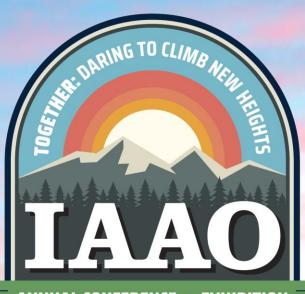
# **Property Assessment in the Wake of Natural Disaster**

John Watling MRICS, MIMA Director, International Property Tax Institute (IPTI)



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August 25-28, 2024 Denver, Colorado

# Agenda

- 1. Natural Disaster- A Valuation Overview
- 2. Property Assessment Challenges
- 3. Data Challenges
- 4.Valuation Considerations, Guidance and Standards
- 5. Dealing with Natural Disasters in a Mass Appraisal Environment
- 6.Property Assessment Valuation Techniques7.Best Practices
- **8.**Conclusions and Recommendations





# What are Natural Disasters?









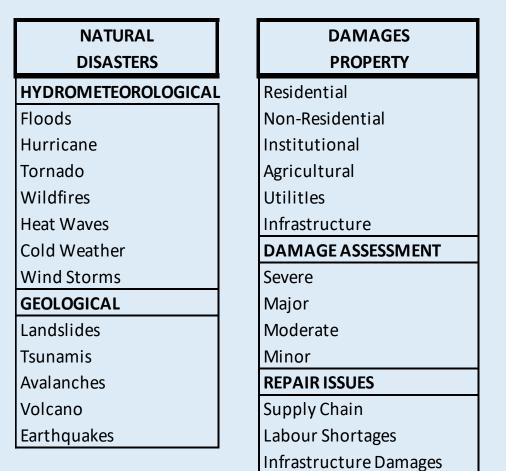








# Natural Disaster Valuation Overview



DISASTER MANAGEMENT

Response Recovery Mitigation Preparation

D	ISASTER
R	ESPONDERS
G	OVERNMENT
R	esponse
Fi	nancial Relief
R	ecovery Management
В	uilding Codes
P	lanning Regulations
Ν	ON-GOVERNMENTAL
R	esponse
R	elief
IN	ISURANCE
С	ost
Ri	isk
L	ENDERS
С	ost
Ri	isk

ASSESSORS
RESPONSE
VALUATION APPROACHES
Sales
Costs
Income
DATA COLLECTION
Damage Assessment
Ongoing Market Monitoring
DETRIMENTAL EFFECTS
Costs
Use
Risk
TIME PERIOD
Initial Assessment
Repair
Ongoing

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# Natural Disasters: Property Assessment

## BEFORE



### ugust 25-28, 2024 Denver, Color THREE APPROACHES TO VALUE

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- Exposure
- Vulnerability to Damage (Frequency)

RISK

- **REDUCING RISK**
- Exposure
- Reduce Damage

Condition Report

DAMAGE

ASSESSMENT

- Cost to cure
- Sale price effect (sale of damaged properties)
- Income effect
  - Rental
  - Vacancy
  - Operating Costs
  - Capitalization Rates







How many in the audience have dealt with property valuations in the aftermath of a natural disaster?

# Property Assessment Challenges



### • Data

- Capturing of data before and after
- What data to capture?
- Property access
- Resources
  - staffing
  - technology

- Determination of valuations
  - impact on current values and future values
  - monitoring ongoing affect
- Legislation
  - ability to update values
- Establishment of best practice

# Data Challenges – What and How

### What

- What data to capture
- Structural damage assessments
- Market transactions
- Continued monitoring of data

### How

- Inspections
- Mail of forms or questionnaires
- Aerial imagery
- Change detection software
- Use of drones
- Self report

Are we capturing the correct data???

# Supply and Demand

# • Imbalance in supply and demand

- Supply affected by damage
- Demand may increase

# Exposure Time

- Exposure time abnormal in crisis
- Shortage of supply
- Desire to relocate

# Buyer and Seller Motivations

#### BUYERS

- Undamaged property shortage
- Damaged property discounts

#### SELLERS

- Shortage of buyers
- Desire to relocate
- Speculative buyers

# Recovery Impacts

• Exposure time abnormal in crisis

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- Shortage of supply
- Desire to relocate

# Appraisal Basis

- Retrospective
- Current
- Prospective

# Damage Effects

- Unable to inspect properties
- Repair costs
- Supply chain issues
- Labour force issues
- Infrastructure issues
- Effect of new building codes/planning regulations

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# Sales Comparison

# Shortage of sales comparables Sales motivation

- Degree of damage
- Difficulties in viewing comps

# Income

- Rental effects
- Vacancy effects
- Operating costs
- Capitalization rates
- Damage repair costs

# Cost

- Repair costs may be excessive
- Shortage of materials/labour
- Insurance coverage affects
- EMO assistance



# Infrastructure

### • Utilities

- Communications
- Transportation

# Other Issues

- Temporary shelters
- Emergency facilities
- Business dispruptions

# DAMAGE ASSESSMENT AND COSTS



Natural Disasters cause damage to real estate and infrastructure. As part of measuring the effect of natural disasters on value, the damage has to be identified and the costs quantified in terms of costs and time.

The damage costs and time associated with repairs also affect potential income for rental and business properties.

Also the likelihood of recurrence may have a more lasting impact on the property in terms of marketability. Indeed if the damage is severe, the owner may be liable for more stringent building code rules which in turn will affect costs

# **Audience Participation**





Do you feel there is negative stigma attached to areas that have been affected by natural disaster?



# Standards and Guidance



# Development of an Opinion of Market Value in the Aftermath of a Disaster

### Guide Note 10



• The aftermath of a disaster poses special challenges in real property valuation.

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- During such periods, real property markets in affected areas often exhibit instability, even chaos.
- Analyzing market data in such markets can be difficult.
- Damaged property is repaired and **destroyed property is often replaced**.
- During that time period, **real property markets in affected areas often exhibit instability**, even chaos. Analyzing data in such markets presents an array of challenges.
- How can an appraiser develop a credible opinion of market value in the aftermath of a disaster?

# Guide Note 10 - Property Utility



The Guide Note explores how property utility might be impacted by damage or destruction;

Properties might be more scarce because damaged or destroyed properties are removed from the overall supply;

Desire for property might increase because displaced homes and businesses need replacement space;

Effective purchasing power might be impacted by changes in lending policies and practices in the area in response to the disaster.

# Guide Note 10 - Summary of Standard Practices

- 1. Developing an opinion of value in the aftermath of a disaster might require competency that surpasses or is different from that required prior to the disaster.
- 2. The characteristics of the applicable definition of market value must be carefully examined when appraising in a chaotic or unstable market.
- 3. Valuation in the aftermath of a disaster requires special attention to the fundamental appraisal principles of supply and demand, anticipation, change, substitution, contribution, externalities, and balance.
- 4. Transactions that occurred prior to the disaster will not reflect the same market conditions as those occurring after. Ideally, comparable data must be selected from the same market area and must be subject to the same market conditions as the subject property.

# Guide Note 10 - Summary of Standard Practices (Cont)

- 5. In appraisal assignments for which the date of value is a retrospective date prior to the disaster, the appraiser must rely on comparable sales that occurred prior to that retrospective value date.
- 6. In appraisal assignments for which the date of value is a retrospective date prior to the disaster, the appraiser must rely on the best available information concerning the nature of the subject property as of the date of value. Such an appraisal would be based on one or more extraordinary/special assumptions about the property condition and other characteristics that are as presumed to be true in the appraisal assignment.
- 7. Unless the appraiser possesses the requisite competency to make judgments about these matters, the appraiser must not take on assignments that require competency that is beyond that of a real property appraiser.

# AIC Professional Excellence Bulletin



#### Professional Excellence Bulletin

Integrating Flood Risks into Property Appraisals

#### Executive Summary

Research completed by the Insurance Bureau of Canada indicates that roughly 1 in 10 Canadian homes are at high risk of flooding due to rivers overtopping their banks, ocean water surging onto shore, and heavy rainfall overwhelming local drainage systems and settling in low-lying areas of communities. Research completed by the University of Waterloo indicates that large scale flooding events have material impacts on the value of impacted properties, with previously flooded homes selling for an average 8.2% lower price than non-flooded comparable properties in the same communities within 6 months of flood events<sup>1</sup>.

#### Integrating Flood Risks into Property Appraisals (Traditional Residential Form Report or Consulting Report)

As part of the appraisal process, and as per CUSPAP (7.5.1.i), Members must inspect a property and undertake the appropriate research to identify any factors that could affect the property. The table below outlines the key steps a simple step-by-step process to integrate flood risks into property appraisals (traditional residential form report or consulting report).

Step #	Description	Information Sources	High Risk?
1	Assess Flood Exposure -Research past flood events and document current exposure	Online Search - Media coverage, provincial, municipal, conservation authority (Ontario) websites of flood events, maps showing locations of low elevation areas and areas at high risk of flooding and erosion. Onsite Observations - Low-lying property with close proximity to lake, ocean, waterbody, or in low-lying area of neighbourhood (e.g. at base of an escarpment, bottom of hill)	Online Search- indicates past flood event or located in high risk zone? Y/N Onsite Observations- indicate subject property in low lying areas? Y/N
2	Assess Vulnerability -Research past flood events and document current exposure	Onsite Observations of Present Condition- Condition of walls, doors, foundation, lot (erosion), air quality (damp, musty smell) Note Bulkling Type and Finishes- Crawl space/ basement, below grade windows or doors, finished below grade space	Onsite Observation- Evidence of past water damage? Y/N Building Type and Finished- Presence of basement/crawl space, below grade windows or doors, finished below grade space Y/N
3	Integrate Flood Risks Into Appraisal	Document whether or not the subject property exhibits high exposure and/or high vulnerability to flood damage and if any resilience measures are in place that reduce vulnerability to flood damage Document whether there are signs/evidence that the subject property was subject to a flood	If yes, where possible, select recent comparables) from within the high- risk zone that was documented during Step 1 or a property that was subject to a flood

Integrating Flood Risks into Property Appraisals



# Integrating Flood Risks into Property Appraisals



As part of the appraisal process, and as per CUSPAP (7.5.1.i), Members must inspect a property and undertake the appropriate research to identify any factors that could affect the property. Specifically, to flood risks, this includes whether the subject property has been flooded in the past (flood history) and its risk of being flooded in the future (its current flood exposure and vulnerability).

Risk is determined by two main factors:

- 1. How likely it is that damage will occur (Exposure)
- 2. How much will be damaged if a loss occurs (Vulnerability)

### <u>Reducing risk</u> can be accomplished by:

- 1. Reducing the likelihood that damage will occur (Exposure)
- 2. Reducing the amount of damage that will occur in the event of a loss (Vulnerability)

The table on the next slide outlines the key steps a simple step-by-step process to integrate flood risks into property appraisals (traditional residential form report or consulting report).

# Integrating Flood Risks into Property Appraisals



	INT	EGRATING FLOOD RISK INTO APPRAISALS	20 ANNUAL CONFERENCE & EARIBITION 24
Steps	Description	Information Sources	High Risk?
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## CUSPAP 2022

### 9.0 REAL PROPERTY APPRAISAL STANDARD – COMMENTS

9.2 Characteristics of the Property

9.2.3 The characteristics of the property must be adequately described and analyzed.

The Report must include:

9.2.3.i the property identification by civic address and/or legal description or other such specific reference to describe the location of the property and the property type with certainty;

9.2.3.ii the interest to be valued;

9.2.3.iii physical, legal, and economic attributes;

9.2.3.iv any personal property, chattel, trade fixtures, and/or intangible items if included in the value estimate;

9.2.3.v any known or apparent restrictions, easements, encumbrances, leases, reservations, covenants, contracts, declarations judgments, special assessments, ordinances, liens, and/or other item of a similar nature if relevant to the Assignment;

9.2.3.vi consideration of known detrimental conditions; [see 3.20, 3.30]

9.2.3.vii whether the subject property is a fractional interest or a partial holding; and

9.2.3.vii the extent of Inspection of the subject property.



# CUSPAP 2022 - Detrimental Conditions

### 3.20 DETRIMENTAL CONDITION:

An issue or condition that may cause a decrease in value including:

General

Transactional

Distress and sociological

Legal

External

Building and manufacturing

Site and infrastructure

Environmental and biomedical

Conservation; and/or

Natural and climate

3.30 Forced Sale Value:

A Forced Sale Value occurs in a situation where:

- The seller is under compulsion to sell (and may be an unwilling seller);
- Consummation of the sale is within a short period of time; and
- Normal Marketing Time is not possible due to a brief Exposure Time.

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A forced sale is a <u>description of the situation</u> under which a sales takes place, resulting in a value that does not fully meet the definition of Market Value. May also be referred to as: "liquidation value", "<u>distressed sale</u>" or "power of sale".

# Detrimental Conditions - Randell Bell

THE BELL CHART

1	TYPES OF DETRIMENTAL CONDITIONS			
DC Class	Name	Description		
I	General Conditions	<b>Baseline description and general market issues</b> – Real estate, franchise, business, FF&E, goodwill, personal property, products, services, etc.		
П	Transactional Conditions	<b>Unique sales or transfer issues</b> – Motivation, option, assemblage, distress, financing, bankruptcy, foreclosure, etc.		
111	Distress and Sociological Conditions	<b>Human loss and tragedy issues</b> – Crime, war, terrorism, accident, car crash, air disaster, train derailment, shipwreck, death, disability, illness, injury, etc.		
IV	Legal Conditions	<b>Legal issues</b> – Eminent domain, contract, tort, insurance claim, title, lot line, CC&R, lien, bond, lease, historic, moratorium, zoning, easement, etc.		
V	External Conditions	<b>Neighborhood issues</b> – Nuisance, proximity, noise, odor, hazard, power lines, airport, privacy, view, etc.		
VI	Building and Manufacturing Conditions	<b>Construction, equipment, and mechanical issues</b> Defects, engineering, repairs required, design, code, architecture, infestation, regulations, permits, etc.		
VII	Site and Infrastructure Conditions	<b>Soils, geotechnical, and right-of-way issues</b> – Drainage, grading, fill, cracking, subsidence, slides, roads, corrosive soils, compaction, groundwater, utilities, etc.		
VIII	Environmental and Biomedical Conditions	<b>Contamination, health, and toxicity issues</b> – Spills, hazmat, asbestos (1979), lead paint (1978), mold, radioactive, metals, solvents, biological, hydrocarbons, plague, epidemic, etc.		
IX	Conservation Conditions	<b>Cultural and natural resource issues</b> – Habitat, endangered species, natural and cultural resources, archaeological, shoreland, wetland, overpopulation, etc.		
х	Natural and Climate Conditions	<b>Natural disaster and weather issues</b> – Flood, hurricane, typhoon, wildfire, seismic, volcano, tornado, global warming, tsunami, famine, drought, storms, etc.		

Source: Bell, Randall, PhD, MAI, (2020), Real Estate Damages: the Appraisal of Properties Impacted by Detrimental Conditions



by Randull Bell Me

**Real Estate Damages** 

\ppraisal Institute An Analysis of Detrimental Conditions

# Detrimental Condition Life Cycle

### DC LIFECYCLE

- There are **three stages** to the lifecycle of a detrimental condition.
  - 1. the **assessment** (before repair),
  - 2. repair (during repair), and
  - 3. ongoing (after repair).

### • LIFECYCLE CHART

### A Market resistance responsibility /alue Repair Cost & responsibility. Project incentive (risk) responsibility. Use ncertainty factor (risk) B Detrimental condition occurs Time

#### Source: Bell, Property Owners Manual

#### The Detrimental Condition Model

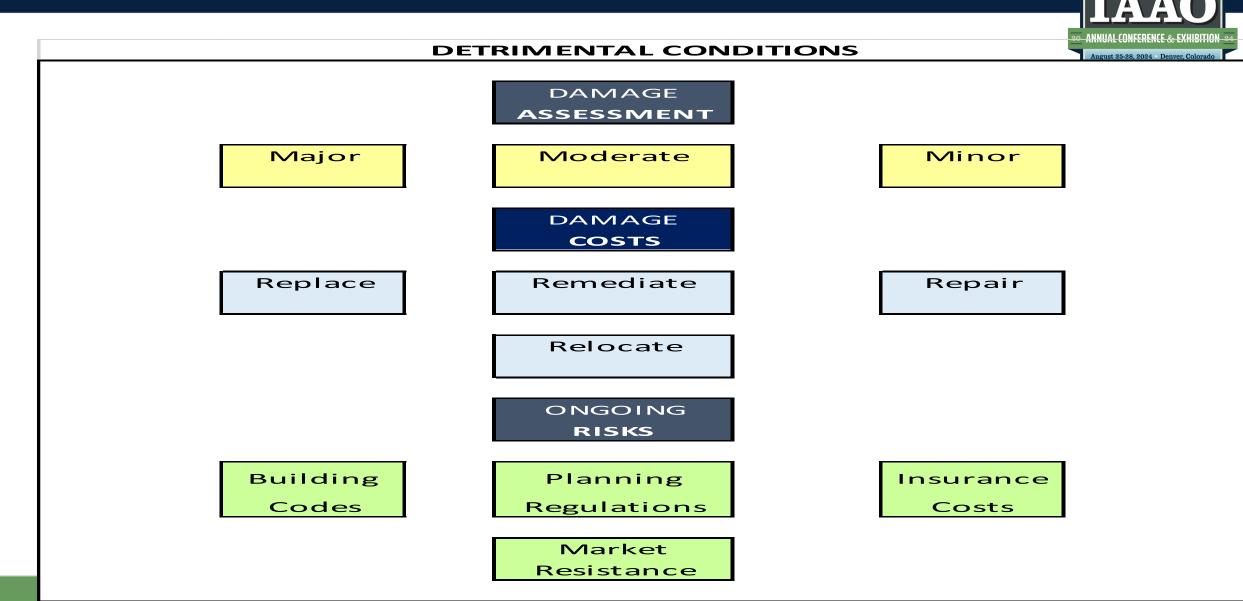


# Bell's Detrimental Conditions Model



DETRIMENTAL CONDITIONS TIME STAGE				STAGE
		ASSESSMENT	REPAIR	ON-GOING
	00070	Assess Damages & Responsibility	Repair Costs & Responsibility	On-going costs Infrastructure damages
DETRIMENTAL	COSTS	Severe Moderate Minor	Demolition & Repair Contingencies	Higher costs due to New Building Codes
CONDITION	USES	All loss of utility while assessed Disruptions Safety Concerns Temporary housing	All loss of utility while repaired Income loss Expense increase Use restrictions	Ongoing disruptions Limitations on highest & best use Planning Limitations
ISSUES	RISK	Uncertainty factor Discount if any If extent of damage is unknown	Insured or not EMO or other assistance Financial incentives if any to complete repairs	Market resistance Residual resistance if any due to situation

# Natural Disaster Model



# **Audience Participation**





What are some of the practical problems that assessors/valuers face when dealing with these situations? Dealing with Property Valuation – Mass Appraisal

Large number of properties to deal with in a short timeframe

Limited amount of data – not on all affected

Owners looking for immediate relief of taxes

Timing of revaluations

New construction – revised valuations

# Property Assessment Valuations



### Challenges

Lack of data will limit accuracy Should always be tested to market i.e., sales, rents – if available Need to monitor construction progress to add valuations back to assessment roll

Adjustments are for quick remedy and relief for owners affected

# Direct Comparison Approach

### **Basic Residential Example**

### Before Disaster

Component	Value
Land	\$125,000
Improvements	\$375,000
Total	\$500,000

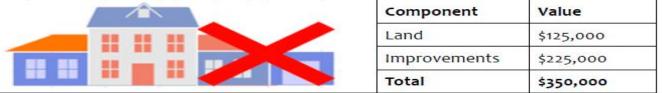
- Based on percentage of improvement destroyed
- Could be argued that land is worth less now it is uninhabitable

#### After Disaster

a. Part destroyed (20% loss in use) but home still habitable

Component	Value
Land	\$125,000
Improvements	\$300,000
Total	\$425,000

#### b. Part destroyed (40% loss in use) but home still habitable



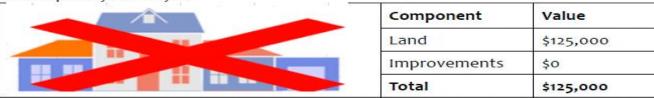
#### c. Part destroyed (60% loss in use) but home uninhabitable

Component
Land
Improvemen
Total

Total	\$125,000
Improvements	\$0
Land	\$125,000

Value

#### d. Completely destroyed





# Income Approach

Retail store valued using the income approach has a total valuation of \$3,352,000. The natural disaster affected a portion of the property and business was halted for a period of two months.

### BEFORE

Retail Store 20,000 sq.ft.

Valuation:

Potential Gross Income \$260,000 Vacancy and Collection Loss -5% Effective Gross Income \$247,000 Non-Recoverable Expense -5% Net Operating Income \$235,650 Capitalization rate 7% Total Property Valuation \$3,352,000

### AFTER

Closed 2 months

Two-month closure Valuation: Potential Gross Income \$216,667 Vacancy and Collection Loss -5% Effective Gross Income \$205,833 Non-Recoverable Expense -5% Net Operating Income \$195,542 Capitalization rate 7% Total Property Valuation \$2,793,000

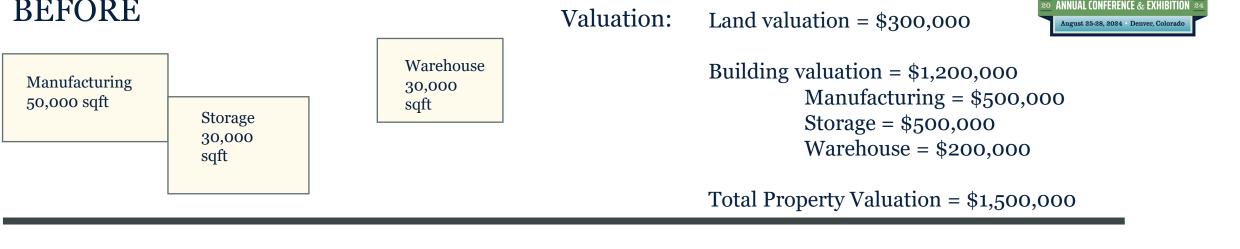
### Remedy:

In its simplest form, the potential gross revenue can be adjusted to account for the loss in revenue due to a closure for two months. Each month of closure results in a decline in revenues of \$21,667. As the scenario represents a relatively short-term, adjusting revenues may suffice for the closed period. The resulting downward adjustment to overall property valuation is 16.67%

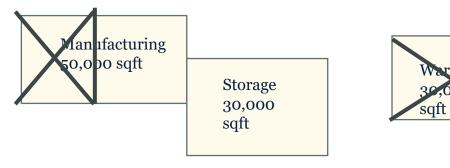


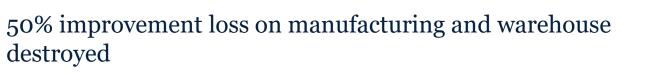
### **COST** Approach Industrial property valued using the cost approach has a land and building total valuation of \$1,500,000. After the natural disaster damage to the manufacturing building has amounted to 50% loss in utility.

### BEFORE



### AFTER





Valuation: Land valuation = \$300,000

```
Building valuation = $750,000
     Manufacturing = $250,000 (removal of 50% of
     sqft)
    <u>Storage - $500,000</u>
     Warehouse = $200,000
```

Total Property Valuation = \$1,050,000

# Income Approach



### RESIDENTIAL RENTAL PROPERTY

PRE-DISASTER INCOME					
TOTAL	PERIOD	GROSS	ANNUAL		
UNITS	UNITS	MONTHLY	INCOME		
6	12	\$2,200	\$158,400		
	IMPACT	ED AREA			
TOTAL	PERIOD	GROSS	ANNUAL		
UNITS	UNITS	MONTHLY	INCOME		
3	12	\$2,200	\$79,200		
		UNITS AFFECTED	50%		
	IMPACT	ED PERIOD			
TOTAL	PERIOD	GROSS	ANNUAL		
UNITS	UNITS	MONTHLY	INCOME		
3	3	\$2,200	\$19,800		
		INCOME LOSS	13%		
	REPA	IR COST			
AFFECTED	UNIT	COST	TOTAL		
UNITS	SIZE	PER SQFT	COST		
3	850	\$200	\$510,000		

In the following example the impact was partial in that only 5,500 square feet out of a total of 15,500 square feet were affected by the natural disaster. The repairs were completed within a 3-month timeframe.

	COMMER	CIAL REN	TAL PROPERTY	
		PRE-DISASTER I	NCOME	
TOTAL	PERIOD	NET	RECOVERY	TOTAL
AREA	MONTHS	RENT	INCOME	INCOME
15,500	12	\$301,200	\$190,980	\$492,180
		IMPACTED A	REA	
TOTAL	PERIOD	NET	RECOVERY	TOTAL
AREA	MONTHS	RENT	INCOME	INCOME
5,500	12	\$106,877	\$67,767	\$174,645
			AREA AFFECTED	35%
		IMPACTED PE		35%
TOTAL	PERIOD	IMPACTED PE		35% TOTAL
TOTAL	PERIOD MONTHS		RIOD	
		NET	RECOVERY	TOTAL
AREA	MONTHS	NET RENT	RIOD RECOVERY INCOME	TOTAL
AREA	MONTHS	NET RENT	RIOD RECOVERY INCOME \$16,942 INCOME LOSS	TOTAL INCOME \$43,661
AREA	MONTHS	NET RENT \$26,719	RIOD RECOVERY INCOME \$16,942 INCOME LOSS	TOTAL INCOME \$43,661
AREA 5,500	MONTHS 3	NET RENT \$26,719 REPAIR CO	RIOD RECOVERY INCOME \$16,942 INCOME LOSS ST	TOTAL INCOME \$43,661

Estimates from local construction firms indicate that damage repairs costs on average are \$945,250 or \$173 per square foot for the area.

# Income Approach



# Continued from previous example

			NORMAL	IMPACT	RESIDUAL
REVENUE					
Total Revenue Stabalized in 2023			\$492,180	\$43,661	\$448,519
Vacancy		5.00%	\$24,609	\$16,942	\$7,667
Effective Gross Income			\$467,571	\$60,603	\$406,968
EXPENSES					
Total Operating Expenses			\$98,982	\$98,982	\$98,982
Less Management Fees		3.00%	\$14,027	\$14,027	\$14,027
Total Expenses			\$113,009	\$113,009	\$113,009
Less Structural Reserve		2.00%	\$9,351	\$9,351	\$9,351
Total Outgoings			\$122,360	\$122,360	\$122,360
Net Operating Income			\$345,211	\$345,211	\$284,608
MARKET VALUE					
Value Capitalized @		5.00%	\$6,904,220		\$5,692,160
		5.50%	\$6,276,564		\$5,174,691
		5.75%	\$6,003,670		\$4,949,704
		6.00%	\$5,753,517		\$4,743,467
		average	\$6,234,492		\$5,140,005
REPAIR COSTS					
REPAIR COSTS	5,500	sq.ft.	\$173.50		\$954,250
MEDIUM TERM IMPACT				rounded	\$4,185,750

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# Income Approach



### HOTEL PROPERTY

PRE-DISASTER INCOME								
TOTAL	PERIOD	AVERAGE	OCCUPANCY	REV				
ROOMS	DAYS	ROOM RATE	RATE	PAR				
120	365	\$200	60%	\$43,800				
IMPACTED AREA								
TOTAL	PERIOD	AVERAGE	OCCUPANCY	REV				
ROOMS	DAYS	ROOM RATE	RATE	PAR				
20	365	\$200	60%	\$43,800				
			ROOMS AFFECTED	17%				
IMPACTED PERIOD								
TOTAL	PERIOD	AVERAGE	OCCUPANCY	REV				
ROOMS	DAYS	ROOM RATE	RATE	PAR				
20	121	\$200	60%	\$14,520				
			INCOME LOSS	33%				
REPAIR COST								
AFFECTED	SQUARE FOOT	COST NEW	REPAIR	OVERALL				
ROOMS	ROOM	SQ FT	COST	COST				
20	500	\$500	\$250	\$2,500,000				

# **Property Assessment – Best Practices**



- Dedicated task force
- Improved data collection systems
- Working collaboratively with local and federal government

- Continuous monitoring of market activity
- Adoption of standard data collection forms/questionnaires
- Increased online presence

# **Conclusions and Recommendations**

- Valuation approaches
  - 3 approaches to value are still universally applicable
- Sales comparison approach in limited market
  - a lack of market transactions can make this approach challenging
- Utilizing percentage adjustment
  - viable alternative for adjusting property values especially for partially destroyed properties
- Cost Approach for severely damaged properties
  - In cases where a property is severely damaged, determining a cost to cure value the cost to restore the property to its pre-disaster condition is the preferred approach.



# **Conclusions and Recommendations**

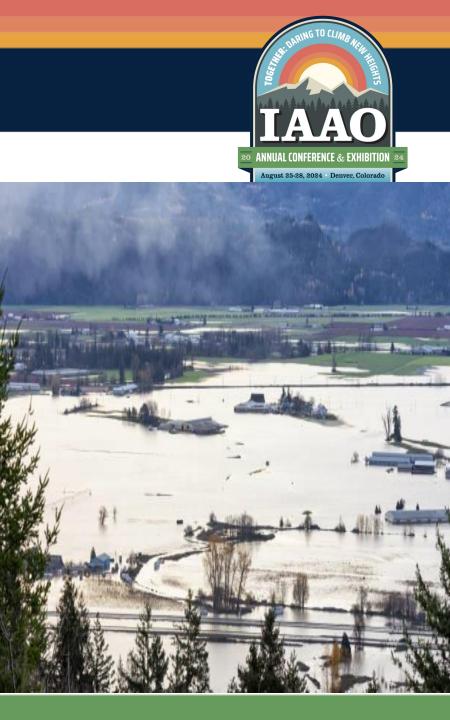
- Impaired vs Unimpaired Valuation
  - adopt a three-stage approach to monitoring property values, similar to Randall Bell's methodology.
- Data accessibility and accuracy
  - any approach depends on the availability of accurate and up-to-date data.
- Flexibility and fairness are key principles
  - Adjusting the assessed values of affected properties post-disaster should prioritize fairness. Property owners who have suffered damage should not be unduly burdened by excessive taxes, particularly during the time that their properties are impaired.
- Effective communication with property owners
  - is paramount during the post-disaster valuation review process and in the preparation of a reassessment.



# **Conclusions and Recommendations**

### • Utilize questionnaires for data collection

- questionnaires can include requests for property condition updates, damage assessments, and other relevant documentation
- Diminution in value and market recovery
  - occurs when a natural disaster strikes, impacting property values due to damage and uncertainty. However, it is important to recognize that, as markets gradually return to stability and confidence is restored, property values may not only recover but also surpass their pre-disaster levels.
- Floods vs other natural disasters
  - predictability and mapping of certain natural disasters, like flooding, can significantly aid assessors in identifying properties and areas at higher risk



# Moving Forward – Discussion Points

- Are we capturing the correct data? (Adaptation of information collection)
  - reoccurrence
  - proximities
  - costal water levels
  - land erosion
- Are our sale investigations sufficient?
- Do we have the proper technology in place?
  - use of aerial imagery
  - change detection software
  - use of drones
  - mapping

# Lasting impact on property values???



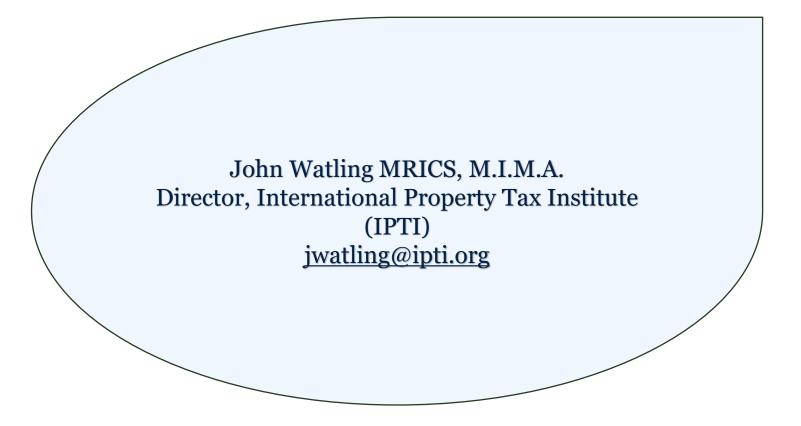


# Question Time





# **Contact Information**



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