

Department of Local Government Finance

2023 Sales Data Submission & Compliance Review Processes

Data Analysis Division November 2023



 This presentation and other Department of Local Government Finance materials are not a substitute for the law. The following is not legal advice, just an informative presentation. The Indiana Code always governs.



Meet the Team

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- Deep Chapatwala Tax Data Analyst for the eastern counties (<u>dchapatwala@dlgf.in.gov</u>)
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- Data Inbox → <u>data@dlgf.in.gov</u>



This webinar will help you to have a better understanding the following:

- What items to consider as you complete your review of your county's 2023 sales data in preparation for submission via Gateway.
- How to upload and confirm your 2023 sales data in the Gateway Sales Application site.
- What sort of items or checks the Department looks at as part of its compliance review process of the sales data.



50 IAC 26-20-4(k) requires that sales data be uploaded on a <u>monthly basis</u> to the Gateway Sales Application site.

IC 6-1.1-5.5-3, requires that on or before February 1, county assessors are to submit all sales disclosure records that have a conveyance date during the preceding year.

In other words, county assessors must submit all sales disclosure records that occurred in 2023 by no later than February 1, 2024.



Steps to Take Before Data Submission

- While reviewing sales disclosure records that have been entered in your sales disclosure software system, please ensure that all records have at a minimum of:
 - At least one buyer and one seller listed.
 - Valid dates for all date fields on the form (e.g., sales, conveyance, transfer, and form received.)
 - Valid sales price.
 - Valid parcel number(s) and state assigned taxing district(s).
 - Valid property class code(s).



- Assuming that the SDF is indeed a completed form, verify that Question No. 11 under the assessor's section of the SDF – "Is form complete?" – is checked "Yes."
- This question must be checked "Yes" in order for the record to be included as part of the Department's sales data compliance review process.



Steps to Take Before Data Submission

State Sales Disclosure Fee Revenue Reconciliation

- A joint process that involves the partnership between the county assessor's office and the county auditor's office.
- If Question No. 12 under the Assessor's Section of the SDF "State sales disclosure fee required?" – is checked "Yes," the county auditor's office will need to verify if the fee has been collected on that particular sales transaction.
- Discrepancies between Question No. 12 and Question No. 7 under the Auditor's section – "Is state sales disclosure fee collected?" may potentially result in the county falling outside the tolerance of the Department's revenue compliance check.



Steps to Take Before Data Submission

State Sales Disclosure Fee Revenue Reconciliation

- Certain sales disclosure transactions are eligible to be assessed the State sales disclosure fee – half of which is retained by the county and the other half is remitted to the State as part of the settlement process.
- For county auditors, verify that you have completed the Fall 2023 Settlement process with the Comptroller's office and have remitted to the State any additional State sales disclosure fee revenue collected since the Spring 2023 settlement.



SDF Data Submission Process

- In order to help the Department with its review of the county's submitted sales disclosure fee revenues, the county auditor's office should email a copy of its sales disclosure fee fund report to the Department's Data Inbox at <u>data@dlgf.in.gov</u>.
- The fund report should provide a transaction log of State sales disclosure fees collected during the previous calendar year, including the amounts remitted to the State during the Spring 2023 and Fall 2023 settlement periods.



SDF Data Submission Process

- Once the county assessor's office has completed its review of its sales disclosure records and has completed the reconciliation process of the sales disclosure fee revenue with the county auditor's office, the county assessor's office should be ready to submit its sales data to the State.
- All counties will use the Gateway Sales Application site to upload their sales data to the Department.



SDF Data Submission Process

- Please ensure that your sales data includes records for the complete 2023 calendar year (i.e., 1/1/2023 12/31/2023).
- If you have done incremental (e.g., monthly or quarterly) uploads of your sales data throughout the year, you do not necessarily need to do another upload of *all* your 2023 sales by the February 1 deadline; however, you can certainly do so in the event you need to update information for any sales that have been edited/updated since they were last uploaded.
- You do *not* need to submit or email the sales data separately to the Legislative Services Agency ("LSA").



Gateway Sales Application Demonstration



- The Gateway Sales Application site has the same URL that was used for the Gateway SDF site: https://gatewaysdf.ifionline.org
- The username and password that you use to log into Gateway to submit your PTABOA annual report is the same information you will use for the SDF site.
- New account and password reset requests should be sent to the Department's Support address at <u>support@dlgf.in.gov</u>.



Gateway Sales Application (Used for 2021 sales onward)





- The homepage on the new Sales site is more streamlined compared to the Gateway SDF site.
- You will select the applicable Sales Year for which you need to upload your data files.
- Then, you will click on your county name to continue to the File Upload screen.



Gateway Sales Application – Home Page

Gateway for government units								
Department of Local Government Finance - S	🖀 Home	🕩 Logout						
If you want to access Sales data prior to 1/1/2021,p	lease click here.							
Select Sales Year: 2021 V								
Show 10 v entries Search:								
	County Id ↑↓	County Name ↑↓	User Role 1↓					
	01	Adams	Submitter					



- The File Upload page on the new Sales site only accepts data files that are zipped.
- The zip file must include all five sales disclosure data files even if there might not be any records in the two addendum files: SALEDISC, SALECONTAC, SALEPARCEL, SDISCADDCI, and SDISCADDAR



Gateway Sales Application – File Upload

Gatewa	any ay	A for go	УC	ernme	ent	uni	ts		
Department of Local Government Finance - Sales Application									◆ Logout
If you want to access Sales data prior to 1/1/2021,please click here.									
Home > File					ļ	llen Count	y - 2021 s	Sales Year	
Please upload only zip files here									
Choose File No file chosen									
Upload Affirmation									
Show 10 v entries									
Submission Id 1	itus î↓	Timestamp	î↓	Uploaded By	î↓	Downloa	d A	ction	
	No data a	vailable in table							
Showing 0 to 0 of 0 entries							Previous	Next	



Gateway Sales Application – Successful File Upload

- To determine if your file upload processed successfully, look for a green "Valid" status under the Upload Status column.
- Additionally, you will be able to export the dataset that was successfully processed by clicking on the file name link under the Download column.



Gateway Sales Application – Successful File Upload

Gateway for government units											
Department of Loca	l Government Fina	nce - Sales Application	n					🔏 Hor	ne 🕩 Logout		
	ales data prior to 1/1/ Home > File Please upload only zip Choose File No file Upload Affirmati	e chosen					Allen County - 2021	Sales Year			
	Submission Id î↓	FileName ↑↓	Upload Status	î↓	Timestamp ↑↓	Uploaded By 斗	Download	Action			
	39	Sales Files Version 1.zip	Valid		03/02/2021 11:41:33 AM	jjohnson@dlgf.in.gov	Sales Files Version 1.zip	Details			
	Showing 1 to 1 of 1	entries					Previous	1 Next			



Gateway Sales Application – Unsuccessful Upload

- If your file upload did not process successfully, you will notice a red "Invalid" status under the Upload Status column.
- Additionally, you will not be able to export the dataset that the database attempted to process; rather, there will be a "N/A" listed under the Download column.
- Click on the "Details" link under the Action column for further information on which files generated errors upon processing.



Gateway Sales Application – Unsuccessful Upload

Gateway for government units											
Department of Local Government Finance -	Sales Application					A H	ome 🕞 Logout				
If you want to access Sales data prior to 1/1/2021,	please click here.										
Home > File	County - 2021	Sales Year									
Please upload only zip files	here										
Choose File No file cho	Choose File No file chosen										
Upload Affirmation											
-											
Show 10 v entries											
Submission Id 🔱 Fi	ileName î↓	Upload Status ↑↓	Timestamp ^{↑↓}	Uploaded By $\uparrow\downarrow$	Download	Action					
49 Sa	ales Files with Errors.zip	Invalid	03/03/2021 4:18:15 PM	jjohnson@dlgf.in.gov	N/A	Details					
Showing 1 to 1 of 1 entrie	Previous	1 Next									

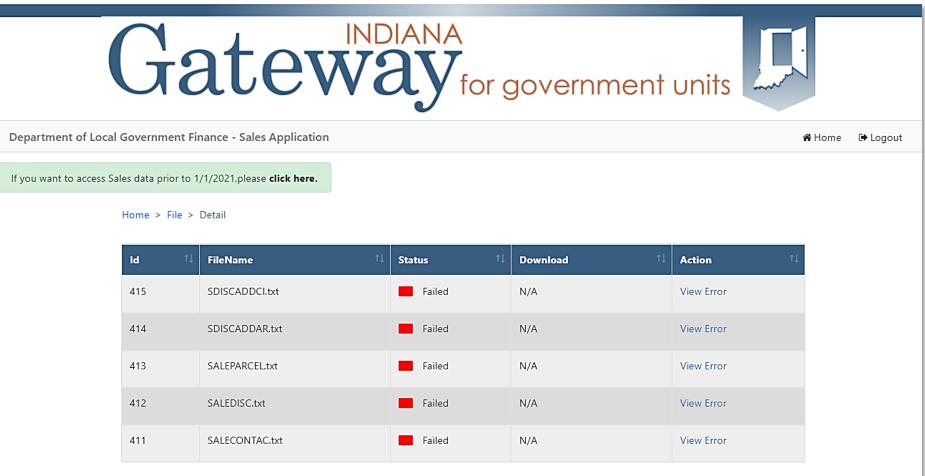


Gateway Sales Application – File Details

- Each file that generated errors upon processing will be listed with a red "Failed" status under the Status column.
- Please note that in order for the entire dataset to process successfully, all five files must have a green "Valid" status. Even if only one of the five files contain errors, that one file will prevent the entire dataset from being processed.
- Click on the View Error link under the Action column to see the list of errors generated for each file.



Gateway Sales Application – File Details





Gateway Sales Application – View Errors

- Each SDF record that generated an error will be listed on the View Error screen, along with the description of the error.
- It's possible that certain SDF IDs may be listed more than once if those records contained multiple errors.
- Please note that you may need to click on the "Next" button at the bottom right-hand corner to see the complete list of errors for the entire file.
- Please capture a screenshot of the errors shown for each file and share this info with your sales disclosure software vendor.



Gateway Sales Application – View Errors





Gateway Sales Application - Affirmation

- Upon completion of your review and validation process and successful upload of all sales for a particular month, you will affirm that you have uploaded the complete reviewed/validated dataset for that month.
- Affirming a particular month's sales is a quick, simple three-step process.
- This Affirmation feature takes the place of having to email the Department's Data Inbox to verify that you have submitted all your sales for a particular conveyance date range.
- All twelve months' sales must be affirmed before the Data Analysis Division will conduct its compliance review process of your 2023 sales data.



Gateway Sales Application - Affirmation

Gateway for government units

Department of Local Government Finance - Sales Application

If you want to access Sales data prior to 1/1/2021 please click here.

Home > File > Affirmation

Affirmation

Modified By Timestamp Affirmation Action Month January Edit the applicable February Edit month. March Edit April Edit May Edit June Edit July Edit Edit August September

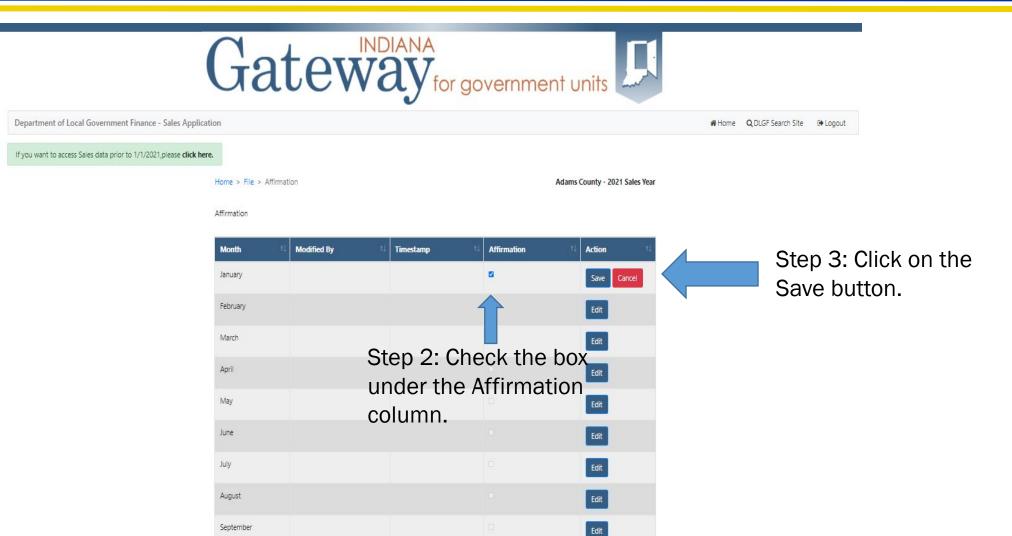
Adams County - 2021 Sales Year

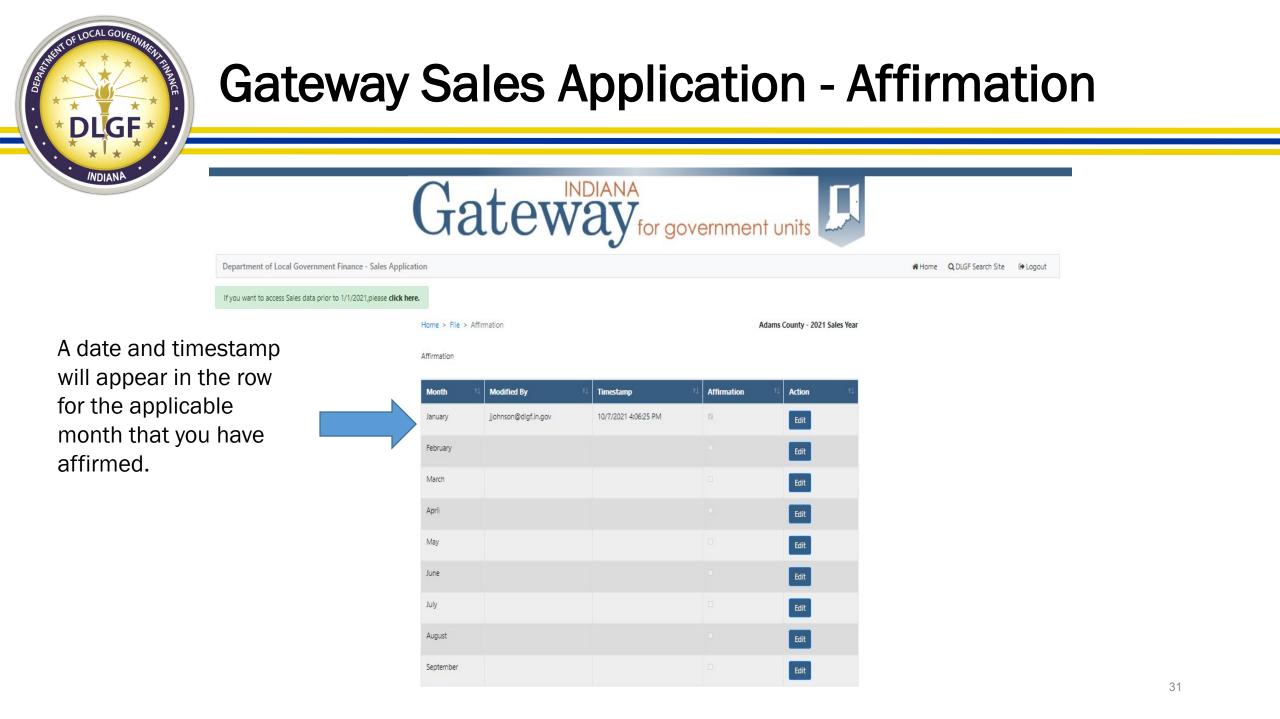
Step 1: Click on the Edit button for

Home Q DLGF Search Site C Logout



Gateway Sales Application - Affirmation







Sales Data Compliance Review Process



- The Data Analysis Division's review of sales data is centered around two primary questions:
 - Have all the sales for the specified conveyance period been submitted?
 - Does the SDF data submitted appear to be complete and accurate?
 - Examples: Are buyer/sellers listed? Is the sales price listed? Are the taxing district and parcel number included?



- It's helpful to consider the Data Analysis Division's review of the sale data as the "primer" in the ratio study approval process.
- The Data Analysis Division's review helps to ensure the underlying foundation of the sales data used in a ratio study.
- The Data Analysis Division's review does not answer the following questions:
 - Should a certain sale be marked valid for trending?
 - Should a certain sale be included in a ratio study?



- When the Data Analysis Division completes its review of a county's sales data, it emails the county two documents with its finding:
 - The <u>Sales Issues Workbook</u> provides an itemized breakdown of the records that contained probable/possible errors based on our compliance checks.
 - The <u>Sales Disclosure Compliance Report</u> provides a summary analysis of the various checks performed on the submitted data, along with an official compliance status.



- The Sales Issues Workbook contains up to six separate tabs, which provide a list of sales records that generated errors – either certain or possible - when the data was run though the various compliance checks.
- The six tabs are as follows:
 - Missing Critical Data.
 - Single-Parcel Sale Duplicates.
 - Multi-Parcel Sale Duplicates.
 - Valuable Consideration.
 - Part 2 County Assessor Checks.
 - Part 3 County Auditor Checks.



- The <u>Missing Critical Data</u> tab contains data that may be missing or mismatched between the Sales files and the Parcel file. Checks are performed on both single and multi-parcel sales but are separated out on the spreadsheet.
- The <u>Single-Parcel Sale Duplicates</u> tab contains sales that are possible duplicates. Generally, these sales will contain different SDF ID numbers but have the same parcel number, conveyance date, sales price, along with buyer, preparer, and seller listed.



- The <u>Multi-Parcel Sale Duplicates</u> tab contains possible duplicate records just like the Duplicate Parcels tab; however, this tab pertains only to multi-parcel sales contained in the dataset.
- The <u>Valuable Consideration</u> tab contains a list of parcels (sales) that have a sales price greater than zero (0) but are marked as "NO" for valuable consideration.



- The Part 2 County Assessor Checks tab contains records where there are possible discrepancies between items marked in Part 1 of the SDF compared to the information listed in Part 2 of the SDF, like an individual SDF that contains multiple parcels located in different taxing districts.
- The <u>Part 3 County Auditor Checks</u> tab contains records where there are possible discrepancies between those records marked as requiring a State sales disclosure fee and the amount of fee collected.



Page 1

	2021 Sales Disclosure File (SDF) Data Review				
	Sales Review Period: 1/1/2021 to 12/31/	2021			
1	County Name (Number):	Date of Report:			
	Morrison (95)	2/7/2022			
2	Date SALES Files Received:				
	1/28/2022				
3	2021 Sales Status: COMPLIANT				
4	Corrections Required for Future Submissions: Provide missing "critical" data, as noted or				
	Workbook, for all records; Correct Duplicate Records; Verify all Y/N fields for conditions of	sale are populated corectly, particular	ularly sales		
	flagged as having no valuable consideration but contain a sales price greater than \$0				
5	Comments: See file attachment Morrison_2021_Sales_issues.xis for additional details.				
	Checks to ensure all records have been Revenue Check	submitted			
		-(101)	8988		
7	Total # of SDF records marked as requiring the State sales disclosure fee (item 12 in Part 2 Total # of SDF records marked as the State sales disclosure fee being collected (item 7 in P		8988		
'			6600		
8	County's collection rate percentage of State sales disclosure fee (Value in Line 7/Value in L		97.9%		
9	Total amount of State sales disclosure fee collected based on all submitted sales with a co Part 3 of SDF)	nveyance date in 2021 (Item 1 in	45250		
10	Sales disclosure fee revenue reported by the Auditor of State (AOS) for June and December	ar settlements in 2021 (combined)	44700		
11	Percentage of State sales disclosure fee revenue reported by AOS compared to what was	collected based on all submitted	98.8%		
	sales (Value in Line 10/Value in Line 9)				
	Number of Sales Disclosures Reporter	d			
12	Number of sales disclosures with a conveyance date in 2020 submitted by the county		10000		
13	County 3-year average of sales disclosures submitted by the county (2018-2020)		9925		
14	County 5-year average of sales disclosures submitted by the county (2016-2020)		9850		
15	Percentage increase/decrease in 2021 sales disclosures compared to 2020 sales disclosure	is .	3.3%		
16	Percentage increase/decrease in 2021 sales disclosures compared to county 3-year average	je -	4.1%		
17	Percentage increase/decrease in 2021 sales disclosures compared to county 5-year average		4.9%		
	Checks to Ensure the Data Are Complete and Correct				
	Missing Critical Data & Other Probable Data Errors				
18	Overall total # of SDF records in SALES files		10328		
	Please refer to the attached issues Workbook for further detail on the summary of checks shown in	mediately below:			
_	Single-parcel sales missing critical data		59		
20			2		
21	Percentage of overall total # of records missing critical data		0.6%		
22	Number of possible single-parcel sale duplicates		50		
	Number of possible single-parcel sale duplicates Number of unique sales from the single-parcel sale duplicates		25		
24			0.2%		
25	Number of possible multiple-parcel sale duplicates		30		
26	Number of unique sales from the multiple-parcel sale duplicates		15		
27	Percentage of overall total # of records that are possible multi-parcel sale duplicates		0.1%		
28	Number of sales marked as "Yes" for Valuable Consideration but list a sales price of \$0		2		
29	Percentage of overall total # of records marked as "Yes" for Valuable Consideration but its	t a sales price of \$0	0.0%		
30	Number of sales marked as "Yes" for involving Land but have \$0 in AV of Land field (Part 2	item 2)	2		
31	Number of sales marked as "Yes" for involving improvement but have \$0 in AV of improve	ement field (Part 2 Item 3)	5		

Page 2

32	Number of sales marked as having personal property with a value greater than \$0 in Section E and/or Section G but have \$0 in Value of Depreciable Personal Property field (Part 2 item 4)	45
33	Number of sales where the individual AVs in Part 2 do not equal the value in AV Total field (Part 2 Item 5)	0
34	Number of multi-parcel sales that include multiple parcels on one SDF but that have parcels in different state assigned taxing districts	140
35	Number of sales that have one or more conditions checked "Yes" in item 8 - 10 in Section B and are checked as State Sales Disclosure Fee required (Part 2 Item 12)	13
36	Percentage of overall total # of records that contain an error in the Part 2 - County Assessor section	2.0%
37	Number of sales that are checked as State sales disclosure fee collected (Part 3 Item 7) but show \$0 under the amount collected (Part 3 Item 1)	3
38	Number of sales that show an amount greater than \$0 collected for the State sales disclosure fee (Part 3 item 1) but are checked "No" as State sales disclosure fee collected (Part 3 item 7)	0
39	Number of sales where the indivudal fee collected amounts in Part 3 do not equal the value in Total fee collected field (Part 3 Item 3)	0
40	Percentage of overall total # of records that contain an error in the Part 3 - County Auditor section	0.0%
	Pay 2022 PARCEL File Match	
	Pay 2022 PARCEL data status	Pending
	Percentage of 2021 sales match to Pay 2022 PARCEL data	99.2%
43	Number of splits reported in SALES files	103
44	Comments:	
	Valid for Trending	
	Total SDF records reported that are marked valid for trending	7829
46	Valid for trending as a % of total SDF records reported	75.8%
47	Valid for trending as a % of total SDF records marked for valuable consideration and require a State sales disclosure fee	87.1%
48	County 3-year average of sales marked valid for trending as % of total SDF records reported (2018-2020)	74.20%
49	County 3-year average of sales marked valid for trending as % of total SDF records marked for valuable consideration and require a State sales disclosure fee (2018-2020)	86.50%
50	County 5-year average of sales marked valid for trending as % of total SDF records reported (2016-2020)	73.10%
51	County 5-year average of sales marked valid for trending as % of total SDF records marked for valuable consideration and require a State sales disclosure fee (2016-2020)	86.40%
52	Comments:	



	2023 Sales Disclosure File (SDF) Data Review		
	Sales Review Period: 1/1/2023 to 12/31/2023		
1	County Name (Number):	Date of Report:	
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2	Date SALES Files Received:		
	1/28/2024		
3	2023 Sales Status: COMPLIANT		
4	Corrections Required for Future Submissions: Provide missing "critical" data, as noted on the Missing Critical Data tab of the Issues Workbook, for all records; Correct Duplicate Records; Verify all Y/N fields for conditions of sale are populated correctly, particularly sales flagged as having no valuable consideration but contain a sales price greater than \$0		
5	Comments: See file attachment Morrison_2023_Sales_Issues.xls for additional details.		



	Checks to ensure all records have been submitted	
	Revenue Check	
6	Total # of SDF records marked as requiring the State sales disclosure fee (Item 12 in Part 2 of SDF)	8988
7	Total # of SDF records marked as the State sales disclosure fee being collected (Item 7 in Part 3 of SDF)	8800
8	County's collection rate percentage of State sales disclosure fee (Value in Line 7/Value in Line 6)	97.9%
9	Total amount of State sales disclosure fee collected based on all submitted sales with a conveyance date in 2021 (Item 1 in Part 3 of SDF)	45250
10	Sales disclosure fee revenue reported by the Auditor of State (AOS) for June and December settlements in 2021 (combined)	44700
11	Percentage of State sales disclosure fee revenue reported by AOS compared to what was collected based on all submitted sales (Value in Line 10/Value in Line 9)	98.8%
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12	Number of sales disclosures with a conveyance date in 2022 submitted by the county	10000
13	County 3-year average of sales disclosures submitted by the county (2020-2022)	9925
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	Checks to Ensure the Data Are Complete and Correct Missing Critical Data & Other Probable Data Errors		
18	Overall total # of SDF records in SALES files	10328	
	Please refer to the attached Issues Workbook for further detail on the summary of checks shown immediately below:		
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33	Number of sales where the individual AVs in Part 2 do not equal the value in AV Total field (Part 2 Item 5)	0
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35	Number of sales that have one or more conditions checked "Yes" in Item 8 - 10 in Section B and are checked as State Sales Disclosure Fee required (Part 2 Item 12)	13
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37	Number of sales that are checked as State sales disclosure fee collected (Part 3 Item 7) but show \$0 under the amount collected (Part 3 Item 1)	3
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Pay 2022 PARCEL File Match		
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51	County 5-year average of sales marked valid for trending as % of total SDF records marked for valuable consideration and require a State sales disclosure fee (2016-2020)	86.40%
52	Comments:	



- If a county's sales data is deemed "non-compliant" by the Data Analysis Division, the county must review the possible errors, make any necessary corrections, and resubmit its sales data for another round of reviews.
- When a county's sales data is deemed "compliant," this essentially signals a go-ahead for the Assessment Division to proceed with its review and ultimate approval of the county's submitted ratio study.



SDF Online Search

- The SDF Online Search database is available to the general public to search on any sales records that counties have uploaded to the Gateway Sales Application site: <u>https://gatewaysdf.ifionline.org/Search</u>
- Sales records in the 2008 2020 timeframe that counties uploaded to the previous Gateway SDF database can still be accessed: <u>https://retiredgatewaysdf.ifionline.org/Search.aspx</u>
- For any sales records prior to 2008, individuals seeking that historical data should follow up directly with the applicable county to inquire if they may still have access to that information.



Questions?



Thank you!

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