The MAR Process

Its Role in Expediting Project Delivery
A Minor Acquisition Review (MAR) is an estimate of just compensation totaling less than $25,000 involving a non-complex acquisition and based upon local market data.
When NOT to use a MAR

- Acquisition of a Major Improvement
- Proximity Damages
- Severances
- Major Cuts or Fills
- Loss of Parking
- Any Other Applicable Damages
Since 2003

• 492 Total Parcels Identified as Minor Acquisition Review
• 478 of 492 Parcels Have Been Acquired
• 97% Success Rate
Parcels Valued at $10,000 or Less

- Identify MAR parcels early by an experienced R/W agent
- Determine Highest & Best Use of the properties
- Search market data to find a range of value for each use
- Get approval of the District R/W Supervisor for value ranges
- Perform calculations for each parcel acquisition
- Present offer in writing to property owners
- Complete negotiations in reasonable time frame
- Process parcels for payment once deed is signed
- If negotiations unsuccessful, prepare for condemnation
Parcels Valued Between $10,000 and $25,000

- Identify MAR parcels early by an experienced R/W agent
- Determine Highest & Best Use of the properties
- Search market data to find a range of value for each use
- Get approval of the District R/W Supervisor for value ranges
- Explain to property owners their option to choose between MAR valuation or an appraisal
- If appraisal chosen, request parcel to be assigned to appraiser
- If MAR chosen, request owner to sign appraisal waiver
- Perform calculations
- Present offer in writing to property owners
- Complete negotiations in reasonable time frame
- Process parcels for payment once deed is signed
- If negotiations unsuccessful, prepare for condemnation
MARs can involve acquisition of improvements
Using the MAR Process Has Many Advantages

- Cost Effective
- Time Efficient
- Creates Even Work Distribution
- Gets Project’s Truths/Facts to Public Sooner
- Identifies Potential “Problem Parcels” Quickly
- Exposes Newer Agents to Appraisal Processes
- Builds Rapport & Honesty with Property Owners
R/W Authorized on August 10th, 2011

All 4 Parcels Identified as MARs

All 4 Parcels Acquired by September 8th, 2011

R/W Clearance Letter Written on September 20th, 2011 for an October 21st, 2011 Letting Date
R/W Authorized on June 22, 2012

All 6 Parcels Identified as MARs

All 6 Parcels Acquired by July 20th, 2012 for Upcoming October 19th, 2012 Letting

$40,000,000 Construction Project
52 Total Parcels

23 Parcels Identified as MARs

All 23 Parcels Were Acquired

Scheduled November 15, 2012 Letting Date
 100 Total Parcels
 39 Parcels Identified as MARs
 37 of 39 Parcels Were Acquired
 Scheduled April 15th, 2013 Letting Date
**Acquisition - Record of Contacts**

**Contact Meeting Minutes**

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Place</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>01/24/2012</td>
<td>2:00 pm</td>
<td>Barry Hall residence</td>
<td>Offer to Purchase Meeting</td>
</tr>
</tbody>
</table>

**Owner Attendees**

Barry E. Hall

**Remarks**

Today I met with Mr. Barry Hall, who was representing his brothers due to scheduling conflicts. I verified the title facts and confirmed that there were no mortgages or liens against the subject property. I then presented Mr. Hall with a plan sheet demonstrating that the Commonwealth needed to acquire 736 square feet in fee simple right of way (shaded in blue) and a 4,801-square foot temporary easement for the purpose of slope and entrance construction (shaded in green). I informed Mr. Hall that full ownership of the easement area would revert back to the property owners upon completion of construction. I also informed Mr. Hall that the church sign currently located at the corner of US 31W and Goddess Road was on the Commonwealth's right of way and would need to be removed prior to construction.

I then presented Mr. Hall with the Commonwealth's Offer to Purchase, both verbally and in writing, in the amount of $375.00. I explained to Mr. Hall that a survey of recent vacant agricultural land sales within the subject's area was conducted, and that it was determined that a unit value of $0.80/sf shall be used to value the subject property. Therefore,

\[
\begin{align*}
736 \text{ sf} \times 0.80 \text{ sf} &= 221.70 \\
4,801 \text{ sf} \times 0.30 \text{ sf} \times 10\% &= 145.83 \\
221.70 + 145.83 &= 367.53, \text{ rounded to } 370.00
\end{align*}
\]

I then explained to Mr. Hall the closing procedures, informing him that he, his brothers, and all spouses will have to sign the necessary documents. I also explained to Mr. Hall that the Commonwealth would refund his tax expenses on a pro rata basis for the fee simple portion of the acquisition.

Mr. Hall’s only concern/request was the possibility of adding an entrance at approximately Station 07+50 or possibly widening the current entrance located at Station 05+21 to 30 feet. I told Mr. Hall that I would check on the cost estimates for these two entrances and get back to him once those were secured.

| Property Owner Amount Offered | $375.00 |
| Property Owner Amount Asked   | $35.00  |
| Acquisition Agent’s Signature | MIKE RUSSELL |
I DON'T ALWAYS APPRAISE HIGHWAY ACQUISITIONS

BUT WHEN I DO, I PREFER MARS
Any Questions?