



# APPRAISING THE PLAINS of Kansas



A Publication of the Kansas County Appraisers Association

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## “Above and Beyond”



Photo: Tim Hrenchir and the Topeka Capital-Journal. Reprinted with permission.

Shawnee County appraiser's office employees Tomlin Robinson, left, and Tonya Biswell, right, are credited with saving the life of a woman who called that office last week [March 7] after suffering a stroke.

Tomlin Robinson and Tonya Biswell, with the Shawnee County appraiser's office, are receiving well-deserved praise for their extra efforts on behalf of a woman who contacted their office. Read the remarkable story published in the Topeka Capital-Journal on page 3.

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## *Esfeld's Expressions*

Barb Esfeld, Barton County Appraiser  
2018 KCAA President

The hardest part about writing my second newsletter is where to start. We all have been so busy getting our 2018 values out to the taxpayers of our respective counties that we've barely had a chance to catch our breath. While each of us faces different challenges of values going up or in some cases down, we all continue to be busy with appeals before we wrap up 2018 values to certify.

As if all of our duties were not enough, many of us have spent hours providing informational testimony for the Senate Assessment and Taxation Committee. I've learned so much about the process, including the fact that following statutes and the constitution is not what some lawmakers want to see. I would like to thank Greg McHenry, Riley County Appraiser, for all he does for KCAA and holding my hand while teaching me the ropes; Lisa Ree, Ellis County Appraiser, for giving up so much of her time to attend each hearing; Kathy Briney, Wyandotte County Appraiser, for her help on writing testimony and helping me look smart; and Rachelle Standley, Sherman and Rawlins County Appraiser, for all her behind-the-scenes work and support.

I could go on for days naming each of you, but just know that I appreciate you all for your trips to Topeka, phone calls, information you have provided and your support. Lastly, I would be remiss if I did not thank Brad Eldridge from Douglas County for his written and oral testimony. Kudos to Brad for a superb job!!

We should all give a shout out to Tim Keller, Bernie Shaner and Robin Marx, independent fee appraisers, for their testimony and support. If you get the chance, let them know how much we appreciate them.

**KCAA Appraising the Plains of Kansas** is a quarterly publication of the Kansas County Appraisers Association. KCAA invites readers to submit articles or topics of interest for inclusion in *Appraising the Plains*. Send them to Cindy Brenner, KCAA, P.O. Box 988, Meade, KS 67864. Ph. (620) 873-7449. Fax (620) 873-2237. Email: [kcaa@sbcglobal.net](mailto:kcaa@sbcglobal.net). Visit KCAA online at [www.kscAA.net](http://www.kscAA.net)

**“[W]e are the eyes and ears of our legislators’ constituents, and I believe one of our obligations is to pass on concerns that they share with us.”**

Each of you contributes to making our association great. Despite some of my disappointment at the state capitol, I still believe that we do our best to arrive at fair market value and strive for equality. As I've said many times, we are the eyes and ears of our legislators' constituents, and I believe one of our obligations is to pass on concerns that they share with us.

Other projects underway are the continuation of our mentorship program. The Executive Board has discussed the possibility of developing YouTube videos and webinars to assist with each phase of our studies. If you have a particular phase or area of expertise that you would consider assisting with, please let me know.

IAAO has many projects underway as well. I was able to attend Leadership Days in January, where volunteers gathered to discuss and revise objectives for 2018. Committees are dedicated to improve the benefits IAAO has for its members.

Our annual conference is just around the corner, so I hope you will consider “getting the heck into Dodge” for a rootin'-tootin' good time. (See registration form on page 16.)

As I close this letter, we mourn the loss of another dear friend, Philip Dudley, Franklin County Appraiser. (See page 3.) Let us try to take one day at a time, pray and know that whatever happens is God's will. ❖



Jerry Mentzler, RMA

## **This is So Jerry...**

Woodson County Appraiser Jerry Mentzler, who is recovering from heart surgery, sent us the following note:

“A few taxpayers may not have gotten their wishes—I pulled through. Several more were surprised to find out I actually had a heart. Nevertheless, I'm getting better every day.

I want to thank everyone for the cards, calls and prayers. I guarantee that I couldn't have chosen any other profession with greater and closer people who I have gotten to know. Thank you all so very much.” ❖



**Which county appraiser has traveled to 33 foreign countries?**

- A. Gary Stapp
- B. Paul Welcome
- C. Kim Lauffer
- D. Greg McHenry

Find the answer on page 6.



**KCAA Annual Conference**  
**June 10–13, 2018**  
**Dodge City**

On the cover:

## Shawnee County Employees Credited With Saving Woman's Life

Reprinted with permission from reporter Tim Hrenchir and The Topeka Capital-Journal

March 12, 2018

Two Shawnee County appraiser's office employees are being credited with saving the life of a woman who called that office last week after suffering a stroke.

Appraiser Steve Bauman told county commissioners Kevin Cook, Shelly Buhler and Bob Archer Monday about how Tomlin Robinson and Tanya Biswell arranged Wednesday for an ambulance to be sent to the home of the woman, who was taken to a Topeka hospital and admitted.

The woman's caregiver came to the appraiser's office the next day. "She really felt like they saved her life," Bauman said. He then introduced Robinson and Biswell, who were present at the meeting. "Thank you for coming," Buhler said.

Bauman said that while his office prides itself on its customer service, Robinson and Biswell went "above and beyond." The name of the woman who suffered the stroke wasn't being made public.

Robinson, an office assistant II who has a certified nursing assistant's license, said that woman called the appraiser's office Wednesday seeking directions to that office so she could attend a hearing being held to consider

her appeal of her home's real estate valuation.

Robinson, who had considered the woman to be sharp and alert when they spoke on the phone when she scheduled her hearing Feb. 21, realized something was wrong and suspected she had suffered a stroke. "She wasn't all there," Robinson said. The woman became emotional, started crying and kept saying "I'm sorry," she said. The woman didn't want anyone sent to her home, where she lived alone, but she clearly needed help, Robinson said. She told the woman she was willing to go pick her up personally.

Meanwhile, Biswell—who was sitting nearby while training a new employee—could tell something was wrong. She called 911. Robinson and Biswell then teamed up to ensure ambulance workers reached the house and made contact the woman.

The woman's caretaker came Thursday to the appraiser's office, where she thanked Robinson and gave her a hug. The caretaker also made sure the appraiser's office had all the information it would need to consider the appeal, Robinson said. ❖

## In Memoriam

### Phil Dudley, Franklin Co. Appraiser, Passes Away



Phil Dudley

Franklin County Appraiser Phil Dudley and his wife Sue were found dead in their Osawatomie home on Thursday, March 8, according to the The Miami County Republic. As of March

14, the case is still under investigation, according to the paper. You can read the full article at <http://bit.ly/2FObC6Y>

The following information was provided by his daughters on March 12:

Our parents Philip and Susan (Utech) Dudley have recently passed, this is the service information:

Visitation, Tues., March 13th, 6-8 pm Eddie Birchard Funeral Home 203 Main St, Osawatomie, KS 66064

Funeral service, Weds., March 14th, 10 am First United Methodist Church, 504 W Pacific Ave, Osawatomie, KS 66064. Following will be the interment at the Osawatomie cemetery and reception at church.

We thank you all for the well wishes, thoughts, and prayers and ask that you email the pieces of your life that were impacted by Sue and Phil including photos, stories, memories to [psdudleyfamily@gmail.com](mailto:psdudleyfamily@gmail.com). We hope to eventually make a memory/photo book of them to share with future generations who weren't as lucky to have known them.

Thank you,  
The girls—Alicia, Anna & Alison ❖



KCAA extends its deepest condolences to Alicia, Anna and Alison and all of the family and friends of Phil and Sue. They will be missed.

**Register Today! See page 16.**

## 2018 KCAA Annual Conference

June 10–13, 2018

**Boothill Casino & Conference Center**  
Dodge City, Kansas

# Appraisers Aren't the Bad Guys

By Dale Hogg, Great Bend Tribune/gbtribune.com, Feb. 21, 2018. Reprinted with permission

Barton County Appraiser Barb Esfeld testified last Wednesday [Feb. 14] before the Kansas Senate Assessment and Taxation Committee. She hopes the lawmakers received her message. "There are a lot of issues with property taxes," she told Barton County commissioners Tuesday morning, recapping her appearance in Topeka. "There's a lot of finger pointing. They're saying whose fault is it?"

To understand the core issues, Esfeld took the commission back to 1989 when the state underwent a massive reappraisal effort. The goal was to balance the "three-legged stool" of property tax, income tax and sales tax. "Things were fine for a while," she said. "But now they are off balance."

## What's happened?

"The Legislature changed the laws exempting more things from the tax rolls," Esfeld said. As the list of exemptions grew, the revenue local governmental entities could generate from property taxes shrank, meaning there was more reliance on sales and income taxes. This shifted the burden more to the local level where most of the sale tax rates are set, she said. Also, with this reduction in the tax base, mill rates also increased to make up the difference. "Overall, you still need the services," Esfeld said. "We need money, we need to find it somewhere."

This is why Esfeld, who serves as the president of the Kansas County Appraisers Association, offered testimony to the Senate. She will return at a later date to address the House Taxation Committee. "They are trying to blame appraisers," she said of many legislators. Instead, there are many factors to blame, she said, including the growing number of exemptions, eroding tax base, declining population in the rural communities and others. "We are the eyes and ears of the taxpayers," Esfeld said.



"The goal was to balance the 'three-legged stool' of property tax, income tax and sales tax. Things were fine for a while.... But now they are off balance."— Barb Esfeld

During payment-under-protest meetings, more and more taxpayers are only concerned with how much the taxes are, not their property values.

Retired people state that they cannot afford to live in Kansas and will have to sell their homes, she said. "I personally have seen several homes listed, sold and the owners move out of state. I've been a Kansas resident all my life. I want to retire here and I don't believe that is the kind of state we want to be."

Other states, including states surrounding Kansas, don't have as much of a problem, she said. "Kansas needs to look at all avenues that other states have taken." She said she will continue her lobbying efforts, hoping to get state officials to listen. Maybe, they will revisit the roster of all that has been stricken from the tax rolls.

## The job of the appraiser

There is a misconception that appraisers set taxes and their goal is "to make peoples' lives miserable," Esfeld said. But, "it has been our job to maintain fair and equitable values to promote equality amongst property owners."

She presented a short video entitled "Who Are Appraisers?" to the commission. Prepared by the Riley County Appraiser's Office, it is the same film she showed to lawmakers last week. It outlined the duties and responsibilities of an appraiser. It also set aside some common myths about

what these folks do.

"Appraisers don't set taxes. Appraisers don't collect tax dollars. Appraisers are interested in fairly determining property values, and take great pride in it," the narrator said. "They are just other taxpayers. They are just determined to make everything fair and equitable." It is the appraiser's job to determine how much each property is worth. After the appraiser determines the value:

- Local governing bodies set their tax rates and budgets for the coming year.
- The total is divided up among all property owners.

"If one notices a change in their property's value, the change is a part of a never-ending quest for fairness and accuracy," the narrator said. They look at similar properties and sale prices, and terms and conditions of the sale. Square footage, age, features, location and improvements are also considered. Most swings are the result of changes in the real estate market, the film notes. "You can rest assured that the number hasn't been drawn out of a hat. Appraisers are here to help, not hinder," the narrator concludes.

It's all about to start again. Property values will be sent on March 1, ushering in another 30-day protest period. ❖



## 2018 KCAA Legislative Reception

In January, Kansas county appraisers and legislators gathered at the Topeka Ramada Inn for KCAA's annual legislative reception. Our thanks to all who participated.



Kenton Lyon, RMA; Rep. Troy Waymaster (Dist. 109); and Heather Poore, RMA .



Rep. Tory Arnberger (Dist. 112) and Barb Esfeld, RMA



Rep. Adam Smith (Dist. 120) and Rachelle Standley, RMA



Rep. Jack Thimesch (Dist. 114) and Steve Bauman, RMA



Sen. Bud Estes (Dist. 38) and Patti Israel, RMA



## What An Opportunity!

By Lisa Ree, RMA, Ellis County

Would you purchase a home on an island for \$1.20? If you answered yes, then the opportunity to do so awaits you in the town of Ollolai on the Mediterranean island of Sardinia. The town has taken possession of 200 abandoned homes and is offering them for sale in hopes of rejuvenating their small town of 1,300. Creation of new jobs and revitalization of the local economy are other goals. There is a catch, of course. A buyer must commit to refurbishing the old stone house within three years.

Why would anyone want to take the town up on its offer? The town still maintains its ancient customs and traditions, appearing to be frozen in time and offering a slow-paced life. Local shepherds make a premium sheep cheese called Casu Fior Sardo, and area artisans weave delicate baskets. Superstition plays a large part in local traditions. Amulets are made locally and worn to ward off bad luck. Although not on a beach, the town boasts a 360-degree view of the island and Mediterranean Sea from the local Treasure Rock.

Language may be an issue for you, though. The mayor stated their language is hard to understand, even for other island inhabitants. He believes the abandoned home project is not just an economic experiment but a social one as well. If you haven't found your incentive yet to take the town up on its offer, one purchaser's experience may seal the deal for you. "They never allow me to pay for anything at the bar and constantly invite us over for lunch and dinner. ❖

**2018 LEGISLATIVE CALENDAR**

**April 6 First Adjournment**

**April 26 Veto Session Begins**

**May 4 90th Calendar Day of 2018 Session**



Send me your burning questions

### Hair on Fire

By Heather Poore, RMA, Rooks County Appraiser

Hello from the EXHAUSTED desk of a new appraiser. I have been here 18 months and some change. In that time I found out I am more student than master. I cannot begin to describe all the knowledge that has been crammed into my head concerning office personnel and value-related issues.

One thing that was odd for me was how to value a shipping container. Typically, if they are for sale, they are personal property and if you use them for storage, it is real property in my county. The latter being placed in a backyard or set beside other structures. Then my ideas got tested. I have a taxpayer that poured concrete and set shipping containers on the pad. He is then renting them out as storage units and does not plan to move them. This makes them real property, according to PVD. However, the containers that

are on the property for sale and able to relocate to another property remain personal property.

Another interesting hearing I had involves agriculture property. A year ago, I sent out an agriculture survey asking about dry crop, native grass and CRP. On this particular parcel, the owner put down that she receives payments. The property was then considered CRP. The owner called in and was obviously upset over the large increase from grass to dry crop.

I went and looked at the property, and it is obviously grass. However, where do these payments come in? Well, after some further research I found out this parcel used to be farmed. Thus, she is receiving basis payments on the property even though it is not being farmed. Now the question becomes, do I leave it dry crop? She is getting payments; however, is it fair and equitable to keep it dry crop just because she filled the form out incorrectly? What are your thoughts?

Oh, and I found a pair of scissors outside my window. Totally random, but at this time of year, I have been known to find humor in weird things. Until next time!

The goal of this column is to ask folks at PVD and wise appraisers around the state that have been in the business your questions. So please send your questions to me at [appraiserquestion@gmail.com](mailto:appraiserquestion@gmail.com). ❖



### File Under People Are So Gullible Category

Reprinted with permission, National Association of Counties, County News.

Submitted by Lisa Ree, RMA, Ellis County

After receiving complaints from citizens about being harassed, scammed or taken advantage of on social media, Allen County, Kan., Sheriff's Office decided to make a point by announcing a "ban" on all social media in the county. Here's what the sheriff's office posted: "Citizens of Allen County: Due to the extensive and repeated misuse of Facebook and other social media applications within this jurisdiction, we will be blocking all Allen County access to Facebook, Twitter, Snapchat, Instagram, Tumblr and YouTube."

Within 24 hours, the post went viral, receiving 60,000 views, 3,700 comments, 6,100 shares, 2,400 reactions and calls from three TV news stations. Six hours after the post went up, a second post proclaimed, "You do know there is really NO WAY to stop the power of social media, right?"

The office continued: "Just so we are clear, law enforcement has no way to limit or otherwise restrict anyone's usage of social media, internet, telephone or anything like that. We have enough trouble dealing with our children and their phones." ❖



### The Secret Lives of County Appraisers

**Answer:** Lyon County Appraiser Gary Stapp and his wife, Kim, have visited 33 foreign countries, their favorite being Italy.

This photograph of Gary and Kim was taken in Pompeii, Italy.

# New IAAO Designees

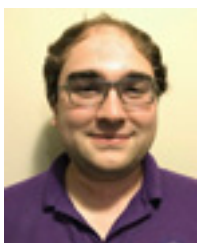
Reprinted with permission from IAAO



Mary Carter

**Mary Carter, RES**, fulfilled the requirements of the Residential Evaluation Specialist designation in October. Ms. Carter serves as a Commercial Real Estate Appraiser for the

Johnson County Appraiser's Office, located in Olathe, Kansas. She has held this position for one year, after serving three years as a Residential Real Estate Appraiser for the same office. Ms. Carter holds a bachelor's degree in interior design.



Kenny Jenkins

**Kenny Jenkins, RES**, fulfilled the requirements of the Residential Evaluation Specialist designation in October. Mr. Jenkins recently became a Commercial Appraiser with the

Johnson County Appraiser's Office in Olathe, Kansas. He previously served this office for five years as a Residential Appraiser. Mr. Jenkins holds a bachelor degree in finance and banking from the University of Missouri-Columbia.



Cody Sosna

**Cody Sosna, RES**, earned the Residential Evaluation Specialist designation in October. Mr. Sosna is Residential District Appraiser for the Johnson County (Kansas) Appraiser's

Office. He has held this position over the past year, after serving as a Residential Real Estate Appraiser for four years in this office. Mr. Sosna holds a bachelor of arts and sciences from Kansas State University. He is a member of the National Society of Collegiate Scholars.



Vincent Tobin

**Vincent Tobin, RES**, met the requirements of the Residential Evaluation Specialist designation in October. Mr. Tobin is a Commercial Appraiser for the Johnson County, Kansas,

Appraiser's Office. He has held this position for one and one-half years, after serving three and one-half years as a Residential Appraiser for this office. Mr. Tobin holds a Bachelor of Science in broadcasting from Northwest Missouri State University.



Stephen Conner

**Stephen Briar Conner, RES**, District Appraiser for the Johnson County (Kansas) Appraiser's Office, earned the Residential Evaluation Specialist designation in December. Mr. Conner holds a

Bachelor in Social Science/Economics from Kansas State University and a Graduate Certificate in GIS from the University of Missouri-Kansas City (UMKC). He also holds the Registered Mass Appraiser (RMA) designation from the Kansas Department of Revenue and is currently working on Master in Arts in Economics from UMKC. He is a member of the Kansas City Chapter of IAAO.

**Anthony Fandel, RES**, District Appraiser for the Johnson County (Kansas) Appraiser's Office, earned the Residential Evaluation Specialist designation in December. Mr. Fandel began



Anthony Fandel

his assessment career in this office in 2012. He holds a Bachelor of Science in marketing from Iowa State University and the Registered Mass Appraiser (RMA) designation from the Kansas Department of Revenue.

"I am very proud and excited to earn my RES designation. This is a

culmination of a lot of hard work and dedication to my craft. I look forward to continuing my education through IAAO and working with my colleagues at Johnson County," he said. ❖



Honoring the Past ...  
Educating the Future

## Zinc Civil War Statue Iola Cemetery

Located in the Iola Cemetery on the west edge of Iola on U.S. 54 Highway, the statue was built in 1903 or 1904, and was one of only four white bronze, or zinc, Civil War statues in Kansas built by the J.W. Fiske Foundry. It was dedicated at Iola Cemetery shortly thereafter. Scattered throughout the cemetery are the graves of soldiers of several of our country's wars, including the grave of 91-year-old Latimer Alder, a veteran of the War of 1812. One of the most hallowed parts of the cemetery is the soldiers' plot that surrounds the statue. The majority of those buried in this plot are soldiers of the Civil War, but also included is one woman, Victoria Cowden. Affectionately known as "Granny" Cowden, her body lies interred here with a marker that reads simply "Granny Cowden Army Nurse."

<https://www.travelks.com/listing/zinc-civil-war-statue/16167/> ❖

# Johnson County Home Prices Are Spiking. Can Young Families Still Afford To Live There?

By Lynn Horsley, lhorsley@kcstar.com Reprinted with permission from the Kansas City Star. <http://bit.ly/2GrMEWP>

February 18, 2018

Home prices in parts of Johnson County continue to skyrocket, raising fears that those communities could become unaffordable for the young families that have long been the backbone of the county.

The home price surge could also hit many current homeowners, whose property taxes in some cases could rise by several hundred dollars. Notices of Johnson County's 2018 residential appraisals will go out to about 200,000 property owners on Feb. 26, and county officials are warning that the rise in appraisal values could be startling.

The median Johnson County residential sale price has jumped from \$195,000 in January 2014 to \$269,000 this year, an increase of nearly 38 percent. In the hottest markets like central Prairie Village and parts of Fairway, prices are up more than 10 percent in just the past year.

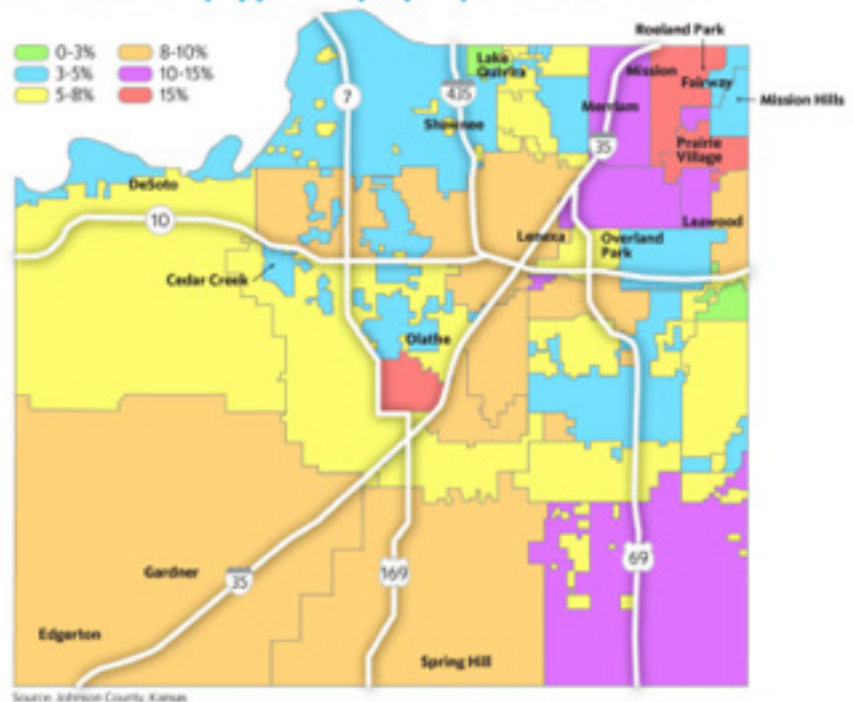
Prairie Village Homes Association leaders were surprised when a modest ranch house sold about a year ago for \$325,000, compared with \$150,000 for comparable properties a few years ago. Real estate agents say the market is supercharged because the housing supply is especially tight. Fewer than 1,300 homes are currently listed for sale. A more normal market would have about 6,000 homes on inventory, balancing sellers with potential buyers. Demand is especially fierce for anything under \$350,000.

For young people looking to buy their first home, it's a challenge.

Ryan Ringel and his wife, Lyndsi, both 27, are expecting their first child and hoping to move from a small Overland Park rental to their own home.

They moved here in July from a very pricey housing market in Washington state, but were still surprised at how tough the Johnson County market is.

Johnson County appraised property values to increase



Appraisals will show 15 percent jumps in parts of northeast Johnson County and 10 percent or higher increases in parts of Overland Park and Merriam. Big jumps will also be seen elsewhere throughout the county.

Ringel said they want to find something under \$200,000, but most of what they've seen so far requires a lot of updating or improvements, which adds to the cost.

"We were not prepared for the competitiveness," he said, noting that investors often pay cash up front for \$200,000 homes, making it hard for first-time buyers to beat those offers.

Friday evening, they put in an offer on a Merriam house that had just gone up for sale for \$175,000. But it had eight other offers, even above the asking price, and went under contract Saturday to another buyer.

They've broadened their search to include Mission, Lenexa and Olathe, still hoping to find something in Johnson County.

"It's a place I'd like to stay,"

Ringel said.

Veteran Johnson County real estate agent Sherri Hines also has a young client with a good job who is trying to buy a nice house with a yard for her dog.

"She's pretty much priced out of Johnson County," Hines said, noting that anything under \$200,000 is likely to be small or a fixer-upper — and still sell in the blink of an eye.

It's a concern for some civic and government leaders who want Johnson County to be a welcoming, diverse community.

Overland Park City Council member Logan Heley, 25, rents an apartment and is watching the housing trends.

"Absolutely we need to make sure Overland Park not only has a high



quality of life for people of all ages and backgrounds but also is affordable for all incomes,” he said. “I want to live in a community with diverse backgrounds, mixed incomes and multi-generations.”

He pointed out that millennials often earn less than baby boomers did at this stage in their working lives, especially in black and Latino populations.

“My ward in northern Overland Park has as many starter homes as anywhere in Johnson County,” he said. “But they are generally older and may need updates that are hard to finance on young income, especially if you’ve been renting a less-affordable apartment and are saddled with student debt.”

### Property tax impact

Property appraisals—an estimated value of what your home is worth—are pegged to what comparable houses have sold for in a particular neighborhood.

The appraisals due out later this month, county officials say, will show 15 percent jumps in parts of northeast Johnson County and 10 percent or higher increases in parts of Overland Park and Merriam. Big jumps will also be seen elsewhere throughout the county.

Those new appraisals will affect 2018 tax bills that go out late in the year. The rise in appraisals “is probably the largest increase we have seen in many, many years,” said Johnson County Appraiser Paul Welcome, who has held the position since 1991. “It’s because there’s very limited housing stock in this area.”

Appraised values are a worry for some longtime residents and those on fixed incomes.

A homeowner’s residential property tax bill derives from a home’s assessed value, which is 11.5 percent of the appraised value. The property tax is calculated by multiplying the assessed value by the total mill levy—including state, county, school district and city—then dividing by 1,000.

The impact of appraisal changes varies greatly depending on the tax rates in various geographic locations within the county.

### Historical average home sales price

Rolling 12-month calculation



Source: Kansas City Regional Association of Realtors

Home sale prices have gradually increased since about 2013, but the northern Johnson County market has exploded in the past year or two.

For 2017 tax bills, one 1950s two-bedroom ranch home near the Prairie Village shops saw a 20 percent increase in its appraised value, from \$176,000 to \$212,000. Its annual property taxes went up \$479, to \$3,231.

In Olathe a three-bedroom split-level home built in 1991, valued just somewhat higher at \$184,000 in 2016, saw its appraisal go up 7 percent to \$197,000 in 2017. Its annual taxes rose \$262, to \$2,882.

After reappraisal notices go out at the end of the month, homeowners can appeal by March 28 if they think the valuation is too high.

The increased values don’t automatically mean a revenue windfall for cities and the county. Elected leaders can provide some tax relief by lowering their mill levies.

Overland Park reduced its mill levy slightly in 2017, as did Prairie Village. Johnson County Budget Director Scott Neufeld said the county also reduced its total mill levy in 2017, including libraries and parks, from 26.607 to 26.351.

Johnson County Commission Chair Ed Eilert said the commissioners are well aware of the coming appraisal increases, and the need to address the tax impact on residents, by giving strong consideration to another levy reduction this year.

“It’s going to be on everybody’s radar screen,” he said. “This is an issue we will be dealing with.”

Prairie Village Councilwoman Jori Nelson said she has had several resi-

dents contact her with concerns.

“Many of our Prairie Village residents are elderly and on a fixed income and it is challenging for them. A lot of our residents have lived in Prairie Village, raised their families in Prairie Village, and have no intention of selling their home anytime soon so they must budget accordingly,” she said.

### Still affordable areas?

Many real estate agents believe Johnson County is still a big draw for young professionals and families attracted to strong neighborhoods and good schools.

“I think Johnson County still offers a lot of affordable housing,” said Christian Zarif, who was the 2016 president of the Kansas City Regional Association of Realtors. “There’s availability, but it’s harder because of the market conditions and competition.”

continued on next page

The increased values don’t automatically mean a revenue windfall for cities and the county. Elected leaders can provide some tax relief by lowering their mill levies.

### Johnson County, continued

She said Prairie Village and Fairway are among the most challenging. More choices exist in Roeland Park, Overland Park, Merriam, older parts of Shawnee and Olathe.

“You just have to look in the right areas and be patient,” she said, pointing to a recent SmartAsset study that named Olathe and Overland Park among the most affordable cities nationally for millennial homebuyers. According to SmartAsset, someone with an annual income of about \$50,000 could afford a home of about \$200,000.

Hines said home sale prices have gradually increased since about 2013, but the northern Johnson County market has exploded in the past year or two.

“A house under \$200,000 will have multiple offers within the first day,” she said, citing the example of a \$185,000 Overland Park house that went on the market recently and had 40 showings within hours. “It was a revolving door in this tiny little house all day long.”

Zarif said it’s stressful for first-time homebuyers to make a decision that quickly, but in many instances, homes go on the market on a Friday and are already under contract by Sunday.

She doesn’t see that changing anytime soon, even as interest rates rise. She said prices have been rising throughout the metro area, including in areas like Brookside and parts of the Northland, but it’s a bit more frenzied in Johnson County.

The demand for homes isn’t uniform across all price ranges. The biggest desire, and thus the biggest impact, said county appraiser Welcome, is for homes considered more affordable, under \$350,000.

Prairie Village is particularly hot because of its well-maintained Cape Cod homes, the mature tree canopy and the proximity to good schools, Welcome said.

Prices have also risen in Fairway, but it’s not deterring young families from buying, said Ed Peterson, former Fairway mayor and former Johnson County commissioner. He said he got a real estate mailer in January that noted



Watch the KC Star’s interview with Johnson County Appraiser Paul Welcome <http://www.kansascity.com/news/politics-government/article199656044.html>

homes in his neighborhood are selling for above \$400,000, compared to about \$300,000 as the area emerged from recession three or four years ago.

Still, he’s watched nearly a dozen homes go on the market nearby and “I think all of those homes were purchased by families with young children.”

Gina Burke, 34, an Overland Park City Council member, believes her city is still affordable for young families, and she’s not terribly worried about increasing home prices.

“I think having the increased value of homes makes it a great investment,”

she said.

That’s what Quentin Hoover, 28, and his 24-year-old girlfriend were thinking.

It took several months of searching, but they were able to find a home they could afford in Overland Park in December.

They had enjoyed living in a loft rental in Kansas City’s Crossroads, but wanted a home.

They looked in Prairie Village but felt it was too expensive. Hoover says they found a home they liked not far from his job at Cargill on Metcalf Avenue. They viewed it on the same day it went on the market, and made their offer that night.

“For us, it was having something you can really invest in, as opposed to paying rent,” he said. “It’s a neighborhood that provides a lot of character. It’s something we’ll have for the future.” ❖

Staff writer Kelsey Ryan contributed to this report.

Lynn Horsley: 816-226-2058, [lhorsley@LynnHorsley](mailto:lhorsley@LynnHorsley)

**GET THE HECK OUT OF INTO DODGE!**

Don't miss the KCAA Annual Conference, June 10–13, 2018, in historic Dodge City.

For more information on Dodge City and its many attractions, visit <http://www.visitdodgecity.org/>

## 2018 KCAA Education

Course	Date	Location*	Instructor	Cost
USPAP Update	May 14	*Wichita, KS	Barry Couch	\$225 (Need Publication)
USPAP	May 15-18	*Wichita, KS		\$330 (Need Publication)
RMA Residential Review	Sept. 4-6	Topeka, KS	Marion Johnson	\$300
RMA Commercial Review	Oct. 16-18	Topeka, KS	Marion Johnson	\$300
IAAO 101 Fund. of Real Property Appraisal	June 4-8	*Wichita, KS	Rick Stuart	\$450
IAAO 201 Appraisal of Land	May 7-10	Topeka, KS	Rick Stuart	\$450
IAAO 102 Income Approach To Valuation	July 9-13	*Wichita, KS	Marion Johnson	\$450
IAAO 400 Assessment Admin.	July 16-20 Aug. 13-17	Topeka, KS Wichita, KS	Rick Stuart Rick Stuart	\$450 \$450
IAAO 332 Modeling Concepts	Sept. 10-14	Topeka, KS	Barry Couch	\$450

### LOCATION\*

Topeka  
PVD Training Room  
300 SW 29th  
Topeka, KS 66611

Wichita  
Sedgwick Co. Appr. Office  
271 W. 3rd St. N. (3rd Flr.  
Training Room)  
Wichita, KS 67202

\*Wichita  
National Center for Aviation Training  
4004 N. Webb Road  
Wichita, KS 67226

Please note the addresses for classes being held in Wichita. The Sedgwick County Appraisers Office has moved and classes are being held in two new locations. Your class confirmations will include additional information on the Wichita locations, so refer to those as well.

**Register Online or Download Reg Form**  
<http://www.kscaa.net/education/>



## The 84th Annual International Conference on Assessment Administration

September 23–26, 2018  
Minneapolis, MN

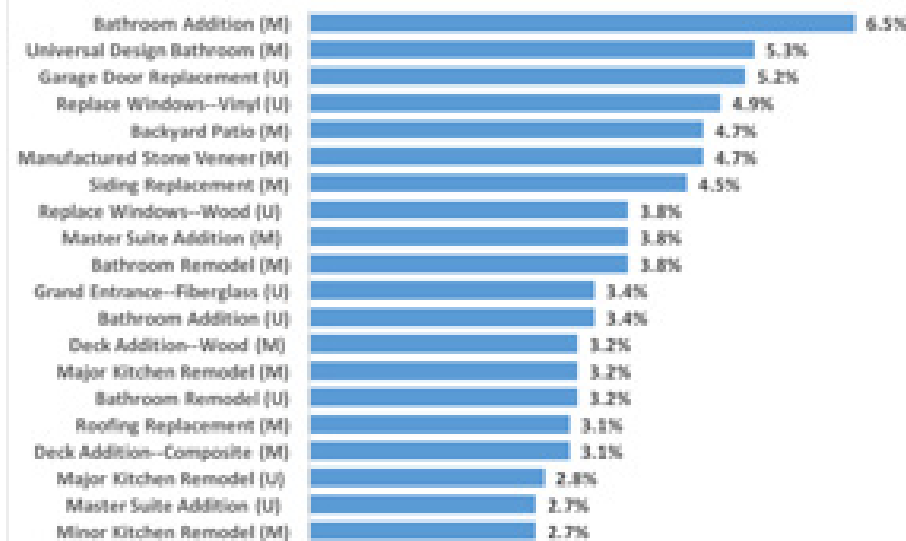
*Find event details at <http://bit.ly/2DKaICs>*



## Real Estate Notes of Interest

By Rick Stuart, CAE

Changes in Cost for 20 Popular Remodeling Projects,  
2016-2017



■ Craig Webb, *www.remodeling.hw.net*, Nov. 15, 2017. "Here's an advance look at some of the results of the 2018 Cost vs. Value report that we'll publish in January. The chart above shows how the average national costs have changed for 20 common remodeling projects done by pros. The numbers come from RemodelMAX, a research firm that keeps track of labor and product costs in markets nationwide. Note that these numbers reflect costs and changes from mid-year 2016 to mid-year 2017. They don't encompass the run-up in lumber and other product prices that have occurred this fall and that already have led RemodelMAX to urge remodelers to adjust their cost estimates once again."

<http://bit.ly/2IV3MMj>

■ Tom Jackman, True Crime, *www.washingtonpost.com*, Dec. 21, 2017. I guess you need to know your remodeler well. "Many people have an exasperating tale about a construction contractor who didn't get the job done. Shoddy work. Stopped showing up. Took the money and ran. But those don't compare to the tale of Daniel W. Jamison, a contractor who had a string of fraud-related convictions when he was hired and paid by a Fairfax County, Va., man to do a \$41,000 home remodeling job. Jamison did some work on the home, then vanished. The homeowner had him charged with construction fraud. So Jamison took his own action: He hired a hit man to kill the homeowner." <http://wapo.st/2G0wK5U>

■ CoreLogic, Jan. 4, 2018. "National home prices increased 7% year over year in November 2017, according to the latest CoreLogic Home Price

Index (HPI) report. All four price tiers that CoreLogic analyzes now exceed their pre-housing-crisis peaks." <http://bit.ly/2ESfwHU>

■ *www.builderonline.com*, Jan. 5, 2018. "The pace of sales for U.S. luxury homes weakened slightly in 2017, with the overall housing market outperforming the still-strong upper tier—according to new data from *realtor.com*®. Despite these signs of a national slowdown, the luxury market remained red-hot in states like Hawaii, Colorado and California, which saw double-digit price gains in several local markets. The entry-level luxury price—defined as the top 5% of transactions based on sales price—rose by 5.1% in 2017, compared to a 6.9% overall housing market price gain. Luxury properties also took 5.4% longer to sell in 2017 than they did in 2016, spending 116 days on market on average." <http://bit.ly/2EfSf1E>

■ Christopher Vondrcek, *www.courthousenews.com*, Jan. 5, 2018. "The South Dakota Supreme Court weighed in on a neighbor dispute in a historic, elm-lined district of Sioux Falls on Thursday morning, unanimously upholding an injunction against a bulky, canary-yellow home that broke code, made a neighbor's fireplace useless, and has become known in the local press as the "monster house." <http://bit.ly/2CfOJ2u>

■ *www.aia.org*, Jan. 7, 2018. "Though billings at U.S. architecture firms have seen healthy gains throughout 2017, AIA's Architecture Billings Index (ABI) for November indicated that the pace of growth accelerated the score jumped to 55.0 for the month, its strongest reading for the year. New project inquiries, as well as new design contracts coming into architecture firms, also signified healthy growth. As such, indicators broadly point to very solid business conditions at architecture firms as 2017 winds down. AIA's monthly Architecture Billings Index (ABI) is a leading economic indicator for nonresidential construction activity, with a lead time of approximately 9–12



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TEAM Consulting LLC  
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Email: [rstuart17@cox.net](mailto:rstuart17@cox.net).

months.” <http://bit.ly/2CPcaHy>

■ Eye on Housing, Jan. 11, 2018, [www.builderonline.com](http://www.builderonline.com). NAHB analysis of Census Bureau data shows that property owners paid \$556 billion in taxes over the four quarters ending in Q3 2017, continuing a five and a half year trend, or 22 quarters, of property tax revenue increases. <http://bit.ly/2FrXjBt>

■ [www.htrends.com](http://www.htrends.com), Jan. 12, 2018. “According to pipeline data from STR, the number of hotel rooms under construction in the U.S. has declined or remained flat year over year for three consecutive months. Overall, there were 179,979 rooms in construction across 1,400 hotels for the month of December.” <http://bit.ly/2raY6DL>

■ Karen Roach, *CNBC*, Jan. 16, 2018. “Homeowners are experiencing record amounts of home equity, and are using that money to renovate their homes. According to a survey released by TD Bank in December, 80% of borrowers taking out home equity lines of credit say they would consider using that money to renovate.” <http://bit.ly/2DihLXQ>

■ [www.hotelbusiness.com](http://www.hotelbusiness.com), Jan. 18, 2018. “Wyndham Worldwide Corporation and La Quinta Holdings Inc. have entered into a definitive agreement under which Wyndham Worldwide will acquire La Quinta’s hotel franchise and hotel management businesses for \$1.95 billion in cash. The acquisition is expected to close in the second quarter of 2018.” <http://bit.ly/2mluF6m>

■ Scott Culvert and Jon Kamp, *The Wall Street Journal*, Jan. 20, 2018. “The new U.S. tax law has eroded the value of an incentive that developers have long used to help finance renovations of historic buildings around the country, raising worries about the prospects for future projects. The law, signed by President Donald Trump last month, changed the federal historic tax credit, which provides reimbursement for 20% of certain costs on such rehabilitations.

That payback is now spread over five years instead of one, which developers, preservationists and banks say reduces its value.”

■ Ryan Dezember and Peter Rudegear, *The Wall Street Journal*, Jan. 22, 2018. “When Blackstone Group LP wanted to borrow hundreds of millions of dollars to buy foreclosed homes after the housing crash, it needed a quick, inexpensive way to value thousands of homes the investment firm already owned and was offering as collateral. Blackstone and its lender, Deutsche Bank AG, settled on a sort of drive-by valuation done by real-estate agents that are more cursory and cost far less than traditional appraisals.

Congress outlawed the use of such assessments, called broker price opinions, to value properties for traditional mortgages. But that did not apply to investors buying tens of thousands of properties. Fannie Mae guaranteed about \$1 billion last year of this practice. Their proliferation has drawn the attention of the Securities Exchange Commission.”

■ [www.bloomberg.com](http://www.bloomberg.com), Jan. 22, 2018. Is the housing market getting frothy? Is this 2005 redux? This portfolio manager thinks it could be. Bloomberg reports: When real estate investors get this confident, money manager James Stack gets nervous. U.S. home prices are surging to new records. Homebuilder stocks last year outperformed all other groups. And bears? They’re now an endangered species.

Stack, 66, who manages \$1.3 billion for people with a high net worth, predicted the housing crash in 2005, just before prices reached their peak. Now, from his perch in Whitefish, Montana, he says his “Housing Bubble Bellwether Barometer” of homebuilder and mortgage company stocks, which jumped 80 percent in the past year, once again is flashing red.

“It is 2005 all over again in terms of the valuation extreme, the psychological excess and the denial,” said Stack, whose fireproof files of newspaper articles on bear markets date back to

1929. “People don’t believe housing is in a bubble and don’t want to hear talk about prices being a little bit bubblish.” <http://bit.ly/2ru7zGp>

■ David Erickson, [www.missoulian.com](http://www.missoulian.com), Jan. 22, 2018. The tariffs on Canadian lumber coupled with old-fashioned supply and demand have boosted the fortunes of Montana lumber mills but are giving home builders a good dose of neuralgia. “Pricing fluctuates, but essentially the prices for materials are 25 percent more than a year ago,” said Wade Hoyt of Hoyt Homes in Missoula. “Materials are one item in a list of 60 we price in to the list price of a house. But due to price increases the cost of a home right now is 17-18 percent higher than it was a year ago.” <http://bit.ly/2F99uSx>

■ Commercial Real Estate Direct Staff Report, [www.crenews.com](http://www.crenews.com), Jan. 24, 2018. “The volume of commercial properties that changed hands last year declined by 7 percent to \$463.9 billion, according to Real Capital Analytics. That marks the second year in a row in which sales volumes have declined. In 2016, they were down 11 percent from the previous year.” <http://bit.ly/2FeWLxz>

■ *Zillow Research*, Jan. 30, 2018. “The U.S. home ownership rate (non-seasonally adjusted) rose to 64.2% in the fourth quarter of 2017, the highest level since Q3 2014, according to the U.S. Census Bureau. The seasonally adjusted rate was 64%, compared to 63.9% in Q3 and 63.5% a year ago.” <http://bit.ly/2BEcrsg>

■ [www.builderonline.com](http://www.builderonline.com), Jan. 30, 2018. “The S&P CoreLogic Case-Shiller U.S. National Home Price NSA Index, covering all nine U.S. census divisions, reported a 6.2% annual gain in November, up from 6.1% in the previous month.” <http://bit.ly/2DNI1H1>

■ NAHB Now, Jan. 30, 2018, [www.builderonline.com](http://www.builderonline.com). Prices for softwood lumber imports have skyrocketed 30%

continued on next page

**REAL ESTATE NOTES, continued**

since Hurricane Harvey hit last summer, largely as a result of the tariffs imposed by the U.S. Commerce Department, says the NAHB blog. “This was the highest week-end futures price we have on record, dating back to January 1995,” said David Logan, director of NAHB’s tax and trade policy analysis. “There was a short reprieve for price increases following the hurricane, but prices have risen sharply this month.” <http://bit.ly/2DQJFKQ>

■ Trulia Blog, Jan. 31, 2018, [www.builderonline.com](http://www.builderonline.com). “Trulia found that the national median rent rose 3.1% between 2016 and 2017, although some markets nearly tripled that growth. The analysis also found that rent increased 19.6% nationally since the end of 2012 when housing prices bottomed. For the most part, rents have trailed housing price increases, according to Trulia.” <http://bit.ly/2GxIsXD>

■ Core Logic, Jan. 31, 2018, [www.builderonline.com](http://www.builderonline.com). “Low-end single family rents increased 4.2% in October from a year ago compared to a high-end rent increase of 2%, according to the CoreLogic Single Family Rental Index. CoreLogic defines the high end as rents that are 25% or more than the median rent in their respective market while the low end is 75% or below that median.” <http://bit.ly/2Fwvff9>

■ ABC13Houston, Feb. 7, 2018, [www.remodeling.hw.net](http://www.remodeling.hw.net). “House Stolen! Now you don’t see this every day. A house was literally stolen in Texas. ABC13 Houston reports: A Houston couple wants their vacation house returned to them. Jo and Lonnie Harrison told Eyewitness News someone stole their entire home off their property in Madisonville, Texas. They bought the 10-acre property with a prefab home on site last year. It’s a one-bedroom, one-bathroom home with a green roof and wood siding. They visit the area to escape from the busy city. They last drove up to the property in early November.” <http://bit.ly/2EdTtuJ>

**Editor’s Note:** I first saw this type

of event about three years ago in the state of Washington. This is something that was not thought of with the advent of the tiny home.

■ Robin Ruyan, [www.detroit.curbed.com](http://www.detroit.curbed.com), Feb. 9, 2018. “Detroit just banned Airbnb without anyone knowing it. This week, a new zoning ordinance went into effect that would ban certain Airbnb units in R1 and R2 zones—single-family and duplexes (more on that below). Property owners have received cease and desist letters saying they need to discontinue their homes as Airbnb units. *Update:* The city has issued a statement saying that the new ordinance is under legal review and they won’t be enforcing it at this time.” <http://bit.ly/2BOCTDS>

**Editor’s Note** on the above article: Detroit hotel tax

Sales tax in Michigan is 6%; hotel taxes in Detroit range between 13% and 15%, depending on the county. Using 6% + 14% = 20% taxes if staying in a typical lodging facility. Lost revenue would be: \$5,200,000 x .020 = \$1,040,000

■ [builderonline.com](http://www.builderonline.com), Feb. 13, 2018. “Residents living in the Summerfield subdivision in Kansas City, Mo. know full well that there is no homeowners association affiliated with their neighborhood, but for years they would get invoices in the mail demanding payment to an HOA. As *Fox 4 Kansas City* reports, those residents would simply ignore the phony invoices. In December, liens were filed against more than 30 homes in the subdivision for not paying dues to the Summerfield Homeowners Association, which has no board and provides no services.” <http://bit.ly/2Er0F6Q>

■ [www.marketwired.com](http://www.marketwired.com), Feb. 18, 2018. “Freddie Mac (OTCQB: FMCC) today released the results of its Primary Mortgage Market Survey® (PMMS®), showing the 30-year fixed mortgage rate (average of 4.38) reaching its highest level since April 2014.”

■ Mike Sorohan, [www.mba.org](http://www.mba.org), Feb. 15, 2018. “Foreign investment into the U.S. luxury residential real estate

market jumped to a new high in 2017, \$7.48 billion, with Miami, Manhattan and Los Angeles the key beneficiaries. A report from Beauchamp Associates and Leslie J. Garfield & Co., U.S. Ultra Prime Real Estate, said in the past 12 months, foreign investment in U.S. properties jumped by 72 percent. Of these transactions, 44 percent were all-cash purchases, with nearly 40 percent of these transactions in Miami, New York and Los Angeles.” <http://bit.ly/2omOOj3>

■ *Wesa.fm*, Emily Previti, *Keystone Crossroads*, Sept. 28, 2017. “Pennsylvania counties can go decades without updating their property values due to relatively lax state laws, with results that are inequitable for taxpayers. The task force currently charged with overhauling the state’s property valuation system has been working on it for nearly a decade, and just got a couple bills to floor votes.” <http://bit.ly/2GV1Kob>

■ Mike Petchenik, [www.wsbtv.com](http://www.wsbtv.com), Oct. 26, 2017. “The Georgia Department of Revenue has rejected Fulton County’s 2017 tax digest, effectively halting property tax collections across the state’s most populous county, until a judge hears arguments from both sides.” <http://2wsb.tv/2F7bkb2>

■ Benjamin Parkin, [www.wallstreetjournal.com](http://www.wallstreetjournal.com), March 1, 2018. “According to The Wall Street Journal, lumber prices started to rise as wildfires destroyed prime forests and Hurricane Irma temporarily shut down Florida and Georgia mills. A trade dispute between the U.S. and Canada, which supplies one-third of U.S. lumber, exacerbated the issue. And on top of that, a shortage of railcars and trucks has driven up transportation costs.” <http://bit.ly/2oS16QH>

■ Craig Webb, [www.remodeling.hw.net](http://www.remodeling.hw.net), Jan. 11, 2018. “This year’s version finds a slight decline, to 56.8% in 2017 from 57.9% in 2016, in the average payback for 20 common professional remodeling projects in 100 major markets. That’s mainly because

the cost of doing those projects went up for all 20, while values rose for only about two-thirds of them.” <http://bit.ly/2GbV4mB>

■ Kate Wagner, *Curbed*, March 9, 2018. Think you need to remodel, then you might want to read this. “Previously contained to affluent households and the glossy pages of architecture magazines, remodeling has been transformed by 24/7 media like HGTV and websites like Houzz, Pinterest, and Dezeen. While older media, like early issues of *House Beautiful*, discusses the process as mastering the careful art of interior design, newer media is more neurotic and self-loathing, describing houses in need of renovation with words like “dated,” “immature,” or “wrong.”

Whether presented as a self-improvement project (update your house lest you be judged for owning a dated one) or a form of self-care (renovate because it will make you feel better), the home remodel is presented as both remedy and requirement. Take a moment to consider this simple idea: There is nothing wrong with your house. Instead of falling prey to this thinking, take a moment to consider this simple idea: There is nothing wrong with your house.” <http://bit.ly/2Gbbfk2>

■ Craig Webb, [www.prosalesmagazine.com](http://www.prosalesmagazine.com), March 14, 2018. “The Bureau of Labor Statistics’ (BLS) monthly report found softwood plywood prices were 26.9% higher in February than in the same month in 2017 and had risen 5.3% just since January. Meanwhile, wholesale prices for wood trusses rose 17.3% and 4.6%, respectively, while laminated veneer lumber prices rose 4.8% for the year and 0.1% over the month. Millwork products rose 4.4% for the year and 1.2% for the month.” <http://bit.ly/2phiRu7> ❖

Looking for a back issue of *Appraising the Plains*? Find it at <http://www.kscAA.net/newsletter-2/>

## Let's Get the Heck Into Dodge! 2018 KCAA Annual Conference

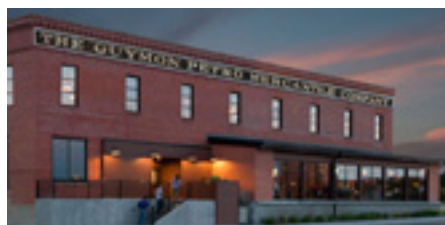
Plans are being finalized for the KCAA Conference in Dodge City—and it is *shaping up to be a great one!*

There are education offerings for everyone. Of course, there will also be **bowling** on Sunday night and **golf** on Monday morning, a fun-filled KCAA tradition.



Something different being offered this year is a **bus tour** that will stop at a feedlot, grain elevator and wind turbine. **Be**

**sure to select this option on your registration. Seating is limited and preregistration is required**



**Evening activities** include dinner at **Guymon Petro**, Dodge City’s newest restaurant, located in one of Dodge City’s historic brick buildings. <https://www.guymonpetro.com/>



Historic **Boothill Museum**, show and gun fight is also on the agenda. <http://www.boothill.org/>



**Buckner Creek**, a local Top 40 cover band, will be our banquet entertainment. Watch them on YouTube <https://www.youtube.com/watch?v=wyMFRQT4JHs>



Dodge City is now home to a **distillery** and a **brewery**, and they will both be part of our evening events as well.

<http://www.boothilldistillery.com/>  
<https://dodgecitybrewing.com/>



And if all of this isn’t enough to keep you busy, you can always

try your luck at the **casino!**

<https://www.boothillcasino.com/>

### Don't miss a minute of the fun!

- See the registration form on the next page.
- Book your hotel room on the KCAA website <http://www.kscAA.net/conferences/2014-kcaa-conference-registration/>.

# KANSAS COUNTY APPRAISERS ASSOCIATION

Annual Business Conference ♦ June 10–13, 2018 ♦ Dodge City Convention Center ♦ Dodge City

**Timothy Hagemann Memorial Golf Tournament:** Monday, June 11 with tee times starting at 8 a.m. Cost will be \$75 per player, which includes green fee, cart, continental breakfast, beverages, lunch, and prizes. Format is a 4-person scramble. Tournament proceeds will go to the Timothy Hagemann Trust Fund. See below to make a contribution to the trust fund. Pairings will be set by Sean Robertson or if you have a team, please list names below:

\_\_\_\_\_

\_\_\_\_\_

**Bowling Tournament:** Sunday, June 10, starting at 6 p.m. \$22 will get you three games of bowling (shoe rental included), snacks, drinks and prizes. Tournament is co-ed and for all levels of bowlers. Tournament coordinator is Heather Poore.

**Offsite Bus Tour.** Something different: a bus tour that will stop at a feedlot, grain elevator and wind turbine. Preregistration required. See Education section below.

## REGISTRATION & FEES

### REGISTRATION FEES

	BY MAY 15	AFTER MAY 15
<input type="checkbox"/> Full Registration	_____ \$275	_____ \$285
<input type="checkbox"/> Education Only	_____ \$175	_____ \$185
<input type="checkbox"/> Golf Tournament	_____ \$ 75	<b>No registrations after May 15.</b>
<input type="checkbox"/> Bowling Tournament	_____ \$ 22 (Includes 3 games, shoes, prizes)	<b>No registrations after May 15.</b>
<input type="checkbox"/> Monday Night Dinner/Entertainment	_____ \$ 50	_____ \$ 55
<input type="checkbox"/> Tuesday Night Dinner/Entertainment	_____ \$ 50	_____ \$ 55
<input type="checkbox"/> Tuesday Awards Luncheon	_____ \$ 35	_____ \$ 40
<b>Total Enclosed</b>	\$ _____	\$ _____

**Contribution to the Timothy Hagemann Trust Fund:** \$ \_\_\_\_\_

Name \_\_\_\_\_ County or Company \_\_\_\_\_

Address \_\_\_\_\_ City/State/ZIP \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ email \_\_\_\_\_

## SPOUSE/GUEST REGISTRATION

### REGISTRATION FEES

	BY MAY 15	AFTER MAY 15
<input type="checkbox"/> Golf Tournament	_____ \$75	<b>No registrations after May 15.</b>
<input type="checkbox"/> Bowling Tournament	_____ \$22 (Includes 3 games, shoes, prizes)	<b>No registrations after May 15.</b>
<input type="checkbox"/> Monday Night Dinner/Entertainment	_____ \$50	_____ \$55
<input type="checkbox"/> Tuesday Night Dinner/Entertainment	_____ \$50	_____ \$55
<input type="checkbox"/> Tuesday Awards Luncheon	_____ \$35	_____ \$40
<b>Total Enclosed</b>	\$ _____	\$ _____

**Spouse/Guest Name** \_\_\_\_\_

**Send Forms to:**  
 KCAA  
 P.O. Box 988  
 Meade, KS 67864  
 620-873-2237 (fax)  
 kcaa@sbcglobal.net

### HOTEL INFORMATION:

**Hampton Inn**, 4002 W. Comanche (adjacent to Boothill convention center). **Room Rate:** \$129 + tax, incl. breakfast  
**Holiday Inn Express**, 201 4th Ave. (This hotel is NOT adjacent to convention center). **Room Rate:** \$93 + tax & incl. breakfast  
 Book online at <http://www.kscaa.net/conferences/2014-kcaa-conference-registration/>

### EDUCATION: Tuesday, June 12

Preregistration required for the offsite bus tour option so indicate below if you plan to attend. Limited to 40 people per time.

_____ 8:00-11:30	_____ 1:00-4:30 Grain Elevator, Feed Lot & Wind Turbine <b>Bus Tour</b> —Rob Stickney
_____ 8:00-9:00	_____ 1:00-2:00 Section 42 Affordable Housing—Bob Kent
_____ 9:00-10:00	_____ 2:00-3:00 Feedlot Guide—Roger Hamm
_____ 10:30-11:30	_____ 3:30-4:30 Fee Appraisal Breakdown—Rod Broberg