



March 15, 2024

Jeff Stoke  
County Administrator  
County of Prince George  
6602 Courts Drive  
Prince George, VA 23875

Dear Mr. Stoke:

Vision Government Solutions is pleased to submit a pricing estimate for the County of Prince George to evaluate and reconfigure the Vision CAMA database tables to reflect current market conditions. Vision would update the value of all real property for an effective date of January 1, 2025. We would commence the project in May 2024, and provide final values/project completion by March 30, 2025.

Services to be provided will be as follows:

- Startup meeting, project planning.
- Data Mailers/Questionnaires sent to improved residential property owners.
- On-site inspections for up to 1,200 properties, including new street level images.
- Parcel analysis and Quality Control program utilizing existing county platforms.
- Analysis of existing land and building model in the Vision CAMA database.
- Sales analysis utilizing sales a minimum of 12 months sales.
- Analysis of Neighborhood Delineation.
- Establishment of new land values.
- New cost rates for residential, commercial and industrial improvements.
- Income analysis and valuation on commercial/industrial properties.
- Desktop review of all real properties.
- Associated Analysis Data Entry into the CAMA system.
- Recalculate new values utilizing new model tables.
- Test new pricing models and re-analyze ratio reports to meet State specifications.
- Implement new cost/market tables into the main database file.
- Meeting to discuss preliminary valuation model.
- Impact notices sent to all Residential, Commercial/Industrial property owners.
- Informal hearings, which will be provided remotely.
- Final Valuation report

The estimated cost to provide the services described here for the County of Prince George is approximately **Four Hundred Seventy-Five Thousand Dollars (\$475,000)**. This price is based on a parcel count of 14,250. Vision will be providing the County with an addendum to your existing Vision Contract in a separate email to follow with specific terms and conditions outlining the details



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of the project scope. The county will need to grant remote access to all associated software (CAMA system, images, Eagleview images/data, GIS etc.) required to complete the scope of services.

**Defense of Values:** Litigation, Board of Equalization, Litigation preparation, and Narrative Reports preparation will be billed at the rate of **One Thousand Two Hundred Dollars (\$1,200) per Diem plus travel expenses.**

If there are any further questions, please do not hesitate to give me a call at 508-317-7131.

This offer is valid for 45 days.

Sincerely,

A handwritten signature in black ink, appearing to read "Patrick J. Donovan", written over a horizontal line.

Patrick J. Donovan  
Director of Appraisal Sales