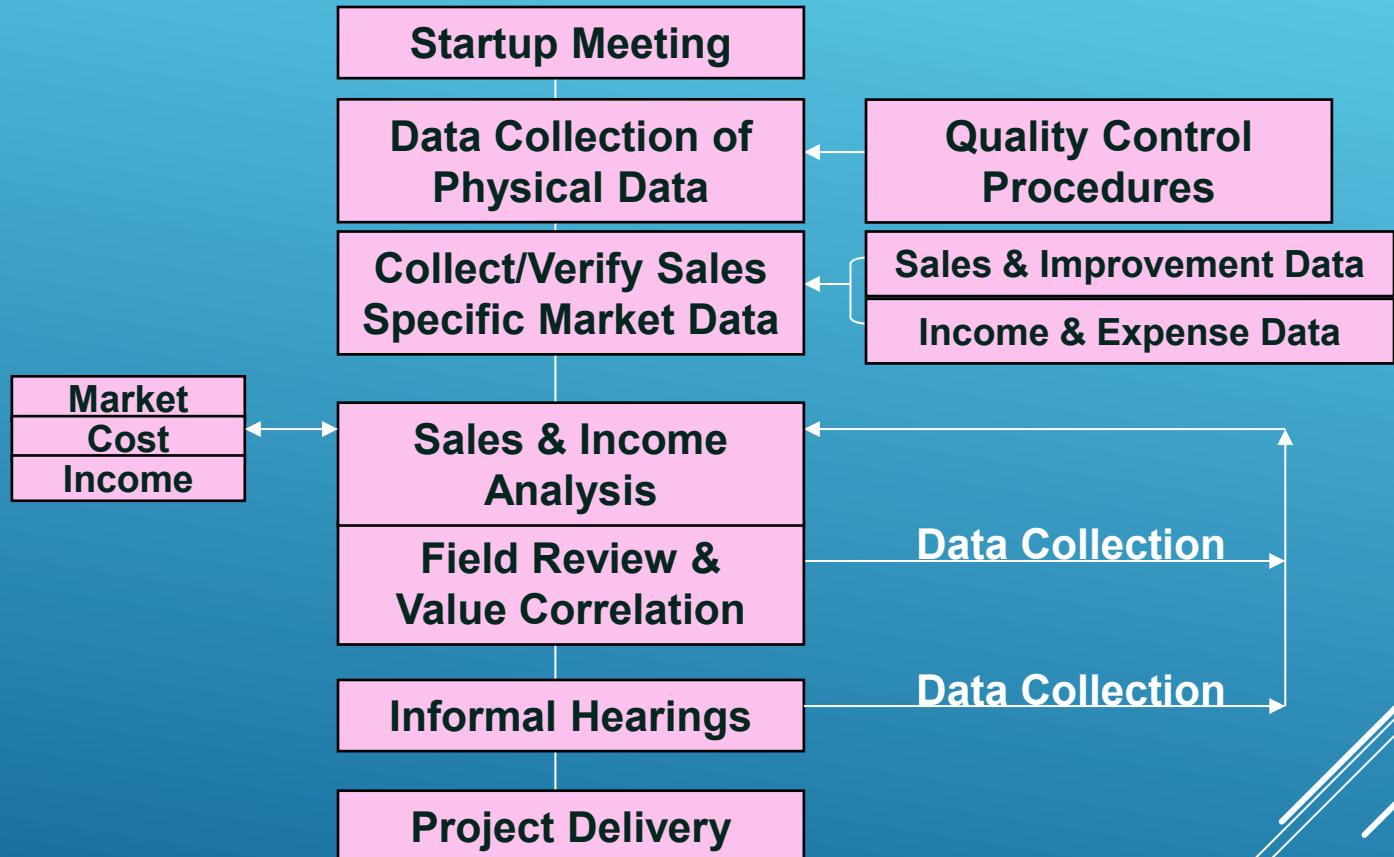


TOWN OF SALEM, NEW
HAMPSHIRE 2025/26

REVALUATION
PROCESS

REVALUATION FLOWCHART



BENEFITS OF A REVALUATION

- Corrects disproportionate taxation
- Adjusts values for market shifts
- Captures properties as they exist today
- Provides public process and transparency

DATA COLLECTION

- Vision Staff
 - Supervisor, sales data collection personnel, and field review Staff.
- Sales Listing Process
 - Complete exterior inspection of all valid sales including measuring of all the buildings on the property.
 - Interior inspection with all the information verified if the property owner allows it. Or the information is reviewed at the door, at the time of exterior inspection of the property.

DATA COLLECTION (CONTINUED) INCOME & EXPENSE INFORMATION

- Mailed questionnaires out to all commercial property owners requesting property related income and expense information
- Research publically available sources and commercial listing services for current rents in Salem only. For example, apartment complexes, self-storage, hotels etc.
- Research vacancy rates & capitalization rates within Salem only.

MARKET ANALYSIS

- A two year In-Depth Study of all valid Salem sales from: April 1st, 2024, to April 1st, 2026
- Salem Income/Expense information reviewed
- Review current construction costs for the Town
- Determine Land Prices
- Determine Building Value and Depreciation
- Delineate Neighborhoods (location adjustments)
- Set Market Rents and Capitalization Rates
- Develop Computer Models Based On Market Data
- Statistically Test for Accuracy

VALUATION

- Three Approaches to Value
 - Sales Approach
 - Cost Approach
 - Income Approach (commercial properties only)
- Set Market Values as of 4/1/2026
- Review of All Values and data in the Field, checking for Accuracy, Consistency and Equity

HOW WILL THIS EFFECT PROPERTY TAXES?

- The Town does not take in more or less taxes as a result of a revaluation
- Do not calculate your new value with the existing current tax rate
 - The new Town Tax Rate will be set for the municipality next fall by the NHDRA.
- Tax Rate =
$$\frac{\text{Budgets} - \text{Income from other sources}}{\text{Total Assessed Value of Town}}$$

INFORMAL HEARING PROCESS

- Notification to Taxpayers of New Proposed Assessment
- Information will be available on the VGSI Website
- Informal Hearings Begin
- Discuss property data and value with the Taxpayer
- Valuation Review, inspection if necessary
- Change Notice sent out as a result of Hearings

PROJECT FINALIZATION AND DELIVERY

- Final Values are Set
- Valuation Reports finalized
- All final work products delivered to town
- Appraisal Manual is completed and given to the municipality and DRA