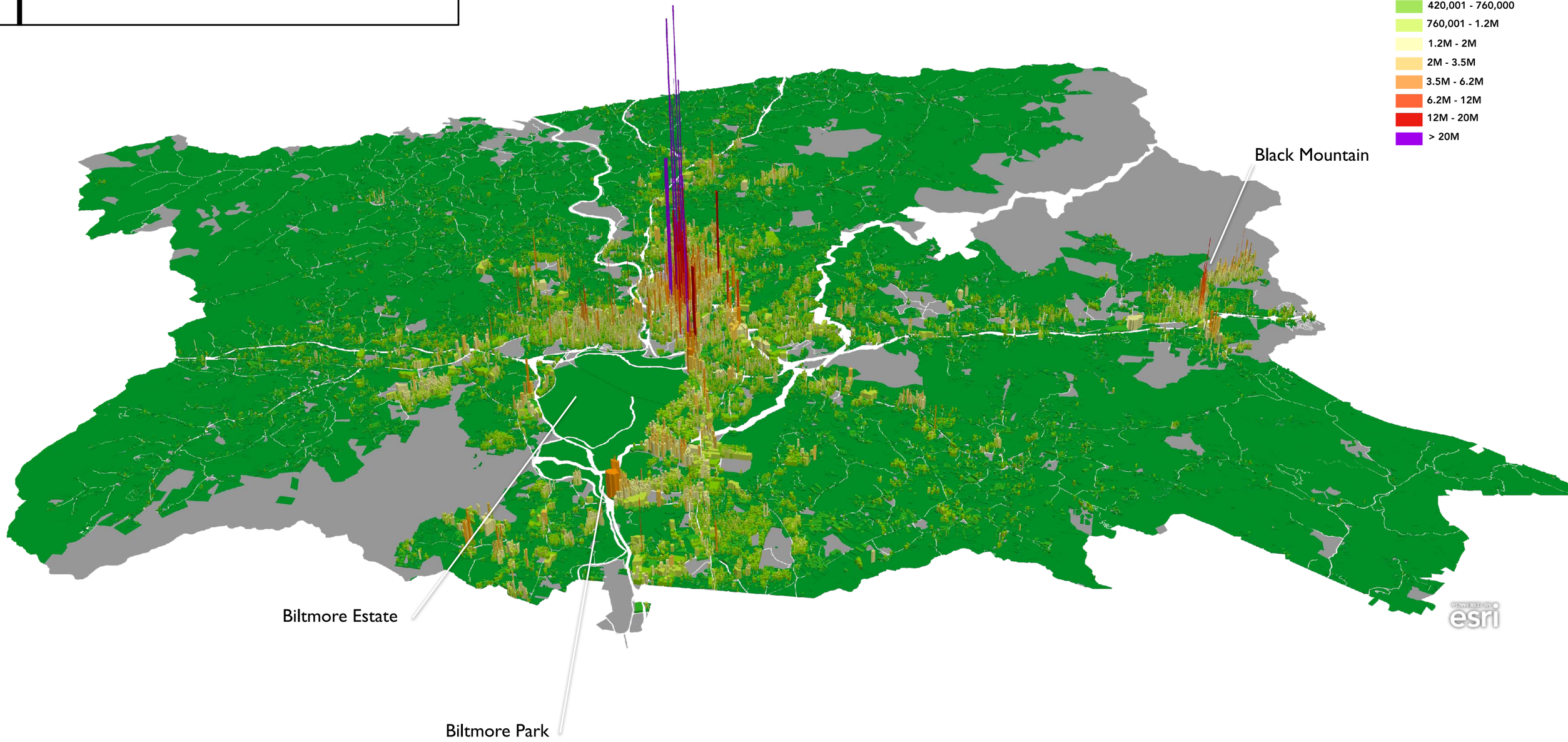
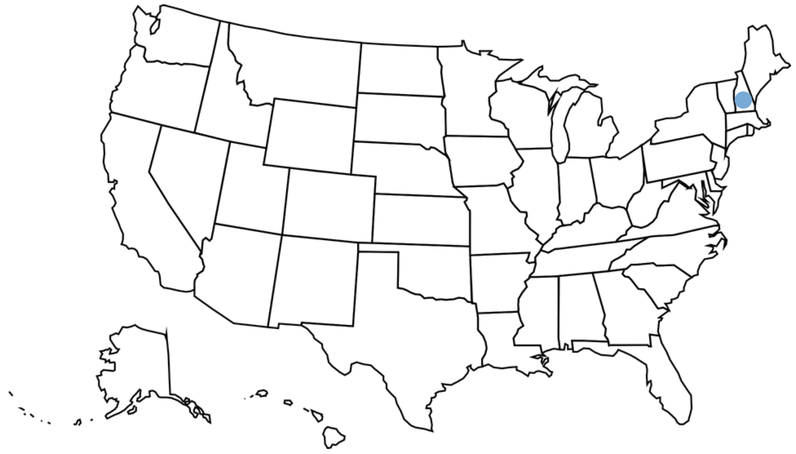
Taxable Value per Acre

Buncombe County, NC




WELL
ISN'T THAT SPATIAL



Case Study: Economic MRI®

2020

New Hampshire

URBAN3

New Hampshire Property Taxes

FOR

DUMMIES

A Reference for North Carolinians!



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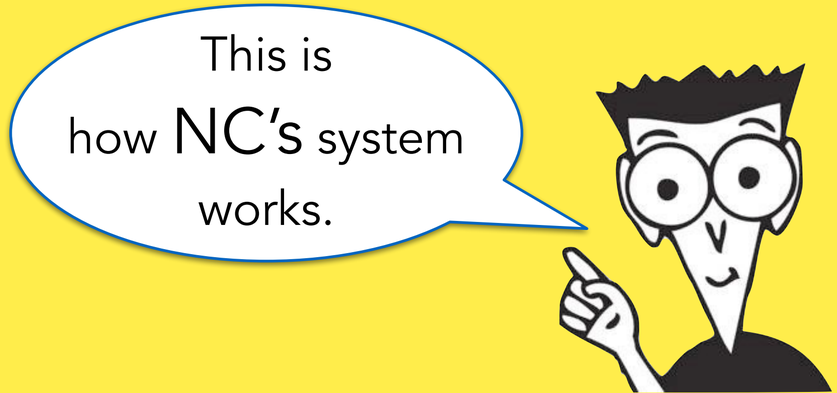
New Hampshire Property Taxes FOR DUMMIES

Taxable Value %

Tax Rate %

Market Value X = Taxable Value X = **Tax Bill**



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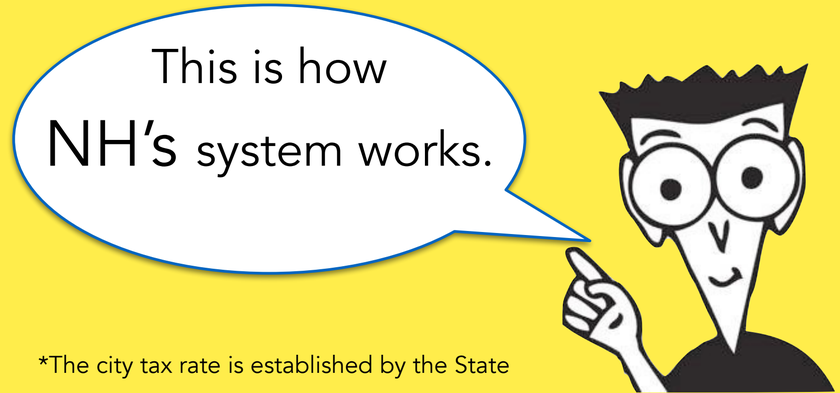
New Hampshire Property Taxes FOR DUMMIES

Assessed Value − Exemptions = Taxable Value × Local Tax Rate = **Tax Bill**



*The city tax rate is established by the State

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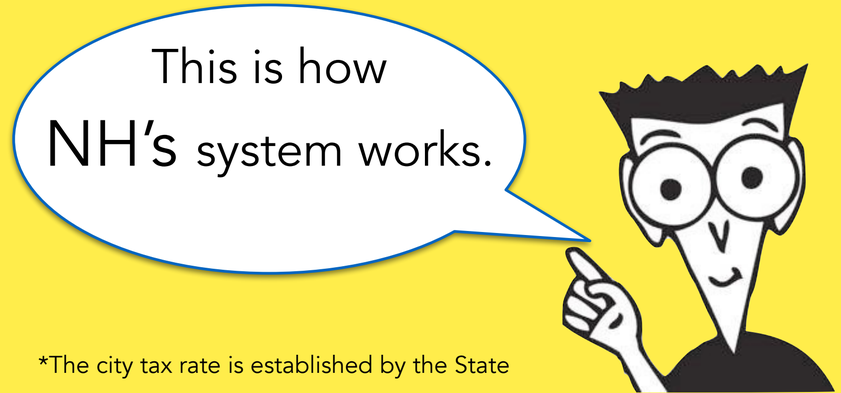
New Hampshire Property Taxes FOR DUMMIES

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

Exemptions

Local Tax Rate

Assessed Value - ____ = Taxable Value X ____ = **Tax Bill**



*The city tax rate is established by the State

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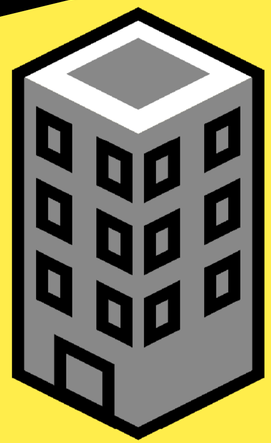
New Hampshire Property Taxes FOR DUMMIES

Assessed Value = $600k



Commercial

Dover Tax Rate

2.332%



Residential

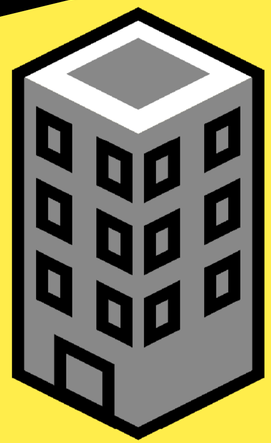
2.332%



URBAN3

New Hampshire Property Taxes FOR DUMMIES

Assessed Value = $600k



Commercial

Dover Tax Rate

$13,992



Residential

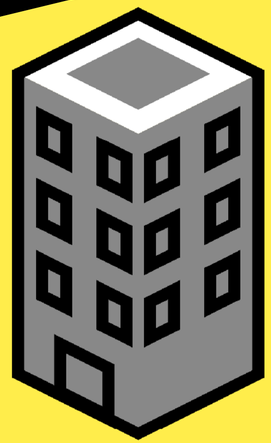
$13,992



URBAN3

New Hampshire Property Taxes FOR DUMMIES

Assessed Value = $600k



Commercial

Strafford County Tax Rate

0.13%



Residential

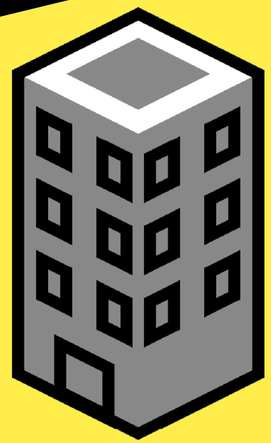
0.13%



URBAN3

New Hampshire Property Taxes FOR DUMMIES

Assessed Value = $600k



Commercial

Strafford County Tax Rate

$780



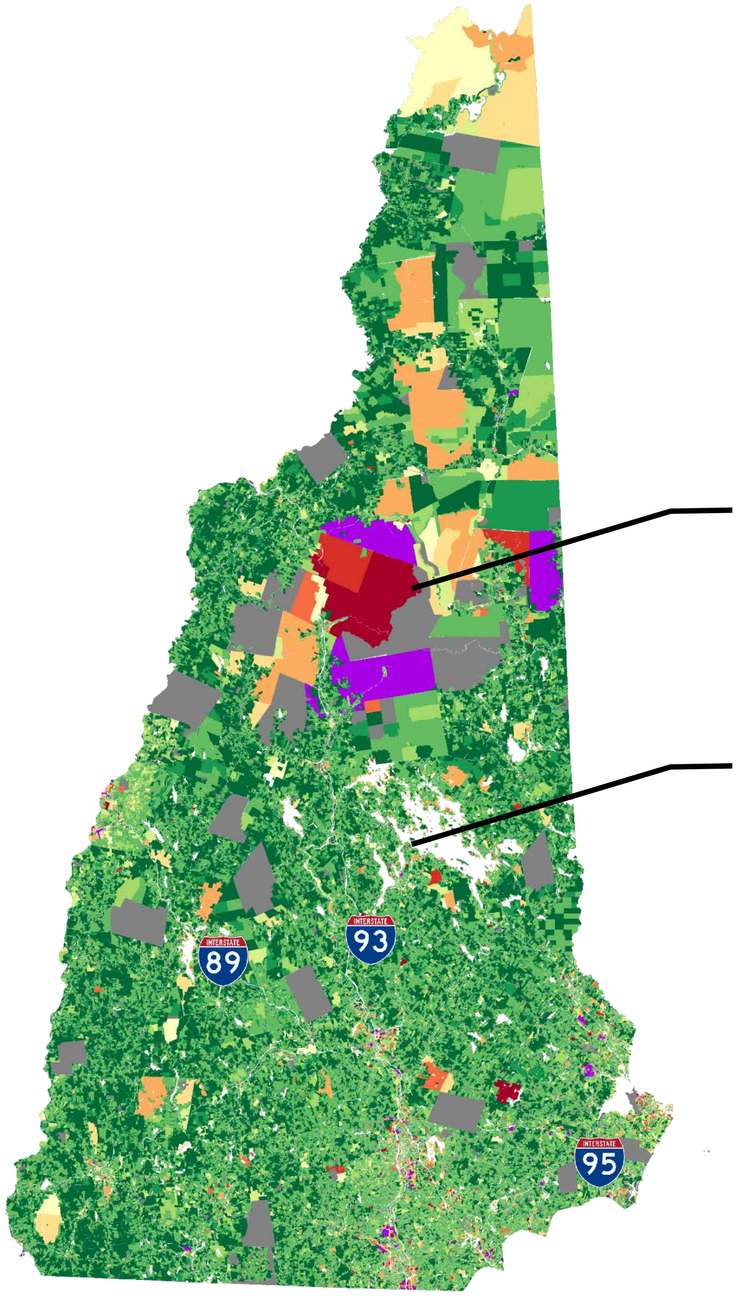
Residential

$780



URBAN3

Total Value
New Hampshire



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

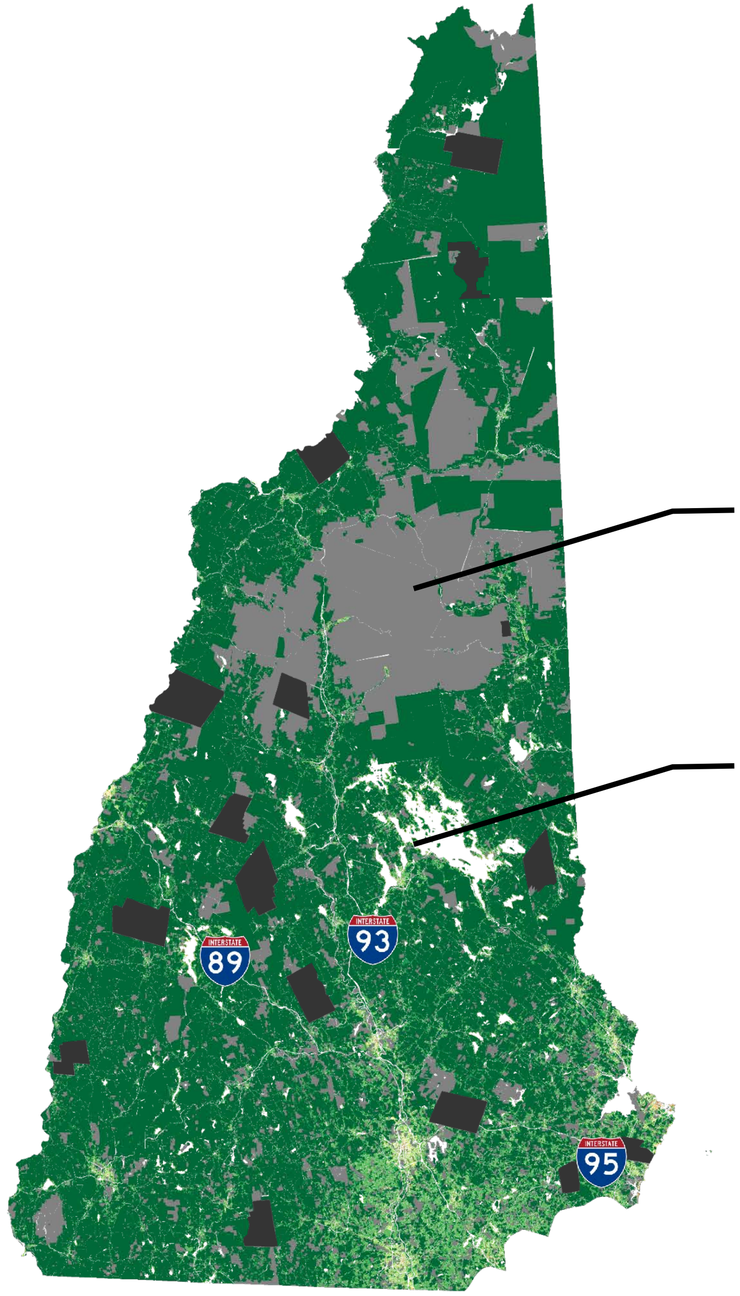
N

POWERED BY esri

Source: New Hampshire Department of Revenue Administration 2019

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
- Missing Data

N

POWERED BY esri

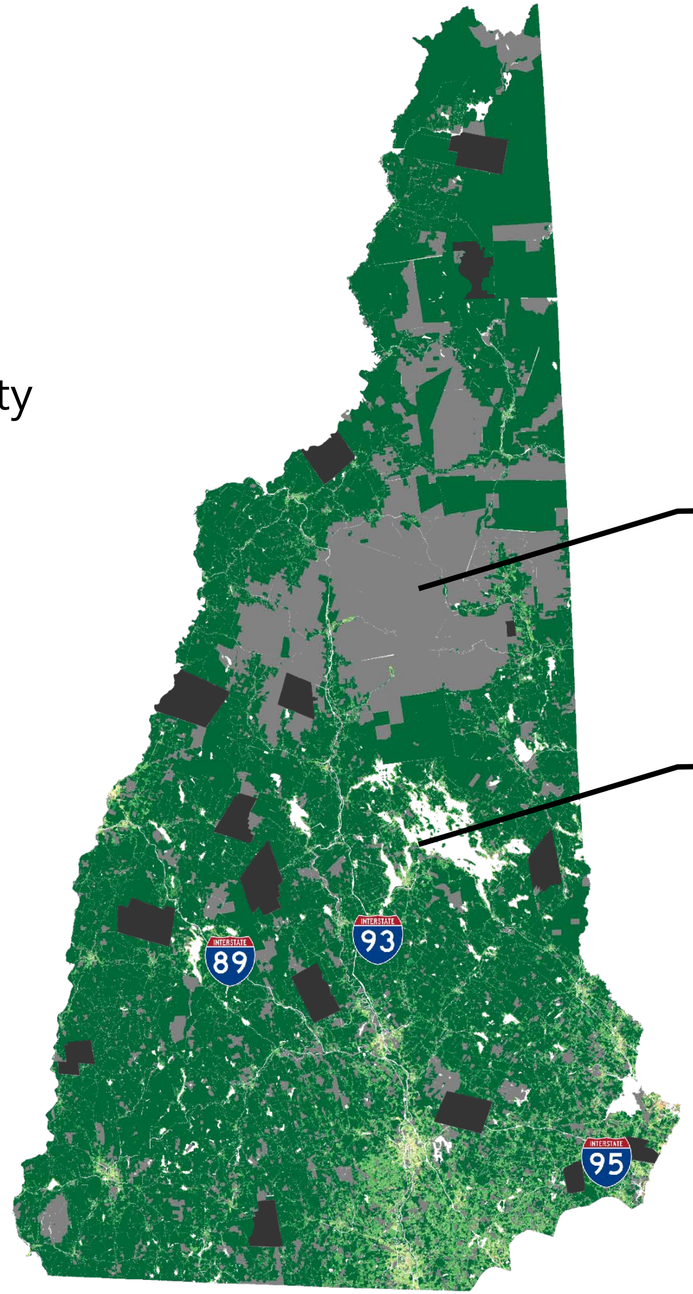
Missing Data Accounts for 5.25% of Total Land Area

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre
New Hampshire

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



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

N

POWERED BY esri

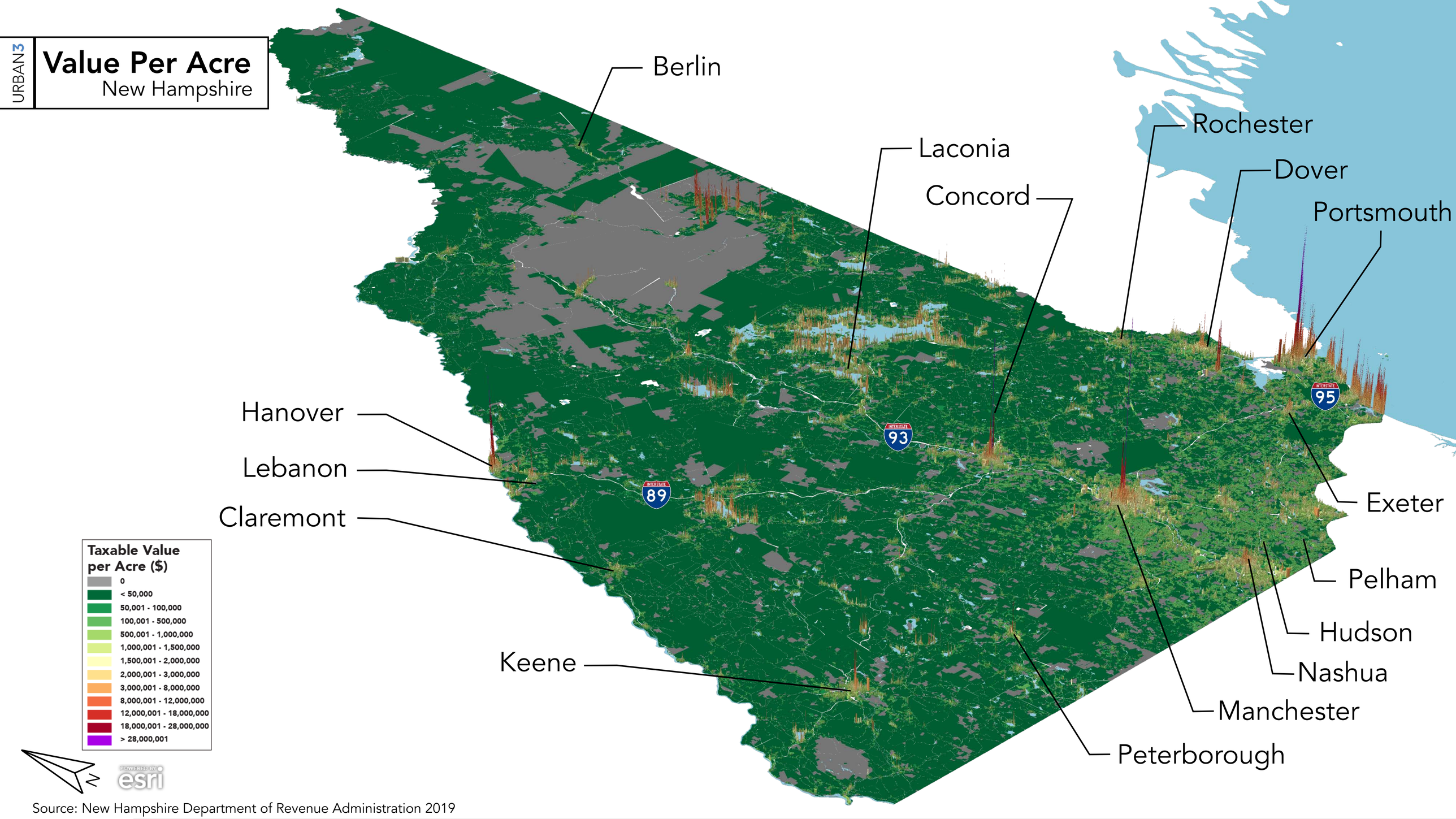
Missing Data Accounts for 5.25% of Total Land Area

Source: New Hampshire Department of Revenue Administration 2019

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
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- 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

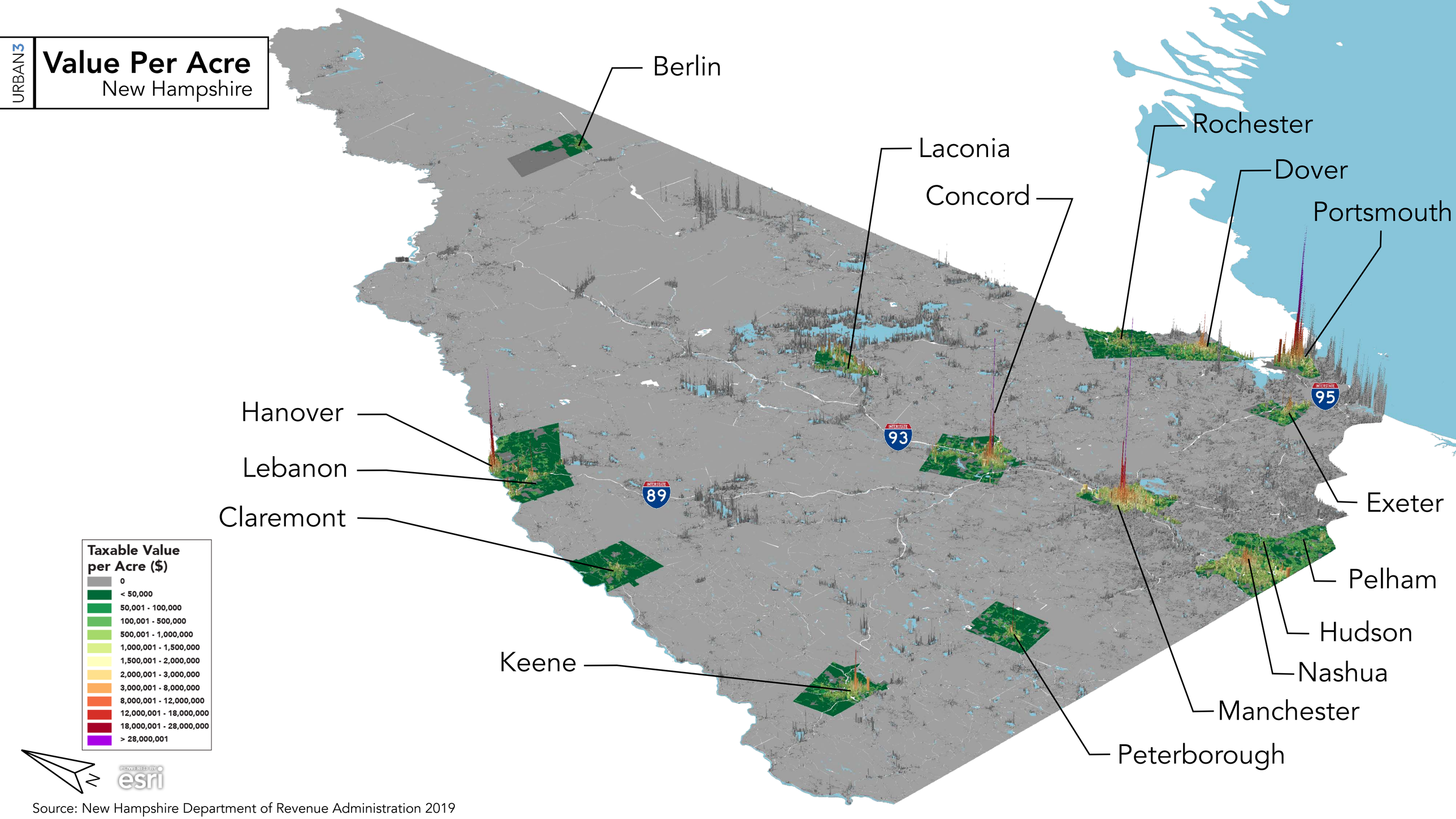
POWERED BY esri

Source: New Hampshire Department of Revenue Administration 2019

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
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- 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

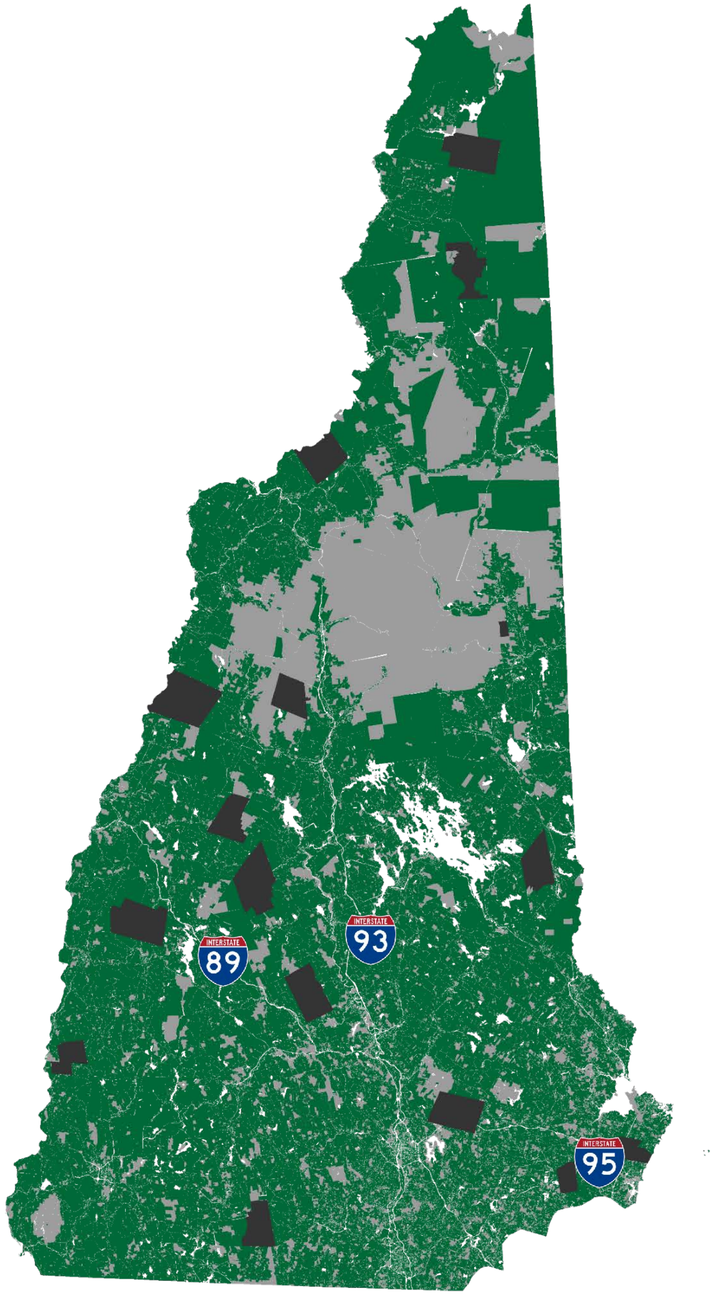
N

POWERED BY esri

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Taxable Area
New Hampshire



Taxable Property

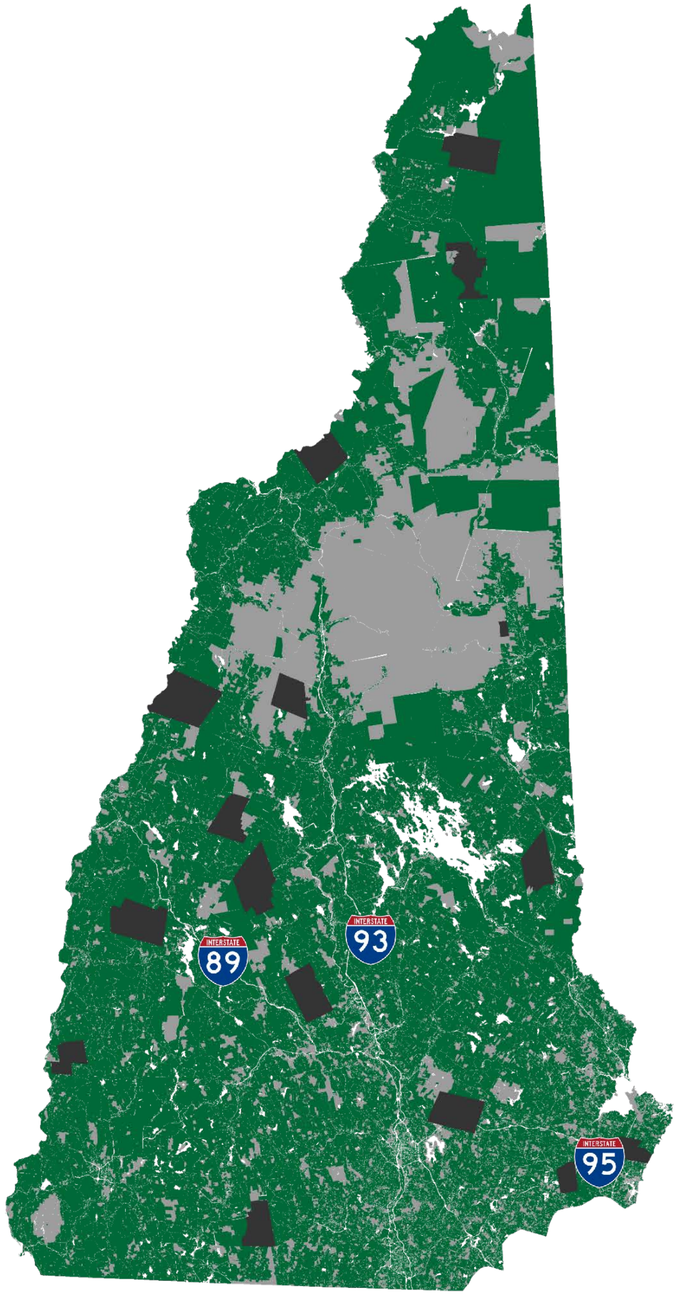
- No Data
- Nontaxable
- Taxable

N

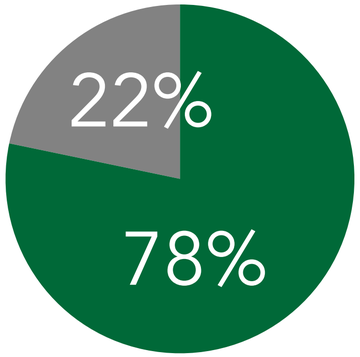
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Taxable Area
New Hampshire



Total Area



- Taxable
- Non Taxable

Taxable Property

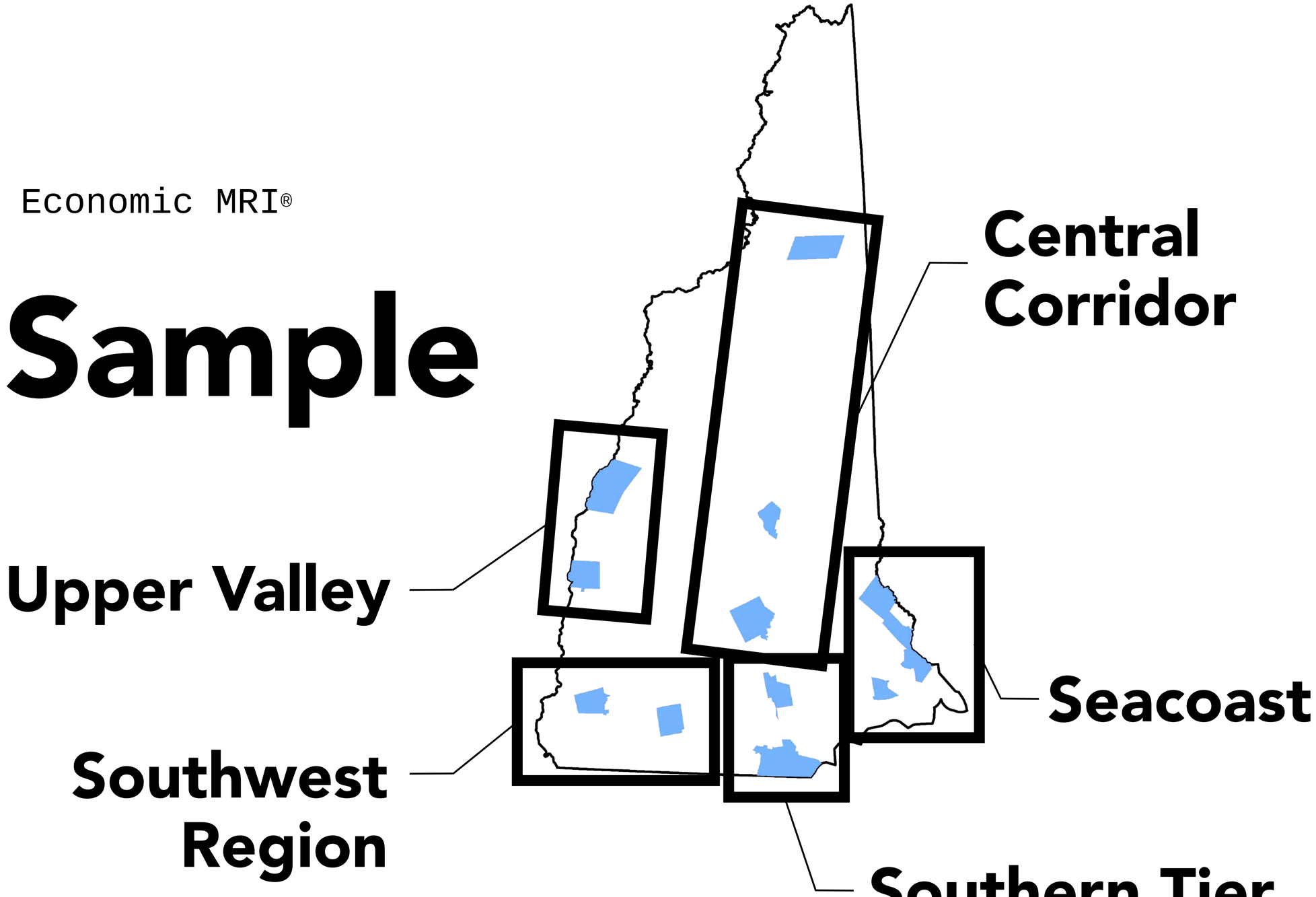
- No Data
- Nontaxable
- Taxable

N

Source: New Hampshire Department of Revenue Administration 2019

Case Study: Economic MRI®
2020

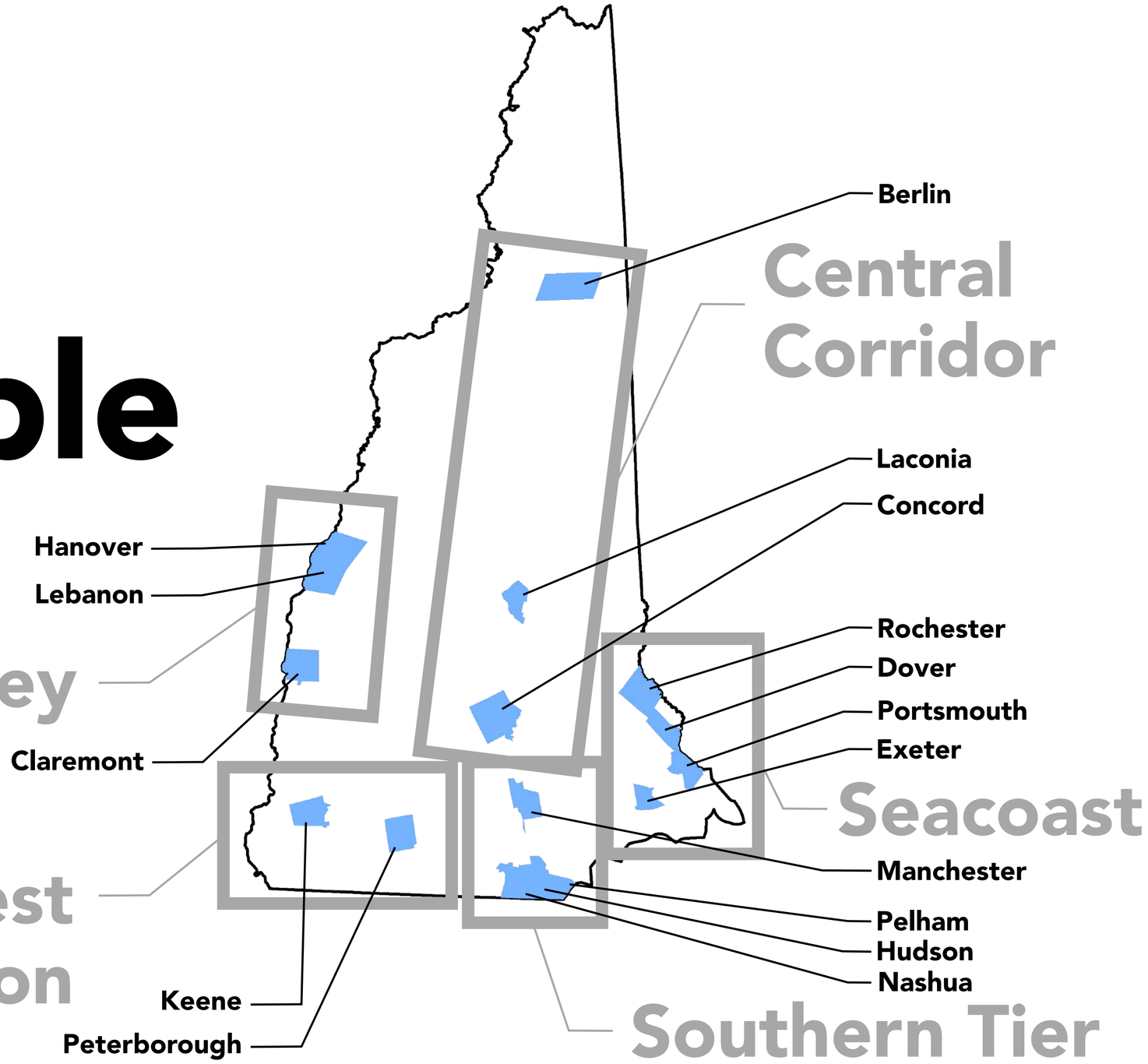
NH Sample



URBAN3

Case Study: Economic MRI®
2020

NH Sample

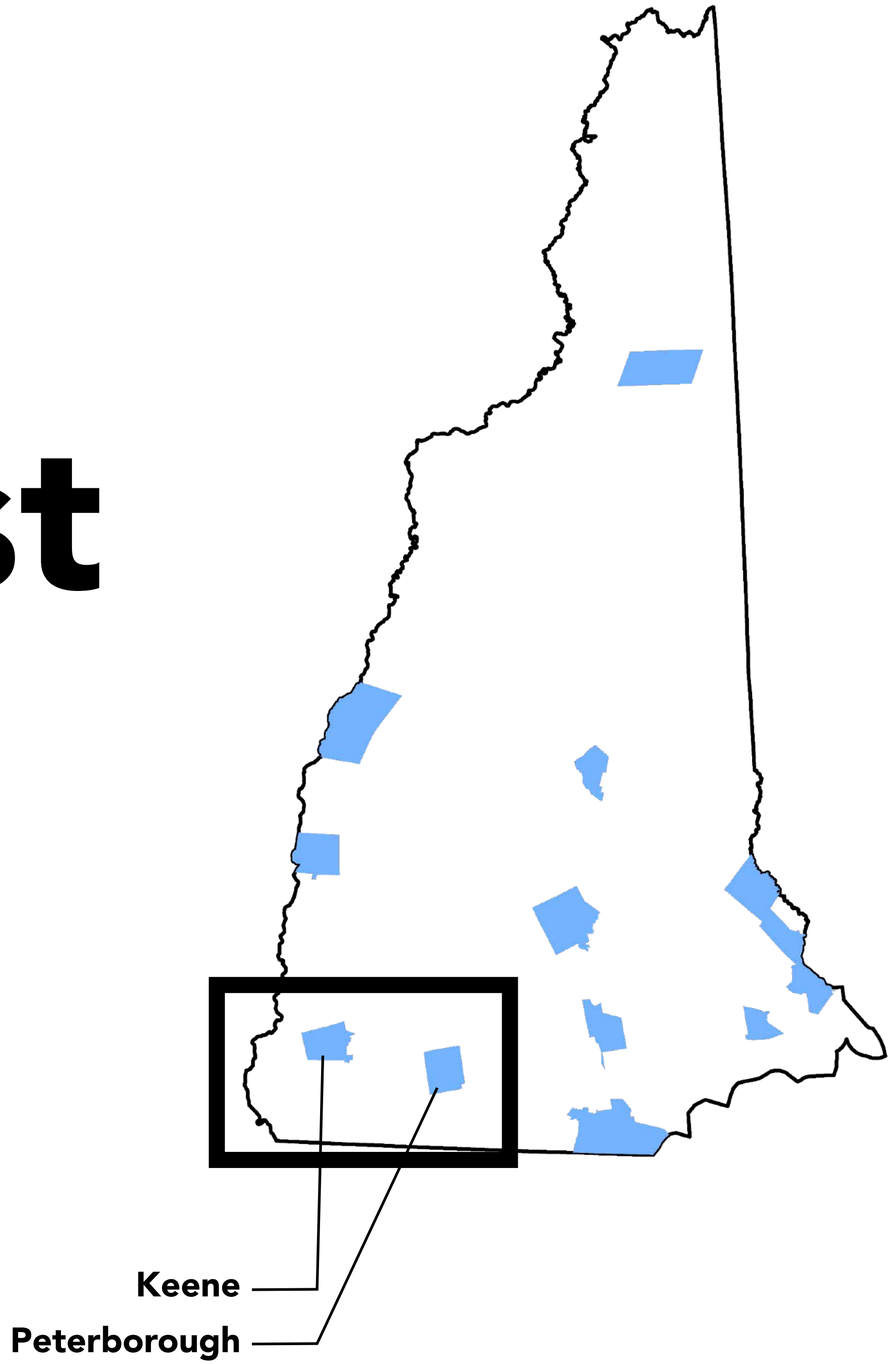


URBAN3

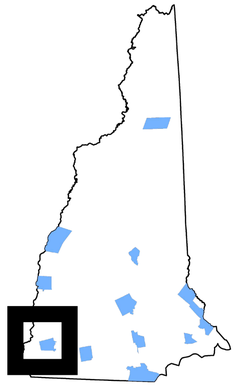
Case Study: Economic MRI®

2020

Southwest Region



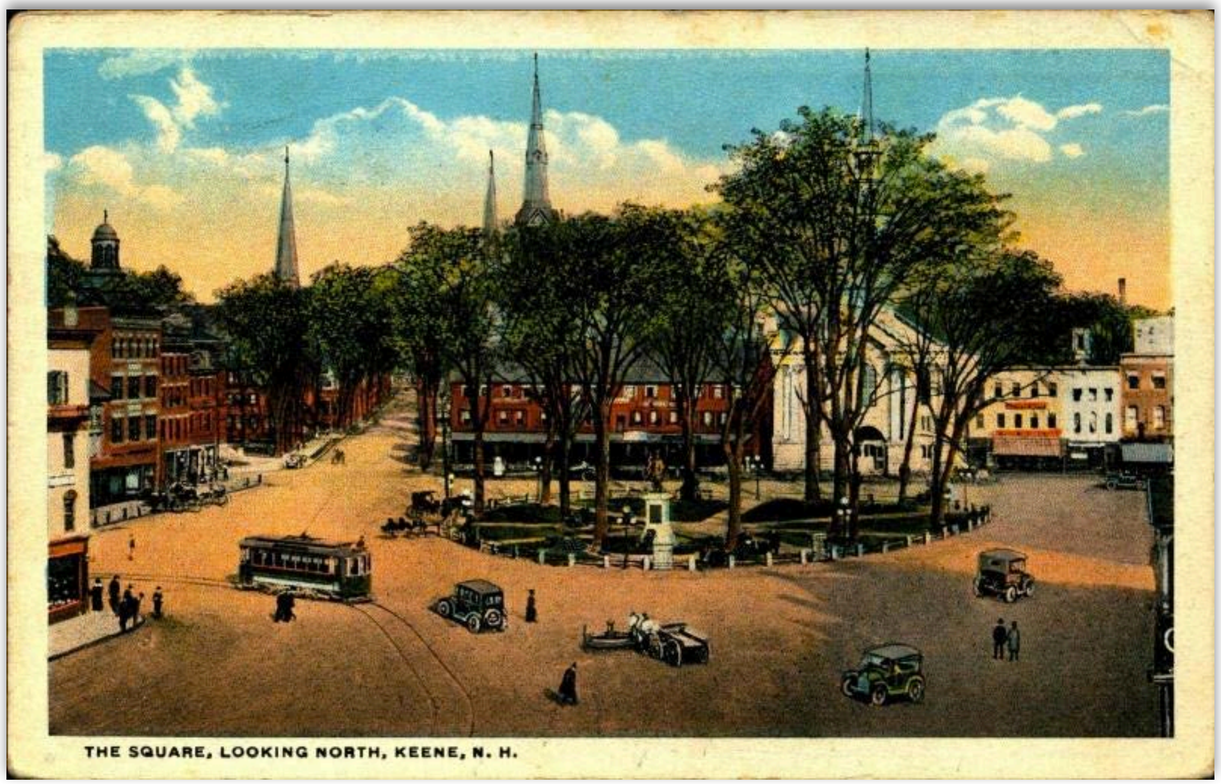
URBAN3



Case Study: Economic MRI®

2020

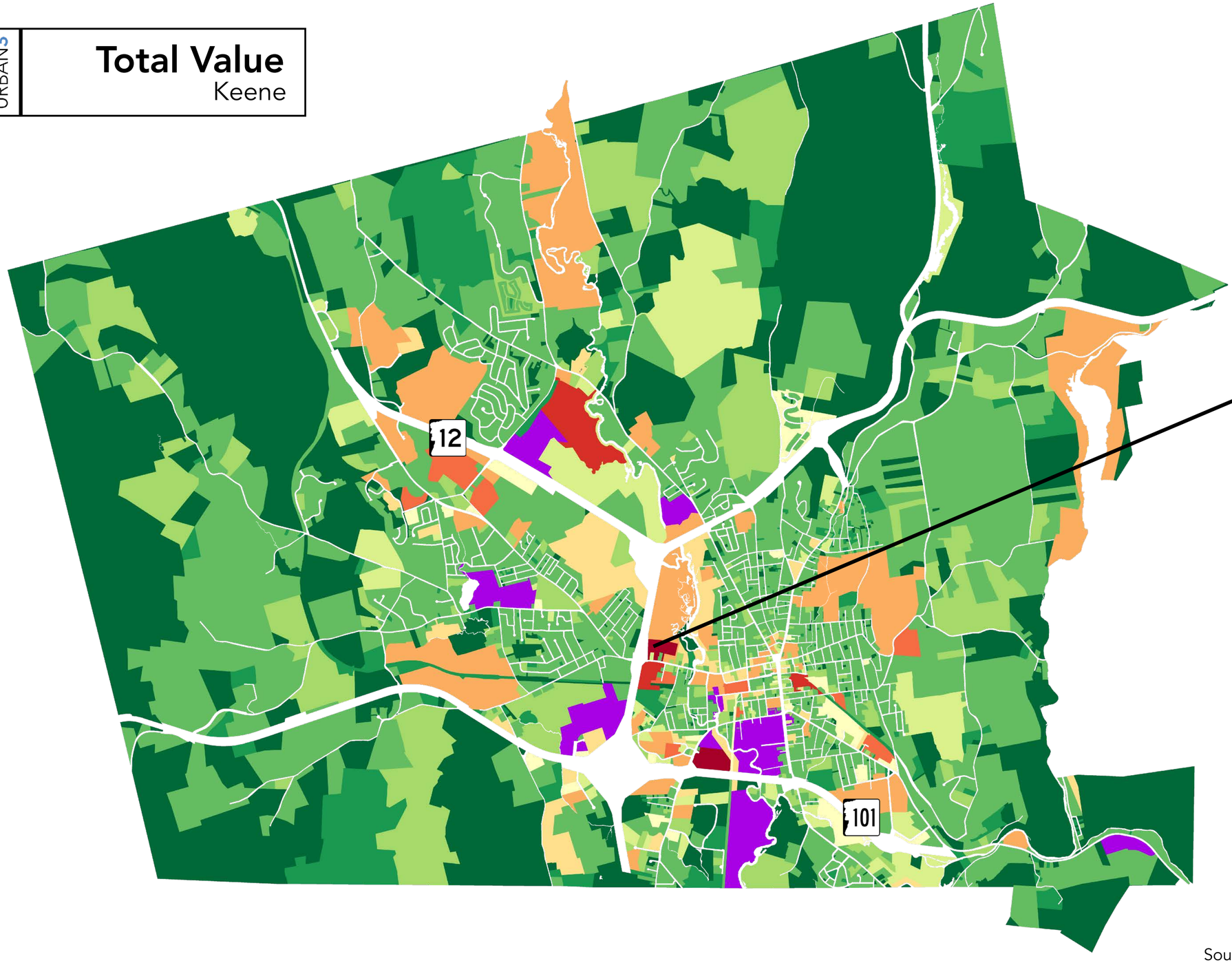
Keene

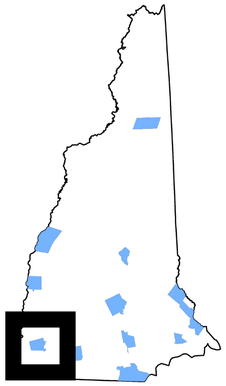


URBAN3

URBAN3

Total Value
Keene







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

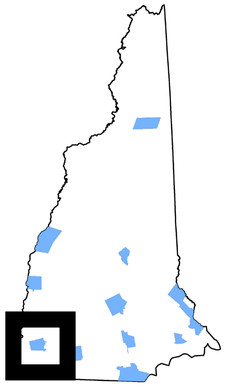
N

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

Keene





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

N

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

Keene



Total Taxable Value ($)

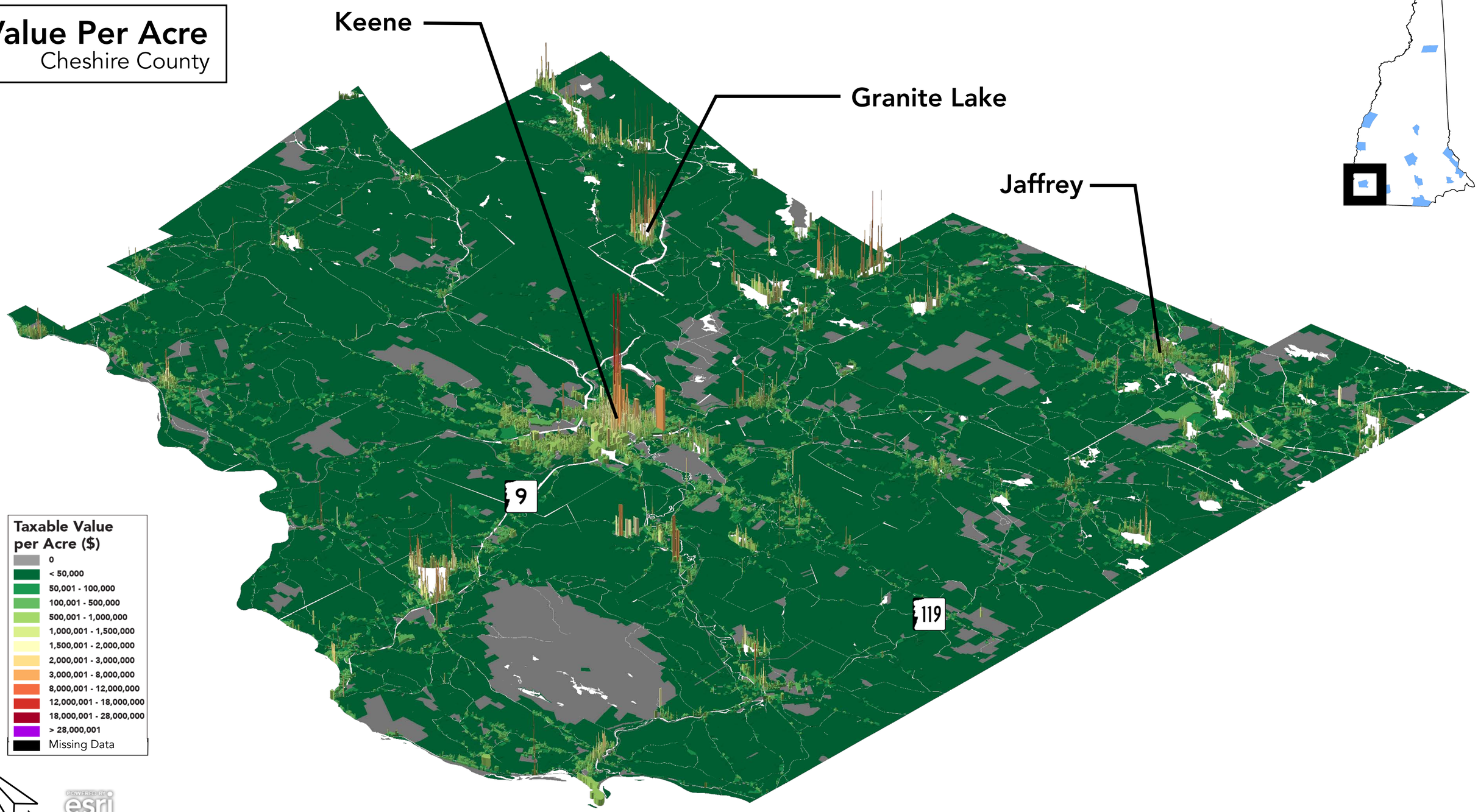
- 0
- < 50,000
- 50,001 - 100,000
- 100,001 - 500,000
- 500,001 - 1,000,000
- 1,000,001 - 1,500,000
- 1,500,001 - 2,000,000
- 2,000,001 - 3,000,000
- 3,000,001 - 8,000,000
- 8,000,001 - 12,000,000
- 12,000,001 - 18,000,000
- 18,000,001 - 28,000,000
- > 28,000,001

N

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre
Cheshire County

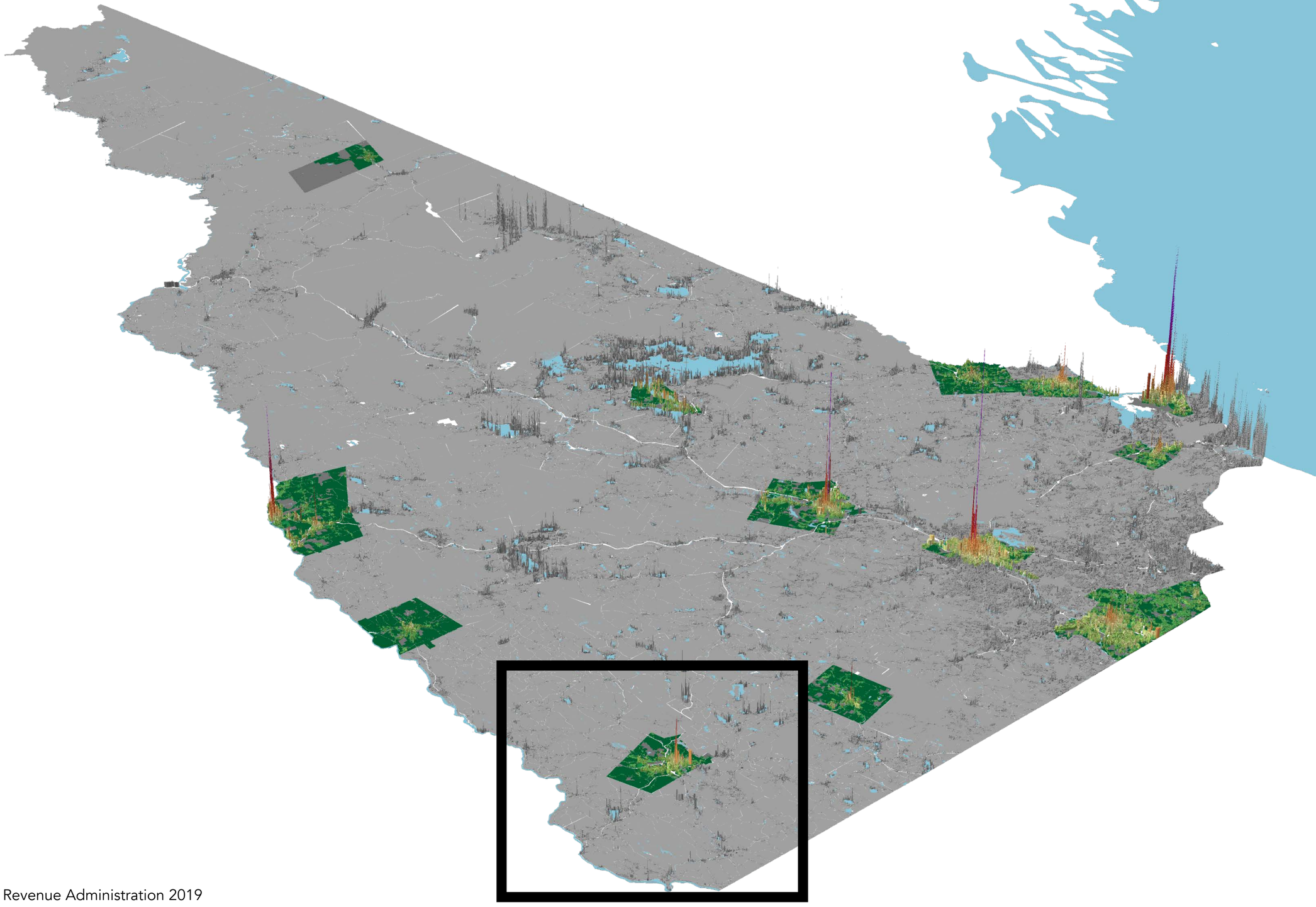


Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

New Hampshire

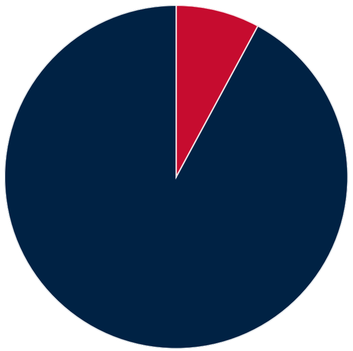


Source: New Hampshire Department of Revenue Administration 2019

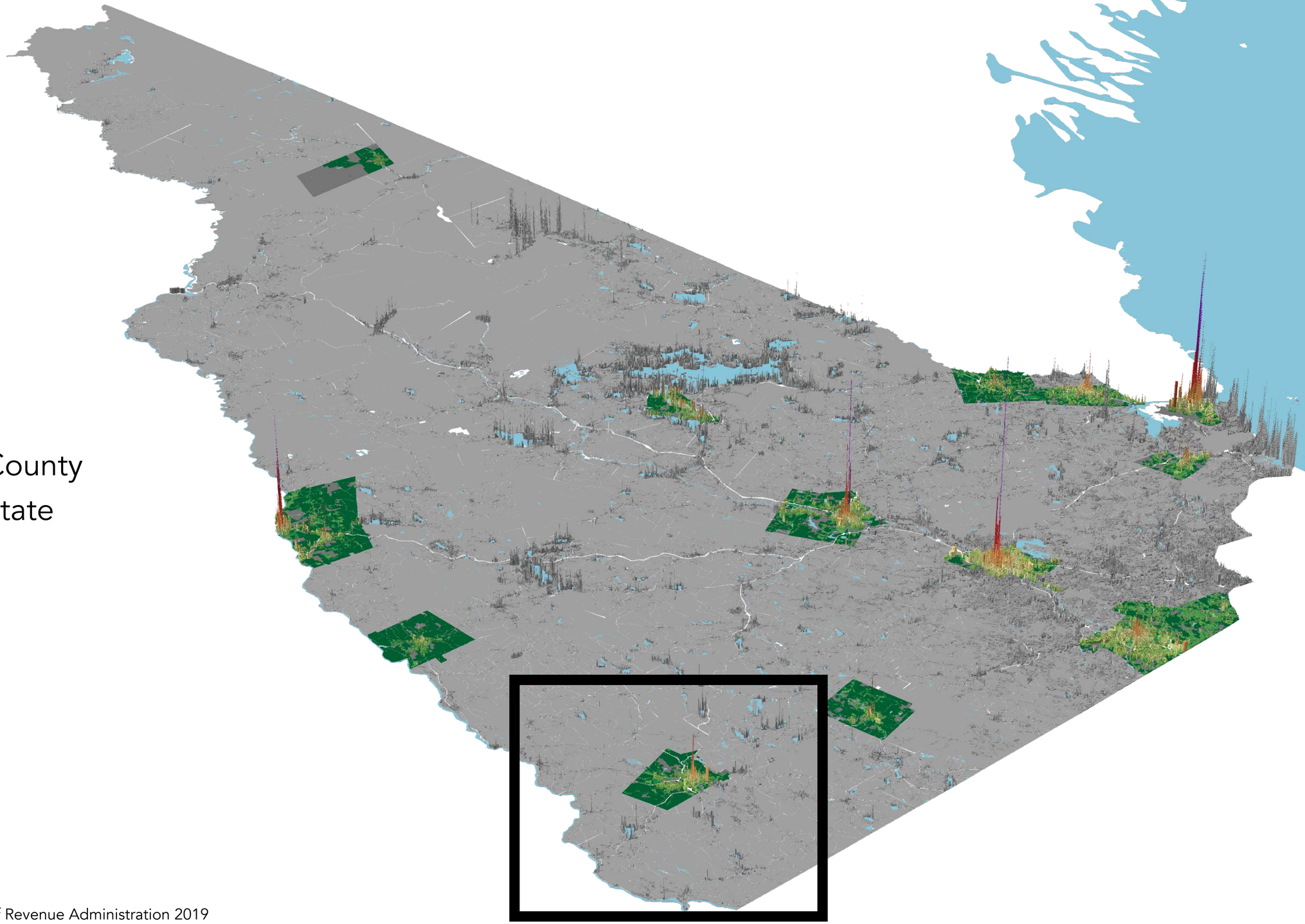
URBAN3

Value Per Acre
New Hampshire

Area



County
State



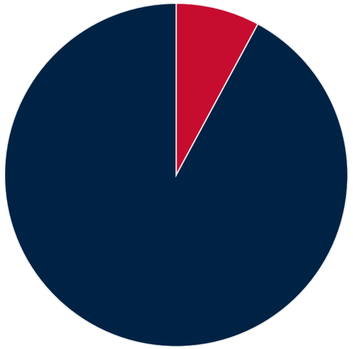
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

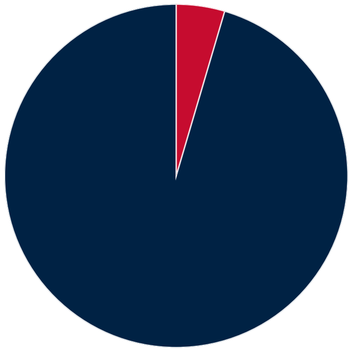
Value Per Acre

New Hampshire

Area

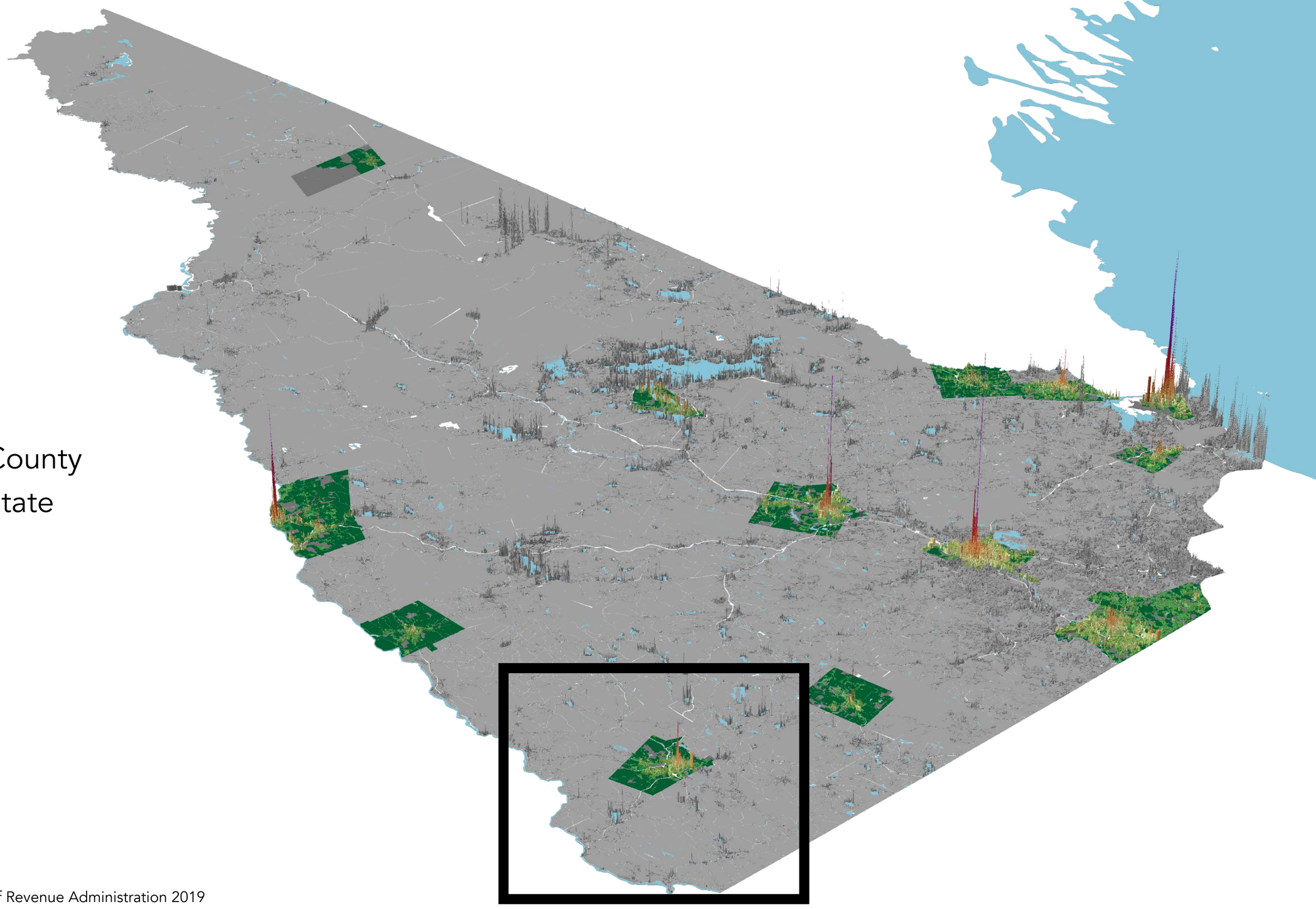


Value



County

State

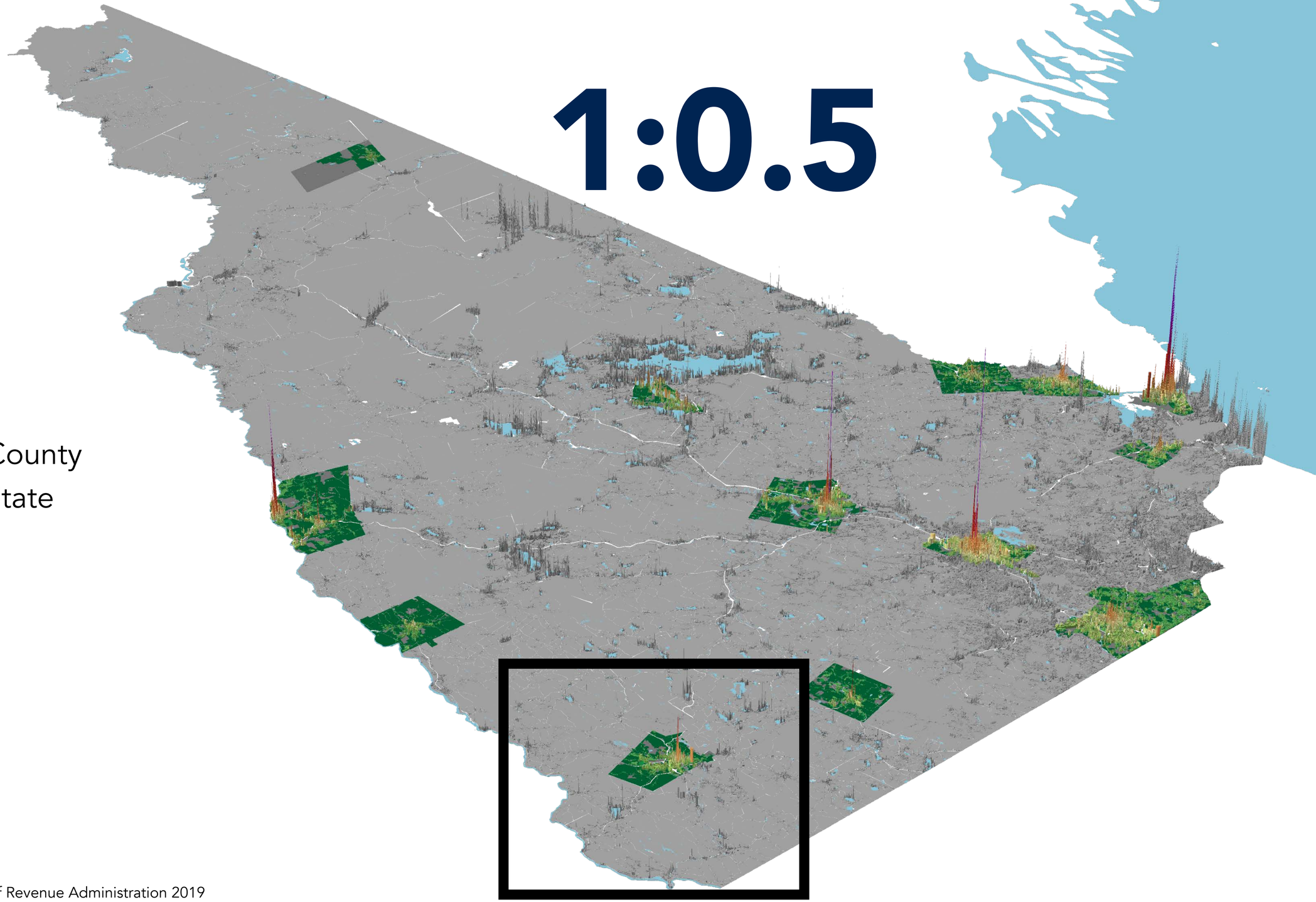


Source: New Hampshire Department of Revenue Administration 2019

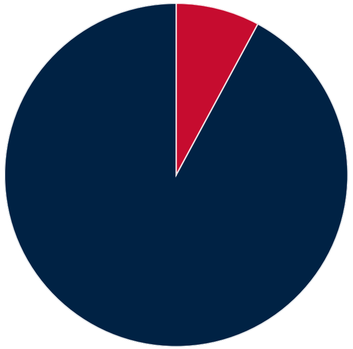
URBAN3

Value Per Acre

New Hampshire



Area



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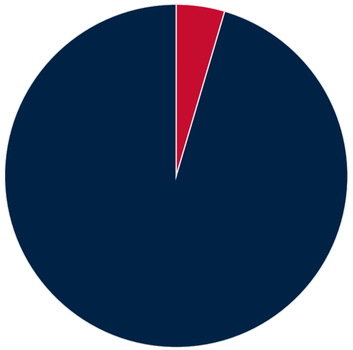


County

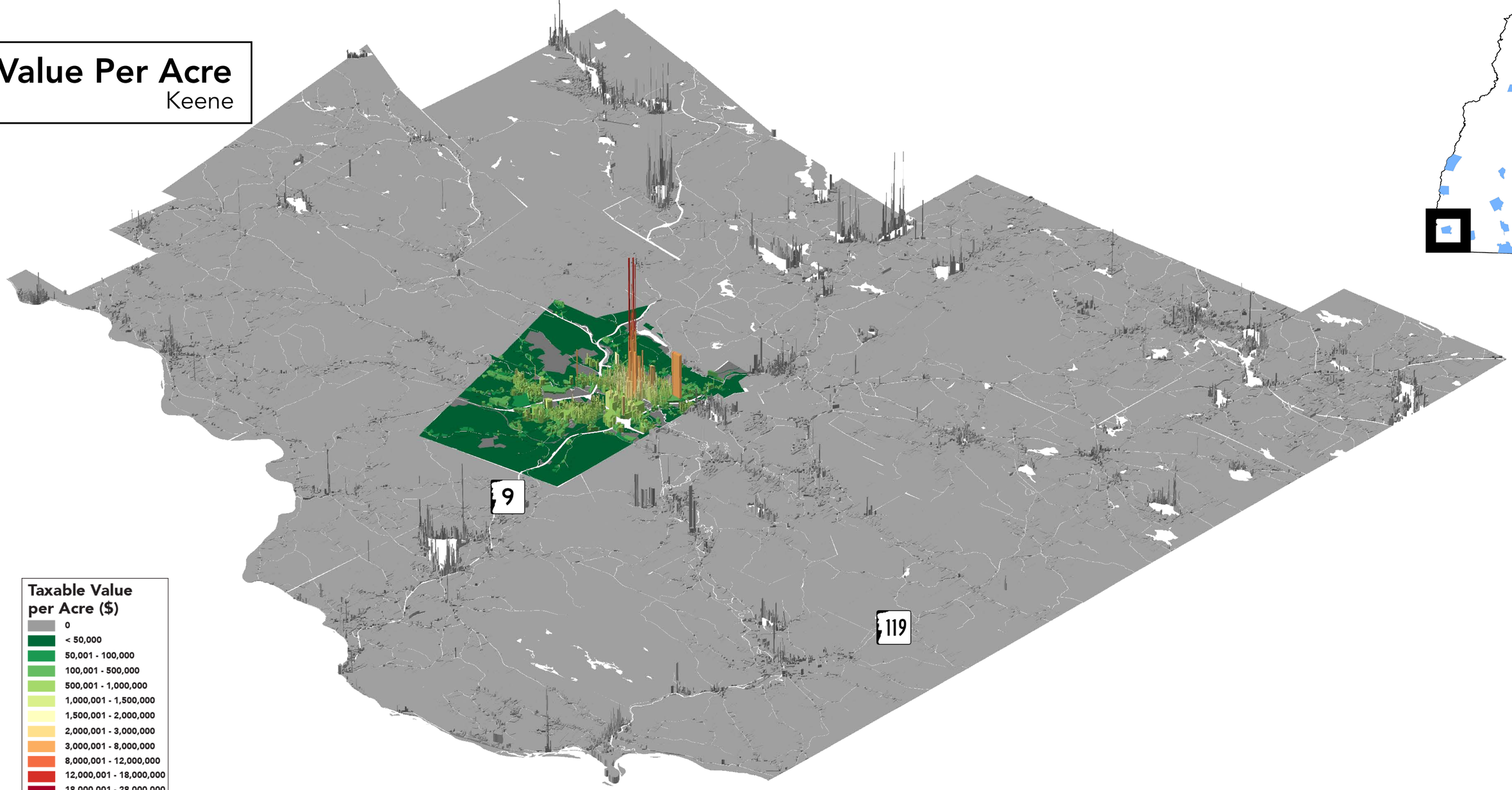
State

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

Keene



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
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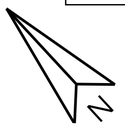
- 18,000,001 - 28,000,000
- > 28,000,001
- Missing Data



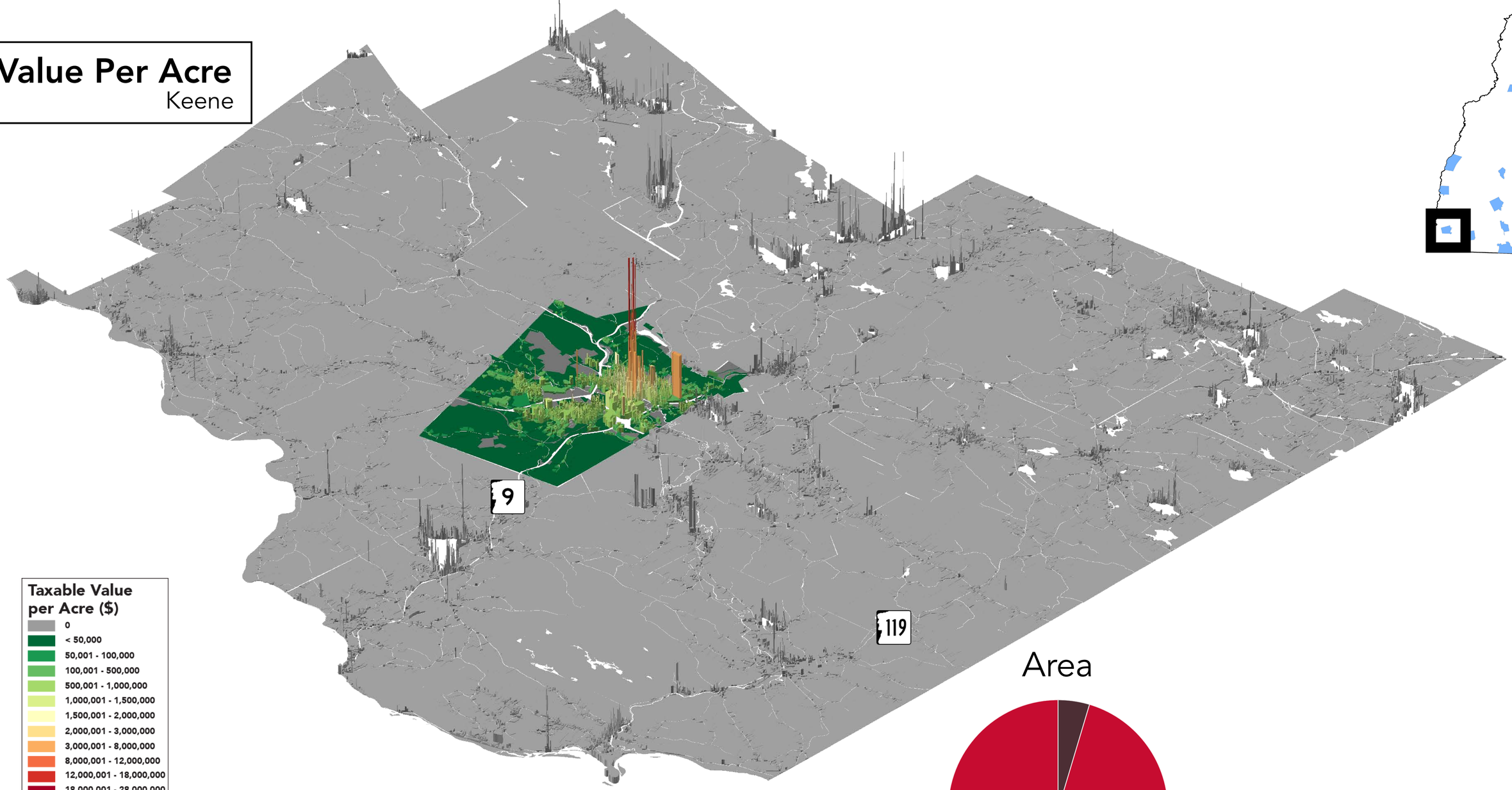
POWERED BY esri

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

Keene



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
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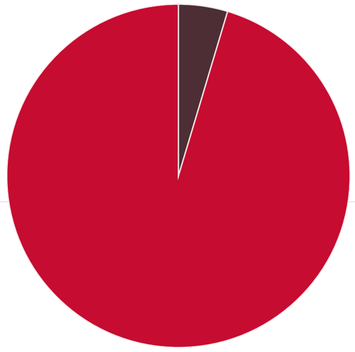
- 3,000,001 - 8,000,000
- 8,000,001 - 12,000,000
- 12,000,001 - 18,000,000
- 18,000,001 - 28,000,000
- > 28,000,001
- Missing Data

Area



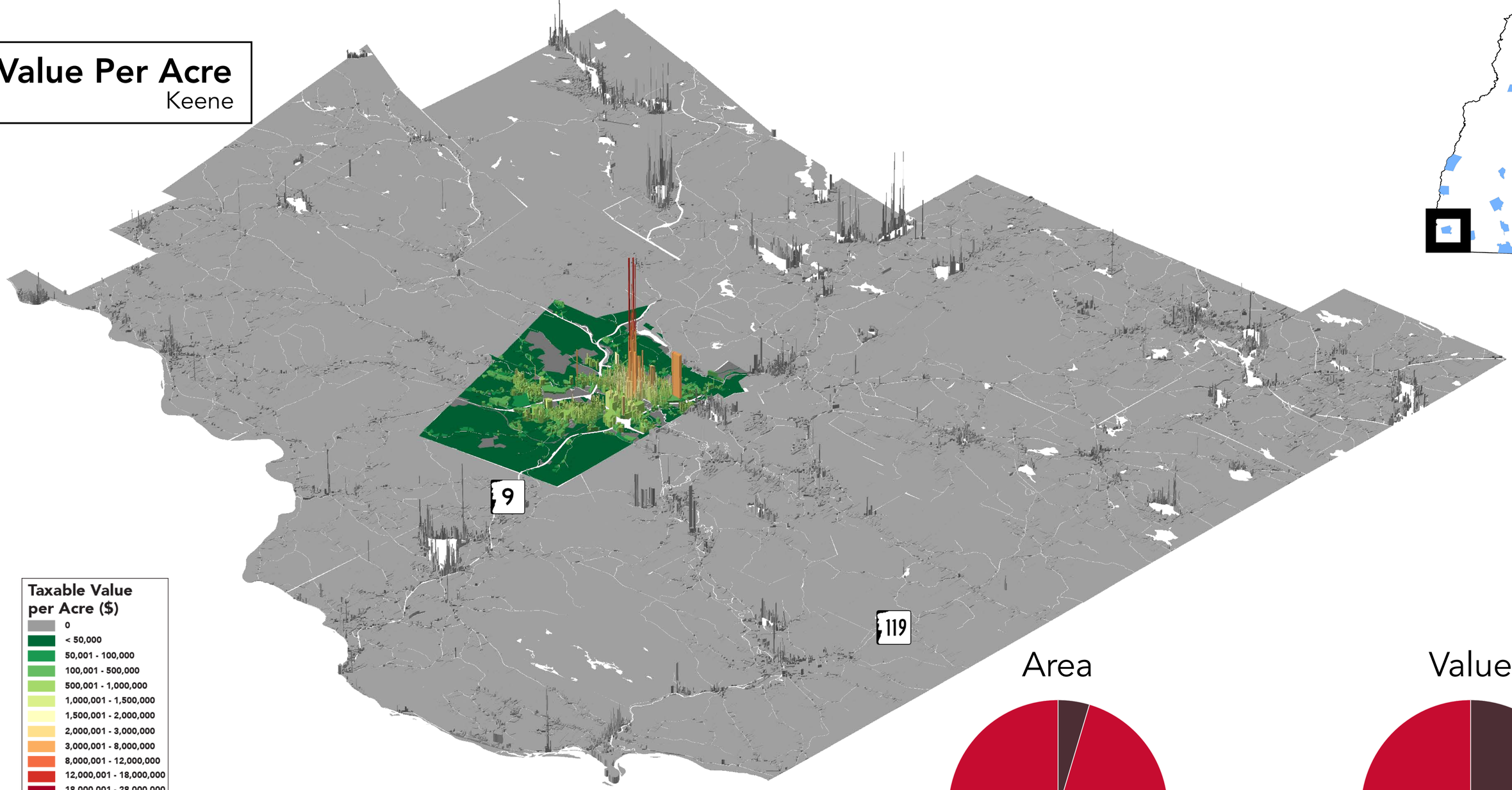
- City
- County

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

Keene



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
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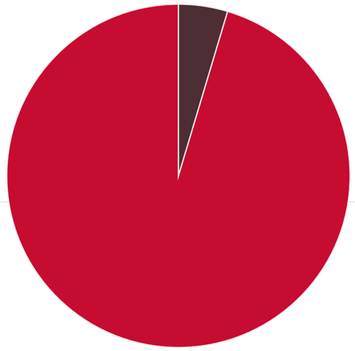
- 3,000,001 - 8,000,000
- 8,000,001 - 12,000,000
- 12,000,001 - 18,000,000
- 18,000,001 - 28,000,000
- > 28,000,001
- Missing Data

Area



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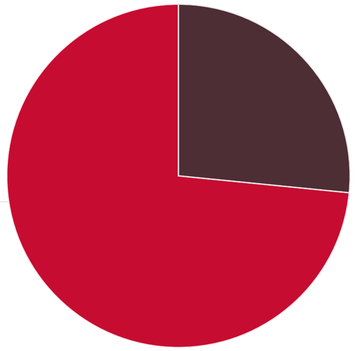


City

County

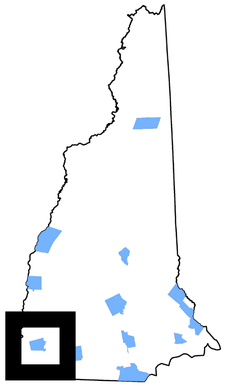
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

Keene

1:5.8



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
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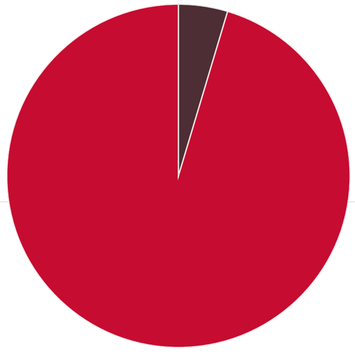
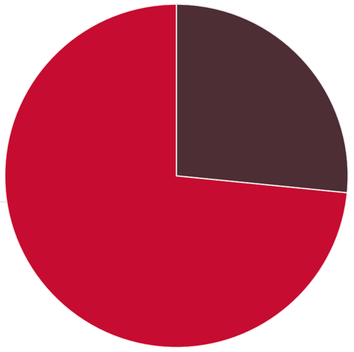
- 2,000,001 - 3,000,000
- 3,000,001 - 8,000,000
- 8,000,001 - 12,000,000
- 12,000,001 - 18,000,000
- 18,000,001 - 28,000,000
- > 28,000,001
- Missing Data

Area

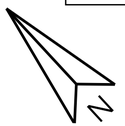


Value



City

County



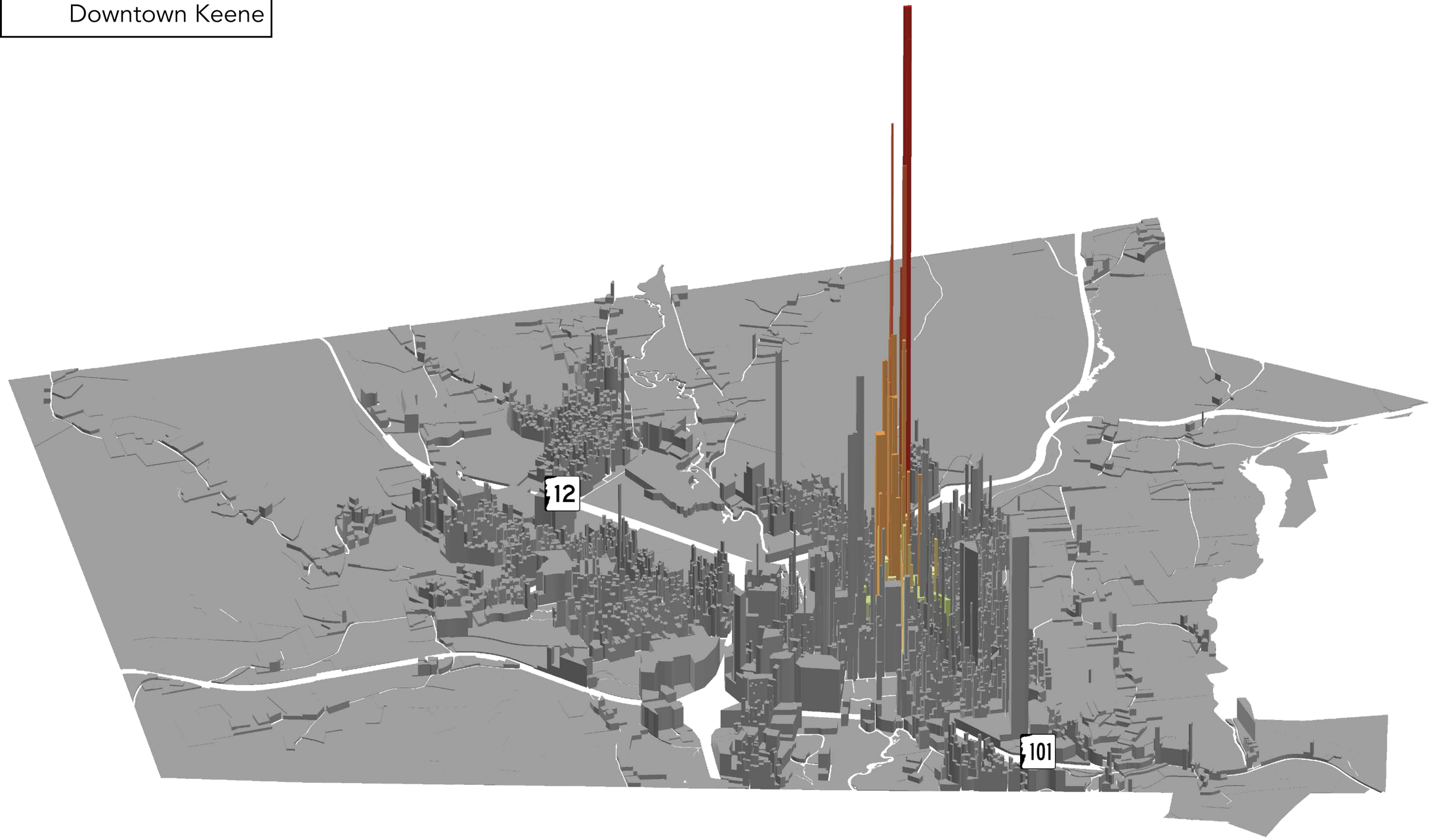
powered by esri

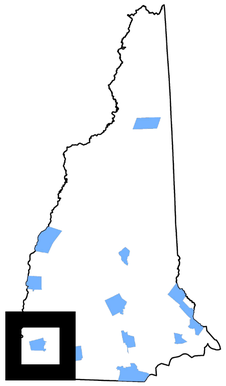
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

Downtown Keene





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

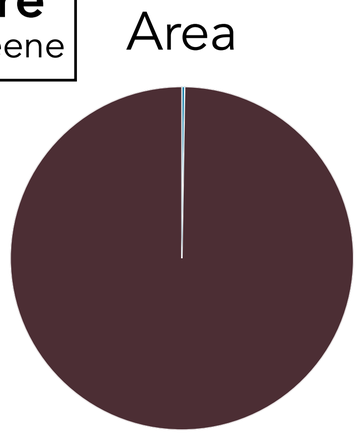
N

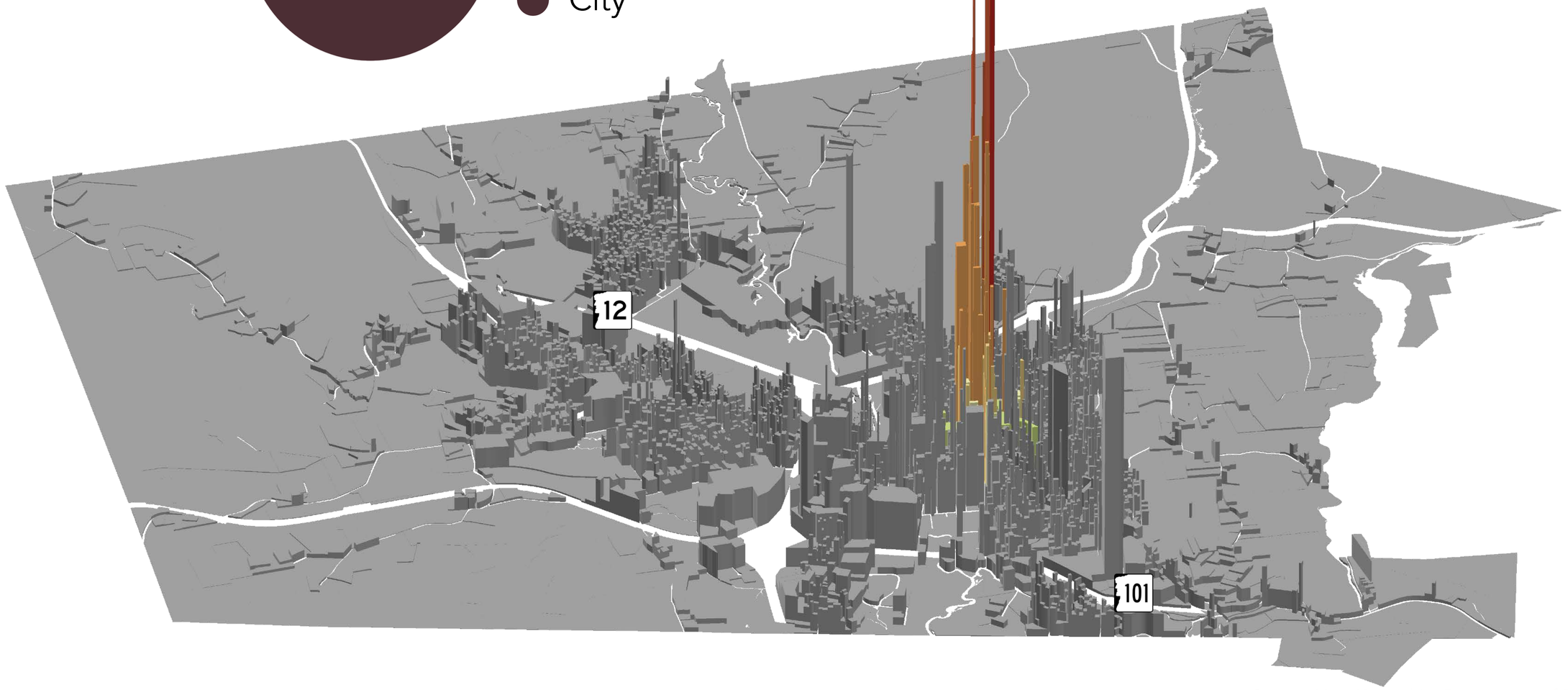
Source: New Hampshire Department of Revenue Administration 2019

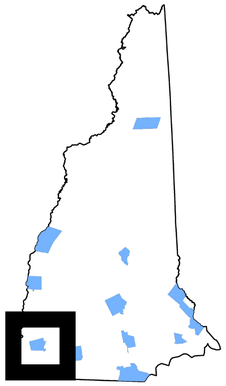
URBAN3

Value Per Acre

Downtown Keene







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

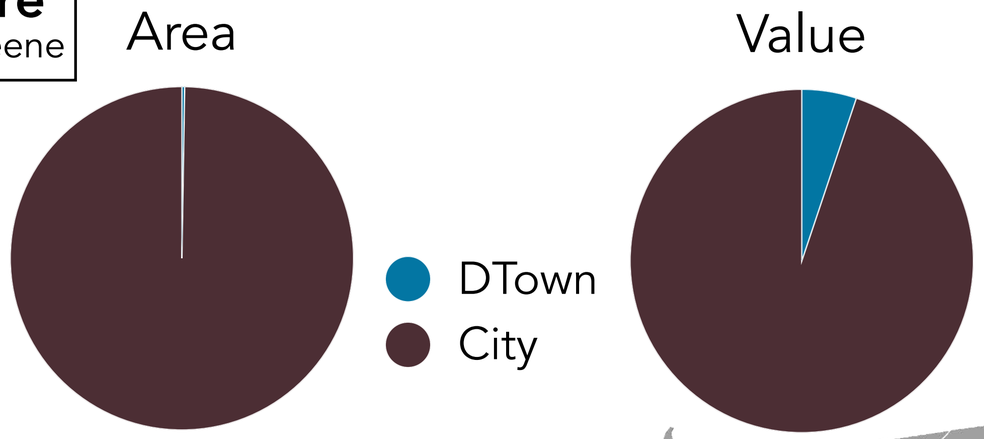
N

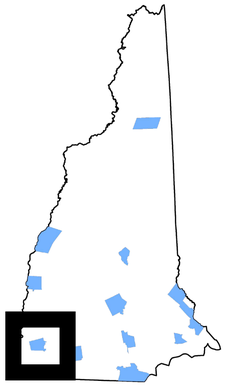
Source: New Hampshire Department of Revenue Administration 2019

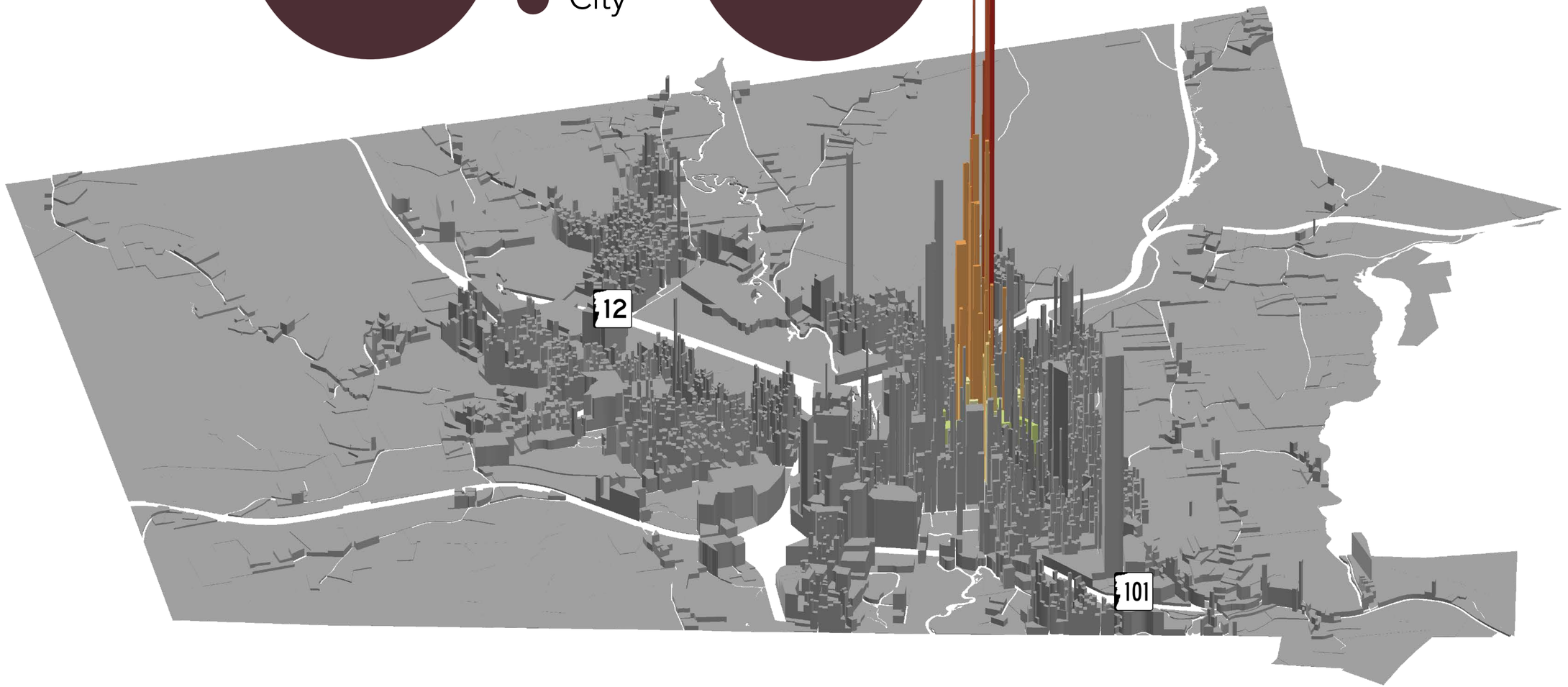
URBAN3

Value Per Acre

Downtown Keene







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

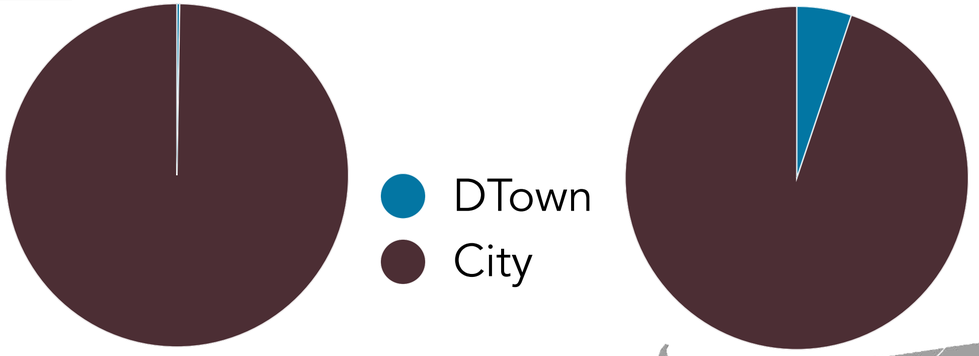
N

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

Downtown Keene



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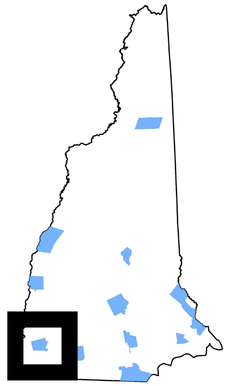
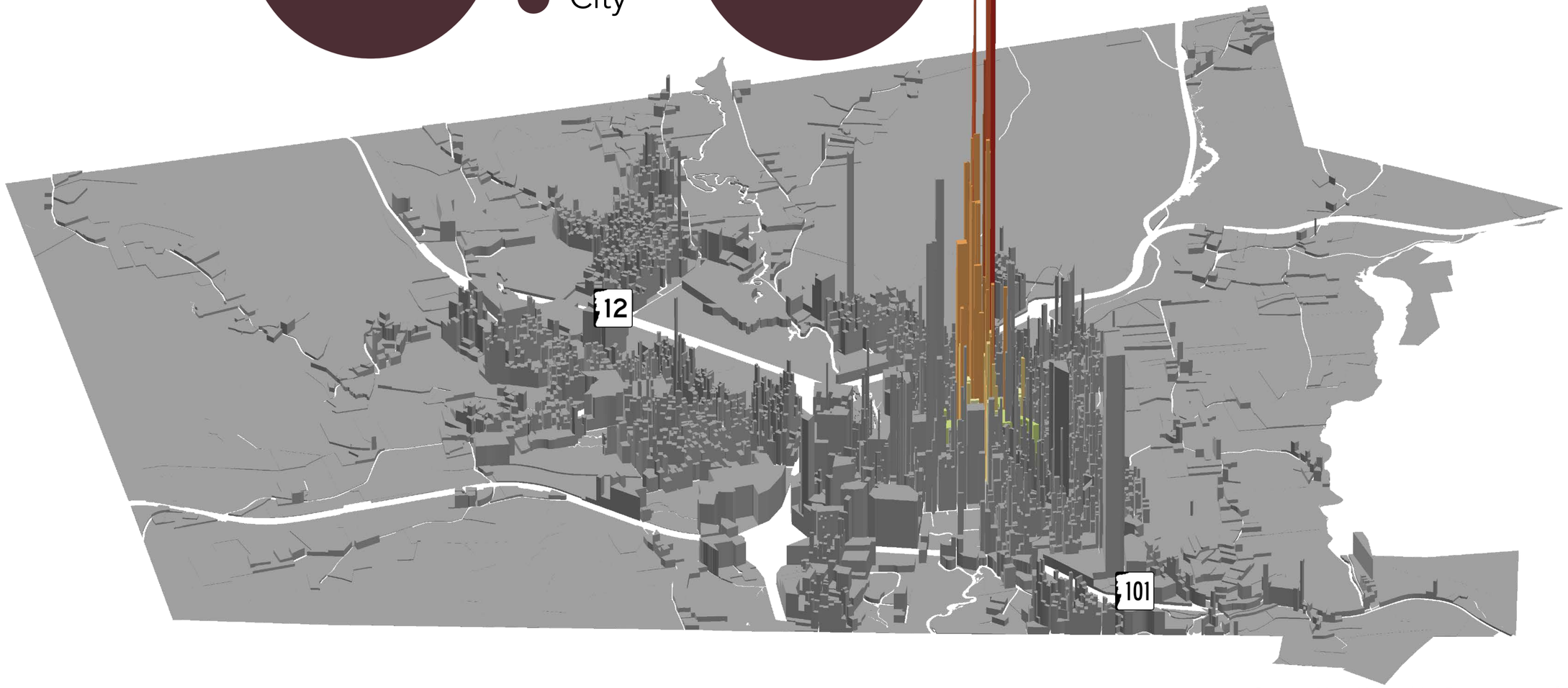




Total Taxable Value ($)

- 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

N

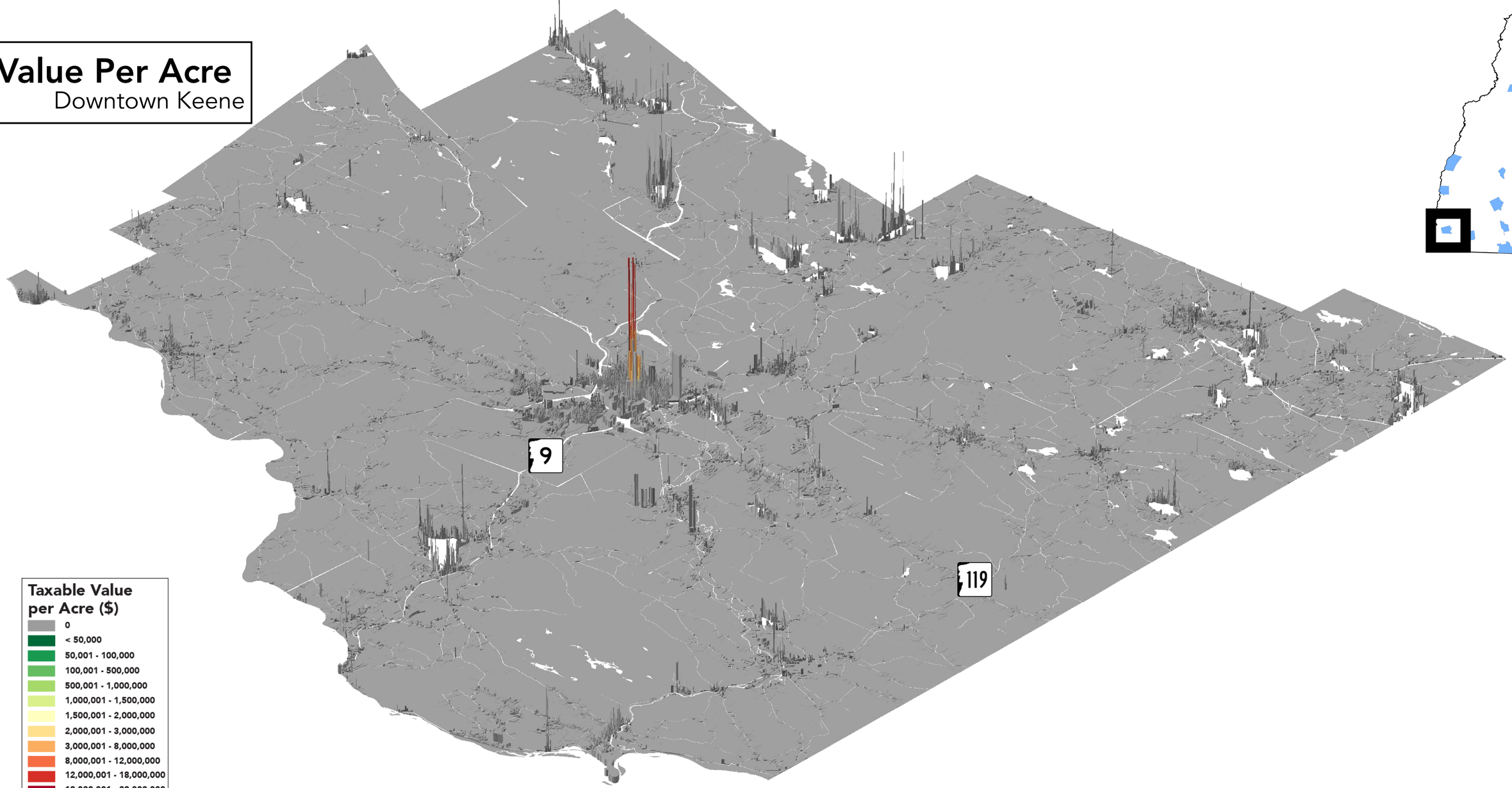
POWERED BY esri

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

Downtown Keene



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
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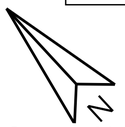
- > 28,000,001
- Missing Data



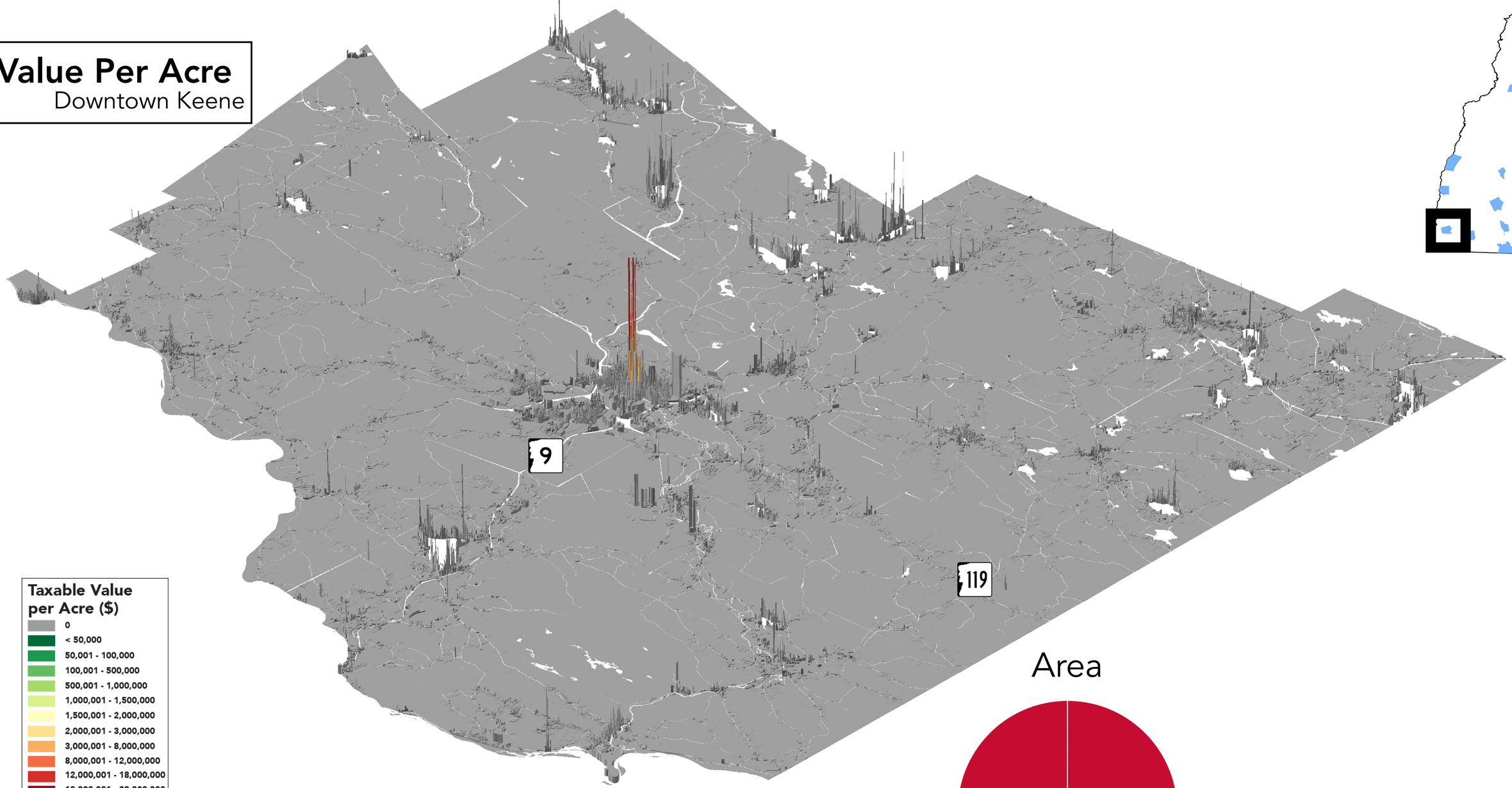
POWERED BY esri

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

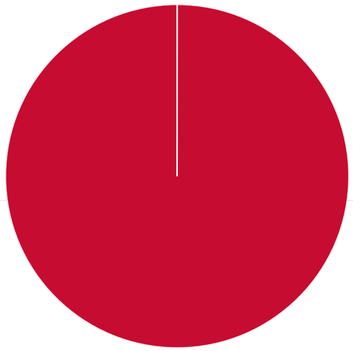
Downtown Keene



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

Area



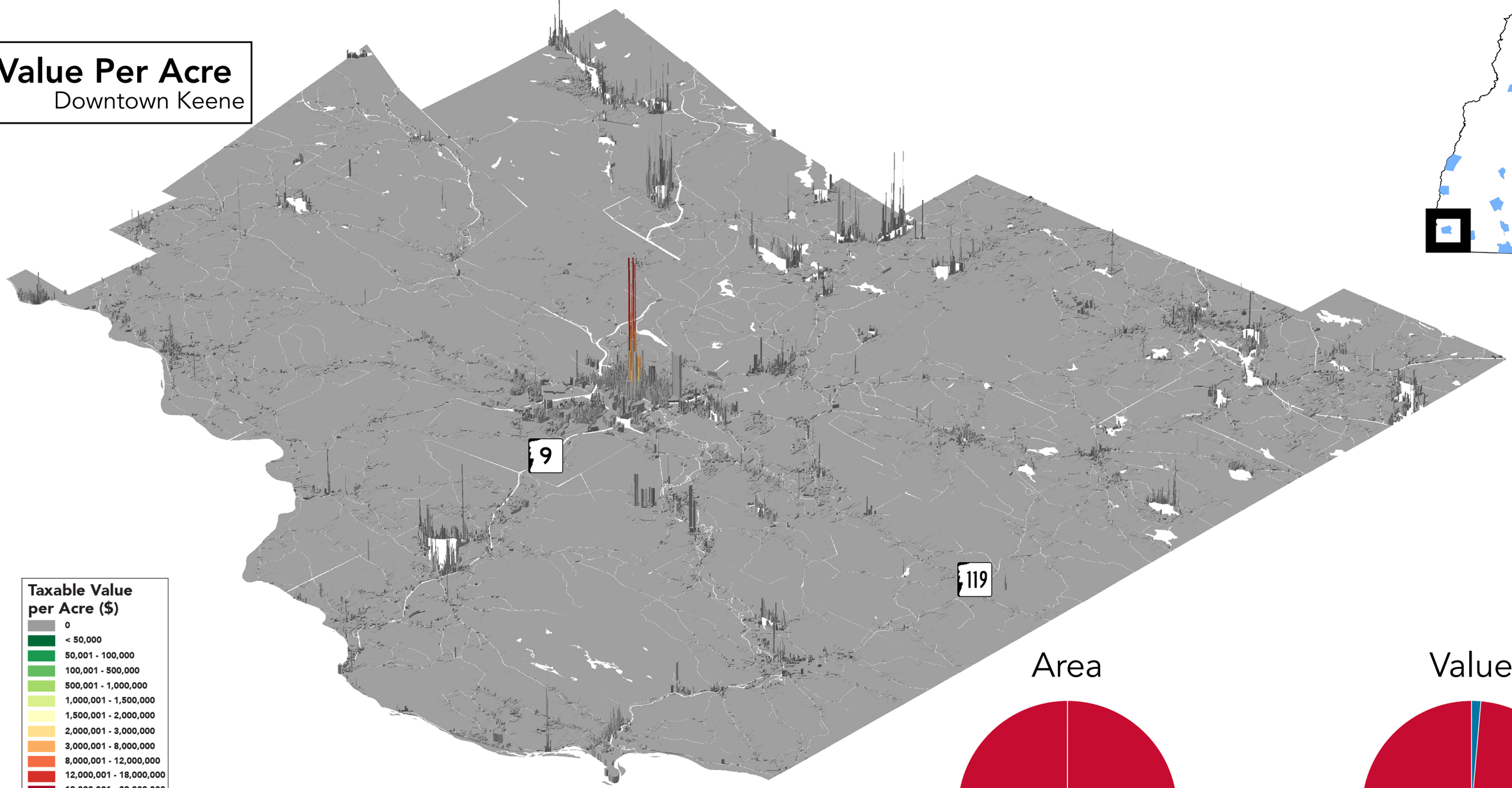
- DTown
- County

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

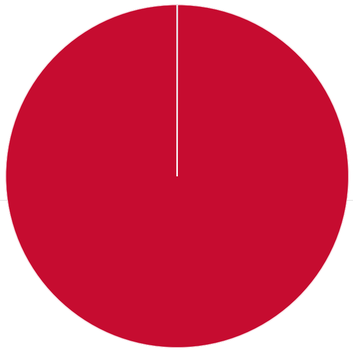
Downtown Keene



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

Area



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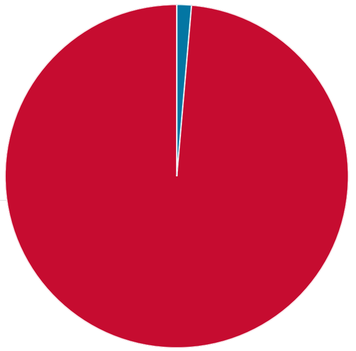
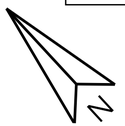


DTown

County



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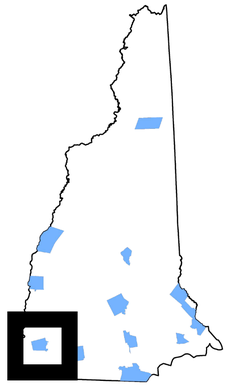
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

Downtown Keene

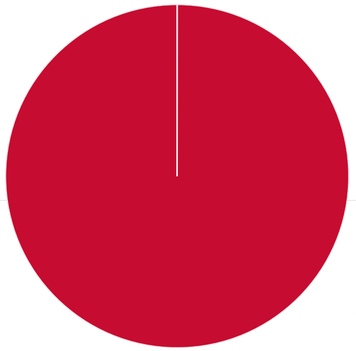
1:115



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

Area



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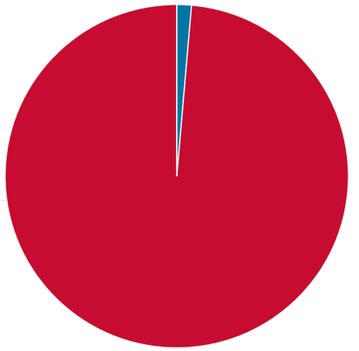


DTown

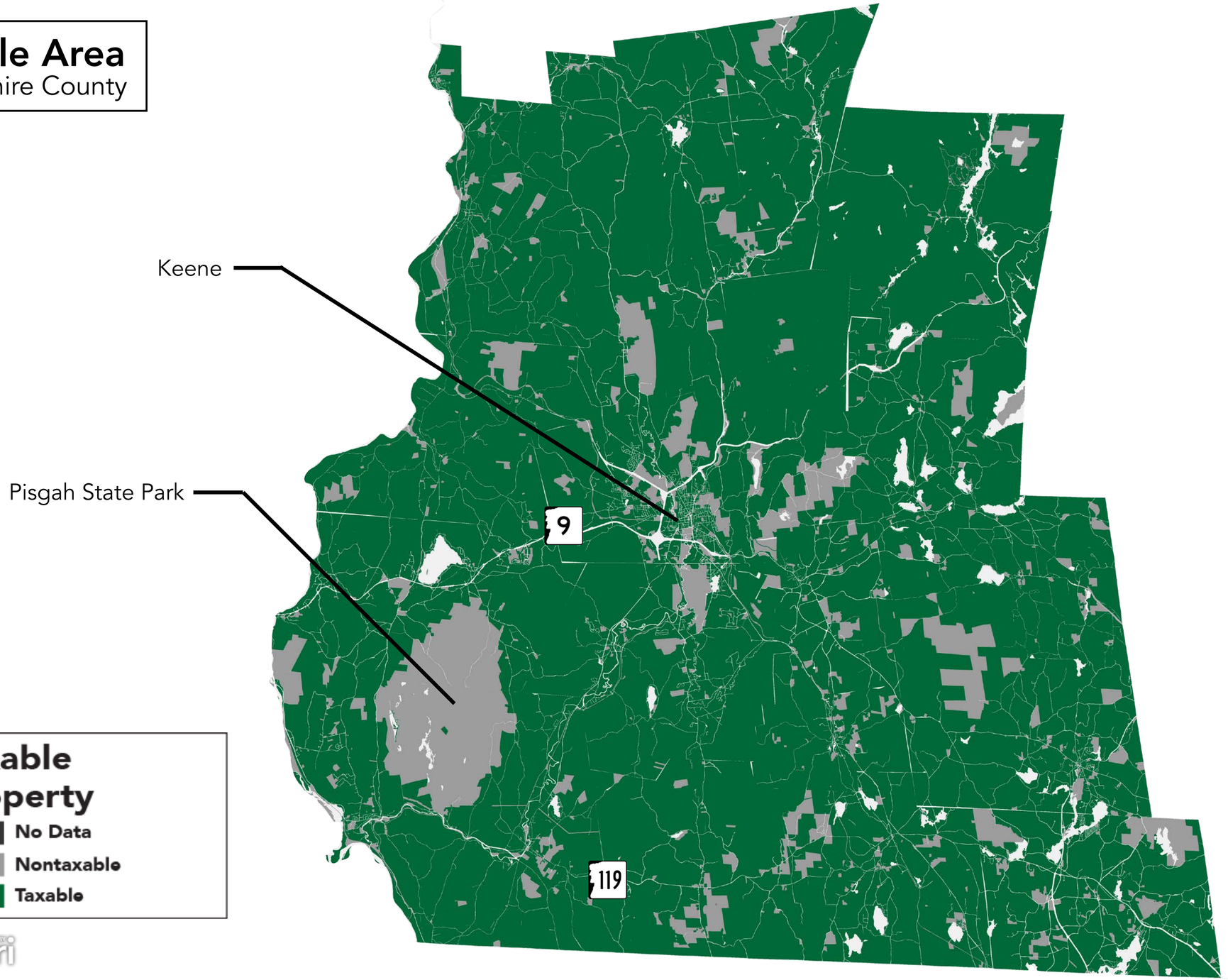
County

powered by esri

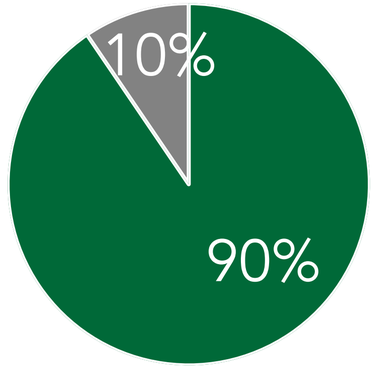
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Taxable Area
Cheshire County



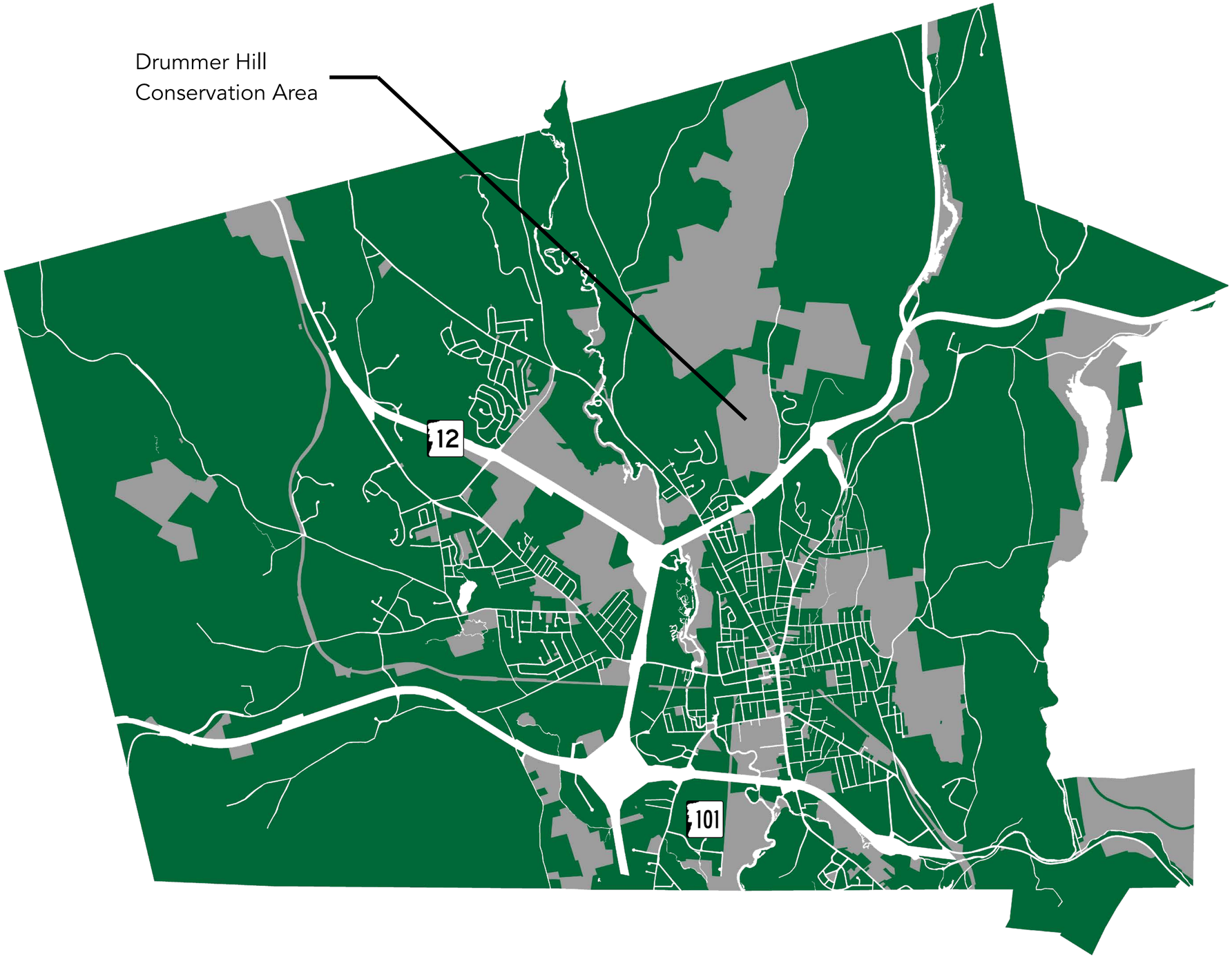
Total Area



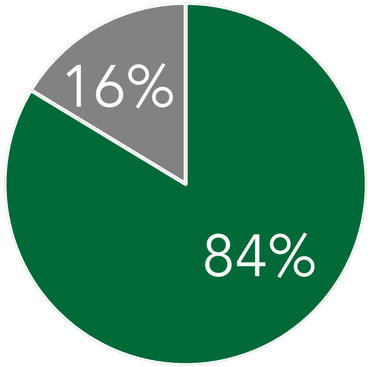
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Taxable Area
Keene



Total Area



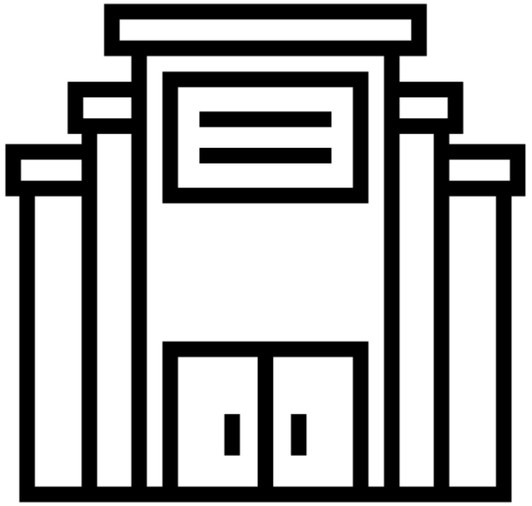
Taxable Property

- No Data
- Nontaxable
- Taxable

N

Source: New Hampshire Department of Revenue Administration 2019

URBAN3



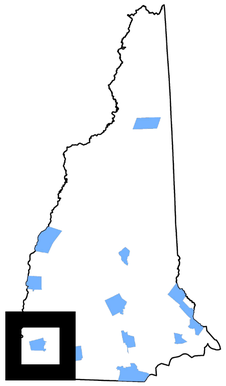
Land Use Types

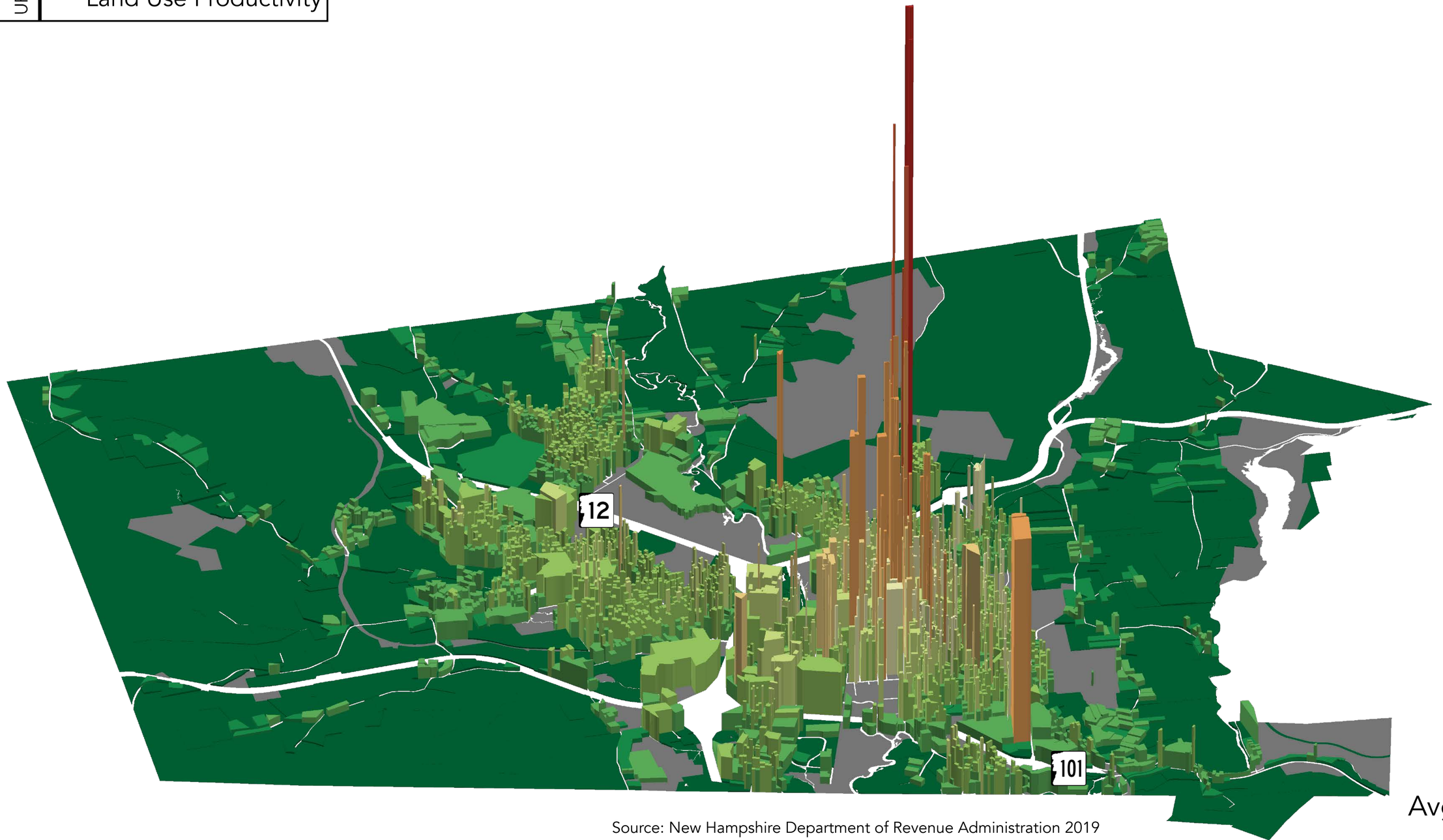
Local samples of buildings and development types

URBAN3

Keene Examples

Land Use Productivity





N

Avg. VPA: $103,944

Source: New Hampshire Department of Revenue Administration 2019

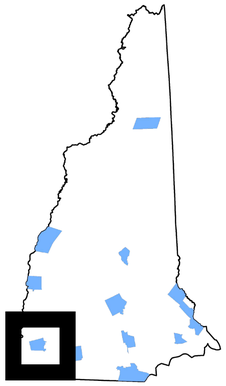
URBAN3

Keene Examples

Land Use Productivity



Single-family
Avg. VPA: $0.43 M



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Avg. VPA: $103,944

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Keene Examples

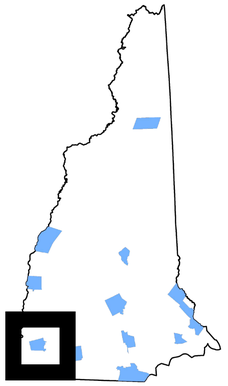
Land Use Productivity



Single-family
Avg. VPA: $0.43 M



Multi-family
Avg. VPA: $2.3 M



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Avg. VPA: $103,944

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Keene Examples

Land Use Productivity



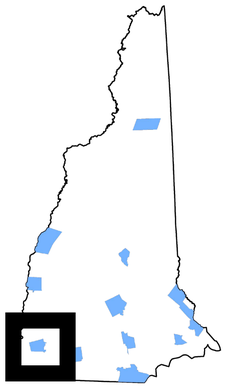
Single-family
Avg. VPA: $0.43 M



Multi-family
Avg. VPA: $2.3 M



Commercial
VPA: $0.95 M



N

Avg. VPA: $103,944

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Keene Examples

Land Use Productivity



Single-family
Avg. VPA: $0.43 M



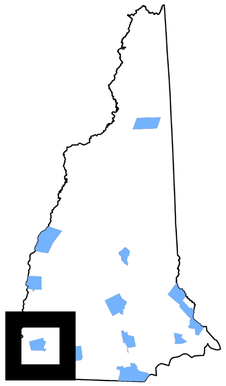
Mixed-use
VPA: $ 8.1



Multi-family
Avg. VPA: $2.3 M



Commercial
VPA: $0.95 M



N

Avg. VPA: $103,944

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Keene Examples

Land Use Productivity



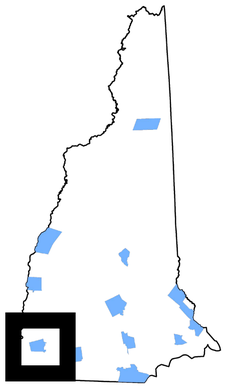
Single-family
Avg. VPA: $0.43 M



Peak VPA
VPA: $14 M



Mixed-use
VPA: $ 8.1

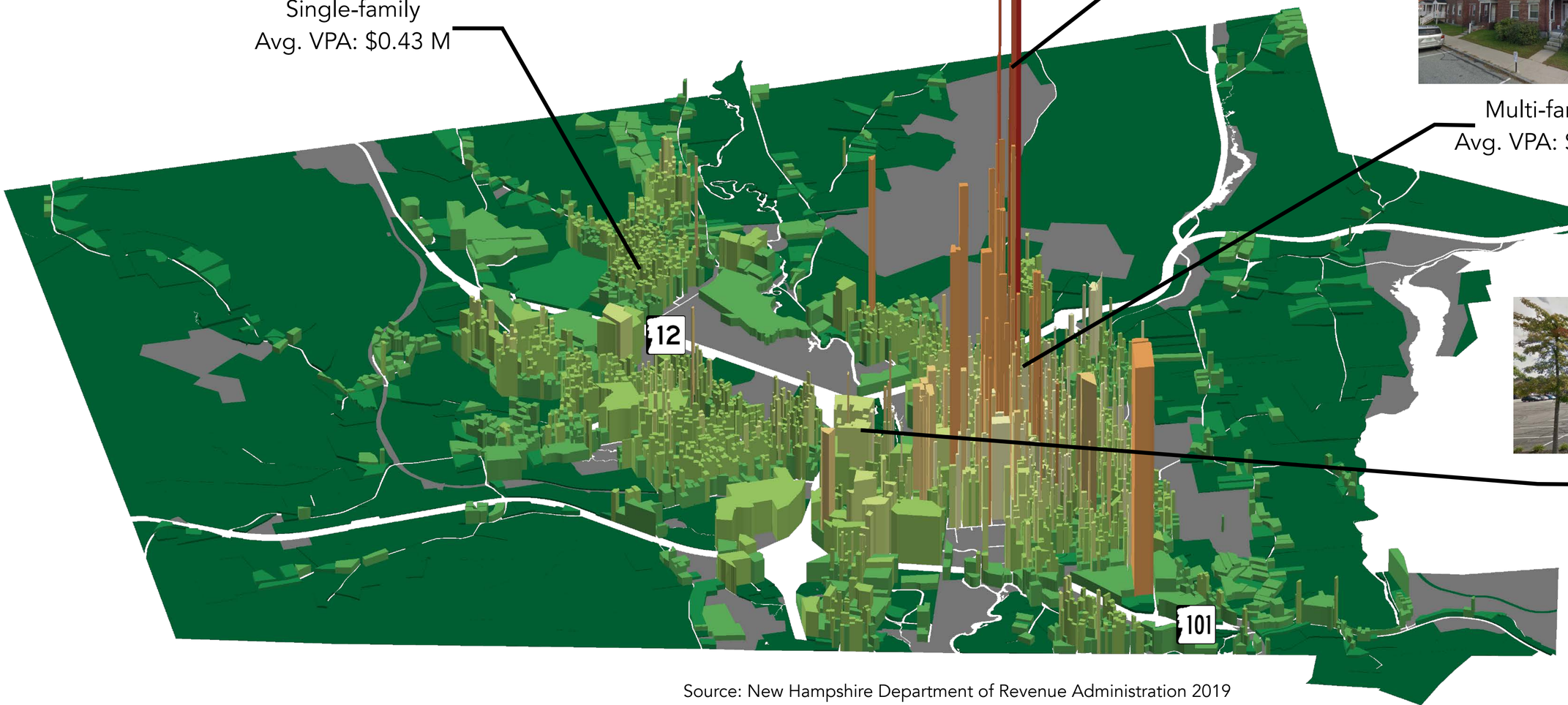




Multi-family
Avg. VPA: $2.3 M



Commercial
VPA: $0.95 M



N

Avg. VPA: $103,944

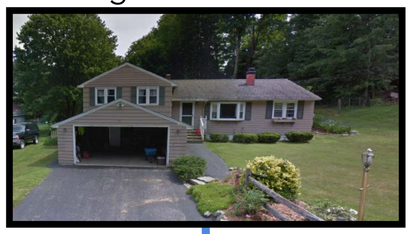
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Keene Examples

Land Use Productivity

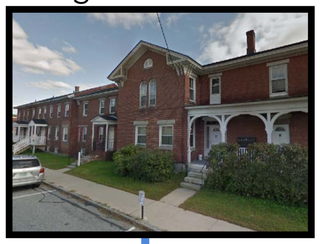
Single-family
Avg. VPA: $0.43 M



Commercial
VPA: $0.95 M



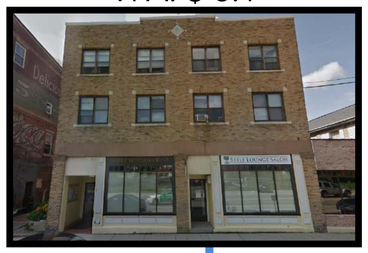
Multi-family
Avg. VPA: $2.3 M

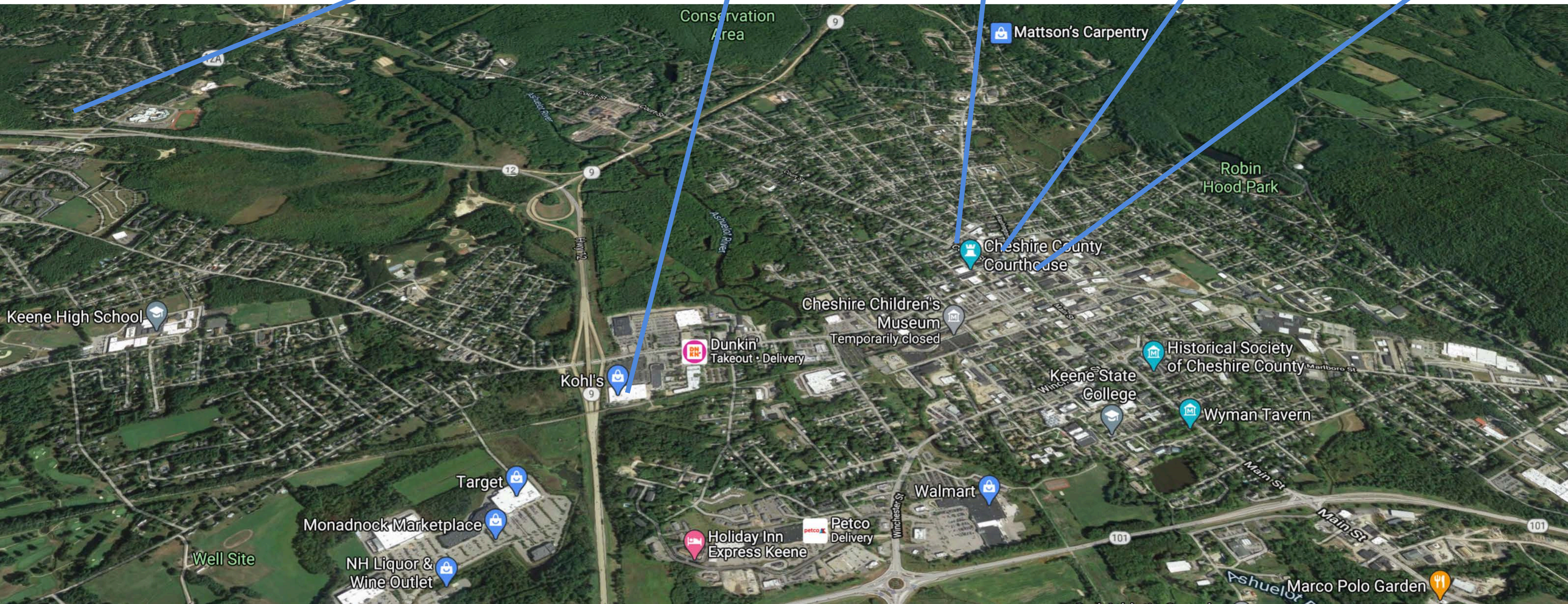


Peak VPA
VPA: $14 M



Mixed-use
VPA: $ 8.1







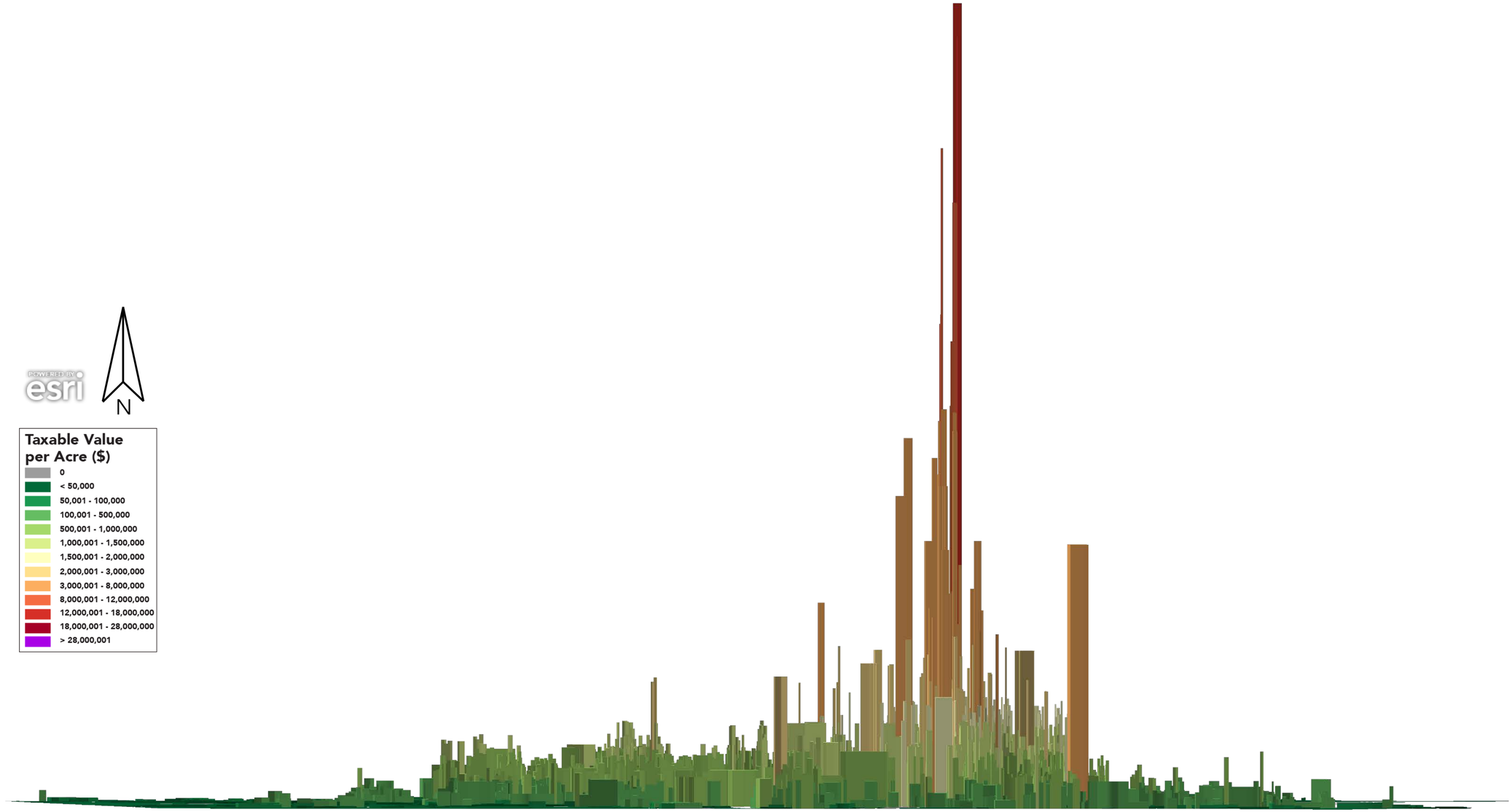
URBAN3

Productivity

Geospatial Analysis

URBAN3

Keene Profile
Land Use Productivity

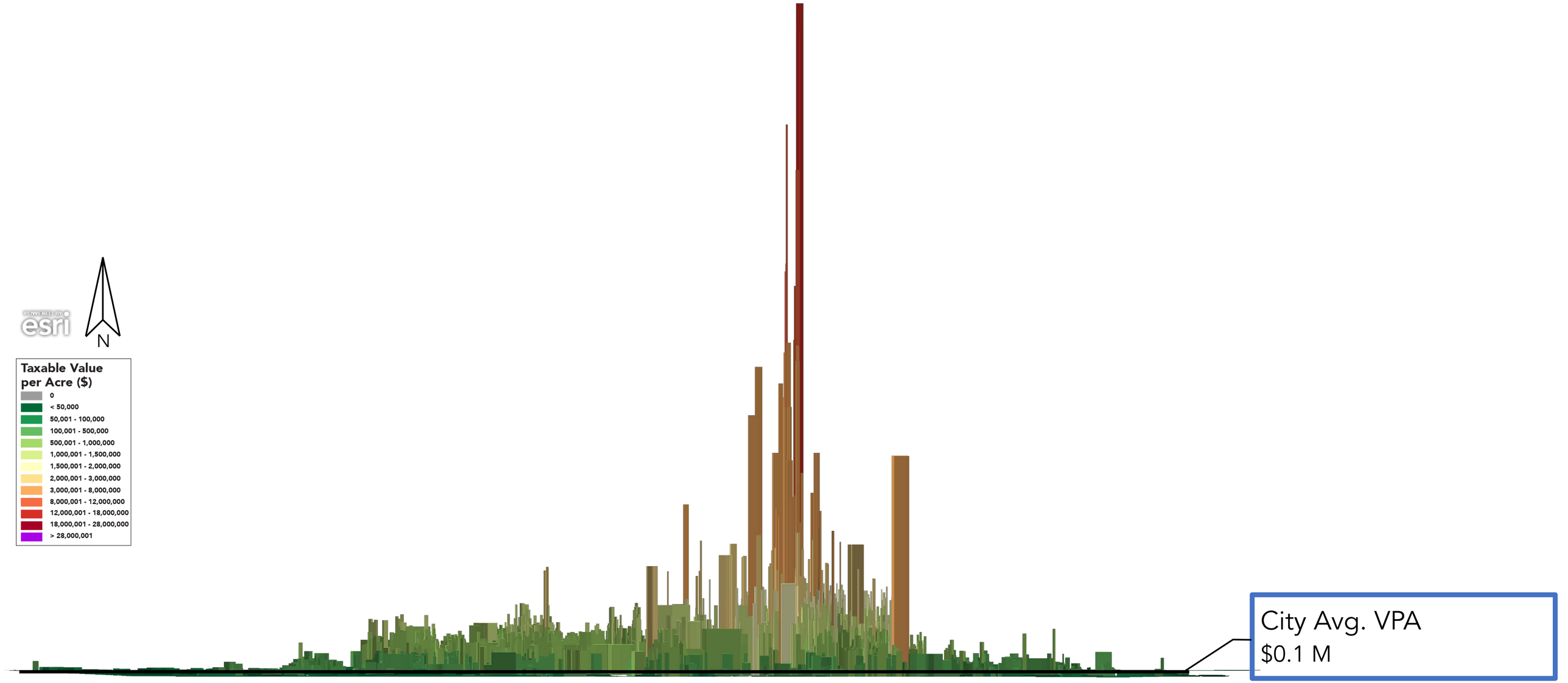


Source: New Hampshire Department of Revenue Administration 2019

*Not Perfectly to Scale

URBAN3

Keene Profile
Land Use Productivity

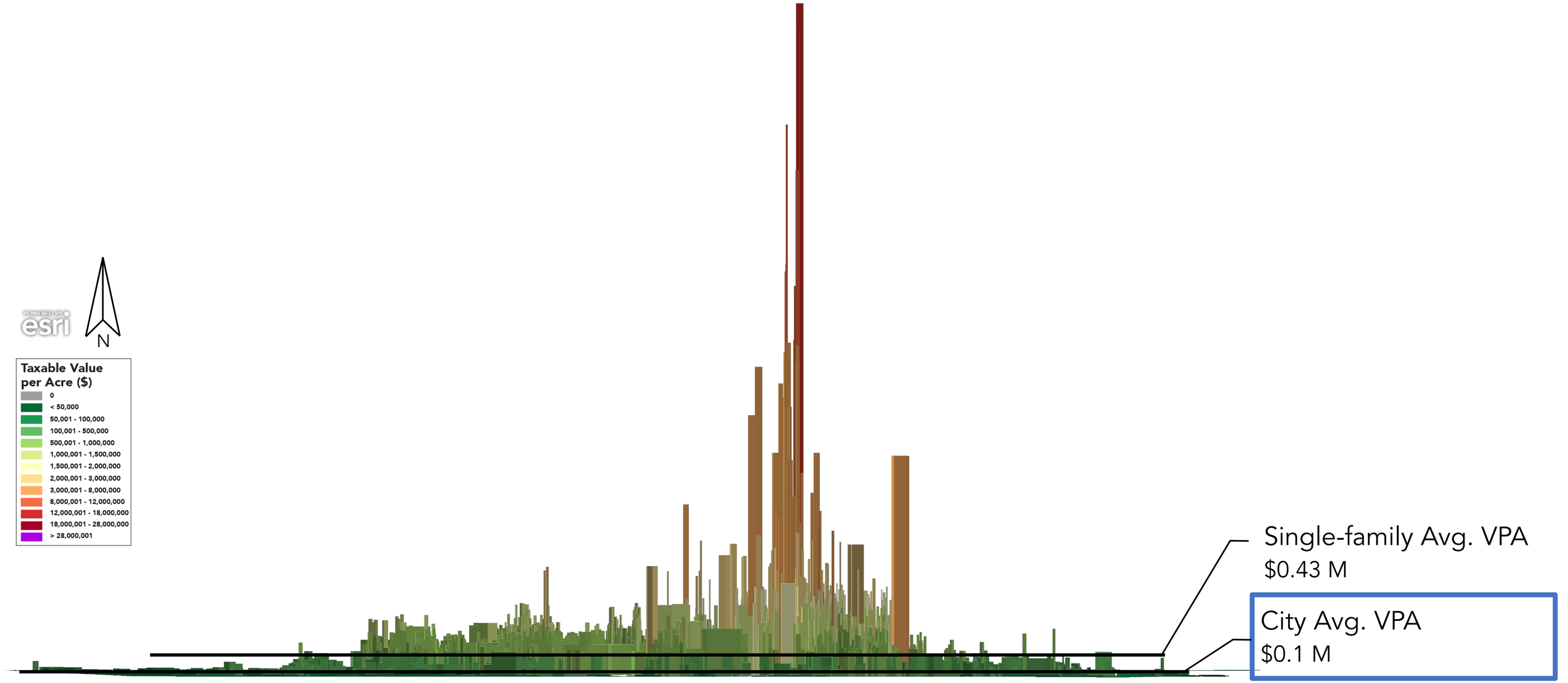


Source: New Hampshire Department of Revenue Administration 2019

*Not Perfectly to Scale

URBAN3

Keene Profile
Land Use Productivity

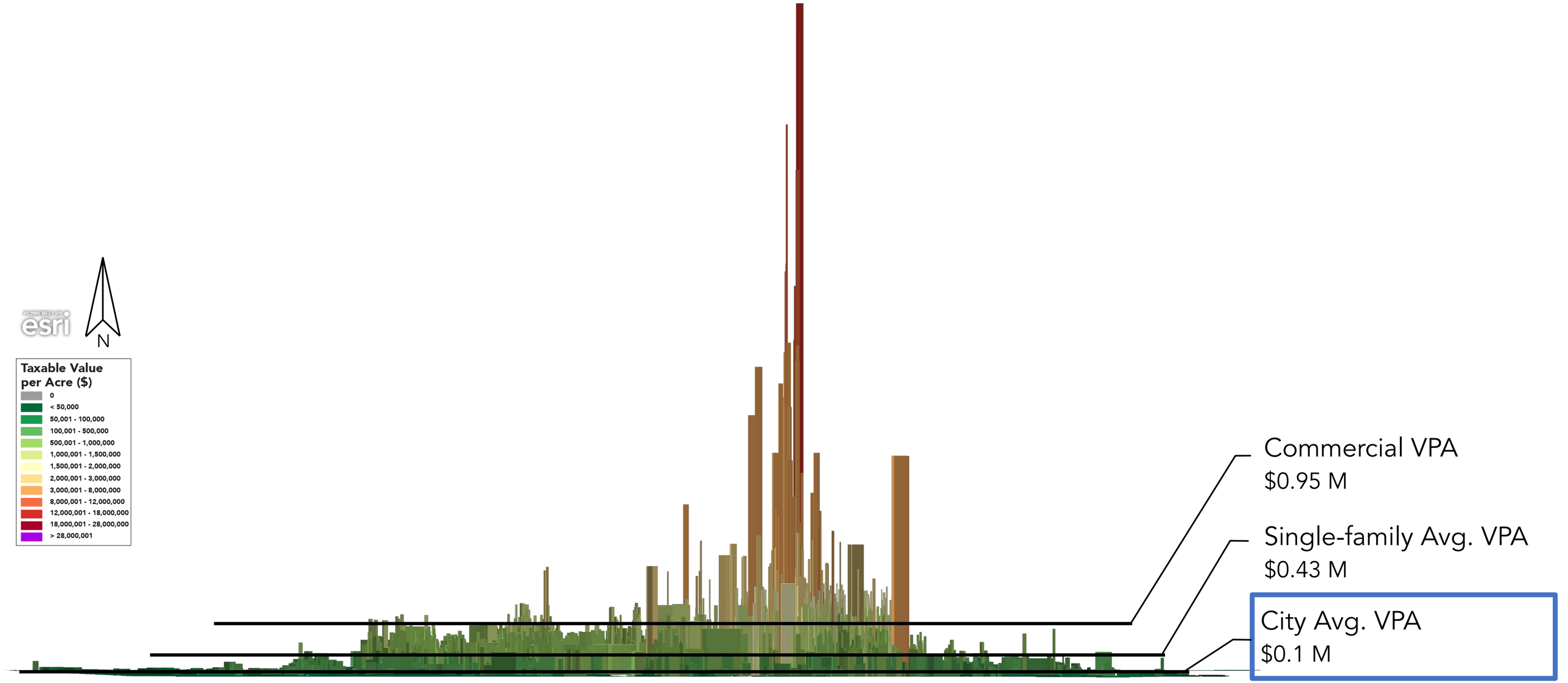


Source: New Hampshire Department of Revenue Administration 2019

*Not Perfectly to Scale

URBAN3

Keene Profile
Land Use Productivity

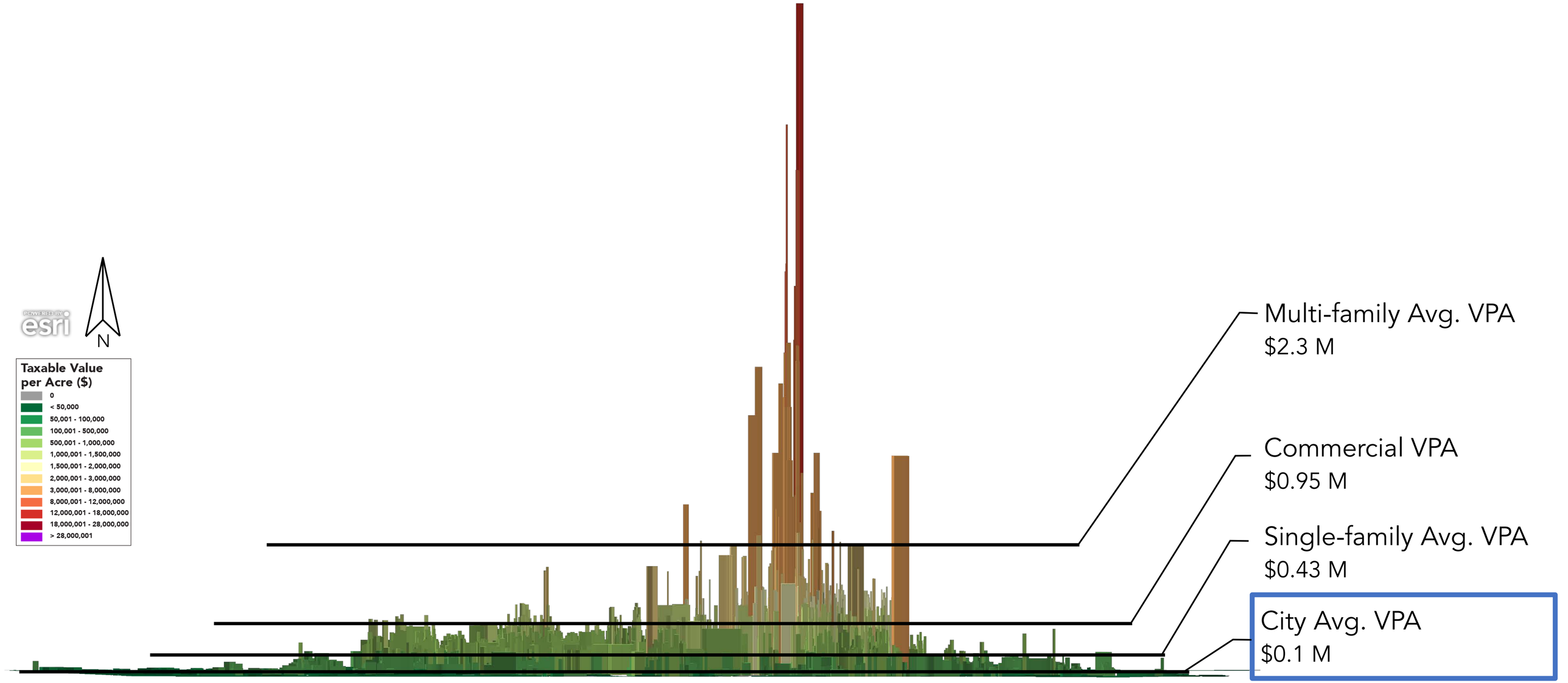


Source: New Hampshire Department of Revenue Administration 2019

*Not Perfectly to Scale

URBAN3

Keene Profile
Land Use Productivity

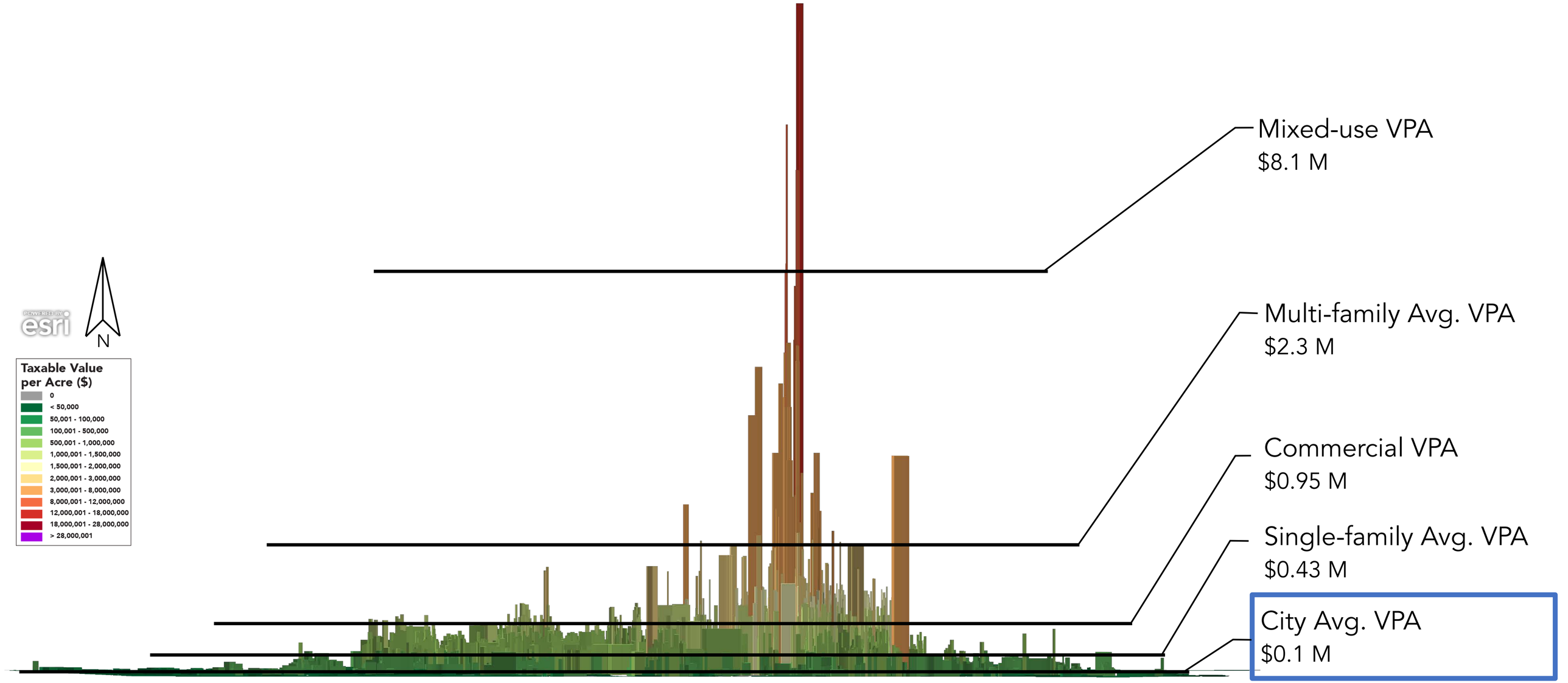


Source: New Hampshire Department of Revenue Administration 2019

*Not Perfectly to Scale

URBAN3

Keene Profile
Land Use Productivity

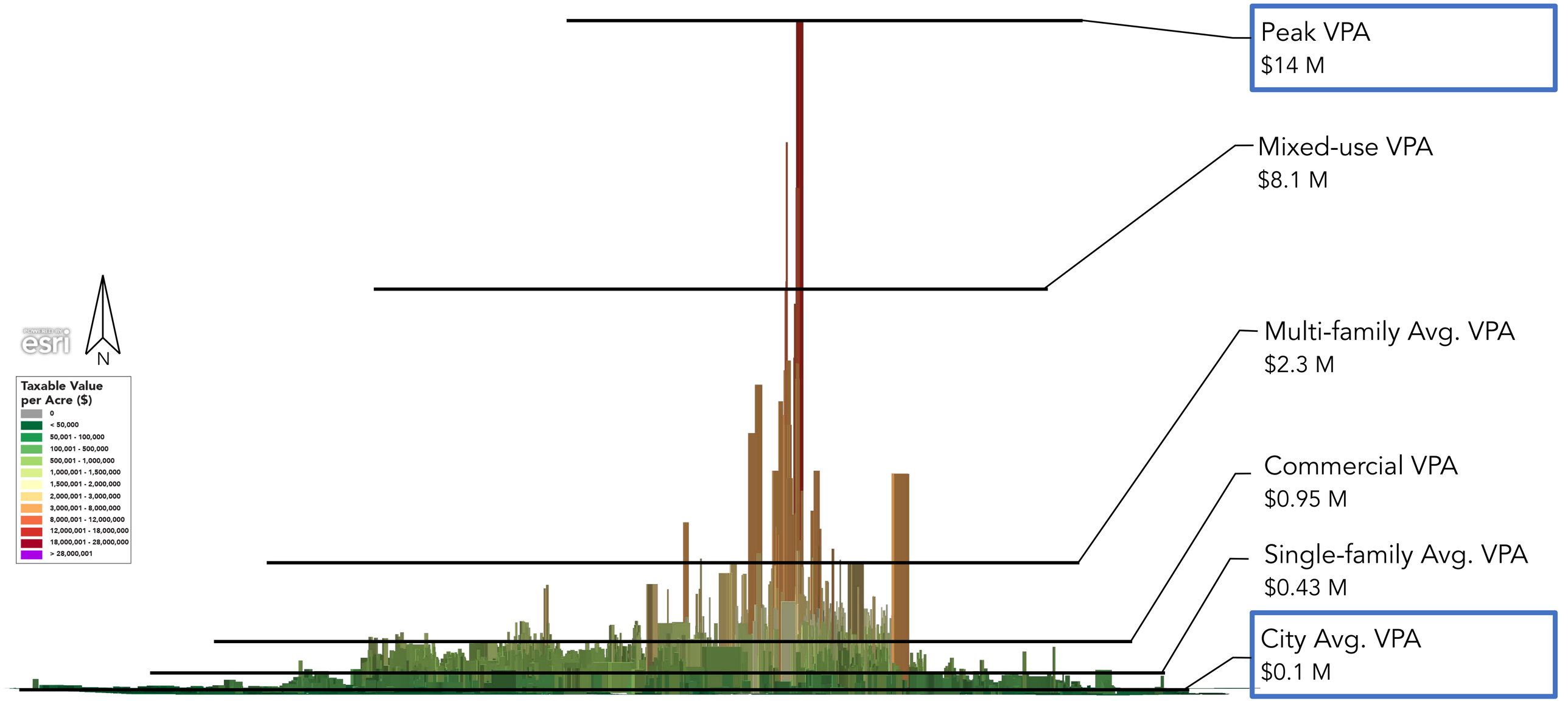


Source: New Hampshire Department of Revenue Administration 2019

*Not Perfectly to Scale

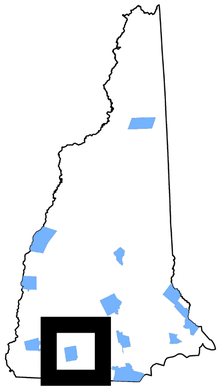
URBAN3

Keene Profile
Land Use Productivity



Source: New Hampshire Department of Revenue Administration 2019

*Not Perfectly to Scale



Case Study: Economic MRI®

2020

Peterborough

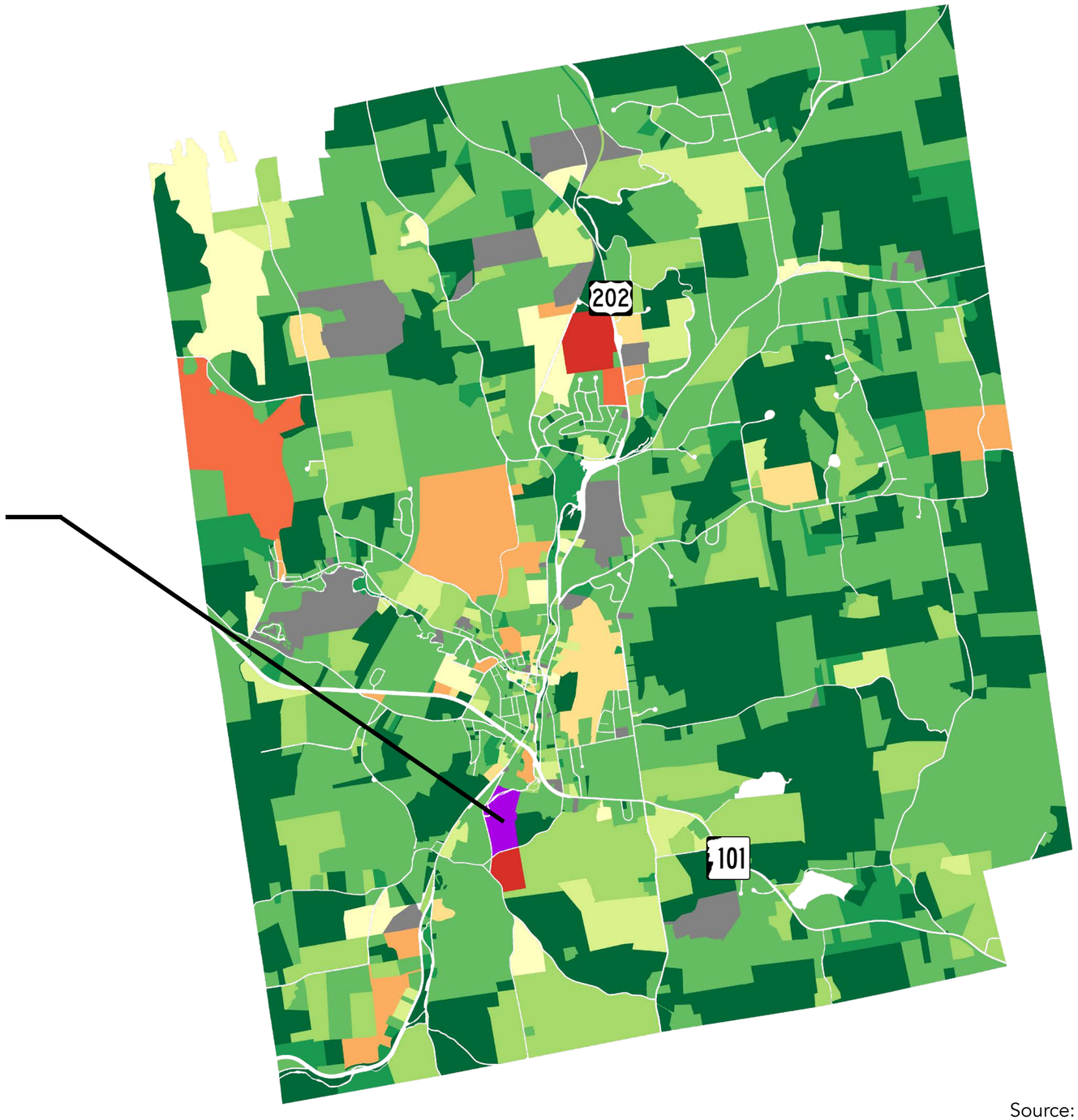


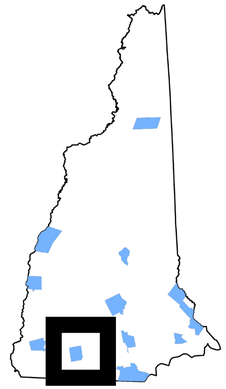
URBAN3

URBAN3

Total Value
Peterborough







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

N

Source: New Hampshire Department of Revenue Administration 2019

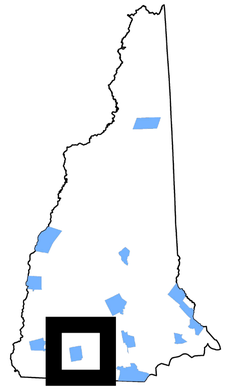
URBAN3

Value Per Acre

Peterborough







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

N

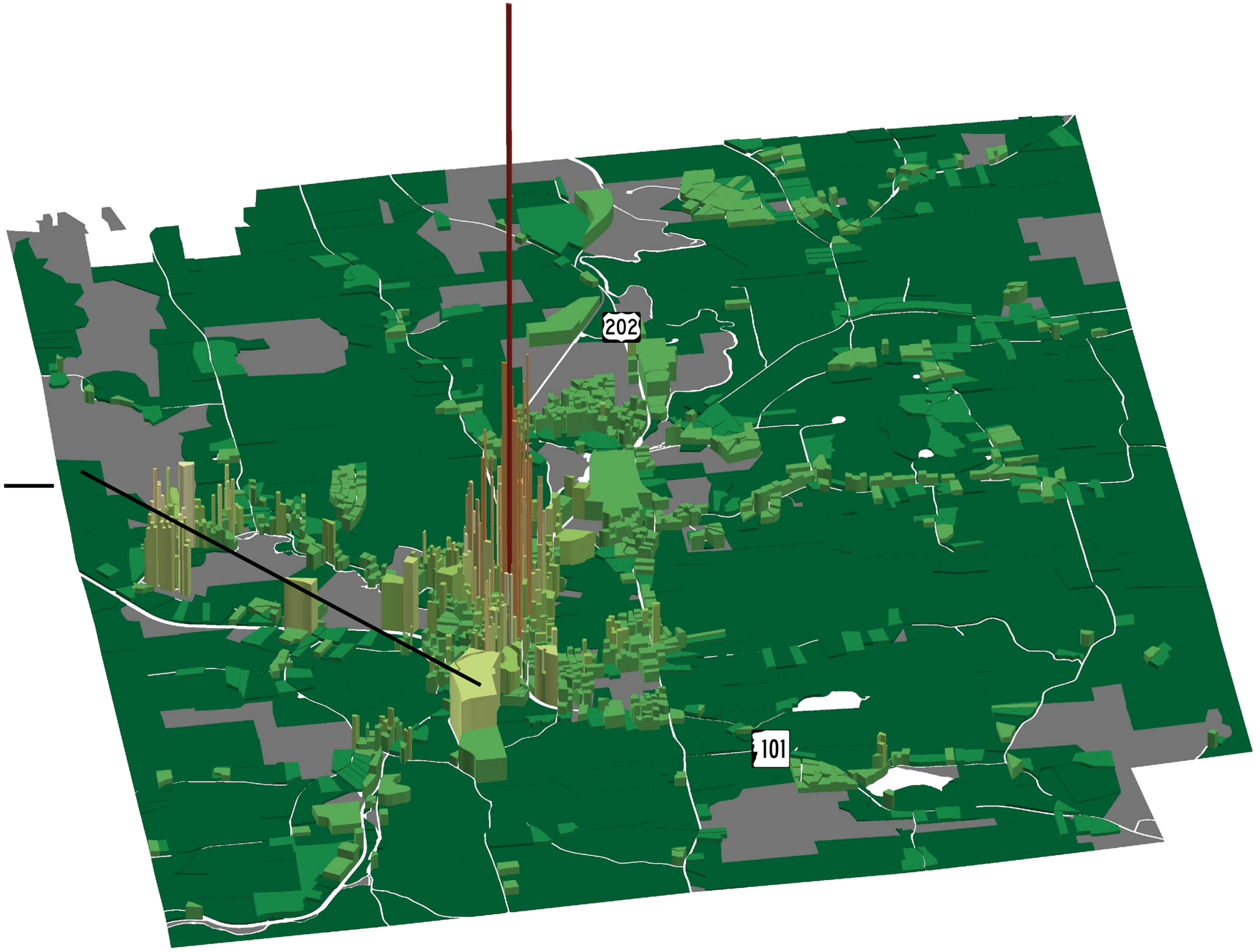
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

Peterborough





Total Taxable Value ($)

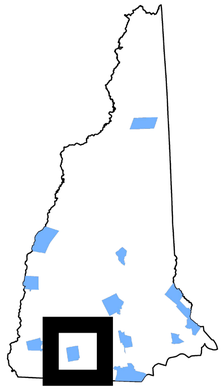
- 0
- < 50,000
- 50,001 - 100,000
- 100,001 - 500,000
- 500,001 - 1,000,000
- 1,000,001 - 1,500,000
- 1,500,001 - 2,000,000
- 2,000,001 - 3,000,000
- 3,000,001 - 8,000,000
- 8,000,001 - 12,000,000
- 12,000,001 - 18,000,000
- 18,000,001 - 28,000,000
- > 28,000,001

N

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre
Hillsborough 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

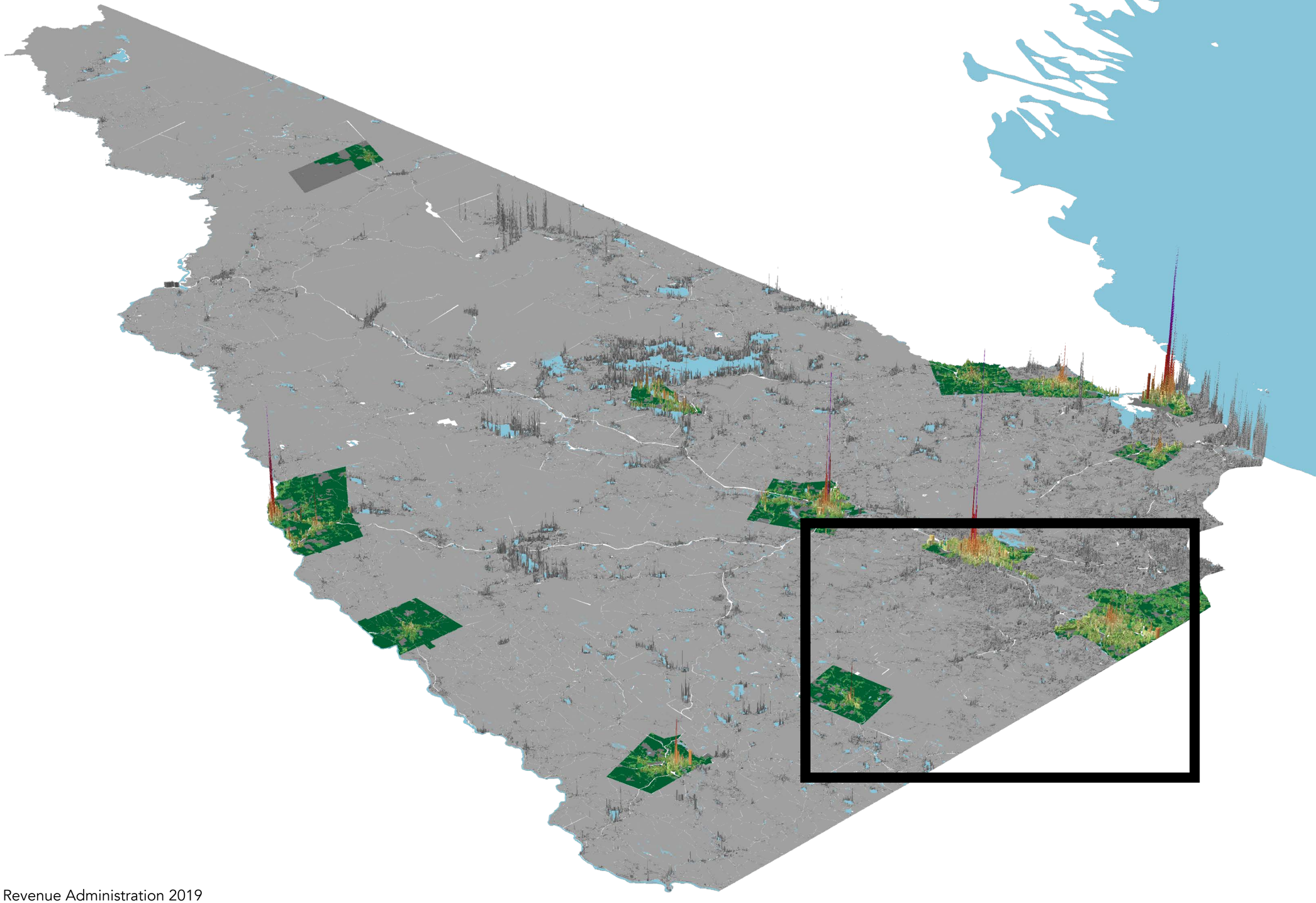
POWERED BY esri

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

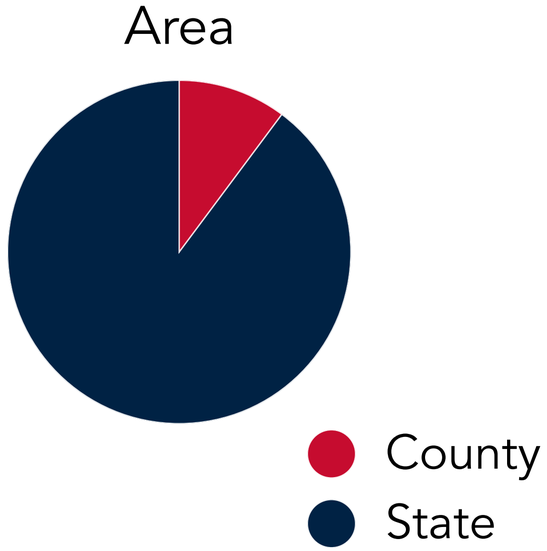
New Hampshire

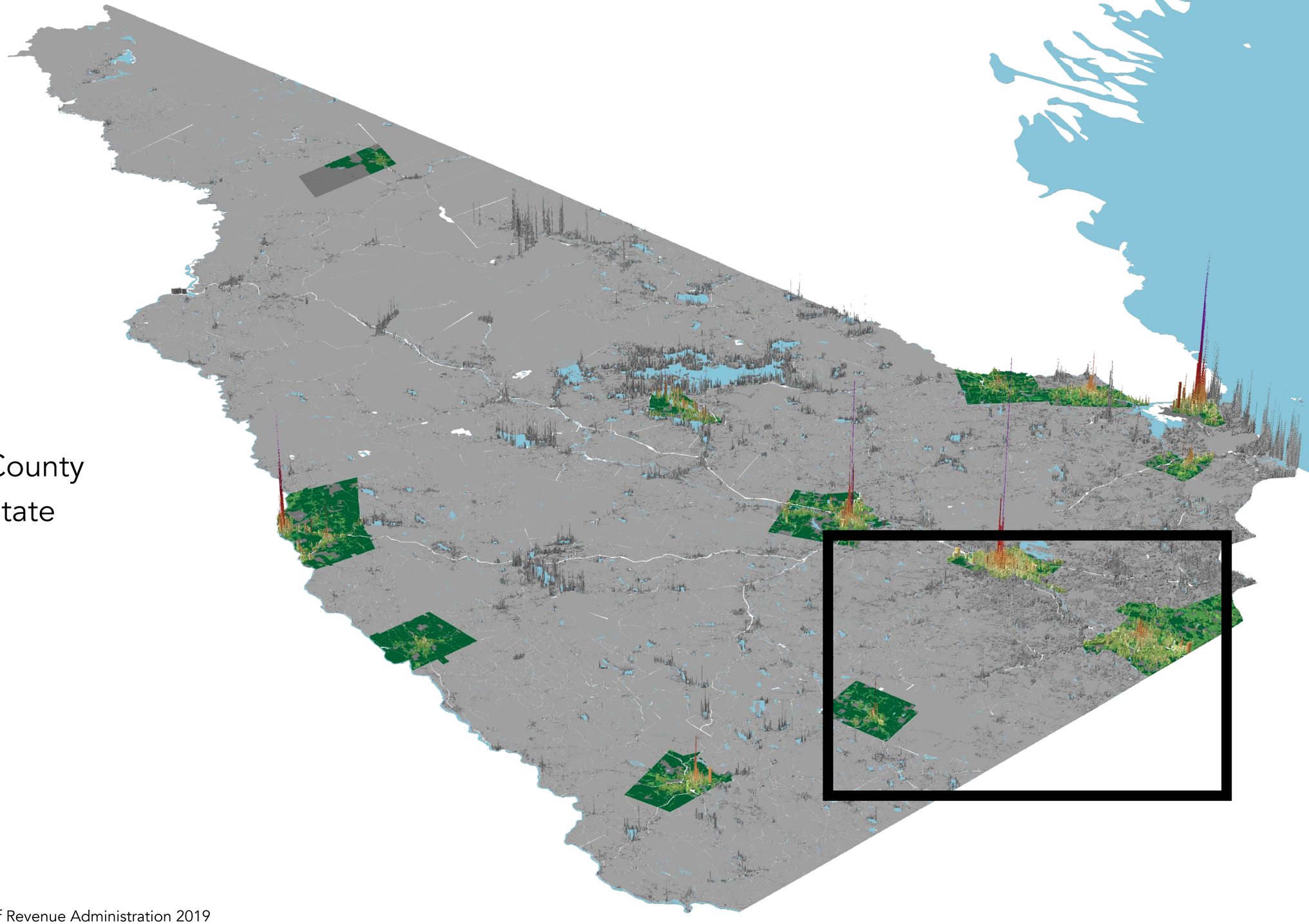


Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre
New Hampshire





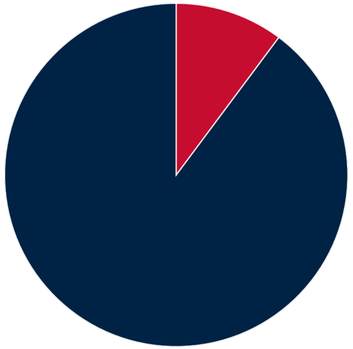
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

New Hampshire

Area



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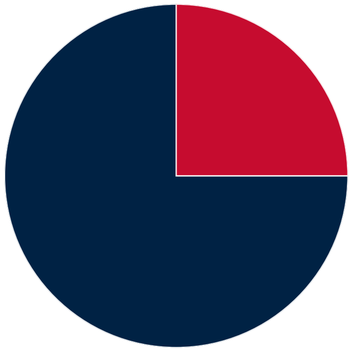
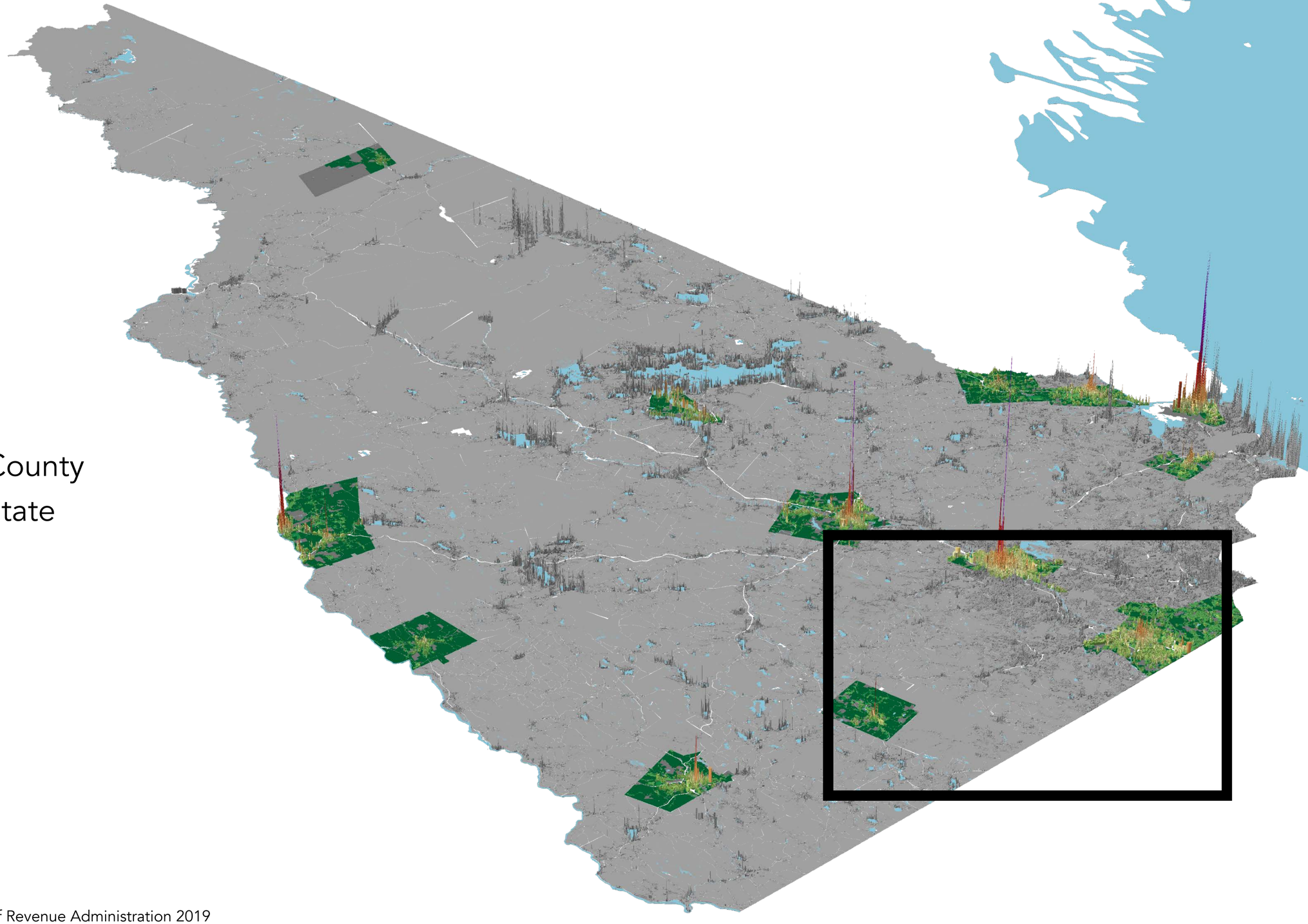


County

State



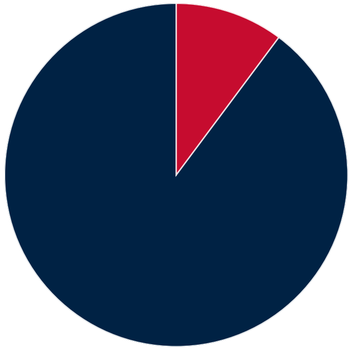
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

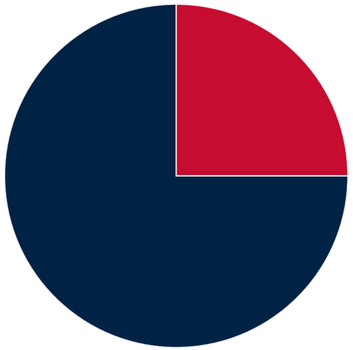
Value Per Acre

New Hampshire

Area



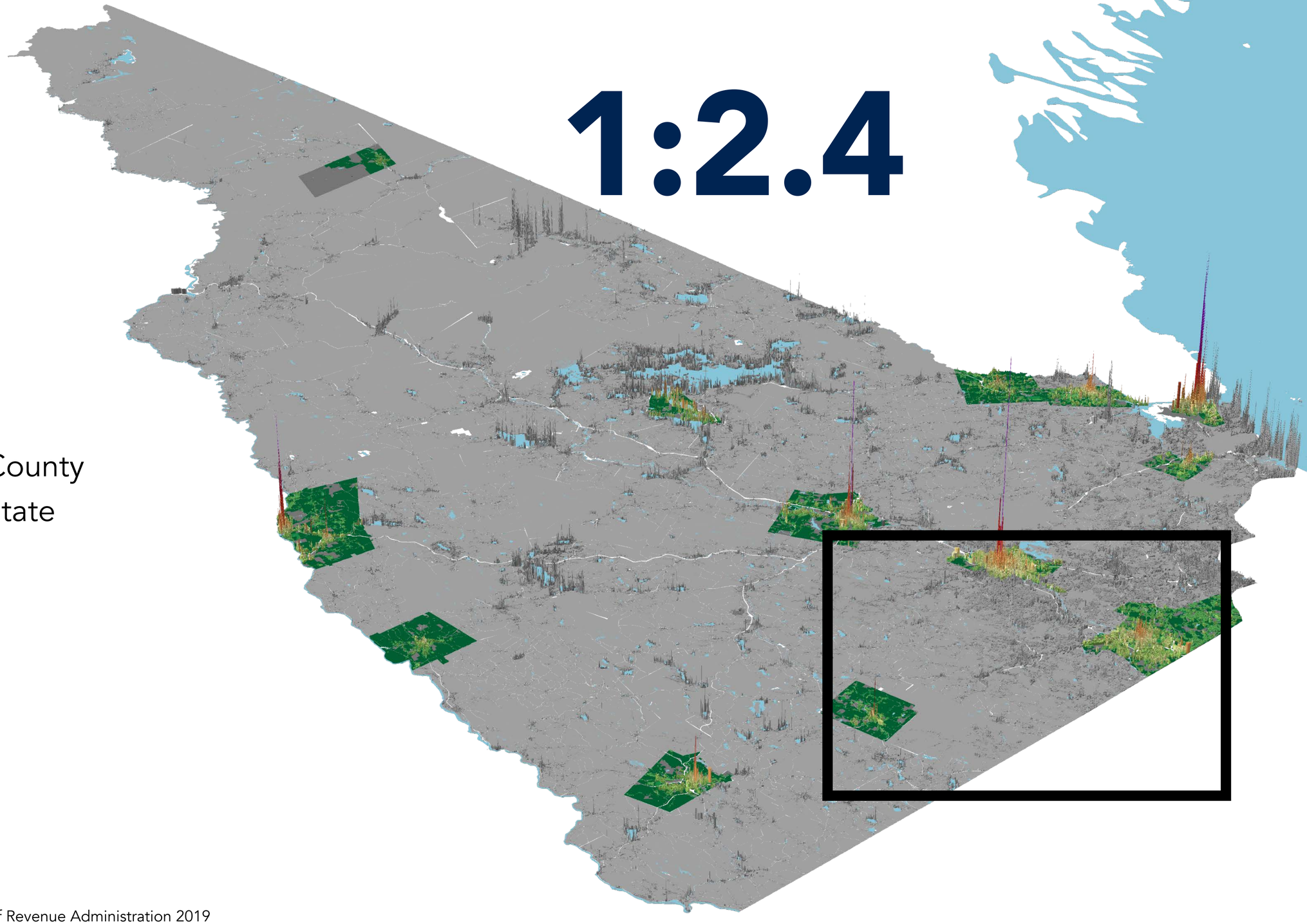
Value



County

State

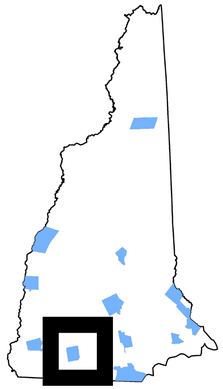
1:2.4



Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre
Peterborough



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

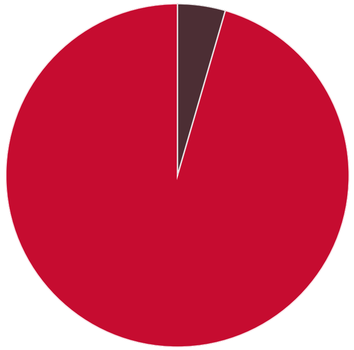
POWERED BY esri

Source: New Hampshire Department of Revenue Administration 2019

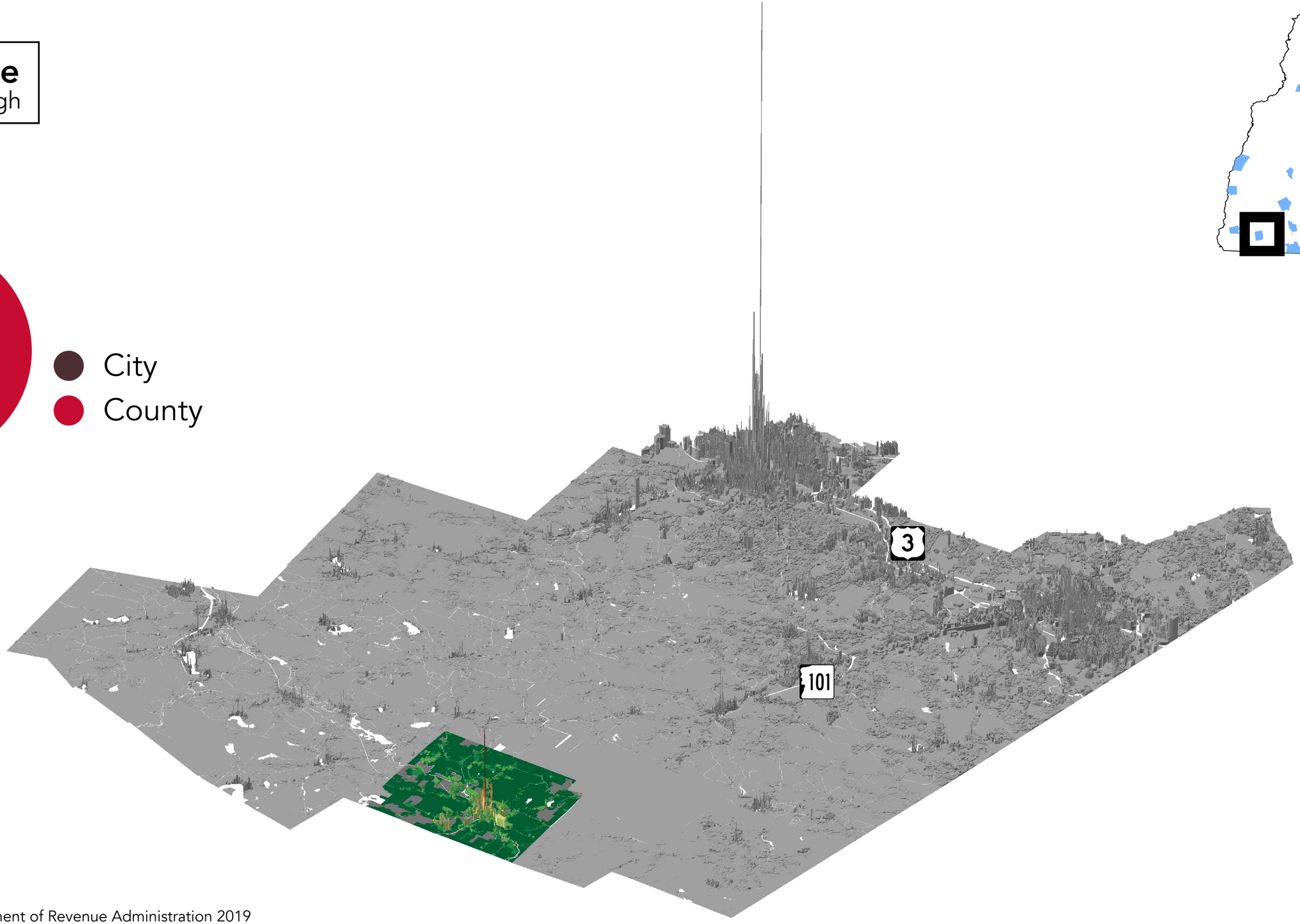
URBAN3

Value Per Acre
Peterborough

Area



City
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
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- 3,000,001 - 8,000,000
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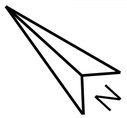
- 12,000,001 - 18,000,000
- 18,000,001 - 28,000,000
- > 28,000,001
- Missing Data

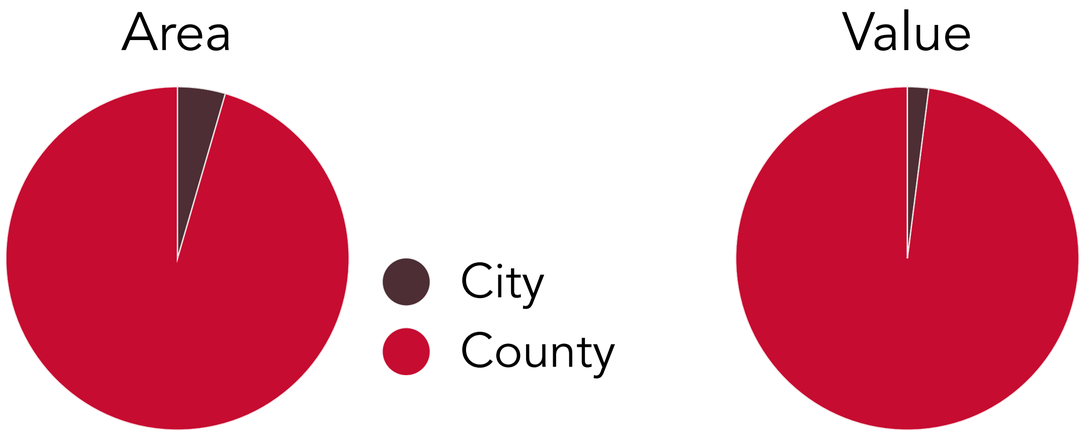


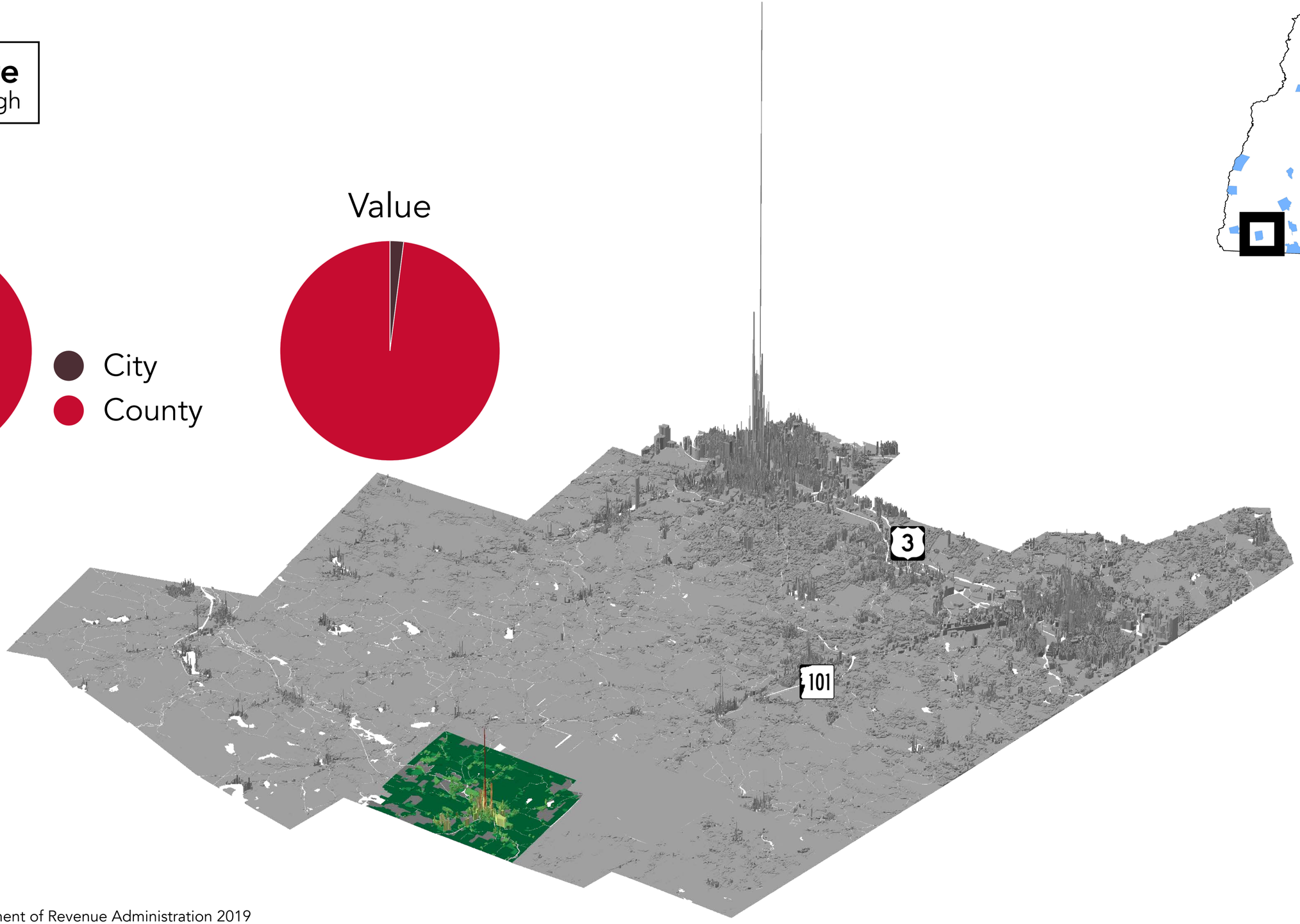
POWERED BY esri

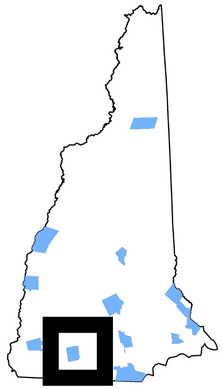
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre
Peterborough







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
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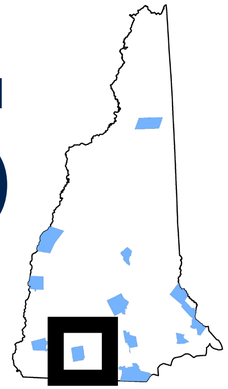
- 2,000,001 - 3,000,000
- 3,000,001 - 8,000,000
- 8,000,001 - 12,000,000
- 12,000,001 - 18,000,000
- 18,000,001 - 28,000,000
- > 28,000,001
- Missing Data

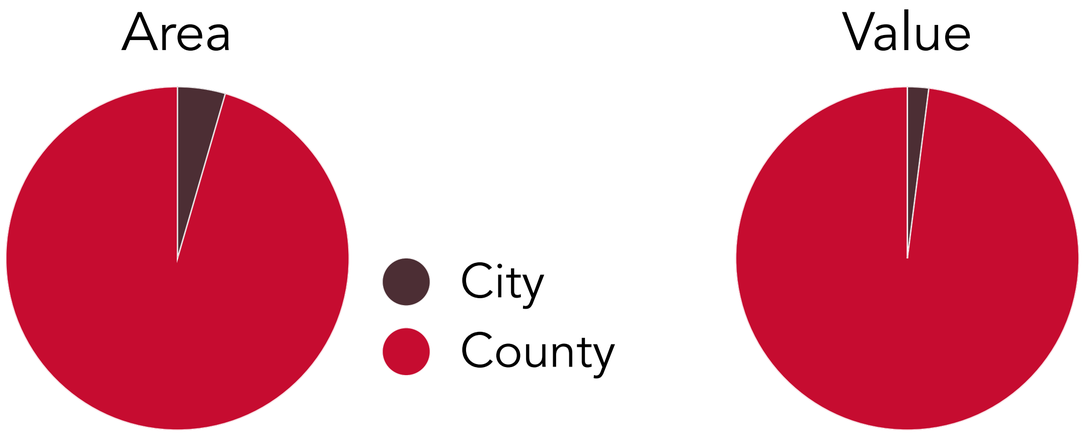
Source: New Hampshire Department of Revenue Administration 2019

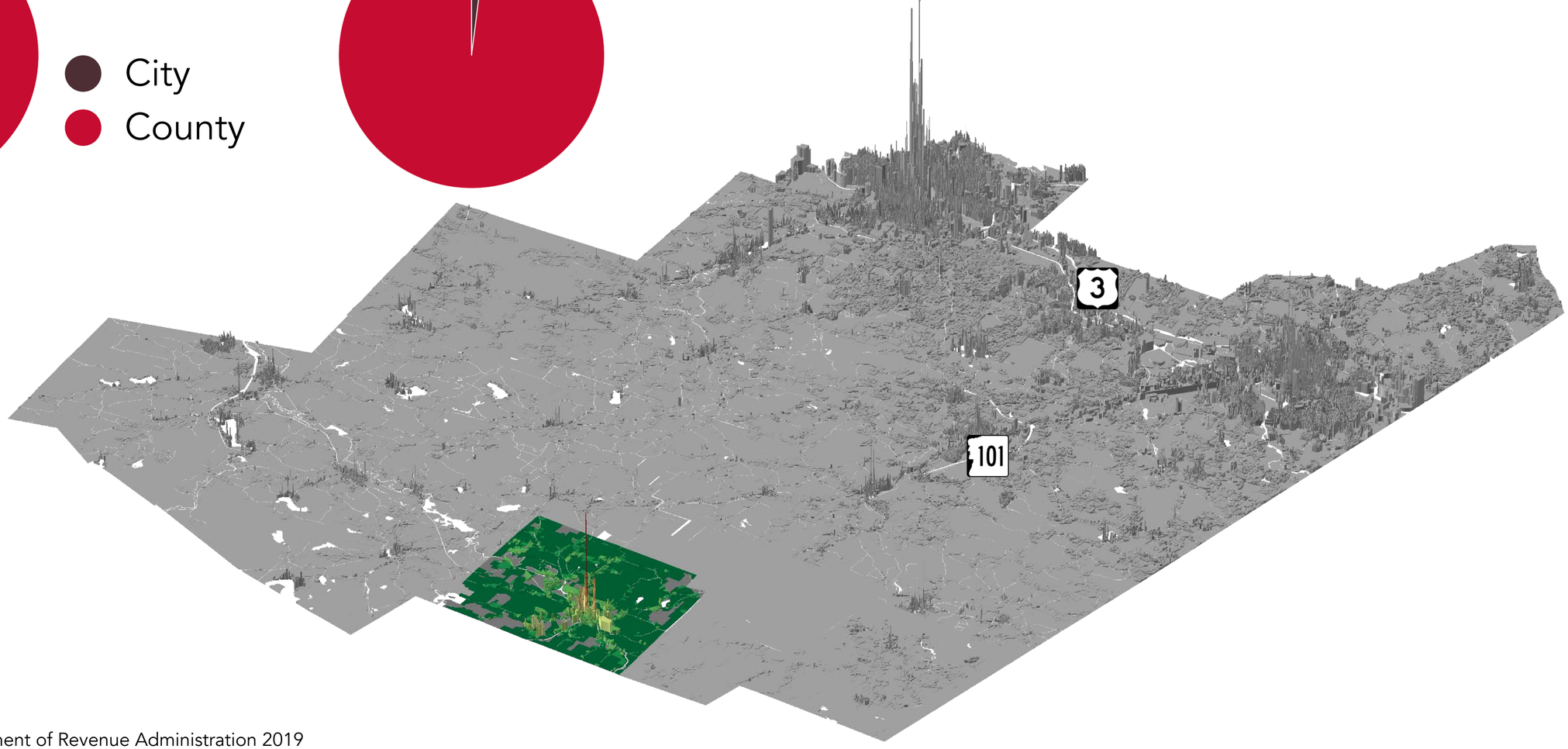
URBAN3

Value Per Acre
Peterborough

1:0.45







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

N

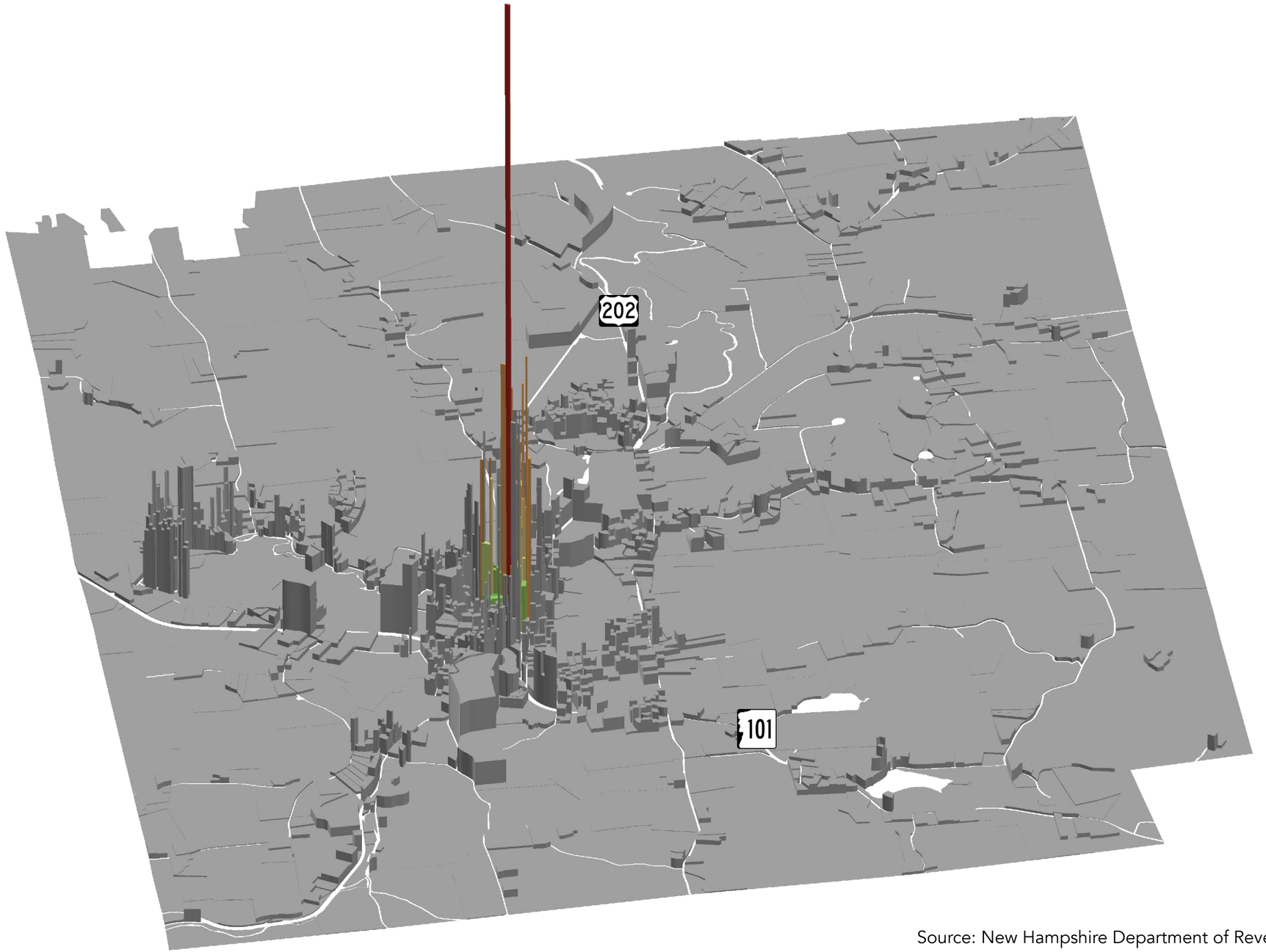
POWERED BY esri

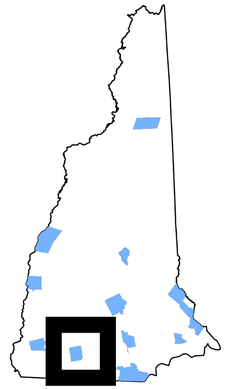
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

Downtown Peterborough





Total Taxable Value ($)

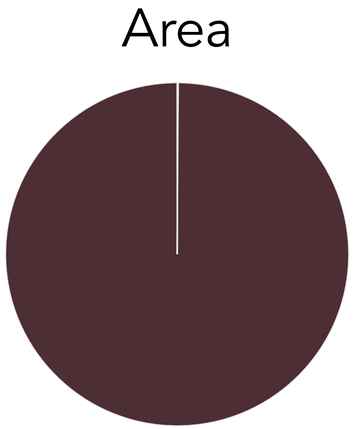
- 0
- < 50,000
- 50,001 - 100,000
- 100,001 - 500,000
- 500,001 - 1,000,000
- 1,000,001 - 1,500,000
- 1,500,001 - 2,000,000
- 2,000,001 - 3,000,000
- 3,000,001 - 8,000,000
- 8,000,001 - 12,000,000
- 12,000,001 - 18,000,000
- 18,000,001 - 28,000,000
- > 28,000,001

N

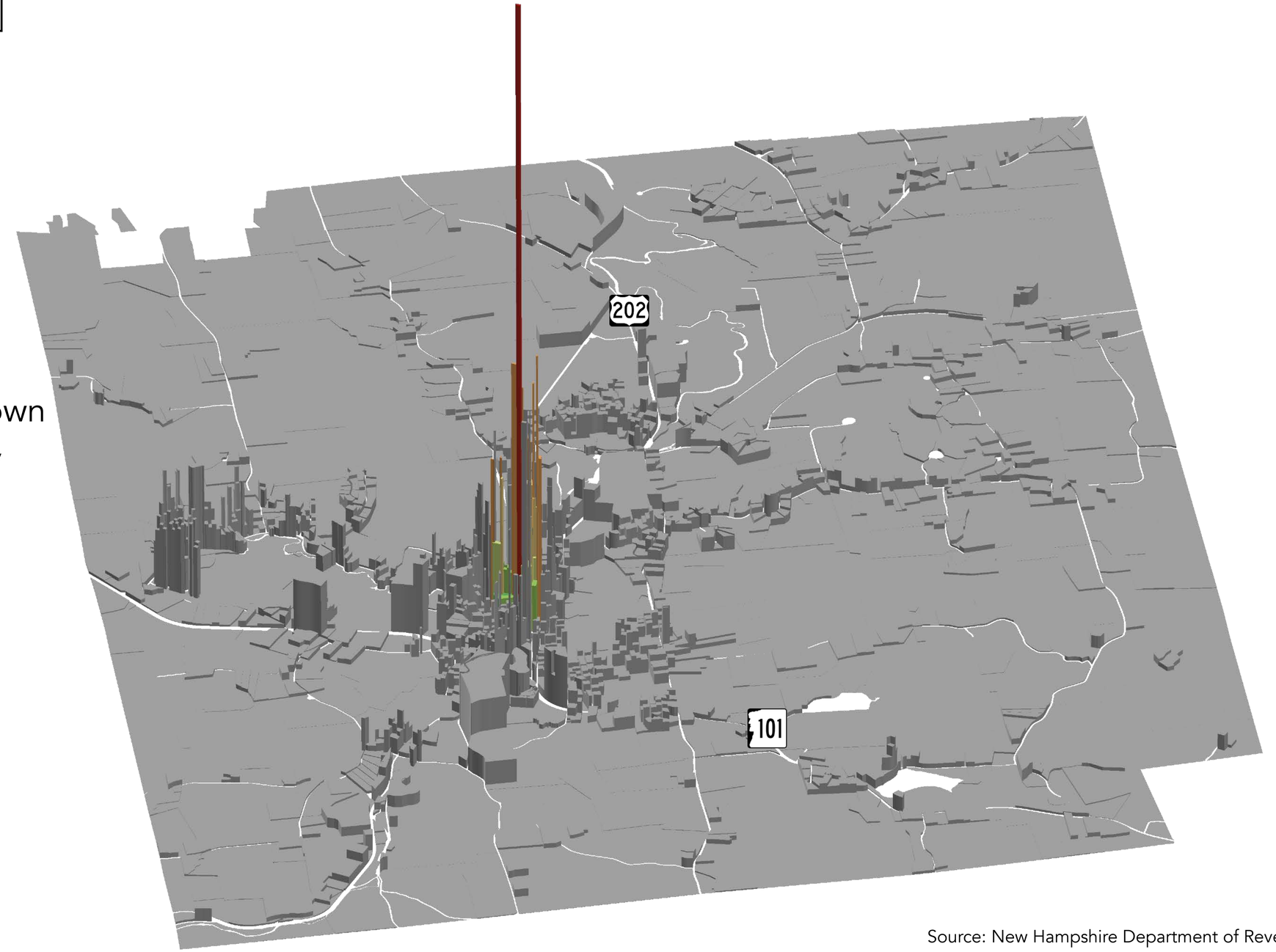
Source: New Hampshire Department of Revenue Administration 2019

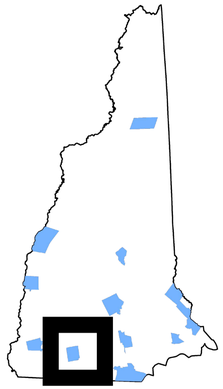
URBAN3

Value Per Acre
Downtown Peterborough



DTown
City





Total Taxable Value ($)

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- 100,001 - 500,000
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- 1,000,001 - 1,500,000
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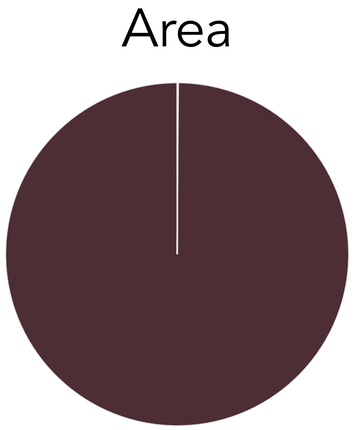
- 3,000,001 - 8,000,000
- 8,000,001 - 12,000,000
- 12,000,001 - 18,000,000
- 18,000,001 - 28,000,000
- > 28,000,001

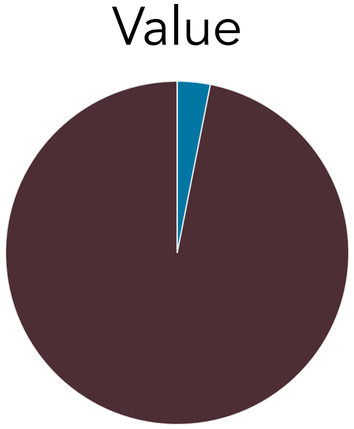
N

Source: New Hampshire Department of Revenue Administration 2019

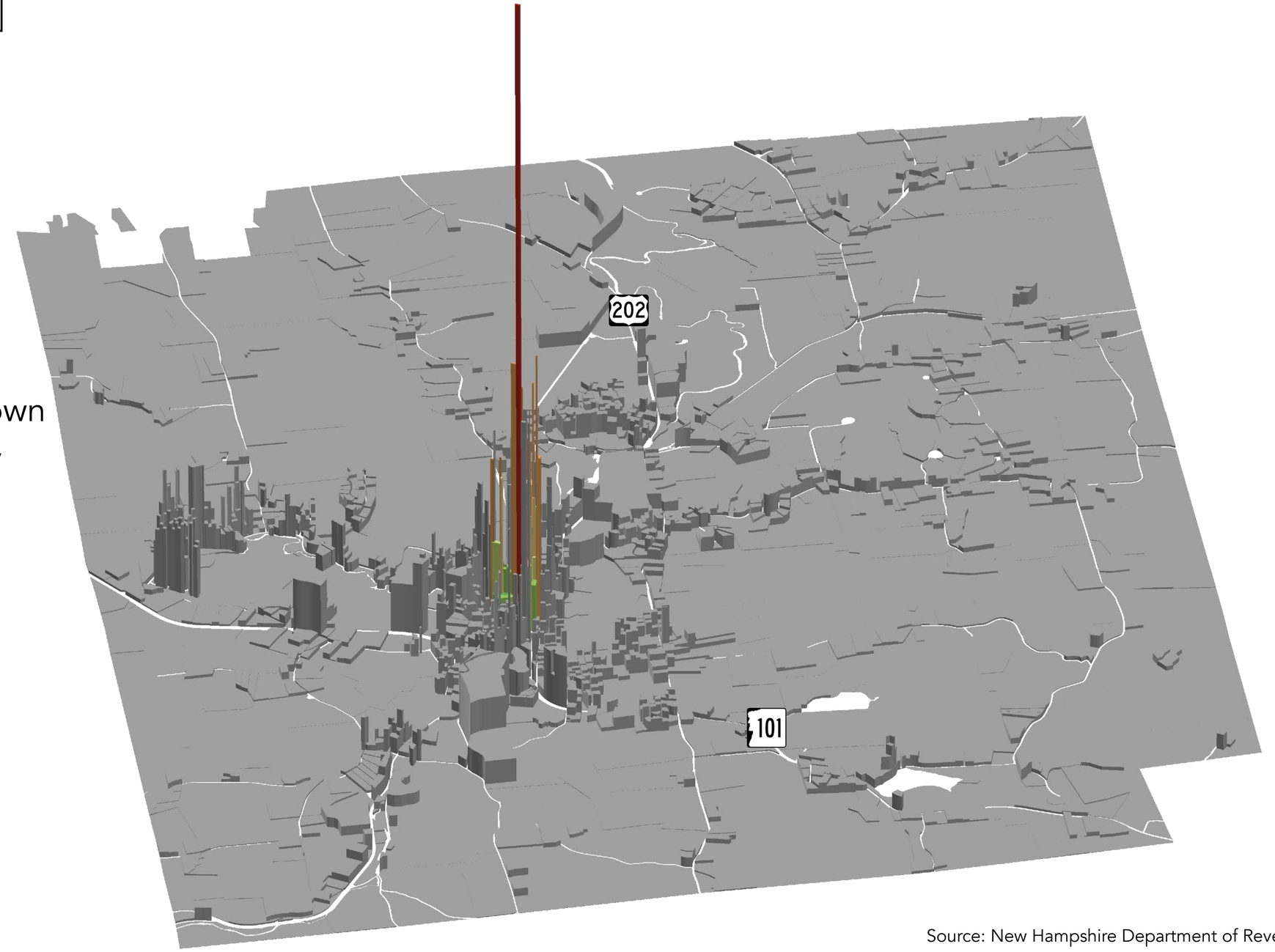
URBAN3

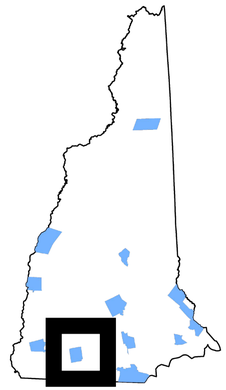
Value Per Acre
Downtown Peterborough





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

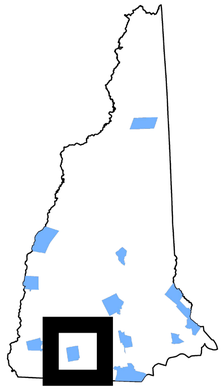
N

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre
Downtown Peterborough

1:32



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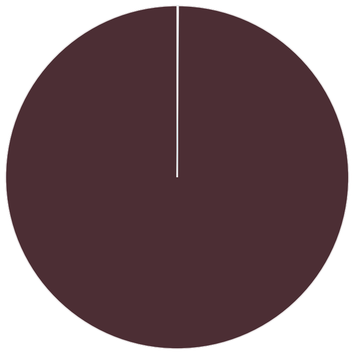
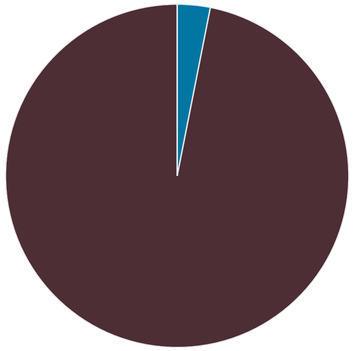
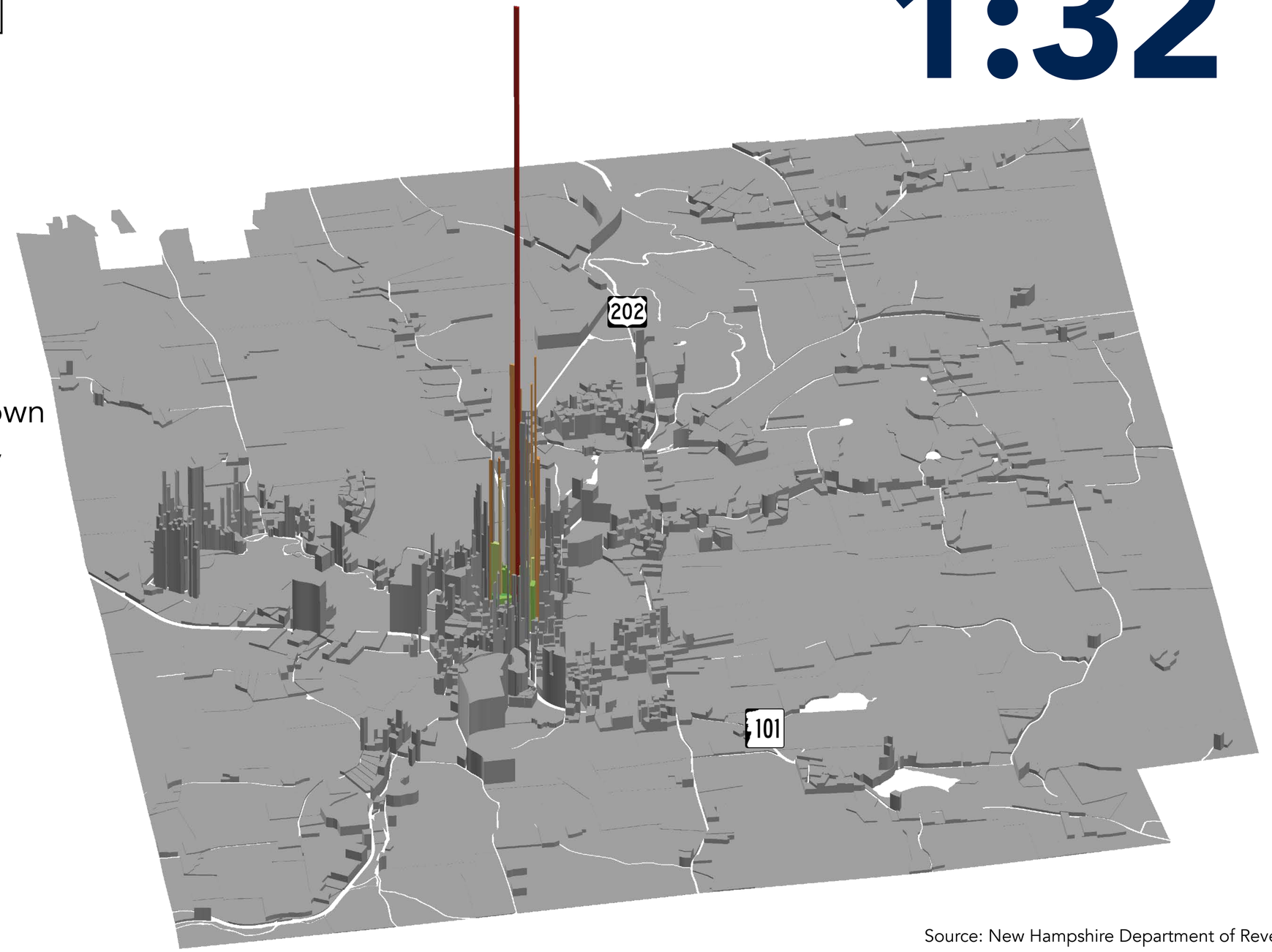


DTown
City

Value





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

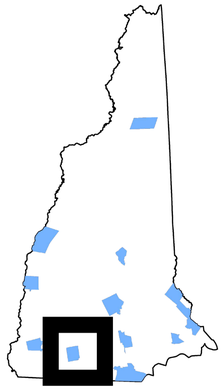
N

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre

Downtown Peterborough



Taxable Value per Acre ($)

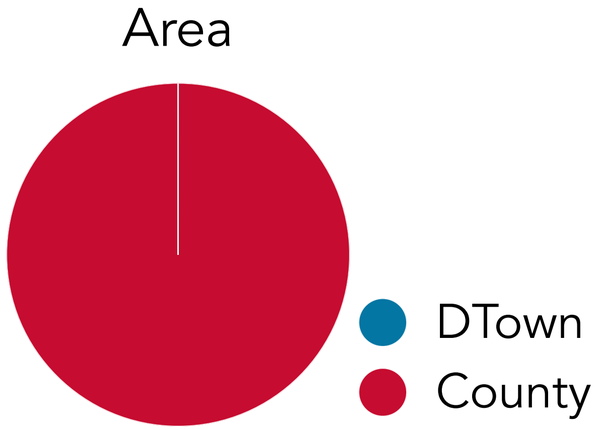
- 0
- < 50,000
- 50,001 - 100,000
- 100,001 - 500,000
- 500,001 - 1,000,000
- 1,000,001 - 1,500,000
- 1,500,001 - 2,000,000
- 2,000,001 - 3,000,000
- 3,000,001 - 8,000,000
- 8,000,001 - 12,000,000
- 12,000,001 - 18,000,000
- 18,000,001 - 28,000,000
- > 28,000,001
- Missing Data

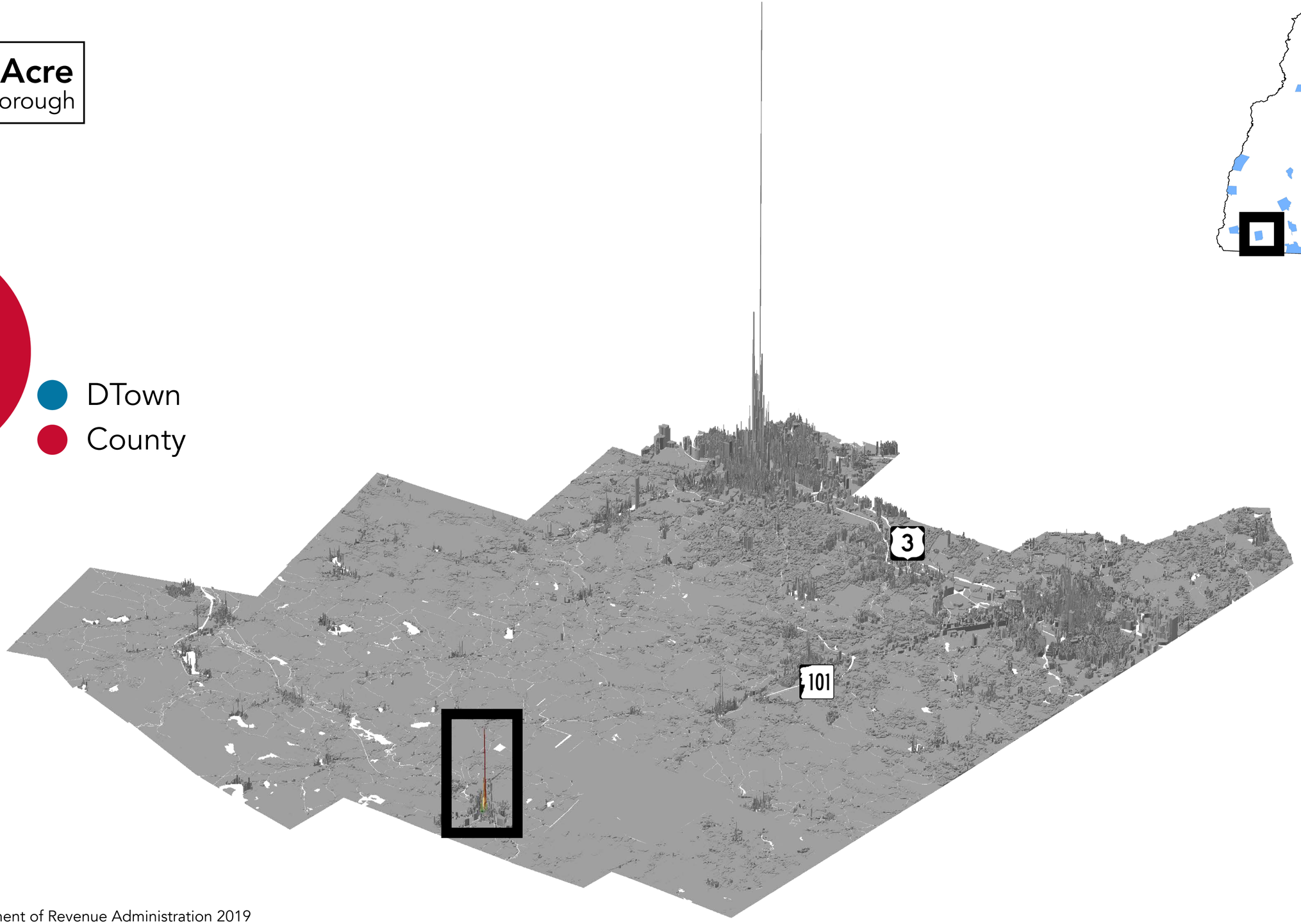
POWERED BY esri

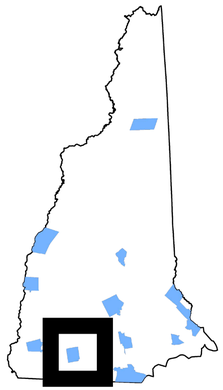
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre
Downtown Peterborough







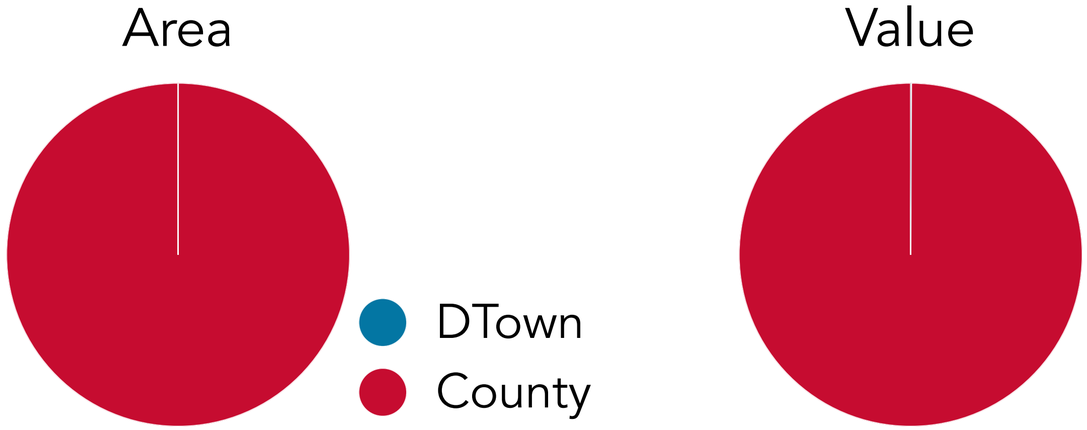
Taxable Value per Acre ($)

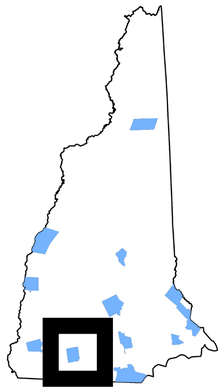
- 0
- < 50,000
- 50,001 - 100,000
- 100,001 - 500,000
- 500,001 - 1,000,000
- 1,000,001 - 1,500,000
- 1,500,001 - 2,000,000
- 2,000,001 - 3,000,000
- 3,000,001 - 8,000,000
- 8,000,001 - 12,000,000
- 12,000,001 - 18,000,000
- 18,000,001 - 28,000,000
- > 28,000,001
- Missing Data

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Value Per Acre
Downtown Peterborough





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
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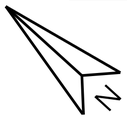
- > 28,000,001
- Missing Data

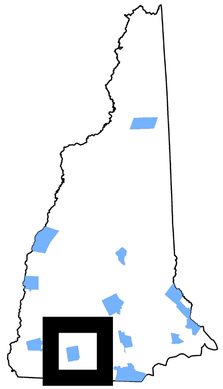


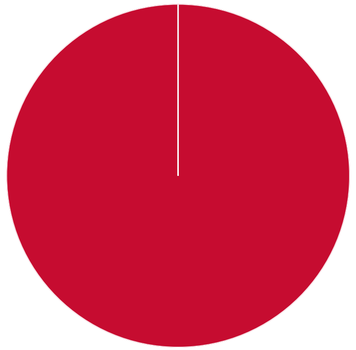
Source: New Hampshire Department of Revenue Administration 2019

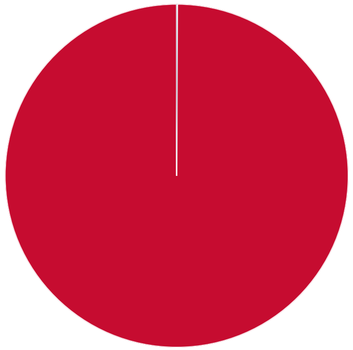
URBAN3

Value Per Acre
Downtown Peterborough

1:14







DTown
County

Taxable Value per Acre ($)

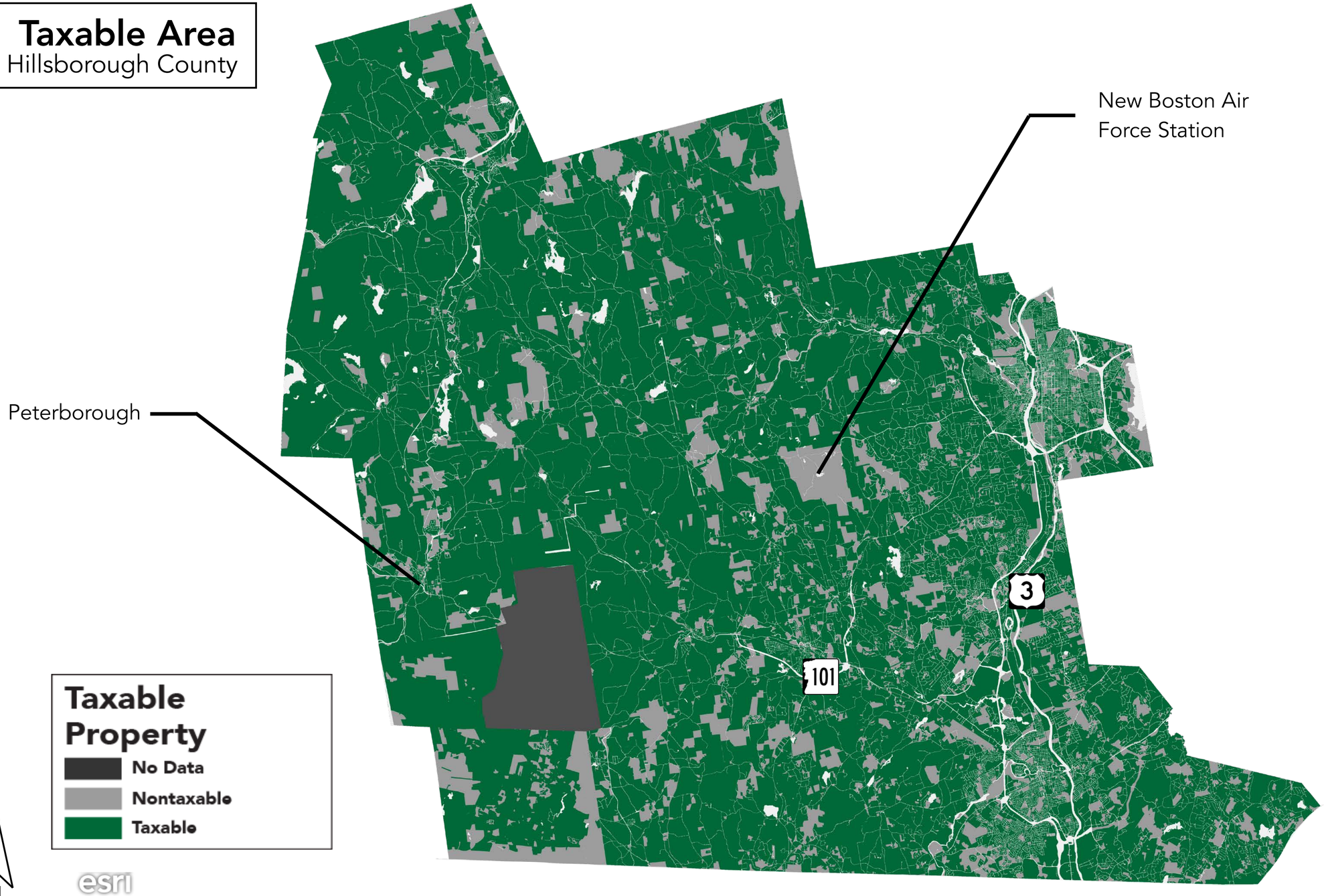
- 0
- < 50,000
- 50,001 - 100,000
- 100,001 - 500,000
- 500,001 - 1,000,000
- 1,000,001 - 1,500,000
- 1,500,001 - 2,000,000
- 2,000,001 - 3,000,000
- 3,000,001 - 8,000,000
- 8,000,001 - 12,000,000
- 12,000,001 - 18,000,000
- 18,000,001 - 28,000,000
- > 28,000,001
- Missing Data

POWERED BY esri

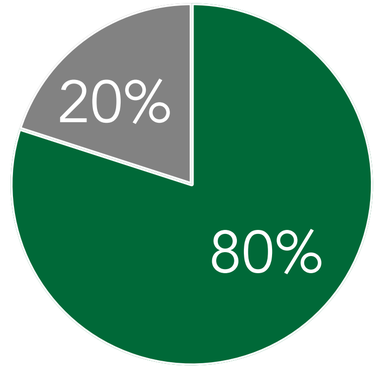
Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Taxable Area
Hillsborough County



Total Area

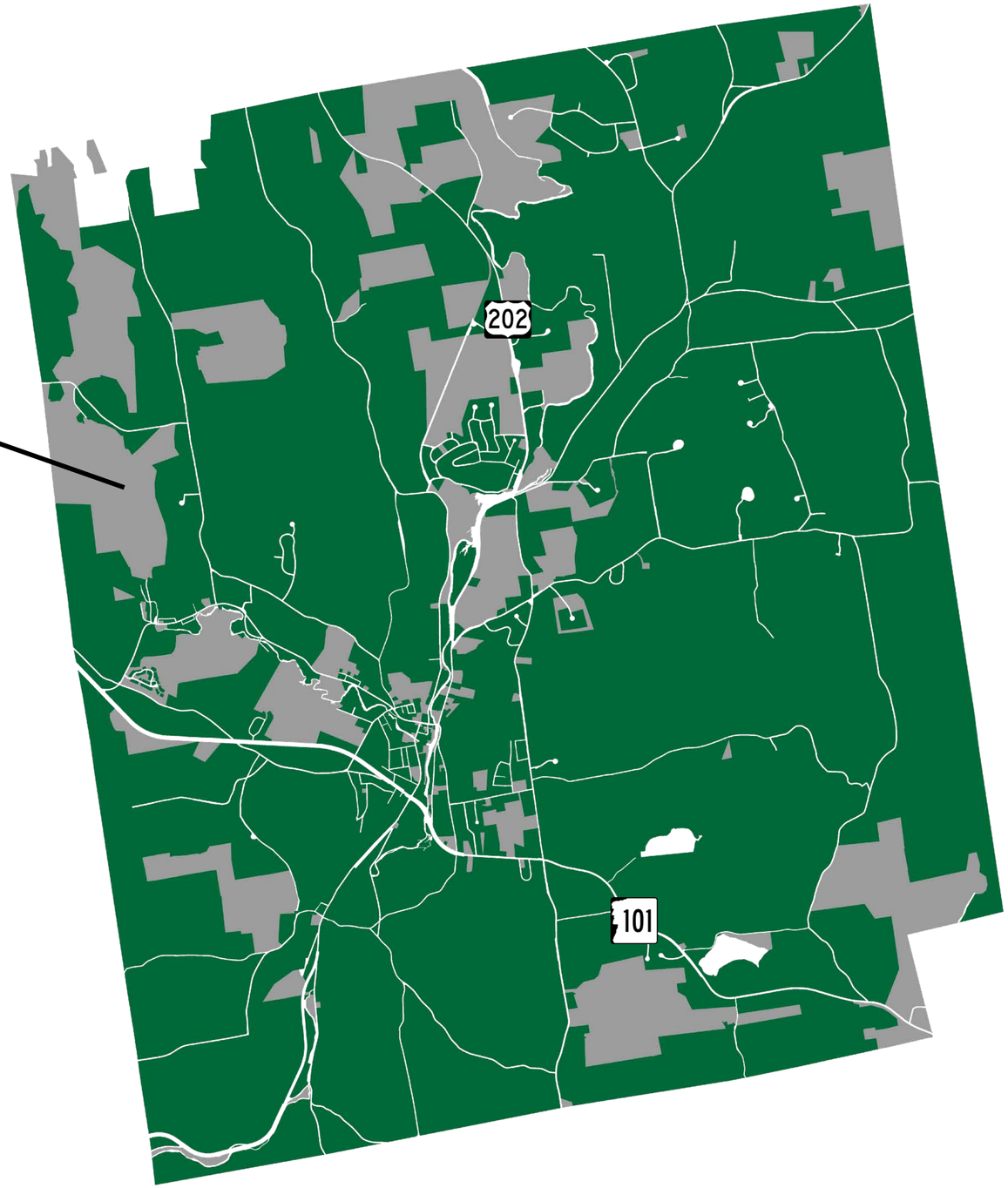


Source: New Hampshire Department of Revenue Administration 2019

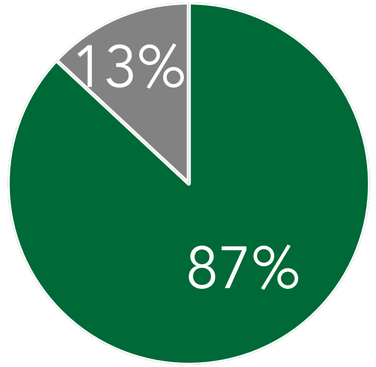
URBAN3

Taxable Area
Peterborough

MacDowell Reservoir



Total Area



- Taxable
- Nontaxable

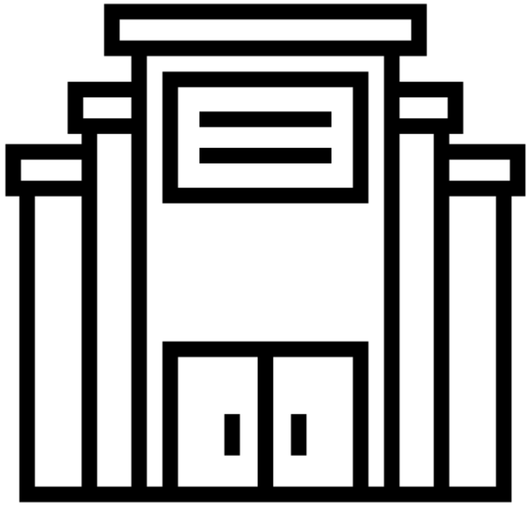
Taxable Property

- No Data
- Nontaxable
- Taxable

N

Source: New Hampshire Department of Revenue Administration 2019

URBAN3



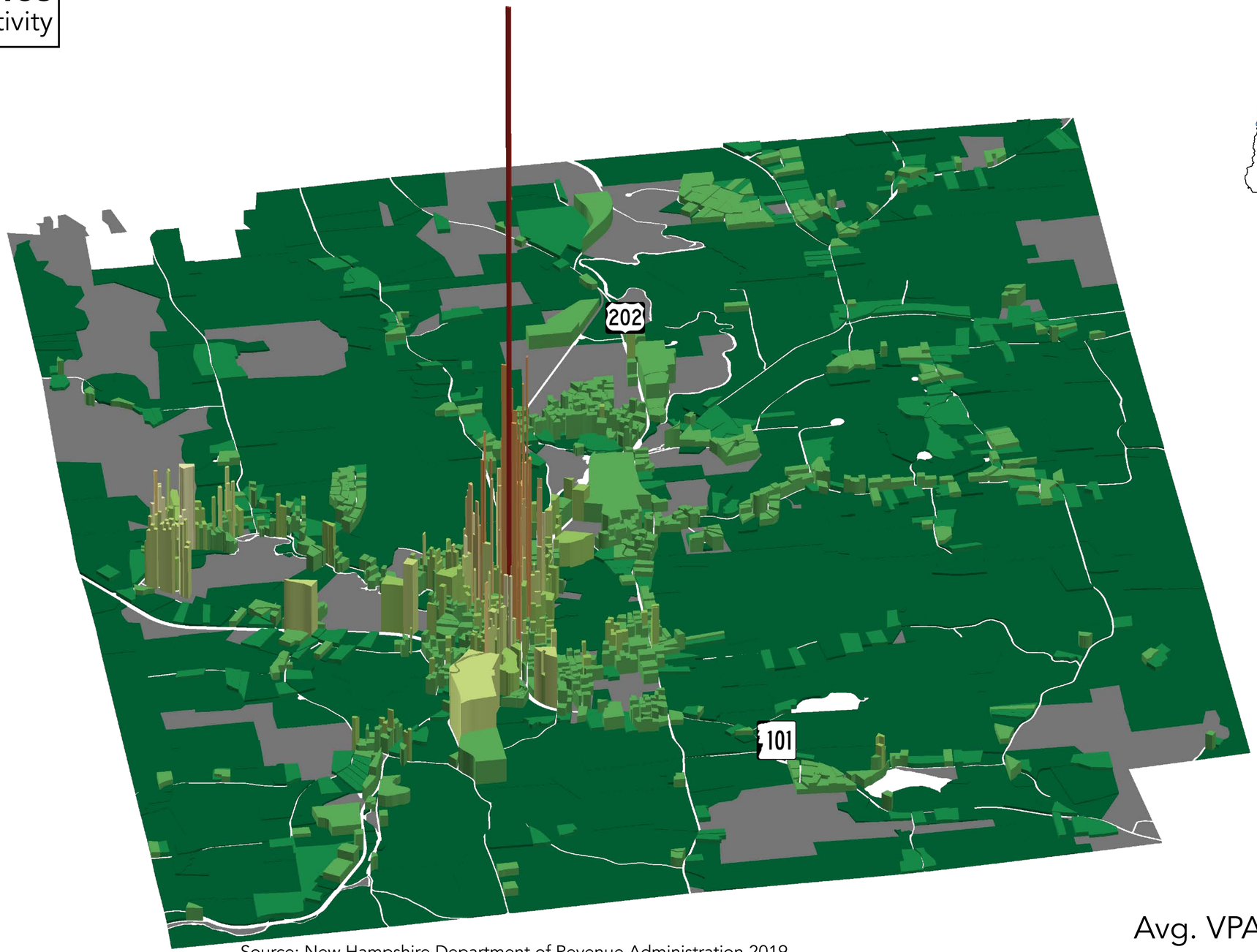
Land Use Types

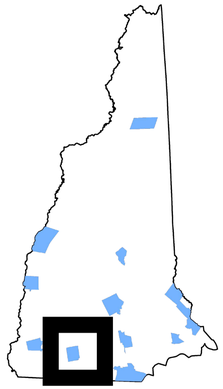
Local samples of buildings and development types

URBAN3

Peterborough Examples

Land Use Productivity





N

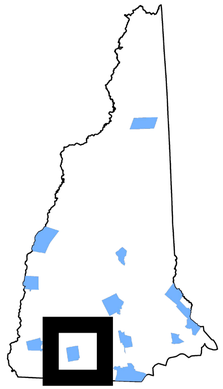
Avg. VPA: $38,904

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

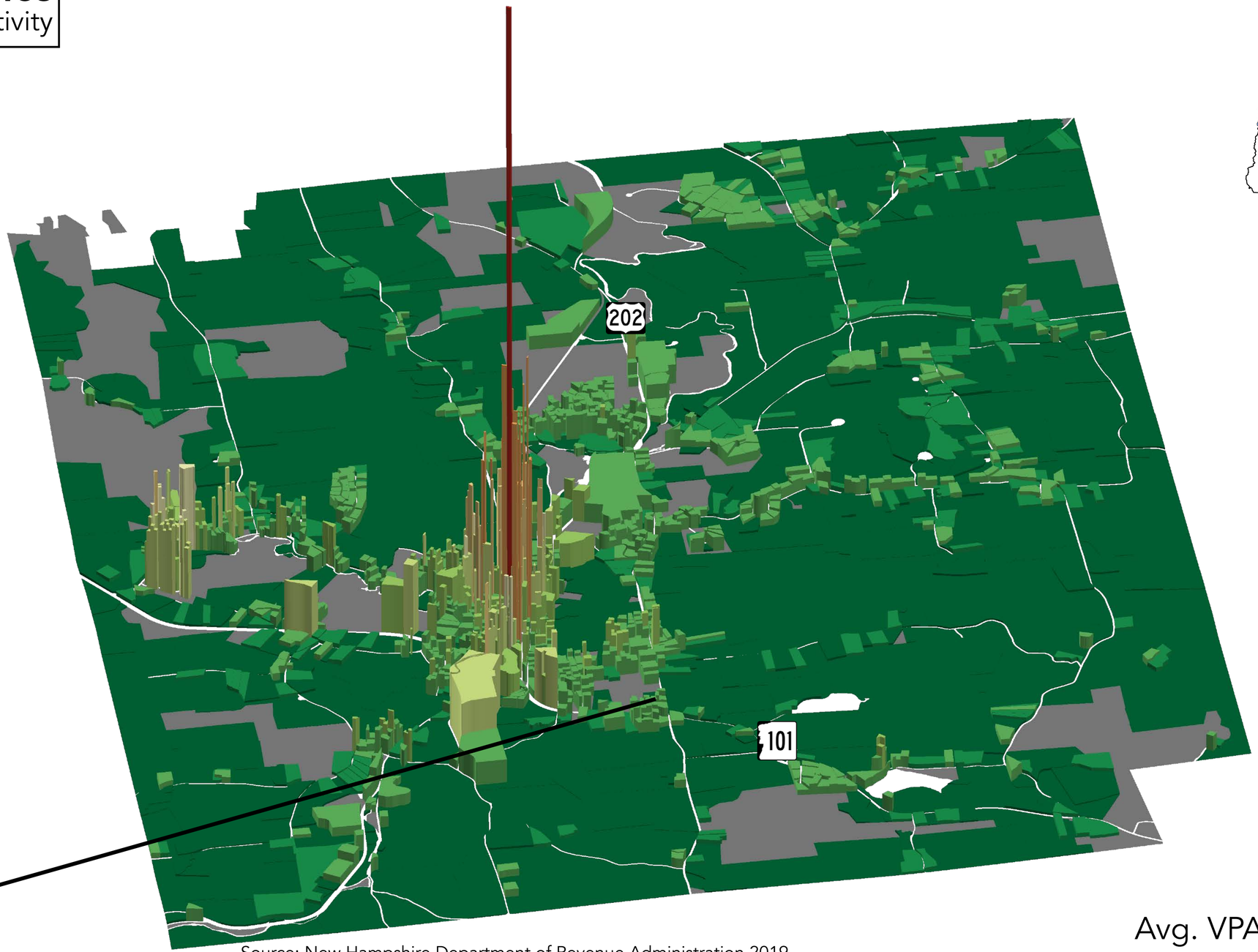
Peterborough Examples

Land Use Productivity





Single-family
Avg. VPA: $0.17 M



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Avg. VPA: $38,904

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Peterborough Examples

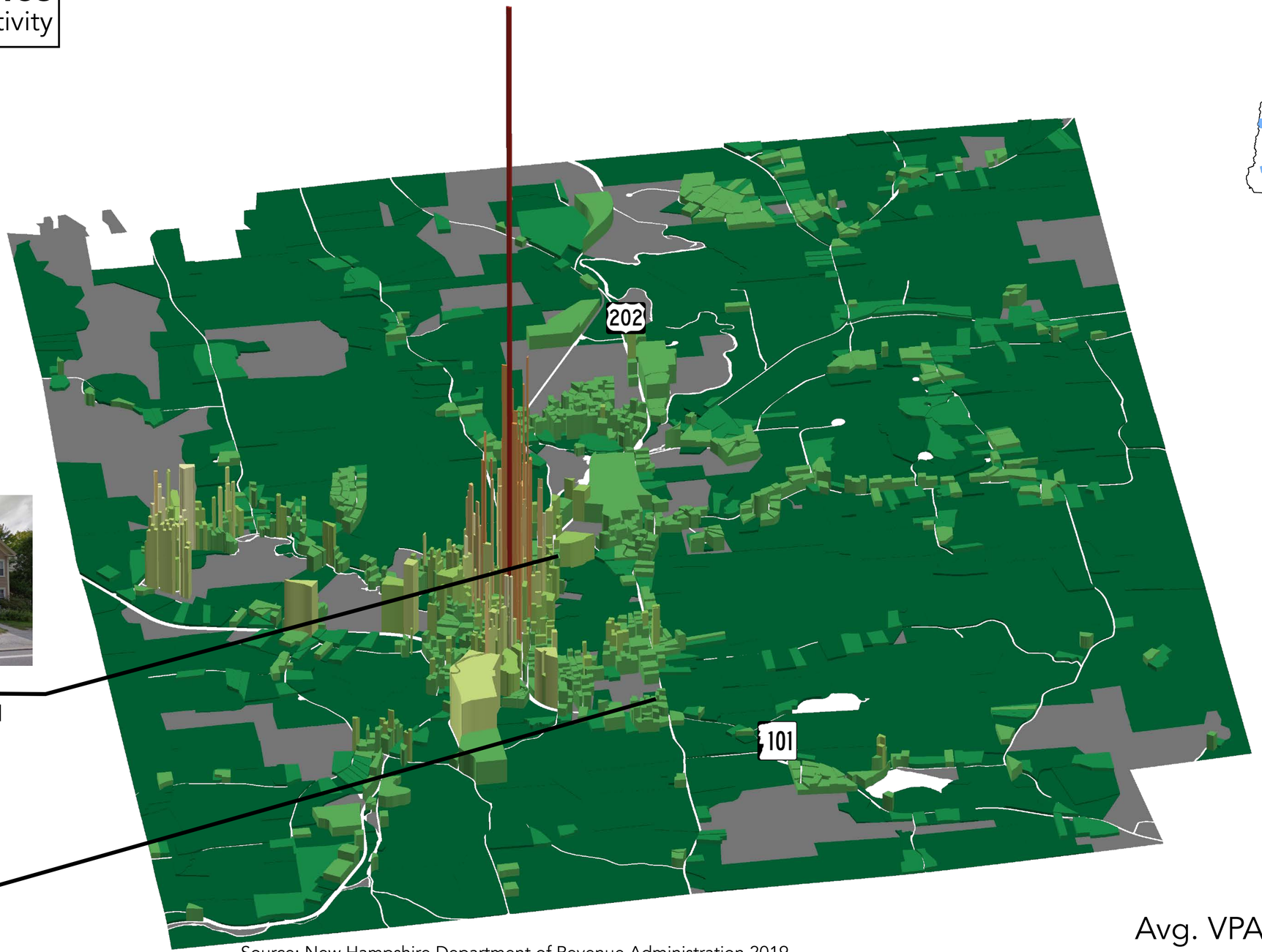
Land Use Productivity

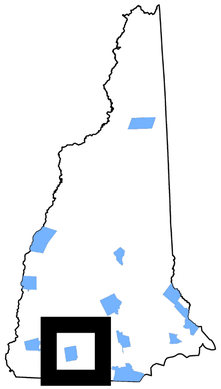


Multi-family
Avg. VPA: $0.34 M



Single-family
Avg. VPA: $0.17 M





N

Avg. VPA: $38,904

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Peterborough Examples

Land Use Productivity



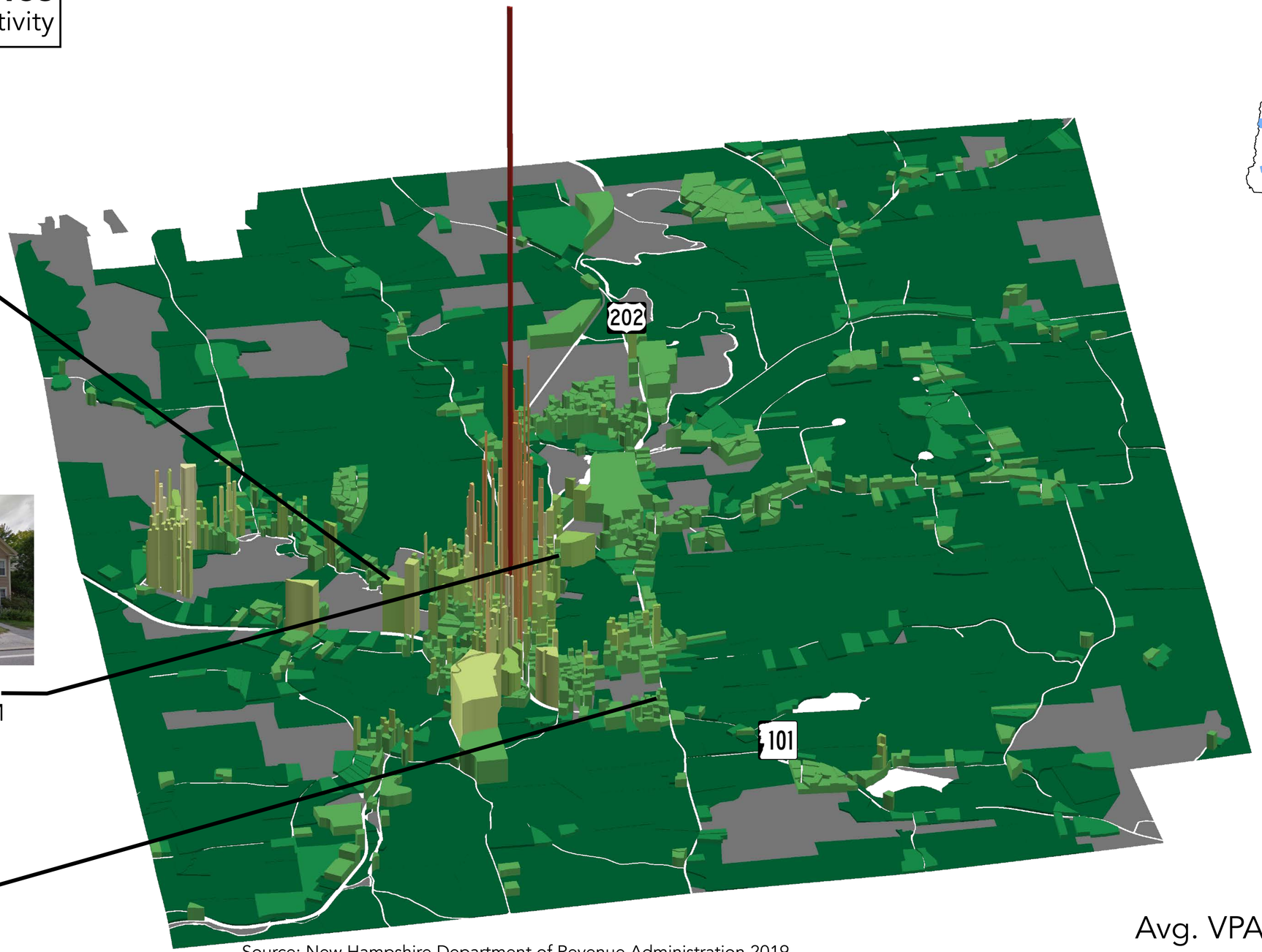
Commercial
VPA: $0.94 M

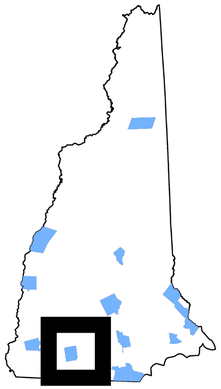


Multi-family
Avg. VPA: $0.34 M



Single-family
Avg. VPA: $0.17 M





N

Avg. VPA: $38,904

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Peterborough Examples

Land Use Productivity



Commercial
VPA: $0.94 M



Multi-family
Avg. VPA: $0.34 M

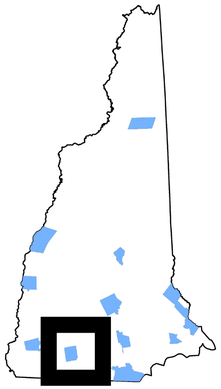


Single-family
Avg. VPA: $0.17 M



Mixed-use
VPA: $ 4.6







Avg. VPA: $38,904

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Peterborough Examples

Land Use Productivity



Peak VPA
VPA: $12.2 M



Mixed-use
VPA: $ 4.6



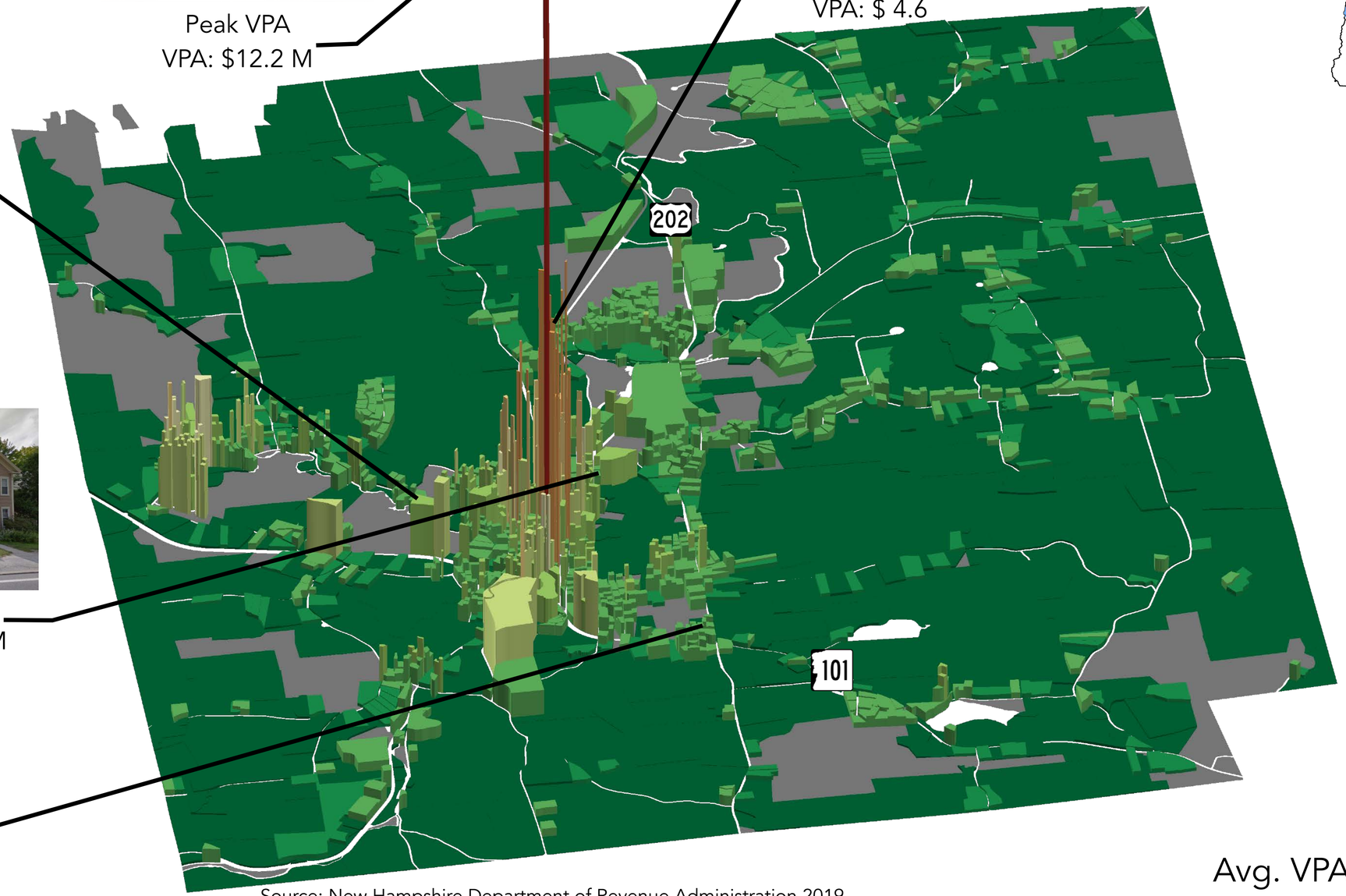
Commercial
VPA: $0.94 M

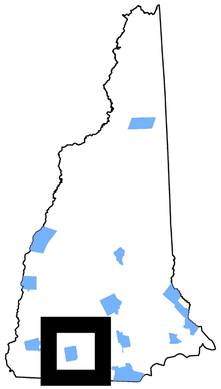


Multi-family
Avg. VPA: $0.34 M



Single-family
Avg. VPA: $0.17 M





N

Avg. VPA: $38,904

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Peterborough Examples

Land Use Productivity

Commercial
VPA: $0.94 M



Mixed-use
VPA: $ 4.6



Peak VPA
VPA: $12.2 M

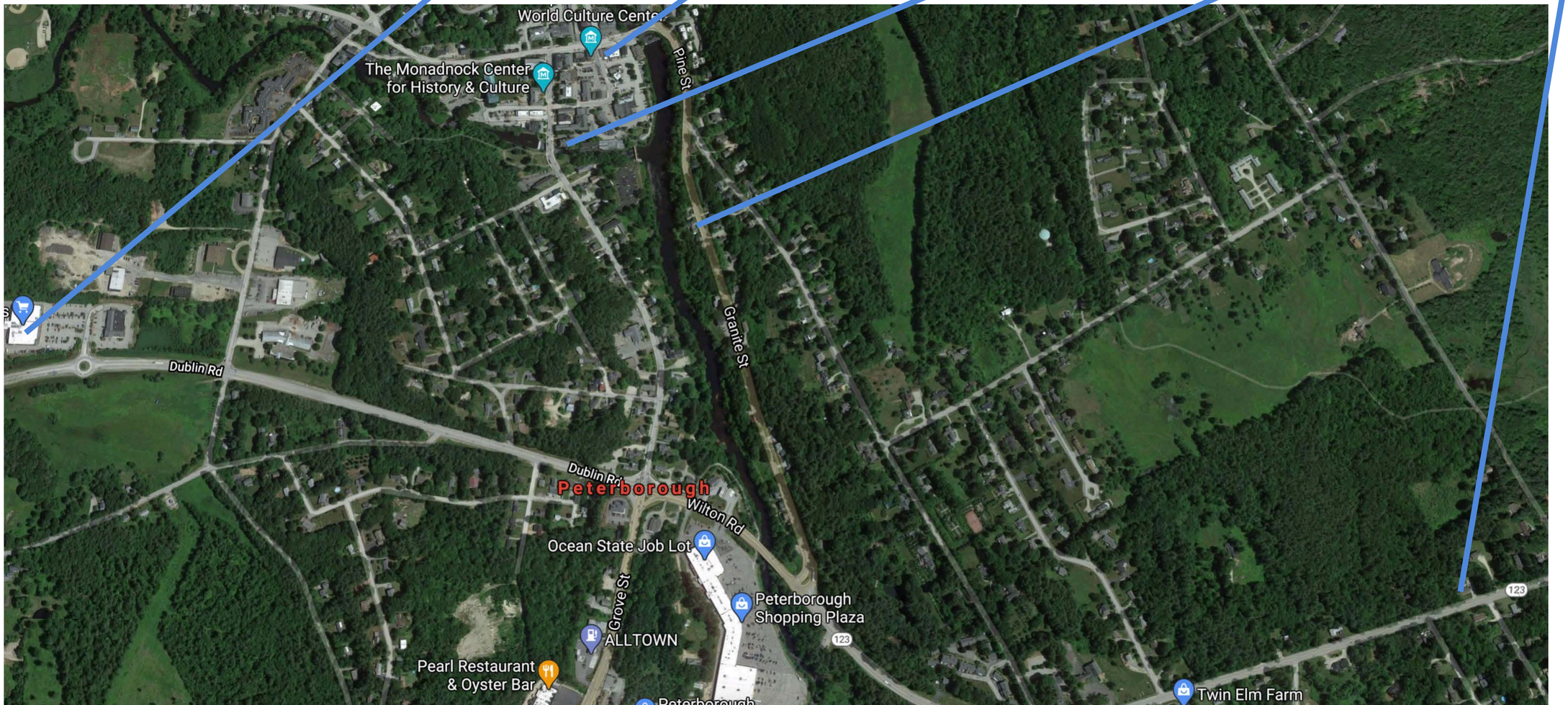


Multi-family
Avg. VPA: $0.34 M



Single-family
Avg. VPA: $0.17 M







URBAN3

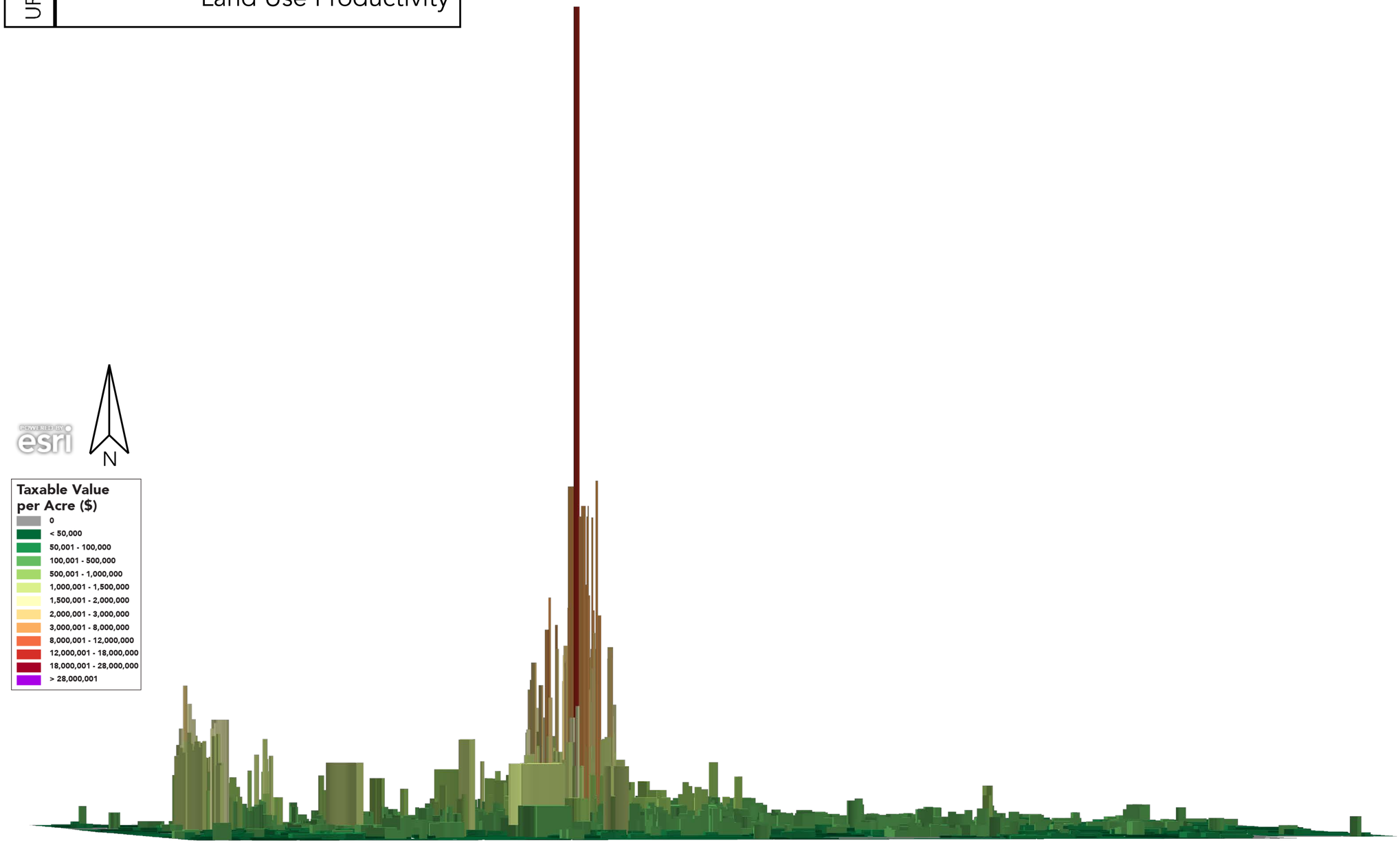
Productivity

Geospatial Analysis

URBAN3

Peterborough Profile

Land Use Productivity



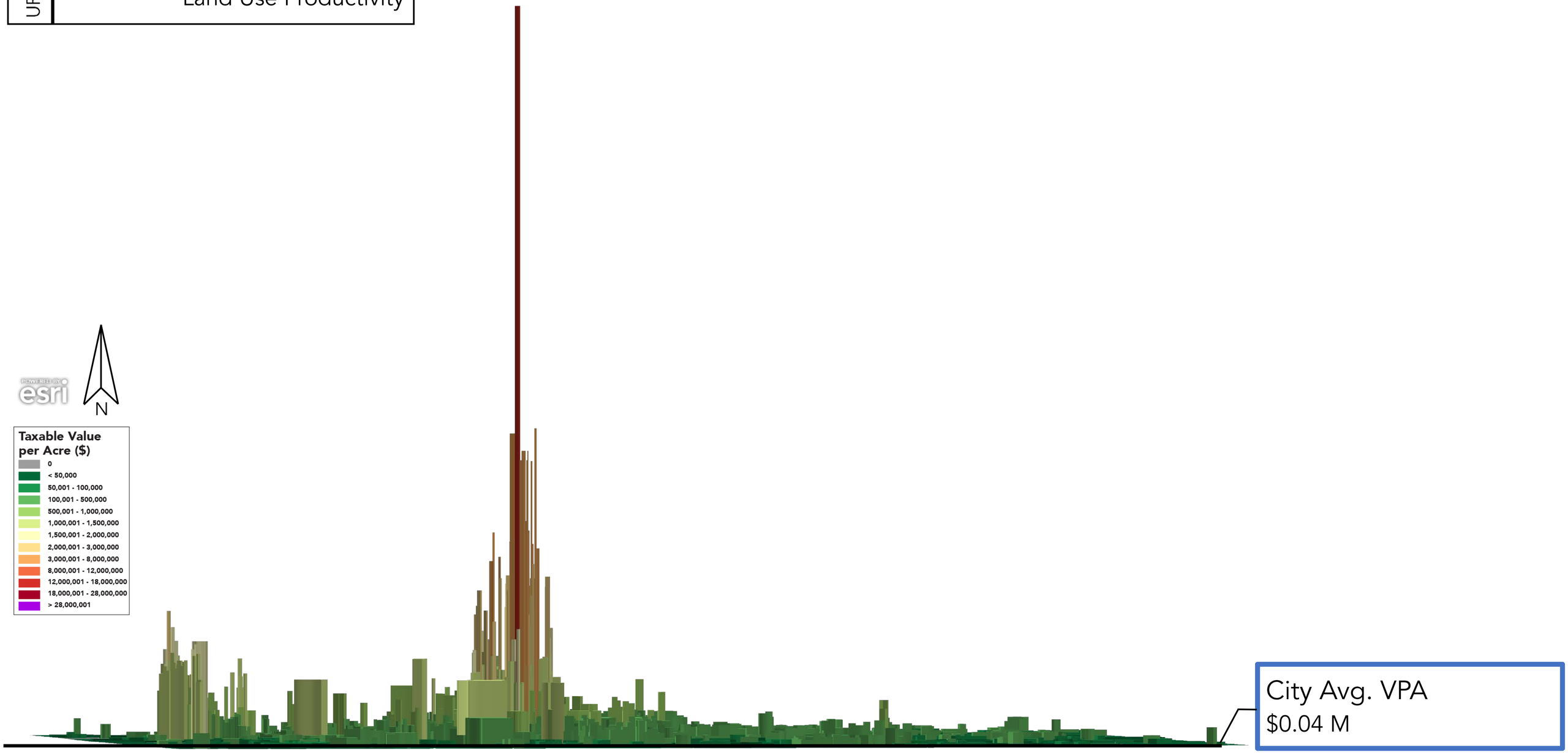
Source: New Hampshire Department of Revenue Administration 2019

*Not Perfectly to Scale

URBAN3

Peterborough Profile

Land Use Productivity



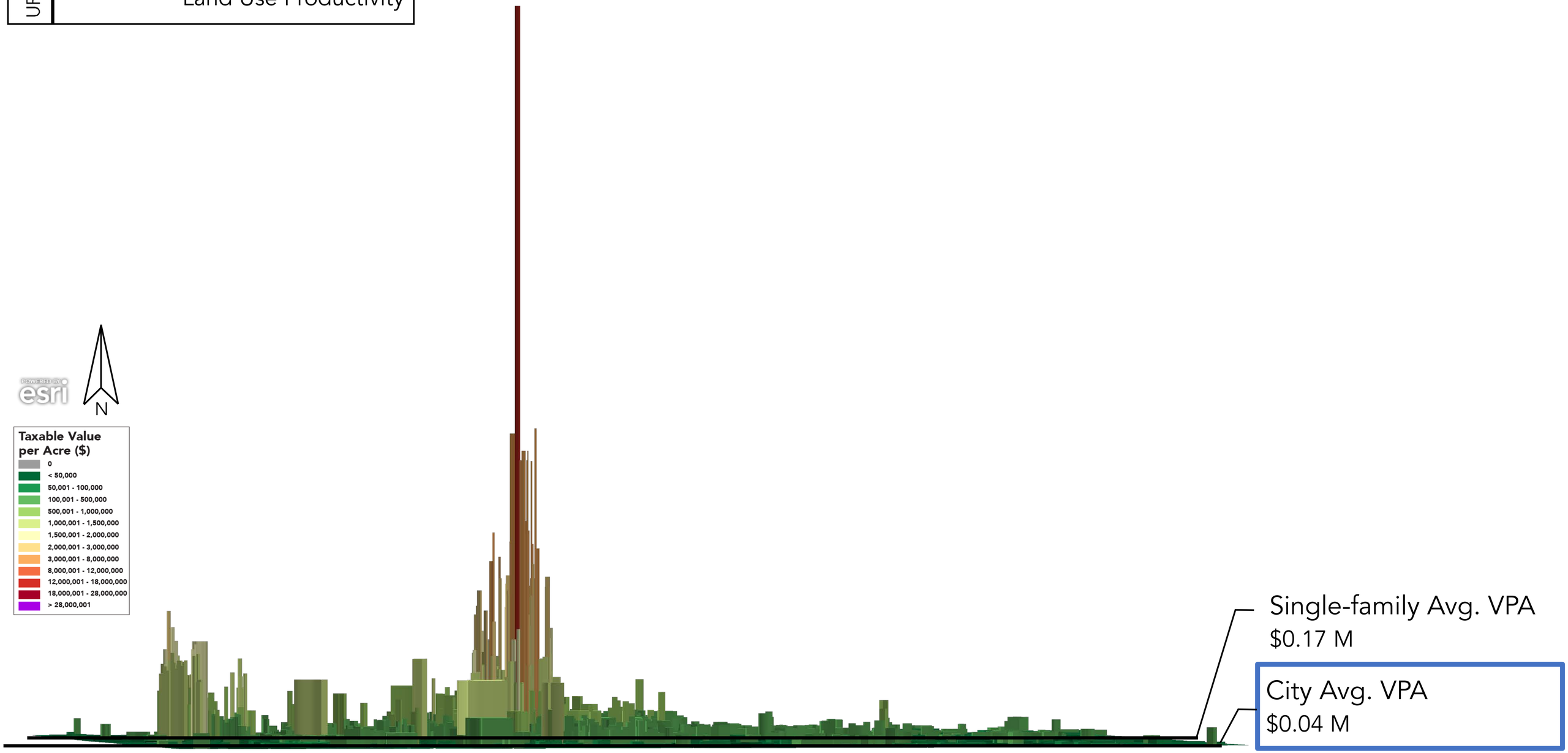
Source: New Hampshire Department of Revenue Administration 2019

*Not Perfectly to Scale

URBAN3

Peterborough Profile

Land Use Productivity



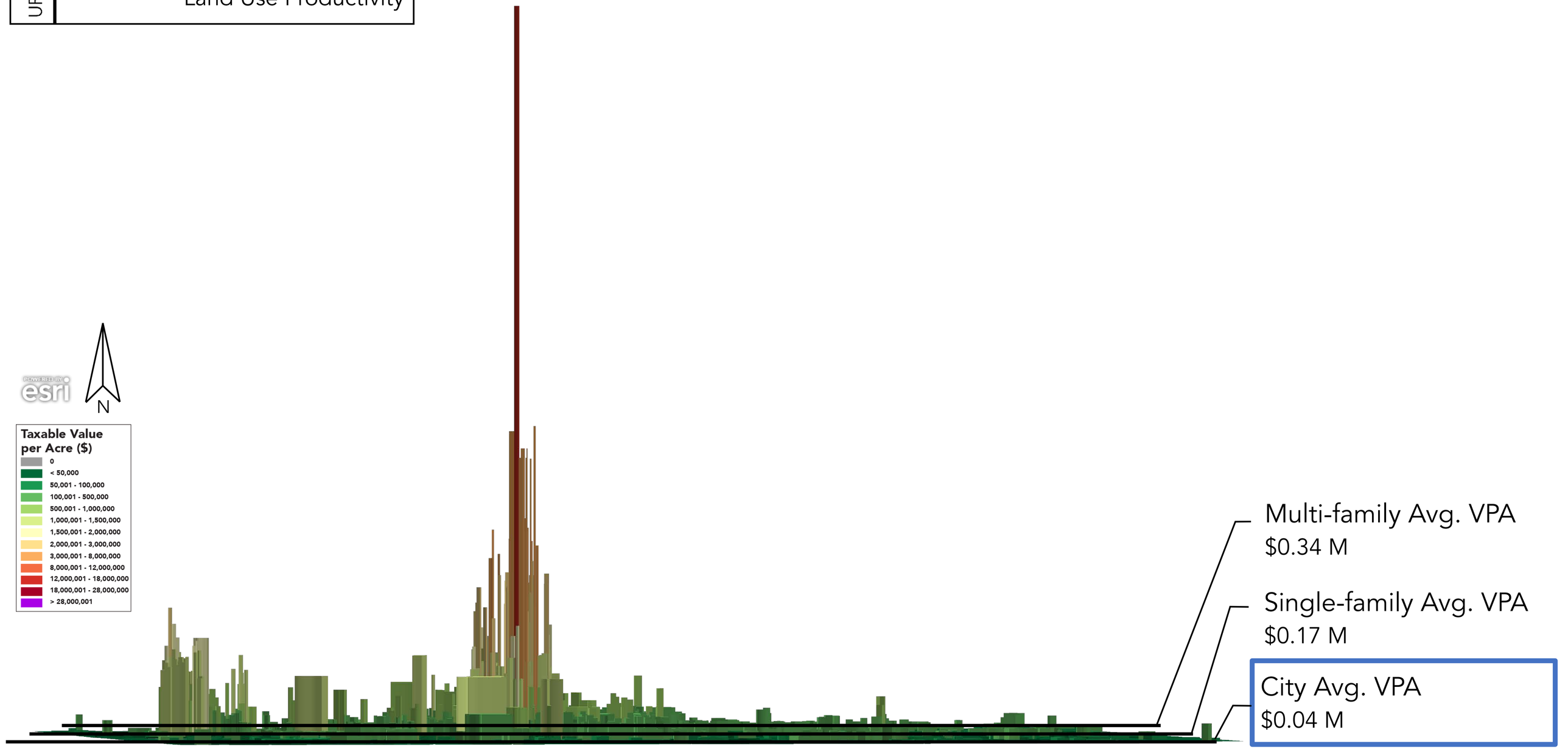
Source: New Hampshire Department of Revenue Administration 2019

*Not Perfectly to Scale

URBAN3

Peterborough Profile

Land Use Productivity



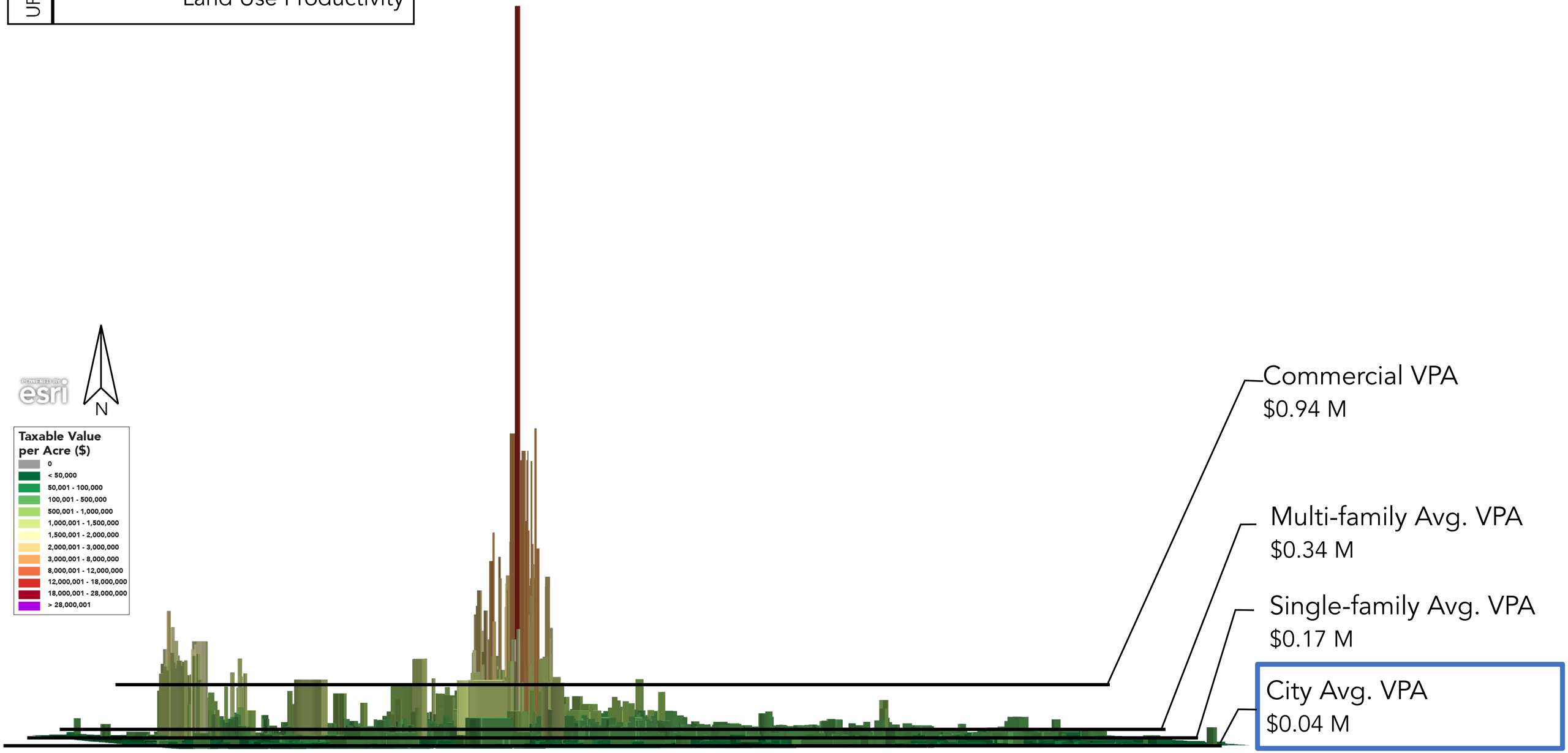
Source: New Hampshire Department of Revenue Administration 2019

*Not Perfectly to Scale

URBAN3

Peterborough Profile

Land Use Productivity



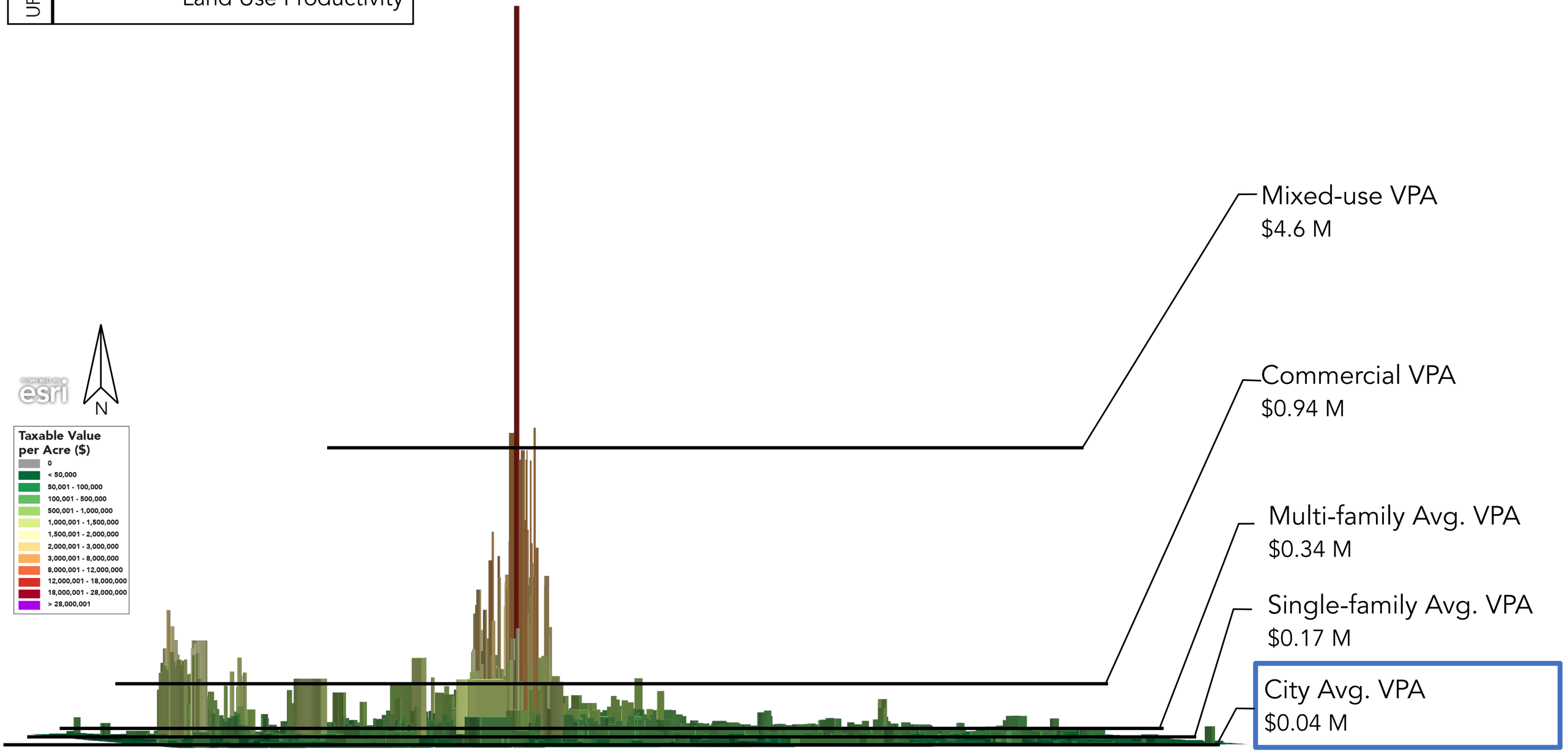
Source: New Hampshire Department of Revenue Administration 2019

*Not Perfectly to Scale

URBAN3

Peterborough Profile

Land Use Productivity



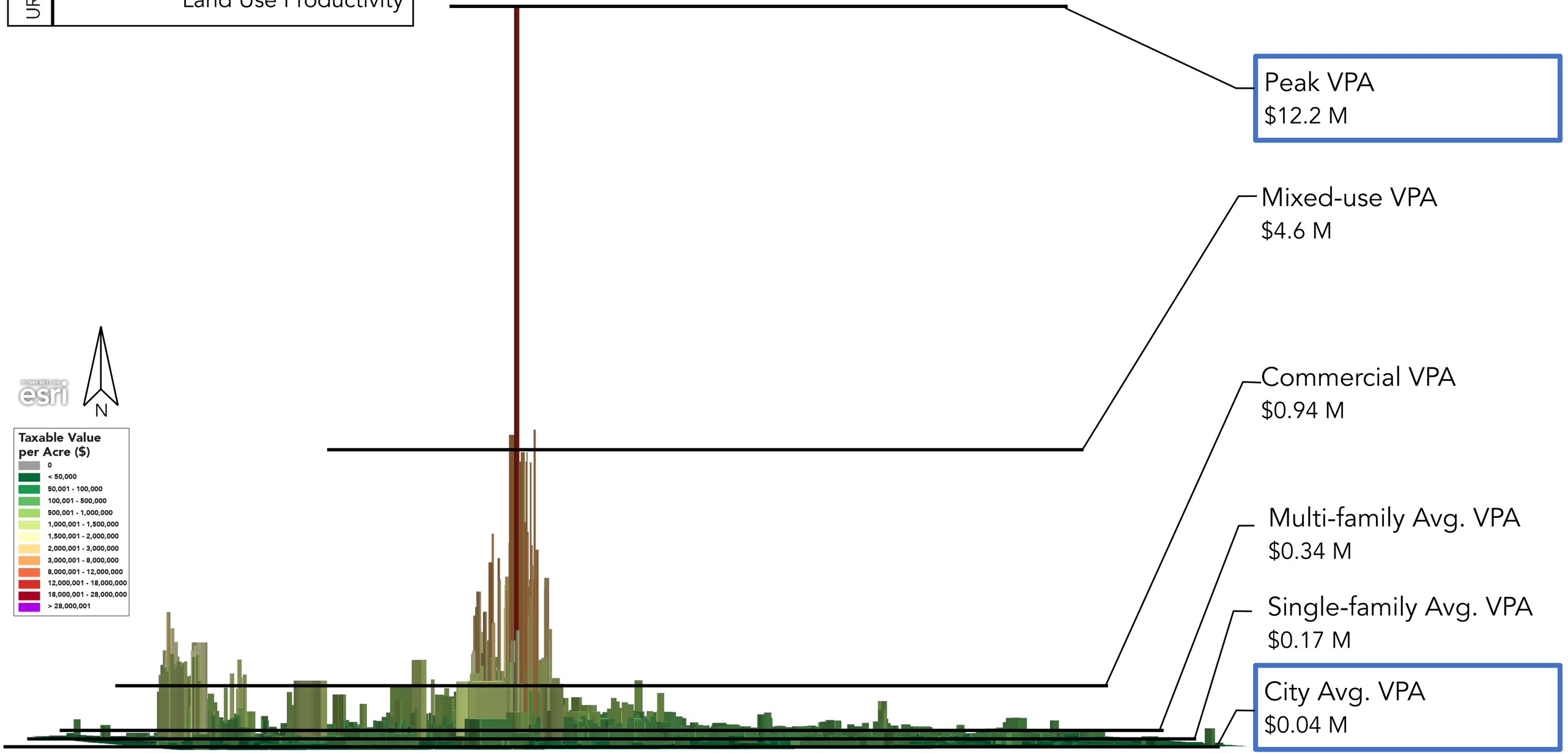
Source: New Hampshire Department of Revenue Administration 2019

*Not Perfectly to Scale

URBAN3

Peterborough Profile

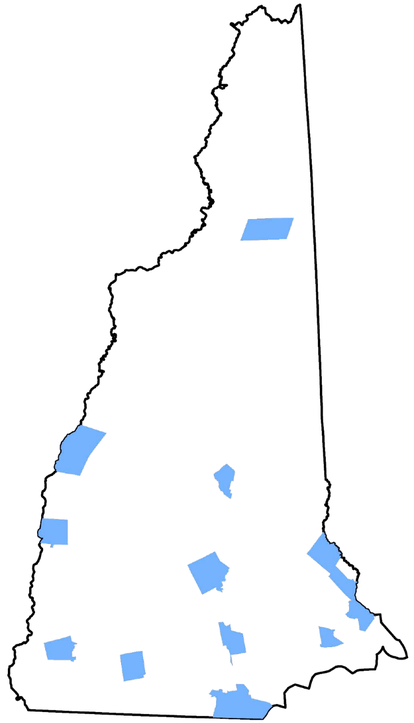
Land Use Productivity



Source: New Hampshire Department of Revenue Administration 2019

*Not Perfectly to Scale

URBAN3

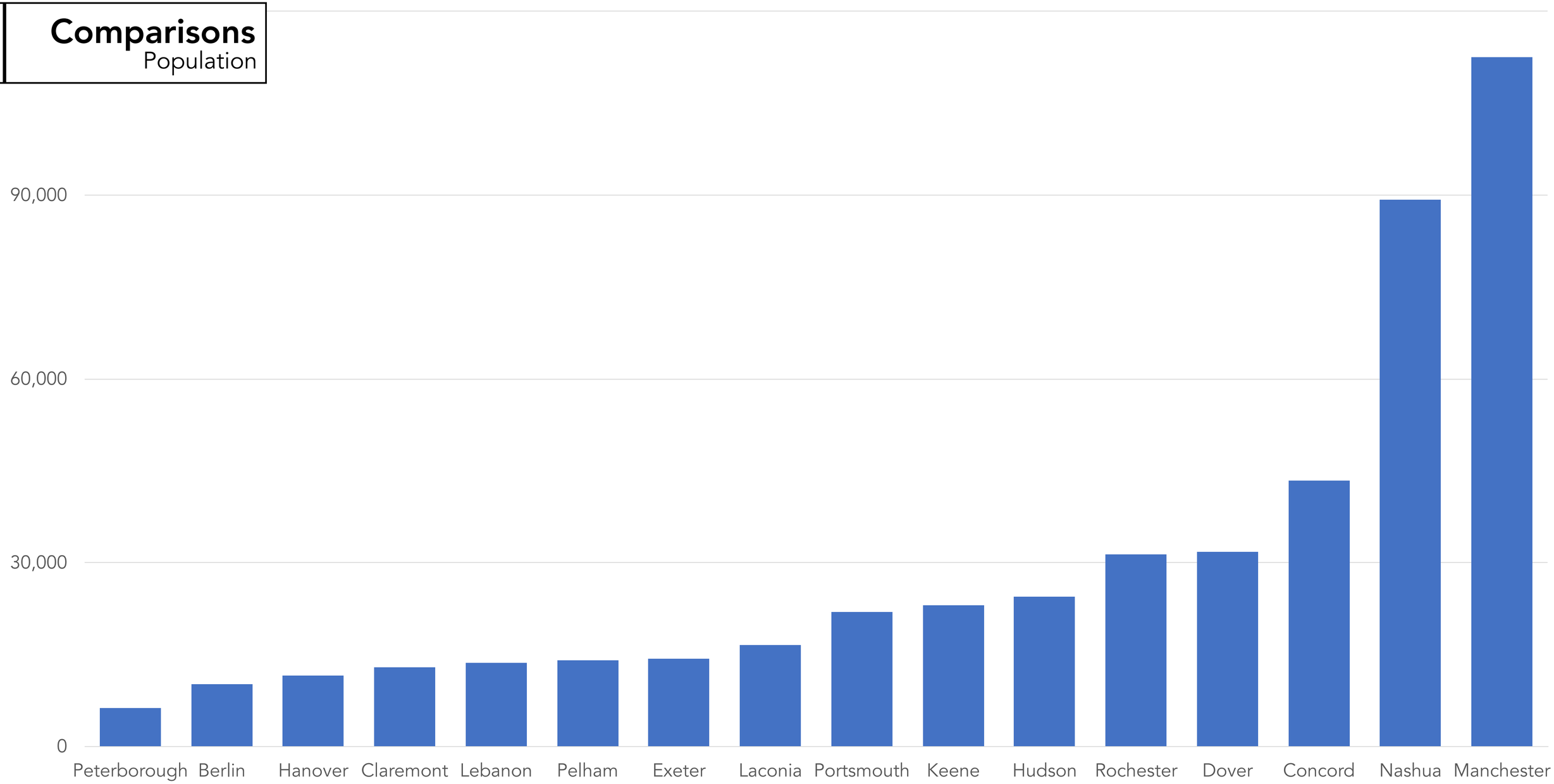


Comparing Communities

15 municipalities from across New Hampshire

URBAN3

Comparisons
Population

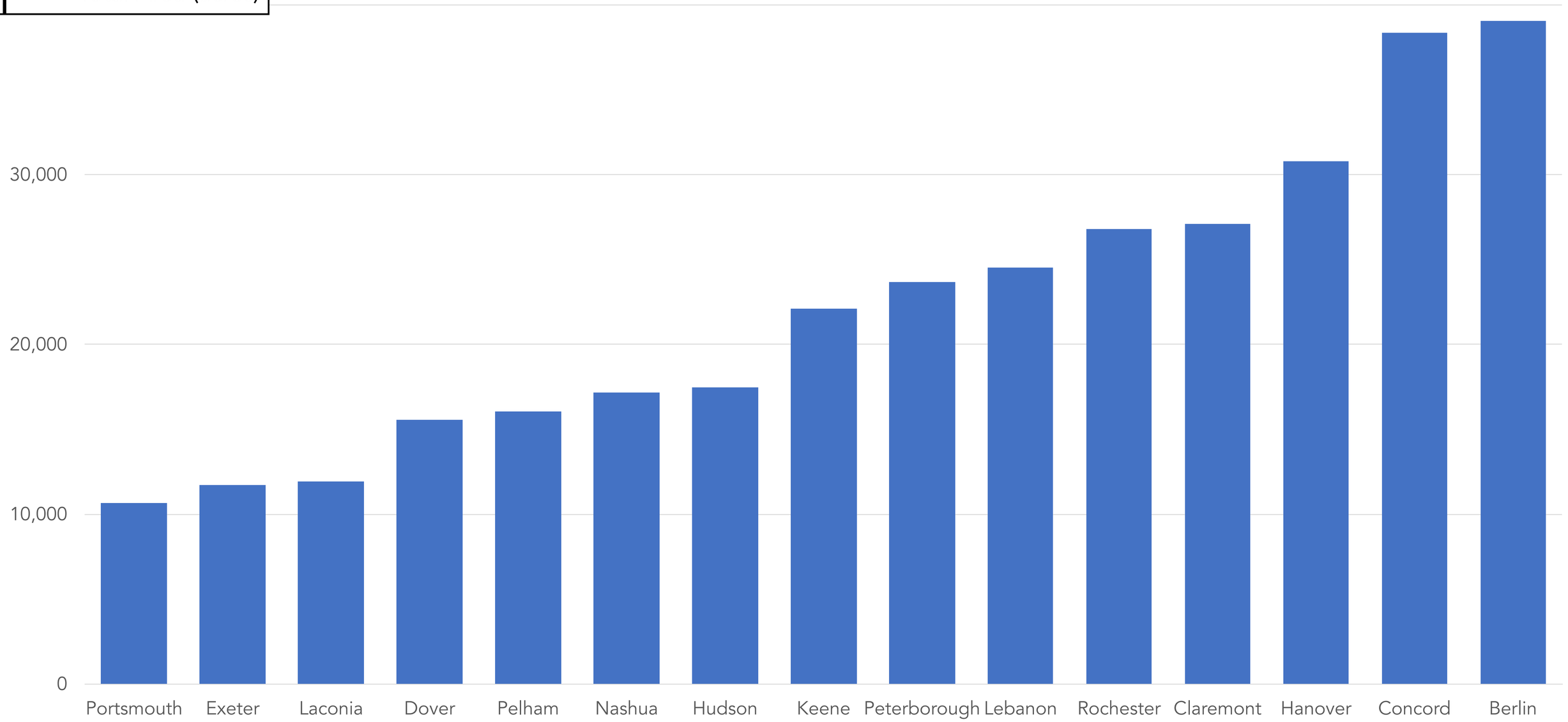


Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Comparisons

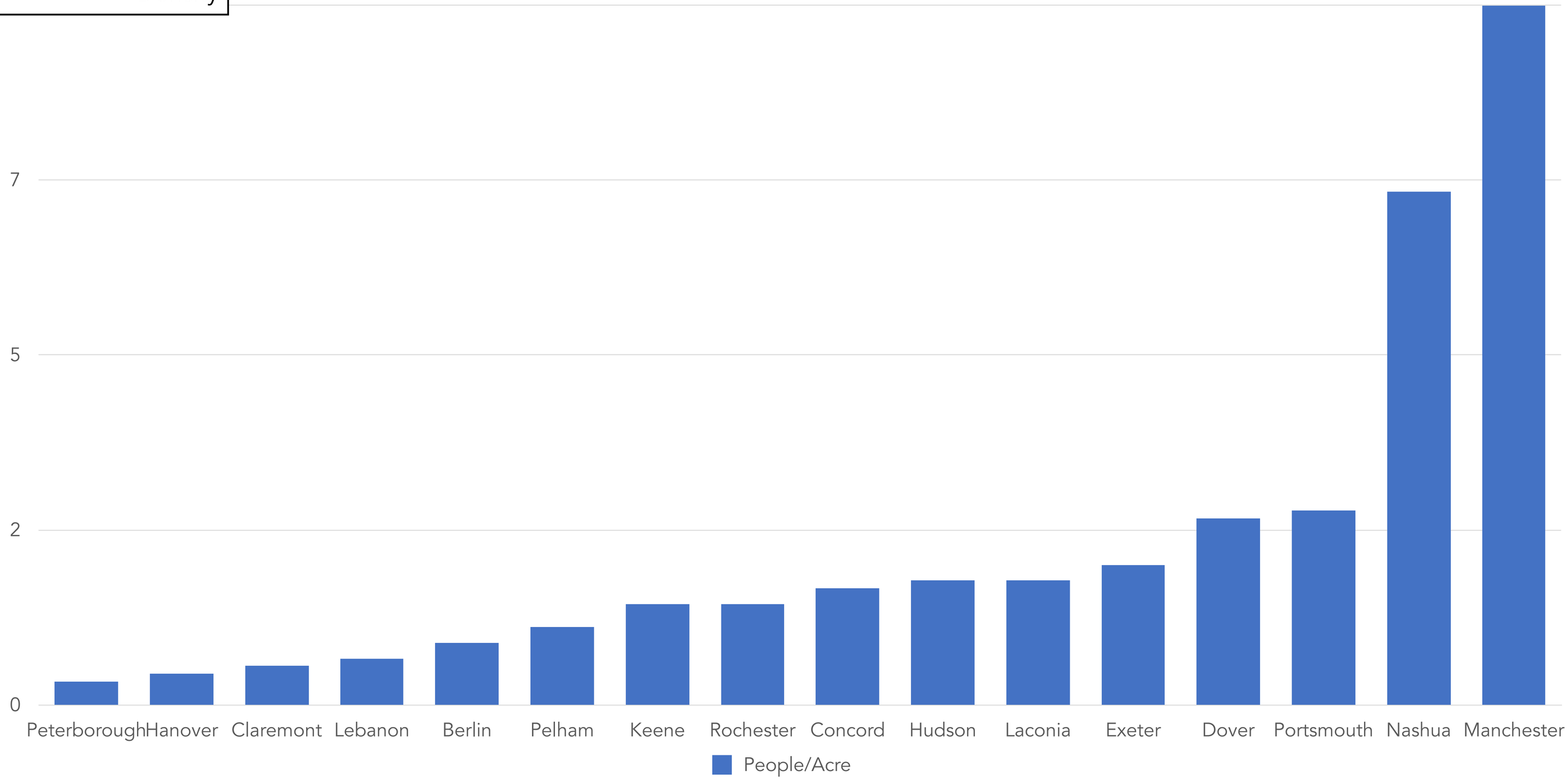
Total Area (acres)



Source: New Hampshire Department of Revenue Administration 2019

URBAN3

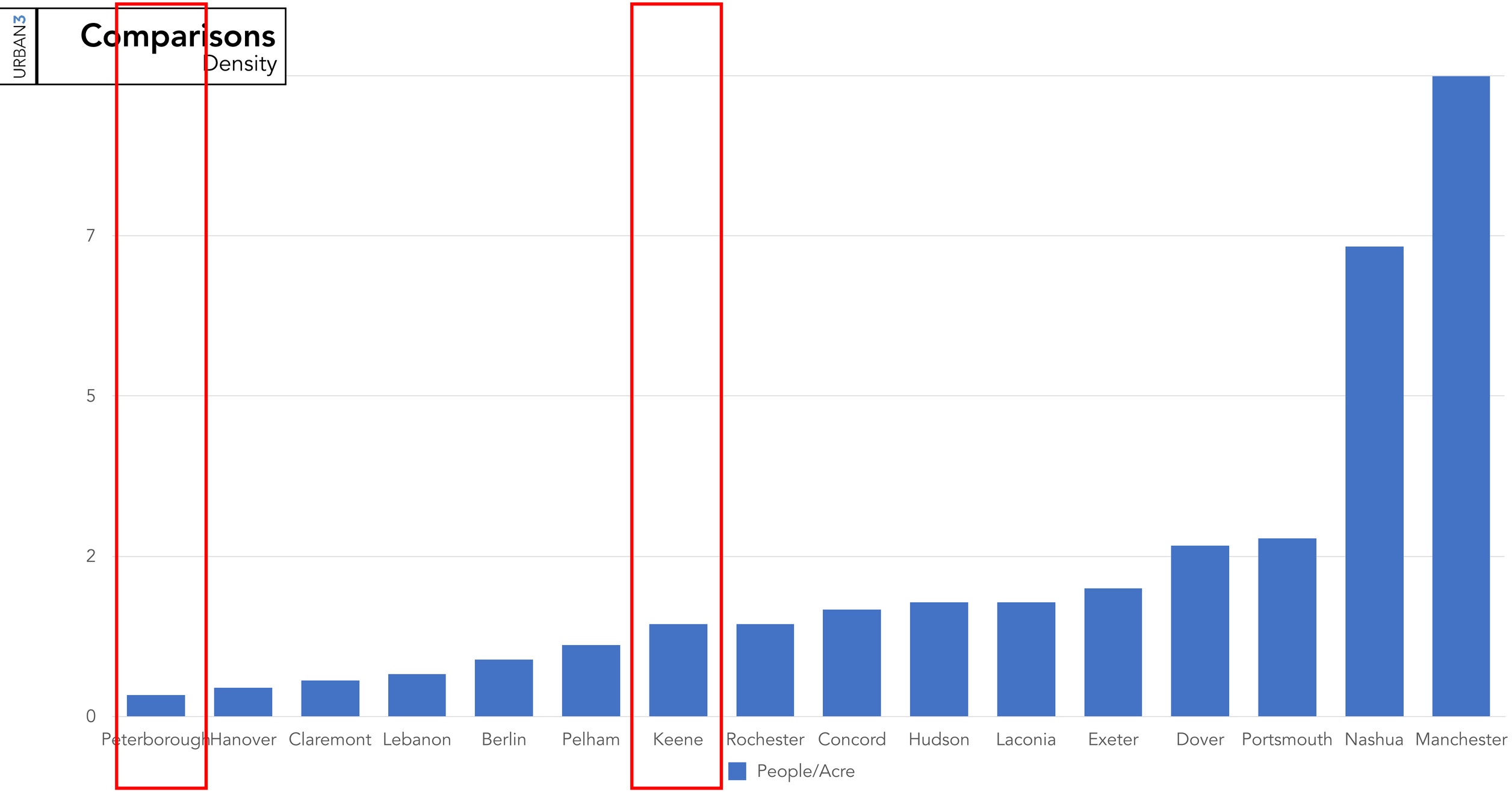
Comparisons
Density



Source: New Hampshire Department of Revenue Administration 2019

URBAN3

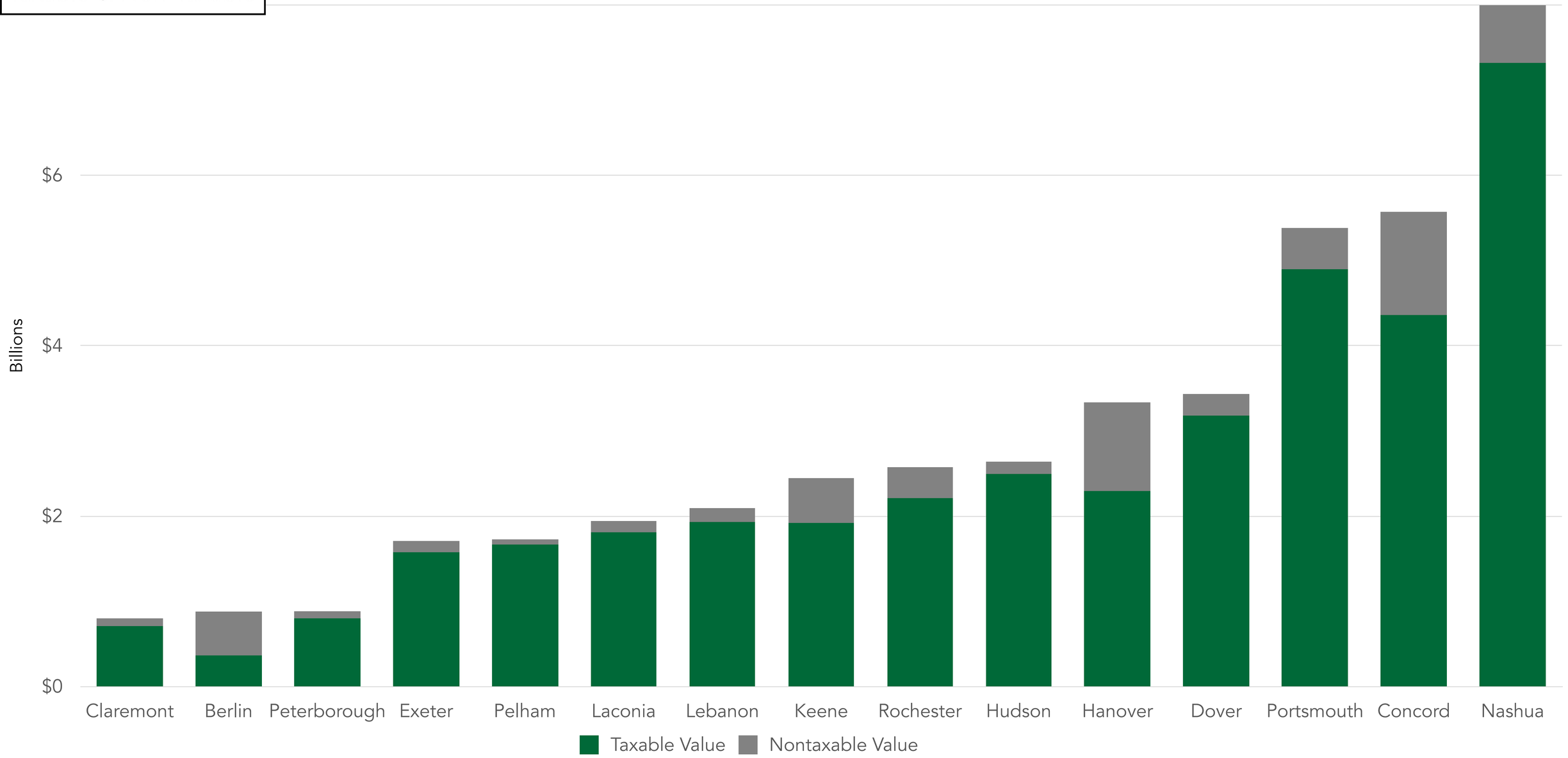
Comparisons
Density



Source: New Hampshire Department of Revenue Administration 2019

URBAN3

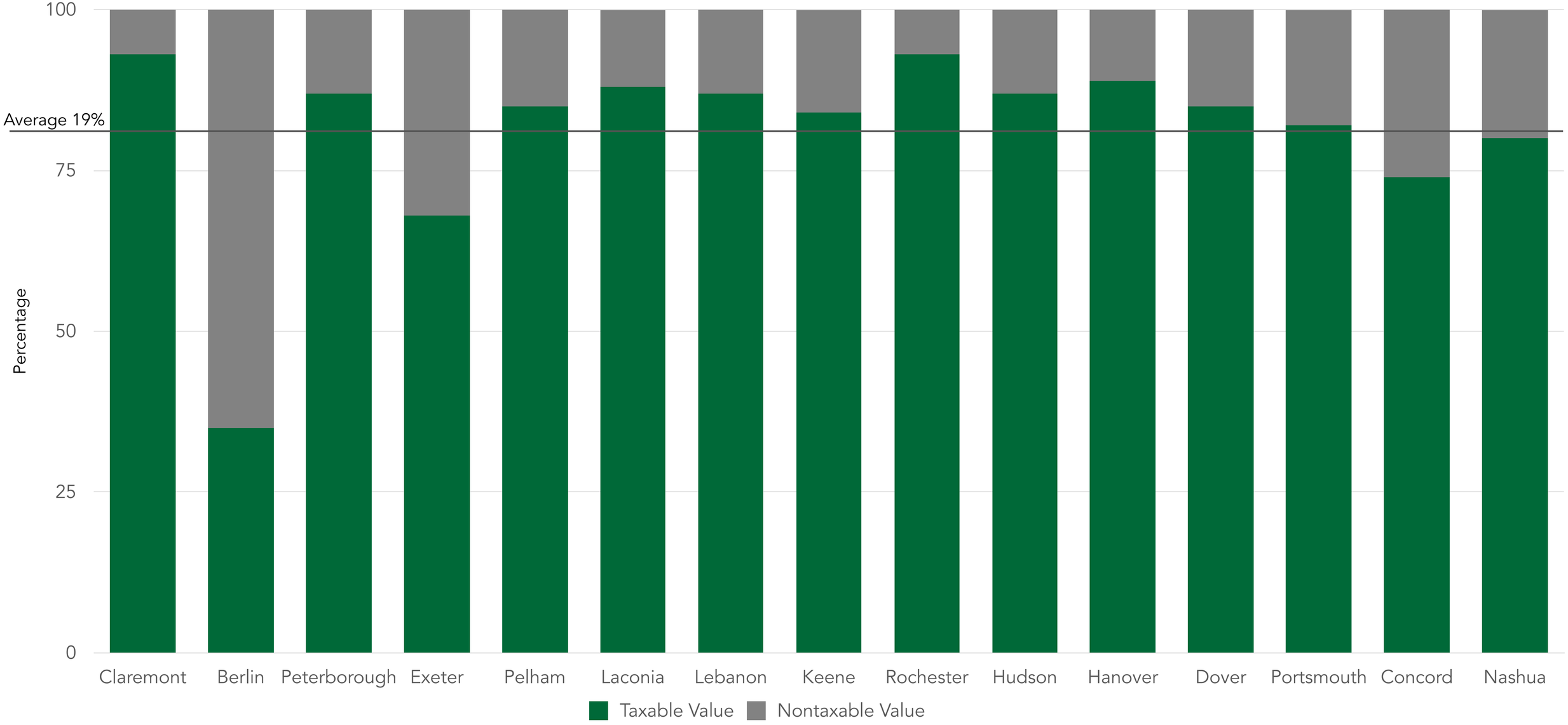
Comparisons
Taxable & Non-Taxable



Source: New Hampshire Department of Revenue Administration 2019

URBAN3

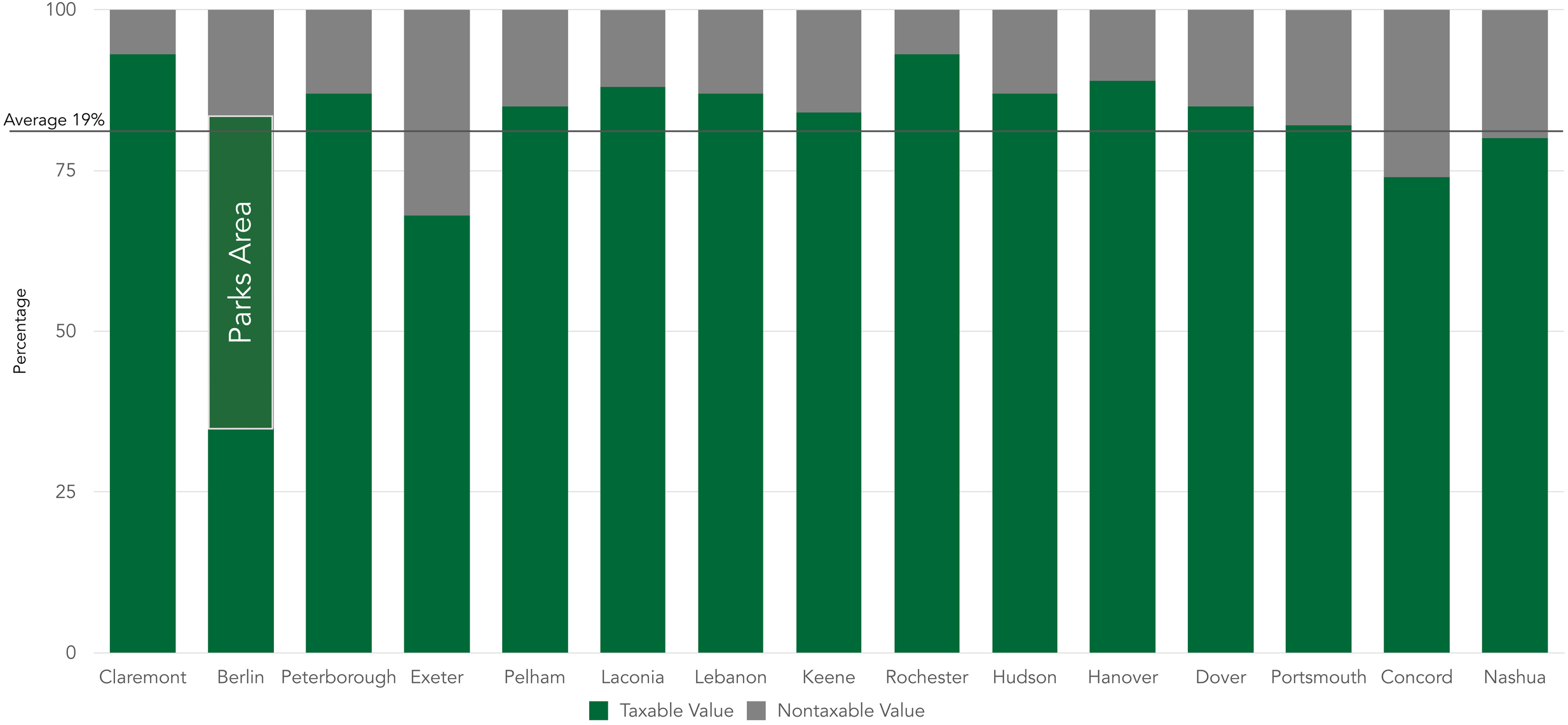
Comparisons
Taxable & Non-Taxable



Source: New Hampshire Department of Revenue Administration 2019

URBAN3

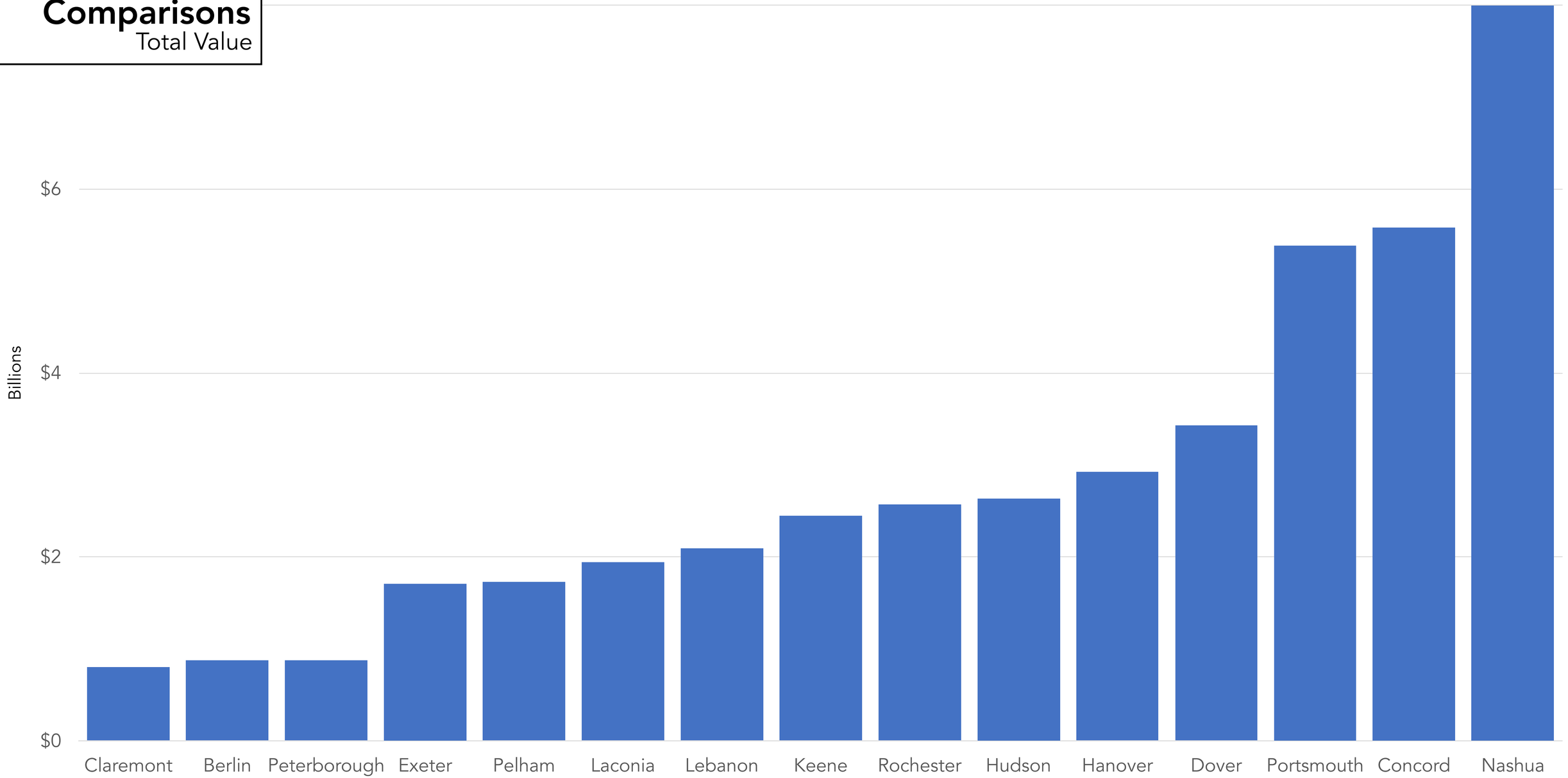
Comparisons
Taxable & Non-Taxable



Source: New Hampshire Department of Revenue Administration 2019

URBAN3

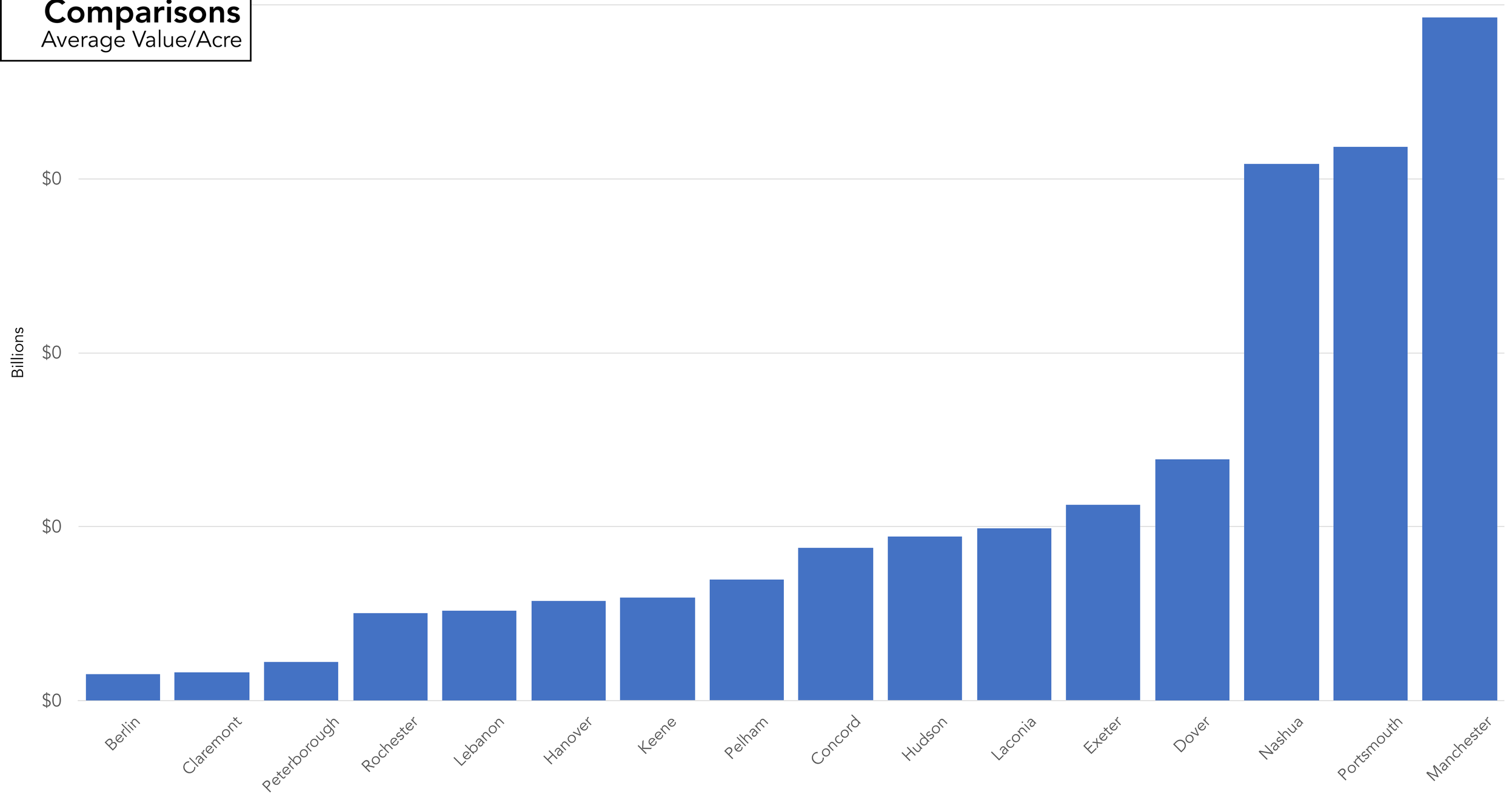
Comparisons
Total Value



Source: New Hampshire Department of Revenue Administration 2019

URBAN3

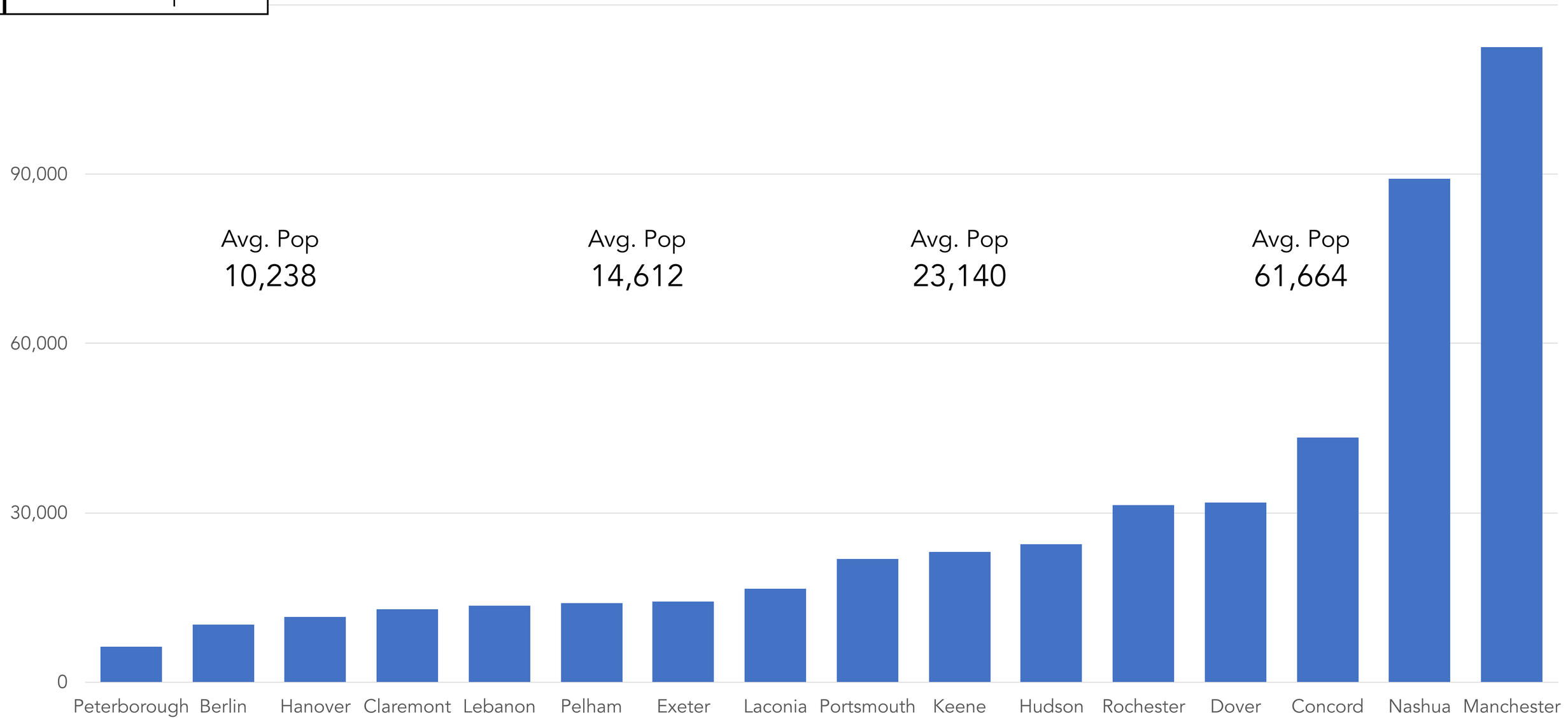
Comparisons
Average Value/Acre



Source: New Hampshire Department of Revenue Administration 2019

URBAN3

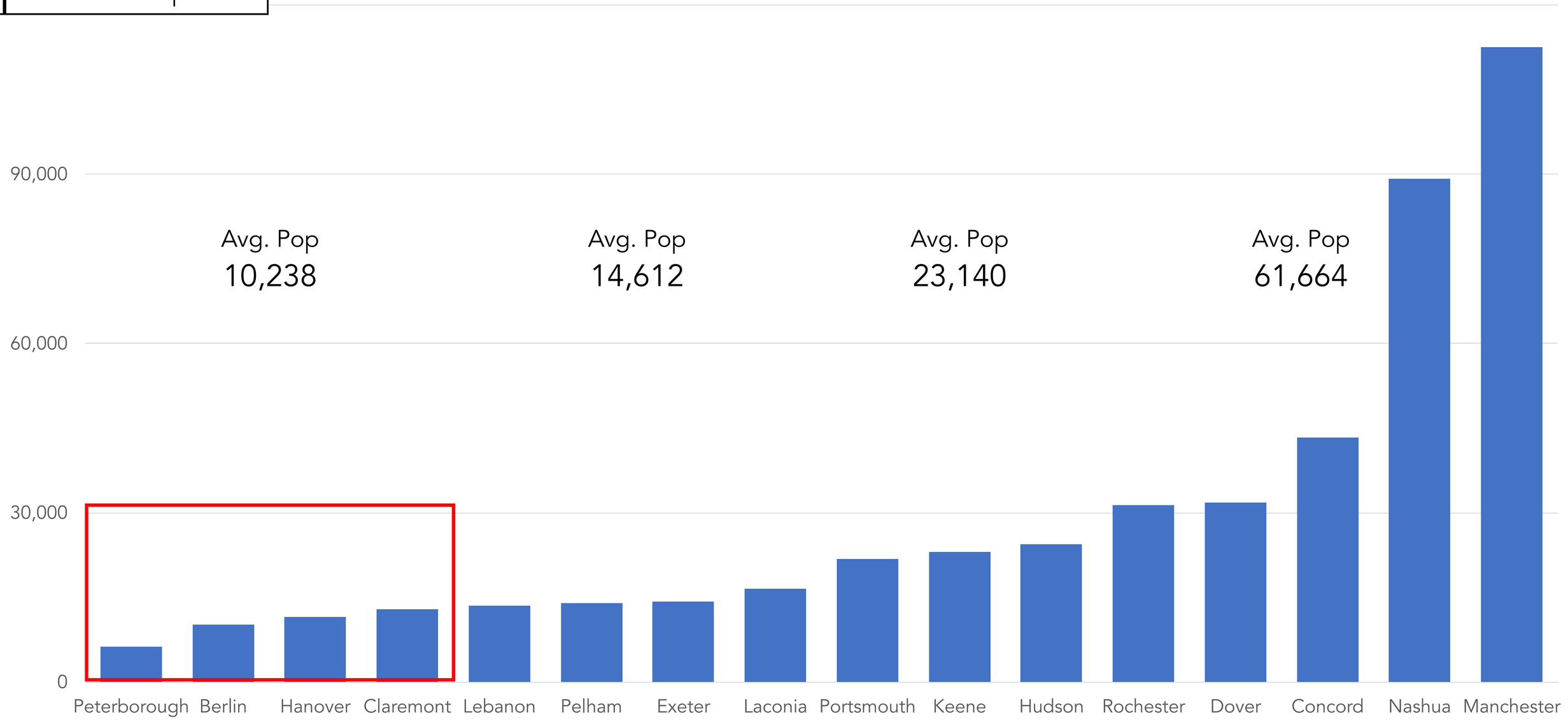
Peer Groups
Population



Source: New Hampshire Department of Revenue Administration 2019

URBAN3

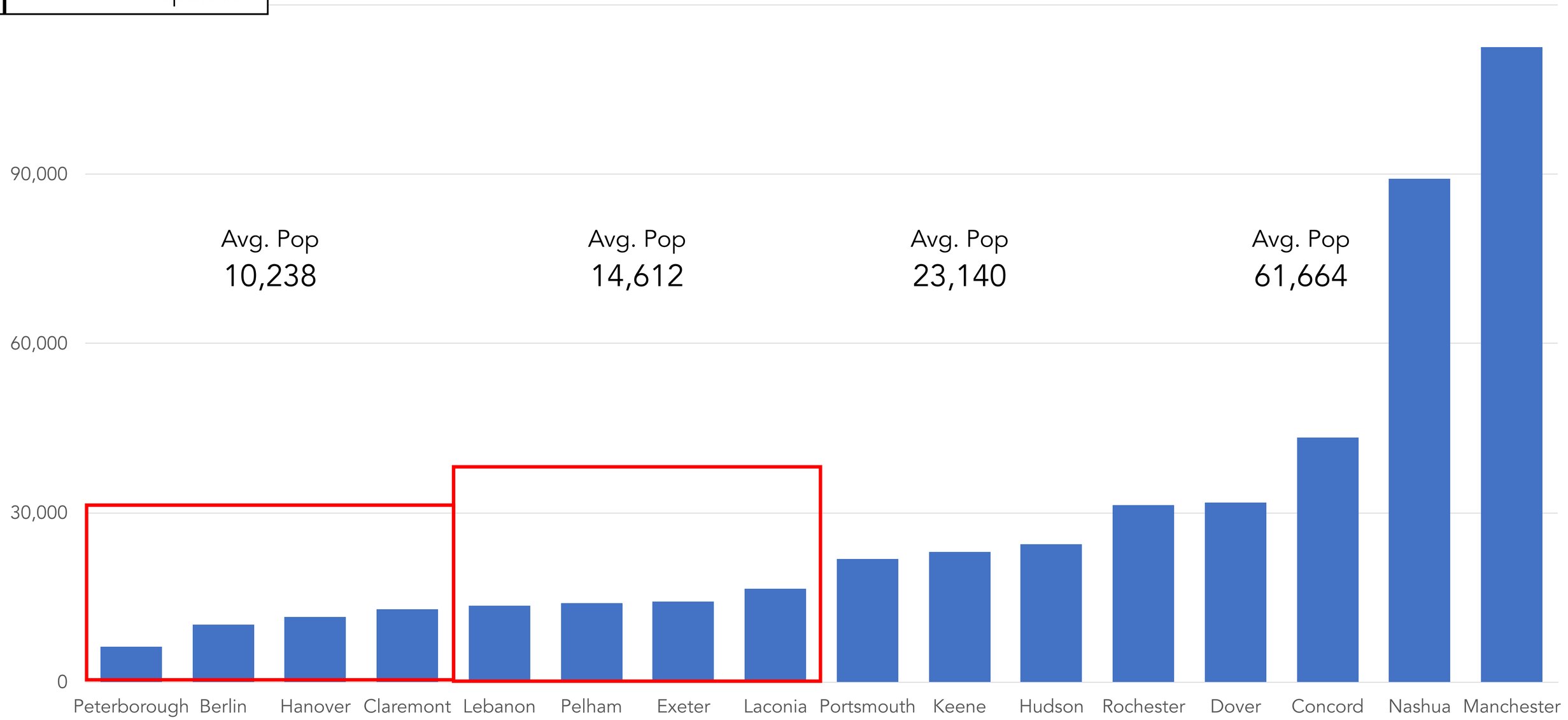
Peer Groups
Population



Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Peer Groups
Population



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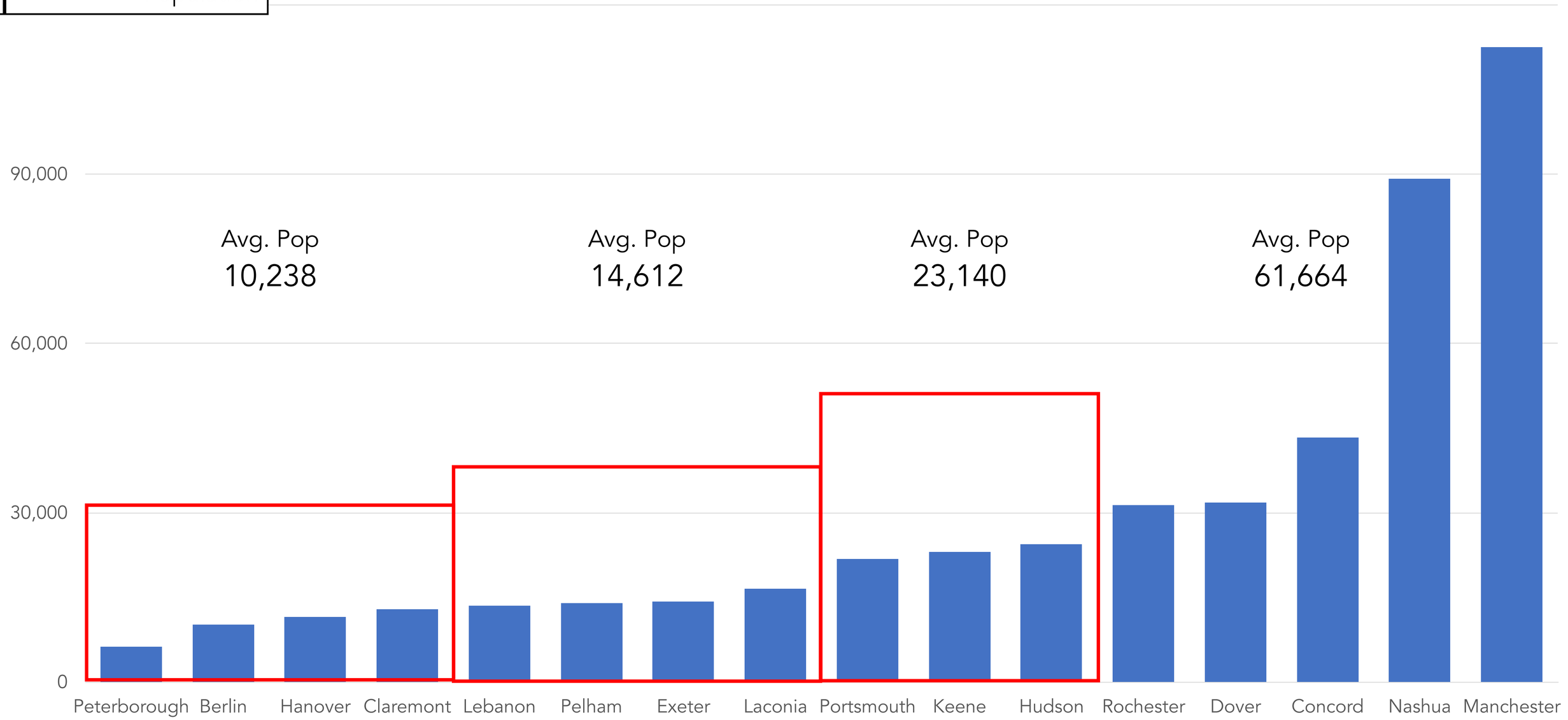
Peer Groups
Population



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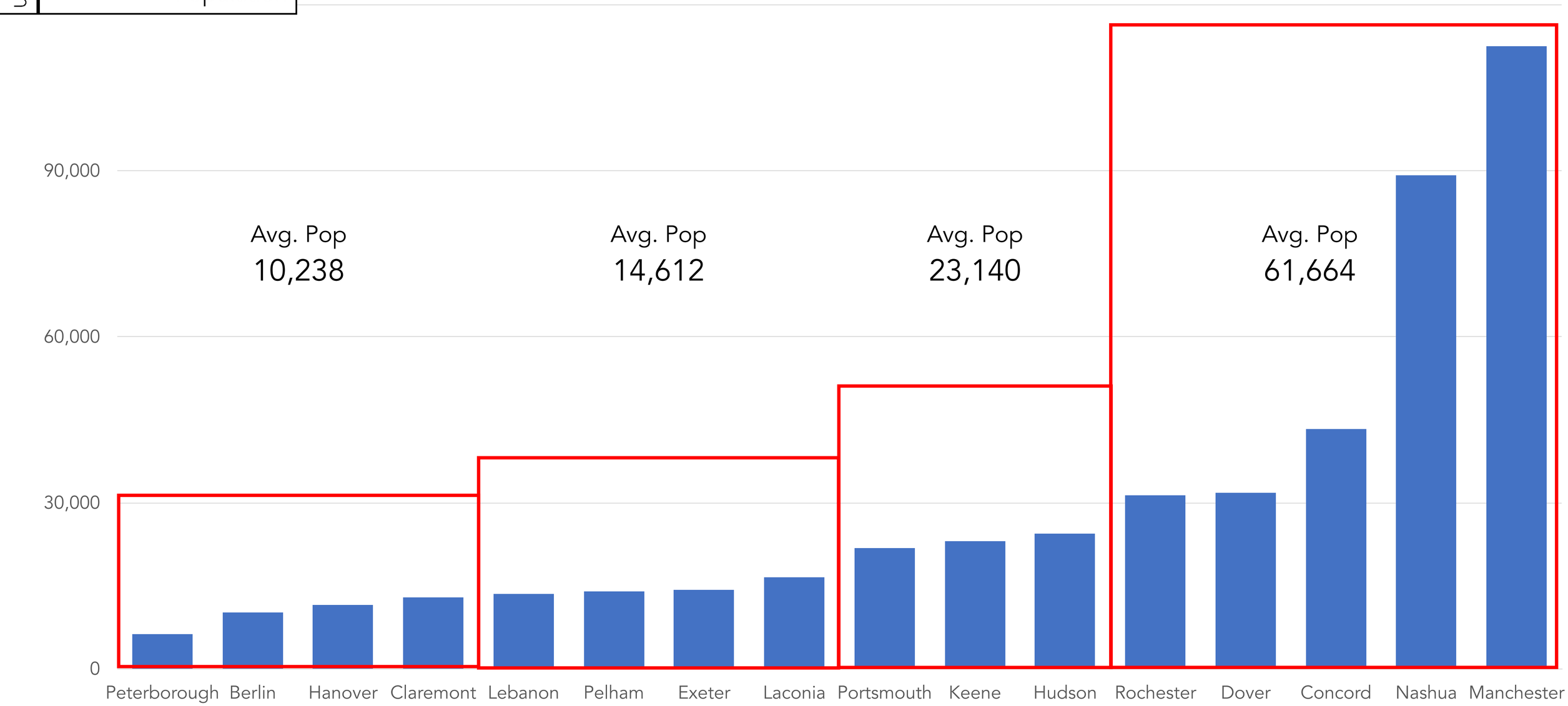
URBAN3

Peer Groups
Population



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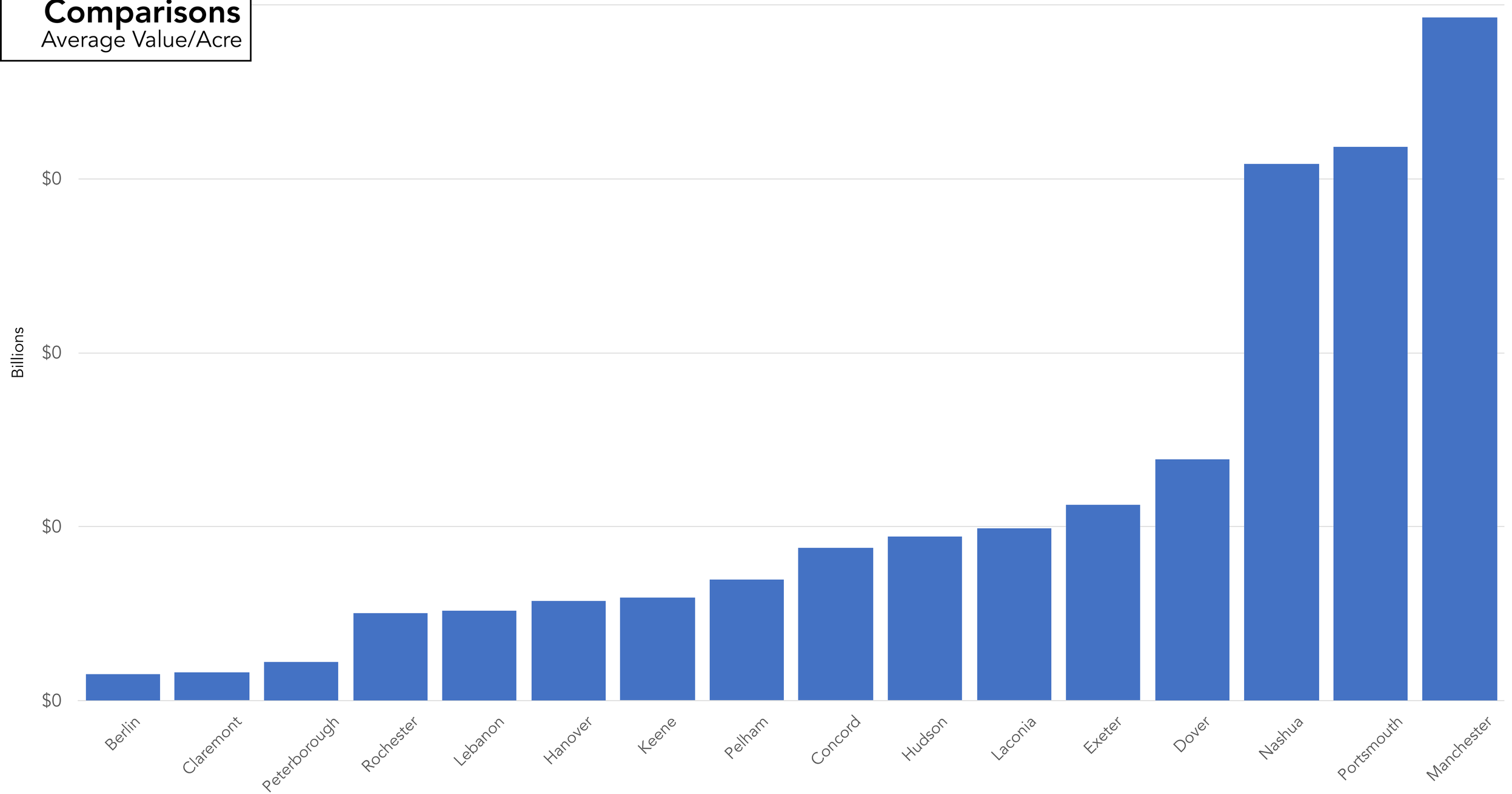
URBAN3

Comparisons
Average Value/Acre



Source: New Hampshire Department of Revenue Administration 2019

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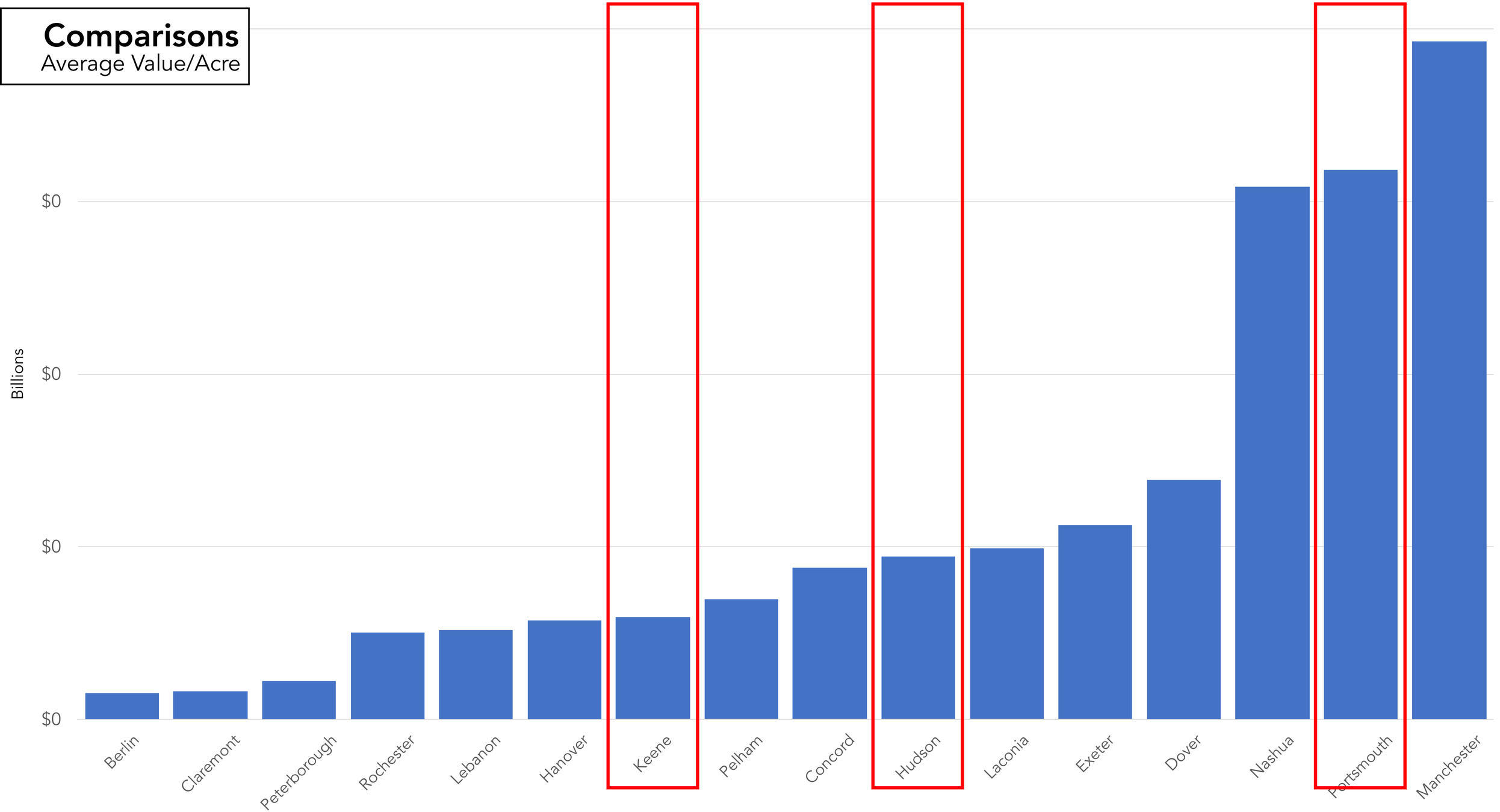
Comparisons
Average Value/Acre



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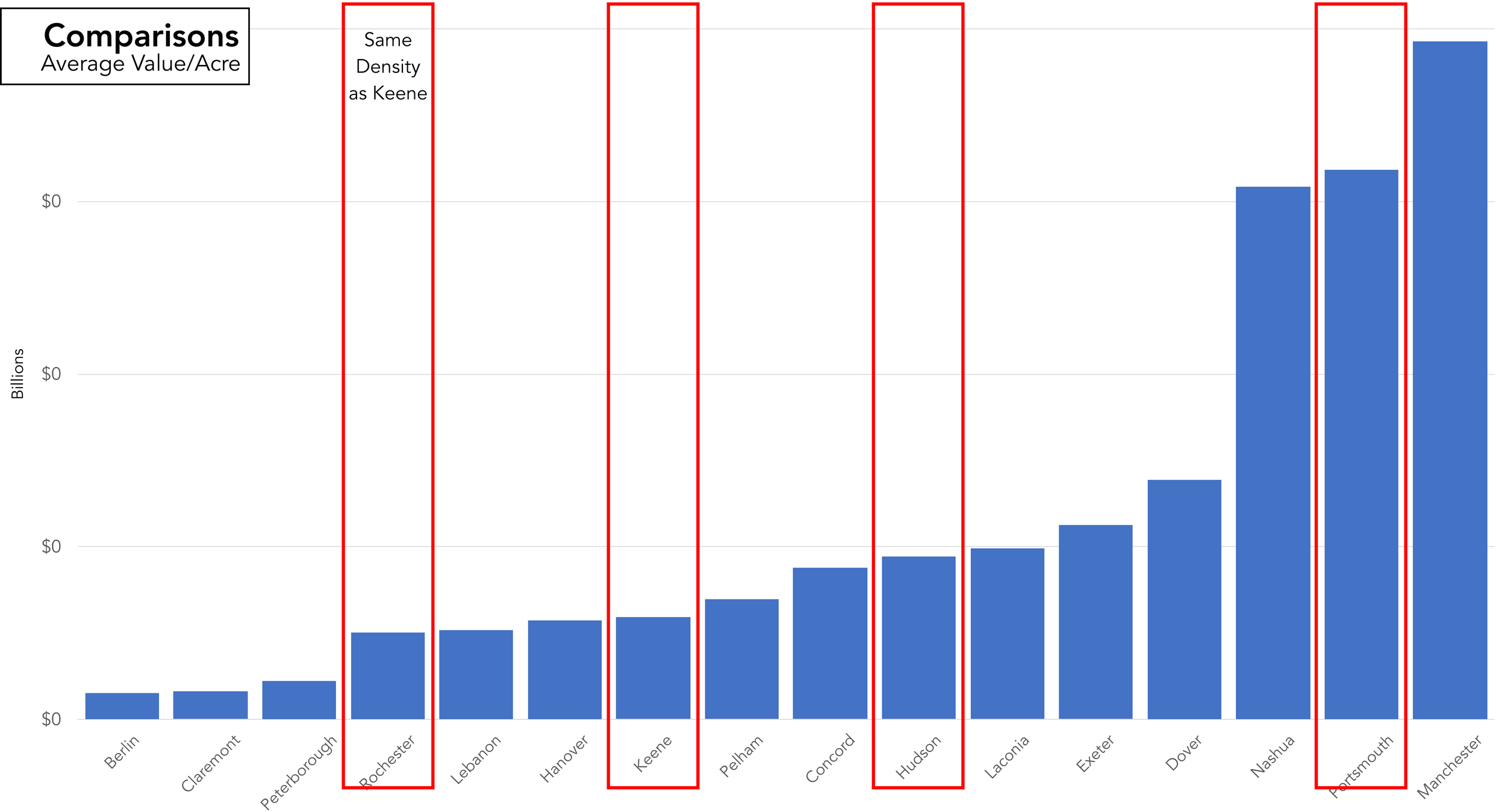
Comparisons
Average Value/Acre



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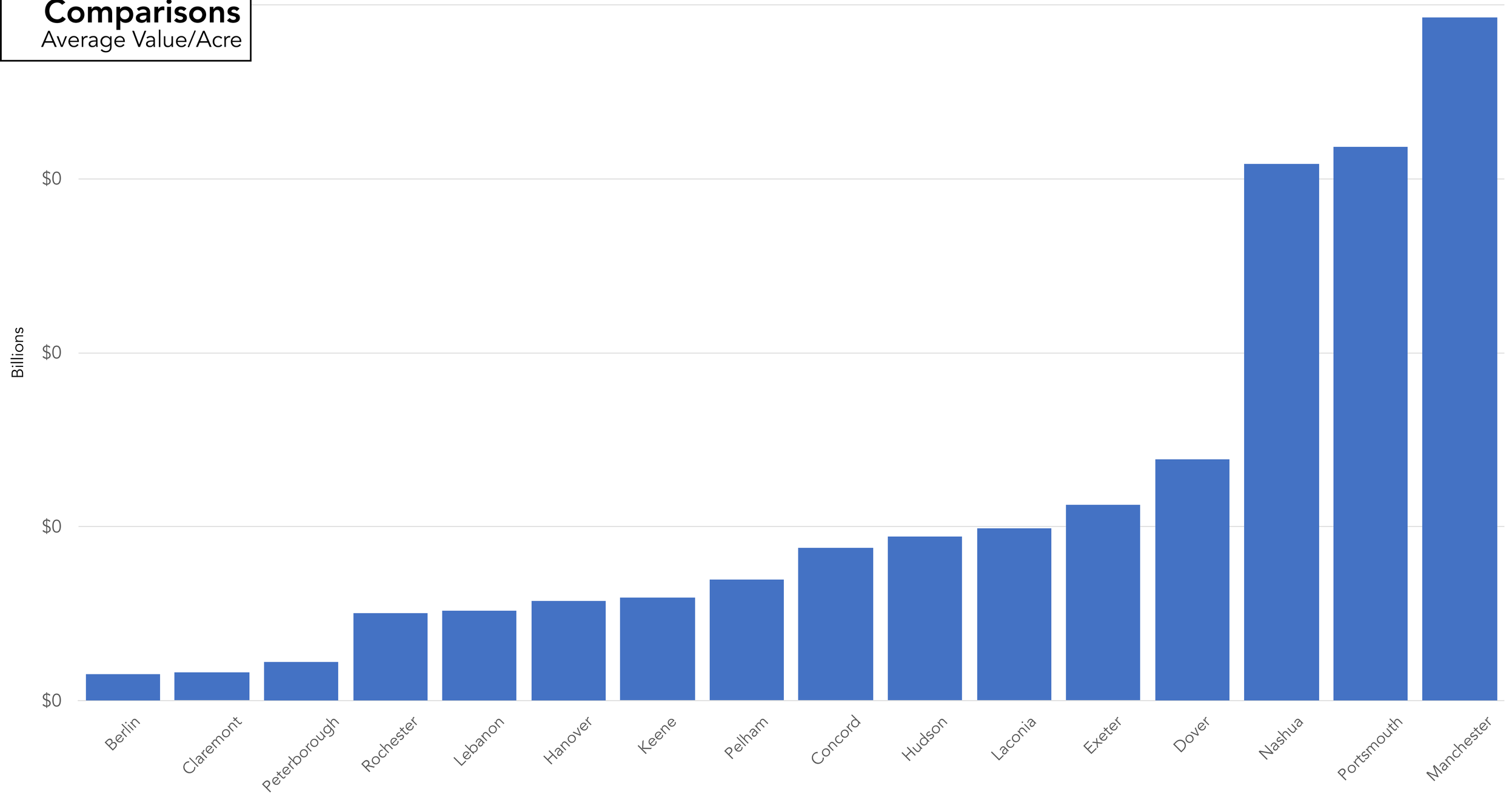
Comparisons
Average Value/Acre



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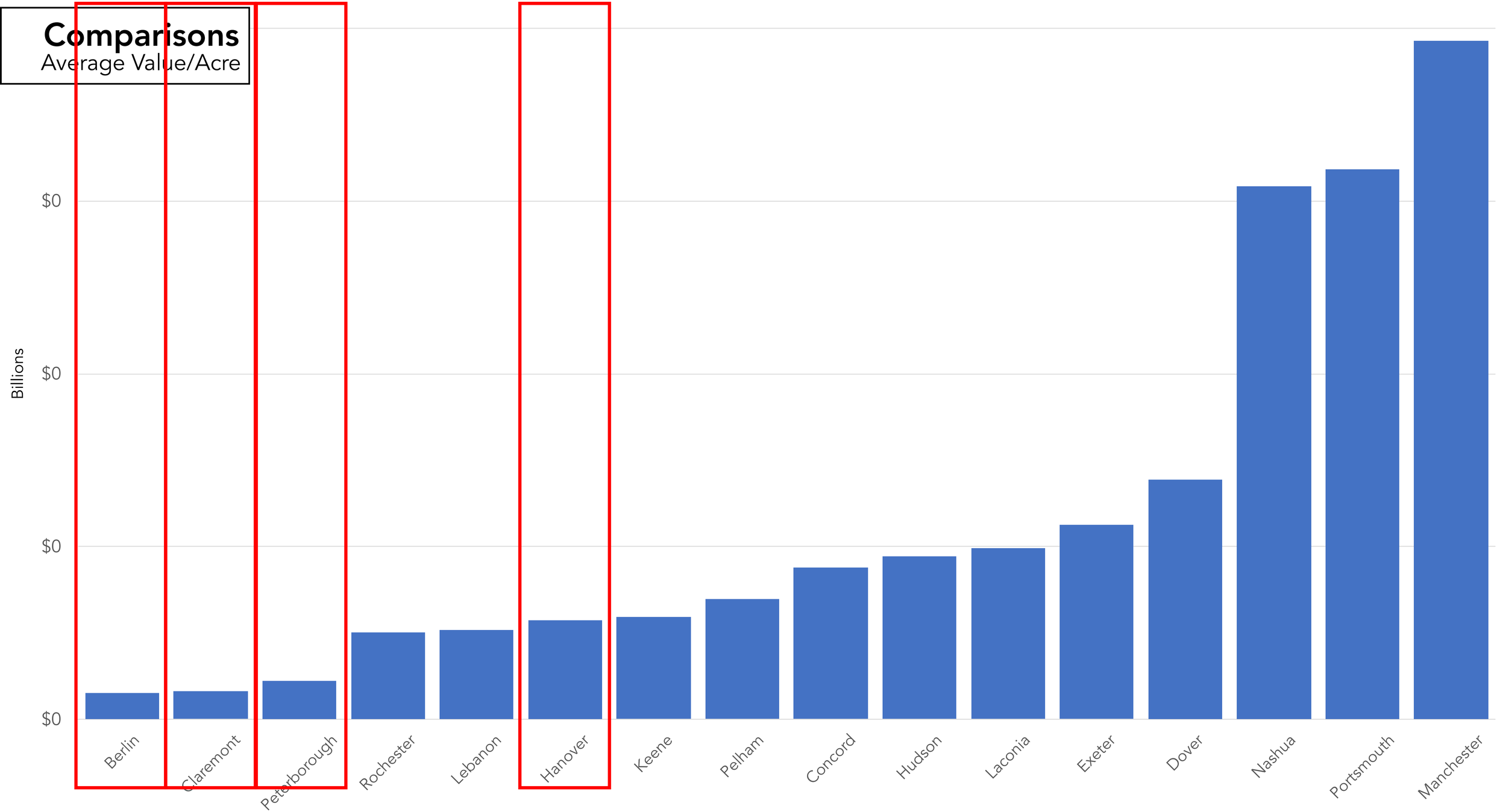
Comparisons

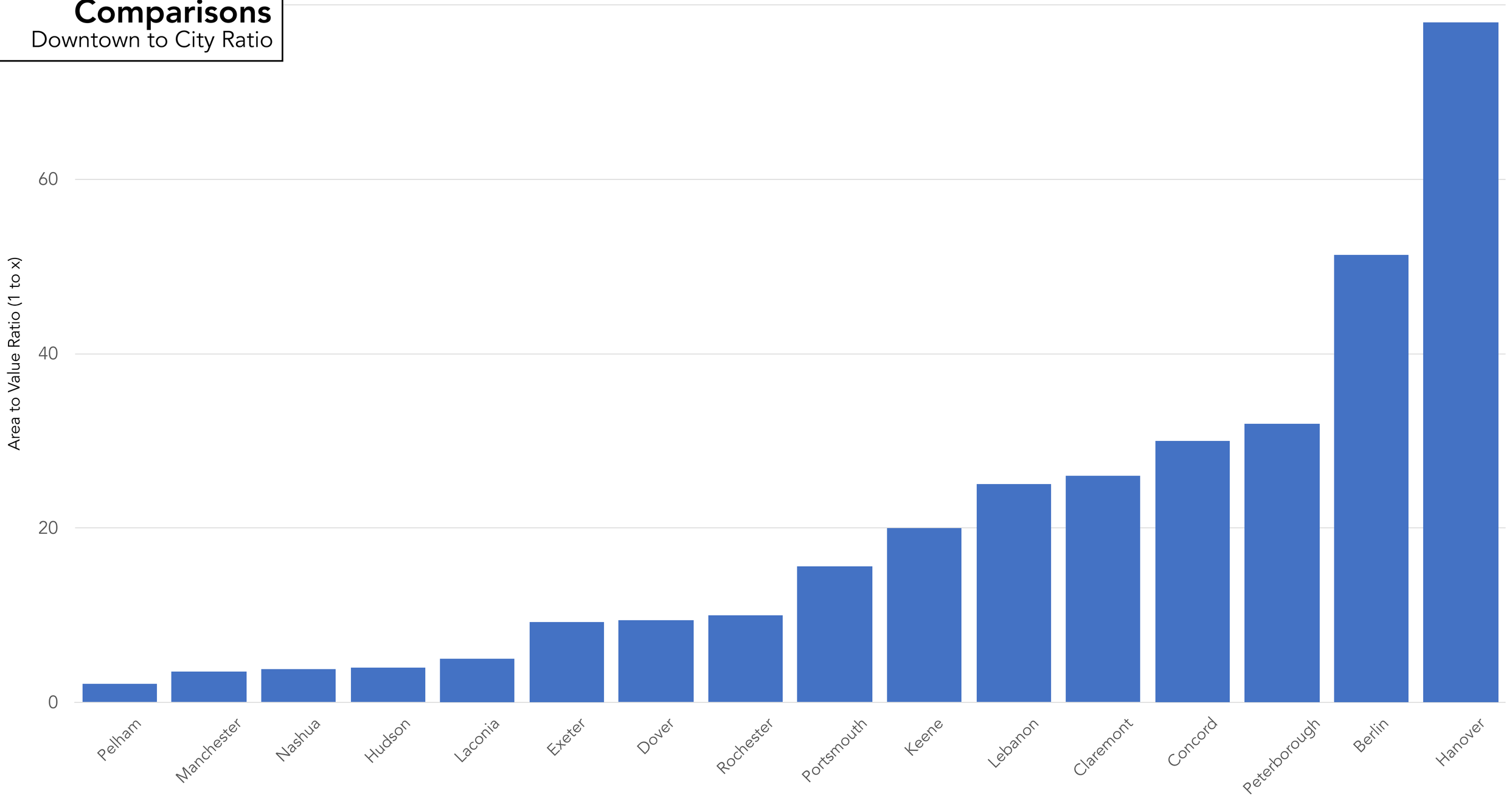
Average Value/Acre



Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Comparisons
Downtown to City Ratio



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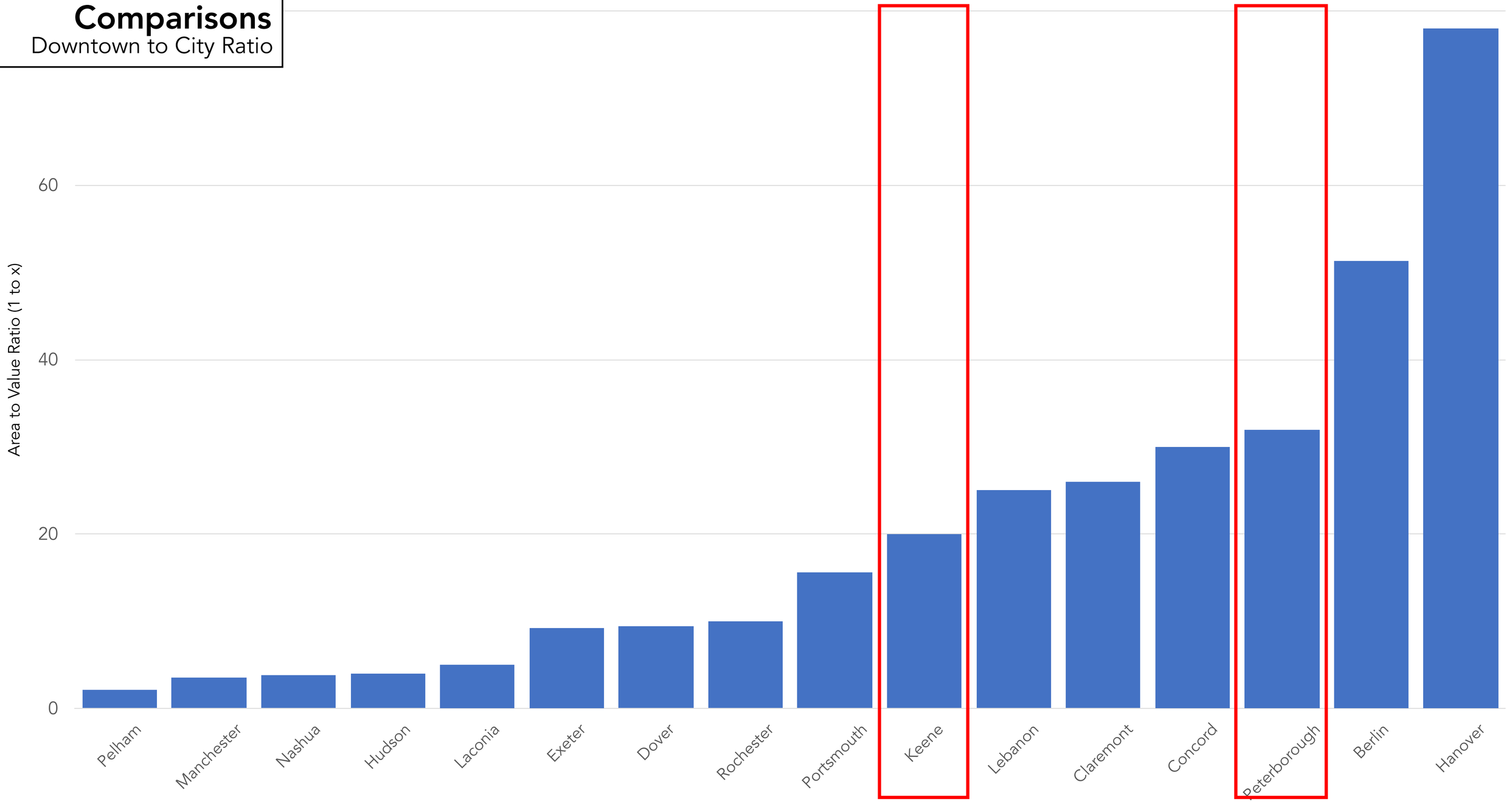
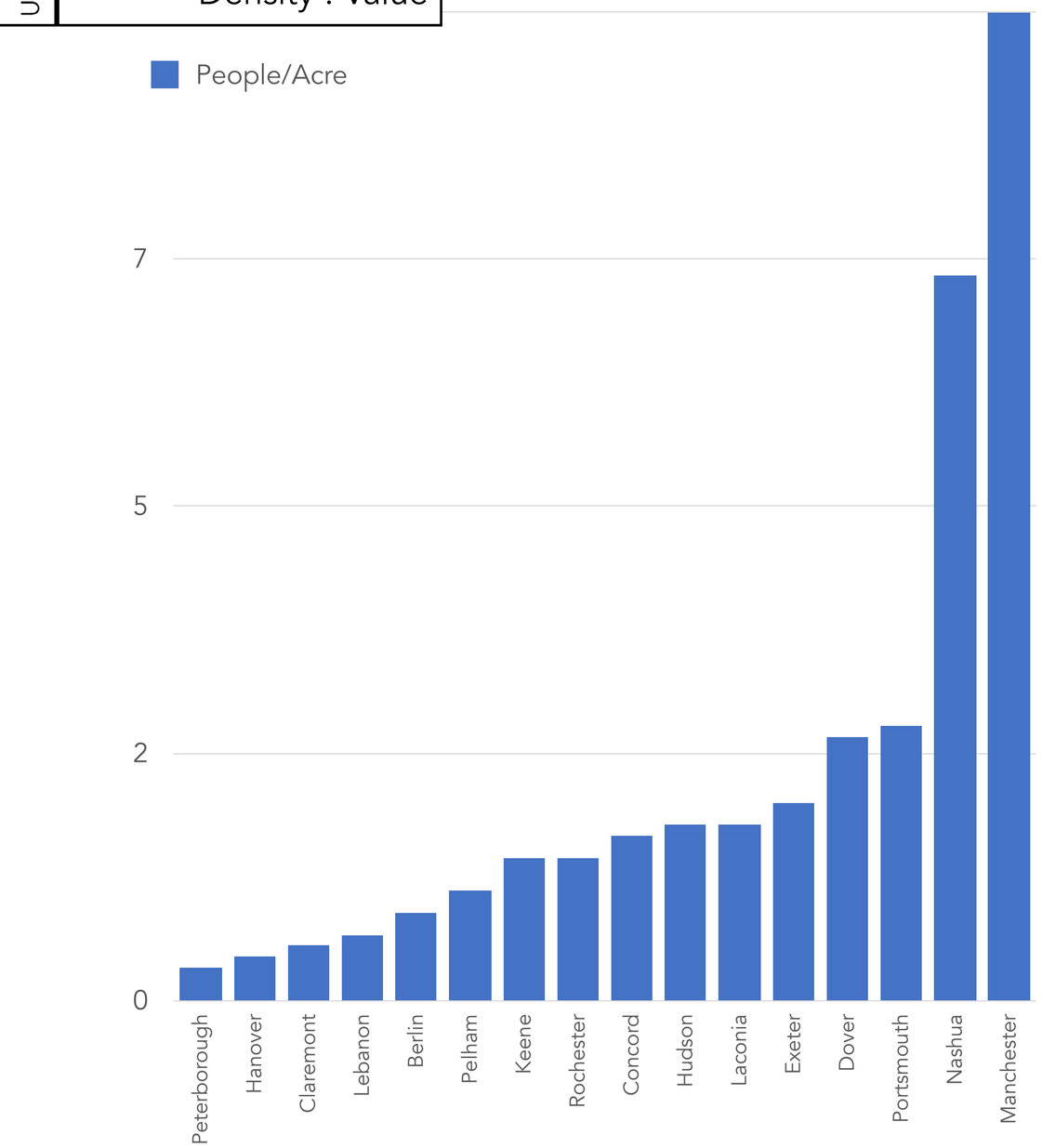
Comparisons
Downtown to City Ratio

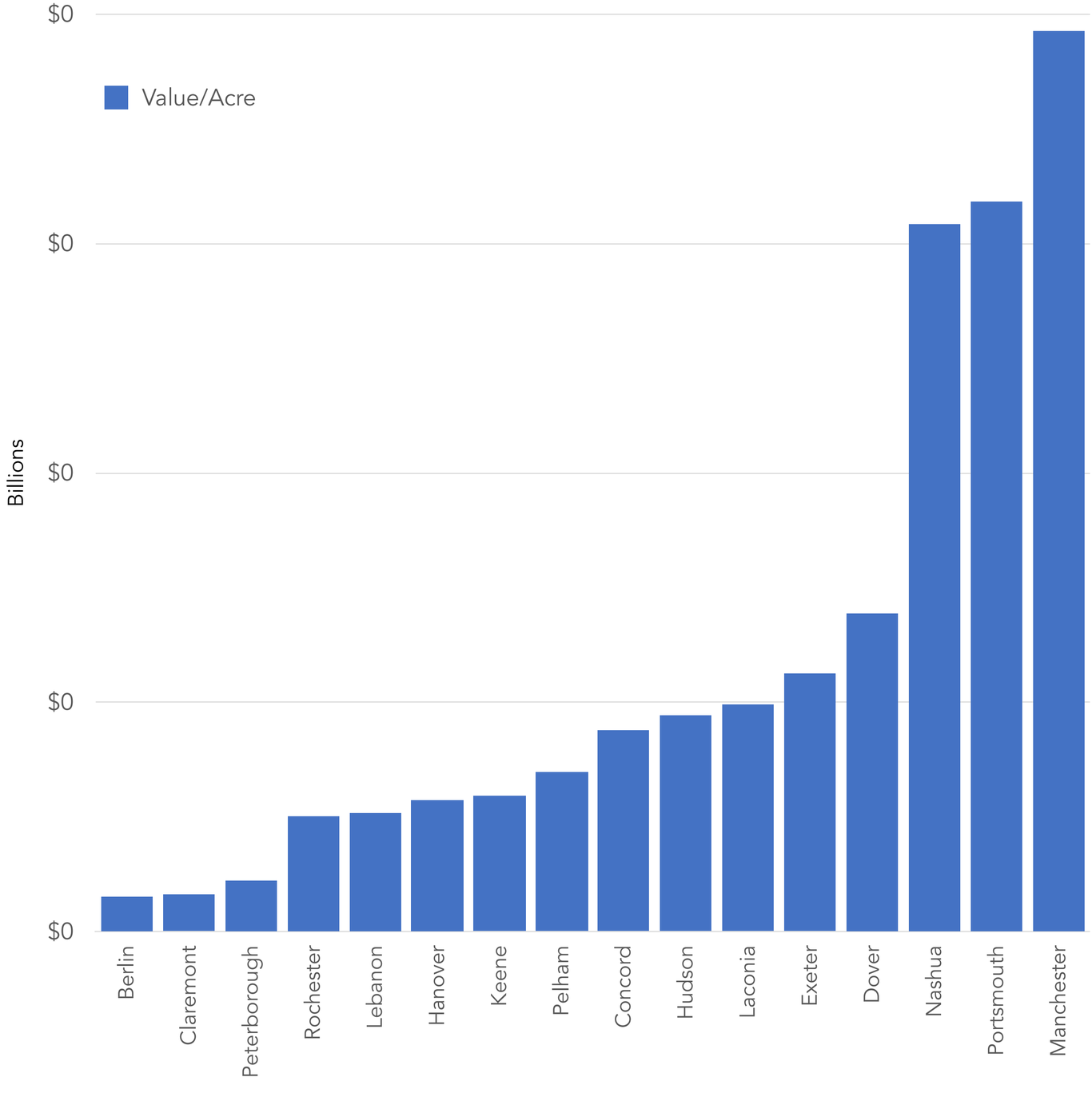


Source: New Hampshire Department of Revenue Administration 2019

URBAN3

Comparisons
Density : Value





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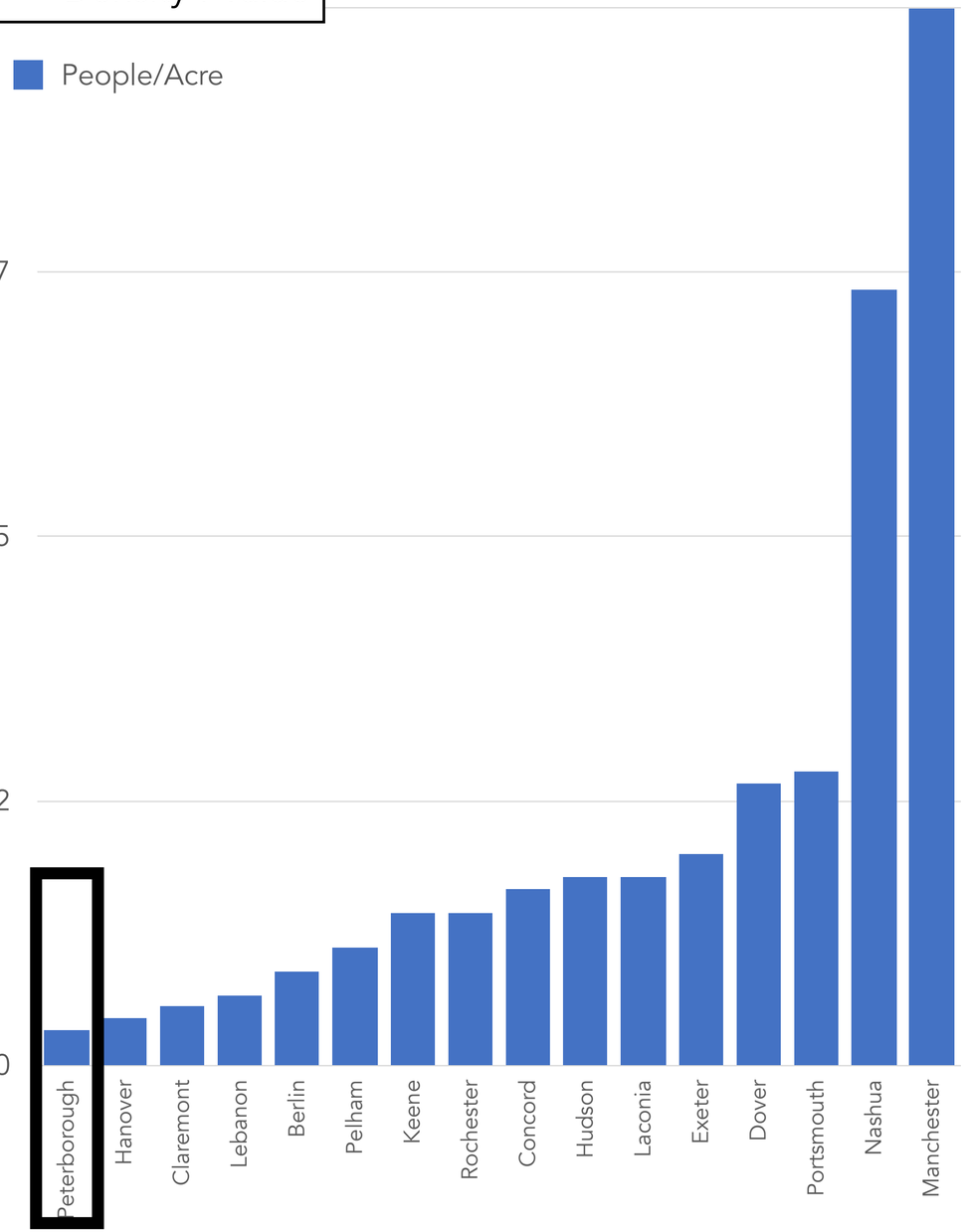

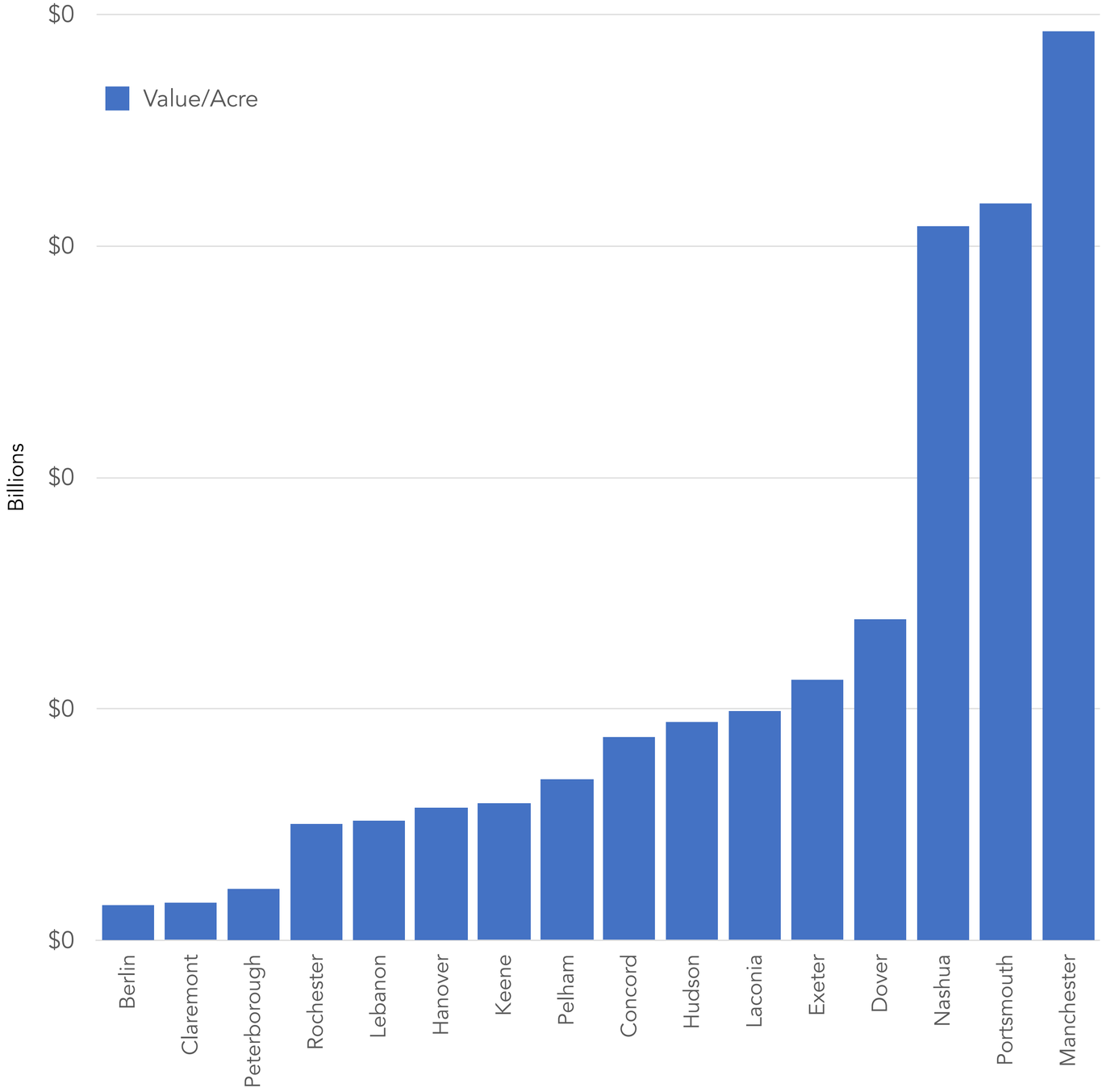

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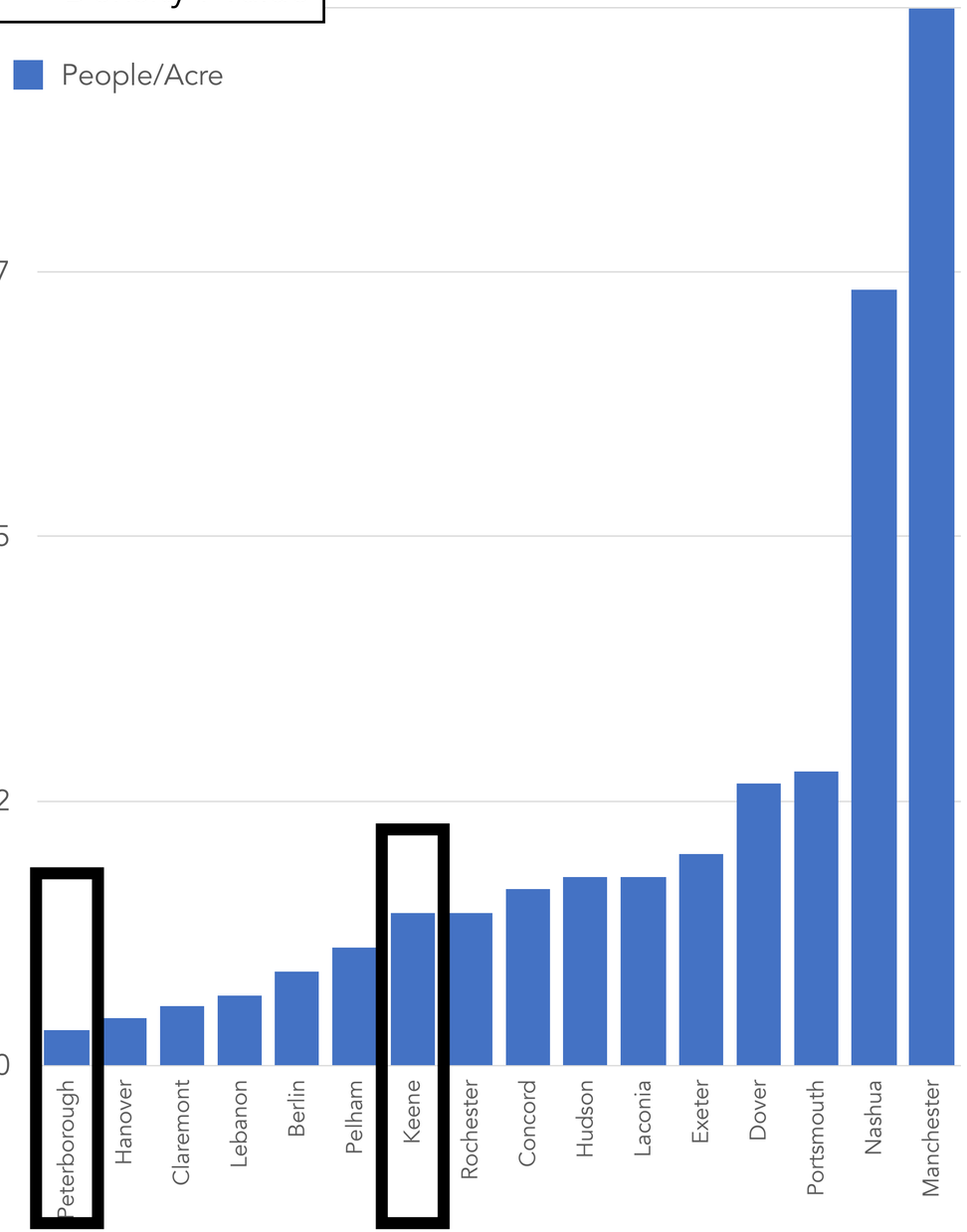

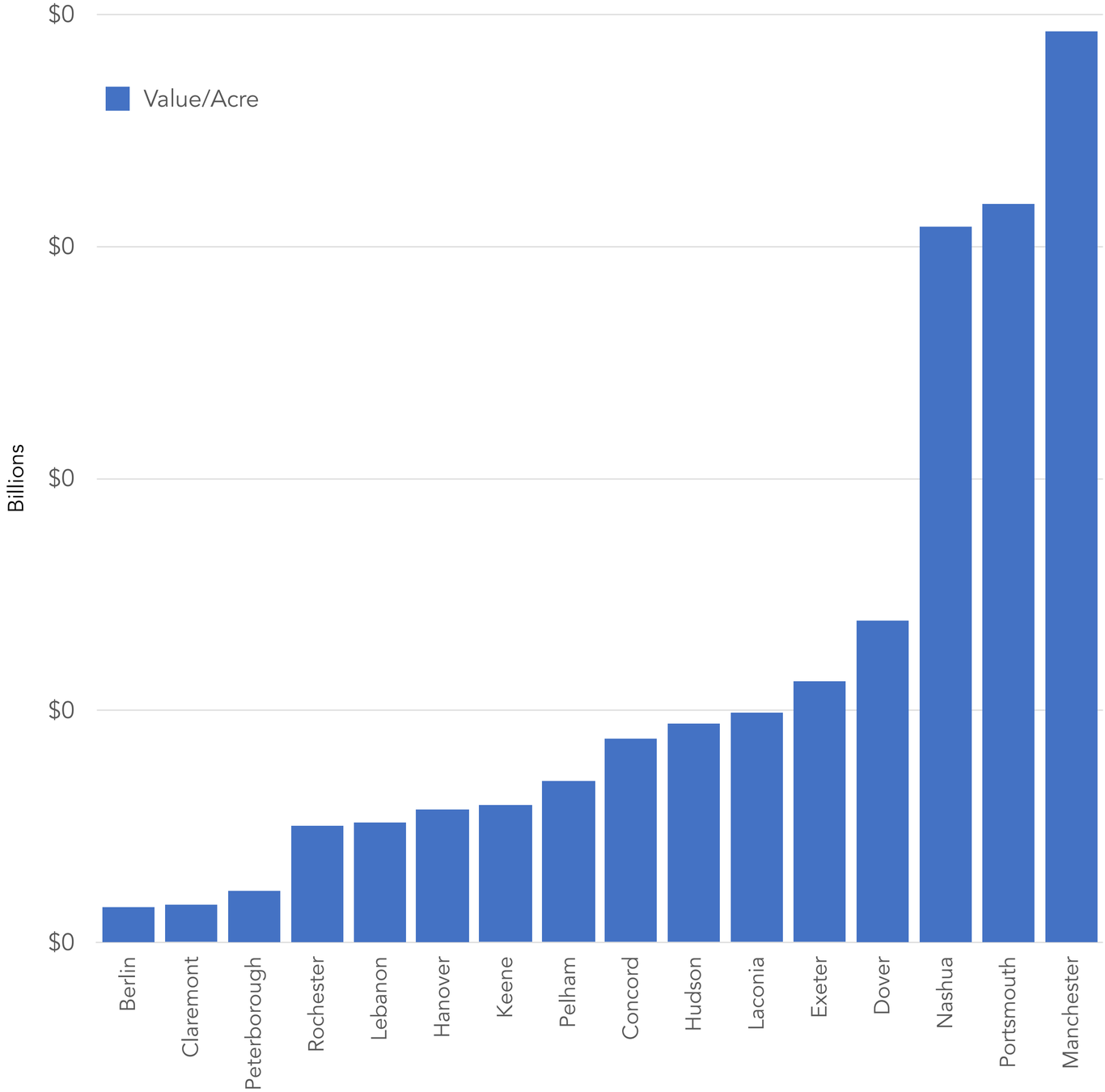

Source: New Hampshire Department of Revenue Administration 2019

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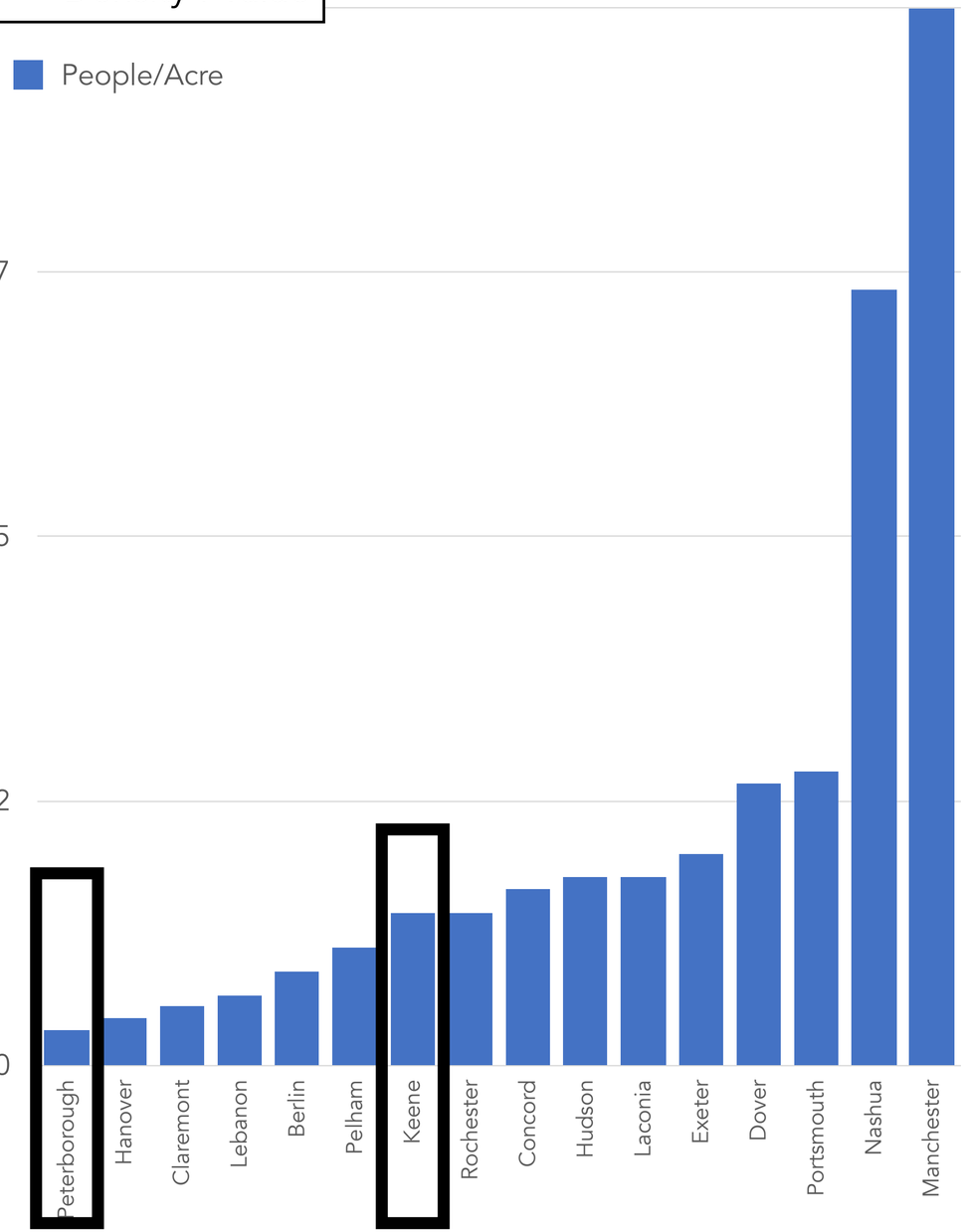
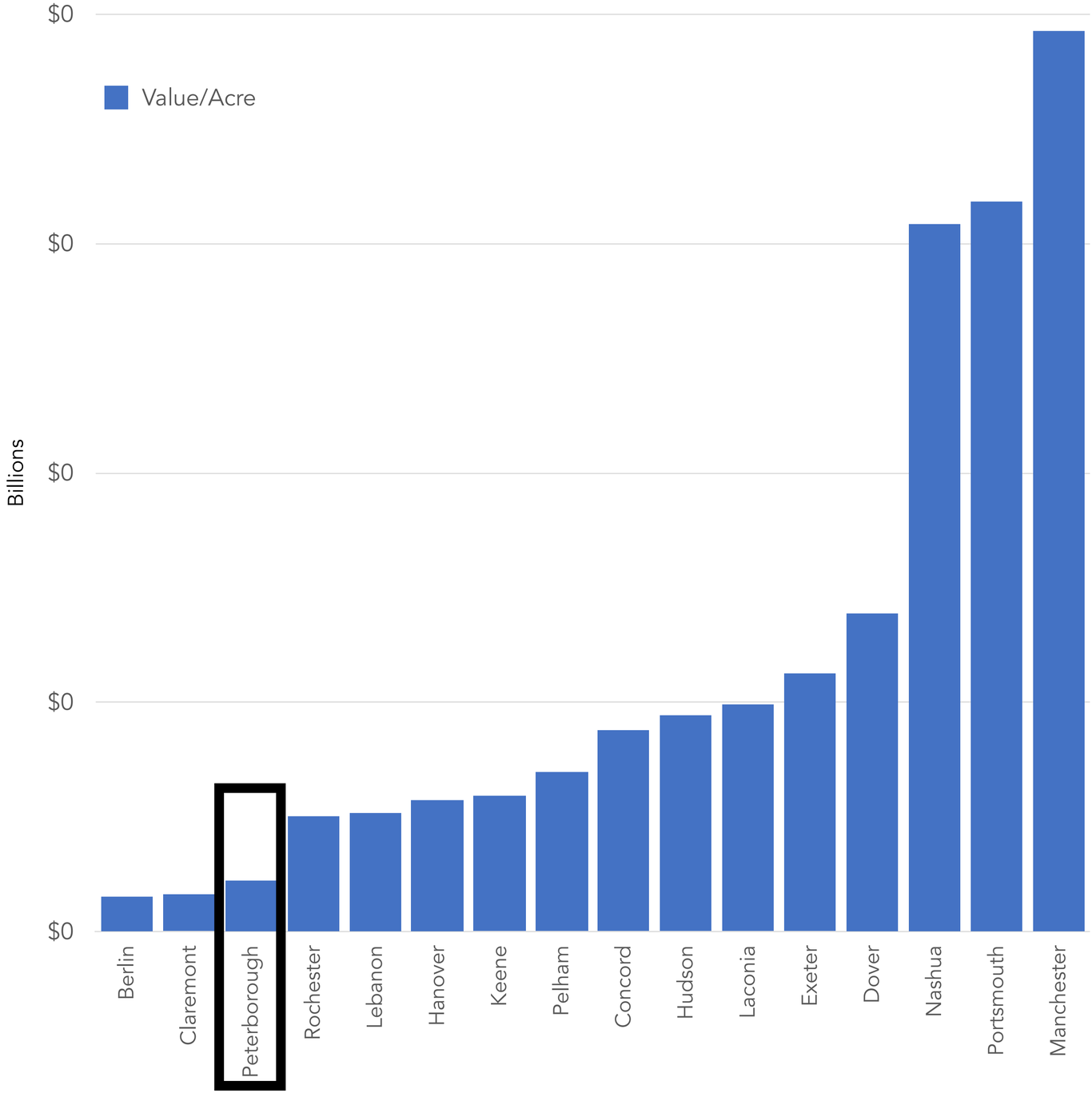
Comparisons
Density : Value





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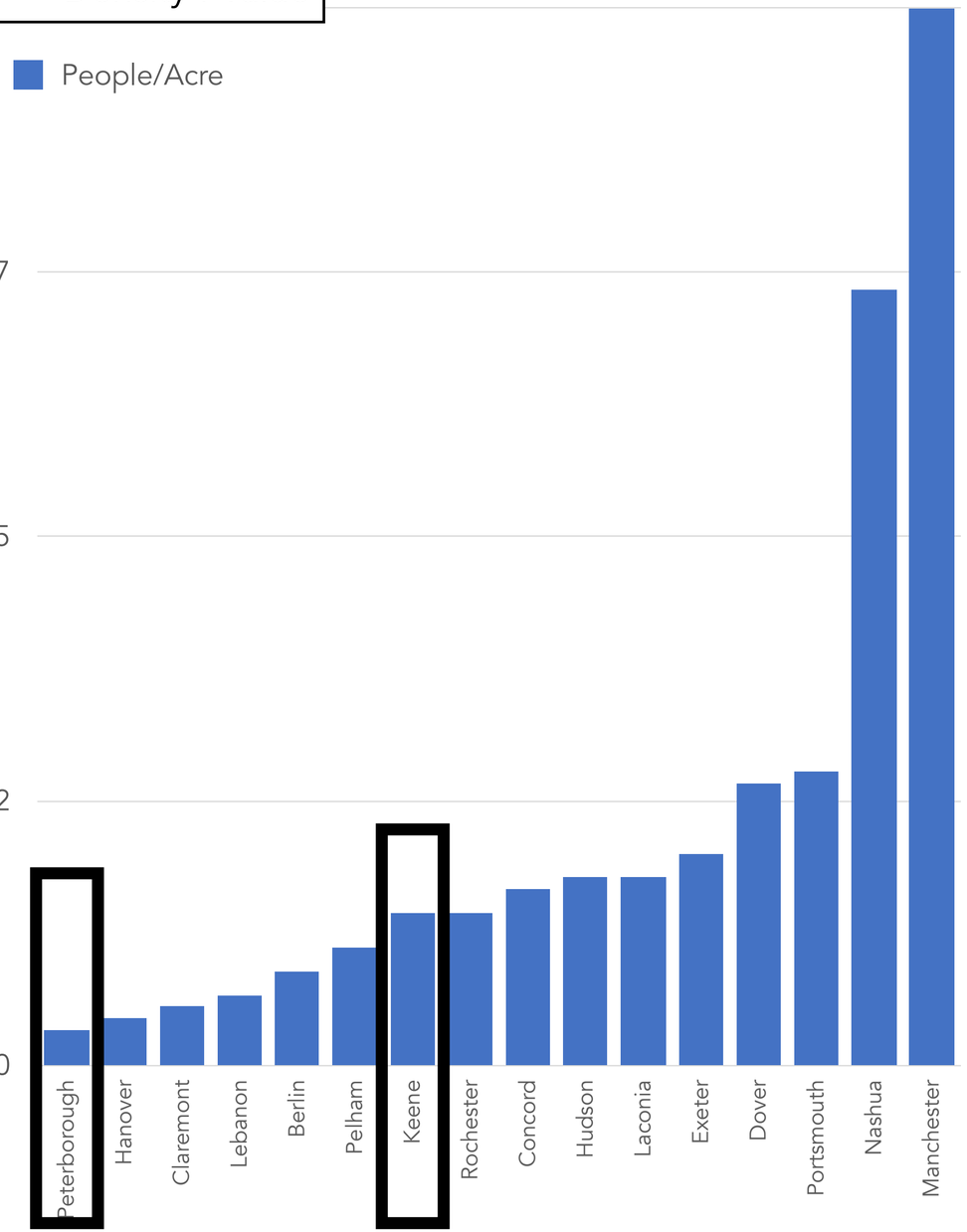
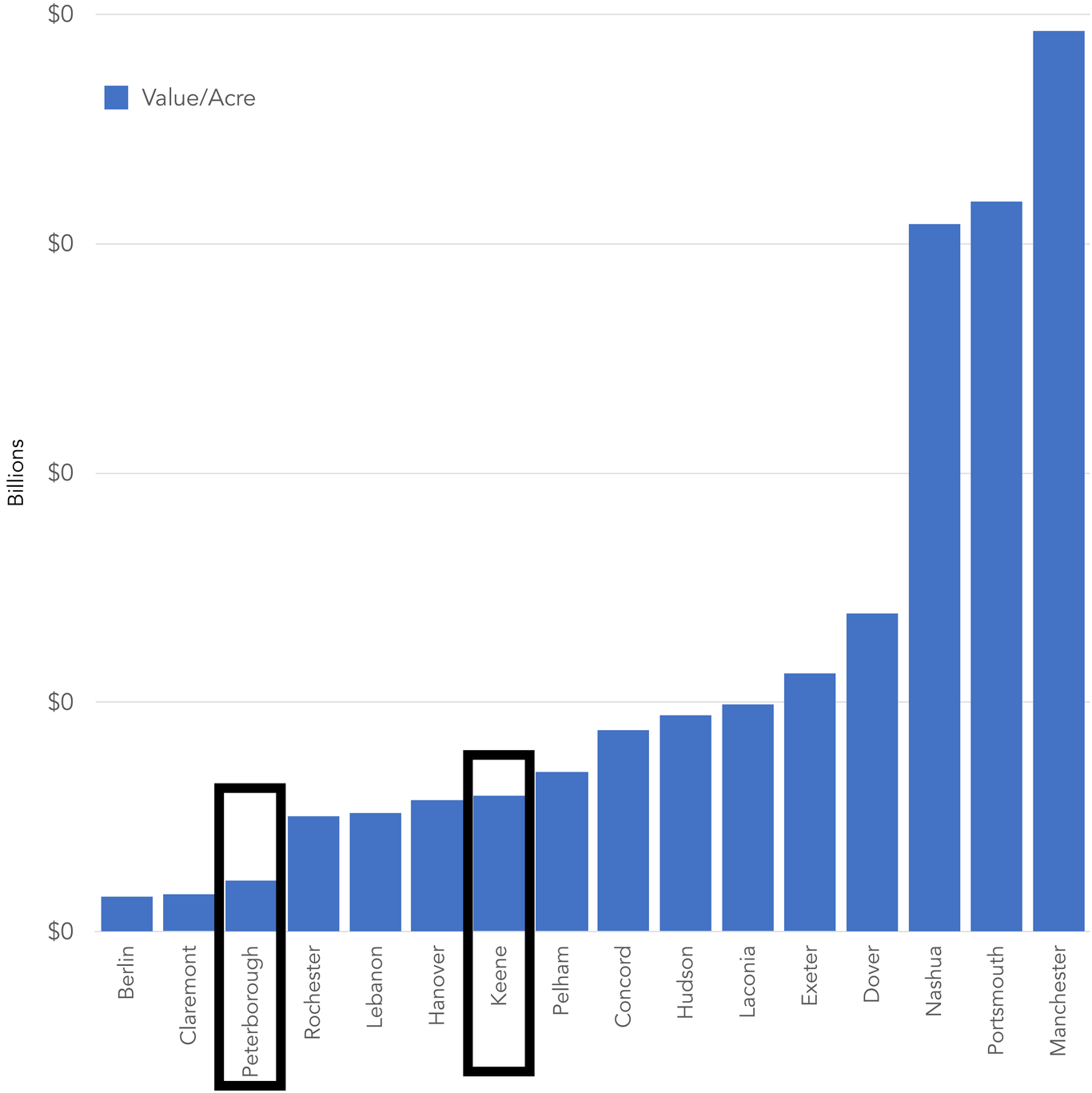
Comparisons
Density : Value



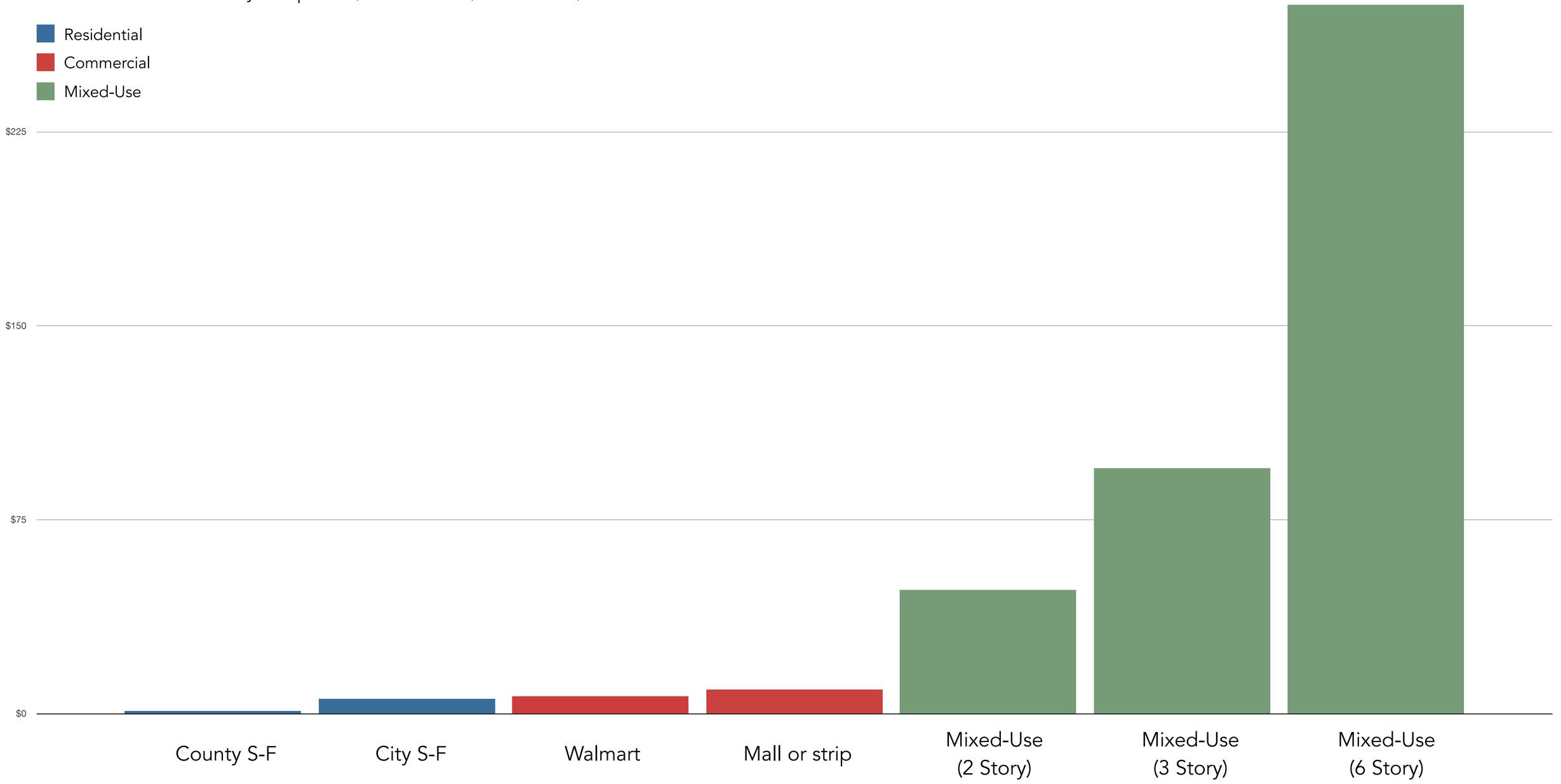


Source: New Hampshire Department of Revenue Administration 2019

County Property Taxes/Acre

URBAN3
Joseph Minicozzi, AICP

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

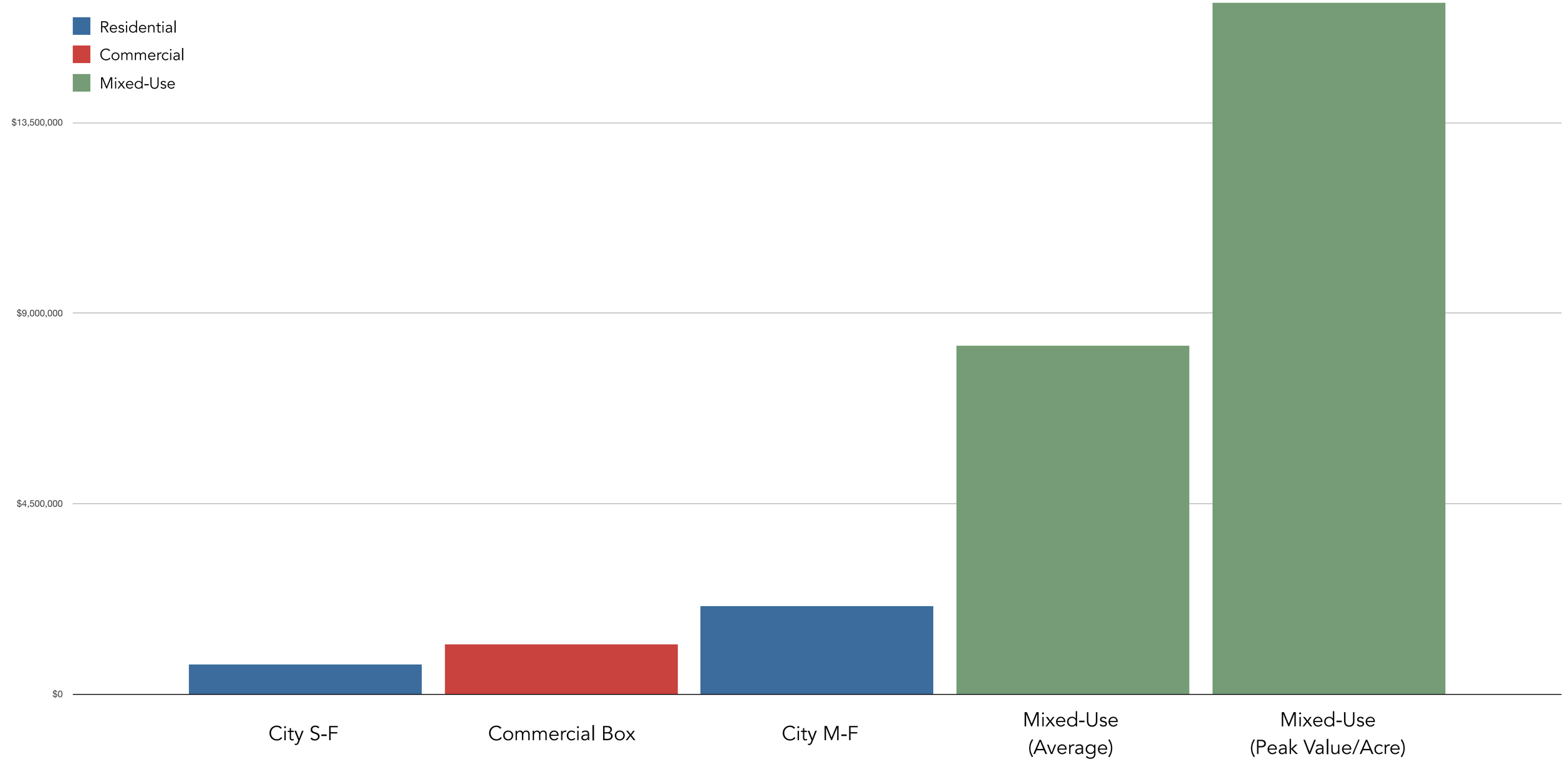


Property Value/Acre

Ratio Difference of New Hampshire Sample Set

URBAN3

Joseph Minicozzi, AICP



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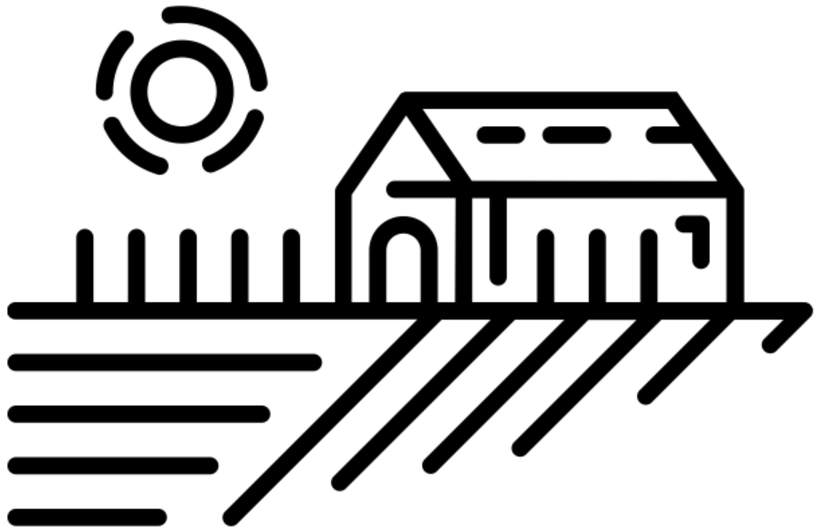
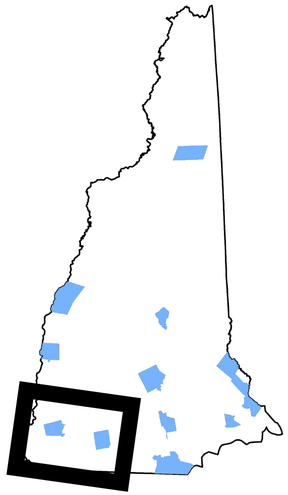


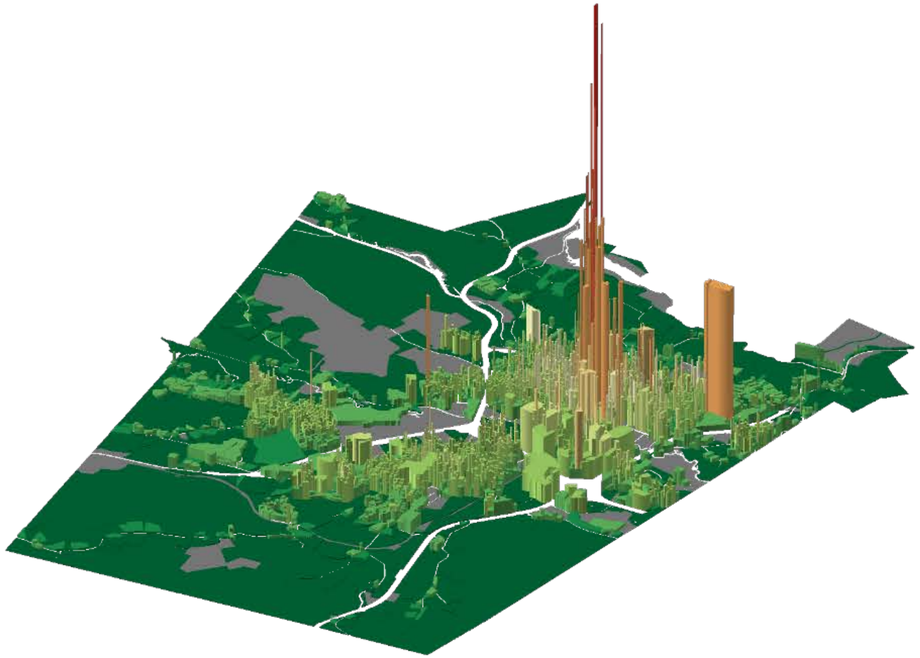
Peer Clusters

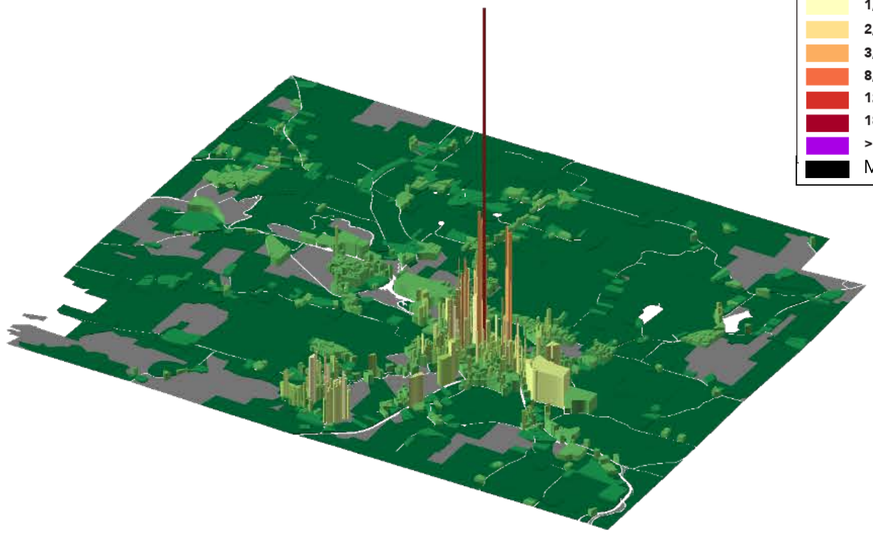
Similar characteristics of places & learning from each other.

URBAN3

Peer Groups
Southwest Region



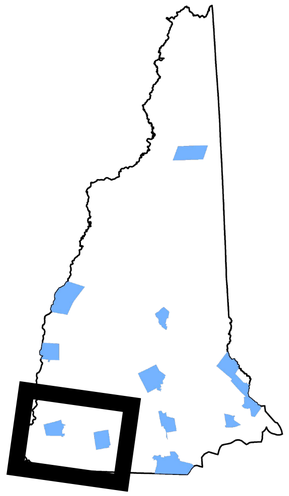


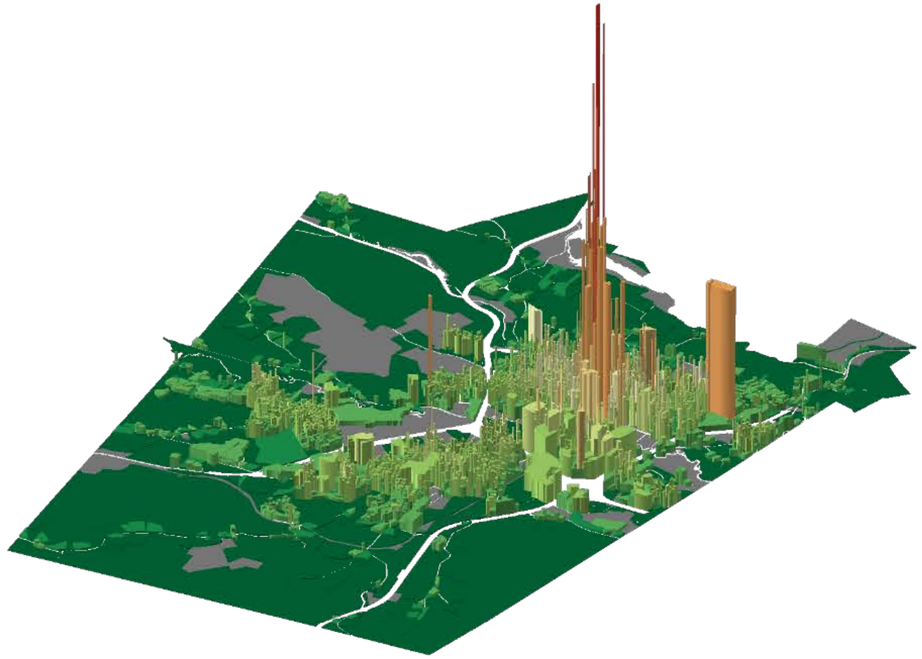


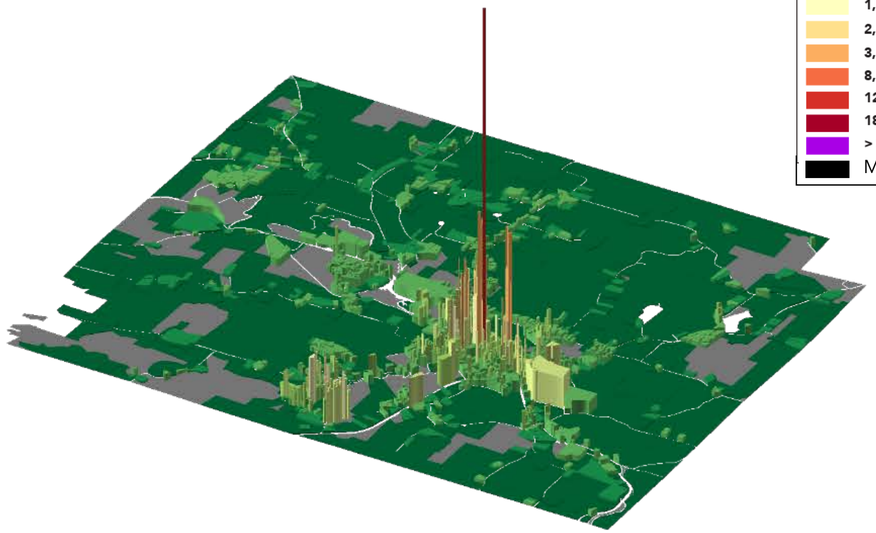
	Keene	Peterborough
Population	23,056	6,284
DTN. Ratio	1:20	1:32
Avg. VPA	$103,944	$38,904
Peak VPA	$14,400,504	$12,205,874

URBAN3

Peer Groups
Southwest Region







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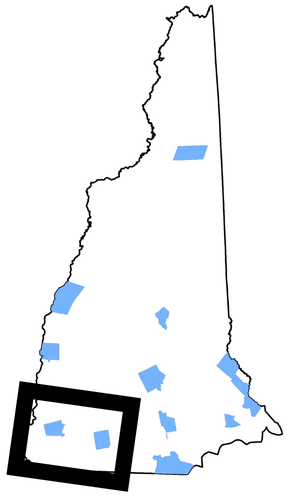
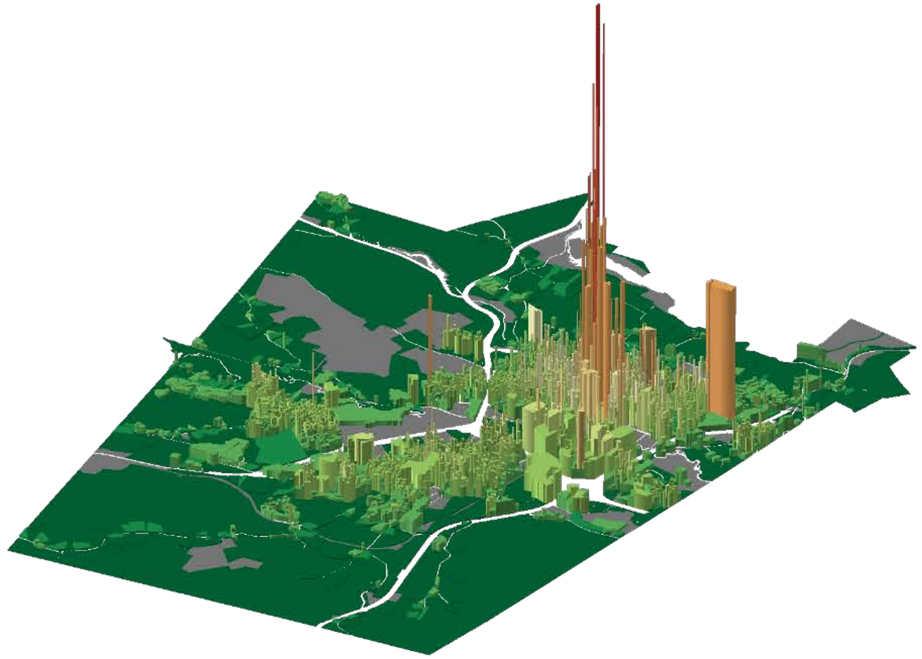
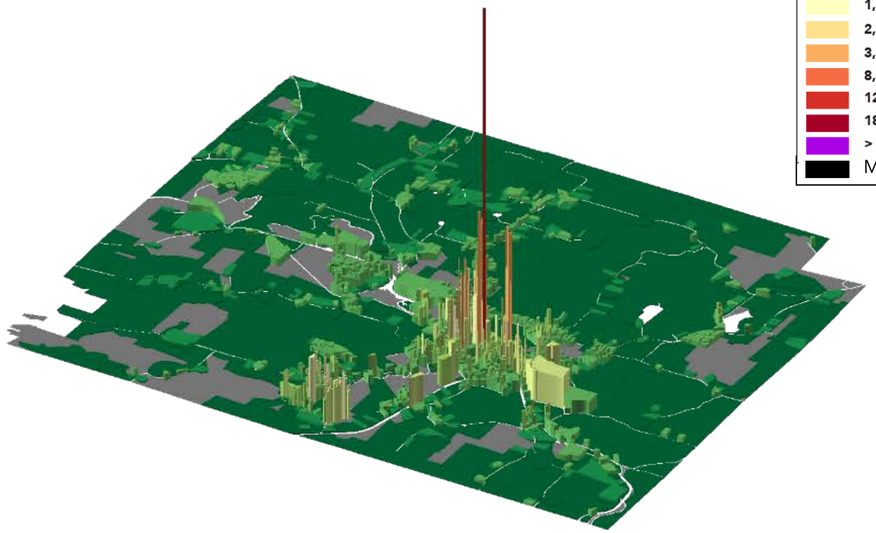
Peer Groups
Southwest Region







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Peer Groups
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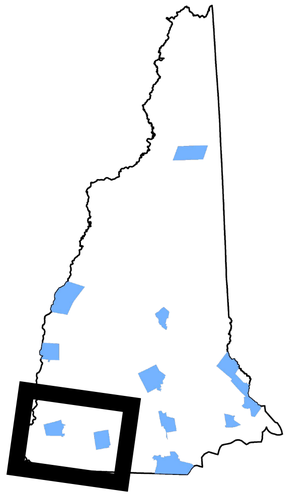

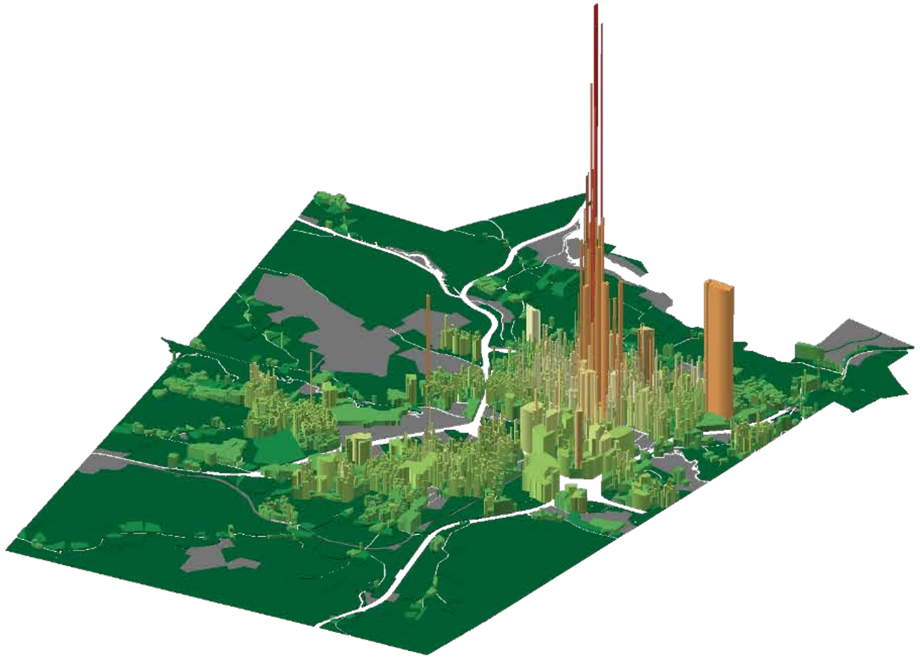

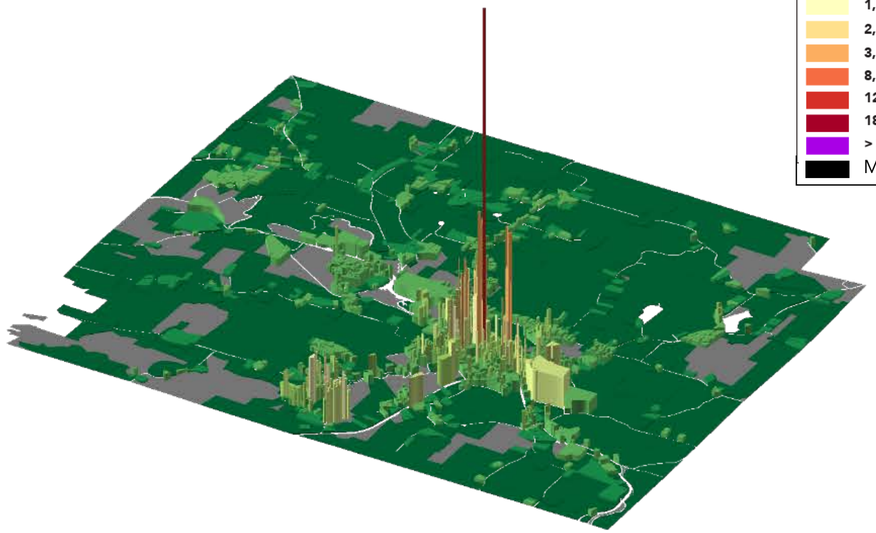

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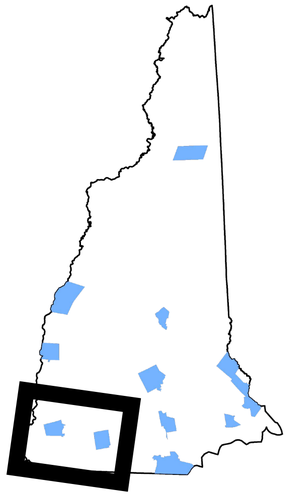
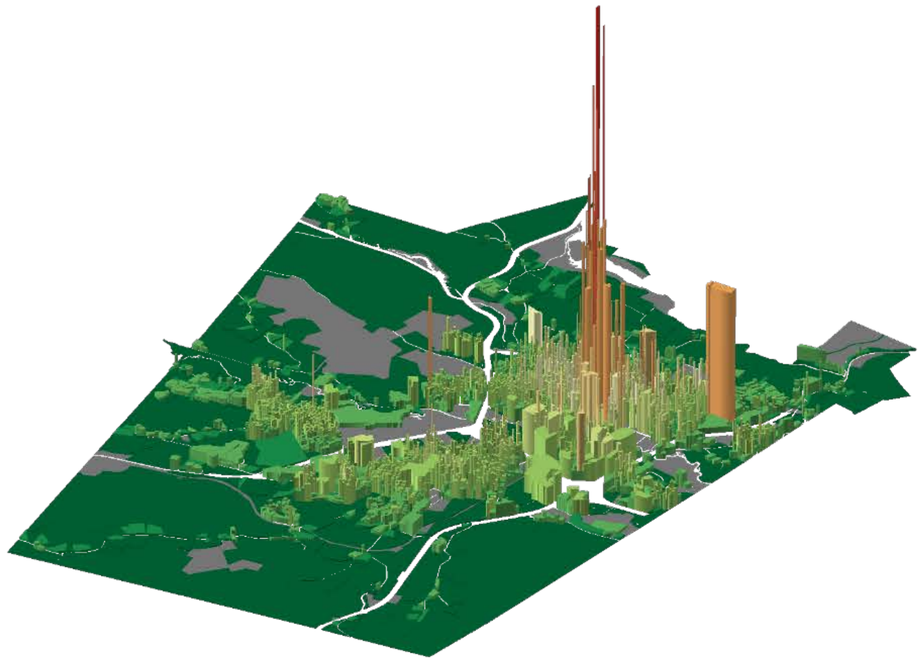
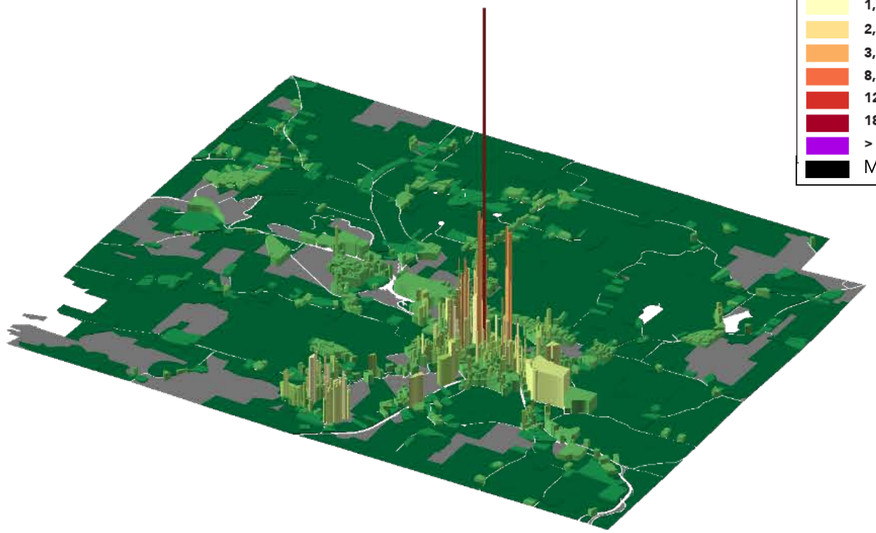
URBAN3

Peer Groups
Southwest Region







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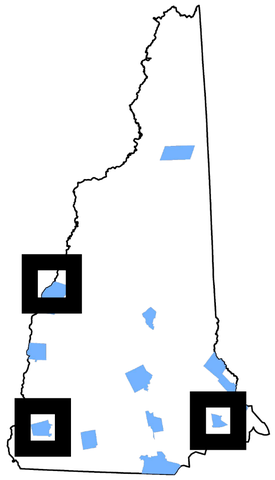
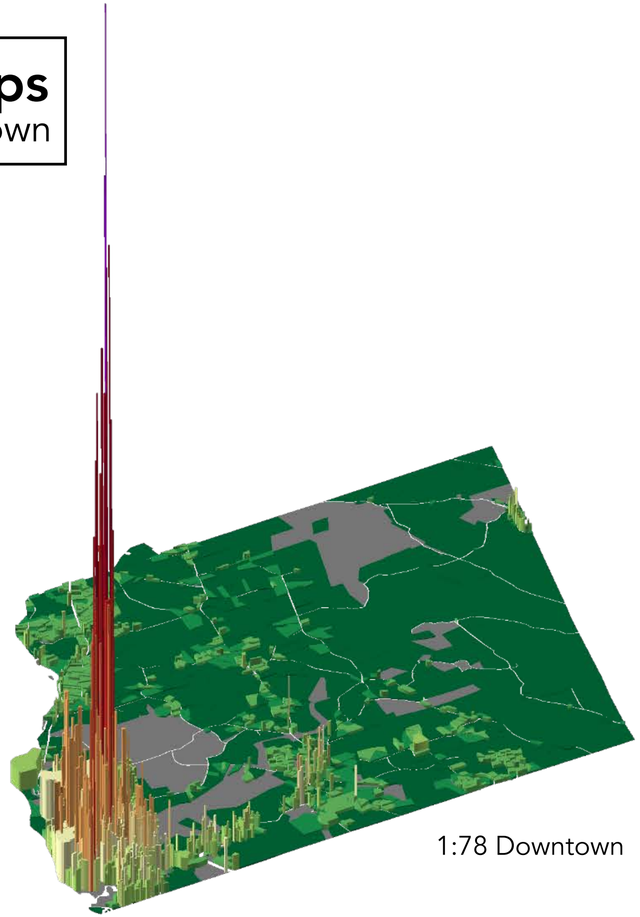
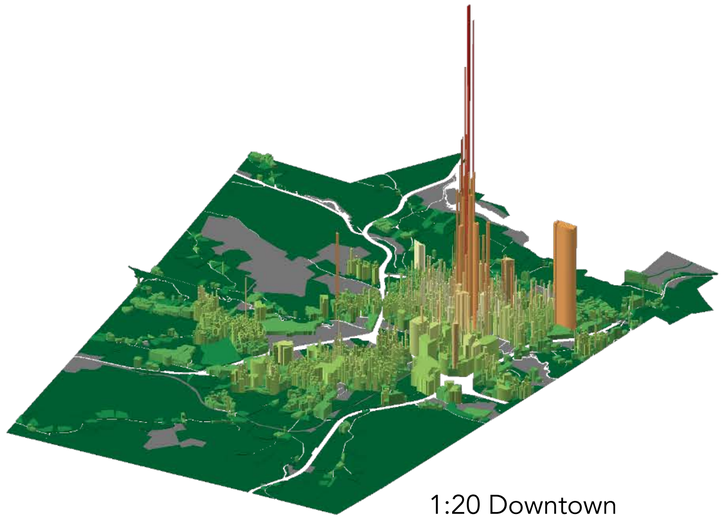
URBAN3

Peer Groups
Academic Town

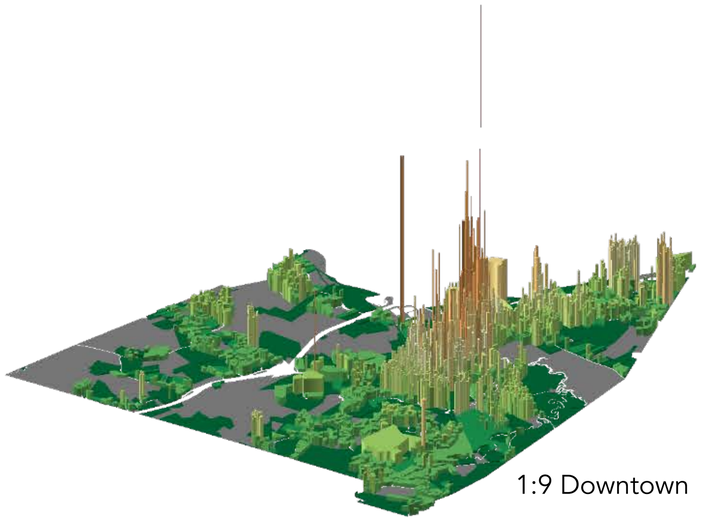




1:78 Downtown



1:20 Downtown

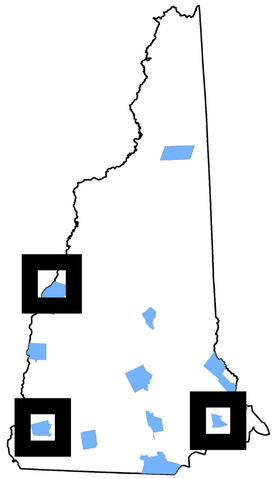


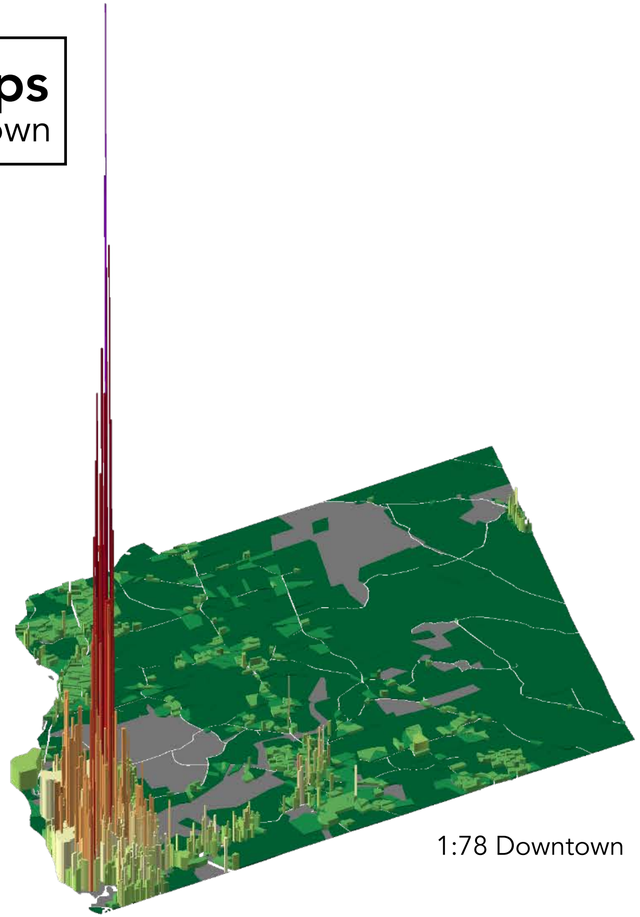
1:9 Downtown

	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

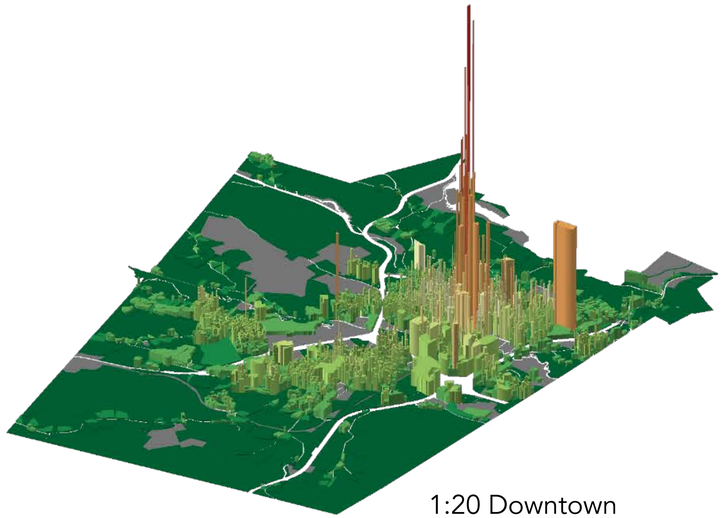
URBAN3

Peer Groups
Academic Town





1:78 Downtown



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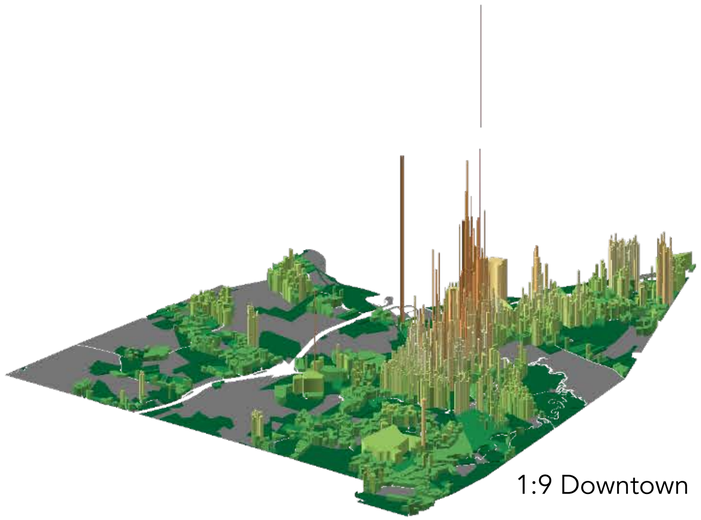
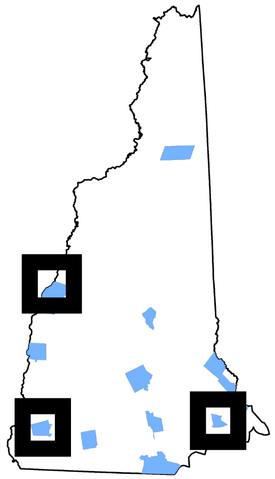


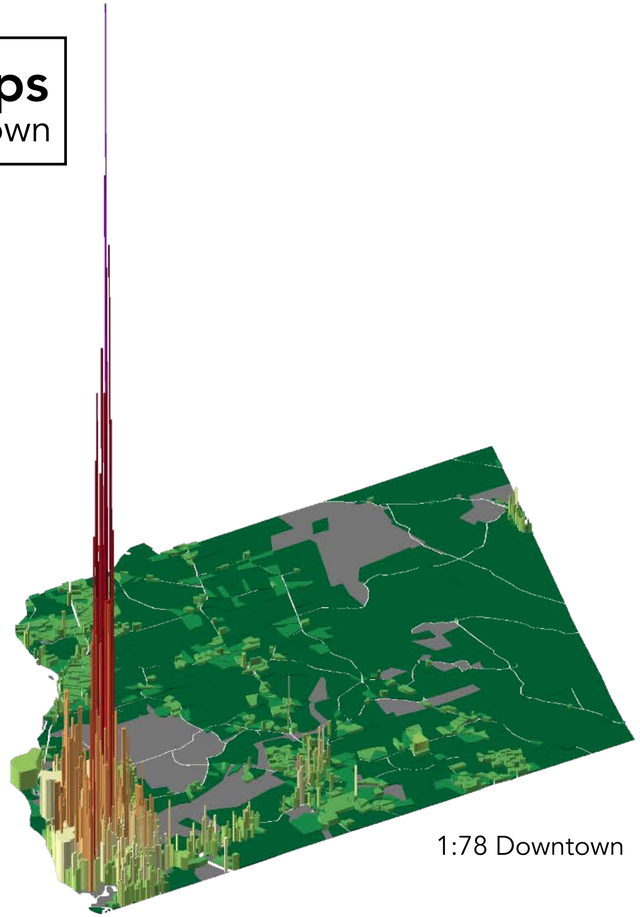
1:9 Downtown

	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

URBAN3

Peer Groups
Academic Town





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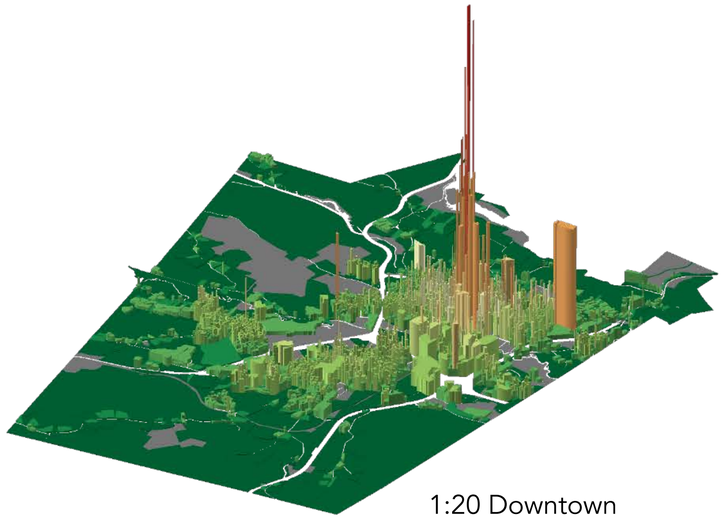

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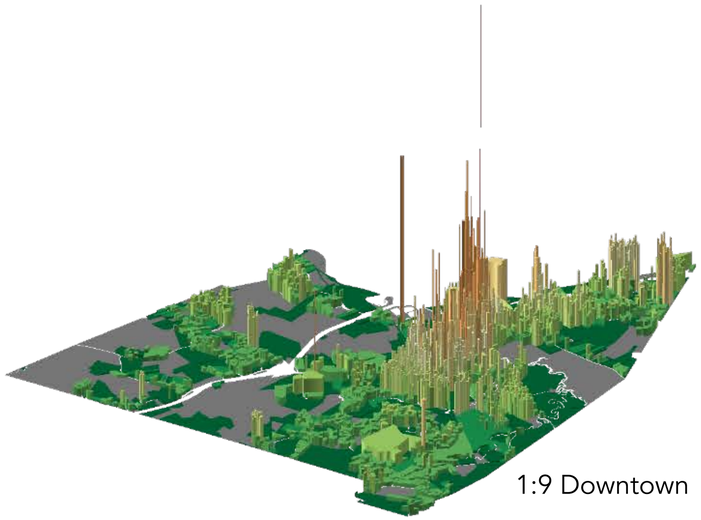

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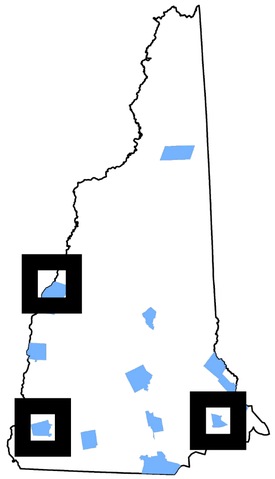

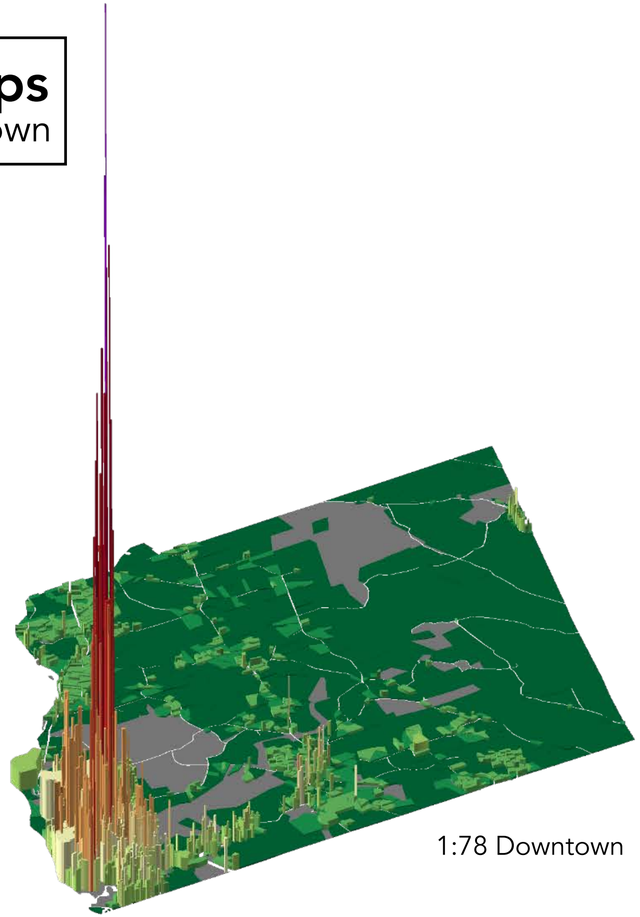

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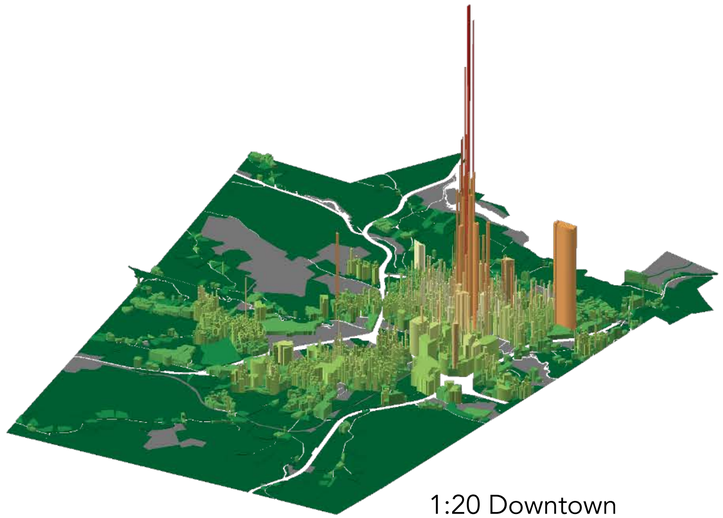

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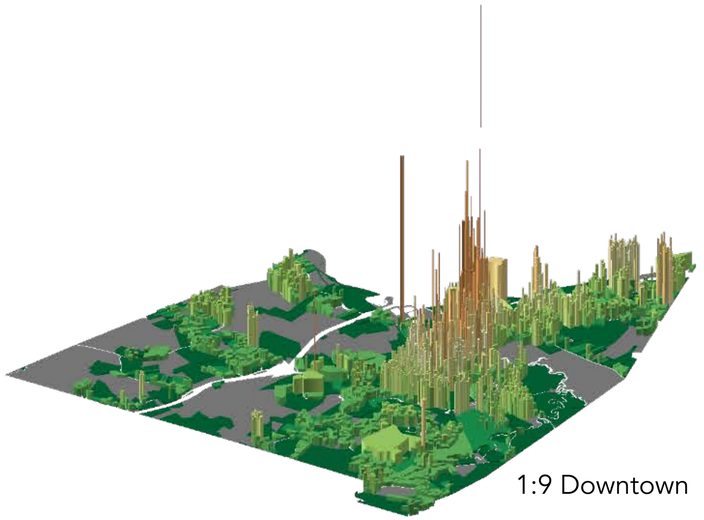

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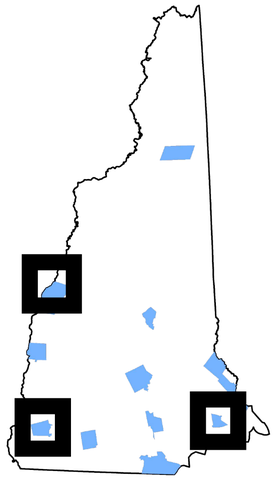

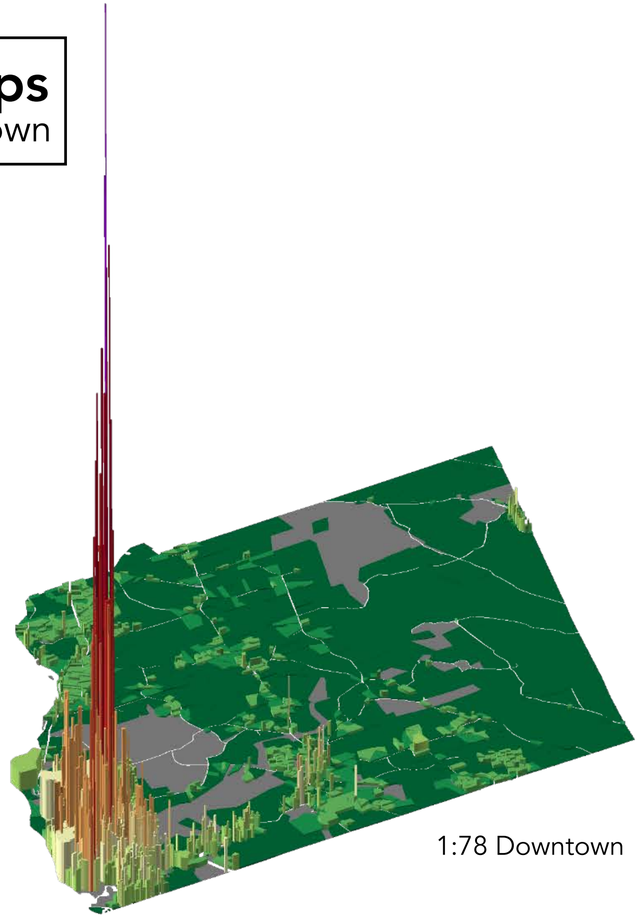

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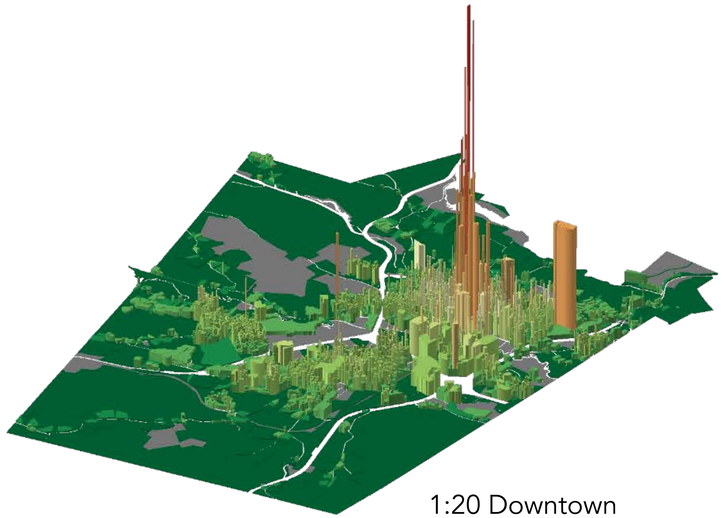

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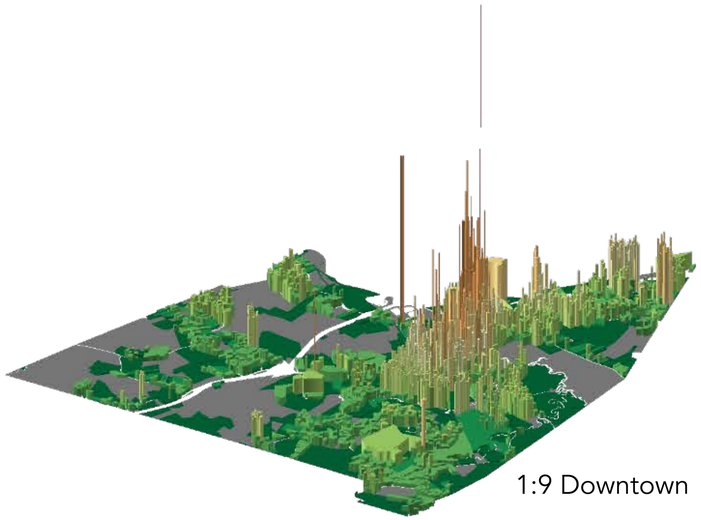

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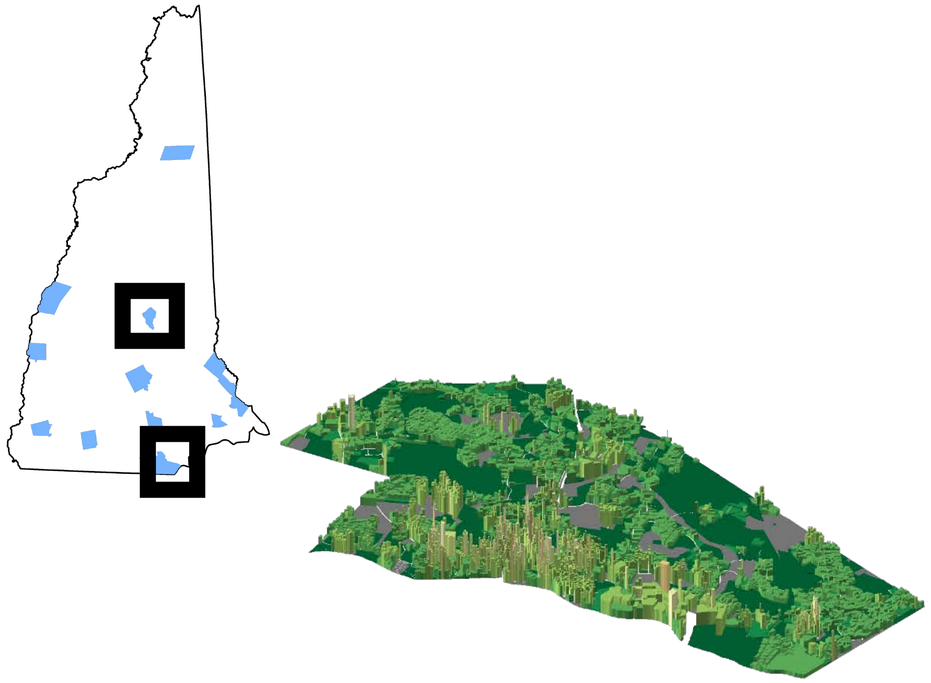
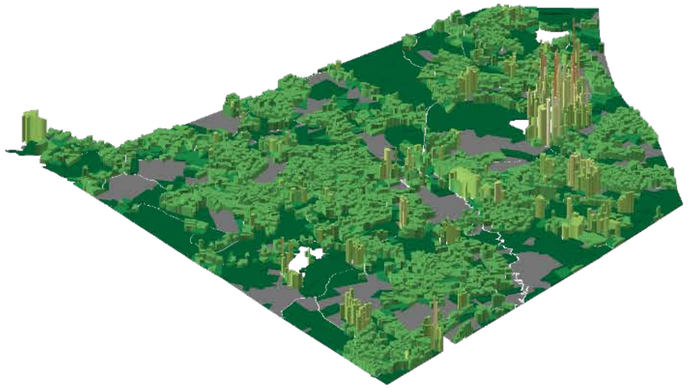
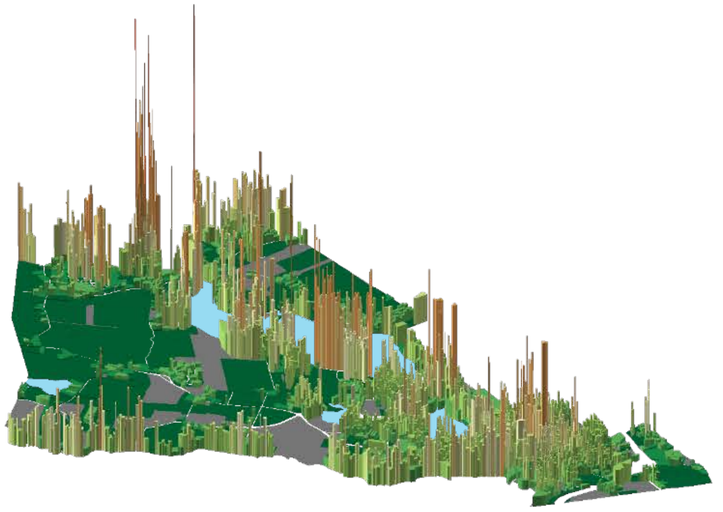
Peer Groups
Potential Core Focus







	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

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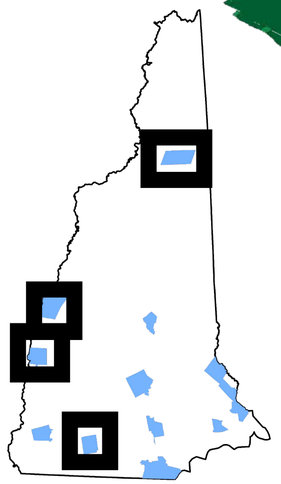
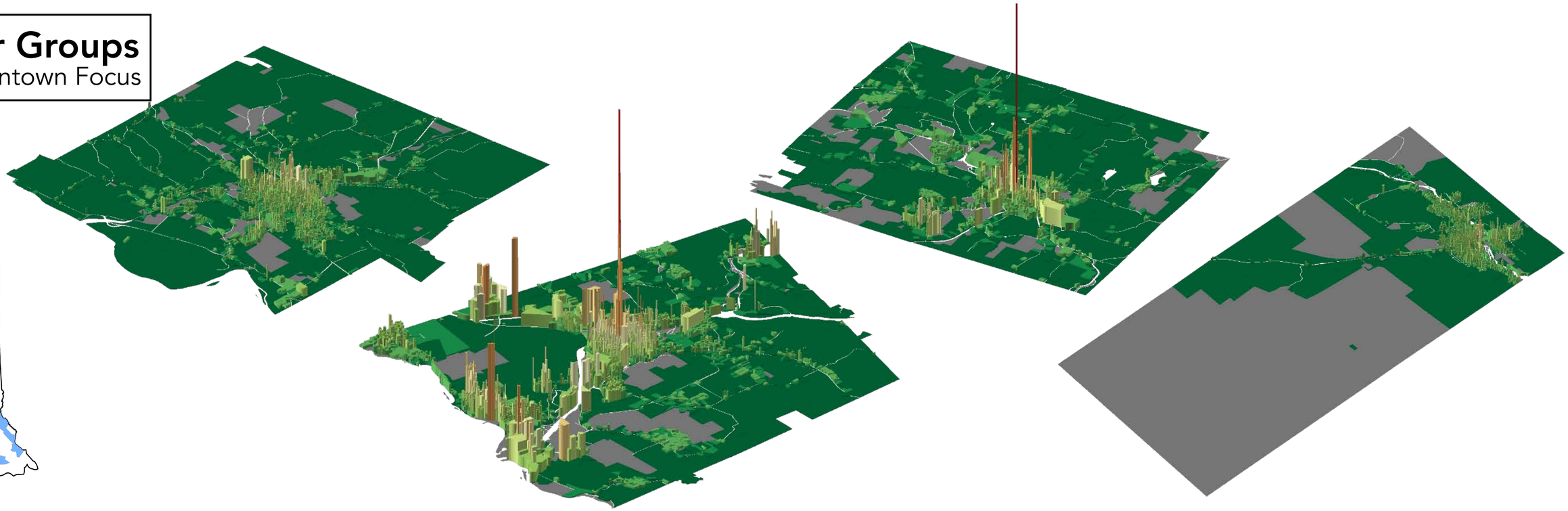
Peer Groups
Downtown Focus





	Claremont	Lebanon	Peterborough	Berlin
Population	12,967	13,602	6,284	10,200
Dtwn. Ratio	1:26	1:25	1:32	1:51
Avg. VPA	$28,311	$90,500	$38,904	$27,106
Peak VPA	$2,606,428	$14,427,351	$12,205,874	$2,537,768

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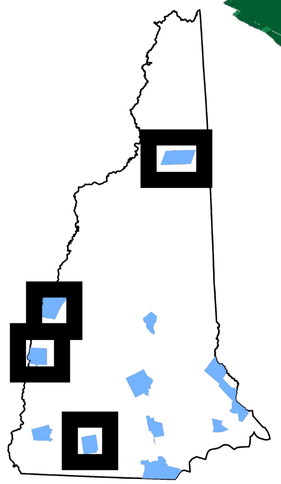
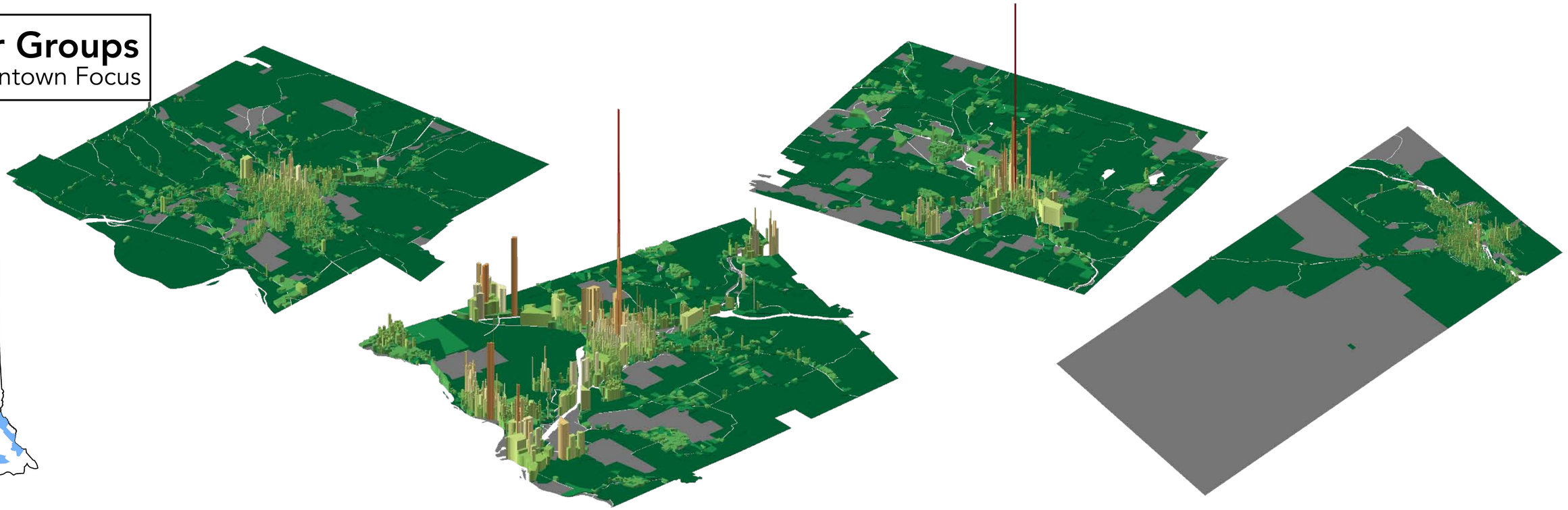
Peer Groups
Downtown Focus





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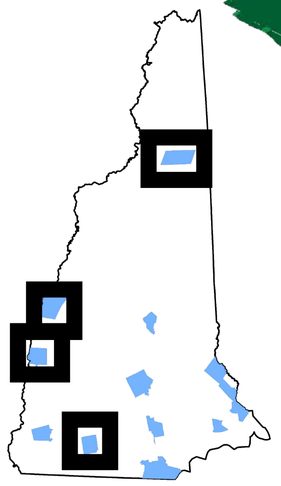

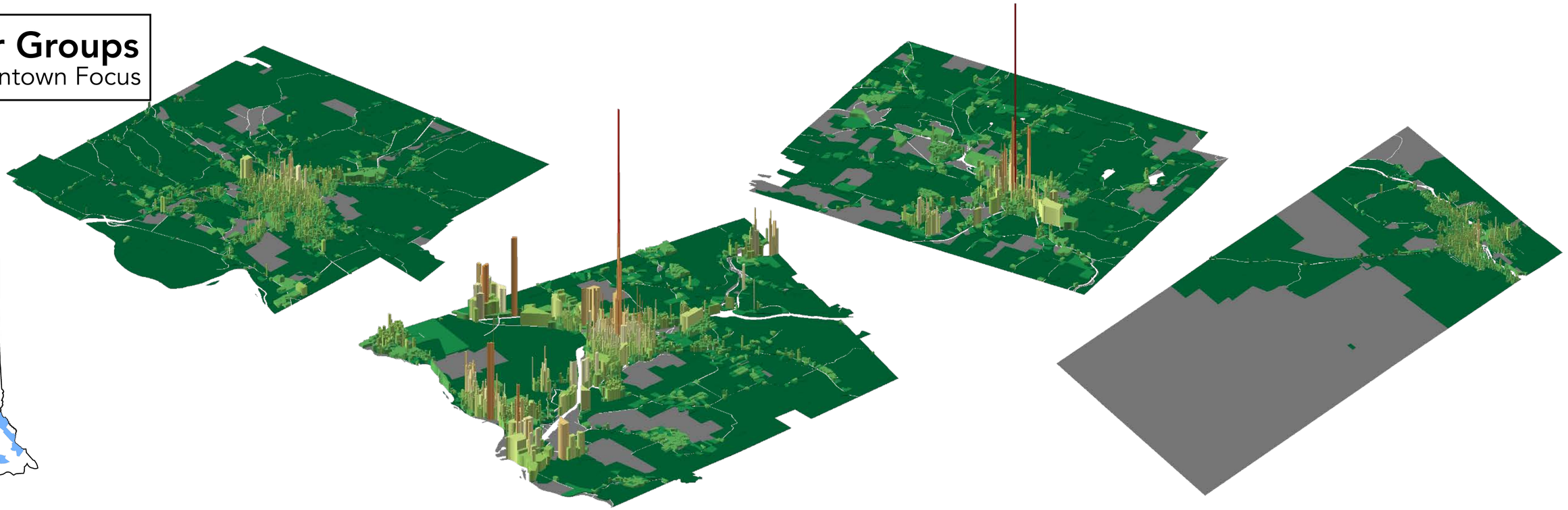

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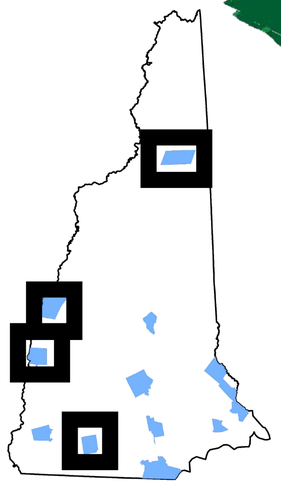

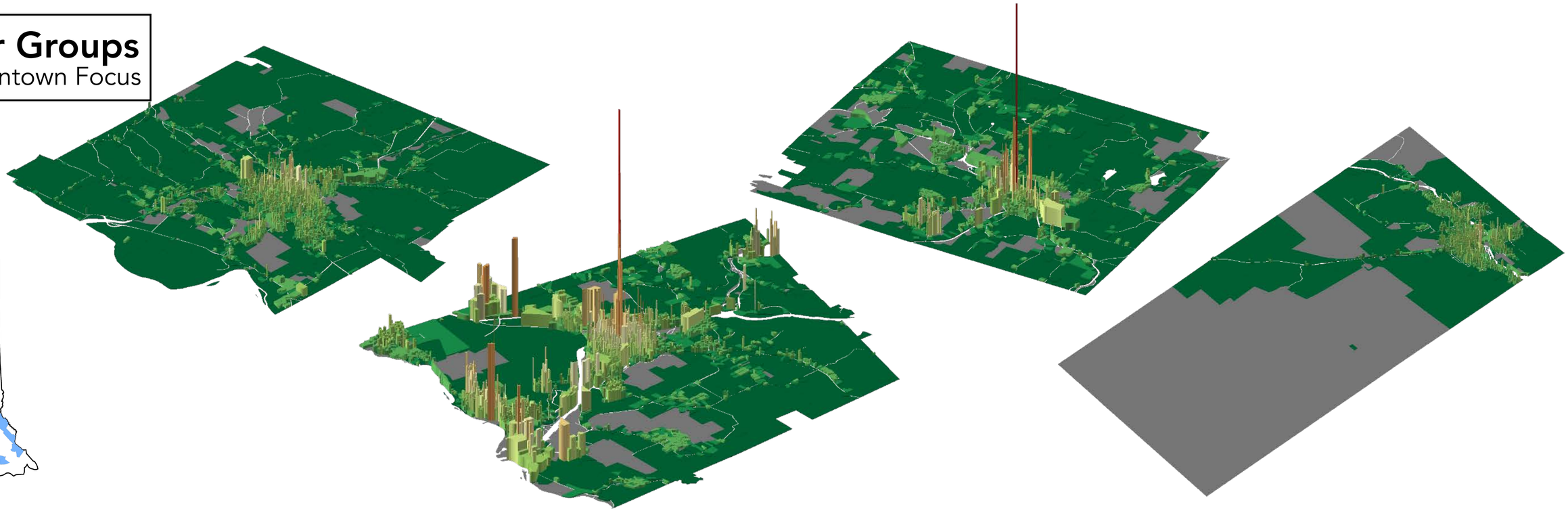

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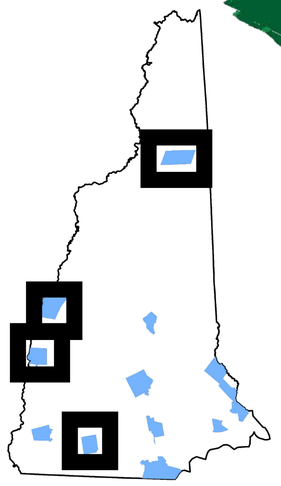

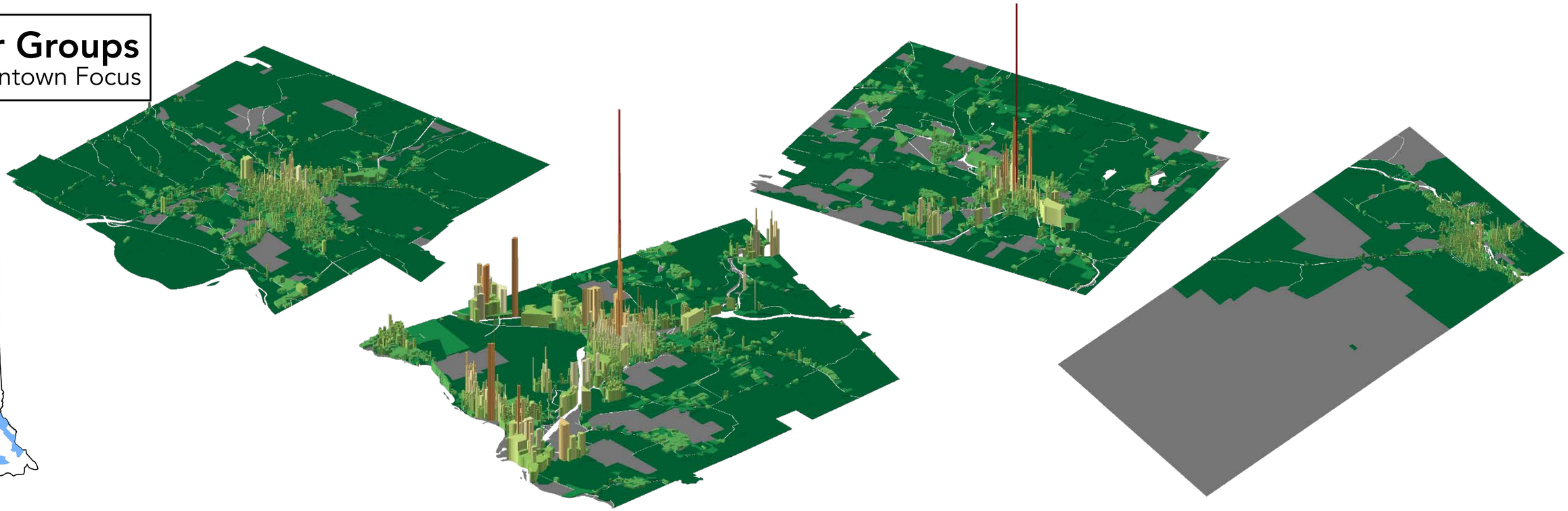

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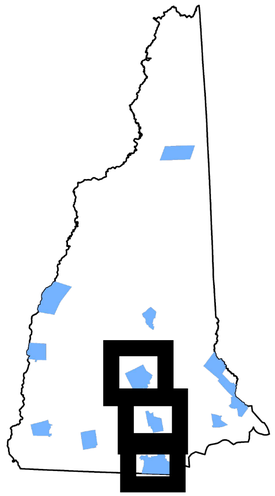
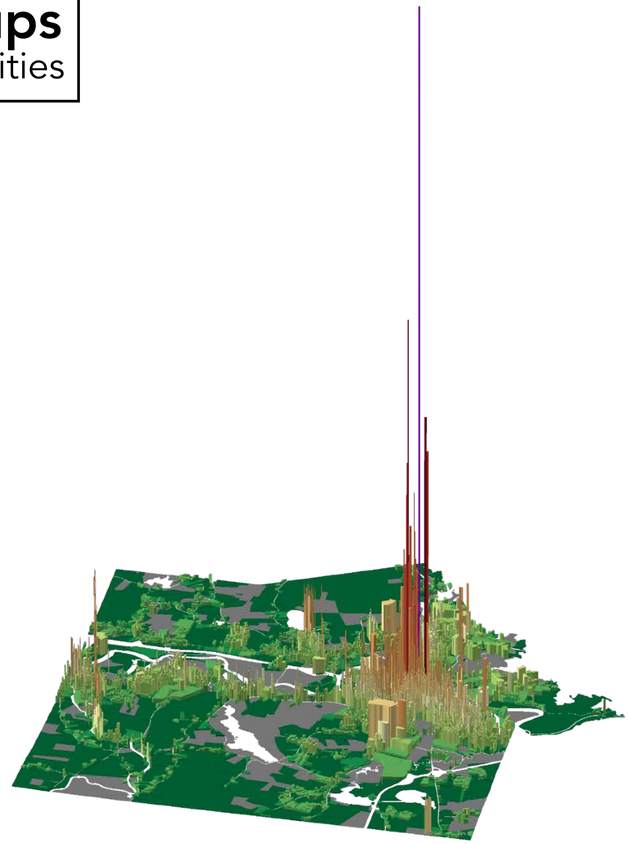
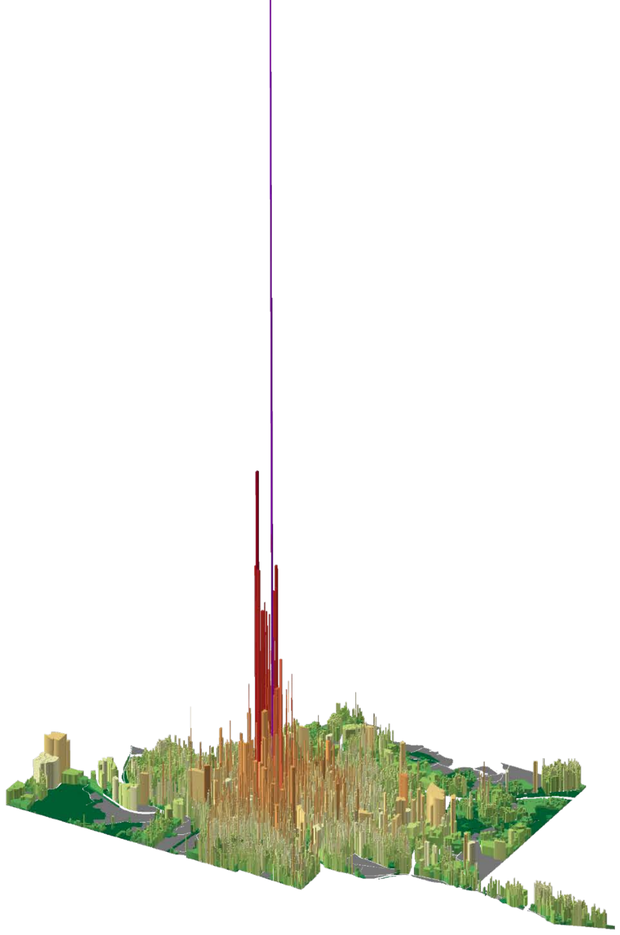
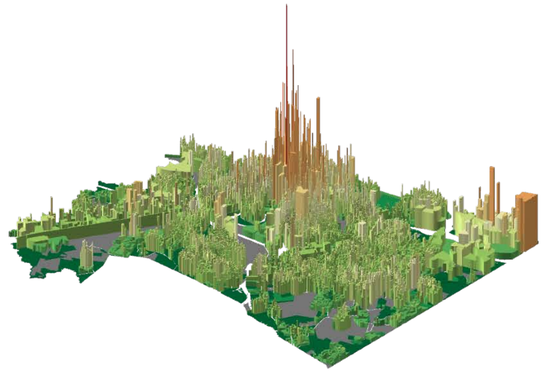
URBAN3

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

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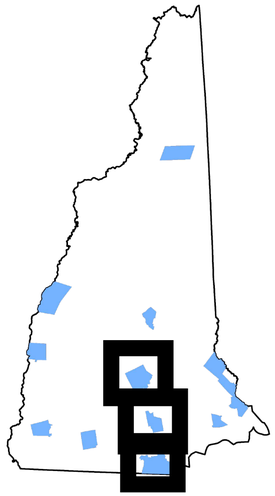
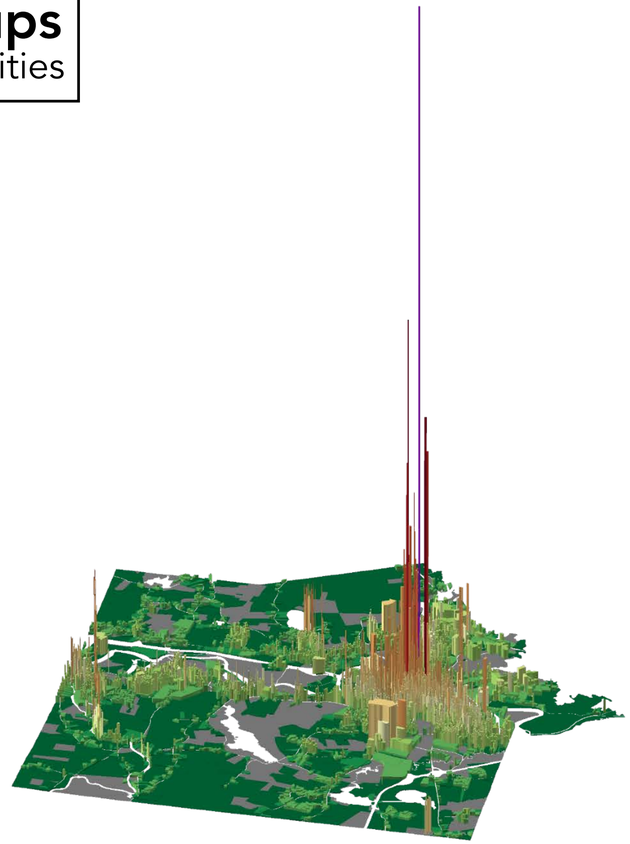
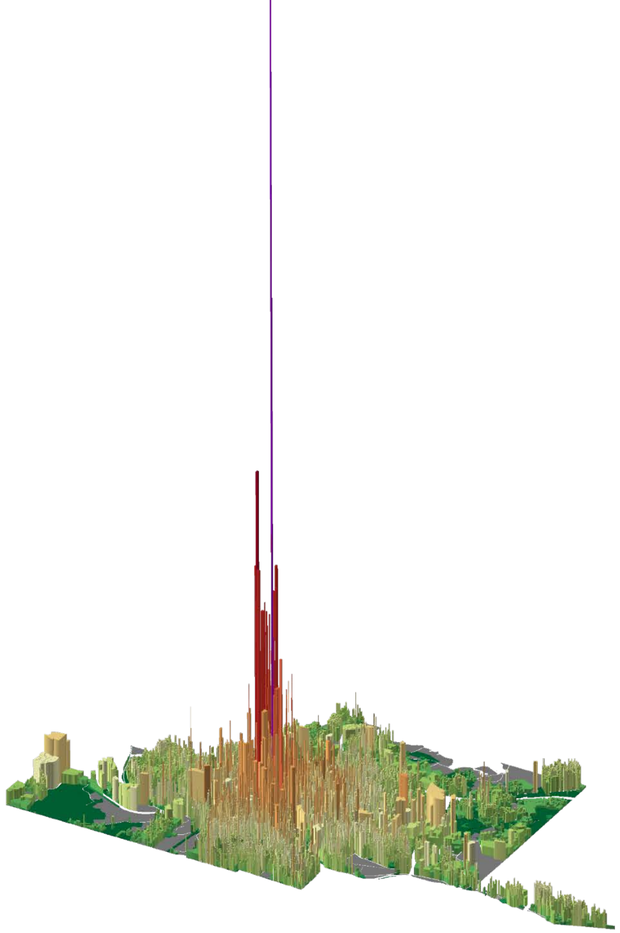
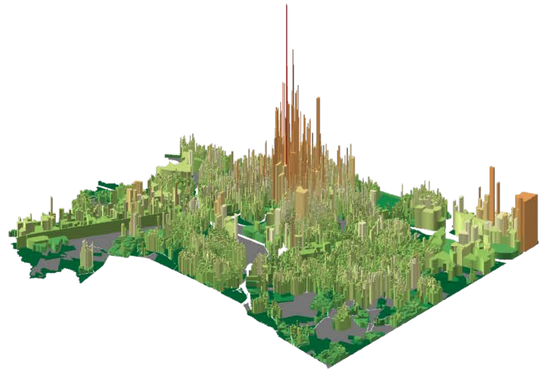
Peer Groups
Large Cities









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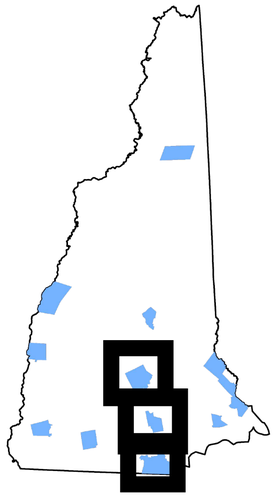

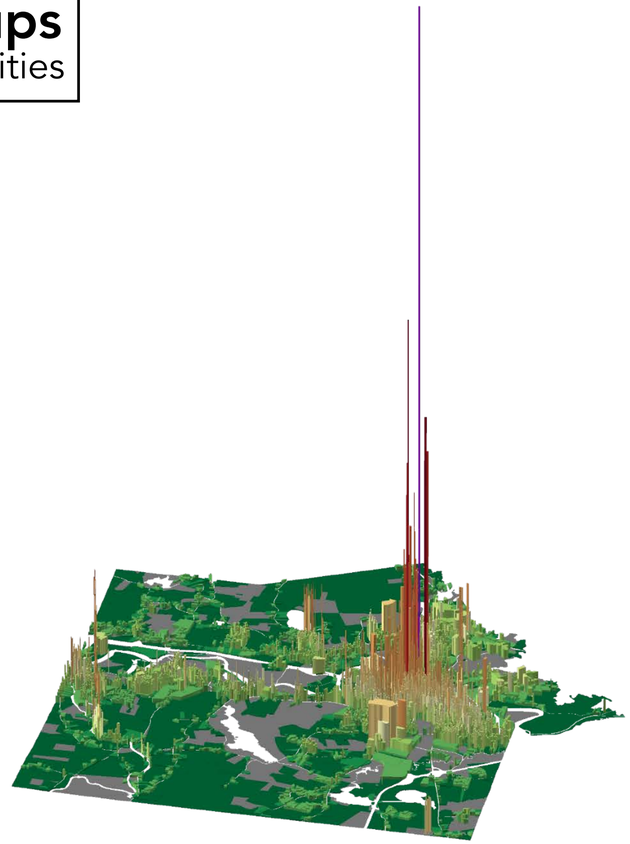

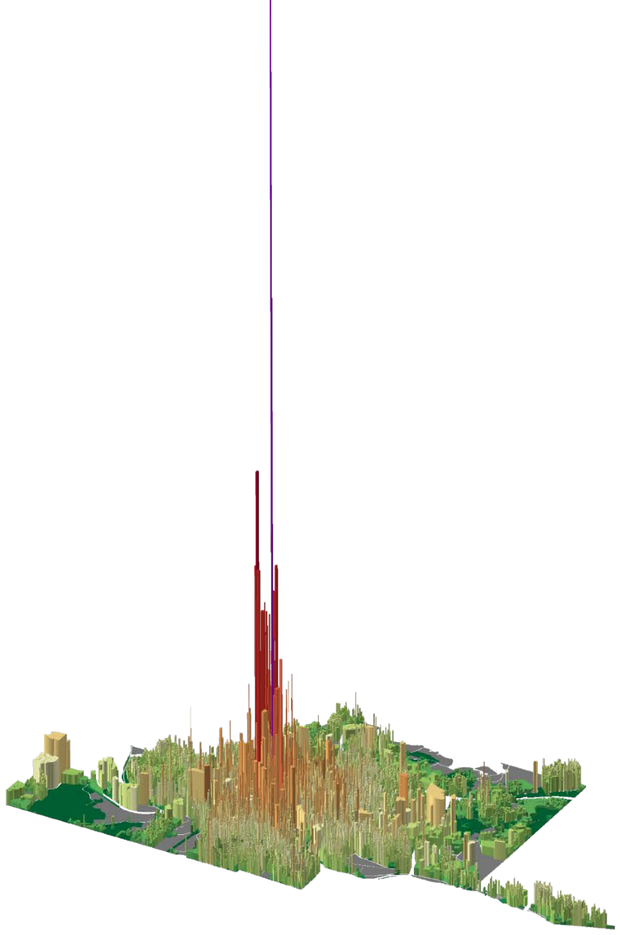

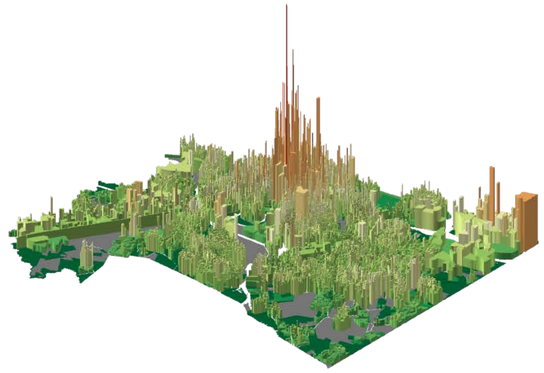

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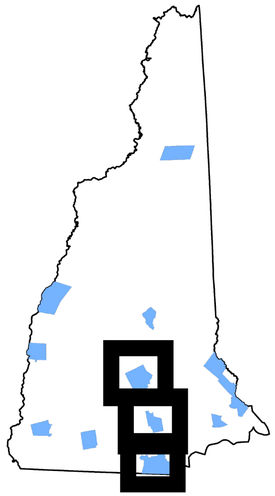

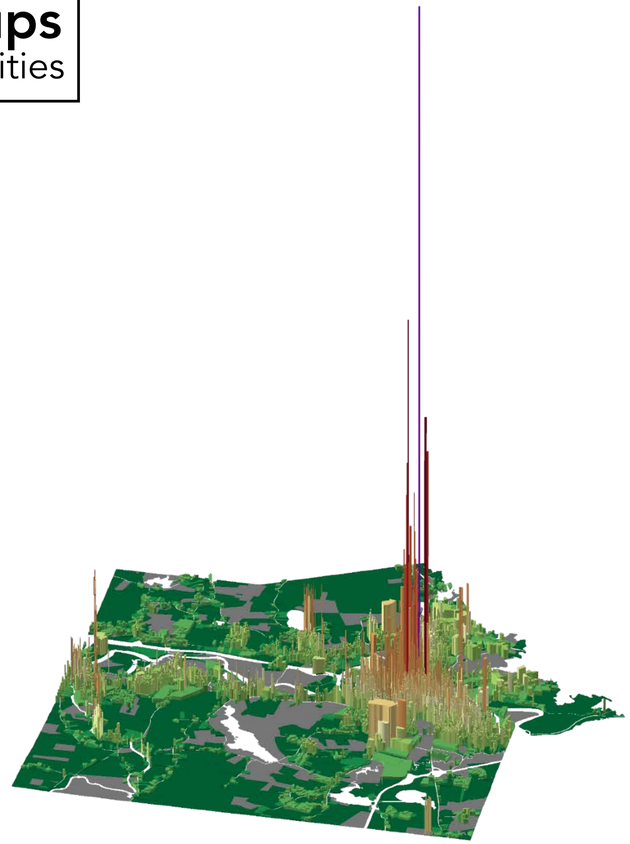

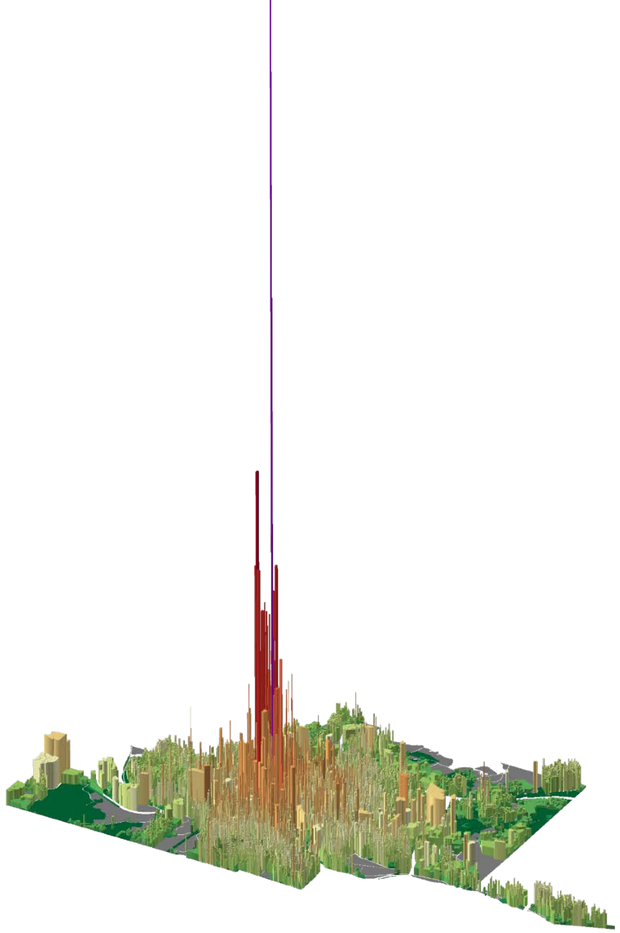

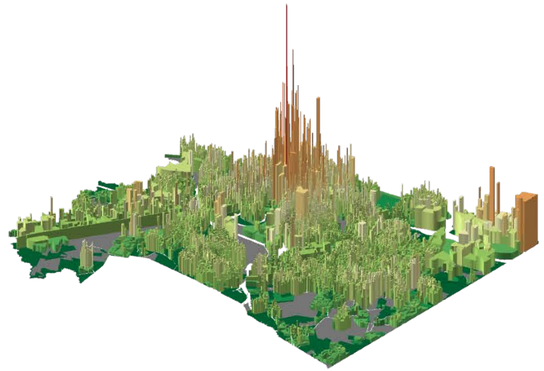

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Lesson:

Historic Value

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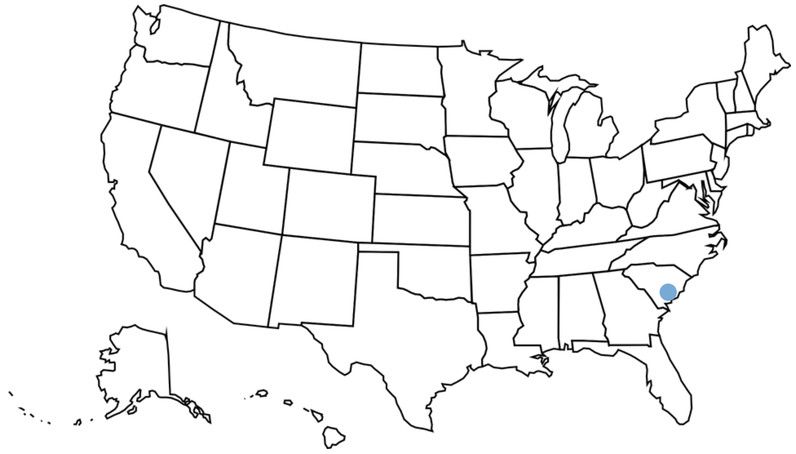

Case Study: Economic MRI®, Value Capture Analysis
2015

Charleston, South Carolina

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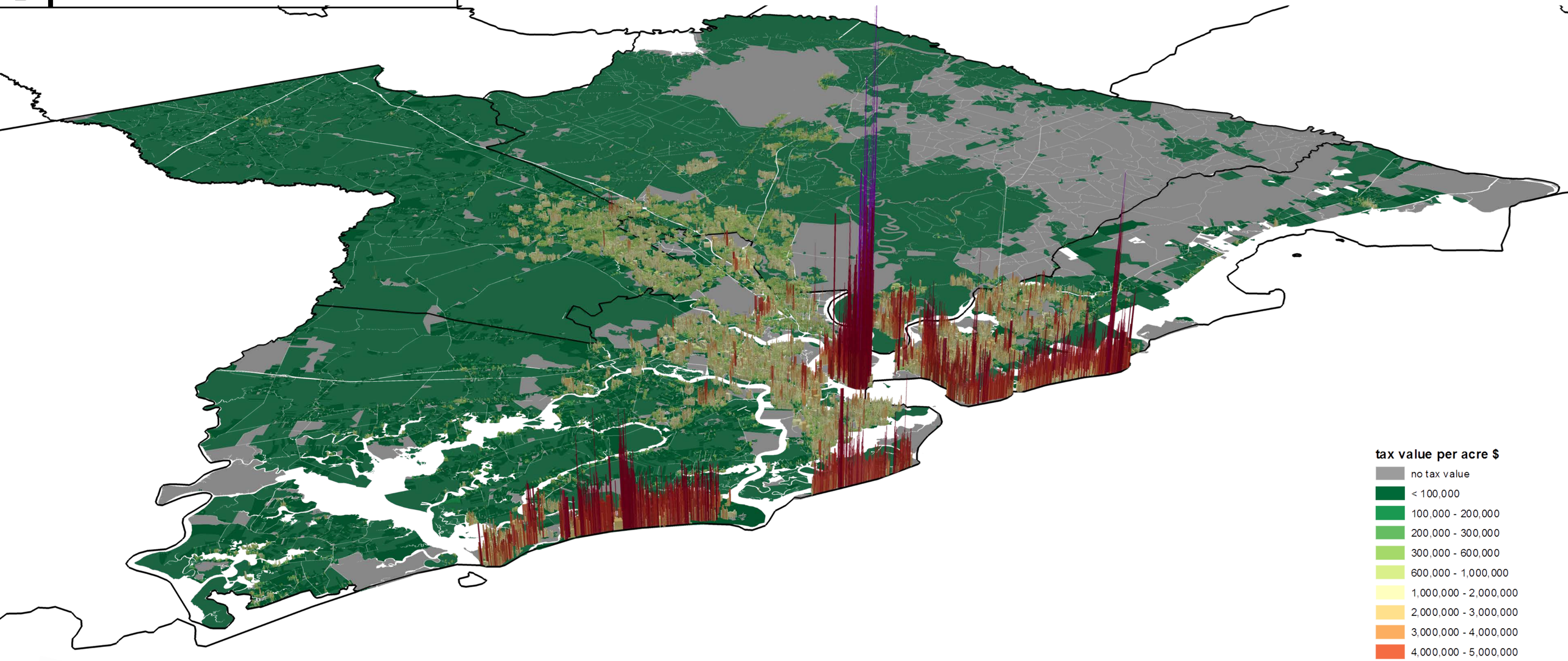
Taxable Value Per Acre

Charleston, SC MSA



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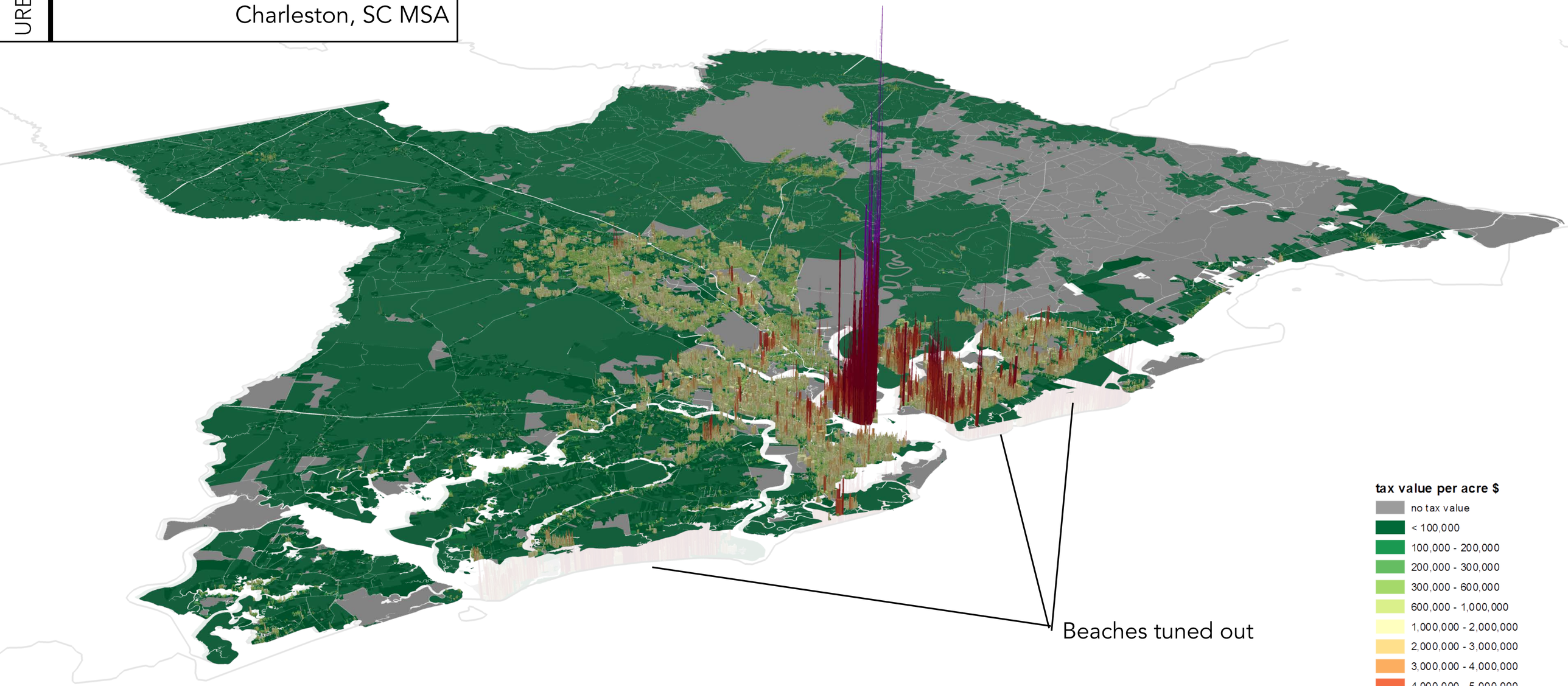
Taxable Value Per Acre

Charleston, SC MSA



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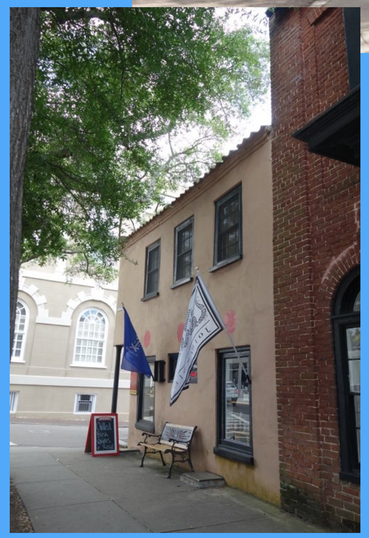
Declaration of Independence
July 4, 1776
240 years ago





Walmart
$866,760 value per acre

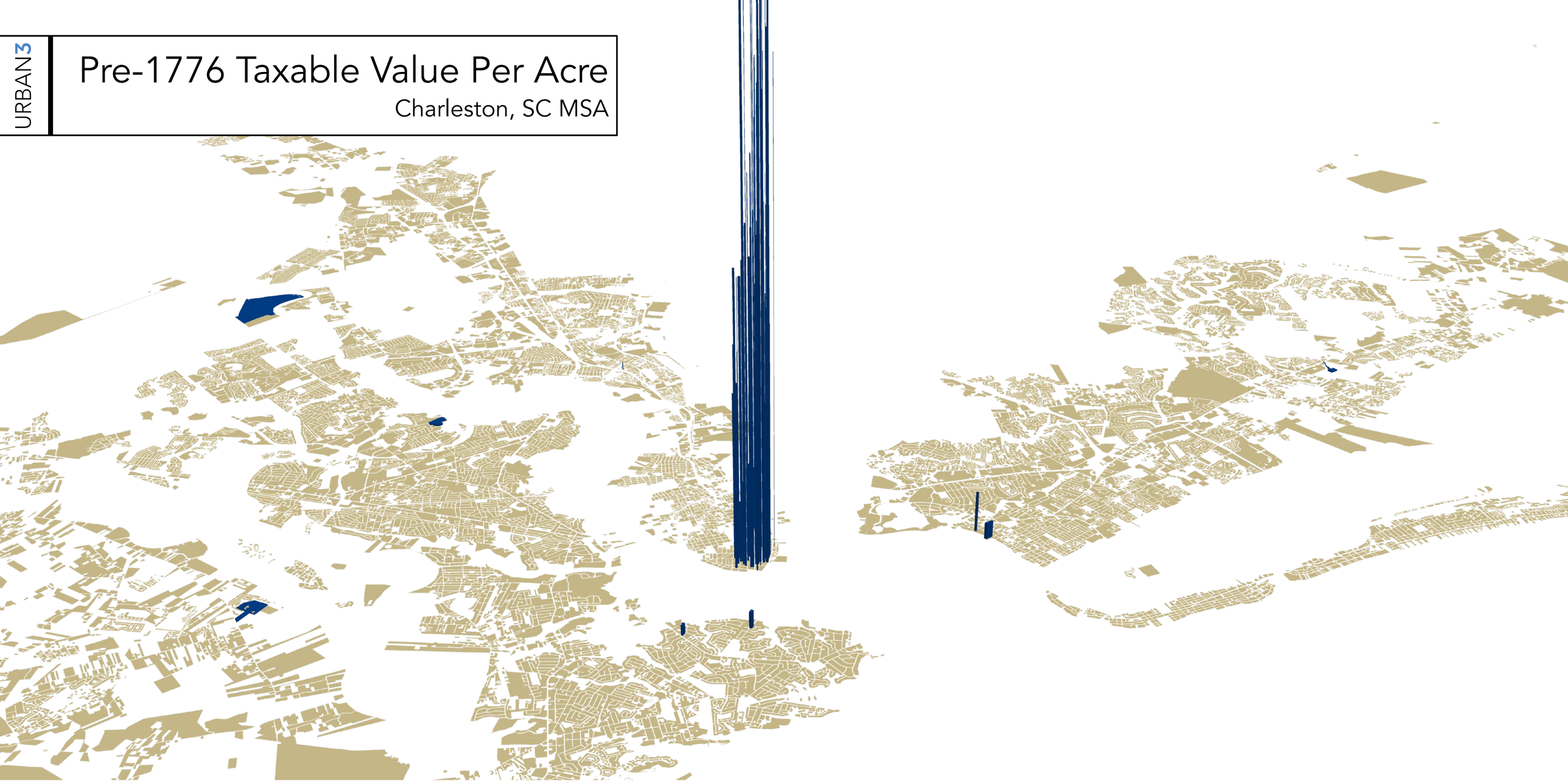


Tavern Wine and Spirits
$13,394,415 Value per Acre

URBAN3

Pre-1776 Taxable Value Per Acre

Charleston, SC MSA



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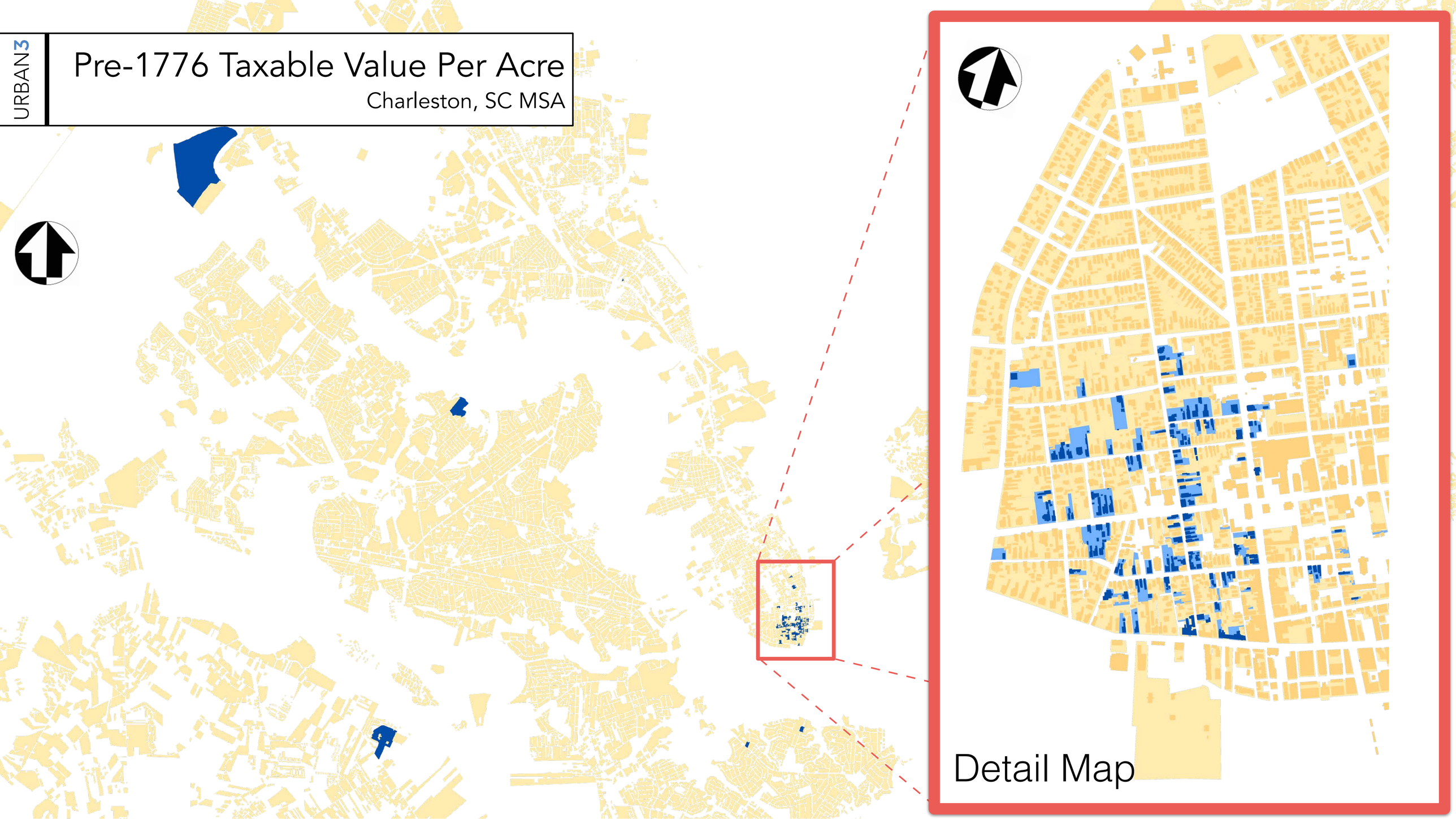
Pre-1776 Taxable Value Per Acre

Charleston, SC MSA



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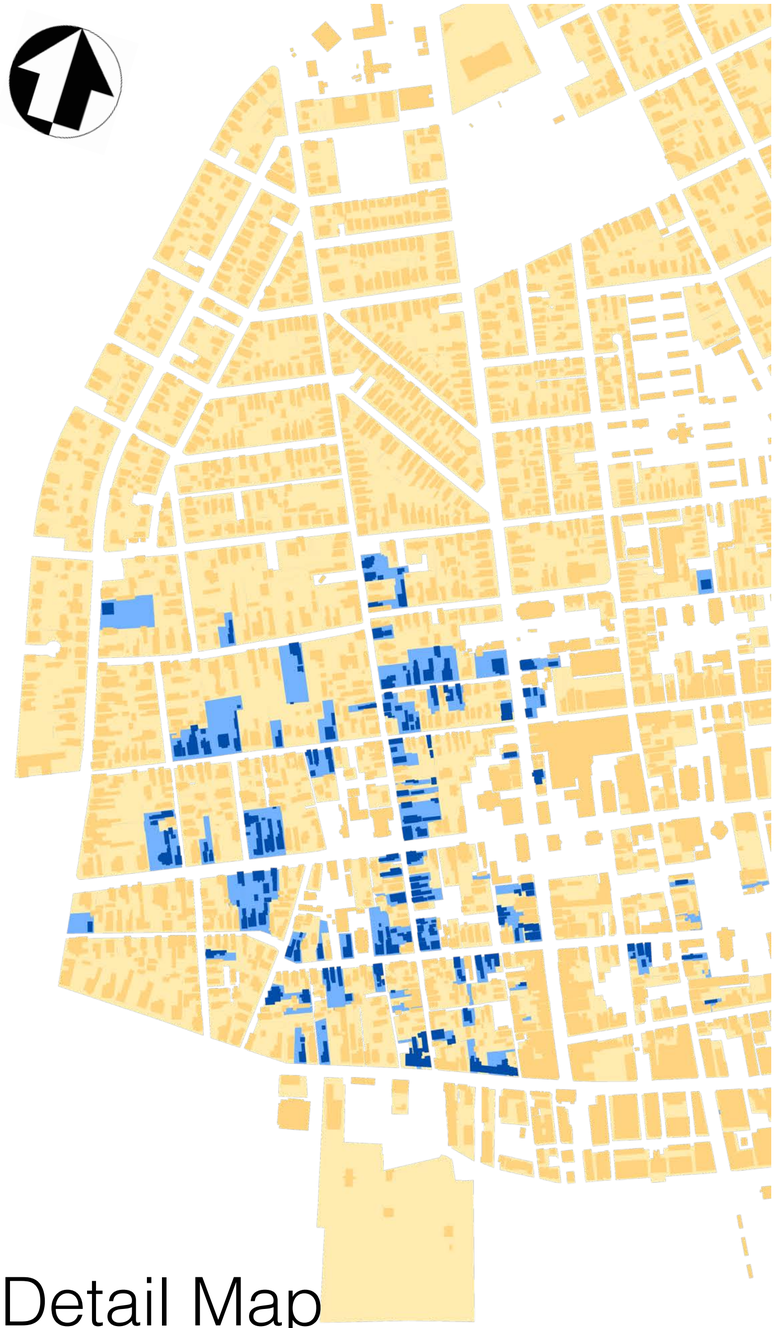
Pre-1776 Tax Productivity

Charleston, SC MSA

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



Detail Map

URBAN3

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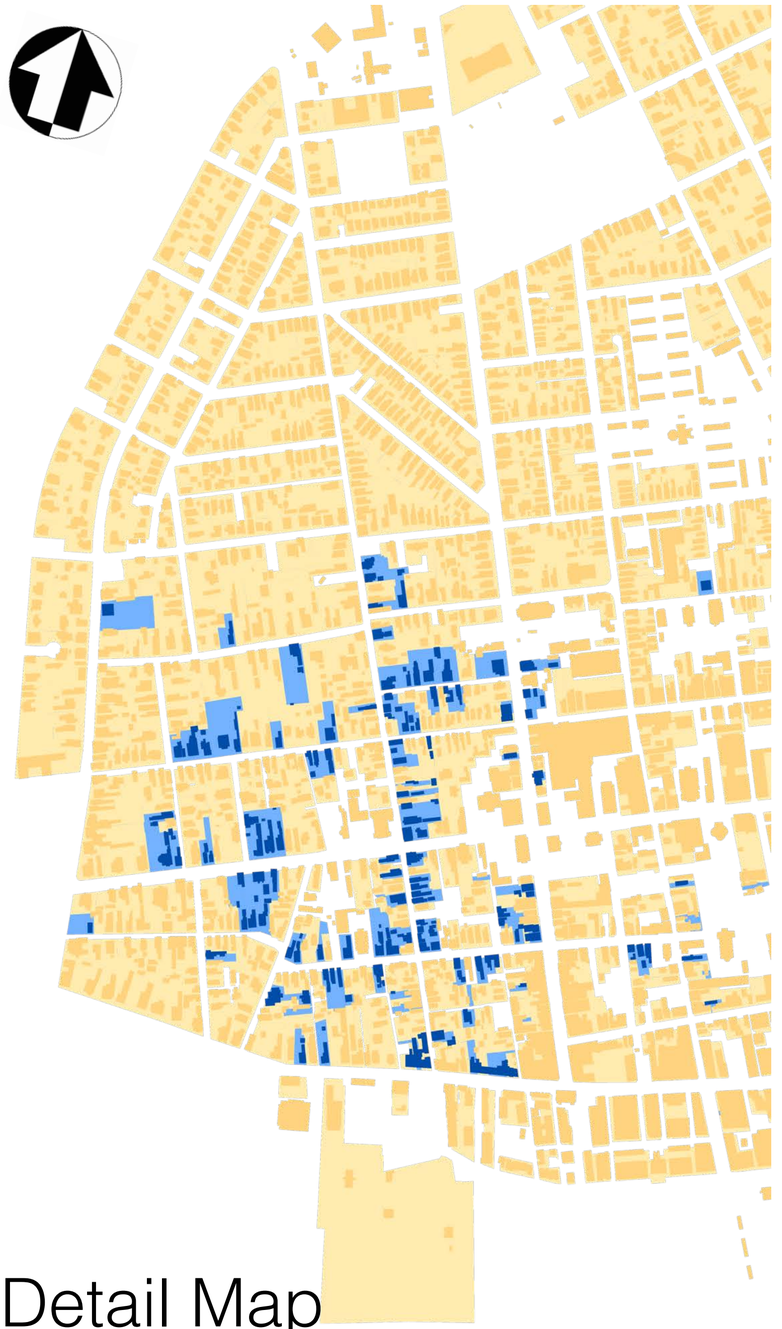

Detail Map

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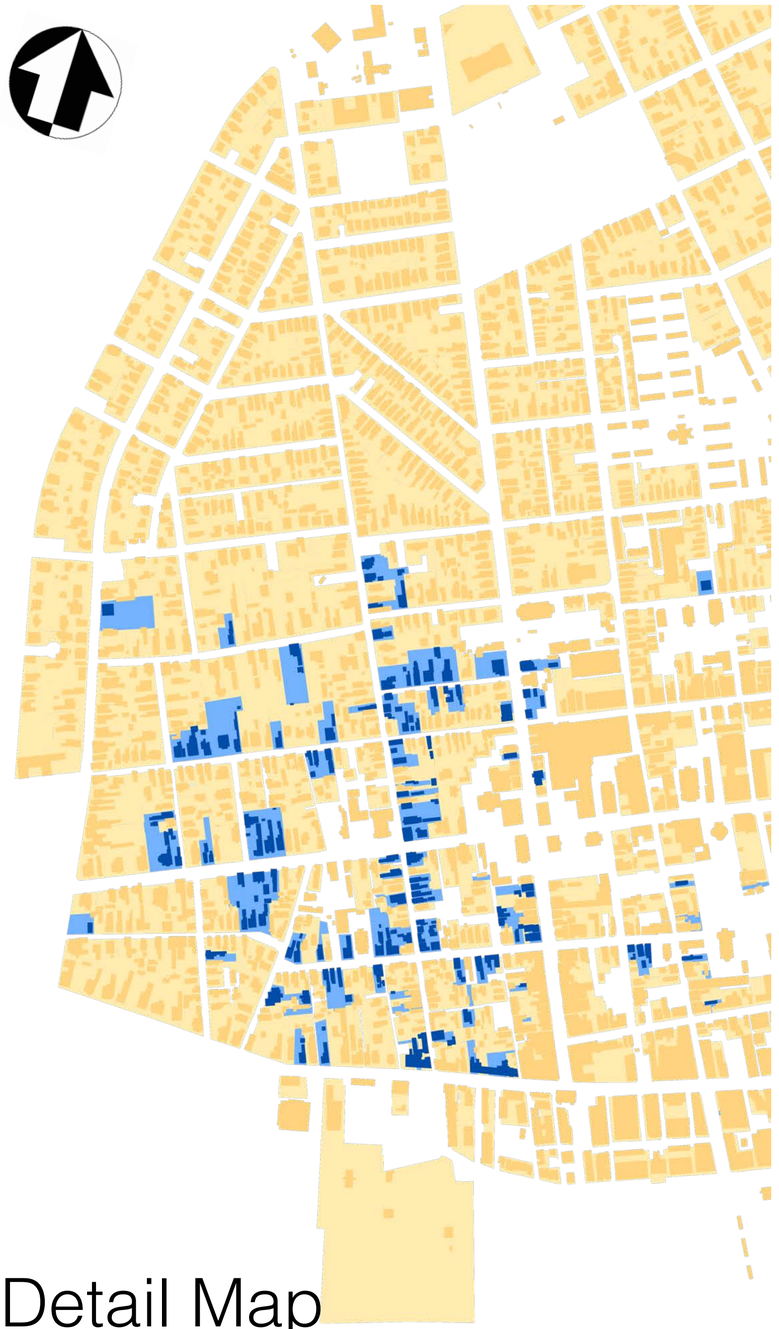

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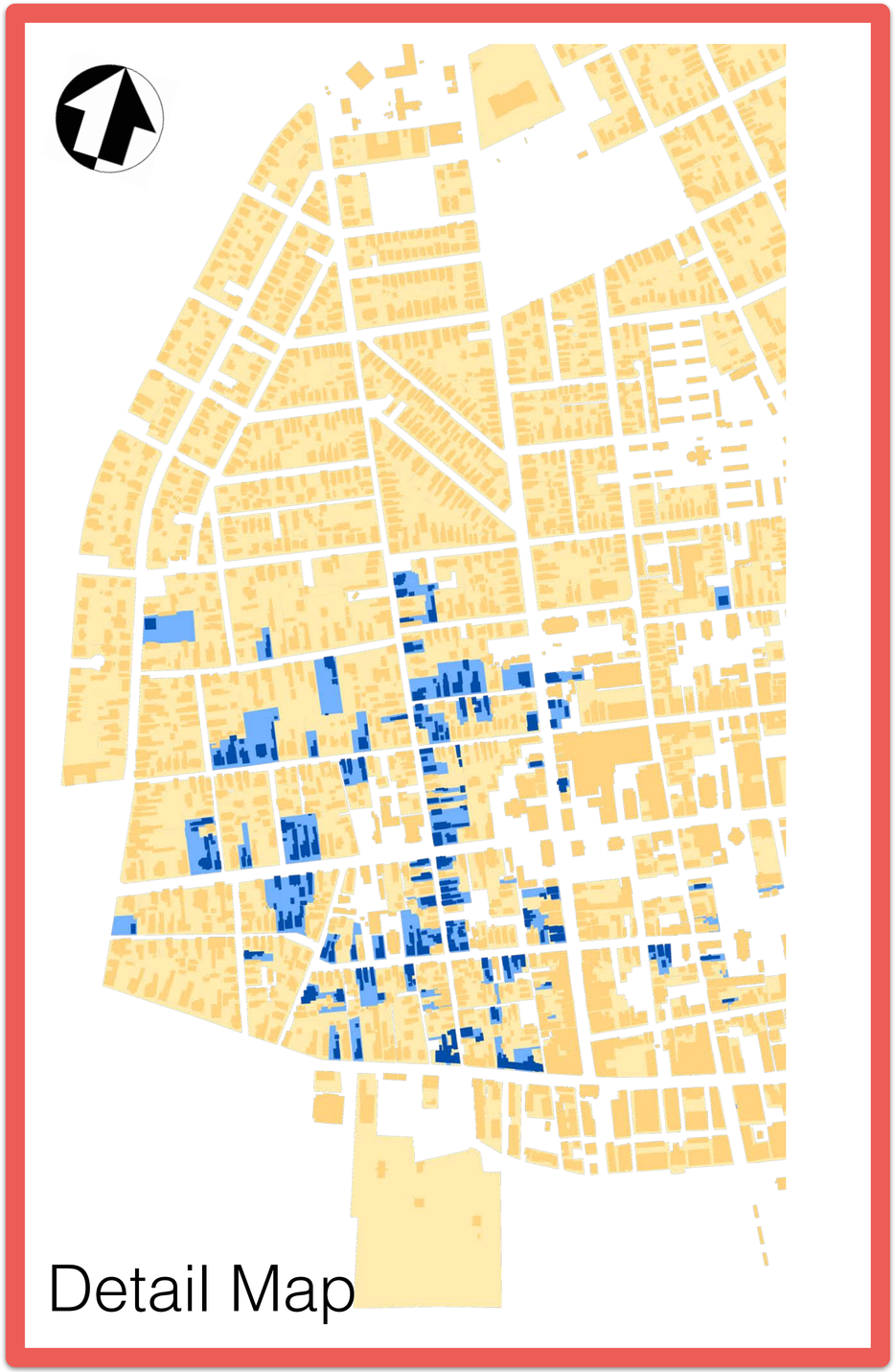

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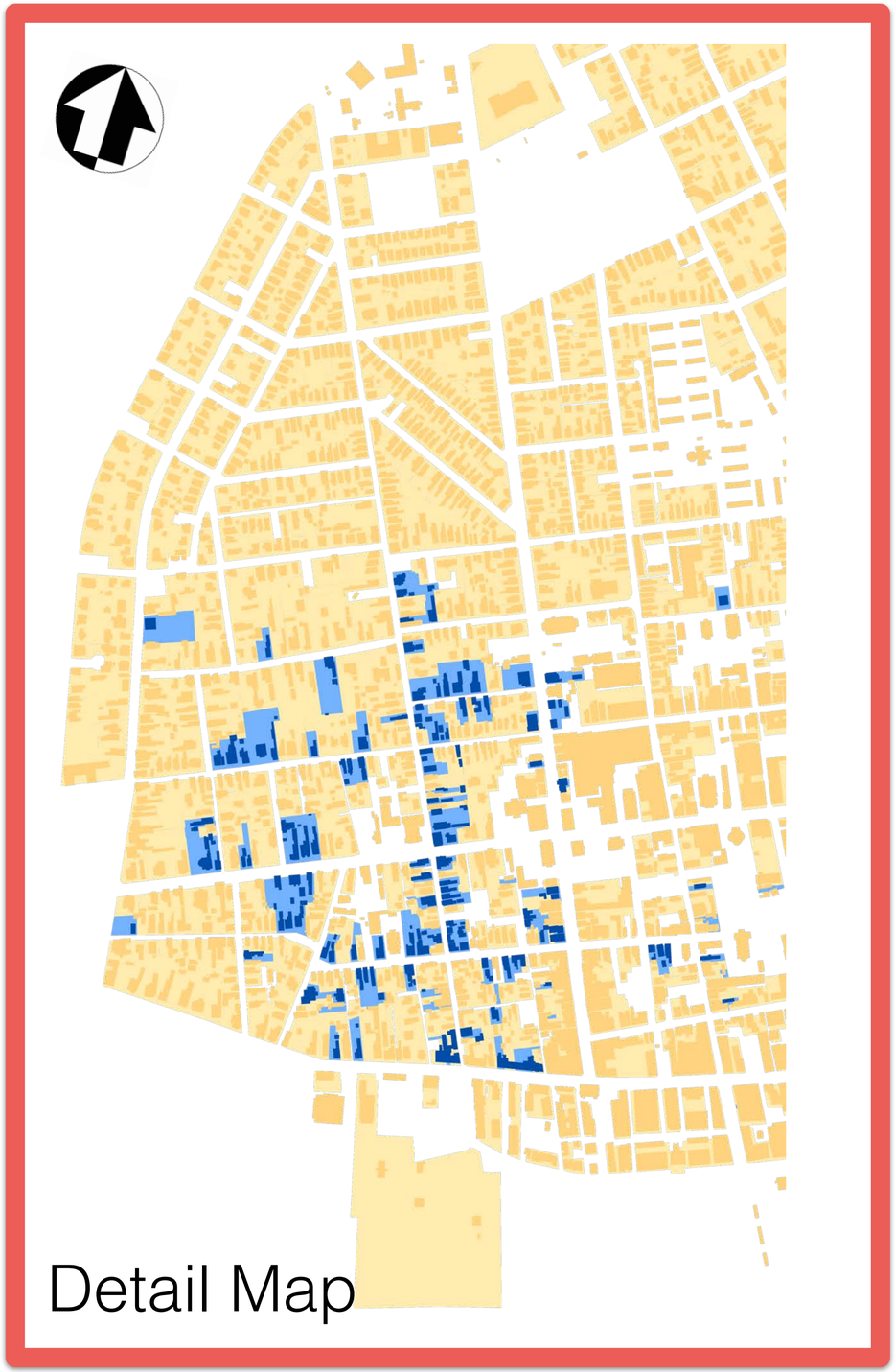
Pre-1776 Tax Productivity

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**



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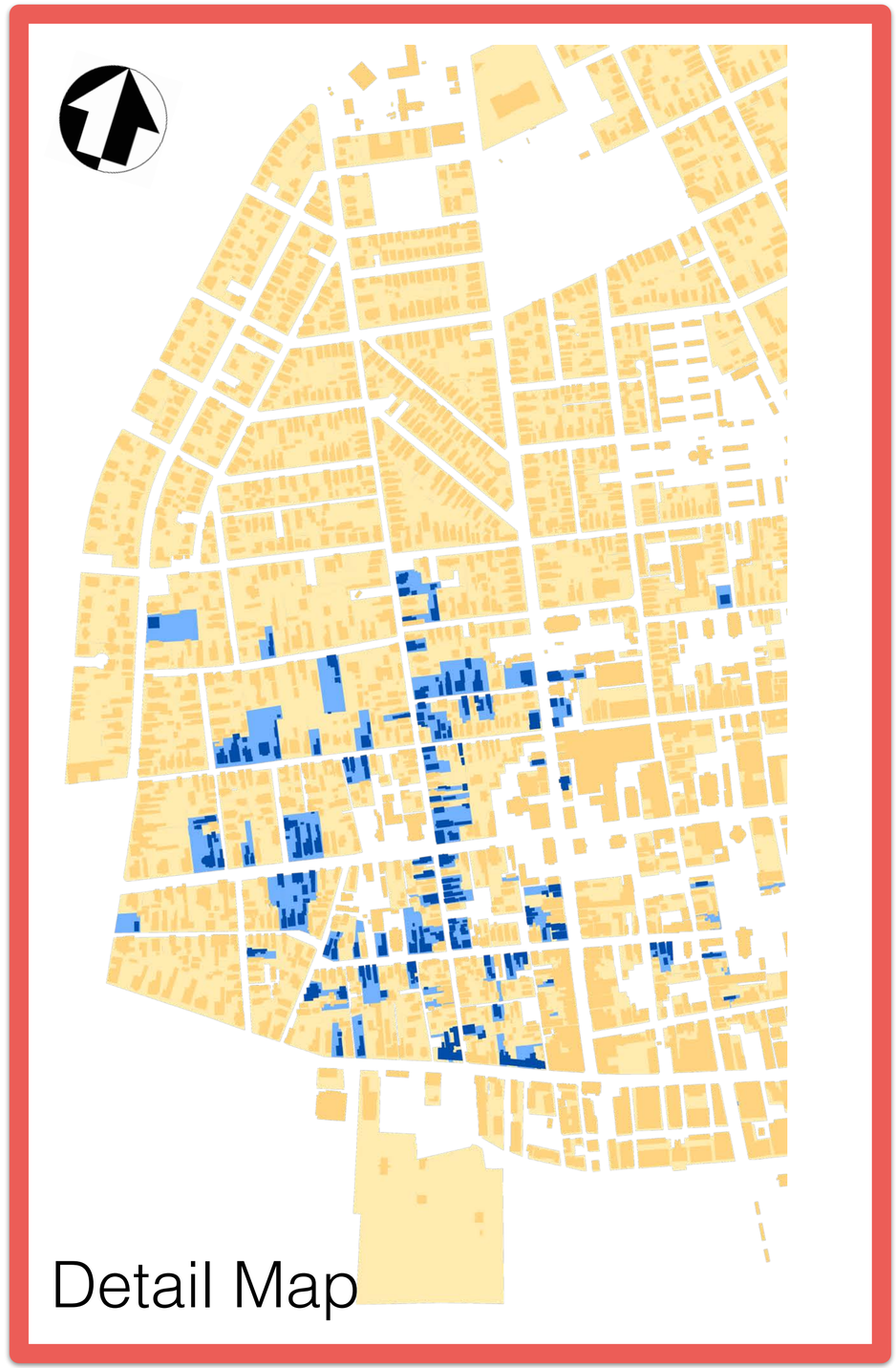

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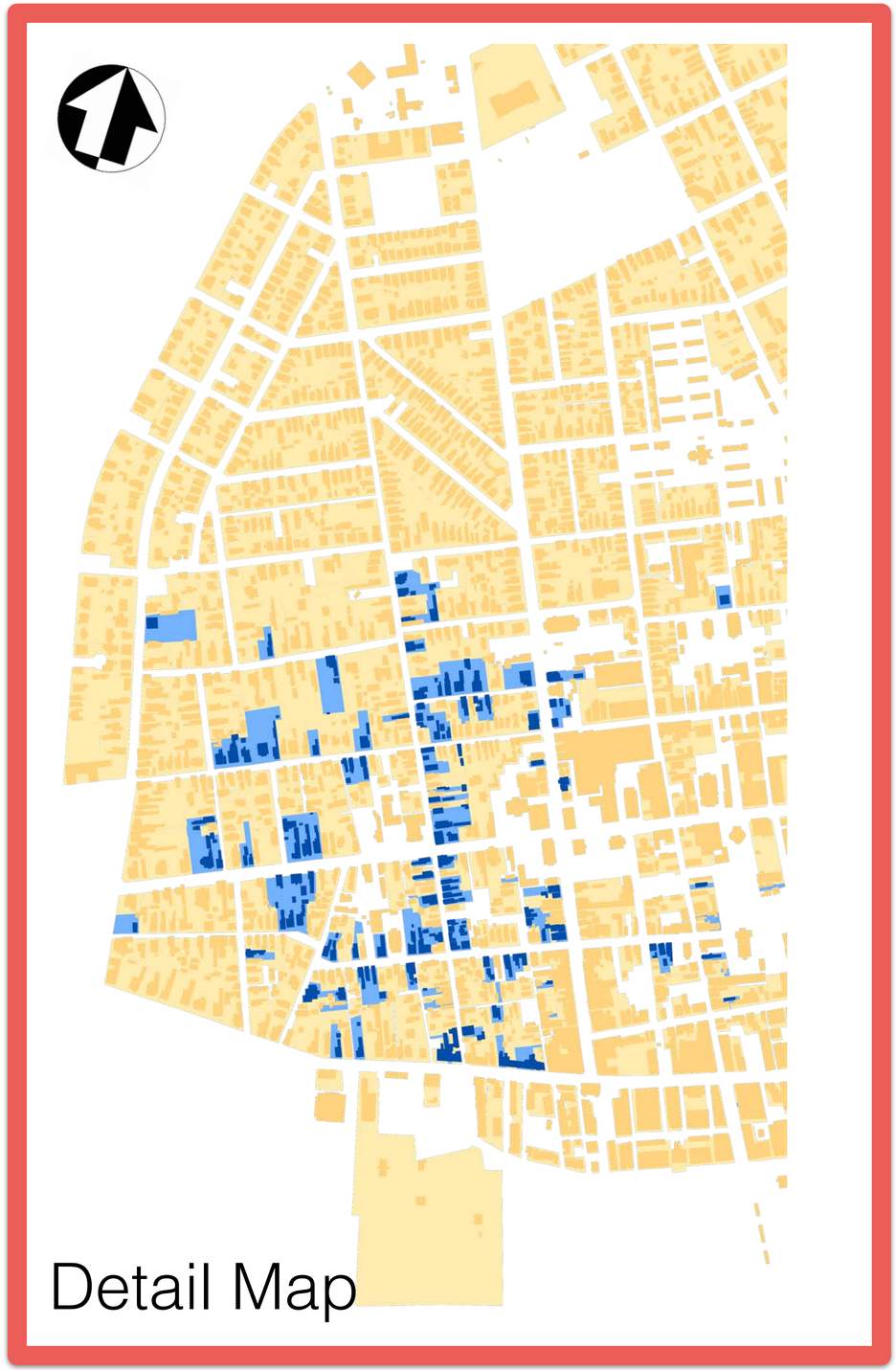

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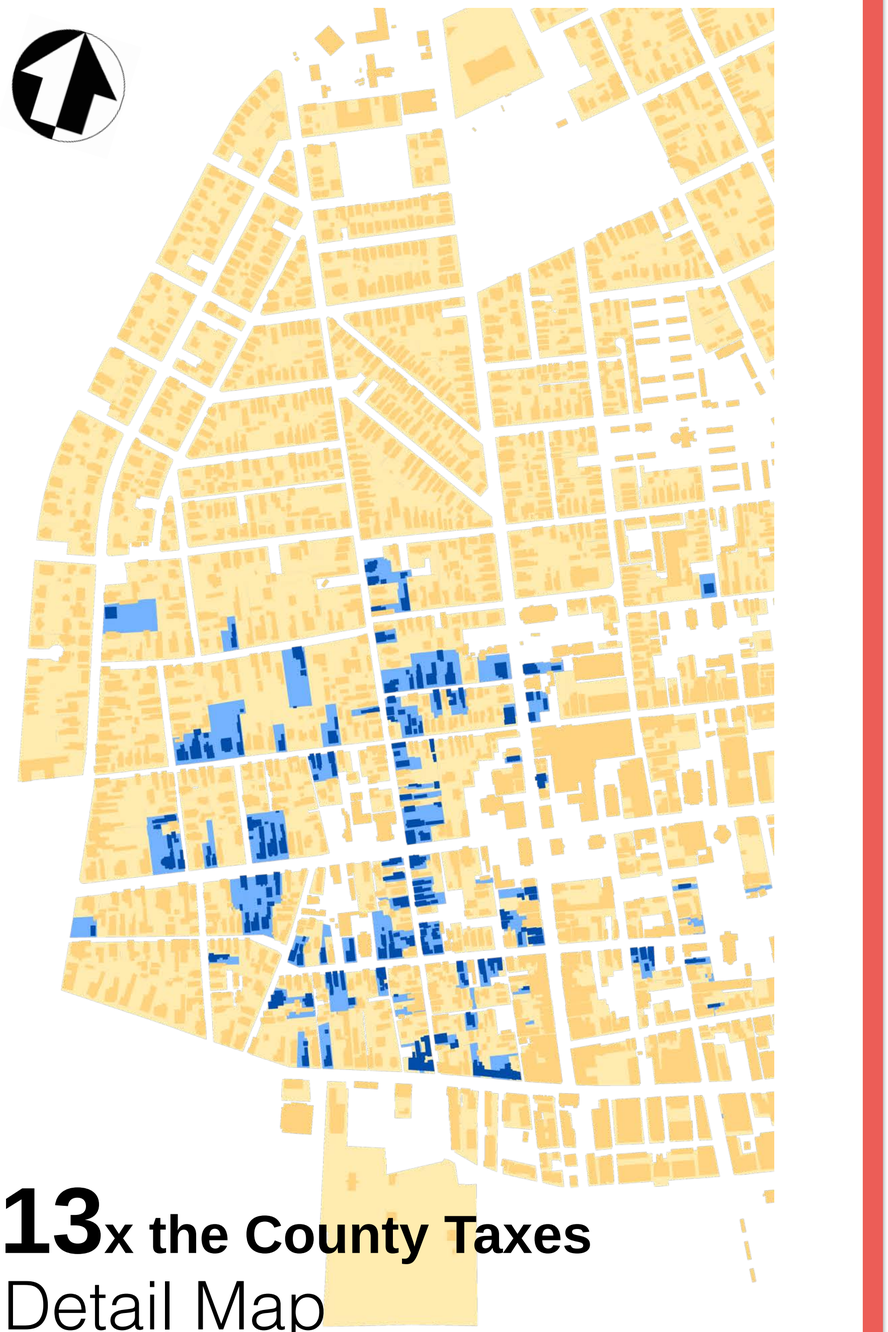

13x the County Taxes

Detail Map

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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



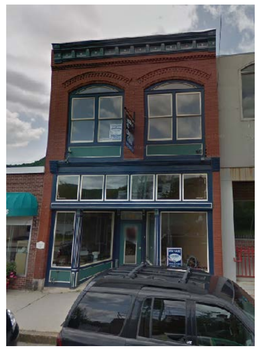
Nashua
Mixed-use
VPA: $10 M



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

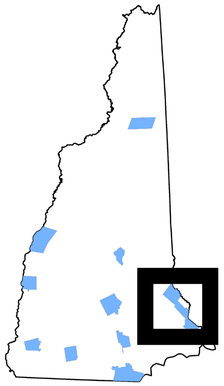
Sample average: **$8,300,000** value/acre

Source: New Hampshire Department of Revenue Administration 2019

Lesson:

The Value of Urban Design

URBAN3

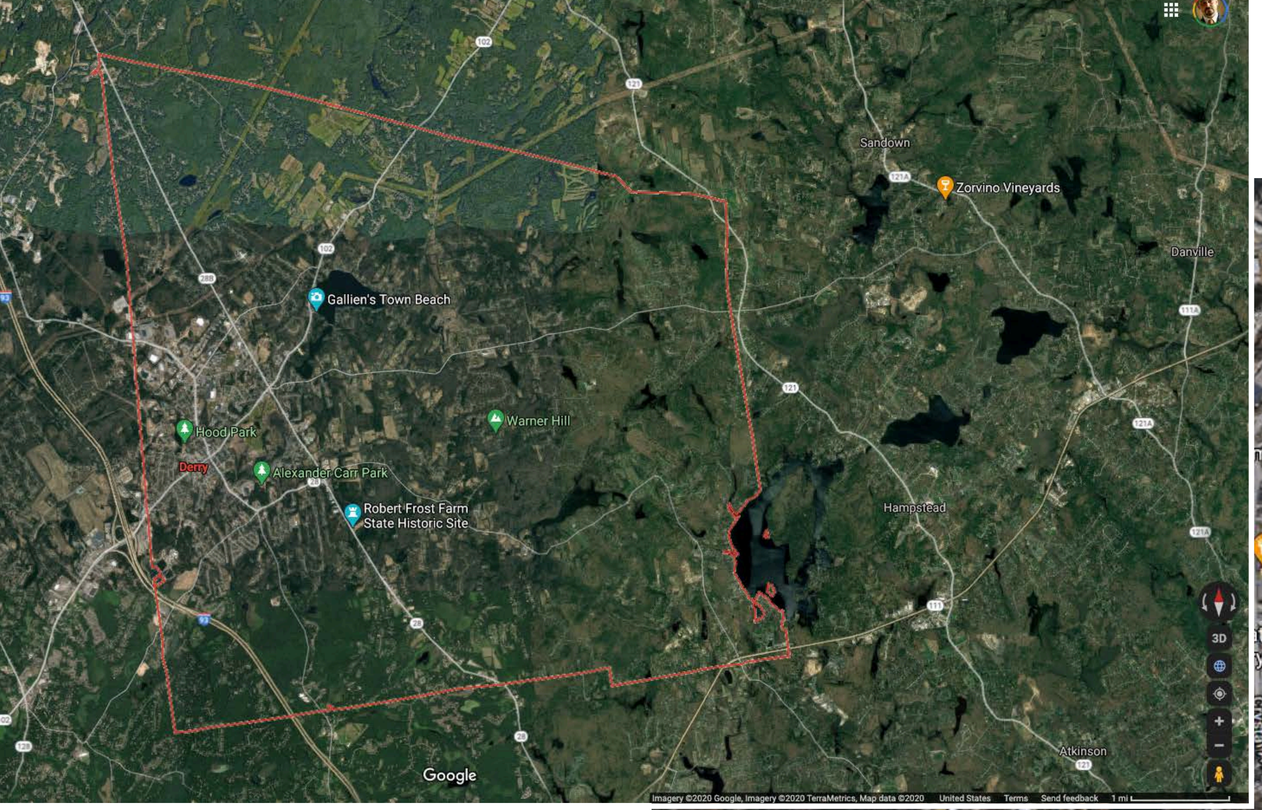


Case Study: Economic MRI®
2020

Derry

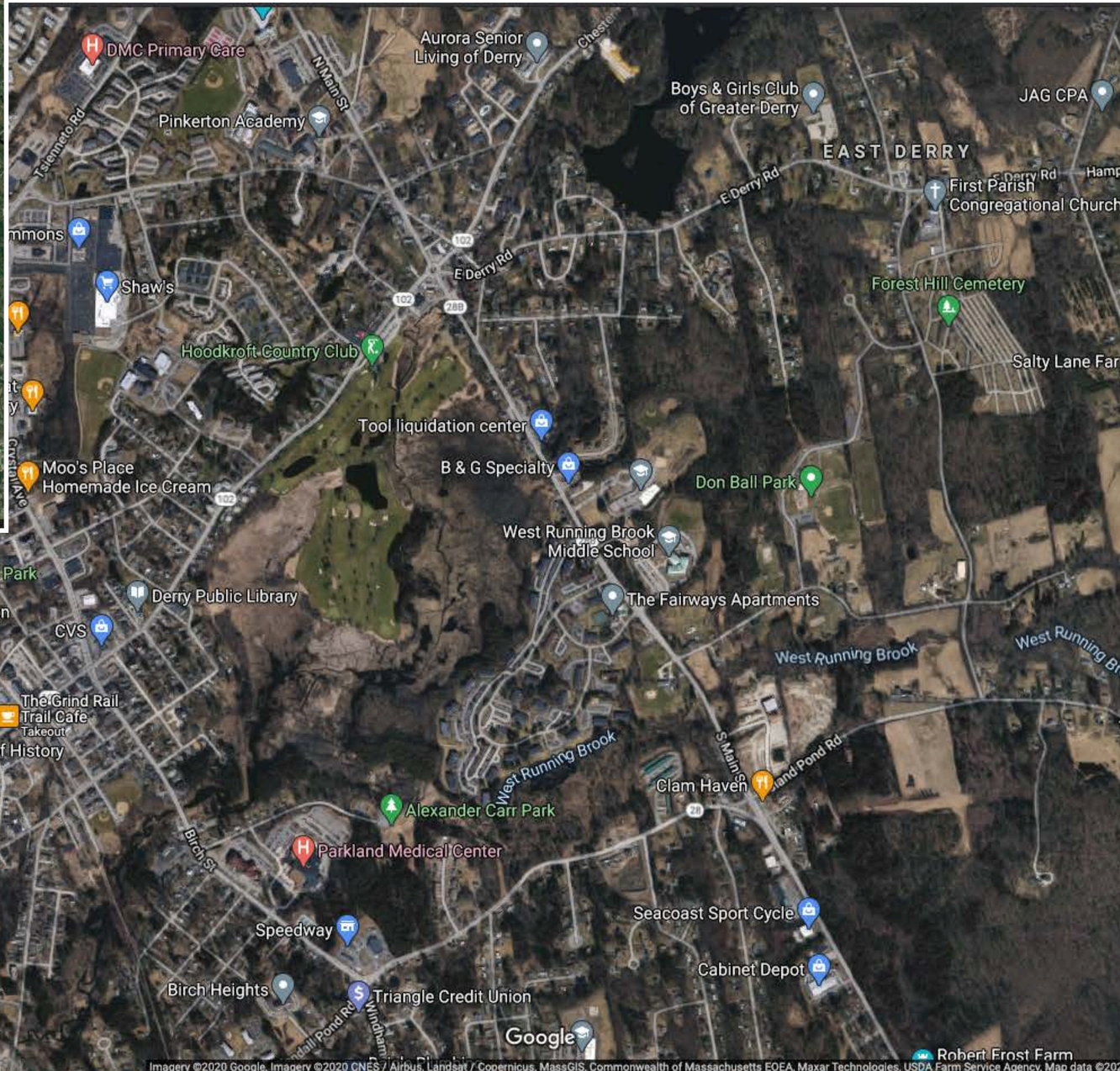


URBAN3



Derry

Humphrey Rd/Main Street & Route 28B



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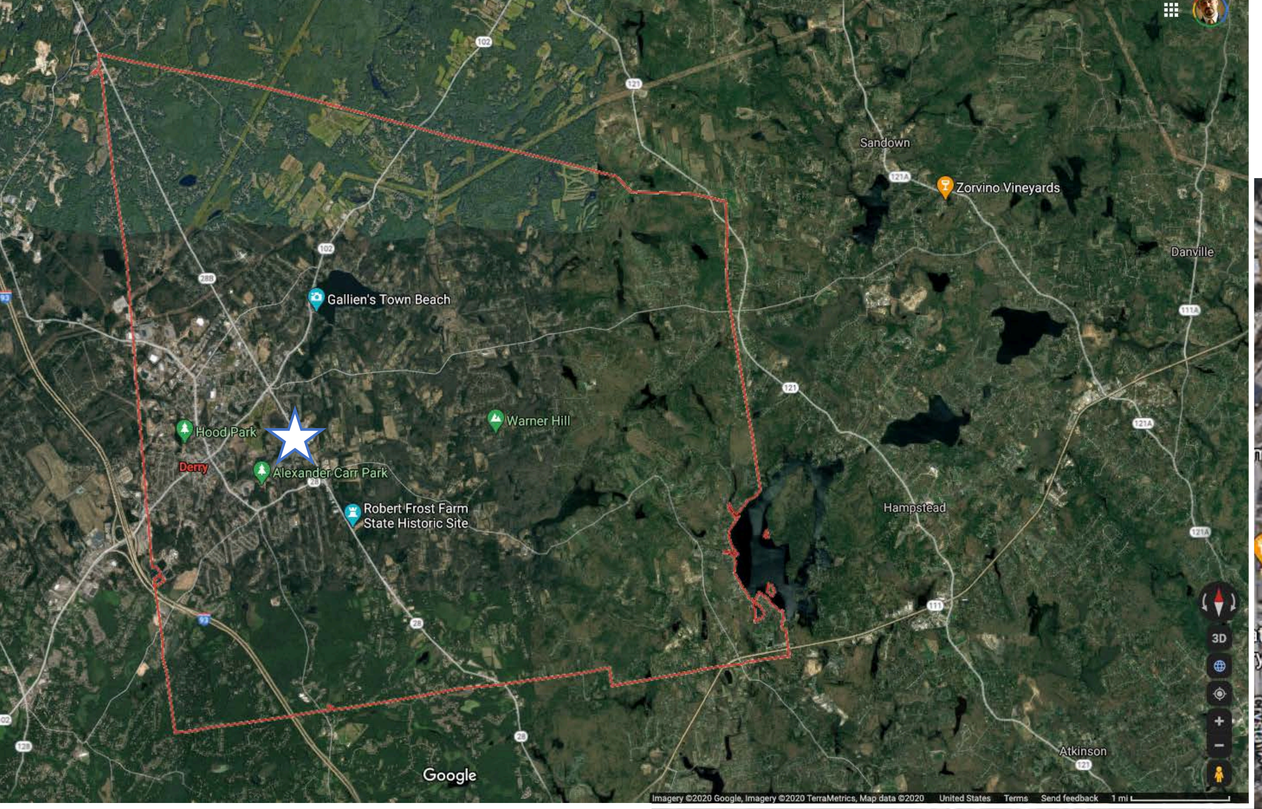

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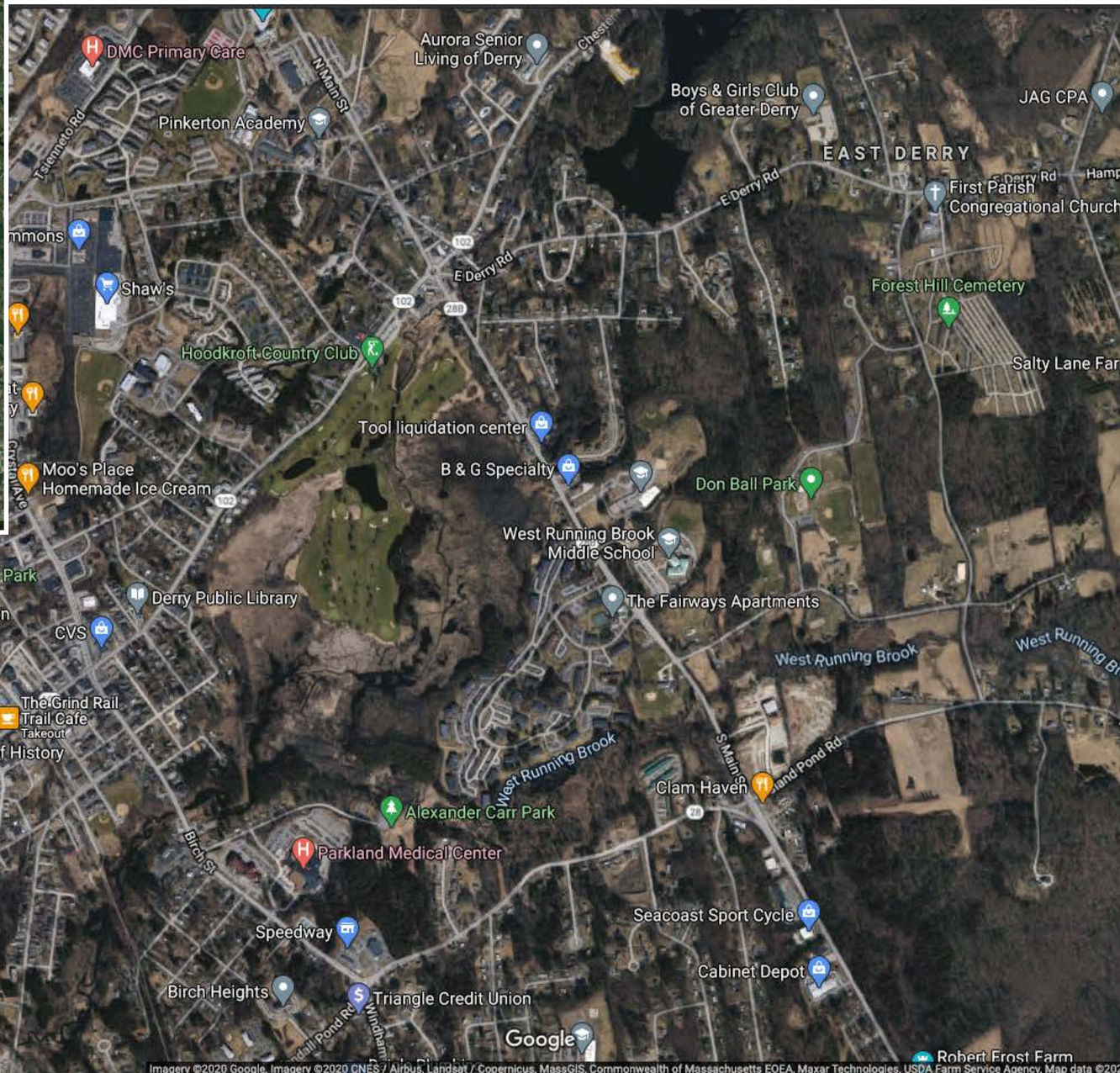
Humphrey Rd/Main Street & Route 28B



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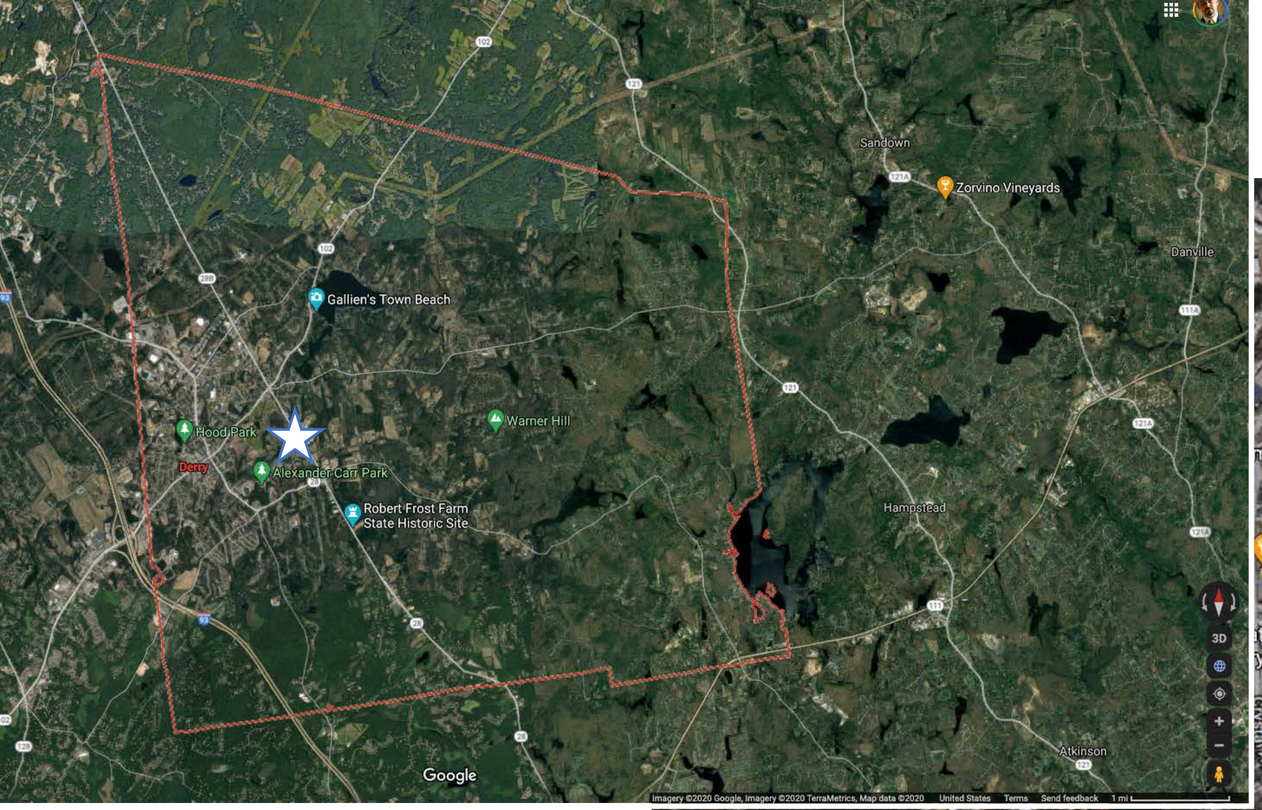

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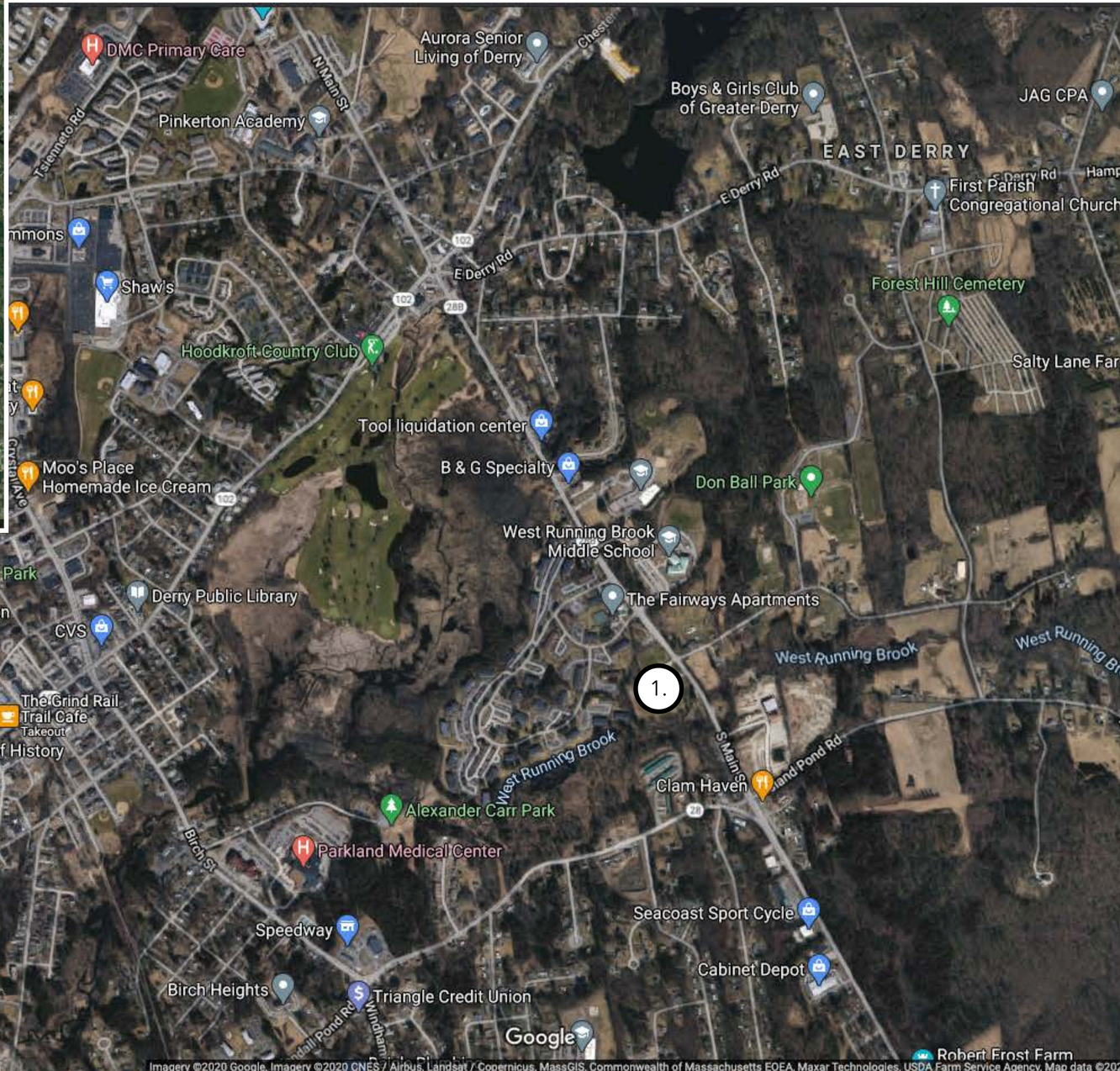
Humphrey Rd/Main Street & Route 28B



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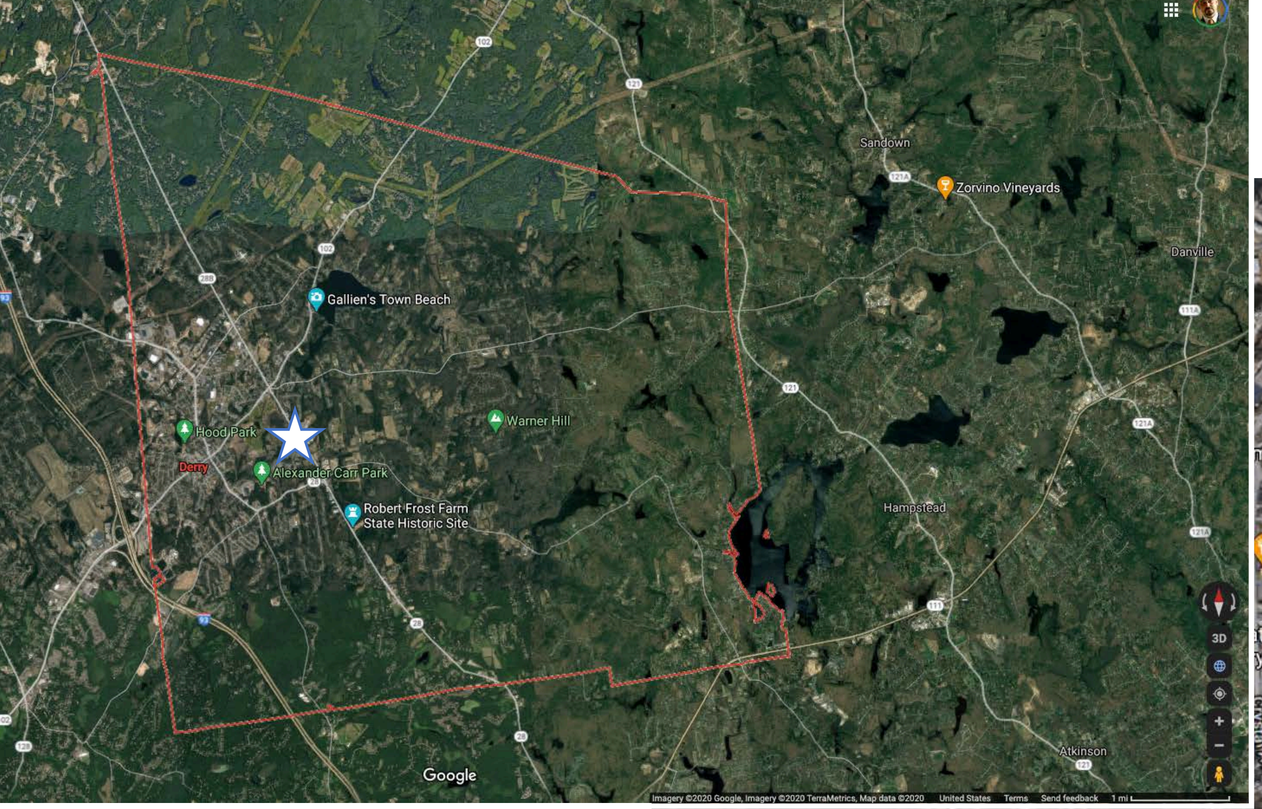

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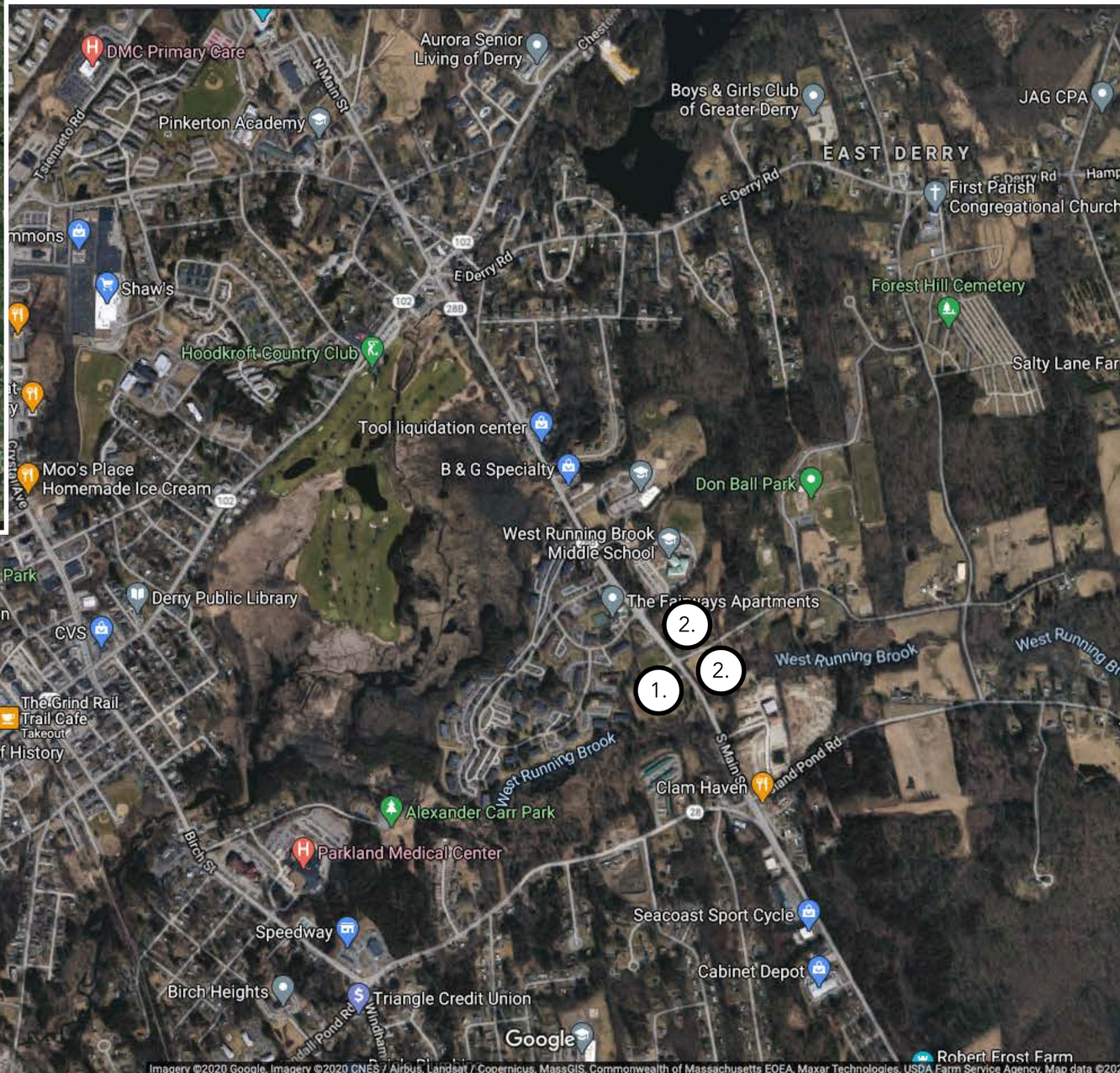

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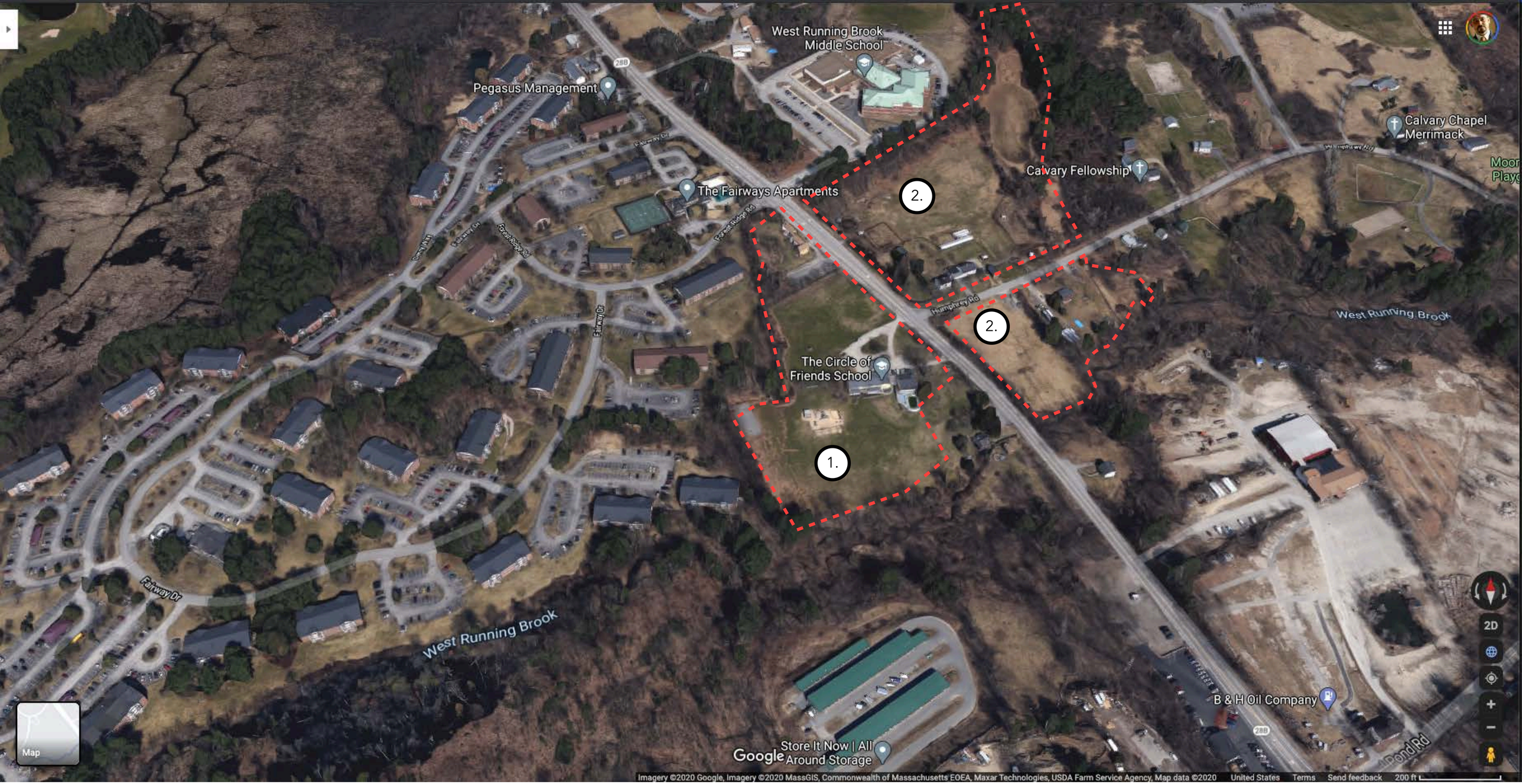
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Pegasus Management
The Fairways Apartments
Calvary Chapel Merrimack
Calvary Fellowship
The Circle of Friends School
West Running Brook
Fairway Dr
Forest Ridge Rd
Humphrey Rd
2.
2.
1.
B & H Oil Company
Store It Now | All Around Storage
Pond Rd
Map
2D
Google
Imagery ©2020 Google, Imagery ©2020 MassGIS, Commonwealth of Massachusetts EOEA, Maxar Technologies, USDA Farm Service Agency, Map data ©2020
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Terms
Send feedback
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2.
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Source: Esri, DigitalGlobe, GeoEye, Earthstar Geographics, CNES/Airbus DS, USDA, USGS, AeroGRID, IGN, and the GIS User Community


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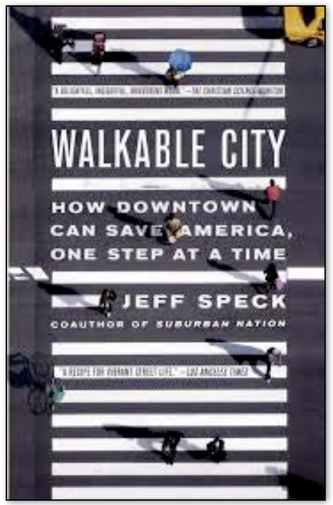
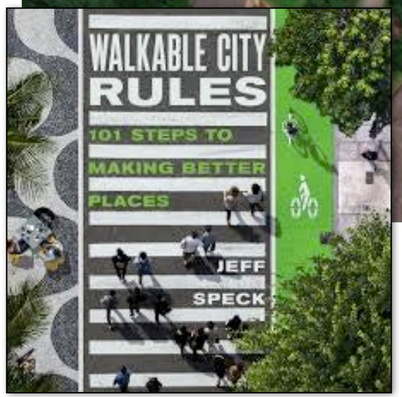

WALKABLE CITY
HOW DOWNTOWN CAN SAVE AMERICA, ONE STEP AT A TIME
JEFF SPECK
COAUTHOR OF SUBURBAN NATION


WALKABLE CITY RULES
101 STEPS TO MAKING BETTER PLACES
JEFF SPECK

2.
2.
1.
Source: Esri, DigitalGlobe, GeoEye, Earthstar Ge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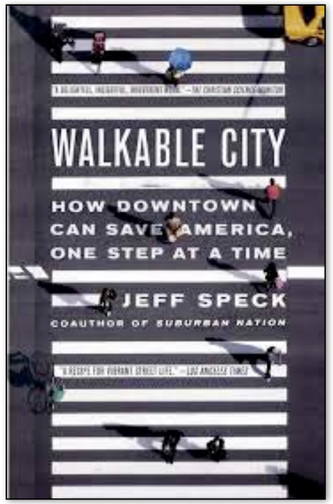
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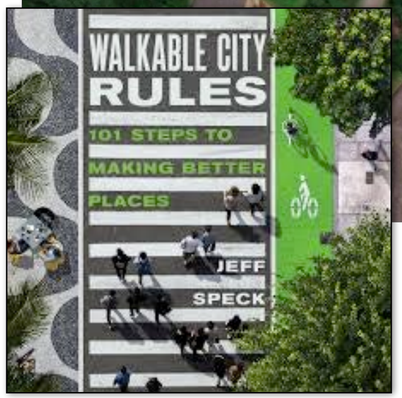
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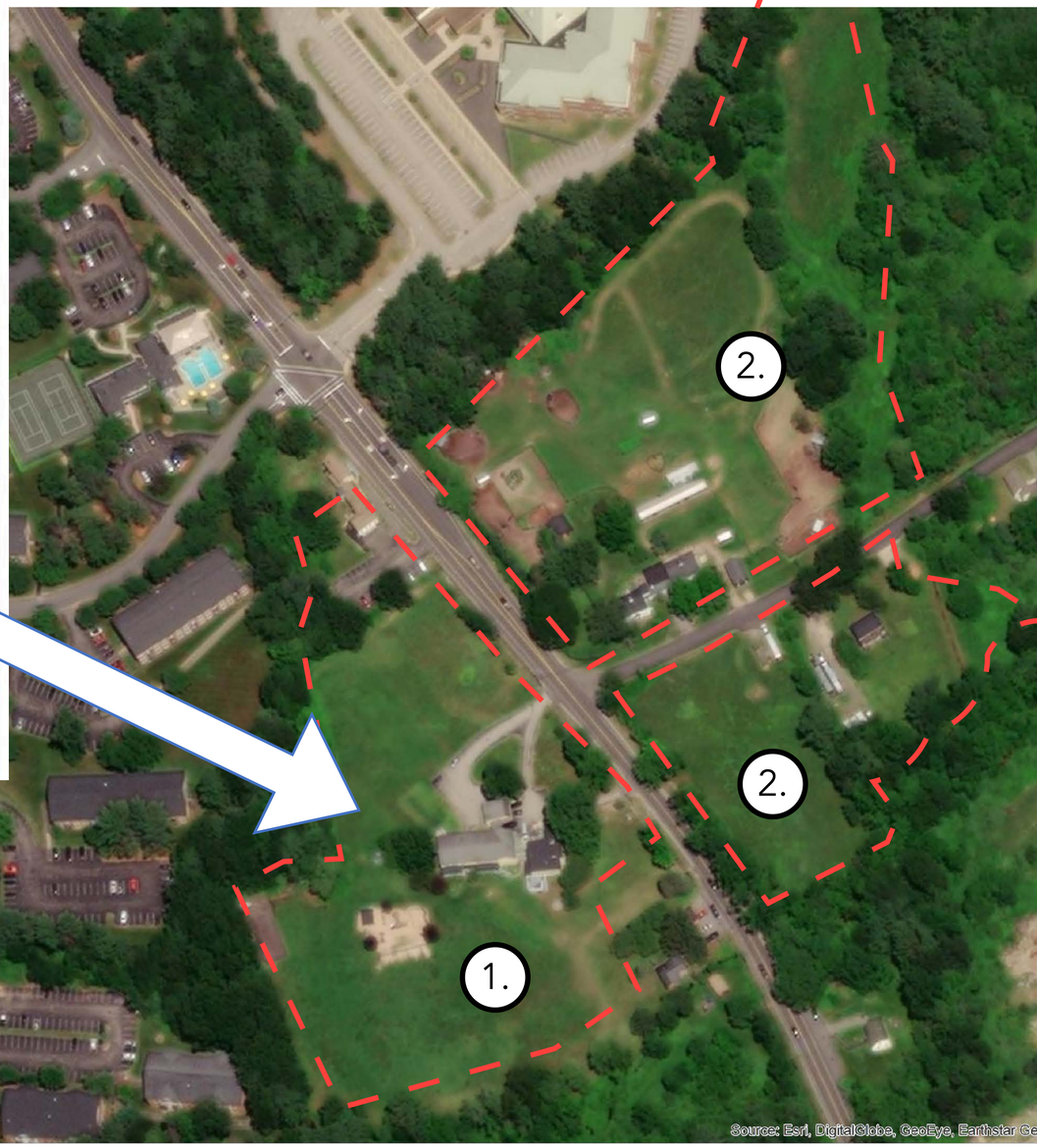
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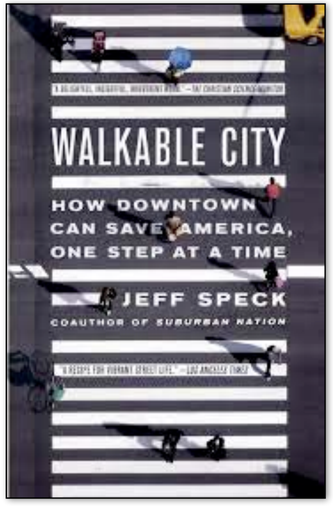
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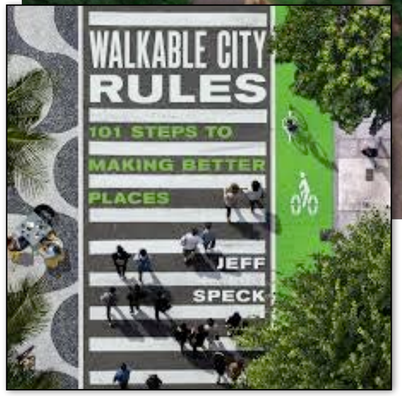
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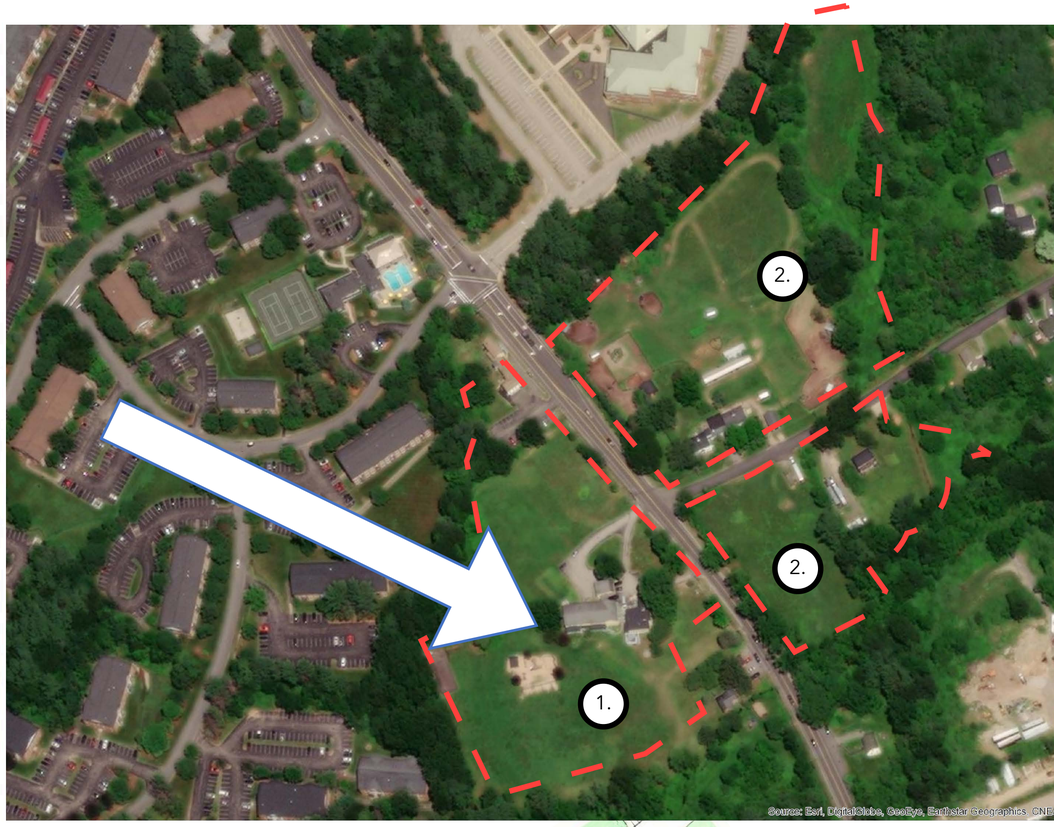



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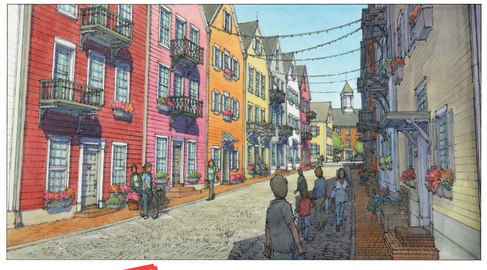

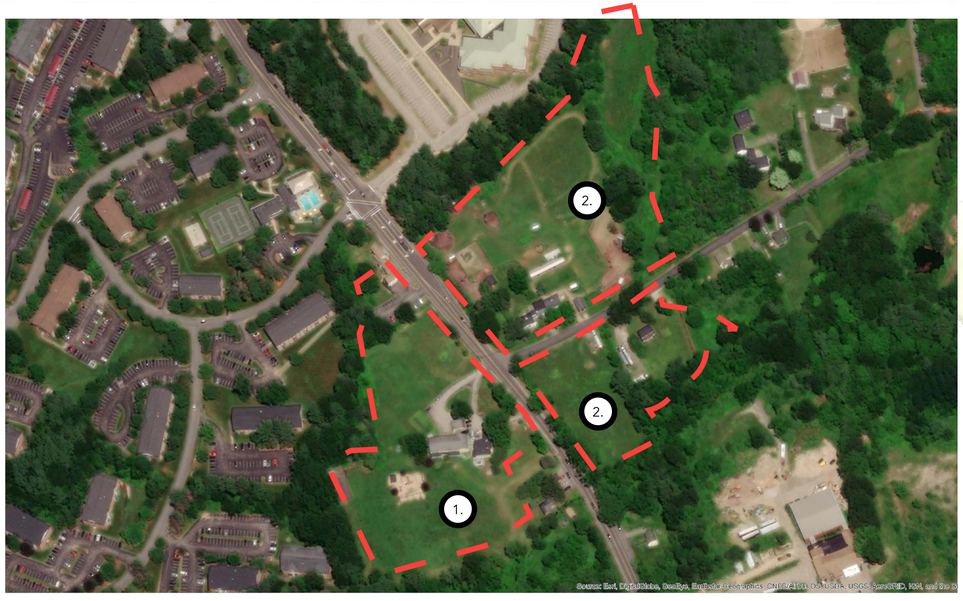



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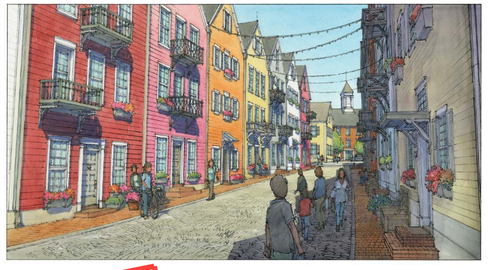
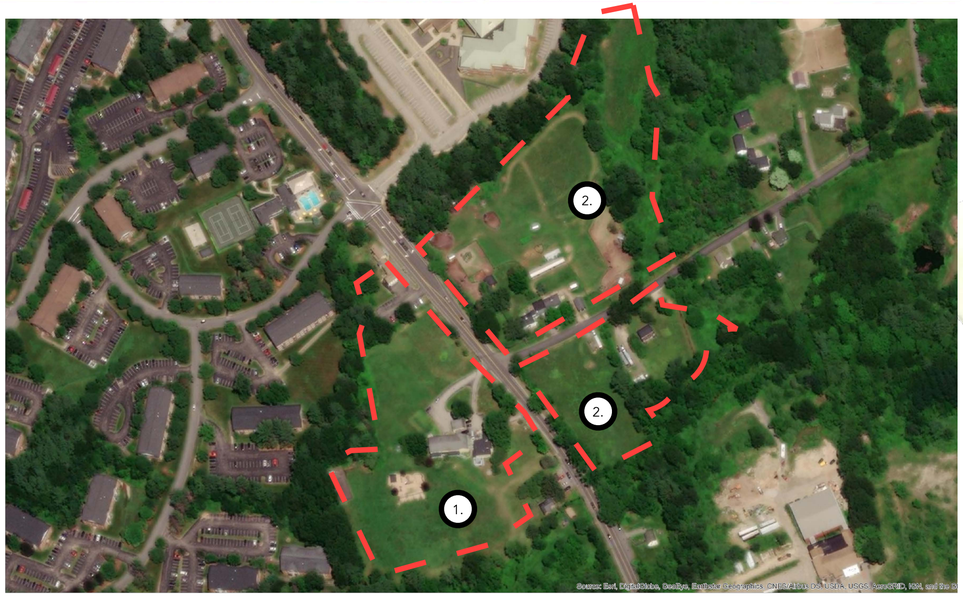




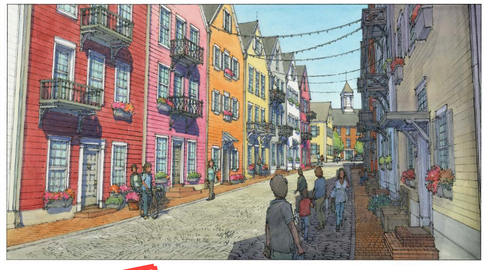
Butterfield

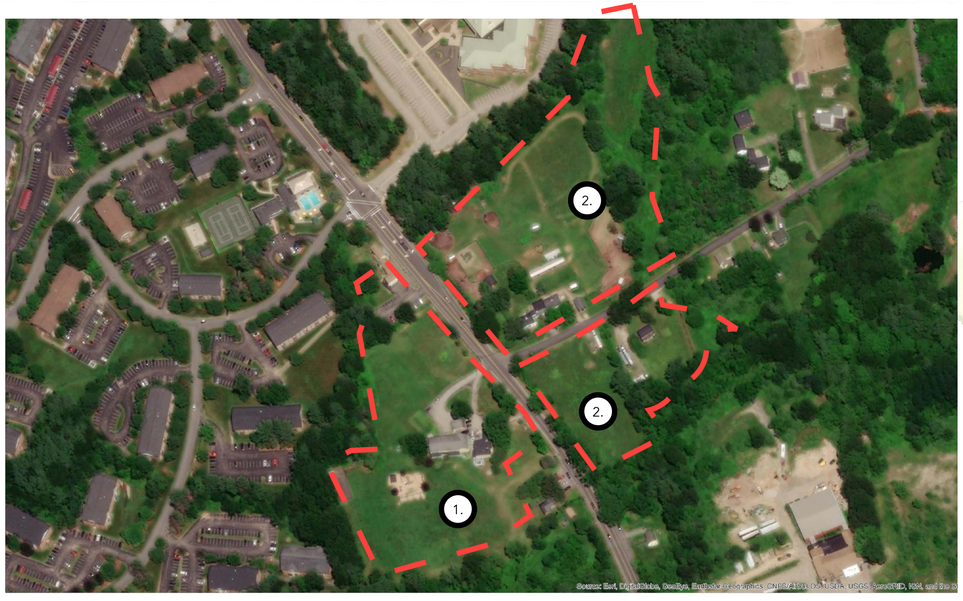
Siragusa

URBAN3









Butterfield

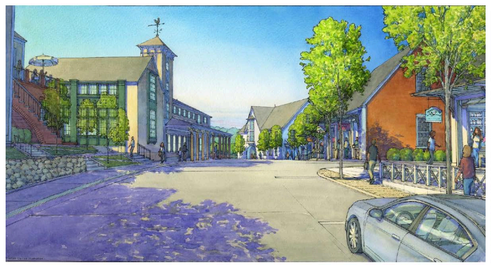
Siragusa

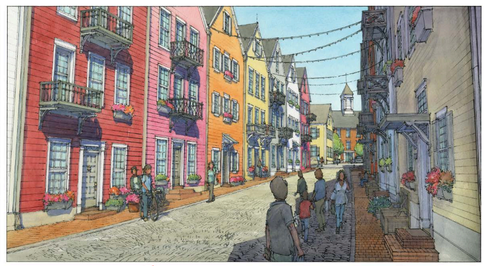
Buildings

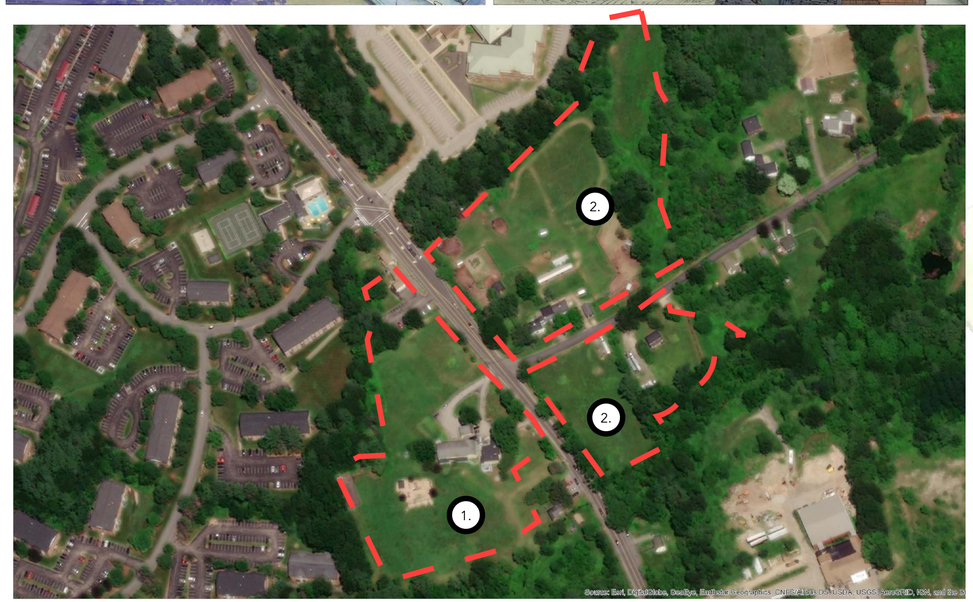
Parking

URBAN3









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Buildings

Parking

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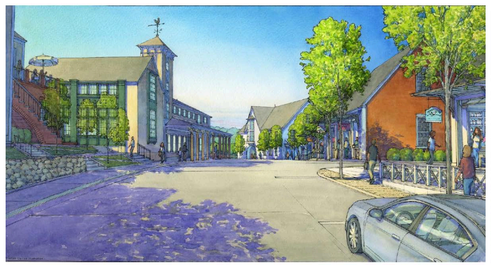

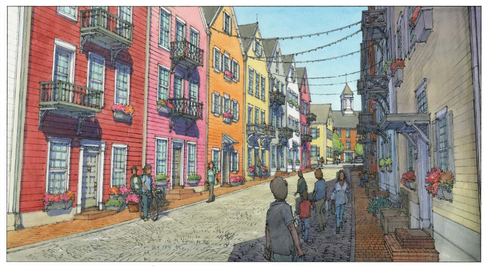

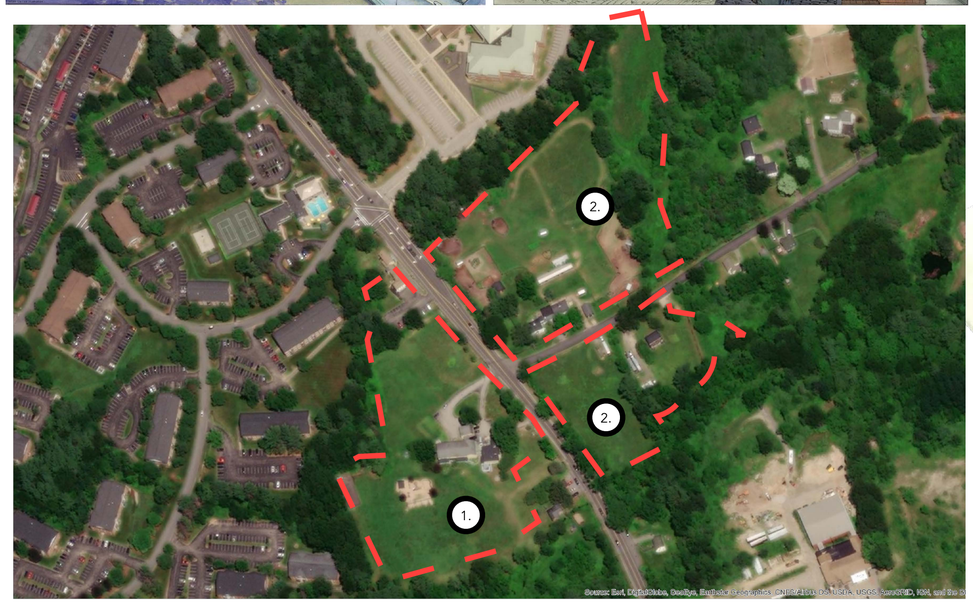

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Buildings

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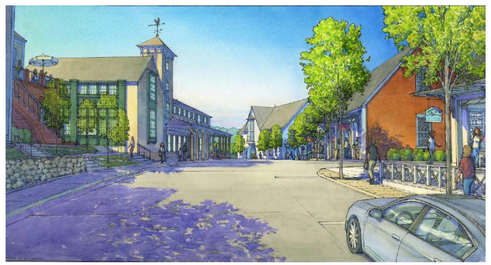
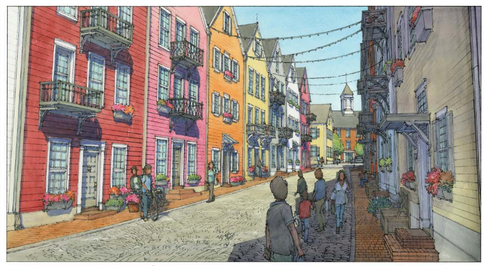
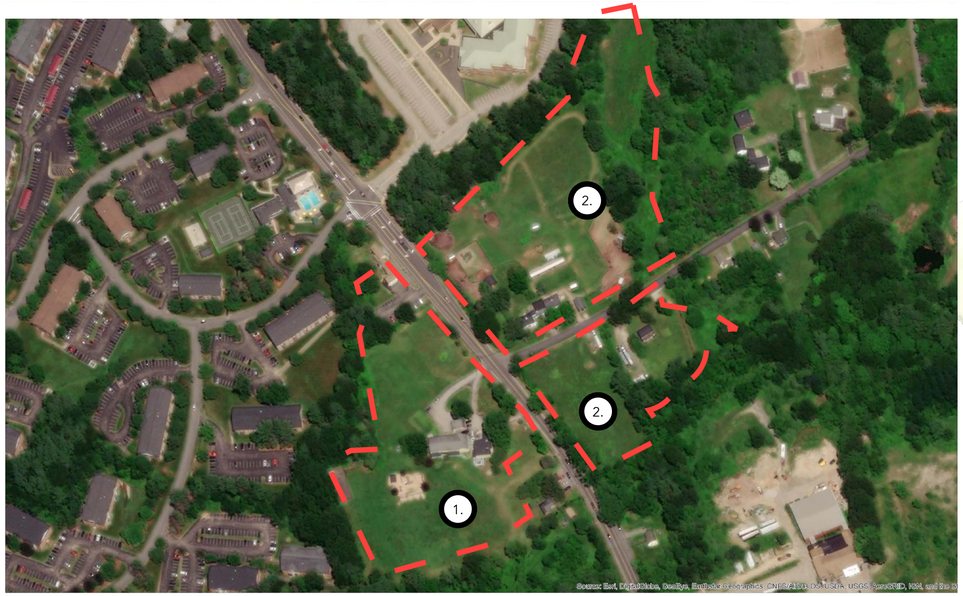






Butterfield

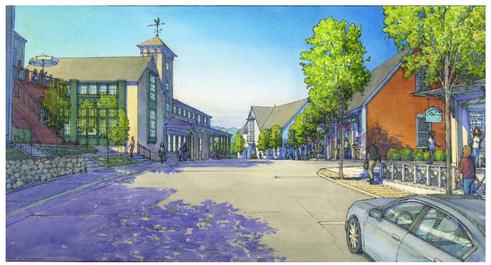
Siragusa

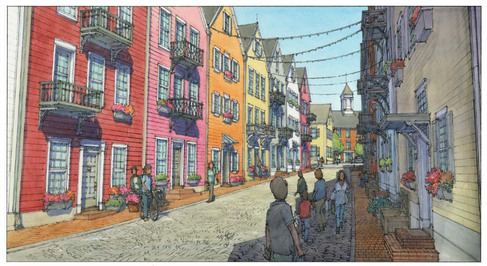
Buildings

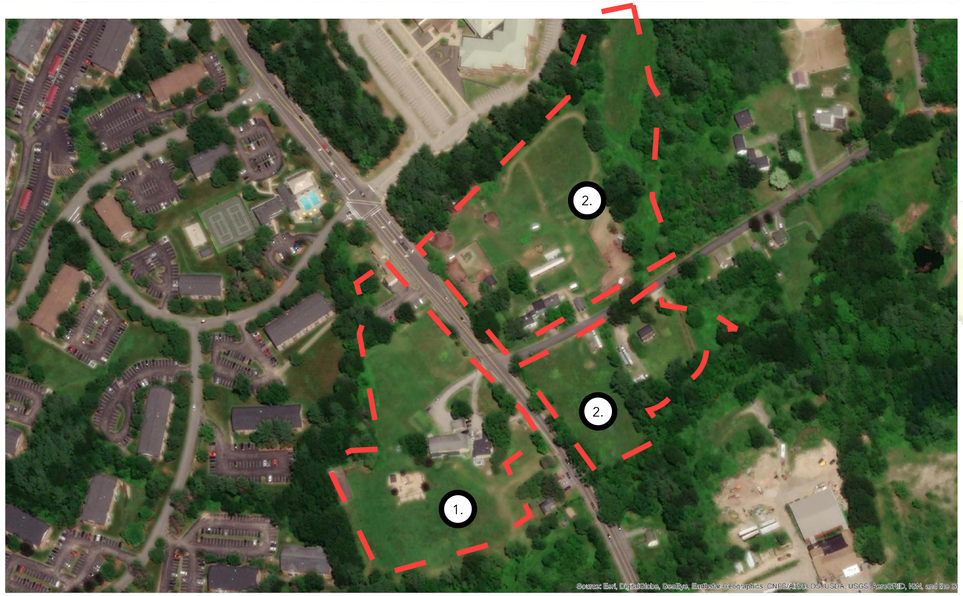
Parking

URBAN3









Butterfield

Siragusa

Buildings

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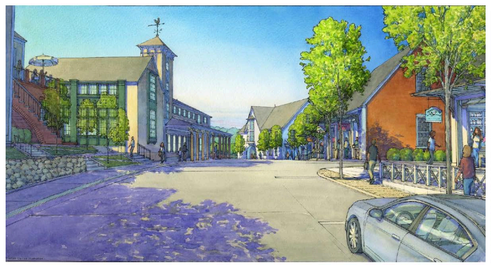
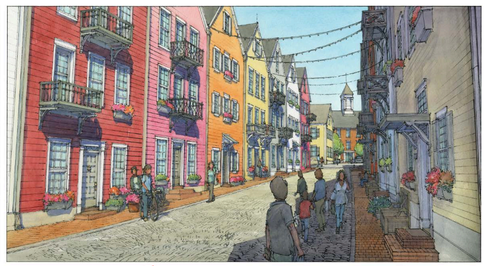
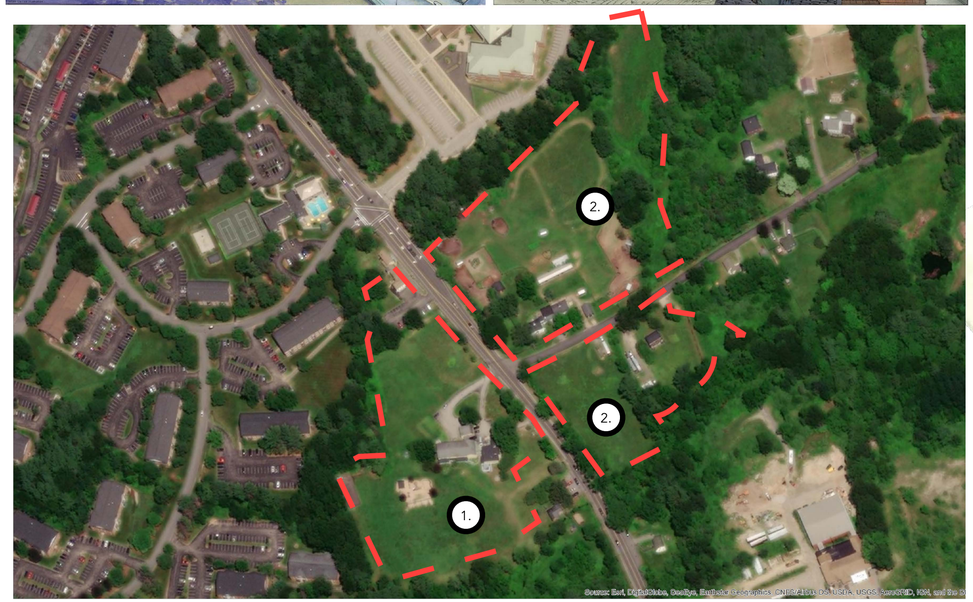
URBAN3









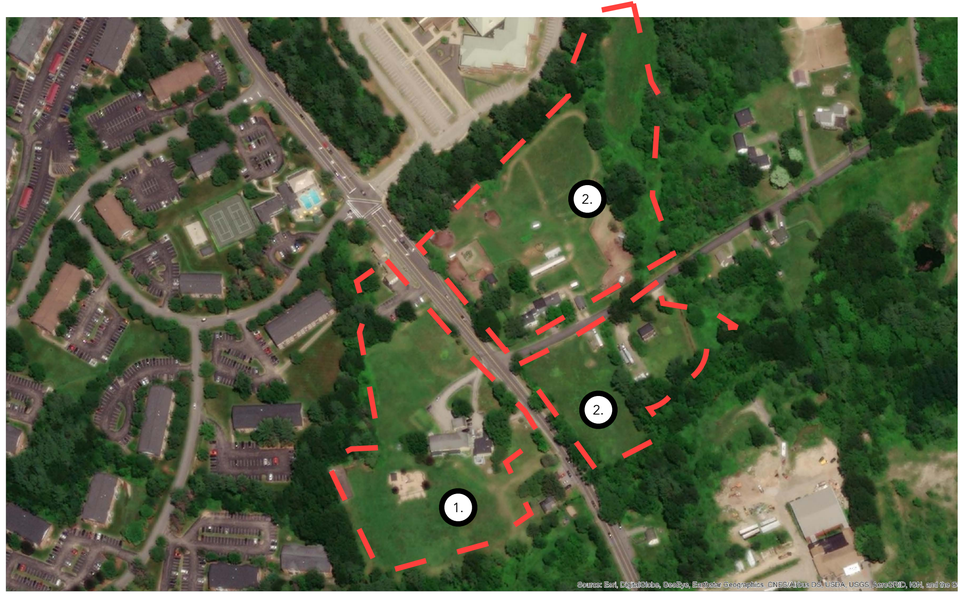
Butterfield

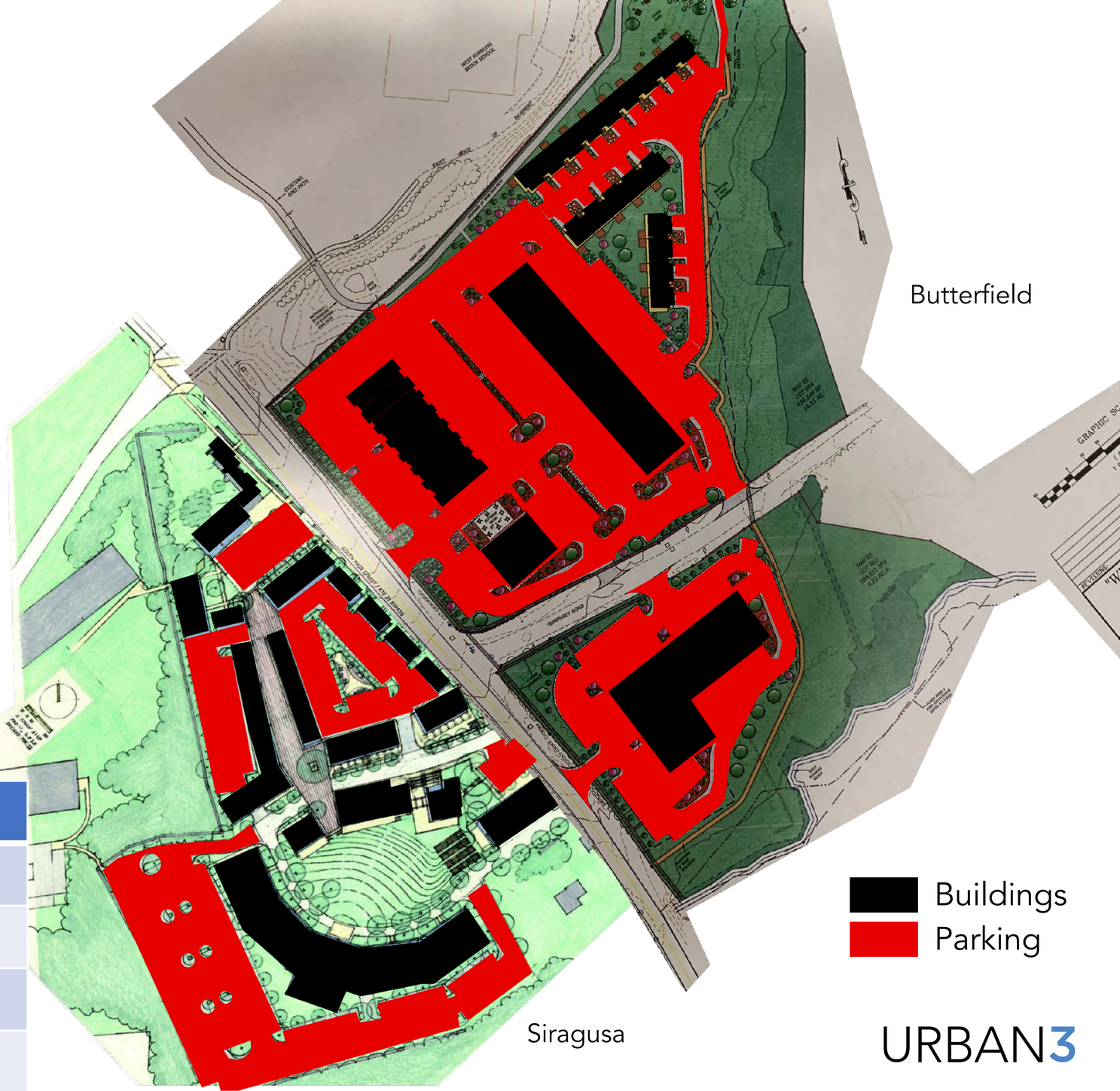
Siragusa

Buildings

Parking

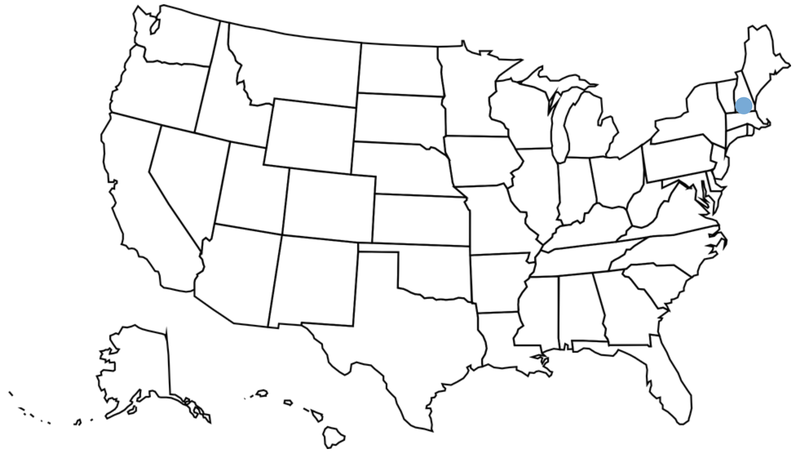
URBAN3





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

URBAN3



Case Study: Economic MRI®
2018

Manchester, New Hampshire

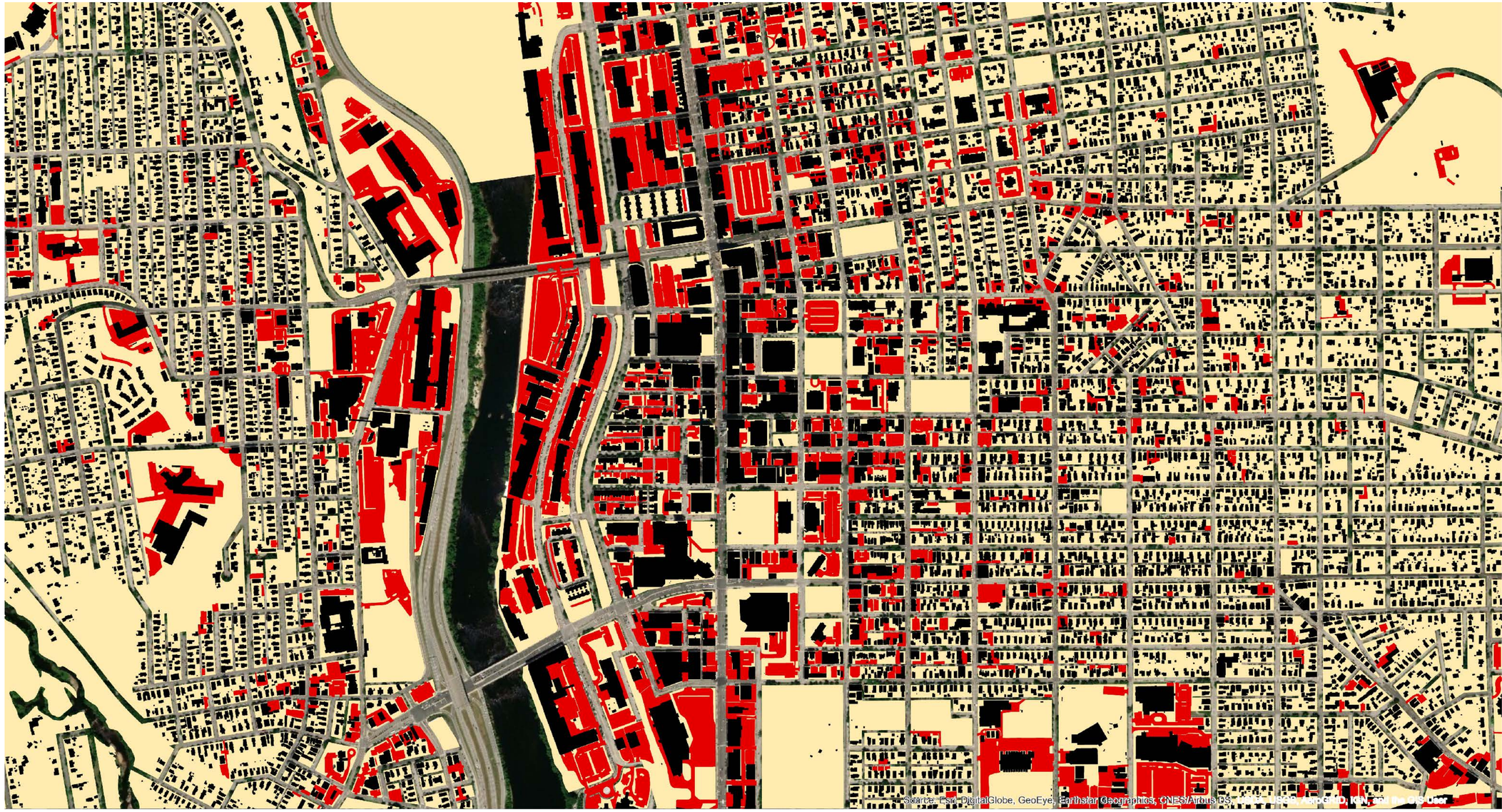
URBAN3

URBAN3

Land Use Analysis

Manchester, NH

City of Manchester



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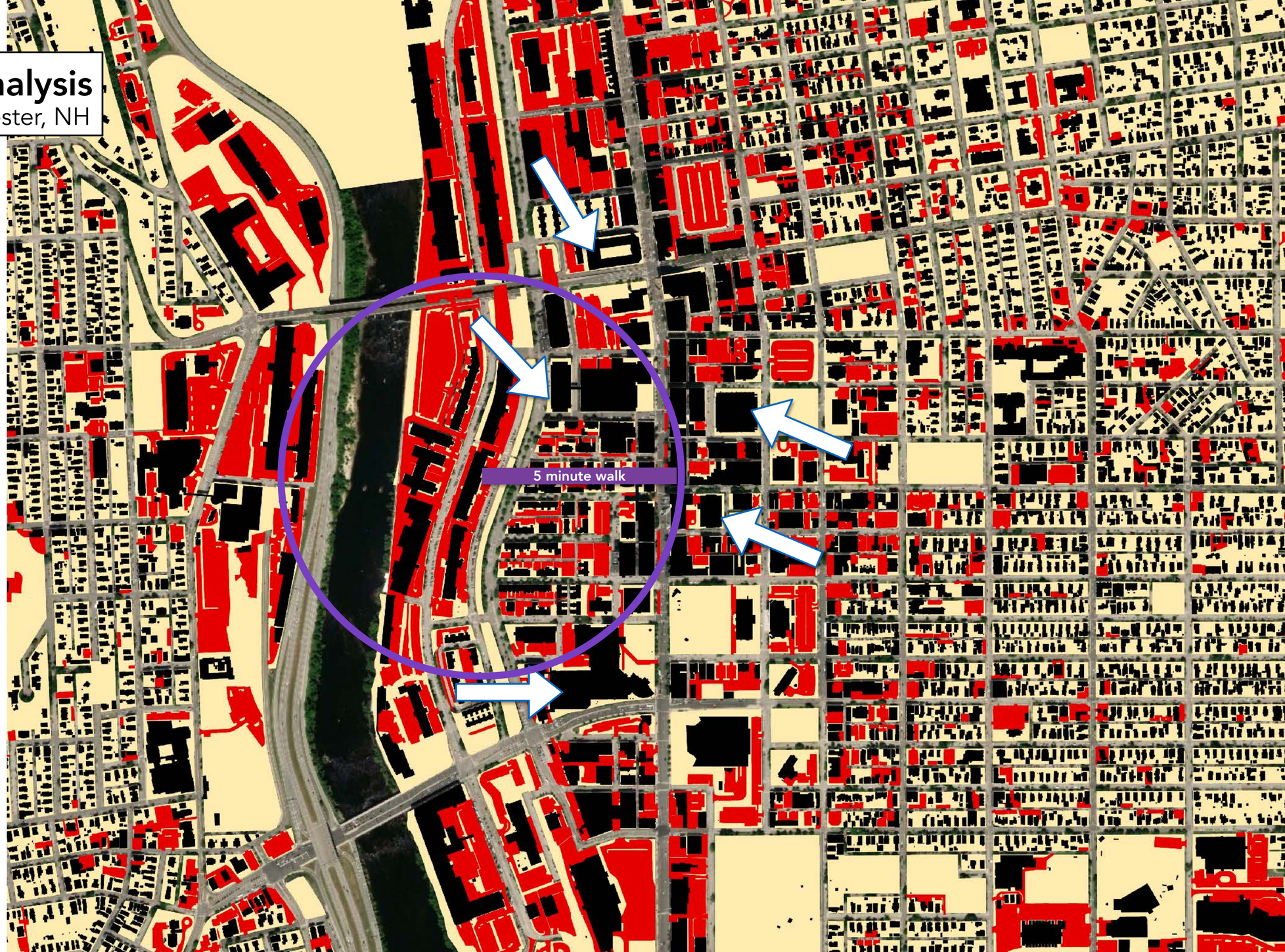
Land Use Analysis

Manchester, NH

City of Manchester

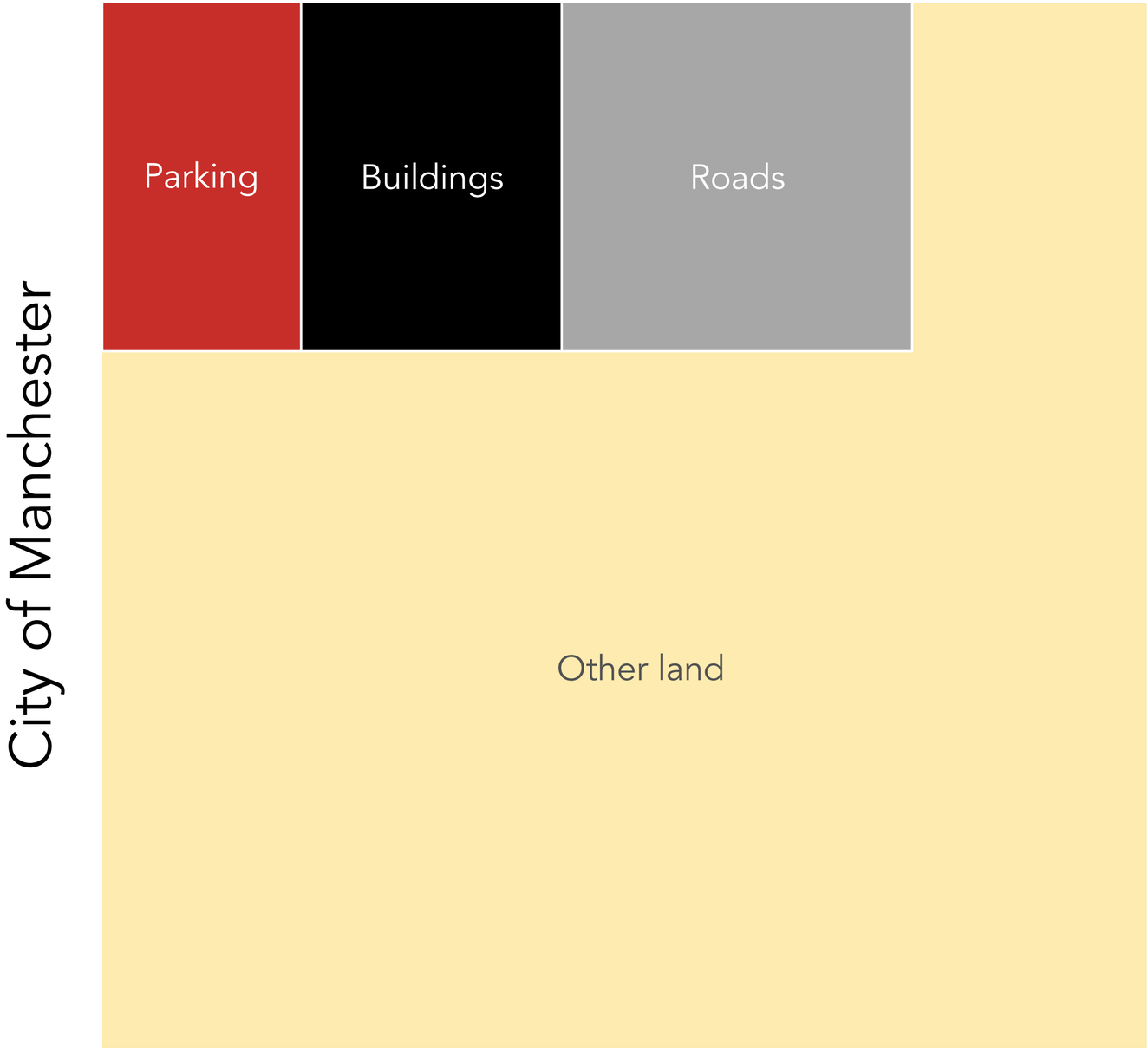


- Parking
- Buildings
- Other
- Roads

URBAN3

Land Use Analysis

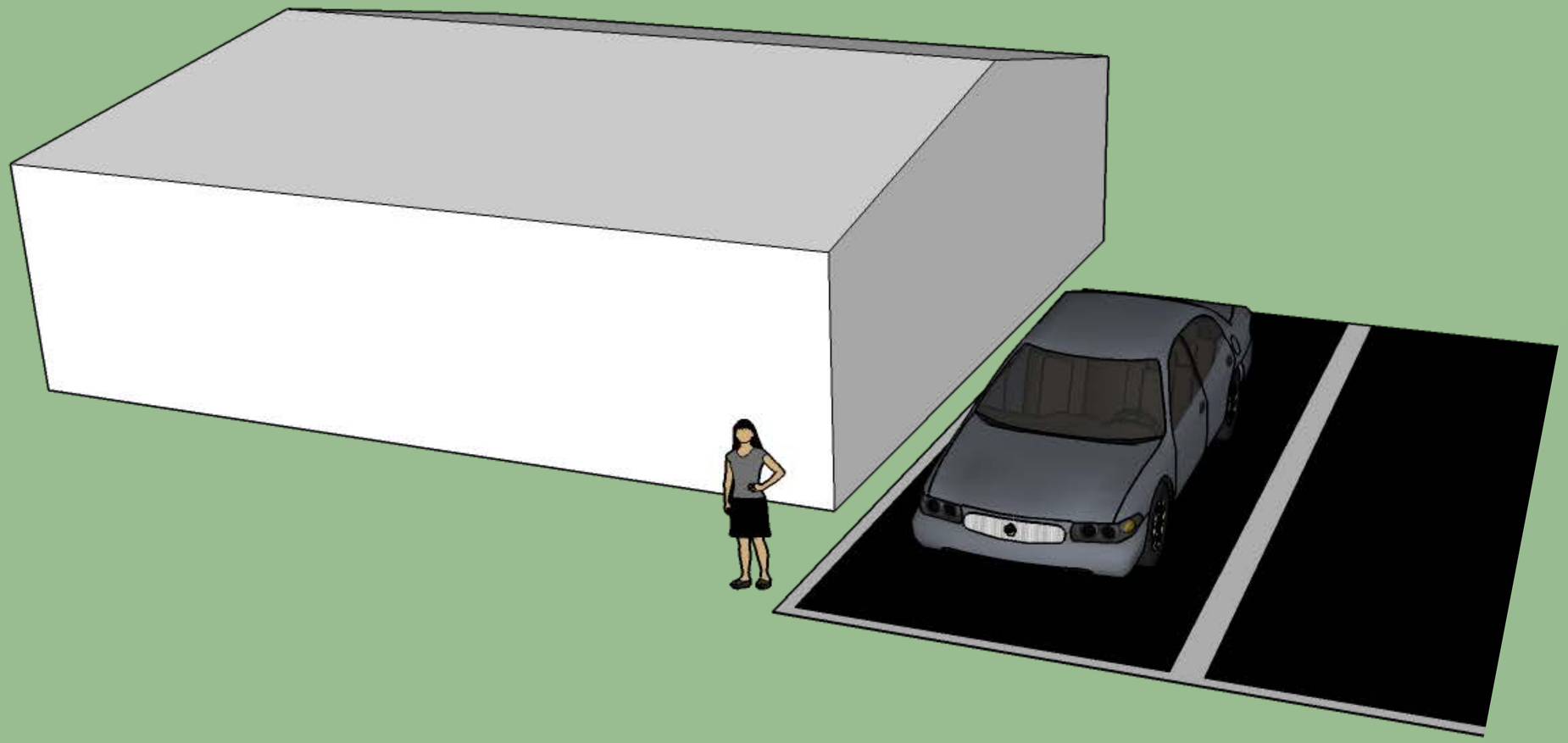
Manchester, NH



What is Parking?

Measuring space

URBAN3



What is Parking?

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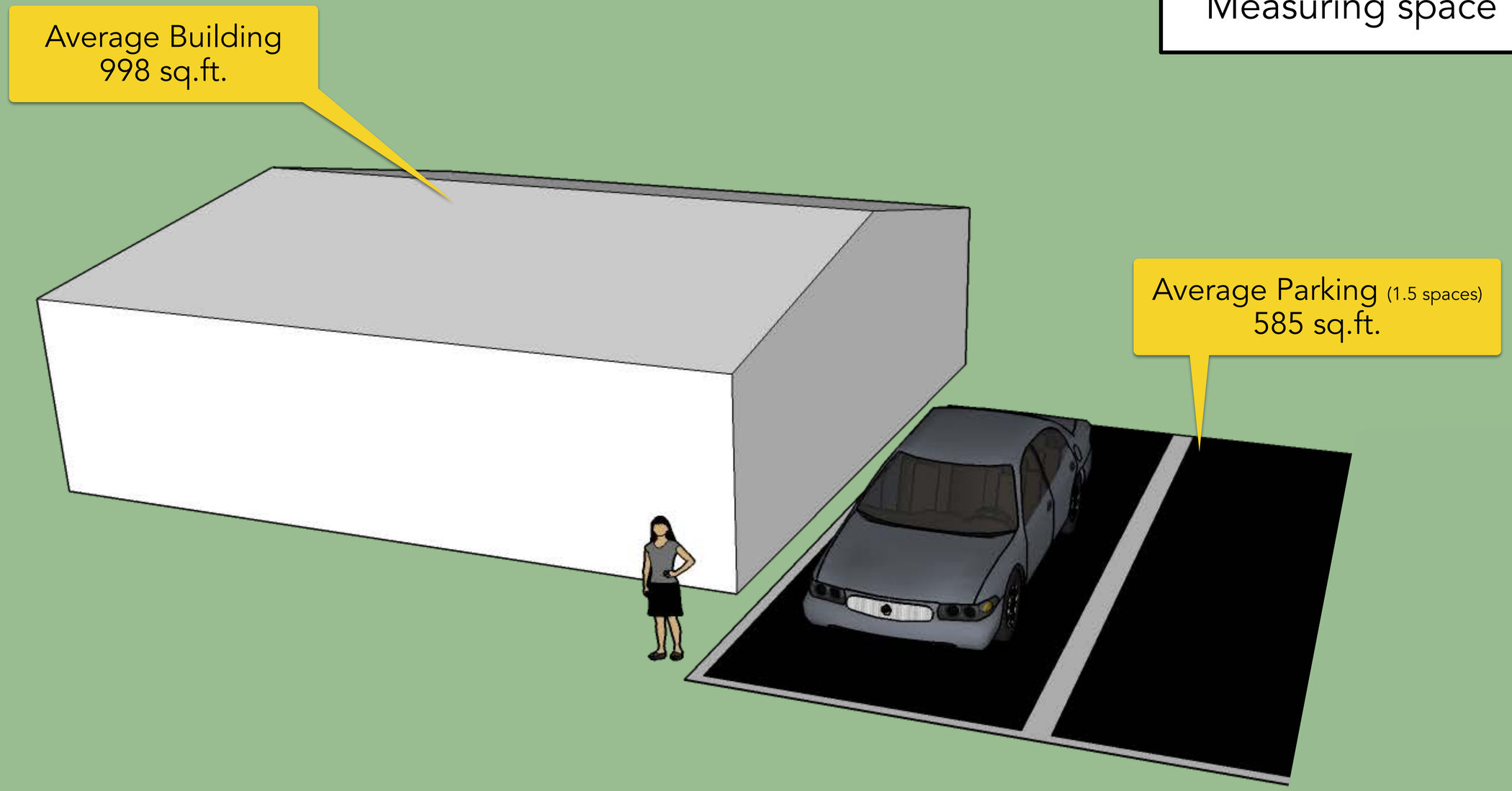
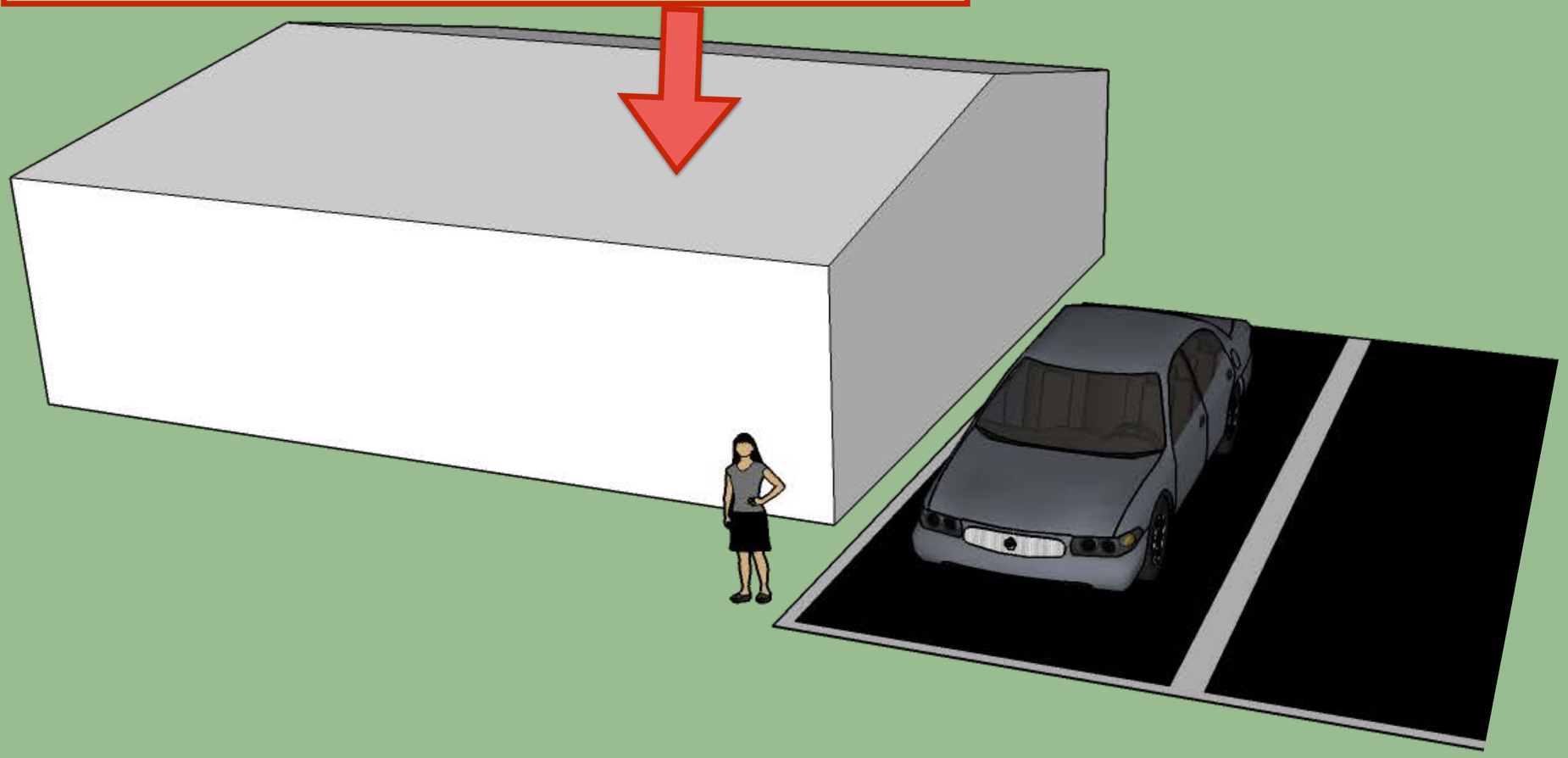
URBAN3



What is Parking?
Measuring Manchester space

URBAN3

$90/square foot



What is Parking?
Measuring Manchester space

URBAN3

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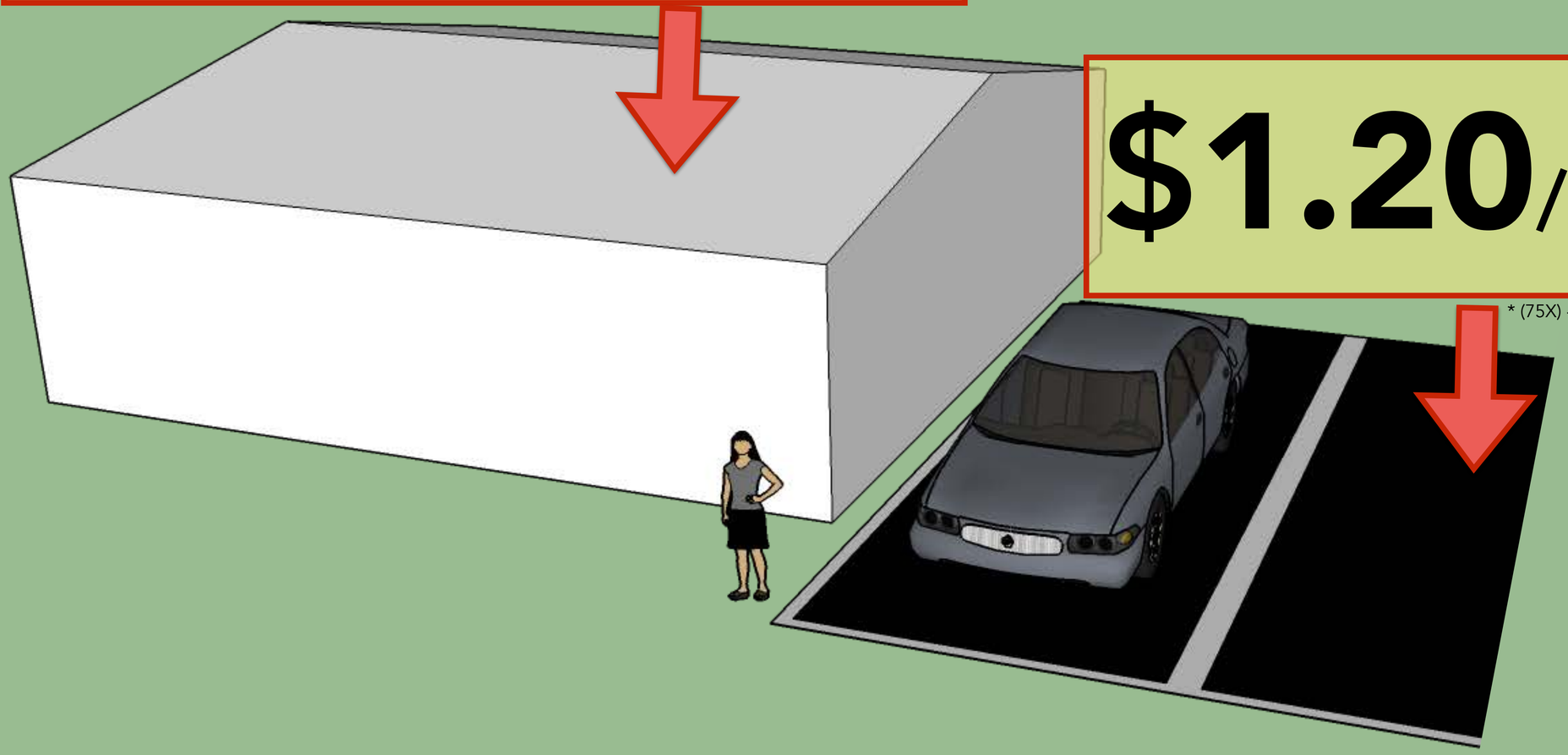

$1.20/square foot*

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

What is Parking?
Measuring Manchester space

URBAN3

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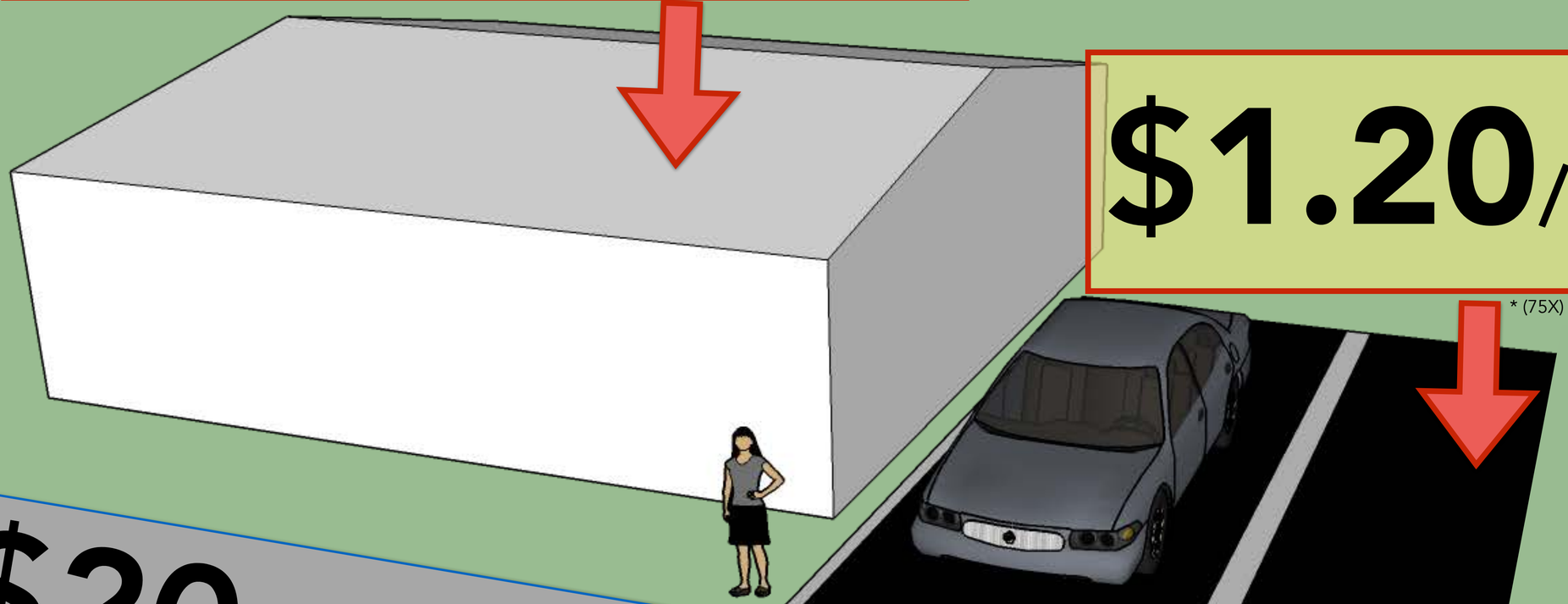

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What is Parking?
Measuring Manchester space

URBAN3

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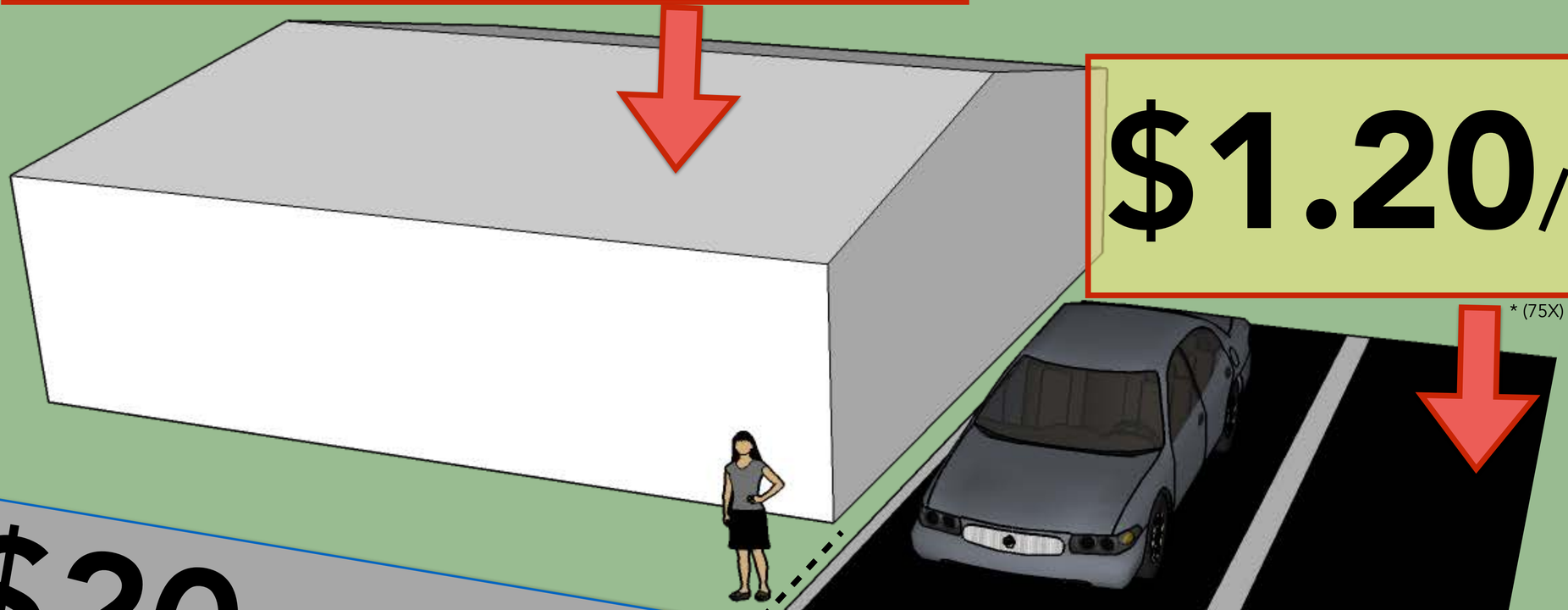

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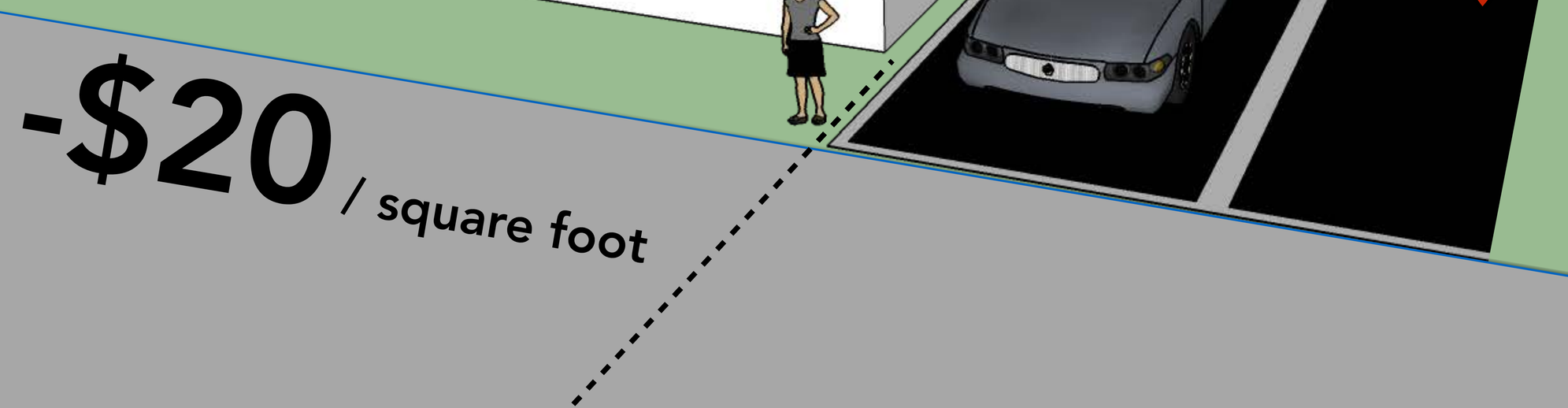

-$20 / square foot

What is Parking?
Measuring Manchester space

URBAN3

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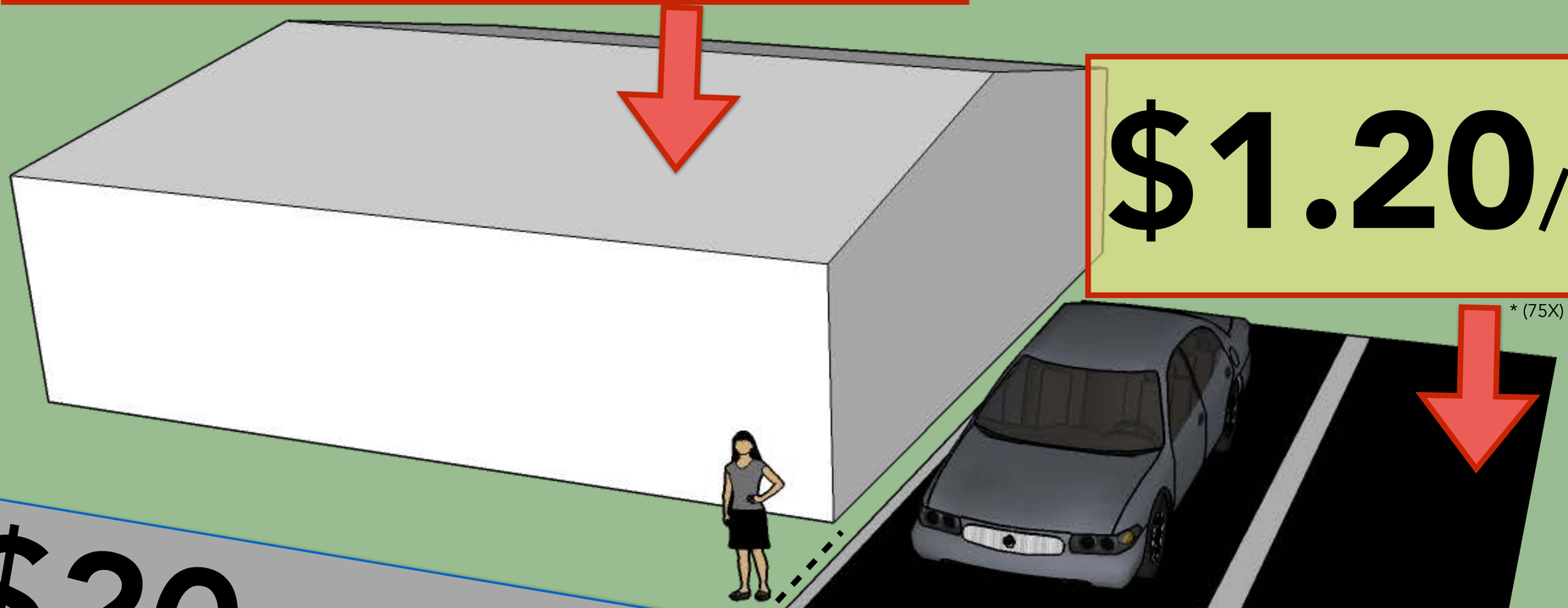

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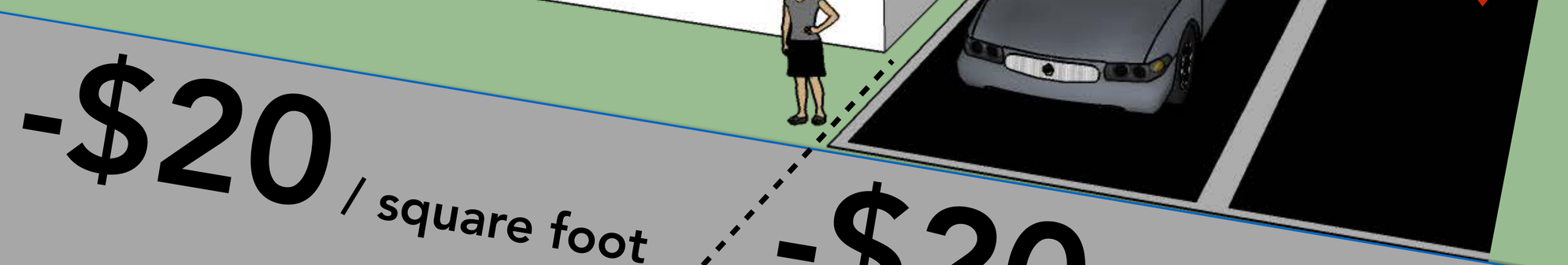

-$20 / square foot

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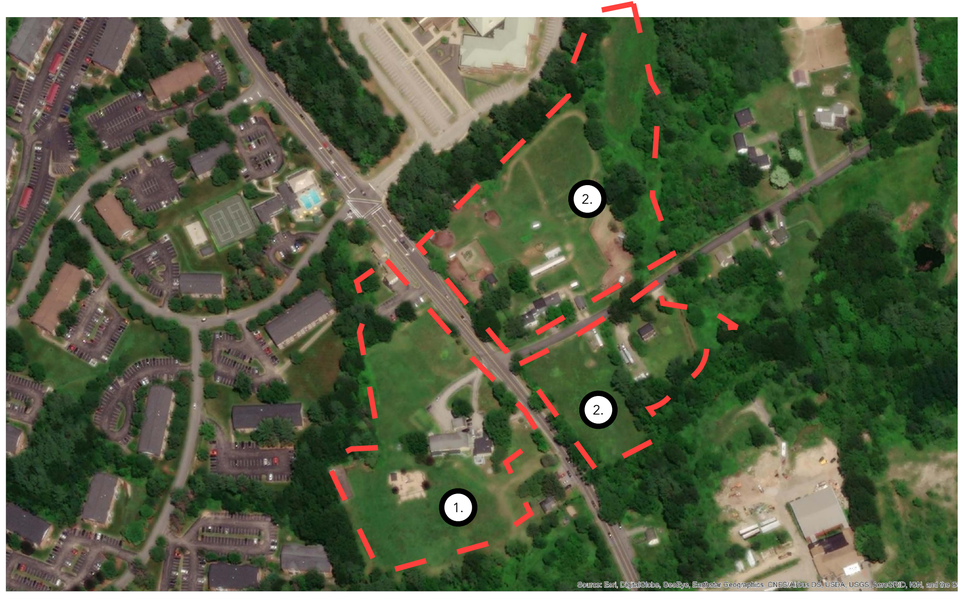


	Siragusa	Butterfield
Building Footprint (Acres)	1.92	2.13
Parking Acres	2.65	5.95
Building:Parking Ratio	1 : 1.4	1 : 2.8
Value Per Acre	**$4.6M**	**$2.5M**

Butterfield

Siragusa

Buildings

Parking

URBAN3

Lesson:

What are you carrying?

URBAN3

Asset Management




Asset Management
Dillard's

Asset Management



Asset Management



Asset Management



Asset Management

$85,000



Asset Management

$85,000

$85,000




Asset Management
$85,000
$85,000
$35,000


Asset Management
$85,000
$85,000
$35,000


Asset Management
$85,000
$85,000
$35,000


Asset Management
15-20 years
$85,000
$85,000
$35,000


Asset Management
In 20 years you'll need another $205,000
Dillard's

Asset Management



Asset Management




Asset Management
+$$
+$$
+$$
+$$
+$$
+$$
-$
-$

Asset Management

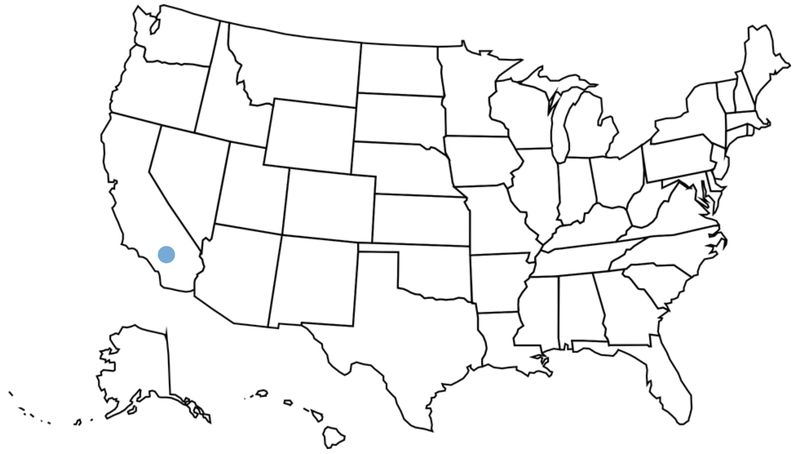


Asset Management



Asset Management





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

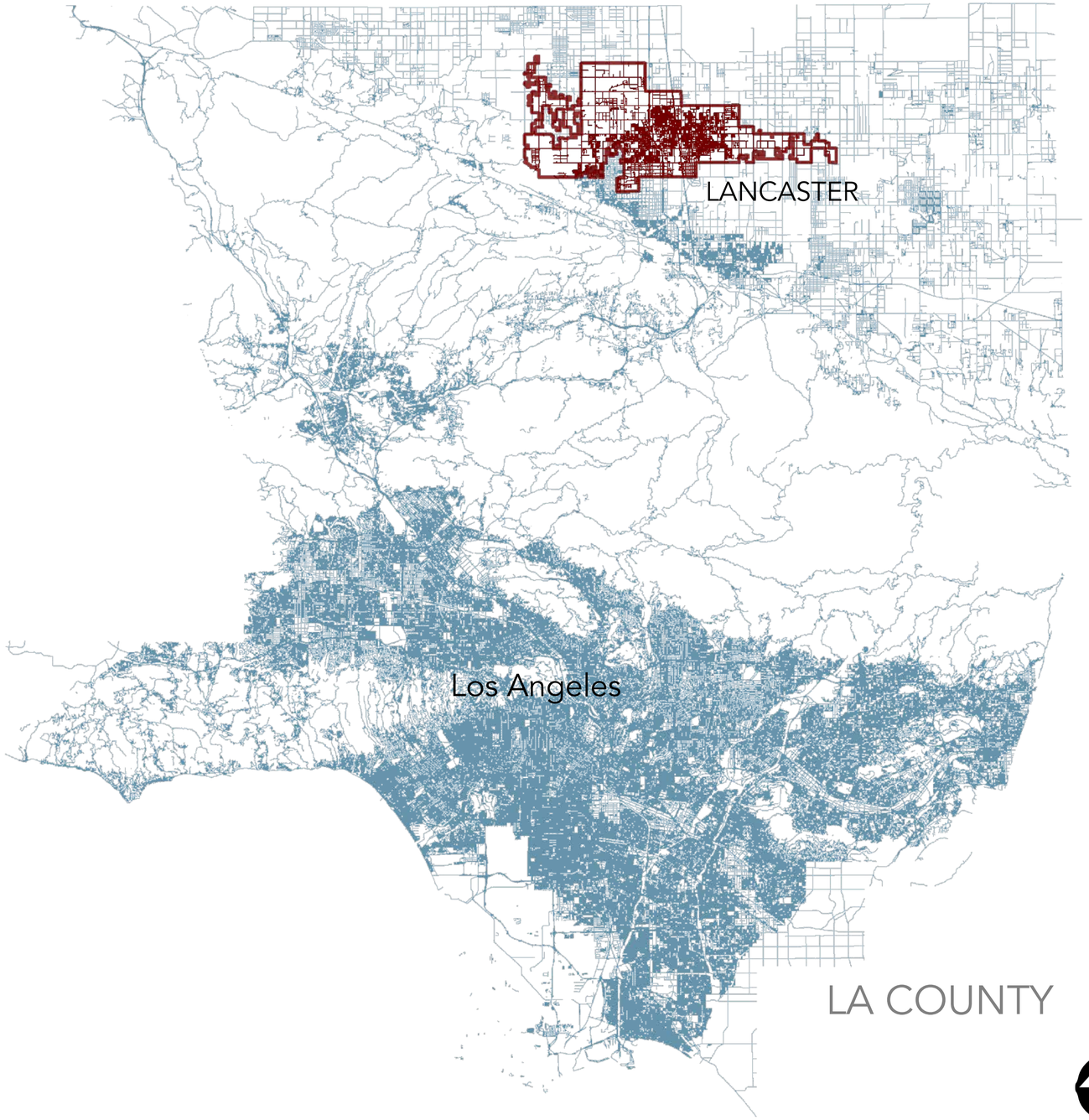
Lancaster, California

URBAN3

URBAN3

Paved Roads

City of Lancaster, CA

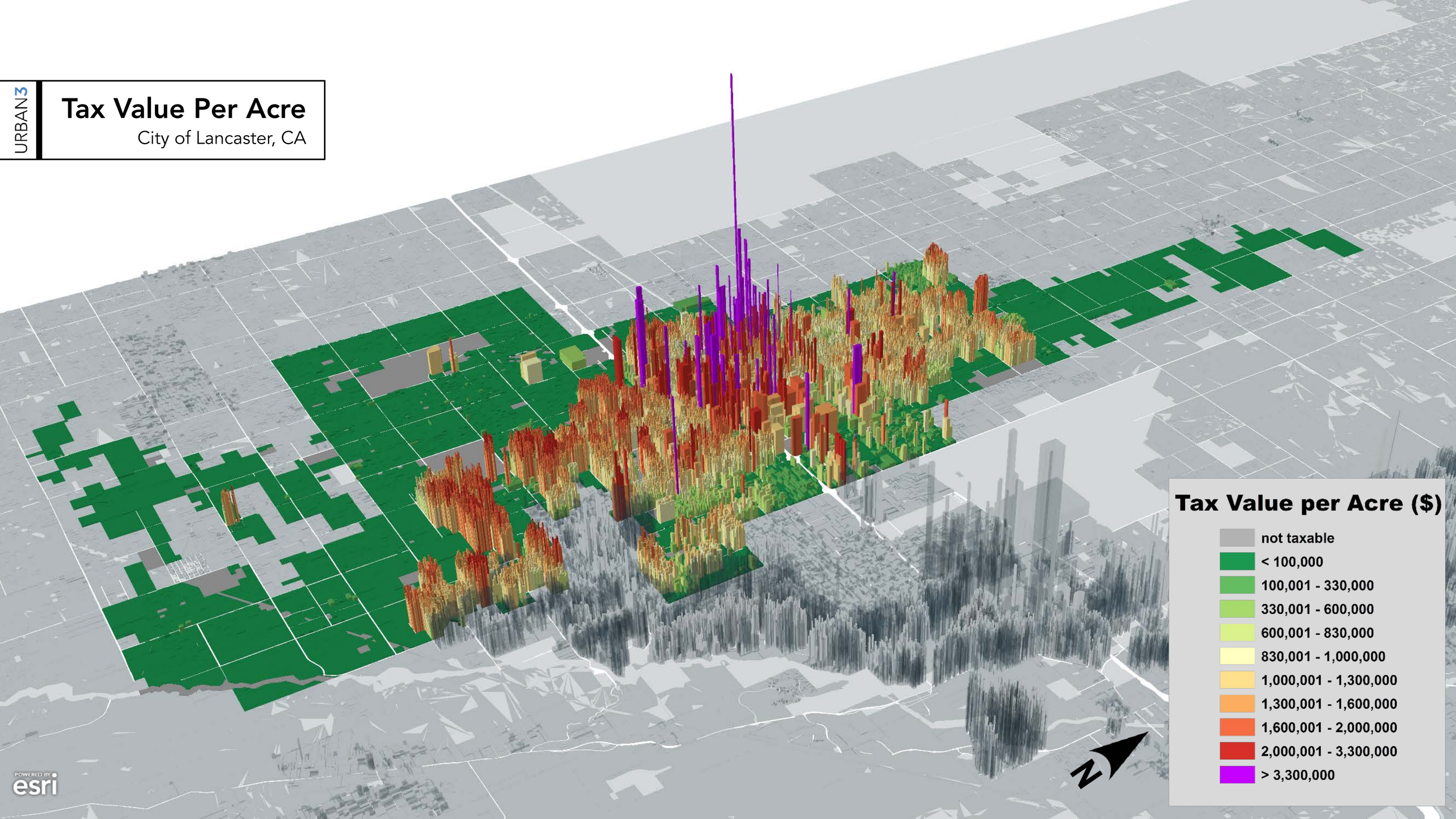


LANCASTER:

URBAN3

Tax Value Per Acre

City of Lancaster, CA

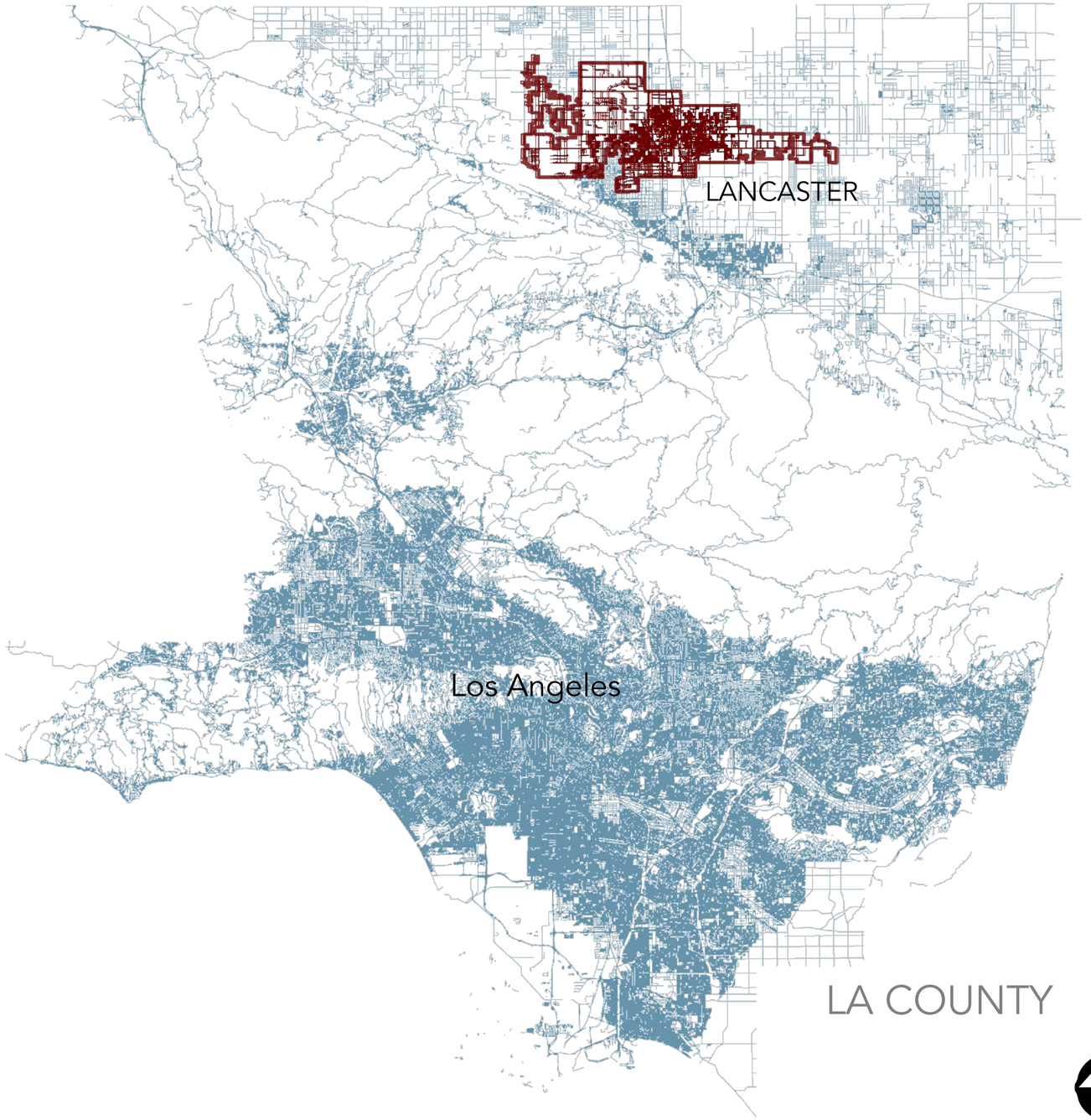


POWERED BY esri

URBAN3

Paved Roads

City of Lancaster, CA

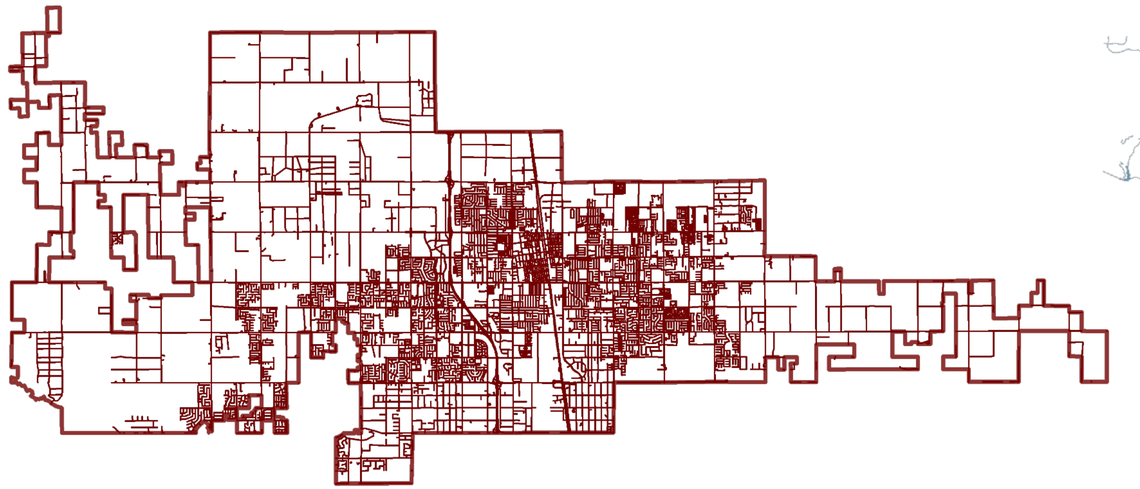


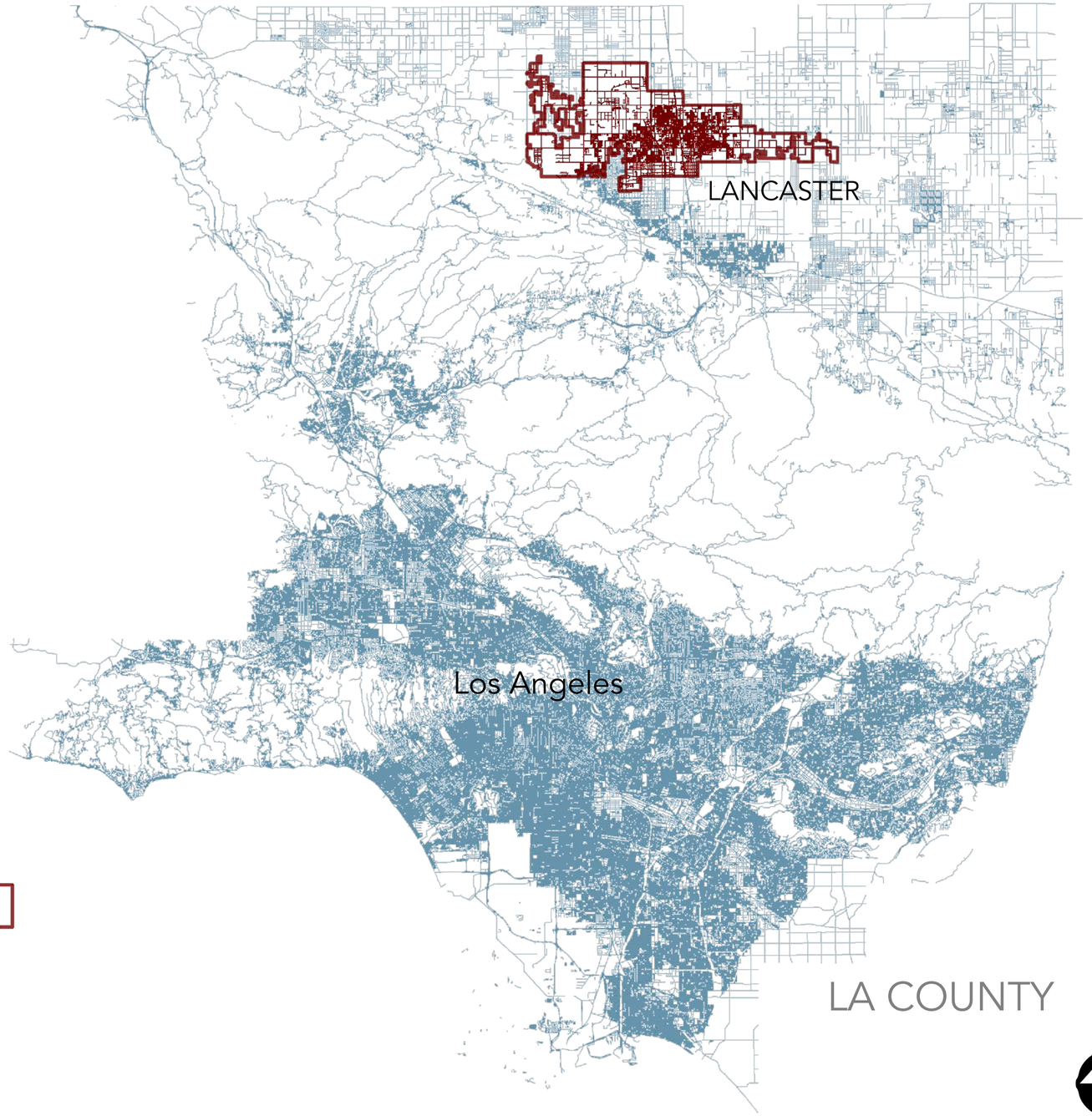
LANCASTER:

URBAN3

Paved Roads

City of Lancaster, CA



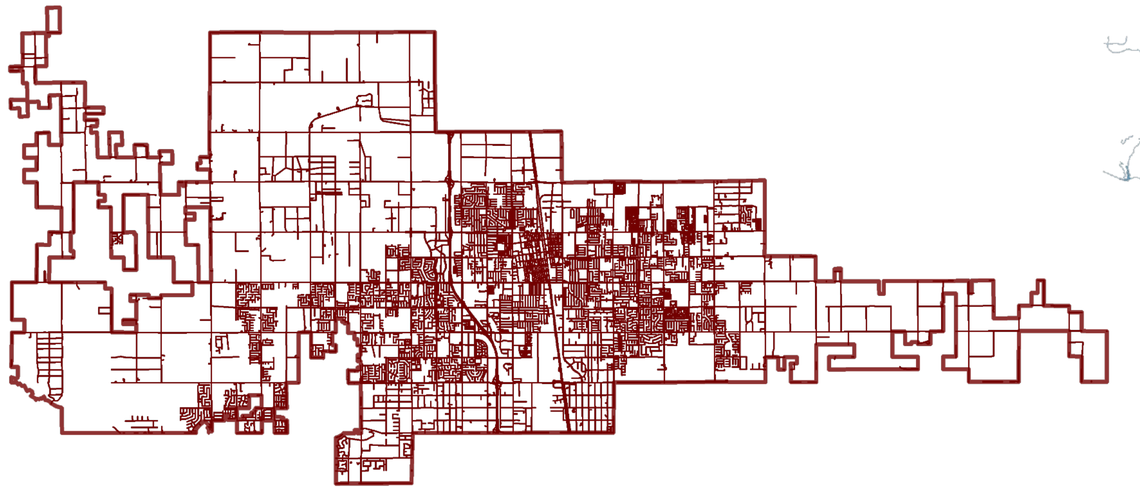


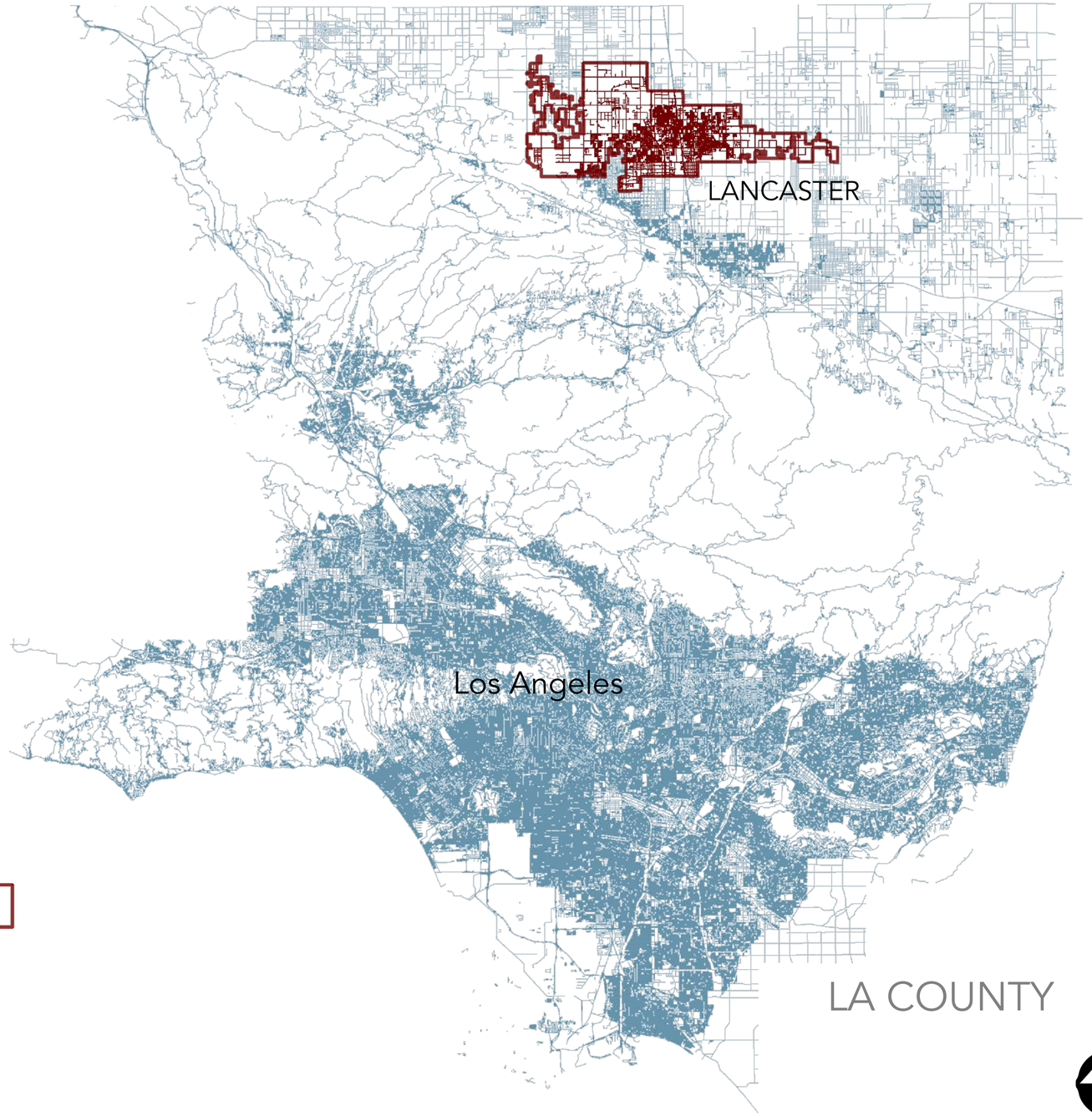
LANCASTER:

URBAN3

Paved Roads

City of Lancaster, CA





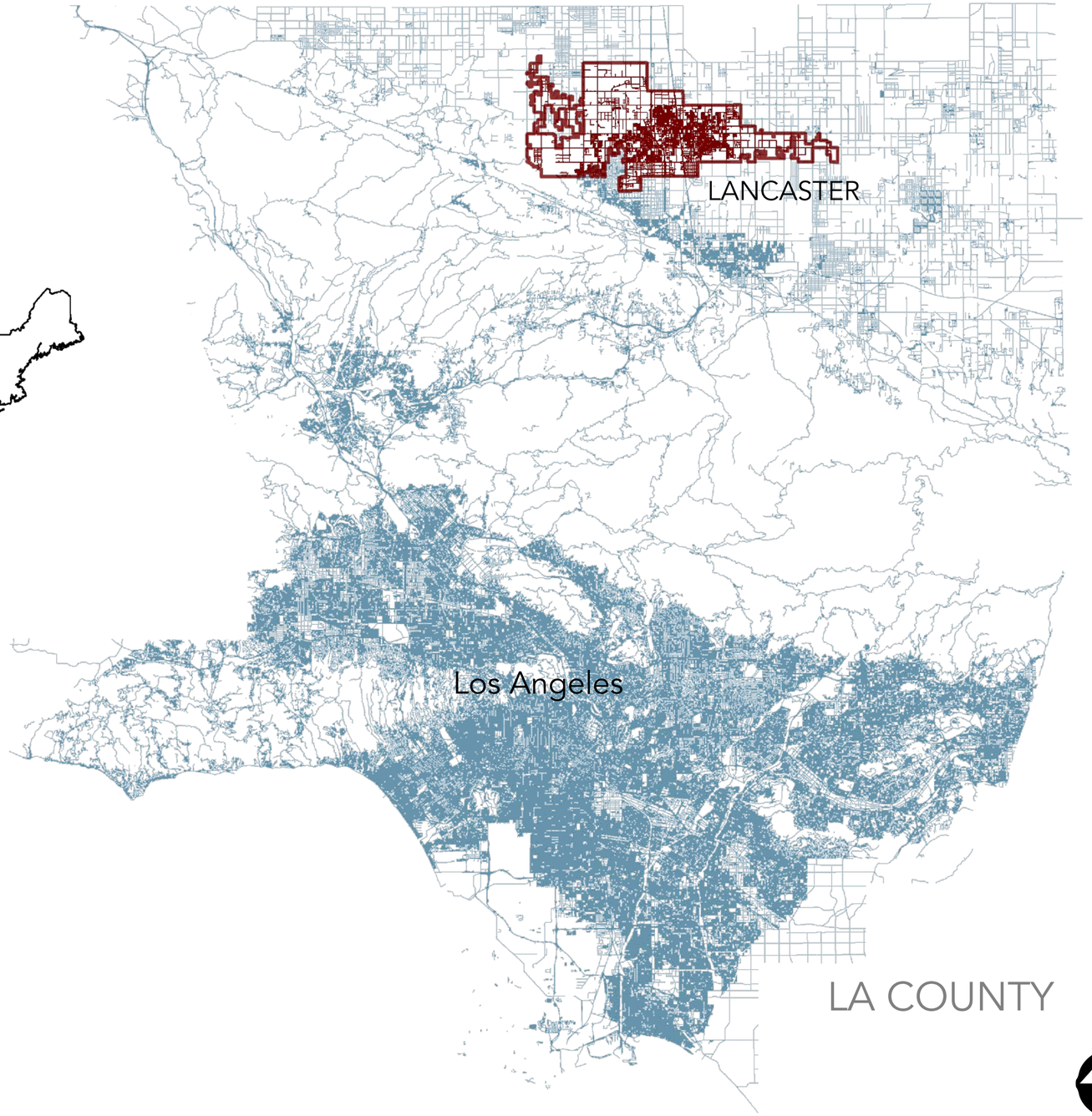
LANCASTER: 953 MILES

URBAN3

Paved Roads

City of Lancaster, CA



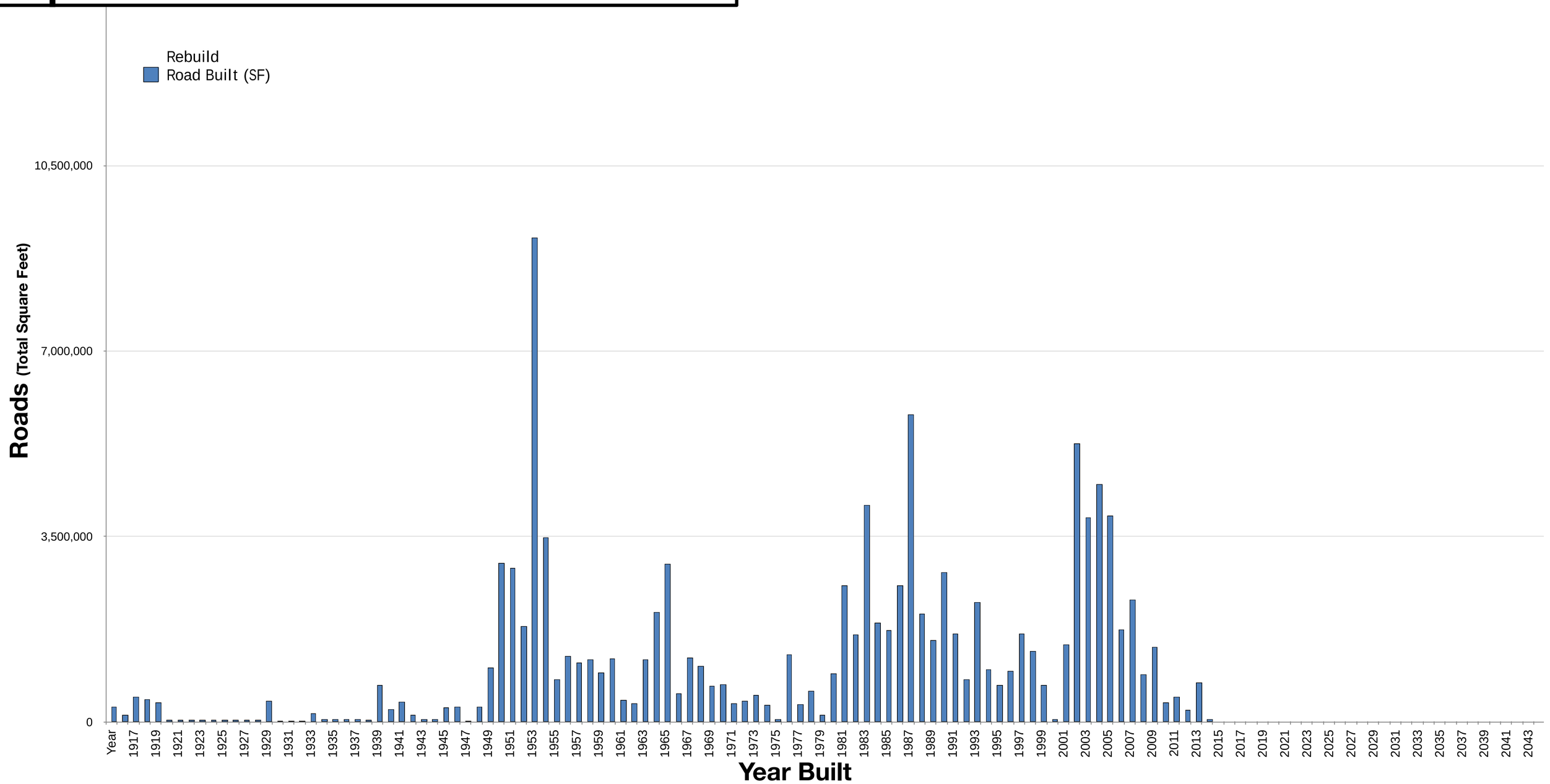


LANCASTER: 953 MILES

URBAN3

Road Construction and Reconstruction

Lancaster, CA



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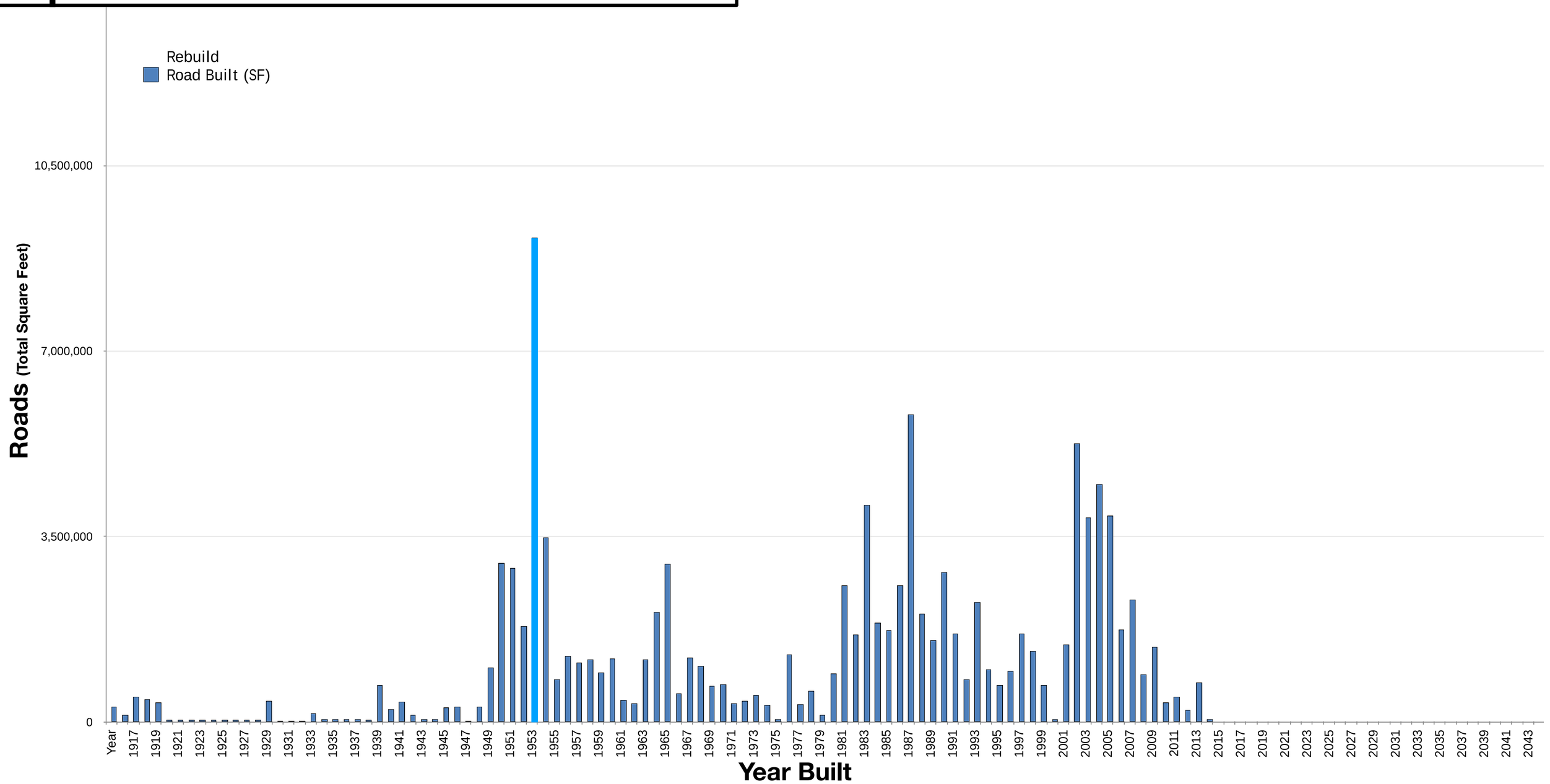
Road Construction and Reconstruction

Lancaster, CA



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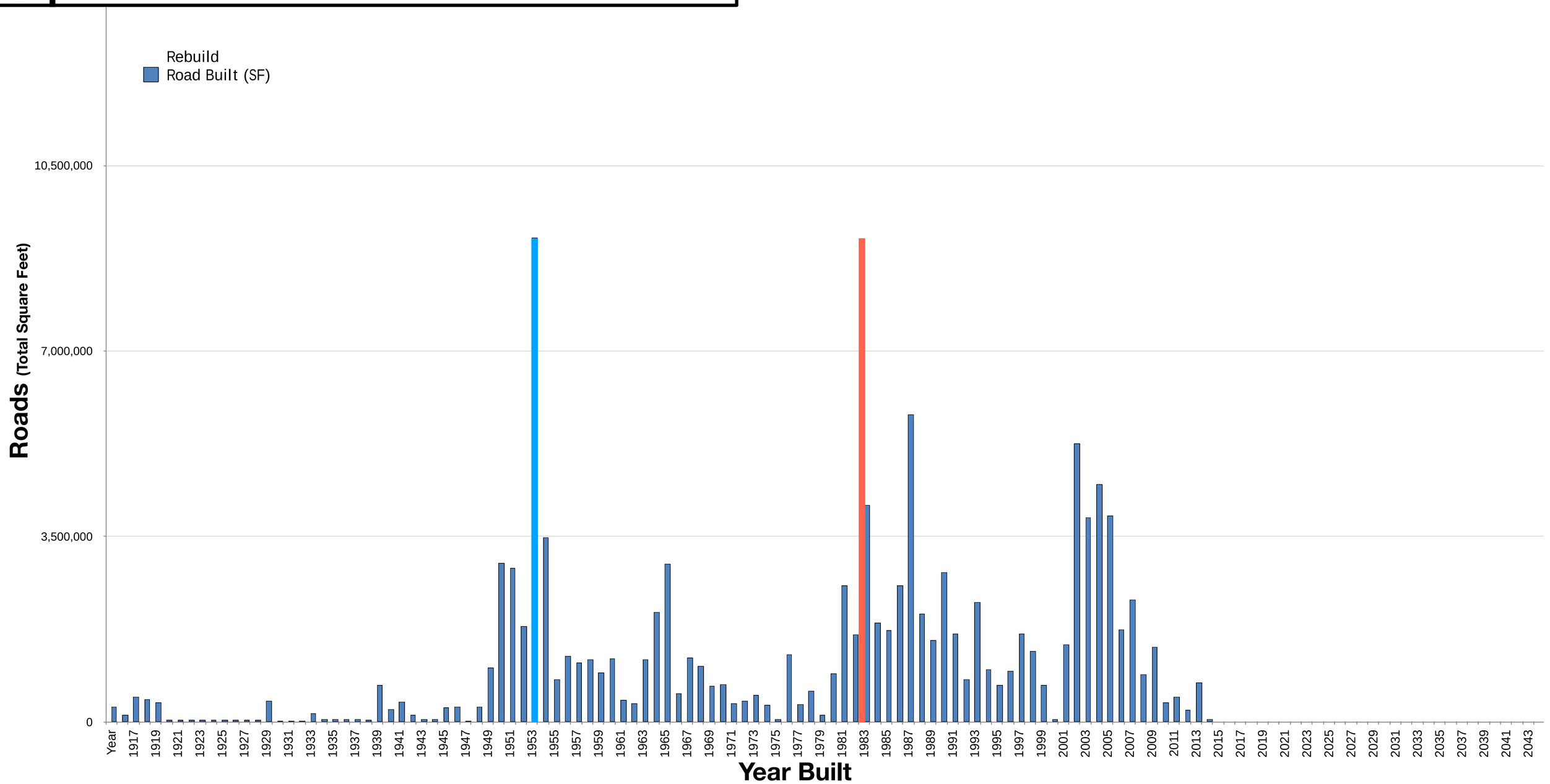
Lancaster, CA



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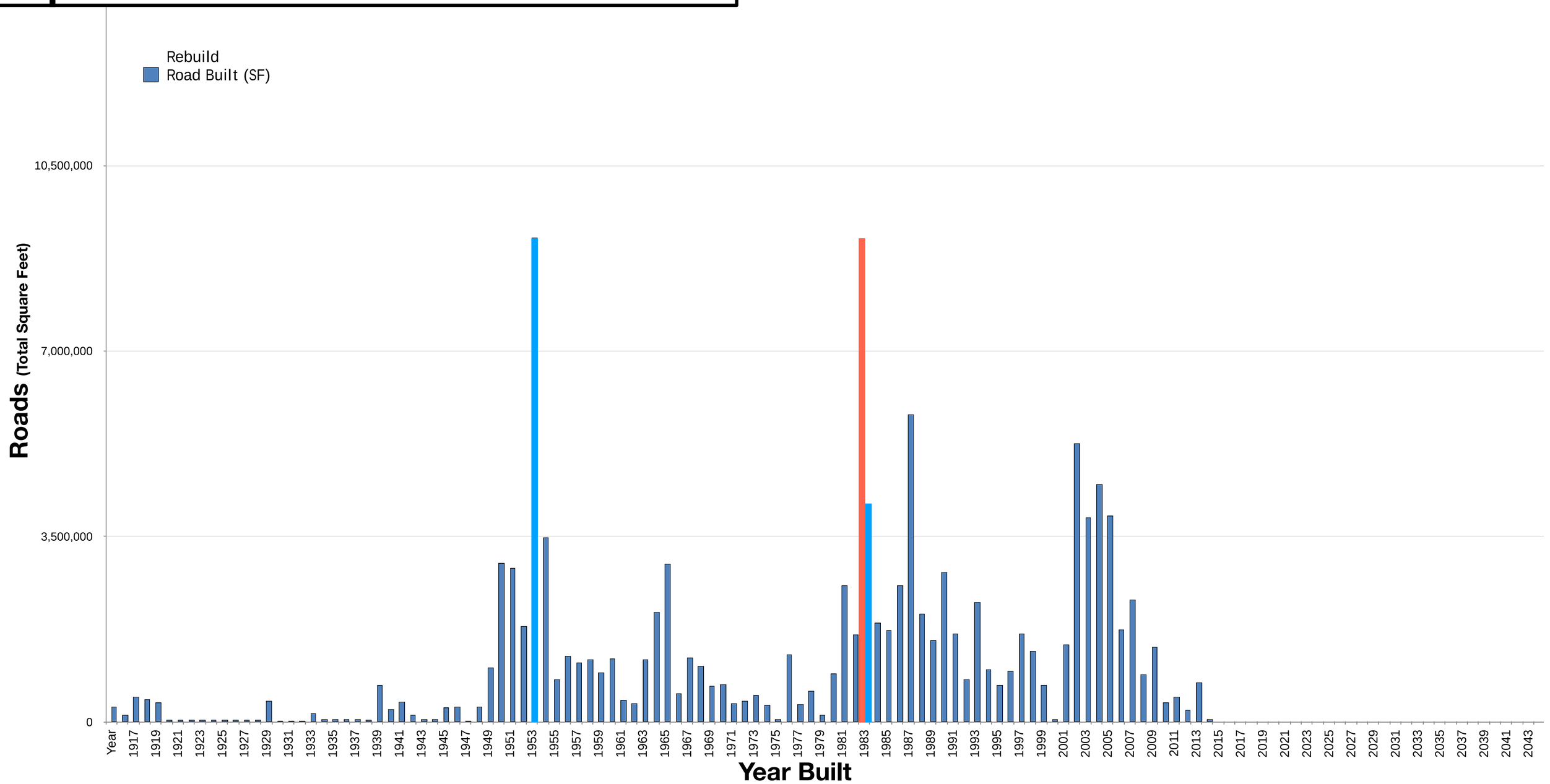

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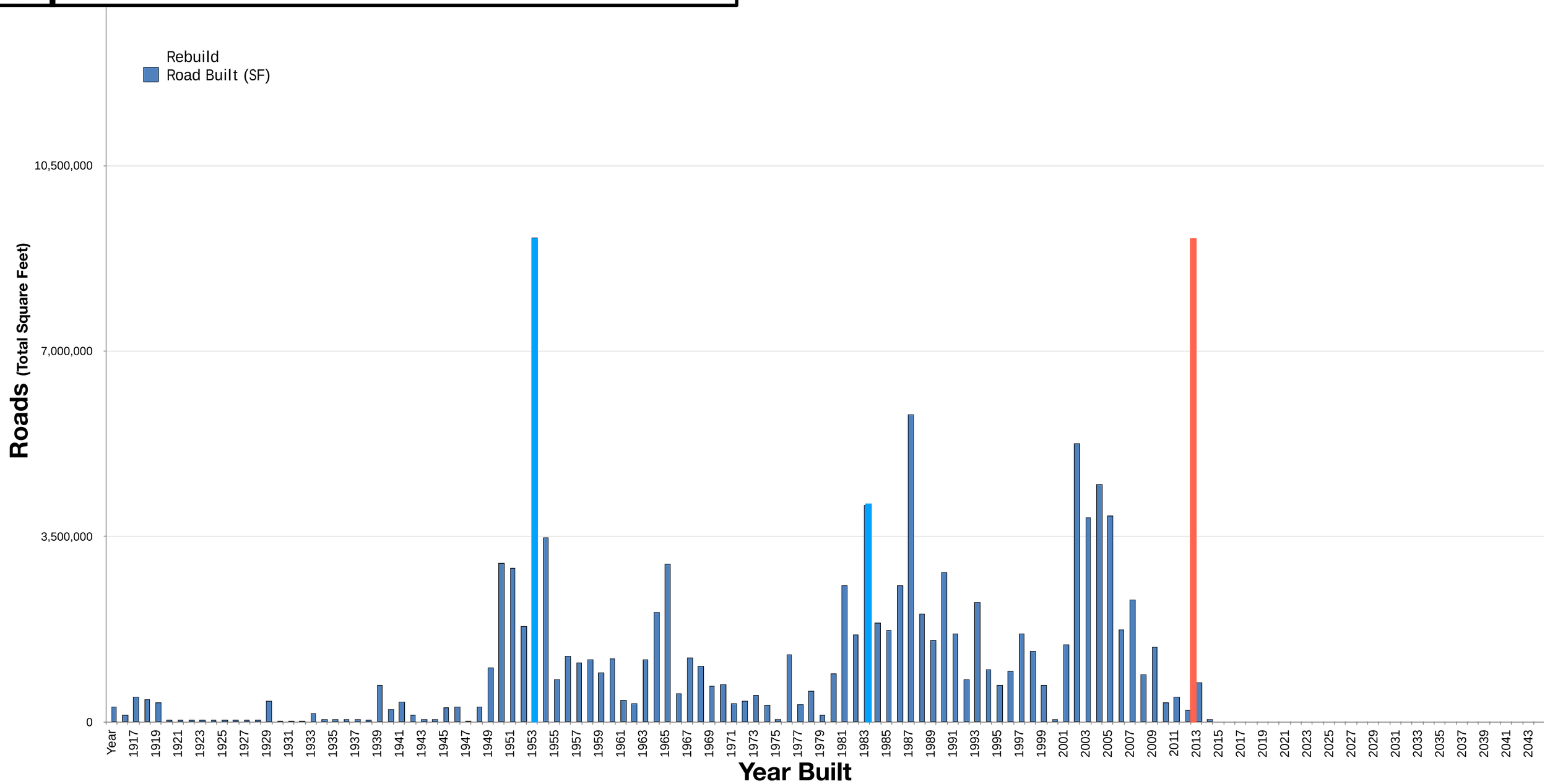

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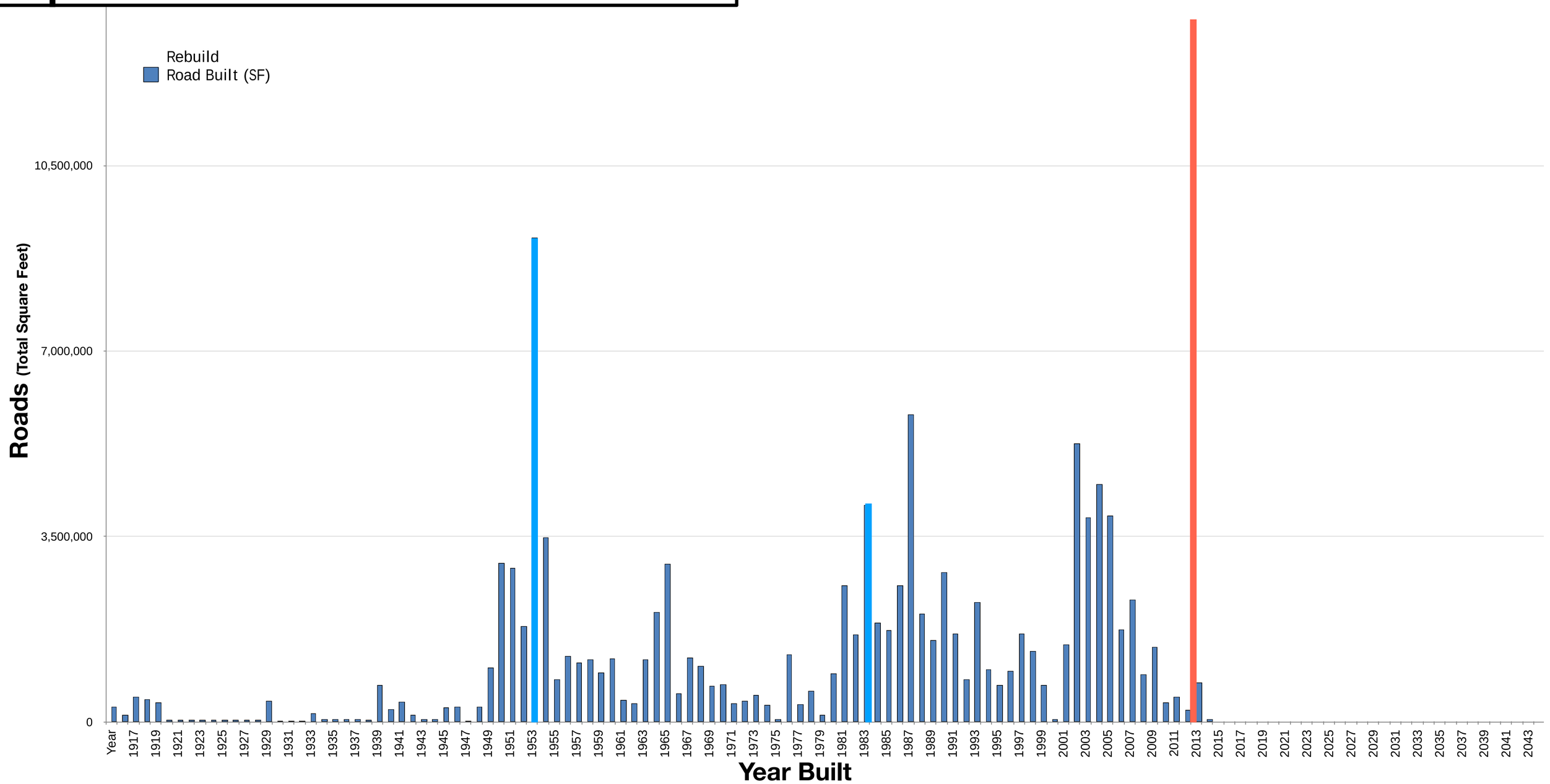

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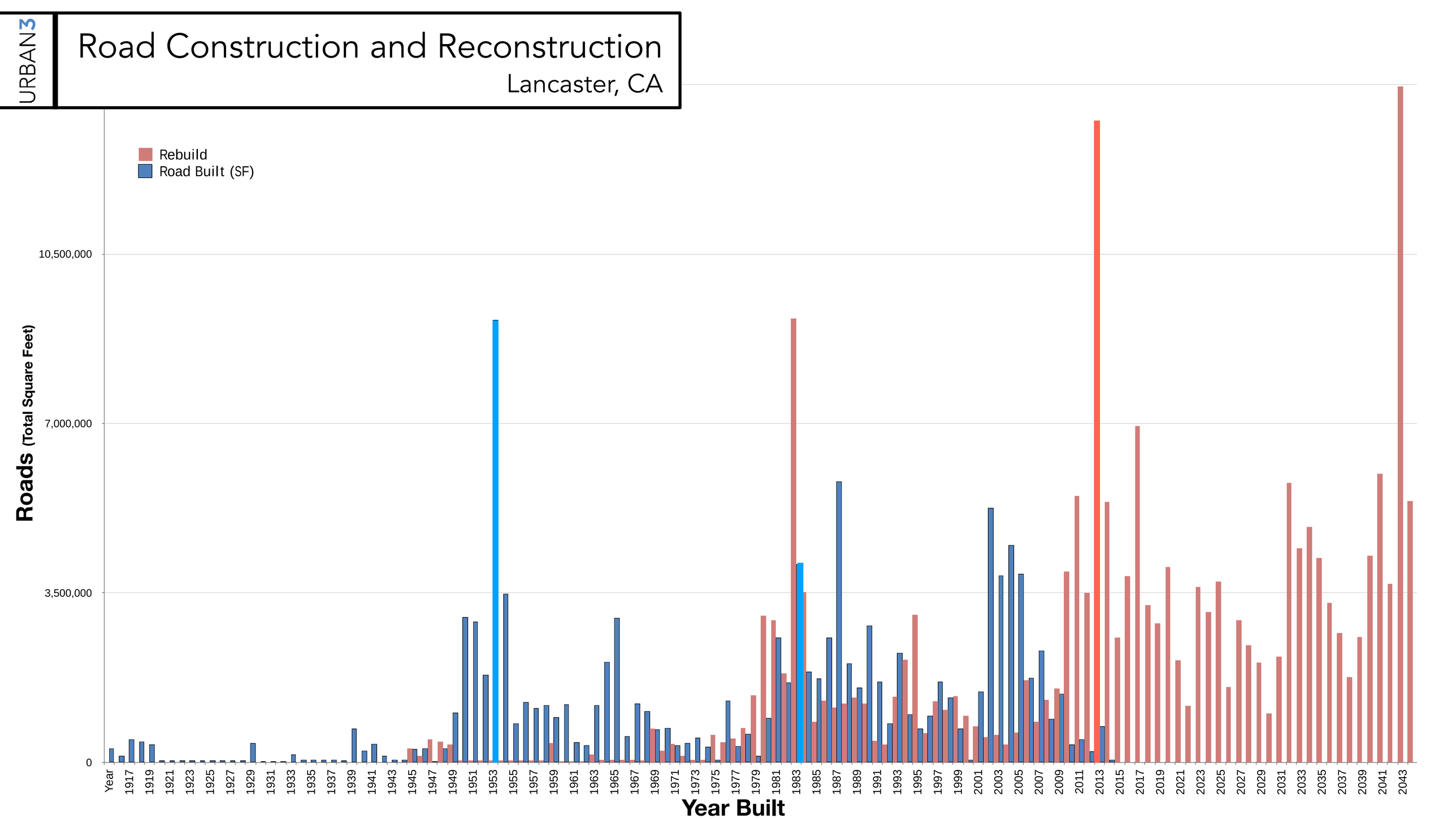

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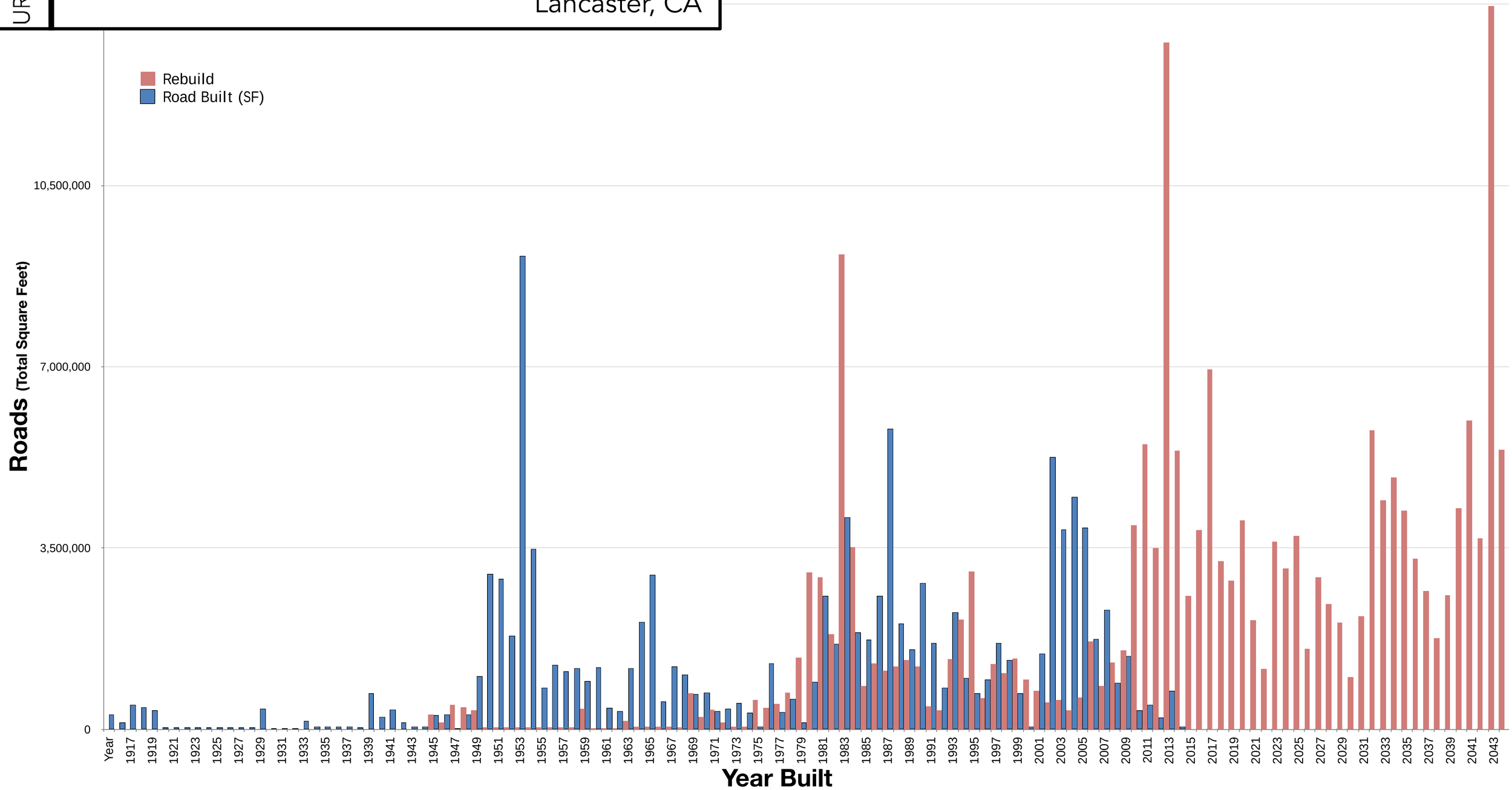

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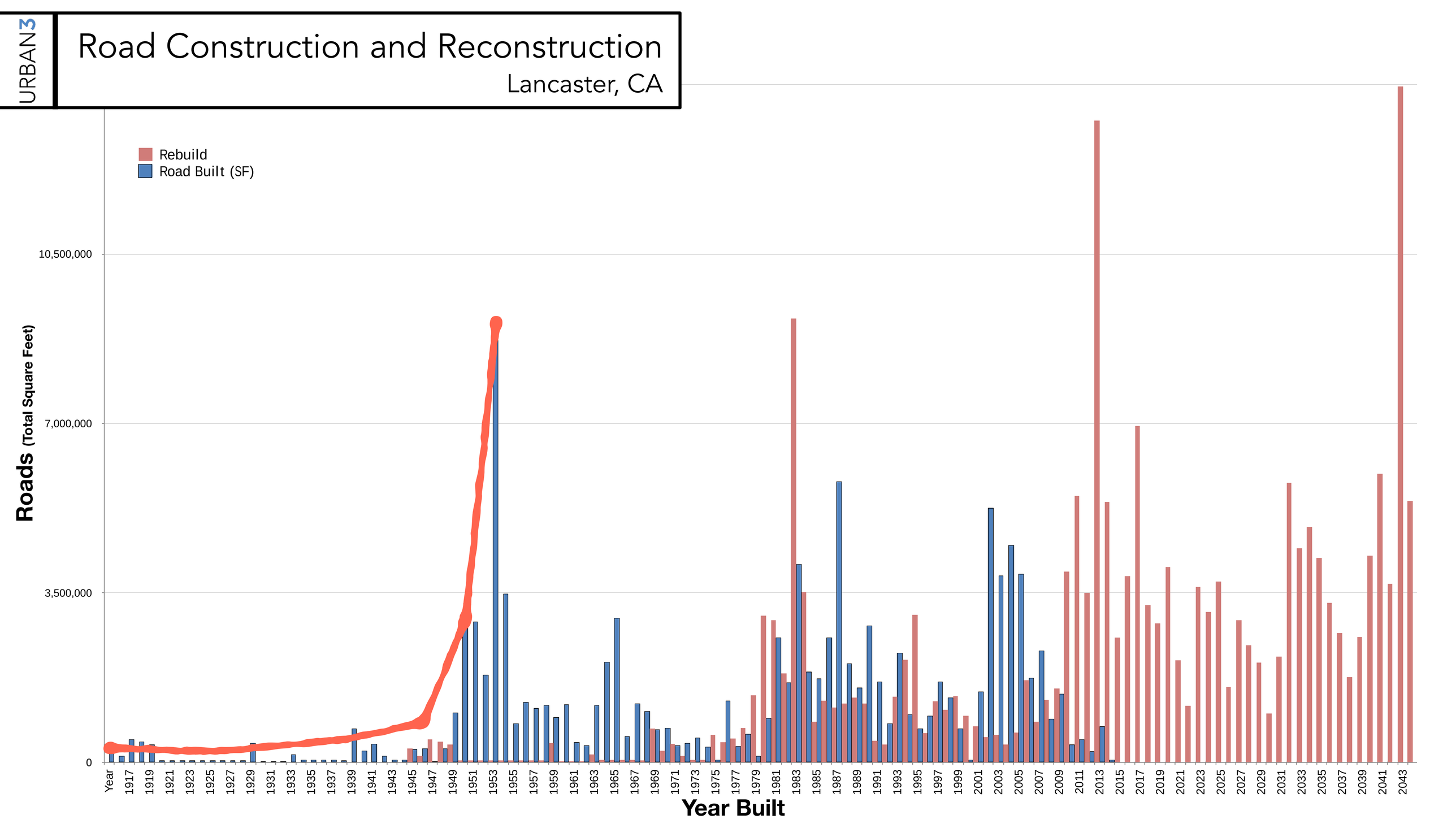

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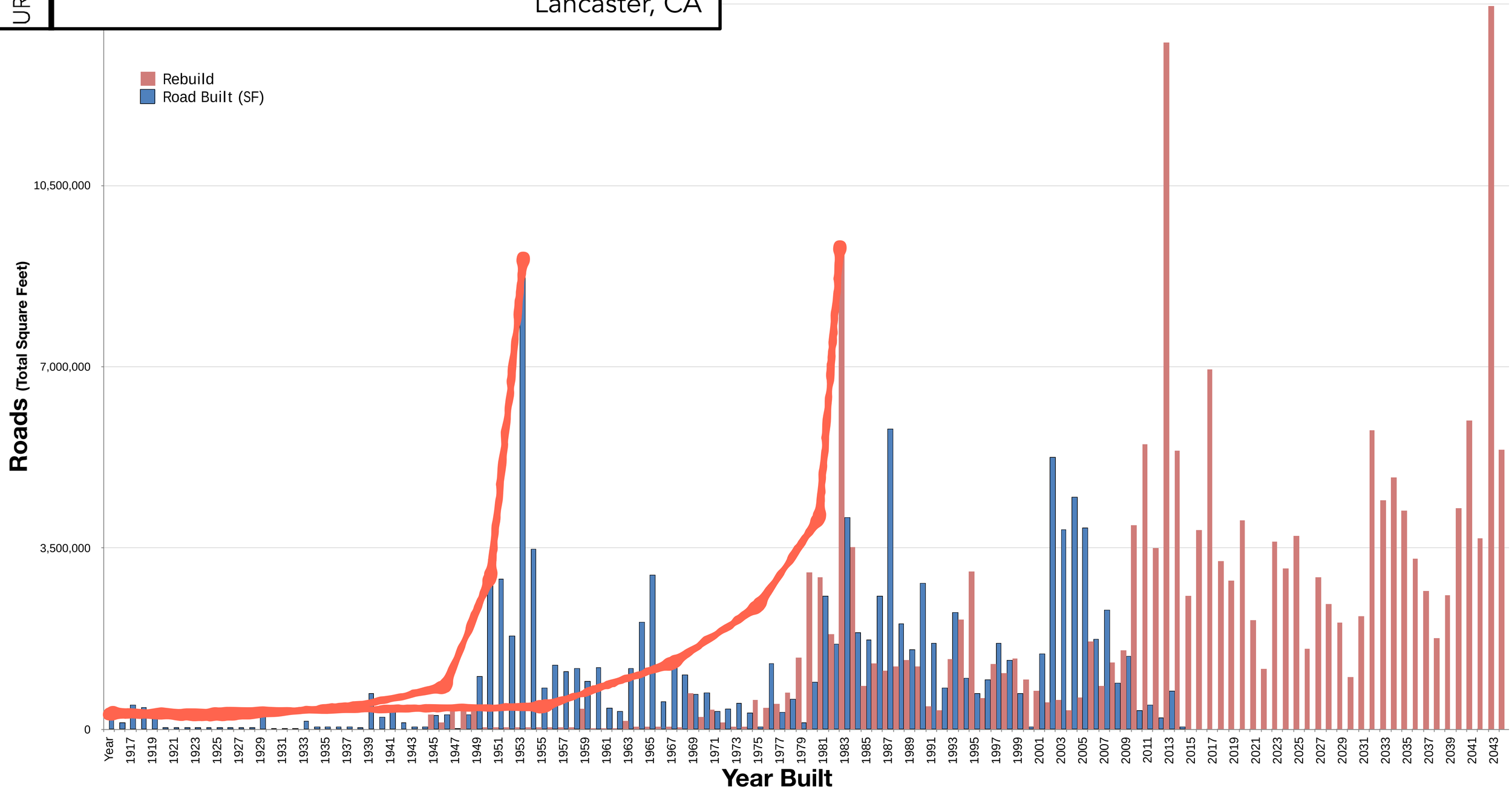

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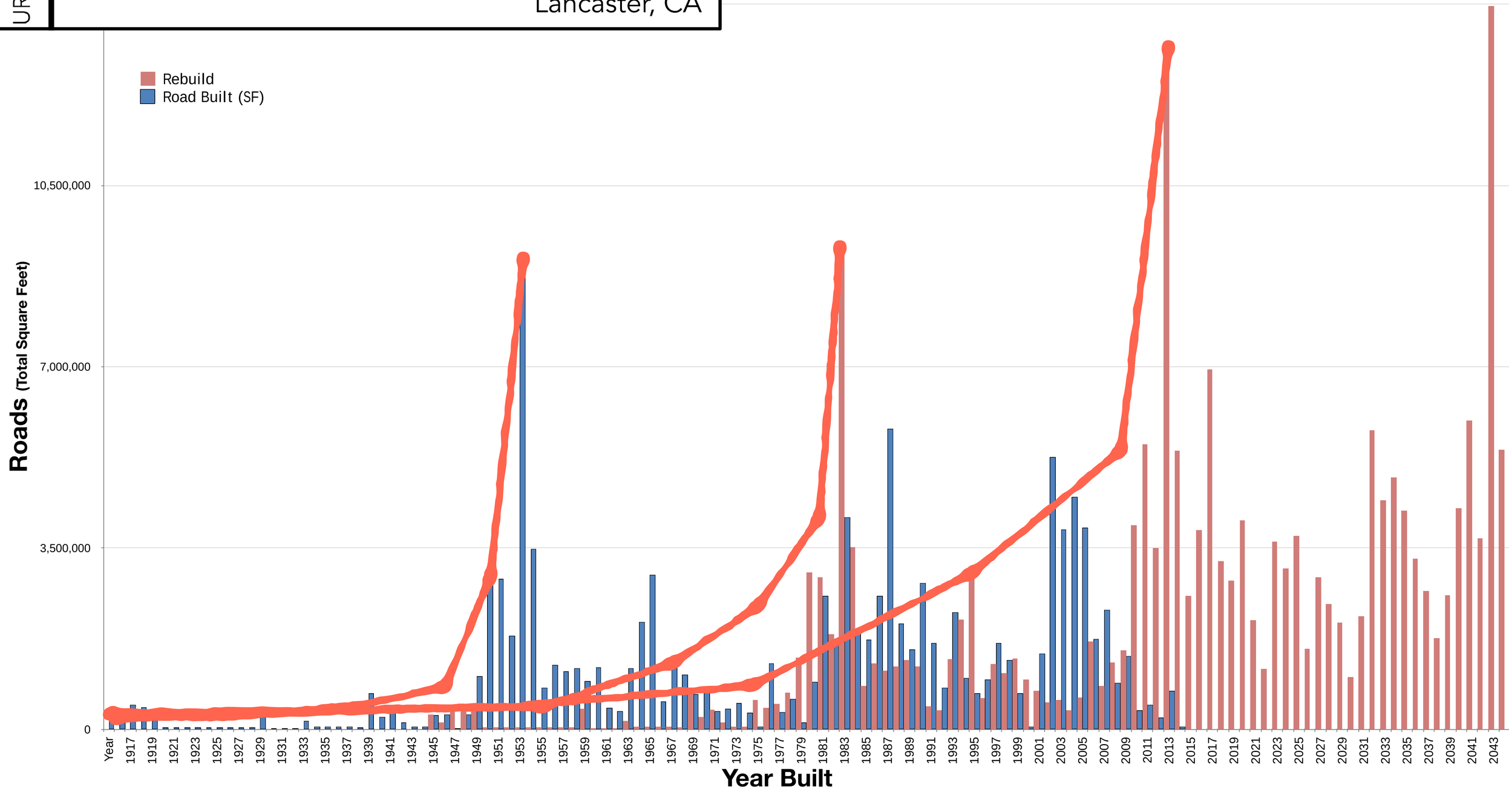
Road Construction and Reconstruction

Lancaster, CA



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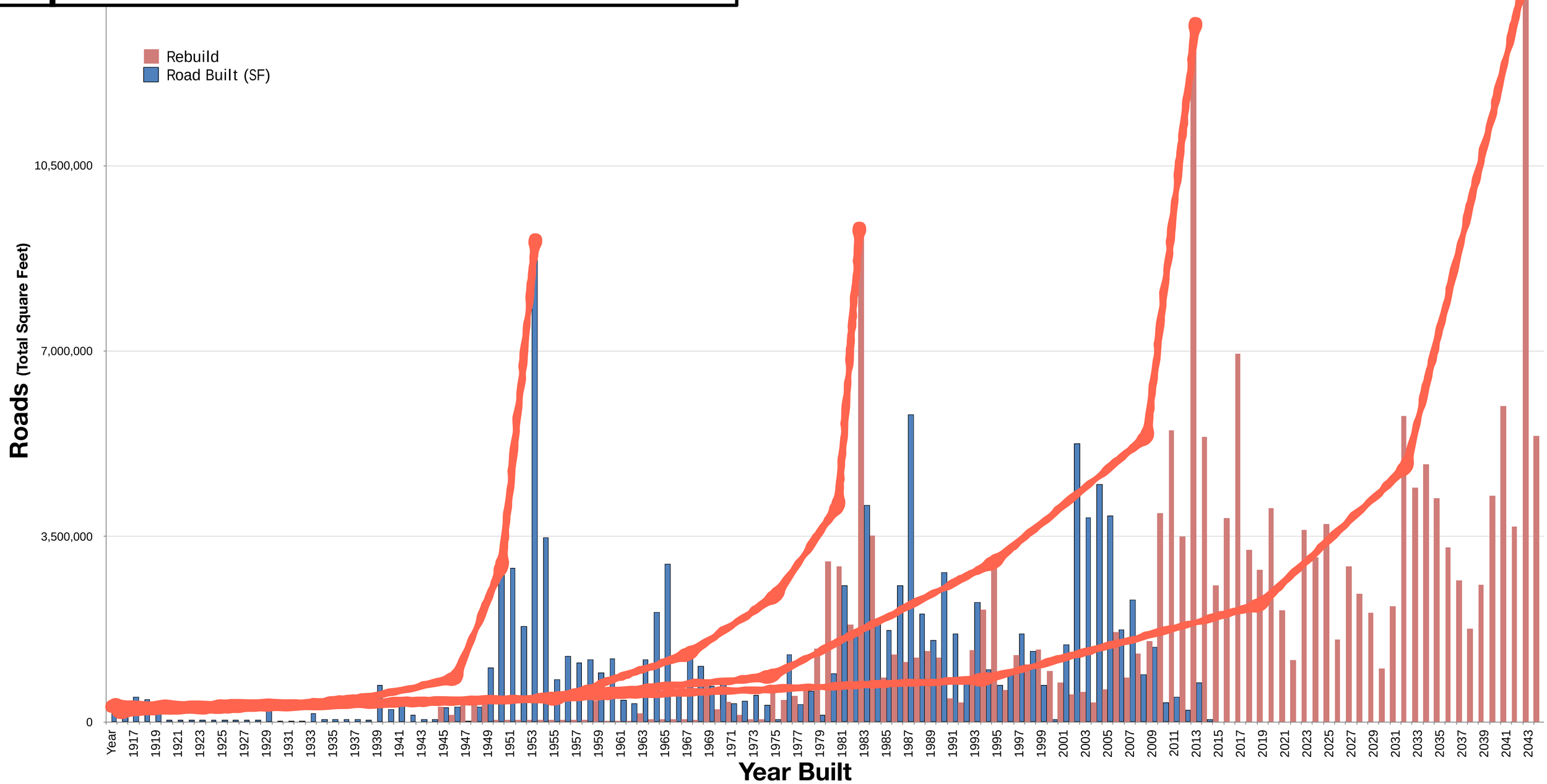
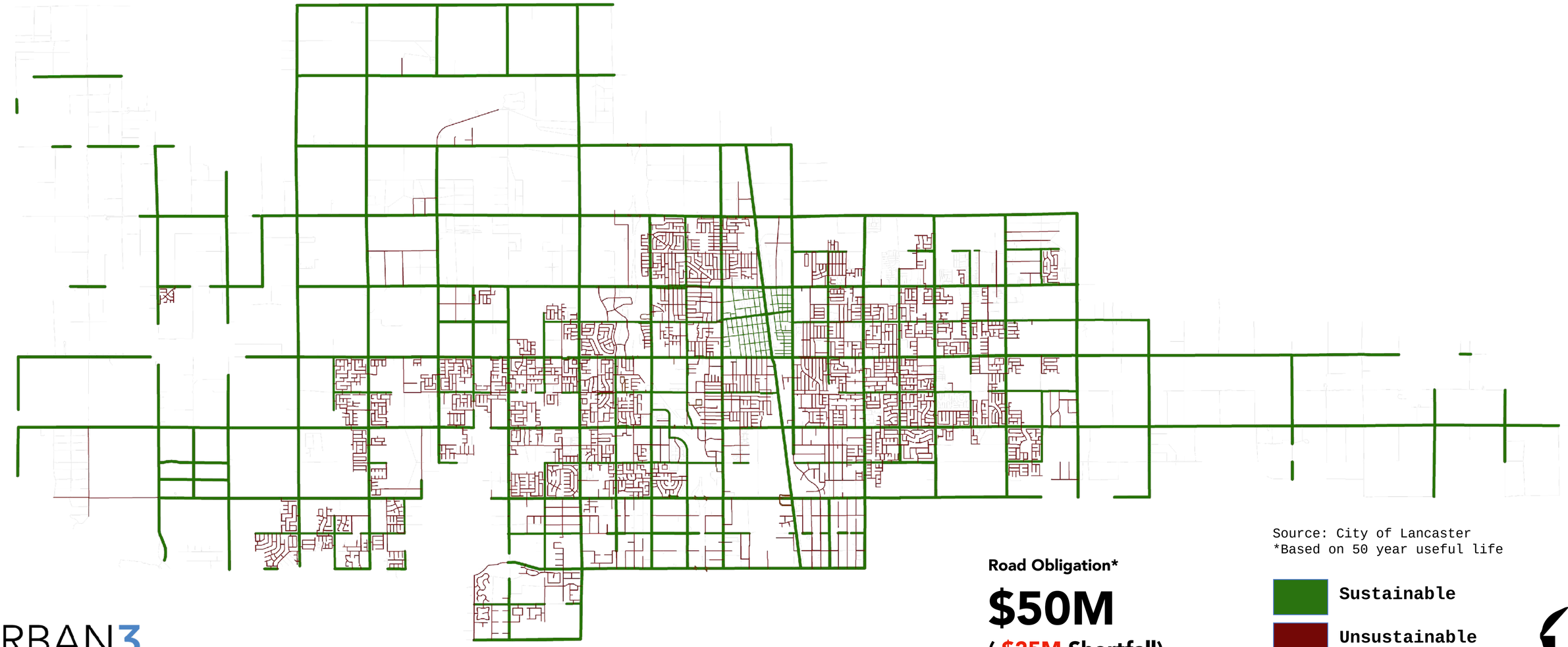
Road Construction and Reconstruction

Lancaster, CA



What Roads Can You Sustain?

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



Source: City of Lancaster
*Based on 50 year useful life

Road Obligation*

$50M

(-$25M Shortfall)

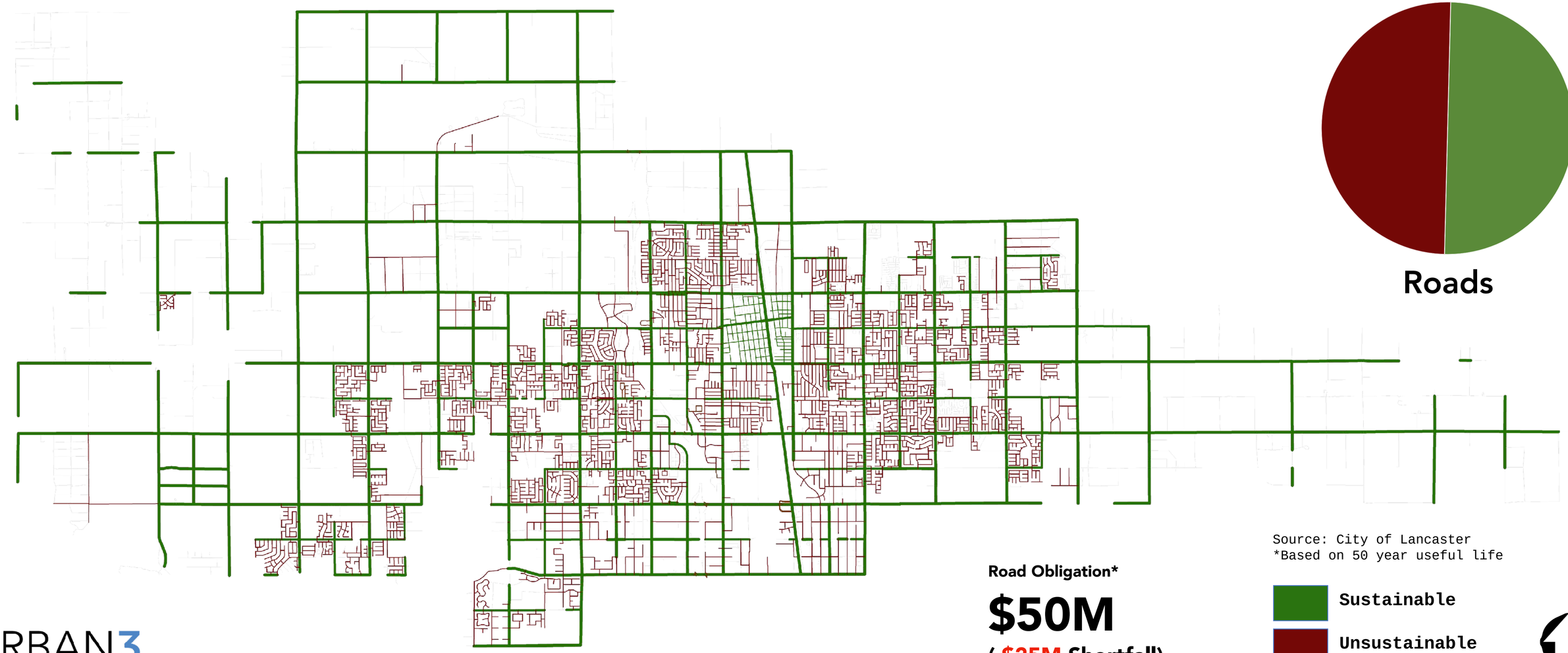
Sustainable

Unsustainable

URBAN3

What Roads Can You Sustain?

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



Roads

Source: City of Lancaster
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Road Obligation*

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Sustainable

Unsustainable

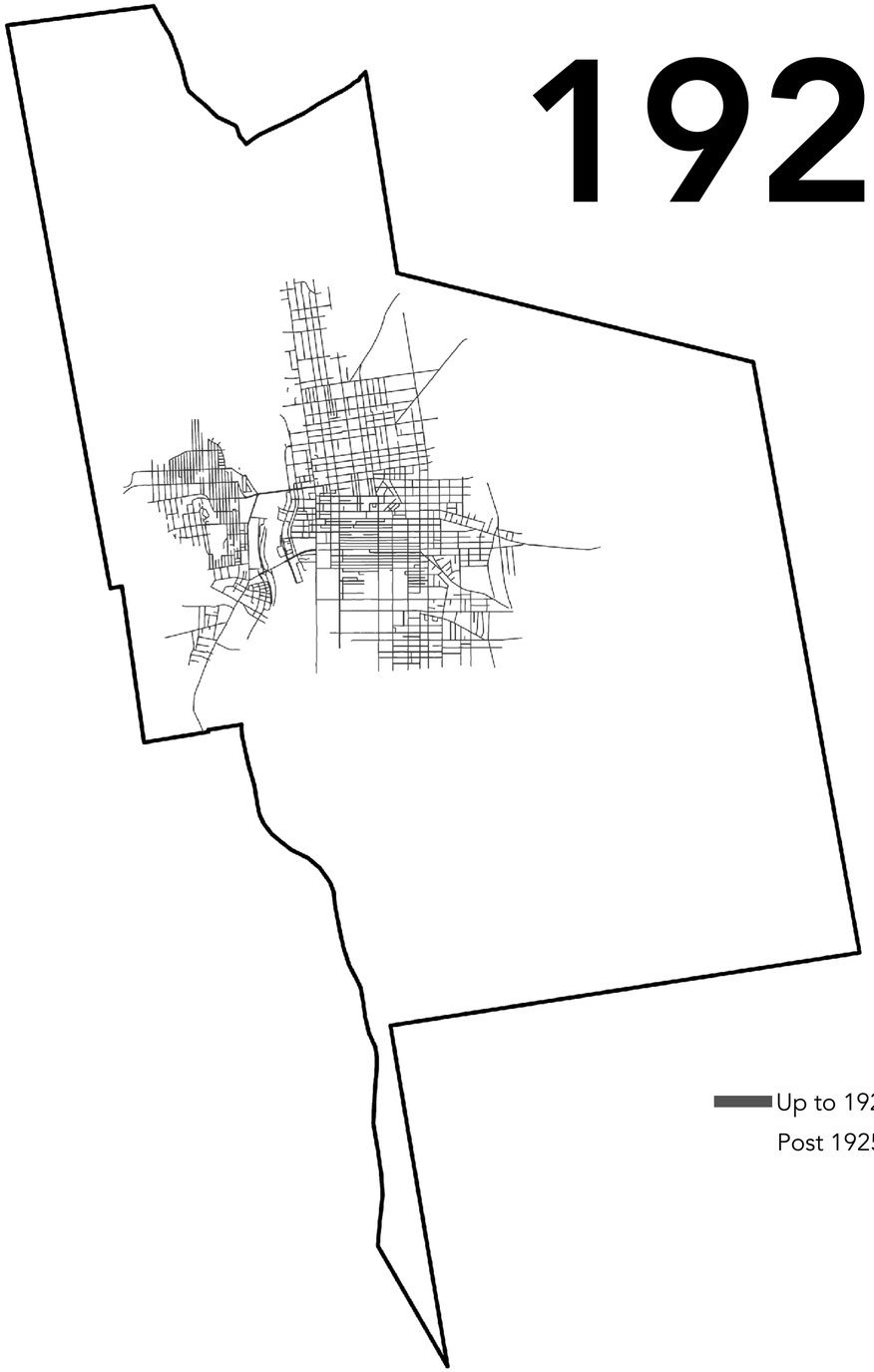
URBAN3

URBAN3

Roads over Time

Manchester, NH

77,000 people



*Road centerline miles

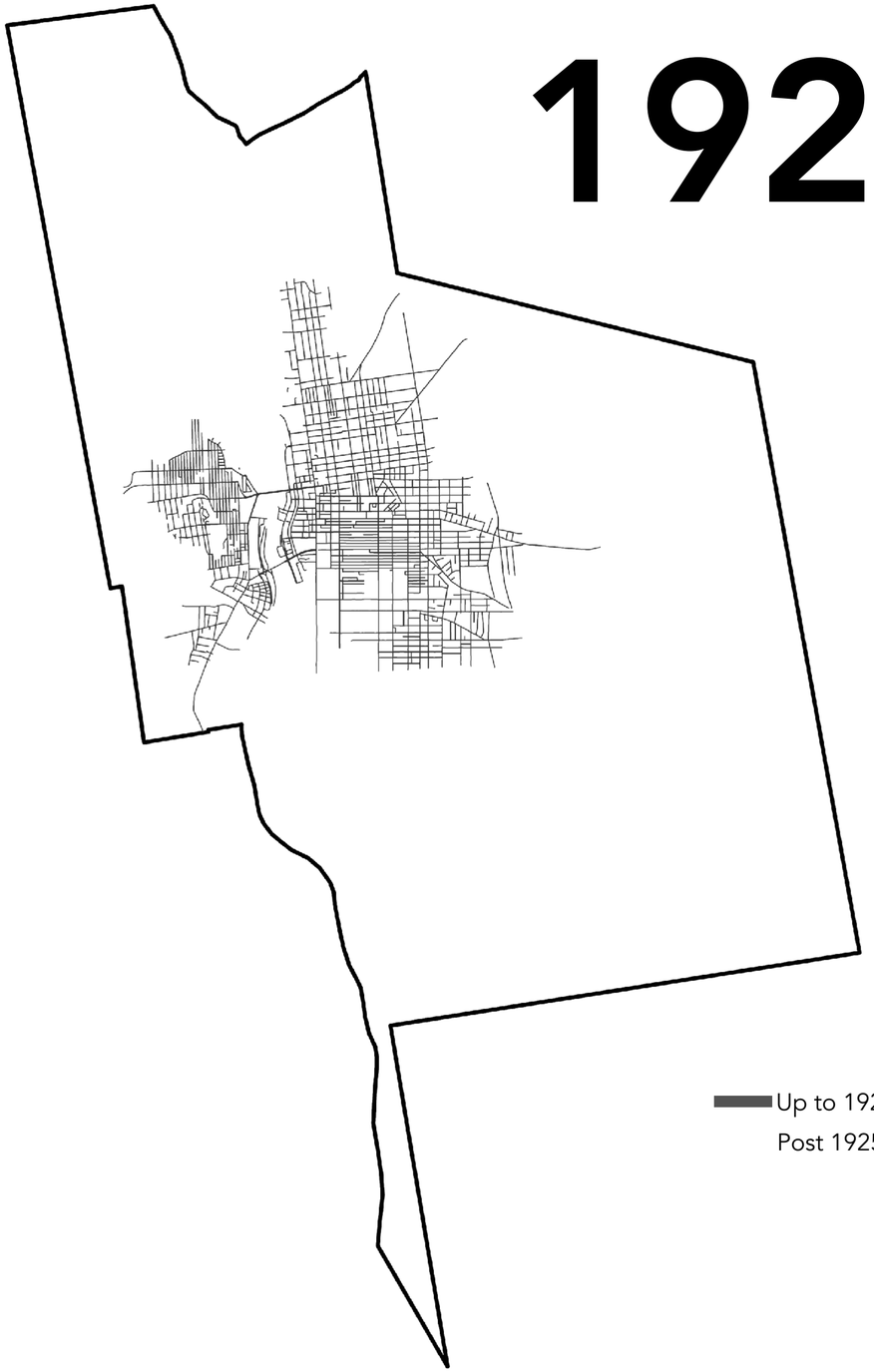
URBAN3

Roads over Time

Manchester, NH

77,000 people

140 miles* of road



*Road centerline miles

URBAN3

Roads over Time

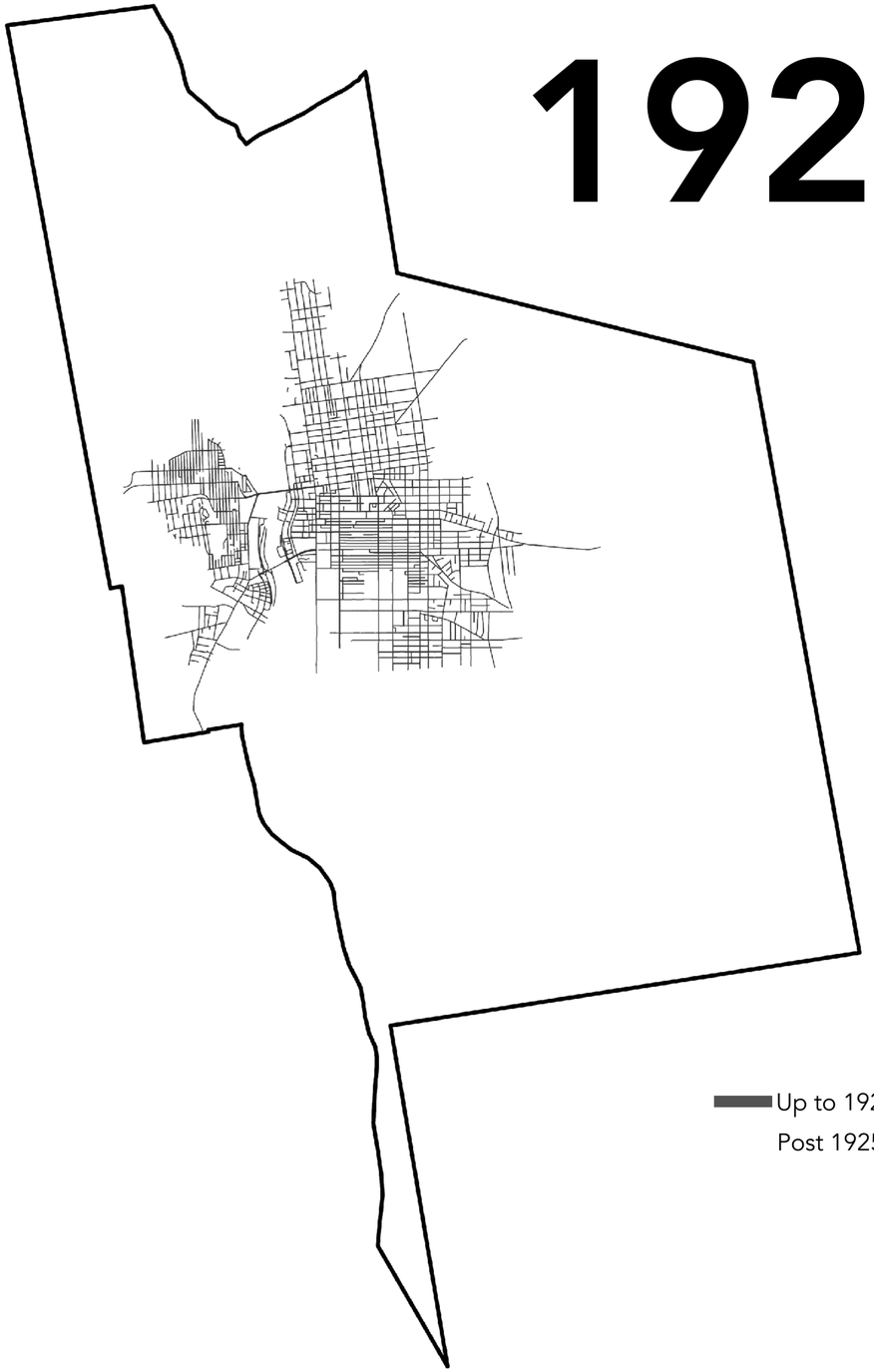
Manchester, NH

1925

77,000 people

140 miles* of road

9.6 feet of road per person



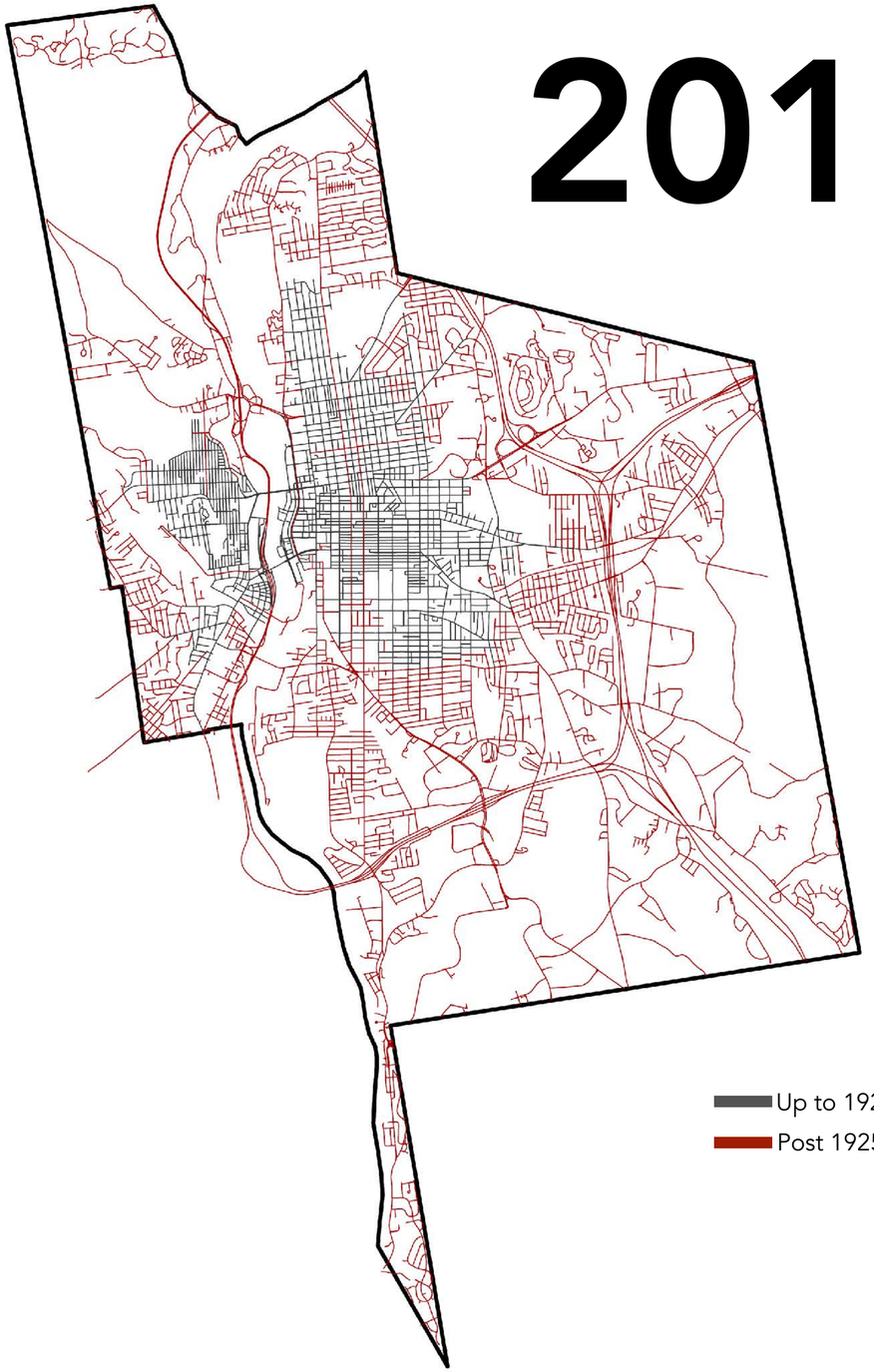
*Road centerline miles

URBAN3

Roads over Time

Manchester, NH

111,000 people



*Road centerline miles

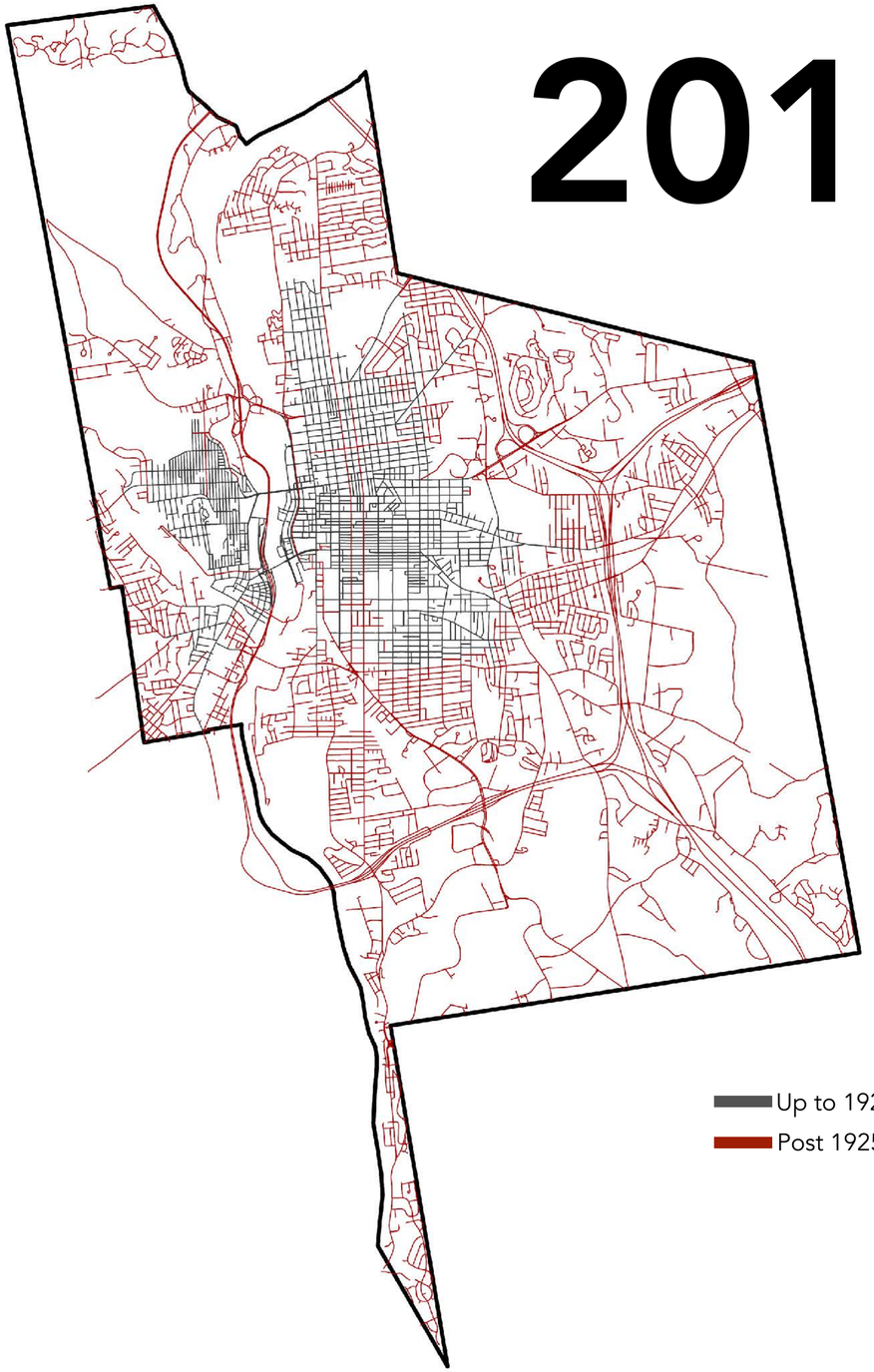
URBAN3

Roads over Time

Manchester, NH

111,000 people

535 miles* of road



*Road centerline miles

URBAN3

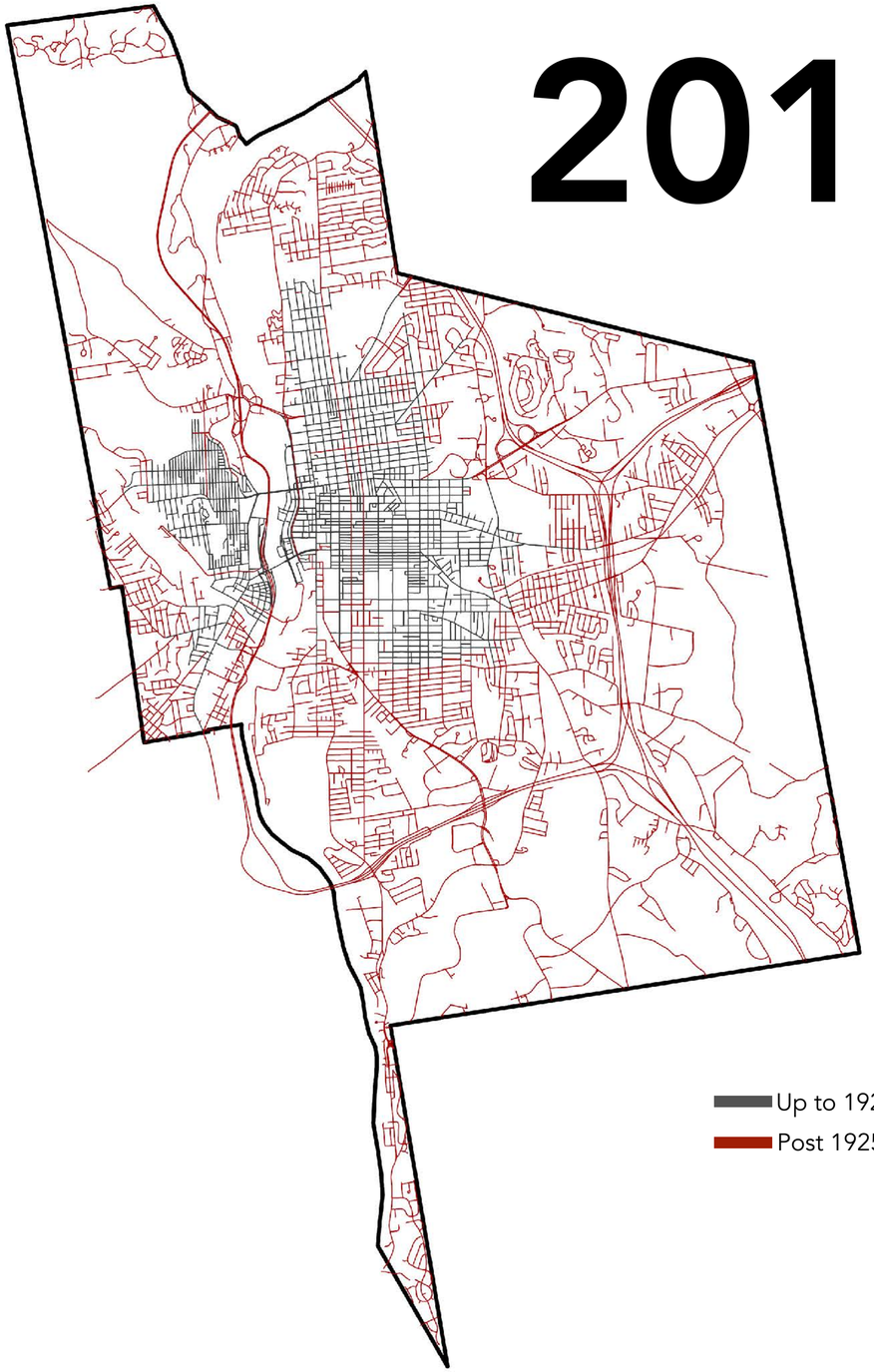
Roads over Time

Manchester, NH

111,000 people

535 miles* of road

25.4 feet of road per person



*Road centerline miles

URBAN3

Roads over Time

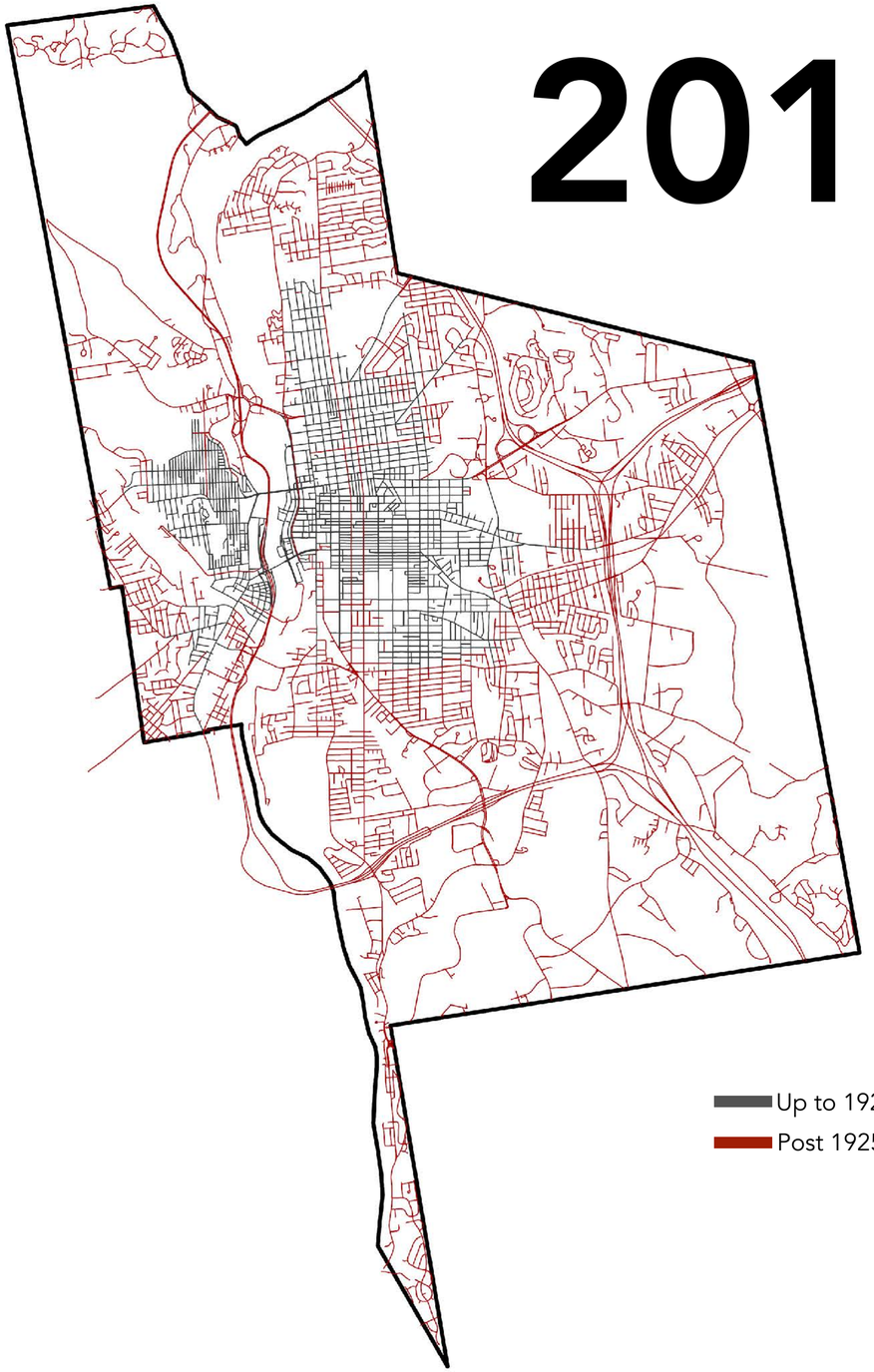
Manchester, NH

111,000 people

535 miles* of road

25.4 feet of road per person

Population **44%**



*Road centerline miles

URBAN3

Roads over Time

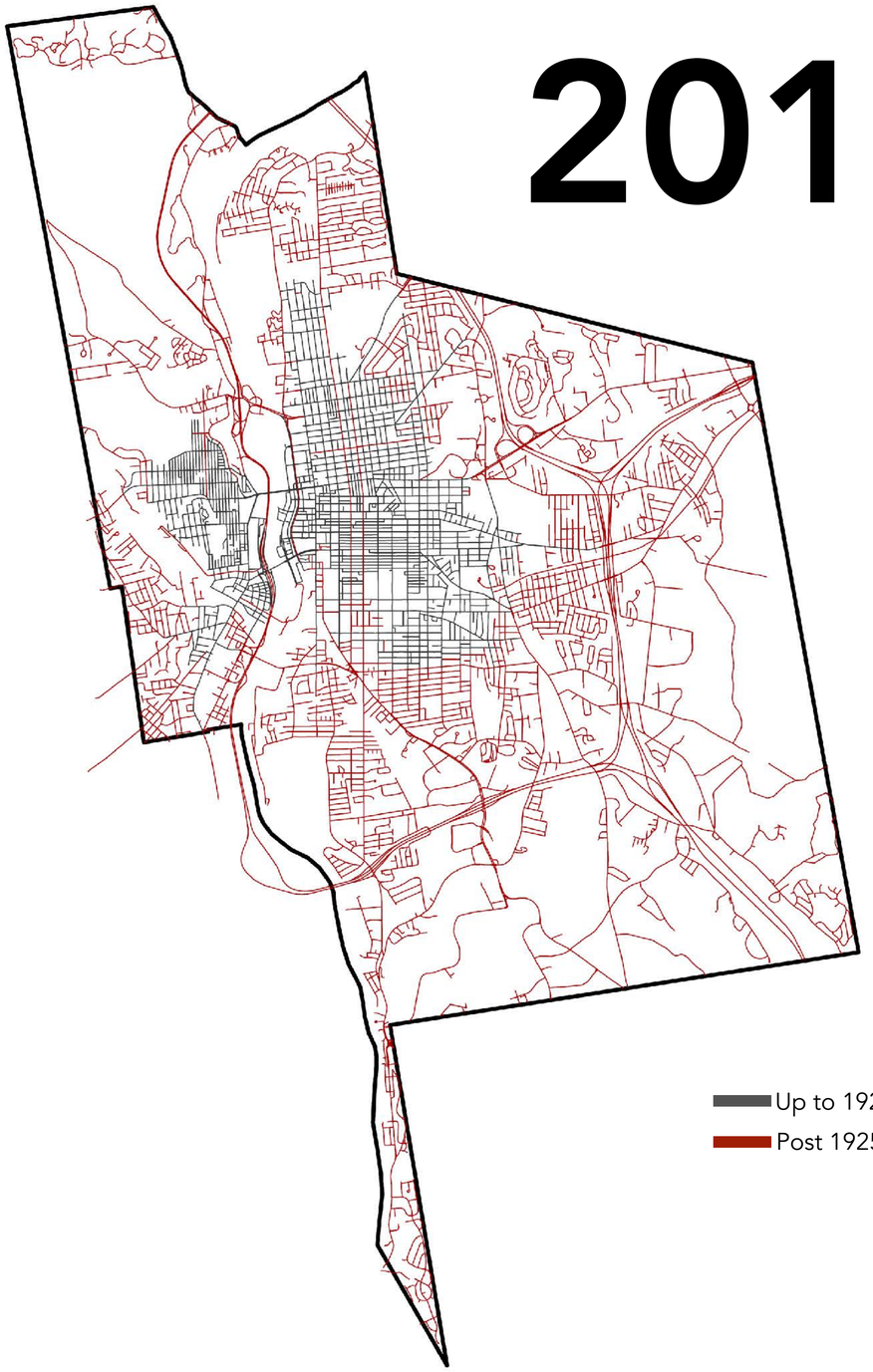
Manchester, NH

111,000 people

535 miles* of road

25.4 feet of road per person





*Road centerline miles

URBAN3

Neighborhood Costs
South Bend, IN

Originally Built 1920s-1940s



Infrastructure

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

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URBAN3

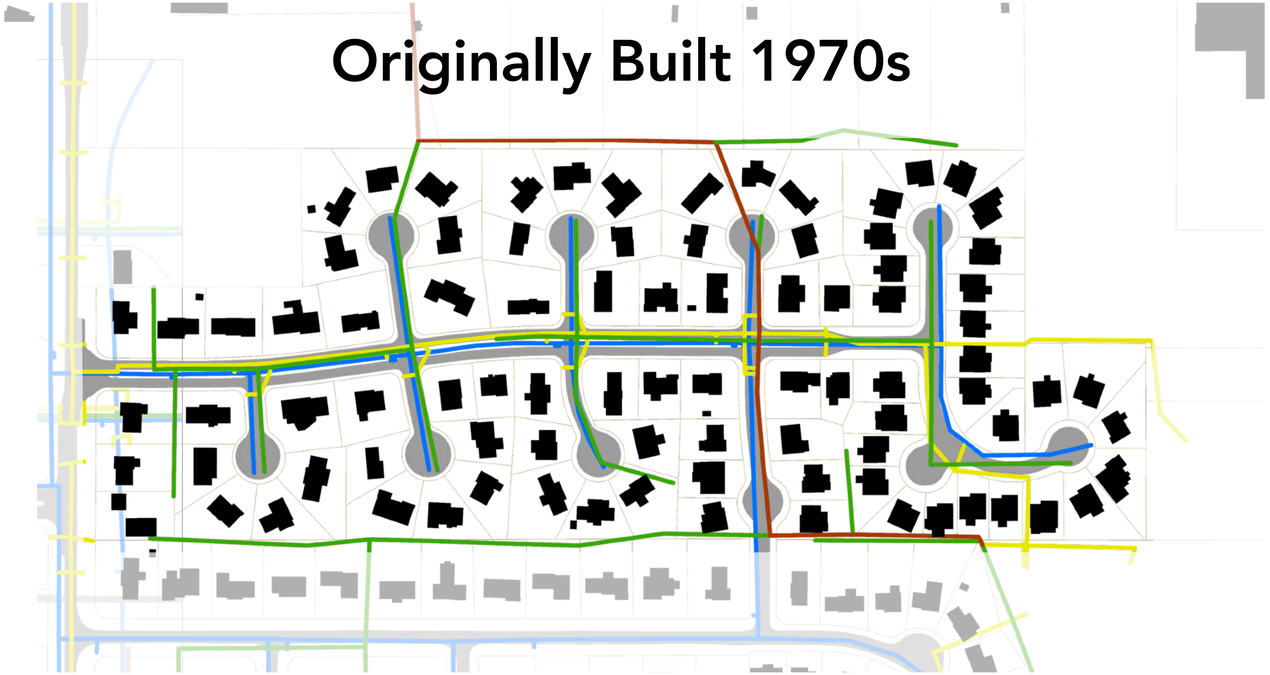
Neighborhood Costs

South Bend, IN

Originally Built 1920s-1940s



Originally Built 1970s



Infrastructure

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

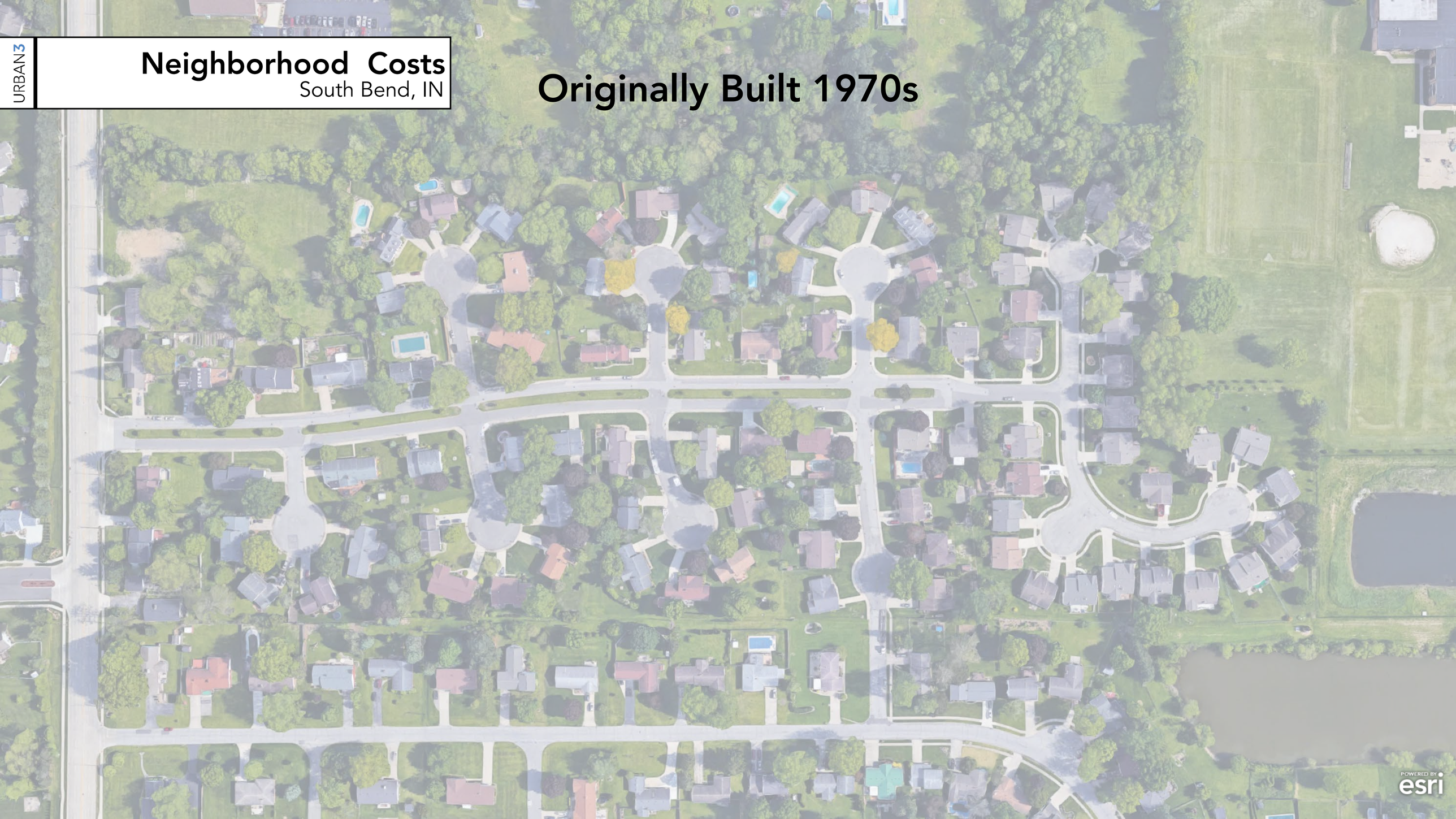
POWERED BY esri

URBAN3

Neighborhood Costs

South Bend, IN

Originally Built 1970s



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Neighborhood Costs
South Bend, IN

Originally Built 1970s



POWERED BY esri

URBAN3

Neighborhood Costs

South Bend, IN

Originally Built 1970s



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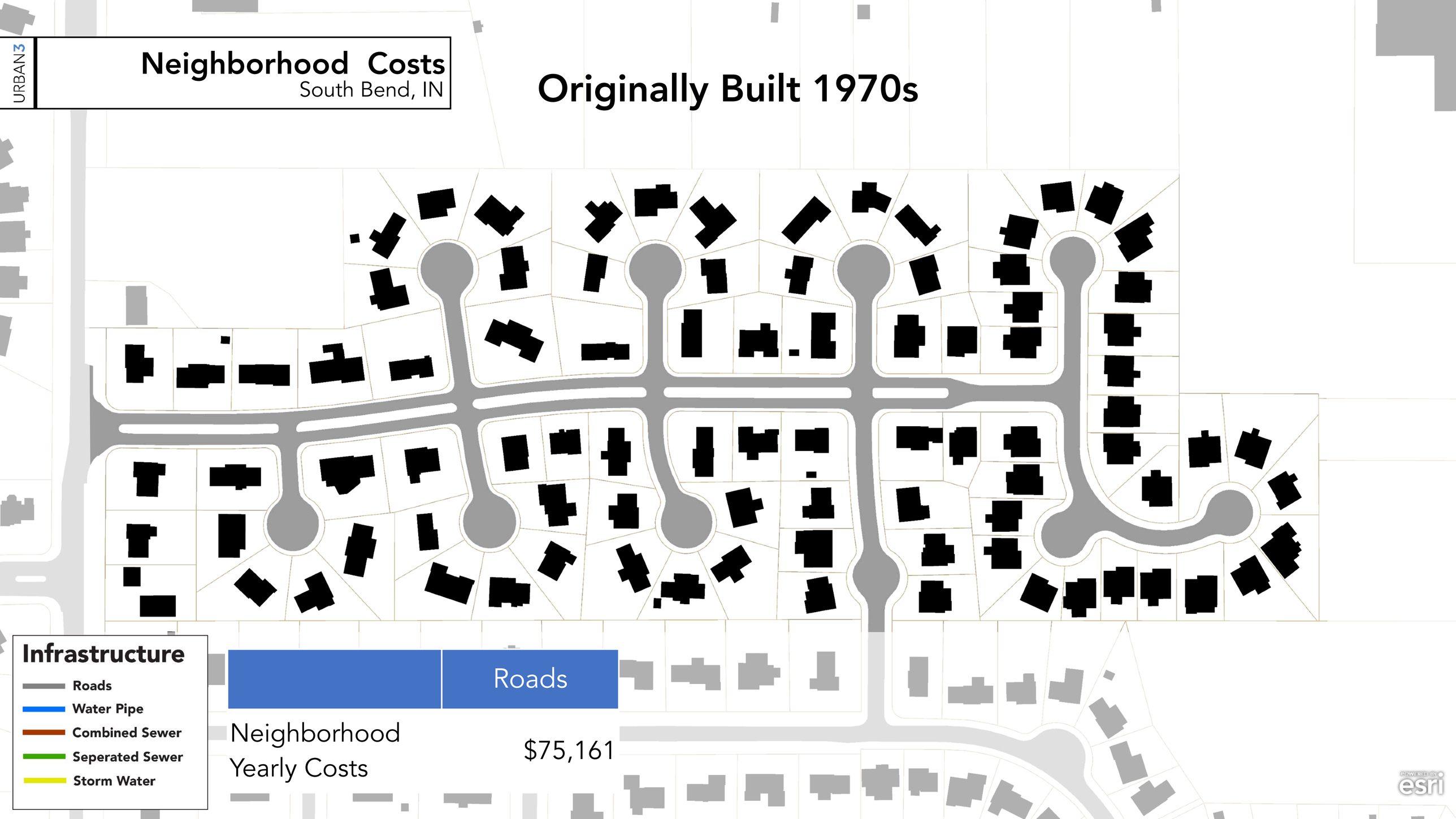
URBAN3

Neighborhood Costs

South Bend, IN

Originally Built 1970s



Infrastructure

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

Roads

Neighborhood Yearly Costs

$75,161

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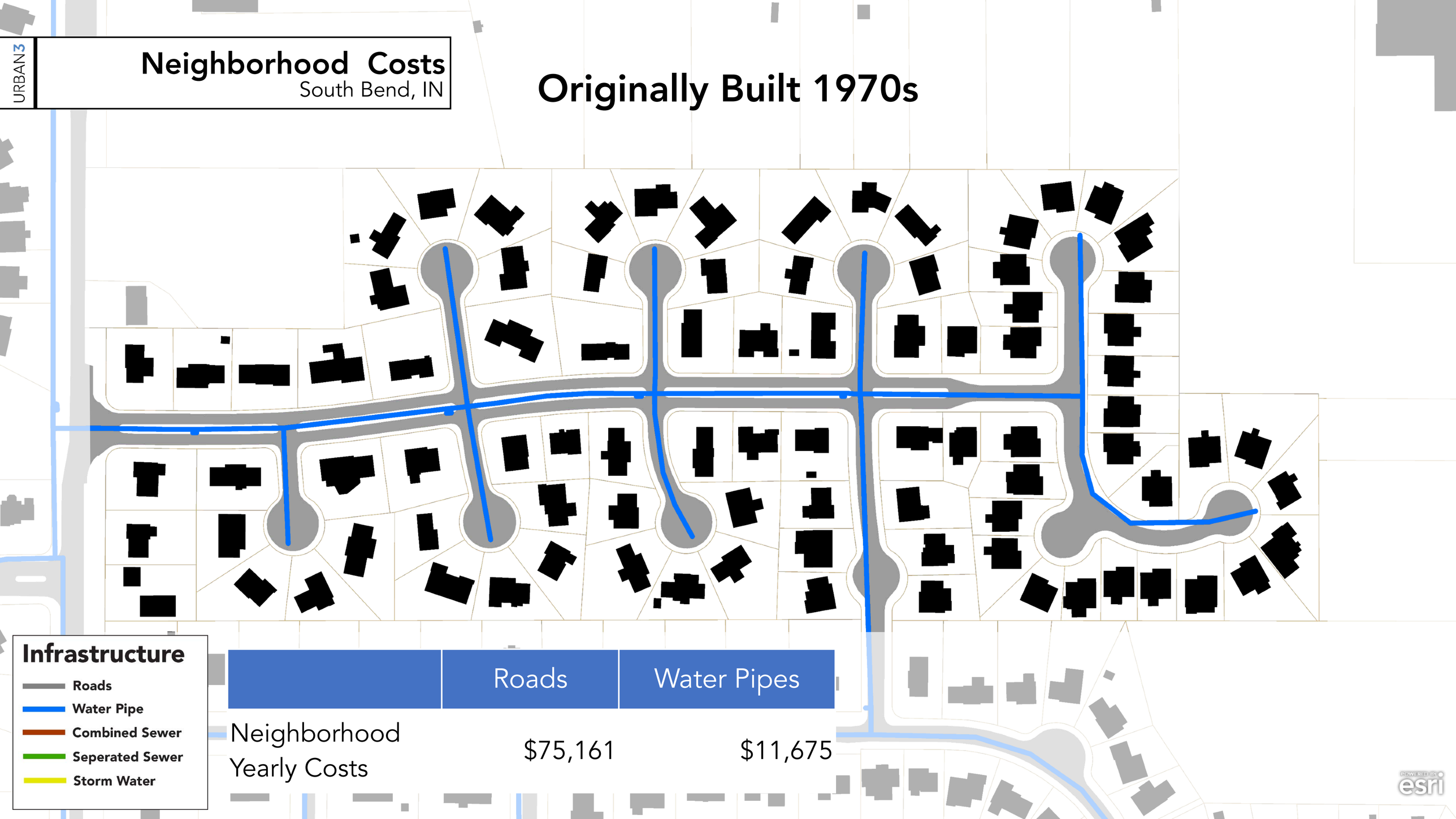
URBAN3

Neighborhood Costs

South Bend, IN

Originally Built 1970s



Infrastructure

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

	Roads	Water Pipes
Neighborhood Yearly Costs	$75,161	$11,675

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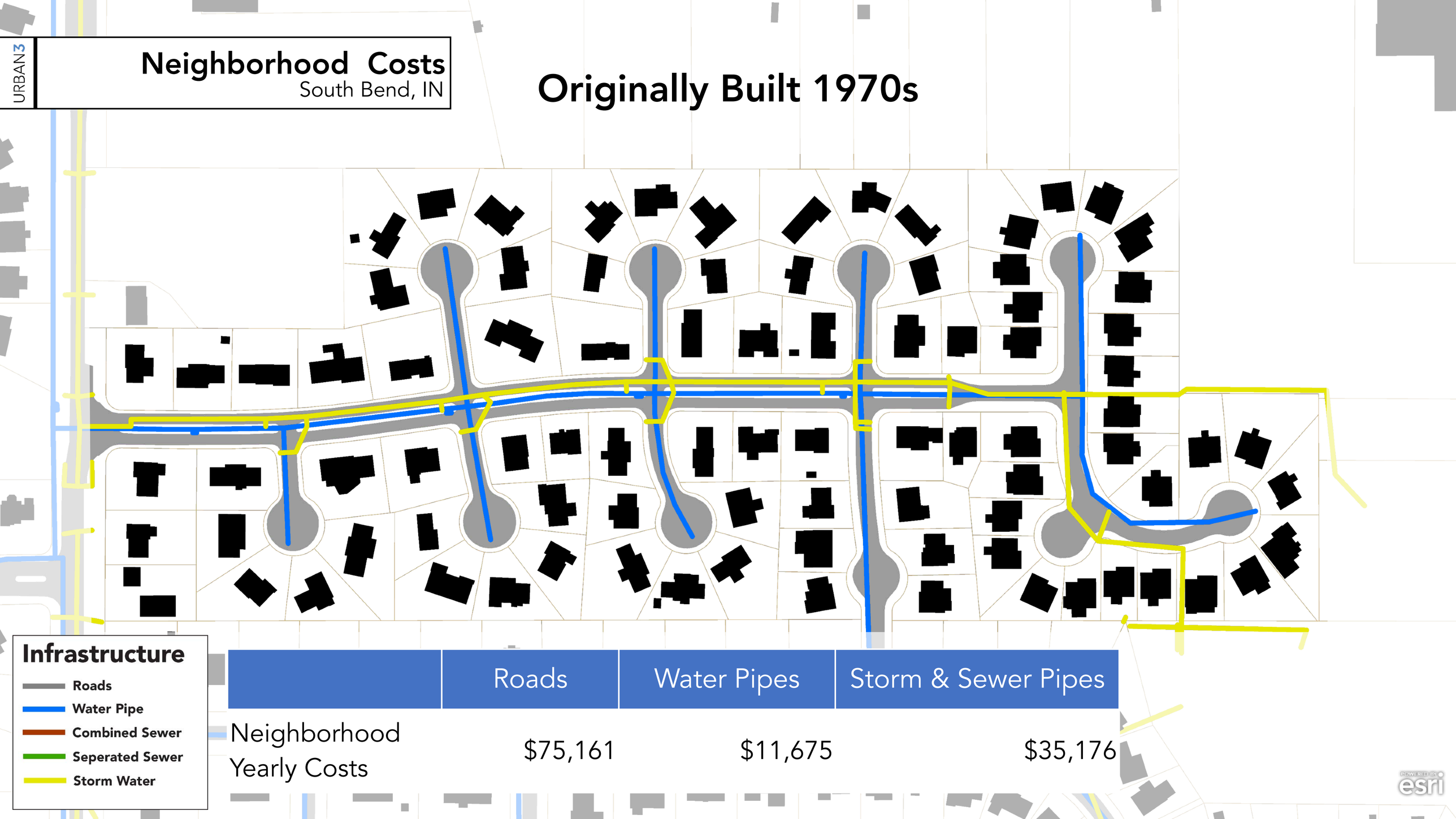
URBAN3

Neighborhood Costs
South Bend, IN

Originally Built 1970s



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

	Roads	Water Pipes	Storm & Sewer Pipes
Neighborhood Yearly Costs	$75,161	$11,675	$35,176

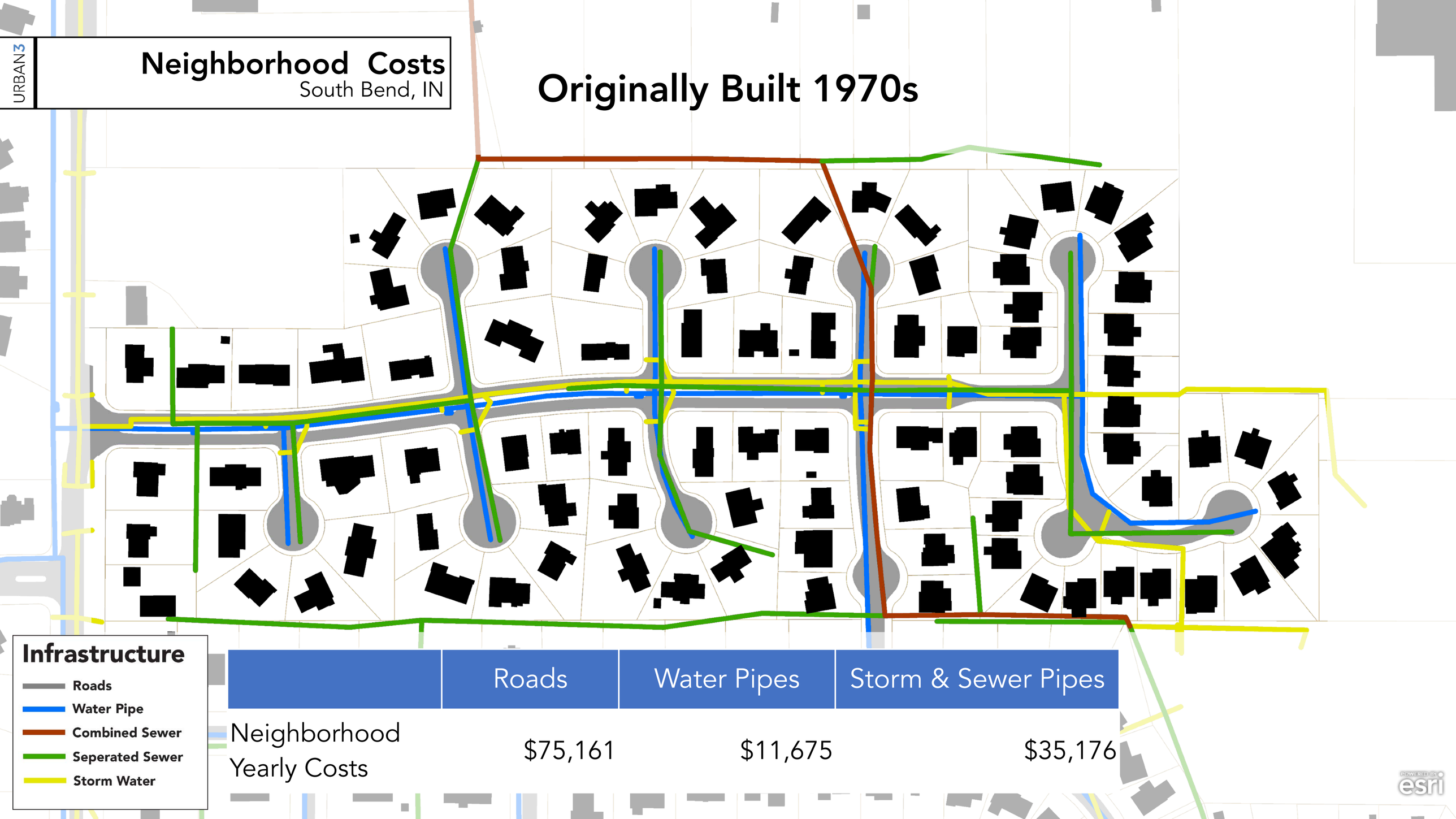
POWERED BY esri

URBAN3

Neighborhood Costs

South Bend, IN

Originally Built 1970s



Infrastructure

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

	Roads	Water Pipes	Storm & Sewer Pipes
Neighborhood Yearly Costs	$75,161	$11,675	$35,176

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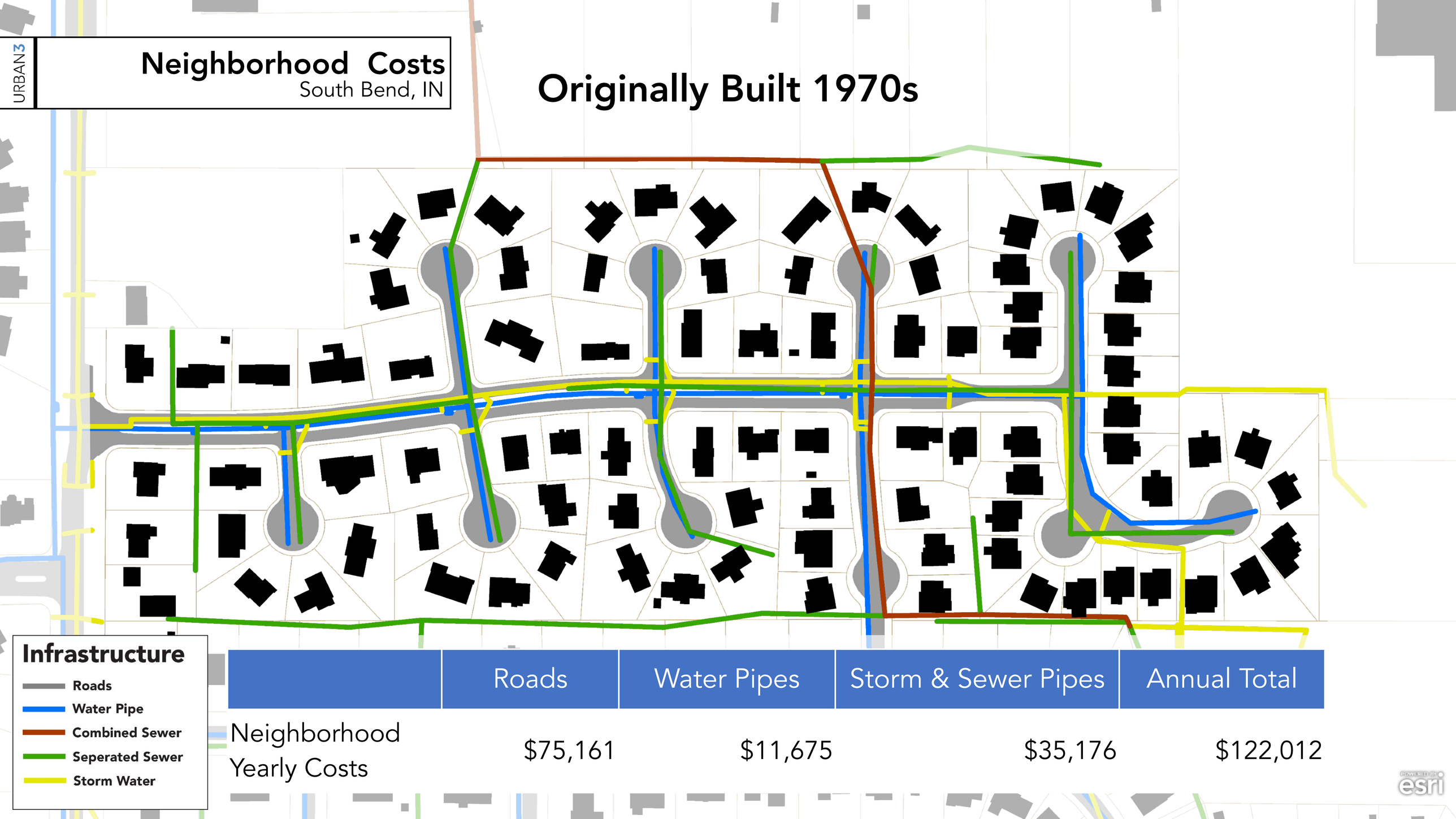
Neighborhood Costs

South Bend, IN

Originally Built 1970s



Infrastructure

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

	Roads	Water Pipes	Storm & Sewer Pipes	Annual Total
Neighborhood Yearly Costs	$75,161	$11,675	$35,176	$122,012

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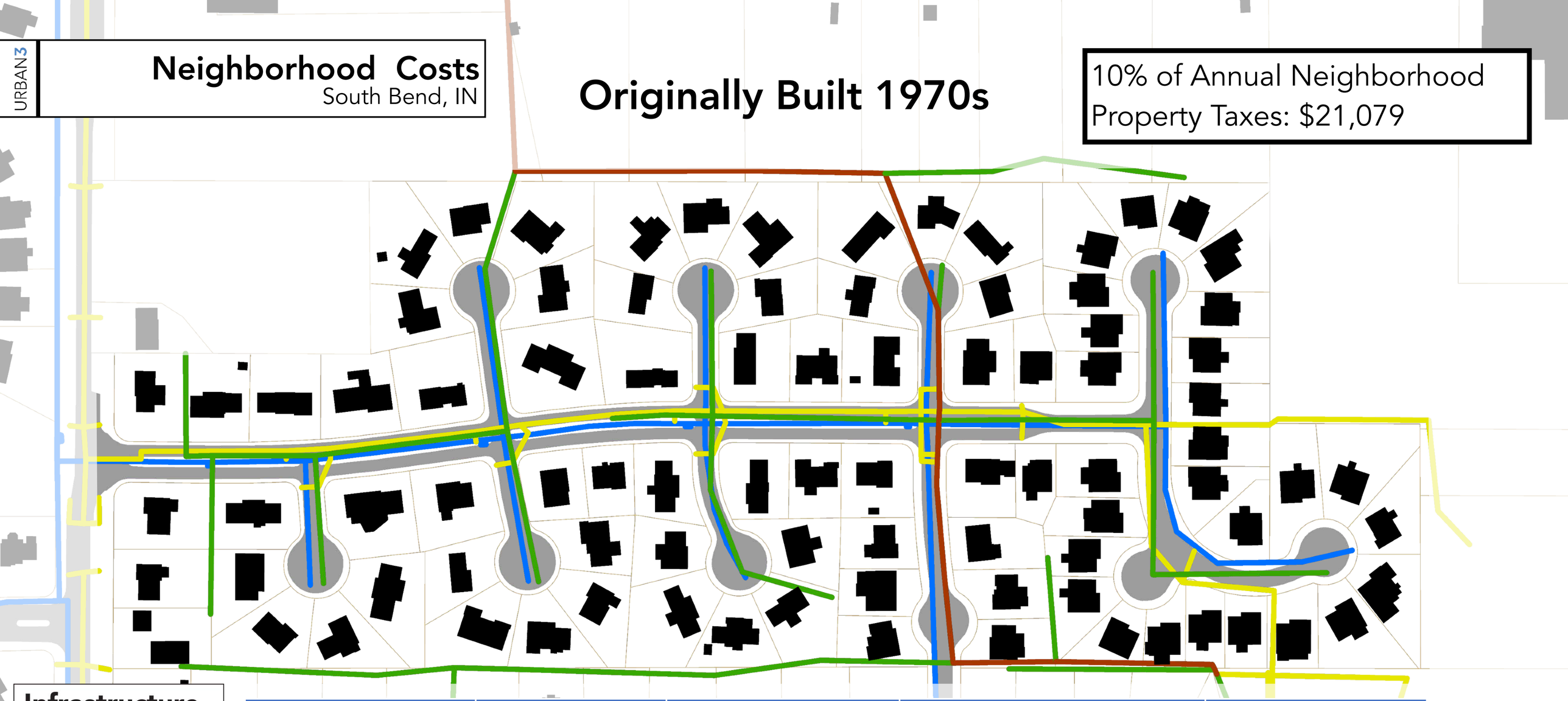
URBAN3

Neighborhood Costs

South Bend, IN

Originally Built 1970s

10% of Annual Neighborhood Property Taxes: $21,079



Infrastructure

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

	Roads	Water Pipes	Storm & Sewer Pipes	Annual Total
Neighborhood Yearly Costs	$75,161	$11,675	$35,176	$122,012

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Neighborhood Costs

South Bend, IN

Originally Built 1920s-1940s



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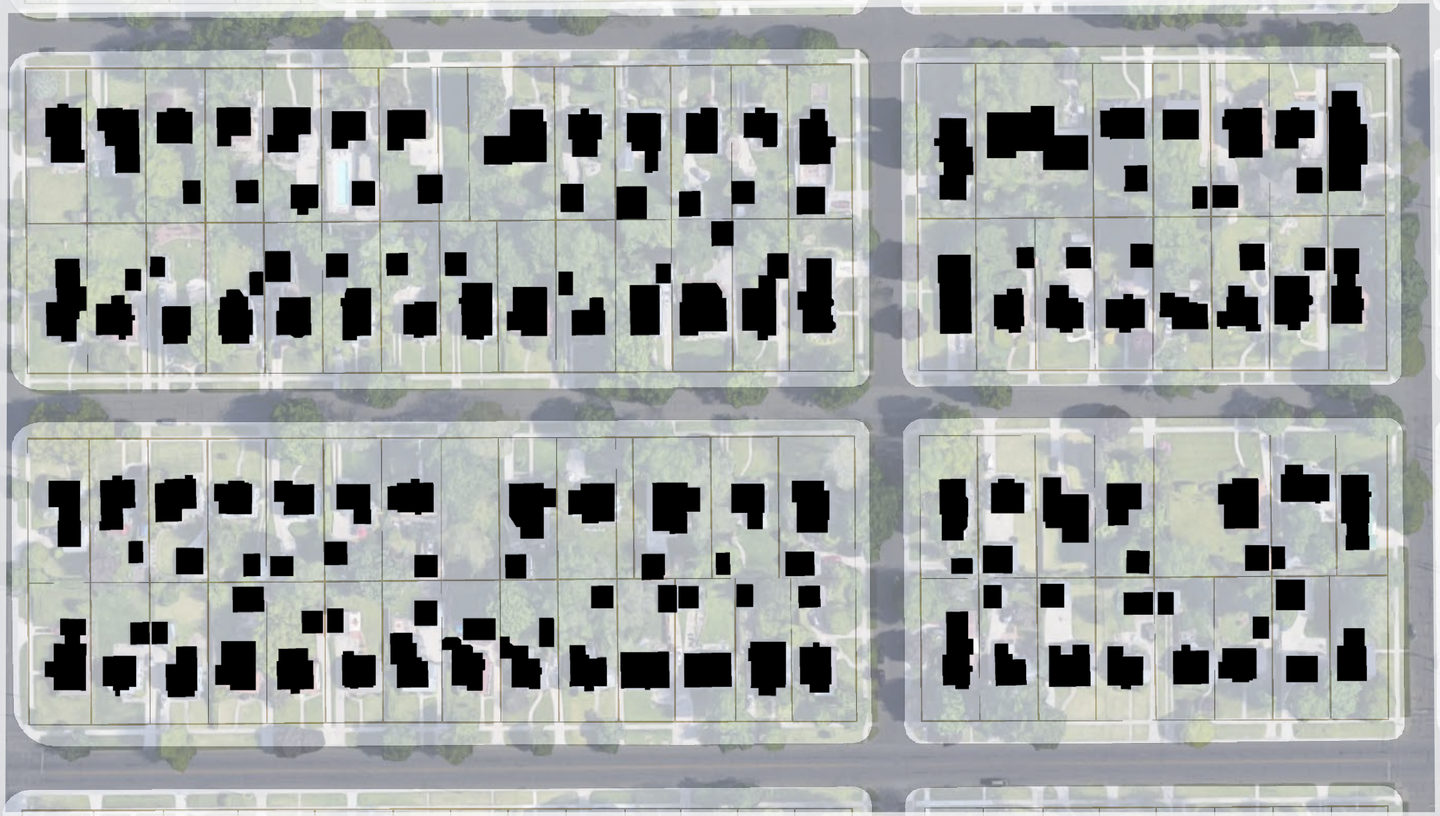
Neighborhood Costs

South Bend, IN

Originally Built 1920s-1940s



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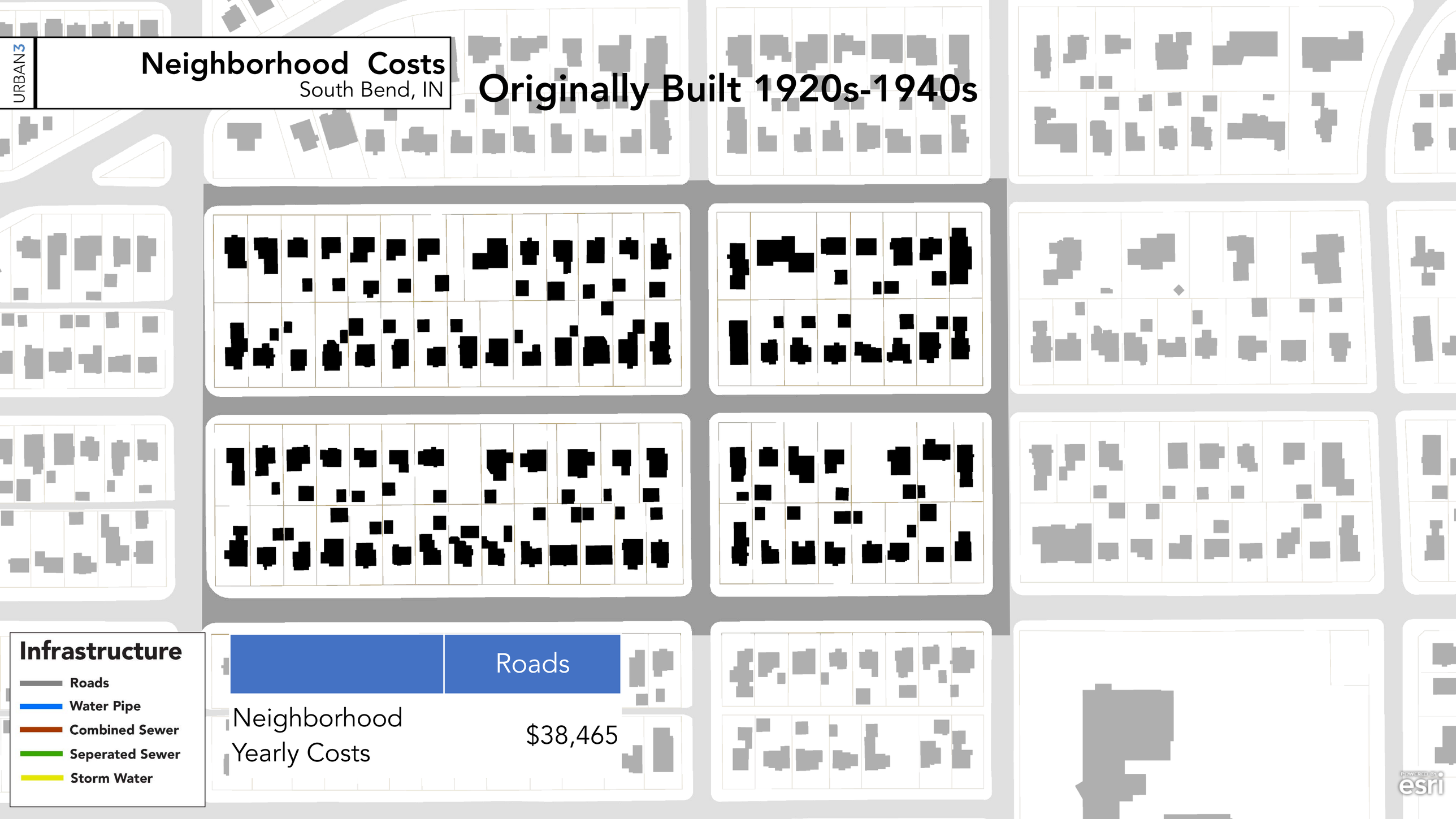
Neighborhood Costs

South Bend, IN

Originally Built 1920s-1940s



Infrastructure

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

Roads

Neighborhood Yearly Costs $38,465

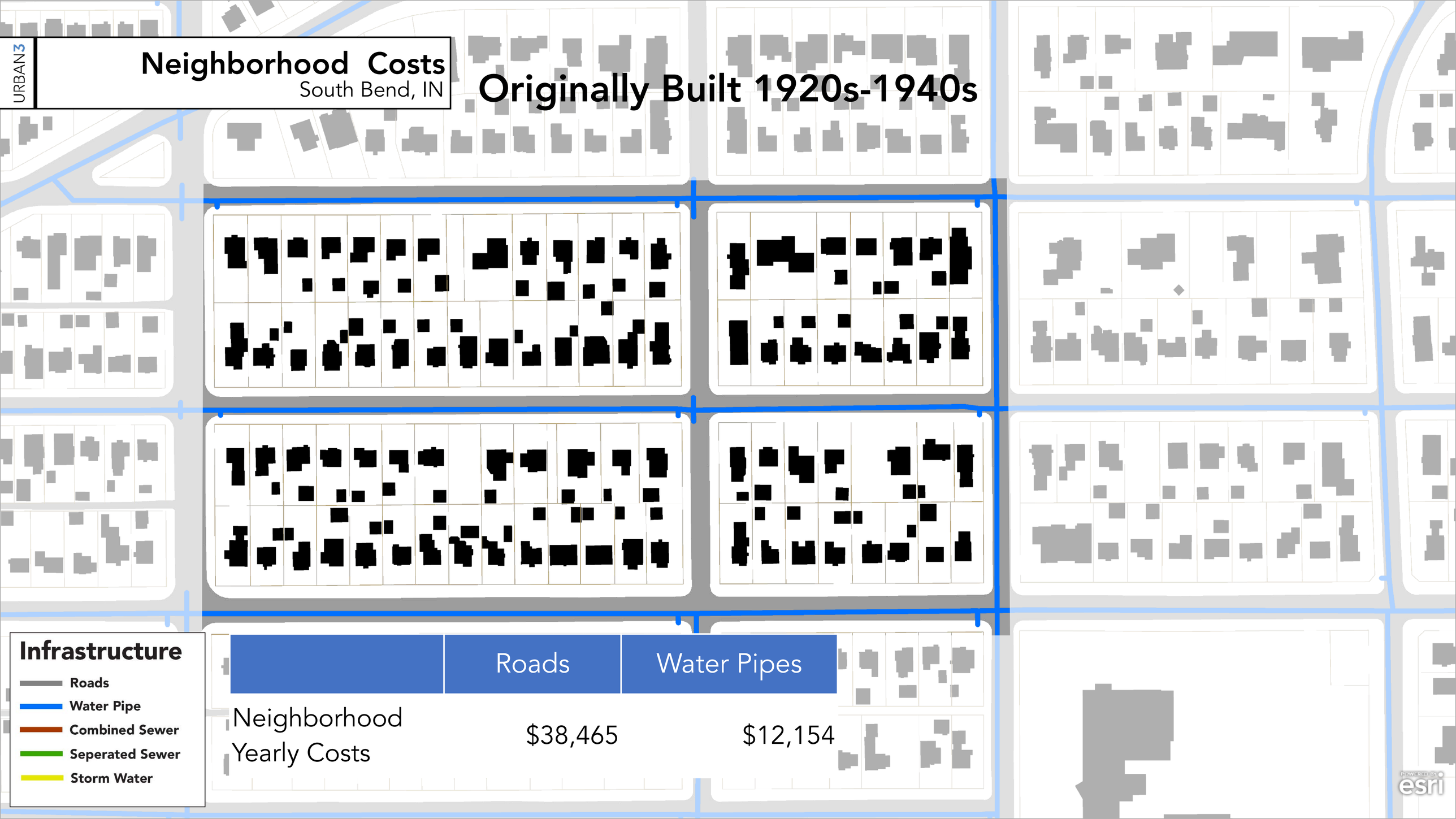
POWERED BY esri

URBAN3

Neighborhood Costs

South Bend, IN

Originally Built 1920s-1940s



Infrastructure

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

	Roads	Water Pipes
Neighborhood Yearly Costs	$38,465	$12,154

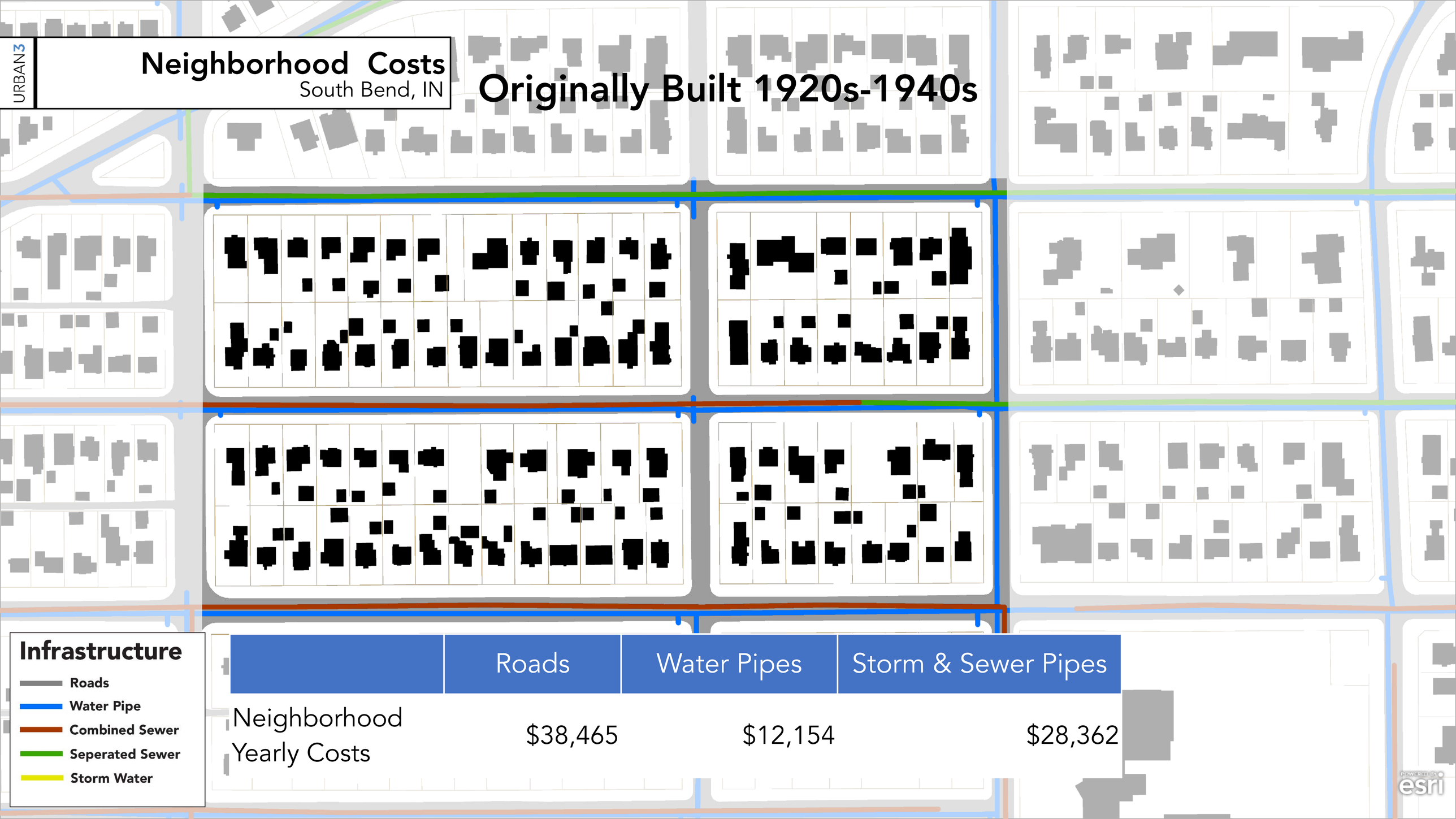
POWERED BY esri

URBAN3

Neighborhood Costs

South Bend, IN

Originally Built 1920s-1940s



Infrastructure

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

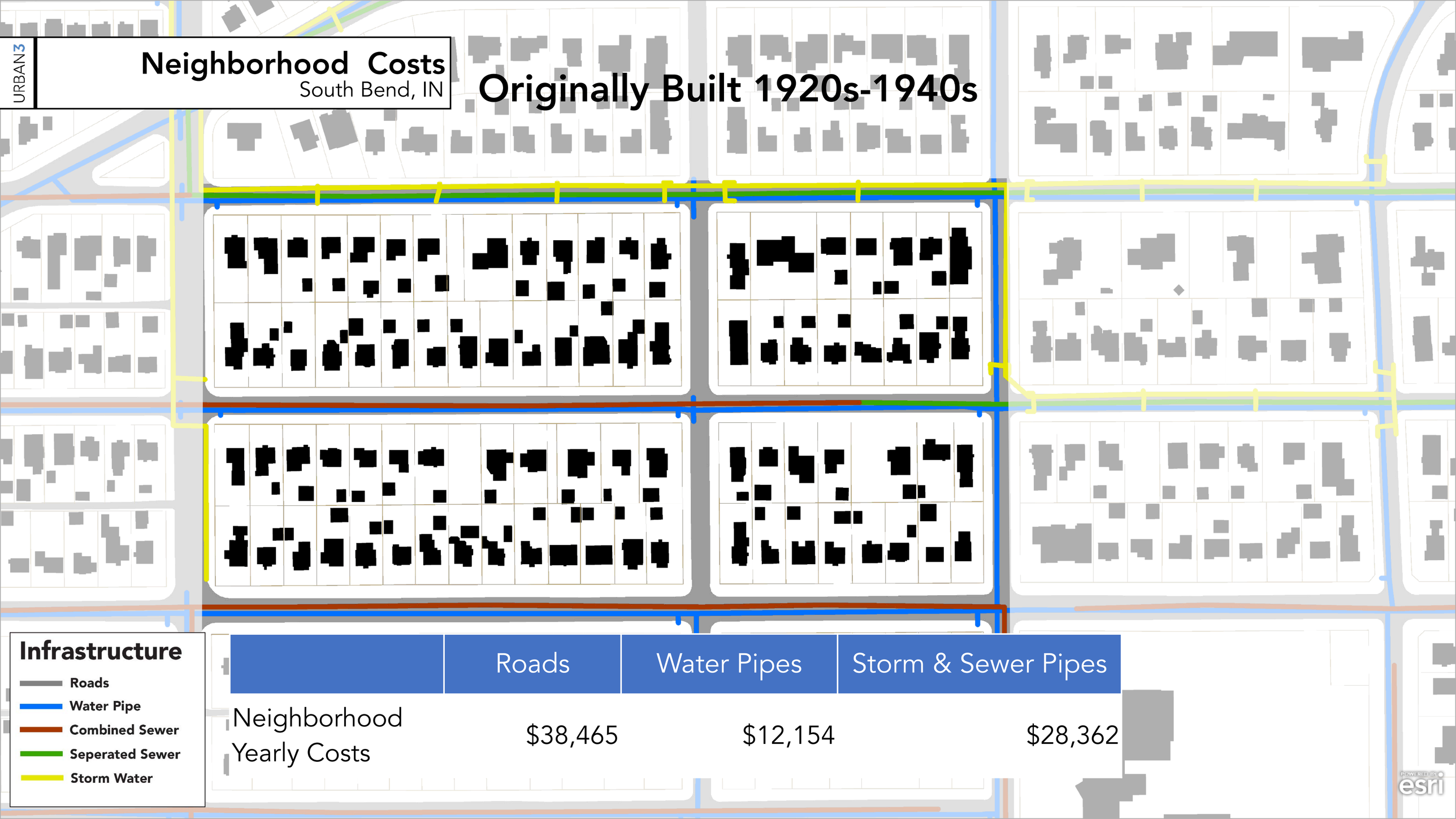
	Roads	Water Pipes	Storm & Sewer Pipes
Neighborhood Yearly Costs	$38,465	$12,154	$28,362

POWERED BY esri

URBAN3

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
Neighborhood Yearly Costs	$38,465	$12,154	$28,362

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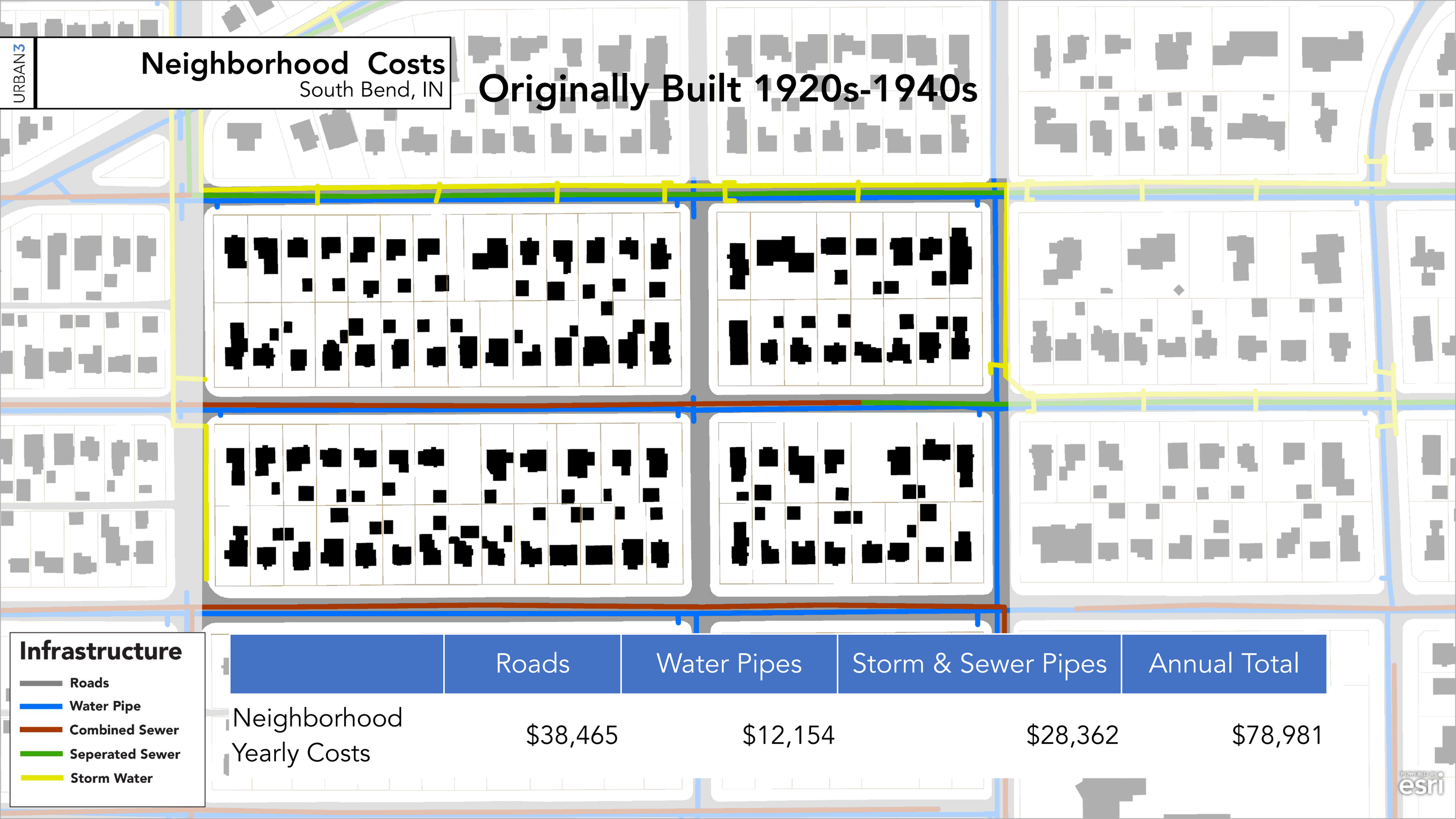
URBAN3

Neighborhood Costs
South Bend, IN

Originally Built 1920s-1940s



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

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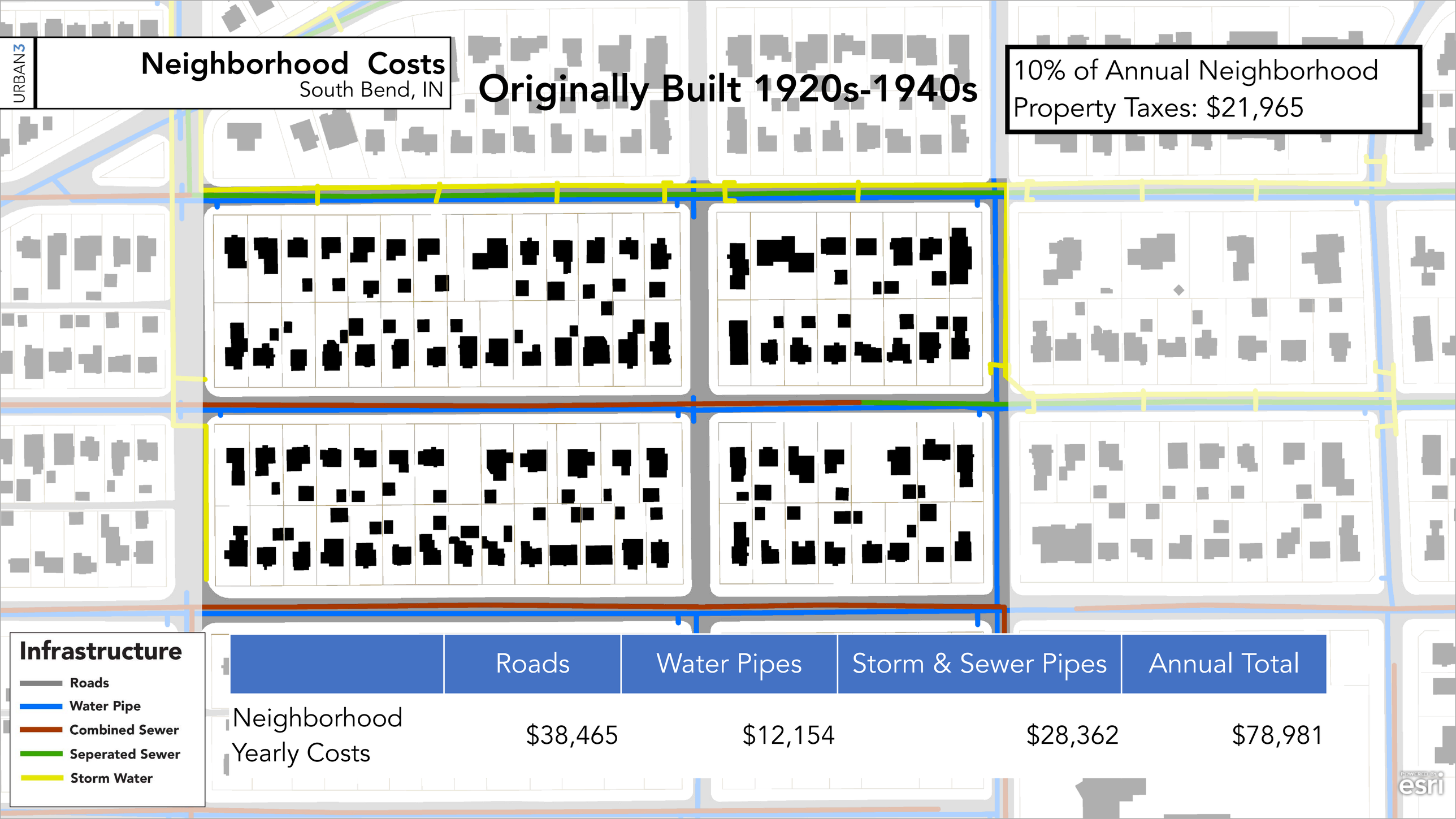
URBAN3

Neighborhood Costs
South Bend, IN

Originally Built 1920s-1940s

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



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

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

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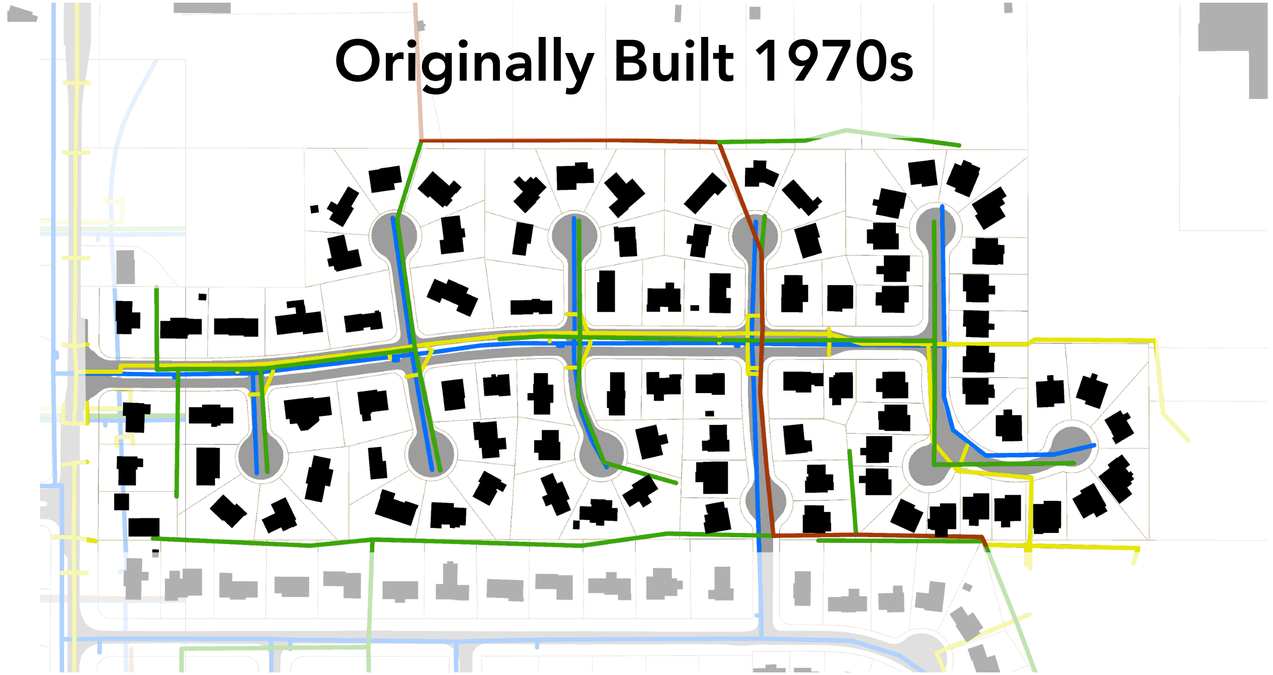
URBAN3

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

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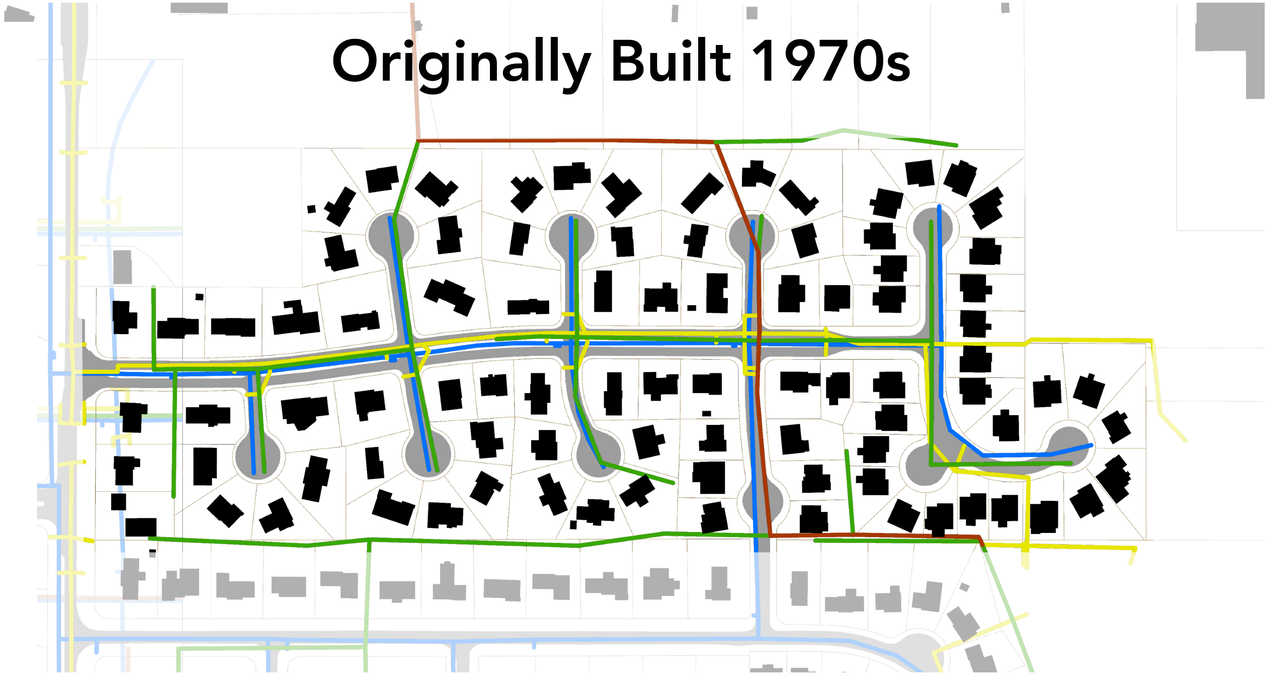
Neighborhood Costs
South Bend, IN

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**

POWERED BY esri

Question:

OK. So now what?

What you can do:

1. Do more analytics.


Dell Avenue
Urban3
Analyst:
Derek Sanders
Map:
Neil Thomas
Resource Data, Inc.
0
0.25
0.5
Miles
Legend
Study Area
Tax Exempt
N
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 +


FAIR+EQUITABLE
AUGUST 2019 | VOLUME 17 | NUMBER 7
A publication of IAAO on appraisal and appraisal management, within the property assessment industry.
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TEGoVA extends Highest and Best Use value to encompass Hope Value | 28
Dell Avenue
Sanders
Thomas
ource Data, Inc.
0
0.5
Miles
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



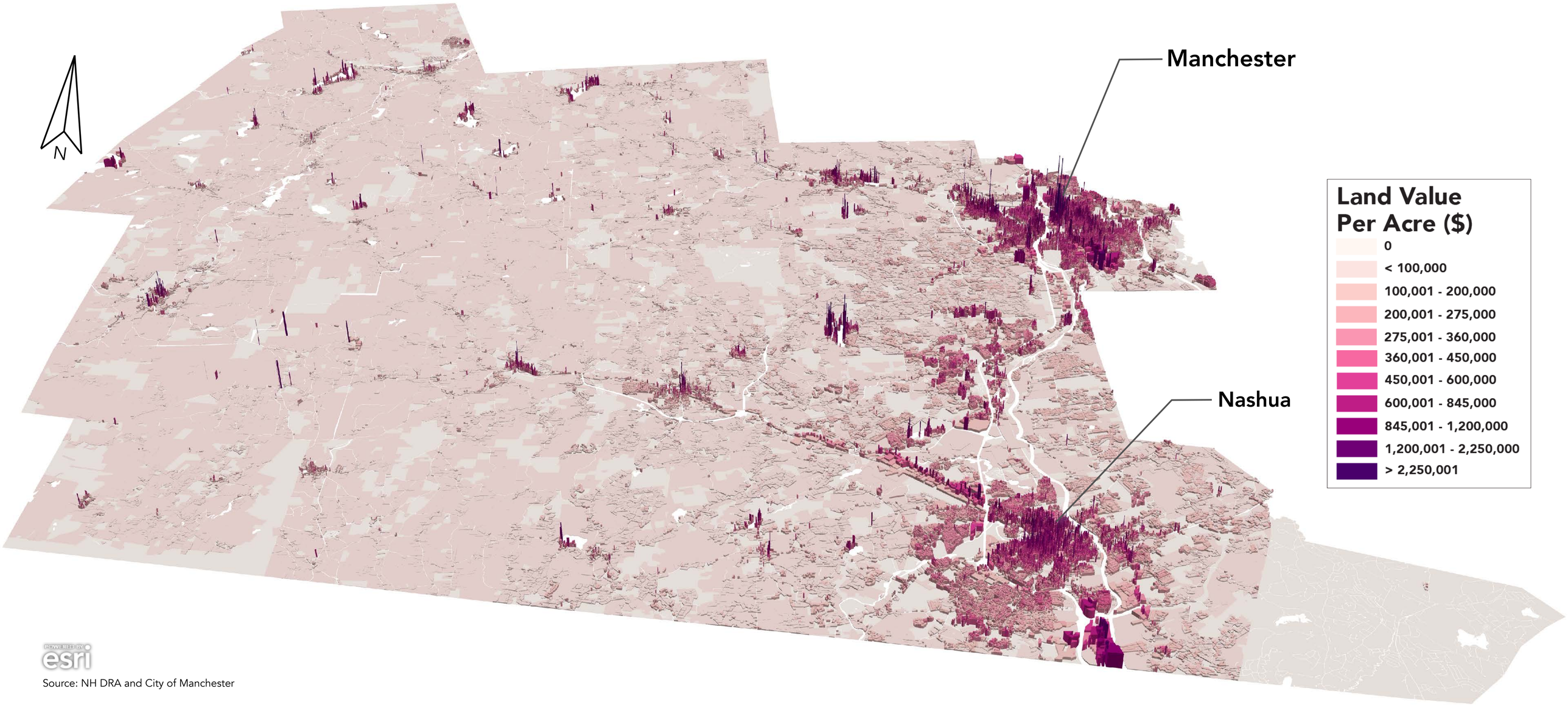
MARKET FORCES


Larry Clark
LARRY CLARK

URBAN3

Land Value Per Acre

Hillsborough Co , NH



POWERED BY esri

Source: NH DRA and City of Manchester

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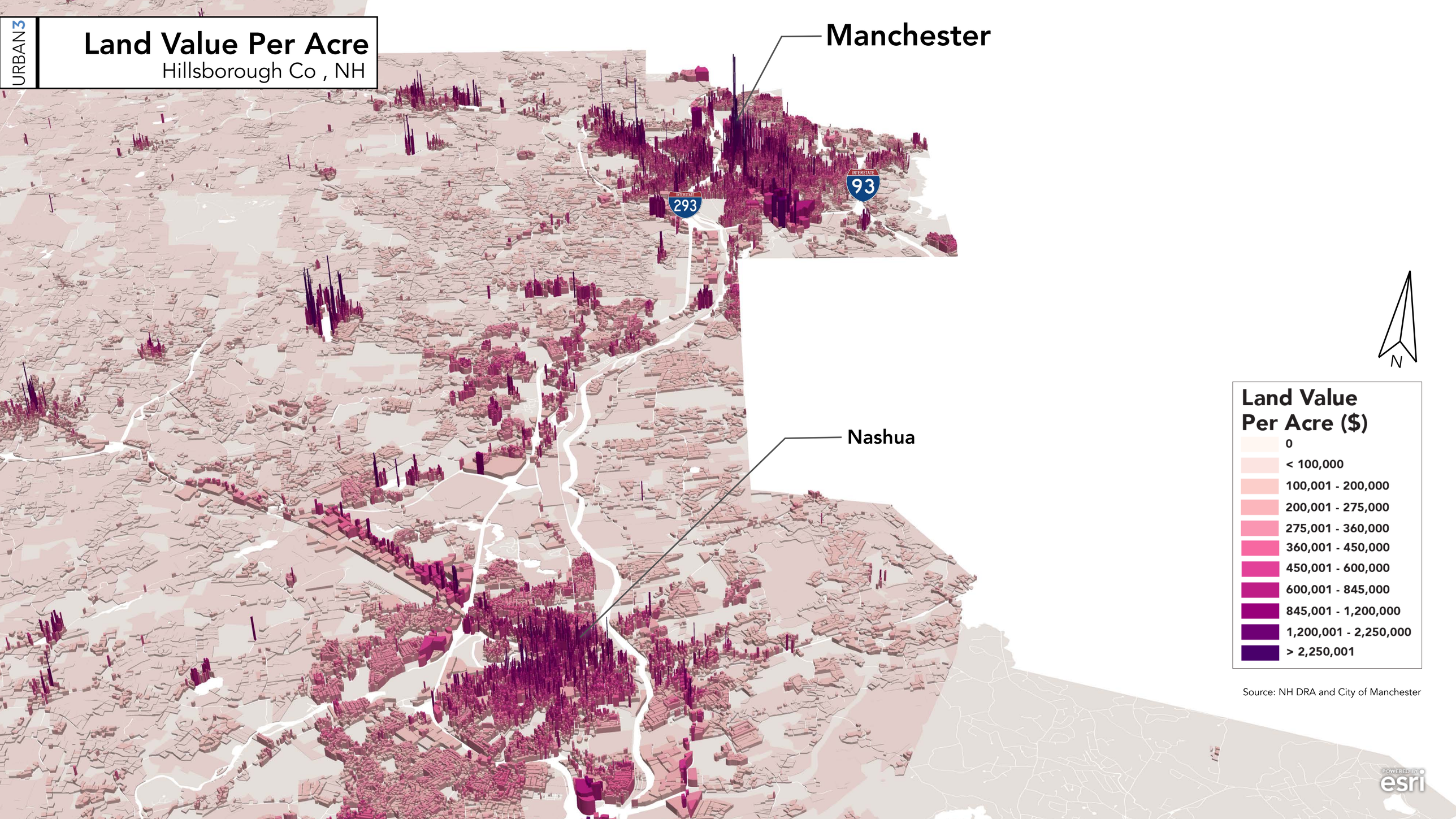
Land Value Per Acre

Hillsborough Co , NH



Source: NH DRA and City of Manchester

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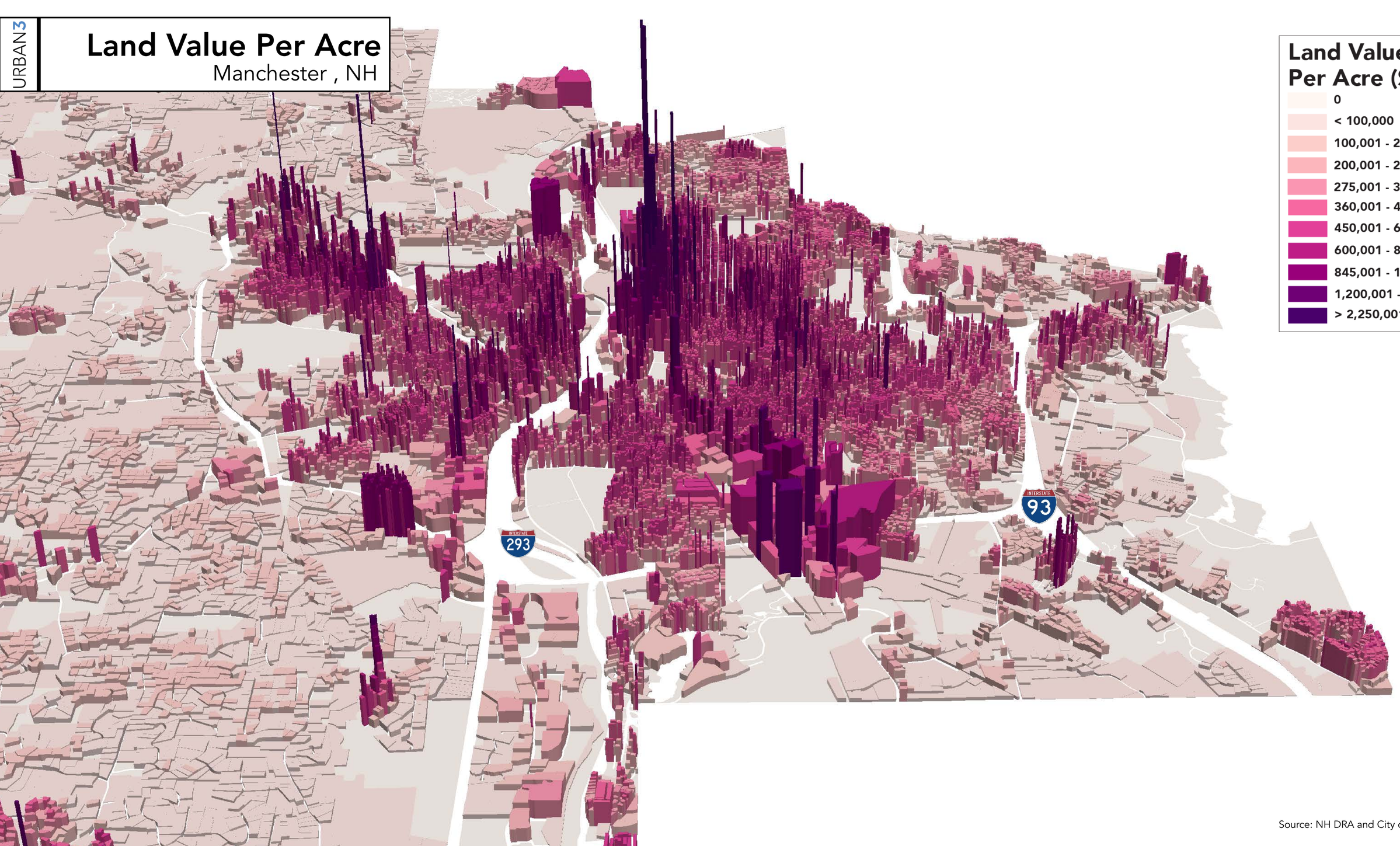
Land Value Per Acre

Manchester , NH



Land Value Per Acre ($)

- 0
- < 100,000
- 100,001 - 200,000
- 200,001 - 275,000
- 275,001 - 360,000
- 360,001 - 450,000
- 450,001 - 600,000
- 600,001 - 845,000
- 845,001 - 1,200,000
- 1,200,001 - 2,250,000
- > 2,250,001

N

POWERED BY esri

Source: NH DRA and City of Manchester

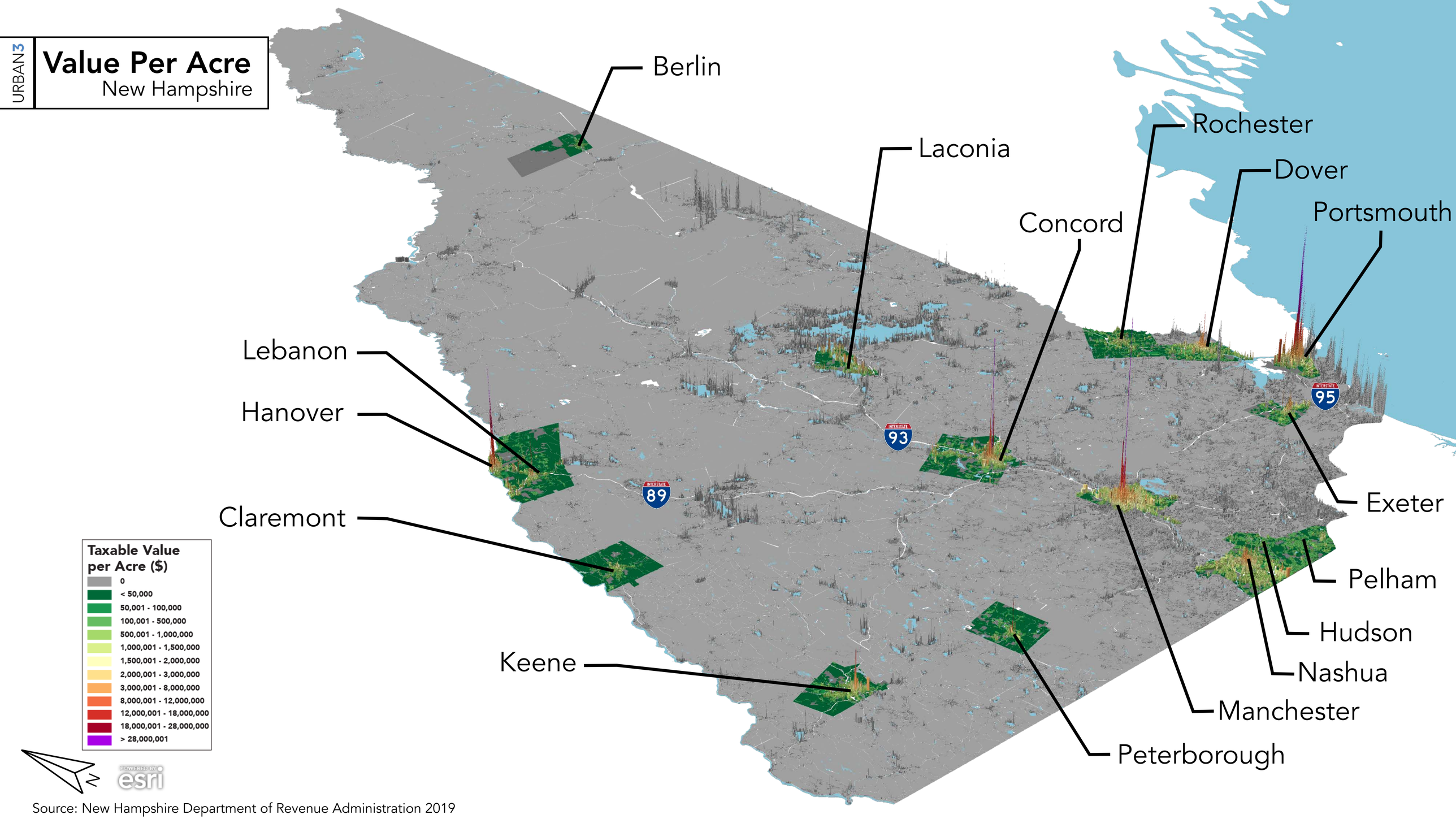
What you can do:

2. Learn from your neighbors

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

POWERED BY esri

Source: New Hampshire Department of Revenue Administration 2019

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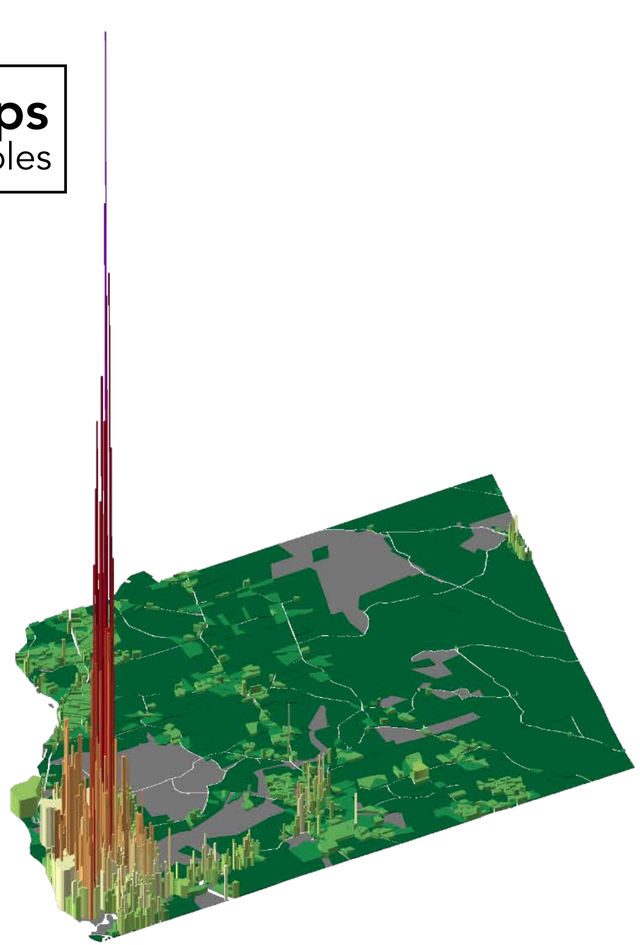
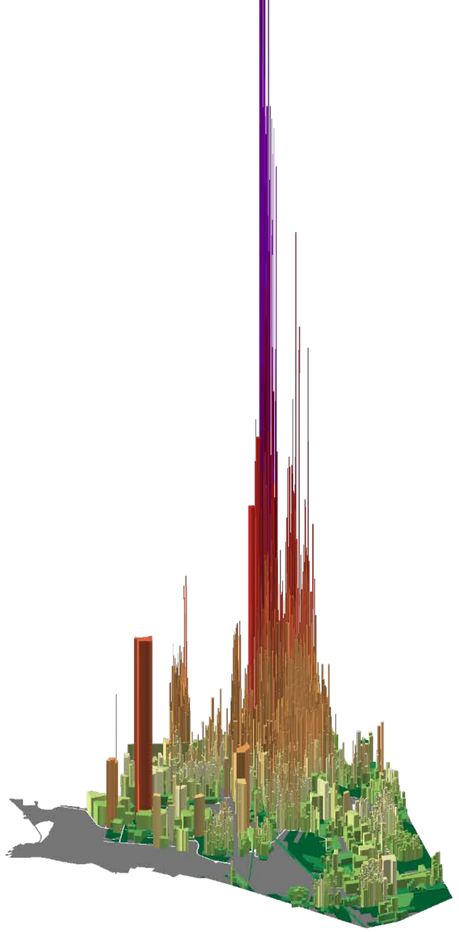
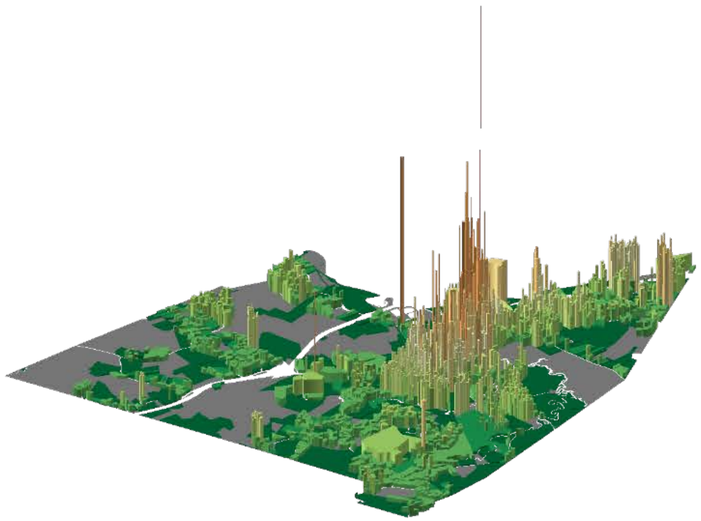
Peer Groups
Different Samples







	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



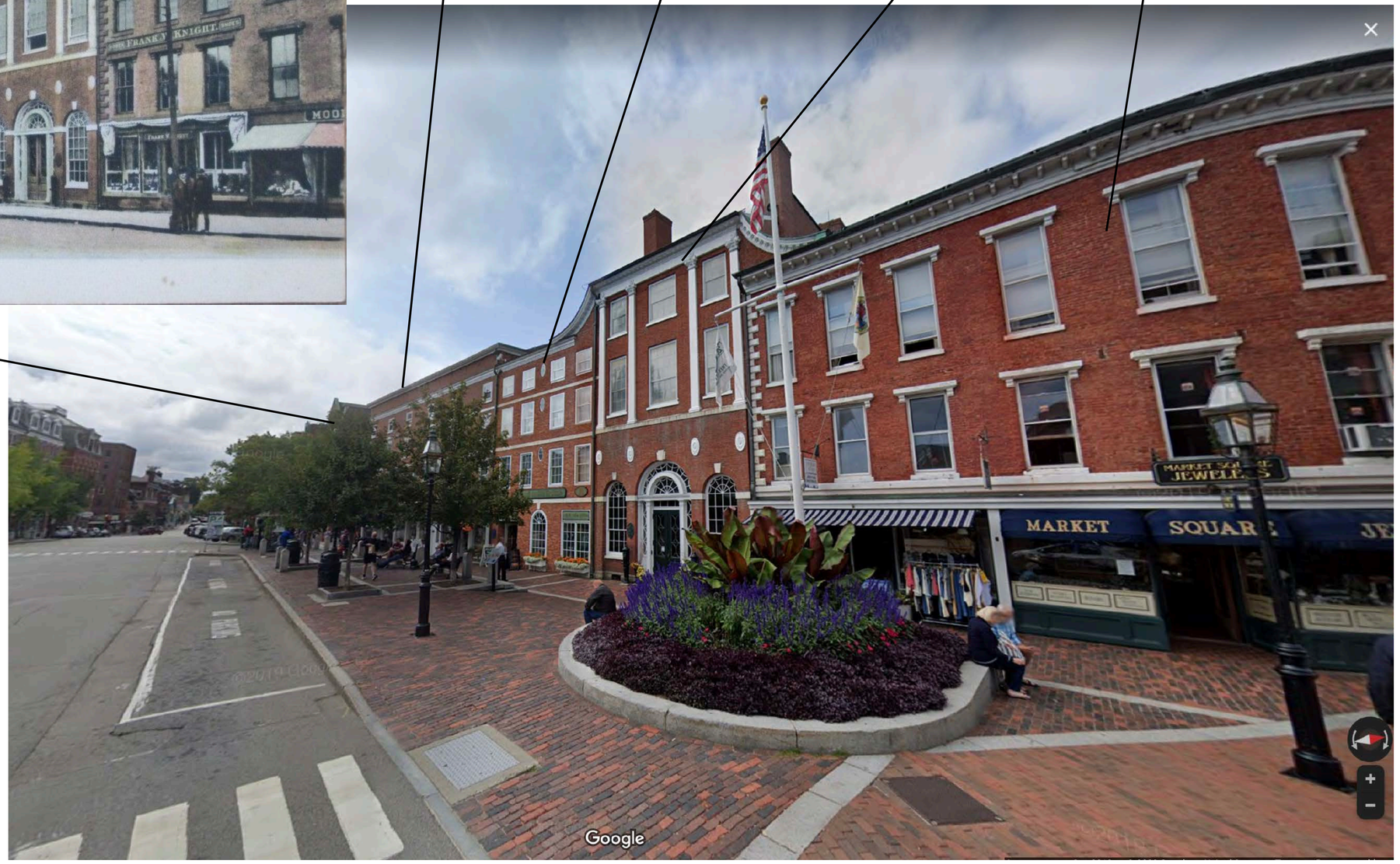
Pierce Block
VPA: $40 M

6 Market
VPA: $5 M

9 Market
VPA: $34.9 M

10 Market
VPA: $30.5 M

National Mechanics Bank
VPA: $29.3 M



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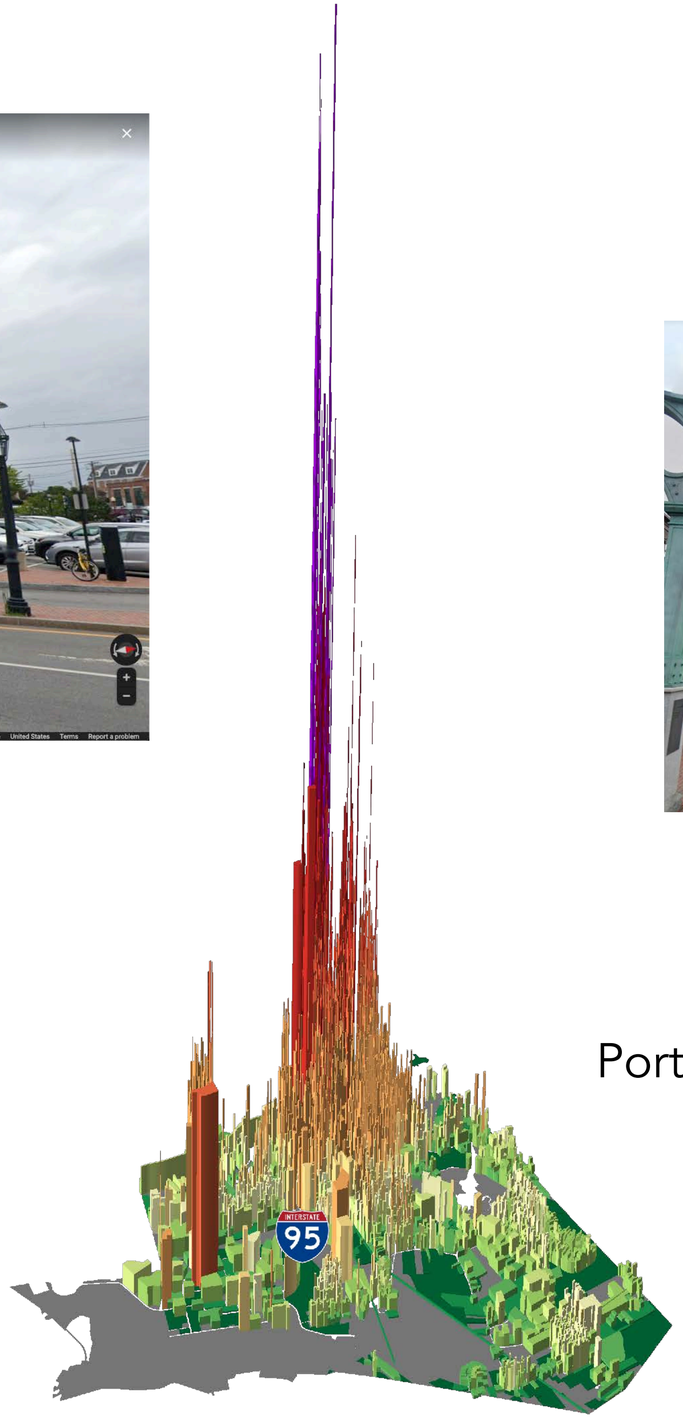
Value Per Acre
High Yield Buildings







Portsmouth
Mixed-use
VPA: $29.3 M

Portsmouth, long term success.

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

N

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Source: New Hampshire Department of Revenue Administration 2019

What you can do:

4. Adapt

URBAN3

Value Per Acre
High Yield Buildings



Multi-family
VPA: $1.9 M



Mixed-use
VPA: $9.6 M



Peak VPA
VPA: $15.3 M

Source: New Hampshire Department of Revenue Administration

What you can do:

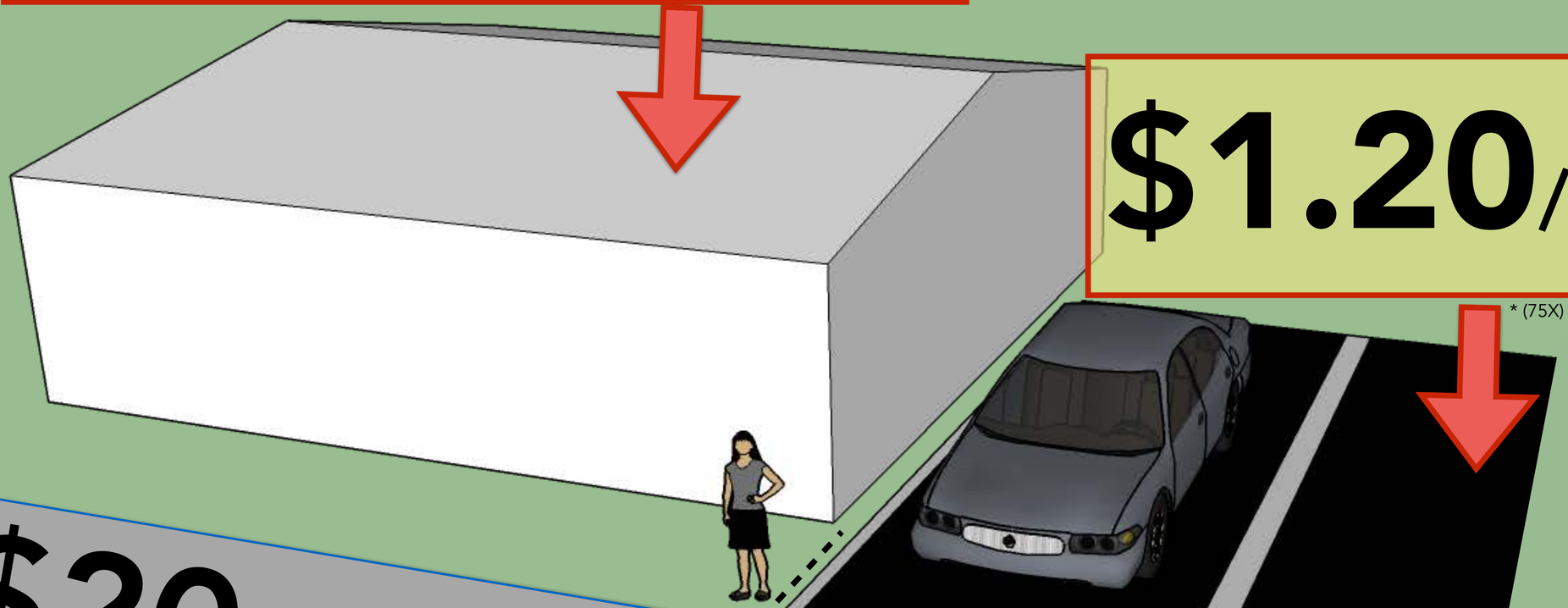
5. Realize that Parking is Subsidized.

URBAN3

What is Parking?
Measuring Manchester space

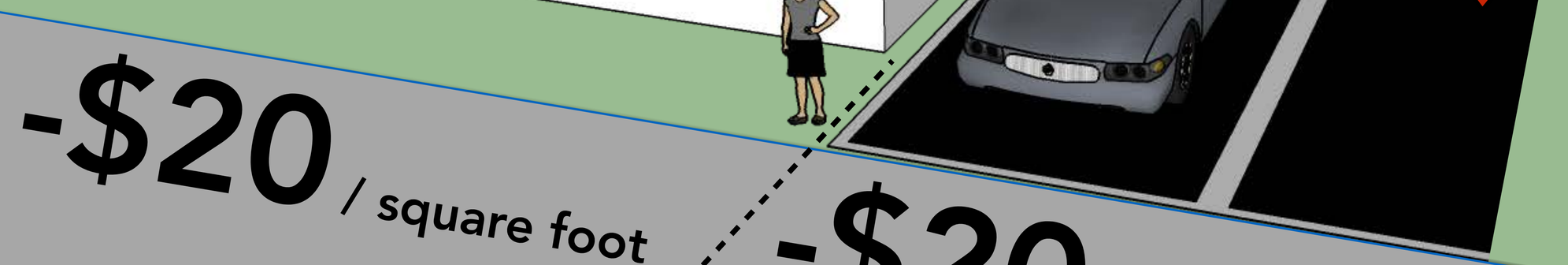
URBAN3

$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



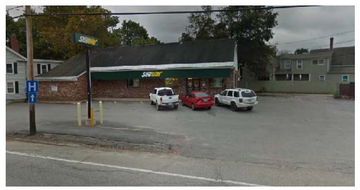
Hanover
Commercial
VPA: $3.4 M



Hudson
Commercial
VPA: $0.66 M



Kenne
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

Source: New Hampshire Department of Revenue Administration 2019

URBAN3

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



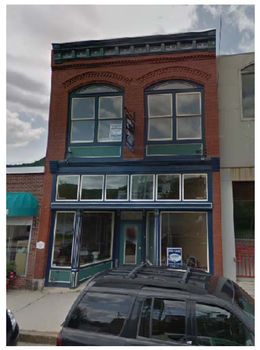
Nashua
Mixed-use
VPA: $10 M



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

Source: New Hampshire Department of Revenue Administration 2019

What you can do:

7. Patterns of Costs

URBAN3

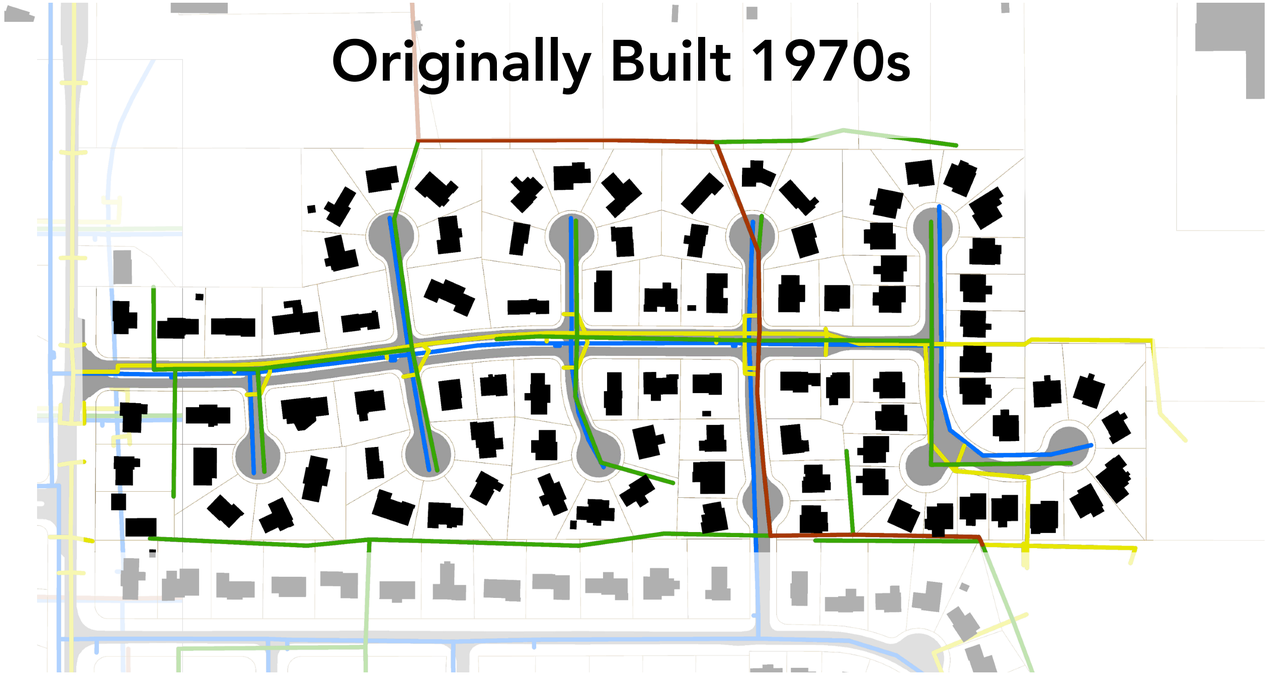
URBAN3

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**

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What you can do:

8. Measure What You Own

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Roads over Time

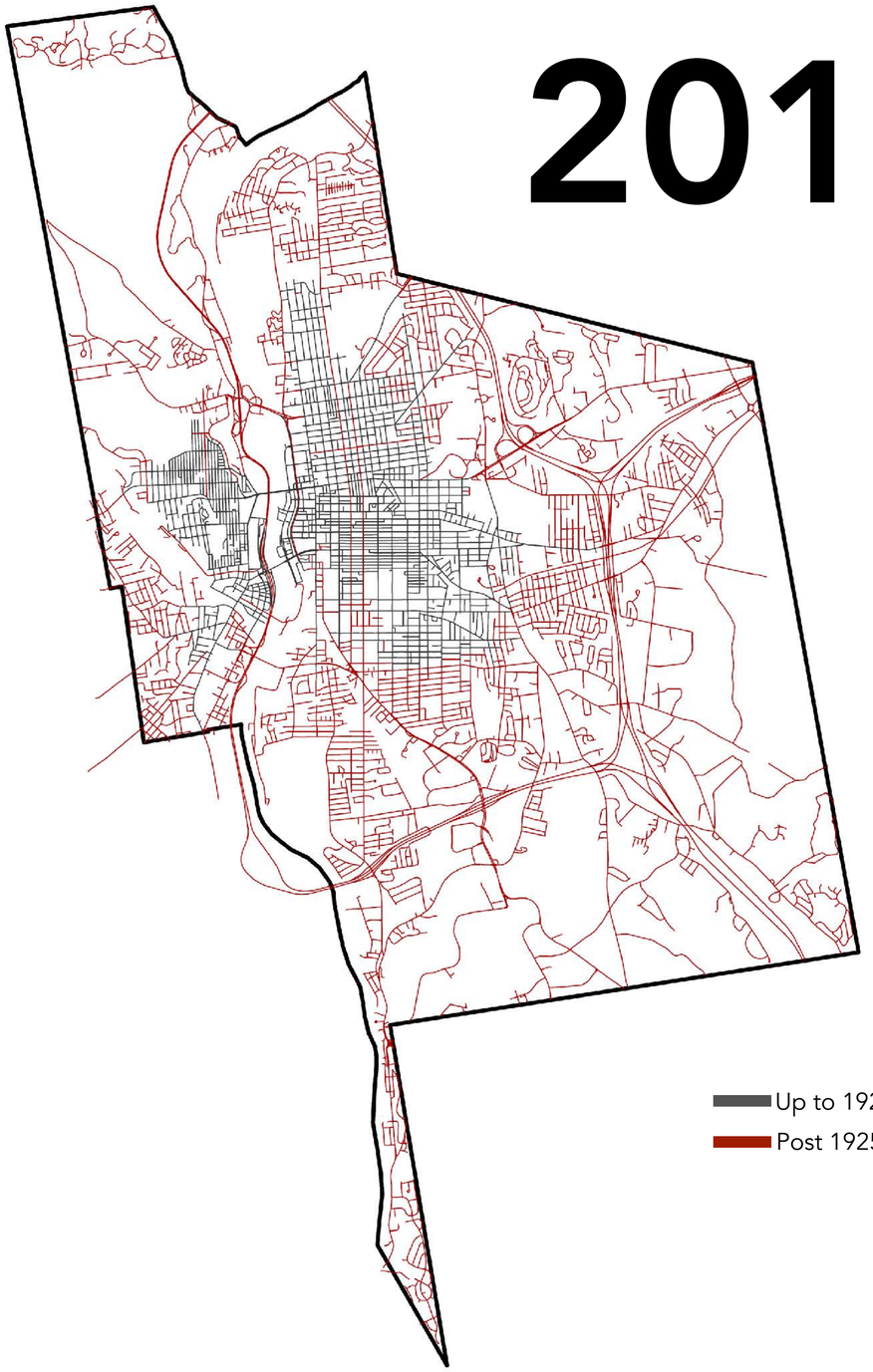
Manchester, NH

111,000 people

535 miles* of road

25.4 feet of road per person





*Road centerline miles

What you can do:

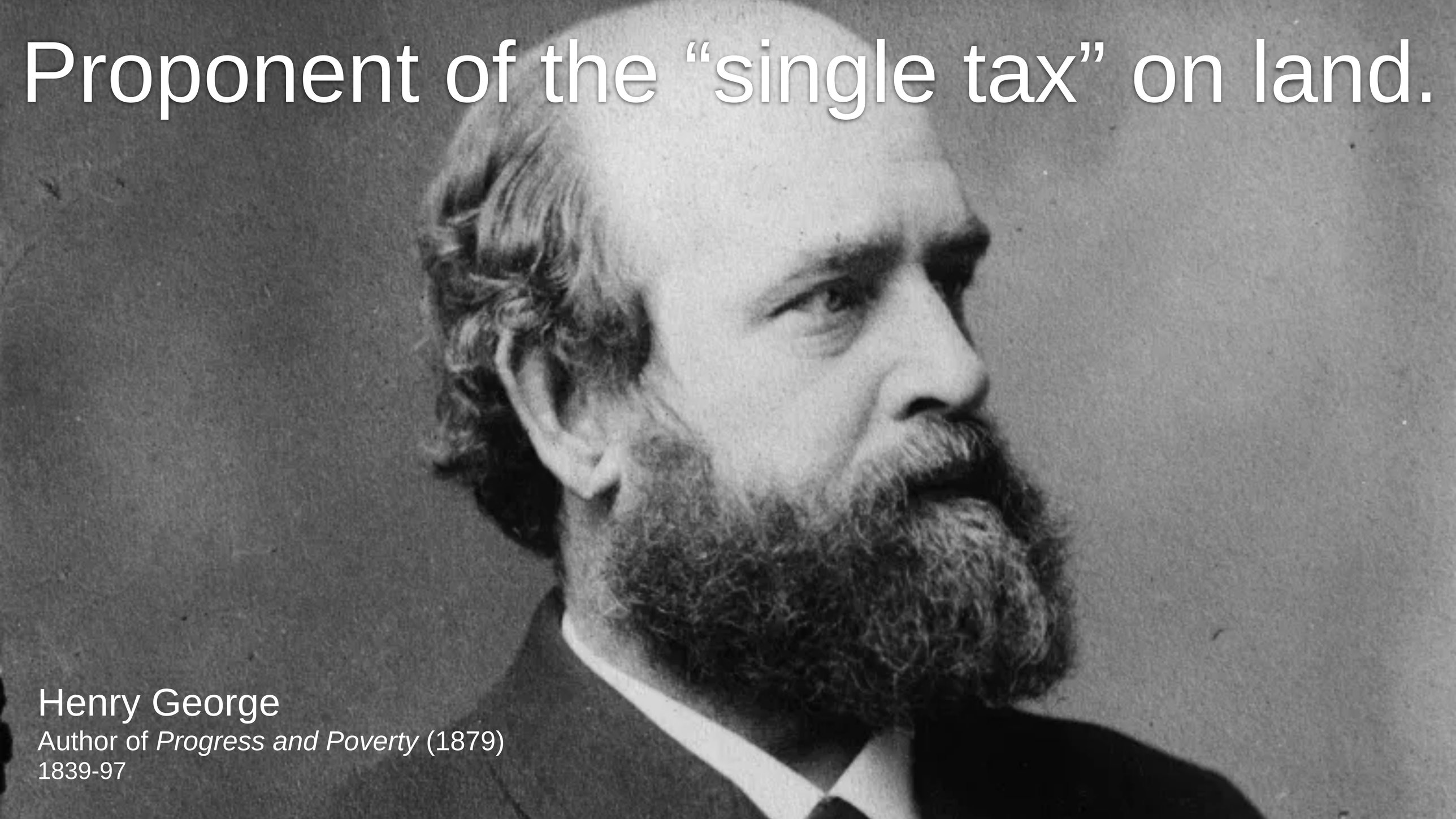
9. Consider the Tax System

URBAN3

Question:

What is an appropriate tax?

Proponent of the “single tax” on land.



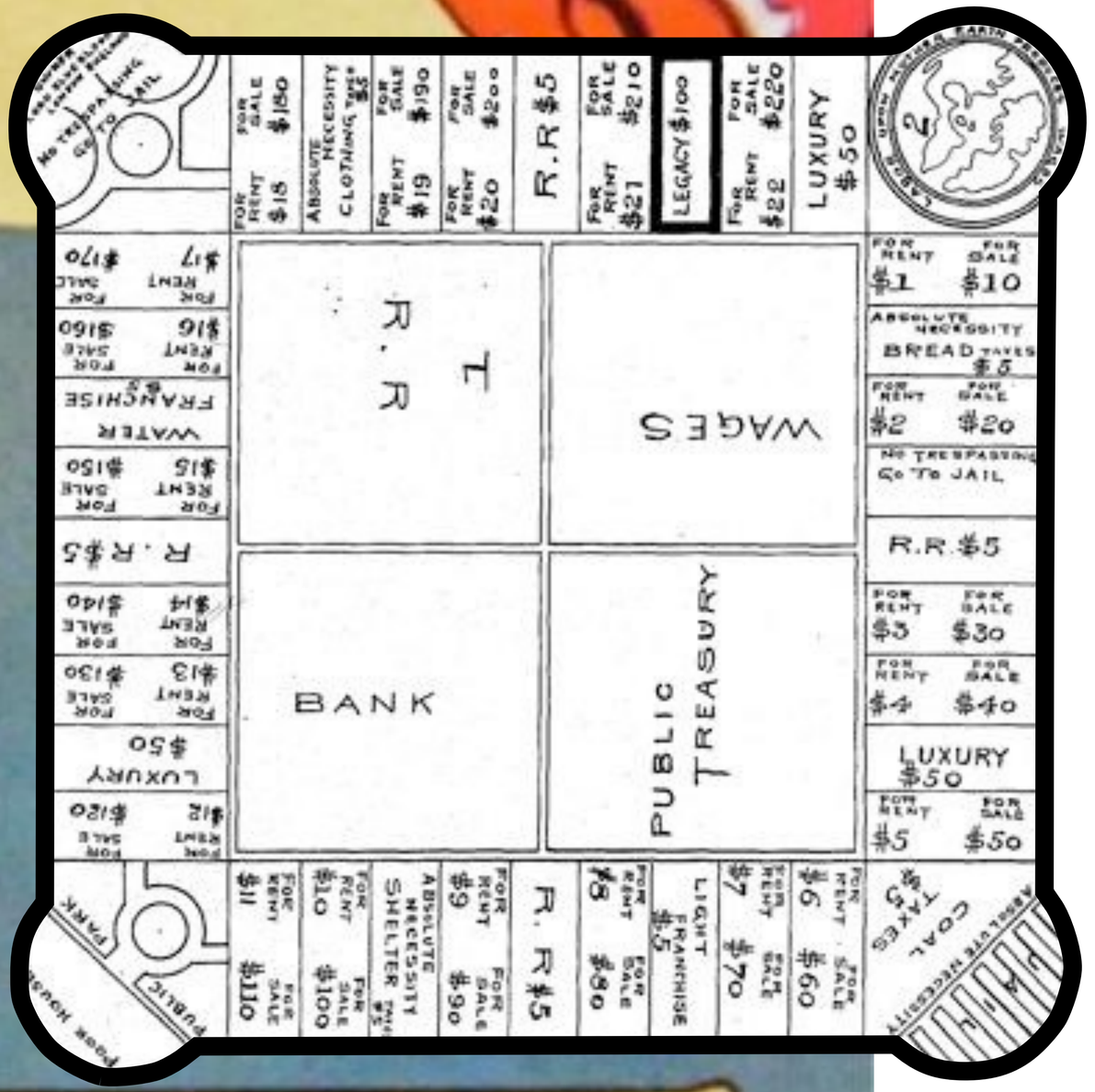
Henry George
Author of *Progress and Poverty* (1879)
1839-97


by Elizabeth Magie Phillips
FAMOUS ORIGINATOR OF GAMES



by Elizabeth Magie Phillips

FAMOUS ORIGINATOR OF GAMES

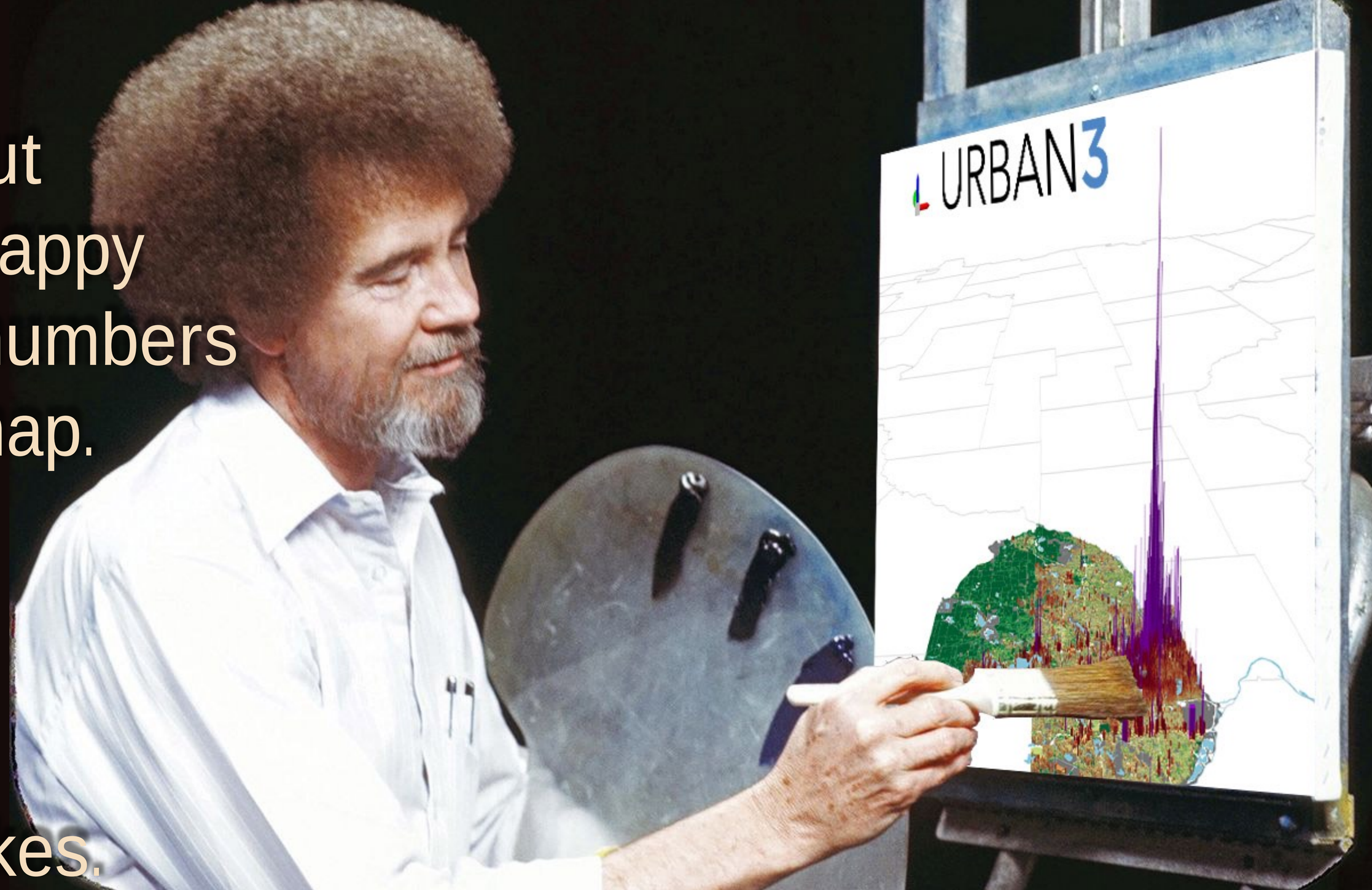


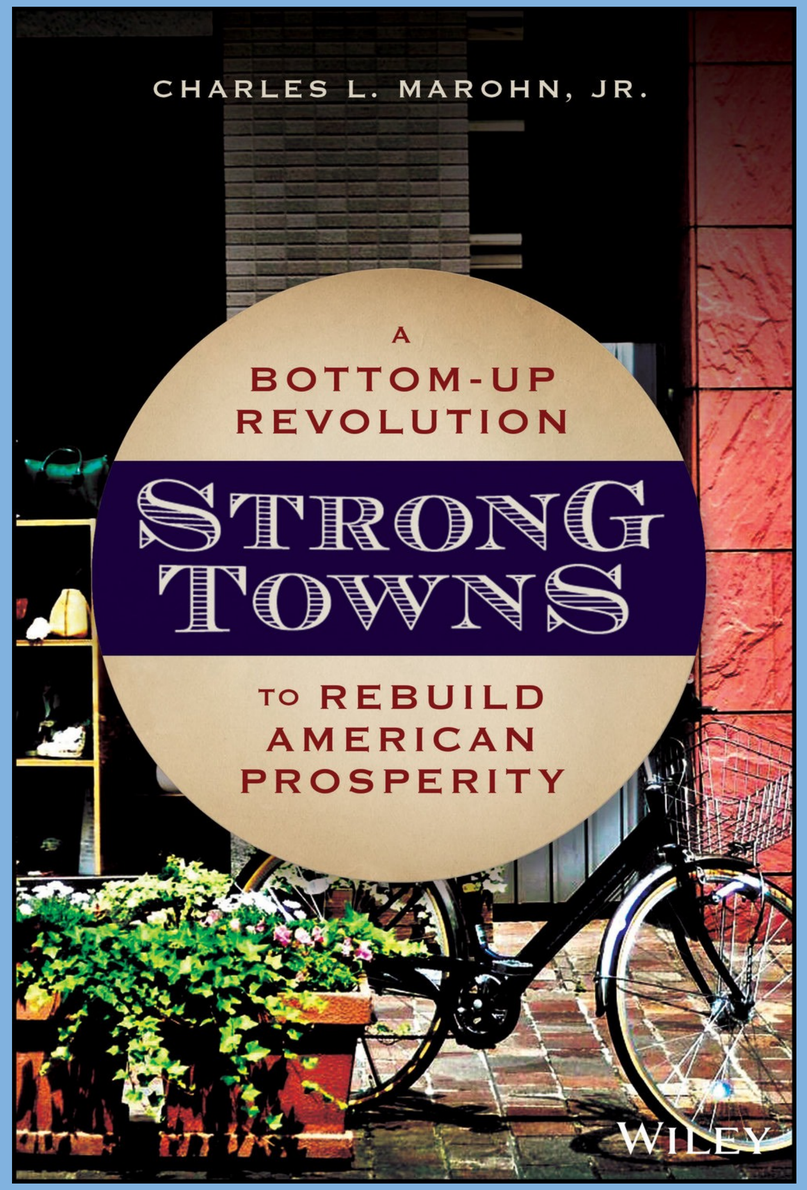




Just put your happy little numbers on a map.

Don’t worry about mistakes.




CHARLES L. MAROHN, JR.
A
BOTTOM-UP
REVOLUTION
STRONG
TOWNS
TO REBUILD
AMERICAN
PROSPERITY
WILEY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