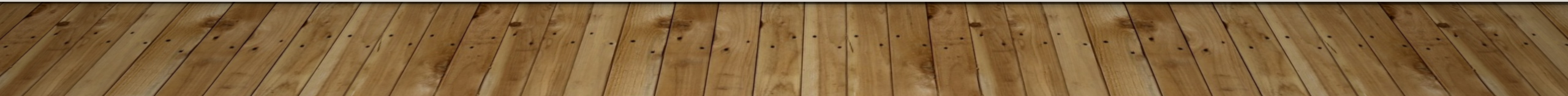


# INTRO TO ROW APPRAISING IN WASHINGTON STATE

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ANDREW F. SORBA, SR/WA, R/W-AC, SRA, AI-RRS



# ANDREW F. SORBA, SR/WA, R/W-AC, SRA, AI-RRS

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- Certified General Appraiser in Washington and Oregon
- Certified Instructor - International Right of Way Association
- Approved Appraiser – Washington State Department of Transportation
- Approved Review Appraiser - Washington State Department of Transportation
- Qualified as an expert witness in King County Superior Court
- Secretary – International Right of Way Association Region 7
- International Valuation Committee Chair, IRWA
- International Professional Education Committee Member, IRWA
- Director, Appraiser's Coalition of Washington
- 2021 Professional of the Year, IRWA Region 7
- 2020-2021 Professional of the Year, IRWA Chapter 4
- Read the Deed, Why Title Reports Matter - IRWA's 68<sup>th</sup> Annual International Education Conference
- The Great Eminent Domain Debate – IRWA's 69<sup>th</sup> Annual International Education Conference
- The Great Eminent Domain Debate – IRWA's 70<sup>th</sup> Annual International Education Conference
- International Right of Way Association, Principles of Right of Way 5th Edition, 2024, Contributor to Chapter 10: The Appraiser and the Valuation Process and Chapter 11: The Appraisal of Partial Acquisitions
- International Right of Way Association, Right of Way Magazine, March/April 2025, Co-Author to Marginal Contributions – An exercise in academia and not in condemnation practice.

# DOWNLOAD QR CODE

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# ORIGIN OF EMINENT DOMAIN

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Hugo Grotius' *De Jure Belli et Pacis*, published in 1625, contains the first recognized use of the term "eminent domain." It states:

*“The property of subjects is under the eminent domain of the state, so that the state or he that acts for it may use and even alienate and destroy such property, not only in the case of extreme necessity, in which even private persons have a right over the property of others, but for ends of public utility, to which ends those who founded civil society must be supposed to have intended that private ends should give way. But it is to be added that when this is done the state is bound to make good the loss to those who lose their property.”*

Source: International Right of Way Association. (2024). *Principles of Right of Way*. (5<sup>th</sup> Edition).

# EMINENT DOMAIN DEFINED

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“Eminent domain is the right of the government to acquire private property for a public use on the payment of just compensation...”

Source: International Right of Way Association. (2024). *Principles of Right of Way*. (5<sup>th</sup> Edition).

# FIFTH AMENDMENT TO THE US CONSTITUTION

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No person shall be held to answer for a capital, or otherwise infamous crime, unless on a presentment or indictment of a Grand Jury, except in cases arising in the land or naval forces, or in the Militia, when in actual service in time of War or public danger; nor shall any person be subject for the same offense to be twice put in jeopardy of life or limb; nor shall be compelled in any criminal case to be a witness against himself, nor be deprived of life, liberty, or property, without due process of law; nor shall private property be taken for public use, without just compensation.

Source: <https://constitution.congress.gov/constitution/amendment-5/>

# FOURTEENTH AMENDMENT TO THE US CONSTITUTION

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All persons born or naturalized in the United States, and subject to the jurisdiction thereof, are citizens of the United States and the State wherein they reside. No State shall make or enforce any law which shall abridge the privileges or immunities of citizens of the United States; nor shall any State deprive any person of life, liberty, or property, without due process of law; nor deny to any person within its jurisdiction the equal protection of the laws.

Source: <https://constitution.congress.gov/constitution/amendment-14/>

# ARTICLE 1 SECTION 16

## WASHINGTON STATE CONSTITUTION

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- “Private property shall not be taken for private use, except for private ways of necessity, and for drains, flumes, or ditches on or across the lands of others for agricultural, domestic, or sanitary purposes. No private property shall be taken or damaged for public or private use without just compensation having been first made...”

Source: <https://leg.wa.gov/media/o3fg0ey1/washington-state-constitution.pdf>

# WASHINGTON STATE EMINENT DOMAIN STATUTES

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- Title 8 RCW – Eminent Domain
- Ch. 8.08 RCW – Authority for counties
- Ch. 8.12 RCW – Authority for cities
- Ch. 8.25 RCW – Covers additional provisions applicable to eminent domain proceedings
- RCW 35.81.080 – Authorizes cities, towns, and counties to use eminent domain for purpose of community renewal

# WASHINGTON STATE SPECIAL PURPOSE DISTRICTS THAT HAVE BEEN GRANTED THE POWER OF EMINENT DOMAIN

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- RCW 85.38.180(5) – Diking, drainage, sewerage improvement, and flood control districts
- RCW 52.12.041 – Fire protection districts
- RCW 17.28.160 – Mosquito control districts
- RCW 53.08.010 – Port districts
- RCW 70.44.060 – Public hospital districts (PHDs)
- RCW 36.57A.090 – Public transportation benefit areas
- RCW 54.16.020-.030; RCW 54.16.040-.050 – Public utility districts (PUDs)
- RCW 57.08.005 – Water-sewer districts

# WASHINGTON STATE COURT

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Determination of just compensation.

City of SeaTac v. Cassan (1998)

Just compensation is the difference between the fair market value of the entire property and the fair market value of the remainder. It includes the value of the property taken and the damages, if any, caused to the remainder by reason of the taking, offset by the amount of special benefits, if any, accruing to the remainder of the property as a result of the project that necessitated the condemnation action.

# WHO DETERMINES JUST COMPENSATION?

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- The Appraiser?
- The Agency?
- The Courts?

## THE COURTS

**Agencies** provide an offer that is an estimate of just compensation.

**Appraisers** provide an opinion of value.

# APPRAISAL STANDARDS & GUIDING DOCUMENTS

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- Uniform Standards of Professional Appraisal Practice (USPAP)
- Uniform Appraisal Standards for Federal Land Acquisition (UASFLA or “Yellow Book”)
- Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, as amended (The Uniform Act or “URA”)
- WSDOT Right of Way Manual
- WSDOT Local Agency Guidelines Manual

# UNIFORM STANDARDS OF PROFESSIONAL APPRAISAL PRACTICE (USPAP)

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- USPAP is developed, published and interpreted by The Appraisal Foundation's Appraisal Standards Board on behalf of appraisers and users of appraisal services.
- It contains Definitions, Preamble, Rules, Standards, and Statements on Appraisal Standards and while not part of USPAP, a series of Advisory Opinions and Frequently Asked Questions.

# UNIFORM APPRAISAL STANDARDS FOR FEDERAL LAND ACQUISITIONS (UASFLA OR “YELLOW BOOK”)

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- The “Yellow Book”, developed in 1973 and revised in 1992, is published by the (TAF and US Department of Justice) Interagency Land Acquisition Conference.
- Its intent is to promote uniformity in the appraisal of real property among the various agencies acquiring property on behalf of the United States.

# UNIFORM RELOCATION ASSISTANCE AND REAL PROPERTY ACQUISITION POLICIES ACT OF 1970, AS AMENDED (THE UNIFORM ACT OR "URA")

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- The purpose of the Uniform Act is to promote the fair and equitable treatment of people displaced as a result of projects undertaken by a federal agency or with federal financial assistance.
- It requires (except under certain conditions) the appraisal of real property Before the initiation of negotiations.
- 49 CFR Part 24
  - This is a regulation, not a law. It contains appraisal requirements, however, it is not, an appraisal standard.

# WSDOT RIGHT OF WAY MANUAL

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- Chapter 4 – Appraisal

- Policy
- Project Funding Estimates
- Appraisals
- Special Appraisal Situations
- Responsibilities
- Appendices
- Appendix 4-1 Appraisal Report Guide

- Chapter 5 – Appraisal Review

- General
- Responsibilities
- Preliminary Procedures
- Analysis of Appraisal Reports
- Determination of Value (DV) – Preparation/Distribution
- Appraisal Review for Other Public Agencies

# WSDOT LOCAL AGENCY GUIDELINES

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- Chapter 25.5 Appraisal/Waiver Valuation
  - Appraisal
  - Appraiser/Owner Contact
  - Waiver Valuation
- Chapter 25.6 Appraisal Review
  - Uneconomic Remnants

WSDOT Local Public Agency Form Templates  
LPA-200 through LPA-220

# WASHINGTON STATE PATTERN JURY INSTRUCTION “WPI”

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- General Instructions
- WPI 150.00. Introduction
- WPI 150.01. Advance Oral Instruction—Beginning of Proceedings
- WPI 150.02. Issues
- WPI 150.03. Sole Issue Just Compensation
- WPI 150.04. Burden of Proof
- WPI 150.05. Measure of Compensation—Total Taking
- WPI 150.06. Measure of Compensation—Partial Taking
- WPI 150.06.01. Measure of Compensation—Easement
- WPI 150.06.02. Just Compensation—Temporary Occupancy
- WPI 150.07. Measure of Compensation—Partial Taking—Benefits
- WPI 150.07.01. What Benefits May Be Offset
- WPI 150.08. Fair Market Value—Definition
- WPI 150.09. Uses
- WPI 150.10. Factors—Partial Taking
- WPI 150.11. Factors—Remote and Speculative
- WPI 150.12. View
- WPI 150.13. Agency Plans—Partial Taking
- WPI 150.14. Manner of Construction and Use—Partial Taking
- WPI 150.15. Witnesses—Opinions—Just Compensation
- WPI 150.16. Concluding Instruction
- WPI 150.17. Verdict Form—Condemnation

# WASHINGTON STATE PATTERN JURY INSTRUCTION “WPI”

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- **Special Instructions**

- WPI 151.01. Access, Light, View, and Air—  
Abutting Public Way
- WPI 151.02. Access, Light, View, and Air—  
Measure of Compensation
- WPI 151.03. Access—Diversion of Traffic
- WPI 151.04. Circuity of Travel to and From  
Property
- WPI 151.05. Business Income—Profits
- WPI 151.06. Costs—Purchase Price

- WPI 151.07. Costs—Reproduction or  
Replacement
- WPI 151.08. Costs—Repairs to Remainder
- WPI 151.09. Offers
- WPI 151.10. Plans of Owner
- WPI 151.11. Platting
- WPI 151.12. Sales—Comparables
- WPI 151.13. Sales to Condemnor
- WPI 151.14. Value to Condemnor
- WPI 151.15. Zoning

# WPI HIGHLIGHTS

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- WPI 150.05 Measure of Compensation - Total Taking

***“Just compensation means the fair market value of the property. You are to consider, as part of the property, such improvements as have become permanently attached to the property and that affect its value. The fair market value is measured as of [(insert actual date of trial)] [(insert actual date of possession and use/agreed date of value)]. You are not to consider any reduction or increase in the fair market value of the property caused by (name of agency’s) project.”***

# WPI HIGHLIGHTS

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- State and Federal standards require the appraiser to disregard any decrease or increase in the fair market value of the subject caused by the project. The appraiser may cite the Jurisdictional Exception Rule to comply with this requirement which is found in RCW 8.26.180. and WAC 468-100-102 (2).
- Jurisdictional Exception to USPAP Standard Rule 1-4(f)

# WPI HIGHLIGHTS

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- WPI 150.06 Measure of Compensation - Partial Taking

*“Just compensation means the fair market value of the [property] [and] [property rights] acquired. The fair market value is measured as of [(insert actual date of trial)] [(insert actual date of possession and use/agreed date of value)]. In determining the fair market value of the [property] [and] [property rights], you are not to consider any reduction or increase in the fair market value of the property, before the acquisition, caused by (name of agency’s) project. In determining the fair market value of the remaining property, after the acquisition, you are to consider the diminution of the fair market value, if any, of the remaining property caused by the acquisition.*

***The fair market value of the [property] [and] [property rights] acquired [is] [may be] measured by the difference between the fair market value of the entire property before the acquisition and the fair market value of the property remaining after the acquisition. [The fair market value of the [property] [and] [property rights] acquired [is/are] [may in the alternative also be] measured by the fair market value of the [property] [and] [property rights] acquired before the acquisition plus any damages caused by such acquisition to the remaining property after the acquisition.]”***

# WPI HIGHLIGHTS

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- WPI 150.07 Measure of Compensation - Easement

*“(Name of agency) seeks to acquire an easement in [a portion of](name of owner's)property. The term “easement” means a right to use the land of another for specific purposes. (Name of owner) will retain the right to use the property for all purposes, except those that are inconsistent with(name of agency's)full use of the easement.*

*Just compensation means the fair market value of the easement acquired. The fair market value is measured as of [(insert actual date of trial)] [(insert actual date of possession and use/agreed date of value)]. In determining the fair market value of the easement you are not to consider any reduction or increase in the fair market value of the property before the acquisition caused by(name of agency)'s project. In determining the fair market value of the remaining property with the easement, after the acquisition, you are to consider the diminution of the fair market value, if any, of the remaining property with the easement caused by the acquisition.*

*The fair market value of the easement [is] [may be] measured by the difference between the fair market value of the property before the acquisition and the fair market value of the remaining property with the easement after the acquisition. [The fair market value of the easement acquired [is] [may in the alternative also be] measured by the fair market value of the easement acquired plus any damages caused by such acquisition to the remaining property.]”*

# WPI HIGHLIGHTS

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- WPI 150.08 Just Compensation – Temporary Occupancy

*“Just compensation for temporary occupancy of property means the reasonable cost of restoring the property to a condition equally valuable as the condition before the occupancy, plus the fair market rental value of the occupied property for the term of the occupancy[, plus any appropriate reduction in rent during the occupancy on contiguous property in the same ownership and devoted to the same use,] [plus any permanent loss in the value of the occupied property, or contiguous property in the same ownership and devoted to the same use, caused by the temporary occupancy]. [If the occupied property can be rented for a lesser use during the term of the temporary occupancy, the measure of damages is the difference in the fair market rent before the occupancy and the fair market rent during the occupancy.] [In determining compensation, you shall offset against such compensation any special benefits accruing to the remaining property as a result of the project.]”*

# WPI HIGHLIGHTS

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- WPI 150.07 Measure of Compensation – Partial Taking - Benefits

*“Just compensation means the fair market value of the [property] [and] [property rights] acquired. The fair market value is measured as of [(insert actual date of trial)] [(insert actual date of possession and use/agreed date of value)]. In determining the fair market value of the [property] [and] [property rights], you shall consider as an element of the property's value after the acquisition any special benefits accruing to the remaining property as a result of (name of agency's) project, as well as any damages caused by the acquisition. The fair market value of the [property] [and] [property rights] acquired [is] [may be] measured by the difference between the fair market value of the entire property before the acquisition and the fair market value of the property remaining after the acquisition.*

***[The fair market value of the [property] [and] [property rights] [is/are] [may also be] measured by the fair market value of the [property] [and] [property rights] acquired before the acquisition plus, in addition, any damages or special benefits caused by such acquisition to the remaining property.]”***

# WPI HIGHLIGHTS

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- WPI 150.07.01 What Benefits May Offset

*“The benefits, if any, that may be offset are those that accrue to the remaining property as a result of (name of agency's) project and are special to the remaining property.*

*Special benefits are those that add value to the remaining property as distinguished from those arising incidentally and enjoyed by the public generally. Benefits may be special even though other owners receive similar benefits.*

***If you find that the fair market value of the property has been increased as the result of (name of agency's) project, that increase is a special benefit.”***

# WPI HIGHLIGHTS

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- WPI 150.08 Fair Market Value – Definition

*“Fair market value means the amount in cash that a well-informed buyer, willing but not obligated to buy the property, would pay, and that a well-informed seller, willing but not obligated to sell it, would accept, taking into consideration all uses to which the property is adapted or may be reasonably adaptable.”*

# WPI HIGHLIGHTS

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- WPI 150.03 Access

*“An owner has no right in the continuation or maintenance of the flow of traffic past the property. You shall allow no compensation because traffic is diverted from the remaining property as a result of traffic control measures [, such as(insert measure that applies to the case),] installed as part of(name of agency's)project.”*

- WPI 150.04 Circuity of Travel to and From Property

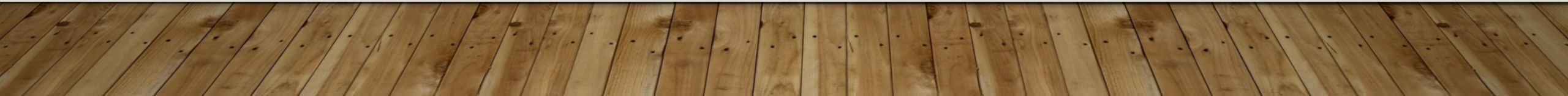
*“No compensation is allowable because a more circuitous route must be taken in going to or leaving from the remaining property as a result of(name of agency's)project, unless access is eliminated or substantially impaired.”*

- WPI 150.05 Business Income – Profits

*“[Although evidence has been introduced with reference to the income or profits earned by the business on the premises, this evidence was admitted solely for the purpose of showing a use to which the property is adapted and should be considered by you for this purpose only.] You may not award compensation for any loss of profits or income that may be caused by the taking. It is the owner's real property, not the business, that is being acquired, and you may award compensation only for the owner's rights in the real property.”*

- WPI 150.014 Value to Condemnor

*“Fair market value cannot be measured by the value of the property to(name of agency), the value of(name of agency's)project, or(name of agency's)need for the particular property.”*



# USPAP, URA, YELLOW BOOK QUICK COMPARISON

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- USPAP

- 3 Years Sales History
- Analyze all impacts to value
- Value linked to Marketing Time
- FMV Definition?

- URA

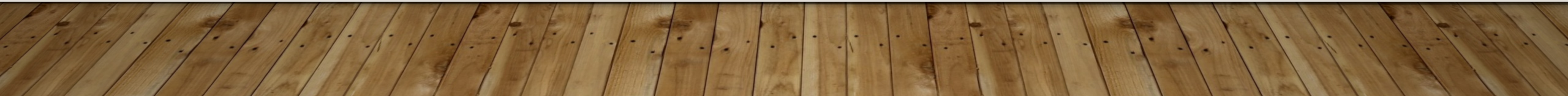
- 5 Years Sales History
- Disregard any decrease or increase in FMV as a result of the project - Jurisdictional Exception to USPAP Standard 1-4(f)
- Hypothetical Condition – ”After”
- Value Linked to Marketing Time?
- FMV Definition?

- YELLOW BOOK

- 10 Years Sales History
- Disregard any decrease or increase in FMV as a result of the project - Jurisdictional Exception to USPAP Standard 1-4(f)
- Hypothetical Condition – ”After”
- Specifies FMV Definition and requires a Jurisdictional Exception to USPAP Standard 1-2(c)

# QUESTIONS

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# KEY CONCEPT - LARGER PARCEL

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- The determination of the larger parcel is a legal matter.
- *“Essential to the appraiser’s conclusion of highest and best use is the determination of the larger parcel.<sup>27</sup> The appraiser must make a larger parcel determination in every appraisal conducted under these Standards, even in minor partial acquisitions in which the appraiser is instructed not to do a complete before and after appraisal.”*
- The larger parcel is the tract or tracts of land, which possess a unity of ownership and have the same, or an integrated, highest and best use.
- Elements considered in making the determination of the larger parcel are unity of title, unity of use and contiguity or proximity (as it bears on the highest and best use).
- The larger parcel is also referred to as the whole, the entirety, the before property, the unity holding.

Source: UASFLA 1.2.7.3.1

# LARGER PARCEL

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- Three Tests
  - Unity of Ownership / Title
    - Varies by Jurisdiction
      - Washington State - Common Control
  - Unity of Use
    - Integrated HBU vs Current Use
      - Washington State - Doolittle v. City of Everett, 114 Wn.2d 88, 786 P.2d 253 (1990)
  - Contiguity or Proximity
    - Washington Pattern Jury Instructions 150.06

# LARGER PARCEL EXAMPLE 1



Commercial Building and Vacant Lot

Larger Parcel Tests		
	Federal	Washington
Ownership	✓	✓
Use	✓	✗
Contiguity	✓	✓

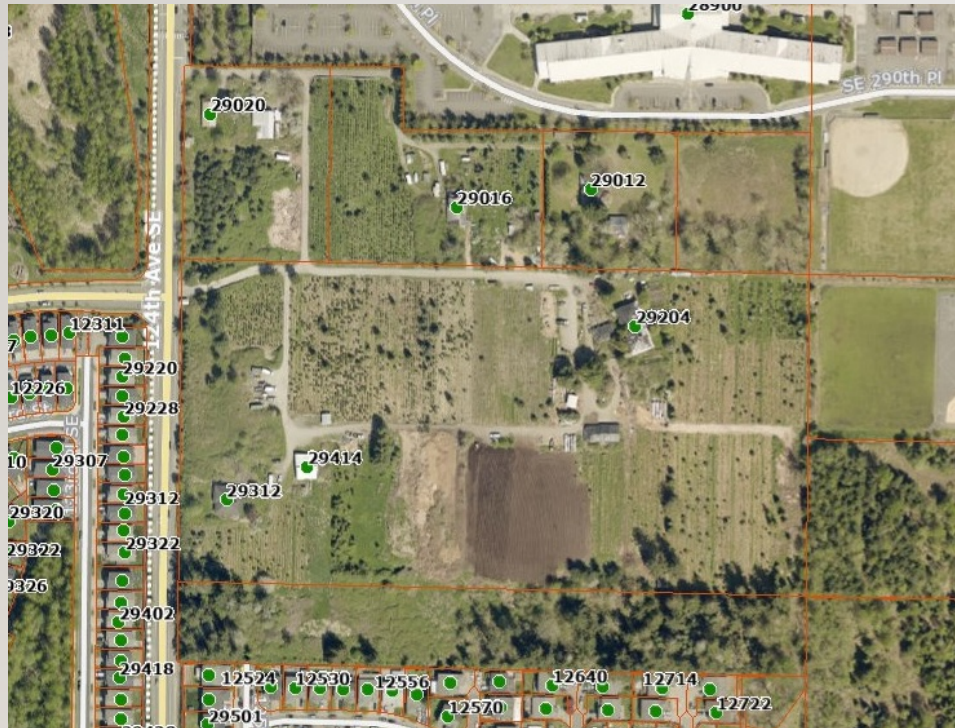
# LARGER PARCEL EXAMPLE 2



Single Business Operation – Multiple Owners

Larger Parcel Tests		
	Federal	Washington
Ownership	✓	✓
Use	✓	✓
Contiguity	✓	✓

# LARGER PARCEL EXAMPLE 3



Tree Farm, Rental, Fire Damage, Residential

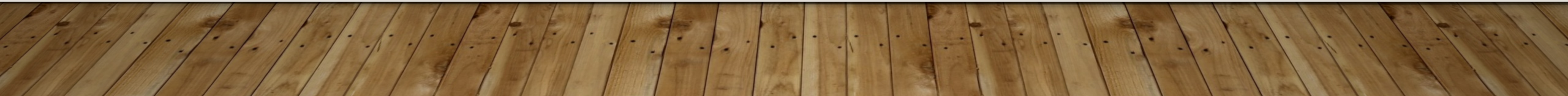
Larger Parcel Tests		
	Federal	Washington
Ownership	✓	✓
Use	✓	✓
Contiguity	✓	✓

# KEY CONCEPT – UNIT RULE

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- *“Valuation of the fee simple estate in the U.S. is completed under the unit rule. This requires an appraisal for a partial acquisition to be valued as a single unit instead of the sum of its estates or parts. Thus, the entire fee simple value of a property must be estimated first, and subsequently, individual interests may be allocated from the total value.”*

Source: International Right of Way Association. (2024). *Principles of Right of Way*. (5<sup>th</sup> Edition).



# VALUATION METHODS

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- Summation Method (State Method)
- Before and After Method (Federal Rule)

# SUMMATION “STATE” METHOD

---

- A. Value of the whole, before acquisition
- B. Value of the part acquired, as part of the whole
- C. Value of the remainder, as part of the whole (A-B)
- D. Value of remainder after the acquisition, disregarding benefits
- E. Damages to remainder (C-D)
- F. Value of the remainder after the acquisition, considering benefits
- G. Benefits to remainder (F-D)
- H. Net damages or net benefits (cannot be less than zero (E-G))
- I. Total Appraiser Value (B+H) “Difference”

# BEFORE AND AFTER METHOD “FEDERAL RULE”

---

- A. Before Value
- B. After Value
- C. Total Appraised Value “Difference”

Many agencies (including WSDOT) require the appraiser to allocate the appraised value among the value of the taking, damages to the remainder property, benefits to the remainder property, costs to cure, and temporary easements.

# SUMMATION “STATE” METHOD EXAMPLE 1

---

## Scenario

The subject property contains 40 acres, consisting of 30 acres of irrigated pasture and 10 acres of dry pasture. The acquisition includes two acres of irrigated pasture and one acre of dry pasture. The market indicates the following values, both before and after the acquisition.

Irrigated Pasture: \$750/acre

Dry Pasture: \$250/acre

# SUMMATION “STATE” METHOD EXAMPLE 1

---

**A.** Value of the whole, before acquisition

30 acres @ \$750/acre = \$22,500

10 acres @ 250/acres = \$2,500

Total: \$25,000

**B.** Value of the part acquired, as part of the whole

2 acres @ \$750 = \$1,500

1 acres @ \$250 = \$250

Total: \$1,750

**C.** Value of the remainder, as part of the whole (A-B)

\$25,000 - \$1,750 = \$23,250

**D.** Value of remainder after the acquisition, disregarding benefits

28 acres @ \$750/acre = \$21,000

9 acres @ \$250/acre = \$2,250

Total: \$23,250

**E.** Damages to remainder (C-D)

\$23,250 - \$23,250 = \$0 (None)

**F.** Value of the remainder after the acquisition, considering benefits

28 acres @ \$750/acre = \$21,000

9 acres @ \$250/acre = \$2,250

Total: \$23,250

**G.** Benefits to remainder (F-D)

\$23,250 - \$23,250 = \$0 (None)

**H.** Net damages or net benefits (cannot be less than zero (E-G))

\$0 - \$0 = \$0

**I.** Total Appraiser Value (B+H) “Difference”

\$1,750 + \$0 = \$1,750

# BEFORE AND AFTER “FEDERAL RULE” EXAMPLE 1

---

## A. Before Value

30 acres @ \$750/acre = \$22,500

10 acres @ 250/acres = \$2,500

Total: \$25,000

## B. After Value

28 acres @ \$750/acre = \$21,000

9 acres @ \$250/acre = \$2,250

Total: \$23,250

## C. Total Appraised Value “Difference” (A-B)

\$25,000 - \$23,250 = \$1,750

# SUMMATION “STATE” METHOD EXAMPLE 2

---

## Scenario

The subject property contains 40 acres, consisting of 30 acres of irrigated pasture and 10 acres of dry pasture. The acquisition includes two acres of irrigated pasture and one acre of dry pasture. The market indicates the following values:

### Before:

Irrigated Pasture: \$750/acre

Dry Pasture: \$250/acre

### After:

Irrigated Pasture: \$700/acre

Dry Pasture: \$200/acre

# SUMMATION “STATE” METHOD EXAMPLE 2

---

**A.** Value of the whole, before acquisition

30 acres @ \$750/acre = \$22,500

10 acres @ 250/acres = \$2,500

Total: \$25,000

**B.** Value of the part acquired, as part of the whole

2 acres @ \$750 = \$1,500

1 acres @ \$250 \$250

Total: \$1,750

**C.** Value of the remainder, as part of the whole (A-B)

\$25,000 - \$1,750 = \$23,250

**D.** Value of remainder after the acquisition, disregarding benefits

28 acres @ \$700/acre = \$19,600

9 acres @ \$200/acre = \$1,800

Total: \$21,400

**E.** Damages to remainder (C-D)

\$23,250 - \$21,400 = \$1,850

**F.** Value of the remainder after the acquisition, considering benefits

28 acres @ \$700/acre = \$19,600

9 acres @ \$200/acre = \$1,800

Total: \$21,400

**G.** Benefits to remainder (F-D)

\$21,400 - \$21,400 = \$0 (None)

**H.** Net damages or net benefits (cannot be less than zero (E-G))

\$1,850 - \$0 = \$1,850

**I.** Total Appraiser Value (B+H) “Difference”

\$1,750 + \$1,850 = \$3,600

# BEFORE AND AFTER “FEDERAL RULE” EXAMPLE 2

---

## A. Before Value

30 acres @ \$750/acre = \$22,500

10 acres @ 250/acres = \$2,500

Total: \$25,000

## B. After Value

28 acres @ \$700/acre = \$19,600

9 acres @ \$200/acre = \$1,800

Total: \$21,400

## C. Total Appraised Value “Difference” (A-B)

\$25,000 - \$21,400 = \$3,600

# SUMMATION “STATE” METHOD EXAMPLE 3

---

## Scenario

The subject property contains 40 acres, consisting of 30 acres of irrigated pasture and 10 acres of dry pasture. The acquisition includes two acres of irrigated pasture and one acre of dry pasture. The market indicates the following values:

### Before:

Irrigated Pasture: \$750/acre

Dry Pasture: \$250/acre

### After:

Irrigated Pasture: \$700/acre

Dry Pasture: \$200/acre

Benefit: All Land will be irrigated in the after.

# SUMMATION “STATE” METHOD EXAMPLE 3

---

**A.** Value of the whole, before acquisition

30 acres @ \$750/acre = \$22,500

10 acres @ 250/acres = \$2,500

Total: \$25,000

**B.** Value of the part acquired, as part of the whole

2 acres @ \$750 = \$1,500

1 acres @ \$250 \$250

Total: \$1,750

**C.** Value of the remainder, as part of the whole (A-B)

\$25,000 - \$1,750 = \$23,250

**D.** Value of remainder after the acquisition, disregarding benefits

28 acres @ \$700/acre = \$19,600

9 acres @ \$200/acre = \$1,800

Total: \$21,400

**E.** Damages to remainder (C-D)

\$23,250 - \$21,400 = \$1,850

**F.** Value of the remainder after the acquisition, considering benefits

37 acres @ \$700/acre = \$25,900

Total: \$25,900

**G.** Benefits to remainder (F-D)

\$25,900 - \$21,400 = \$4,500

**H.** Net damages or net benefits (cannot be less than zero (E-G))

\$1,850 - \$4,500 = -\$2,700 rounded to \$0

**I.** Total Appraiser Value (B+H) “Difference”

\$1,750 + \$0 = \$1,750

# BEFORE AND AFTER “FEDERAL RULE” EXAMPLE 3

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## A. Before Value

30 acres @ \$750/acre = \$22,500

10 acres @ 250/acres = \$2,500

Total: \$25,000

## B. After Value

37 acres @ \$700/acre = \$25,900

Total: \$25,900

## C. Total Appraised Value “Difference” (A-B)

\$25,000 - \$25,900 = -\$900 rounded to \$0

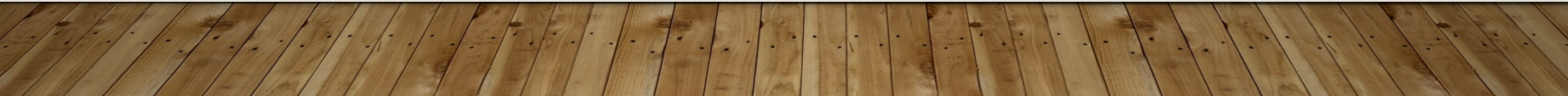
# KEY DIFFERENCES

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- Summation “State” Method
  - Benefits may only offset damages and connect offset the part acquired
- Before and After Method “Federal Rule”
  - Benefits may offset damages and the part acquired
- Washington State follows the Before and After Method “Federal Rule”
- California, Oregon, and Idaho follow the Summation “State” Method

# QUESTIONS

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# EASEMENTS

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- Definition

- An easement is a non-possessory interest one has in the property of another for a specific purpose. (IRWA, *Principles of Right of Way*, 2024)

- Type

- Easement In Gross

- An easement that benefits a person or company, rather than benefiting another real estate parcel.
- An easement in gross may be a personal easement in gross or a commercial easement in gross.
- There is a servient estate but no dominant estate. Typically public utility easements

- **Easement Appurtenant**

- An easement for the benefit of another real estate parcel.
- This type of easement, once granted, attaches to the land and binds subsequent owners who cannot interfere with the exercise of the easement. This type of easement “runs with the land.” An easement appurtenant has both a dominant estate and a servient estate.

# EASEMENTS

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- Permanent
  - An easement that lasts forever.
- Temporary
  - An easement that is for a specific time.

# BUNDLE OF RIGHTS “STICKS”

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- Real property is all the rights, interests and benefits inherent in the ownership of the real estate. The total rights are often referred to as the “bundle of rights” or as a “bundle of sticks”
- When the entire bundle of rights is owned, the ownership is said to be the fee simple. A fee simple is an estate without limitations with the exception of governments' powers. The governments' powers are eminent domain, taxation, police power and escheat. In addition, there may be private restrictions (e.g. easements and covenants).
- ***Remember - The value of an easement is measured by what the property owner has lost from the bundle of rights NOT by what the condemnor has gained.***

# REMAINDERS – THE 3 Rs

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- Remnant
  - Typically, a remnant is an isolated, uneconomic area, which lies outside the easement area.
- Residual
  - The residual is the rights the property owner retains in the easement area after the imposition of the easement. They are the ownership rights not transferred to the easement holder. Also considered in the residual is any reversionary interest the property owner may have if the easement terminates.
- Remainder
  - The remainder is the area outside the easement area, which is not encumbered by the easement and is not a remnant..

# DAMAGES TO THE REMAINDER PROPERTY

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- The damages to the remainder property represent the loss in value to the remainder property as a result of a partial acquisition.

# BENEFITS TO THE REMAINDER PROPERTY

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- Benefits to the remainder property represent the increase in value to the remainder property as a result of a partial acquisition.
- While benefits, as a result of a partial acquisition, are possible; in practice, they are not that probable.

# COST TO CURE

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- The cost to restore an item of physical deterioration or functional obsolescence to near new or new condition. (IRWA, *Principles of Right of Way*, 2024)
- In eminent domain valuation, appraisers “test” the cost to cure against the damages to the remainder property, should the cure not be made. The property owner is entitled to the lesser of the two amounts.

# EASEMENT CATEGORIES

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- Sub-Surface
  - The rights to use the underground portion of a property. A sub-surface easement may involve some incidental surface rights.
- Surface
  - The rights to use the surface of the property only. A surface easement may involve some incidental aerial rights.
- Overhead
  - The rights to use the space, at a designated distance, above the property's surface. An overhead easement may involve some incidental surface rights.

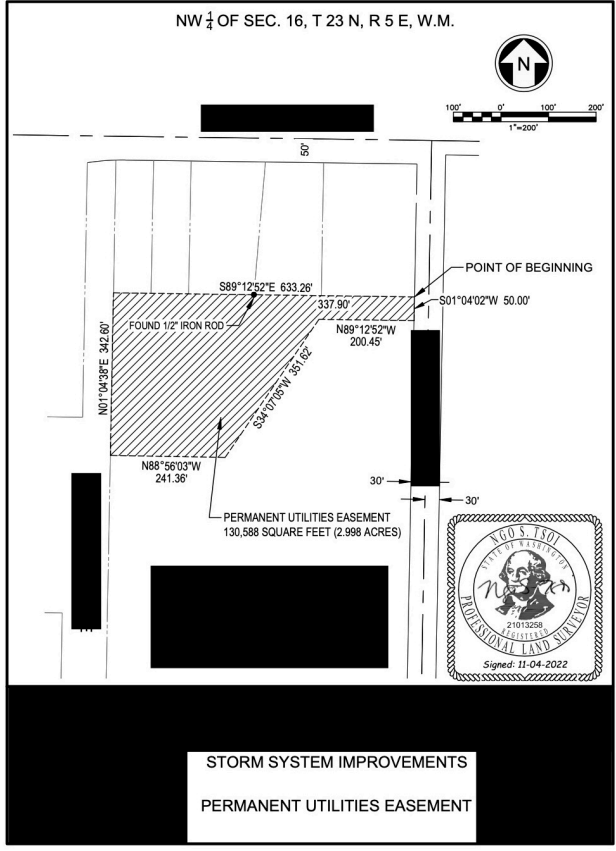
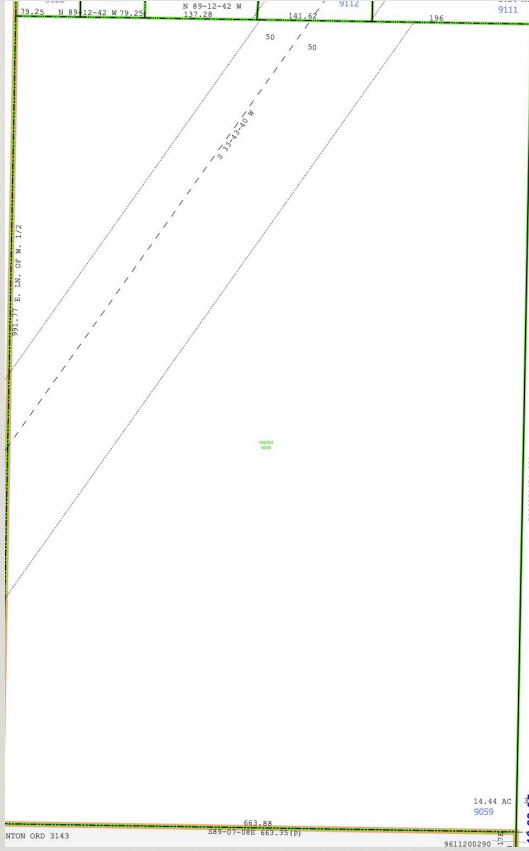
# MEASURING EASEMENT IMPACTS

Percentage of Fee	Comments	Potential Types of Easements
90% - 100%	<ul style="list-style-type: none"> <li>Severe impact on surface use</li> <li>Conveyance of future uses</li> </ul>	Overhead electric, flowage easements, railroad right of way, irrigation canals, exclusive access easements
75% - 89%	<ul style="list-style-type: none"> <li>Major impact on surface use</li> <li>Conveyance of future uses</li> </ul>	Overhead electric, pipelines, drainage easements, railroad right of way, flowage easements
51% - 74%	<ul style="list-style-type: none"> <li>Some impact on surface use</li> <li>Conveyance of ingress/egress rights</li> </ul>	Pipelines, scenic easements
50%	<ul style="list-style-type: none"> <li>Balanced use by both owner and easement holder</li> </ul>	Water or sewer lines, cable lines, telecommunications
26% - 49%	<ul style="list-style-type: none"> <li>Location along a property line</li> <li>location across non-usable land area</li> </ul>	Water or sewer line, cable lines
11% - 25%	<ul style="list-style-type: none"> <li>Subsurface or air rights with minimal effect on use and utility</li> <li>Location with a setback</li> </ul>	Air rights, water or sewer line
0% - 10%	<ul style="list-style-type: none"> <li>Nominal effect on use and utility</li> </ul>	Small subsurface easement

## Easement Valuation Matrix

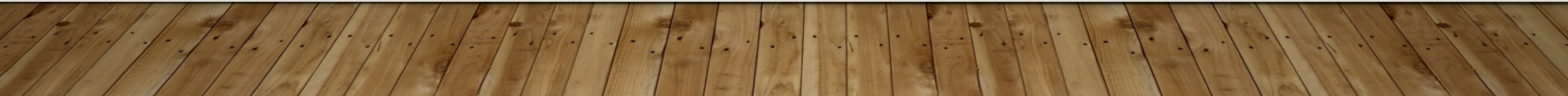
Donnie Sherwood, SR/WA, MAI, FRICS, Right of Way Magazine, The Valuation of Easements, November/December 2014

# EASEMENT EXAMPLE



# EASEMENT EXAMPLE

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# EASEMENT EXAMPLE

Indicated Value Before Acquisition						
Highest and Best Use	Residential Development					
Type	Size		Unit Value			
<b>Land Value Before</b>						
Fee Land Unencumbered	521,413	SF	\$24,930	per SF	\$	12,998,783
Encumbered Land	107,593	SF	\$2,103	per SF	\$	226,217
<b>Total Area (115 lots)</b>	<b>629,006</b>	<b>SF</b>	<b>\$ 21.025</b>	<b>avg per SF</b>		<b>Total Land \$ 13,225,000</b>
<b>Improvements Value Before</b>						
Not Applicable					\$	0
						<b>Total Improvements (Rounded) \$ -</b>
<b>Total Subject Value Before Project</b>						<b>\$ 13,225,000</b>
Indicated Subject Value After Project						
Highest and Best Use	Residential Development					
Type	Size		Unit Value			
<b>Land Value After</b>						
Fee Land Unencumbered	452,462	SF	\$24,930	per SF	\$	11,279,840
Newly Encumbered Land	68,951	SF	\$4,986	per SF	\$	343,789
Previously Encumbered Land	45,956	SF	\$2,103	per SF	\$	\$96,624
Further Encumbered Land	61,637	SF	\$0.421	per SF	\$	\$25,919
<b>Total Area (115 lots)</b>	<b>629,006</b>	<b>SF</b>	<b>\$18.674</b>	<b>avg per SF</b>		<b>Total Land (Rounded) \$ 11,746,000</b>
<b>Improvements Value After</b>						
Not Applicable					\$	-
						<b>Total Improvements (Rounded) \$ -</b>
<b>Less Damages and/or Cost to Cure, if any</b>						
Not Applicable					\$	-
						<b>Total Damages and Cost to Cure (Rounded) \$ -</b>
<b>Total Subject Value After Project</b>						<b>\$ 11,746,000</b>
Estimated Value Allocation of Rights Acquired						
<b>Land</b>						
New easement on previously fee simple land	68,951	SF	\$19.94	per SF	\$	1,375,154
New easement on previously encumbered land	61,637	SF	\$1,682	per SF	\$	103,675
<b>Total</b>					\$	<b>1,478,829</b>
						<b>Total Land (Rounded) \$ 1,479,000</b>
<b>Improvements</b>						
Not Applicable					\$	-
						<b>Total Improvements \$ -</b>
<b>Damages and/or Cost to Cure, if Any</b>						
Not Applicable					\$	-
						<b>Total Damages and Cost to Cure (Rounded) \$ -</b>
<b>Benefits</b>						
Connection to Storm Water Facility					\$	525,000
						<b>Total Estimated Compensation (rounded) \$ 954,000</b>

# TEMPORARY EASEMENTS

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- Generally, temporary easements are valued at a percentage of the market value of the fee for each year of the temporary easement's term. The percentage may be based on market derived rates of return (direct capitalization rates or discount rates) or on the basis of previous court decisions or based on agency policies.
- Temporary easement value = unit value multiplied by the term (usually years) multiplied by a percentage.
- Temporary easements can be valued on the basis of comparable market rentals.

$$10,000 \text{ SF} \times \$10.00/\text{SF} \times 8\%/\text{yr} \times 3 \text{ years} = \$24,000$$

Recall WPI 150.08 “... *the fair market rental value of the occupied property for the term of the occupancy.*”

# TEMPORARY EASEMENTS & PROJECT TIMELINES

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The City ██████████ Utilities Department has plans to replace the water meter serving ██████████ as part of the 2026 Phase 1 Water Main Replacement Project. Both the existing (to be replaced) and proposed water meters are located within the City ROW but positioned within the property owner's concrete driveway. To install the new water meter and the remove of the existing one, the City requires a 330 SF Temporary Construction Easement, as the work will affect a concrete panel extending across both the ROW and private property. The contractor will replace the concrete panel after the water meter is installed. The project is anticipated to occur sometime between August 2025 and May 2027. Work within the TCE will not exceed eight months and the City will provide 30 days advance notice to the property owner prior to construction within the limits of the TCE.

- Pre-Construction (Three Months - May 2025 through July 2025)
- Inactive Period (Thirteen Months – August 2025 through September 2026)
- Active Period (Eight Months – October 2026 through May 2027)

# TEMPORARY EASEMENTS & TIMELINES

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- Pre-Construction (Three Months - May 2025 through July 2025)  
 $330 \text{ SF} \times \$150/\text{SF} \times 4.00\% \text{ (Safe Rate)} \times .25 \text{ years} = \$495$
- Inactive Period (Thirteen Months – August 2025 through September 2026)  
 $330 \text{ SF} \times \$150/\text{SF} \times 4.00\% \text{ (Safe Rate)} \times 1.083 \text{ years} = \$2,145$
- Active Period (Eight Months – October 2026 through May 2027)  
 $330 \text{ SF} \times \$150/\text{SF} \times 8\% \text{ (Rate of Return)} \times .67 \text{ years} = \$2,655$

Total Compensation for TE: \$5,295

Safe Rate is based on a 1-year Treasury Bond

# WAIVER VALUATIONS – 49 CFR PART 24

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- *§24.2 “...means the valuation process used and the product produced when the agency determines that an appraisal is not required, pursuant to § 24.102(c)(2) appraisal waiver provisions. Waiver valuations are not appraisals as defined by the Uniform Act and this part.”*
- *§24.102 “Waiver valuations are not appraisals by definition in this part (See § 24.2). Persons preparing or reviewing a waiver valuation are precluded from complying with Standards Rules 1, 2, 3, and 4 of the “Uniform Standards of Professional Appraisal Practice,” as promulgated by the Appraisal Standards Board of The Appraisal Foundation[1] (see appendix A to this part, sections 24.102(c) and 24.103(a).)”*

Source: <https://www.ecfr.gov/current/title-49/subtitle-A/part-24>

# WAIVER VALUATIONS – WASHINGTON STATE

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- RCW 8.26.180(2) "Real property shall be appraised before the initiation of negotiations, and the owner or his or her designated representative shall be given an opportunity to accompany at least one appraiser of the acquiring agency during his or her inspection of the property, except that the lead agency may prescribe a procedure to waive the appraisal in cases involving the acquisition of property with a low fair market value."
- WAC 468-100-102(1) "Standards of appraisal: The format and level of documentation for an appraisal depend on the complexity of the appraisal problem. The agency shall develop minimum standards for appraisals consistent with established and commonly accepted appraisal practice for those acquisitions which, by virtue of their low value or simplicity, do not require the in-depth analysis and presentation necessary in a detailed appraisal. A detailed appraisal shall be prepared for all other acquisitions. A detailed appraisal shall reflect nationally recognized appraisal standards...."

# WAIVER VALUATIONS – WASHINGTON STATE

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- From WSDOT ROW Manual M 26-01.27, March 2024, Multiple Parts
- 3-2 Glossary - "Administrative Offer Summary (AOS) – The approved form used as a basis for offers on low-value, uncomplicated process. Also referred to as a waiver of an appraisal for such properties."
- WSDOT is currently in the process of revising its manuals and terminology to align with federal standards of Waiver Valuations. The previous term used by WSDOT is AOS or Administrative Offer Summary.
- 3-3 The Acquisition Process Part B "...Uncomplicated acquisitions of relatively low value (not greater than \$25,000) are identified during the Project Funding Estimate process. WSDOT's method for doing an appraisal waiver is an Administrative Offer Summary (AOS). An AOS is prepared for these parcels. An appraisal is required if condemnation is commenced or when the just compensation indicated is greater than \$10,000 and an appraisal is requested by the property owner.

# WAIVER VALUATIONS – WASHINGTON STATE

sent return receipt to document the attempt for contact.

**.52**  
[49 CFR 24.102\(c\)\(2\)\(ii\)](#)  
[RCW 8.26.180\(2\)](#)  
[WAC 468-100-102\(1\)](#)

**Waiver Valuation** – In accordance with federal regulations, an appraisal and appraisal review can be waived in certain cases. To qualify the acquisition, **must be uncomplicated**, with the only damages being minor cost to cure items. The combined estimate of the just compensation plus the cost to cure(s) cannot exceed the waiver valuation limits established by FHWA, which are also part of the local agency's ROW Procedures.

For example, if the local agency plans to acquire a strip of land that they estimate is worth \$12,000, but the acquisition will change/limit the owner's ability to develop their property at some point in the future, the Waiver Valuation Procedure **cannot** be used because it is no longer uncomplicated, and an appraisal must be prepared by a qualified appraiser.

In such instances where the valuation is waived, just compensation should be based on current comparable sales. All data used to arrive at an estimate of just compensation must be included in the project file. When the waiver procedure is used, it is important that the local agency determines that the offer being made is fair and equitable.

The Waiver Valuation policy is as follows:

- If the Waiver Valuation is \$15,000 or less, the offer must state that an administrative offer is being made and an appraisal has not been completed.
- If the Waiver Valuation is \$15,001 or greater, the offer must state that an administrative offer is being made, that an appraisal has not been completed, and an appraisal will be prepared if requested by the property owner.

Waiver Valuation Limits	
Tier 1: \$15,000 or Less	Tier 2: \$15,001 to \$35,000
No requirement to offer to provide property owner with an appraisal.	Offer letter must include provision that the local agency will provide an appraisal at the property owner's request.

[Section 25.51](#)

Under Tier 2, if the owner requests an appraisal, the local agency is **required** to provide and pay for one that meets the standards.

Tier 3 (\$35,001 to \$50,000)-This option is currently not available for use by local agencies.

# WAIVER VALUATIONS – WASHINGTON STATE

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- The Revised Code of Washington (RCW) 18.14.010(1) broadly defines an appraisal as the “act or process of estimating value”. The Washington State Department of Licensing, the authority over Washington State licensed appraisers, has determined that waiver valuations are appraisals under Washington State law. However, Part 24 of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (49 CFR 24.102(c)(2)(ii)(A)(1)) states; “Waiver valuations are not appraisals by definition in this part (See § 24.2). Persons preparing or reviewing a waiver valuation are precluded from complying with Standards Rules 1, 2, 3, and 4 of the “Uniform Standards of Professional Appraisal Practice,” as promulgated by the Appraisal Standards Board of The Appraisal Foundation[1] (see appendix A to this part, sections 24.102(c) and 24.103(a).”
- Article VI, Clause 2 of the United States Constitution states that federal laws are the “supreme law of the Land” and take precedence over state laws when there is a conflict. Therefore, Part 24 of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 takes precedence over RCW 18.14.010(1).
- I have complied with the requirements of the Ethics, Record Keeping, Competency, Scope of Work, and Jurisdictional Exception Rules of the Uniform Standards of Professional Appraisal Practice (USPAP), Washington State Department of Transportation (WSDOT) ROW Manual and Local Agency Guidelines, and Part 24 of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (49 CFR § 24 of the Uniform Act).
- The attached waiver valuations are not appraisal reports, and I claim a Jurisdictional Exception to Standards 1 and 2 of USPAP.

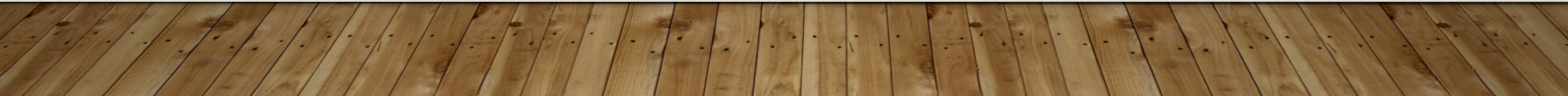
# WAIVER VALUATIONS

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- CYA – Cover your appraisal (or Waiver)
  - Check with our Insurance Carrier!

# QUESTIONS

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# HOW DO I GET STARTED

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- Education
- Networking
- WSDOT Approved Consultant
- Municipal Research & Services Center “MRSC” Roster
- Office of Minority and Women’s Business Enterprises

# EDUCATION OPPORTUNITIES

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- International Right of Way Association

## Association

- Course 403 – Easement Valuation
- Course 409 – Integrating Appraisal Standards
- Course 410 – Reviewing Appraisal in Eminent Domain
- Course 413 – Uniform Appraisal Standards for Federal Land Acquisition
- Course 415 – USPAP and The Yellow Book: A Guide to Understanding Their Relationship
- Course 421 – The Valuation of Partial Acquisitions
- Course 431 – Problems in the Valuation of Partial Acquisition

- Appraisal Institute

- Fundamentals of the Uniform Appraisal Standards for Federal Land Acquisitions
- Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications
- Eminent Domain and Condemnation
- Condemnation Appraising: Principles and Applications
- Litigation Appraising: Specialized Topics and Applications

- American Society of Farm Managers & Rural Appraisers

- Course A420 – Valuation of Conservation Easements and Other Partial Interests in Real Estate
- Course A430 – Eminent Domain
- Uniform Appraisal Standards for Federal Land Acquisition

# EDUCATION OPPORTUNITIES

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- WSDOT LTAP
  - Various Training Available
- FHWA (through NHI)
  - Real Estate Course Catalog

# NETWORKING

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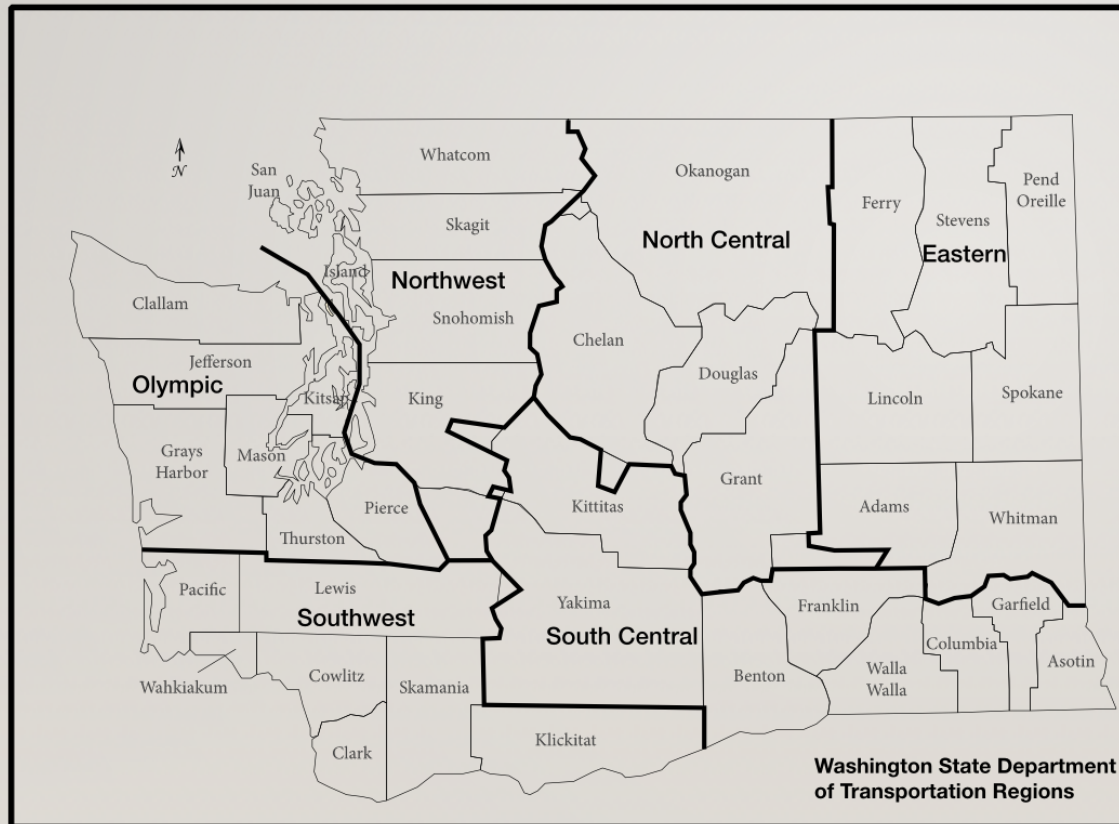
- International Right of Way Association
  - Region 7
    - Puget Sound Chapter – Seattle, WA
    - Inland Empire Chapter – Spokane, WA
    - Beaver Chapter – Salem/Portland, OR
    - Chapter 64 – Boise, ID
    - Big Sky Chapter – Montana
    - Sourdough Chapter - Alaska

# NETWORKING

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- Washington State Office of Minority and Women's Business Enterprises
  - Workshops
- Association of Women and Minority Businesses
  - Annual NW Contractor's Day
  - Monthly Meetings
- Other Real Estate Professionals
  - Lawyers
  - Real Estate Agents

# WSDOT - REGIONS



WSDOT HQ and Region Contacts

# WSDOT APPROVED CONSULTANTS

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- Approved Consultants for Right-of-Way Services
- Appraisal
- Appraisal Review

# WSDOT APPLICATION PROCESS

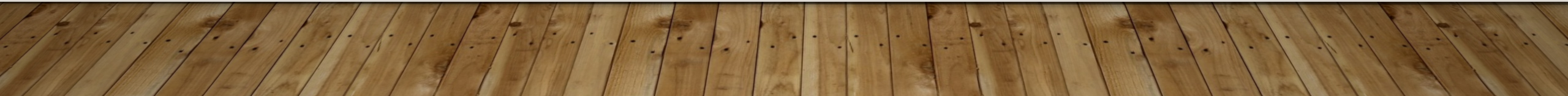
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1. Review discipline specific minimum qualifications.
2. Complete Prequalification Application and submit to WSDOT for approval. Submit an electronic PREQUALIFICATION APPLICATION
3. Take discipline specific test - The consultant will be notified when to take the test. The test is administered by the region offices.
4. Upon passing the test, you will receive your ROW ID. This ID is required for the next step in the process.
5. Once you receive your ROW ID, you can complete and submit the discipline specific package. Required documents for each discipline package can be found on step #1 above.
6. Notification of Approval - Consultant will be added to the list.

# WSDOT APPRAISAL – MINIMUM QUALIFICATIONS

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- Certification with Washington State Department of Licensing
- 2 years' eminent domain appraisal experience.
- Working knowledge and understanding of laws and regulations pertaining to real estate acquisitions for public works projects, including - Washington Administrative Code (WAC) 468-100, Revised Code of Washington (RCW) 8.26, and the Code of Federal Regulations 49 CFR Part 24 relating to acquisition and condemnation of real property and property rights.
- Knowledge and intent of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, as amended.
- Working knowledge of the connectivity of all real estate disciplines -project management, title, appraisal, appraisal review, acquisition, relocation, relocation review, and property management.
- Ability to read and understand ROW plans and legal descriptions.
- Ability to communicate, in a professional manner, with property owners, their representatives, other real estate professionals, and/or members of other professions involved in the delivery of government projects.
- Ability to recognize when pertinent facts are incorrect, missing, or require supplementation or verification.
- Ability to utilize internet and local data centers, such as county clerk offices, to research basic property ownership information.
- Ability to organize and maintain records/files/research data.
- Ability to operate office equipment and motor vehicles.
- Ability to perform complex word processing, data entry, prepare spreadsheets, and operate various computer software.
- Ability to understand instructions, set priorities, and meet deadlines.
- Ability to analyze and assess risk regarding complex issues.
- Ability to work independently.
- Ability to follow directions and assignments given by senior staff members.
- Skilled at problem solving.
- Ability to sit or stand and operate computers for long periods of time.
- Willingness to travel throughout the state, with overnight stays.
- Ability to inspect buildings and lands, which may require traversing rough terrain.



# WSDOT APPRAISAL - TRAINING

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- Successfully completed at least one eminent domain appraisal course, that includes coverage of partial acquisitions.

# WSDOT APPRAISAL KNOWLEDGE, SKILLS, ABILITIES

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- Complete understanding of Chapter 4 of the Right of Way Manual.
- Complete understand of the Uniform Standards of Professional Appraisal Practice (USPAP).
- Complete understanding of before and after appraisal methodology.
- Complete understanding of the criteria for determining personal property vs. real property.
- Complete understanding of appropriate forms/report formats used for appraisals under WSDOT jurisdiction.
- Complete understanding of different approaches to value.
- Complete understanding of valuation of damages and special benefits
- Complete understanding of what constitutes reasonable attempt invite the property owner to accompany the appraiser at the inspection.
- Complete understanding of various property types.
- Complete understanding of what property impacts are legally compensable or not.
- Ability to ascertain what other specialized expertise is needed to appropriately complete the appraisal process.
- Ability to analyze and determine "Larger Parcel" for appraisal purposes.
- Ability to justify and allocate Just Compensation to the acquisition, damages, and special benefits.
- Research and compile appraisal data as needed.

# WSDOT APPRAISAL DISCIPLINE PACKAGE

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- Discipline packages are submitted electronically.
- Once you pass the test, you will be assigned a ROW ID number.

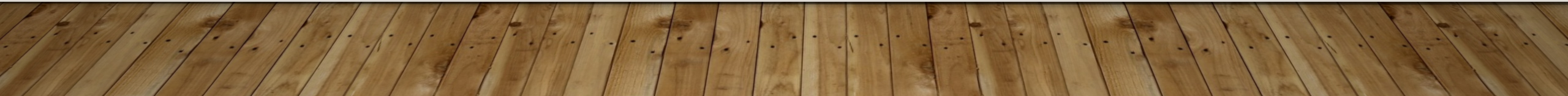
NOTE: You cannot complete the below package information without a ROW ID number.

- Resume
- Copy of required license(s)
- Copy of certificates of completion for required training(s)

# WSDOT REVIEW APPRAISER – MINIMUM QUALIFICATIONS

---

- Must be previously approved on the Appraisal list above.
- 3 additional years of eminent domain appraisal experience.
- Working knowledge and understanding of laws and regulations pertaining to real estate acquisitions for public works projects, including - Washington Administrative Code (WAC) 468-100, Revised Code of Washington (RCW) 8.26, and the Code of Federal Regulations 49 CFR Part 24 relating to acquisition and condemnation of real property and property rights.
- Knowledge and intent of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, as amended.
- Working knowledge of the connectivity of all real estate disciplines -project management, title, appraisal, appraisal review, acquisition, relocation, relocation review, and property management.
- Ability to read and understand ROW plans and legal descriptions.
- Ability to communicate, in a professional manner, with property owners, their representatives, other real estate professionals, and/or members of other professions involved in the delivery of government projects.
- Ability to recognize when pertinent facts are incorrect, missing, or require supplementation or verification.
- Ability to utilize internet and local data centers, such as county clerk offices, to research basic property ownership information.
- Ability to organize and maintain records/files/research data.
- Ability to operate office equipment and motor vehicles.
- Ability to perform complex word processing, data entry, prepare spreadsheets, and operate various computer software.
- Ability to understand instructions, set priorities, and meet deadlines.
- Ability to analyze and assess risk regarding complex issues.
- Ability to work independently.
- Ability to follow directions and assignments given by senior staff members.
- Skilled at problem solving.
- Ability to sit or stand and operate computers for long periods of time.
- Willingness to travel throughout the state, with overnight stays.
- Ability to inspect buildings and lands, which may require traversing rough terrain.



# WSDOT REVIEW APPRAISAL - TRAINING

---

- Successfully completed at least one appraisal review course, preferably that covers eminent domain appraisal issues.

# WSDOT APPRAISAL KNOWLEDGE, SKILLS, ABILITIES

---

- All knowledge, skills and abilities listed above for Appraiser but with an expert understanding.
- Expert understanding of Chapter 5 of the Right of Way Manual.
- Ability to evaluate and determine whether remainders qualify as uneconomic remnants.
- Expert understanding of what value impacts are legally compensable or not.
- Comprehensive review of appraisal services.
- Review and approve or reject appraisal reports.
- Exercise authority and independent judgment in review.
- Request correction of appraisal reports submitted by appraisers.
- Provide advice and instruction to personnel on technical, legal and/or procedural matters relating to appraisal issues.
- Ability to train/mentor/coach other appraisers.

# WSDOT APPRAISAL DISCIPLINE PACKAGE

---

- Discipline packages are submitted electronically.
- Once you pass the test, you will be assigned a ROW ID number.

NOTE: You cannot complete the below package information without a ROW ID number.

- Resume
- Copy of required license(s)
- Copy of certificates of completion for required training(s)

# WSDOT PRE-QUALIFICATION APPLICATION

The screenshot shows the WSDOT Consultant Pre-Qualification Application form. At the top, there is a navigation bar with the WSDOT logo and links for News, Employment, Good To Go!, Contact Us, and WSDOT Home. Below this is a search bar and a breadcrumb trail: You are here: Home > Real Estate Services > Approved Consultant List for WSDOT ROW Services.

The main heading is "Consultant Pre-Qualification Application". On the left, there are links for "Approved ROW List" and "ROW List Home".

The form is divided into several sections:

- Washington State Department of Transportation Real Estate Services Office:** P.O. Box 47230, Olympia, WA 98504-7338, Phone #360709-8233.
- Type of Discipline(s):** A section with checkboxes for Acquisition, Appraisal, Appraisal-Review, Property-Management, Relocation-Specialist, Relocation-Review, and Title.
- General Information:** Fields for Last Name, First Name, Email Address, Company Name, Address, City, State, Zip, Telephone #, Cell #, and Fax #.
- Office Location - REQUIRED:** A dropdown menu.
- I attest to the following: (Required):** Three checkboxes: "I possess the minimum qualifications described for the specific discipline(s) for which I am applying.", "I possess the license/verification required for the specific discipline(s) for which I am applying, if applicable.", and "I have never been removed from any WSDOT Approved ROW Services List."
- Disclaimer:** A paragraph stating that WSDOT may release me from eligibility as deemed appropriate by WSDOT at its sole discretion, and may change the prequalification and/or selection process at any time.
- Agreement:** A checkbox for "I understand and agree that the electronic submission of my application will be legally binding and such transaction will be considered authorized by me."
- Buttons:** "Submit My Application", "Clear My Application", and "Cancel My Application".

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<https://fmdata.wsdot.wa.gov/ROWservices/prequalapplication.php>

# ADDITIONAL WSDOT CONTACTS

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- WSDOT  
Real Estate Services  
Attn: Administrative Assistant  
P.O. Box 47338  
Olympia, WA 98504-7338  
  
360-705-7324  
[Rowserviceslist@wsdot.wa.gov](mailto:Rowserviceslist@wsdot.wa.gov)
- Jessica Stokesberry  
Appraisal Program Manager/Chief  
Appraiser  
[Jessica.Stokesberry@wsdot.wa.gov](mailto:Jessica.Stokesberry@wsdot.wa.gov)  
360-705-6852

# MUNICIPAL RESEARCH & SERVICES CENTER

## “MRSC” ROSTER

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*“MRSC Rosters connects businesses with public agencies in Washington State for small works, goods & services, and consulting opportunities.”*

- MRSC Rosters is an online directory used by 775 public agencies across Washington State to create procurement-specific bidder lists which are called "Rosters."
- Businesses select from hundreds of buying and procurement categories within three roster types
- (Small Works, Consulting, and Vendor) and select the public agencies they want to do business with.
- Showcase your expertise through a Capability Statement for the Small Works and Vendor Rosters or a Statement of Qualifications (SOQ) for the Consultant Roster.

Source: <https://mrscrosters.org/>

# OFFICE OF MINORITY AND WOMEN'S BUSINESS ENTERPRISES

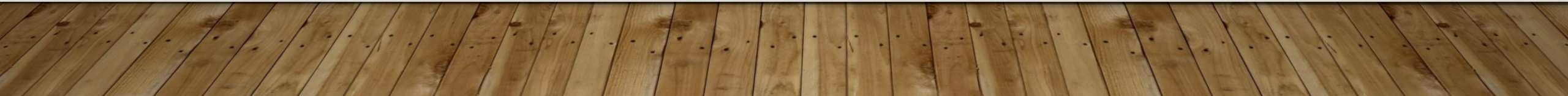
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- The Office of Minority and Women's Business Enterprises leads the Statewide M/WBE program as the sole agency that certifies minority- and women-owned business enterprises to participate in public contracting and procurement. This program includes a comprehensive certification process, small business support services, and the Supplier Diversity team that works with the Governor's Subcabinet on Business Diversity, state agencies, and institutions of higher education to instill equitable and inclusive purchasing practices.
- These efforts help small businesses owned by minorities, women, and veterans to obtain more government contracts which strengthens our communities, makes our economy more resilient, and improves the quality of life for all Washingtonians.

Source: <https://omwbe.wa.gov/>

# QUESTIONS

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# THANK YOU

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## Contact Information

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