

*2016 AASHTO Right of Way,  
Utilities, Outdoor Advertising Control  
& National Alliance of Highway  
Beautification Agencies Conference*



Sunday, May 1–Thursday, May 5  
Rosen Centre Hotel  
Orlando, Florida

# Wisconsin Surplus Land Sales

Tanace Matthiesen  
Chief of Appraisal, Relocation and  
Property Management

# Wisconsin Surplus Land Sales Summary of Presentation

1. Overview of Sale Process in Wisconsin
2. Performance Measurement: How are we doing?
3. Efforts to speed up process and increase sales

# Wisconsin Surplus Land Sales Overview of Process in Wisconsin

1. Section Sign Off
2. Verification of Federal Funds
3. Legal Description

# Wisconsin Surplus Land Sales Overview of Process in Wisconsin

- Cultural Resources Review & Tribal Notification
- Environmental Review
- FHWA Notification

# Environmental Review

- **Categorical Exclusion Checklist**

# Wisconsin Surplus Land Sales Overview of Process in Wisconsin

- Appraisal
- Appraisal Review

# Wisconsin Surplus Land Sales Overview of Process in Wisconsin

- **Marketing the parcel**
  - **Web Site**
  - **Signs**
  - **Brokers**
  - **Calls from abutting owners**



# Wisconsin Surplus Land Sales Overview of Process in Wisconsin

## Additional State Requirements

- After 2006, must be marketed within 2 years
- Generally marketable must be offered to DNR, Schools, Municipalities & Counties
- For 12 months, can only be sold for appraised value

# Wisconsin Surplus Land Sales Overview of Process in Wisconsin

## Additional WisDOT Policies

- Low Value Parcels < \$1,000
  - Private Sales for Public Use
  - Private Sales for Transportation Purposes

# Wisconsin Surplus Land Sales

## Total parcels in READS inventory system

<b>General</b>	150
<b>Limited</b>	964
<b>Non-marketable</b>	290
<b>Total:</b>	<b>1,404</b>

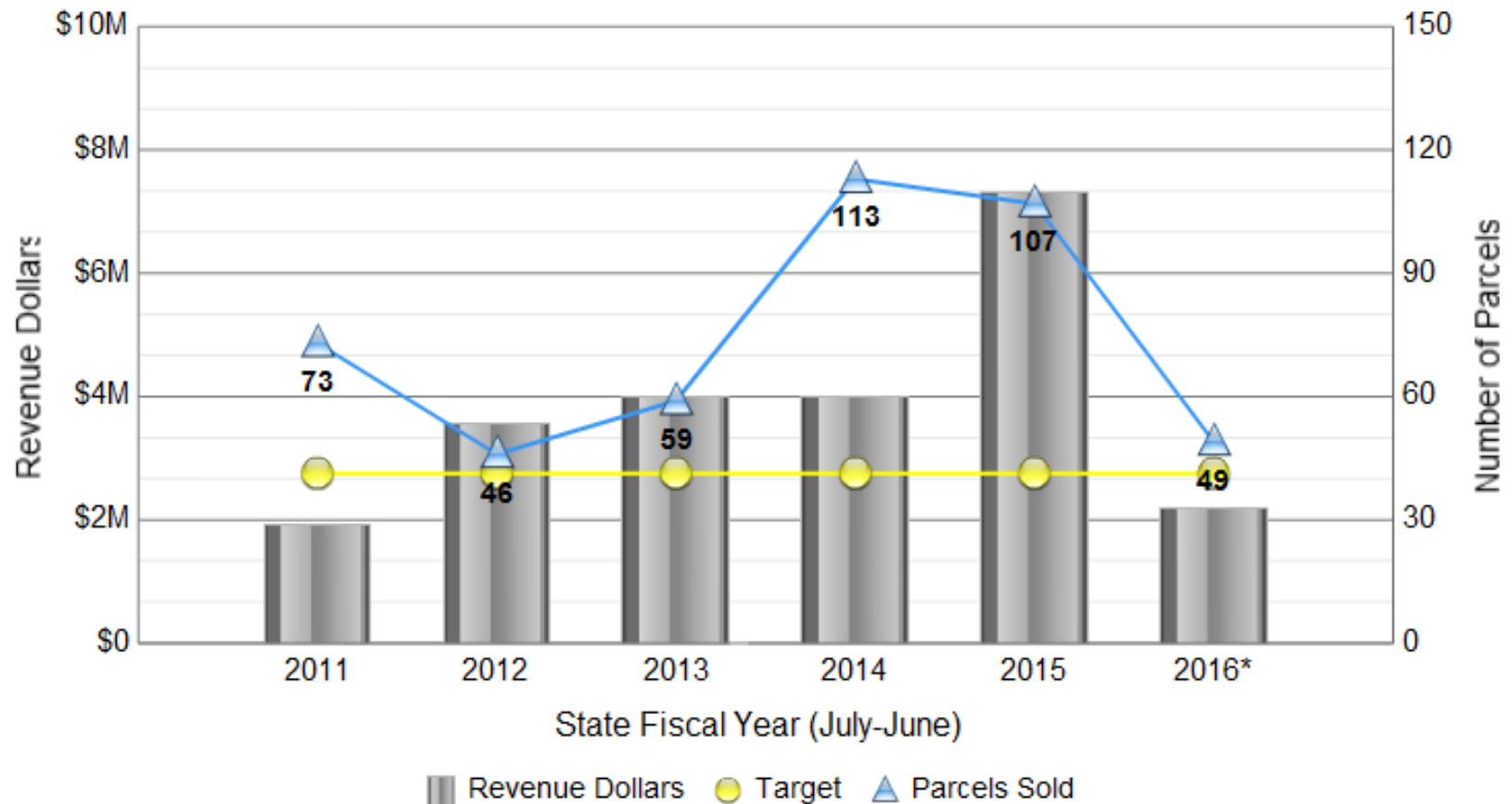
**1,114 considered marketable surplus**

# Surplus Land Sales Performance Measurement Goals

- Sell or lease at least \$2.75 million per year
- Return parcels back to the local tax rolls

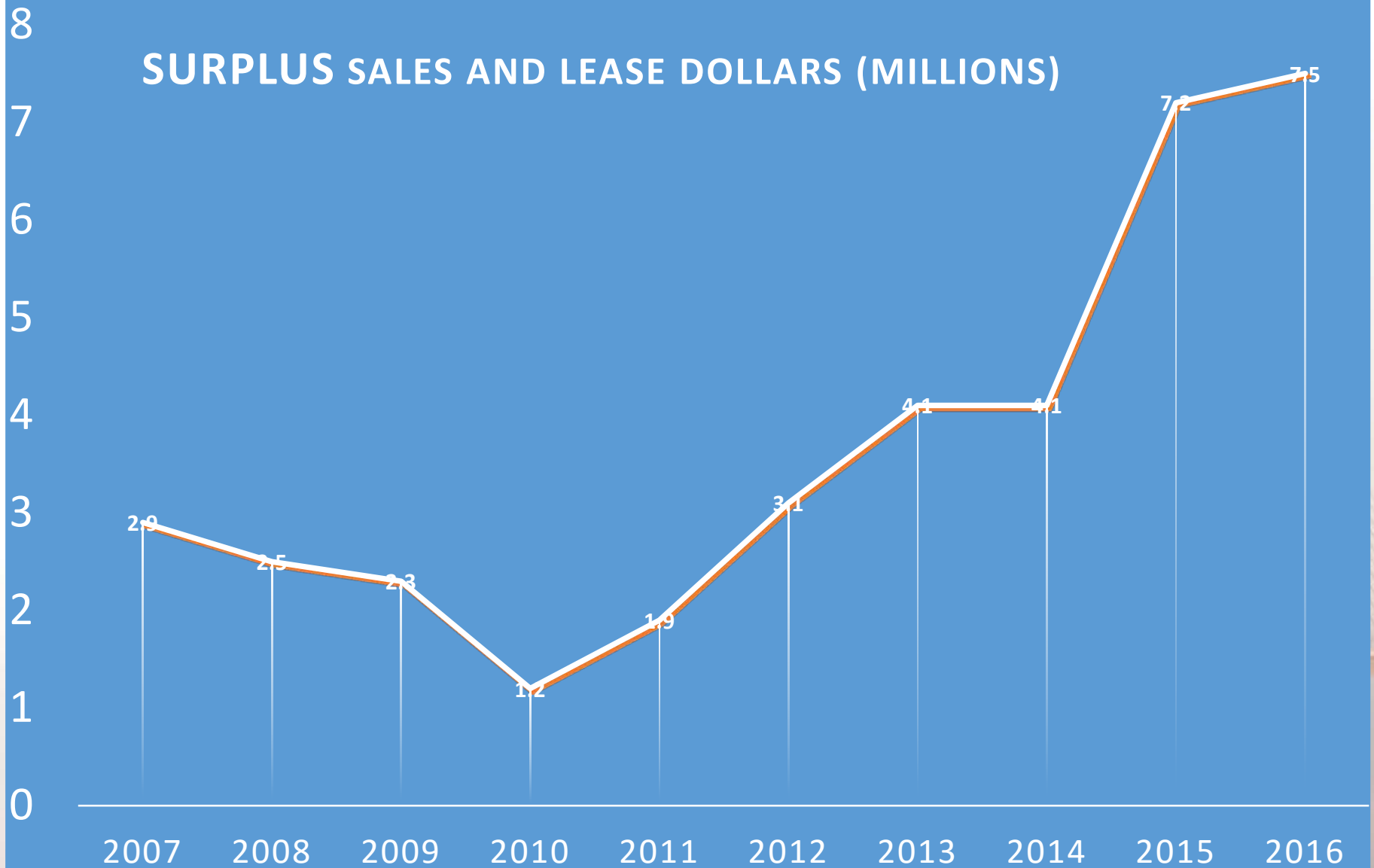


### Dollar Value of Surplus Land Sold



\*Fiscal year-to-date

## SURPLUS SALES AND LEASE DOLLARS (MILLIONS)

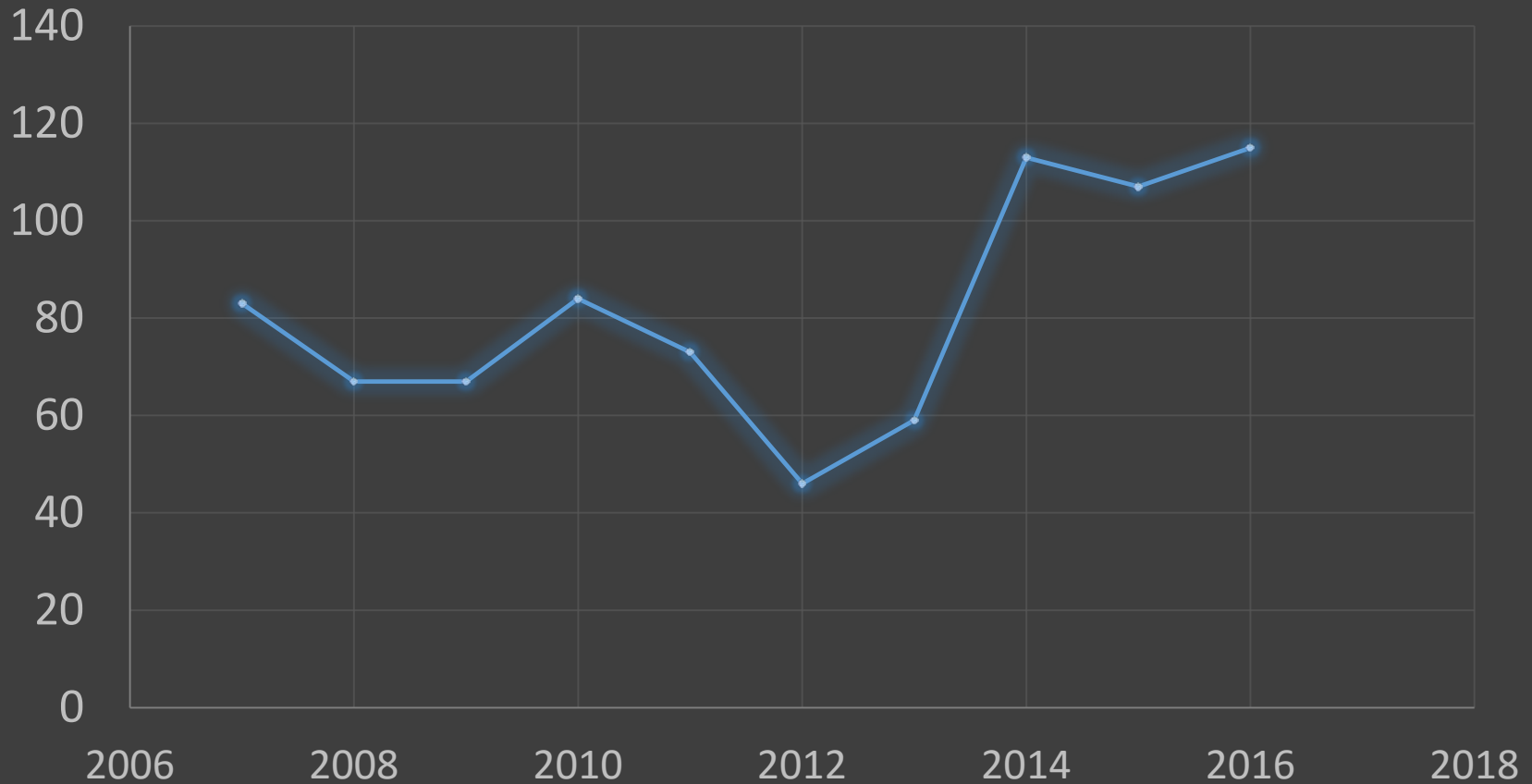


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# Number of Parcels Sold by Year

— Parcels Sold



# Obstacles to Selling Surplus at WisDOT

- Reallocation of Property Management Staff
- Lack of guidelines, support and specific goals
- Limited marketing strategies
- Lengthy process
- Requirement of selling at appraised value for 1 year



# Opportunities to Increase Sales

- Supplementing staff with consultants
- Developing annual marketing plans
- Streamlining appraisal process

# Opportunities to Increase Sales

- Expanding Low-Value Policy
- Using Brokers for high-value parcels
- Streamlining the surplus land sales process



**THANK YOU**

**QUESTIONS ?**