TO: Travis Central Appraisal District  
     Board of Directors

FROM: Leana H. Mann  
     Director of Operations

DATE: October 14, 2020

RE: Item No. 5A- Data Purchase Request

The District requests the Board of Directors approve a not to exceed purchase amount of $250,000 to purchase proprietary data from Carahsoft Technology Corp. The District will purchase the data off of the Department of Information Resources (DIR) state purchasing contract DIR-TSO-4288.

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enhanced Real Estate Report</td>
<td>$250,000</td>
</tr>
</tbody>
</table>

**TOTAL COST $250,000**

Respectfully submitted,

Leana H. Mann, CGFO  
Director of Operations
2021 VALUATIONS

NEW SOLUTIONS FOR MARKET DATA ACQUISITION

TRAVIS CENTRAL
APPRASIAL DISTRICT
ACCESS TO SALES DATA IN TEXAS

• Texas is a nondisclosure state; however, Texas does not prevent appraisal districts from acquiring sales data.
• State law requires and anticipates that appraisal districts use sales data.
• Access to sales data is a challenge for appraisal districts across the state.
• Appraisal districts use a variety of sources to compile data including sales questionnaires, protests, deeds, and third party vendors.
HOW WE GOT HERE

February 2018
Travis CAD signs an agreement with CoreLogic

May 2019
Austin Board of Realtors sends Travis CAD a cease and desist letter

December 2019
ABoR announces a settlement with CoreLogic

February 2020
Travis CAD informs taxing entities we are unable to recalibrate our models
ABoR’s actions had an impact on Travis CAD’s ability to acquire data from other sources, including sources used by other appraisal districts:

- Multiple Listing Services
- Sales Questionnaires
- Title Companies
- Financial Institutions
- Leasing Agencies
- Property Managers
- Real Estate Brokers and Agencies
<table>
<thead>
<tr>
<th>Tax Year</th>
<th>Real Estate Center Sales</th>
<th>TCAD Sale</th>
<th>% of sales 2012 thru 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>12,086</td>
<td>12,260</td>
<td>101%</td>
</tr>
<tr>
<td>2013</td>
<td>14,415</td>
<td>13,963</td>
<td>97%</td>
</tr>
<tr>
<td>2014</td>
<td>16,521</td>
<td>14,461</td>
<td>88%</td>
</tr>
<tr>
<td>2015</td>
<td>16,199</td>
<td>15,132</td>
<td>93%</td>
</tr>
<tr>
<td>2016</td>
<td>16,782</td>
<td>17,460</td>
<td>104%</td>
</tr>
<tr>
<td>2017</td>
<td>17,444</td>
<td>17,830</td>
<td>102%</td>
</tr>
<tr>
<td>2018</td>
<td>17,954</td>
<td>17,411</td>
<td>97%</td>
</tr>
<tr>
<td>2019</td>
<td>18,501</td>
<td>17,709</td>
<td>96%</td>
</tr>
<tr>
<td>2020</td>
<td>19,163</td>
<td>2,929</td>
<td>15%</td>
</tr>
</tbody>
</table>

Avg % of sales 2012 thru 2019 -- 98%

% of sales for 2020 -- 15%
AGGREGATE DATA

ABoR offered Travis CAD aggregate data by zip code.

It is illegal for Travis CAD to change market values without having the data to support those changes.

Using aggregate data to do across-the-board increases would violate:

- Texas Property Tax Code
- International Association of Assessing Officers Mass Appraisal Standards
- Uniform Standards of Professional Appraisal Practices
2020 APPRAISALS

Travis CAD analyzed the available data and concluded that it was insufficient to recalibrate existing residential appraisal models for tax year 2020.

- New construction, changes to commercial, and changes to other non-residential properties were added to the appraisal roll.
- Some properties below the homestead limitation saw an increase in assessed value as values continue to catch up to their cap.
- Property owners and tax agents were able to protest property value regardless of whether or not the parcel was reappraised.
Travis CAD is required to follow International Association of Assessing Officers (IAAO) Standard on Sales Verification.

Market Data Sources:
- Real Estate Transfer Documents
- Sales Verification Questionnaires
- Buyers and Sellers
- Third Party Sources
THIRD PARTY SOURCES

• Multiple Listing Services
• Title Companies
• Financial Institutions
• Leasing Agencies/Property Managers
• Real Estate Brokers and Agencies
• Government and Private Fee Appraisers
• Attorneys
• Appraisal Organizations
• *Data Vendors*
Since May 2019, Travis CAD has inquired of appraisal districts and assessing offices on resources they use to acquire market data.

- United States
- Canada
- European Union
- Asia
In 2020, Travis CAD received a lead about the assessor’s office in Cook County, Illinois on a potential new product offering from Carahsoft Technology Corporation.

Carahsoft Technology Corp specializes in technology and data solutions for federal, state and local government agencies and is an aggregator of big data from multiple proprietary sources.
Carahsoft’s TransUnion Enhanced Real Estate Report

“Providing property appraisers with instant access to current data so they can properly report changes that impact property values and owner’s tax obligations”.

- Features up-to-date reports on property characteristics, including square footage, structural changes, number of bedrooms and bathrooms, sales price, historical sales price and sale date.
Carahsoft’s TransUnion Enhanced Real Estate Report

- New product added to State of Texas Department of Information Resources contract DIR-TSO-4288 in summer of 2020.
- Pilot test of sample data verified the accuracy of market data information included in report.
This contract does NOT violate the ABoR cease and desist letter.

- Carahsoft’s TransUnion Enhanced Real Estate Report is a proprietary product owned and offered by Carahsoft/TransUnion.
- TransUnion is a company with 90,000 data sources, including financial institutions, private databases and public records repositories, and aggregated by 200+ data scientists, 25 data centers distributed globally.
RECOMMENDATION

Travis CAD should use State of Texas DIR contract DIRTSO-4288 to purchase Carahsoft’s TransUnion Enhanced Real Estate Report for all parcels in Travis County and purchase periodic (quarterly) update reports.

• Initial Enhanced Real Estate Report cost $201,788
• Estimated cost per periodic quarterly report $25,000
2021 APPRAISALS

We are very optimistic that the Enhanced Real Estate Report data will enable Travis CAD to calibrate 2021 appraisal models.

Travis CAD will continue to seek additional market data from alternative sources, including deeds, land contracts, and sales questionnaires.