

# Reasons to Select 21st Century Appraisals, Inc.

## **Proven Leadership**

The leadership team we offer has been responsible for over 20 of the most successful reassessments completed in Pennsylvania. Our team consists of appraisers that understand assessments from the assessor's perspective and reassessments from the commissioners point of view. Our administrative plan is well conceived and the use of the Joint Management Council (JMC) concept will provide accountability as well as vision for the project. We are knowledgeable of Pennsylvania assessment law and how it applies to the needs and policies of Assessment Offices. This is especially true for the *Homestead/Farmstead Exclusion* and *Clean and Green* laws.

## **Best Quality of Assessments**

The number one goal of a reassessment is to achieve new market values at 100 percent of value, achieve uniformity within 10 percent, and accomplish this with the highest level of public acceptance. 21st Century Appraisals stands alone in achieving these goals. 21st Century will guarantee, under contract, that the result of the reassessment will meet IAAO standards. Our CAMA system has played an important role in accomplishing this goal.

## **Most Effective Public Relations**

One of 21st Century's strongest attributes is our ability to provide an effective public relations and educational program for taxpayers. Based upon the opinion of public officials and taxpayers, we have a unique ability to deal with the public and re-direct pressure from county officials to us.

## **Best Record in Defense of Values**

Because of our initial quality of values, and our method of conducting informal and formal hearings, the level of public acceptance has been extremely high. In the last eight counties reassessed by us, the informal reviews averaged less than 10 percent, and the formal hearings averaged less than one percent with no Class Action lawsuits.

## **Excellent CAMA System**

Our CAMA system is a truly balanced market-driven system that includes the Cost and Income Approaches, where appropriate. It is flexible and user-friendly, yet is the most comprehensive appraisal software available. It permits cyclical reassessment updates and incorporates imaging, graphic building footprints, and GIS mapping into the CAMA system. Our system of adjusting for atypical or limiting factors is the only system of its kind. It is highly effective in fine-tuning final values while maintaining consistency and taxpayer understanding.

## **Excellent Valuation Methodology**

The appraisal methodology incorporated into our CAMA system and used in the development of formulas and algorithms (especially our modified regression model) is highly effective. The various models and appraisal concepts are well conceived and tested. Our commercial and industrial appraisal system is comprehensive and impressive, especially when explaining values to taxpayers and their attorneys.

## **Clean and Green Experts**

We have become the state's foremost experts on *Clean and Green*. Our appraisal methodologies and policy manuals have become the standard for implementation of the state's *Clean and Green* program. We have appraised over 80,000 *Clean and Green* parcels throughout Pennsylvania. Our *Agricultural-Use* appraisal software and use of GIS land analysis is the most reliable in the business.

## **Pennsylvania Company**

21st Century Appraisals and its associates are Pennsylvania companies. We are highly respected throughout the state and are uniquely familiar with Pennsylvania assessment laws, court cases, and the special issues facing quality assessments in Pennsylvania.

## **GIS Integration and Leadership**

21st Century Appraisals and its associates have been providing the necessary professional leadership needed to bring together existing GIS products and the diverse needs of county departments.

## **Strong IT Department**

We have an excellent IT Department that supports our clients by customizing the *21st Century CAMA™* to meet the unique needs of the county. The staff has expertise in data conversion and on-going support to the county. 21st Century is also strong in support of hardware systems and networking design.

## **Most Innovative Company**

We have been the forerunner in CAMA system technology and reassessment methodology. We were the first to do digital images, use notebook computers for field appraisal, use a 4GL/RDBMS, conduct on-line informals, develop a balanced market-driven CAMA system, develop *Clean and Green* values based on soil types, and more. We are always building on our strong base of products, ideas, and procedures with new and innovative technologies and concepts. The creation of our new website has launched our future reassessments into the Internet age.

## **Proven Quality Control**

We have developed a comprehensive system of assuring that the accuracy of the database is of the highest possible standard. The use of computer *Probchks*, *Fieldchks*, global checks, and special studies identifies errors and/or makes corrections. The accuracy levels of our last two county reassessment databases is an example of our exceptional results.

## **Fair Price**

We will do the best job possible at the fairest cost to taxpayers.