

## **2020 Nebraska Special Valuation of Agricultural Land Measurement Methodology**

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The policy of special valuation was developed following the Constitutional amendment which recognized that the conversion of agricultural land to other uses demanded action for two purposes: one, the systematic and planned growth and development near and around urban areas; and two, to provide a tax incentive to keep agricultural uses in place until the governing body was ready for the growth and development of the land.

Special value is both a land management tool and a tax incentive for compliance with the governing body's land management needs. As alternative, more intensive land uses put pressure for the conversion of underdeveloped land, economic pressures for higher and more intensive uses from non-agricultural development provide economic incentives to landowners to sell or convert their land. Governments, in order to provide for the orderly and efficient expansion of their duties, may place restrictions on landowners who convert land from one land use to a higher more intensive land use. Additionally, the existing landowners who may wish to continue their agricultural operations have an incentive to continue those practices until the governing body is ready for the conversion of their property to a more intensive use.

Without special valuation, existing agricultural landowners in these higher intensive use areas would be forced to convert their land for tax purposes, as the market value of the land could be far greater than its value for agricultural purposes and uses. The history of special valuation would indicate that the other purposes and uses are those not normally or readily known within the agricultural sector and are more intensive, such as residential, recreational, commercial or industrial development.

### **Two Special Value Distinctions in Nebraska and the Measurement of Both**

In the first special value distinction, the county and Division have found that non-agricultural purposes and uses influence the actual value of some of the agricultural land in the county. As such, special valuation is applicable only in a defined area or for certain types of land in the county. To do this, the sales of similar land not influenced by non-agricultural purposes and uses are used by the county assessor to determine the valuation of agricultural land as well as the valuation of influenced land within the county. The Division will measure the level of value of both agricultural land and special value.

To perform these measurements, the Division will determine if the land subject to special value is similar to agricultural land not subject to special value. In areas where the two areas are similar, the level of value for the uninfluenced area is considered representative of the special value as well. If the land in the special value area is dissimilar to other agricultural land in the county so there is no comparability of areas, the Division will analyze the valuations applicable for special

value to determine if they correlate with the valuations in other parts of the county or other counties, even though direct comparability may not exist.

In the second special value distinction, the county has found that non-agricultural purposes and uses are pervasive throughout the entire county, resulting in influence on the actual value of all of the agricultural land in the county. As such, special valuation is applicable to the county in its entirety. Upon the confirmation of the county's determination, the Division will measure the level of value of only the special value.

To measure this level of value, the Division utilizes a sales-based measurement approach. The sales from comparable counties where agricultural land sells for use as agricultural land act as "surrogate" sales for the subject county. A measurement of the assessed values developed by the influenced subject county against the sale prices of the "surrogate" sales provides an indication of the level of value for the influenced subject county. This method produces an equalized relationship of assessed values in agricultural areas and ensures that common uninfluenced agricultural land markets are recognized in special value assessments.

### **Study of Non-Agricultural Influence**

To establish valid areas of the agricultural land market, the Division attempts to identify the outer boundaries of nonagricultural influences. Analysis of changes in sales prices in relation to those identified areas measures the degree of influence for land with similar agricultural features.

For 2020, Douglas, Sarpy, and Washington Counties are determined to be influenced county-wide. The area boundary ends where the relatively similar range of sale prices per acre and median sale prices per acre as compared to uninfluenced neighboring counties with similar land features occurs. Sales outside of the boundary are included in the base of sales available to indicate the uninfluenced market value for agricultural land in counties fully influenced.

### **Comparable areas and "Surrogate" Sales**

The process of determining comparable counties is the same, whether the subject county is fully influenced by non-agricultural influences or not. For purposes of determining comparable counties, the Division considers data related to the crop production and cropping patterns produced by the *United States Department of Agriculture* (USDA), as well as general soil associations indicated by the Major Land Resource Areas determined by the USDA. Land use, topography, and proximity to the subject county are considered when determining the general areas of comparability. The Division also uses cash rent data for agricultural land from the USDA, and University of Nebraska, Lincoln, in a document titled *Nebraska Farm Real Estate Market Developments 2019*.

Since the land in no two areas is identical, absolute comparability is not attainable. The goal is to identify areas reasonably comparable and in reasonable proximity to the county being measured until a sufficient sample of sales is created.

Once comparable counties are established, the method of bringing in “surrogate” sales to a county fully influenced by non-agricultural influences is similar to the process of bringing comparable sales into any county in Nebraska, which is a long established practice; the most obvious difference being the complete lack of sales from the subject county itself. Being cognizant of the results of the Division’s annual influence analyses, sales from the geographically closest comparable county to the subject county are brought in. The search then expands outward from there until a representative sample of balanced sales is achieved.

### **Assessment-to-Sales Ratio Study**

The Division creates a preliminary sales ratio analysis using the sales from the counties deemed to be most comparable. Arm’s length unimproved sales and improved sales in which the improvement value is less than 5 percent of the sale amount are considered valid for use in the ratio study. The numerator in the ratio is calculated using the agricultural land schedule of special values multiplied by the number of acres in each land capability group for each sale. The denominator in the ratio is the adjusted sale price that represents the price paid for real property.

After the counties’ filing of the Abstract of Assessment Form 45, and Assessed Value Update, the schedule of special values for the current assessment year are loaded into the ratio study to calculate new assessments for the “surrogate” sales.

The statutorily acceptable range is between 69 and 75 percent of special value. The level of value is determined by analyzing the measures of central tendency resulting from the sample. The weight given to the statistical measures is determined after confirming the representativeness of the sample. Additionally, the statistics and information regarding the majority land use are also considered.