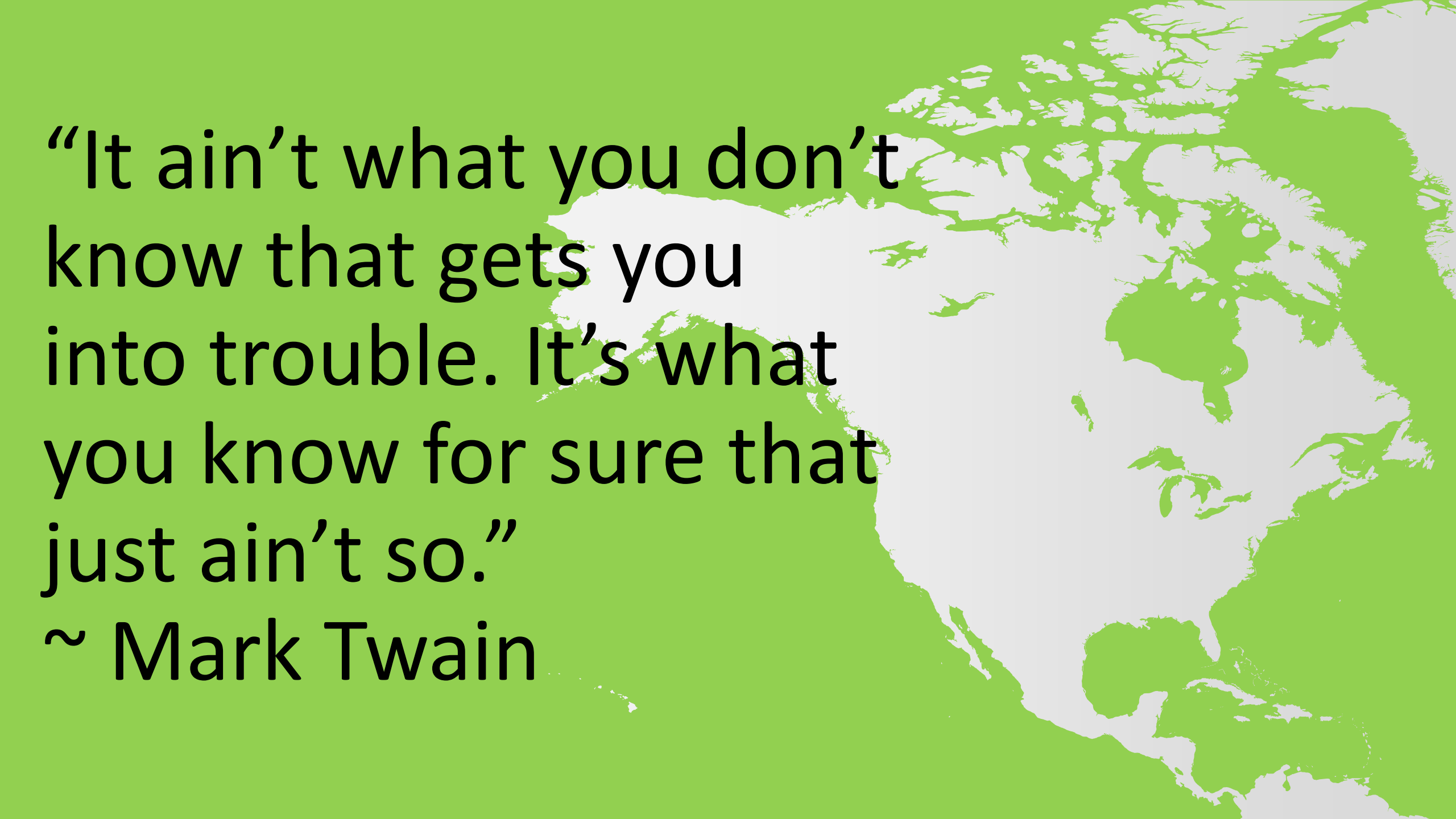




# TECHNOLOGY

Appraisal & Tax Solutions “From Start  
To Finish”



“It ain’t what you don’t  
know that gets you  
into trouble. It’s what  
you know for sure that  
just ain’t so.”

~ Mark Twain

# GOALS

- Accurate Values
- Equitable Values
- Defendable Values
- Customer Service
- Transparency














# HOW TO REACH GOALS?

- Clean
- Analyze
- Appraise
- Share

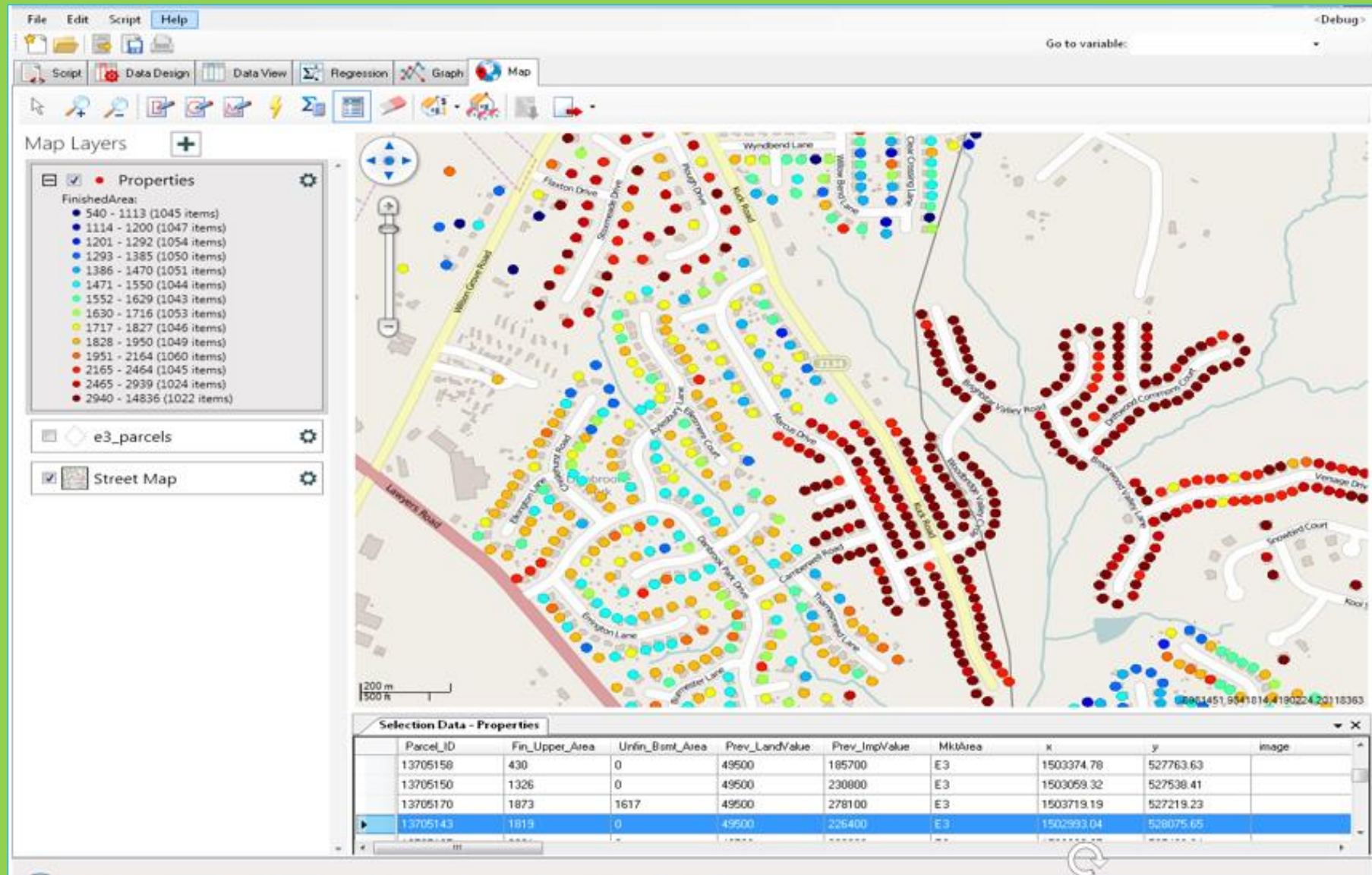


# CLEAN DATA

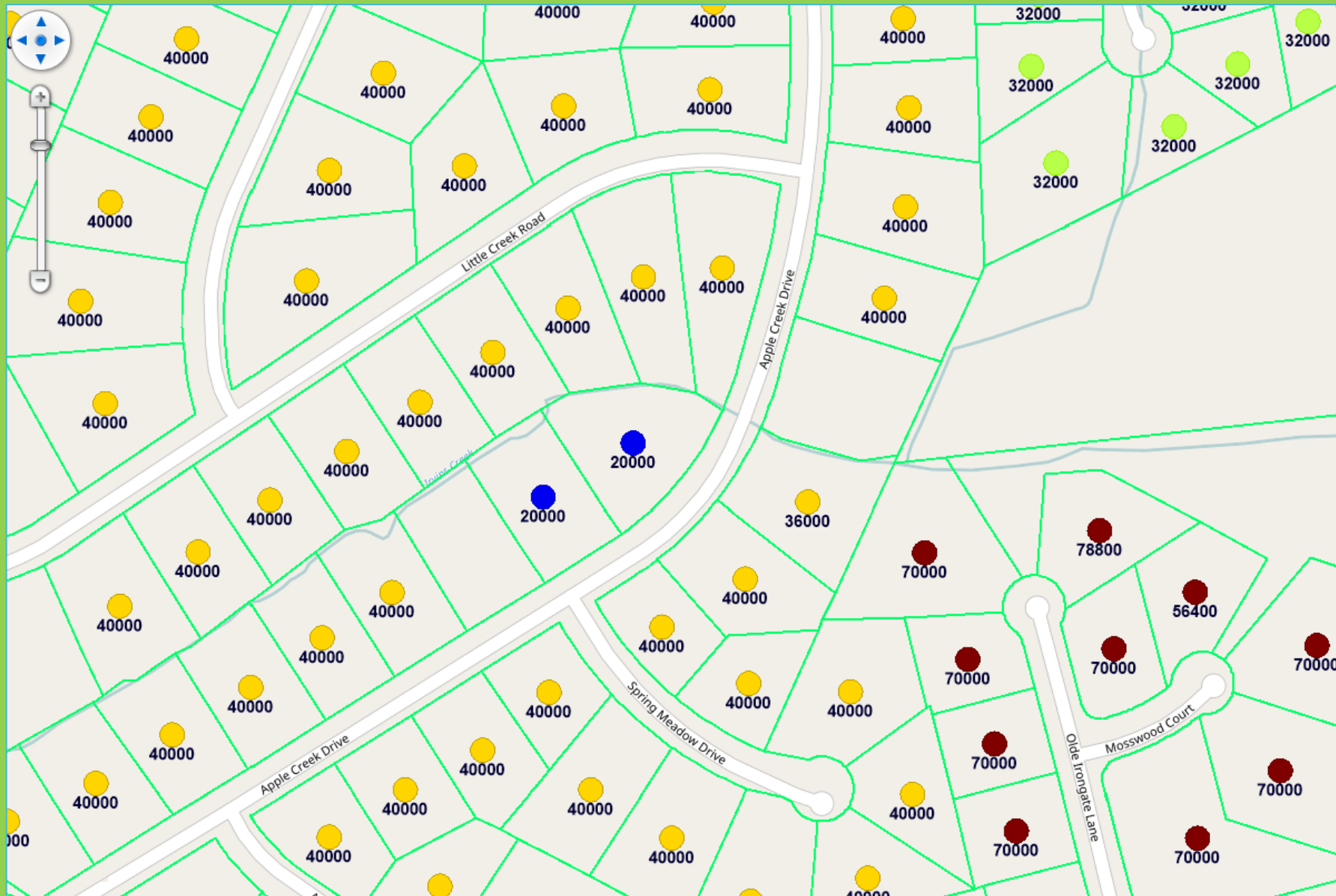
FULL_BATHS				
Value	Frequency	Percent	Cumulative %	Show on Map
0	10	0.068	0.068	
1	1,874	12.807	12.875	
2	11,664	79.71	92.585	
3	1,013	6.923	99.508	
4	63	0.431	99.938	
5	8	0.055	99.993	
7	1	0.007	100	
Total:	14,633			

FIRE_PLACES				
Value	Frequency	Percent	Cumulative %	Show on Map
0	2,135	14.59	14.59	
1	12,474	85.246	99.836	
2	23	0.157	99.993	
8	1	0.007	100	
Total:	14,633			

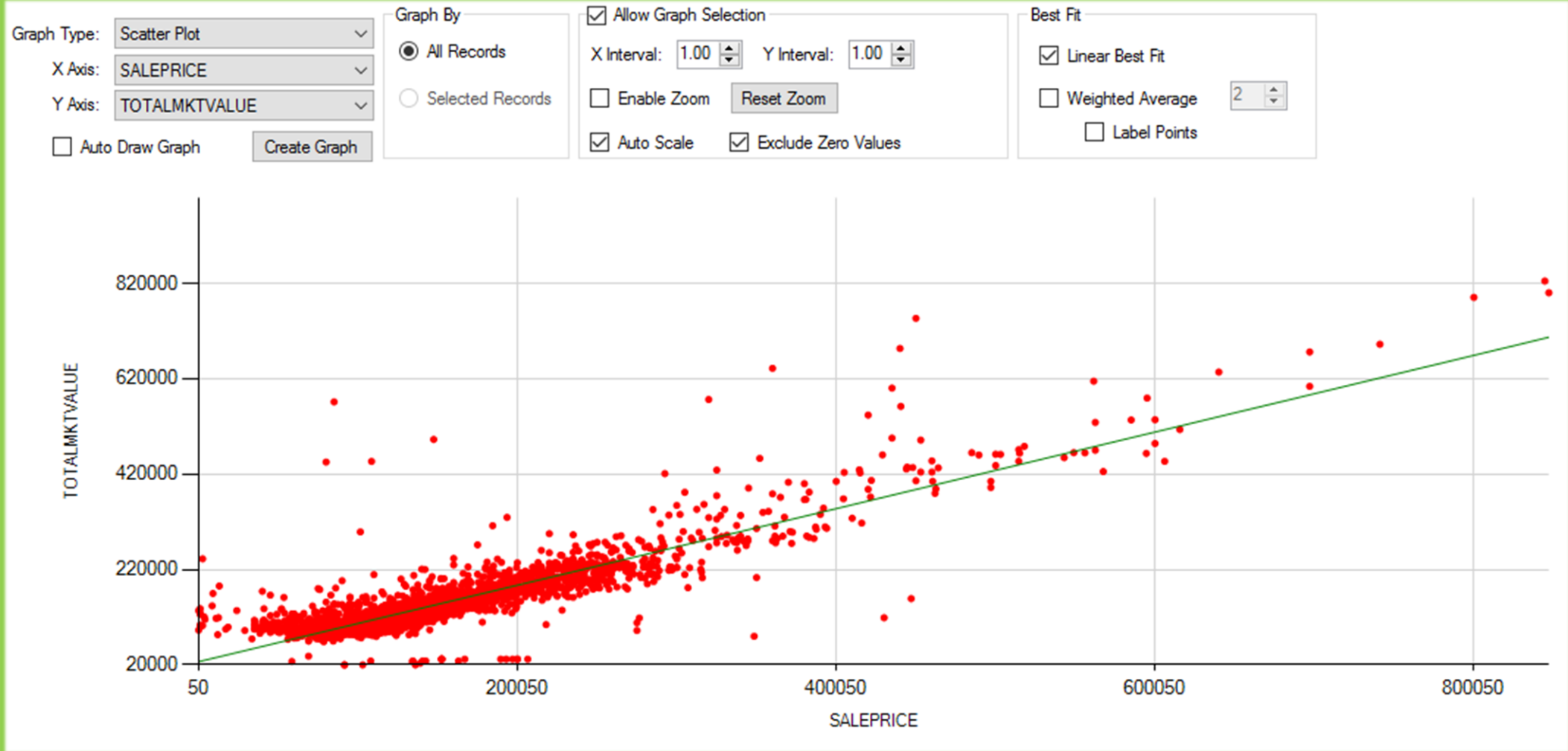
# CLEAN DATA



# CLEAN DATA



# ANALYZE



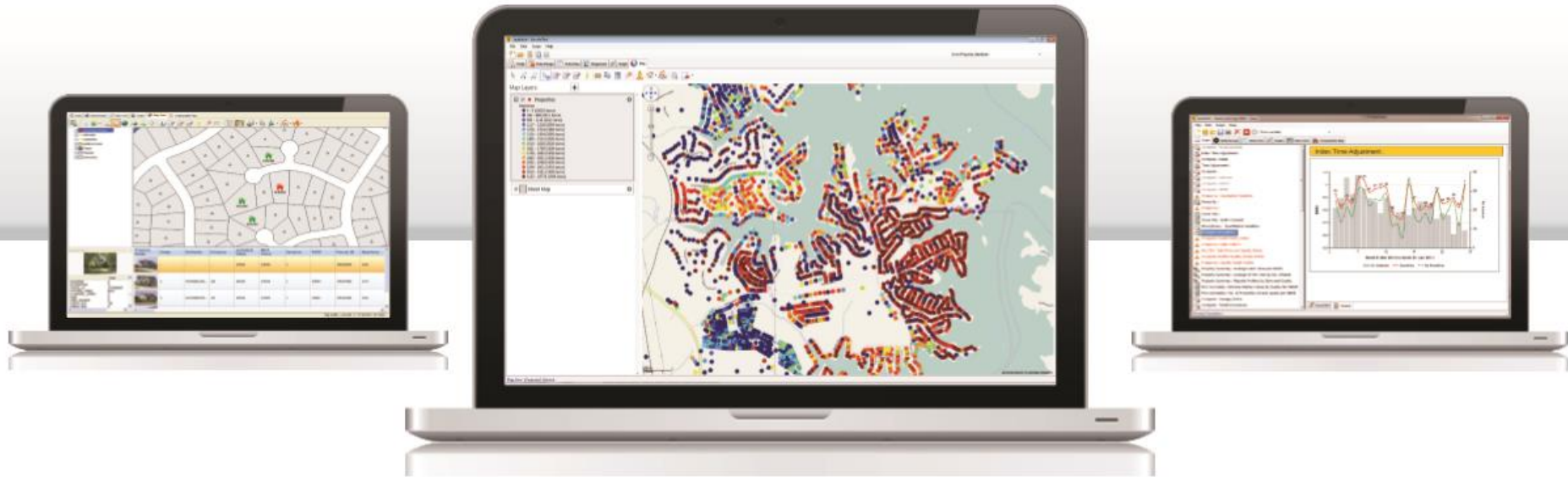


# ANALYZE



## Descriptives: Quantitative Variables

Attribute	Count	Sum	Min	Max	Mean	Median	Std Dev	
FINISHEDAREA	571	1,039,500	696	4,367	1,820	1,670	614.327	
LANDVALUE	571	16,550,500	16,200	100,000	28,985	25,000	12,128.689	
SALEPRICE	571	86,952,100	60,000	562,500	152,280	133,000	66,225.377	
TOTALMKTVALUE	571	84,507,500	20,000	562,200	147,999	127,500	70,136.967	



# APPRAISE

## Ratio Analysis : Compare spatialest v Cost Approach

### TOTALMKTVALUE/SALEPRICE

Attribute	Count	Mean	Median	Std Dev	PRD	COD	COV	COC
All	565	0.979	0.989	0.17	1.008	9.928	17.322	0.699

### SPATIALEST\_VALUE/SALEPRICE

Attribute	Count	Mean	Median	Std Dev	PRD	COD	COV
All	565	1.009	1.005	0.106	1.012	7.944	10.516



# DON'T STOP WITH ONE METHOD.. REGRESSION AND COMP MODELS

Model: Regression Analysis

<< Back to Models

Edit Model Model Results



Succeeded: YES  
Last Run: Wed, May 10, 2017 10:21AM

Number of properties	571
Model constant	\$41,727.73
COD	8.6295

R squared	0.9272
Std err est	\$18,049.42
Wt mean ratio	1.0000

Mean ratio	1.0128
Median ratio	1.0033
PRD	1.0128

COV Median	11.24%
COV Mean	11.15%
PRB	-0.0409



Model Configuration

What is the value/sale attribute?

SALEPRICE

Include properties satisfying: (571 of 14633)

( Valid\_Sale = 1 )

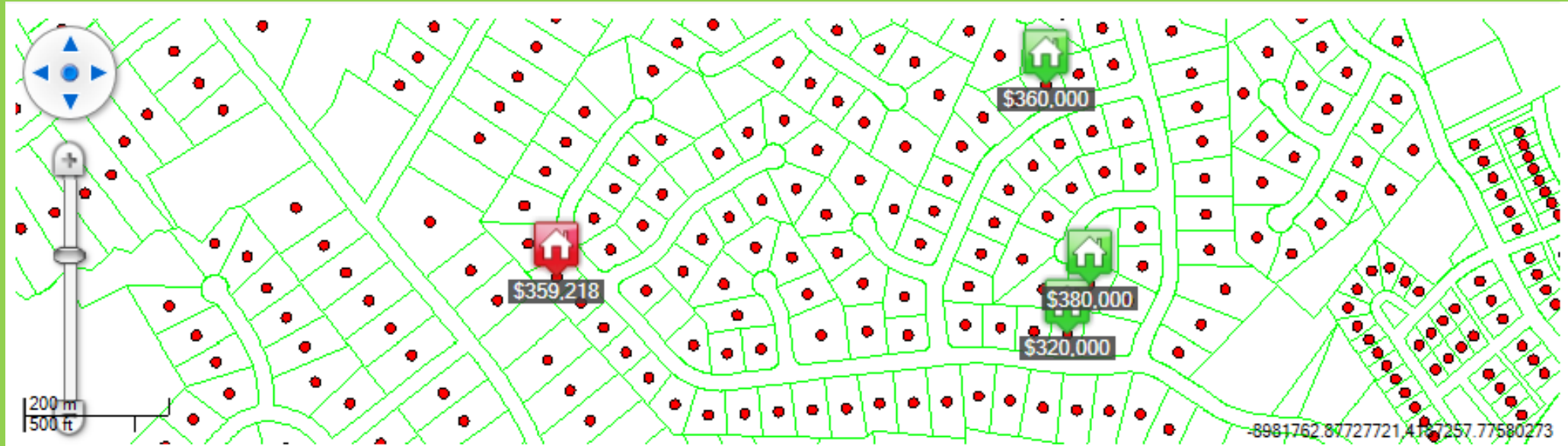
Advanced View

Add More Attributes

\*constrained




	Attribute	Data Info	Configuration			Results			
	Attribute	Missings	Quan?	Constraint	Replace Missings	Info	Contribution	Influence	Reliability
	FINISHEDAREA	0	<input checked="" type="checkbox"/>		skip		\$44.54	high	high
<input type="checkbox"/>	LUC	0	<input type="checkbox"/>		skip			medium	
<input type="checkbox"/>	AGE_GROUP	0	<input type="checkbox"/>		skip			medium	
	LANDVALUE	0	<input checked="" type="checkbox"/>		skip		\$2.30	high	high
<input type="checkbox"/>	GRADE	0	<input type="checkbox"/>		skip			high	

# COMP MODELS



Subject / Comps    Subject / Comps (Regression Val...    Selection Data - Properties

Go to Property Attribute

Property Image	Comp	Similarity	Distance	spatial Value	MRA Value	Iteration	SalePrice	Parcel_ID
	-	-	-	359218	371611	2	0	13527239
	1	0.69268573396...	1964	371496	376873	4	360000	13527307
	2	0.71812820000	1002	348702	367020	4	380000	13527402

# COMP MODELS

**Total Unknowns Valued** :13732 (97.65%)

**Total Knowns Valued** : 565 (98.95%)

**r Squared** : 0.9343

**Adjusted r squared** : 0.9341

**COD** : 7.9439

**COV Median** : 10.5538

**COV Mean** : 10.5164

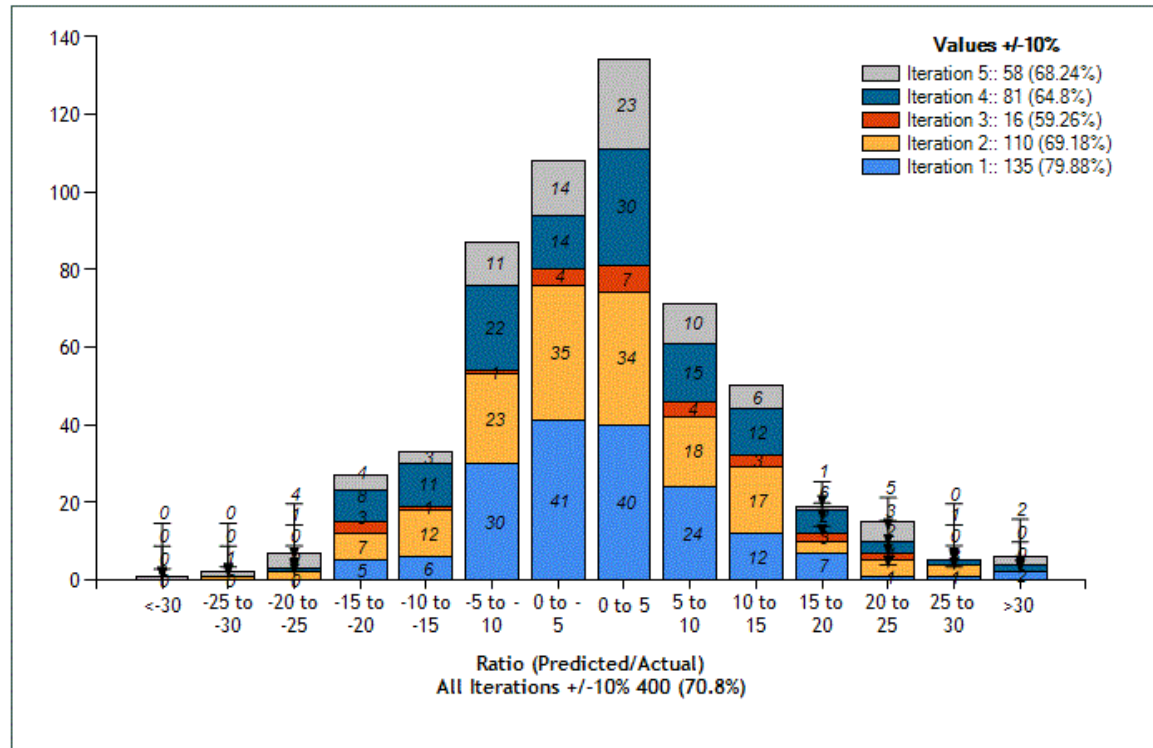
**Median** : 1.0050

**Mean** : 1.0088

**Weighted Mean Ratio** : 0.9968

**Price Related Differential** : 1.0120

**Price Related Bias** : -0.0379



# DEFEND VALUES

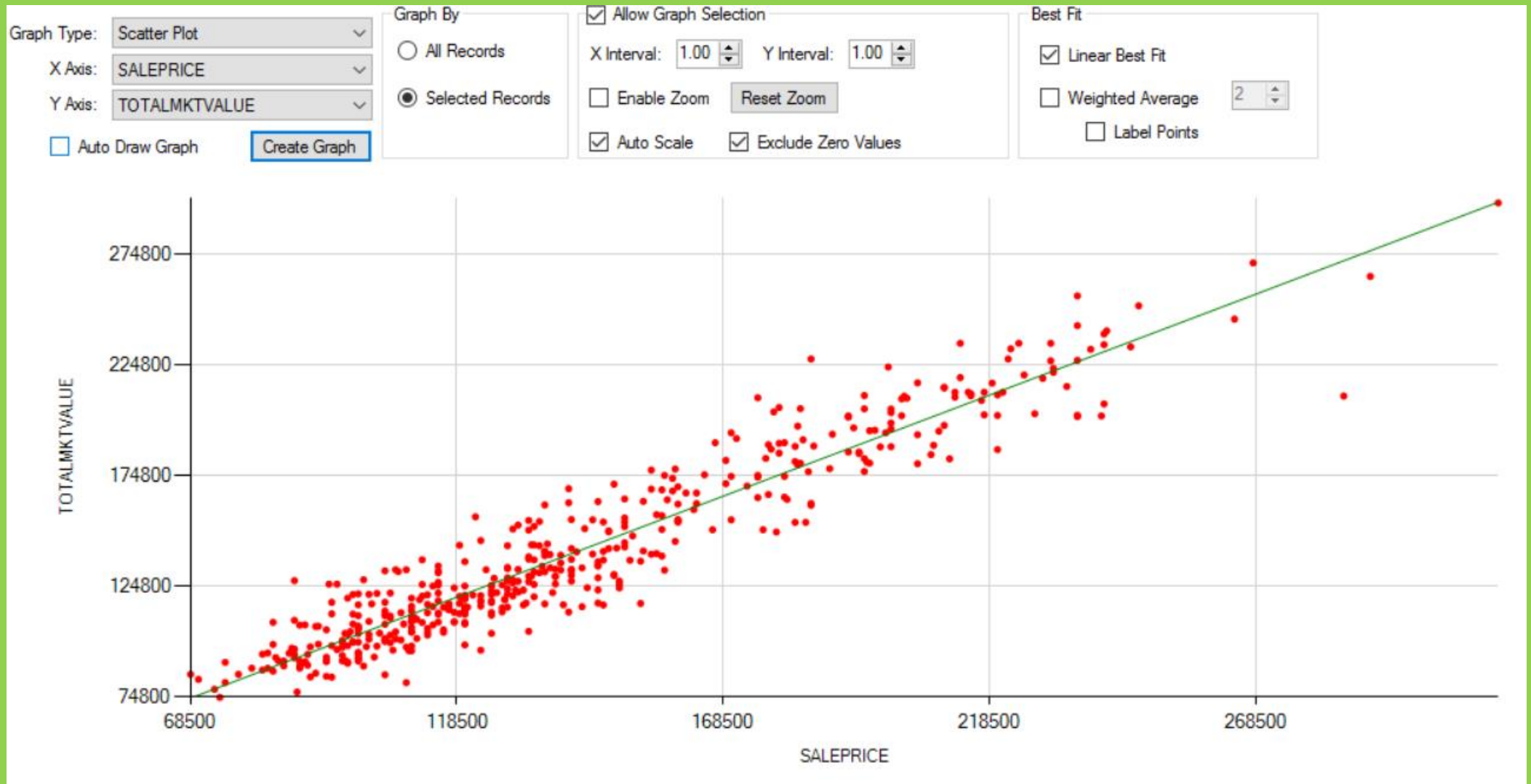
## Ratio Analysis :Review IAAO stats by Grade

### TOTALMKTValue/SalePrice

Attribute	Count	Mean	Median	Std Dev	PRD	COD
Average	534	0.977	0.987	0.169	1.012	9.886
Good	26	1.015	1.037	0.186	1.003	10.329
Very_Good	5	1.025	1.036	0.093	1.007	6.975
All	565	0.979	0.989	0.17	1.008	9.928

- Defend Using Mass Appraisal Statistics

# DEFEND VALUES




Scatter Plot for Average Quality Sales

# DEFEND VALUES






Refine By: Distance 1 miles Qual. Code Sale Date 2015-01-01 - 2016-12-31 Total Area 1,839 - 2,487 SqFt Year Built 1955 - 1995 Type Desc NBHD Land Value





Effective Age Quality Description Bathrooms Bedrooms Garage Desc

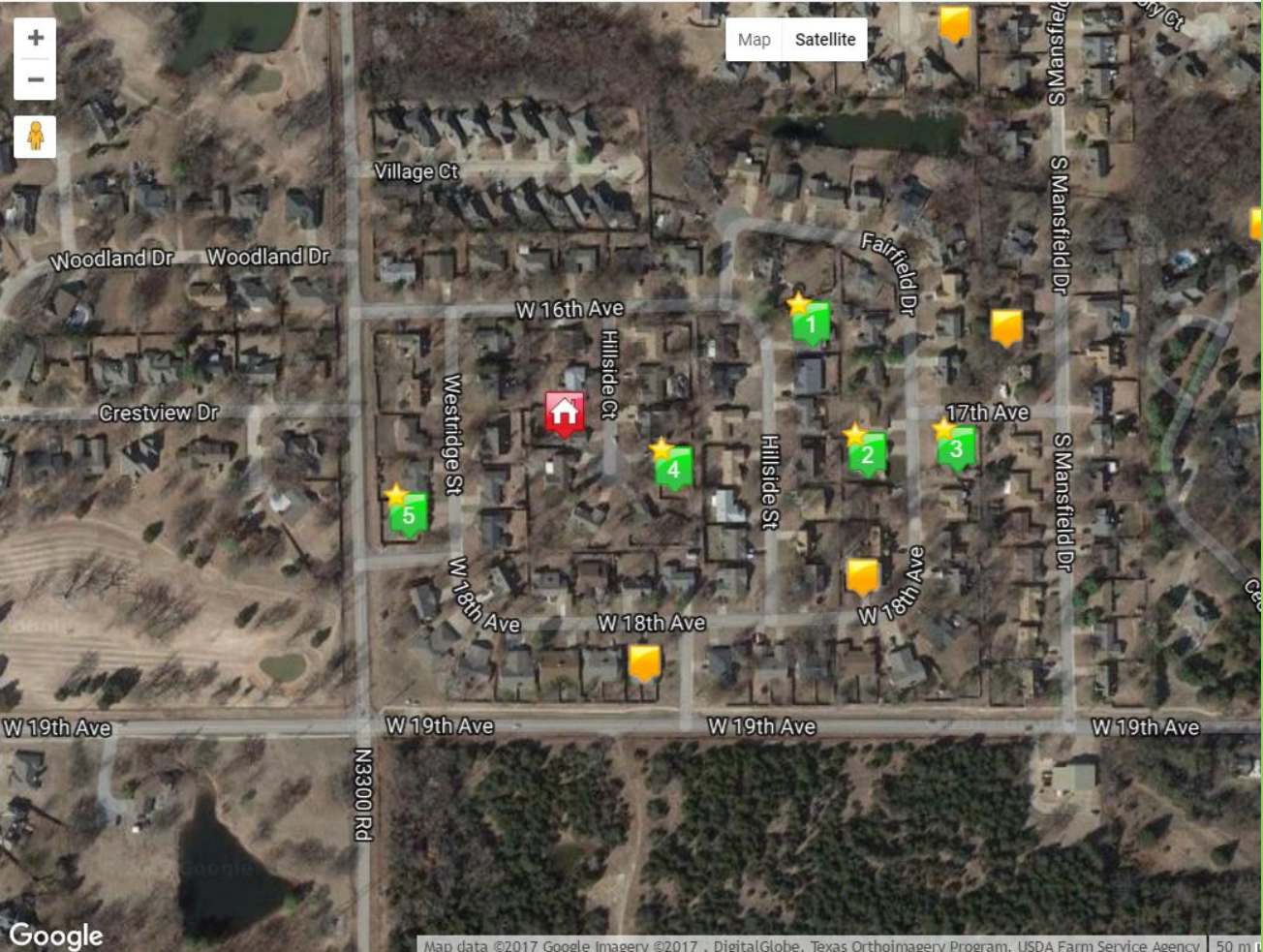
**Subject Property** (Estimated Value: **\$154,672**) [Save Comparables](#)

 **1612 S Hillside Ct**  
Distance: N/A Account: 600018805 Sale Date: 19 May 2015  
Sale Price: \$154,000 Qual. Code: Yes Total Area: 2,163 SqFt

**25 Nearby Sales** [Sort](#)

 <b>1619 S Hillside Ct</b> <a href="#">Comparable</a> <b>\$174,670</b> Distance: 252 ft Account: 600018813 Sale Date: 29 Jun 2016 Sale Price: \$174,670 Qual. Code: Yes Total Area: 1,939 SqFt
 <b>1706 S Westridge St</b> <a href="#">Comparable</a> <b>\$171,000</b> Distance: 382 ft Account: 600019003 Sale Date: 16 Mar 2015 Sale Price: \$171,000 Qual. Code: Yes Total Area: 2,445 SqFt
 <b>1806 S Hillside Ct</b> <a href="#">Add Comp</a> <b>\$190,000</b> Distance: 531 ft Account: 600018999 Sale Date: 27 Jul 2016 Sale Price: \$190,000 Qual. Code: Yes Total Area: 2,464 SqFt
 <b>1611 S Hillside St</b> <a href="#">Comparable</a> <b>\$155,000</b> Distance: 556 ft Account: 600018909 Sale Date: 27 Feb 2015 Sale Price: \$155,000 Qual. Code: Yes Total Area: 2,170 SqFt
 <b>1702 S Fairfield Dr</b> <a href="#">Comparable</a> <b>\$160,000</b> Distance: 638 ft Account: 600018889 Sale Price: \$160,000 Qual. Code: Yes

[Comparables](#)     [+1 more](#)



Map Satellite

Google

Map data ©2017 Google Imagery ©2017, DigitalGlobe, Texas Orthoimagery Program, USDA Farm Service Agency | 50 m

- Using Single Property Appraisal Techniques



# DEFEND VALUES

## Grid Estimate:

**\$171,300**

(Moving Average)

Min: \$165,200

Max: \$188,060

## Subject



**Address** 1612 S HILLSIDE CT  
**Sale Price/Date** \$154,000 / 19 May 2015  
**Instrument Num** 2259-0851

**Distance** -

**Sale Date** 19 May 2015

**Land Value** \$30,000

**Quality** 3

**Condition** 3

**Total Area** 2,163 SqFt

**Year Built** 1975

**Basement/Min** 0 SqFt

**Basement/Part** 0 SqFt

**Bedrooms** 3.00

**Bathrooms** 2.00

**Half Baths** 1

**Garage** 541 SqFt

**Site Impr Value** \$0

**Total Adjustment**  
**Adjusted Sale Price**

## Comp #1



**Address** 1611 S HILLSIDE ST  
**Sale Price/Date** \$155,000 / 27 Feb 2015  
**Instrument Num** 2244-0795

556 ft

**Sale Date** 27 Feb 2015 **\$8,500**

**Land Value** \$30,000 \$0

**Quality** 3 \$0

**Condition** 3 \$0

**Total Area** 2,170 SqFt \$0

**Year Built** 1977 \$0

**Basement/Min** 0 SqFt \$0

**Basement/Part** 0 SqFt \$0

**Bedrooms** 3.00 \$0

**Bathrooms** 2.00 \$0

**Half Baths** 0 **\$3,000**

**Garage** 626 SqFt **-\$1,300**

**Site Impr Value** \$0 \$0

**Net:7% Gross:8%** \$10,200  
**\$ 165,200**

## Comp #2



**Address** 1702 S FAIRFIELD DR  
**Sale Price/Date** \$160,000 / 5 Aug 2016  
**Instrument Num** 2347-0575

638 ft

**Sale Date** 5 Aug 2016 **\$1,600**

**Land Value** \$30,000 \$0

**Quality** 3 \$0

**Condition** 3 \$0

**Total Area** 1,917 SqFt **\$8,550**

**Year Built** 1978 \$0

**Basement/Min** 0 SqFt \$0

**Basement/Part** 0 SqFt \$0

**Bedrooms** 3.00 \$0

**Bathrooms** 2.00 \$0

**Half Baths** 0 **\$3,000**

**Garage** 465 SqFt **\$1,100**

**Site Impr Value** \$0 \$0

**Net:9% Gross:9%** \$14,250  
**\$ 174,250**

## Comp #3



**Address** 1701 S FAIRFIELD DR  
**Sale Price/Date** \$169,000 / 24 Feb 2017  
**Instrument Num** 2380-0987

825 ft

**Sale Date** 24 Feb 2017 \$0

**Land Value** \$30,000 \$0

**Quality** 3 \$0

**Condition** 3 \$0

**Total Area** 1,933 SqFt **\$8,000**

**Year Built** 1979 \$0

**Basement/Min** 0 SqFt \$0

**Basement/Part** 0 SqFt \$0

**Bedrooms** 3.00 \$0

**Bathrooms** 2.00 \$0

**Half Baths** 0 **\$3,000**

**Garage** 483 SqFt **\$900**

**Site Impr Value** \$370 **-\$370**

**Net:7% Gross:7%** \$11,530  
**\$ 180,530**

# PUBLIC INTERACTION / TRANSPARENCY



Tax Administration  
Record Search

[County Home Page](#)

[Tax Administration](#)

Select Search

## Account

**Parcel Ref No:** 155443  
**PIN:** 0729-04-72-2678  
**Account No:** 8638307

## Current Owner(s)

MCCOWAN ALICE E EST

## January 1 Owner(s)

MCCOWAN ALICE E  
EST

## Mailing Address

5205 LACY RD  
DURHAM, NC  
27707

## Location Address

5205 LACY RD

Card 1 of 1



**Tax District:** CNTY-DRHM/CITY-DRHM  
**Land Use Code:** 180  
**Land Use Desc:** RES/ MULTIPLE DWG'S  
**Subdiv Code:** 1830  
**Subdiv Desc:** HIGHLAND HGHTS  
**Neighborhood:** 082RC

**Legal Description:** HIGHLAND HEIGHTS/BLK:A/LT #11 PT/LT#12 N/20 FT

**Deed Book & Page:** 391 / 527 [View Deed](#)

**Plat Book & Page:** 000053 / 000062

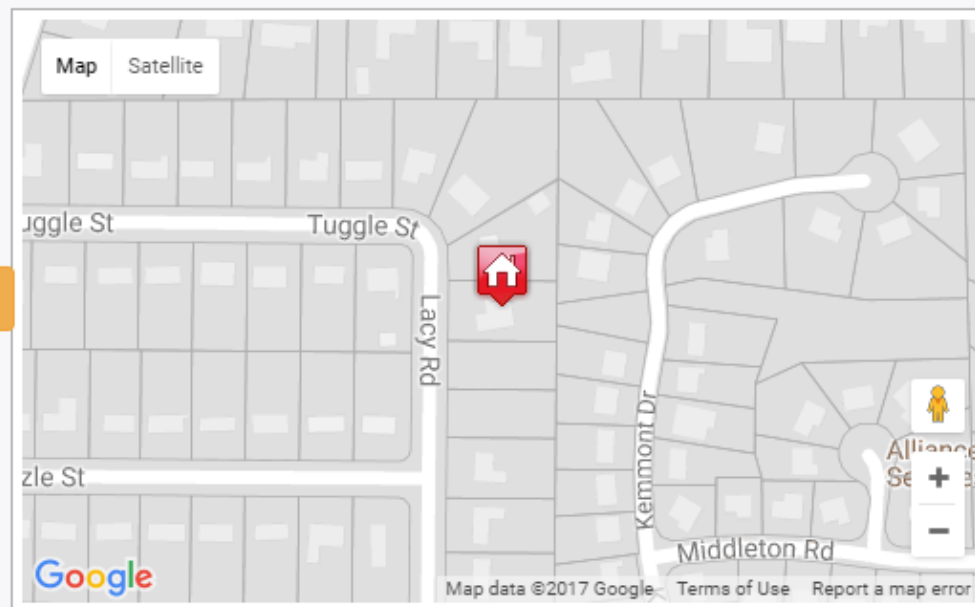
**Last Sale Date:**

**Last Sale Price:** \$-

Property Tax Appraisal

**\$287,580**

Appraised Value as of January 1, 2016



[Find Similar Sales](#)

[Aerial Imagery](#)

[My Community](#)

# PUBLIC INTERACTION / TRANSPARENCY

[Overview](#)[Building Details](#)[Land Details](#)[Deeds](#)[Sales](#)[Permits](#)[Tax Bill](#)[Map](#)[Print Record Card](#)[Appeal Options](#)

## Overview



155443 12/18/2014

This property contains land mainly classified for assessment purposes \* as **RESIDENTIAL** property with a(n) **RANCH** style building, built about **1972**, with a heated area of **3,256** sqft, with **2** building(s), **4** total bedroom(s), **3** total bath(s), **0** total half bath(s).

\*The classification for assessment purposes is not a zoning designation and does not speak to the legality of the current use of the subject property.

# PUBLIC INTERACTION / TRANSPARENCY

[Overview](#)[Building Details](#)[Land Details](#)[Deeds](#)[Sales](#)[Permits](#)[Tax Bill](#)[Map](#)[Print Record Card](#)[Appeal Options](#)

## Building Details



155443 12/18/2014

**Year Built:** 1972

**Heated Area (S/F):** 3,256

**Bathroom(s):** 3 Full Bath(s) 0 Half Bath(s)

**\*\* Bedroom(s):** 4

**Fireplace (Y/N):** Y

Number of Fireplaces: 1

**Basement (Y/N):** Y

Finished: 1,514

**Attached Garage (Y/N):** N

[I would like to request Changes](#)

### Appraised Improvement Values

**\$255,855**

Appraised Value as of January 1, 2016

value of building(s) only

\* Note - As of January 1

\*\* Note - Bedroom(s), shown for description only

[I would like to request Changes](#)

# PUBLIC INTERACTION / TRANSPARENCY

Account	Current Owner(s)	January 1 Owner(s)	Mailing Address	Location Address
<b>Parcel Ref No:</b> 155443 <b>PIN:</b> 0729-04-72-2678 <b>Account No:</b> 8638307	MCCOWAN ALICE E EST	MCCOWAN ALICE E EST	5205 LACY RD DURHAM , NC 27707	5205 LACY RD

Email

Please email my Annual Tax Bill notification to this address

Phone #

(Area) -  -

## Please Review your current Property characteristics

To submit a change request:

You can click on the  to submit items for review

Click on **Submit Change Request** in the bottom right corner when finished

## Comments

Enter any additional comments

Taxpayer  Staff

Use Above Mailing Address

Or

Use Different Mailing Address

 Year Built	1972
 Heated Area (S/F)	3,256
 Bedrooms	4
<b>Bathrooms</b>	
 Full Bath(s)	3
 Half Bath(s)	0
 Fireplace	Y
 Number of Fireplaces	1
 Basement	Y
 Unfinished	0
 Finished	1,514
 Partially Finished	0
 Attached Garage	N
 Other	

[→ Submit Change Request](#)

# EMPOWER THE CITIZEN



Tax Administration  
Record Search

[County Home Page](#)

[Tax Administration](#)

Search Select Search

## Account

**Parcel Ref No:** 135514  
**PIN:** 0719-03-43-6241  
**Account No:** 297696

## Current Owner(s)

COWAN JOHN ANDREW

## January 1 Owner(s)

COWAN JOHN L

## Mailing Address

375 KINGSTOWN DR  
NAPLES , FL  
34102

## Location Address

3514 SHADY CREEK DR



135514 12/12/2014

**Tax District:** CNTY-DRHM/CITY-DRHM  
**Land Use Code:** 111  
**Land Use Desc:** RES/ 1-FAMILY  
**Subdiv Code:** 1586  
**Subdiv Desc:** HPVL/HEATHERWOOD P02  
**Neighborhood:** 310RI

**Legal Description:** HOPE VALLEY-HEATHERWOOD/P H:02/LT#12

**Deed Book & Page:** 2239 / 556 [View Deed](#)

**Plat Book & Page:** 000124 / 000181

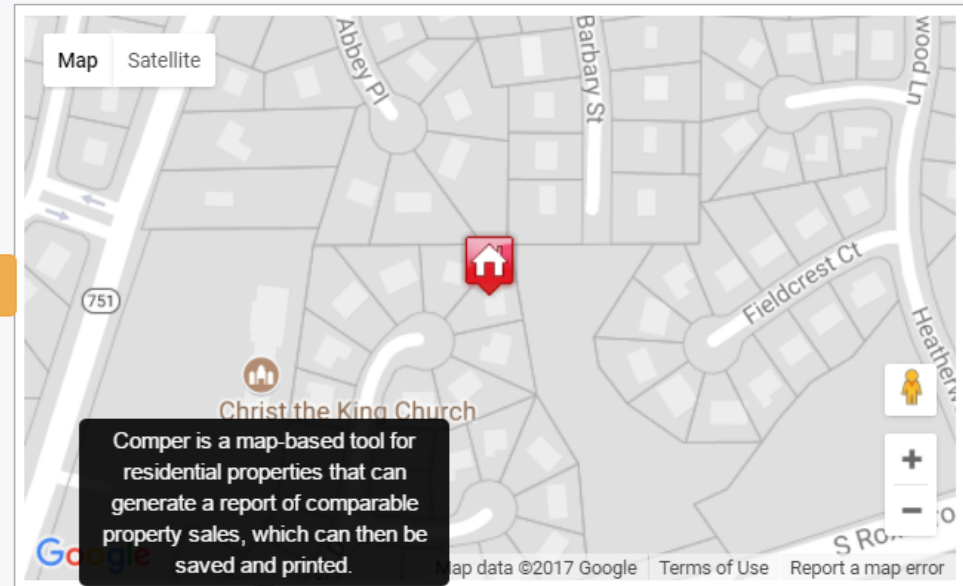
**Last Sale Date:**

**Last Sale Price:** \$-

### Property Tax Appraisal

**\$268,898**

Appraised Value as of January 1, 2016



[Find Similar Sales](#)

[Aerial Imagery](#)

[My Community](#)

[Overview](#)

[Building Details](#)

[Land Details](#)

[Deeds](#)

[Sales](#)

[Permits](#)

[Tax Bill](#)

[Map](#)

[Print Record Card](#)

[Appeal Options](#)

# EMPOWER THE CITIZEN

COMPER - Durham NC

Find Property

Help

Refine By:

Within 1.04 miles

My Property Type

Heated Sq Ft 1,196 - 3,588

Sale Date 2013-01-01 - 2016-01-01

Year Built

My Improvement\_Group

Subject Property (Market Value **\$268,898**)

Comparables: Empty



3514 Shady Creek Dr

Distance: N/A  
Sale Date: N/A  
Heated Sq Ft: 2,392  
Bedrooms: 4  
Bathrooms: 2  
Sale price per sq ft: 0

Top 200 Nearby Sales

Sort



3510 Shady Creek Dr

Distance: 164 ft  
Sale Date: 2014-04-30  
Heated Sq Ft: 2,030  
Bedrooms: 3  
Bathrooms: 2  
Sale price per sq ft: 122



4311 Abbey Pl

Distance: 204 ft  
Sale Date: 2015-12-01  
Heated Sq Ft: 1,760  
Bedrooms: 3  
Bathrooms: 2  
Sale price per sq ft: 115



3505 Shady Creek Dr

Distance: 338 ft  
Sale Date: 2013-09-19  
Heated Sq Ft: 2,604  
Bedrooms: 4  
Bathrooms: 3  
Sale price per sq ft: 102



8 Fieldcrest Ct

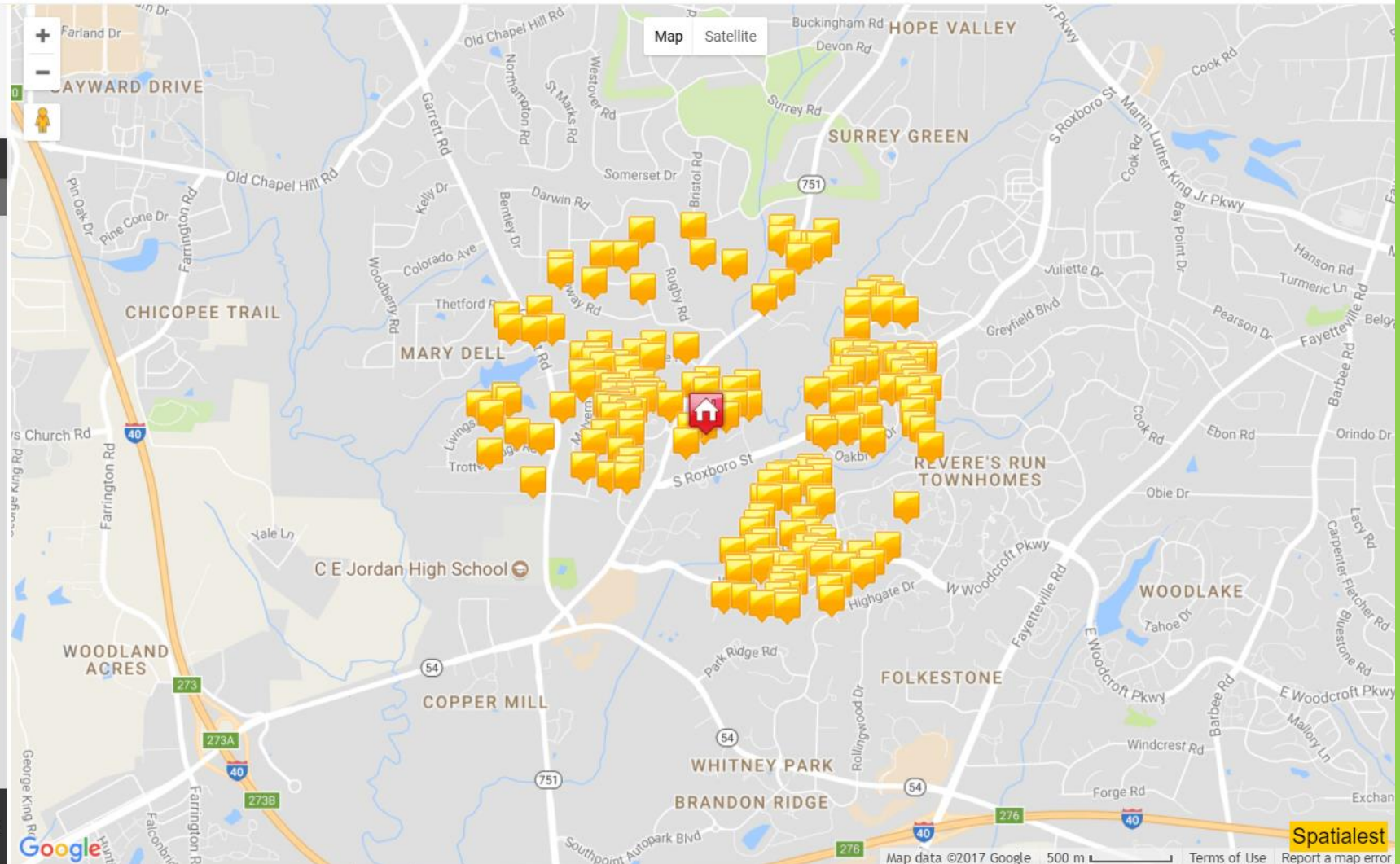
Distance: 399 ft  
Sale Date: 2014-05-02  
Heated Sq Ft: 2,304  
Bedrooms: 4  
Bathrooms: 3  
Sale price per sq ft: 105



7 Bayridge Ct

Distance: 480 ft  
Sale Date: 2015-12-04  
Heated Sq Ft: 2,213  
Bedrooms: 3  
Bathrooms: 2  
Sale price per sq ft: 111

Comparables



Spatialest

Map data ©2017 Google 500 m Terms of Use Report a map error

# CITIZEN SELF-APPEAL

COMPER - Durham NC [Find Property](#) [Help](#)

**Refine By:** Within 1.04 miles My Property Type Heated Sq Ft 1,196 - 3,588 Sale Date 2013-01-01 - 2016-01-01 Year Built My Improvement\_Group

**Subject Property** (Market Value \$268,898) Save Comparables (PDF)

**3514 Shady Creek Dr**  
 Distance: N/A    Bedrooms: 4  
 Sale Date: N/A    Bathrooms: 2  
 Heated Sq Ft: 2,392    Sale price per sq ft: 0

**Top 200 Nearby Sales** Sort ▾

Distance: 516 ft    Bedrooms: 3  
 Sale Date: 2015-09-10    Bathrooms: 2  
 Heated Sq Ft: 2,000    Sale price per sq ft: 102

**3405 Shady Creek Dr** Comparable \$262,500  
 Distance: 593 ft    Bedrooms: 3  
 Sale Date: 2015-07-13    Bathrooms: 2  
 Heated Sq Ft: 2,304    Sale price per sq ft: 114

**3 Bayridge Ct** Add Comp \$198,000  
 Distance: 619 ft    Bedrooms: 3  
 Sale Date: 2013-04-19    Bathrooms: 2  
 Heated Sq Ft: 1,723    Sale price per sq ft: 115

**3612 Barcelona Ave** Add Comp \$155,000  
 Distance: 652 ft    Bedrooms: 3  
 Sale Date: 2013-02-08    Bathrooms: 2  
 Heated Sq Ft: 1,715    Sale price per sq ft: 90

**3602 Barcelona Ave** Add Comp \$218,000  
 Distance: 714 ft    Bedrooms: 3  
 Sale Date: 2015-08-25    Bathrooms: 2  
 Heated Sq Ft: 1,810    Sale price per sq ft: 120

**3600 Sunningdale Way** Add Comp \$174,000

★ Comparables

Map controls: Map Satellite

Map data ©2017 Google Imagery ©2017, DigitalGlobe, U.S. Geological Survey | 20 m | [Terms of Use](#) [Report a map error](#)

Spatialist



# CITIZEN SELF-APPEAL

Parcel ID: 135514



	Subject	Comp 1	Comp 2	Comp 3
<b>Parcel ID</b>	135514	135516	135509	135505
				
<b>Address</b>	3514 SHADY CREEK DR	3510 SHADY CREEK DR	3505 SHADY CREEK DR	3405 SHADY CREEK DR
<b>Distance</b>	0 ft	164 ft	338 ft	593 ft
<b>Sale Date</b>	-	2014-04-30	2013-09-19	2015-07-13
<b>Heated Sq Ft</b>	2,392	2,030	2,604	2,304
<b>Bedrooms</b>	4	3	4	3
<b>Bathrooms</b>	2	2	3	2
<b>Sale price per sq ft</b>	0	122	102	114
<b>Year Built</b>	1991	1991	1991	1992
<b>Sale Price</b>	\$0	\$248,000	\$265,000	\$262,500

# THERE'S MORE!

**Recent Area Sales** (All Sales since 01/01/2016)

**3,627** **\$927.77 million**

Low Sale	High Sale	Average Sale
\$2,000	\$7 million	\$255,796

**% Change in Number of Sales Per Year**

2012-2013	2013-2014	2014-2015	2015-2016
8%	16%	11%	4%

**Livable Structures**

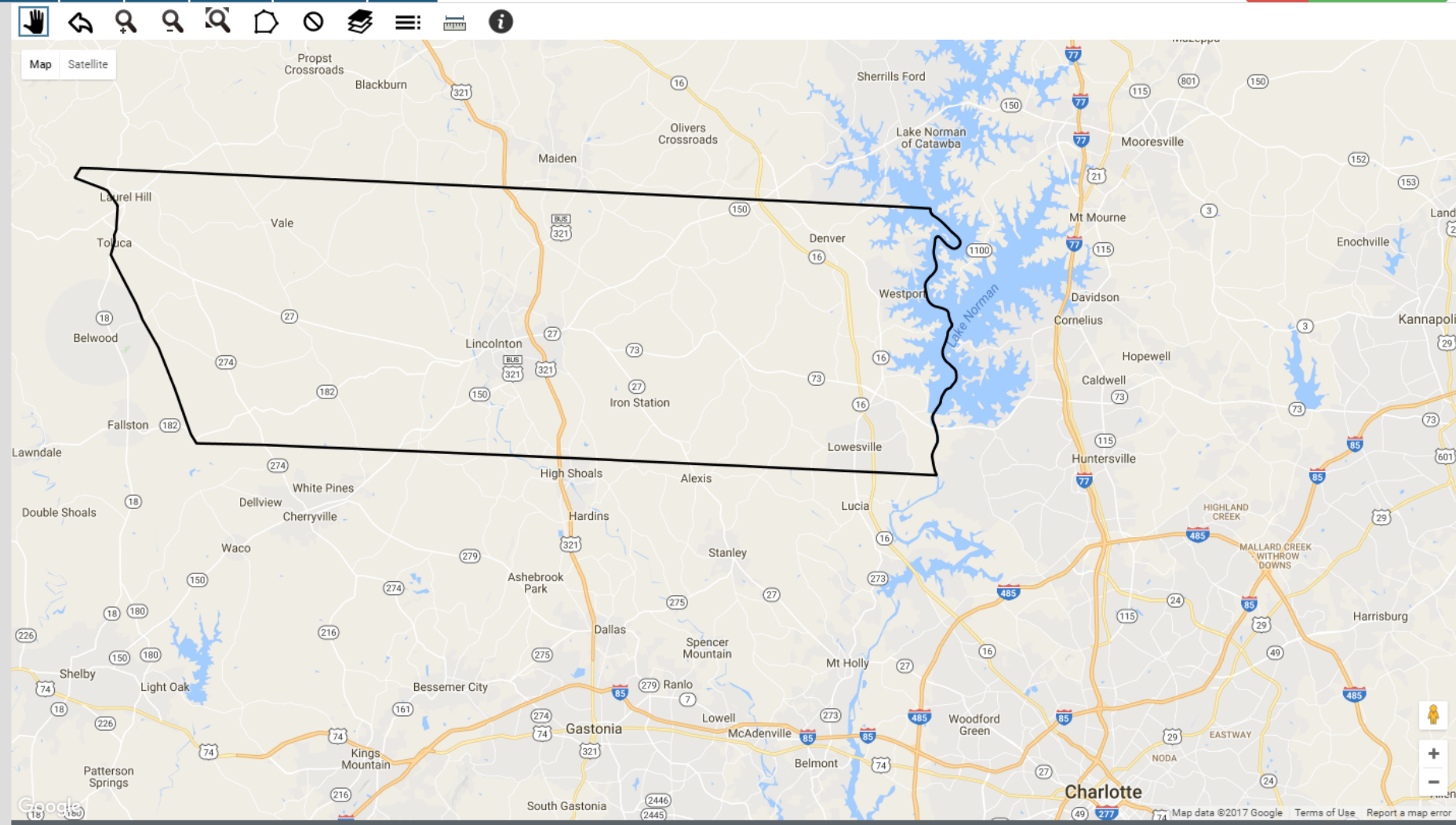
Number of Structures	38,630
Number of Liveable Structures	35,066
Area Population	82,769
Population per mi <sup>2</sup>	268.12

**Total number of permits - since 01/01/2016**

**5,594**

**% Change in Number of Permits Per Year**

2012-2013	2013-2014	2014-2015	2015-2016
15%	22%	23%	27%



# ANY RELEVANT INFORMATION

North Carolina

High School District ▾ West Lincoln Go!

Area Overview
Residential Sales
Non Residential Sales
Land Record Changes
Permits
Census
Appraisals
My Property
Services

Print Download Results

Sales Summary
Sales Charts
Sales Info

Show Recent Sales
  By Price
  By Year

<\$100,000
\$200,000
\$300,000
\$400,000
>\$400,000

Qualified Sales
 Unqualified Sales

**Sales Summary 2015**

391 \$30.05 million

Low Sale	High Sale	Average Sale
\$1,500	\$436,500	\$76,866

**Sales Summary 2016**

479 \$48.44 million

Low Sale	High Sale	Average Sale
\$2,500	\$569,000	\$101,128

**% Change in Number of Sales Per Year**  
All Residential Sales

2012-2013	2013-2014	2014-2015	2015-2016
7%	3%	19%	-10%

**Number of Residential Sales Per Year**  
By Property Type

Property Type	2013	2014	2015	2016
Residential	324	334	398	356

**2015 Residential Sales Values**

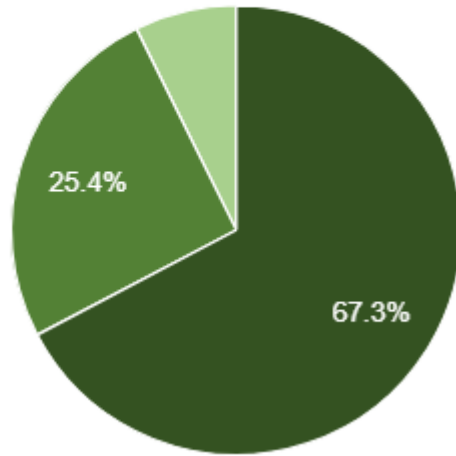
Map data ©2017 Google [Terms of Use](#) [Report a map error](#)

powered by Spatialist

# ANY RELEVANT INFORMATION

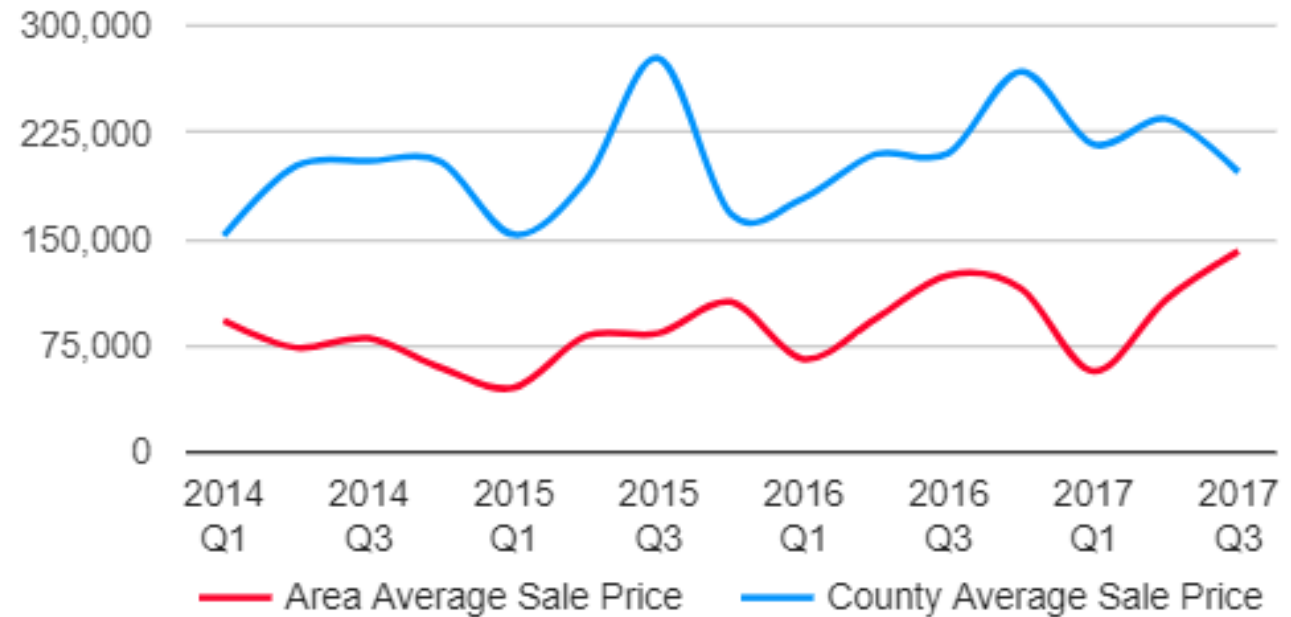
## No. of Area Sales by Type

All Years ▾



- Residential (294)
- Residential Vacant (111)
- Residential Other (32)

## Average Sale Price by Quarter



# ANY RELEVANT INFORMATION

### Permits in 2015

Permit Type	No. of Permits
Residential	453
Commercial	52
Industrial	6
Other	14
<b>Total</b>	<b>525</b>

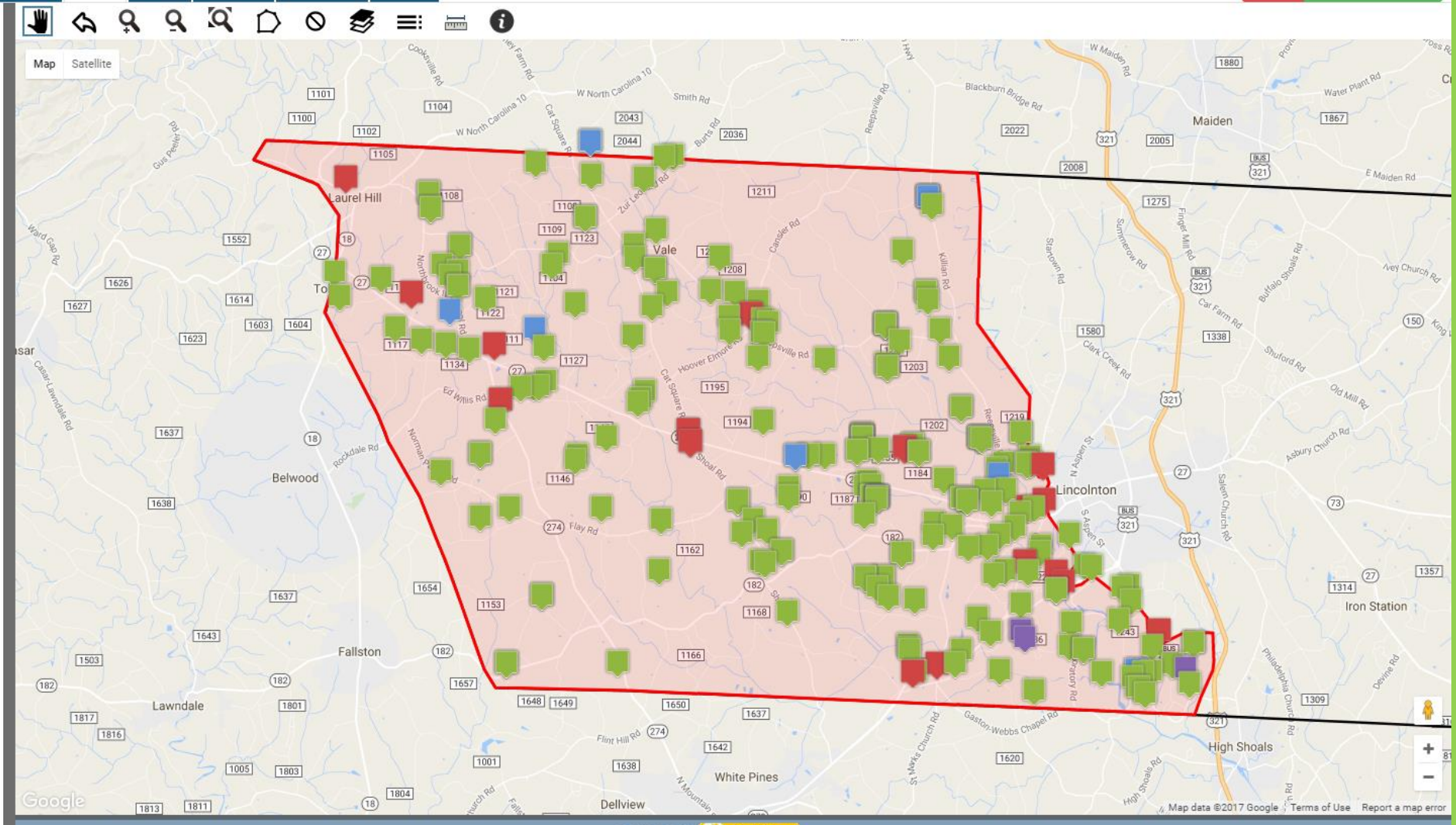
Residential	453	86% permits	<div style="width: 86%;"></div>
Commercial	52	10% permits	<div style="width: 10%;"></div>
Industrial	6	1% permits	<div style="width: 1%;"></div>
Other	14	3% permits	<div style="width: 3%;"></div>

### Permits in 2016

Permit Type	No. of Permits
Residential	448
Commercial	29
Industrial	8
Other	12
<b>Total</b>	<b>497</b>

Residential	448	90% permits	<div style="width: 90%;"></div>
Commercial	29	6% permits	<div style="width: 6%;"></div>
Industrial	8	2% permits	<div style="width: 2%;"></div>
Other	12	2% permits	<div style="width: 2%;"></div>



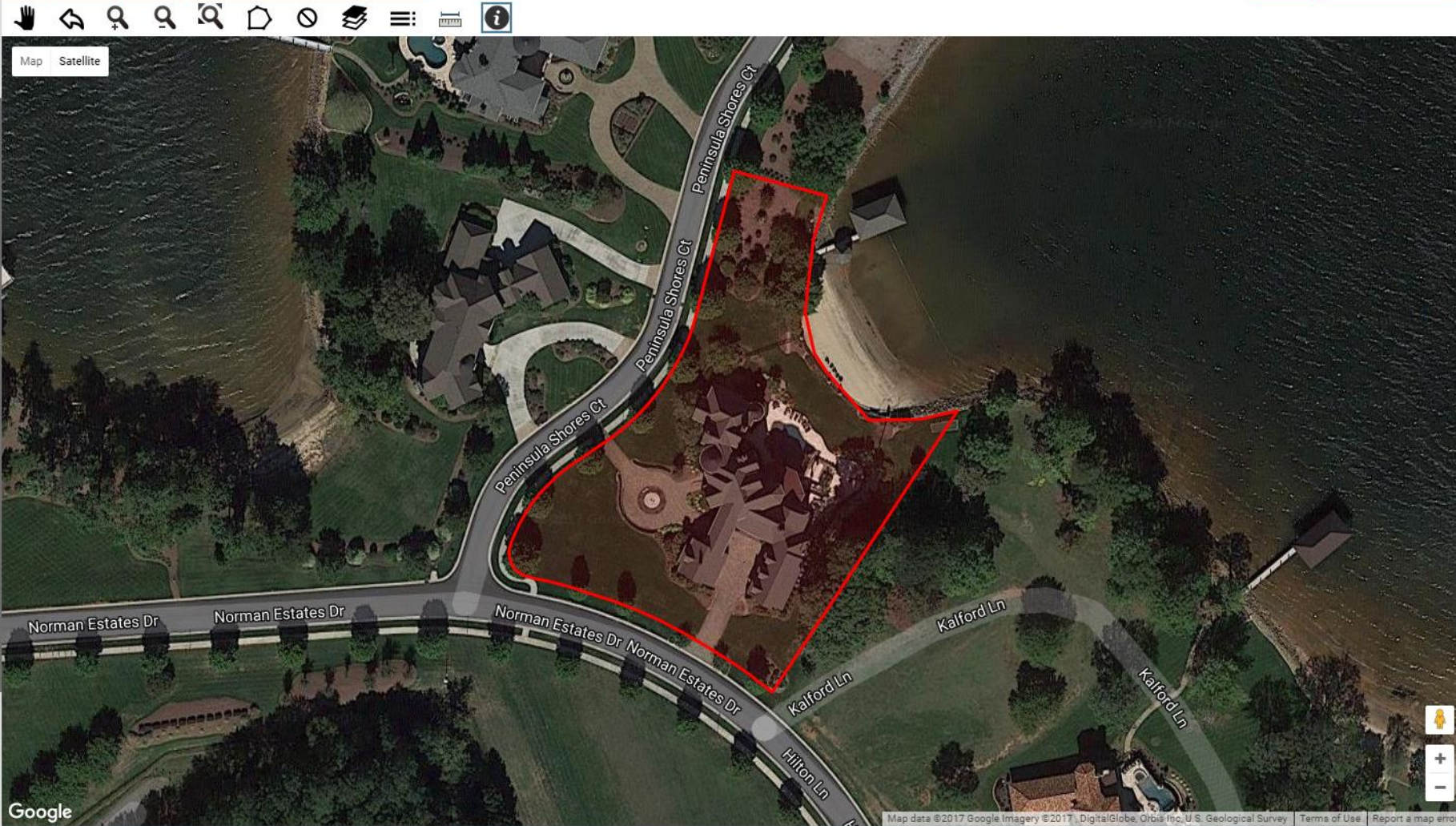
# ANY RELEVANT INFORMATION

EST. 1779 LINCOLN COUNTY *North Carolina*

High School District West Lincoln

Area Overview Residential Sales Non Residential Sales Land Record Changes Permits Census Appraisals My Property Services

Search Results **Information**




PIN: 4613871126

Parcel ID: 79933

- 
- 
- 
-

Tax Year	2017
Township	Catawba Springs
Address	8465 NORMAN ESTATES DR
Property Description	CUSTOM HOME
Owner Name	EAST DENVER REVOCABLE TRUST
Acres	1.383
Sale Price	\$7,500,000
Sale Date	25-SEP-2012
Type	R




79933

### Current Property Appraisal

Improvement Value \$3,454,960

Google

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# QUESTIONS???

## COMMENTS...(BE NICE)

Thank  
You

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*Consultant*



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Thank  
You