

Property Tax Protest - Evidence and Opinion of Value

Property: 4520 Demo Ave, Austin, TX 78757

Property ID: 229824

Tax Year: 2026

TCAD Proposed Market Value: \$1,568,195

Owner's Opinion of Value: \$1,450,000

What I'm Asking For

I'm requesting that TCAD reduce the 2026 market value of this property from \$1,568,195 to \$1,450,000. That number isn't arbitrary - it's based on what comparable homes in 78757 actually sold for around the January 1 valuation date.

Lines of Evidence - 4 independent arguments

Each argument below rests on different evidence and stands on its own. Even if any single thread is challenged, the others continue to support the requested value.

1. Comparable sales support the requested value

Claim: Three pre-Jan 1, 2026 sales of similar 78757 homes establish a \$1,399K-\$1,449K market range - none reach TCAD's \$1,568,195.

The strongest evidence comes from three verified sales of similar 78757 homes. 7103 Daugherty St (4-bed, 2,864 sq ft) closed at \$1,399,000 on December 2, 2025 - about \$169,000 below TCAD's proposed value. 1812 Aggie Ln (4-bed, 2,751 sq ft) closed at \$1,449,000 on November 14, 2025. Both pre-date the January 1, 2026 valuation date. A third sale, 3102 Hunt Trl, closed at \$1,449,000 in February 2026 - confirming the same range continued post-valuation. None of these properties sold for anywhere near \$1,568,195. The highest of the three was \$1,449,000.

2. Equal-and-uniform: TCAD's own data supports a lower value

Claim: Median PPSF across nearby TCAD equity comps is \$470, implying a value of \$1,531,000 for the subject's 3,259 sq ft - well below the proposed \$1,568,195.

Texas Tax Code §41.43 requires that my property be appraised consistently with comparable properties. The median PPSF across TCAD's own equity comps in this market area is \$470. Applied to my 3,259 sq ft, that implies a value of \$1,531,000. The lowest comp PPSF is \$429, implying \$1,398,000. My requested value of \$1,450,000 sits comfortably within that range - and well below the proposed \$1,568,195, which would require a PPSF of \$481, above the median.

3. Broader market data shows softening conditions

Claim: Citywide median price down 5% YoY and Travis County down 6.3% as of January 2026; close-to-list ratio of 90.8% confirms buyer-side leverage.

Broader market data confirms the case. The City of Austin median residential sale price fell 5.0% year-over-year as of January 2026, and Travis County fell 6.3%. The average close-to-list ratio is 90.8% - buyers are negotiating roughly 9% off list price. With prices declining and buyers in a

stronger position, a proposed value that exceeds every relevant comparable sale by \$119K-\$169K can't be reconciled with what the market actually supports.

4. TCAD's own sales-ratio study confirms over-assessment

Claim: TCAD's 2025 mass-appraisal report shows a county-wide median ratio of 1.06 - TCAD valuations have run 6% above actual market sales.

TCAD's own 2025 Mass Appraisal Report shows a county-wide median sales ratio of 1.06 - meaning TCAD's assessed values have been running 6% above actual market sales. That's TCAD's own data acknowledging the modeling overshoot. Applied to a \$1,568,195 proposed value, the 6% adjustment alone implies a corrected value of approximately \$1,479,000 - already within striking distance of my requested \$1,450,000.

Comparable Sales in 78757



7103 Daugherty St



1812 Aggie Ln



3102 Hunt Trl

Address	Sale Date	Sale Price	Sq Ft	\$/Sq Ft	vs Subject	Why It Matters
7103 Daugherty St	12/02/2025	\$1,399,000	2,864	\$488	2% above	Pre-Jan 1 comp. Similar newer construction, sold \$169K below TCAD value.
1812 Aggie Ln	11/14/2025	\$1,449,000	2,751	\$527	9% above	Pre-Jan 1 comp. Closed \$119K below TCAD value.
3102 Hunt Trl	02/18/2026	\$1,449,000	3,105	\$467	3% below	Near-date confirming sale. Still below TCAD value weeks after Jan 1.

Equal and Uniform Analysis



7103 Daugherty St



1812 Aggie Ln



3102 Hunt Trl

Scenario	PPSF	Implied Value	Rationale
Aggressive	\$429	\$1,398,111	Lowest comp PPSF x subject sqft. Strongest defensible reduction; opens negotiation room.
Balanced	\$470	\$1,531,730	Median comp PPSF. Most defensible at hearing - appraiser cannot easily attack the median.
Conservative	\$491	\$1,600,169	75th percentile of comp PPSF. Highest probability of acceptance with smallest savings.

Broader Market Conditions

TCAD 2025 sales-ratio study: median ratio 1.06 - TCAD valuations have run 6% over actual market sales county-wide.

Area	Indicator	Value	Period	Source
City of Austin	Median residential sale price	\$522,500 (-5.0% YoY)	January 2026	Unlock MLS Housing Report
City of Austin	Average close-to-list ratio	90.8%	January 2026	Unlock MLS Housing Report
Travis County	Median residential sale price	\$445,000 (-6.3% YoY)	January 2026	Unlock MLS Housing Report
Austin Metro	Buyer's-market ranking	130% more sellers than buyers	September 2025	Redfin Market Report

Bottom Line

The best comparable sales - all in 78757, all similar construction, all near the valuation date - landed between \$1,399,000 and \$1,449,000. The broader market data confirms pricing was soft. A requested value of \$1,450,000 is at the top of that comp range, which I think is fair to both sides.

Requested market value: \$1,450,000

Statutory Basis for This Protest

This protest invokes both the market-value standard under §23.01 and the equal-and-uniform standard under §41.43(b)(3). The market sales section establishes that comparable homes near the January 1 valuation date sold for less than the proposed value. The equity comps section establishes that similarly-sized, similarly-classed properties in the same zip code carry lower TCAD values on a price-per-square-foot basis. Either standard, considered alone, supports a reduction; together they make a strong case.

Tex. Tax Code §41.41(a)(1) - Right to Protest Determination of Appraised Value

A property owner is entitled to protest before the appraisal review board the determination of the appraised value of the owner's property.

Tex. Tax Code §41.41(a)(2) - Right to Protest Unequal Appraisal

A property owner is entitled to protest unequal appraisal of the owner's property.

Tex. Tax Code §23.01(a) - Market Value as of January 1

Except as otherwise provided by this chapter, all taxable property is appraised at its market value as of January 1.

Tex. Tax Code §41.43(b)(3) - Equal-and-Uniform Standard

A protest on the ground of unequal appraisal shall be determined in favor of the protesting party unless the appraisal district establishes that the appraised value of the property is equal to or less than the median appraised value of a reasonable number of comparable properties appropriately adjusted.

Anticipated Counter-Arguments and Responses

Q1. If TCAD says:

"Your comps are smaller homes - they don't compare apples-to-apples."

Respond with:

I normalized on price-per-square-foot, which controls for size. The PPSF gap holds across all three comps regardless of footprint.

Q2. If TCAD says:

"Sales after January 1 don't count for valuation."

Respond with:

Two of my three comps closed in November and December 2025 - pre-Jan 1. I included the post-Jan 1 sale only as a trend confirmation.

Q3. If TCAD says:

"Those homes are in a different market area or class."

Respond with:

All three comps are in 78757, all are 4-bed/3-bath newer construction. Construction class and zip-code match are documented in the equity comps table.

Q4. If TCAD says:

"Median sale prices in your zip have actually held up year-over-year."

Respond with:

Citywide median is down 5% YoY and Travis County is down 6.3%. The MLS close-to-list ratio is 90.8% - buyers are negotiating real discounts.

Q5. If TCAD says:

"We use mass-appraisal modeling, not individual sales."

Respond with:

Tex. Tax Code §23.01 requires market value as of January 1 - your model has to be reconcilable with actual sales near that date. Mine are.

Talking-points cheat sheet

- Anchor on \$1,450,000 - the top of the comp range - not on the percentage reduction.
- Lead with the two pre-Jan 1 sales; mention the Feb 18 sale only as confirming trend.
- If asked about condition, reference the property-specific evidence section.
- Stay calm; the appraiser's first counter is usually a size or class objection - your PPSF math handles both.

What NOT to say

- Don't argue your tax bill is too high - that's policy, not value.
- Don't argue your neighbor's appraisal - only your own value is at issue.
- Don't bring up Zestimates or non-MLS automated values; the appraiser will dismiss them.
- Don't accept the first counteroffer reflexively - they expect negotiation.

Property-Specific Evidence to Add

Mass-appraisal models can't see inside your home. Adding photos and notes about deferred maintenance, dated finishes, or non-typical features can move the needle further. Fill in any of the sections below that apply.

Photos to insert in your editable copy:

- Foundation issues - cracks, settling, uneven floors. Typical cost range: \$5K-\$25K (pier-and-beam) / \$15K-\$60K (slab).
- Roof condition - age, missing shingles, prior repairs. Typical replacement: \$9K-\$22K for a 2,500 sq ft home.
- HVAC age and condition. Typical replacement: \$7K-\$15K per system.
- Plumbing - leaks, dated fixtures, water-heater age. Typical scope: \$1K-\$8K per repair, \$1.5K-\$3K for a water heater.
- Exterior siding / paint condition. Typical exterior repaint: \$4K-\$10K.
- Kitchen and bathroom finishes - dated, original-to-build, in need of update. Typical kitchen refresh: \$15K-\$50K. Bathroom: \$7K-\$25K.
- Any other condition issue not captured by the mass-appraisal model.

Repair estimates / deferred maintenance:

List contractor estimates, recent repairs, or known issues (vendor / scope / cost). Real estimates persuade better than adjectives. Typical Austin-area ranges: foundation \$5K-\$60K, roof \$9K-\$22K, HVAC \$7K-\$15K, kitchen \$15K-\$50K.

Condition notes:

Describe any deferred maintenance, settling, or non-typical features that TCAD's mass-appraisal model wouldn't have captured. Be specific - quantitative detail is more persuasive than adjectives.

Recent permits:

List any recent permits (or note 'no permits in last 5 years'). Search Austin Build & Connect at <https://www.austintexas.gov/abc>.

Additional Notes

If appropriate, I also request review under the equal and uniform standard. This packet focuses on market value evidence, but I'm happy to provide additional support such as property photos, inspection items, or repair estimates if that would help.

Sources

1. TCAD 2026 Notice of Appraised Value for the subject property (proposed value: \$1,568,195; protest deadline: May 15, 2026)
2. 7103 Daugherty St - Zillow sale history and Redfin/Unlock MLS listing
<https://www.redfin.com/TX/Austin/7103-Daugherty-St-78757>
3. 1812 Aggie Ln - Zillow sale history and Redfin/Unlock MLS listing
<https://www.zillow.com/homedetails/1812-Aggie-Ln-Austin-TX-78757>
4. 3102 Hunt Trl - Zillow sale history and Redfin/Unlock MLS listing
<https://www.redfin.com/TX/Austin/3102-Hunt-Trl-78757>
5. Unlock MLS January 2026 Central Texas Housing Report
<https://unlockmls.com>
6. Redfin September 2025 Buyer and Seller Report
<https://redfin.com>

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