

Gathering Data and Finding Comps

Presentation for WCAA 03/30/2016

By

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Chief Assessor Shrewsbury

How to check on “Comps” provided by Property Owners or Tax Reps- or How to make the LA 3 work for you

- A lot of time, sweat and anxiety go into your LA 3
- Every other town also has to go through this
- The NAL codes can be very useful in doing a quick review of comps provided by an owner or tax rep.
 - Or if they haven't provided anything, it is a quick check on sales that took place in the last few years.
 - The best part of the review is that you will be able to look at all of the sales the disputed Land Use Code

How to use the LA 3 Data Bank

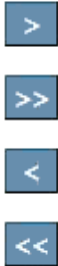
- The DOR website has a link for the data bank
- <https://dlsgateway.dor.state.ma.us/gateway/Public/WebForms/LA3/LA3Search.aspx>

LA3 Parcel Search

LA3 Parcel Search

Available Jurisdictions

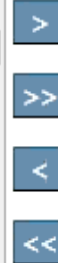
- Abington - 001
- Acton - 002
- Acushnet - 003
- Adams - 004
- Agawam - 005
- Alford - 006
- Amesbury - 007
- Amherst - 008**
- Andover - 009
- Aurino - 010



Selected Jurisdiction(s)

Available Prop Types

- 012-Multiple-Use, Primarily Residential Secondary Use Open Space
- 013-Multiple-Use, Primarily Residential Secondary Use Commercial
- 014-Multiple-Use, Primarily Residential Secondary Use Industrial
- 016-Multiple-Use, Primarily Residential with Part of land designated under Chap 61 use
- 017-Multiple-Use, Primarily Residential with Part of land designated under Chap 61A use
- 018-Multiple-Use, Primarily Residential with Part of land designated under Chap 61B use
- 019-Multiple-Use, Primarily Residential Secondary Use Exempt
- 021-Multiple-Use, Primarily Open Space, A Single Family house with substantial acreage designated OS
- 023-Multiple-Use, Primarily Open Space Secondary Use Commercial
- 024-Multiple-Use, Primarily Open Space Secondary Use Industrial



Selected Prop Type(s)

All Sales Valid Sales - NAL Code is blank Invalid Sales / NAL Sales

Sale Date From (mm/dd/yyyy)

Sale Date To (mm/dd/yyyy)

Sale Price From

Sale Price To

Buyer Name

Seller Name

Street Name

No of Records/page

Search and View

Search and Export

Reset Sort

Clear Search

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Search

LA3 Parcel Search

LA3 Parcel Search

Available Jurisdictions

Selected Jurisdiction(s)

> Abington - 001
>> Acton - 002
>> Acushnet - 003
< Adams - 004
< Agawam - 005
< Alford - 006
<< Amesbury - 007
<< Amherst - 008
<< Andover - 009
<< Attitash - 004

Available Prop Types

201-Residential Open Land
202-Under Water Land Or Marshes Not Under Public Ownership In Residential Areas
210-Non-Productive Agricultural Land not classified as Chapter 61 or Chapter 61A
211-Non-Productive Vacant Land
220-Commercial Vacant Land
221-Underwater Land Or Marshes Not Under Public Ownership In Commercially Zoned Area
230-Industrial Vacant Land
231-Underwater Land Or Marshes Not Under Public Ownership In Industrial Area
261-All Land Designated Under Chapter 61 Classified as Open Space
262-Christmas Trees - Chpt 61 Classified as Open Space

Selected Prop Type(s)

> 112-Apartments - More Than Eight Units
>>
<
<<

All Sales Valid Sales - NAL Code is blank Invalid Sales / NAL Sales

Sale Date From (mm/dd/yyyy)

Sale Date To (mm/dd/yyyy)

Sale Price From

Sale Price To

Buyer Name

Seller Name

Street Name

No of Records/page

[Search and View](#)

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Results

| | | | | | | | | | | | | | | |
|-------------|------|---|------------|--------------|-----------------------------------|-----------------------------------|-----|----------------|-----|---|------------|------------|------------|------|
| Lowell | 2016 | I | 03/05/2014 | 121_3970_27_ | LAND O' LEMEL LIMITED PARTNERSHIP | NEW POINT LLC | 27 | MAUDE ST | 112 | | 850,258 | 569,500 | 691,700 | 0.81 |
| Westwood | 2015 | I | 03/13/2014 | 33_054__ | UNIVERSITY STATION PHASE 2 LLC | WESTWOOD GABLES II LLC | 95 | UNIVERSITY AVE | 112 | V | 12,793,935 | 0 | 6,589,850 | 0.52 |
| Westwood | 2015 | I | 03/13/2014 | 33_019__ | UNIVERSITY STATION PHASE 2 LLC | WESTWOOD GABLES LLC | 85 | UNIVERSITY AVE | 112 | V | 8,994,524 | 11,141,700 | 10,320,450 | 1.15 |
| Westwood | 2016 | C | 03/13/2014 | 33_019__ | UNIVERSITY STATION PHASE 2 LLC | WESTWOOD GABLES II LLC | 85 | UNIVERSITY AVE | 112 | P | 12,793,935 | 0 | 29,816,800 | 2.33 |
| Westwood | 2016 | C | 03/13/2014 | 33_054__ | UNIVERSITY STATION PHASE 2 LLC | WESTWOOD GABLES II LLC | 95 | UNIVERSITY AVE | 112 | P | 12,793,935 | 6,589,850 | 30,874,150 | 2.41 |
| Swampscott | 2016 | I | 03/14/2014 | 34 111 0 | JEWISH REHABILITATION FOR THE, | CRP THC VINNIN SQUARE VENTURE | 330 | PARADISE RD | 112 | V | 4,853,000 | 6,078,700 | 30,003,800 | 6.18 |
| Randolph | 2016 | I | 03/14/2014 | 52_C_7.01_ | THOMPSON ESTATES LLC | TDRM, LLC | 14 | THOMPSON DR | 112 | | 3,000,000 | 2,401,200 | 2,734,100 | 0.91 |
| Lowell | 2016 | I | 03/19/2014 | 89_5810_16_ | RETALS LLC | TRS MIDDLESEX STREET REALTY TRUST | 16 | TYLER PARK | 112 | | 887,500 | 607,200 | 818,200 | 0.92 |
| Chelmsford | 2016 | I | 03/26/2014 | 88_307_1_ | MEADOWS APRTMENTS REALTY LLC | TAURUS CD 171 BRICK KILN RD | 82 | BRICK KILN RD | 112 | | 20,000,000 | 12,899,700 | 17,660,600 | 0.88 |
| New Bedford | 2016 | I | 03/31/2014 | 046 0097 | GLENPAT LLC, | DMR INVESTMENTS LLC | 215 | WALNUT ST | 112 | V | 766,666 | 445,800 | 444,200 | 0.58 |
| Worcester | 2016 | I | 04/02/2014 | 02_040_00033 | FAND P LLC | LBUBS 2004 C2 WEST STREET APAR | 48 | WILLIAM ST | 112 | V | 1,075,000 | 497,000 | 497,000 | 0.46 |
| Worcester | 2016 | I | 04/02/2014 | 02_040_00027 | FAND P LLC | LBUBS 2004 C2 WEST STREET APAR | 74 | WEST ST | 112 | V | 1,075,000 | 494,300 | 494,300 | 0.46 |
| Worcester | 2015 | I | 04/02/2014 | 02 040 00027 | FAND P LLC | LBUBS 2004 C2 WEST STREET APAR | 74 | WEST ST | 112 | V | 1,075,000 | 494,300 | 494,300 | 0.46 |
| Worcester | 2015 | I | 04/02/2014 | 02 040 00033 | FAND P LLC | LBUBS 2004 C2 WEST STREET APAR | 48 | WILLIAM ST | 112 | V | 1,075,000 | 497,000 | 497,000 | 0.46 |
| Medford | 2016 | I | 04/04/2014 | 111_19__ | WAYPOINT DEVELOPMENT LLC | 1 ST CLARE LLC | 1 | ST CLARE RD | 112 | V | 1,884,415 | 0 | 1,889,000 | 1.00 |

Smaller sample

Division of Local Services Gateway

LA3 Parcel Search

LA3 Parcel Search

[View Search Criteria](#)[Reset Sort](#)

Click on column headings to sort.

Number of Records found: 4

| City/Town | Fiscal Year | Process | Sale Date | Parcel Id | Seller | Buyer | St Num | St Alpha | Street Name | Use Code | NAL Code | Sale Price | Prior Assessed Value | Current Assessed Value | A/S Ratio |
|-----------|-------------|---------|------------|------------------|------------------------------|---------------------------------|--------|----------|-------------|----------|----------|------------|----------------------|------------------------|-----------|
| Plymouth | 2016 | I | 01/22/2015 | 027 000 029C 000 | IREIF III PLYMOUTH SH LLC, | 157 SOUTH STREET PLYMOUTH LLC | 157 | | SOUTH ST | 125 | | 6,730,000 | 6,090,500 | 6,090,500 | 0.91 |
| Haverhill | 2016 | I | 01/22/2015 | 465 4 5B | IREIF III HAVERHILL SH, LLC, | 254 AMESBURY ROAD HAVERHILL LLC | 254 | | AMESBURY RD | 125 | | 9,140,000 | 8,788,500 | 8,788,500 | 0.96 |
| Waltham | 2016 | C | 01/22/2015 | R006 002 0003 | IREF III WALTHAM SH. LLC., | 126 SMITH ST. WALTHAM LLC. | 126 | | SMITH ST | 125 | C | 12,560,000 | 9,037,100 | 9,541,900 | 0.76 |
| Danvers | 2016 | C | 02/04/2015 | 034 159 | B VIII DANVERS LLC, | HEALTH CARE REIT INC | 9 | | SUMMER ST | 125 | | 10,280,000 | 6,079,400 | 7,787,000 | 0.76 |

[Export to Excel](#)

- When you click on the export to excel button you will most likely get an error message saying that it is an incompatible version or form.
- You may ignore it and it will transfer to excel.

Massachusetts Department of Revenue

Division of Local Services

LA3 PARCEL SEARCH 3/29/2016

| City/Town | Fiscal Year | Process | Sale Date | Parcel Id | Seller | Buyer | St Num | St Alpha | Street Name | Use Code | NAL Code | Sale Price | Prior Assessed | Current Assessed Value | A/S Ratio |
|-----------|-------------|---------|-----------|---------------------|---------------------------------|------------------------------------|--------|----------|----------------|----------|----------|------------|----------------|------------------------|-----------|
| Plymouth | 2016 | I | 1/22/2015 | 027 000 029C 000 | IREIF III PLYMOUTH SH LLC, | 157 SOUTH STREET PLYMOUTH LLC | 157 | | SOUTH ST | 125 | | 6,730,000 | 6,090,500 | 6,090,500 | 0.91 |
| Haverhill | 2016 | I | 1/22/2015 | 465 4 5B | IREIF III HAVERHILL SH, LLC, | 254 AMESBURY ROAD HAVERHILL LLC | 254 | | AMESBURY RD | 125 | | 9,140,000 | 8,788,500 | 8,788,500 | 0.96 |
| Waltham | 2016 | C | 1/22/2015 | R006 002 0003 | IREF III WALTHAM SH. LLC., | 126 SMITH ST. WALTHAM LLC. | 126 | | SMITH ST | 125 | C | 12,560,000 | 9,037,100 | 9,541,900 | 0.76 |
| Danvers | 2016 | C | 2/4/2015 | 034 159 | B VIII DANVERS LLC, | HEALTH CARE REIT INC | 9 | | SUMMER ST | 125 | | 10,280,000 | 6,079,400 | 7,787,000 | 0.76 |

- This will allow you to have a quick summary of what has sold and what the ASRs were
- This is a starting point for evaluation or discussion
- On the next pages will be examples of larger sets of sales and how to use excel to quickly format them by NAL codes to pick out unqualified sales

Partial list of sales – 112's

| City/Town | Fiscal Year | Process | Sale Date | St Num | St Alph | Street Name | Use Code | NAL Code | Sale Price | Assessed | Net Assessed | A/S Ratio |
|-------------|-------------|---------|-----------|--------|---------|-------------|----------|----------|------------|-----------|--------------|-----------|
| Boston | 2016 | C | 1/6/2014 | 59 | | PINCKNEY | 112 | C | 2,400,000 | 1,488,500 | 1,578,000 | 0.66 |
| Haverhill | 2016 | I | 1/10/2014 | 286 | | SOUTH MAIN | 112 | C | 1,100,000 | 854,100 | 854,100 | 0.78 |
| Haverhill | 2015 | C | 1/10/2014 | 286 | | SOUTH MAIN | 112 | C | 1,100,000 | 751,200 | 854,100 | 0.78 |
| Westminster | 2016 | C | 1/13/2014 | 112 | | MAIN ST | 112 | | 775,000 | 646,100 | 736,600 | 0.95 |
| Boston | 2016 | C | 1/13/2014 | 0 | | NEW | 112 | V | 7,275,000 | 20,100 | 69,804 | 0.01 |
| Boston | 2016 | C | 1/13/2014 | 0 | | NEW PICKER | 112 | V | 7,275,000 | 317,400 | 1,454,889 | 0.2 |
| Boston | 2016 | C | 1/13/2014 | 6 | 26 | NEW | 112 | V | 7,275,000 | 4,647,500 | 1,060,448 | 0.15 |
| Boston | 2016 | C | 1/13/2014 | 0 | | NEW | 112 | V | 7,275,000 | 223,000 | 2,195,959 | 0.3 |
| Quincy | 2016 | I | 1/16/2014 | 157 | | HANCOCK ST | 112 | P | 800,000 | 271,700 | 1,778,500 | 2.22 |
| Mansfield | 2016 | I | 1/17/2014 | 20 | | COPELAND D | 112 | | 975,000 | 603,700 | 960,600 | 0.99 |
| Springfield | 2016 | I | 1/22/2014 | 105 | 111 | SCHOOL ST | 112 | | 975,000 | 938,400 | 969,900 | 1 |
| Canton | 2016 | I | 1/23/2014 | 33 | | ROCKLAND S | 112 | | 825,000 | 687,200 | 791,700 | 0.96 |
| Somerville | 2016 | I | 1/30/2014 | 9 | | MEDFORD ST | 112 | P | 4,750,000 | 4,727,100 | 8,317,000 | 1.75 |
| Chelmsford | 2016 | I | 1/31/2014 | 2 | | CENTRAL SQ | 112 | | 1,050,000 | 938,100 | 1,015,500 | 0.97 |
| Lynn | 2016 | I | 2/3/2014 | 132 | 138 | SOUTH COMN | 112 | | 5,330,000 | 4,335,000 | 5,120,200 | 0.96 |
| Lynn | 2015 | C | 2/3/2014 | 132 | 138 | SOUTH COMN | 112 | | 5,330,000 | 3,541,800 | 4,335,000 | 0.81 |
| Boston | 2016 | C | 2/3/2014 | 16 | | RIVER | 112 | A | 4,500,000 | 2,262,000 | 2,463,500 | 0.55 |
| Revere | 2015 | C | 2/4/2014 | 83 | | WARD ST | 112 | | 5,750,000 | 6,107,400 | 5,481,000 | 0.95 |
| Revere | 2016 | I | 2/4/2014 | 83 | | WARD ST | 112 | O | 5,750,000 | 5,481,000 | 9,388,800 | 1.63 |
| Attleboro | 2016 | I | 2/6/2014 | 58 | | OAKDALE ST | 112 | V | 8,136,000 | 945,500 | 982,700 | 0.12 |
| Attleboro | 2016 | I | 2/6/2014 | 68 | | OAKDALE ST | 112 | V | 8,136,000 | 945,500 | 982,700 | 0.12 |
| Attleboro | 2016 | I | 2/6/2014 | 80 | | OAKDALE ST | 112 | V | 8,136,000 | 6,774,700 | 7,028,500 | 0.86 |
| Attleboro | 2016 | I | 2/6/2014 | 24 | | BRIARWOOD | 112 | V | 8,136,000 | 1,017,700 | 1,084,700 | 0.13 |
| Attleboro | 2016 | I | 2/6/2014 | 67 | | OAKDALE ST | 112 | V | 8,136,000 | 944,700 | 981,900 | 0.12 |
| Attleboro | 2015 | I | 2/6/2014 | 80 | | OAKDALE ST | 112 | V | 8,136,000 | 6,143,400 | 6,774,700 | 0.83 |
| Attleboro | 2015 | I | 2/6/2014 | 24 | | BRIARWOOD | 112 | V | 8,136,000 | 982,300 | 1,017,700 | 0.13 |
| Attleboro | 2015 | I | 2/6/2014 | 68 | | OAKDALE ST | 112 | V | 8,136,000 | 852,400 | 945,500 | 0.12 |
| Attleboro | 2015 | I | 2/6/2014 | 58 | | OAKDALE ST | 112 | V | 8,136,000 | 852,400 | 945,500 | 0.12 |
| Attleboro | 2015 | I | 2/6/2014 | 67 | | OAKDALE ST | 112 | V | 8,136,000 | 851,600 | 944,700 | 0.12 |
| Boston | 2016 | C | 2/6/2014 | 125 | | GIRIST | 112 | | 10,075,000 | 2,110,000 | 0,131,183 | 0.01 |

How to sort the sales – Option one

LA3ParcelSearch.xls - Excel

FILE HOME INSERT PAGE LAYOUT FORMULAS DATA REVIEW VIEW

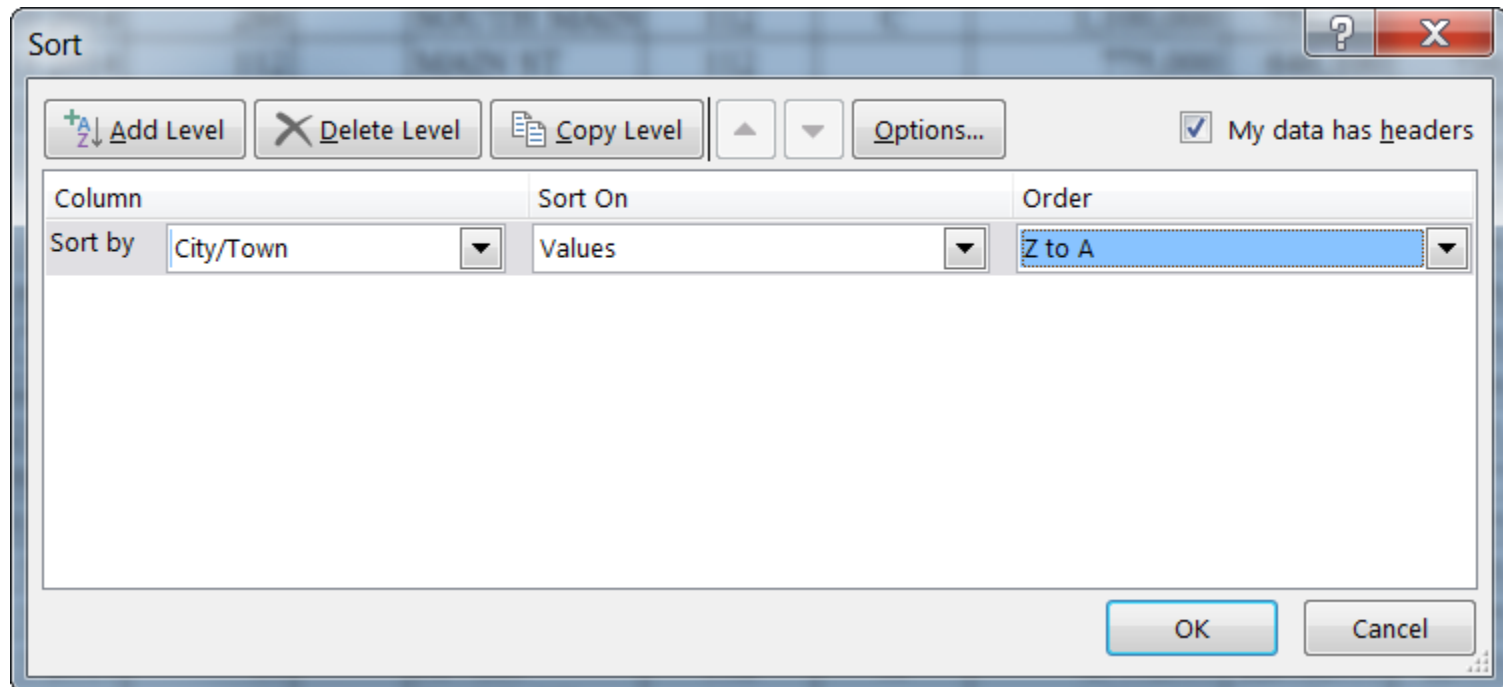
From Access From Web From Text From Other Sources Existing Connections Refresh All Connections Properties Edit Links Sort Filter Sort & Filter Clear Reapply Advanced Text to Columns Flash Fill Remove Duplicates Data Validation Consolidate What-If Analysis

Times New Roman

6 Boston

| | A | B | C | D | E | F | G | H | I | J | K | L | M |
|---|------------|------|---|------------|------|-----|--------------|-----|---|------------|-----------|------------|------|
| 8 | Lynn | 2016 | I | 12/23/2014 | 9 | 11 | SURFSIDE RD | 112 | V | 10,900,000 | 1,612,400 | 1,896,000 | 0.17 |
| 9 | Lynn | 2016 | I | 12/23/2014 | 16 | | SURFSIDE RD | 112 | V | 10,900,000 | 1,439,400 | 1,692,300 | 0.16 |
| 0 | Lynn | 2016 | I | 12/23/2014 | 24 | | SURFSIDE RD | 112 | V | 10,900,000 | 1,096,900 | 1,290,800 | 0.12 |
| 1 | Lynn | 2016 | I | 12/23/2014 | 30 | | SURFSIDE RD | 112 | V | 10,900,000 | 1,123,900 | 1,322,100 | 0.12 |
| 2 | Chelsea | 2016 | C | 12/23/2014 | 252 | | REVERE BEAC | 112 | G | 4,525,000 | 3,774,800 | 3,581,300 | 0.79 |
| 3 | Lynn | 2016 | I | 12/23/2014 | 148 | | LIBERTY ST | 112 | V | 10,900,000 | 1,197,300 | 1,536,100 | 0.14 |
| 4 | Lynn | 2016 | I | 12/23/2014 | 36 | | SURFSIDE RD | 112 | V | 1,100,000 | 1,231,800 | 1,445,200 | 1.31 |
| 5 | Chelsea | 2016 | C | 12/23/2014 | 216 | | REVERE BEAC | 112 | G | 4,225,000 | 3,218,100 | 3,211,400 | 0.76 |
| 6 | Boston | 2016 | C | 12/29/2014 | 1322 | | COMMONWEA | 112 | C | 5,500,000 | 2,018,500 | 2,854,000 | 0.52 |
| 7 | Salem | 2016 | C | 12/29/2014 | 105 | | CONGRESS ST | 112 | | 1,312,000 | 1,438,500 | 1,344,300 | 1.03 |
| 8 | Salem | 2016 | C | 12/29/2014 | 52 | 60 | DOW STREET | 112 | | 1,640,000 | 1,256,800 | 1,426,800 | 0.87 |
| 9 | Boston | 2016 | C | 12/30/2014 | 19 | | CHESTER | 112 | V | 6,900,000 | 1,665,500 | 2,108,000 | 0.31 |
| 0 | Fall River | 2016 | C | 12/30/2014 | 56 | | ST JOSEPH ST | 112 | | 6,725,000 | 5,702,700 | 5,702,700 | 0.85 |
| 1 | Boston | 2016 | C | 12/30/2014 | 0 | | BUNKER HILL | 112 | E | 2,900,000 | 3,075,200 | 2,933,800 | 1.01 |
| 2 | Boston | 2016 | C | 12/31/2014 | 14 | 4 | ABBOTSFORD | 112 | W | 2,700,000 | 1,254,000 | 1,631,500 | 0.6 |
| 3 | Beverly | 2016 | I | 1/8/2015 | 5 | | EDWARDS ST | 112 | | 1,375,000 | 880,900 | 1,134,600 | 0.83 |
| 4 | Beverly | 2016 | I | 2/12/2015 | 80 | | HERRICK ST | 112 | | 2,550,000 | 1,757,300 | 2,359,300 | 0.93 |
| 5 | Charlton | 2016 | I | 3/20/2015 | 217 | | STURBRIDGE | 112 | U | 3,060,000 | 1,773,300 | 1,773,300 | 0.58 |
| 6 | Barnstable | 2016 | C | 3/25/2015 | 519 | | MAIN STREET | 112 | | 800,000 | 563,300 | 789,300 | 0.99 |
| 7 | Waltham | 2016 | C | 3/31/2015 | 90 | | BEAVER ST | 112 | B | 1,612,500 | 805,200 | 1,084,900 | 0.67 |
| 8 | Haverhill | 2016 | I | 4/14/2015 | 500 | | HADLEY WES | 112 | C | 23,000,000 | ##### | 10,910,200 | 0.47 |
| 9 | Haverhill | 2016 | I | 4/22/2015 | 505 | | WEST LOWEL | 112 | B | 1,700,000 | 334,200 | 1,260,000 | 0.74 |
| 0 | Haverhill | 2016 | I | 4/22/2015 | 0 | | WEST LOWEL | 112 | | 1,300,000 | 0 | 1,260,000 | 0.97 |
| 1 | Malden | 2016 | I | 4/30/2015 | 618 | 620 | MAIN ST | 112 | | 2,550,000 | 1,751,300 | 1,939,600 | 0.76 |
| 2 | Attleboro | 2016 | I | 5/4/2015 | 272 | | SO MAIN ST | 112 | | 900,000 | 794,900 | 870,300 | 0.97 |
| 3 | Worcester | 2016 | I | 5/14/2015 | 1112 | | WEST BOYLS | 112 | S | 1,200,000 | 800,200 | 800,200 | 0.67 |

- Highlight all the sales from the town to the ASR ratio
- Find the Data tab on the top of the menu bar
- Click on it and you will see the sort box in the middle top
- Click on the box – here it is Z A, A Z
- Since we know Boston sales are very pricey, let's sort by town from W to B – inverse order



| City/Town | Fiscal Year | Process | Sale Date | St Num | St Alph | Street Name | Use Code | NAL Code | Sale Price | Assessed | Int Assessed | A/S I |
|------------|-------------|---------|-----------|--------|---------|-------------|----------|----------|------------|-----------|--------------|-------|
| Worcester | 2016 | I | 4/2/2014 | 48 | | WILLIAM ST | 112 | V | 1,075,000 | 497,000 | 497,000 | |
| Worcester | 2016 | I | 4/2/2014 | 74 | | WEST ST | 112 | V | 1,075,000 | 494,300 | 494,300 | |
| Worcester | 2015 | I | 4/2/2014 | 74 | | WEST ST | 112 | V | 1,075,000 | 494,300 | 494,300 | |
| Worcester | 2015 | I | 4/2/2014 | 48 | | WILLIAM ST | 112 | V | 1,075,000 | 497,000 | 497,000 | |
| Worcester | 2015 | I | 4/15/2014 | 44 | | BYRON ST | 112 | V | 3,750,000 | 2,472,700 | 2,472,700 | |
| Worcester | 2016 | I | 4/15/2014 | 44 | | BYRON ST | 112 | V | 3,750,000 | 2,472,700 | 2,472,700 | |
| Worcester | 2016 | I | 5/30/2014 | 3 | | HENRY TER | 112 | V | 4,214,000 | 1,479,400 | 1,479,400 | |
| Worcester | 2016 | I | 5/30/2014 | 10 | | HENRY TER | 112 | V | 4,214,000 | 845,400 | 845,400 | |
| Worcester | 2016 | I | 5/30/2014 | 6 | | HENRY TER | 112 | V | 4,214,000 | 845,400 | 845,400 | |
| Worcester | 2015 | I | 5/30/2014 | 6 | | HENRY TER | 112 | V | 4,214,000 | 845,400 | 845,400 | |
| Worcester | 2015 | I | 5/30/2014 | 3 | | HENRY TER | 112 | V | 4,214,000 | 1,479,400 | 1,479,400 | |
| Worcester | 2015 | I | 5/30/2014 | 10 | | HENRY TER | 112 | V | 4,214,000 | 845,400 | 845,400 | |
| Worcester | 2016 | I | 7/11/2014 | 1039 | | MAIN ST | 112 | S | 1,178,000 | 851,700 | 851,700 | |
| Worcester | 2016 | I | 7/11/2014 | 1029 | | MAIN ST | 112 | S | 1,178,000 | 715,500 | 715,500 | |
| Worcester | 2016 | I | 5/14/2015 | 1112 | | WEST BOYLS | 112 | S | 1,200,000 | 800,200 | 800,200 | |
| Worcester | 2016 | I | 6/4/2015 | 833 | | MAIN ST | 112 | O | 1,010,000 | 521,800 | 637,800 | |
| Woburn | 2016 | I | 7/1/2014 | 48 | | LAKE AVE | 112 | U | 16,300,000 | ##### | 11,672,700 | |
| Winthrop | 2016 | I | 2/7/2014 | 20 | | CORAL AVE | 112 | | 980,000 | 867,700 | 888,200 | |
| Winthrop | 2016 | I | 7/18/2014 | 34 | | TRIDENT AVE | 112 | V | 1,500,000 | 830,300 | 894,300 | |
| Wilmington | 2016 | C | 6/4/2014 | 10 | | BURLINGTON | 112 | U | 29,750,000 | ##### | 20,355,400 | |
| Weymouth | 2016 | I | 5/2/2014 | 580 | | MIDDLE ST | 112 | V | 25,750,000 | 1,806,700 | 1,891,700 | |
| Weymouth | 2016 | I | 5/2/2014 | 590 | | MIDDLE ST | 112 | V | 25,750,000 | 9,880,300 | 10,432,300 | |
| Weymouth | 2016 | I | 5/2/2014 | 605 | -609 | MIDDLE ST | 112 | V | 25,750,000 | 5,263,300 | 5,552,300 | |
| Weymouth | 2016 | I | 5/2/2014 | 582 | -586 | MIDDLE ST | 112 | V | 25,750,000 | 5,413,800 | 5,721,000 | |
| Westwood | 2015 | I | 3/13/2014 | 95 | | UNIVERSITY | 112 | V | 12,793,935 | 0 | 6,589,850 | |
| Westwood | 2015 | I | 3/13/2014 | 85 | | UNIVERSITY | 112 | V | 8,994,524 | ##### | 10,320,450 | |
| Westwood | 2016 | C | 3/13/2014 | 85 | | UNIVERSITY | 112 | P | 12,793,935 | 0 | 29,816,800 | |

Sorting with two options – you can go by town and by NAL

The screenshot shows a 'Sort' dialog box with the following configuration:

- Buttons:** Add Level, Delete Level, Copy Level, and Options... (with up and down arrows).
- Checkbox:** My data has headers
- Sort Levels:**

| Column | Sort On | Order | |
|---------|-----------|--------|--------|
| Sort by | City/Town | Values | Z to A |
| Then by | NAL Code | Values | A to Z |
- Buttons:** OK and Cancel

NAL and AL sales

| Boston | 2010 | C | 07/2014 | 107 111 | TREMONT | 112 | W | 0,200,000 | 0,701,000 | 0,014,000 | 0.03 |
|-------------|------|---|------------|---------|--------------|-----|---|------------|-----------|------------|------|
| Boston | 2016 | C | 10/1/2014 | 72 76 | WALNUT | 112 | W | 2,900,000 | 480,000 | 594,500 | 0.21 |
| Boston | 2016 | C | 11/24/2014 | 49 51 | CHENEY | 112 | W | 3,270,000 | 2,160,500 | 2,441,000 | 0.75 |
| Boston | 2016 | C | 12/31/2014 | 14 4 | ABBOTSFORD | 112 | W | 2,700,000 | 1,254,000 | 1,631,500 | 0.6 |
| Winthrop | 2016 | I | 2/7/2014 | 20 | CORAL AVE | 112 | | 980,000 | 867,700 | 888,200 | 0.91 |
| Westminster | 2016 | C | 1/13/2014 | 112 | MAIN ST | 112 | | 775,000 | 646,100 | 736,600 | 0.95 |
| Watertown | 2016 | C | 10/1/2014 | 9 | LOWELL AV | 112 | | 2,020,000 | 1,576,700 | 2,010,700 | 1 |
| Waltham | 2016 | C | 6/3/2014 | 115 23 | OVERLAND R | 112 | | 1,250,000 | 1,054,100 | 1,183,500 | 0.95 |
| Waltham | 2016 | C | 10/1/2014 | 7 11 | GIBBS CT | 112 | | 1,025,000 | 826,800 | 962,600 | 0.94 |
| Waltham | 2016 | C | 6/24/2015 | 64 66 | HALL ST | 112 | | 1,200,000 | 754,800 | 1,048,400 | 0.87 |
| Springfield | 2016 | I | 1/22/2014 | 105 111 | SCHOOL ST | 112 | | 975,000 | 938,400 | 969,900 | 1 |
| Springfield | 2016 | I | 9/26/2014 | 1309 | ST JAMES AV | 112 | | 1,312,500 | 1,124,600 | 1,165,700 | 0.89 |
| Salem | 2016 | C | 10/9/2014 | 350 352 | ESSEX STREET | 112 | | 1,500,000 | 1,138,900 | 1,412,700 | 0.94 |
| Salem | 2016 | C | 12/29/2014 | 105 | CONGRESS ST | 112 | | 1,312,000 | 1,438,500 | 1,344,300 | 1.03 |
| Salem | 2016 | C | 12/29/2014 | 52 60 | DOW STREET | 112 | | 1,640,000 | 1,256,800 | 1,426,800 | 0.87 |
| Revere | 2015 | C | 2/4/2014 | 83 | WARD ST | 112 | | 5,750,000 | 6,107,400 | 5,481,000 | 0.95 |
| Reading | 2016 | I | 5/1/2014 | 75 | PEARL ST | 112 | | 15,565,000 | ##### | 13,937,000 | 0.9 |
| Reading | 2016 | I | 5/29/2014 | 21 | SANBORN ST | 112 | | 1,800,000 | 1,419,400 | 1,679,200 | 0.93 |
| Randolph | 2016 | I | 3/14/2014 | 14 | THOMPSON D | 112 | | 3,000,000 | 2,401,200 | 2,734,100 | 0.91 |

Filtering with Excel

- The other option for looking at data quickly is to filter it using the filter button.
 - It is a two step process
 - It doesn't allow you to print results
 - Below is the raw data without the seller and buyer

LAS PARCEL SEARCH 3/29/2010

| City/Town | Fiscal Year | Process | Sale Date | St Num | St Alpha | Street Name | Use Code | NAL Code | Sale Price | Prior Assessed Value | Current Assessed Value | A/S Ratio |
|------------|-------------|---------|-----------|--------|----------|-------------|----------|----------|------------|----------------------|------------------------|-----------|
| Dorchester | 2016 | I | 1/22/2015 | 157 | | SOUTH ST | 125 | | 6,730,000 | 6,090,500 | 6,090,500 | 0.91 |
| Wareham | 2016 | I | 1/22/2015 | 254 | | AMESBURY RD | 125 | | 9,140,000 | 8,788,500 | 8,788,500 | 0.96 |
| Wareham | 2016 | C | 1/22/2015 | 126 | | SMITH ST | 125 | C | 12,560,000 | 9,037,100 | 9,541,900 | 0.76 |
| Dorchester | 2016 | C | 2/4/2015 | 9 | | SUMMER ST | 125 | | 10,280,000 | 6,079,400 | 7,787,000 | 0.76 |

Activating Filter Button

Simply put the cursor on the top row – on the right, then go to the Data tab, click on filter tab

The screenshot shows the Microsoft Excel interface with the **DATA** tab selected. The **Filter** button in the **Sort & Filter** group is highlighted. The formula bar contains the text 'City/Town'. Below the formula bar, a table of data is displayed, which is the result of a filter operation on a larger dataset.

| City/Town | Fiscal Year | Process | Sale Date | St Num | St Alpha | Street Name | Use Code | NAL Code | Sale Price | Prior Assessed Value | Current Assessed Value | A/S Ratio |
|-----------|-------------|---------|-----------|--------|----------|-------------|----------|----------|------------|----------------------|------------------------|-----------|
| Plymouth | 2016 | I | 1/22/2015 | 157 | | SOUTH ST | 125 | | 6,730,000 | 6,090,500 | 6,090,500 | 0.91 |
| Haverhill | 2016 | I | 1/22/2015 | 254 | | AMESBURY RD | 125 | | 9,140,000 | 8,788,500 | 8,788,500 | 0.96 |
| Waltham | 2016 | C | 1/22/2015 | 126 | | SMITH ST | 125 | C | 12,560,000 | 9,037,100 | 9,541,900 | 0.76 |
| Danvers | 2016 | C | 2/4/2015 | 9 | | SUMMER ST | 125 | | 10,280,000 | 6,079,400 | 7,787,000 | 0.76 |

Selecting data

- Click on the column you want, click on the filter button and select
- It will give you a choice box with:
 - Select All
 - Select a,b,c etc. C will be selected here
 - Select Blank

Massachusetts Department of Revenue
Division of Local Services
LA3 PARCEL SEARCH 3/29/2016

| City/Town | Fiscal Year | Process | Sale Date | St Num | St Alpha | Street Name | Use Code | NAL Code | Sale Price | Prior Assessed Value | Current Assessed Value | A/S Ratio |
|-------------|-------------|---------|-----------|--------|----------|-------------|----------|----------|------------|----------------------|------------------------|-----------|
| Northampton | 2016 | C | 1/22/2015 | 126 | | SMITH ST | 125 | C | 12,560,000 | 9,037,100 | 9,541,900 | 0.76 |

Conclusion

- This relatively quick data search allows you to look at sales submitted and decide on the basic merits of an application for an abatement or ATB filing.
- If you end up going to the ATB, having a list of valid and invalid sales can help you quickly discredit an appraisal that uses non arm's length sales or ignores valid sales in the market area or town where the contested property is located.