APPRAISAL COVER SHEET

| TYPE OF REPORT: | Appraisal for Market Value |
|-----------------------------------|---|
| ADOT PARCEL NO.: | L-T-013 |
| ORDER NO.: | PO 0000595159 |
| OWNER NAME: | State of Arizona, by and through its Department of Transportation |
| NAME & LOCATION OF PROPERTIES: | First Ave – US 89; Portion of Section 31, T11S, R14E, G&SRB&M, Pima County, Arizona. The property is located on the north side of Tangerine Road, just east of Rancho Vistoso Boulevard, Oro Valley, Arizona 85755. The property has no physical address although has a Tax Identification Number of 223-02-0280. |
| PROJECT: | M6975 01X |
| HIGHWAY: | Tangerine Road Highway |
| SECTION: | First Ave. – U.S. 89 |
| DATE OF APPRAISAL REPORT: | November 1, 2023 |
| EFFECTIVE DATE OF VALUE: | October 6, 2023 |
| APPRAISERS: | John Ferenchak Certified General Real Estate Appraiser #30344 |
| | Steven R. Cole, MAI, SRA Certified General Real Estate Appraiser #30130 |

AERIAL PHOTOGRAPH – PROPERTY APPRAISED



The lot boundaries in yellow are approximate



P.O. Box 16156 Tucson, Arizona 85732 (520) 327-0000 FAX (520) 327-3974

LETTER OF TRANSMITTAL

November 1, 2023

Mr. Jim Walcutt Arizona Department of Transportation 205 South 17th Avenue, Mail Drop #612E Phoenix, Arizona 85007

RE: Appraisal of ADOT Parcel L-T-013 which consists of a vacant parcel of land consisting of approximately 65,483 gross square feet of site area, located on the north side of Tangerine Road (Old SR 989), east of Rancho Vistoso Boulevard, Oro Valley, Pima County, Arizona 85755.

Appraiser's File No.: 23-152-L

Mr. Walcutt:

At your request, we have provided our market value opinion for the subject property referenced above. The subject consists of a 65,483 gross square foot parcel of vacant land, that includes roadway and slope easements. After deducting for those easements, the effective site size equals 52,377 square feet. Due to the sloping terrain of the site particularly in the southeast corner, a usable area of approximately 39,200 square feet is estimated by the appraisers.

This property is located on the north side of Tangerine Road (Old SR 989), east of Rancho Vistoso Boulevard, Oro Valley, Pima County, Arizona, 85755. The property is just south of the Safeway anchored shopping center and is between the center and Tangerine Road. As such, it benefits from its location adjacent to the neighborhood center. The property has no physical address although it has a Tax Identification Number of 223-02-0280.

The purpose of this appraisal is to provide the market value opinion for the subject property as of October 6, 2023, pursuant to Arizona Revised Statute 28-7091, as follows:

"...'Market Value' means the most probable price estimated in terms of cash in United States dollars or comparable market financial arrangements which the property would bring if exposed for sale in the open market, with reasonable time allowed in which to find a purchaser, buying with knowledge of all of the uses and purposes to which it was adapted and for which it was capable."

The intended users of the appraisal include the officials and agents of the Arizona Department of Transportation. No other use or users are intended, and any unintended use may be misleading. The intended use of the appraisal is to utilize the market value estimate to assist in decisions regarding the disposition of the property identified herein.

This appraisal report is intended to comply with the requirements set forth in: (1) the Arizona Department of Transportation Appraisal Standards and Specifications; and (2) the *Uniform Standards of Professional Appraisal Practice 2020-2023* (USPAP), promulgated by the Appraisal Standards Board of the Appraisal Foundation. The Sales Comparison Approach is utilized to support our market value opinion.

This report or any portion thereof is for the exclusive use of the client and is not intended to be used, sold, transferred, given, or relied on by any other person other than the client without the prior, expressed written permission of the authors, as set forth within the Assumptions and Limiting Conditions contained in this report.

Based upon the data, analyses, opinions, and conclusions contained in this report, our market value opinion for the subject property, as of October 6, 2023, is as follows:

ADOT PARCEL L-T-013, MARKET VALUE OPINION\$265,000

PROPERTY HISTORY:

The subject property is not currently listed for sale on the ADOT website and no prior transactions were reported or revealed over the past 3 years.

Extraordinary Assumption:

Pursuant to the Uniform Standards of Professional Appraisal Practice (USPAP), the definition of Extraordinary Assumption is as follows:

"An assumption, directly related to a specific assignment, which, if found to be false, could alter the appraiser's opinions or conclusions. Extraordinary assumptions presume as fact otherwise uncertain information about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis".

This appraisal report is based on the following extraordinary assumptions:

- 1) No archaeological survey was provided to the appraisers. It is an extraordinary assumption of this appraisal that there is no known archaeological significance on the subject property.
- 2) No geological survey was provided to the appraisers. It is an extraordinary assumption of this appraisal that there is no known geological significance on the subject property.
- 3) The property was inspected by the appraisers. No evidence of environmental risks or hazardous conditions was observed. It is an extraordinary assumption of this appraisal that there are no known environmental risks or hazardous conditions on the subject property.

- 4) This appraisal relies on the site area obtained from the ADOT Right of Way Disposal Report dated July 13, 2023. It is an extraordinary assumption that the site area provided by ADOT is accurate.
- 5) According to the Exhibits provided by ADOT, the subject property has recorded roadway and slope easements that total 13,106 square feet, indicating an effective site size of 52,377 square feet. Due to the sloping terrain of the site, a usable area near 39,200+- square feet is estimated by these appraisers.

Hypothetical Condition:

Pursuant to the Uniform Standards of Professional Appraisal Practice (USPAP), hypothetical condition is defined as follows:

"A hypothetical condition is a condition directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results but is used for the purpose of analysis. Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis."¹

There are no hypothetical conditions that apply to this appraisal.

The use of these extraordinary assumptions and hypothetical conditions might have affected the assignment results.

We hereby certify that to the best of our knowledge and belief, all statements and opinions contained in this appraisal report are correct. This transmittal letter is not valid for any purpose unless accompanied by the appraisal referred to herein.

In order to guarantee the authenticity of this report, the designated appraisers have imprinted this letter of transmittal with an embossed seal. Any copy without same is not a certified copy and the appraisers assume no responsibility or liability for such a report.

Respectfully submitted,

Southwest Appraisal Associates, Inc.

John Ferenchah

By

John Ferenchak Certified General Real Estate Appraiser #30344

Bv

Steven R. Cole, MAI, SRA Certified General Real Estate Appraiser # 30130

¹ Uniform Standards of Professional Appraisal Practice, 2020-2022 Ed., Appraisal Foundation

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ASSUMPTIONS AND LIMITING CONDITIONS

The certification of the Appraisers appearing in the report is subject to the following conditions, and to such other specific and limiting conditions as are set forth by the Appraisers in the report.

This report is being prepared for the client. This report or any portion thereof is for the exclusive use of the client and is not intended to be used, sold, transferred, given or relied on by any other person than the client without the prior, expressed written permission of the authors, as set forth within the Limiting Conditions contained in this report.

The Appraisers assume no responsibility for matters of a legal nature affecting the property appraised or the title thereto, nor do the Appraisers render any opinion as to the title, which is assumed to be good and marketable. The property is appraised as though under responsible ownership, competent management, and adequate marketing typical for that type of property. The legal description provided is assumed to be correct. Unless otherwise noted, it is assumed there are no encroachments, zoning violations or restrictions existing in the subject property.

The Appraisers have made no survey of the property. Any sketch or map in the report may show approximate dimensions and is included for illustrative purposes only. It is the responsibility of a certified engineer, architect, or registered surveyor to show by a site plan the exact location of the subject property or any improvements or any proposed improvements thereon, or the exact measurements or calculations of estimated area of the site. In the absence of such a survey, the Appraisers may have utilized Tax Assessor's maps or other maps provided by the client which may not represent the exact measurements of the subject property, or other comparable information utilized to establish an opinion of value of the subject property. Any variation in dimensions or calculations based thereon may alter the value contained within the report.

In determining an opinion of market value of the subject property and in analyzing comparable information, the Appraisers have relied upon information from public and private planning agencies as to the potential use of land or improved properties. This information may include, but is not limited to, Area Plans, Neighborhood Plans, Zoning Plans and Ordinances, Transportation Plans, and the like. In the opinion of market value, the Appraisers may consider the extent to which a knowledgeable and informed purchaser or seller, as of the date of the appraisal, would reflect the reasonable probability of changes in such land uses becoming actualized in the future. To the extent that these plans may change, the value opinions of this report may also change.

In the absence of a professional Engineer's Feasibility Study, information regarding the existence of utilities is made only from a visual inspection of the site. The Appraisers assume no responsibility for the actual availability of utilities, their capacity or any other problem which may result from a condition involving utilities. The respective companies, governmental agencies or entities should be contacted directly by concerned persons. The Appraisers are not required to give testimony or appear in court because of having made the appraisal with reference to the property in question unless prior arrangements have been made and confirmed in writing.

Any allocation of the valuation in the appraisal report between land and improvements applies only under the existing program of utilization. The separate valuation for land and improvements must not be used in conjunction with any appraisal and are invalid if so used. The Appraisers assume that there are no hidden or unapparent conditions of the property, subsoil, potential flooding hazards, hydrology or structures which would render it more or less valuable. The Appraisers assume no responsibility for such conditions or for engineering which might be required to discover such factors. To the extent that published data from public agencies is available on the above, the Appraisers have made an effort to consult this information.

Unless otherwise stated within this report, the existence of hazardous materials, which may or may not be present within or on the property, will not be considered by the Appraisers. The Appraisers assume, and the client warrants, that no such materials adversely affect the utility, usability or developability of the property to the best of their knowledge. The Appraisers are not qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation, radon gas or other potentially hazardous materials may affect the value of the property. The opinion of value has been predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility will be assumed for any such conditions or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired. If at a later time hazardous materials or substances are discovered, the Appraisers reserve the right, for an additional agreed upon fee, to re-analyze and revalue said property, taking into account the discovery of such factor or factors and their effects on the value of the subject property.

The presence of barriers to the disabled, which may or may not be present within or on the subject property, will not be considered by me. The Appraisers assume, and the client warrants, that no such barriers adversely affect the utility, usability, or developability of the property to the best of their knowledge. The Appraisers are not qualified to analyze such barriers. The value opinion has been predicated on the assumption that there are no such barriers on or in the property that would cause a loss in value. No responsibility will be assumed for any such conditions, or for any expertise or architectural knowledge required to identify and analyze them. The client is urged to retain an expert in this field, if desired. If at a later time the presence of such barriers is surveyed by an expert, we reserve the right, for an additional agreed upon fee, to reanalyze and revalue said property, taking into account the discovery of such factors and their effects on the value of the subject property.

Information, estimates, and opinions furnished to the Appraisers and contained in the report were obtained from sources considered reliable and believed to be true and correct. However, no responsibility for accuracy of such items furnished to the Appraisers can be attributed to the Appraisers. Disclosures of the contents of the report by the Appraisers is governed by the Bylaws and Regulations of the professional appraisal organizations with which the Appraisers are affiliated.

On all reports which are undertaken subject to satisfactory completion of, alterations of or repairs to improvements, the report and value conclusions contained in it are contingent upon completion of the improvements or of the repairs thereto or alterations thereof in a workmanlike manner and consistent with the specifications presented to the Appraisers.

Prospective value opinions are intended to reflect the current expectations and perceptions of market participants along with available factual data. They should be judged on the market support for the forecasts when made, not whether specific items in the forecasts are realized. The appraiser cannot be held responsible for unforeseeable events that alter market conditions prior to the effective date of the report.

The use of this report or its analysis and conclusions by the client or any other party constitutes acceptance of all the above limiting conditions.

EXTRAORDINARY ASSUMPTIONS/HYPOTHETICAL CONDITIONS

Extraordinary Assumption:

Pursuant to the Uniform Standards of Professional Appraisal Practice (USPAP), the definition of Extraordinary Assumption is as follows:

"An assumption, directly related to a specific assignment, which, if found to be false, could alter the appraiser's opinions or conclusions. Extraordinary assumptions presume as fact otherwise uncertain information about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis".

This appraisal report is based on the following extraordinary assumptions:

- 1) No archaeological survey was provided to the appraisers. It is an extraordinary assumption of this appraisal that there is no known archaeological significance on the subject property.
- 2) No geological survey was provided to the appraisers. It is an extraordinary assumption of this appraisal that there is no known geological significance on the subject property.
- 3) The property was inspected by the appraisers. No evidence of environmental risks or hazardous conditions was observed. It is an extraordinary assumption of this appraisal that there are no known environmental risks or hazardous conditions on the subject property.
- 4) This appraisal relies on the site area obtained from the ADOT Right of Way Disposal Report dated July 13, 2023. It is an extraordinary assumption that the site area provided by ADOT is accurate.
- 5) According to the Exhibits provided by ADOT, the subject property has recorded roadway and slope easements that total 13,106 square feet, indicating an effective site size of 52,377 square feet. Due to the sloping terrain of the site, a usable area near 39,200+- square feet is estimated by these appraisers.

Hypothetical Condition:

Pursuant to the Uniform Standards of Professional Appraisal Practice (USPAP), hypothetical condition is defined as follows:

"A hypothetical condition is a condition directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results but is used for the purpose of analysis. Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis."²

There are no hypothetical conditions that apply to this appraisal.

The use of these extraordinary assumptions and hypothetical conditions might have affected the assignment results.

EXECUTIVE SUMMARY

| General Location: | The subject parcel is vacant un-zoned land. This property is located on the north side of Tangerine Road (Old SR 989), east of Rancho Vistoso Boulevard, Oro Valley, Pima County, Arizona, 85755. |
|----------------------------|--|
| Section, Township & Range: | Portion of Section 31, Township 11 South, Range 14 East, Gila and Salt River Base and Meridian, Pima County, Arizona |
| Assessor's Parcel Number: | The property has no physical address although has a Tax Identification Number of 223-02-0280. |
| Subject Size: | According to the ADOT Right of Way survey provided, the subject consists of a 65,483 gross square foot parcel of land, with roadway and slope easements that indicate an effective site size of 52,377 square feet. Due to the rolling terrain of the site, a usable area near 39,200+- square feet is estimated by these appraisers. |
| Legal/Physical Access: | The subject property has direct physical and legal access on Tangerine Road. |
| Effective Date of Value: | October 6, 2023 |
| Interest Appraised: | Fee Simple Estate. |

² Uniform Standards of Professional Appraisal Practice, 2020-2022 Ed., Appraisal Foundation

| Intended Use of the Appraisal: | The intended user of the appraisal includes the officials and agents of the Arizona Department of Transportation. No other use or users are intended, and any unintended use may be misleading. | | | | | |
|--------------------------------|--|--|--|--|--|--|
| Intended Use of the Appraisal: | The intended use of the appraisal is to utilize the market value estimate to assist in decisions regarding the disposition of the property identified herein. | | | | | |
| Flood Insurance Zone: | The subject property identified as being located Flood Zone X (Unshaded) per FIRM Map Panel I 04013C1090L, dated June 16, 2011. Zone (Unshaded), which is an area defined by FEMA being outside the 100 and 500-year flood plains. | | | | | |
| Zoning/General Plan: | The subject site is found within the jurisdiction of Oro Valley although is not currently zoned as it is a right of way parcel owned by ADOT. The subject's zoning would assume the zoning of the adjacent parcels (PAD – Neighborhood Commercial), if ADOT sold the property to a private entity. In fact, the General Land Use Plan for Oro Valley indicates the subject property would be zoned PAD/NC, Neighborhood Commercial. | | | | | |
| Highest and Best Use: | Commercial | | | | | |
| Market Value Opinion: | ADOT Parcel No.: L-T-013\$265,000 | | | | | |
| | This is equal to approximately \$6.75 per sq.ft. | | | | | |

THE APPRAISAL PROCESS

An appraisal is an opinion based upon research, judgment, and an analysis of factors influencing real estate value. These factors consider the four major forces at work in the economy: physical, legal/political, social, and economic forces.

The sections comprising the first portion of the report include: Date, Function and Purpose of the Appraisal, Property Identification, Scope of Work, Regional and Neighborhood Analysis, Site Analysis, and Highest and Best Use. The highest and best use of the subject is the basis upon which market value is determined.

The second portion of the report contains the approaches used to determine an opinion of market value of the fee simple interest in the subject property. The fee simple interest is the unencumbered interest in the property. The three traditional approaches to value are considered. However, since the subject represents vacant land, the only applicable approach to value is the Sales Comparison Approach.

In the Sales Comparison Approach, recent sales of similar commercially zoned sites, known as "comparables", are analyzed and adjusted to the subject property. This approach best represents the actions of buyers and sellers in the market for this type of property. The degree of similarity between the comparables and the subject determines the reliability of this approach.

PROPERTY IDENTIFICATION

The subject parcel is vacant un-zoned land. This property is located on the north side of Tangerine Road (Old SR 989), east of Rancho Vistoso Boulevard, Oro Valley, Pima County, Arizona, 85755. The property is a portion of Section 31, Township 11 South, Range 14 East, Gila and Salt River Base and Meridian, Pima County, Arizona. The property has no physical address although has a Tax Identification Number of 223-02-0280.

According to the ADOT Right of Way survey provided, the subject consists of a 65,483 gross square foot parcel of land, with roadway and slope easements that indicate an effective site size of 52,377 square feet. Due to the rolling terrain of the site, a usable area near 39,200+- square feet is estimated by these appraisers. The following legal description for the subject was provided by ADOT.

That portion of the Southwest quarter (SW¹/₄) of Section 31, Township 11 South, Range 14 East, Gila and Salt River Meridian, Pima County, Arizona, being more particularly described as follows:

Commencing at a GLO marker at the Southwest corner of said Section 31, being North 89°36'32" West 2597.59 feet from a ½ inch iron pipe marking the South quarter corner of said Section 31;

thence along the South line of said Section 31 South 89°36'32" East 500.29 feet;

thence departing said South line of Section 31, North 00°23'28" East 534.80 feet to the northerly right of way line of Tangerine Road, the POINT OF BEGINNING;

thence departing said northerly right of way line, North 43°43'51" East 403.43 feet;

thence South 43°43"21" East 154.92 feet;

thence along a curve to the Right having a radius of 720.00 feet, a length of 164.42 feet to said northerly right of way line of Tangerine Road;

thence along said northerly right of way line of Tangerine Road South 83°03'47" West 206.00 feet;

thence continuing along said northerly right of way line of Tangerine Road North 06°56'13" West 10.00 feet;

thence continuing along said northerly right of way line of Tangerine Road South 83°03'47" West 281.60 feet to the POINT OF BEGINNING.

SUBJECT TO a Slope Easement for highway purposes that was part of the abandonment to the Town of Oro Valley by the Resolution No. 2019-09-A-024 recorded in Document No. 2019-2680841, Pima County Recorder, as described below:

That portion of the Southwest quarter (SW¹/₄) of Section 31, Township 11 South, Range 14 East, Gila and Salt River Meridian, Pima, Arizona, being more particularly described as follows:

Commencing at the Southwest corner of said Section 31;

thence along the South line of said Section 31 South 89°36'32" East 500.29 feet;

thence departing said South line of Section 31, North 0°23"28" East 534.80 feet to the northerly right of way line of Tangerine Road;

thence along said northerly right of way line North 83°03'47" East 281.60 feet;

thence South 06°56'13" East 10.00 feet;

thence North 83°03'47" East 169.99 feet to the POINT OF BEGINNING;

thence departing said northerly right of way line North 06°56'09" West 70.97 feet;

thence from a Local Tangent Bearing of South 37°00'30" East along a curve to the Right having a radius of 720.00 feet, a length of 79.63 feet to said northerly right of way line of Tangerine Road;

thence South 83°03'47" West 36.01 feet to the POINT OF BEGINNING.

Slope Easement contains 1,336 square feet or 0.0307 acres, more or less.

ALSO SUBJECT TO an easement for highway purposes granted to the Town of Oro Valley by Document No. 2020-0340450, Pima County Recorder, as described below:

That portion of Lot 4 of Section 31, Township 11 South, Range 14 East, Gila and Salt River Meridian, Pima County, Arizona, being more particularly described as follows:

Commencing at a 3 inch brass cap marking the Southwest corner of said Section 31, being North 89°36'32" West 2597.59 feet from a ¹/₂ inch iron pipe marking the South quarter corner of said Section 31;

thence along the West line of said Section 31 North 00°01'11" West 457.59 feet to the northerly right of way line of Tangerine Road;

thence along said northerly right of way line of Tangerine Road North 84°46'30" East 66.30 feet;

thence continuing along said northerly right of way line from a Local Tangent Bearing of North 07°25'39" West along a curve to the Left having a radius of 1075.00 feet, a length of 14.33 feet;

thence continuing along said northerly right of way line of Tangerine Road North 83°03'47" East 443.16 feet to the POINT OF BEGINNING;

thence departing said northerly right of way line, North 43°43'51" East 190.00 feet;

thence South 28°52"38" East 129.83 feet to said northerly right of way line of Tangerine Road;

thence along said northerly right of way line South 83°03'47" West 195.47 feet to the POINT OF BEGINNING.

Roadway easement contains 11,770 square feet, more or less.

GRANTOR RESERVES unto the public and various utility companies, easements for existing utilities, if any, within the above described property, in accordance with Arizona Revised Statute 28-7210. Access to the existing utilities will be by way of what exists at the time of this conveyance and shall be the responsibility of the Grantee herein and of the public or utility companies to show where that access is located.



ADOT MAP – AREA 1





PURPOSE OF THE APPRAISAL

| Purpose of the Appraisal: | The purpose of this appraisal is to estimate the market value of the fee simple estate. |
|---------------------------------|---|
| Intended User of the Appraisal: | The intended user of the appraisal includes the officials and agents of the Arizona Department of Transportation. No other use or users are intended, and any unintended use may be misleading. |
| Intended Use of the Appraisal: | The intended use of the appraisal is to utilize the market value estimate to assist in decisions regarding the disposition of the property identified herein. |
| Date of Value Opinion: | The effective date of the value opinion is October 6, 2023. |
| Date of the Appraisal Report: | The date of the appraisal report is November 1, 2023. |

DEFINITIONS

Definition of Market Value:

Pursuant to Arizona Revised Statute 28-7091:

"...'Market Value' means the most probable price estimated in terms of cash in United States dollars or comparable market financial arrangements which the property would bring if exposed for sale in the open market, with reasonable time allowed in which to find a purchaser, buying with knowledge of all of the uses and purposes to which it was adapted and for which it was capable."

Interest To Be Appraised:

The interest to be appraised for the subject is the fee simple estate interest, defined

as follows:

Absolute ownership, unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.³

³ The Dictionary of Real Estate, 6th Ed., Appraisal Institute, 2015, p. 90.

OWNERSHIP HISTORY AND FIVE-YEAR CHAIN OF TITLE

ADOT Parcel L-SC-016-H:

Title to subject property is vested in the State of Arizona, by and through its Department of Transportation. This entity has held title for since 1992. Based on our review of the report, public records, and other sources, there have been no other sales, title transfers, or offers to purchase the subject for the five years prior to this appraisal. The subject property is not currently listed for sale on the ADOT website.

SCOPE OF WORK

The Scope of Work for an appraisal is the extent of the process of collecting, confirming, and reporting data, as well as the methods used in supporting the value opinion. The Sales Comparison Approach is employed to estimate the market value of the subject property. The Cost and Income Approaches are excluded since the market does not rely on these approaches when valuing vacant land.

In accordance with *Uniform Standards of Professional Appraisal Practice* (USPAP), effective January 1, 2022, the scope of work for the appraisal includes, but is not limited to, the following:

- Inspection and analysis of the subject property, market conditions, and other restrictions that affect value; and
- Research, analysis, and confirmation of comparable market data.

Research included the examination of sales and listing data published by CoStar COMPS of Arizona, ARMLS, Pima County records, and interviews with real estate participants and brokers. Based on our conclusion of Highest and Best Use, similar land comparables in metro Tucson in the area of the subject were selected.

The comparable sales and other market data that is included in the analysis are considered to be the best available. The data selected is adequate to provide reliable indications of market value for the subject property. Overall, the market value opinion provided in this report is believed well supported.

Limitation in Scope:

This report is a narrative appraisal report. There are no other limitations in the scope of the assignment, other than those discussed in the Assumptions and Limiting Conditions, Extraordinary Assumptions, and Hypothetical Conditions.

REGIONAL ANALYSIS

The subject property is located within Pima County in the State of Arizona. This section presents an analysis of Pima County's growth and economic trends. The City of Tucson is also reviewed here. Then, we provide a conclusion relating these area trends to the valuation of the subject property.



ARIZONA COUNTY MAP

OVERVIEW – PIMA COUNTY

Pima County is located in southern Arizona and is about 95 miles south of Phoenix. Mexico is immediately south of Pima County. The county has five incorporated cities including Tucson, South Tucson, Marana, Oro Valley, and Sahuarita. These cities are clustered around Tucson. Green Valley, a large retirement community, is unincorporated and is about 25 miles south of Tucson.

Pima County is within an area known as the Sonora Desert, a unique eco-system. It is the only area in the World where the Saguaro cactus grows naturally. The city of Tucson is located in eastern Pima County and is the largest city in Pima County. It is in a valley surrounded by the Catalina, Rincon, Santa Rita, and Tucson Mountain ranges. Elevations within these ranges climb to over 9,000 feet. Due to its clear night skies, Pima County is home to a number of prominent observatories including the Kitt Peak National Observatory.

POPULATION – PIMA COUNTY

The population for Pima County is detailed in the following table. The County had positive population growth for the past five years. The five-year overall population growth was 4.91%.

| Population Pima County | | | | | | | |
|---|------------------------|--------------|-------|--|--|--|--|
| Total Numerical Percent | | | | | | | |
| Year Population Increase Increase | | | | | | | |
| 2017 | 1,021,153 | N/A | N/A | | | | |
| 2018 | 1,028,511 | 7,358 | 0.72% | | | | |
| 2019 | 1,038,205 | 9,694 | 0.94% | | | | |
| 2020 | 1,045,589 | 7,384 | 0.71% | | | | |
| 2021 | 1,058,318 | 12,729 | 1.22% | | | | |
| 2022 | 1,072,298 | 13,980 | 1.32% | | | | |
| Note: All estimates are as of February 2022. 2020 is the actual Census. | | | | | | | |
| Source: State of Arizona, Office of Employment & Population Statistics. | | | | | | | |
| https://popul | lation.az.gov/populati | on-estimates | | | | | |

GROSS DOMESTIC PRODUCT – TUCSON (MSA)

The primary measure of an area's economic activity is Gross Domestic Product (GDP). GDP figures for the Tucson Metropolitan Statistical Area are provided in the following table for the past five years. Published data for 2022 County GDP was not available at the time of this report. The figures are in current dollars. Positive GDP growth

was reported for 2015 to 2019. From 2019 to 2020 there was a decrease of 8.75%, an anomaly that was due to the COVID-19 pandemic. As of 2021, the GDP has still not fully recovered to 2019 levels.

| Gross Domestic Product Pima County | | | | | | | | |
|---------------------------------------|-------------------------------|----------------|-----------|------------|--------|--|--|--|
| Numerical Percent | | | | | | | | |
| Year Total Increase Increase | | | | | | | | |
| 2017 | \$ | 38,636 | | N/A | N/A | | | |
| 2018 | \$ | 40,011 | \$ | 1,375 | 3.56% | | | |
| 2019 | \$ | 42,169 | \$ | 2,158 | 5.39% | | | |
| 2020 | \$ | 38,479 | \$ | (3,690) | -8.75% | | | |
| 2021 | 2021 \$ 41,618 \$ 3,139 8.16% | | | | | | | |
| Note: Dollars are in millions. | | | | | | | | |
| Source: U.S. B | ureau c | of Economic A | nalysis | | | | | |
| https://www.be | a.gov/i | Table/index_re | egional.c | <u>efm</u> | | | | |

EMPLOYMENT AND UNEMPLOYMENT – PIMA COUNTY

Total employment and unemployment rates for Pima County are provided in the following tables from 2016 through 2022. Please note that all statistics are as of December. Pima County had positive employment growth from 2016 to 2019. In 2020, there was a large decrease in employment due to the COVID-19 pandemic. As the shock of the pandemic faded, this trend reversed dramatically with a 5.56% increase in 2021 and 1.41% in 2022.

| Employment | | | | | | |
|---------------------------------------|--|----------|----------|--|--|--|
| Pima County | | | | | | |
| Total Numerical Percent | | | | | | |
| Year | Employment | Increase | Increase | | | |
| 2016 | 452,436 | N/A | N/A | | | |
| 2017 | 457,092 | 4,656 | 1.03% | | | |
| 2018 | 469,665 | 12,573 | 2.75% | | | |
| 2019 | 480,705 | 11,040 | 2.35% | | | |
| 2020 | 459,909 | (20,796) | -4.33% | | | |
| 2021 | 485,470 | 25,561 | 5.56% | | | |
| 2022 | 492,300 | 6,830 | 1.41% | | | |
| Note: All figures are as of December. | | | | | | |
| Source: U.S. Bu | Source: U.S. Bureau of Labor Statistics. | | | | | |
| https://www.bls. | gov/regions/west/arizor | na.htm | | | | |

Unemployment as of year-end 2022 was only 3.1%, well below the year-end 2020 figure of 6.4%. Unemployment has recovered from the impact of the jobs lost during the

| Unemployment Rates Pima County | | | | | | |
|---------------------------------------|--------------------|--|--|--|--|--|
| Unemployment | | | | | | |
| Year | Rate | | | | | |
| 2017 | 4.3% | | | | | |
| 2018 | 4.6% | | | | | |
| 2019 | 4.3% | | | | | |
| 2020 | 6.4% | | | | | |
| 2021 | 2.9% | | | | | |
| 2022 | 3.1% | | | | | |
| Note: All figures are as of December. | | | | | | |
| Source: U.S. Bureau of Lat | oor Statistics. | | | | | |
| https://www.bls.gov/region | s/west/arizona.htm | | | | | |

pandemic. Prior to the pandemic, the unemployment rate was consistently under 5%.

LARGEST EMPLOYERS – PIMA COUNTY

The ten largest employers for Pima County are noted in the following table. The county's employment base is largely government related. Seven of the top ten employers are government entities. One of three private sector employers noted, Raytheon, is largely dependent on government spending. The University of Arizona is one of the largest employers in the County. It is a nationally recognized undergraduate and graduate school with total enrollment of over 45,900 persons. Davis-Monthan Air Force base is an important defense installation, also located in Tucson.

| Name | Jobs | Industry Education Defense Defense Government Education Retail Government Health Care Government |
|--------------------------------------|--------|---|
| University of Arizona | 10,846 | Education |
| Raytheon | 9,600 | Defense |
| Davis Monthan Air Force Base | 8,406 | Defense |
| State of Arizona | 8,508 | Government |
| Tucson Unified School District | 7,688 | Education |
| Walmart | 7,450 | Retail |
| US Border Patrol | 6,500 | Government |
| University of Arrzona Health Network | 6,099 | Health Care |
| Pima County | 6,076 | Government |
| Freeport-McMoRan Copper & Gold | 5,463 | Mining |

Davis Monthan jobs represent civilian only

EMPLOYMENT GROWTH PROJECTIONS – PIMA COUNTY

The University of Arizona Eller College of Management tracks the Tucson area economy. Employment figures were obtained from the Eller School of Management and are noted below. Employment growth is projected to continue but at a slower pace than 2021 growth. Please note that the figures exclude agricultural jobs.

| Employment Projections Pima County | | | | | | | | |
|--|---|-----------------------|---------------|--|--|--|--|--|
| Total Numerical Percent Year Employment Increase Increase | | | | | | | | |
| 2022 392,900 Not. Applc. Not. Appl | | | | | | | | |
| 2023 | 2023 403,100 10,200 | | | | | | | |
| 2024 409,600 6,500 1.61% | | | | | | | | |
| Note: Exclude | Note: Excludes agricultural employment. | | | | | | | |
| Source: Eller (| College of Manageme | ent, University of Ar | izona. | | | | | |
| https://ebr.elle | er.arizona.edu/econor | nic-forecasts/forecas | <u>t-data</u> | | | | | |

PIMA COUNTY COMMERCIAL MARKET TRENDS

The discussion here focuses on the four principal commercial property types. These include office, retail, industrial and apartments. Information from CoStar for each of these four property types is provided in the following table. All data is year-end information for each property type from 2011 through 2022.

Please note that the information reported is for the Tucson Metropolitan area which includes Tucson, South Tucson, Marana, Oro Valley, Sahuarita, and Green Valley. This represents the urban areas of Pima County, also known as the "Tucson Metropolitan Area." The outlying rural areas are excluded.

| | Pima County - Metropolitan Tucson | | | | | | | | | | |
|------------|-----------------------------------|----------------|---------------|-------|----------|-----------|-------|-----------|---------|-----|-------|
| | | С | ommercial | and | Multi-Fa | amily Mar | kets | | | | |
| | Of | fice | Genera | al Re | etail | Indu | ıstri | ial | Apar | tme | ent |
| | | Rent | | F | Rent | | | Rent | | | Rent |
| Year | Vacancy | Per Sq. Ft. | Vacancy | Per | Sq. Ft. | Vacancy | Per | r Sq. Ft. | Vacancy | | Unit |
| 2011 | 10.7% | \$ 19.07 | 7.7% | \$ | 16.07 | 12.0% | \$ | 6.34 | 10.3% | \$ | 640 |
| 2012 | 11.3% | \$ 18.57 | 7.0% | \$ | 15.87 | 11.7% | \$ | 6.45 | 9.6% | \$ | 648 |
| 2013 | 11.5% | \$ 19.19 | 6.4% | \$ | 15.87 | 10.0% | \$ | 6.65 | 10.0% | \$ | 663 |
| 2014 | 10.7% | \$ 19.06 | 6.2% | \$ | 16.02 | 9.4% | \$ | 6.96 | 10.0% | \$ | 676 |
| 2015 | 10.7% | \$ 19.48 | 5.9% | \$ | 16.18 | 8.4% | \$ | 7.22 | 9.2% | \$ | 699 |
| 2016 | 10.1% | \$ 19.12 | 5.9% | \$ | 16.37 | 7.0% | \$ | 7.48 | 8.1% | \$ | 724 |
| 2017 | 8.3% | \$ 19.92 | 5.8% | \$ | 16.66 | 6.7% | \$ | 7.81 | 6.8% | \$ | 755 |
| 2018 | 7.6% | \$ 20.82 | 5.3% | \$ | 16.89 | 5.8% | \$ | 8.25 | 6.3% | \$ | 794 |
| 2019 | 8.3% | \$ 21.13 | 5.7% | \$ | 17.16 | 6.8% | \$ | 8.64 | 6.7% | \$ | 835 |
| 2020 | 9.9% | \$ 21.59 | 6.3% | \$ | 17.32 | 6.6% | \$ | 9.04 | 5.0% | \$ | 890 |
| 2021 | 10.3% | \$ 22.16 | 6.1% | \$ | 17.68 | 3.9% | \$ | 9.68 | 5.0% | \$ | 1,051 |
| 2022 | 10.5% | \$ 22.71 | 6.2% | \$ | 17.57 | 3.1% | \$ | 10.31 | 8.2% | \$ | 1,088 |
| Sources Co | Stor reconcetive | markat raporta | for anoh prop | | | | | | | | |

| Commercial and Multi-Family Market | Pima County - Metropolitan | Tucson |
|---|------------------------------------|--------|
| | Commercial and Multi-Family | Market |

Source: CoStar respective market reports for each property type.

In 2011, vacancy rates for 3 of the 4 property types exceeded 10%. Since then, economic conditions have slowly improved. By year-end 2017, vacancy rates for all property types fell below 10%. However, the United States national economy has grown at a greater rate than the Pima County area.

At year-end 2022, the industrial and apartment vacancy rates were reported at 3.1% and 8.2%. Apartment vacancies experienced the highest vacancy increase of all categories despite higher interest rates. The office and retail vacancy rates at year-end 2022 increased slightly to 10.3% and 6.2%, respectively. Although there have been increases in vacancy rates, the data shows that rental rates have continued to increase in nearly every category.

OVERVIEW – TUCSON

Tucson was founded in 1775 and incorporated in 1877. Early occupants in the area were Indian tribes. Later the Spanish founded the San Xavier Del Bac Mission, also known as the White Dove of the Desert. This is one of the more famous landmarks in the State of Arizona. The city occupies a valley surrounded by the Catalina, Rincon, Santa Rita, and Tucson Mountain ranges. The city's elevation is 2,641 at the airport and is desert.

POPULATION – CITY OF TUCSON

Population information for the City of Tucson is provided in the following table for the past six years. Tucson has by far the largest population in Pima County. The city's current population is 554,021. The six-year population growth totals 4.7% or about 0.8% per year. This is substantially slower than Phoenix which has had an average of 1.2% growth for the past 6 years.

| Population City of Tucson | | | | | | | |
|---|---------|-------|-------|--|--|--|--|
| TotalNumericalPercentYearPopulationIncreaseIncrease | | | | | | | |
| 2016 | 528,931 | N/A | N/A | | | | |
| 2017 | 533,694 | 4,763 | 0.90% | | | | |
| 2018 | 538,883 | 5,189 | 0.97% | | | | |
| 2019 | 541,288 | 2,405 | 0.45% | | | | |
| 2020 | 542,629 | 1,341 | 0.25% | | | | |
| 2021 | 546,061 | 3,432 | 0.63% | | | | |
| 2022 | 554,021 | 7,960 | 1.46% | | | | |
| Note: All estimates are as of July. 2020 is the actual Census. | | | | | | | |
| Source: State of Arizona, Office of Employment & Population Statistics. | | | | | | | |
| https://population.az.gov/population-estimates | | | | | | | |

Transportation – Tucson

Tucson is adequately served by all major modes of transportation. The Tucson International Airport provides domestic and international air service to 23 different destinations. Interstate 10 connects Tucson with Phoenix and California to the north and New Mexico and Texas to the east. Interstate 19 connects Tucson with Mexico to the south. Greyhound provides local and national bus line service. Union Pacific provides freight rail service connecting with California and Texas. Passenger rail service is provided by Amtrak.

CONCLUSION – REGIONAL IMPACT ON VALUE

Pima County and the City of Tucson have experienced reasonable economic growth in the last 12 months. The effects of the pandemic are still seen in office and retail vacancy rates although pricing has continued to increase showing strong economic conditions. Employment in the area is projected to increase which will continue to stimulate the economy.

During 2022, long term mortgage interest rates more than doubled from 3% in January to over 7%. As of October 15, they have increased to 7.83% for a 30 year fixed rate home mortgage.. However, the effect on demand for all forms of real estate including single family residential homes has been significant. Given the weakened national economic conditions, commercial and residential real estate in Tucson has an uncertain economic future in the near term.

NEIGHBORHOOD ANALYSIS



The value of any property is not solely determined by the physical characteristics of the site. The environmental, social, economic, and governmental forces in the immediate area must also be analyzed as they can have direct and indirect effects on value.

The subject property is located north of Tucson, on the periphery of a neighborhood which is referred to as northwest Tucson. The subject is in Oro Valley, about six miles south of the Pima/Pinal County line. The boundaries of the subject neighborhood are considered to be the Coronado National Forest to the east, Ina Road to the south, Thornydale Road to the west, and the Pima/Pinal County line to the north. These boundaries delineate an area which is predominantly existing residential uses and vacant land. Some commercial uses are found mainly along the major streets.

Tucson continues to grow in a northwesterly direction led by a number of master planned communities. Commercial-oriented uses are being developed in the neighborhood in response to population increases. Substantial quantities of vacant land do remain in the subject neighborhood. Existing improvements are found predominate in the southern portion of the neighborhood.

Primary north/south access throughout the neighborhood area is provided by the following traffic routes: Oracle Road, La Canada Drive, La Cholla Boulevard, and Thornydale Road. The Oracle Road corridor is one of the primary north/south transportation routes in the entire Tucson metro area, and is also known as State Highway 77. Along with Interstate Highway 10 to the west of the neighborhood, Oracle Road essentially connects the midtown and downtown areas of the city with northwest Tucson. Oracle Road is lined with a variety of commercial land uses including motels, restaurants, professional offices, banks, neighborhood shopping centers, gas stations, and retail stores. Along with the commercial land uses are also apartments and older condominium projects. However, as one travels north from Ina Road, into the subject neighborhood, commercial land uses taper off to the north of Magee Road with the exception of several focal points of new development.

Properties along Oracle Road account for much of the developed commercial sites in the subject neighborhood. Notable developments along Oracle Road include the Hilton El Conquistador Resort, Oro Valley Country Club, Foothills Business Park and Honeywell manufacturing facility. Two major points of commercial development are found near the intersections of First Avenue and Magee Road with Oracle Road. Farther north is the Rancho Vistoso master planned community, with a neighborhood shopping center. At the southern entrance to Rancho Vistoso is a neighborhood center anchored by a Safeway store. As one travels south from Ina Road, commercial uses along Oracle Road become more intense. The Tucson Mall regional shopping center is located south of the subject neighborhood at the intersection of Oracle and Wetmore Road. The Foothills Regional mall is located south of the neighborhood at Ina Road and La Cholla Boulevard and is undergoing a major redevelopment and transformation which will include 500,000 square feet of shopping, 1,000 residential units, 25 food and beverage facilities, 500 hotel rooms and entertainment.



UPTOWN REDEVELOPMENT

La Canada Drive, La Cholla Boulevard and Thornydale Road are also primary north/south routes in the neighborhood. Major east/west traffic arteries which facilitate travel throughout the neighborhood include Magee Road, Cortaro Farms Road, Lambert Lane and Tangerine Road and they serve as access routes to the residential developments located north of Ina Road.



EL CONQUISTADOR RESORT

Several existing commercial developments have a significant impact upon the subject neighborhood. The Hilton El Conquistador Resort was built in the early 1980's and is located on the east side of Oracle Road, about four miles north of Ina Road. The hotel contains 440 rooms, including 180 casitas, and features 18 tennis courts, four indoor racquetball courts, and a nine-hole golf course. Other amenities include pool and spa facilities, riding stables and a health club. This resort draws a variety of conventioneers and vacationers. The 36-hole Canada Hills Golf Course and Country Club, located farther to the west, is a course owned and operated by the town of Oro Valley.

The Honeywell (formerly Allied Signal Corporation and Garrett AiResearch) manufacturing facility is located on the east side of Oracle Road, to the north of the Hilton El Conquistador. The facility contains approximately 355,000 square feet and was originally opened in January of 1987.

The Omni Tucson National Golf Resort and Spa is recognized as one of the more affluent settings in Tucson for many years, and the golf course served as the site for the annual Tucson Open PGA golf tournament for over fifteen years. Several years ago, Tucson National was transformed from a private club to a resort with 167 rooms now available. Amenities include 36 holes of championship golf, a European class health spa, swimming pool/Jacuzzi and six lighted tennis courts, and continue to be the location of the annual Senior Tucson Open PGA golf event.

In general, commercial/industrial oriented improvements in the neighborhood have been stabilized for some time. Market conditions for these types of properties continue to improve. Commercial improvements are found along Oracle Road, Ina Road, and near Interstate 10.

The area has an above average income level with the median household income of \$98,196 and an average household income of \$132,609 om 2022. This is well above the Tucson average of \$63,665 according to Point2Homes and a median household income of \$48,058 according to the US Census.

According to the *CoStar Group Reports*, the subject property is within the Foothills Retail Submarket, North Tucson/Oro Valley Office Submarket and Northwest Tucson/Oro Valley Industrial Submarket, and the Northwest Submarket for multi-family properties (PICOR). The following table summarizes the most recent vacancies in these various commercial markets.

| VACANCY RATES FOR COMMERCIAL MARKET SEGMENTS (SUBJECT AREA) | | | | | | | |
|--|--------------------------------------|--------------------------------------|--------------------------------------|---------------------------------------|--|--|--|
| | RETAIL | OFFICE | INDUSTRIAL | MULTI- FAMILY | | | |
| AGGREGATE VACANCY RATE\EFFECTIVE DATE | 3.1% 2 nd Quarter 2023 | 8.4% 2 nd Quarter 2023 | 4.6% 2 nd Quarter 2023 | 6.97% 2 nd Quarter 2023 | | | |

Sources: CoStar Group/PICOR Commercial Real Estate

Until recently, the subject neighborhood has experienced strong population growth. According to Pima County statistics, the population in northwest Tucson had grown at a significant rate. While growth in the neighborhood has since slowed to more modest levels, it is still expected to lead other areas in future population growth.

Residential growth in the subject neighborhood has been influenced by a number of master planned communities located in or near the neighborhood. These include Canada Hills, Copper Creek, North Ranch, La Reserve, Continental Ranch, Rancho Vistoso, Dove Mountain and SaddleBrooke. Rancho Vistoso, Dove Mountain and SaddleBrooke still have a reasonable amount of inventory remaining.

Four separate governmental entities have jurisdiction in the subject neighborhood. Along with the City of Tucson, there are two other incorporated communities that influence the subject neighborhood. The first is the Town of Oro Valley, with boundaries that extend north to include the Rancho Vistoso development. The second is the Town of Marana, which has also adopted a pro-growth stance and has annexed western and central portions of the neighborhood. Most portions of the subject neighborhood that are not under the jurisdiction of the previously mentioned entities fall under the jurisdiction of Pima County.

Recreational facilities in the neighborhood include a number of golf courses. These are specifically located in SaddleBrooke, one course in Rancho Vistoso, the Oro Valley Country Club, the Hilton El Conquistador Hotel and Resort, the El Conquistador Country Club and the Tucson National Golf and Country Club. There is also a public course, located at Arthur Pack Park. The Catalina State Park is a recreational facility which contains approximately 8,600 acres, located south of the subject along the east side of Oracle Road. Catalina State Park provides visitors numerous trails for hiking and several areas for picnics and camping. Additionally the park has designated open areas that are intended for the preservation of area wildlife. The neighborhood is served primarily by three separate school districts. They are the Marana School District Number 6, the Amphitheater School District Number 10 and the Flowing Wells School District Number 8. Rancho Vistoso falls within the Amphitheater District. Places of worship for most denominations can also be found throughout the subject neighborhood for the religious needs of the area residents.

Overall, the subject neighborhood continues to become more established due to steady population growth. In fact, northwest Tucson continues to be the fastest growing portion of the Tucson Metropolitan area. The Tucson area as a whole is believed to have grown by 1.1% from 2022. The combination of available land suitable for development, coupled with an expanding economic base, should have a positive influence on future growth trends in the neighborhood. Steady residential growth in northwest Tucson is anticipated over the long term, which in turn will continue motivate commercial development in the form of support services. As the population base increases, commercial development providing support services to area residents is following and shopping alternatives are becoming more convenient. The Rancho Vistoso master planned community is a focal point of new development in northwest Tucson, and has demonstrated an ability to attract home buyers in various price ranges. The location of the subject property on Tucson's northwest side in Oro Valley is a desirable characteristic impacting the use and value of the property.

SUBJECT PHOTOGRAPHS










ADOT AERIAL



SITE ANALYSIS

| Location: | The subject parcel is vacant un-zoned land. This |
|-----------|---|
| | property is located on the north side of Tangerine Road |
| | (Old SR 989), just east of the signalized intersection |
| | with Rancho Vistoso Boulevard, Oro Valley, Pima |
| | County, Arizona, 85755. The property has no physical |
| | address and is a portion of Section 31, Township 11 |
| | South, Range 14 East, Gila and Salt River Base and |
| | Meridian, Pima County, Arizona. |

Parcel Size/Shape/Topography: According to the ADOT Right of Way survey provided, the subject consists of a 65,483 gross square foot parcel of land, with roadway and slope easements (see recorded easements in Addendum) that indicate an effective site size of 52,377 square feet. Due to the sloping terrain of the site, a usable area of approximately 39,200 square feet is estimated by the appraisers. See following map. The subject enjoys very good Pusch Ridge mountain views to the east.

Ingress/Egress: The subject is located on the north side of Tangerine Road with access to the parcel via an asphalt paved easement road that provides access to the shopping center to the north. This shopping center is situated on 22 acres and contains about 114,000 square feet of leasable area and is anchored by a Safeway Grocery Store. Ingress/Egress to the subject is good with access to the shopping center on the north and to a major street on the south. Overall, traffic counts for Tangerine Road (9,953 vpd) and Rancho Vistoso Boulevard (14,726 vpd) would support a secondary commercial usage for the subject property.

Surrounding Uses:North & West: Retail shopping centerEast: Commercial zoned vacant landSouth:Commercial zoned vacant land (Across
Tangerine Road)

Electric:Tucson Electric PowerTelephone:Century LinkWater:Oro Valley WaterSewer:Pima County WastewaterThese utilities are found in the proximity of the subject
although the exact location of the services is not
known. Any development of the site would require an
engineering study to identify the adequacy and

Utilities:

availabilities of utilities to the subject.

Floodplain:The subject property identified as being located in
Flood Zone X (Unshaded) per FIRM Map Panel No.
04013C1090L, dated June 16, 2011. Zone X
(Unshaded), which is an area defined by FEMA as
being outside the 100 and 500-year flood plains.

Environmental Conditions: No environmental reports were provided for our review. Lacking environmental reports, this appraisal assumes that there are no environmental conditions on or around the property that would adversely impact its market value.

Soil & Subsoil Conditions: A soils/engineering report was not provided for our review. Thus, the soil and sub-soil conditions are not known. There is no visual evidence of adverse soil conditions on the site.

Restrictions & Easements: According to a prior appraisal report provided to these appraisers from ADOT, the subject has a 40' width public utility easement along the Tangerine side of the property. There are no other adverse easements or encroachments identified or that were visually observed during the property inspection.

Summary: The topography and easements on the subject site has a direct influence on the usable area of the site. It appears that the higher north and northeast portions of the site could be usable for development with site work, with the lower south and western portions of the site not usable.



VIEWS OF PUSCH RIDGE

USABLE AREA MAP



Usable area estimated by these appraisers after onsite inspection and viewing of aerial maps. (Usable area lines are approximate)

FLOOD MAP



ASSESSED VALUATION & TAX DATA

The subject represents a vacant parcel of land and is identified in Pima County as parcel number 223-02-0280. The property owner, State of Arizona, is exempt from property taxation. It is likely that taxes for a non-exempt buyer would be assessed based on valuations and tax rates consistent with other properties in the immediate area.

ZONING & GENERAL PLAN

The subject site is found within the jurisdiction of Oro Valley although is not currently zoned as it is a right of way parcel owned by ADOT. The subject is found adjacent south of an anchored shopping center that is zoned under a PAD for Neighborhood Commercial (NC). The subject's zoning would assume the zoning of the adjacent parcels, NC, if ADOT sold the property to a private entity. The General Land Use Plan for Oro Valley indicates that the subject property could be rezoned to NC, Neighborhood Commercial. A rezoning plan would have to be submitted and approved by the Town prior to a permanent rezoning.

Therefore, it is believed that a Neighborhood Commercial (NC) designation would be the most intensive use allowed for the subject property.



CURRENT ZONING (UNZONED)

ORO VALLEY GENERAL PLAN



Town of Oro Valley Land Use



MARKET ANALYSIS - RETAIL

"Market analysis is a process for the examination of the demand for, and supply of, a property type and the geographic market area for the property type."⁴

The purpose of market analysis is to show how the interaction of supply and demand affects the property's value. The overall market in which the subject competes is the Class B/C retail market.

NORTH/ORO VALLEY RETAIL SUBMARKET, (MICRO ANALYSIS)

The subject property is located within the North/Oro Valley Retail submarket, as defined by CoStar Group, Inc. and shown on the following map:



The following data compares the Total Retail statistics for the North/Oro Valley Retail submarket and the overall Metro Tucson retail market.

⁴ The Appraisal of Real Estate, 14th Edition, Appraisal Institute, P 299

| Source: CoStar | 2Q23 N/OV Retail | 2Q23 Metro Tucson |
|---------------------------|---------------------|----------------------|
| No. of Buildings: | 188 | 5,552 |
| Total GLA (SF): | 2,567,623 | 56,511,085 |
| Total Vacancy (SF): | 160,110 | 3,250,639 |
| Vacancy Rate (%): | 8.1% | 5.8% |
| YTD Net Absorption | (12,557) | 281,284 |
| Under Construction (SF): | 10,500 | 75,000 |
| Quoted Rental Rates (FS): | \$22.89 | \$18.38 |

SUBMARKET INVENTORY

| | | | Inventory | | | | 12 Month Deliveries | | | | Under Construction | | | |
|-----|----------------------|-------|-----------|----------|------|-------|---------------------|---------|------|-------|--------------------|---------|------|--|
| No. | Submarket | Bldgs | SF (000) | % Market | Rank | Bldgs | SF (000) | Percent | Rank | Bldgs | SF (000) | Percent | Rank | |
| 1 | Central East | 1,118 | 8,885 | 15.8% | 2 | 8 | 26 | 0.3% | 4 | 0 | - | - | - | |
| 2 | Central West | 765 | 7,387 | 13.1% | 3 | 0 | 0 | 0% | - | 0 | - | - | - | |
| 3 | Downtown Tucson | 324 | 1,925 | 3.4% | 10 | 0 | 0 | 0% | - | 0 | - | - | - | |
| 4 | E Outlying Pima Cnty | 1 | 6 | 0% | 15 | 0 | 0 | 0% | - | 0 | - | - | - | |
| 5 | East Tucson | 783 | 9,665 | 17.2% | 1 | 3 | 3 | 0% | 10 | 4 | 14 | 0.1% | 1 | |
| 6 | Foothills | 301 | 5,787 | 10.3% | 5 | 3 | 6 | 0.1% | 8 | 1 | 4 | 0.1% | 5 | |
| 7 | North/Oro Valley | 188 | 2,568 | 4.6% | 8 | 1 | 4 | 0.2% | 9 | 2 | 11 | 0.4% | 2 | |
| 8 | Northeast Tucson | 27 | 324 | 0.6% | 13 | 1 | 7 | 2.3% | 6 | 0 | - | - | - | |
| 9 | Northwest Tucson | 305 | 4,643 | 8.2% | 6 | 9 | 43 | 0.9% | 3 | 0 | - | - | - | |
| 10 | South Tucson | 1,029 | 6,956 | 12.3% | 4 | 13 | 51 | 0.7% | 2 | 1 | 4 | 0.1% | 4 | |
| 11 | South/SW Outlying | 168 | 1,965 | 3.5% | 9 | 2 | 8 | 0.4% | 5 | 1 | 3 | 0.2% | 6 | |
| 12 | Southeast Tucson | 152 | 1,912 | 3.4% | 11 | 1 | 6 | 0.3% | 7 | 0 | - | - | - | |
| 13 | Southwest Tucson | 219 | 3,110 | 5.5% | 7 | 6 | 74 | 2.4% | 1 | 1 | 7 | 0.2% | 3 | |
| 14 | W Outlying Pima Cnty | 40 | 322 | 0.6% | 14 | 0 | 0 | 0% | - | 0 | - | - | - | |
| 15 | West Tucson | 136 | 889 | 1.6% | 12 | 0 | 0 | 0% | - | 0 | - | - | - | |

SUBMARKET RENT

| | | Marke | t Rent | 12 Month M | Market Rent | QTD Annualized Market Rent | | |
|-----|----------------------|---------|--------|------------|-------------|----------------------------|------|--|
| No. | Submarket | Per SF | Rank | Growth | Rank | Growth | Rank | |
| 1 | Central East | \$16.56 | 13 | 2.8% | 11 | 4.7% | 12 | |
| 2 | Central West | \$16.68 | 12 | 3.4% | 8 | 5.1% | 9 | |
| 3 | Downtown Tucson | \$18.34 | 10 | 3.2% | 9 | 5.2% | 7 | |
| 4 | E Outlying Pima Cnty | \$23.85 | 1 | 4.0% | 6 | 7.0% | 1 | |
| 5 | East Tucson | \$17.73 | 11 | 2.5% | 12 | 4.4% | 13 | |
| 6 | Foothills | \$22.87 | 3 | 3.5% | 7 | 5.2% | 8 | |
| 7 | North/Oro Valley | \$22.89 | 2 | 2.0% | 14 | 4.4% | 14 | |
| 8 | Northeast Tucson | \$20.03 | 7 | 1.3% | 15 | 3.4% | 15 | |
| 9 | Northwest Tucson | \$20.81 | 4 | 2.9% | 10 | 4.8% | 10 | |
| 10 | South Tucson | \$15.87 | 14 | 4.1% | 5 | 5.8% | 5 | |
| 11 | South/SW Outlying | \$19.18 | 9 | 4.2% | 4 | 5.6% | 6 | |
| 12 | Southeast Tucson | \$19.62 | 8 | 2.5% | 13 | 4.8% | 11 | |
| 13 | Southwest Tucson | \$20.62 | 5 | 5.3% | 2 | 6.1% | 3 | |
| 14 | W Outlying Pima Cnty | \$15.68 | 15 | 5.4% | 1 | 6.7% | 2 | |
| 15 | West Tucson | \$20.07 | 6 | 4.7% | 3 | 5.9% | 4 | |

Subject

Subject

| | | | | Vacancy | | 12 Month Absorption | | | | | |
|--------|-----|----------------------|---------|---------|------|---------------------|----------|------|-----------------|--|--|
| | No. | Submarket | SF | Percent | Rank | SF | % of Inv | Rank | Construc. Ratio | | |
| | 1 | Central East | 686,895 | 7.7% | 10 | 24,943 | 0.3% | 6 | 0.7 | | |
| | 2 | Central West | 389,085 | 5.3% | 9 | 37,476 | 0.5% | 4 | - | | |
| | 3 | Downtown Tucson | 51,996 | 2.7% | 3 | 36,037 | 1.9% | 5 | - | | |
| | 4 | E Outlying Pima Cnty | - | - | - | 0 | 0% | - | - | | |
| N | 5 | East Tucson | 840,957 | 8.7% | 12 | 55,209 | 0.6% | 3 | - | | |
| | 6 | Foothills | 209,265 | 3.6% | 6 | (48,417) | -0.8% | 15 | - | | |
| | 7 | North/Oro Valley | 209,141 | 8.1% | 11 | (41,807) | -1.6% | 14 | - | | |
| \neg | 8 | Northeast Tucson | 62,681 | 19.3% | 13 | 7,183 | 2.2% | 8 | 1.0 | | |
| 1 | 9 | Northwest Tucson | 103,091 | 2.2% | 2 | 235,516 | 5.1% | 1 | 0.2 | | |
| | 10 | South Tucson | 278,737 | 4.0% | 8 | (7,772) | -0.1% | 12 | - | | |
| | 11 | South/SW Outlying | 68,193 | 3.5% | 5 | (10,289) | -0.5% | 13 | - | | |
| | 12 | Southeast Tucson | 53,298 | 2.8% | 4 | 18,387 | 1.0% | 7 | 0.3 | | |
| | 13 | Southwest Tucson | 49,168 | 1.6% | 1 | 86,409 | 2.8% | 2 | 0.9 | | |
| | 14 | W Outlying Pima Cnty | - | - | - | 2,000 | 0.6% | 9 | - | | |
| | 15 | West Tucson | 34,570 | 3.9% | 7 | 937 | 0.1% | 10 | - | | |

SUBMARKET VACANCY & NET ABSORPTION

Su

The aforementioned data indicates that the North/Oro Valley Retail submarket has a higher vacancy rate although it exhibits the second highest average quoted rental rate (PSF) in the Metropolitan Tucson Retail market, as a whole. There were only 4,400 square feet of new inventory added over past eight quarters, with 10,500 square feet of new inventory currently under construction. The North/Oro Valley Retail submarket is stable and is performing adequately. Speculative new development with substantial pre-leasing would be required to be financially viable under current market conditions.

The above data indicates the subject's North/Oro Valley Retail submarket has the one of the higher vacancy rates at 8.1%, out of 15 submarkets identified by *Costar*. The overall Tucson retail market vacancy rate is 5.8%. Absorption in the subject submarket over the past four quarters was a negative (12,557) square feet compared to a positive 281,284 square feet posted for metro. Overall, retail demand within the larger Tucson MSA is subdued, which is largely a result of a mild recovery compared to other major markets.

SALES/RENTS

The following data compares the total retail statistics for the Foothills Retail and the overall Metro Tucson Retail Market as of the current date. CoStar reports retail rental rates in Triple Net lease terms.

According to CoStar, the overall retail market has been effected by higher interest rates as real estate sales volume has slowed nearly every quarter. There were 209 retail deals in the past year totaling \$301 million, although the prediction is that sales will be

slower in the coming year, particularly for net lease deals. Private buyers are the primary driver of transaction activity, accounting for 70% of deal volume over the past 5 years. According to CoStar, over the past 12 months the average sales price was \$1,440,962 for a 7,143 square foot property (\$234/sf), with an average year built of 1977, and an average capitalization rate of 6.1%. The cap rate for the 2nd quarter 2023 indicates a slight increase from one year earlier when cap rates were reported at 5.4%, indicating a lower price trend.

This capitalization rate trend was confirmed by NNNet Advisors, a national commercial real estate reporting service. NNNet Advisors reported that the national cap rate trend has fluctuated for national net lease retail properties from 6.41% in 2020, to 6.03% in 2021, to 5.48% in 2022, and increasing for the first two quarters of 2023 to 5.95%.

One trend ushered in by the pandemic that is here to stay is the importance of having a drive-thru of restaurants. One local retail broker noted that retail centers that feature a drive-thru will receive stronger investor interest because these tenants are typically able to pay higher rents.

After experiencing minimal disruption throughout the pandemic, Tucson retail rents plateaued and then declined throughout 2022. Rates have begun to rebound and are up 2.9% in 2023. Many of Tucson's wealthiest residents live in the northern suburbs of Catalina Foothills and Oro Valley. According to CoStar, these submarkets boast the highest retail rents in the metro area, with properties commanding a 25% premium over the market average. Overall, CoStar is predicting that rent growth will remain steady over the coming quarters with vacancy steadily improving in 2023. Average rent growth is expected to reach 2-3% range by the end of 2023.

CONCLUSION

The overall retail market in Tucson has slowed since the peak in 2021, mostly due to the rise in interest rates. Sales volumes are down, with vacancy, rental rates, and cap rates remaining mostly stable. The retail market is anticipated to return to improving levels in 2023 provided there is no recession.

The overall sales price per square foot has increased slightly over the past three years although the overall cap rates have increased slightly over that time frame. The date of value is October 5, 2023 and the transaction dates for the closed sales analyzed are from June, 2020 through April, 2023. None of the five comparable sales included in the Sales

Comparison Approach section of this report provided sale and re-sale data within this period to derive a paired-sale analysis. Overall, values over the past 2-3 years have typically remained stable and no adjustment was made for market conditions.

This market analysis will be used throughout this report where appropriate.

HIGHEST AND BEST USE

According to *The Appraisal of Real Estate*, 14th Edition, published by the Appraisal Institute, highest and best use is defined as:

The reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value.

The highest and best use of the land as vacant must meet four criteria. The highest and best use must be:

- 1) *Legally Permissible:* What uses are permitted by zoning, private restrictions, historic districts, and environmental regulations on the site?
- 2) *Physically Possible:* Based on the physical characteristics of the site, what uses are physically possible?
- 3) *Financially Feasible:* Which uses meeting the first two criteria will produce a positive return to the owner of the site?
- 4) *Maximally Productive:* Among the feasible uses, which use will produce the highest price, or value, consistent with the rate of return warranted by the market? This use is the highest and best use.

AS VACANT

Legally Permissible

The subject parcel is vacant un-zoned land. This property is located on the north side of Tangerine Road (Old SR 989), just east of the signalized intersection with Rancho Vistoso Boulevard, Oro Valley. The subject has ingress/egress to the north via an asphalt paved easement road that provides access to the shopping center to the north and to Tangerine Road to the south. This shopping center is anchored by a Safeway Grocery Store. Overall ingress/egress to the subject is good with access to the shopping center on the north and to a major street on the south, with traffic counts supporting a secondary commercial usage for the subject property.

According to the ADOT Right of Way survey provided, the subject consists of a 65,483 gross square foot parcel of land, with roadway and slope easements that indicate an effective site size of 52,377 square feet. Due to the sloping terrain of the site, a usable area near 39,200+- square feet is estimated by these appraisers. Direct access is only available from west bound Tangerine Road traffic. The subject enjoys very good Pusch Ridge mountain views to the east although this is not of great importance to most retail users.

The subject site is within the jurisdiction of Oro Valley although is not currently zoned as it is a right of way parcel owned by ADOT. The subject is found adjacent south of an anchored shopping center that is zoned under a PAD for Neighborhood Commercial, NC. The subject's zoning would assume the zoning of the adjacent parcels, NC, if ADOT sold the property to a private entity.

Physically Possible

The subject's size with a usable area of an estimated 39,200 square feet could accommodate a variety of retail uses. However, the topography of the site would require significant site work prior to any development of the site. With site work, the parcel could accommodate a commercial or retail use similar to the development to the north.

Financially Feasible & Maximally Productive

Current market conditions in the subject area must also be considered to determine if development of the site would be financially feasible. The preceding Neighborhood and Market Overview sections of this report analyzed the retail submarket in Tucson and the subject neighborhood. While total vacancy for Northwest Tucson / Oro Valley is slightly higher than the metro area, leasable retail inventory is steady with a lack of areas to expand into. However, most of the new inventory has resulted from user demand. Most projects have been significantly pre-leased prior to beginning construction.

Therefore, the data available suggests that investment or future commercial oriented development of the subject site would be a financially feasible and maximally productive use of the property. The subject parcel is considered an investment property which benefits from its proximity to the adjacent Safeway center. However, it has direct access only from west bound Tangerine Road traffic. It is in a more remote area relative to the remainder of the Safeway center. A secondary retail user which does not require the highest volumes of vehicular traffic and that is allowed under the current General Plan of Oro Valley represents its highest and best use.

LAND VALUATION

The Sales Comparison Approach is used to provide a market value opinion for the subject as vacant land. This approach applies the principle of substitution which affirms that when a property can be replaced, its value tends to be set by the cost of acquiring an equally desirable substitute property without undue or costly delay.

Adjustments are made to the comparable sales based on the following elements of comparison: property rights conveyed, financing terms, conditions of sale, market conditions or date of sale, location, physical characteristics and zoning/intended use. The sale price per square foot is the appropriate unit of comparison for the analyses. This is derived by dividing the sale price by the total square footage of the site.

Search parameters for comparable land sales focused on land sales that are similar in size, physical characteristics and potential use. There has been adequate land sales activity over the last three years. We have selected secondary retail sales locations in keeping with our opinion of highest and best use. The market data that is included in the analysis is considered the best available and provides a credible opinion of value.

A location map showing the comparable sales relative to the subject and individual sale data sheets with aerial parcel maps are presented on the following pages. The adjustment matrix follows the land value analysis.

LAND COMPARABLE MAP



COMPARABLE: LAND SALE 1 LOCATION: 3412 E. Fort Lowell Road, Tucson, AZ 85716 TAX CODE NUMBER(S): 111-05-017A **RECORDS:** Instrument: Special Warranty Deed Date Recorded: December 30, 2020 Affidavit of Fee No's: 20213510973 SELLER: Tac 5 Properties BUYER: Empowered Freedom P4, LLC SALE PRICE: \$213,444 INTEREST CONVEYED: Fee Simple TERMS: Cash CONDITIONS OF SALE: Arm's Length SITE AREA IN SQ. FT. 30,541 SITE AREA IN ACRES: 0.70 SALE PRICE PER SQ. FT: \$6.99 PHYSICAL DESCRIPTION Good / Central Tucson Location: Access/Traffic vpd: Good / 26,850 vpd Topography / Shape: Level / Rectangular Utilities: All to site Flood Plain: Zone X ZONING / PLANNED USE: C-1; Commercial THREE YEAR HISTORY: No prior sales MARKETING TIME: 6 months CONFIRMED WITH: Kelly Doty; Long Realty 520/577-7400 DATE CONFIRMED: November, 2022 COMMENTS:

This parcel has about 110' of frontage along Fort Lowell Road, west of Dodge Boulevard. The buyer plans to develop the property for multi-family uses.







| COMPARABLE: | LAND SALE 2 |
|------------------------|--|
| LOCATION: | 340 E. Prince Road, Tucson, AZ 85705 |
| TAX CODE NUMBER(S): | 106-04-039A |
| RECORDS: | |
| Instrument: | Warranty Deed |
| Date Recorded: | March 3, 2022 |
| Affidavit of Fee No: | 20220810199 |
| SELLER: | Enrique Diaz |
| BUYER: | Hussein Alhakeem |
| SALE PRICE: | \$210,000 |
| INTEREST CONVEYED: | Fee Simple |
| TERMS: | Cash |
| CONDITIONS OF SALE: | Arm's Length |
| SITE AREA IN SQ. FT. | 34,398 |
| SITE AREA IN ACRES: | 0.79 |
| SALE PRICE PER SQ. FT: | \$6.11 |
| PHYSICAL DESCRIPTION | |
| Location: | Good / Central Tucson |
| Access/Traffic vpd: | Good / 15,376 vpd |
| Topography / Shape: | Level / Rectangular |
| Utilities: | All to site |
| Flood Plain: | Zone X |
| ZONING / PLANNED USE: | C-2; Commercial |
| THREE YEAR HISTORY: | This property sold previoulsy in February, 2021 for \$135,000. |
| MARKETING TIME: | 2 months |
| CONFIRMED WITH: | George Hayduke; Broker 520/229-3313 |
| DATE CONFIRMED: | October, 2023 |
| COMMENTS: | |
| | |

This parcel has about 120' of frontage along Prince Road, west of Geronimo Avenue. The buyer plans to develop the property in the future or resell.







COMPARABLE: LAND SALE 3 LOCATION: 8693 N. Silverbell Road, Marana, AZ 85743 TAX CODE NUMBER(S): 226-22-6140 **RECORDS:** Special Warranty Deed Instrument: October 14, 2022 Date Recorded: Affidavit of Fee No: 20222870172 Daz 7 Sombrero Peak, LLC SELLER: BUYER: ELC Silverbell, ELC SALE PRICE: \$265,000 INTEREST CONVEYED: Fee Simple TERMS: Cash CONDITIONS OF SALE: Arm's Length SITE AREA IN SQ. FT. 41,869 SITE AREA IN ACRES: 0.96 SALE PRICE PER SQ. FT: \$6.33 PHYSICAL DESCRIPTION Location: Good / NW Tucson Access/Traffic vpd: Good / 15,600 vpd Topography / Shape: Level / Irregular Utilities: All to site Flood Plain: Zone X ZONING / PLANNED USE: F; Commercial THREE YEAR HISTORY: No prior sales MARKETING TIME: 9 months CONFIRMED WITH: Pat Welchert; Broker 520/360-9394 DATE CONFIRMED: October, 2023 COMMENTS: This parcel has about 274' of frontage along Silverbell Road, west of Continential Reserve Loop. The buyer is constructing a day care center on this property.







COMPARABLE LAND SALE 4 LOCATION: 7241 N. Oldfather Road, Marana, AZ 95751 TAX CODE NUMBER(S): 225-36-019E RECORDS: Special Warranty Deed Instrument: Date Recorded: March 10, 2023 Affidavit of Fee Number 20230720602 SELLER: Ina & Oldfather, LLC BUYER: 316 Ina, LLC SALE PRICE: \$350,000 INTEREST CONVEYED: Fee Simple TERMS: Cash CONDITIONS OF SALE: Arm's-Length SITE AREA IN SQ. FT. 71,664 SITE AREA IN ACRES: 1.65 SALE PRICE PER SQ. FT: \$4.88 PHYSICAL DESCRIPTION Location: Good / NW Tucson Access/Traffic vpd: Good / 8,400 vpd Level / Rectangular Topography / Shape: Utilities: All to site Flood Plain: Zone X ZONING / PLANNED USE: NC: Commercial THREE YEAR HISTORY: No prior sales MARKETING TIME: 5 months CONFIRMED WITH: Lynn Tayler; Broker 520/546-9003 DATE CONFIRMED: October, 2023 COMMENTS:

This parcel has about 290' of frontage along OldFather Road, just north of Ina Road. The site was vacant at the time of sale and the buyer is holding for investment or development.







| COMPARABLE: | LAND SALE 5 |
|------------------------|--|
| LOCATION: | 8557 N. Silverbell Road, Marana, AZ 85743 |
| TAX CODE NUMBER(S): | 221-21-003F |
| RECORDS: | |
| Instrument: | Warranty Deed |
| Date Recorded: | April 28, 2023 |
| Affidavit of Fee No: | 20231180593 |
| SELLER: | Aljaar Investment Corp. |
| BUYER: | Goldman Ventures, LLC |
| SALE PRICE: | \$315,000 |
| INTEREST CONVEYED: | Fee Simple |
| TERMS: | Cash |
| CONDITIONS OF SALE: | Arm's-Length |
| SITE AREA IN SQ. FT. | 39,280 |
| SITE AREA IN ACRES: | 0.90 |
| SALE PRICE PER SQ. FT: | \$8.02 |
| PHYSICAL DESCRIPTION | |
| Location: | Good / NW Tucson |
| Access/Traffic vpd: | Good / 15,600 vpd |
| Topography / Shape: | Level / Irregular |
| Utilities: | All to site |
| Flood Plain: | Zone X |
| ZONING / PLANNED USE: | NC; Commercial |
| THREE YEAR HISTORY: | No prior sales |
| MARKETING TIME: | 9 months |
| CONFIRMED WITH: | Bruce Suppes; Broker 520/979-2967 |
| DATE CONFIRMED: | October, 2023 |
| COMMENTS: | |
| | e along Silverbell Road, just west of Continental Reserve Loop. The the buyer is developing a 2-tenant retail building on the property. |





LAND VALUE ANALYSIS

In accordance with the client's request, the intended use for this assignment is to provide an "as is" market value opinion for the subject property. Data sources included CoStar Group, Data Tree, Tucson Association of Realtors' Multiple Listing Service, Pima County Assessor's records, and local real estate brokers and market participants. Search parameters for comparable sales focused on land sales that are similar in size and potential use. The search for recent land sales included immediate and surrounding areas that have similar demographics and are planned for similar potential developments.

These appraisers examined over 20 recent sales found either within the subject neighborhood or within the metropolitan Tucson area. Lower intensity commercial uses were considered the most similar to the subject. From this extensive search, the five most similar land comparables are included in this analysis. The transactions occurred between December 2020 and April 2023. The land comparables were selected for their similarity in locations, physical characteristics, and zoning/planned use.

| LAND COMP | SALE DATE | PROPERTY LOCATION | SALE PRICE | ADJUSTED SALE PRICE ¹ | Site Area (Sq. Ft.) | Price Per Sq. Ft. | ZONING / Planned use |
|--------------|--------------|---|---------------|-------------------------------------|------------------------|----------------------|-------------------------|
| 1 | 12/30/20 | 3412 E. Fort Lowell Road, Tucson, AZ 85716 | \$213,444 | \$213,444 | 30,541 | \$6.99 | C-1; Commercial |
| 2 | 03/03/22 | 340 E. Prince Road, Tucson, AZ 85705 | \$210,000 | \$210,000 | 34,398 | \$6.11 | C-2; Commercial |
| 3 | 10/14/22 | 8693 N. Silverbell Road, Marana, AZ 85743 | \$265,000 | \$265,000 | 41,869 | \$6.33 | F; Commercial |
| 4 | 03/10/23 | 7241 N. Oldfather Road, Marana, AZ 95751 | \$350,000 | \$350,000 | 71,664 | \$4.88 | NC; Commercial |
| 5 | 04/28/23 | 8557 N. Silverbell Road, Marana, AZ 85743 | \$315,000 | \$315,000 | 39,280 | \$8.02 | NC; Commercial |

Quantitative adjustments have been considered for elements of comparison including property rights conveyed, financing terms, conditions of sale, and date of sale, location, and physical differences. Here follows the analysis of the sales by each element of comparison. An adjustment matrix summarizing the adjustments as they apply to the comparable sales precedes the conclusion of this analysis.

Property Rights Conveyed

No price adjustments to any of the five land comparables are made for property rights conveyed. The fee simple interest was transferred for all comparable sales and for the subject property.

Financing Terms

In accordance with the definition of market value, adjustments for financing terms assume all cash or cash to the seller with the buyer obtaining new conventional financing at prevailing interest rates. All five of the land comparables were cash transactions and no price adjustments were necessary to any of the sales for financing terms.

Conditions of Sale

A price adjustment for conditions of sale is made if the transaction was influenced by factors not reflective of the definition of market value such as financial duress, lack of a sales commission, a related-party transaction, or extraordinary motivations of the buyer or seller. The five comparables represent arm's-length transactions with brokers involved and sales commissions being paid in these transactions. Thus, no price adjustments are necessary for conditions of sale to any of the comparables.

Market Conditions (Time)

An adjustment for market conditions considers any changes that occur in the marketplace over time. These changes include fluctuations in supply and demand, inflation, or deflation. Since the subject property is appraised as of a specific date, the sales must be analyzed to determine the direction of change, if any, during the period between the sale date and the date of valuation. None of the sales included in this analysis provide sale and re-sale data within this time frame to derive a paired-sale analysis.

The subject property represents a parcel that has a highest and best use with a present or future commercial use. The overall retail market in Tucson has slowed since the peak in 2021, mostly due to the rise in interest rates. Sales volumes are down, with vacancy, rental rates, and cap rates remaining mostly stable. The retail market is anticipated to improve in 2023 provided there is no national recession.

The overall sales price per square foot has increased slightly over the past three years although the overall cap rates have increased slightly over that time frame. The effective date of value is October 6, 2023, and the transaction dates for the closed sales analyzed are from June 2020 through April 2023. None of the five comparable sales included in the Sales Comparison Approach section of this report provided sale and re-sale

data within this period to derive a paired-sale analysis. Overall, commercial retail prices over the past 2-3 years have not made any sustained price movements. No adjustment to the comparable sale prices was made to reflect current market conditions.

Location/Access/Topography/Views

This property is located on the north side of Tangerine Road (Old SR 989), just east of the signalized intersection with Rancho Vistoso Boulevard, Oro Valley. The subject has ingress/egress to the north via an asphalt paved easement road that provides access to the shopping center to the north and to Tangerine Road to the south. This shopping center is anchored by a Safeway Grocery Store. Ingress/egress to the subject is average with access to the shopping center on the north and to right in right out traffic on Tangerine Road, a major street, on the south. Traffic counts and access support a secondary commercial usage for the subject property. The subject enjoys good mountain views to the east.

Land Sales One, Two, Three, and Four have inferior locations due to their surrounding land uses being less commercially oriented than the subject's location adjacent to an anchored neighborhood shopping center. All of these sales prices were adjusted upward. Sale Five has good traffic counts and similar surrounding land uses. It's price was adjusted downward.

Physical Characteristics

Price adjustments for physical characteristics include the site size, site utility (shape/utility), zoning/planned use, availability of utilities, and floodplain issues.

Site Size

Generally, due to economies of scale, smaller parcels tend to sell at higher prices per acre than larger ones this, as there are more potential buyers competing for smaller parcels. According to the ADOT Right of Way survey provided, the subject consists of a 65,483 gross square foot parcel of land, with roadway and slope easements that indicate an effective site size of 52,377 square feet. Due to the rolling terrain of the site, a usable area near 39,200+- square feet is estimated by these appraisers.

Four of the five sales are mostly similar to the subject in size ranging from 30,541 to 41,869 square feet. However, Sale Four is a larger parcel (71,664 square feet) and this sale was adjusted upward for size.

Site Utility (Shape/Utility)

The subject's usable area has been estimated at 39,200 square feet and could accommodate a variety of retail uses. However, the topography of the site would require significant site work prior to any development of the site. With site work, the parcel could accommodate a secondary commercial use. All of the comparable sales are superior to the subject in regards to topography. These sales' prices were all adjusted downward.

Zoning / Planned Use

The subject site is found within the jurisdiction of Oro Valley although is not currently zoned as it is a right of way parcel owned by ADOT. The subject is found adjacent south of an anchored shopping center that is zoned under a PAD for Neighborhood Commercial (NC). The subject's zoning would assume the zoning of the adjacent parcels, NC, if ADOT sold the property to a private entity. All of the sales selected have a similar retail use, and no adjustments were made for zoning.

Utilities (Offsites)

Electric, sewer and water utilities are found in the proximity to the subject although the exact location or capacity of the services is unknown. Any development of the site would require an engineering study to identify the adequacy and availabilities of utilities to the subject. All of the sales were considered similar to the subject in terms of availability of utilities.

Floodplain

The subject property identified as being located in Flood Zone X, which is an area defined by FEMA as being outside the 100 and 500-year flood plains. There is a wash area that traverses the west side of the site that is not considered adverse to any potential development. All of the land comparables have similar flood designations with no or curable flood issues.

Here follows an Adjustment Matrix summarizing the adjustments as they apply to the four land comparables.

| | SUBJECT | LAND SALE 1 | | LAND SALE 2 | | LAND SALE 3 | | LAND SALE 4 | 1 | LAND SALE 5 | -1 |
|---------------------------------------|-------------------------------|---------------------------|------------------|--------------------------------|------------------|----------------------------------|------------------|---------------------------------|------------------|----------------------------------|------------------|
| | Tangerine Road, Rancho | 3412 E. Fort Lowell Road, | Price / sq ft | 340 E. Prince Road, Tucson, AZ | Price / sq ft | 8693 N. Silverbell Road, Marana, | Price / sq ft | 7241 N. Oldfather Road, Marana, | Price / sq ft | 8557 N. Silverbell Road, Marana, | Price / sq ft |
| ELEMENTS OF COMPARISON | Vistoso Boulevard, Oro Valley | Tucson, AZ 85716 | Adjustments | 85705 | Adjustments | AZ 85743 | Adjustments | AZ 95751 | Adjustments | AZ 85743 | Adjustments |
| SALE PRICE / PER SQUARE FOOT | N/A | \$213,444 | \$6.99 | \$210,000 | \$6.11 | \$265,000 | \$6.33 | \$350,000 | \$4.88 | \$315,000 | \$8.02 |
| PROPERTTY RIGHTS CONVEYED | Fee Simple | Fee Simple | | Fee Simple | | Cash | | Fee Simple | | Fee Simple | |
| Adjustment | | 0% | \$0.00 \$6.99 | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 \$4.88 | 0% | \$0.00 |
| FINANCING TERMS | Assume cash to seller | Cash | \$0.99 | Cash | \$6.11 | Cash | \$6.33 | Cash | \$4.88 | Cash | \$8.02 |
| Adjustment | | 0% | \$0.00 \$6.99 | 0% | \$0.00 \$6.11 | 0% | \$0.00 \$6.33 | 0% | \$0.00 \$4.88 | 0% | \$0.00 \$8.02 |
| CONDITIONS OF SALE | Assume Arm's -Length | Arm's Length | \$6.99 | Arm's Length | \$6.11 | Arm's Length | \$6.33 | Arm's-Length | \$4.88 | Arm's-Length | \$8.02 |
| Adjustment | Ŭ | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 |
| MARKET CONDITIONS (TIME) | October 6, 2023 | December 30, 2020 | \$6.99 | March 3, 2022 | \$6.11 | October 14, 2022 | \$6.33 | March 10, 2023 | \$4.88 | April 28, 2023 | \$8.02 |
| Adjustment | Date of Value | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 |
| ADJUSTED SALE PRICE PER SF | | | \$6.99 | | \$6.11 | | \$6.33 | | \$4.88 | | \$8.02 |
| LOCATION | | | | | | | | | | | |
| General | Good / NW Tucson | Good / Central Tucson | | Good / Central Tucson | | Good / NW Tucson | | Good / NW Tucson | | Good / NW Tucson | |
| Access/Traffic vpd | Good / 24,325 vpd | Good / 26,850 vpd | | Good / 15,376 vpd | | Good / 15,600 vpd | | Good / 8,400 vpd | | Good / 15,600 vpd | |
| Net Location Adjustment | N/A | 5% | \$0.35 | 10% | \$0.61 | 10% | \$0.63 | 20% | \$0.98 | -5% | (\$0.40) |
| PHYSICAL CHARACTERISTICS | | | | | | | | | | | |
| Site Size in SF Site Size in Acres | 39,200 0.90 | 30,541 0.70 | | 34,398 0.79 | | 41,869 0.96 | | 71,664 1.65 | | 39,280 0.90 | |
| Adjustment | 0.70 | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 | 5% | \$0.24 | 0% | \$0.00 |
| Topography / Shape | Rolling / Irregular | Level / Rectangular | | Level / Rectangular | | Level / Irregular | | Level / Rectangular | | Level / Irregular | |
| Adjustment | | -5% | (\$0.35) | -5% | (\$0.31) | -5% | (\$0.32) | -5% | (\$0.24) | -5% | (\$0.40) |
| Zoning / Planned Use | NC; Commercial | C-1; Commercial | | C-2; Commercial | | F; Commercial | | NC; Commercial | | NC; Commercial | |
| Adjustment | | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 |
| Utilities | All to Site | All to site | | All to site | | All to site | | All to site | | All to site | |
| Adjustment | | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 |
| Floodplain | FEMA Zone X; | Zone X | | Zone X | | Zone X | | Zone X | | Zone X | |
| Adjustment | Outside Flood Hazard Area | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 |
| Site Improvements | As if Vacant | Vacant | | Vacant | | Vacant | | Vacant | | Vacant | |
| Adjustment | | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 | 0% | \$0.00 |
| | | | | | | | | | | | 1 07.00 |
| | ADJUSTED SALE PRICE / SF | | \$6.99 | | \$6.41 | L | \$6.65 | L | \$5.86 | | \$7.22 |

LAND COMPARABLE ADJUSTMENT MATRIX

Conclusion – ADOT Parcel L-T-013

After making adjustments for all of the appropriate elements of comparison, the adjusted price range from the comparable land sales is \$5.86 to \$7.22 per square foot. With equal weight given to each of the five sales presented is given, it is our opinion that the market value of the subject's 39,200 usable square feet of site is approximately \$6.75 per square foot. Then, 39,200 square feet times 6.75/sf = 264,600, rounded to 265,000.

ADOT PARCEL L-T-013, MARKET VALUE OPINION\$265,000 This estimate of Market Value equals approximately\$6.75 Per Sq.Ft.

EXPOSURE TIME

Exposure time is the estimated length of time the appraised property would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal. The marketing times from the comparable sales are analyzed to estimate the exposure time for the subject.

A review of several comparable land sales reported marketing periods ranging from 2 to 9 months. Given the current market conditions, the estimated exposure time is 12 months or less if the property is priced in accordance with the appraised value.

AUDITING BREAKDOWN

| PROJECT: | <u>M6975 01X</u> |
|-----------|----------------------------|
| HIGHWAY: | Tangerine Rd Highway |
| ORDER NO: | PO 0000595159 |
| SECTION: | <u>First Ave – U.S. 89</u> |
| PARCEL: | <u>L-T-013</u> |
| CONTRACT: | <u>CTR 054974-2</u> |

We hereby certify:

That we personally inspected the property herein appraised. We made a personal field inspection of each the comparables relied upon in making said appraisal. The subject and the comparables relied upon in making the appraisal were represented by the photographs, and aerials and plat maps contained in the appraisal.

To the best of our knowledge and belief, the statements contained in said appraisal are true and the opinions, as expressed therein, are based upon correct information; subject to the limiting conditions therein set forth.

That no hidden or unapparent conditions of the subject property, subsoil, or structures were found or assumed to exist which would render the property more or less valuable; and we assume no responsibility for such conditions, or for engineering which might be required to discover such factors. That, unless otherwise stated in this report, the existence of hazardous materials, which may or may not be present in the property, were not observed by us or acknowledged by ownership. The appraisers, however, are not qualified to detect such substances, the presence of which may affect the values of the property. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them.

That our analysis, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Arizona Department of Transportation Appraisal Standard and Specifications and the Uniform Standards of Professional Appraisal Practice.

That this appraisal has further been made in conformity with the appropriate State and Federal laws, regulations, policies, and procedures applicable to appraisal.

That we understand this appraisal may be used in connection with the potential disposal of the property by the State of Arizona.

That neither our employment nor our compensation for making the appraisal and report are in any way contingent upon the values reported herein.

That we have no direct or indirect present or contemplated future personal interest in the property that is the subject of this report, or any benefit from the potential disposal of the property appraised herein.

That we have not revealed the findings and result of such appraisal to anyone other than the property officials of the Arizona Department of Transportation, and we will not do so unless so authorized by property State officials, or until we are required to do so by due process of law, or until we are released from this obligation by having publicly testified as to such findings.

That our opinion of the MARKET VALUE for the subject property as of the 6^{th} day of <u>October</u>, 2023, based upon our independent appraisal and the exercise of our professional judgment is as follows:

ADOT PARCEL L-T-013, MARKET VALUE OPINION\$265,000

Date: November 1, 2023

In termhah

By

John Ferenchak Certified General Real Estate Appraiser #30344

Bv

Steven R. Cole, MAI, SRA Certified General Real Estate Appraiser # 30130

CERTIFICATION

THE APPRAISERS CERTIFY TO THE BEST OF THEIR KNOWLEDGE AND BELIEF:

The statements of fact contained in this report are true and correct.

The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Practice of the Appraisal Institute.

The reported valuations, assumptions and limiting conditions are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.

We have no present or prospective interest in the property that is the subject of this report and no personal interest or bias with respect to the parties involved.

We previously appraised the property that is the subject of this report in November, 2022, with a different value conclusion than contained within this appraisal report.

We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.

Our compensation is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.

Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the standards and reporting requirements of the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation.

Steven Cole, MAI, AI-GRS, and John Ferenchak, have made a personal inspection of the property that is the subject of this report, and have the knowledge and experience necessary to complete the assignment competently.

The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives. The use of this report is also subject to the requirements of the Arizona Board of Appraisal. The reader is referred to appraisers' Statement of Qualifications.

We hereby certify that we are competent to complete the appraisal assignment

All conclusions and opinions concerning the real estate that are set forth in the appraisal report were prepared by the Appraiser whose signature appears on the appraisal report, unless indicated as "Review Appraiser".

No change of any item in the appraisal report shall be made by anyone other than the Appraiser, and the Appraiser shall have no responsibility for any such unauthorized change.

As of the date of this report, Steve Cole, MAI, AI-GRS has completed the continuing education program for Designated Members of the Appraisal Institute.

As of the date of this report, John Ferenchak has completed the continuing education program for Practicing Affiliates of the Appraisal Institute.

Date: October 16, 2023

m terenchah

By

John Ferenchak Certified General Real Estate Appraiser #30344

Bv

Steven R. Cole, MAI, SRA Certified General Real Estate Appraiser # 30130

QUALIFICATIONS OF STEVEN R. COLE, MAI, SRA, AI-GRS

FORMAL EDUCATION:

Bachelor of Arts Degree with high honors, University of California, Santa Barbara, 1971

Master's Degree in Business Administration, University of California, Los Angeles, 1973. Concentration: Urban Land Economics

PROFESSIONAL EDUCATION:

Successful Completion of Examinations for the following courses given by the Appraisal Institute:

"Real Estate Appraisal Principles" and "Basic Valuation Procedures" "Capitalization Theory & Techniques", Parts 1, 2, and 3 "Case Studies in Real Estate Valuation" "Introduction to Real Estate Investments Analysis" "Litigation Valuation" "Standards of Professional Practice", Part A, B & C "Market Analysis" "Review Theory - General"

Attendance at Numerous Educational Seminars:

PROFESSIONAL MEMBERSHIPS:

Member, Appraisal Institute (MAI), Certification Number 6080. The institute conducts a voluntary program of continuing education for its designated members. MAI's and RM's who meet the minimum standards of this program are awarded periodic educational certification. As of this date, I have completed the requirements under the continuing education program of the Appraisal Institute. I am currently certified through December 31, 2021.

Senior Residential Appraiser (SRA), of the Appraisal Institute. This designation signifies expertise in the valuation of residential properties of 1 to 4 units.

General Review Specialist (AI-GRS), of the Appraisal Institute. This designation signifies expertise in the review of appraisals of general real estate properties.

EXPERIENCE:

Includes valuation of most types of urban real property: single and multi-family residential, commercial, industrial, and vacant land. Experience also includes special purpose properties, feasibility studies, Fee Simple and leasehold interest, counseling, and appraisal for condemnation since 1975.
ADDITIONAL EDUCATIONAL AND PROFESSIONAL ACTIVITY:

Publication of articles in Professional Journals:

"A New Methodology for Estimating Highest and Best Use", *Real Estate Appraiser and Analyst*, Summer, 1987

"Estimating the Value of Proposed Developments by Discounting Cash Flow", *Real Estate Review*, Summer, 1988.

Formerly a Certified Instructor with the Appraisal Institute for "Highest and Best Use Applications", "Feasibility Analysis and Highest and Best Use- Nonresidential Properties", and "Principals and Procedures of Real Estate Appraisal".

Associate Faculty, Pima Community College for "Real Estate Appraisal Principals" and "Basic Valuation Procedures", 2000-2006.

Instructor for Tucson Board of Realtors, American Bar Association, Brodsky School of Real Estate, and Hogan School of Real Estate. Appraisal Principles, Appraisal Procedures, Market Analysis. Using the Internet for Due Diligence.

President of Southern Arizona Chapter #116, Appraisal Institute, 1983-84.

President for the Arizona State Chapter #41, Appraisal Institute, 1990.

Chairman, Pima County Real Estate Council, 2003-2004, Director 1989-2007.

Chairman, Tucson Airport Authority Chairman, 2015. Board of Directors, 2011-2016. Member, Tucson Airport Authority, 2007-2016.

APPROVED APPRAISER:

With most major commercial banks and mortgage companies in Arizona.

STATE CERTIFICATION:

Arizona Certified General Real Estate Appraiser Number 30130. Currently certified through August 31, 2024



QUALIFICATIONS OF JOHN FERENCHAK III

PROFESSIONAL MEMBERSHIPS

State of Arizona Certified General Real Estate Appraiser #30344 (August, 2024; since August, 1991)

| PROFESSIONAL EXPERIENCE March, 2006 – Present | Ferenchak Appraisal Services of Tucson, Co-owner |
|--|--|
| September, 2022 – Present | Southwest Appraisal Associates, Inc., as an Associate Appraiser |
| June, 1995 – February, 2021 | Burdick & Ferenchak, Inc Real Estate Appraising and Consulting, as Partner |
| June, 1987 - June, 1995 | The Pagel Company, Real Estate Appraisers and Consultants, as an Associate Appraiser |

EDUCATION:

Bachelor of Arts Degree in Management University of Phoenix March, 1993

APPRAISAL COURSEWORK SUCCESSFULLY COMPLETED

| Real Estate Appraisal Principles: 1A-1, 1B-1 | Fall, 1987 |
|---|----------------|
| Capitalization Theory and Techniques, Part A | Spring, 1988 |
| Capitalization Theory and Techniques, Part B | Spring, 1990 |
| Case Studies in Real Estate Valuation | Summer, 1991 |
| Report Writing and Valuation Analysis | Spring, 1992 |
| Standards of Professional Practice (USPAP - Update) | December, 2021 |

PARTIAL LIST OF SEMINARS ATTENDED

| Fair Lending and Appraisers | October, 1993 |
|--|----------------|
| NAFTA Seminar | April, 1994 |
| Subdivision Analysis Seminar | March, 1996 |
| Loss Prevention Program | October, 1997 |
| New Industrial Valuation Seminar | May, 1998 |
| How Stigmas Affect Property | July, 2000 |
| Fair Housing in Property Management | July, 2000 |
| Residential Lot Valuation Issues | May, 2002 |
| Pricing Small Apartments | July, 2002 |
| Appraisal Consulting | October, 2003 |
| Building Operation Costs | May, 2004 |
| Re-Appraising, Re-Addressing, Re-Assigning | April, 2005 |
| Water in Arizona: Laws, Agencies & Issues | July, 2006 |
| Condominiums, Co-Ops, and PUDs | October, 2006 |
| Legal Aspects of Foreclosures | February, 2007 |
| Practical Issues in Fair Housing | May, 2008 |

| * * | Supervising Appraisers Disclosure The Appraiser as an Expert Witness | June, 2008 July, 2008 March, 2012 |
|-----|--|---|
| ► | Residential Report Writing | July, 2013 |
| | Residential Comparable Sales Analysis | July, 2013 |
| | Extreme Appraising: Valuing Unstable Properties | January, 2014 |
| ► | Regression Analysis for Residential Appraisers | August, 2015 |
| ► | Residential and Commercial Valuation of Solar | February, 2016 |
| | Advanced Land Valuation | August, 2017 |
| | Housing and Land: Market Perspective | May, 2018 |
| | Business Practice and Ethics | June, 2018 |
| | Supporting Your Adjustments: Residential Appraisers | July, 2018 |
| | Property and Valuation Analysis for FHA | July, 2019 |
| | Commercial Land Valuation | September, 2019 |
| | Property and Land Valuation | September, 2019 |
| ► | New Construction Essentials: Luxury Homes | May, 2020 |
| | The Fundamentals of Appraising Luxury Homes | May, 2020 |
| | Understanding Luxury Home Features | May, 2020 |
| ► | Depreciated Replacement Cost | October, 2021 |
| | Measuring with ANSI | February, 2022 |
| ► | Supervisor Appraiser/Trainee Appraiser Course | April, 2022 |
| ► | The Cost Approach | June, 2022 |
| | | |

PROFESSIONAL AFFILIATIONS

A Practicing Affiliate of the Appraisal Institute.

SCOPE OF APPRAISAL ACTIVITY

Appraisal/consulting assignments have included a wide variety of residential and commercial appraisals, subdivision analysis, market trend studies, and land appraisals.

| 062222222222222222222222222222222222222 | Department of Insurance and Financial Institutions state of Arizon _s | CGA - 30344 IOHN A FERENCHAK | lating to the establish Certified Ge | e Deputy Director of Financial Institutions of the State of Arizona has granted this license to transact the business of a: Certified General Real Estate Appraiser | JOHN A FERENCHAK | This license is subject to the laws of Arizona and will remain in full force and effect until expired, surrendered, revoked or suspended as provided by law. | Date : August 31, 2024 |
|---|--|---------------------------------|---|--|------------------|--|-----------------------------|
| いいのいの | Departme | This document is evidence that | Arizona Revised Statutes, rel | and that the Deputy Director | | This license is subject to the suspended as provided by law | Expiration Date : August 31 |

ADDENDA

RECORDED EASEMENT



WHEN RECORDED RETURN TO: DEPARTMENT OF PUBLIC WORKS TOWN OF ORO VALLEY ATTN: PAUL KEESLER, P.E. 11000 N. LA CAÑADA DR. ORO VALLEY, AZ 85737

EXEMPT FROM AFFIDAVIT BY A.R.S. §11-1134-A-3

ARIZONA DEPARTMENT OF TRANSPORTATION EASEMENT

STATE OF ARIZONA, acting by and through its Department of Transportation, Grantor, for and in consideration of the sum of ONE DOLLAR AND OTHER VALUABLE CONSIDERATION, does hereby quitclaim to the TOWN OF ORO VALLEY, a municipal corporation of the State of Arizona, the Grantee, an exclusive easement for highway purposes in accordance with A.R.S. § 28-7095 (C), including all incidents appurtenant thereto, and the right to authorize, permit, or license any other facilities which may be necessary or convenient for public purposes over, beneath, and across that certain real property situated in Pima County, Arizona, described as:

SEE EXHIBIT "A" ATTACHED HERETO

AND BY REFERENCE MADE A PART HEREOF.

Subject to the Conditions to Easement contained in Exhibit "B" attached hereto and reference made a part hereof.

The re-recording of this official document is prohibited without the consent of the Grantor herein as evidenced by an additional notarized execution.

 PROJECT: --989 PM 035 H0757 03R
 SECTION: 1st Ave - U.S. 89 (Now SR 77)
 EXCESS LAND #: L-T-013A

 483-701
 (10-855)
 ptb 02/03/2020

IN WITNESS WHEREOF this instrument is executed this 3rd day of February, 2020.

ARIZONA DEPARTMENT OF TRANSPORTATION И Paula I. Gibson, Right of Way Administrator

NOTARY CERTIFICATION

STATE OF ARIZONA

County of Maricopa

The foregoing instrument was acknowledged before me this 3rd day of February, 2020, by Paula I. Gibson, the Right of Way Administrator of the Arizona Department of Transportation, who acknowledged that she executed this instrument for the purposes therein contained.

IN WITNESS/WHEREOF, I have set my hand and official seal.

)) 88.

)

Notary Public in and for said County and State

My commission expires:

DAVID E. EDWARDS

11/15/22

EXHIBIT "A"

Description for Roadway Easement

That portion of Lot 4 of Section 31, Township 11 South, Range 14 East, Gila and Salt River Meridian, Pima County, Arizona, being more particularly described as follows:

Commencing at a 3 inch brass cap marking the Southwest corner of said Section 31, being North 89°36'32" West 2597.59 feet from a ½ inch iron pipe marking the South quarter corner of said Section 31;

thence along the West line of said Section 31 North 00°01'11" West 457.59 feet to the northerly right of way line of Tangerine Road;

thence along said northerly right of way line of Tangerine Road North 84°46'30" East 66.30 feet;

thence continuing along said northerly right of way line from a Local Tangent Bearing of North 07°25'39" West along a curve to the Left having a radius of 1075.00 feet, a length of 14.33 feet;

thence continuing along said northerly right of way line of Tangerine Road North 83°03'47" East 443.16 feet to the POINT OF BEGINNING;

thence departing said northerly right of way line, North 43°43'51" East 190.00 feet;

thence South 28°52"38" East 129.83 feet to said northerly right of way line of Tangerine Road;

thence South 83°03'47" West 195.47 feet along said northerly right of way line to the POINT OF BEGINNING.

11,770 square feet, more or less.

PROJECT: --989 PM 035 H0757 03R SECTION: 1st Avenue- U.S. 89 PARCEL: L-T-013A 483-701 CG 12/30/2015

EXHIBIT "B" Conditions to Easement (page 1 of 2)

This "Conditions to Easement" is between the Town of Oro Valley, hereafter known as the Grantee, and the Arizona Department of Transportation (ADOT), hereafter known as the Grantor.

- If the property described herein is not used for a specific highway purpose or designated for such a use by the Grantee, this Easement may be terminated by the Grantor upon Arizona State Transportation Board approval as to any portion of the property not being utilized for said specific highway purpose, provided Grantor provides Grantee with a written notice one-hundred eighty (180) days prior to the intended date of termination, and allows Grantee to cure any alleged default during said one-hundred eighty day notice period, and in such case agrees to nullify the termination notice.
- This Easement shall terminate upon Arizona State Transportation Board approval after at least ninety (90) days prior notice, if the Director of the Arizona Department of Transportation determines that the property is needed by the Department for a highway purpose.
- Grantee has no authority to transfer this Easement to a third party. Grantee has no fee ownership
 and shall not attempt to sell or exchange any portion herein, however, the Grantee is not
 prohibited from entering into a lease with a third party, and the Grantor's permission is not
 required for any lease transaction.
- 4. Grantee shall have all permitting authority and shall notify Grantor of any permits issued by the Grantee while the described property is in its possession.
- 5. The Grantee shall bear all liability that may be attributed to Grantor for incidents that occur during the period of this Easement and the Grantee shall bear all costs of maintaining the property.
- 6. Prior to its use of this Easement property for highway purposes, if Grantee desires to construct additional improvements, make alterations to and/or demollsh or remove any existing improvements, Grantee shall first notify Grantor, providing plans for the proposed changes and obtain Grantor's written concurrence prior to the start of any such activities. Grantor shall not unduly withhold its concurrence. Grantor shall arrange for removal of any existing improvements and will coordinate these activities with Grantee, who shall have the opportunity to review and concur with Grantor's selection of contractors for this purpose. Grantee shall be responsible for payment of all fees charged by the selected contractors.
- 7. The Easement is granted to Grantee without payment to the Grantor per ARS 28-7095(C).

(Continued)

Conditions to Easement (page 2 of 2)

- 8. In the event this Easement is terminated, all or in part, the property returned to the Grantor shall be in the same or better condition as it was at the time of transfer to the Grantee. Notwithstanding the foregoing, Grantee may remove improvements that existed on said property prior to the date of conveyance without liability to Grantor in the event of termination. On or before termination, Grantee at Grantee's expense shall remove any and all improvement placed on said property by Grantee. If removal of said improvements defaces the subject property, Grantee at Grantee's expense shall be responsible for replacing or repairing any damage caused by such removal prior to termination of the Easement. Should Grantee desire to abandon the improvements and Grantor does not object to said abandonment, the improvements shall become the sole and separate property of the Grantor at no cost to the Grantor. Grantor reserves the right to waive any or all portions of this paragraph.
- 9. Grantee shall, at Grantee's expense, comply with all present and hereinafter enacted environmental laws and any amendments thereto, affecting Grantee's operation on the property described herein. In order to document compliance, the Grantee shall, at three (3) month intervals, perform a physical inspection of the property conveyed by this Easement. Each inspection shall be performed by a person suitably qualified in environmental laws and issues and shall adequately document the current status of the property. Inspection results shall be submitted annually to Grantor together with a description of any remedial action taken. Grantee shall immediately notify Grantor should Grantee receive any correspondence or communication from any governmental entity regarding the application of environmental laws to the premises or Grantee's operation on the premises.
- 10. Grantee shall indemnify and hold harmless Grantor, its employees and agents from and against any and all loss, damage, and expense (including, but not limited to, reasonable investigation, legal fees, and expenses) including but not limited to any claim or actions brought by any person, firm, governmental body, or other entity, alleging or resulting from or arising from or in connection with, contamination of, or adverse effects on the environment, or violation of any ordinance, rule, regulation, judgement, or order of any government or judicial entity to the extent such contamination, adverse effects or violation occurred in or upon the property subsequent to conveyance of the Easement and then only to the extent such contamination, adverse effects or violation and against any damages, liabilities, costs, and penalties assessed as a result of any activity or operation on the property during the term of this Easement. Grantee's failure to abide by the terms of this paragraph shall be restrainable by injunction.
- 11. Grantee shall keep the property described herein free from any liens arising from work performed, materials furnished or obligations incurred by Grantee and shall indemnify, hold harmless and defend Grantor from any liens and encumbrances arising from any work performed or materials furnished by or at the direction of Grantee. Upon completion of any approved construction activity, copies of signed lien waivers shall be supplied to Grantor by Grantee.



PHOENIX, on 9/21/2023 CTR054974/ JW-23-028/ M697501X/ L-T-013/ Appraisal due 30 days from approval-SOUTHWEST APPRAISAL ASSOCIATES INC

SUPPLIER

SOUTHWEST APPRAISAL ASSOCIATES INC Attn: STEVEN COLE Address: Legal Address PO BOX 16156 UNITED STATES TUCSON, Arizona 85732-6156 Phone: 5203270000 E-mail: STEVE@SWAA.BIZ

ORDER No. PO0000595159

(please refer to this number on all documents) Amendment: Requestor: ESTHER VALENCIA Agency: Department of Transportation Division: Infrastructure Delivery & Operations Division Construction Department: Right Of Way Site: RIGHT OF WAY Phone: 6027128793 Email: EVALENCIA@AZDOT.GOV

DELIVER TO

(unless specified differently per item) Address: RIGHT OF WAY 1801 W Jefferson St UNITED STATES Phoenix, Arizona 85007 Deliver To: Requested Delivery Date:

(Unless specified differently per item in section delivery details)

BILL TO

Address: RIGHT OF WAY 205 S 17TH AVE MD 612E RM 331 UNITED STATES PHOENIX, Arizona 85007-3212 Payment Terms: Net 30

| ITEM | CONTRACT | CODE/SKU | REFERENCE AND DESCRIPTION | QTY | UNIT | UNIT PRICE (USD) | TOTAL (USD) |
|------|-----------------|----------|---|--------|---------------|------------------------|----------------|
| 1 | CTR054974- 2 | 703212-1 | CTR054974/ JW-23-028/ M697501X/ L-T- 013/ Appraisal due 30 days from approval Commentaire : L-T-013 | 1.0000 | Total Cost | - | Stores |

| Total before Tax | 1000.00 USD |
|-------------------|-------------|
| Non-Taxable - 0 % | 0.00 USD |

Total after Tax

4,000.00 USD

ARIZONA

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| ELIVERY CO | ONDITIONS | | | A PAGE SHO | 151 |
|------------------------|-----------|------|---|------------|------|
| Delivery Conditions | Date | Туре | % | Amount | Item |

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PURCHASE ORDER TERMS AND CONDITIONS

State of Arizona PURCHASE ORDER TERMS AND CONDITIONS Applied to APP Purchase Orders on or after 11/10/2022

1. Modification. No modification of the purchase order shall bind State of Arizona Buyer (Buyer) unless Buyer agrees to the modification in writing.

2. Packing and Shipping. Seller shall be responsible for industry standard packing which conform to all legal requirements Containers must be clearly marked with any required identifying information such as the lot number, destination address, and purchase order number.

3. Title and Risk of Loss. The title and risk of loss of the materials shall not pass to Buyer until Buyer physically receives the materials at the point of delivery.

4. Invoice and Payment. A separate invoice shall be issued for each shipment. No invoice shall be issued prior to shipment of materials and no payment will be made prior to receipt and acceptance of materials and correct invoice. Payment due dates, including discount periods, will be computed from date of receipt of materials or date of receipt of correct invoice (whichever is later) to date Buyer's warrant as mailed. Unless freight and other charges are itemized, any discount provided will be taken on full amount of invoice. Payment shall be subject to the provisions of Title 35 of Arizona Revised Statutes (A.R.S.), subject to the requirements and limitations of A.R.S. § 35-154. The Buyer's obligation is payable solely from funds appropriated for the purpose of acquiring the materials or services referred to in this Purchase Order; should Buyer's funding change, no legal liability on the part of the Buyer for any payment may arise under this Purchase Order until funds are made available for performance.

5. Inspection. All materials are subject to final inspection and acceptance by Buyer. Material failing to meet the requirements of this Purchase Order will be held at Seller's risk and may be returned to Seller. If so returned, the cost of transportation, unpacking, inspection, repacking, reshipping, or other similar expenses are the responsibility of the Seller.

6. No Replacement of Defective Tender. Every tender of materials must fully comply with all provisions of Purchase Order as the time of delivery, quantity, quality and the like. If a tender is made which does not fully conform, it shall constitute a breach and Seller shall not have the right to substitute a conforming tender.

7. Gratuities. The buyer may, by written notice to the Seller, cancel this Purchase Order if it is found by Buyer that gratuities, in the form of entertainment, gifts, or otherwise, were offered or given by the Seller, or any agent or representative of the Seller, to any officer or employee of the State of Arizona with the purpose of securing an order or securing favorable treatment with respect to the awarding or amending, or the making of any determinations with the respect to the performing, of such order. In the event this Purchase Order is canceled by Buyer pursuant to this provision, Buyer shall be entitled to recover or withhold from the Seller the amount of the gratuity, in addition to any other rights and remedies available under Arizona state law.

8. Warranties. Seller warrants that all materials and services delivered under this Purchase Order will conform to the requirements of this Purchase Order (including all applicable descriptions, specifications, drawing and samples) will be free from defects in material and workmanship and will be free from defects in design and fill for the intended purposes. Any inspection or acceptance of the materials or services by Buyer shall not alter or affect the obligations of Seller or the right of Buyer under the foregoing warranties.

ARIZONA

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9. E-Verify. In accordance with A.R.S. § 41-4401, Seller warrants compliance with all Federal immigration laws and regulations relating to employees and warrants its compliance with Section A.R.S. § 23- 214, Subsection A.

10. Protection of State Cybersecurity Interests. Seller shall comply with State Executive Order No. 2023-10, which includes, but is not limited to, a prohibition against (a) downloading and installing of TikTok on all State-owned and State-leased information technology; and (b) accessing TikTok through State information technology.

11. Assignment and Delegation. No right or interest in this Purchase Order shall be assigned by Seller without the written permission of Buyer, and no delegation of any duty of Seller shall be made without written permission of Buyer.

12. Third Party Antitrust Violations. Seller assigns to Buyer any claim for overcharges resulting from antitrust violations to the extent that those violations concern materials or services supplied by third parties to the Seller toward fulfillment of this Purchase Order

13. Interpretation – This Purchase Order is intended by the parties as a final expression of their agreement and is intended also as a complete and exclusive statement of the terms of their agreement. No course of prior dealings between the parties and no course of dealing or usage of the trade shall supplement or explain any terms used in this document and no other understanding either oral or in writing shall be binding. Whenever a term defined by the Uniform Commercial Code (U.C.C.) is used in the Purchase Order, the definition contained in the U.C.C. is to control.

14. Non-Discrimination. The Seller shall comply with State Executive Orders No. 2023-09, 2023-01, 2009-09, and any and all other applicable Federal and State laws, rules and regulations, including the Americans with Disabilities Act.

15. Indemnity. Seller agrees to indemnity and save Buyer harmless from any loss, damage or expense whatsoever resulting to the Buyer from any and all claims and demands on account of infringement or alleged infringement of any patent in connection with the manufacture or use of any product included in this Purchase Order and upon written request, Seller will defend at its own expense any legal action or suit against Buyer involving any such alleged patent infringement and will pay and satisfy any judgments rendered or settlements reached in any such legal actions or suits. Seller will indemnify Buyer against all claims for damages to persons or property resulting from defects in materials or workmanship

16. Liens. All delivered materials and services performed under this Purchase Order shall be free of all liens and if Buyer requests, a formal release of all liens shall be delivered to Buyer.

17. Contract Number. If an Arizona contract number appears on the face of this Purchase Order or the Purchase Order was placed against an existing Arizona contract, the terms of that contract are incorporated herein by this reference.

18. Taxes. Seller shall be responsible for paying any and all applicable taxes, including but not limited to state and local transaction privilege taxes.

19. Conflict of Interest. Pursuant to A.R.S. § 38-511, this Purchase Order is subject to cancellation by the buyer if any person significantly involved in initiation negotiating securing drafting or creating the contract on behalf of the State is at any time while the contract is in effect, an employee or any other party to the contract in any capacity or a consultant to any other party of the contract will respect to the subject matter of the contract.

20. Remedies and Applicable Law. This Purchase Order shall be governed by the law of the State of Arizona and suits pertaining to this Purchase Order may only be brought under Article 9 of the Arizona Procurement Code (A.R.S. §§ 41-2501 et

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seq., and the rules thereunder, A.A.C. R2-7-101 et seq.)

21. Books and Records. Under A.R.S. § 35-214 and § 35-215, the Seller shall retain all books, accounts, reports, files and other records relating to the Purchase Order for five years after completion of the Purchase Order. These books and records shall be available at all reasonable times for inspection and audit by the State at such state offices designated by the State.

22. State Law Certifications. If Seller is a Company as defined in A.R.S. § 35-393, Contractor Seller certifies that it shall comply with A.R.S. § 35-394, regarding use of forced labor of ethnic Uyghurs, as applicable. If this purchase order is over \$100,000, Seller further certifies that it is not currently engaged in a boycott of Israel as described in A.R.S. §§ 35-393 et seq. and will refrain from any such boycott for the duration of this Purchase Order.

23. Arbitration. The Buyer and Seller agree to use arbitration as required by A.R.S. § 12-1518.

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EXHIBIT "A"

That portion of the Southwest quarter (SW¹/₄) of Section 31, Township 11 South, Range 14 East, Gila and Salt River Meridian, Pima County, Arizona, being more particularly described as follows:

Commencing at a GLO marker at the Southwest corner of said Section 31, being North 89°36'32" West 2597.59 feet from a 1/2 inch iron pipe marking the South quarter corner of said Section 31;

thence along the South line of said Section 31 South 89°36'32" East 500.29 feet;

thence departing said South line of Section 31, North 00°23'28" East 534.80 feet to the northerly right of way line of Tangerine Road, the POINT OF BEGINNING;

thence departing said northerly right of way line, North 43°43'51" East 403.43 feet;

thence South 43°43"21" East 154.92 feet;

thence along a curve to the Right having a radius of 720.00 feet, a length of 164.42 feet to said northerly right of way line of Tangerine Road;

thence along said northerly right of way line of Tangerine Road South 83°03'47" West 206.00 feet;

thence continuing along said northerly right of way line of Tangerine Road North 06°56'13" West 10.00 feet;

thence continuing along said northerly right of way line of Tangerine Road South 83°03'47" West 281.60 feet to the POINT OF BEGINNING.

SUBJECT TO a Slope Easement for highway purposes that was part of the abandonment to the Town of Oro Valley by the Resolution No. 2019-09-A-024 recorded in Document No. 2019-2680841, Pima County Recorder, as described below:

That portion of the Southwest quarter (SW¹/₄) of Section 31, Township 11 South, Range 14 East, Gila and Salt River Meridian, Pima, Arizona, being more particularly described as follows:

Commencing at the Southwest corner of said Section 31;

(continued)

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| PROJECT: 989 PM 035 H0757 | SECTION: 1st Avenue - U.S.89 | PARCEL: L-T-013 |
|---------------------------|------------------------------|-----------------|
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thence along the South line of said Section 31 South 89°36'32" East 500.29 feet;

thence departing said South line of Section 31, North 0°23"28" East 534.80 feet to the northerly right of way line of Tangerine Road;

thence along said northerly right of way line North 83°03'47" East 281.60 feet;

thence South 06°56'13" East 10.00 feet;

thence North 83°03'47" East 169.99 feet to the POINT OF BEGINNING;

thence departing said northerly right of way line North 06°56'09" West 70.97 feet;

thence from a Local Tangent Bearing of South 37°00'30" East along a curve to the Right having a radius of 720.00 feet, a length of 79.63 feet to said northerly right of way line of Tangerine Road;

thence South 83°03'47" West 36.01 feet to the POINT OF BEGINNING.

Slope Easement contains 1,336 square feet or 0.0307 acres, more or less.

ALSO SUBJECT TO an easement for highway purposes granted to the Town of Oro Valley by Document No. 2020-0340450, Pima County Recorder, as described below:

That portion of Lot 4 of Section 31, Township 11 South, Range 14 East, Gila and Salt River Meridian, Pima County, Arizona, being more particularly described as follows:

Commencing at a 3 inch brass cap marking the Southwest corner of said Section 31, being North 89°36'32" West 2597.59 feet from a ½ inch iron pipe marking the South quarter corner of said Section 31;

thence along the West line of said Section 31 North 00°01'11" West 457.59 feet to the northerly right of way line of Tangerine Road;

thence along said northerly right of way line of Tangerine Road North 84°46'30" East 66.30 feet;

thence continuing along said northerly right of way line from a Local Tangent Bearing of North 07°25'39" West along a curve to the Left having a radius of 1075.00 feet, a length of 14.33 feet;

(continued) EXHIBIT "A" PAGE 2

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thence continuing along said northerly right of way line of Tangerine Road North 83°03'47" East 443.16 feet to the POINT OF BEGINNING;

thence departing said northerly right of way line, North 43°43'51" East 190.00 feet;

thence South 28°52"38" East 129.83 feet to said northerly right of way line of Tangerine Road;

thence along said northerly right of way line South 83°03'47" West 195.47 feet to the POINT OF BEGINNING.

Roadway easement contains 11,770 square feet, more or less.

GRANTOR RESERVES unto the public and various utility companies, easements for existing utilities, if any, within the above described property, in accordance with Arizona Revised Statute 28-7210. Access to the existing utilities will be by way of what exists at the time of this conveyance and shall be the responsibility of the Grantee herein and of the public or utility companies to show where that access is located.

EXHIBIT "A" PAGE 3

| PROJECT: 989 PM 035 H0757 | SECTION: 1st Avenue - U.S.89 | PARCEL: L-T-013 |
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Katie Hobbs, Governor Jennifer Toth, Director Greg Byres, Deputy Director for Transportation/State Engineer Steve Boschen, Division Director Iqbal Hossain, PE, Group Manager

205 S. 17th Ave. Room: 331 Mail Drop: 612E Phoenix, AZ 85007

August 17, 2023

Steven Cole Southwest Appraisal Associates, Inc P.O. Box 16156 Tucson, AZ. 85732-6156

RE: Appraisal Assignment No.: JW-23-028 PROJECT: M6975 01X HIGHWAY: TANGERINI SECTION: First Avenu PARCEL: L-T-013

M6975 01X TANGERINE ROAD HIGHWAY First Avenue - U.S. 89 L-T-013

Dear Steven Cole:

You are hereby requested to provide your fee quote to prepare an appraisal for the referenced parcel. Your appraisal report will need to reflect the market value using the current date of valuation, and be prepared in accordance with terms of this task; the ADOT Right of Way Procedures Manual Project Management Section Chapters Three and Four; The Federal Highway Administration (FHWA) Uniform Act, 49 CFR Part 24; the current edition of the Uniform Standards of Professional Appraisal Practice (USPAP) guidelines at the time of your valuation; and the enclosed scope of work and provided information.

The purpose of the appraisal report is to estimate the market value of the fee simple estate of the acquisition and its effect to the remaining property. The intended use of the appraisal report is to utilize value estimates to assist in decisions regarding the possible sale or disposal.

ADOT Procurement Group will issue a Purchase Order that will be your notice to proceed with the appraisal assignment. You may contact the property owners to arrange for the property inspection after you receive your notice to proceed from procurement. Inspection dates/times must be provided at least seven calendar days prior to inspection to the Property Owner and emailed to Vanessa Nunez (VNunez@AZDOT.GOV); Jim Walcutt (JWalcutt@AZDOT.GOV); Robert Jeffery (RJeffery@AZDOT.GOV); and Timothy O'Connell (TO'Connell@AZDOT.GOV). + CINDY W IEAAC (WIENER & AZDOT.GOV); Connell (TO'Connell@AZDOT.GOV).

Please direct any questions regarding this appraisal assignment to Jim Walcutt, (520-591-7923, JWalcutt@AZDOT.GOV), ADOT R/W Review Appraiser. All changes must be in writing to prevent any miscommunications.

Additional information regarding the parcel is as follows:

Type of Report: Type of Property: Scope Notes: Appraisal VACANT LAND This is excess vacant land and Market Vule is required.

ARIZONA DEPARTMENT OF TRANSPORTATION 206 S. 17th Ave. | Phoenix, AZ 85007 | azdot.gov The FHWA is to be named as an intended user of the appraisal. The appraisal report must include the ADOT Certificate of Appraiser immediately following the Auditing Breakdown section of the report. The addenda to the report is to include a current copy of the appraiser's State of Arizona Certified General Real Estate Appraiser license, a copy of the owner contact correspondence including Owner Contact Report Form(s), and a copy of the signed procurement purchase order.

Appraisal Contractor agrees that within any particular project wherein Contractor has provided appraisal or consulting services to ADOT, no other appraisal services may be provided to other clients/property owners in this project, without the written approval of ADOT. Any hypothetical assumptions, extraordinary limiting condition or jurisdictional exceptions of the appraisal must be pre-approved by the Review Appraiser prior to submittal of the appraisal report and identified in the appraisal report.

In the course of the appraisal assignment due diligence, if it is discovered that the property ownership has transferred to any entity other than that noted in the ADOT Title report, the Review Appraiser must be notified immediately. A new Title Report and Ownership Record Sheet will then be ordered for inclusion in the appraisal report.

Please note that there are changes to civil expert disclosure and discovery rules effective July 1, 2018. Please update your qualifications in the appraisal report to list all other cases in which you have testified as an expert witness at a hearing or trial during the previous four years.

A complete initial appraisal report in an electronic PDF file format is to be submitted by e-mail to the review appraiser by the appraisal due date. All subsequent appraisal report iterations are also to be e-mailed to the review appraiser. Within 5 business days after ADOT approves the acceptability for the initial report submittal, the Appraiser will deliver an electronic PDF file and four (4) bound color copies of the final report. The submitted final hard copies of the appraisal report are to include, a CD with a PDF copy of the appraisal report with the following naming convention:

ADOT Parcel # Owner Name - (Appraisal Firm Name) - Date of Value - Date of Appraisal Report, eg; Owner Name - (Appraisal Firm) DOV xx-xx-2020 DOR xx-xx-2020.

The appraisal report package is to be addressed to ADOT Right of Way Operations - Appraisal, ADOT Mail Room, 1655 W. Jackson Street, Phoenix, AZ 85007. Packages must be marked <u>Time Sensitive or</u> Urgent. If a delivery service is utilized, a confirmation notice is to be e-mailed to the review appraiser.

Please complete the last page of this bid request with your quote and email to RightofWayContracts@azdot.gov no later than 5:00 p.m. on August 22, 2023.

Sincerely, Jim Walcutt R/W Project Management Section

Enclosure(s) cc: Esther Valencia, R/W Contracts Section

> ARIZONA DEPARTMENT OF TRANSPORTATION 206 S. 17th Ave. | Phoenix, AZ 85007 | azdot.gov