

# The MAR Process

Its Role in Expediting Project Delivery

# What is a Minor Acquisition Review?

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
- Get's Project's Truths/Facts to Public Sooner
- Identifies Potential "Problem Parcels" Quickly
- Exposes Newer Agents to Appraisal Processes
- Builds Rapport & Honesty with Property Owners



08/20/2012





08/21/2012



07/08/2011



Acquisition - Record of Contacts

Contact Meeting Minutes

Date	01/24/2012	Time	2:00 pm
Place	Barry Hall residence	Type	Offer to Purchase Meeting

Owner Attendees

Barry E Hall

Other Attendees

Mike Russell, agent

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 the Commonwealth needed to acquire 739 square feet in fee simple right of way (shaded in blue) and a 4,861-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 Geddes 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,

739 sf X \$0.80/sf = \$221.70
4,861 sf X \$0.80/sf X 10% = \$145.83
<b>\$221.70 + \$145.83 = \$367.53, rounded to \$375.00</b>

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 approximate Station 97+50 or possibly widening the current entrance located at Station 95+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	\$0.00
Acquisition Agent's Signature	MIKE RUSSELL



**I DON'T ALWAYS APPRAISE  
HIGHWAY ACQUISITIONS**



**BUT WHEN I DO,  
I PREFER MARS**

**Any Questions?**