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
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

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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

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## Wisconsin Surplus Land Sales

### Total parcels in READS inventory system

<table>
<thead>
<tr>
<th>Type</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>General</td>
<td>150</td>
</tr>
<tr>
<td>Limited</td>
<td>964</td>
</tr>
<tr>
<td>Non-marketable</td>
<td>290</td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td><strong>1,404</strong></td>
</tr>
</tbody>
</table>

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
SURPLUS SALES AND LEASE DOLLARS (MILLIONS)
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?