



ESTABLISHING FAIR & EQUITABLE PROCEDURES FOR ASSESSING BUILDING GRADES

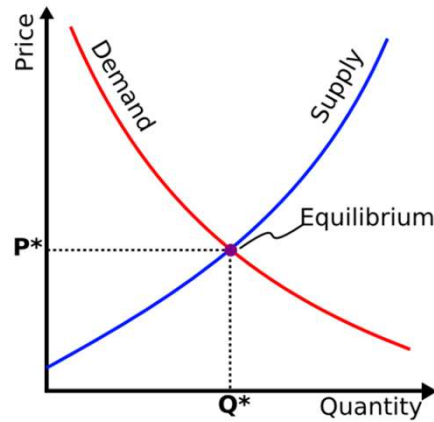
What does your Municipality look like?

- Demographics











What does your Municipality look like?

- Supply/Demand



What does your Municipality look like?

- Geographic Trends

 <p>3-bedroom Cape in Limestone: \$84,900</p>	=	 <p>about the cost of three 2021 Subaru Foresters</p>
 <p>3-bedroom farmhouse in Deer Isle: \$289,000</p>	=	 <p>about the cost of three Limestone Capes and a signed Tom Brady Super Bowl Jersey purchased at auction</p>
 <p>1-bedroom waterfront condominium in Portland: \$629,000</p>	=	 <p>about the cost of two Deer Isle farmhouses and an original Andrew Wyeth india-ink drawing purchased at auction</p>
 <p>5-bedroom 1813 Federal in Kennebunk: \$995,000</p>	=	 <p>about the cost of a Portland waterfront condominium, a brand-new 38-foot Calvin Beal lobsterboat, and enough heating oil to heat the average Maine home for 7 1/2 winters... or your new Federal mansion for maybe two or three</p>

Source: <https://downeast.com/issues-politics/welcome-to-the-wild-wild-world-of-maine-real-estate/>

What does your Municipality look like?

- Building Trends



CREATING YOUR BUILDING GRADES

- Cost Manuals
- Construction Detail
- Number of Grades
- Start at Average Quality
- What is our Base Rate?



Cost

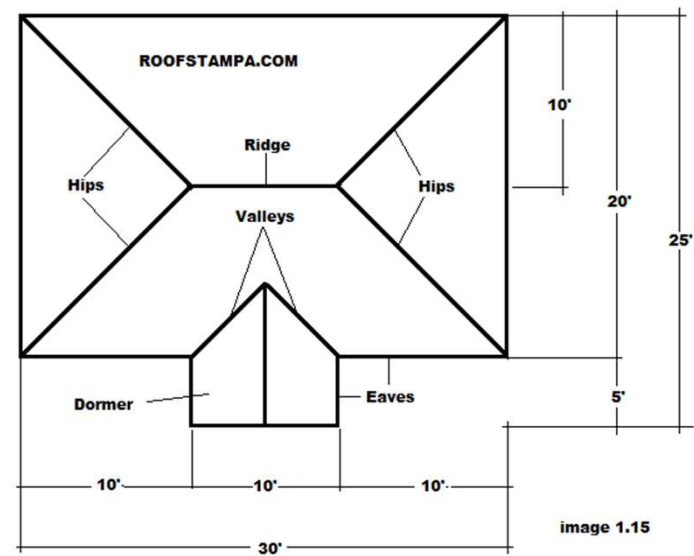
Modeling

- Construction Components to Cost Model
- Siding/Flooring/Heat & AC/BR & Bath Count
- What is Average consistent with your base rate(ex. Carpet, 1 full Bath, Vinyl)?
- What is above or below Average (ex. hardwood, Radiant Heat, Stone Veneer)?
- Do your point systems (coefficients) make sense?

Design/Layout

No Cost Modeling in CAMA System

1. Roof Hip/Valleys





Design/Layout

No Cost Modeling in CAMA System

2. Foundation Bump Outs/Unique Angles





Design/Layout

No Cost Modeling in CAMA System

3. Cupola





Design/Layout

No Cost Modeling in CAMA System

4. Open Concept



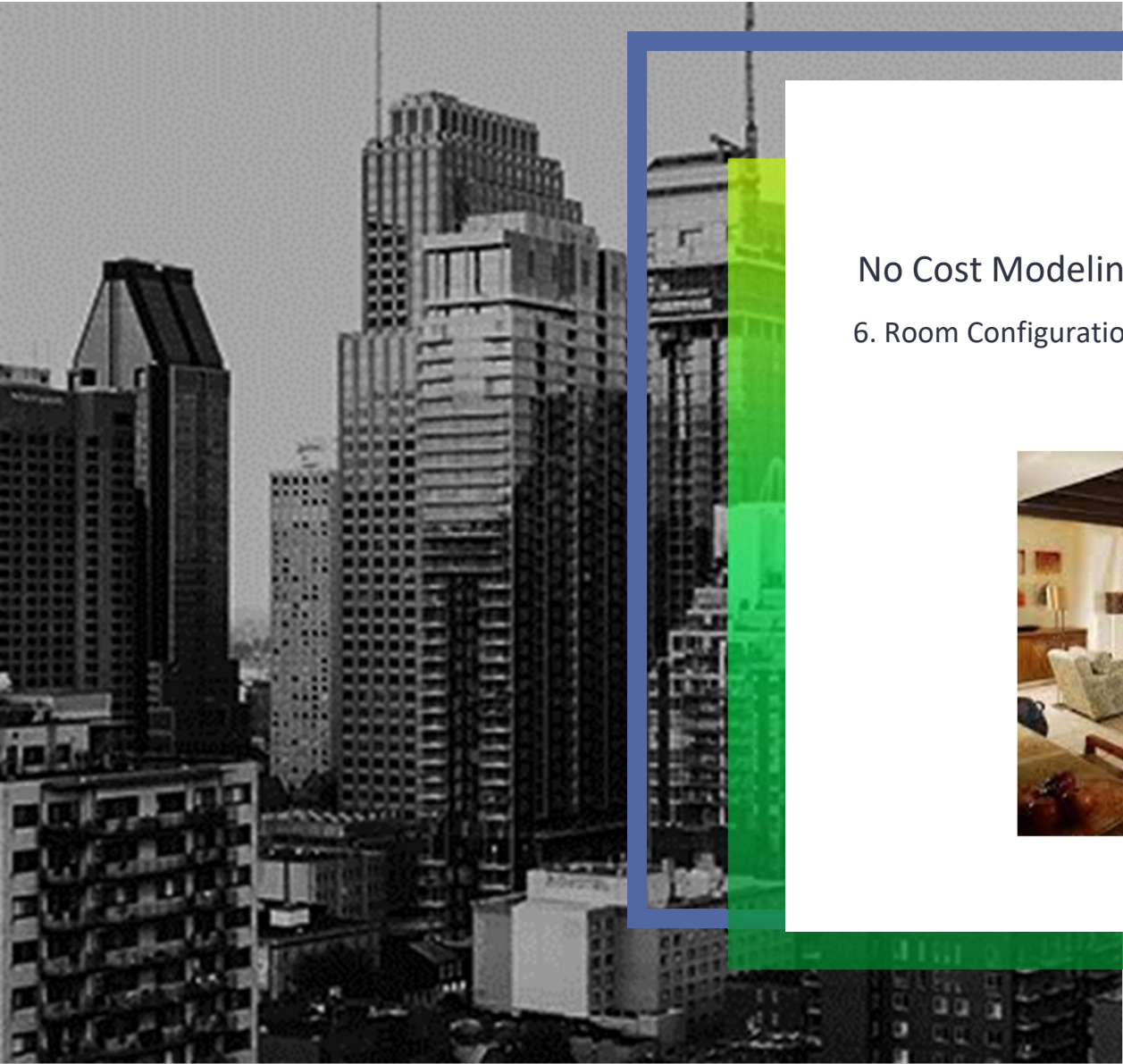


Design/Layout

No Cost Modeling in CAMA System

5. Cathedral/High Ceilings





Design/Layout

No Cost Modeling in CAMA System

6. Room Configuration (Dining Room vs. Dining Area)





Design/Layout

No Cost Modeling in CAMA System

7. Bath/Bedroom Layout





Design/Layout

No Cost Modeling in CAMA System

8. Master Bath





Construction Detail

No Cost Modeling in CAMA System

1. Kitchen Built-In Appliances





Construction Detail

No Cost Modeling in CAMA System

2. Countertops/Cabinets/Backsplash



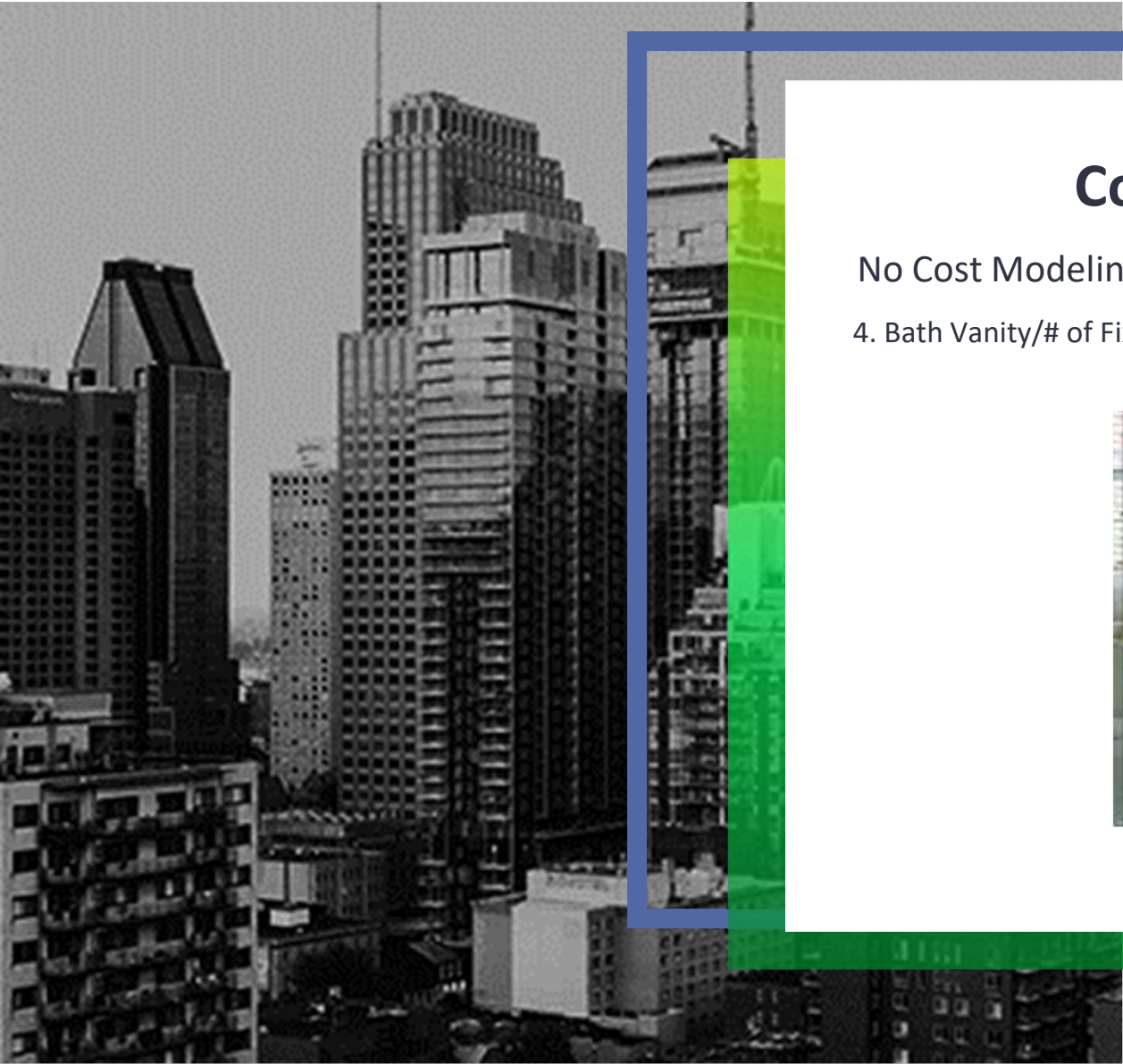


Construction Detail

No Cost Modeling in CAMA System

3. Light Fixtures





Construction Detail

No Cost Modeling in CAMA System

4. Bath Vanity/# of Fixtures/Wainscoting around Shower





Construction Detail

No Cost Modeling in CAMA System

5. Crown Molding



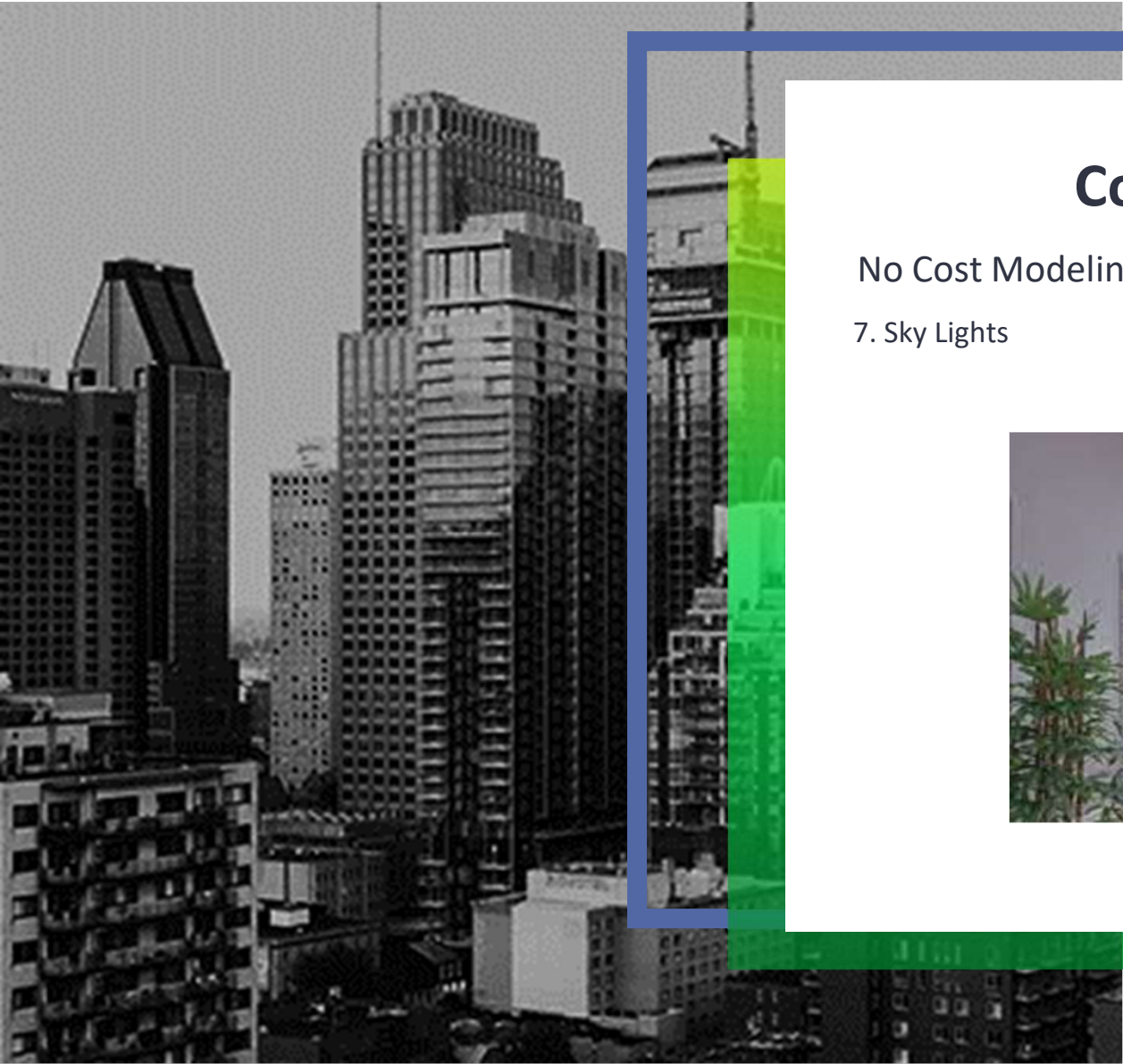


Construction Detail

No Cost Modeling in CAMA System

6. Walk-in Closets





Construction Detail

No Cost Modeling in CAMA System

7. Sky Lights





Construction Detail

No Cost Modeling in CAMA System

8. Floor Insulation





Construction Detail

No Cost Modeling in CAMA System

9. Spiral Staircase





Can You Explain

No Cost Modeling in CAMA System

1. What Building Components Separate the Grades?
2. Are You Looking More At Comparable Neighborhoods?
3. Are you relying Completely on your Cost Book?
4. Are you showing Consistency?



Market Driven Factors

No Cost Modeling in CAMA System

1. Special Building Features in Unique Neighborhood
2. Custom Homes
3. Functional/Economic Obsolescence
4. Interior Layout Doesn't Meet Market Expectations
5. External Factor Negatively affecting Just Value
6. Lack of Demand For New Construction
7. Bedroom vs. Bathroom Ratio
8. Historical Districts (Unable To Do Replacement Cost)



How To Measure Market Forces

No Cost Modeling in CAMA System

1. Paired Sales Analysis
2. Base Rate Adjustment (If Effects All Like Properties)
3. Economic/Functional Obsolescence Adjustment (Effects a neighborhood)
4. Where Do We Draw The Line Who Is Effected



Can You Explain Your Reasoning

No Cost Modeling in CAMA System

1. Run Segregated Ratio Analysis/Quality Ratings
2. Show Specific Sales In The affected Area
3. Compare Those Sales to Similar Sales of Comparable Buildings in The Non affected Area
4. Where Do We Draw The Line Who Is Effected
5. Are we able to adjust to a specific Percentage
6. Or Is This a Land Adjustment