

2019 NCRAAO CONFERENCE

Tuesday August 13

1:30-2:30 Noreen Keesey Rembrandt Ballroom
 "Introduction to Clifton Strengths"

3:15-4:30 Concurrent Sessions

1. What's New with GIS Jason Fetch
 Rembrandt Ballroom
2. We'll Leave the Light On North Dakota Assessor
 and Local Broker will speak regarding Big Box
 Stores and a roundtable discussion on the issues
 Liberty-Manhattan 1st Floor

EDUCATION

Wednesday, August 14 Concurrent Sessions:

1. Kevin Ternes, CAE

Assessments to Zillow
 New York I and New York II-1st Floor

This one-day workshop is designed to be composed of 3 parts & is intended to discuss 3 topics related to assessment offices:

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| 8:00 - 9:30 | Session 1, Introduction to Zillow, how taxpayers could or are using it to appeal their assessments, real-time demonstration on web. 1.5 hours |
| 9:30 - 9:45 | Break |
| 9:45 - 10:45 | Session 2, Case Study of a large appeal of various types of property. The appeal presented, with the information from the taxpayer and taxpayer's counsel's view point. 1 hour |
| 10:45 - 12:00 | The appeal defended by the assessor 1.25 hours |
| 12:00 - 1:00 | Lunch |
| 1:00 - 1:30 | Wrap Up of Case Study of Appeal .50 hours |
| 1:30 - 1:45 | Session 3- Introduction to Using Cost Approach to support market adjustments in the sales comparison approach. .25 hours |
| 1:45 - 2:30 | Showing actual fee appraisals submitted and demonstrating paired sales analysis and the cost approach indicates the market adjustments used by some appraisers are not logical or market supportable. |
| 2:30 - 2:45 | Break |
| 2:45 - 4:15 | Discussion of one assessment office's attempt to build a model to assist them in defending or possibly disproving the private appraisal submitted and the market adjustments used for the appeal. 1.5 hours |
| 4:15 - 5:00 | Class discussion and conclusion .75 hours |

2. Rick Stuart CAE, CDEI

Mass Appraisal Analysis & Benchmarks Overview
 Liberty Manhattan—1st Floor

This one-day workshop is designed to help refresh the mass appraisal technics used in the valuation process and also to help establish some processes and procedures for unusual or more challenging events. Topics discussed include: USPAP, Scope of Work, Mass Appraisal, Market Value, Highest and Best Use Analysis, Neighborhood Analysis, Benchmarks, Sales Validation, Sales Ratio Analysis, Sales Chasing and Trending.

Mass Appraisal Analysis & Benchmarks Timeline

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|---------------|--|
| 8:00 – 8:15 | Introduction 0.25 hours |
| 8:15 – 9:00 | USPAP and Scope of Work 0.75 hours |
| 9:00 – 9:30 | Mass Appraisal & Market Value |
| 9:30 – 9:45 | Break |
| 9:45 – 10:15 | Highest & Best Use Analysis 0.50 hours |
| 10:15 – 11:00 | Neighborhood Analysis 0.75 hours |
| 11:00 – 12:00 | Benchmarks 1.00 hours |
| 12:00 – 1:00 | Lunch |
| 1:00 – 1:30 | Sales Validation 0.50 hours |
| 1:30 – 2:30 | Sales Ratio Analysis 1.00 hours |
| 2:30 – 2:45 | Break |
| 2:45 – 3:45 | Sales Ratio Analysis 1.00 hours |
| 3:45 – 4:15 | Sales Chasing 0.50 hours |
| 4:15 – 4:45 | Trending 0.50 hours |
| 4:45 – 5:00 | Conclusion 0.25 hours |
| | Total Hours 7.50 hours |