

# Real Property Staffing Needs

Requesting for 2023/2024 budget



# Property tax represents 63% of County Revenue. Real Property accounts for 82% of the Tax Base.

We need adequate staffing to ensure we capture all available revenue sources

- Minimal Need:
  - Two Appraiser II positions
  - Two Appraiser I positions
  - One Exempt Property Auditor position

We want to make sure we are providing

- Excellent Service



# Recommended Staffing Levels



IAAO Recommends **8-10,000** parcels per appraiser



NC DOR Recommends **7-8,000** parcels per appraiser



Our 11 appraisers currently average **19,773** parcels each –  
DOUBLE the standard



We need **21** appraisers to meet recommended staffing



We are requesting **4** appraiser positions as a starting point

# What do appraiser's do?



Measure and list new construction and improvements



Create and organize market areas



Value new parcels



Evaluate construction for quality, equity, and other factors



Research market sales, determining validity



Assess market trends



Work BER and PTC appeals: requires detailed research and analysis



Utilize Pictometry to find and analyze change in properties

# Current County Comparison

	<i>Total Staff (FTEs)<sup>1</sup></i>	<i>Appraisers (FTEs)<sup>2</sup></i>	<i>Population<sup>3</sup></i>	<i>Parcel Count</i>	<i>Parcels Per Appraisers</i>
Wake	111	38	1,175,021	404,605	10,648
Mecklenburg <sup>4</sup>	172.5	44	1,145,392	432,903	9,839
<b>Guilford</b>	64	11	546,101	217,501	<b>19,773</b>
Forsyth	73.5	16	389,157	163,583	10,224
Cumberland	72	9	336,699	141,774	15,753
Durham	70	14	332,680	123,232	8,802
Buncombe <sup>4</sup>	43	12	273,589	132,142	11,012
Union	52	8	243,648	107,980	13,498
Cabarrus	45	9	235,797	94,500	10,500
Gaston	54	11	234,215	110,520	10,047
	<i>Calculations with the addition of four appraisers.</i>				
<b>Guilford</b>	64	15	546,101	217,501	<b>14,500</b>
<sup>1</sup> Excludes contractors					
<sup>2</sup> Excludes managers/supervisors					
<sup>3</sup> US Census Bureau Quick Facts July 1 2022 Estimate					
<sup>4</sup> Represents Total Collection and Assessor Offices					

## Increase in Parcel Count

<i>Year</i>	<i>Number of Appraiser</i>	<i>Total Parcel Count</i>	<i>Parcel Count per Appraiser</i>
2017	15	209,561	13,971
2018	15	210,735	14,049
2019	14	211,932	15,138
2020	14	213,354	15,240
2021	14	214,782	15,342
2022	13	216,130	16,625
2023	11	217,502	19,773
2024 *	11	219,677	19,971
2025	11	221,874	20,170
2026	11	224,093	20,372
2027	11	226,333	20,576
2027	15	228,597	15,240**

***\*Assuming a 1% growth starting in 2024 and going forward.***

***\*\*Calculation is based on four additional appraisers.***

# Cornerstones of Fair and Equitable Property Assessment

Appraise  
Regularly at  
Market Value

Follow IAAO  
Technical  
Standards



Allocate  
Adequate  
Resources

Provide  
Training to  
Assessors

# Possible Revenue Loss

The median sale price of a home in Greensboro was \$261,000 in March, 2023: up 5.5% from March, 2022

If we miss 5 houses, that is a loss of over 1 million dollars in assessed value to the tax base



# Hire Temporary Contractors?



Contract staff is good for basic field inspections



Field work is just a small step in the Revaluation process



Not trained in market analysis



No depth of knowledge of Guilford County



Work is not always consistent with appraisal methods



No commitment to quality of work



No investment in outcome of valuations



# Sales Ratio Study

## What

The NCDOR Sales Ratio Study is a study used to measure the level of appraisal.

## Why

NC GS 105-284 Statute requires it's completion.

## Who

All 100 counties in North Carolina are required to complete.

## When

Annually in April.

## Where

Throughout North Carolina.

## How

Compare a random sample of sales and calculate their ratio.



# Reappraisal Triggers

NCGS 105-286(a)(2) - A county whose population is 75,000 or greater must conduct a reappraisal of real property when the county's sales assessment ratio determined under G.S. 105-289(h) is **less than .85 or greater than 1.15**.

## Guilford - Tax Year 2022 Median Sales Ratio

Initial Sample (473 Sales) Ratio

**84.95%**

Second Sample (10,480 Sales)  
Ratio

**80.14%**



# Are We Alone?

**NO!**

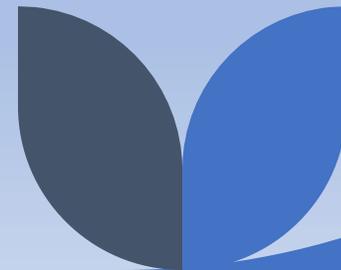
**22  
Counties  
fell  
below  
the  
range!**

County Comparison

<u>County – Reappraisal Cycle</u>	<u>Ratio</u>
<b>GUILFORD - 5</b>	<b>84.95</b>
<b>ROBESON - 6</b>	<b>84.9</b>
<b>FORSYTH - 4</b>	<b>84.51</b>
WILSON - 8	84.31
NASH - 7	84.3
WAYNE - 6	83.35
CHATHAM - 4	82.53
HARNETT - 4	82.51
<b>UNION - 4</b>	<b>82.03</b>
ORANGE - 4	81.97
CALDWELL - 4	81.06
PITT - 4	81.02
JOHNSTON - 6	80.78
<b>WAKE - 4</b>	<b>80.52</b>
<b>CABARRUS - 4</b>	<b>78.18</b>
<b>ROCKINGHAM - 5</b>	<b>77.86</b>
DAVIDSON - 6	76.89
<b>DURHAM - 6</b>	<b>76.64</b>
<b>CUMBERLAND - 8</b>	<b>75.89</b>
CLEVELAND - 4	74.98
<b>BUNCOMBE - 4</b>	<b>70.82</b>
NEW HANOVER - 4	70.36

# What This Means

- Guilford County sales ratio did not fall **within** the acceptable range;
- We **must conduct a re-appraisal in 2026** instead of 2027;
- We **must begin** the re-appraisal in **July 2023**;
- **We don't have adequate staff to complete a successful reappraisal.**

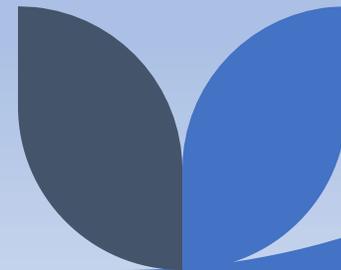


# Exempt and Excluded Property

NCGS 105-296 (I) - The assessor shall annually review at least one-eighth of the parcels in the county exempted or excluded from taxation to verify that these parcels qualify for the exemption or exclusion. By this method, the assessor shall review the eligibility of all parcels exempted or excluded from taxation in an eight-year period.

**Total Exempt Amount    \$9,629,605,496**

**Total Count of Parcels            18,871**



# Conclusion

- **Guilford Counties Exempt and Excluded population is increasing.**
- **Currently, we do not have a dedicated auditor to fill this position.**
- **Guilford County needs to hire a dedicated auditor to meet state requirements and ensure fairness and equality for its exempt and excluded population.**

# Conclusion

- **Guilford County is growing!**
- **We need to hire more appraisers to ensure that the 2026 reappraisal is conducted properly and to provide excellent service to its citizens.**
- **This investment in staffing will benefit the county in the long run by ensuring that property values are assessed correctly and equitably, which will provide better services to our citizens.**

