



# THE APPRAISERS

P.O. Box 325 Provo, Utah 84603 Phone (801)-377-7785

December 23, 2024

San Juan County Assessor  
117 S Main  
Monticello, UT 84535

Attn: Rick Meyer

RE: Annual Commercial Assessment Proposal

With the passing of S.B. 182, there is now a greater burden on counties to have the ability to update commercial property values on an annual basis and limit the increase in valuation to under a 150% threshold over a 1-year period. Previously we updated values every 5 years which has led to a sudden large increase in values which typically resulted in stressed taxpayers and a large increase in county and state appeals.

We propose changing to a system where we update the commercial land guide on an annual basis using the land model built into our software. Furthermore, we will complete detailed reviews for 1/5<sup>th</sup> of the improved commercial parcels each year as well as an audit of the remaining parcels on an annual basis. This audit will primarily be the result of the updated land values plus an annual cost multiplier applied to the improvements when justified.

The benefits of this system include greater compliance with new regulatory requirements, a decrease in appeals, and improved equalization of values throughout the county.

As per our discussion, we are proposing we spend this upcoming year updating the land guide, completing a desk audit of all commercial properties in our database, and then completing a detailed review on any new properties that need to be added including new construction and any commercial properties that were missed last year. We propose the following:

## **Fee Proposal**

- In 2025 as discussed, we will update the land guide for all of Spanish Valley commercial properties, complete a detailed review on all improved commercial properties, nightly rental properties, and high value residential properties.
- In 2025 we will not complete any land guide updates, detailed reviews, or desk audits for any commercial properties outside of Spanish Valley.
- In 2025 we will complete an inspection of approximately 500 residential properties in the Spanish Valley/La Sal area to obtain building measurements and exterior photos. In addition, we will input the data from our inspections into Puma. We will not be providing any valuation for any of these properties. (This is contingent on property owners receiving notice from the county that we will be on their property sometime between January 15 and March 30, 2025.)

- Additional travel costs will include mileage at the Federal Mileage Allowance Rate, hotel costs incurred, and per diem cost at \$30/day
- The following four years will include a detailed review of one third of the remaining commercial improved parcels, a desk audit of the remaining commercial improved parcels, an update of the land guide for all commercial parcels (including the addition of any new growth from the previous year), and any new growth for the current year. (Estimated 5 new growth properties per year – subject to change based on actual new growth results.)

The four-year fee schedule has been estimated as follows:

4-Year Estimated Cost									
	\$/Parcel	2025 Spanish Valley		2026 Blanding		2027 Monticello		2028 Rural	
		Parcels	Total	Parcels	Total	Parcels	Total	Parcels	Total
Commercial Land Guide	\$12	112	\$1,344						
Commercial DR	\$130	54	\$7,020						
Nightly Rental DR	\$130	45	\$5,850						
High Value Residential DR	\$130	25	\$3,250						
Residential Inspections	\$50	500	\$25,000						
Puma Input	\$25	500	\$12,500						
Commercial Land Guide Update	\$12			600	\$7,200	600	\$7,200	600	\$7,200
Detailed Review (DR)	\$130			89	\$11,570	106	\$13,780	112	\$14,560
Commercial Desk Audit	\$30			327	\$9,810	315	\$9,450	314	\$9,420
New Growth	\$150	5	\$750	5	\$750	5	\$750	5	\$750
Sub Total			\$55,714		\$29,330		\$31,180		\$31,930
Travel Costs (Est)			\$5,500		\$1,100		\$1,100		\$1,100
<b>Total</b>			<b>\$61,214</b>		<b>\$30,430</b>		<b>\$32,280</b>		<b>\$33,030</b>

Our 2025 payment proposal is four monthly payments of \$12,000 from January to April with the final payment due upon completion of the project and adjusted to reflect the final totals.

The 2025/2026 payment plan will be similar, but payments will be increased to \$6,000 per month for the four months.

Preparation for any hearings will be billed separately at an hourly rate of \$135/hour and will include time spent reviewing evidence presented by the appellant, preparing responses for submission to the hearing officer, and appearances at the hearings. (The hour rate will be re-evaluated annually based on cpi fluctuations.)

Any assistance in establishing a land guide for residential properties will be charged as consulting fees at a rate of \$135/hour.

This fee schedule is subject to an annual review and potential CPI increases beginning in 2027.

Thank you for your consideration.

Jeff Salmon



Gordon E. Lowe



## QUALIFICATIONS OF THE APPRAISER

### JEFF SALMON

**Occupation:** Real Estate Appraiser,  
employed by  
"The Appraisers, Inc."  
Provo, Utah



### Professional Affiliation:

Utah State – Certified General Appraiser, #11263978-CG00, expires May 31, 2021  
Appraisal Institute – Candidate for Designation  
FHA Roster Appraisers – FHA Approved Residential Appraiser  
AACI – Accredited appraiser of the Appraisal Institute of Canada (Retired)  
RECA – Licensed Real Estate Appraiser with the Real Estate Council of Alberta (Retired)

### Education:

Post Graduate Certificate in Valuation - University of British Columbia, Vancouver, B.C., 2010  
Bachelor of Science in Business Management - Brigham Young University, Provo, Utah. 1998  
Associates Degree in Business Administration - Ricks College, Rexburg, Idaho. 1995

### Experience and Related Previous Employment:

Commercial Appraiser – The Appraisers, Inc, Provo, Utah 2019 to Present

- Appraisal assignments include residential, commercial, industrial, and agricultural properties with an emphasis on agricultural
- Assignments include valuations for financing purposes, legal disputes, foreclosures, estate settlements, succession planning, and government land acquisitions

President/Owner – Prairie Appraisals Ltd., Raymond, Alberta 2011 to 2019

- Appraisal assignments included residential, commercial, industrial, and agricultural properties with an emphasis on agricultural
- Assignments included valuations for financing purposes, legal disputes, foreclosures, estate settlements, succession planning, and government land acquisitions
- Court room experience and declared an expert witness by the Court of Queen's Bench

Commercial Appraiser - Reliance Appraisal Consultants Ltd, Lethbridge, Alberta 2008 to 2011

- Appraisal assignments included commercial, industrial, and agricultural properties with an emphasis on agricultural
- Assignments included valuations for financing purposes, legal disputes, foreclosures, estate settlements, succession planning, and government land acquisitions

Research Manager – Free & Associates/The Meyers Group, Salt Lake City, Utah 1998 to 2002

- Responsibilities included collecting and analyzing market data for new residential housing in the greater Salt Lake area and publishing a quarterly residential construction report.
- Clients included real estate developers, banks, mortgage companies, and real estate appraisal firms.

**Continuing Education Courses:**

Foundation of Real Estate Appraisal (UBC-2007)

Real Estate Investment Analysis and Advanced Income Appraisal (UBC-2008)

Commercial Property Analysis (UBC-2009)

Case Studies in Appraisal I (UBC-2008)

Case Studies in Appraisal II (UBC-2009)

Foundations of Real Property Assessment and Mass Appraisal (UBC-2008)

Agricultural Valuation (UBC-2011)

Buy Smart: Commercial Property Acquisition (UBC-2017)

Business Strategy: Managing a Profitable Real Estate Business (UBC-2017)

Canadian Uniform Standard of Professional Appraisal Practice (2018)

National USPAP 2020-2021 Update Course (2020)

Business Practices and Ethics (2020)

FHA Appraising – Principles and Procedures (2021)

Excel Applications for Valuations (2021)

## QUALIFICATIONS OF THE APPRAISER

### GORDON E. LOWE

**Occupation:** Real Estate Appraiser,  
employed by  
"The Appraisers, Inc."  
Provo, Utah since 1991.



### Professional

**Affiliation:** Utah State - Certified General Appraiser, #5461319-CG00, expires April 30, 2024  
Practicing Affiliate Member of the Appraisal Institute.  
Vice-Chair, Central Utah Sub-chapter of the Appraisal Institute for 1999.

### Volunteer

**Affiliation:** Boy Scouts of America, Venturing Crew Advisor  
James E. West Fellow  
Kiwanis Club Member

### Instructor: Courses Taught

Valuation of Bed and Breakfast Inns

### Education:

College Graduate, Brigham Young University, 1991  
B.S. Economics with emphasis in agricultural application.  
Appraisal Institute Course Graduate, completed nine courses required by the Appraisal Institute for the MAI designation:

- (1) Uniform Standards of Professional Appraisal Practice Update Course, May 12, 2014
- (2) SPP (Part A) Standards of Professional Appraisal Practice of the Appraisal Institute, May 11, 2010,
- (3) SPP (Part B) Standards of Professional Appraisal Practice of the Appraisal Institute, Sept. 25, 2010,
- (4) 1A1 Real Estate Appraisal Principles, 1992,
- (5) 1A2 Basic Valuation Procedures, 1992,
- (6) 210: Residential Case Study, March 1993,
- (7) Capitalization Theory and Tech. (Part A & B), 1992,
- (8) Report Writing and Valuation Analysis, September 2000
- (9) Highest & Best Use and Market Analysis, March 2002

Utah Association of Appraisers, Utah Law Lecture, March 1998.

## **Continuing Education:**

Appraising from Blueprints and Specifications, October 1993  
Appraisal of Retail Properties, March 1995  
Geological Concerns, May 1996  
Property Title Concerns, May 1996  
HVAC Systems in Commercial Buildings, May 1996  
Wasatch Front Commercial Market, May 1997  
Industrial Valuation, September 1997  
Preserving Utah's Open Space in Urban Environments, August 1997  
Appraisal & Real Estate Issue, March 1998  
Specialized Appraisal Issues, September 1998  
Takings 101, March 2001  
Uniform Standards for Federal Land Acquisitions, April 2002  
Scope of Work: Expanding Your Range of Services, February 2008  
Site Valuation and Cost Approach, April 2010  
Physical Legal Economic Overview of Water Rights Seminar, November 2010  
Legislative Report to Appraisers, April 2011  
Federal and State Government Update, October 2011  
Appraisal Procedures and Economic Update Seminar, January 2012  
40 Low Income Housing Valuation, February 2013  
Real Estate Finance Statistics & Valuation Modeling, October 2013  
The Utah Commercial Real Estate Symposium 2014, January 2014  
Appraiser Supervisor & Training Workshop, June 25, 2014  
Ag Outlook, Beef Topics Seminar – Idaho/Utah Chapter ASFMRA, January 2016  
Residential Applications Part 1: Using Technology to Measure & Support Assignment Results, April 2016  
Residential Applications Part 2: Using Technology to Measure & Support Assignment Results, April 2016  
Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications, August 2017  
Uniform Standards of Professional Appraisal Practices, January 2020  
Foundations of Appraisal Review (A600), October 2020  
Marshall & Swift Commercial Cost Approach Certification, February 2022

## **Partial List of Clients:**

Appraisal Services Directorate	Summit County
Bureau of Land Management	Tooele County
Bureau of Reclamation	Uintah County
School and Institutional Trust Lands Administration	Utah County
The Nature Conservancy	Wayne County
Utah Division of Wildlife Resources	Huntington City
Hunt Oil Company	Monticello City
LDS Church	Orem City
Farmland Reserves, Inc. (LDS Non-Profit)	Provo City
PacifiCorp	Springville City
Numerous Law Firms	Nebo School District
Sunrise Engineering	Provo School District
Box Elder County	Bank of American Fork
Carbon County	Far West Bank
Duchesne County	JPMorgan Chase Bank
Grand County	Norwest Bank
Juab County	Wells Fargo Bank
Morgan County	Western Ag. Credit
Multi-County Appraisal Trust	Zions First National Bank