

**LA SALLE COUNTY APPRAISAL
DISTRICT**

2018 SUMMARY REPORT

**PREPARED ON JUNE 26, 2018
BY BRUCE MARTIN, CHIEF APPRAISER**

TABLE OF CONTENTS

Introduction

Valuation Approach

Market Value

Area Analysis

Overview of types of Properties Appraised

Highest and Best Use Analysis

Market Analysis

Data Collection and Validation

Data Collection and Sources

Valuation Analysis

Residential Schedules

Commercial Schedules

Personal Property Schedules

Statistical Analysis

Individual Value Review Procedures

Performance Tests

Certification Statement

INTRODUCTION

The purpose of this summary report is to aid the taxpaying public in better understanding the methods and techniques utilized by the La Salle County Appraisal District (CCAD) in the valuation and revaluation of taxable property within La Salle County. This report attempts to comply with Standard 6 of the Uniform Standards of Professional Appraisal Practice, effective January 1, 2018 through December 31, 2018. La Salle CAD maintains a more detailed operations manual for appraisal use.

La Salle CAD is a Central Appraisal District formed by the Texas Legislature in 1979 and is charged with the appraisal of all taxable property within the taxing entities within the District boundaries. Currently these taxing entities are as follows:

- La Salle County
- Cotulla ISD
- Dilley ISD
- Cotulla City
- Encinal City
- Winter Garden Water District

Current state law, set out in Section 6.02 (a) of the Texas Property Tax Code, mandates that appraisal district boundaries are the same as the county's boundaries.

USPAP

The chief appraiser is the chief administrative and executive officer of the appraisal district. The chief appraiser employs and directs the district's staff, oversees all aspects of the appraisal district's operations and performs either directly or through the district staff a variety of operations.

The chief appraiser's responsibilities are as follows:

- (1.) Discover, list and appraise
- (2.) Determine exemptions and special use requests
- (3.) Organize periodic reappraisals
- (4.) Notify taxpayers, taxing units and the public about matters that affect property values

La Salle County Appraisal District is a small office consisting of the chief appraiser and two appraisers and 5 clerks. The clerks assist the chief appraiser in the day to day operations of the district office and the appraisers work on personal property and random properties that come in when Eagle Appraisal is not available.

The District employs the services of Eagle Property Tax Appraisal & Consulting, Inc., an appraisal firm, to appraise all real and personal properties. The District employs the services of Pritchard and Abbott Inc. for the appraisal of minerals, industrial plants, pipelines, industrial personal property and utilities within the boundaries of the appraisal district. The District uses computer software provided by Harris Govern for its data processing of all appraisal records, records management system. BIS does the maintenance of the digitized mapping system. Eagle Property Tax Appraisal & Consulting, Inc. appraisers also assist the chief appraiser in conducting ratio studies and building schedules for residential property.

As of April 16, 2018 the 2018 appraisal roll for La Salle County Appraisal District indicates a total of 7,453 parcels. The breakdown of these parcels is as follows:

(a.) Category A	Residential -	5,858
(b.) Category C1	Vacant Lots -	588
(c.) Category C2	Colonia Lots & Tracts	5
(d.) Category D1	Qualified Open-Space (Ag) Land -	4,736
(e.) Category D2	Farm Impr. On Qualified Ag Land -	511
(f.) Category E	Rural Land – Not Qual. As Ag Land and Residential Improvements	341

(g.) Category F1	Commercial -	423
(h.) Category F2	Industrial	77
(i.) Category G	Minerals -	46,159
(j.) Category J	Utilities -	826
(k.) Category L1	Personal Property -	349
(l.) Category L2	Pers. Prop. - Industrial	402
(m.) Category M	Tangible Pers. Prop. -	525
(n.) category O	Res. Prop Held - as Inventory -	0
(l.) Category S	Special Inventory -	0
(o.) Category X	Exempt Parcels -	3521
TOTAL PARCELS		64,321

VALUATION APPROACH MARKET VALUE

The definition of market value as established by the State Property Tax Code differs from the definition established by USPAP, therefore, a JURISDICTIONAL EXCEPTION applies.

The following definition of market value, Section 1.04 of the Texas Property Tax Code, means the price at which a property would transfer for cash or its equivalent under prevailing market conditions if:

- (A.) exposed for sale in the open market with a reasonable time for the seller to find a purchaser
- (B.) both the seller and the purchaser know all of the uses and purposes to which the property is adapted and for which it is capable of being used and of the enforceable restrictions on its use
- (C.) both the seller and the purchaser seek to maximize their gains and neither is in a position to take advantage of the exigencies of the other.

The effective date of appraisals is January 1 with the exception of inventory, which may be appraised at its market value as of September 1. To receive the September 1 appraisal date, a taxpayer must file an application by July 31.

The purpose of and intended use of the appraisals performed by the La Salle County Appraisal District is to estimate market value for ad valorem tax purposes for the taxing entities located within the boundaries of La Salle County Appraisal District. It is the goal of the staff of the La Salle County Appraisal District to provide the best possible service to the tax paying public and the taxing entities. The La Salle County Appraisal District staff promotes and adheres to the professional standards and ethics as set forth by the Texas Department of Licensing and Regulation, Texas Association of Appraisal Districts, the Texas Association of Assessing Officers, and the International Association of Assessing Officers.

AREA ANALYSIS

The universe of properties appraised by La Salle County Appraisal District falls within the physical boundaries of La Salle County.

La Salle County is located in the South Texas Region of the State of Texas and covers approximately 1518 square miles. The elevation of the county of La Salle, ranges from 330 to 660 feet above sea level. It is bordered on the South by Webb County, on the North by Frio County, on the east by McMullen County, and on the west by Dimit County.

La Salle County's sandy loam soils are best suited for range land even though some land is still used for farming.. The vegetation is the mid to tall grasses of the Rolling Plains with huarache, mesquite and cacti. The winter climate tends to be cool and dry but is extremely hot and dry in the summer. Thunderstorms, duststorms, and high winds may be experienced in the spring. The average annual temperature is 62

degrees Fahrenheit. Temperatures in January range from an average low of 26 degrees to an average high of 52 degrees and in July range from 71 degrees to 96 degrees. The average annual precipitation is 21.87 inches. The average annual snowfall is less than 1 inch per year. The growing season averages 215 days per year, with the last freeze in early April and the first freeze in early November. The sun shines during the year on the average of 75% of the daylight hours.

La Salle County is a rural county with 1 town, Cotulla and several small communities. Agriculture and Oil production is the main income for residents in the county. Approximately 94% of the land is in farms and ranches, with approximately 21% of this in harvested cropland and 2% irrigated. Primary crops are wheat, peanuts and melons. Primary livestock products are beef cattle. Current conservation concerns include overgrazing, undesirable brush and weeds, and water and wind erosion.

The location of La Salle County has an impact on the values of properties within the county.

Overview of Types of Properties Appraised

There are four major categories of property appraised by the La Salle County Appraisal District. These categories are:

- (1.) Real Properties: Residential (both single family and multi-family)
Commercial
Vacant Lots (both residential and commercial)
Vacant rural land and improvements on rural land
- (2.) Personal Properties: Income producing business personal property
Industrial personal properties
- (3.) Utilities: Telephone companies
Cable companies
Electrical companies
Fiber Optics
Misc. Other Utilities
- (4.) Minerals: Oil and Gas

The Property Tax Division of the State Comptroller's Office requires properties to be identified by type using a standard identification code. The codes currently used by the La Salle County Appraisal District are as follows:

- | | |
|----|--|
| A | Single Family Residential |
| B | Multi-family Residential |
| C1 | Vacant Lots and Land Tracts |
| C2 | Colonia Lots and Land Tracts |
| D1 | Qualified Open-space Land |
| D2 | Farm and Ranch Improvements on Qualified Open-Space Land |
| E | Rural Land, Not Qualified for Open-space Appraisal, and Improvements |
| F1 | Real Commercial |
| F2 | Real Industrial and Manufacturing |
| G1 | Oil and Gas |
| G2 | Minerals |
| G3 | Other Sub-surface Interests in Land |
| H1 | Personal Vehicles – not used for business purposes |
| H2 | Goods in Transit |
| J | Utilities |
| L1 | Commercial Personal Property |
| L2 | Industrial and Manufacturing Personal Property |
| M1 | Mobile homes |

M2	Other Personal Property
O	Residential Property Held as Inventory
S	Special Inventory
X	Totally Exempt Properties

Highest and Best Use Analysis

The highest and best use of real estate is defined as the most reasonable and probable use of land that will generate the highest return to the property over a period of time. This use must be legal, physically possible, economically feasible and the most profitable of the potential uses. An appraiser's identification of a property's highest and best use is always a statement of opinion, never a statement of fact.

In order to complete the highest and best use analysis of a property, an appraiser must estimate the highest and best use as if the land were vacant. This estimate ignores the value of and the restrictions created by existing improvements. It is the highest value the land could have if it were available for any legal, physically possible and economically feasible kind of development.

In determining the highest and best use, preliminary judgments are made in the field by appraisers. The appraisers are normally aware of zoning regulations within physical boundaries of the city.

La Salle County Appraisal District property appraisal cards contain information regarding lot size and frontage, therefore, appraisers normally make judgments on physical possible use of sites in the field. Economically feasible and most profitable uses are determined by observing surrounding property. However, changes in property use require a more detailed and technical highest and best use analysis. These studies are performed in the office.

Market Analysis

National, regional, and local trends affect the universe of properties appraised in La Salle County. An awareness of social, economic, governmental and environmental conditions is essential in understanding, analyzing, and identifying local trends that affect the real estate market.

Market analysis is performed throughout the year. Both general and specific data is collected and analyzed. An in-house ratio study is conducted at least once a year.

Examples of sources of general data may include, but are not limited to, "*Trends*" issued by The Real Estate Center at Texas A&M University, "*The Appraiser*" published by The Texas Association of Appraisal Districts, and the local newspaper and building contractors. When possible, local sources such as lending institutions, local realtors, the Chamber of Commerce, and articles published in the local and area newspapers are used to obtain financing information, market trends and information, demographics, and labor statistics.

Sales information is received from various sources. Asking prices can be gathered from the local paper and realtor listings. Information is also gathered from conversations with local real estate appraisers, agents and brokers. Sales confirmation letters are mailed to each new owner when a property changes hands.

La Salle County Appraisal District employees go to the La Salle County Courthouse on a regular basis to track all deed transactions. From this information, sales confirmation letters are mailed to the buyer to obtain information on the sale. This information is not mandatory in the State of Texas and only a small percentage of letters are returned with useful information. This is a serious problem in that there is usually inadequate sales data to perform as thorough an analysis of sales data as USPAP would require. However, every effort is made to use what data is available. The Property Tax Division also sends out sales letters and that data is made available to the appraisal district upon an Open Records Request.

La Salle County Appraisal District currently does reappraisals on an annual basis. The reappraisal includes the cyclical inspection of properties and the updating of all information on the properties. Sales and market

analysis are performed each year on residential properties, as information is available. Each year new properties are inspected, measured and added to the roll. In addition, building permits within the City of La Salle are obtained and changes to accounts are made as indicated. Individual properties are also reappraised with changes to the condition as the property warrants; for example, fire, remodeling, or an addition or demolition of a portion of the improvement. Appraisers will perform detailed field inspections of properties if requested by the owner. **PLEASE REFER TO THE LA SALLE COUNTY APPRAISAL DISTRICT "WRITTEN PLAN FOR REAPPRAISAL" FOR MORE INFORMATION ON REAPPRAISAL, REQUIREMENTS FOR REAPPRAISAL, AND THE CYCLES OF REAPPRAISAL.** The Written Plan for Periodic Reappraisal is attached by reference.

The appraisers performing reappraisal in the field have property record cards that contain specific information regarding the property being appraised. These cards contain brief legal descriptions, ownership interests, property use codes, property addresses, land size, sketches of improvements as well as any available detailed information of the improvements. A copy of a property record card may be obtained at the appraisal office.

Field inspections require the appraisers to check all information on the property record cards and to update if necessary. If physical inspection of the property indicates changes to improvements, the appraiser notes these changes in the field. Examples of types of changes may be condition or effective age of the improvements as well as additions to the improvements. The classification of residential properties is also reviewed during the revaluation process. New improvements are also added at this time.

Data Collection and Validation

La Salle County Appraisal District cost and value schedules include land and residential improvements. Commercial schedules are comprised by using information from Marshall & Swift Valuation Services and local factor adjustments. Personal property schedules are obtained from the Eagle Property Tax Appraisal & Consulting, Inc. Appraisal Guide and this guide is used in conjunction with personal property renditions and on-site inspections. (Marshall & Swift Valuation Service is a national based cost manual and is generally accepted throughout the nation by the real estate industry. The cost manual is based on cost per square foot and also the unit place method. The unit in place method involves the estimated cost by using actual building components. This national based cost information service provides the base price of buildings as per classification with modifications for equipment and additional items. The schedule is then modified for time and location.) Renditions are confidential sources and cannot be used for specific information. However, data from renditions may be compared with data from cost manuals and used to test for accuracy.

La Salle County Appraisal District schedules are then formulated from a combination of each of these sources. Schedules may also be modified by use of local market data (sales information) to further insure the accuracy of the cost and valuation schedules.

Data on individual properties is also collected from the field, compiled and analyzed. Buildings and other improvements are inspected in the field, measured and classified. The appraiser estimates the age of improvements and determines the condition of the improvements. This data is used to compile depreciation (loss of value) tables, and any notes pertaining to the improvements are made at this time.

Currently, single family dwellings are classified for quality and type of construction, whether frame or brick veneer. The classifications range from a class + to a class 6. Class + is the most basic of structures using the poorest quality materials and lowest workmanship while a class-6 structure is of the highest possible quality using only the best of materials and the highest and best quality workmanship available. For any dwelling that exceeds the general description of the top-most classification, a special class is assigned.

Age of building is used to estimate depreciation and based on effective age of the improvements. Effective age is the age the property appears to be due to maintenance and upkeep. Effective age for a house that is properly maintained may be its actual or chronological age. However, if a structure suffers from deferred

maintenance due to neglect, its effective age may be older than the actual age. In contrast, if a house is an older structure and has been remodeled or updated, its effective age may be less than its actual age.

Depreciation is also estimated by condition of the improvements. Condition ranges from unsound to excellent. Appraisers in the field usually inspect structures from exterior perspectives. The interior condition is assumed to be similar to the exterior. However, if the taxpayer requests, an interior inspection may be made.

Foundation failure may occur in varying degrees and may also result in loss of value. The appraiser may make allowances for foundation problems on a case by case basis.

Additional depreciation may be estimated for a variety of reasons including functional obsolescence resulting from bad floor plans or out of date construction methods. Economic obsolescence results from a loss of value to a property due to adverse influences from outside the physical boundaries of the property. Examples on economic obsolescence may be proximity to correctional facilities, location of residences outside city limits with no access to city amenities, residences located on farm and ranch land, etc.

Valuation Analysis

La Salle County Appraisal District valuation schedules are divided into three main classifications: residential, commercial, and personal property. These schedules are based on the most appropriate data available. Miscellaneous special categories such as mobile homes, special inventory, and agricultural land are appraised using different techniques, which are addressed later in this report. Depreciation tables/schedules are also included within these schedules. These tables are calibrated from costs as well as sales data and updated as needed. These tables and schedules are included in the *"Appraisal Guide"* maintained by the appraisal district.

Residential Schedules:

Residential valuation schedules are cost based tables modified by actual sales data from the county. That is, the cost reflects actual replacement cost new of the subject property. Market research indicates that the common unit of comparison for new residential construction as well as sales of existing housing is the price paid per square foot. The value of extra items is based on their contributory value to the property. This value may be estimated by the price per square foot or a value of the item as a whole. This data is extracted from the market by paired sales analysis and conversations with local appraisers and brokers.

The residential schedule is based on the size, age, and condition of structure, quality of construction, contributory value of extra items and land value. Each of these variables has a direct impact on the cost as well as the property. The following is an example of each of the variables and how they affect market value:

1. **Quality of construction:** Residential construction may vary greatly in quality of construction. The type of construction affects the quality and cost of material used, the quality of the workmanship as well as the attention paid to detail. The cost and value of residential property will vary greatly depending on the quality of the construction. As stated above, La Salle County Appraisal District's residential schedules currently class houses based on quality of construction from + to 6. This classification schedule is based on the Property Tax Division's definitions of residential classes of dwellings with modification for local market.
2. **Size of structure:** The size of a structure also has a direct impact on its cost as well as value. The larger the structure, the less the cost per square foot. La Salle County Appraisal District's schedules are graduated in size increments from 100 to 200 square feet, depending on market conditions.
3. **Condition of improvements:** La Salle County Appraisal District rates conditions from unsound or unusable to excellent. Properties that in the opinion of the appraiser are unlivable may be taken off the schedule and given a salvage value.
4. **Age of structure:** La Salle County Appraisal District's residential depreciation schedule groups depreciation factors or percentages together in approximately five-year clusters, until the maximum amount of depreciation is reached. As stated above, effective age and chronological age may be the same or different depending on the condition of the structure. Actual depreciation is a judgment call

of the appraiser.

5. Extra items: As stated above, extra items are valued according to their contributory value to the whole. Examples of extra items include storage buildings, swimming pools, fireplaces, additional baths, etc.
6. Land value: La Salle County Appraisal District values land based on market transactions when possible. As there are not always market transactions available, other recognized methods of land valuation may be used. The two most common methods are the land residual method and the land ratio method. Land schedules are available at the appraisal district office.

Commercial Schedules

Commercial properties are valued using valid market transactions in the area, along with Marshall and Swift Valuation schedules for commercial property. Replacement cost new is determined and then adjusted for location. Depreciation is then applied using physical observation of the property.

Personal Property Schedules

The personal property schedules value business furniture, fixtures, and equipment as well as inventory that is taxable by law. Business vehicles located within the appraisal district boundaries are also appraised for ad valorem tax purposes.

Business personal property values are derived from several sources. Business owners are required by Texas Law to render their income producing personal property each year. It is the experience of the district that we receive approximately sixty percent (60%) of the business renditions each year. Rendered values are used on business personal property if the value is reasonable for the type of business and is within acceptable ranges when compared to the District's Appraisal Guide's personal property schedules for the type of business rendered. Should the rendered values not be acceptable, the District's Appraisal Guide's schedules are applied to establish value. Value on all business personal property not rendered is established using the District's Appraisal Guide's schedules for the type of business being valued. Depreciation is determined by the age of the property and its expected life. Schedules are available in the appraisal district office.

Business vehicles are valued based on the NADA Used Car Guide trade-in value for the particular make, model, and age of the vehicle. The trade-in value may also be obtained from "Car-Point" or other web-sites available on the inter-net. When adverse factors such as high mileage are known, then the appropriate adjustments are made to the value. The La Salle County Appraisal District uses data obtained from "Just Texas" for vehicles that registered as commercial vehicles.

Statistical Analysis

Statistics are a way to analyze data and study characteristics of a collection of properties. In general, it is not feasible to study the entire population. Therefore, statistics are introduced into the process. La Salle County Appraisal District's statistical analysis for real estate is based on measures of central tendency and measures of dispersion. The measure of central tendency determines the center of a distribution. The measures of central tendency utilized with the aid of computer-based programs are the mean, median, mode, and the weighted mean.

The measure of dispersion calculated is the co-efficient of dispersion. This analysis is used to indicate the spread from the measure of central tendency. Statistical bias is measured by the price related differential (PRD). The PRD indicates how high price properties are appraised in relation to low price properties.

These statistics are included in the district's ratio study and may be obtained from the appraisal office.

Individual Value Review Procedures

In order for comparable sales data to be considered reliable it must contain a sales date, sales price, financing information, tract size and details of the improvements. Sales data is gathered by sending sales letters to the buyer of properties that the district knows changed ownership. Commercial sales are confirmed from the direct parties involved whenever possible. Confirmation of sales from local real estate appraisers, while scarce, is also considered a reliable source.

Sales data is compiled and the improved properties are physically inspected (and most are photographed). All data listed on the property record card is verified and updated as needed including building classification, building size, additions or new out buildings, condition of structures and any type of change in data or characteristics that would affect the value of the property.

Individual sales are analyzed to meet the test of market value. Only arms length transactions are considered. Examples of reasons why sales may be deleted or not considered are:

1. Properties are acquired through foreclosures or auction.
2. Properties are sold between relatives.
3. The buyer or the seller is under duress and may be compelled to sell or purchase.
4. Financing may be non-typical or below or above prevailing market rates.
5. Considerable improvements or remodeling have been done since the date of the sale and the appraiser is unable to make judgments on the property's condition at the time of the transaction.
6. Sales may be unusually high or low when compared with typical sales located in the market area. Some sales may be due to relocation or through divorce proceedings.
7. The property is purchased through an estate sale.
8. The sale involves personal property that is difficult to value.
9. There are value-related data problems associated with the sale. For example: incorrect land size or square footage of the living area.
10. Property use changes occur after the sale.

Due to the population size and nature of La Salle County, it is very difficult to obtain sufficient sales data to meet USPAP standards for analysis of sales and exception is taken to USPAP Standard Six in this area.

Performance Tests

Sales ratio studies are used to evaluate the district's mass appraisal performance. These studies not only provide a measure of performance but also are an excellent means of improving mass appraisal performance. La Salle County Appraisal District uses ratio studies not only to aid in the revaluation of properties, but also to test the Comptroller's Property Tax Division annual value study results.

Sales ratio studies are usually performed in the spring of the year to test cost schedules. They may also be performed at any other time deemed appropriate by the chief appraiser. At this time, individual properties which have sold are reviewed for accuracy in their data. Property record cards indicating the results of the field inspections are used to further aid in the analysis and decision making.

Ratio studies are usually done on a countywide base of all residential sales in the county and then by residential classification. The median ratio within each classification is then compared to the desired ratio to determine if schedule adjustments should be made. The coefficient of dispersion is also studied to indicate how tight the ratios are in relation to measures of central tendency ("goodness of fit" statistic). The median and coefficient of dispersion are good indicators of the types of changes, if any, that need to be made. If properties that fall outside of the common parameters (referred to as out-liers) are held out or not included in the study, these properties shall be identified and explanations given for their exclusion from the ratio study. It may be necessary to depart from USPAP Standard Six in this area.

Certification Statement

I certify that, to the best of my knowledge and belief:

- the statements of fact contained in this report are true and correct;
- the reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, unbiased professional analyses, opinions, and conclusions;
- I have no present or prospective interest in the properties that are subject of this report, and I have no personal interest or bias with respect to the parties involved;
- my compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the taxing jurisdiction, the amount of the value estimate, the attainment of a stipulated result, or the occurrence of a subsequent event;
- my analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice, the Texas Department of Licensing and Regulation, and the International Association of Assessing Officers;
- I have made, or caused to be made, a personal inspection of the properties that are the subject of this report;
- significant professional assistance was provided to me, chief appraiser of the appraisal district, by appraisal district staff, various representatives of Eagle Property Tax Appraisal & Consulting, and various representatives of Pritchard and Abbot inc.

Bruce Martin

Bruce Martin, Chief Appraiser
La Salle County Appraisal District

THIS DOCUMENT IS ATTACHED, BY REFERENCE, TO THE LA SALLE COUNTY APPRAISAL DISTRICT WRITTEN PLAN FOR PERIODIC REAPPRAISAL and the LA SALLE COUNTY 2018 MASS APPRAISAL REPORT.