

SEDGWICK COUNTY PROPERTY OWNERS AND MANAGERS SURVEY

12/15/20

Mark Clark, Sedgwick County Appraiser, commissioned a property owners and managers survey on the potential impact of COVID-19 on improved commercial real estate in Sedgwick County. The respondents were notified that all information received would remain confidential. However, this document will summarize the findings of those surveys. The results will be used in conjunction with a variety of other sources in establishing market values as of January 1, 2021.

The purpose of this report is to explain and document the Property Owners and Managers Survey. The intended user is the Kansas Department of Revenue Property Valuation Department (PVD), Sedgwick County Appraisers Office, the Board of County Commissioners of Sedgwick County, Kansas and the Sedgwick County Counselor's Office. The depth of the discussion contained in this report is specific to the needs of the intended users and for the intended use stated above. We are not responsible for the unauthorized use of this report.

Highlights:

- Between June 23, 2020 and November 12, 2020, around 1,451 completed surveys were received or a return of 18.4% of 7,897 unique surveys mailed out. Sedgwick County has around 9,900 improved commercial economic units, including a multitude of public buildings, like schools, fire stations, etc., that were not surveyed. The returns represent around 15% of Sedgwick County commercial economic units (See Figure 1).
- The survey results were divided into 16 categories based on the County's 2020 designated model or use of that property type. To the right in Figure 2 are the 3 types of properties with the most responses along with the number of responses.
- Some categories have considerably more properties than other categories. For example, Sedgwick County has around 2,500 industrial economic units, while there are only around 89 single-use bars/tavern economic units. To the right in Figure 3 are the three types of properties with the most responses as a percentage of that category type.

(Fig. 1) RETURNED SURVEYS	
Completed Surveys	1,451
Approx. Com Props	9,900
% Return	15%

(Fig. 2) MOST SURVEYS BY TYPE	
Category	Resp.
Industrial	455
Office-General	276
Retail	210

(Fig. 3) HIGHEST % PER TYPE	
Category	%of Ttl
Office-General	21.2%
Downtown Rows	21.0%
Auto Service	20.7%

- Survey Questions 4, 5, 6, and 7 were related to rental rate, expense, vacancy, and bad debt/delinquency. While some of the questions are more applicable to leased properties, the results did not appear to be influenced by whether or not the property was leased or owner-occupied. Also, some property owners returned multiple surveys as they owned multiple-properties. This did not change the overall results unless there were very few responses in a particular property type. Overall, the majority of responses indicated no change in rental rate, expense, vacancy or bad debt/delinquency. The results varied by category or property type. If the answers to these questions were summed with a rating of 3 being the worst outcome or the highest indication of impact to value, and 1 being no impact, then hotels by far have seen the most impact due to COVID-19 (See Figure 4).

(Fig. 4) **GREATEST IMPACT –
Score of 3 = Worst**

Category	Score
Hotel	2.85
Mobile Home Park	1.75
Apartment	1.73
Restaurant-General	1.59
Bars/Taverns	1.44
Retail	1.38
Restaurant - FF	1.34

- Survey Questions 8 through 10 were designed to gauge change in sales activity due to COVID-19. Only 47 of the 1,451 respondents indicated that their property was on the market. Of the 47 responses, the majority of respondents indicated that the asking price had changed and there were fewer buyers in the market as seen to right in Figure 5.

(Fig. 5) **PROPERTY ON MARKET**

Category	Resp.
On the Market	47
Change in Price	53%
Change in Buyers	53%

- Sales are very important to county appraisers in Kansas for setting values and to meet Kansas Department of Revenue Property Valuation Department (PVD) sales ratio compliance standards. The County strives to value property based on what a property could sell for on the open market using mass appraisal techniques. Of the 47 responses, listings or sales on 23 of the properties were found, although no hotels were included. The listings and sales relationship with the 2020 county appraised value was reviewed (See Figure 6). With the exception of one sale, all of the listings or sales after the start of COVID-19 are still above the 2020 county appraised value.

(Fig. 6) **SALES OR LIST PRICE
COMPARED TO COUNTY
2020 VALUE**

Sales or Listings	No.
Sales Price or Listing Above 2020 Appraised Value	23
Sales Price or Listing Above 2020 Appraised Value	1

- The one sale that did not sell above the county appraised value (See Figure 6), sold in March 2020 and was a distressed sale, and therefore was not a valid sale. The property is now back on the market at a much higher list price than the 2020 County appraised value.
- Survey Question 11 allowed for comments by the respondents, which were particularly helpful in understanding their Survey Questions 1 through 10. The impact of COVID-19 varied between economic units even within the same property types. The majority of responses indicated no change in rental rate, expense, vacancy, and bad debt/delinquency due to COVID-19. Some of the comments even reflected the fact that there was no impact due to COVID-19. There were many responses indicating decreases in rental rates, increases in expenses and bad debt/delinquencies, along with higher vacancies. Hardships included reduction in rent, loss or delinquent rent, and was noted typically over a couple of months. Some indicated a loss in business. For those that had vacant space, it was very difficult to lease out space that was already vacant. There were a few comments regarding funding from government programs. Any Coronavirus Aid, Relief, and Economic Security (CARES funding) or Grants provided by the Federal, State or local government **will not be considered in the 2021 valuation.**

- An attempt was made to quantify the comments by category and type of comment. Below are the categories or property types with 15 or more responses to Question 11. Figure 7 shows the number of responses per category and the most frequent comments. The dichotomy or extreme differences in viewpoints can be particularly seen in the comments for industrial buildings, where there is a similar number of responses indicating a loss of business and specifically indicating there is no change in the property due to COVID-19.

(Fig 7) MOST FREQUENT COMMENTS BY CATEGORY OR PROPERTY TYPE		
Category	Resp.	Most Frequent Type of Comment Found in Responses
Apartment	28	Foot Traffic, Finding new tenants
Auto Service	35	Delinquent Rent/Expenses increased
Downtown Row	17	Mostly General Comments on Condition of Property
Hotel	16	Loss in Business
Industrial	90	Loss in Business/No Change due to COVID-19
Office - General	73	Mostly General Comments, Difficulty Finding New Tenants
Restaurant-General	16	Loss in Rent
Retail	85	Reduction or Loss in Rent/Tenant Move-Outs

On the following pages the reader will find a more detailed analysis of the survey. Graphical results for Questions 4 through 7 for the 16 property types and copies of the online and mailed survey can be found at the end of this report.

RESPONSES BY TIME FRAME

Since COVID-19 first became a concern in early 2020, there are some periods of time that would seem to have more of an impact on Sedgwick County commercial real estate than others. For example, on March 16, 2020, a State of Local Disaster Emergency was called, and gatherings with more than 50 attendees were prohibited by the Sedgwick County Health Officer, Dr. Garold Minns. On March 24, 2020, the Sedgwick County Health Officer issued a Stay at Home Order starting March 25, excluding “essential businesses.”

The initial COVID-19 survey was implemented online in June 2020. Due to a limited number of online responses, a letter was mailed out in the fall of 2020 with the survey attached. Additional instructions were included for respondents that would rather fill out the survey online. Around 90% of the surveys were completed by mail. As noted to the right, the majority of the surveys were completed in the fall of 2020 indicating very current results. Copies of both the online survey and the mailed out survey can be found at the back of this document.

RETURNED SURVEYS	
Survey Date	Returns
06/1/20 – 8/31/20	13
09/1/20-11/12/20	1,438
Total Surveys	1,451

Of the 1,451 surveys, there were 24 economic units with 1 or 2 duplicates submitted over different periods of time or submitted at the same time but for different period of times, providing a snapshot over time. Seven of the 21 properties showed a change in Questions 4 through 7. If anything, the surveys indicate that the responses became more negative as time progressed. From these responses, the market may have softened more as time went on rather than improved after the initial closings. However this conclusion was drawn on a small sample size (25 economic units).

CHANGES IN BY TIME FRAME QUESTIONS 4 THROUGH 7			
Category	Date (2020)	1 st Change in Response	2 nd Change in Response
Retail	06/01- 08/31	Bad Debt Unchanged	
	03/01- 05/31	Bad Debt Increased	
Office	06/01- 08/31	5% to 10% reduction in the Rental Rate	
	03/01- 05/31	0% to 5% reduction in the Rental Rate	
Medical	09/01- 11/30	Expenses increased between 5% to 10%	
	03/01- 05/31	No change in expenses	
Office	09/01- 11/30	Expenses increased less than 5%	Bad Debt Unchanged
	03/01- 05/31	No change in expenses	Bad Debt Increased
Restaurant	09/01- 11/30	Expenses increased by more than 10%	Vacancy increased by more than 50%
	03/01- 05/31	No change in expenses	No change in vacancy
Retail	09/01- 11/30	Expenses increased by more than 10%	
	06/01- 08/31	Not sure	
Industrial/ Warehouse	09/01- 11/30	No change in expenses	
	06/01- 08/31	Expenses increased less than 5%	

RESPONSES BY CATEGORY TYPE

Question from Mail-in Survey:

WHAT PROPERTY TYPE CATEGORY BEST FITS YOUR PROPERTY?

☐ APARTMENT

☐ HOTEL/MOTEL

☐ INDUSTRIAL/WAREHOUSE

☐ MINI STORAGE

☐ OFFICE

☐ RETAIL

☐ RESTAURANT

☐ FAST FOOD

☐ MANUFACTURED HOME PARK

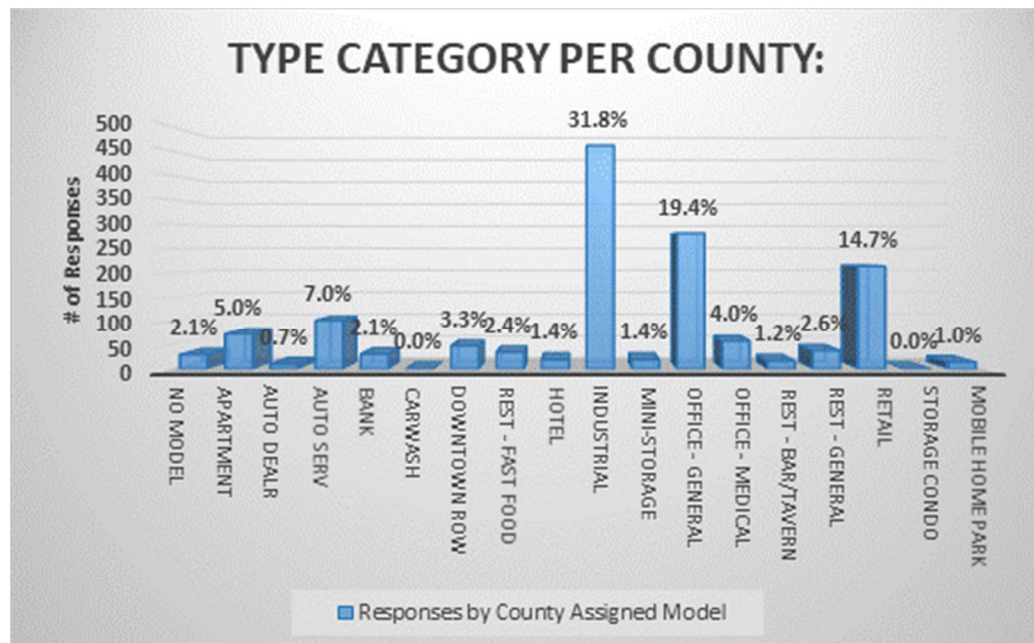
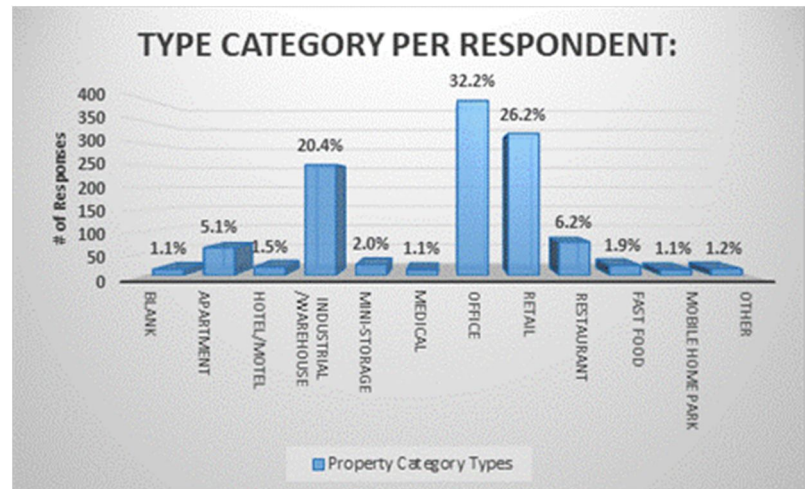
Comments Regarding Question:

The intent of the question was to sort the responses by type and to identify which type of properties saw the most impact from COVID-19. The question caused some confusion when there were multiple-types of uses within the property (like a downtown row building with residential on top floor), or the respondent did not believe that there is a category that fit their property.

Summary of Results:

The chart to the right, is the percentage of property types based on the respondent's first choice of property type and the 1,451 returned surveys. The majority of responses were for industrial due to size of category.

Below is the percentage of responses based on the county's 2020 designated models or use of the property with 16 categories being considered.



Summary of Results for Category Type (Contd.):

Sedgwick County has approximately 9,900 improved commercial economic units, including a multitude of public buildings, like schools, fire stations, etc., that were not surveyed. As noted on the previous page, the survey results were divided into 16 categories or property types based on the 2020 County's designated model or use of that property.

The largest number of responses returned were for industrial properties. These comprise approximately 26% of the commercial economic units in Sedgwick County and are on the industrial model. The "no model" category, another category with a large percentage of properties, is somewhat deceptive as it includes exempt and non-exempt taxed properties. The "no model" description is for properties where an income or sales model is not typically employed and the property is valued using a cost approach.

For example, day care centers are a part of the "No Model" category and 10 surveys out of 48 daycare economic units have been returned for a percentage of 21%. In addition, some properties have unique features, like excessively large land-to-building ratios and do not work well within models and can fall within the "no model" group. Many public buildings like schools, libraries, fire stations, etc., are typically valued using a cost approach. Surveys were not sent out to properties that were exempt from real estate taxes, and one of the reasons the response rate is so low for the "no model" group.

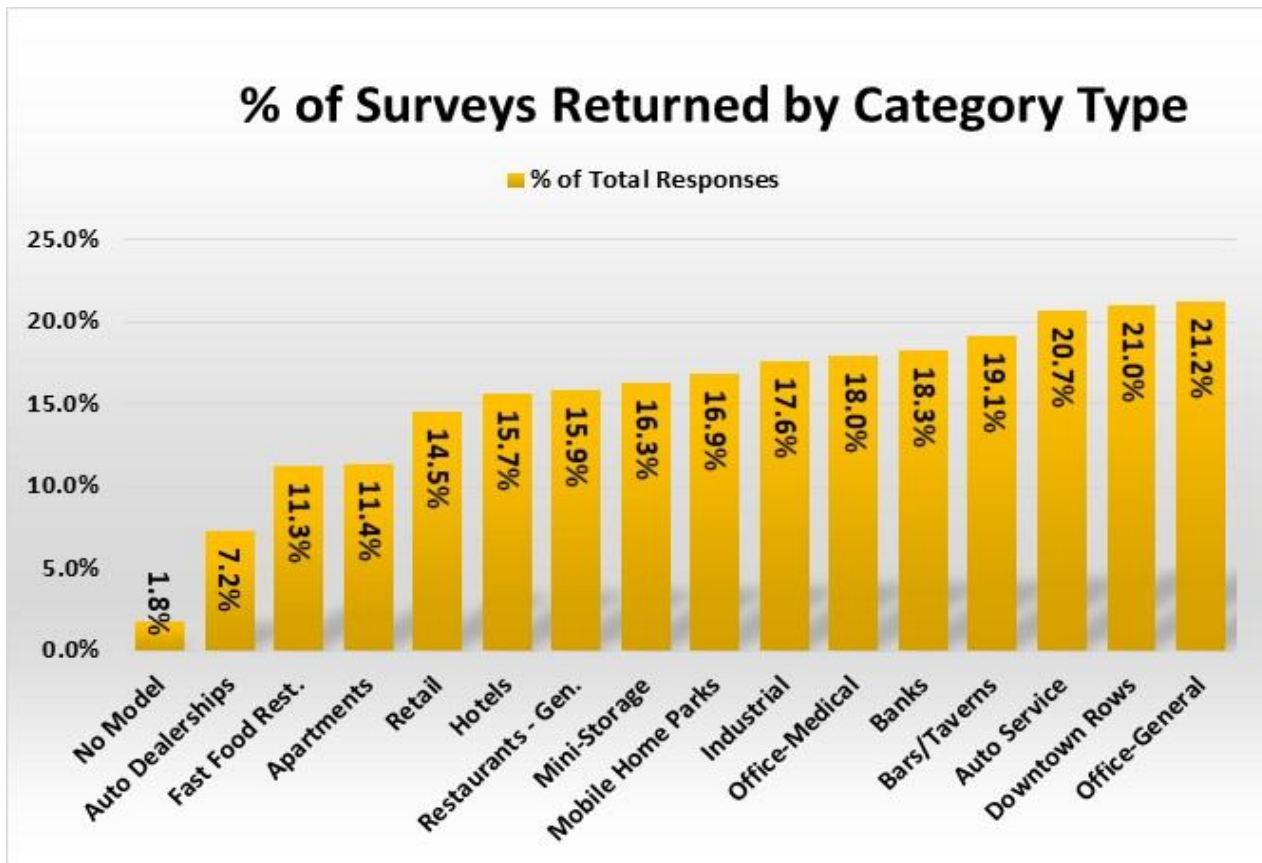
The commercial categories used and the number by responses can be found to the right. There were 1,451 surveys returned, but 24 of these were duplicate surveys of a different time period for 1,427 unique surveys.

There are 1,663 economic units in the no model category, or 17% of the 9,899 commercial economic units in Sedgwick County (1,663/9,899). There were 30 surveys returned. This is 1.8% of the property type (30/1,663 properties) and 2.1% of all returned surveys (30/1,427 total surveys).

Model Description	# of Props in County	% of Prop.	Survey Count	% of Surveys Per Type	% of Total Resp.
No Model	1,663	17%	30	1.8%	2.1%
Auto Dealerships	138	1%	10	7.2%	0.7%
Fast Food Rest.	310	3%	35	11.3%	2.5%
Apartments	642	6%	73	11.4%	5.1%
Retail	1,450	15%	210	14.5%	14.7%
Hotels	115	1%	18	15.7%	1.3%
Restaurants - Gen.	233	2%	37	15.9%	2.6%
Mini-Storage	123	1%	20	16.3%	1.4%
Mobile Home Parks	83	1%	14	16.9%	1.0%
Industrial	2,577	26%	455	17.7%	31.9%
Office-Medical	306	3%	55	18.0%	3.9%
Banks	164	2%	30	18.3%	2.1%
Bars/Taverns	89	1%	17	19.1%	1.2%
Auto Service	478	5%	99	20.7%	6.9%
Downtown Rows	229	2%	48	21.0%	3.4%
Office-General	1,300	13%	276	21.2%	19.3%
Totals:	9,900	100%	1,427		100%
Total Responses - Incl. 24 Duplicates			1,451		

Summary of Results for Category Type (Contd.):

The graph below, is the graphical representation of the table on the previous page, and shows the smallest to the largest percentage of responses by property category type, with the orange bars showing the percentage of surveys returned. The percentage of responses typically range from 15 to 21%. Bars/Taverns are single-use economic units.



The table to the right shows the property types with the greatest impact based on their responses for Questions, 4, 5, 6 and 7. The percent of responses could be seen as an indication of impact, with a higher percentage of returns for those properties that have seen the most impact from COVID-19. However, this does not appear to be the case. Note hotels appear to have seen the greatest impact, but the response rate was only 15.7%

GREATEST IMPACT – Score of 3 = Worst	
Category	Score
Hotel	2.85
Mobile Home Park	1.75
Apartment	1.73
Restaurant-General	1.59
Bars/Taverns	1.44
Retail	1.38
Restaurant - FF	1.34

Q1. RESPONSES BY OWNERSHIP TYPE

Question 1 from Mail-in Survey:

1. IS YOUR PROPERTY OWNER-OCCUPIED OR LEASED?

☐ OWNER

☐ LEASED

☐ MIXED OWNER AND LEASED

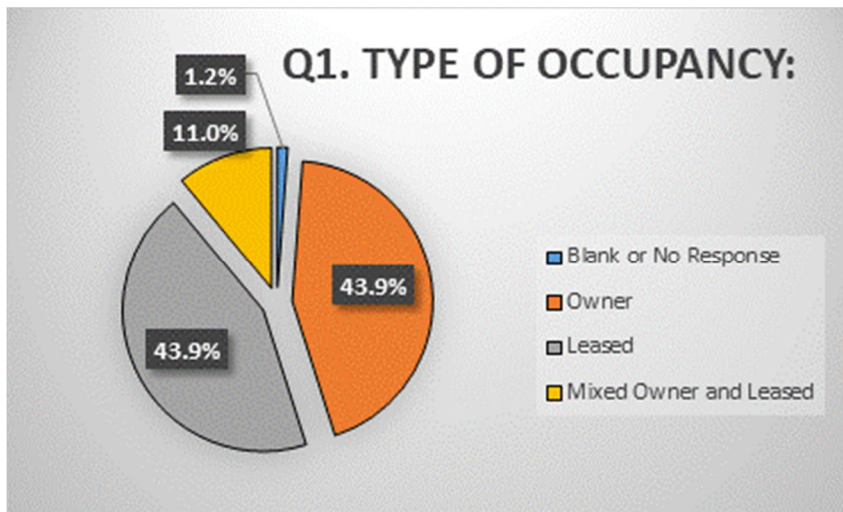
Comments Regarding Question:

Commercial real estate in Sedgwick County is made up of owner-occupied users and investment properties with tenants. The survey was designed to capture responses from both owner-occupied and leased properties as both could see potential impacts from COVID-19.

Some types of real estate may have more owner-users as opposed to tenants. For example, single-user office buildings tend to have more owner-users in the market as opposed to multi-tenant office buildings which are more likely to be an investment property with tenants.

Some of the questions, like changes in a rental rate and bad debt would apply more to a rental property than an owner-occupied property. However, respondents of owner-occupied buildings also saw loss in business which was reflected in the results. A review was made of Questions 4-to-7 segregated by occupancy. The results can be found on the following page.

Q1. Summary of Results:



Q1. TYPE OF OCCUPANCY		
Type	Results	%
Blank	17	1.2%
Owner	637	43.9%
Leased	637	43.9%
Mixed Owner and Leased	160	11.0%
Totals	1,451	100.0%

Q1. Summary of Results for Ownership Type (Contd.):

Below are summaries for Questions 4, 5, 6, and 7, broken down by ownership type, and negative impact or no change. Not considered are blank responses, or positive changes. Regardless of whether owner-occupied, leased or mixed use, the majority of answers show no change, indicating that type of ownership does not skew the data. Therefore, the results can be combined together regardless of occupancy.

Q4: CHANGES IN RENTAL RATE BY OWNERSHIP DUE TO COVID-19						
	5-to-10% Reduction in Rate		0-to-5% Reduction in Rate		Unchanged Rental Rate	
Owner Type	Results	%	Results	%	Results	%
Owner	28	4%	10	2%	375	59%
Leased	134	21%	25	4%	401	63%
Mixed Owner and Leased	25	16%	6	4%	113	71%
1117 of 1451 Responses	187		41		889	

Q5: CHANGES IN VACANCY BY OWNERSHIP DUE TO COVID-19								
	Vacancy Increased > 50%		Vacancy Increased 25-to-50%		Vacancy Increased Less Than 25%		No Change in Vacancy	
Owner Type	Results	%	Results	%	Results	%	Results	%
Owner	16	3%	14	2%	4	1%	429	67%
Leased	46	7%	35	5%	61	10%	454	71%
Mixed Owner and Leased	6	4%	9	6%	14	9%	122	76%
1210 of 1451 Responses	68		58		79		1005	

Q6. CHANGES IN BAD DEBT/DELINQUENCY DUE TO COVID-19				
	Increased		Unchanged	
Owner Type	Results	%	Results	%
Owner	33	5%	436	68%
Leased	160	25%	410	64%
Mixed Owner and Leased	30	19%	114	71%
1183 of 1451 Responses	223		960	

Q7: CHANGES IN EXPENSES BY OWNERSHIP DUE TO COVID-19								
	Expenses Increased > 10%		Expenses Increased 5-to-10%		Expenses Increased 0-to-5%		No Change in Expenses	
Owner Type	Results	%	Results	%	Results	%	Results	%
Owner	45	7%	42	7%	44	7%	393	62%
Leased	48	8%	36	6%	59	9%	424	67%
Mixed Owner and Leased	15	9%	10	6%	15	9%	99	62%
1230 of 1451 Responses	108		88		118		916	

In conclusion, the type of occupancy type does not skew the data. In the following pages, **all types of ownership will be considered together**. It was noted that the type or category of property does change the data for these questions dramatically which will be considered in the following pages.

Q2 and Q3. CHANGES IN VACANCY BEFORE AND AFTER THE START OF COVID-19

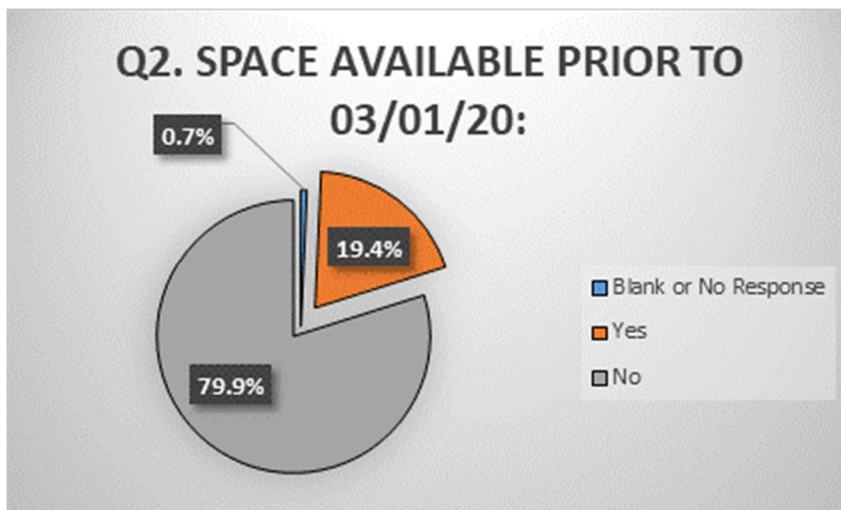
Questions 2 and 3 from Mail-in Survey:

2. DID YOU HAVE ANY SPACE BECOME AVAILABLE FOR LEASE PRIOR TO MARCH 1ST?
____ YES ____ NO
3. DID YOU HAVE ANY SPACE FOR LEASE DURING THE PERIOD OF MARCH 1ST TO JUNE 30TH?
____ YES ____ NO

Comments Regarding Question:

Questions 2 and 3 are related to Question 5. The questions were intended to measure permanent loss of a tenant directly due to COVID-19. Question 2 gauges vacancy prior to COVID-19. Question 3 gauges vacancy after COVID-19 occurred. If COVID-19 had an impact on vacancy, Question 3 would have a much higher number of responses than Question 2.

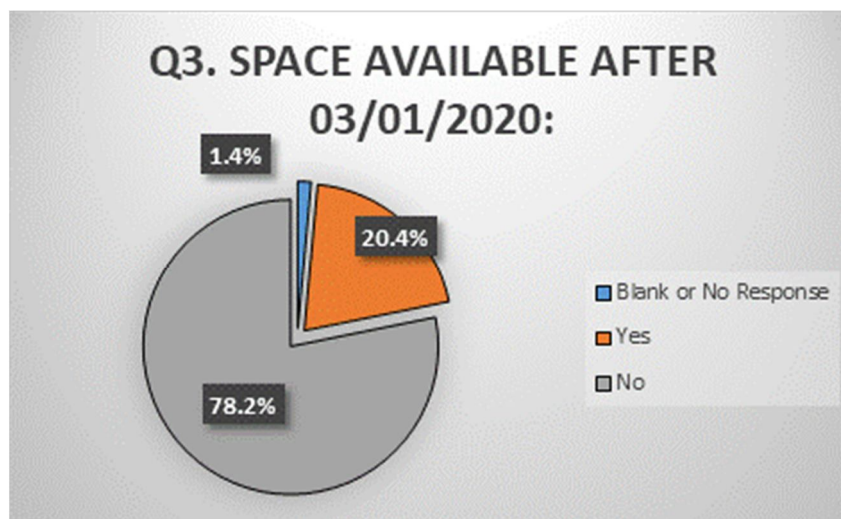
Q2. Summary of All Results:



As of March 1, 2020, COVID-19 became readily publicized and government restrictions were put into place.

As noted by the graphs to the left, there was only a 1% difference in space becoming available before and after March 1, 2020. This would indicate that a very limited number of tenants physically moved out due to COVID-19.

This is also supported by comments in the surveys. There was a much higher percentage of comments made that a space may have been temporarily closed, or the tenant stopped paying rent, or rent was adjusted, than an actual move-out.



QUESTION 4. CHANGES IN RENTAL RATE DUE TO COVID-19

Q4. Question from Mail-in Survey:

4. HAVE THERE BEEN CHANGES IN THE RENTAL RATE FOR YOUR PROPERTY DUE TO COVID-19?

☐ 5%-10% REDUCTION

☐ 0%-5% REDUCTION

☐ NO CHANGE IN RENTAL RATE

☐ 0%-5% INCREASE

☐ 5%-10% INCREASE

☐ GREATER THAN 10% INCREASE

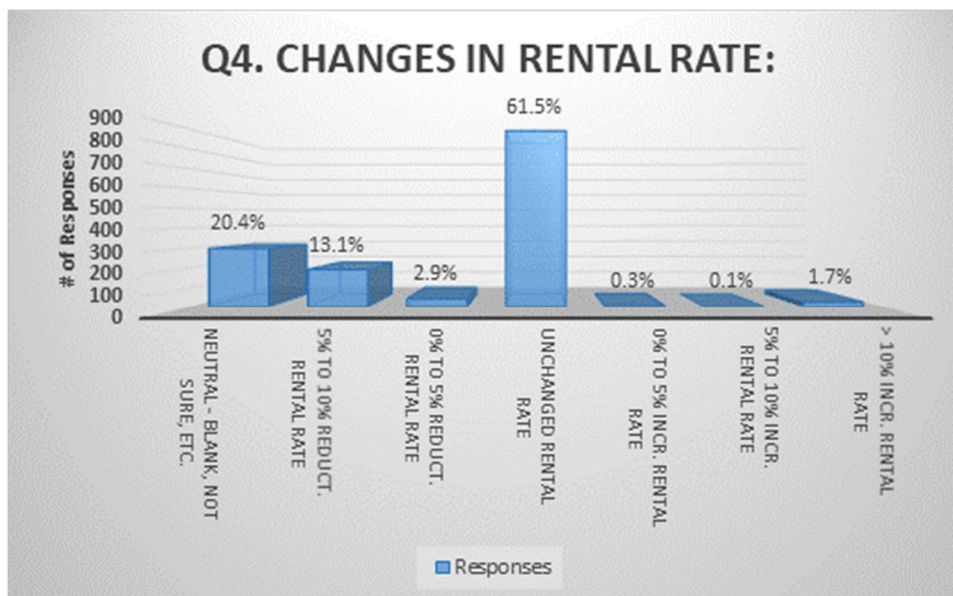
☐ NOT SURE

Comments Regarding Question:

The intent of the question was to find out if a tenant had vacated the space due to COVID-19, and then was the property listed back on the market at a lower rent. So for example, if a tenant who was paying \$10 per square foot per year in rent moved out due to COVID-19, was the space relisted at \$9.75 per square foot per year, or a 0%-5% Reduction. Questions were included about an increase in rent, because at the beginning of the year some property types were seeing upward trends in rents. However, the answers provided by respondents appear to reflect an annualized reduction of rent even if the reduction was only short-term. A small percentage of surveys indicating it was owner-occupied but also indicated a change in rental rate, which may have been a perceived loss in business correlated to a rental rate. Many owner-occupied surveys were marked not sure, N/A, etc. or left blank.

Q4. Summary of All Results:

As noted on the right and the corresponding graph below, the majority of respondents or 61.5% indicated an unchanged rental rate.



Q4. CHANGES IN RENTAL RATE:		
Answer	Results	%
Blank/Not Sure	296	20.4%
5% to 10% Reduction Rental Rate	190	13.1%
0% to 5% Reduction Rental Rate	42	2.9%
Unchanged Rental Rate	892	61.5%
0% to 5% Increase in Rental Rate	5	0.3%
5% to 10% Increase in Rental Rate	1	0.1%
> 10% Increase in Rental Rate	25	1.7%
Totals	1,451	100.0%

Q4. Changes in Rental Rate Due to COVID-19 by Property Type:

If broken down by property type with the only consideration being no change in rent, or negative responses of rental rates decreasing between 5 and 10%, or between 0 and 5%, the majority of most property types showed no change in rental rate. The one exception is hotels. The rest of the responses were neutral, such as left blank, not sure, or indicated an increase in rent as noted on the previous page.

Q4: CHANGES IN RENTAL RATE BY TYPE DUE TO COVID-19 (All Properties)						
	5-to-10% Reduction in Rate		0-to-5% Reduction in Rate		Unchanged Rental Rate	
Property Type	Results	%	Results	%	Results	%
Hotel	17	85%	2	10%	1	5%
Restaurant-General	8	21%	2	5%	14	37%
Mini-Storage	2	10%	0	0%	9	45%
Auto Service	14	14%	1	1%	52	51%
Bank	0	0%	0	0%	16	52%
Apartment	15	21%	8	11%	43	59%
Auto Dealership	1	10%	0	0%	6	60%
Mobile Home Park	4	29%	1	7%	9	64%
Retail	43	20%	4	2%	125	59%
Restaurant - FF	7	20%	1	3%	23	66%
Downtown Row	5	10%	3	6%	30	63%
Industrial	34	7%	9	2%	292	63%
Office - General	30	11%	9	3%	195	69%
Office - Medical	4	7%	1	2%	45	78%
Bars/Taverns	3	18%	1	6%	12	71%
No Models	3	10%	0	0%	20	67%
1124 of 1451 Responses	190	13%	42	3%	892	61%

Many owners submitted surveys for multiple properties they owned, which was welcomed and encouraged. The chart below includes only unique ownership surveys within property types. If more than one survey for a property type was received by the same ownership, only one survey was included below.

Q4: CHANGES IN RENTAL RATE BY TYPE DUE TO COVID-19 (Unique Owner)						
	5-to-10% Reduction in Rate		0-to-5% Reduction in Rate		Unchanged Rental Rate	
Property Type	Results	%	Results	%	Results	%
Hotel	11	85%	2	15%	0	0%
Restaurant-General	5	15%	2	6%	13	39%
Mini-Storage	1	11%	0	0%	7	78%
Auto Service	6	8%	1	1%	41	54%
Bank	0	0%	0	0%	7	64%
Apartment	2	4%	6	13%	34	72%
Auto Dealership	0	0%	0	0%	5	63%
Mobile Home Park	3	27%	1	9%	7	64%
Retail	31	18%	3	2%	102	60%
Restaurant - FF	6	26%	1	4%	12	52%
Downtown Row	4	10%	3	7%	26	62%
Industrial	26	7%	9	2%	248	64%
Office - General	21	9%	8	4%	162	71%
Office - Medical	3	6%	1	2%	40	77%
Bars/Taverns	2	29%	1	14%	3	43%
No Models	3	11%	0	0%	17	63%
886 of 1142 Responses	124	11%	38	3%	724	63%

Q5. CHANGES IN VACANCY DUE TO COVID-19:

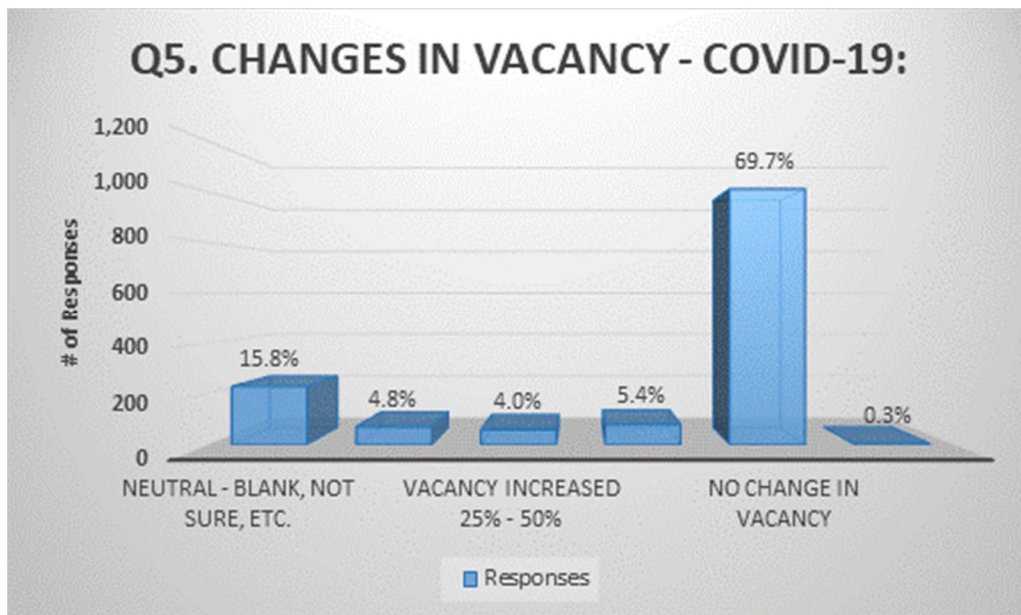
Q5. Question from Mail-in Survey:

5. HAVE THERE BEEN CHANGES IN TENANT VACANCY FOR YOUR PROPERTY DUE TO COVID-19?
- ☐ VACANCY INCREASED BY MORE THAN 50%
 - ☐ VACANCY INCREASED BETWEEN 25% AND 50%
 - ☐ VACANCY INCREASED LESS THAN 25%
 - ☐ NO CHANGE IN VACANCY
 - ☐ OCCUPANCY INCREASED
 - ☐ NOT SURE

Comments Regarding Question:

The intent of the question was to find out if COVID-19 caused commercial real estate to encounter more vacancy. The question is closely tied to Questions 2 and 3. In some cases, the responses to Question 5 appear to include changes in bad debt/delinquency if the tenant had to temporarily close which was addressed in Question 6. Some surveys with owner-occupied spaces also indicated increased vacancy as well, and again may be due to the business having to temporarily close or less space being used.

Q5. Summary of All Results:



Q5. CHANGES IN VACANCY FROM COVID-19		
Answer	Results	%
Neutral - Blank, Not Sure, Etc.	229	15.8%
Vacancy increased > 50%	70	4.8%
Vacancy increased 25% - 50%	58	4.0%
Vacancy increased < 25%	79	5.4%
No change in vacancy	1,011	69.7%
Occupancy increased	4	0.3%
Totals	1,451	100.0%

As noted to the left and the graph above, the majority of respondents indicated no change in vacancy, followed by a neutral response such as not sure, left blank, etc.

Q5. Changes in Vacancy Due to COVID-19 by Property Type:

If broken down by property type with the only consideration being no change in vacancy, or a negative response of vacancy increasing greater than 50%, between 25 and 50%, or less than 25%, the majority of most property types showed no change in vacancy. See graph below. The rest of the responses were neutral, such as left blank, not sure, or indicated a decrease in vacancy as noted on the previous page.

Q5: CHANGES IN VACANCY BY TYPE DUE TO COVID-19 (All Properties)								
	Vacancy Increased > 50%		Vacancy Increased 25-to-50%		Vacancy Increased Less than 25%		No Change in Vacancy	
Property Type	Results	%	Results	%	Results	%	Results	%
Hotel	10	50%	7	35%	2	10%	1	5%
Restaurant-General	5	13%	3	8%	0	0%	21	55%
Mini-Storage	0	0%	1	5%	12	60%	6	30%
Auto Service	2	2%	5	5%	1	1%	70	69%
Bank	0	0%	1	3%	0	0%	13	42%
Apartment	3	4%	7	10%	27	37%	30	41%
Auto Dealership	1	10%	0	0%	0	0%	7	70%
Mobile Home Park	0	0%	1	7%	7	50%	4	29%
Retail	14	7%	12	6%	15	7%	148	69%
Restaurant - FF	3	9%	1	3%	0	0%	29	83%
Downtown Row	1	2%	1	2%	1	2%	37	77%
Industrial	12	3%	5	1%	4	1%	346	75%
Office - General	15	5%	11	4%	10	4%	212	75%
Office - Medical	1	2%	0	0%	0	0%	53	91%
Bars/Taverns	3	18%	1	6%	0	0%	12	71%
No Models	0	0%	2	7%	0	0%	22	73%
1218 of 1451 Responses	70	5%	58	4%	79	5%	1011	70%

Many owners submitted surveys for multiple properties they owned, which was welcomed and encouraged. The table below includes only unique ownership surveys within property types. Note that responses were slightly skewed negative for mini-storage projects and hotels due to one property owner's responses.

Q5: CHANGES IN VACANCY BY TYPE DUE TO COVID-19 (Unique Owner)								
	Vacancy Increased > 50%		Vacancy Increased 25-to-50%		Vacancy Increased Less than 25%		No Change in Vacancy	
Property Type	Results	%	Results	%	Results	%	Results	%
Hotel	5	38%	6	46%	2	15%	0	0%
Restaurant-General	4	12%	3	9%	0	0%	17	52%
Mini-Storage	0	0%	0	0%	3	33%	5	56%
Auto Service	0	0%	4	5%	0	0%	53	70%
Bank	0	0%	1	9%	0	0%	6	55%
Apartment	0	0%	5	11%	14	30%	24	51%
Auto Dealership	1	13%	0	0%	0	0%	5	63%
Mobile Home Park	0	0%	1	9%	6	55%	3	27%
Retail	7	4%	7	4%	12	7%	122	72%
Restaurant - FF	3	13%	1	4%	0	0%	17	74%
Downtown Row	1	2%	1	2%	1	2%	32	76%
Industrial	6	2%	5	1%	2	1%	296	77%
Office - General	13	6%	11	5%	7	3%	174	77%
Office - Medical	1	2%	0	0%	0	0%	47	90%
Bars/Taverns	1	14%	1	14%	0	0%	4	57%
No Models	0	0%	2	7%	0	0%	19	70%
961 of 1142 Responses	42	4%	48	4%	47	4%	824	72%

Q6. CHANGES IN BAD DEBT/DELINQUENCY DUE TO COVID-19:

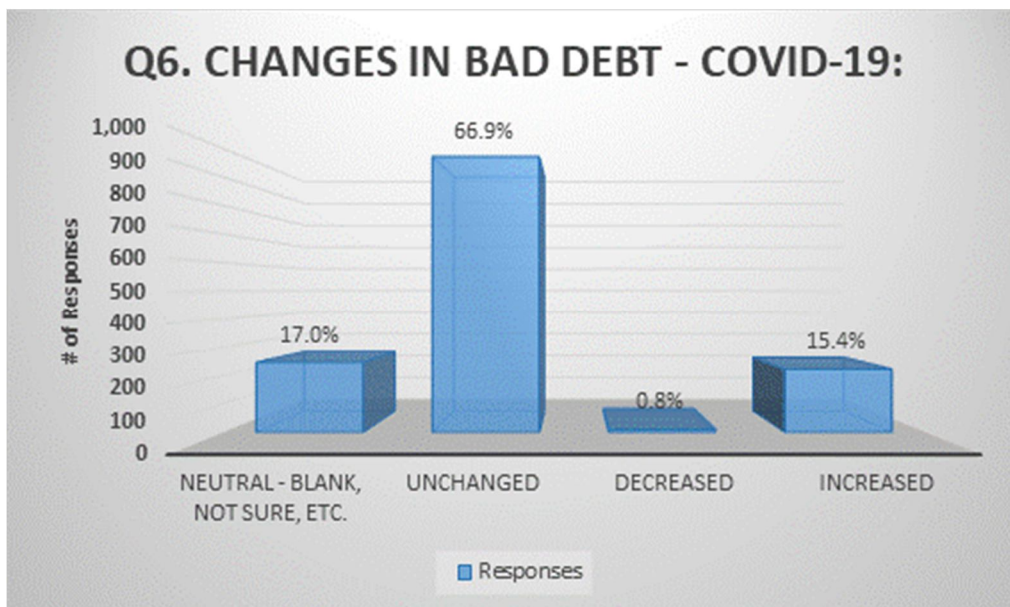
Q6. Question from Mail-in Survey:

6. HAVE THERE BEEN CHANGES IN BAD DEBT/DELINQUENCY FOR YOUR PROPERTY DUE TO COVID-19?
- ☐ UNCHANGED
- ☐ DECREASED
- ☐ INCREASED
- ☐ NOT SURE

Comments Regarding Question:

The intent of the question was to find out if bad debt/delinquency occurred due to COVID-19. The term bad debt is frequently found in apartment expense statements. Bad debt is similar to delinquency and would indicate that tenants stopped paying rent, or were late on payment or couldn't pay rent.

Q6. Summary of All Results:



Q6. CHANGES IN BAD DEBT FROM COVID-19		
Answer	Results	%
Neutral - Blank, Not Sure, Etc.	247	17.0%
Unchanged	970	66.9%
Decreased	11	0.8%
Increased	223	15.4%
Totals	1,451	100.0%

As noted to the left and the graph above, the majority of respondents (66.9%) indicated no change in bad debt/delinquency regardless of tenant, owner or mixed occupancy. The remaining percentage typically was neutral for owner-occupied properties, and increased for leased properties. Refer back to results for ownership.

Q6. Changes in Bad Debt/Delinquency Due to COVID-19 by Property Type:

If broken down by property type with the only consideration being no change in bad debt/delinquency, or a response indicating bad debt/delinquency was increasing, the majority of most property types showed no change in bad debt/delinquency. See table below. The rest of the responses were neutral, such as left blank, not sure, or indicated a decrease in bad debt/delinquency as noted on the previous page.

Q6: CHANGES IN BAD DEBT BY TYPE DUE TO COVID-19 (All Properties)				
	Increased		Unchanged	
Property Type	Resp.	%	Resp.	%
Hotel	7	35%	7	35%
Restaurant-General	7	18%	22	58%
Mini-Storage	10	50%	6	30%
Auto Service	19	19%	66	65%
Bank	0	0%	13	42%
Apartment	40	55%	25	34%
Auto Dealership	2	20%	6	60%
Mobile Home Park	9	64%	5	36%
Retail	51	24%	127	60%
Restaurant - FF	5	14%	26	74%
Downtown Row	7	15%	31	65%
Industrial	33	7%	340	74%
Office - General	27	10%	212	75%
Office - Medical	0	0%	52	90%
Bars/Taverns	4	24%	10	59%
No Models	2	7%	22	73%
1193 of 1451 Responses	223	15%	970	67%

Many owners submitted surveys for multiple properties they owned, which was welcomed and encouraged. The table below includes only unique ownership surveys within property types. Note that responses were skewed negative for mini-storage projects and hotels due to one property owner's responses.

Q6: CHANGES IN BAD DEBT BY TYPE DUE TO COVID-19 (Unique Owner)				
	Increased		Unchanged	
Property Type	Resp.	%	Resp.	%
Hotel	5	38%	6	46%
Restaurant-General	5	15%	19	58%
Mini-Storage	2	22%	4	44%
Auto Service	8	11%	55	72%
Bank	0	0%	6	55%
Apartment	24	51%	16	34%
Auto Dealership	1	13%	5	63%
Mobile Home Park	7	64%	4	36%
Retail	33	19%	107	63%
Restaurant - FF	5	22%	15	65%
Downtown Row	6	14%	27	64%
Industrial	24	6%	292	76%
Office - General	21	9%	175	77%
Office - Medical	0	0%	46	88%
Bars/Taverns	2	29%	3	43%
No Models	2	7%	19	70%
994 of 1142 Responses	145	13%	799	70%

Q7. CHANGES IN EXPENSES DUE TO COVID-19:

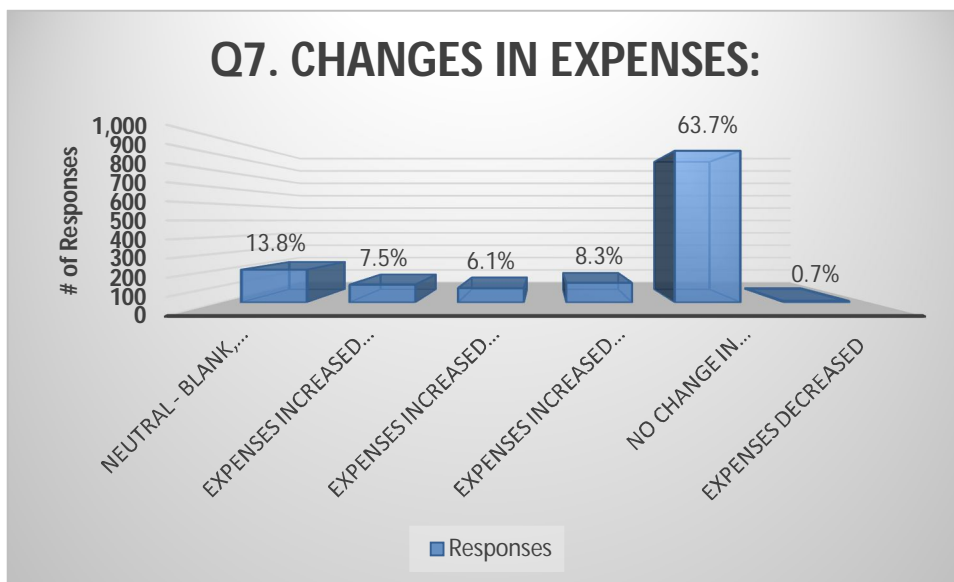
Q7. Question from Mail-in Survey:

7. HAVE THERE BEEN CHANGES IN EXPENSES FOR YOUR PROPERTY DUE TO COVID-19?
- ___ EXPENSES INCREASED BY MORE THAN 10%
 - ___ EXPENSES INCREASED BETWEEN 5% AND 10%
 - ___ EXPENSES INCREASED LESS THAN 5%
 - ___ NO CHANGE IN EXPENSES
 - ___ EXPENSES DECREASED
 - ___ NOT SURE

Comments Regarding Question:

The intent of the question was to find out if increases in expenses occurred due to COVID-19, which should be expenses to the real estate as opposed to personal property items. For example, one respondent indicated that they had to replace glass due to vacancy followed by vandalism after COVID-19. A few respondents indicated that they had to make some alterations to their space due to COVID-19.

Q7. Summary of All Results:



Q7. CHANGES IN EXPENSES FROM COVID-19		
Answer	Results	%
Neutral - Blank, Not Sure, Etc.	200	13.8%
Expenses increased > 10%	109	7.5%
Expenses increased 5% -10%	88	6.1%
Expenses increased less than 5%	120	8.3%
No change in expenses	924	63.7%
Expenses decreased	10	0.7%
Totals	1,451	100.0%

As noted to the left and the graph above, the majority of respondents indicated no change in expenses, followed by a neutral response such as not sure, left blank, etc.

Q7. Changes in Expenses Due to COVID-19 by Property Type:

If broken down by property type with the only consideration being no change in expenses, or a negative response regarding expenses, like expenses are increasing, the majority of most property types showed no change in expenses. See table below. The rest of the responses were neutral, such as blank, not sure, or indicated a decrease in expenses as noted on the previous page.

Q7: CHANGES IN EXPENSES BY TYPE DUE TO COVID-19 (All Properties)								
Property Type	Expenses Increased > 10%		Expenses Increased 5-to-10%		Expenses Increased 0-to-5%		No Change in Expenses	
	Results	%	Results	%	Results	%	Results	%
Hotel	12	60%	3	15%	2	10%	2	10%
Restaurant-General	11	29%	5	13%	1	3%	19	50%
Mini-Storage	0	0%	2	10%	9	45%	9	45%
Auto Service	7	7%	7	7%	7	7%	60	59%
Bank	0	0%	5	16%	5	16%	20	65%
Apartment	8	11%	13	18%	19	26%	28	38%
Auto Dealership	0	0%	1	10%	0	0%	6	60%
Mobile Home Park	3	21%	0	0%	2	14%	8	57%
Retail	17	8%	10	5%	13	6%	140	66%
Restaurant - FF	1	3%	2	6%	4	11%	23	66%
Downtown Row	3	6%	5	10%	3	6%	29	60%
Industrial	19	4%	13	3%	23	5%	327	71%
Office - General	17	6%	14	5%	25	9%	189	67%
Office - Medical	6	10%	6	10%	3	5%	36	62%
Bars/Taverns	2	12%	1	6%	1	6%	12	71%
No Models	3	10%	1	3%	3	10%	16	53%
1241 of 1451 Responses	109	8%	88	6%	120	8%	924	64%

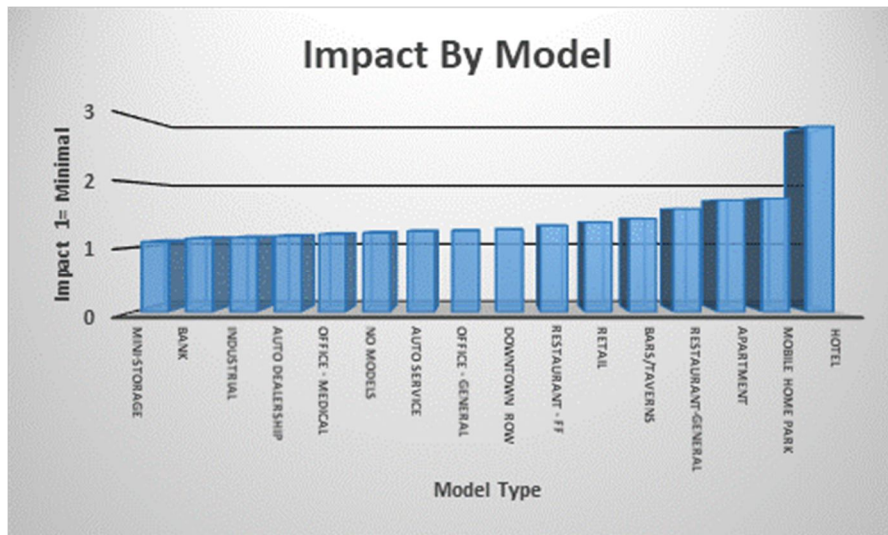
Many owners submitted surveys for multiple properties they owned, which was welcomed and encouraged. The table below includes only unique ownership surveys within property types. Note that responses were slightly skewed negative for mini-storage projects due to one property owner's responses.

Q7: CHANGES IN EXPENSES BY TYPE DUE TO COVID-19 (Unique Owner)								
Property Type	Expenses Increased > 10%		Expenses Increased 5-to-10%		Expenses Increased 0-to-5%		No Change in Expenses	
	Results	%	Results	%	Results	%	Results	%
Hotel	7	54%	2	15%	1	8%	2	15%
Restaurant-General	10	30%	5	15%	1	3%	15	45%
Mini-Storage	0	0%	2	22%	1	11%	6	67%
Auto Service	6	8%	6	8%	5	7%	44	58%
Bank	0	0%	4	36%	1	9%	5	45%
Apartment	3	6%	8	17%	13	28%	20	43%
Auto Dealership	0	0%	1	13%	0	0%	4	50%
Mobile Home Park	2	18%	0	0%	2	18%	6	55%
Retail	15	9%	8	5%	9	5%	110	65%
Restaurant - FF	1	4%	1	4%	2	9%	15	65%
Downtown Row	2	5%	5	12%	3	7%	25	60%
Industrial	15	4%	11	3%	19	5%	272	70%
Office - General	16	7%	11	5%	22	10%	151	67%
Office - Medical	4	8%	6	12%	3	6%	33	63%
Bars/Taverns	1	14%	1	14%	1	14%	3	43%
No Models	3	11%	1	4%	2	7%	15	56%
968 of 1142 Responses	85	7%	72	6%	85	7%	726	64%

CONCLUSIONS ESTIMATED IMPACT BY TYPE DUE TO COVID-19 – BASED ON QUESTIONS 4, 5, 6, AND 7:

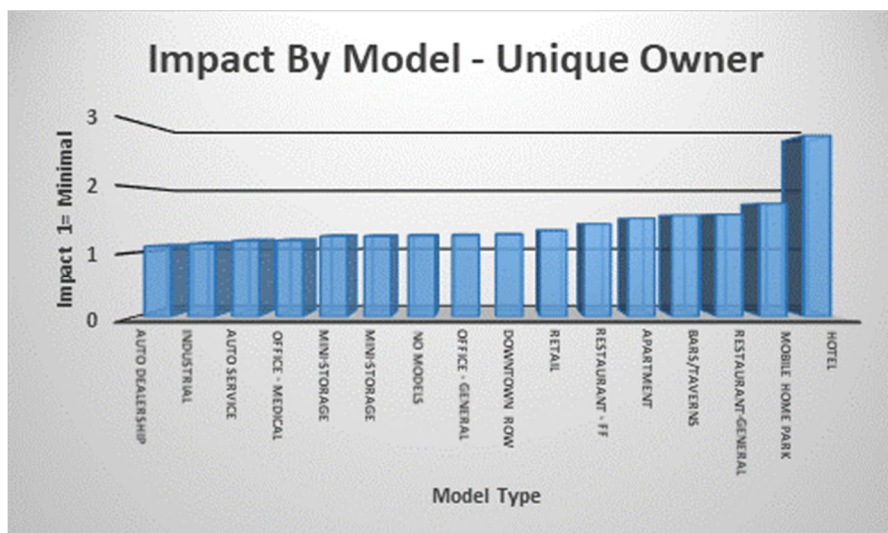
Questions 4, 5, 6, and 7 were weighted together including neutral answers like unsure or blank responses for each property type, and a clear pattern emerges. Blank responses along with unsure or no change were given a “1” indicating minimal change. A sliding scale of positive numbers for negative items, such as decreasing rent, increasing vacancy, expenses and bad debt/delinquency was also given. For example, vacancy increased by greater than 50% was given a “4” ranking. Positive items such as increased rent, decreased vacancy, etc. were given a negative number. For example, if expenses decreased it was given a “-1.”

As noted in graphs and tables below, hotels by far have seen the worst impact. Most models averaged around “1” which would indicate minimal impact at this point. Single-use Bars/Taverns, Restaurants-General, Mobile Home Parks, and apartments are seeing some impact based on the responses. In October, the Kansas Eviction Prevention Program (KEPP) was announced to allow landlords and tenants to apply for up to \$5,000 per household to pay delinquent rental payments as far back as April 1, 2020. The payments will be made directly to the landlord. This could impact the response to Question 6 regarding bad debt/delinquency for mobile home parks and apartment owners.



All Surveys

GREATEST IMPACT – Score of 3 = Worst	
Category	Score
Hotel	2.85
Mobile Home Park	1.75
Apartment	1.73
Restaurant-General	1.59
Bars/Taverns	1.44
Retail	1.38
Restaurant - FF	1.34



Unique Owner by Property Type

GREATEST IMPACT – Score of 3 = Worst	
Category	Score
Hotel	2.79
Mobile Home Park	1.75
Restaurant-General	1.58
Bars/Taverns	1.57
Apartment	1.52
Restaurant - FF	1.43
Retail	1.34

Q8. THRU Q10. SALES LISTING ACTIVITY:

Q8. Through Q10. Question from Mail-in Survey:

8. WAS YOUR PROPERTY FOR SALE PRIOR TO MARCH 1ST? ____ YES ____ NO
9. IF YOU ANSWERED YES TO QUESTION 8, HAS YOUR ASKING PRICE CHANGED DUE TO COVID-19? ____ YES ____ NO
10. HAS THERE BEEN A CHANGE IN THE NUMBER OF PEOPLE LOOKING AT YOUR PROPERTY SINCE MARCH 1ST? ____ YES ____ NO

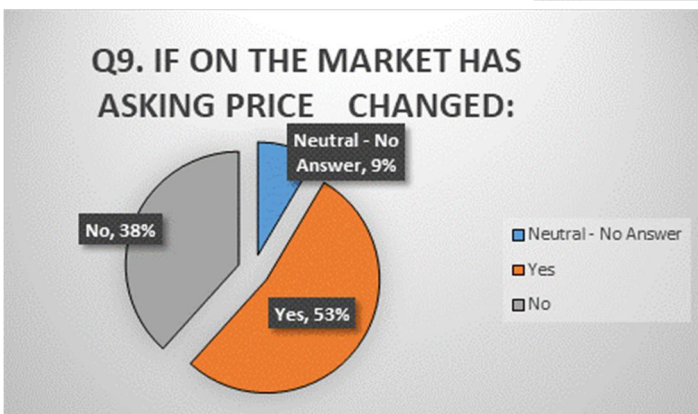
Comments Regarding Question:

Questions 8 through 10 were designed to gauge change in sales activity due to COVID-19. Question 8 focuses on properties that were placed on the market after the start of COVID-19. Question 9 was to distinguish if there was a decline in price due to COVID-19. Question 10 was used to determine if the amount of buyers declined for properties.

As noted below, only 47 of the 1,451 surveys indicated a property was placed on the market after COVID-19 became prevalent (See table below). Of those 47 properties, respondents indicated that 52% of the properties had changed in price – presumably downwards as sellers do not typically increase list prices. From the responses, it would appear that property owners with a property for sale felt that their property would sell for less due to COVID-19.

Graphical Summary of All Results:

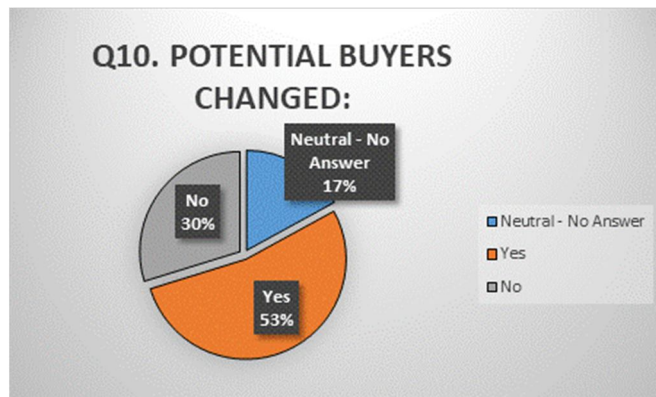
Q8. AVAILABLE FOR SALE		
Type	Results	%
Yes	47	3.2%
No	1,404	96.8%
Totals	1,451	100.0%



Q9. IF YES, HAS ASKING PRICE CHANGED		
Type	Results	%
Blank	4	8.5%
Yes	25	53.2%
No	18	38.3%
Totals	47	100.0%

Summary of Sales Listing Activity (Contd.):

As noted below, the majority of respondents that had a property on the market indicated that the number of potential buyers had also changed. In most economic downturns, including the 2008 to 2010 downturn, the volume of sales declined regardless if values declined. This typically also holds true for the number of people looking to lease space. The reasons are varied but have to do with a larger gap between buyer's and seller's opinion of value, holding on to cash until the time a buyer can acquire a distressed property, and/or tightening of lending regulations. Again, the change in volume of buyers does not necessarily indicate a decline in value.



Q9. IF YES, HAS POTENTIAL BUYERS CHANGED		
Type	Results	%
Blank	8	17.0%
Yes	25	53.2%
No	14	29.8%
Totals	47	100.0%

Every year, county appraisers are required by Kansas law to appraise real property at fair market value in terms of money (See K.S.A. 79-501 and K.S.A. 79-503a in Addendum). Also, county appraisers are required to perform ratio studies based on sales of properties in their county (See K.S.A. 1995 Supp. 79-1485 in Addendum). It is an evaluation performance tool to show the relative level and uniformity of appraisals made for ad valorem purposes. The ratio is calculated by taking the county's appraised value and dividing it by the property's sales price. In order for a sale to be included in the ratio study, the property needs to be exposed to the open market. Ideally, the appraised value and sales price should be similar. For example, if a property is appraised by a county for \$100,000 and the property sells for \$95,000, the ratio would 1.05. The State and county statistically analyze these ratios for compliance standards.

The County Appraiser Office only sets values for properties not real estate taxes. Sedgwick County has a very good video on the role of the County Appraiser. [Sedgwick County Appraiser's Office - YouTube](https://www.youtube.com/watch?v=JeH3vQaPCr4) or <https://m.youtube.com/watch?v=JeH3vQaPCr4>

Because sales information plays a significant role in commercial valuation, the county uses many different sources to capture listing information prior to a sale of a property. The information helps with the validation process to determine if the property was on the open market and the terms for the property being offered. The properties that have been listed through these sources make up a significant percentage of the sales deemed valid for the ratio study.

If a respondent indicated that a property was for sale in the survey, additional research was completed to verify if the property is listed through one of several sources or sold since the start of COVID-19. The results can be found below and on the following page. In all cases found, the list price or sales price is above or greater than the value that was set as of January 1, 2020, indicating no adjustments are necessary for COVID-19 for that property type.

Summary of Sales Listing Activity (Contd.):

In the table below, Column 1 is the County assigned property type. Column 2 is the owner's response to Question 9, in regards to whether or not the asking price has changed. Column 3 reflects if the most recent list price is above the 2020 appraised value along with listing dates. Column 4 is for those properties that sold during COVID-19, and if the sale was above the 2020 appraised value. Column 5 is for those sales that have sold before and after COVID-19 within the last 5 years, and if the price after COVID-19 is higher than the previous sale. A "Yes" in Columns, 2, 3, and 4 would indicate that the County's 2020 appraised value, prior to COVID-19, is still appropriate for that property type for ratio purposes as the price is above the County's value. Responses where no listing or sales information was found were not included below as they could not be verified.

1) ID & Property Type	2) Response Change in List Price	3) If Listing Found, List Price > '20 Appraised Value, & Dates Listed	4) If Sold After COVID19, Sales Price > '20 Appraised Value?	5) If Recent Sale is > Past Sales Price within last 5 years.
1 Apartment	No		Yes, Sold 03/20	Yes, Sold 2017
2 Apartment	No		Yes, Sold 05/20	
3 Auto Service	No		Yes, Sold 07/20	
4 Auto Service	Yes	Yes, Listed 7/20, Withdrawn 08/20		
5 Auto Service	Yes		Yes, Sold 7/20	Yes, Sold 2019
6 Bank	Blank		Yes, Sold 09/20	
7 Bar/Tavern	Yes		Yes, Sold 9/20	
8 Office - General	Yes	Yes, Listed 3/20 on	Under Contract	
9 Office - General	Yes	Yes, Listed 3/20 on		
10 Office – General	No	Yes, Listed 07/20 on		
11 Office – General	Yes		Yes, Sold 10/20	
12 Office-Medical	No	Yes, Listed 10/19 on		
13 Office-Medical	No	Yes, Listed 10/19 on		
14 Office-Medical	Yes			
15 Restaurant - Gen	Yes	Yes, Withdrwn 8/20		
16 Retail	Yes	Yes, Listed 10/19 on		
17 Retail	Yes	Yes, Listed 2010 on		
18 Retail	Yes	Yes, Listed 2/19, Withdrawn 5/20	Yes, Sold 08/20	
19 Retail	No	Yes, Listed 11/19 on		
20 Industrial	No	Yes, Listed 06/20 on		
21 Industrial	Yes	Yes, Listed 10/20 on	No, Sold 03/20 - Distressed Sale – Now Back on market at much higher price	
22 Industrial	No	Yes, Listed 10/20 on	Yes, Under Con 10/20	Yes, Sold 2016
23 Industrial	Yes	Yes, Listed 1/19 on		

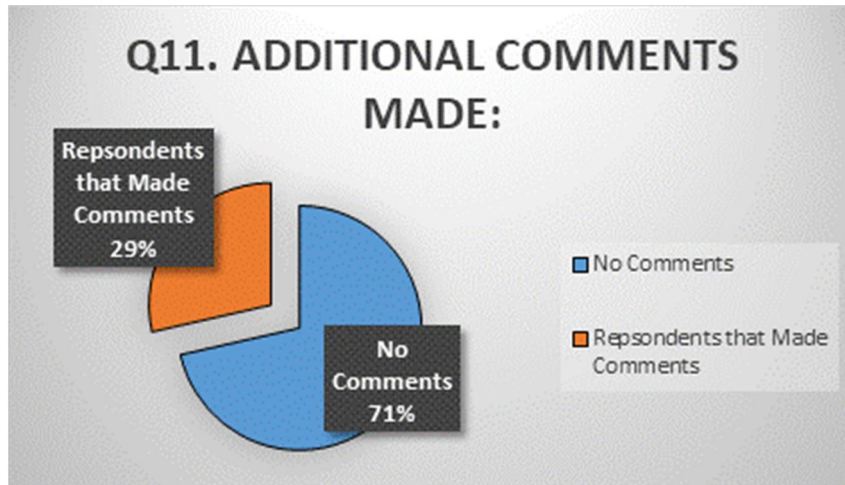
As noted by the table above, while there may have been changes to the list price, the list price or final sales price in all cases is still above the January 2020 value, or prior to the impact of COVID-19. The one exception (ID 21) was a distressed sale which has recently been listed again on the market for a price much higher than the January 2020 value.

Q11. COMMENTS:

Q11. Question from Mail-in Survey:

11. ARE THERE ANY COMMENTS THAT YOU WOULD LIKE TO SHARE WITH US REGARDING YOUR PROPERTY VALUE AND COVID-19?

Graphical Summary of All Results:



Q11. COMMENTS		
Answer	Results	%
No Comments	1,037	71.5%
Comments	414	28.5%
Totals	1,451	100.0%

Q11. MOST COMMENTS BY TYPE		
Property Type	Results	%
Industrial	90	22%
Retail	85	21%
Office - General	73	18%

Comments Regarding Questions:

As noted above, a significant number of respondents did write-in comments, which was greatly appreciated in understanding the responses to the earlier questions. The responses were varied, but many fell within the same topics like loss of rent, reduction in rent, etc. Some comments were made that COVID-19 had no impact on value. An attempt was made to try and quantify the responses. There were also a lot of general comments that were helpful, but not really related to how COVID-19 impacted the real estate.

There were several respondents indicating the real estate taxes were too high, or because of a loss of rent the appraised value should be lowered. This survey is a start to understanding of the impact of COVID-19 on the commercial real estate market and value of commercial properties. As previously noted, county appraisers are required to perform ratio studies based on sales of properties in their county. The ratio is calculated by taking the county's appraised value and dividing it by the property's sales price. Therefore, sales prices are extremely important to consider in setting values.

If the market does not recognize a value loss in the sales price due to COVID-19 compared to the 2020 value, the Appraiser's Office will have to consider this in setting 2021 values. In regards to real estate taxes being too high, the County Appraiser's Office **does not set real estate taxes**, which is a common misconception. Rather the Appraiser's Office only sets values of properties based on fair market value – or what we believe your property would sell for if placed on the open market.

There were a few comments regarding funding from government programs. Any Coronavirus Aid, Relief, and Economic Security (CARES funding) or Grants provided by the Federal, State or local government **will not be considered in the 2021 valuation**.

Summary of Comments (Contd.):

While difficult to tell from some comments, loss of income could be attributed to rent deferral, rent reduction, or rent abatement. Rent deferral is where the landlord postpones the due date on all or a portion of the rent. Rent reduction is where a portion or all of the rent is reduced. Rent Abatement, is where a landlord may forgive all or a portion of rent that is past due. There was some evidence of all of these types of rent loss in the comments.

Below are the categories or property types with 15 or more responses to Question 11. The number of responses per category and the most frequent comments can be found below. The dichotomy or extreme differences in viewpoints can be particularly seen in the comments for industrial buildings, where there is a similar number of responses indicating a loss of business and specifically indicating there is no change in the property due to COVID-19.

MOST FREQUENT COMMENTS BY CATEGORY OR PROPERTY TYPE		
Category	Resp.	Most Frequent Type of Comment Found in Responses
Apartment	28	Foot Traffic, Finding new tenants
Auto Service	35	Delinquent Rent/Expenses increased
Downtown Row	17	Mostly General Comments on Condition of Property
Hotel	16	Loss in Business
Industrial	90	Loss in Business/No Change due to COVID-19
Office - General	73	Mostly General Comments, Difficulty Finding New Tenants
Restaurant-General	16	Loss in Rent
Retail	85	Reduction or Loss in Rent/Tenant Move-Outs

Following are the conclusions based on the comments found within the surveys by Model Types.

Conclusions by Model Types:

Apartments, Mobile Home Parks and Mini-Storage Projects:

Type	Responses w/ Comments	Loss in Rent	Reduction in Rent	Delinquent Rent	Tenant Move-Out	Temporary Closure	Loss in Business	Evictions	Expenses Increased	Cannot find New Tenants	No Change in Value	Taxes are Too High	General Comments
Apts.	28	1	3	8	3	1	1	5	6	9	3	0	5
MHPark	5	3	1	2	0	0	0	3	0	0	1	0	0
MiniSt	11	9	0	0	0	0	0	9	1	1	0	0	3

A few respondents indicated no change in value or just had general comments. For apartments and mobile home parks, there were quite a few comments in regards to delinquent rent, evictions, and foot traffic. In March 2020, Governor Kelly, signed an executive order prohibiting eviction proceedings for certain households due to COVID-19. There were several comments indicating that tenants were not paying rent, and yet the landlord could not evict the tenant, particularly for the mobile home parks. The inability to evict tenants was also cited for mini-storage projects, although it was one owner who owned several projects.

In October, the Kansas Eviction Prevention Program (KEPP) was announced to allow landlords and tenants to apply for up to \$5,000 per household to pay delinquent rental payments as far back as April 1, 2020. The payments will be made directly to the landlord.

A couple of responses indicate that the landlord felt the need to spend more money on remodeling to get potential tenants into the project because considerably less people were viewing apartments. The longer a delinquent tenant stays in an apartment, the more potential damage they cause to a unit, which may explain why several commented on increased operating costs. A respondent also pointed out that expenses have increased as tenants are requiring additional cleaning in common areas. Trash also has increased significantly due to tenants staying at home and having packages delivered. Foot traffic, or the number of prospective tenants viewing rentable units is way down according to several of the comments.

Auto Dealerships:

The auto dealership responses were all over the board, and ranged from no change in business to loss of business. Some respondents indicated that the tenant didn't pay rent, or that business was very bad due to COVID-19. Due to a limited number of responses and no consistency within the remarks, there was limited information to draw upon.

Type	Responses w/ Comments	Loss in Rent	Reduction in Rent	Delinquent Rent	Tenant Move-Out	Temporary Closure	Loss in Business	Evictions	Expenses Increased	Cannot find New Tenants	No Change in Value	Taxes are Too High	General Comments
AutoDlr	6	0	0	1	0	1	2	0	0	0	1	0	2

Auto Service:

Type	Responses w/ Comments	Loss in Rent	Reduction in Rent	Delinquent Rent	Tenant Move-Out	Temporary Closure	Loss in Business	Evictions	Expenses Increased	Cannot find New Tenants	No Change in Value	Taxes are Too High	General Comments
Auto Se	35	3	3	10	3	0	6	1	11	2	3	5	3

There were a significant number of responses from auto services owners/managers, although it should be noted that one owner responded several times for each of the buildings he owned. Based on the responses at least some of the auto services were shut down during April and May, which caused rent delinquency or rent forgiveness for those two months. Also cited in some of the responses was that the expenses had increased due to COVID-19 because of additional cleaning requirements. Several respondents also indicated that there were less walk-in clients once the business reopened.

Banks:

There were too few comments to derive any substantive conclusions.

Type	General Comments	Taxes are Too High	No Change in Value	Cannot find New Tenants	Expenses Increased	Evictions	Loss in Business	Temporary Closure	Tenant Move-Out	Delinquent Rent	Reduction in Rent	Loss in Rent	Responses w/ Comments
Banks	2	0	0	0	0	0	0	0	0	0	0	0	2

Downtown Rows:

Type	General Comments	Taxes are Too High	No Change in Value	Cannot find New Tenants	Expenses Increased	Evictions	Loss in Business	Temporary Closure	Tenant Move-Out	Delinquent Rent	Reduction in Rent	Loss in Rent	Responses w/ Comments
DTRs	6	0	0	4	0	1	1	2	2	1	1	1	17

Many downtown rows are a mixture of apartments, retail and/or office and tend to be early 1900 buildings. Many of the comments were related to the condition of the building rather than specifically related to COVID-19 as denoted by the general comments category. The comments tended to mirror the comments made in apartments, retail, and office categories. In regards to COVID-19, several responses indicated temporary closures, delinquent rents, and vacated space. Temporary closures were generally around 2-to-6 months.

Hotels:

Type	General Comments	Taxes are Too High	No Change in Value	Cannot find New Tenants	Expenses Increased	Evictions	Loss in Business	Temporary Closure	Tenant Move-Out	Delinquent Rent	Reduction in Rent	Loss in Rent	Responses w/ Comments
Hotels	1	0	0	0	0	0	14	0	0	1	0	1	16

From the responses, hotels have been the most impacted commercial property type by COVID-19, and the comments tended to reflect the answers to the responses. The common response is in regards to business being down significantly, and no demand for hotel rooms. Several indicated that they were struggling to survive. One respondent indicated the majority of their tenants were long-term residents, and the no eviction mandate made it difficult to remove non-paying tenants.

Industrial:

Type	General Comments	Taxes are Too High	No Change in Value	Cannot find New Tenants	Expenses Increased	Evictions	Loss in Business	Temporary Closure	Tenant Move-Out	Delinquent Rent	Reduction in Rent	Loss in Rent	Responses w/ Comments
Indust	38	3	12	5	2	0	15	0	2	11	1	9	90

From the responses, the comments were typically about loss in business or delinquent rent or the complete opposite that there was no change in value. At least one respondent gave a 40% reduction in rent over 6 months. The delinquent rent was typically around 1-to-9 months and more specifically 2-to-4 months. One respondent waived all late fees for 5 months. For those that commented that business was down, some indicated a percentage and the range was 10 to 90%, with no pattern found. For those that commented on delinquency it was around 3-to-9 months, with a typical delinquency being around 4 months.

Like some of the other models, there were comments made about increased vandalism since the start of COVID-19. There were also a considerable amount of general comments, particularly about the building being used for personal storage or what the building was used for, taxes too high, survey is a waste of taxpayer money, etc. One respondent noted that they were able to get a deferment payment from the bank for several months.

No Models:

Type	General Comments	Taxes are Too High	No Change in Value	Cannot find New Tenants	Expenses Increased	Evictions	Loss in Business	Temporary Closure	Tenant Move-Out	Delinquent Rent	Reduction in Rent	Loss in Rent	Responses w/ Comments
No Mod	2	0	1	0	1	0	2	0	0	0	1	0	7

Four of the six “no models” were day care centers. Rent was down as much as 50% since March for tenant-occupied daycare centers, or the tenant was likely to close due to lack of business. For owner-occupied buildings it was noted that there was a loss of enrollment.

Office – General and Medical:

Type	Responses w/ Comments	Loss in Rent	Reduction in Rent	Delinquent Rent	Tenant Move-Out	Temporary Closure	Loss in Business	Evictions	Expenses Increased	Cannot find New Tenants	No Change in Value	Taxes are Too High	General Comments
Of-Gen.	73	3	7	6	7	3	8	1	5	11	4	5	29
Of-Med.	12	0	1	0	1	2	2	0	0	2	3	0	3

With these two types of real estate there were a lot of general comments. General comments included that the building was owner-occupied and that some of the questions do not apply. Other comments noted a name change, status of building, homeless people, etc. There were a broad assortment of comments in the other categories. Some indicated that they or their tenants were not using as much of the building as they were working from home. There is some concern about the usefulness of the building as an office in the future. There were several comments regarding that there are less people looking for office space. Those offices that were closed, were closed around 2 months. The loss in rent was typically around 2 months. Some of the owners have provided rent abatement, or the tenant is now delinquent on paying rent. Those owners that commented on a loss of business indicated 20-to-70% loss of business, with an average around 30%.

Restaurants – Fast Food, Bars/Taverns, General/Sit Down:

Type	Responses w/ Comments	Loss in Rent	Reduction in Rent	Delinquent Rent	Tenant Move-Out	Temporary Closure	Loss in Business	Evictions	Expenses Increased	Cannot find New Tenants	No Change in Value	Taxes are Too High	General Comments
Fast Fd	7	0	2	0	2	0	1	0	0	0	0	1	1
Bars/Ta	4	1	0	1	0	1	0	0	0	0	0	0	2
Sit Dwn	16	6	2	2	1	4	4	0	1	2	0	0	1

The single-use general or sit down restaurants contained many comments regarding temporary closures, permanent closures, delinquent rents, or loss/reduction in rents. For those that lost tenants, several indicated they can't find anyone interested in leasing the space again. Those that were closed, were closed mostly for around 2 months. The loss in rent is typically 1-to-3 months. A few indicated that the tenant has lost a significant amount of business.

Retail:

Type	General Comments	Taxes are Too High	No Change in Value	Cannot find New Tenants	Expenses Increased	Evictions	Loss in Business	Temporary Closure	Tenant Move-Out	Delinquent Rent	Reduction in Rent	Loss in Rent	Responses w/ Comments
Retail	19	7	4	9	4	0	9	9	16	6	23	12	85

There were a lot of general comments surrounding uncertainty and how the property value decreased due to COVID-19. The loss or reduction in rent varied from 1-to 4-months. The temporary closures ranged from 1-to-6 months, but was generally 2-to-3 months. Several of the respondents had restaurants within the multi-tenant retail buildings, and the comments were similar to the restaurant responses.

SURVEY SUMMARY SNAPSHOTS BY PROPERTY TYPE:

The 16 categories, listed alphabetically, include the following property types below. As previously noted, there were 1,451 surveys returned, but 24 of these were duplicate surveys of a different time period for 1,427 unique surveys.

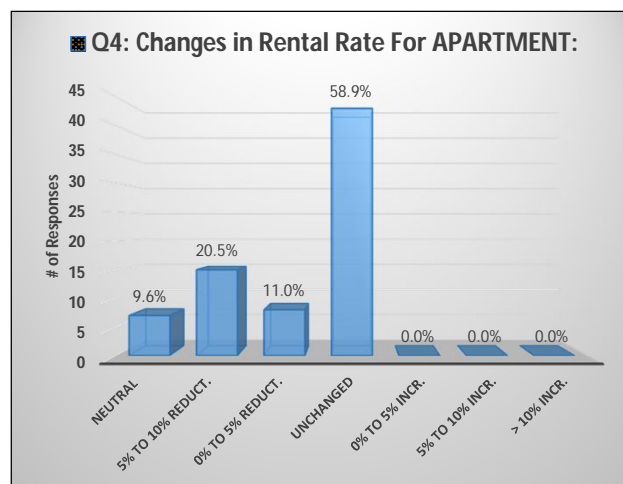
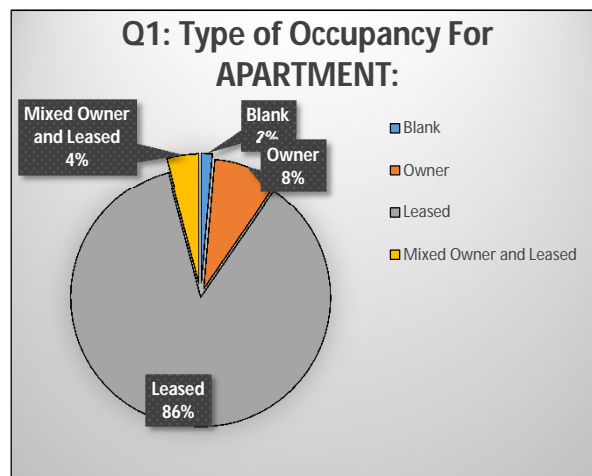
There are 642 properties in the apartment model category, or 6% of the 9,899 commercial properties in Sedgwick County (642/9,899. There were 73 surveys returned. This is 11.4% of the property type (73/642 properties) and 5.1% of all returned surveys (73/1,427 total surveys). Typically the higher number of surveys returned for a particular category, the more reliable the results.

Model Description	# of Props in County	% of Prop.	Survey Count	% of Surveys Per Type	% of Total Resp.
Apartments	642	6%	73	11.4%	5.1%
Auto Dealerships	138	1%	10	7.2%	0.7%
Auto Service	478	5%	99	20.7%	6.9%
Banks	164	2%	30	18.3%	2.1%
Downtown Rows	89	1%	17	19.1%	1.2%
Hotels	229	2%	48	21.0%	3.4%
Industrial	310	3%	35	11.3%	2.5%
Mini-Storage	115	1%	18	15.7%	1.3%
Mobile Home Parks	2,577	26%	455	17.7%	31.9%
No Model	123	1%	20	16.3%	1.4%
Office-General	83	1%	14	16.9%	1.0%
Office-Medical	1,663	17%	30	1.8%	2.1%
Rest- Bars/Taverns	1,300	13%	276	21.2%	19.3%
Rest- Fast Food	306	3%	55	18.0%	3.9%
Restaurants - Gen.	233	2%	37	15.9%	2.6%
Retail	1,450	15%	210	14.5%	14.7%
Totals:	9,900	100%	1,427		100%
Total Responses - Incl. 24 Duplicates			1,451		

On the following pages, the reader will find summary results for each of the 16 property categories based on Questions, 1, 4, 5, 6 and 7.

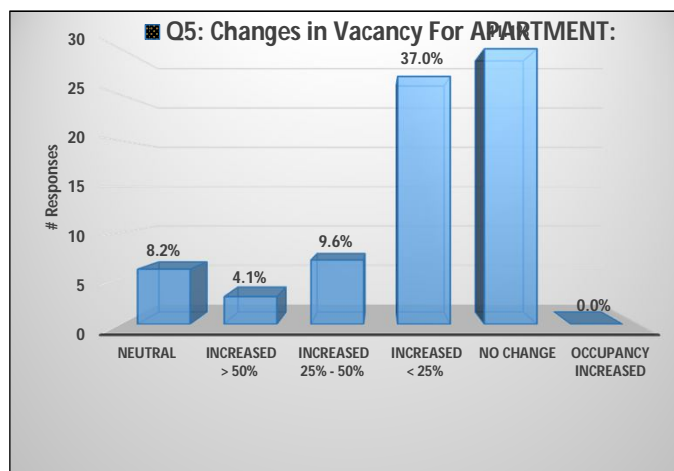
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: APARTMENT

Q1: Type of Occupancy For APARTMENT:	Results	%
Blank	1	1.4%
Owner	6	8.2%
Leased	63	86.3%
Mixed Owner and Leased	3	4.1%
Totals - All	73	100.0%
Approx. # of This Type in County	642	11.4%



Q4: Changes in Rental Rate For APARTMENT:	Results	%
Neutral - Blank, Not Sure, Etc.	7	9.6%
5% to 10% Reduct. Rental Rate	15	20.5%
0% to 5% Reduct. Rental Rate	8	11.0%
Unchanged Rental Rate	43	58.9%
0% to 5% Incr. Rental Rate	0	0.0%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	0	0.0%
Totals	73	100.0%

Q5: Changes in Vacancy For APARTMENT:	Results	%
Neutral - Blank, Not Sure, Etc.	6	8.2%
Vacancy increased > 50%	3	4.1%
Vacancy increased 25% - 50%	7	9.6%
Vacancy increased < 25%	27	37.0%
No change in vacancy	30	41.1%
Occupancy increased	0	0.0%
Totals	73	100.0%

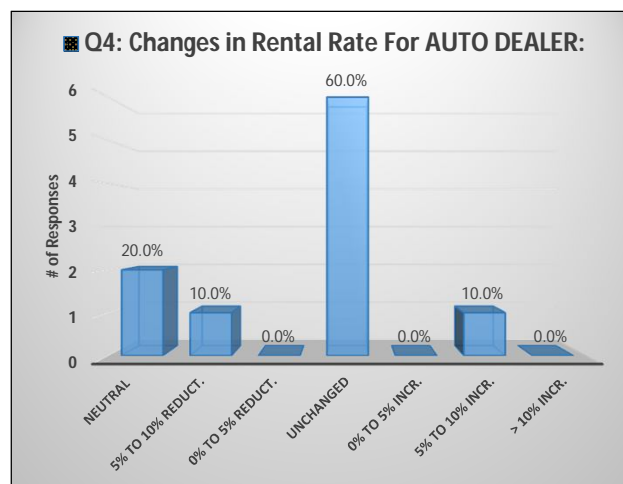
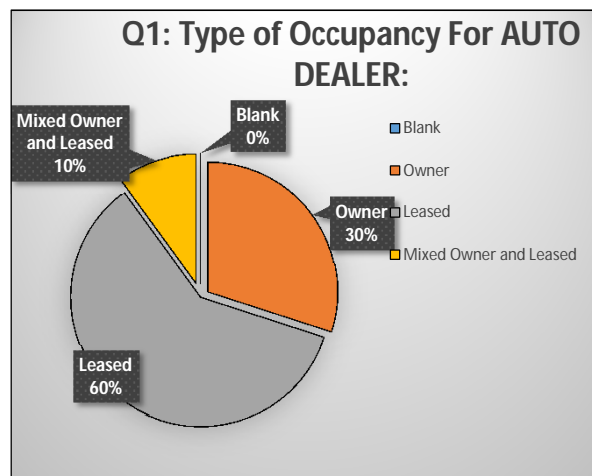


Q7: Changes in Expenses For APARTMENT:	Results	%
Neutral - Blank, Not Sure, Etc.	5	6.8%
Expenses increased > 10%	8	11.0%
Expenses increased 5% - 10%	13	17.8%
Expenses increased less than 5%	19	26.0%
No change in expenses	28	38.4%
Expenses decreased	0	0.0%
Totals	73	100.0%

Q6: Changes in Bad Debt For APARTMENT:	Results	%
Neutral - Blank, Not Sure, Etc.	6	8.2%
Unchanged	25	34.2%
Decreased	2	2.7%
Increased	40	54.8%
Totals	73	100.0%

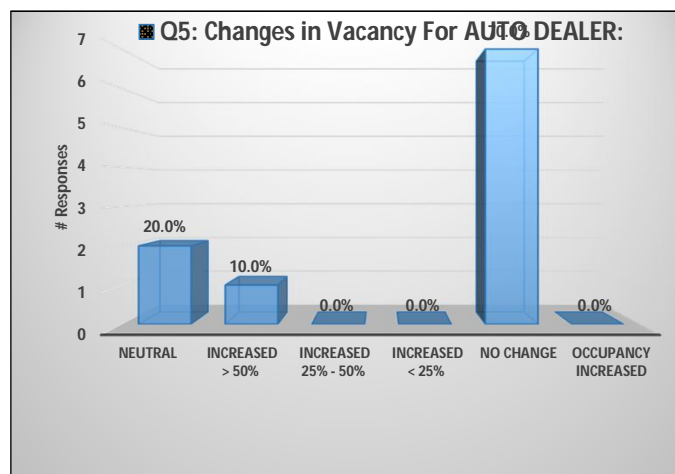
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: AUTO DEALER

Q1: Type of Occupancy For AUTO DEALER:	Results	%
Blank	0	0.0%
Owner	3	30.0%
Leased	6	60.0%
Mixed Owner and Leased	1	10.0%
Totals - All	10	100.0%
Approx. # of This Type in County	138	7.2%



Q4: Changes in Rental Rate For AUTO DEALER:	Results	%
Neutral - Blank, Not Sure, Etc.	2	20.0%
5% to 10% Reduct. Rental Rate	1	10.0%
0% to 5% Reduct. Rental Rate	0	0.0%
Unchanged Rental Rate	6	60.0%
0% to 5% Incr. Rental Rate	0	0.0%
5% to 10% Incr. Rental Rate	1	10.0%
> 10% Incr. Rental Rate	0	0.0%
Totals	10	100.0%

Q5: Changes in Vacancy For AUTO DEALER:	Results	%
Neutral - Blank, Not Sure, Etc.	2	20.0%
Vacancy increased > 50%	1	10.0%
Vacancy increased 25% - 50%	0	0.0%
Vacancy increased < 25%	0	0.0%
No change in vacancy	7	70.0%
Occupancy increased	0	0.0%
Totals	10	100.0%

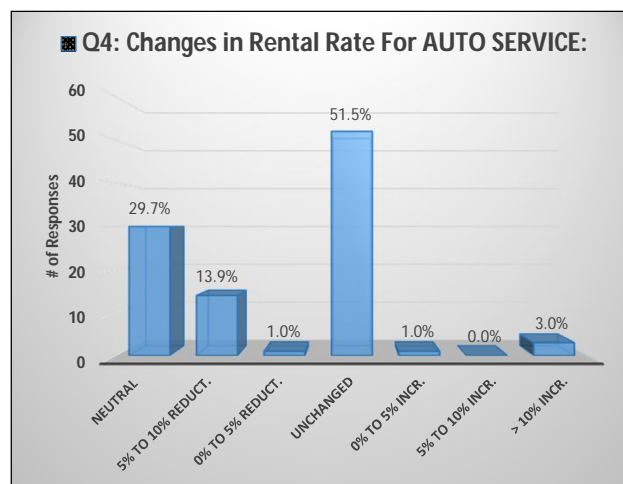
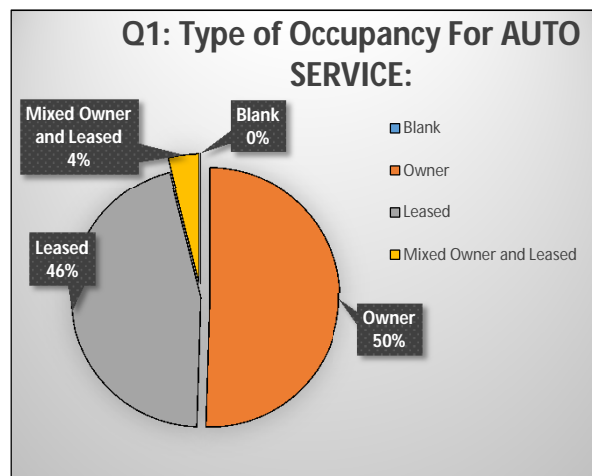


Q7: Changes in Expenses For AUTO DEALER:	Results	%
Neutral - Blank, Not Sure, Etc.	3	30.0%
Expenses increased > 10%	0	0.0%
Expenses increased 5% - 10%	1	10.0%
Expenses increased less than 5%	0	0.0%
No change in expenses	6	60.0%
Expenses decreased	0	0.0%
Totals	10	100.0%

Q6: Changes in Bad Debt For AUTO DEALER:	Results	%
Neutral - Blank, Not Sure, Etc.	2	20.0%
Unchanged	6	60.0%
Decreased	0	0.0%
Increased	2	20.0%
Totals	10	100.0%

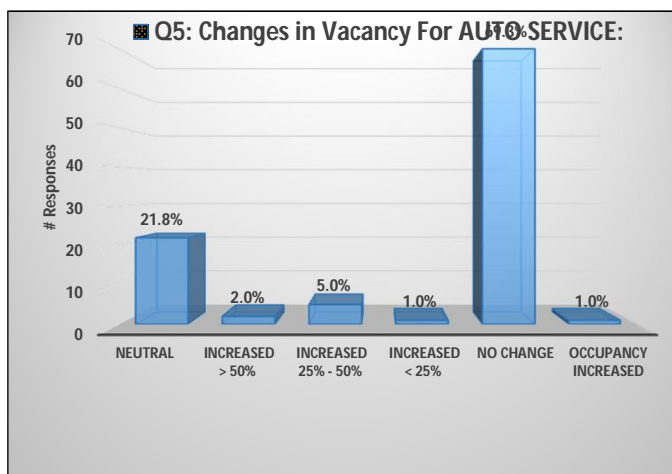
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: AUTO SERVICE

Q1: Type of Occupancy For AUTO SERVICE:	Results	%
Blank	0	0.0%
Owner	51	50.5%
Leased	46	45.5%
Mixed Owner and Leased	4	4.0%
Totals - All	101	100.0%
Approx. # of This Type in County	478	21.1%



Q4: Changes in Rental Rate For AUTO SERVICE:	Results	%
Neutral - Blank, Not Sure, Etc.	30	29.7%
5% to 10% Reduct. Rental Rate	14	13.9%
0% to 5% Reduct. Rental Rate	1	1.0%
Unchanged Rental Rate	52	51.5%
0% to 5% Incr. Rental Rate	1	1.0%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	3	3.0%
Totals	101	100.0%

Q5: Changes in Vacancy For AUTO SERVICE:	Results	%
Neutral - Blank, Not Sure, Etc.	22	21.8%
Vacancy increased > 50%	2	2.0%
Vacancy increased 25% - 50%	5	5.0%
Vacancy increased < 25%	1	1.0%
No change in vacancy	70	69.3%
Occupancy increased	1	1.0%
Totals	101	100.0%

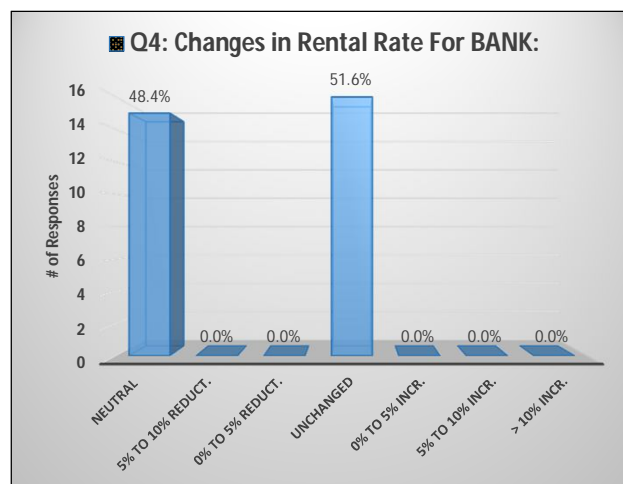
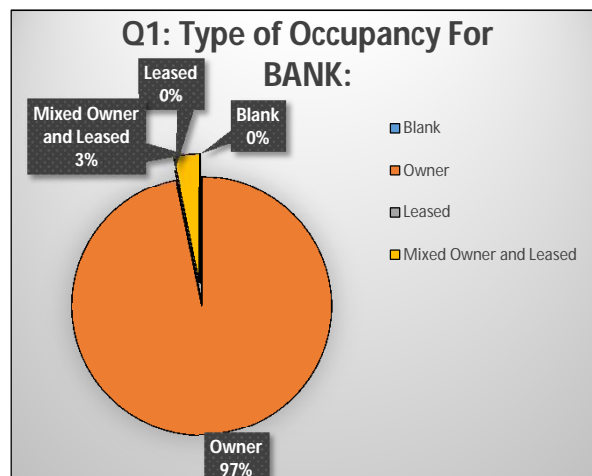


Q7: Changes in Expenses For AUTO SERVICE:	Results	%
Neutral - Blank, Not Sure, Etc.	18	17.8%
Expenses increased > 10%	7	6.9%
Expenses increased 5% - 10%	7	6.9%
Expenses increased less than 5%	7	6.9%
No change in expenses	60	59.4%
Expenses decreased	2	2.0%
Totals	101	100.0%

Q6: Changes in Bad Debt For AUTO SERVICE:	Results	%
Neutral - Blank, Not Sure, Etc.	16	15.8%
Unchanged	66	65.3%
Decreased	0	0.0%
Increased	19	18.8%
Totals	101	100.0%

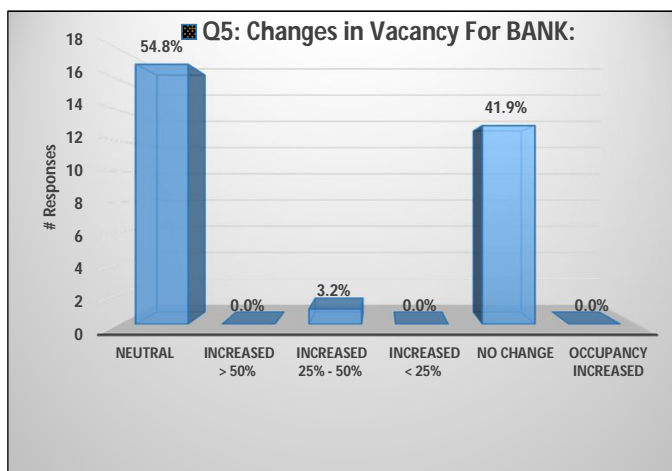
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: BANK

Q1: Type of Occupancy For BANK:	Results	%
Blank	0	0.0%
Owner	30	96.8%
Leased	0	0.0%
Mixed Owner and Leased	1	3.2%
Totals - All	31	100.0%
Approx. # of This Type in County	164	18.9%



Q4: Changes in Rental Rate For BANK:	Results	%
Neutral - Blank, Not Sure, Etc.	15	48.4%
5% to 10% Reduct. Rental Rate	0	0.0%
0% to 5% Reduct. Rental Rate	0	0.0%
Unchanged Rental Rate	16	51.6%
0% to 5% Incr. Rental Rate	0	0.0%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	0	0.0%
Totals	31	100.0%

Q5: Changes in Vacancy For BANK:	Results	%
Neutral - Blank, Not Sure, Etc.	17	54.8%
Vacancy increased > 50%	0	0.0%
Vacancy increased 25% - 50%	1	3.2%
Vacancy increased < 25%	0	0.0%
No change in vacancy	13	41.9%
Occupancy increased	0	0.0%
Totals	31	100.0%

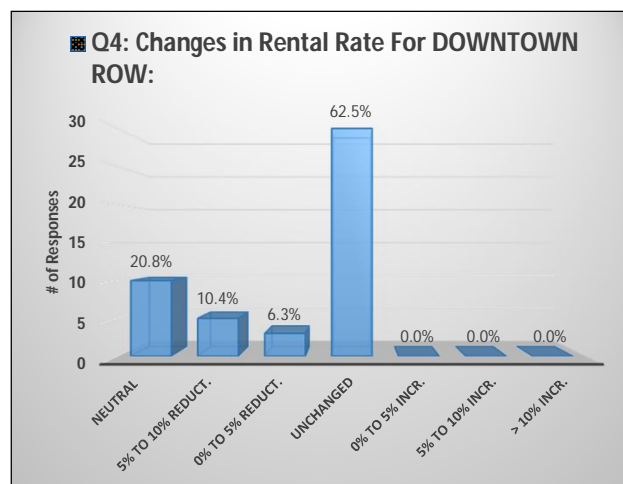
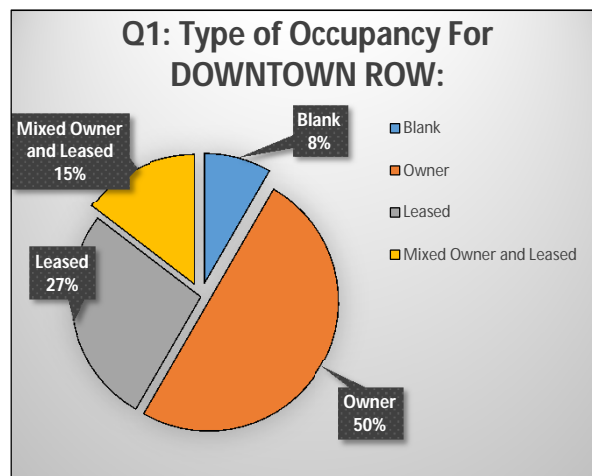


Q7: Changes in Expenses For BANK:	Results	%
Neutral - Blank, Not Sure, Etc.	1	3.2%
Expenses increased > 10%	0	0.0%
Expenses increased 5% - 10%	5	16.1%
Expenses increased less than 5%	5	16.1%
No change in expenses	20	64.5%
Expenses decreased	0	0.0%
Totals	31	100.0%

Q6: Changes in Bad Debt For BANK:	Results	%
Neutral - Blank, Not Sure, Etc.	18	58.1%
Unchanged	13	41.9%
Decreased	0	0.0%
Increased	0	0.0%
Totals	31	100.0%

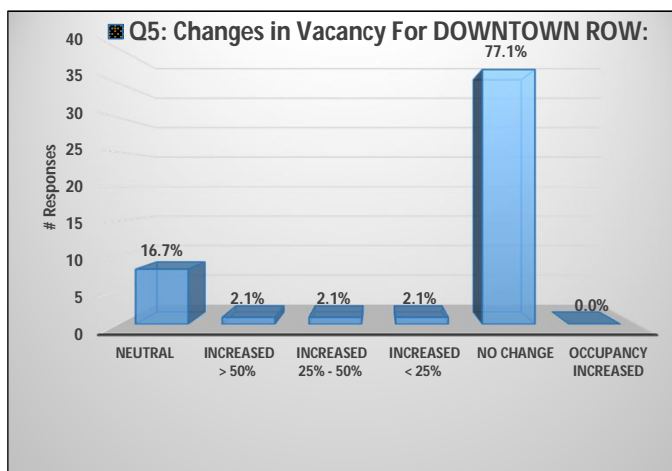
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: DOWNTOWN ROW

Q1: Type of Occupancy For DOWNTOWN ROW:	Results	%
Blank	4	8.3%
Owner	24	50.0%
Leased	13	27.1%
Mixed Owner and Leased	7	14.6%
Totals - All	48	100.0%
Approx. # of This Type in County	229	21.0%



Q4: Changes in Rental Rate For DOWNTOWN ROW:	Results	%
Neutral - Blank, Not Sure, Etc.	10	20.8%
5% to 10% Reduct. Rental Rate	5	10.4%
0% to 5% Reduct. Rental Rate	3	6.3%
Unchanged Rental Rate	30	62.5%
0% to 5% Incr. Rental Rate	0	0.0%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	0	0.0%
Totals	48	100.0%

Q5: Changes in Vacancy For DOWNTOWN ROW:	Results	%
Neutral - Blank, Not Sure, Etc.	8	16.7%
Vacancy increased > 50%	1	2.1%
Vacancy increased 25% - 50%	1	2.1%
Vacancy increased < 25%	1	2.1%
No change in vacancy	37	77.1%
Occupancy increased	0	0.0%
Totals	48	100.0%

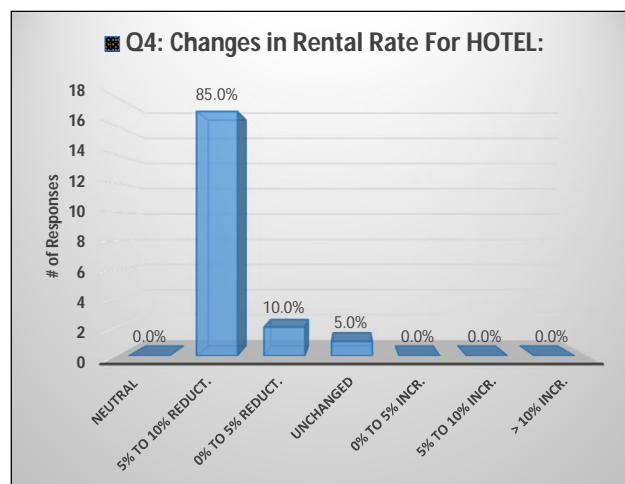
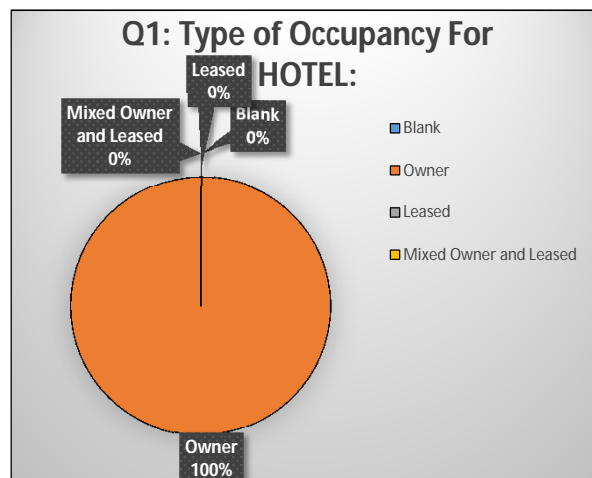


Q7: Changes in Expenses For DOWNTOWN ROW:	Results	%
Neutral - Blank, Not Sure, Etc.	8	16.7%
Expenses increased > 10%	3	6.3%
Expenses increased 5% - 10%	5	10.4%
Expenses increased less than 5%	3	6.3%
No change in expenses	29	60.4%
Expenses decreased	0	0.0%
Totals	48	100.0%

Q6: Changes in Bad Debt For DOWNTOWN ROW:	Results	%
Neutral - Blank, Not Sure, Etc.	10	20.8%
Unchanged	31	64.6%
Decreased	0	0.0%
Increased	7	14.6%
Totals	48	100.0%

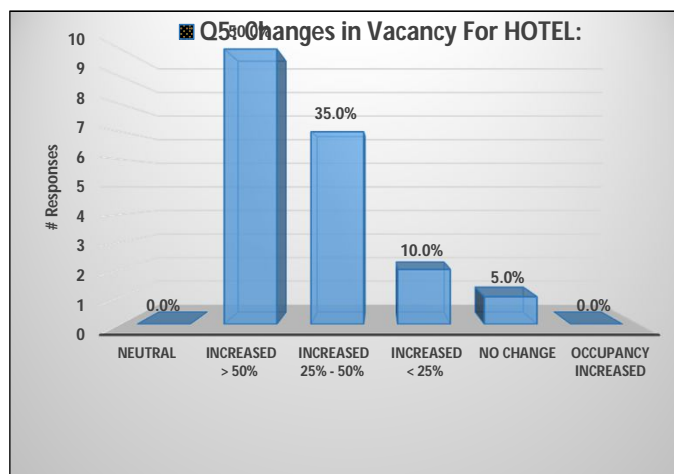
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: HOTEL

Q1: Type of Occupancy For HOTEL:	Results	%
Blank	0	0.0%
Owner	20	100.0%
Leased	0	0.0%
Mixed Owner and Leased	0	0.0%
Totals - All	20	100.0%
Approx. # of This Type in County	115	17.4%



Q4: Changes in Rental Rate For HOTEL:	Results	%
Neutral - Blank, Not Sure, Etc.	0	0.0%
5% to 10% Reduct. Rental Rate	17	85.0%
0% to 5% Reduct. Rental Rate	2	10.0%
Unchanged Rental Rate	1	5.0%
0% to 5% Incr. Rental Rate	0	0.0%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	0	0.0%
Totals	20	100.0%

Q5: Changes in Vacancy For HOTEL:	Results	%
Neutral - Blank, Not Sure, Etc.	0	0.0%
Vacancy increased > 50%	10	50.0%
Vacancy increased 25% - 50%	7	35.0%
Vacancy increased < 25%	2	10.0%
No change in vacancy	1	5.0%
Occupancy increased	0	0.0%
Totals	20	100.0%

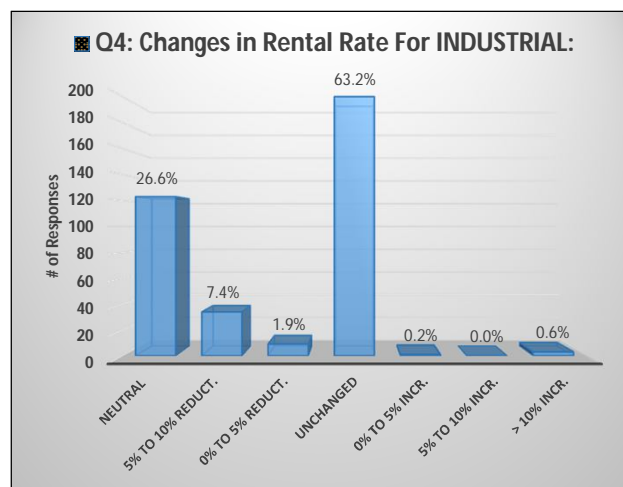
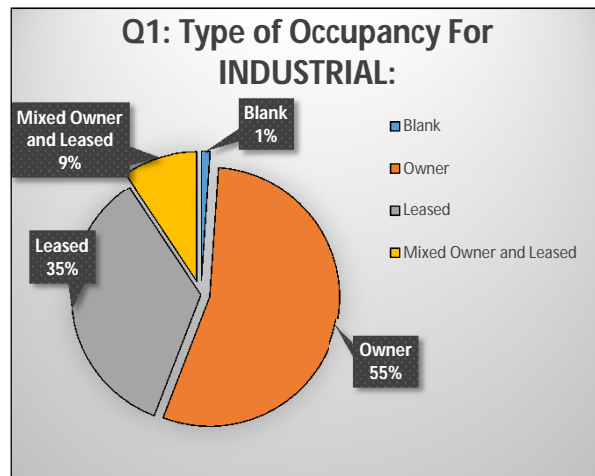


Q7: Changes in Expenses For HOTEL:	Results	%
Neutral - Blank, Not Sure, Etc.	0	0.0%
Expenses increased > 10%	12	60.0%
Expenses increased 5% - 10%	3	15.0%
Expenses increased less than 5%	2	10.0%
No change in expenses	2	10.0%
Expenses decreased	1	5.0%
Totals	20	100.0%

Q6: Changes in Bad Debt For HOTEL:	Results	%
Neutral - Blank, Not Sure, Etc.	6	30.0%
Unchanged	7	35.0%
Decreased	0	0.0%
Increased	7	35.0%
Totals	20	100.0%

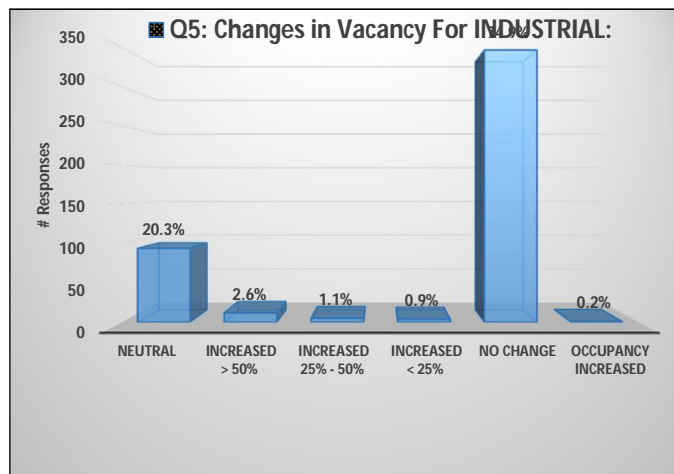
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: INDUSTRIAL

Q1: Type of Occupancy For INDUSTRIAL:	Results	%
Blank	5	1.1%
Owner	253	54.8%
Leased	161	34.8%
Mixed Owner and Leased	43	9.3%
Totals - All	462	100.0%
Approx. # of This Type in County	2,577	17.9%



Q4: Changes in Rental Rate For INDUSTRIAL:	Results	%
Neutral - Blank, Not Sure, Etc.	123	26.6%
5% to 10% Reduct. Rental Rate	34	7.4%
0% to 5% Reduct. Rental Rate	9	1.9%
Unchanged Rental Rate	292	63.2%
0% to 5% Incr. Rental Rate	1	0.2%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	3	0.6%
Totals	462	100.0%

Q5: Changes in Vacancy For INDUSTRIAL:	Results	%
Neutral - Blank, Not Sure, Etc.	94	20.3%
Vacancy increased > 50%	12	2.6%
Vacancy increased 25% - 50%	5	1.1%
Vacancy increased < 25%	4	0.9%
No change in vacancy	346	74.9%
Occupancy increased	1	0.2%
Totals	462	100.0%

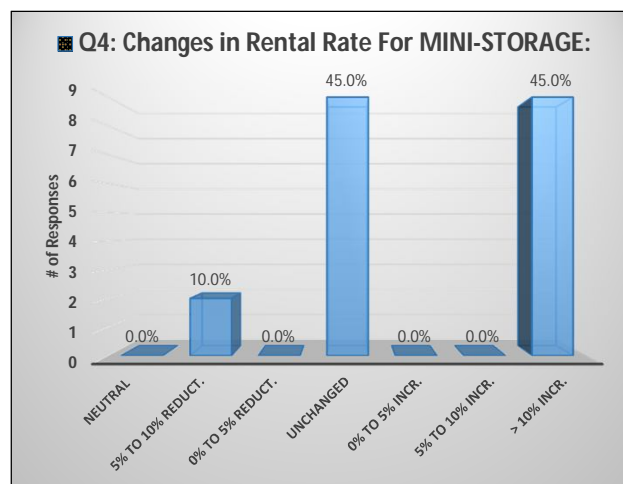
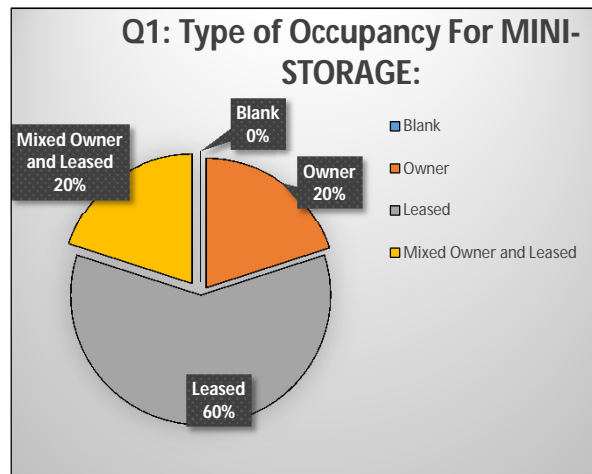


Q7: Changes in Expenses For INDUSTRIAL:	Results	%
Neutral - Blank, Not Sure, Etc.	77	16.7%
Expenses increased > 10%	19	4.1%
Expenses increased 5% - 10%	13	2.8%
Expenses increased less than 5%	23	5.0%
No change in expenses	327	70.8%
Expenses decreased	3	0.6%
Totals	462	100.0%

Q6: Changes in Bad Debt For INDUSTRIAL:	Results	%
Neutral - Blank, Not Sure, Etc.	87	18.8%
Unchanged	340	73.6%
Decreased	2	0.4%
Increased	33	7.1%
Totals	462	100.0%

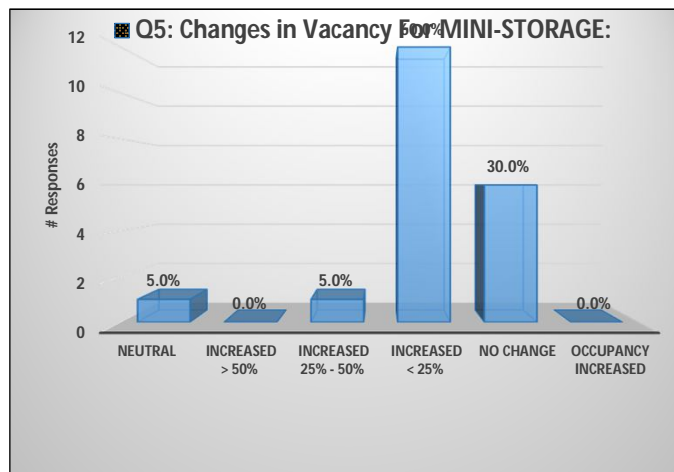
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: MINI-STORAGE

Q1: Type of Occupancy For MINI-STORAGE:	Results	%
Blank	0	0.0%
Owner	4	20.0%
Leased	12	60.0%
Mixed Owner and Leased	4	20.0%
Totals - All	20	100.0%
Approx. # of This Type in County	123	16.3%



Q4: Changes in Rental Rate For MINI-STORAGE:	Results	%
Neutral - Blank, Not Sure, Etc.	0	0.0%
5% to 10% Reduct. Rental Rate	2	10.0%
0% to 5% Reduct. Rental Rate	0	0.0%
Unchanged Rental Rate	9	45.0%
0% to 5% Incr. Rental Rate	0	0.0%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	9	45.0%
Totals	20	100.0%

Q5: Changes in Vacancy For MINI-STORAGE:	Results	%
Neutral - Blank, Not Sure, Etc.	1	5.0%
Vacancy increased > 50%	0	0.0%
Vacancy increased 25% - 50%	1	5.0%
Vacancy increased < 25%	12	60.0%
No change in vacancy	6	30.0%
Occupancy increased	0	0.0%
Totals	20	100.0%

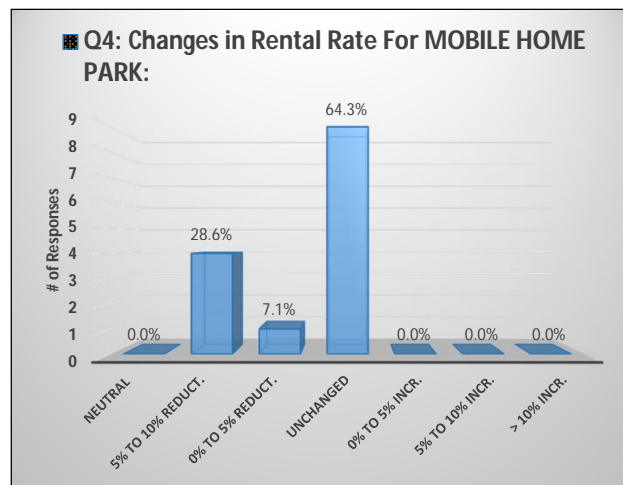
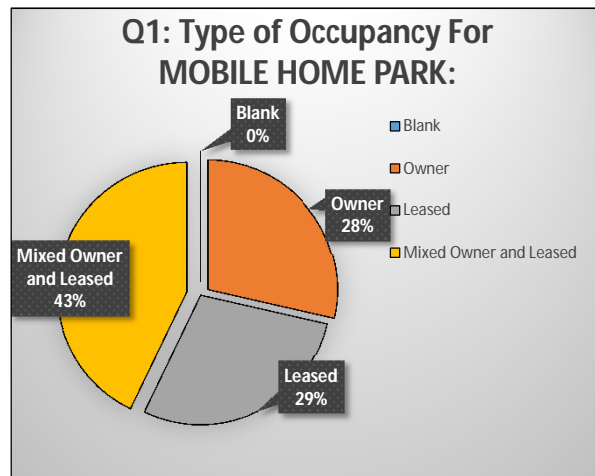


Q7: Changes in Expenses For MINI-STORAGE:	Results	%
Neutral - Blank, Not Sure, Etc.	0	0.0%
Expenses increased > 10%	0	0.0%
Expenses increased 5% - 10%	2	10.0%
Expenses increased less than 5%	9	45.0%
No change in expenses	9	45.0%
Expenses decreased	0	0.0%
Totals	20	100.0%

Q6: Changes in Bad Debt For MINI-STORAGE:	Results	%
Neutral - Blank, Not Sure, Etc.	4	20.0%
Unchanged	6	30.0%
Decreased	0	0.0%
Increased	10	50.0%
Totals	20	100.0%

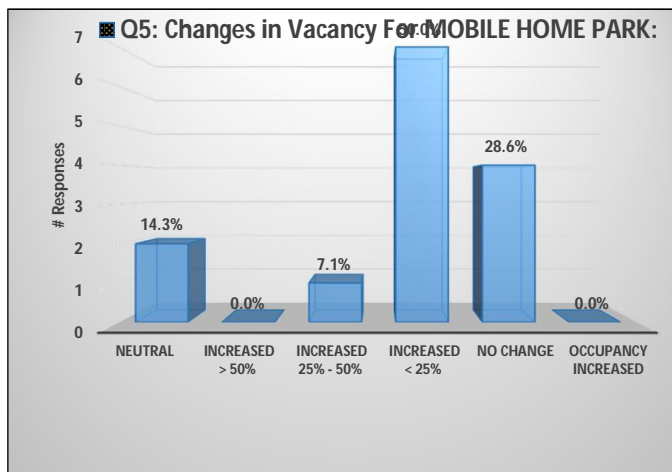
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: MOBILE HOME PARK

Q1: Type of Occupancy For MOBILE HOME PARK:	Results	%
Blank	0	0.0%
Owner	4	28.6%
Leased	4	28.6%
Mixed Owner and Leased	6	42.9%
Totals - All	14	100.0%
Approx. # of This Type in County	83	16.9%



Q4: Changes in Rental Rate For MOBILE HOME PARK:	Results	%
Neutral - Blank, Not Sure, Etc.	0	0.0%
5% to 10% Reduct. Rental Rate	4	28.6%
0% to 5% Reduct. Rental Rate	1	7.1%
Unchanged Rental Rate	9	64.3%
0% to 5% Incr. Rental Rate	0	0.0%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	0	0.0%
Totals	14	100.0%

Q5: Changes in Vacancy For MOBILE HOME PARK:	Results	%
Neutral - Blank, Not Sure, Etc.	2	14.3%
Vacancy increased > 50%	0	0.0%
Vacancy increased 25% - 50%	1	7.1%
Vacancy increased < 25%	7	50.0%
No change in vacancy	4	28.6%
Occupancy increased	0	0.0%
Totals	14	100.0%

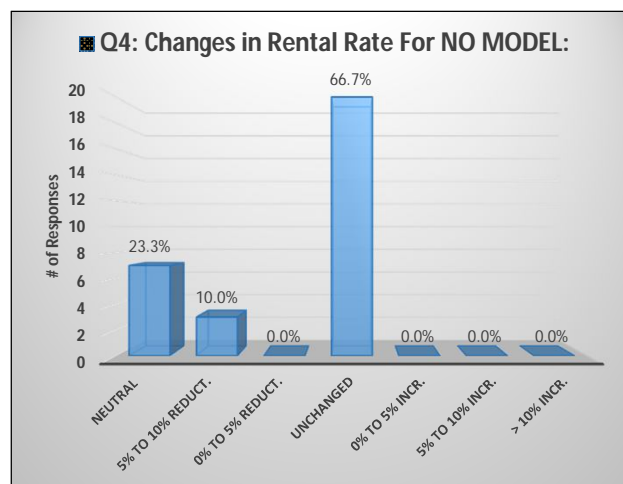
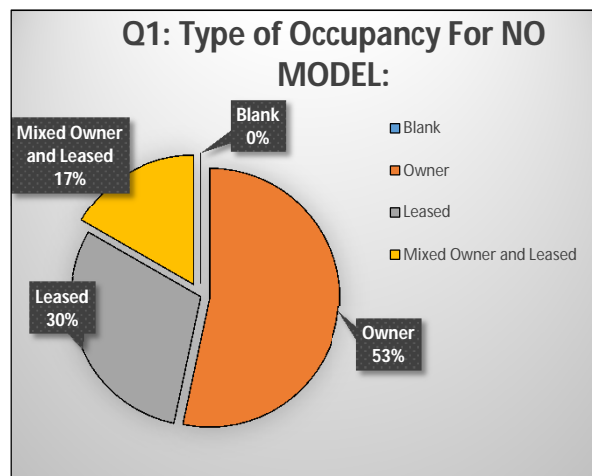


Q7: Changes in Expenses For MOBILE HOME PARK:	Results	%
Neutral - Blank, Not Sure, Etc.	1	7.1%
Expenses increased > 10%	3	21.4%
Expenses increased 5% - 10%	0	0.0%
Expenses increased less than 5%	2	14.3%
No change in expenses	8	57.1%
Expenses decreased	0	0.0%
Totals	14	100.0%

Q6: Changes in Bad Debt For MOBILE HOME PARK:	Results	%
Neutral - Blank, Not Sure, Etc.	0	0.0%
Unchanged	5	35.7%
Decreased	0	0.0%
Increased	9	64.3%
Totals	14	100.0%

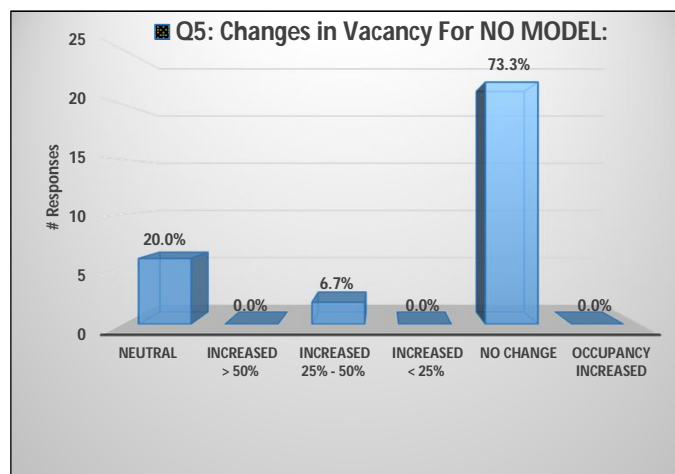
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: NO MODEL

Q1: Type of Occupancy For NO MODEL:	Results	%
Blank	0	0.0%
Owner	16	53.3%
Leased	9	30.0%
Mixed Owner and Leased	5	16.7%
Totals - All	30	100.0%
Approx. # of This Type in County	1,663	1.8%



Q4: Changes in Rental Rate For NO MODEL:	Results	%
Neutral - Blank, Not Sure, Etc.	7	23.3%
5% to 10% Reduct. Rental Rate	3	10.0%
0% to 5% Reduct. Rental Rate	0	0.0%
Unchanged Rental Rate	20	66.7%
0% to 5% Incr. Rental Rate	0	0.0%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	0	0.0%
Totals	30	100.0%

Q5: Changes in Vacancy For NO MODEL:	Results	%
Neutral - Blank, Not Sure, Etc.	6	20.0%
Vacancy increased > 50%	0	0.0%
Vacancy increased 25% - 50%	2	6.7%
Vacancy increased < 25%	0	0.0%
No change in vacancy	22	73.3%
Occupancy increased	0	0.0%
Totals	30	100.0%

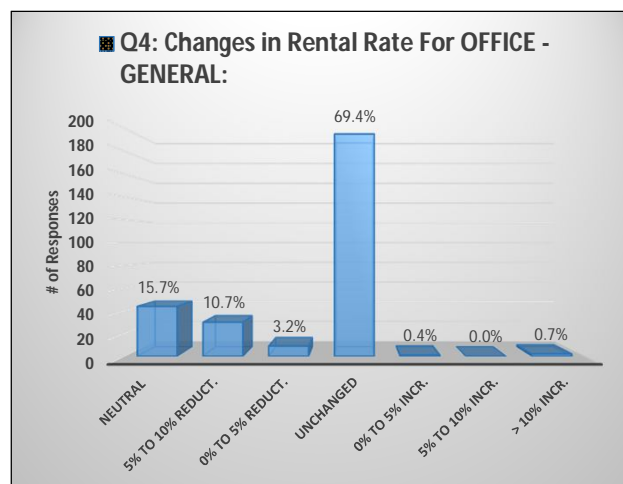
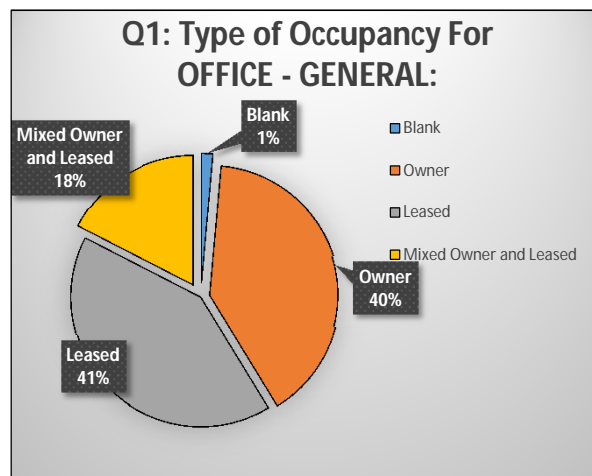


Q7: Changes in Expenses For NO MODEL:	Results	%
Neutral - Blank, Not Sure, Etc.	6	20.0%
Expenses increased > 10%	3	10.0%
Expenses increased 5% - 10%	1	3.3%
Expenses increased less than 5%	3	10.0%
No change in expenses	16	53.3%
Expenses decreased	1	3.3%
Totals	30	100.0%

Q6: Changes in Bad Debt For NO MODEL:	Results	%
Neutral - Blank, Not Sure, Etc.	6	20.0%
Unchanged	22	73.3%
Decreased	0	0.0%
Increased	2	6.7%
Totals	30	100.0%

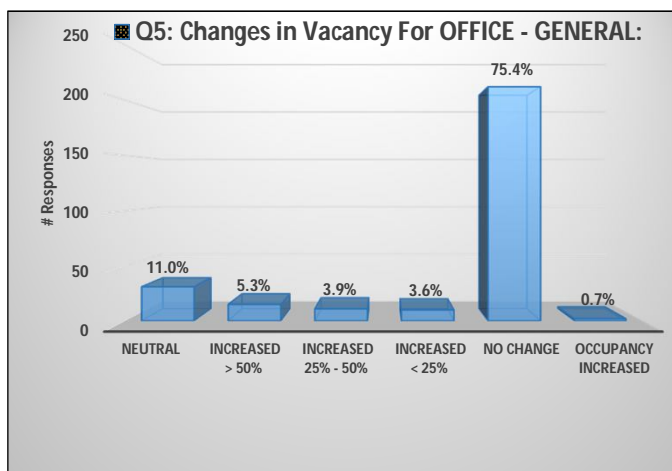
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: OFFICE - GENERAL

Q1: Type of Occupancy For OFFICE - GENERAL:	Results	%
Blank	4	1.4%
Owner	112	39.9%
Leased	116	41.3%
Mixed Owner and Leased	49	17.4%
Totals - All	281	100.0%
Approx. # of This Type in County	1,300	21.6%



Q4: Changes in Rental Rate For OFFICE - GENERAL:	Results	%
Neutral - Blank, Not Sure, Etc.	44	15.7%
5% to 10% Reduct. Rental Rate	30	10.7%
0% to 5% Reduct. Rental Rate	9	3.2%
Unchanged Rental Rate	195	69.4%
0% to 5% Incr. Rental Rate	1	0.4%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	2	0.7%
Totals	281	100.0%

Q5: Changes in Vacancy For OFFICE - GENERAL:	Results	%
Neutral - Blank, Not Sure, Etc.	31	11.0%
Vacancy increased > 50%	15	5.3%
Vacancy increased 25% - 50%	11	3.9%
Vacancy increased < 25%	10	3.6%
No change in vacancy	212	75.4%
Occupancy increased	2	0.7%
Totals	281	100.0%

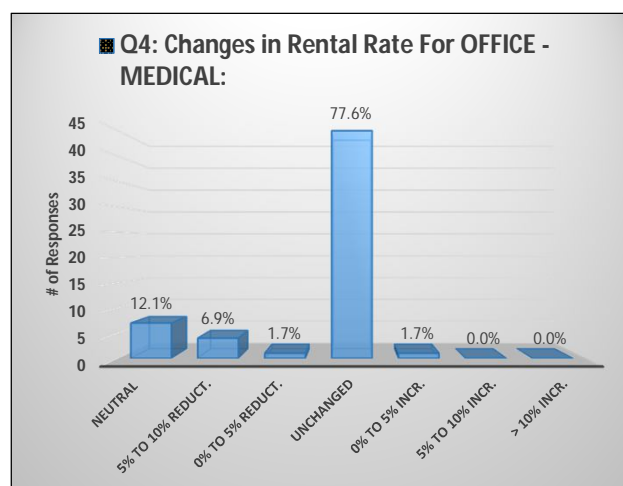
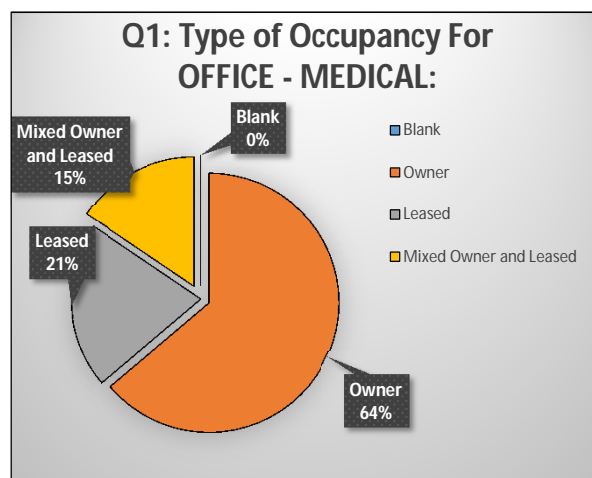


Q7: Changes in Expenses For OFFICE - GENERAL:	Results	%
Neutral - Blank, Not Sure, Etc.	34	12.1%
Expenses increased > 10%	17	6.0%
Expenses increased 5% - 10%	14	5.0%
Expenses increased less than 5%	25	8.9%
No change in expenses	189	67.3%
Expenses decreased	2	0.7%
Totals	281	100.0%

Q6: Changes in Bad Debt For OFFICE - GENERAL:	Results	%
Neutral - Blank, Not Sure, Etc.	40	14.2%
Unchanged	212	75.4%
Decreased	2	0.7%
Increased	27	9.6%
Totals	281	100.0%

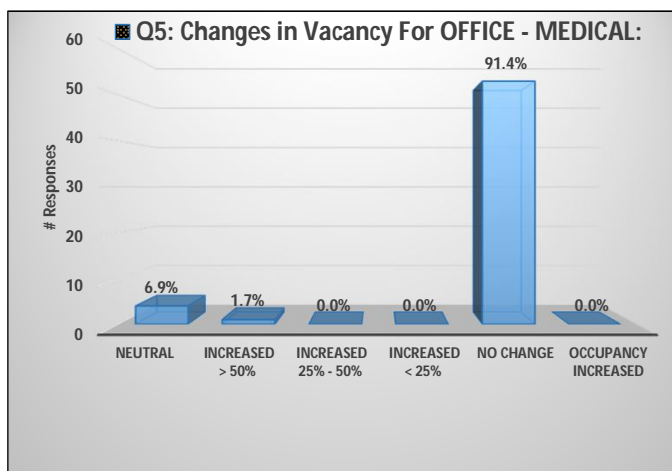
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: OFFICE - MEDICAL

Q1: Type of Occupancy For OFFICE - MEDICAL:	Results	%
Blank	0	0.0%
Owner	37	63.8%
Leased	12	20.7%
Mixed Owner and Leased	9	15.5%
Totals - All	58	100.0%
Approx. # of This Type in County	306	19.0%



Q4: Changes in Rental Rate For OFFICE - MEDICAL:	Results	%
Neutral - Blank, Not Sure, Etc.	7	12.1%
5% to 10% Reduct. Rental Rate	4	6.9%
0% to 5% Reduct. Rental Rate	1	1.7%
Unchanged Rental Rate	45	77.6%
0% to 5% Incr. Rental Rate	1	1.7%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	0	0.0%
Totals	58	100.0%

Q5: Changes in Vacancy For OFFICE - MEDICAL:	Results	%
Neutral - Blank, Not Sure, Etc.	4	6.9%
Vacancy increased > 50%	1	1.7%
Vacancy increased 25% - 50%	0	0.0%
Vacancy increased < 25%	0	0.0%
No change in vacancy	53	91.4%
Occupancy increased	0	0.0%
Totals	58	100.0%

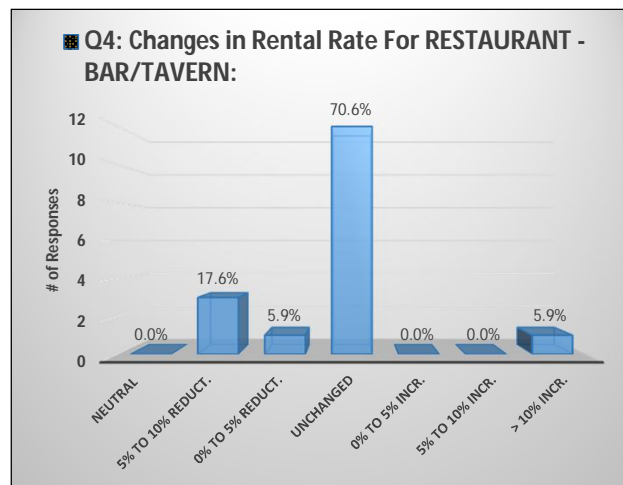
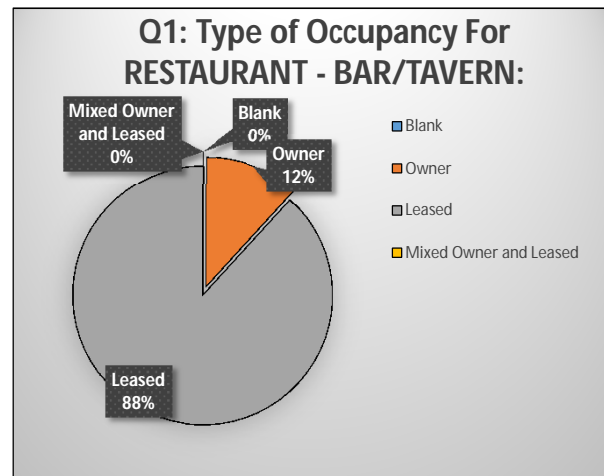


Q7: Changes in Expenses For OFFICE - MEDICAL:	Results	%
Neutral - Blank, Not Sure, Etc.	7	12.1%
Expenses increased > 10%	6	10.3%
Expenses increased 5% - 10%	6	10.3%
Expenses increased less than 5%	3	5.2%
No change in expenses	36	62.1%
Expenses decreased	0	0.0%
Totals	58	100.0%

Q6: Changes in Bad Debt For OFFICE - MEDICAL:	Results	%
Neutral - Blank, Not Sure, Etc.	6	10.3%
Unchanged	52	89.7%
Decreased	0	0.0%
Increased	0	0.0%
Totals	58	100.0%

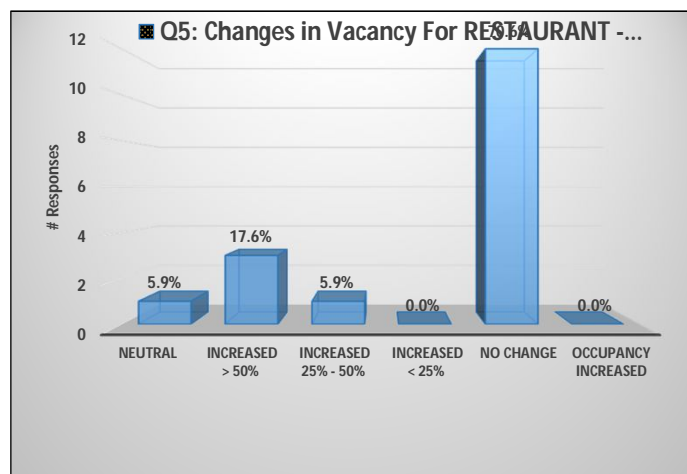
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: RESTAURANT - BAR/TAVERN

Q1: Type of Occupancy For RESTAURANT - BAR/TAVERN:	Results	%
Blank	0	0.0%
Owner	2	11.8%
Leased	15	88.2%
Mixed Owner and Leased	0	0.0%
Totals - All	17	100.0%
Approx. # of This Type in County	89	19.1%



Q4: Changes in Rental Rate For RESTAURANT - BAR/TAVERN:	Results	%
Neutral - Blank, Not Sure, Etc.	0	0.0%
5% to 10% Reduct. Rental Rate	3	17.6%
0% to 5% Reduct. Rental Rate	1	5.9%
Unchanged Rental Rate	12	70.6%
0% to 5% Incr. Rental Rate	0	0.0%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	1	5.9%
Totals	17	100.0%

Q5: Changes in Vacancy For RESTAURANT - BAR/TAVERN:	Results	%
Neutral - Blank, Not Sure, Etc.	1	5.9%
Vacancy increased > 50%	3	17.6%
Vacancy increased 25% - 50%	1	5.9%
Vacancy increased < 25%	0	0.0%
No change in vacancy	12	70.6%
Occupancy increased	0	0.0%
Totals	17	100.0%

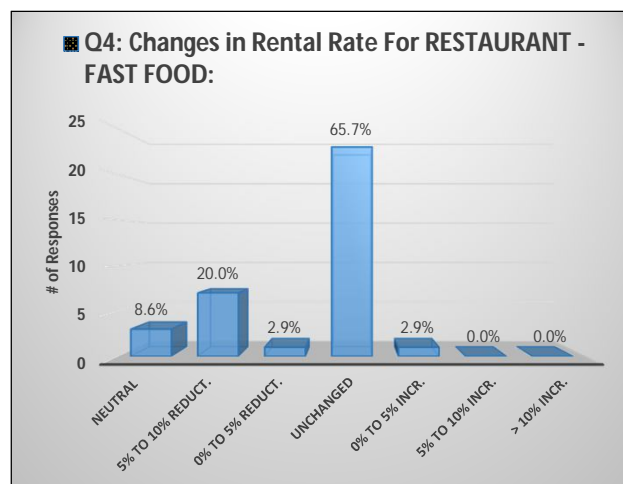
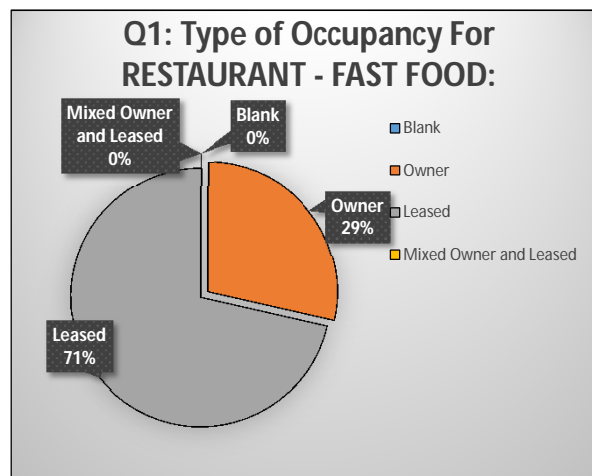


Q7: Changes in Expenses For RESTAURANT - BAR/TAVERN:	Results	%
Neutral - Blank, Not Sure, Etc.	1	5.9%
Expenses increased > 10%	2	11.8%
Expenses increased 5% - 10%	1	5.9%
Expenses increased less than 5%	1	5.9%
No change in expenses	12	70.6%
Expenses decreased	0	0.0%
Totals	17	100.0%

Q6: Changes in Bad Debt For RESTAURANT - BAR/TAVERN:	Results	%
Neutral - Blank, Not Sure, Etc.	2	11.8%
Unchanged	10	58.8%
Decreased	1	5.9%
Increased	4	23.5%
Totals	17	100.0%

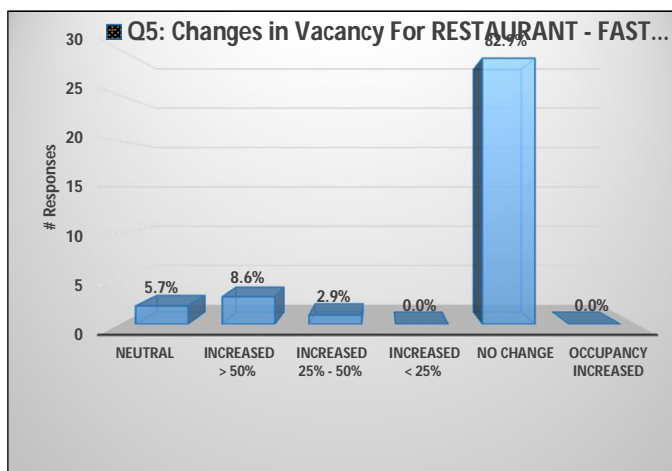
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: RESTAURANT - FAST FOOD

Q1: Type of Occupancy For RESTAURANT - FAST FOOD:	Results	%
Blank	0	0.0%
Owner	10	28.6%
Leased	25	71.4%
Mixed Owner and Leased	0	0.0%
Totals - All	35	100.0%
Approx. # of This Type in County	310	11.3%



Q4: Changes in Rental Rate For RESTAURANT - FAST FOOD:	Results	%
Neutral - Blank, Not Sure, Etc.	3	8.6%
5% to 10% Reduct. Rental Rate	7	20.0%
0% to 5% Reduct. Rental Rate	1	2.9%
Unchanged Rental Rate	23	65.7%
0% to 5% Incr. Rental Rate	1	2.9%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	0	0.0%
Totals	35	100.0%

Q5: Changes in Vacancy For RESTAURANT - FAST FOOD:	Results	%
Neutral - Blank, Not Sure, Etc.	2	5.7%
Vacancy increased > 50%	3	8.6%
Vacancy increased 25% - 50%	1	2.9%
Vacancy increased < 25%	0	0.0%
No change in vacancy	29	82.9%
Occupancy increased	0	0.0%
Totals	35	100.0%

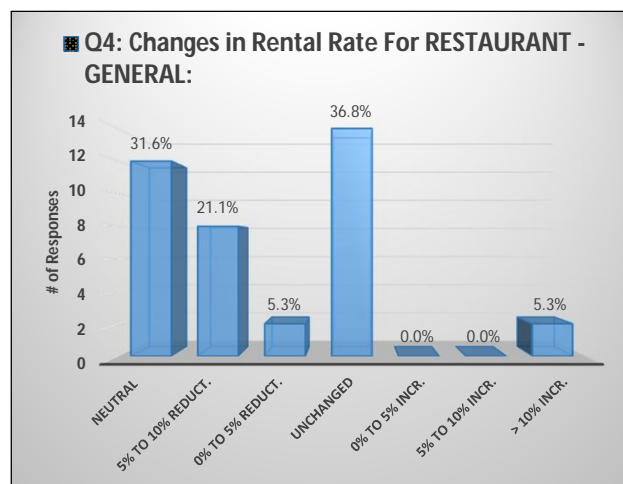
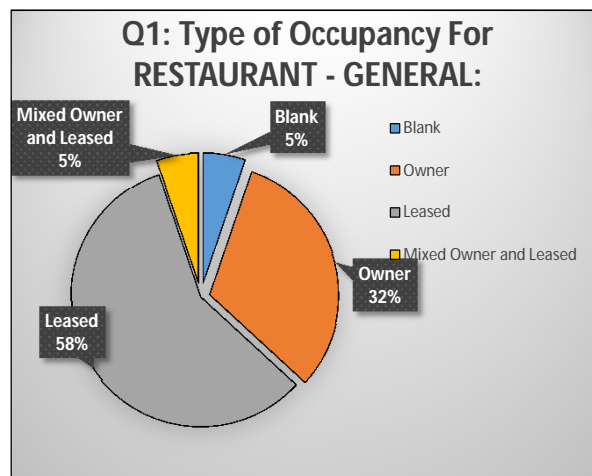


Q7: Changes in Expenses For RESTAURANT - FAST FOOD:	Results	%
Neutral - Blank, Not Sure, Etc.	5	14.3%
Expenses increased > 10%	1	2.9%
Expenses increased 5% - 10%	2	5.7%
Expenses increased less than 5%	4	11.4%
No change in expenses	23	65.7%
Expenses decreased	0	0.0%
Totals	35	100.0%

Q6: Changes in Bad Debt For RESTAURANT - FAST FOOD:	Results	%
Neutral - Blank, Not Sure, Etc.	4	11.4%
Unchanged	26	74.3%
Decreased	0	0.0%
Increased	5	14.3%
Totals	35	100.0%

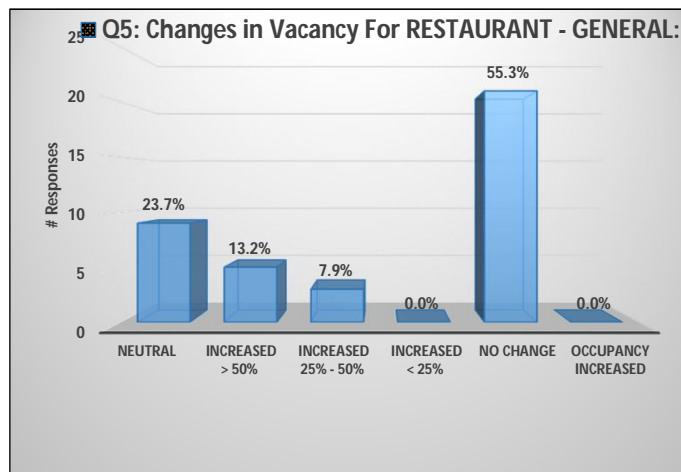
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: RESTAURANT - GENERAL

Q1: Type of Occupancy For RESTAURANT - GENERAL:	Results	%
Blank	2	5.3%
Owner	12	31.6%
Leased	22	57.9%
Mixed Owner and Leased	2	5.3%
Totals - All	38	100.0%
Approx. # of This Type in County	233	16.3%



Q4: Changes in Rental Rate For RESTAURANT - GENERAL:	Results	%
Neutral - Blank, Not Sure, Etc.	12	31.6%
5% to 10% Reduct. Rental Rate	8	21.1%
0% to 5% Reduct. Rental Rate	2	5.3%
Unchanged Rental Rate	14	36.8%
0% to 5% Incr. Rental Rate	0	0.0%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	2	5.3%
Totals	38	100.0%

Q5: Changes in Vacancy For RESTAURANT - GENERAL:	Results	%
Neutral - Blank, Not Sure, Etc.	9	23.7%
Vacancy increased > 50%	5	13.2%
Vacancy increased 25% - 50%	3	7.9%
Vacancy increased < 25%	0	0.0%
No change in vacancy	21	55.3%
Occupancy increased	0	0.0%
Totals	38	100.0%

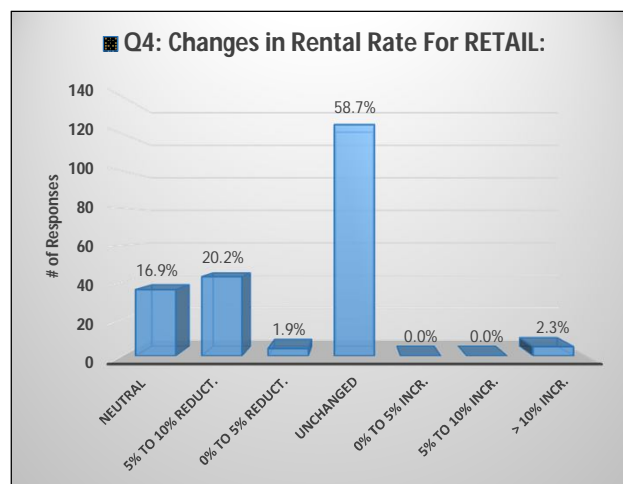
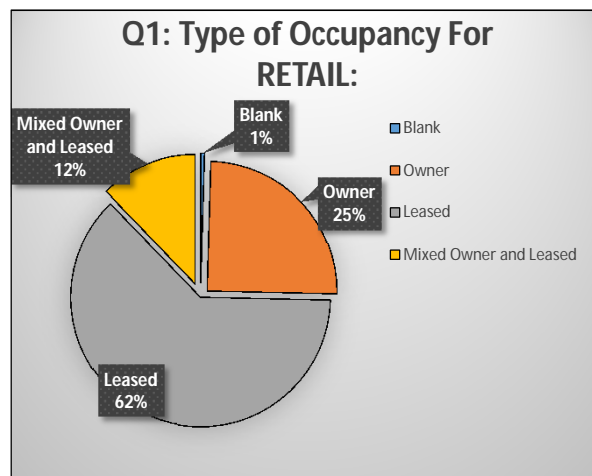


Q7: Changes in Expenses For RESTAURANT - GENERAL:	Results	%
Neutral - Blank, Not Sure, Etc.	2	5.3%
Expenses increased > 10%	11	28.9%
Expenses increased 5% - 10%	5	13.2%
Expenses increased less than 5%	1	2.6%
No change in expenses	19	50.0%
Expenses decreased	0	0.0%
Totals	38	100.0%

Q6: Changes in Bad Debt For RESTAURANT - GENERAL:	Results	%
Neutral - Blank, Not Sure, Etc.	7	18.4%
Unchanged	22	57.9%
Decreased	2	5.3%
Increased	7	18.4%
Totals	38	100.0%

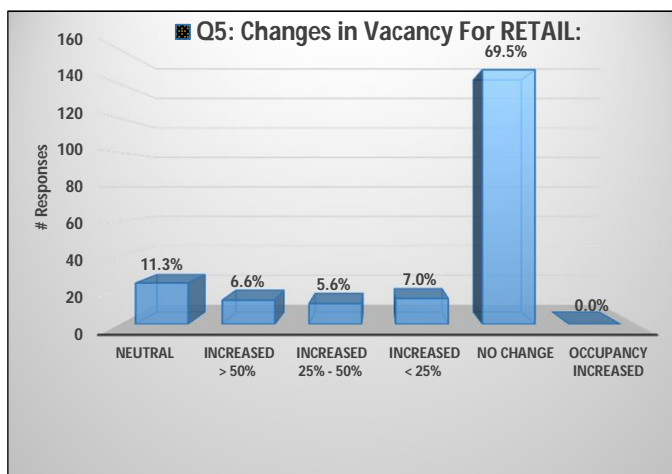
SNAPSHOT SURVEY RESULTS Questions 1, 4, 5, 6, & 7: RETAIL

Q1: Type of Occupancy For RETAIL:	Results	%
Blank	1	0.5%
Owner	53	24.9%
Leased	133	62.4%
Mixed Owner and Leased	26	12.2%
Totals - All	213	100.0%
Approx. # of This Type in County	1,450	14.7%



Q4: Changes in Rental Rate For RETAIL:	Results	%
Neutral - Blank, Not Sure, Etc.	36	16.9%
5% to 10% Reduct. Rental Rate	43	20.2%
0% to 5% Reduct. Rental Rate	4	1.9%
Unchanged Rental Rate	125	58.7%
0% to 5% Incr. Rental Rate	0	0.0%
5% to 10% Incr. Rental Rate	0	0.0%
> 10% Incr. Rental Rate	5	2.3%
Totals	213	100.0%

Q5: Changes in Vacancy For RETAIL:	Results	%
Neutral - Blank, Not Sure, Etc.	24	11.3%
Vacancy increased > 50%	14	6.6%
Vacancy increased 25% - 50%	12	5.6%
Vacancy increased < 25%	15	7.0%
No change in vacancy	148	69.5%
Occupancy increased	0	0.0%
Totals	213	100.0%



Q7: Changes in Expenses For RETAIL:	Results	%
Neutral - Blank, Not Sure, Etc.	32	15.0%
Expenses increased > 10%	17	8.0%
Expenses increased 5% - 10%	10	4.7%
Expenses increased less than 5%	13	6.1%
No change in expenses	140	65.7%
Expenses decreased	1	0.5%
Totals	213	100.0%

Q6: Changes in Bad Debt For RETAIL:	Results	%
Neutral - Blank, Not Sure, Etc.	33	15.5%
Unchanged	127	59.6%
Decreased	2	0.9%
Increased	51	23.9%
Totals	213	100.0%

ADDENDUM

EXAMPLES OF SURVEY – ONLINE SURVEY:

Property Information

Property Owner Name (required)

Commercial property physical address (required)

City (required)

State

☒ Kansas

ZIP Code (required)

May we contact you if we have questions about your survey answers? (required)

☐ Yes

☐ No, Thank You.

Name of the person reporting the data (required)

Phone number (required)

Email address (required)

Reporting Information

What property type category best fits your property? (required)

Apartment

Hotel/Motel

Industrial/Warehouse

Mini-storage

Medical

Office

Retail

Restaurant

Fast Food

Please indicate the following changes in your property due to COVID-19 for the following time period: (required)

☐ March 1st – May 31st

☐ June 1st - August 31st

☒ September 1st - November 30th

Is your property owner-occupied or leased? (required)

Did you have any space become available for lease prior to March 1st, 2020? (required)

☐ Yes

☐ No

Did you have any space for lease during the time period reported above? (required)

☐ Yes

☐ No

Reporting Information

Have there been changes in the rental rate for your property for the time period reported above? (required)

- Owner
- Leased
- Mixed Owner and Leased

Have there been changes in expenses for your property due to COVID-19?

- Expenses increased by more than 10%
- Expenses increased between 5% and 10%
- Expenses increased less than 5%
- No change in expenses
- Expenses decreased
- Not sure

Have there been changes in tenant vacancy for your property due to COVID-19? (required)

- Vacancy increased by more than 50%
- Vacancy increased between 25% and 50%
- Vacancy increased less than 25%
- No change in vacancy
- Occupancy increased
- Not sure

Have there been changes in bad debt/delinquency for your property due to COVID-19? (required)

- Unchanged
- Decreased
- Increased
- Not Sure

Was your property available for sale just prior to March 1st, 2020? (required)

- ☐ Yes
- ☐ No

If you answered yes, has your asking price changed? (required)

- Unchanged
- Decreased
- Increased
- Not Sure

Has there been a change in the number of people looking at your property since March 1st, 2020? (required)

Are there any comments you would like to share with us regarding your property value and COVID 19?

- Unchanged
- Decreased
- Increased
- Not Sure

ReCaptcha

☐ I'm not a robot



Submit

EXAMPLES OF SURVEY – MAIL IN SURVEY:

SEDGWICK COUNTY APPRAISER'S OFFICE

THIS IS NOT A TAX STATE OR APPRAISAL NOTICE
PLEASE COMPLETE AND RETURN IN THE ENCLOSED ENVELOPE WITHIN 30 DAYS OR ONLINE AT
WWW.SEDGWICKCOUNTY.ORG/APPRaiser
IF YOU HAVE QUESTIONS PLEASE CALL (316) 660-9000 OR EMAIL: APPRCOM@SEDGWICK.GOV

PROPERTY OWNERS & MANAGERS SURVEY

Situs Address:

Land Use:

Primary AIN:

Property Name:

INFORMATION RECEIVED WILL REMAIN CONFIDENTIAL

PLEASE SUPPLY THE INFORMATION REQUESTED BELOW

PROPERTY OWNER NAME: _____

MAY WE CONTACT YOU IF WE HAVE QUESTIONS ABOUT YOUR SURVEY? YES / NO

NAME OF PERSON REPORTING DATA: _____

TITLE OF PERSON: _____

PHONE NUMBER: (____) _____

EMAIL ADDRESS: _____

WHAT PROPERTY TYPE CATEGORY BEST FITS YOUR PROPERTY?

- ____ APARTMENT
- ____ HOTEL/MOTEL
- ____ INDUSTRIAL/WAREHOUSE
- ____ MINI STORAGE
- ____ OFFICE
- ____ RETAIL
- ____ RESTAURANT
- ____ FAST FOOD
- ____ MANUFACTURED HOME PARK

1. IS YOUR PROPERTY OWNER-OCCUPIED OR LEASED?

- ____ OWNER
- ____ LEASED
- ____ MIXED OWNER AND LEASED

2. DID YOU HAVE ANY SPACE BECOME AVAILABLE FOR LEASE PRIOR TO MARCH 1ST?

- ____ YES
- ____ NO

3.

DID YOU HAVE ANY SPACE FOR LEASE DURING THE PERIOD OF MARCH 1ST TO JUNE 30TH?

- ____ YES
- ____ NO

4. HAVE THERE BEEN CHANGES IN THE RENTAL RATE FOR YOUR PROPERTY DUE TO COVID-19?
- ☐ 5%-10% REDUCTION
 - ☐ 0%-5% REDUCTION
 - ☐ NO CHANGE IN RENTAL RATE
 - ☐ 0%-5% INCREASE
 - ☐ 5%-10% INCREASE
 - ☐ GREATER THAN 10% INCREASE
 - ☐ NOT SURE
5. HAVE THERE BEEN CHANGES IN TENANT VACANCY FOR YOUR PROPERTY DUE TO COVID-19?
- ☐ VACANCY INCREASED BY MORE THAN 50%
 - ☐ VACANCY INCREASED BETWEEN 25% AND 50%
 - ☐ VACANCY INCREASED LESS THAN 25%
 - ☐ NO CHANGE IN VACANCY
 - ☐ OCCUPANCY INCREASED
 - ☐ NOT SURE
6. HAVE THERE BEEN CHANGES IN BAD DEBT/DELIQUENCY FOR YOUR PROPERTY DUE TO COVID-19?
- ☐ UNCHANGED
 - ☐ DECREASED
 - ☐ INCREASED
 - ☐ NOT SURE
7. HAVE THERE BEEN CHANGES IN EXPENSES FOR YOUR PROPERTY DUE TO COVID-19?
- ☐ EXPENSES INCREASED BY MORE THAN 10%
 - ☐ EXPENSES INCREASED BETWEEN 5% AND 10%
 - ☐ EXPENSES INCREASED LESS THAN 5%
 - ☐ NO CHANGE IN EXPENSES
 - ☐ EXPENSES DECREASED
 - ☐ NOT SURE
8. WAS YOUR PROPERTY FOR SALE PRIOR TO MARCH 1ST?
- ☐ YES ☐ NO
9. IF YOU ANSWERED YES TO QUESTION 8, HAS YOUR ASKING PRICE CHANGED DUE TO COVID-19?
- ☐ YES ☐ NO
10. HAS THERE BEEN A CHANGE IN THE NUMBER OF PEOPLE LOOKING AT YOUR PROPERTY SINCE MARCH 1ST?
- ☐ YES ☐ NO
11. ARE THERE ANY COMMENTS THAT YOU WOULD LIKE TO SHARE WITH US REGARDING YOUR PROPERTY VALUE AND COVID-19?

IMPORTANT DEFINITIONS AND STATUTES CONSIDERED

Kansas Constitution:

The Kansas Constitution Article 11, § 1 is the supreme authority for the valuation and assessment of real property for ad valorem tax purposes which states that “[t]he legislature shall provide for a uniform and equal rate of assessment and taxation.”

The following statutes establish the foundation for the scope of work and the rules, regulations, guidelines and directives for valuing properties:

K.S.A. 79-216. Words and Phrases. That the terms “real property”, “real estate”, and “land” when used in this act, except as otherwise specifically provided, shall include not only the land itself, but all buildings, fixtures, improvements, mines, minerals, quarries, mineral springs, and wells, rights and privileges appertaining thereto.

History: L. 1907, ch. 408, § 1; July 1; R.S. 1923, 79-216.

K.S.A. 79-501. Appraisal of real and tangible personal property at fair market value in money; exceptions; rate of assessment. Each parcel of real property shall be appraised at its fair market value in money, the value thereof to be determined by the appraiser from actual view and inspection of the property. The price at which such real property would sell at forced sale may be taken as a criterion of such fair market value in money in the market place of such sale if the appraiser believes such price to be a reasonable factor in arriving at fair market value. The price at which real property would sell at auction may be taken as the criterion of fair market value in money if the appraiser determines such sale to be an arms-length transaction between a willing buyer and seller. In addition, land devoted to agricultural use shall be valued as provided by K.S.A. 79-1476, and amendments thereto. Tangible personal property shall be appraised at its fair market value in money except as provided by K.S.A. 79-1439, and amendments thereto. All such real and tangible personal property shall be assessed at the rate prescribed by K.S.A. 79-1439, and amendments thereto.

History: L. 1876, ch. 34, § 15; R.S. 1923, 79-501; L. 1963, ch. 460, § 3; L. 1969, ch. 433, § 2; L. 1988, ch. 375, § 6; L. 1989, ch. 2, § 9 (Special Session); Dec. 14.

K.S.A. 79-503a. Fair market value defined; allowable variance; factors to be considered in determining fair market value; generally accepted appraisal procedures to be utilized. “Fair market value” means the amount in terms of money that a well informed buyer is justified in paying and a well informed seller is justified in accepting for property in an open and competitive market, assuming that the parties are acting without undue compulsion. In the determination of fair market value of any real property which is subject to any special assessment, such value shall not be determined by adding the present value of the special assessment to the sales price. For the purposes of this definition it will be assumed that consummation of a sale occurs as of January 1.

Sales in and of themselves shall not be the sole criteria of fair market value but shall be used in connection with cost, income and other factors including but not by way of exclusion:

(a) The proper classification of lands and improvements;

- (b) the size thereof;
- (c) the effect of location on value;
- (d) depreciation, including physical deterioration or functional, economic or social obsolescence;
- (e) cost of reproduction of improvements;
- (f) productivity taking into account all restrictions imposed by the state or federal government and local governing bodies, including, but not limited to, restrictions on property rented or leased to low income individuals and families as authorized by section 42 of the federal internal revenue code of 1986, as amended;
- (g) earning capacity as indicated by lease price, by capitalization of net income or by absorption or sell-out period;
- (h) rental or reasonable rental values or rental values restricted by the state or federal government or local governing bodies, including, but not limited to, restrictions on property rented or leased to low income individuals and families, as authorized by section 42 of the federal internal revenue code of 1986, as amended;
- (i) sale value on open market with due allowance to abnormal inflationary factors influencing such values;
- (j) restrictions or requirements imposed upon the use of real estate by the state or federal government or local governing bodies, including zoning and planning boards or commissions, and including, but not limited to, restrictions or requirements imposed upon the use of real estate rented or leased to low income individuals and families, as authorized by section 42 of the federal internal revenue code of 1986, as amended; and
- (k) comparison with values of other property of known or recognized value. The assessment-sales ratio study shall not be used as an appraisal for appraisal purposes.

The appraisal process utilized in the valuation of all real and tangible personal property for ad valorem tax purposes shall conform to generally accepted appraisal procedures which are adaptable to mass appraisal and consistent with the definition of fair market value unless otherwise specified by law.

History: L. 1982, ch. 391, § 2; L. 1990, ch. 346, § 3; L. 1995, ch. 254, § 5; L. 1997, ch. 126, § 42; L. 2003, ch. 156, § 4; L. 2009, ch. 97, § 3; July 1.

K.S.A. 79-1485. Kansas real estate ratio study act; purposes. (a) This act shall be known and may be cited as the Kansas real estate ratio study act.

(b) The purpose of this act is to provide statistical information regarding the relationship of the appraised value to the selling price of real estate which has sold during the study year and the relative level of uniformity of appraisal within and among counties and to report such information in convenient form to the legislature and other interested parties. The statistical information determined pursuant to this act may be used by the director in carrying out such director's duties, including, but not limited to, assisting such director in the determination of substantial compliance under K.S.A. 79-1445, and amendments thereto.

History: L. 1992, ch. 131, § 1; L. 1994, ch. 275, § 8; July 1.