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APPRAISING THE PLAINS

of Kansas



A Publication of the Kansas County Appraisers Association

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Eleven new RMAs were presented at the annual conference: Anna Burson, Andrew Durbin, Zachary Edwards, David Gillmore, Travis Hunsecker, Travis Lilly, Sandra Lucas, Ryan Marshall, Monica Michalski, Joseph Pennycuff, Luke Walters.

The Kansas County Appraisers Association held its annual business conference June 10–13 in historic Dodge City. More than 100 appraisers joined us for the event, which offered a great mix of education and entertainment. Our thanks to all who attended and to our generous sponsors for making this a great event. We look forward to seeing you again next year when we return to Manhattan for the 2019 conference. See highlights from the meeting beginning on page 9.

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Esfeld's Expressions

Barb Esfeld, Barton County Appraiser
2018 KCAA President

It was sure good to see so many of you in historic Dodge City for conference. We had 105 full registrants, 18 for the day of education, 22 golfers and 37 bowlers. I hope you had a great time and had the opportunity to learn some new things in classes, enjoyed the hands-on bus tour, had a good time at Boot Hill, danced the night away with Buckner Creek and even took some money home from the casino.

Appreciation goes out to all of you who bought a card for the 50/50 draw in support our Hagemann Trust Fund. The fundraiser brought in \$425.☺

I would like to thank all of you who helped in so many ways! Thanks to all of you, I was able to thoroughly enjoy the conference. I'd also like to thank Rod Broberg for joining us again and teaching the Fee Appraisal Breakdown; Bob Kent for Section 42 Housing; Roger Hamm and Kim Frodin on the Feedlot Guide; Paul Welcome for The Good, The Bad, The Ugly roundtable discussion; and David Harper, who provided another informative Director's Update.

Special thanks go out to Rob Stickney, who has been my mentor for years. It was nice to reminisce about the days Rob taught me to data collect, as well as pushing me into getting my General Certification and taking the Russell County Appraiser's position. Thanks, Rob, for doing a great job and making my idea of a hands-on bus tour become reality.

A big thanks goes to Cindy Brenner, who was pinned as a Deputy Marshall for making sure all plans were in order and that we stayed on track. I know I could not serve our organization as well without her help.

Congratulations to Sean Robertson,

As part of our mentorship program, we will be working with PVD to make YouTube videos to assist appraisers and staff with different phases of the appraisal process.... If you have an area of expertise and would like to help, please let me know as soon as possible.

RMA, who was voted in as the incoming KCAA Vice President. Thanks also to Maria Castillo, RMA, and Delinda White, RMA, for your willingness to step up and serve. Stay active in our organization and consider putting your name back in the hat in the years to come.

Congratulations to the 11 new RMAs that were presented at conference. This brings the total RMA count to 317. Hooray to all of you for your hard work.

As we start the second half of the year, it is time to evaluate our goals and objectives and take action to get back on track. As part of our mentorship program, we will be working with PVD to make YouTube videos to assist appraisers and staff with different phases of the appraisal process. Our goal will be to make videos for land analysis, depreciation, market modeling, I/E study and cap rates. Hopefully, we will get them out online in time for your 2019 studies. If you have an area of expertise and would like to help, please let me know as soon as possible.

Another objective the Executive Board has for the year is to update our photos to attach to our county appraiser

handbook. Please send Cindy a photo as soon as possible. Several of you have asked for this and it cannot be completed without your help.

Lori Reedy RMA, AAS, Cowley County Appraiser, is attempting to gather enough sales to calculate depreciation on outbuildings. Please assist Lori in her efforts if you can, as most of us could benefit from the results of this study.

It was nice to have IAAO Vice President Amy Rasmussen, RES, AAS, attend our conference. IAAO continues to offer us high-quality education and much more. This year's IAAO conference theme is "Mapping the Way to Innovation" and will be held September 23rd – 26th in Minneapolis, Minn. KCAA will be hosting a meet-and-greet night in support of our very own Riley County Appraiser Greg McHenry, AAS, RMA, who is running for Vice President, and Director of Property Valuation David Harper, AAS, RMA, who is running for a position on the Executive Board in Region 1. If you will be attending the conference, join us in offering support to these very qualified candidates Sunday night following the opening reception at Brit's Pub. If you cannot attend the conference, please support them in any way you can.

I hope to see you all in Minneapolis. Have a safe and happy summer! ❖



Which county appraiser was a pilot in the military?

- A. Rick Batchellor
- B. Paul Welcome
- C. Steve Miles
- D. Steve Markham

Find the answer on page 8.

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. Visit KCAA online at www.kscAA.net

Board Meeting Highlights

KCAA Agenda, KCAA Executive Board Meeting, April 24, 2018, Telephone Conference Meeting, 8:30AM

Participants: Melissa Crane, Maria Castillo, Barb Esfeld, Connie Lawrence, Melinda Latham, Lisa Ree, Steve Bauman, Kenton Lyon

Previous Meeting Minutes: Minutes approved with 2 corrections for missing information.

Financial Report: Cindy gave financial numbers. Total KCAA funds: \$273,698.82 with \$127,351.76 being Orion Enhancement, leaving \$146,347.06 as KCAA. Accounts Receivable balance is \$77,436.00.

Treasurer's Report: Lisa gave reconciliation report and accounts balance with Cindy. Motion made and financial information was approved.

Mentorship Program: Barb spoke to August Dettbarn, Douglas County, and he would like to do YouTube videos for "How To" videos. Executive Board will review information sent on mission statement and get back with ideas to Cindy prior to conference. Board will adopt a mission statement at conference.

2018 Education & Conference: Arlen Siegfried, of BOTA, will be there Monday and will speak after Amy. Steve requested space/time for a Dark Store roundtable Tuesday afternoon, just one time slot. Barb and Rob will be meeting on Friday in Dodge to iron out details of bus tour. Barb will have presentation of deceased appraisers. Buckner Creek Band would like to have some stories, people to "pick on." Get information to Barb.

PVD—Webex App: Did not renew licenses (has 3) at \$600 each. PVD meeting this afternoon, and it is a topic of discussion. Steve mentioned that maybe KCAA could pay for the licensing if PVD cannot.

Other Business: Barb, Patti and David Harper will be speaking at the County Commissioners meeting regarding having District Appraisers. Barb feels like this is legislators' way of controlling local government. The meeting is Friday, May 3rd, in Wichita. Legislators want this so that they can see continuity between counties. Scott Schwab is including this topic as part of his campaign as he is running for Secretary of State.

Meeting adjourned. ❖

KAC continued

Event Tickets for Guests:

Vendor Showcase, Reception & Dinner	\$50
Awards Luncheon	\$50

Hotel Information

Each individual reservation made will require 1st night room deposit + tax. Deposits are refundable only if cancellation is made prior to September 17. Any cancellations after September 17 will forfeit their deposit and tax. *Read the hotel cancellation policy carefully.*

Sheraton Overland Park (Conference headquarters)

6100 College Blvd. (866) 837-4214
Rate: \$167 for reservations made by Sept. 17, 2018

Holiday Inn & Suites

10920 Nail Avenue
(913) 312-0900 or Log onto www.holidayinn.com/overlandprkks and use group code KAC to book.
Rate: \$139 for reservations made by Oct. 1, 2018.

Courtyard Kansas City Overland Park! Convention Center

11001 Woodson Avenue
(800) 321-2211 or (913) 317-8500
Rate: \$134 for reservations made by Sept. 4, 2018. Book your group rate for 2018 Kansas Association of Counties Overflow Room Block

Hotel cancellation policy: The room block will be opened when the KAC annual conference registration opens. A deposit equal to one night's stay is required to hold each guest's reservation and it will be charged at the time of the reservation. These deposits paid by individuals are refundable if notice is received *at least four weeks prior to arrival (which is September 17, 2018) and a cancellation number is obtained.* Each reservation must be accompanied with the name for each room (no hotel room block will be allowed; for example, booking five rooms under one name is not allowed). Name changes on guest room reservations will be accepted. ❖



43rd Annual Conference & Exposition

October 15–17, 2018

Sheraton/Overland Park Convention Center

Registration Fees:

Full Conference – Member	\$370
Full Conference – Non-member	\$420
One Day – Member	\$225
One Day – Non-member	\$275
Affiliate/Associate Meeting	\$75

(includes breakfast and Wednesday's workshop)

KAC will host the 43rd Annual Conference & Exposition on Oct. 15–17, 2018, at the Sheraton/Overland Park Convention Center. KCAA members will meet on Wednesday, October 17.

Meeting registrations and hotel reservations are now being accepted. For more information see the KAC website: <https://www.kansascounties.org/10/Annual-Conference>.



The Director's Update...

By David Harper, AAS, RMA, Director, Property Valuation Division

We are hosting five compliance workshops in July, and it is important each county be represented at one of the sessions.

We enjoyed seeing so many of you at the 2018 Annual Business Conference. We always appreciate the opportunity to participate and to hold our annual update in conjunction with the KCAA conference. My compliments to Barb, Melinda, Cindy and the others for the interesting and creative education sessions.

I would like to share reminders of items of note for the upcoming weeks which we mentioned quickly at the conference.

2017 Sales Ratio Study. If you have not yet received the final results of your 2017 Sales Ratio Study, they should arrive soon (emailed to county appraisers and certified U.S. Mail to county commissioners). We have been following the discussions and debate regarding dark store big-box retail, build-to-suit and sale leaseback properties over the last few years. At this point, we will not use sales of build-to-suit or sale leaseback properties in the PVD ratio study if we catch them during the validation process. Unfortunately, they are not always detected on the sales validation questionnaire. Dark store sales can pose a more difficult challenge. Most will sell with some deed restrictions, but a highest and best use analysis may reveal that the former use is no longer the most profitable or likely use in the future [see USPAP 6-3(a) and 6-8(n)]. County documentation developed to comply with USPAP Standard Rule 6-2(h) will also need to be submitted for review during the informal appeal period before PVD will consider invalidating these sales.

We also think it is in the best interest of the overall Kansas appraisal system to do a better job in publicizing the results of the study. We are increasingly hearing that our process lacks the necessary checks on the accuracy of the appraisal results. Our ratio study

is one of the most comprehensive in the industry, and the understanding of the results is necessary for interested parties to fully comprehend and appreciate the accuracy and the reliability of values in comparison to actual market transactions.

Compliance Workshops. This year PVD and the KCAA Maintenance Specs Committee conducted a thorough review of the compliance guide, resulting in several significant changes to the compliance guidelines distributed by PVD. We are hosting five compliance workshops in July, and it is important each county be represented at one of the sessions. Understanding the changes will benefit us all as we work through the annual appraisal cycle for the 2019 values.

Land and Commercial Depreciation Workshops. PVD plans to introduce two new workshops this fall, Land Valuation and Commercial Depreciation. These will be hands-on sessions in which counties will utilize their own data to work through the process. The formats will be similar to our popular market modeling workshop. Notices will be sent when dates and locations have been finalized.

As always, we are interested in your feedback and suggestions to continue to improve the working partnership of PVD and the county appraisers. I encourage you all to reach out to us in Topeka or to your field staff representative with your comments and suggestions. *Have a Great Summer everyone!* ❖

Editor's Note: David Harper is seeking a position on the IAAO Executive Board, Region 1. See page 7.

Railroad Decision

June 5, 2018, Memo to County Appraisers from PVD Director David Harper, AAS, RMA

An article was published yesterday (June 6) concerning the 2018 values for Kansas railroad property. We have received several phone calls on the article and would like to share clarification with all.

This case was not a contentious action, as it is an annual process necessary to comply with federal and state law. The process occurs in federal court because the Railroad Revitalization and Regulatory Reform Act (4-R Act) is enforced in the federal courts.

The 4-R Act makes it unlawful for a state or political subdivision to assess railroad property at a value which bears a higher ratio to fair market value than the ratio that the value of other commercial and industrial property bears to fair market value. Stated simply, this means that when a state assesses commercial and industrial property below fair market value, railroad property assessed values must be lowered to that same lower value. In 1992, the Article 11, § 1 of the Kansas Constitution was amended to acknowledge that railroad property would be assessed at the federally mandated rate.

Annually, in order to comply with the 4-R Act and state law, PVD performs a railroad commercial and industrial sales/assessment ratio study to establish an assessment rate for railroad property. Each year, the parties then obtain the approval of the federal court by an agreed order which is usually titled "Order Enjoining Assessment, Levy and Collection of Discriminatory Taxes."

The 2018 assessment rates were established prior to the June 1, 2018, certification of values, and these rates were reflected in the certified values for railroads. The order referenced in the article will not impact the current 2018 Railroad values.

We will be available to discuss this further if needed as part of the directors update at the KCAA conference next week. Thank you. ❖

Adjustment Needed? Submitted by Tanya Biswell, Shawnee County

Ok, this is good for a laugh. People who live across the street from this guy appealed their value and want it reduced because of how crazy he is. Here are their photos with handwritten descriptions. **Editor's note:** Do you have an adjustment code in ORION for "crazy neighbor"? Keep sending this type of article to me at rstuart17@cox.net.



When [neighbor] gets angry, he puts out this gorilla.



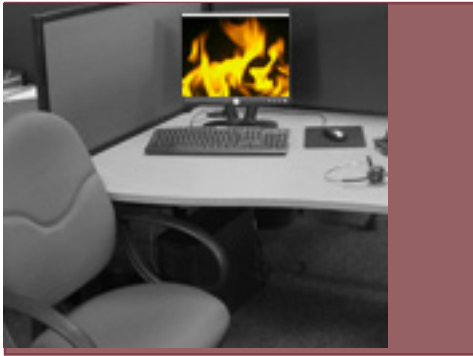
[Neighbor] leaves his garage open all day at times.



Backyard until recently. He has cleaned it up somewhat, but then goes back to junking it up.



[Neighbor] plants grass and then digs it up.



Hair on Fire

By Heather Poore, RMA,
Rooks County Appraiser

Sometimes I am just lost. I feel like a duck on a pond: I project confidence on top of the water and I am paddling like a mad woman under the surface. I know I am not alone in this as I talked to a lot of you at conference about this feeling.

So, to help a few out, below is a list of e-mails with the folks at PVD that can help you out with specific questions. Also remember to contact other appraisers in your area. I have my list, maybe it is time to make yours.

Special shout out to Rae Schnacker, who compiled this list for me.

PVD Contacts

David Harper, Director	David.Harper@ks.gov
Roger Hamm, Deputy Director	Roger.Hamm@ks.gov
Robert Kent, Appraisal Project Manager	Bob.Kent@ks.gov
Yolanda Noriega, Office Administrator	Yolanda.Noriega@ks.gov

Abstract:	Vicki Lignitz Peggy Huard	Vicki.Lignitz@ks.gov Peggy.Huard@ks.gov
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Agricultural Use:	Zoe Ann Gehr	Zoe.Gehr@ks.gov
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Compliance:	KDOR_PVD.Compliance@ks.gov or Field Staff assigned to your county Mike Dallman	Mike.Dallman@ks.gov
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Education:	Nikki Larson	Nikki.Larson@ks.gov
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Personal Property:	Lynn Kent Veronica Dean	Lynn.Kent@ks.gov Veronica.Dean@ks.gov
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Orion: Contact email for CAMA Staff: KDOR_Orion@ks.gov
CAMA staff will assist with ALL questions, but each has areas of "expertise":

- CRS Extract, Query Tool – James Shontz, Beth Shaw
- MIPI, List Manager – Beth Shaw, James Shontz
- Commercial/I&E – Angie Wright, James Shontz
- Installation – Gene Edwards, Angie Wright, Beth Shaw
- Splits/Combos/Ownership – Deb Lewis, Rae Schnacker
- Appeals – Rae Schnacker, Angie Wright
- Market Modeling – Rae Schnacker, James Shontz

Oil & Gas:	Lynn Kent Dustin Barnes	Lynn.Kent@ks.gov Dustin.Barnes@ks.gov
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Railroads, Gas Pipelines & Water:	Roger Dallam	Roger.Dallam@ks.gov
Telephones:	Patrick Titsworth	Patrick.Titsworth@ks.gov
Electric, Fluid Pipe Lines:	Dustin Barnes	Dustin.Barnes@ks.gov

Ratio Study:	Pete Davis Angelina Perez	Pete.Davis@ks.gov Angelina.Perez@ks.gov
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Welcome New County Appraiser



Jamie Wilson

We are pleased to introduce Jamie Wilson, Franklin County appraiser.

Why and how did you get started in the appraisal profession?

I was a refugee from the banking crisis in 2008 and 2009. Phil Dudley knew I was looking for work, and it looked like a better gig than a revenue officer with the IRS.

What did you want or intend to be when you grew up?

I intended to take over the family farm until the farm crisis in the early 1980s.

If you could change one thing associated with appraisal, what would it be?

I wish the public (and some government personalities) had a better understanding of our profession's responsibilities in the whole property tax system.

What person(s) has had the greatest affect on your personal and professional life?

Professionally: Phil Dudley has had the greatest influence on me as an appraiser. Personally: My family has always been there to keep things in the proper perspective.

What personal and/or professional goals do you have for yourself?

I'm too busy for either of these right now.

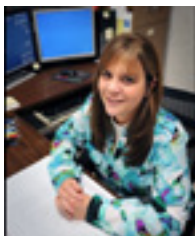
What are your hobbies or ways you like to spend your spare time? (Okay, pretend you have spare time!)

Since our children are now on their own, my wife and I make our own beer and wine. I lead the beer production while my wife takes the reins when wine is involved. She just bottled a pretty mean raspberry merlot last weekend. ❖

Appraiser Enjoys Her Work

By Jean Kozubowski Salina Journal. Posted March 14, 2018 at 8:56 AM.

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Eileen Loevenstein
[Tom Dorsey/Salina
Journal]

Eileen Loevenstein has worked at the Saline County Appraiser's Office for 25 years, as of March 29. She supervises and trains a staff of six. "She likes to sit in the background and do what she does," said

County Appraiser Sean Robertson. "She really, really is good at what she does."

What's your background?

I have a degree from Kansas State University in interior design, so my job here was to be temporary until I found that position. I love the challenge. I've been here long enough that I was here just shortly after reappraisal, and so I understand the fundamentals of what we do. I am able to help other people understand and explain why we do what we do. I can teach the other women to make good decisions about what's happening now. I love the teaching part of it.

What do you do?

In our office we assign value to both real estate and personal property. Right now, what we're working with is real estate. We schedule those hearings. We also work with them to give them the information to show them how we got the value that we've chosen. We give them information. We help them try to understand the information they're getting.

Right now is our very busy time. We mailed out valuations Feb. 28, and we're scheduling hearings with the appraisers. Due right now, March 15, are the personal property forms. April 1, oil and gas renditions will come due. May 1 we mail personal property valuations. Scheduling hearings happens again in May when we mail personal property notices.

"I love that I don't do the same thing every day. I can go from real estate to personal property to interpreting a legal back to interpreting a statute. Every day there is something amazing."

What's a day like for you?

We switch gears a lot. We go from one thing to another very quickly. I'd say 90 percent of our day is doing research. People move all the time—we are constantly researching mailing addresses. We spend a lot of time just disseminating information to people.

We're also dealing with people all day long. We spend a great deal of time informing the public. When you buy a boat, you don't get an instruction book telling you that you have to report this to the appraiser's officer. We spend a lot of our time helping the public understand that. Do come in and see us every year.

We also take phone calls from people who bought new vehicles. We have to know the right questions to ask so we can value it properly. Crew cab? Quad cab? Quarter ton? Half ton? The same thing for boats, for aircraft.

Vehicle registration handles all the normal vehicles. We do all the rest of it—trucks, trailers, boats. The things we do down here we do on market value—they can go up, just like real estate. It's the same principle. We work with a lot of offices, like the city. Every permit, like a building permit, comes to us. We have Realtors and bankers and abstractors and attorneys who need information about houses.

What do you like about it?

I love that I don't do the same thing every day. I can go from real estate to personal property to interpreting a legal back to interpreting a statute. Every

day there is something amazing. After 25 years, every day there's something new and there's a challenge and I'm like, OK!

I think a lot of people are scared to come in here. We love working with people. I've spent hours with some of them. We hope if they want to talk about something; we're happy to do that. Or if they're having problems filling out any paperwork, we are glad to help people with their personal property or take them to the right office.

What kind of training do you do?

For every rule there are like 20 exceptions to the rule, and my job is to work through those exceptions. I send the staff off to classes, but you have to apply everything to the real world. There's a lot of information the people in this office have to know.

We get manuals that are nice and thick, and there's so much information there, I send the staff to class for several years. Once they've learned some of that information, I sit with them for a few days. After a few days, I look over everything they do. It can take three years to learn what you need to know. The appraisers submit their information and we do the data entry, and I train all of that. ♦

IAAO Elections ★ November 2018



**Support David
Harper, AAS, RMA
for IAAO Executive
Board, Region 1**

From my start in the profession as a data collector in Shawnee County in 1989, to the past eight years as Director of the Kansas Division of Property Valuation, I have been sold on the benefits of IAAO membership for our appraisers.

It is now time for me to give back to the Association.

I would appreciate your support in my pursuit of a position on the IAAO Executive Board, Region 1.

That Guy Greg

By Heather Poore, RMA, Rooks County

Have you ever heard a child say, “I want to be an appraiser when I grow up?” The chances are no. There is a reason becoming an appraiser is called the accidental profession. The appraisal world is for those who like variety, can handle pressure and have a good sense of humor. Greg McHenry, AAS, a tall, unassuming man from Riley County, fits that description.

McHenry grew up on a farm outside of Clyde, Kansas. There he helped his family with the corn, alfalfa and cattle operation. After high school, he attended college at Cloud County Community College and Kansas State University studying agriculture economics.

While in college, he met and married his wife, Tawny. To this union was born two sons and a daughter. But his appraiser story begins somewhere in the middle, when his job at the Farm Service Agency office was being eliminated due to federal budget cuts.

“The Riley County Appraiser’s office was looking for someone with an agriculture background to do ag delineations prior to reappraisal,” he recalls of the help-wanted ad. So, he applied. After all, newly married with a baby on the way, a job was necessary. “I was thinking I’d work there for six months or so until our first child was born and then get a job elsewhere,” McHenry laughs. However, 30 years later McHenry and his team at Riley County are still going strong. In fact, in the last five years, Riley County has become a leader in the appraisal industry in promotion and innovation.

Like all good stories, it starts with a protagonist. The “Mad As Hell” group was made up of local business owners that were upset over their rising taxes. “They put most of the blame on rising property valuations,” McHenry says.

As is the case with a majority of taxpayers, most do not understand how valuations, assessment rates, budgets and mill levy all come together to create the tax bill.

“I decided to start speaking as

“I decided to start speaking as much as possible to local business groups, fraternal organizations, Chamber of Commerce committees, etc.,” McHenry says of his start in educating the community.

much as possible to local business groups, fraternal organizations, Chamber of Commerce committees, etc.,” McHenry says of his start in educating the community. “It started to make a positive impact, but more was needed.”

Eventually, McHenry and Allen Todd, appraisal analyst, hired 502 Media to make a short video explaining visually the examples that the two used in their presentations to civic groups. The “Who Are Appraisers?” video became a huge success. “Since beginning the campaign five years ago, the Mad As Hell group disbanded, informal appeals have dropped 40% and the overall relationship with the community is better,” McHenry comments.

Not only was it a success in Riley County, but almost 100 other jurisdictions around the United States have created their own version and are using it to promote their offices. In addition to two more videos with 502 Media, Todd and McHenry now have expanded presentations to college and high school business classes. “This is an effort to reach younger people, before they become property tax payers themselves,” McHenry states.

He says a good life/work balance is the key to his success after 30 years. “You leave your work at the office when you leave,” McHenry says to new or aspiring appraisers. “If you are thinking about a major change, seek advice from good friends and peers first,” he continues. He says life is too short to waste on “worrying or stressing. Just do your honest best in all that you do and let God take care of the rest.” McHenry is thankful for the great team around him at the office, where education and informed decisions are expected and a must.

“I joined the IAAO at the encour-



Greg McHenry, AAS, at the swearing-in ceremony in 2015 for IAAO Executive Board, Region 1. McHenry is now running for IAAO vice president in the November 2018 election.

agement of Marion Johnson and Rick Stuart while taking IAAO courses,” McHenry says. Since then he has been on several committees, attended conferences and taught several workshops. In 2014, McHenry was elected to a three-year term on the Executive Board for Region 1. This leadership is extended to his staff, where a majority holds IAAO designations. “Kansas has a reputation in mass appraisal circles for having a great system and great people,” McHenry says.

“After the encouragement of peers in Kansas and others in IAAO, along with the support of my wife Tawny, I’ve decided to run for IAAO vice president in the upcoming November election,” McHenry says.

Maybe in the future, in part due to the videos and the positive outlook of McHenry’s leadership, there will be a day where someone says, “I want to be an appraiser.” ❖

The Secret Lives of County Appraisers (from page 2)

Answer: Paul Welcome was a pilot in the Air Force from 1974 to 1980.

I need help to continue this new addition to the newsletter. Send something about yourself to rstuart17@cox.net.

Highlights from the 2018 KCAA Annual Business Conference

Appraisers from across the state “got the heck into Dodge” in June for the KCAA Annual Meeting. The meeting drew 105 full registrants, 18 education-only registrants plus 22 golfers and 37 bowlers. Our thanks to all who joined us in historic Dodge City and to our conference sponsors.

Taking Care of Business

Monday afternoon meeting



Dodge City Vice Mayor Jan Scoggins welcomed KCAA to Dodge City and “deputized” Cindy Brenner and Barb Esfeld.



Ford County staff with Kathy Briney, Wyandotte County appraiser (former Ford County employee)



KCAA President Barb Esfeld



IAAO Vice President Amy Rasmussen



Arlen Siegfried, Executive Director of BOTA



Barb Esfeld with tour guide Rob Stickney



Feedlot tour



Ken Winters, tour guide



Mark Low and Mike Montgomery celebrated their birthday on stage with the cast at the Boothill Museum.



Lisa Ree, Ellis County appraiser, with Alan Hale, Decatur, Norton and Phillips County appraiser, who was a welcome sight at conference.



Mike Borchard, Bob Kovar, Anna Burson, Bill Jones and Ryan Marshall, all from Sedgwick County, at the Boot Hill Variety Show.



Carrie Nation and Melinda Latham rid the saloon of drink.



Jim Hendrickson, Amy Rasmussen, Jeff Ramsey, Kim Lauffer, Cindy Brenner and Jeff Holsapple.



Barb Esfeld, Jama Hyde & Heather Poore at the Boot Hill event.

Bowling & Golf Tournaments

The KCAA 2018 Business Conference started out with a showdown of luck and skill at Spare Tyme Bowl and on the Mariah Hills Golf Course. There were some winners and losers, but it was a rootin' tootin' good time all around.



1st Place Golf: Matt Sorensen, Sean Robertson and Chuck Latham (not pictured)



2nd Place Golf: David Gilmore, Leon Reimer and Brian Baker



3rd Place Golf: Sandra Drake, DeLinda White, Bruce Hardesty and Zach Edwards

Golf Scores:

- ▶ 1st place finish with a score of 64: Matt Sorensen, Sean Robertson and Chuck Latham.
- ▶ 2nd place finish with a score of 65: David Gilmore, Leon Reimer and Brian Baker.
- ▶ 3rd place finish with a score of 67: Sandra Drake, DeLinda White, Bruce Hardesty and Zach Edwards.

Golfers enjoying the morning at Mariah Hills



WANTED

County appraiser head shot photos for the KCAA handbook

Email Photos to
kcaa@sbcglobal.net

Bowling Tourney

Bowling Winners:

- ▶ Anna Burnson: Low score
- ▶ David Gilmore: High score
- ▶ High Team: David Gilmore, Jame Allen, Kim Frodin and Roger Fogelman



Greg Yackshaw, Mail Services, Lori Reedy, Lisa Ree, Heather Poore.



All smiles at Spare Tyme Bowl



Wheel Bowling: Phil Kepka spinning the wheel of prizes



Bob Kovar showing his form



Ryan Michaelis is ready to roll a strike.



Bruce Wright



Thank You! Conference Sponsors

Mail Services
Bowling

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Pushpin
Hospitality Room

Tyler Technologies
Tues. Doughnuts & Coffee

Computer Information Concepts
Tues. Afternoon Break

Midland GIS
Weds. Break & Hospitality

Eagleview/Pictometry
Weds. Break & Hospitality

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Thomson Reuters

Education

Revised Feedlot Valuation Guide for 2018

By Heather M. Poore, RMA, Rooks County

Kansas ranks number two in the amount of cattle processed with 6.5 million processed in the United States in 2017. This makes valuing feedlots fairly and accurately across Kansas especially important.



Roger Hamm discusses the the 2018 Feedlot Guide

The 2018 appraisal guide presented by Roger Hamm, deputy director PVD, and Kim Frodin, Gray County appraiser, gives county appraisers another tool to make uniformity and accuracy a reality.

The Kansas statute requires a value based on market value with consideration given to each of the three approaches to value (KSA 79-503a). The commercial feed yard is a specific type of property. "Most feed yards are in a continuous state of expansion and re-birth to accommodate changing trends," authors of the guide state.

A major consideration of the feed yard value is the feed processing equipment. And the number of hours used determine the depreciation instead of the age like other real estate. Construction costs of new projects can be costly, due to environmental regulations, making rehabilitations and expansion projects the new normal for commercial feedlots.

The guide describes commercial feedlots as "a feedlot when the feed yard capacity is approximately 1,000 head or more of cattle and the feed pens are permanent with some type of feed mill or feed processing/handling facility." It should be noted that in today's ever-expanding facilities, a feed mill is NOT a requirement, as large amounts of feed storage can be an alternative for certain yards.

KSA 47-1501 requires licensing of livestock operations with more than

"Most feed yards are in a continuous state of expansion and re-birth to accommodate changing trends."

1,000 head by the state livestock commissioner, which includes cattle, pigs, sheep and goats. This classification is not defined by whose animals are fed either. Family operations would be included as commercial if they meet this definition. A commercial classification would not be used, however, if an operation uses wheat pasture and supplement.

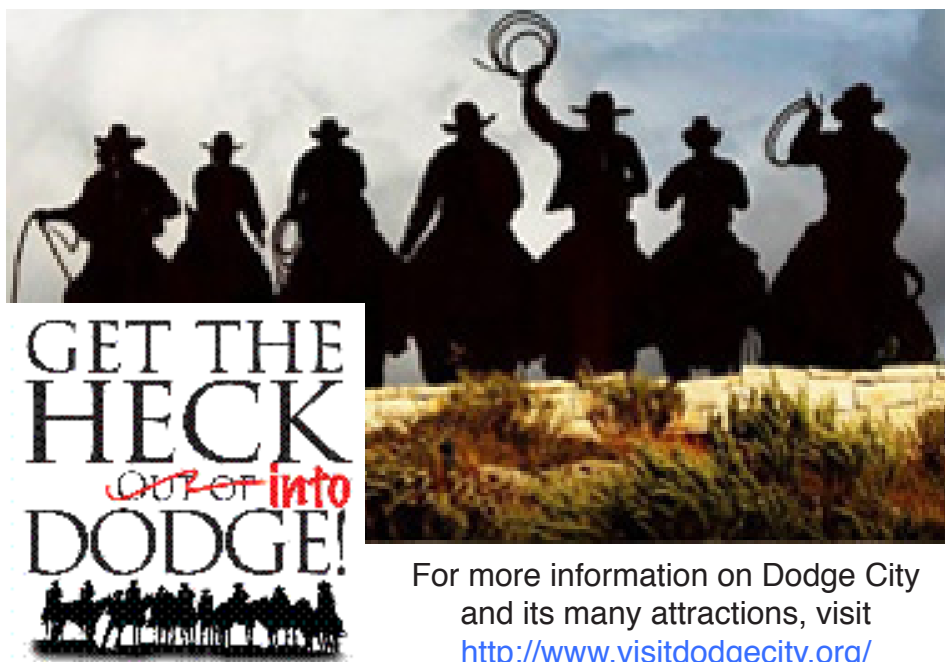
Feedlots are typically bought and sold on the "basis of dollars per head of capacity." The feedlot worksheet allows for both licensed capacity and bunk capacity to be listed on the worksheet. To find the bunk capacity, a county appraiser should use 12 inches of linear bunk per head. This will create uniformity across sales in Kansas regardless of the location or feeding practices.

It is advised to recognize that

intangibles such as clientele and management be estimated at 20 percent. Values in the guide have been organized by how the facility primarily processes feed: steam-flake, dry roll mill, and minimum mill yards. Then the appraiser must determine quality and condition of the subject.

Appraisers must be aware of the difference between personal property and real. Personal property can include but is not limited to: mill machinery, bin accessories, waterers, feed bunks (portable or attached). Remember, KSA 78-201j (exempt farming or ranching operation exemptions) and KSA 79-223 (commercial and industrial machinery and equipment exemptions) cover mixer-feeder trucks, tractors, irrigation equipment, bunk reading equipment, etc.

PVD and the Kansas Livestock Association continue to work together to find a fair and equitable way to value this important segment of the economy that continually changes. For more questions, contact Roger Hamm at PVD, roger.hamm@ks.gov or Kim Frodin, kimfrodin.grayco@yahoo.com. ❖



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

KCAA Conference Roundtable Discussions

By Heather M. Poore, RMA, Rooks County

• David Harper, PVD director, opened the last set of roundtables on June 13, 2018. Along with Nikki Larson, they bestowed the RMA certificate and pin to the following recipients:

Anna Burson, Sedgwick County; Andrew Durbin, Chase County appraiser Zachary Edwards, Crawford County appraiser; David Gillmore, Cowley County; Travis Hunsecker, Leavenworth County; Travis Lilly, Geary County appraiser; Sandra Lucas, Miami County; Ryan Marshall, Sedgwick County; Monica Michalski, Shawnee County; Joseph Pennycuff, Reno County; and Luke Walters, Johnson County.

• After the presentation of RMA recipients, Roger Hamm gave a legislative update. He reminded everyone it was important to see the support from county appraisers and staff at the capitol, and he believed that the presence of so many throughout the session had a positive impact.

• PVD Attorney, Amelia Kovar-Donohue, along with Zoe Gehr, PVD staff, then presented on how to prepare a packet for BOTA Hearings. A memorandum can be found on the PVD Orion site, Directive 17-050, that gives more details on what to put into the packet. Gehr also reviewed NRCS soil updates. Soil types do and will change Gehr commented, so a gentle reminder to all county appraisers was given to stay in contact with Gehr (zoe.gehr@ks.gov) about any and all changes involving Ag soils.

Kovar-Donohue continued with a legal update. She reminded everyone that the Policy Library (<http://rvpolicy.kdor.ks.gov/>) now has preliminary orders listed as well as final orders. These are for informational purposes only and should only be used as a guide. Several interesting orders counties may want to review include:

Farmer's Cooperative Co., Docket Nos. 2017-5499-EQ and 2017-5500-

The new search features in ORKA are a lot easier for the taxpayer and/or customer to use. The interface is also more accessible and user-friendly, allowing for map layers to be turned on or off. Building sketch, Google Map Street View and Zillow have all been added to the record for each parcel.

EQ; *Menard, Inc.*, Docket No. 2017-1912-EQ; *Security Portfolio X, L.P.*, Docket No. 2016-6688-EQ; *East KS Agri Energy*, Docket No. 2016-4735-EQ; *Voth*, Docket No. 2016-1482-PR; *JVM*, Docket Nos. 2015-2182-EQ; *Target Corporation*, Docket Nos. 2015-2411-EQ and Kansas Court of Appeals Case No. 116607.

• Lynn Kent then joined Kovar-Donohue for the Oil and Gas portion of the presentation. They promised to keep it to the point and under 15 minutes.

BOTA Docket No. 2016-5649-PR, Alliance Drilling, has decided to take their case on exempting oil rigs on to District Court. No date has been set yet, but it has been appealed to Pratt County Court. There were numerous questions on SWD (Salt Water Disposal) wells and how PVD will handle them in the future. Kent said they will continue to look into the situation.

• Lori Reedy, Cowley County appraiser, then reviewed the commercial matrix she had been working on with a committee to expand the commercial building options on rank, functional and physical condition allowing for 13 different options for each. This will be in place in the next software patch. She also reminded centrally hosted counties to pick up their envelope from Cowley County.

They are attempting to get enough sales data to answer the question of

depreciation on OBY buildings. This project will be done statewide to, hopefully, give meaningful results or at least solid evidence for a depreciation curve on a variety of common outbuildings. Reedy encouraged counties to ask questions. She can be reached at lori-reedy@cowleycounty.org.

• Kristen Jordan Koenig, ORKA, spoke about the latest updates in ORKA. The new search features are a lot easier for the taxpayer and/or customer to use. The interface is also more accessible and user-friendly, allowing for map layers to be turned on or off. Building sketch, Google Map Street View and Zillow have all been added to the record for each parcel. Researchers can also build multi-parcel reports for easier comparison. Only four of the 105 counties in Kansas are not accessible at this point, but this is a great free tool for everyone to use.

• Last but certainly not least was Rae Schnacker, PVD staff, to update the group on MVP (Multiple Valuation Platform). Schnacker said that MVP will now allow custom components, but there are still a few that will no longer be available in MVP. All truck scales with codes 8630, 8631 and 8632 will need to be changed to 1922. Hopper bottom bins will also need fixed. These codes range from 8513-8516, which will need to be changed to 1742. Other custom codes with no match in MVP that will no longer be valued in Orion include the following: 8520-8530, 8400-8402, 8600, 8602 and 8604.

Schnacker said there will be a series of queries available on the PVD website that will identify other clean-up items that will make the transition much smoother. Make sure to find the Instance ID; this will make the occurrence easier to find and much quicker.

With that, another successful conference was in the books. Now it was time to "Get the Heck OUT of Dodge." ❖

Education

Low-Income Housing Guide to Feature Valuation Template

By Heather M. Poore, RMA, Rooks County

Bob Kent and Trecia McDowell presented the Affordable Housing Guide. McDowell started with a talk on Kansas statutes, which includes KSA 79-503a(f), KSA 79-503a(h), KSA 79-503a(j), and USPAP Advisory Opinion-14. Basically, appraisers should try to use actual rents, expenses, occupancy and net operating income when possible and feasible—information that is provided accurately and timely every year, right?

There are several different types of affordable housing projects in Kansas. These include Section 42, 8, 515, 202, 811, Home Funds and Lease-Purchase developments. The majority of low-income housing projects in Kansas are either Section 8 or Section 42.

The U.S. Congress created the Low-Income Housing Tax Credit Program (LIHTC) Section 42 in 1986. The program is managed through the Kansas Housing Resource Corp (KHRC). This successful program was designed to develop affordable rental housing for low-income individuals and families.

The tenant is completely responsible for the rent, which is typically 30 percent of the income.

All Section 42 projects have a Declaration of Land Use Restriction agreement (LURA) for a period of 15 years, plus an additional 15-year requirement. This agreement will be typically filed in the Register of Deeds Office. The tax credits should not be included when valuing the property, since they are intangible property and will disappear 10 years after the project is complete. The tax credits are also the reason for the feasibility of the project. Section 42 projects can either be new or acquisition rehabilitation projects.

The Section 8 program was established in 1937 and includes Housing Choice Vouchers and Housing Assistance Payment (HAP) contracts. The program is managed by the U.S. Department of Housing and Urban Development (HUD). Both programs sup-

plement the market rents paid by tenants (again, 30 percent of income). “Project based” housing as subsidized housing is what appraisers should be concerned with appraising.

Project-based assistance is tied to a specific property or project through the HAP contract. The owner enters into a contract to provide public housing and in return receives rental support for those rents. In other words, the housing authority pays the subsidy directly to the landlord. In contrast, “tenant-based” housing follows the tenant. The tenant uses the voucher to pay a portion of the rent, and when the tenant leaves the property, the voucher moves with them.

The three approaches were also reviewed. McDowell pointed out that the cost approach is ineffective due to the value of the tax credits and obsolescence found in subsidized projects. Sales comparison benchmarks can be useful when there are sufficient, recent and reliable transactions to indicate value patterns or trends in the market. However, very few of these projects sell, and when they do sell there are



Bob Kent discussed the Affordable Housing Guide

often underlying circumstances causing the sale. Kent indicated the industry consensus is to use the income approach when valuing these types of properties. This is also the recommendation of the KCAA Affordable Housing Committee.

Kent said he and the committee made “keeping the process simple” a major priority to ensure everybody could understand and use the income valuation process. A valuation template that follows a basic operating statement has been developed. Benchmark income, expense and vacancy data has been incorporated into the template. A cap rate study with point estimates and ranges based on location and investment class has been completed by Novogradac and Company, LLP and incorporated into the guide and template. There is also a section with a rent loss calculator for non-stable properties.

The guide will promote a stable income approach application across the state, which should result in more consistent results. The new guide is still in draft form but is expected to be published for January 1, 2019, values. Workshops to review the guide will be offered in the fall of 2018. A copy of the presentation can be found on the PVD website. ❖



**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

■ Simon Romero, *www.nytimes.com*, March 23, 2018. "Speculators are driving a new economy in Houston suburbs hit hard by Hurricane Harvey and its disastrous flooding. In the Canyon Gate neighborhood, where home prices were affordable prior to the flooding, investors are able to profit off of buying flooded homes at prices well below their pre-hurricane value." <https://nyti.ms/211bE8f>

■ Paul Davison, *USA Today*, April 4, 2018. "A third of home buyers blew through the upper limit of what they planned to spend, topping that cap by an average \$16,250, according to a Owners.com survey of 1,214 Americans who purchased a house within the past four years. The survey was conducted Jan. 10 to Feb. 8."

■ Leah Demirjian, *www.builderonline.com*, April 12, 2018. These are the top 10 project types with the expected highest consumer demand:

Native plants 83.3%
Native/adapted drought tolerant plants 83%
Low-maintenance landscapes 80%
Flexible use space (for yoga classes, movie night, etc.) 74.2%
Drip/water-efficient irrigation 72.4%
Permeable paving 74%
Rain gardens 71.2%
Reduced lawn area 70.8%
Food/vegetable gardens (incl. orchards, vineyards, etc.) 70.5%
Charging stations (mobile devices) 70%



Rick Stuart, CAE, CDEI, is a senior consultant with TEAM Consulting LLC and lives in Topeka, Kan. Email: rstuart17@cox.net.

■ Betsy Kim, *www.globest.com*, April 11, 2018. "Personal property is no longer included in 1031 Exchanges. Panelist Marc Wieder, partner and co-practice leader of the real estate industry group at Anchin, Block & Anchin, said prior to the law, with 1031 exchanges when working with a building, FF&E (furniture, fixtures and equipment) were often included in the asset. Property owners sold it all then gave the money to the QI (Qualified Intermediary, an entity that facilitates Section 1031 tax-deferred exchanges).

Now, Wieder sees a wrinkle in that scenario. "The new law does not allow a 1031 with tangible personal property. You will never get the buyer and seller to agree on what amount of the purchase price is allocated to tangible personal property because buyers want a high basis for depreciation purposes. The sellers want a low selling price to minimize the tax on the transaction." <https://bit.ly/2IWACpX>

■ *www.appraisalinstitute.org*, April 13, 2018. "A Pipeline Spill Revisited: How Long Do Impacts on Home Prices Last?" by Richard J. Roddewig, MAI, Charles T. Brigden and Anne S. Baxendale revisits a case study of homes near an April 2000 oil spill to examine changes in real estate prices in the following years. Although home values initially dropped 10.9 percent to 12.6 percent, the latest research shows prices overcame their losses by 2002. Read the full article in the Winter 2018 issue of *The Appraisal Journal*.

■ Diana Olick, *www.builderonline.com*, April 16, 2018. Subprime mortgages were widely blamed for causing the financial disaster a decade ago and now they're coming back with a new name, CNBC staffer Diana Olick

reports. Nonprime loans are popping up more and more, including an offering from California-based Carrington Mortgage Services, a midsized lender. The company just announced an expansion into the space, offering loans to borrowers, "with less-than-perfect credit," Olick notes. Carrington will originate and service the loans, but it will also securitize them for sale to investors." <https://bit.ly/2qAIPsg>

■ Kelsi Maree Borland, *www.globest.com*, April 18, 2018. **Editor's Note:** You just thought your land values were expensive.

"Hollywood land prices are garnering high prices, if a recent sale is any indication. Crescent Capital Partners paid \$373 per square foot for an unentitled development site in Hollywood at 5570 Melrose Avenue. At the time that the CBRE brokerage team of Fred Aframian, Joyce Goldstein and Ed Matevosian brought the property to market, comparable land sites were selling for \$280 per square foot. Despite the aggressive pricing, the sales team received more than 400 inquiries for the property." <https://bit.ly/2F0uLgJ>

■ Lauren Shanesy, *www.builderonline.com*, April 19, 2018. "Single-family for rent is the fastest-growing segment of the U.S. housing market, and has outpaced the growth of both single-family for sale and multifamily housing in recent years. This week, CoreLogic released its Single-Family Rent Index, which analyzes single-family rent price changes among 20 top metropolitan areas. Nationally, single-family rent prices increased 2.8% year-over-year in January 2018, compared to a 2.6% increase in January of last year." <https://bit.ly/2HL0zt9>

■ *www.builderonline.com*, March 19, 2018. "The median home sale price increased 8.9% in March from a year ago, the highest price growth in four years, Redfin reported Thursday. The median home sale price in March was \$297,000 in the 174 markets that Redfin tracks. The increase was due in part to the lack of homes for sale, down 11.9%

year over year, which continued to constrain sales, which declined 3.7%. The number of homes newly listed for sale in March fell 5.6% compared to a year ago." <https://bit.ly/2vqvvd8B>

■ *www.builderonline.com*, March 19, 2018. "Mortgage denials, which peaked at the onset of the housing crash, have fallen back to a 20-year low, Zillow reported Thursday. Nationally, the share of applicants who are denied for conventional mortgages has fallen to 9.8%, according to data from the Home Mortgage Disclosure Act (HMDA), down from 18.1% in 2007." <https://bit.ly/2HA6cwG>

■ Brian Rogal, *www.globest.com*, April 19, 2018. "The US office market has finally begun hitting a peak after nine years of expansion. And the vast amount of new class A space that developers recently created in many major markets, or will soon finish, has changed the supply-and-demand dynamics in favor of tenants, according to JLL's first quarter office outlook report. In response, landlords across the nation have boosted the value of their tenant concession packages. And in some cities, those offers have led to flat or even declining effective rent growth. The average TI allowance in the Chicago CBD's class A properties hit \$77.65, according to JLL. New York and Washington are even higher." <https://bit.ly/2qNmc3Y>

■ Rachael Rafanell, *www.kgw.com*, April 19, 2018. **Editor's Note:** Now, this is not something you see every day. "(PORTLAND, Ore.) Multnomah County Commissioners started the process Thursday of selling the historic downtown courthouse and a building that now houses health services. A vote to list them officially as surplus properties started the process of selling the buildings. The courthouse at 1021 SW 4th Ave., built in two phases from 1909 to 1914, is on the National Register of Historic Places. The McCoy building at 426 SW Stark St., was built in 1923." <http://www.kgw.com/article/news/local/historic-multnomah-county-court->

<house-up-for-sale/283-543070518>

■ Ericka Morphy, *www.globest.com*, April 24, 2018. **Editor's Note:** For us "old-timers," when we see a headline that reads, "How AI Is Being Used To Read Leases, Other Real Estate Documents", most of us would associate AI with the Appraisal Institute. Time for a change as AI is now "artificial intelligence" invading our space. <https://bit.ly/2HrJa7R>

■ Frank Anton, *www.builderonline.com*, April 26, 2018. **Editor's Note:** This is a fun read: "10 Design Features That Should Go The Way Of The McMansion." Production builders can learn a lot from the tiny home movement—starting with restrained design choices, says BUILDER blogger Frank Anton." <https://bit.ly/2ruFZGo>

■ *www.businessinsider.com*, May 16, 2018. "A new robot, developed by Perth-based company Fastbrick Robotics, may be the speediest homebuilding machine yet. Called the Hadrian X, it's essentially one long robotic arm that mounts on a truck, barge, or crane. Operating from a 3D model, the machine cuts its own bricks and applies adhesive. Using a conveyor belt, it then feeds the pieces to the end of the arm, which lays them into place. The Hadrian X can lay 1,000-plus standard bricks per hour, the company's director of corporate affairs, Kiel Chivers, told Business Insider." <https://read.bi/2L6lf03>

■ The Lincoln Institute of Land Policy and the Minnesota Center for Fiscal Excellence have copublished "50-State Property Tax Comparison Study for Taxes Paid in 2017." This may be helpful to compare tax burdens between states. You can download the study at <https://bit.ly/2K9xp0r>

■ *www.builderonline.com*, May 21, 2018. "Metrostudy, a Hanley Wood company, announced today the release of its first quarter 2018 Residential Remodeling Index (RRI), detailing activity in the remodeling and replacement industry. In first quarter 2018, the Resi-

dential Remodeling Index improved to a new all-time high of 112.9, which represents a solid increase of 5.2% from one year earlier and growth of 1.4% from the previous quarter. First quarter's year-over-year gain was the strongest since first quarter 2014, while quarter-to-quarter growth was the highest since third quarter 2013, underscoring the current vigor within the industry." <https://bit.ly/2IBWHyf>

■ Craig Webb, *www.prosalesmagazine.com*, May 21, 2018. "Plan on prices for lumber and steel remaining in the stratosphere the rest of this year and transportation, trade, and labor problems that also will keep pushing up the cost of drywall, insulation, and other key building products, a clutch of procurement experts told Do it Best member dealers today.

It's a similar story for steel products, Gary Davidson told the several hundred dealers attending the luncheon meeting in Indianapolis, part of Do it Best's spring market.

He said American Metal Markets' index price for hot rolled coil steel—the product used in steel roofs—is approaching \$877 a ton, "probably the highest it's been since 2008," the national accounts manager for Metal Sales Manufacturing Corp. said. "The mills are going to try to drive it to \$900." <https://bit.ly/2IEwWJq>

■ Michael Rosenburg, *www.seattletimes.com*, May 20, 2018. **Editor's Note:** This article, "How to Buy a Home in the Seattle Area: A Survivor Guide," is lengthy but an amazing read.

"What does it really take to buy a home in the Seattle area? There are the skyrocketing prices, of course. But nowadays, to compete in this feverish market, buyers have to deal with so much more: Pay for damage the seller doesn't disclose. Decide whether to buy a house just a couple days after it hits the market. Have a six-figure cash nest egg saved up for a down payment and nonrefundable earnest money.

Here is the cold, hard math: The median down payment on all homes

REAL ESTATE NOTES, continued

(single-family and condos) in King County just topped \$100,000 for the first time, up from about \$50,000 just five years ago, according to mortgage tracking company Attom Data Solutions. “Also, if you want to stay under \$500,000, it will be at least a 60-minute commute. (See charts above.) <https://bit.ly/2ID24ce>

■ *www.realtor.com*, May 28, 2018. “U.S. home prices hit an all-time high of \$297,000 and sold faster than ever before in May—in a mere 55 days— but the market also showed hints of slowed momentum, according to the realtor.com May 2018 monthly housing trend report.” <https://bit.ly/2st5IP7>

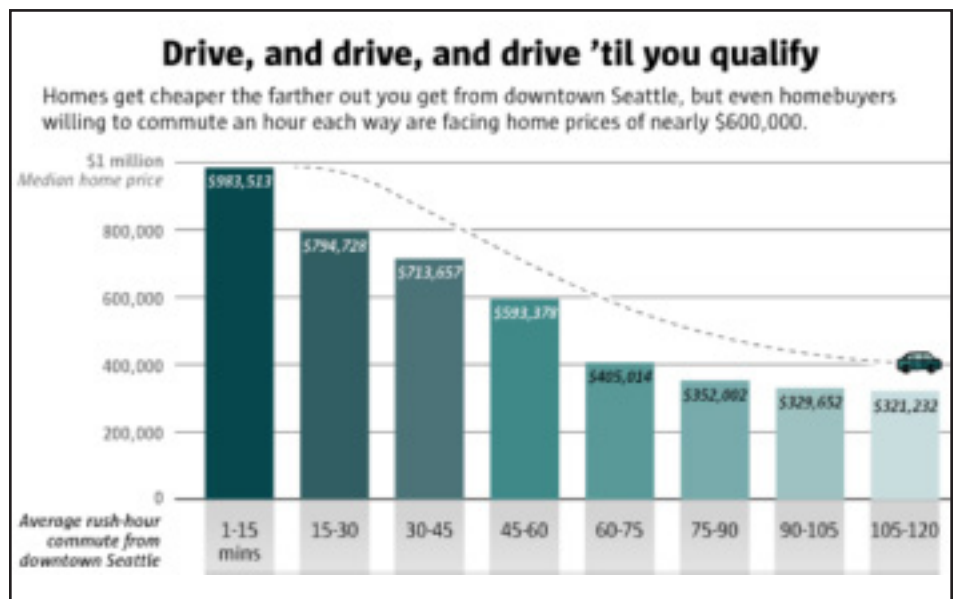
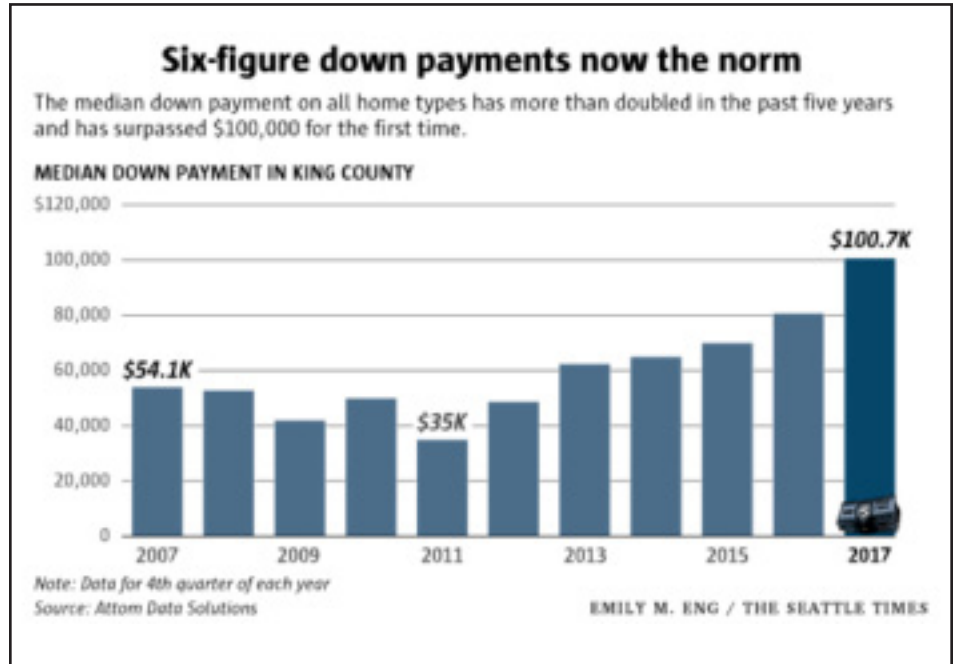
■ *www.builderonline.com*. Core Logic, May 22, 2018. “Over the past year, the principal-and-interest mortgage payment on a median-priced home rose by nearly 9% while the U.S. median sale price rose about 6%. As of now, the CoreLogic Home Price Index forecast suggests that U.S. home prices will rise 6.2% year over year in February 2019, while a forecast based on multiple sources predicts a 13% gain in mortgage payments over the same period.” <https://bit.ly/2s5nc45>

■ Lisa Ree, RMA – Ellis County has been busy reading. Check out these two new ventures coming to Wichita:

- Shipping container development <https://bit.ly/2JVXver>

- Tiny Home development <http://www.kansas.com/news/local/article205907729.html>

■ Peter Hancock, *www2.ljworld.com*, May 25, 2018. Submitted by Lisa Ree, RMA, Ellis County. The Lawrence metropolitan area economy is expected to outperform most of the rest of the state in 2018, largely due to its strong housing market. That was the message this past week from economists at Wichita State University’s Center for Economic Development and Business Research,



From “How to Buy A Home in the Seattle Area: A Survivor Guide,” *The Seattle Times*. <https://bit.ly/2ID24ce>

who hosted their annual Lawrence Area Economic Outlook Conference on Wednesday. <https://bit.ly/2spVFeL>

■ *www.appraisalinstitute.org*, May 15, 2018. “The American Society of Landscape Architects suggests that homeowners invest 10 percent of a property’s value in landscaping. In fact, a well-landscaped home can add approximately 6 to 13 percent in

value compared to a property with no landscaping, according to one source.” <https://bit.ly/2M8oDIe>

■ Diana Olick, *www.cnn.com*, June 5, 2018. “Prices nationwide jumped 6.9 percent in April from a year ago, according to the latest monthly value report from CoreLogic. While that is slightly less than the 7 percent annual jump in March, it is still making more

and more markets unaffordable. Of the nation's 50 largest housing markets, 52 percent were considered overvalued in April.

CoreLogic determines affordability "by comparing home prices to their long-run, sustainable levels, which are supported by local market fundamentals (such as disposable income)." In March, 50 percent of markets were considered overvalued." <https://cnb.cx/2LZGIrY>

■ Abigail Darlington, *www.postand-courier.com*, June 18, 2018. **Editor's Note:** This is a very long and interesting article—unless you live there, and then it would be disturbing.

"Within the next three decades, nearly 8,000 homes in Charleston County[S.C.] could flood at least 26 times a year if the sea level rises by 2 feet, considered by climate experts to be a worst-case scenario. That's according to an analysis of data released today by the Union of Concerned Scientists in a study that estimates how many properties will regularly flood along the coasts over the next century, given a range of predictions." <https://bit.ly/2K7hcTz> ❖



This year's Orion Users Conference has been scheduled for November 15-16 in Wichita.

Watch the KCAA website and your email for registration information.

<http://www.kscaa.net>