

**AN APPRAISAL REPORT**

**OF**

**A VACANT RESIDENTIAL LOT**

**LOCATED ON THE SOUTH SIDE OF SECOND STREET, WEST OF  
FOURTH AVENUE, ARIVACA, PIMA COUNTY, ARIZONA**

**FOR**

**PIMA COUNTY PUBLIC WORKS  
REAL PROPERTY SERVICES  
MR. JEFF TEPLITSKY**

**OWNERSHIP: PIMA COUNTY  
TAX PARCEL NUMBER: 302-29-0530  
SECTION 28, TOWNSHIP 21 SOUTH, RANGE 10 EAST**

**EFFECTIVE DATE OF APPRAISAL**

**OCTOBER 9, 2021**

**BAKER, PETERSON, BAKER & ASSOCIATES, INC.**  
*Tucson, Arizona*

BAKER, PETERSON, BAKER & ASSOCIATES, INC.

REAL ESTATE APPRAISERS - CONSULTANTS

4547 E. FT. LOWELL ROAD • SUITE 401 • TUCSON, AZ 85712

(520) 881-1700 • 1-800-204-1700

FAX (520) 325-3108

www.bakerpeterson.com

• Over 40 Years of Service •

October 29, 2021

Mr. Jeffrey Teplitsky  
Pima County Public Works  
Real Property Services  
201 North Stone Avenue, Sixth Floor  
Tucson, Arizona 85701-1207

RE: An appraisal report of a vacant residential lot containing 12,206 square feet,  
located on the south side of Second Street, west of Fourth Avenue, Arivaca,  
Pima County, Arizona

<i>Ownership:</i>	Pima County
<i>Tax Parcel No.:</i>	302-29-0530
<i>Effective Date of Appraisal:</i>	October 9, 2021
<i>Date of Report:</i>	October 29, 2021

Dear Mr. Teplitsky:

In response to your authorization, I have conducted the required inspection, gathered the necessary data, and made certain analyses that have enabled me to form an opinion of the market value of the fee simple interest in the above-named property.

This report is intended for use only by the intended user, Mr. Jeffrey Teplitsky, Pima County Public Works, Real Property Services, and its designees. Use of this report by others is not intended by the appraiser. This report is intended only for use in a potential disposition of the subject property. It is not intended for any other use.

I have formed the opinion that, as of the effective date of appraisal, October 9, 2021, in its condition, based on a three to nine month market period, and subject to the assumptions and limiting conditions set forth in the report, the subject property has a market value of:

EIGHT THOUSAND TWO HUNDRED DOLLARS  
(\$8,200)

This is an appraisal report which is intended to comply with the reporting requirements set forth under Standards Rule 2-2(a) of the Uniform Standards of Professional Appraisal practice for an Appraisal Report (USPAP). As such, it presents only summary discussions of the data, reasoning, and analyses that were used in the appraisal process to develop the appraiser's opinion of value. Supporting documentation concerning the data, reasoning, and analyses is retained in the appraiser's file. The depth of discussion contained in this report is specific to the needs of the client and for the intended use stated above. The appraiser is not responsible for unauthorized use of this report.

Respectfully submitted,

A handwritten signature in blue ink, appearing to read 'T. Baker', with a long horizontal flourish extending to the right.

Thomas A. Baker, MAI, SRA  
Certified General Real Estate Appraiser  
Certificate Number 30139  
Designated Supervisory Appraiser  
Registration Number DS0007

C218053

## TABLE OF CONTENTS

PART I - GENERAL INFORMATION .....	2
Legal Description.....	2
Ownership .....	2
Intended Use of Report .....	3
PART II - SCOPE OF THE APPRAISAL .....	5
PART III - DESCRIPTION OF REAL ESTATE APPRAISED .....	7
Tucson Overview .....	7
Market Area .....	14
Site Description.....	14
Zoning .....	15
Highest and Best Use .....	20
PART IV - VALUATION OF PROPERTY .....	22
Sales Comparison Approach.....	22
PART V - ASSUMPTIONS AND LIMITING CONDITIONS .....	39
PART VI - CERTIFICATION.....	43
PART VI - EXHIBITS.....	45

## **PART I - GENERAL INFORMATION**

### **CLIENT**

Pima County Real Property Services

### **APPRAISER:**

Thomas A. Baker, MAI, SRA  
Certified General Real Estate Appraiser  
Certificate Number 30139

Baker, Peterson, Baker & Associates, Inc.  
4547 East Fort Lowell Road, Suite 401  
Tucson, Arizona 85712

### **SUBJECT PROPERTY:**

The subject property is located on the south side of Second Street, west of Fourth Avenue, Arivaca, Pima County, Arizona. The subject of this appraisal is a vacant residential lot totaling 12,206 square feet, according to the Pima County Assessor.

### **LAND AREA:**

12,206 square feet, or 0.28 acres (Per Pima County Assessor).

### **ZONING:**

GR-1, Pima County.

### **TAX PARCEL NUMBER:**

302-29-0530

### **LEGAL DESCRIPTION:**

Lots 4, 51 and 6, Block 9 of the revised plat of the Townsite of Arivaca, Pima County, Arizona.

### **OWNERSHIP:**

According to public records of the Pima County Assessor, title to the subject property is in the name of Pima County, according to a deed recorded in Sequence 20130070405, dated January 7, 2013.

### **SALES HISTORY:**

No known sales of the subject property have occurred within the last three years. No current listings, options, or agreements of sale of the subject property were discovered in the course of this analysis.

**FULL CASH VALUE:**

\$7,000 (2021)

\$7,000 (2022)

The development of full cash values is based on mass appraisal models as set by the State of Arizona. They are for tax assessment purposes only and cannot be equated with market value as utilized in this appraisal. Thus, they serve only as a point of comparison with other properties.

**LIMITED CASH VALUE:**

\$5,209 (2021)

\$5,469 (2022)

Limited Cash Value is the basis for primary property taxes. It is a legislatively established value based on a mathematical formula that limits the amount of increase in any given year.

**REAL ESTATE TAXES:**

There are currently no real estate taxes as the property is currently owned by a government entity.

Real estate taxes are a combination of a primary tax, which is the primary tax rate applied to the limited cash value and divided by 100, plus the secondary tax, which is the secondary tax rate applied to the full cash value and divided by 100. The primary and secondary tax rates are an aggregate of various tax rates set by various jurisdictions.

**DELINQUENT TAXES:**

None

**INTENDED USE OF REPORT:**

This report is intended for use only by the intended user, Mr. Jeffrey Teplitsky, Pima County Public Works, Real Property Services, and its designees. Use of this report by others is not intended by the appraiser. This report is intended only for use in a potential disposition of the subject property. It is not intended for any other use.

**INTEREST APPRAISED:**

Fee simple interest in the total property. *Fee Simple Interest*, as defined in The Dictionary of Real Estate Appraisal, Sixth Edition, Appraisal Institute, 2015, page 90, is "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."

**MARKET VALUE DEFINITION:**

*Market value*, as utilized in this appraisal, and as defined in The Appraisal of Real Estate, 15th Edition, published by the Appraisal Institute, 2020, page 48, is:

The most probable price, as of a specified date, in cash, or in terms equivalent to cash, or in other precisely revealed terms, for which the specified property rights should sell after reasonable exposure in a competitive market under all conditions requisite to a fair sale, with the buyer and seller each acting prudently, knowledgeably, and for self-interest, and assuming that neither is under undue duress.

**EFFECTIVE DATE OF APPRAISAL:**

October 9, 2021

**DATE OF INSPECTION:**

October 9, 2021.

**ASSUMPTIONS AND LIMITING CONDITIONS:**

Subject to those assumptions and limiting conditions contained in the "*Assumptions and Limiting Conditions*" section of this report.

## PART II - SCOPE OF THE APPRAISAL

Scope of work is identified by USPAP as the "amount and type of information researched and the analysis applied in an assignment." According to the scope of work rule as defined by USPAP, "For each appraisal, appraisal review, and appraisal consulting assignment, an appraiser must:

- 1) identify the problem to be solved;
- 2) determine and perform the scope of work necessary to develop credible assignment results; and
- 3) disclose the scope of work in the report."

This appraisal assignment has been completed in response to authorization by Mr. Jeffrey Teplitsky for Pima County Real Property Services, in a contract executed by Ms. Sara R. Baker, MAI, SRA for Baker, Peterson, Baker and Associates, Inc. The assignment includes appraisal of the property herein described, and the preparation of a report which describes the property being appraised, analyzes appropriate data, and offers an opinion of the market value of the property as of the effective date specified in the report. The appraisal is prepared and reported according to the Uniform Standards of Professional Appraisal Practice of The Appraisal Foundation, the Code of Ethics and the Standards of Professional Practice of the Appraisal Institute, the standards of Title XI of the Federal Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA), and to those specifications provided by Pima County.

This report is intended for use only by the intended user, Mr. Jeffrey Teplitsky, Pima County Public Works, Real Property Services, and its designees. Use of this report by others is not intended by the appraiser. This report is intended only for use in a potential disposition of the subject property. It is not intended for any other use. The purpose of the appraisal is to estimate the market value in fee simple interest of a specific property which has been previously identified in this report, and is referred to as the subject property, the subject, or the property.

The exact nature of, and interest in, the subject property is defined elsewhere in this report. The appraisal provides an opinion of the market value of the subject property using the sales comparison approach, which is defined in the report. In completing this assignment, the appraiser inspected and photographed the subject property, reviewed and confirmed data relative to metropolitan Tucson (from economic and demographic data, including COMPS® Commercial Property Information Services, Real Estate Daily Comps, Tucson Multiple Listing Service (MLS), and the Pima County Real Estate Research Council), the neighborhood and the site.

An opinion of the "highest and best use" of the property was formed, utilizing resources to identify such factors as land use, supply and demand, governmental requirements, environmental concerns, and economic elements, present and anticipated, which may impact upon the marketability of the property.



In the sales comparison approach, there was a thorough search for sale and listing data considered directly competitive to the subject property. This data was confirmed with one or more parties related to the transaction and (in the case of sales) by review of deeds and records of the Pima County Assessor. The analysis then compared each sale considered a reliable indicator of the value to the subject property in terms of those factors which were superior to the subject, inferior to the subject, and equal or offsetting.

The cost approach is not applicable as this is a vacant lot. The income approach is not applicable as this type of lot is typically not leased.

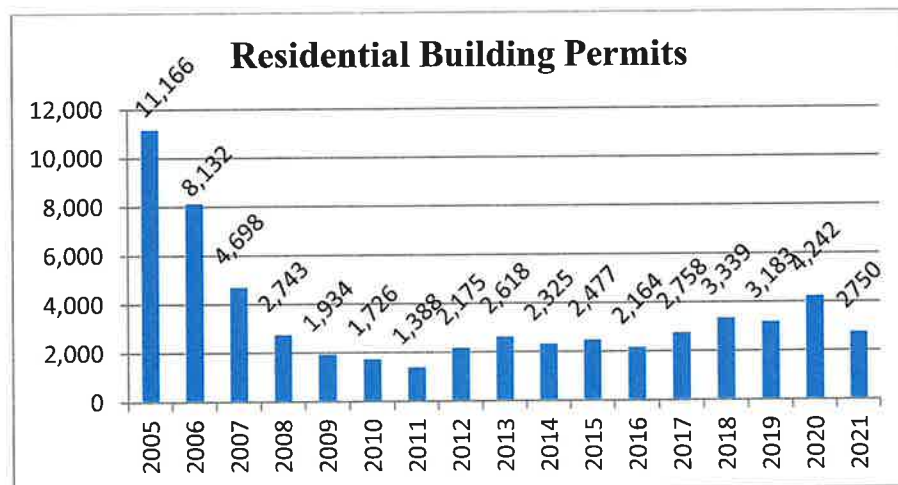
The sales comparison approach provided an opinion of the market value of the subject property to arrive at a final opinion of market value. To develop the opinion of value, the appraiser performed an appraisal process as defined by the Uniform Standards of Professional Appraisal Practice. This appraisal report is a brief recapitulation of the appraiser's data, analyses, and conclusions. The appraiser's file retains supporting documentation.

### PART III - DESCRIPTION OF REAL ESTATE APPRAISED

#### TUCSON OVERVIEW:

Tucson is Arizona's second largest city and the "hub" of commerce in southeastern Arizona. According to the MAP AZ dashboard, in 2020, the estimated population of the Tucson metropolitan area was 1,044,675 persons, while the 2020 US Census indicated the population of the City of Tucson was 542,629.

Starting in 2006, fewer single-family residential permits were issued due to the oversupply of lots and residential homes on the market at that time. According to the United States Census Bureau, Building Permits Survey, the number of single-family residential permits declined through 2011. There was limited new single-family construction since 2008, with the decline continuing through 2011, with a small increase in 2012. The number of permits remained mostly stable with some slight variations since 2013, and increased slightly in 2017 and again in 2018. The number of permits was mostly stable in 2019 but increased somewhat in 2020. The 2021 data is through June 2021. There is currently strong demand for residential properties due to low interest rates and low inventory.



Overall, housing permits and sales had been increasing and a period of substantial growth occurred during 2004 and 2005 with unprecedented price increases experienced for most areas of Tucson. Building permit activity declined steadily in the Tucson Metropolitan area from a peak in 2005 of 11,166 to a low of 1,388 in 2011 for all new single-family residential construction residential building permits, according to the United States Census Bureau, Building Permits Survey. This was due in part to the difficulty in obtaining financing and, to a larger extent, a decrease in demand from primary home buyers and speculative home purchases by out of state buyers and an oversupply of available homes on the market, resulting in declining home prices. The number of housing permits increased slightly in 2012 and 2013 and then remained relatively stable. In recent years, the number of permits has remained mostly stable with a slight increase in 2017 and 2018 and was mostly stable in 2019. Most recently, there was an increase in 2020. There is currently strong demand for residential houses due to low interest rates and low inventory.

### **Office Market**

Overall, the Pima County *office market* experienced net negative absorption of 82,429 square feet in the Second Quarter of 2021, according to *CoStar*. This compares to net negative absorption of 290 square feet in the First Quarter 2021, net positive absorption of 82,836 square feet in the Fourth Quarter of 2020, net negative absorption of 41,161 square feet in the Third Quarter of 2020, net negative absorption of 50,593 square feet in the Second Quarter of 2020, net negative absorption of 65,559 square feet in the First Quarter of 2020, net negative absorption of 96,382 square feet in the Fourth Quarter of 2019, net positive absorption of 226,846 square feet in the Third Quarter of 2019, net positive absorption of 106,764 in the Second Quarter of 2019, net positive absorption of 246,091 in the First Quarter of 2019, net negative absorption of 31,248 square feet in the Fourth Quarter of 2018, and net positive absorption of 82,238 square feet in the Third Quarter of 2018.

Three new buildings containing 64,037 square feet were completed in the Second Quarter 2021. This compares to three new buildings containing 120,000 square feet in the First Quarter 2021, one new building containing 50,000 square feet in the Fourth Quarter 2020, one new building containing 55,000 square feet in the Third Quarter 2020, two new buildings containing 42,000 square feet in the Second Quarter 2020, three new buildings containing 45,085 square feet in the First Quarter 2020, three new buildings containing 38,802 square feet in the Fourth Quarter 2019, two new buildings containing 206,737 in the Third Quarter 2019, one new buildings containing 266,300 square feet in the Second Quarter 2019, four new buildings totalling 235,300 square feet in the First Quarter 2019, one new building containing 14,952 square feet in the Fourth Quarter 2018, and four new buildings containing 57,516 square feet in the Third Quarter 2018.

The following figure shows trends in the vacancy rates for office properties in Pima County between 2006 and the Second Quarter 2021. The vacancy rate increased until late 2013 and then declined through 2017. The vacancy rate remained mostly stable in 2018 and the first part of 2019 before increasing at the end of 2019 through the third quarter of 2020. The vacancy rate increased slightly in the first half of 2021.



The stable but higher overall annual vacancy rate indicates an office market which is coupled to the overall stable but slow real estate market. There was a decline in demand for owner/user office buildings, which had made up a majority of office sales in 2006 and 2007. Market conditions stabilized in 2013 and remained slow but stable through 2019. Market conditions for office properties had started to slowly improve, primarily for office properties in high demand areas and newer office buildings in good condition. Demand remained lower for older office buildings. It is uncertain if there will be long-term effects from the Covid-19 pandemic on the office market. It is not yet known if work from home will remain in demand, permanently impacting office trends and demand.

### ***Retail Market***

*Retail* space had maintained more constant levels of growth and absorption, with decreasing vacancy rates observed prior to mid-2007. In general, the market turned down starting at the end of 2007. Some signs for a decline in market conditions includes contracts cancelled, development projects put on hold with reasons including reduced demand and increased competition of other developments coming out of the ground, offers and counter offers at considerably below the listing price, listings being repriced at lower levels, existing tenants looking for rental relief, businesses closing their stores and vacating the premises, and excess developed land without demand. In recent years, demand had increased for many types of retail properties and remained stable for less desirable retail uses. In March 2020, the Covid-19 pandemic impacted the world. After pausing in the immediate emergence of Covid-19, demand has again increased for many retail property types but continues to be stable for uses and areas of less demand.

There was net negative absorption of 38,035 in the Second Quarter 2021, according to CoStar. This compares to net positive absorption of 117,136 square feet in the First Quarter 2021, net positive absorption of 24,943 in the Fourth Quarter 2020, net negative absorption of 291,966 in the Third Quarter 2020, net positive absorption of 120,684 square feet in the Second Quarter 2020, net negative absorption of 4,317 square feet in the First Quarter 2020, net positive absorption of 98,239 square feet in the Fourth Quarter 2019, net negative absorption of 36,616 square feet in the Third Quarter 2019, net positive absorption of 79,016 square feet in the Second Quarter 2019, and net negative absorption of 178,587 square feet in the First Quarter 2019.

In the Second Quarter 2021, five new buildings containing 14,260 square feet were completed. This compares to nine new buildings containing 45,269 square feet in the First Quarter 2021, three new buildings containing 30,648 square feet in the Fourth Quarter 2020, eight new buildings containing 33,590 square feet in the Third Quarter 2020, eleven new buildings containing 75,681 square feet in the Second Quarter 2020, 14 new buildings containing 72,333 square feet in the First Quarter of 2020, eight new buildings containing 41,885 square feet in the Fourth Quarter of 2019, 15 new buildings containing 89,236 square feet in the Third Quarter of 2019, eight new buildings containing 27,078 square feet in the Second Quarter of 2019, nine new buildings containing 83,949 square feet in the First Quarter of 2019, nine new buildings containing 114,424 square feet in the Fourth Quarter of 2018, and fifteen new buildings containing 187,455 square feet in the Third Quarter 2018.

The following shows trends in the vacancy rate for retail properties in the Tucson market through the Second Quarter 2021, according to *Costar*.



This chart shows that the vacancy rate for retail properties increased through mid-2012. The retail vacancy rate declined since that time. Most recently, there was a decline though 2018, with a slight increase in the vacancy rate from late 2018 through the first quarter of 2020. The retail vacancy rate declined slightly in late 2020 and first quarter 2021 before increasing slightly from 6.1% in first quarter 2021 to 6.2% in second quarter 2021. The retail market has stabilized from the uncertainty of the early Covid-19 pandemic. Prices and rents are stable or increasing in high demand areas or for high demand property types, although there remains little demand for older retail properties in low demand areas.

### ***Industrial Market***

Tucson experienced rapid *industrial* growth from the late 70's to the mid-80s. There has been limited new industrial/flex space constructed recently in Tucson, with no new buildings completed in Second Quarter 2021, one new building containing 12,237 square feet completed in the First Quarter 2021, one new building containing 5,473 square feet completed in the Fourth Quarter 2020, no new buildings completed in the Third Quarter 2020, one new building containing 32,000 square feet completed in the Second Quarter 2020, no new buildings in the First Quarter 2020, one new building containing 157,000 square feet completed in the Fourth Quarter 2019, three new buildings containing 277,634 square feet in the Third Quarter 2019, two new buildings containing 906,900 square feet in the Second Quarter 2019, and no new buildings completed in the First Quarter 2019, the Fourth Quarter 2018, or the Third Quarter 2018, according to *CoStar*. Many of the recently constructed buildings are larger buildings constructed for a specific user.

There was net positive absorption of 173,067 square feet in the Second Quarter 2021. This compares to net positive absorption of 341,936 square feet in the First Quarter 2021, net positive absorption of 327,600 square feet in the Fourth Quarter 2020, net negative absorption of 79,766 square feet in the Third Quarter 2020, net negative absorption of 122,325 square feet in the Second Quarter 2020, net negative absorption of 31,199 square feet in the First Quarter 2020, net negative absorption of 57,313 square feet in the Fourth

Quarter 2019, net negative absorption of 394,068 square feet in the Third Quarter 2019, net positive absorption of 1,090,281 square feet in the Second Quarter 2019, net negative absorption of 25,330 square feet in the First Quarter 2019, net positive absorption of 70,596 square feet in the Fourth Quarter 2018, and net positive absorption of 371,182 square feet in the Third Quarter 2018, according to *CoStar*.

The following chart shows trends in the industrial/flex vacancy rate in Tucson from 2006 through Second Quarter 2021, according to *CoStar*.



Overall, the industrial vacancy rate increased through mid-2012. The vacancy rate declined from late 2012 through the first part of 2019 before increasing somewhat through mid-2020 before declining again through mid-2021. There continues to be a large supply of fully zoned and improved industrial lots available in the Tucson market with limited demand in the current market. In March 2020, the Covid-19 pandemic led to a shutdown of many businesses; however, the industrial market has not been significantly impacted and demand for many industrial uses has increased in the last year. There may potentially be long-term impacts due to changing demand for warehouses and cold storage due to potential changes in supply chains and delivery and storage models.



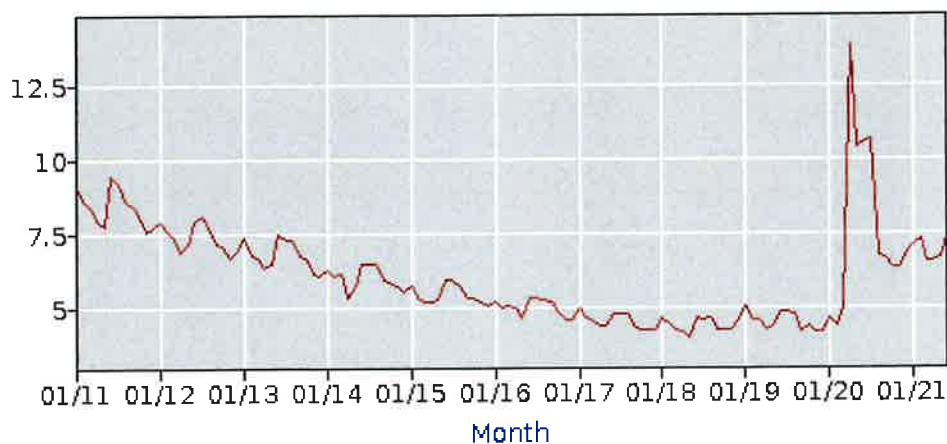
### ***Multi-Family Market***

The following is the stabilized vacancy rate for apartments in Tucson from 2006 through the Second Quarter 2021. Vacancy rates for apartment properties in the Tucson Metropolitan area peaked in 2009 before slowly declining, with that decline continuing in the first half of 2021.



There has been limited demand for new construction, with the exception of student housing projects and some larger high-end Class A apartment complexes with many amenities. Market conditions for multi-family properties has increased significantly since mid-2020, with increasing rents, decreasing vacancy rates, and increased sales prices.

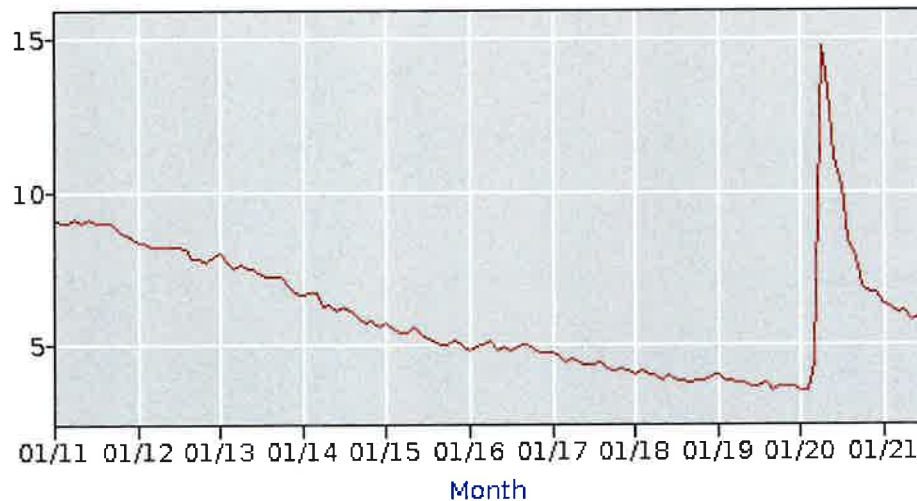
According to the Bureau of Labor Statistics, the (not seasonally adjusted) unemployment rate for metropolitan Tucson was as follows:



This data shows that the unemployment rate in the Tucson metropolitan area had slowly been declining since early 2011. There was a slow steady decline in the unemployment rate over several years. However, the unemployment rate (not seasonally adjusted) was stable in 2019 with an increase early in the year. Due to the shutdown of many businesses due to Covid-19,

unemployment began to increase significantly in mid-March 2020. The unadjusted unemployment rate peaked at 13.9% in April 2020 and declined to 10.4% in May 2020. After another increase to 10.7% in July 2020, there was a decline to 6.8% in August 2020. In October 2020 the unemployment rate was 6.4%. The unemployment rate was 7.1% in January 2021 and then declined to 6.6% in April 2021 with a slight increase to 6.7% in May 2021. The unemployment rate has been generally stable with some variations since that time. Areas with significant increases in unemployment include hospitality, restaurant, and retail jobs, although many job categories have seen increases in unemployment. It is uncertain how long it will take employment in these sectors to fully recover.

According to the United States Department of Labor, Bureau of Labor Statistics, the national seasonally adjusted unemployment rate also increased through late 2009. The unemployment rate remained high and started to decline slowly in late 2010. The unemployment rate has declined and is below 2007 levels. The seasonally adjusted unemployment rate was 3.5% in February 2020 and 4.4% in March 2020. This increased to a peak of 14.8% in April 2020, then declined slightly to 13.3% in May 2020 and 10.2% in July 2020. The unemployment rate declined to 8.4% in August 2020 and 6.9% in October 2020. The unemployment rate declined to 6.3% in January 2021, 6.1% in April 2021, and 5.4% in July 2021.



Overall, the commercial real estate markets reveal that in early to mid-2020, most investors held a cautionary outlook due to the uncertainty of the government conditions and Covid-19. Market conditions have improved for many property types since that time, starting as early as mid-2020. Market conditions were uncertain for some commercial property types, while demand remained for other property types that are less impacted by Covid-19. Market conditions for single-family and multi-family properties has increased significantly in that time frame, while demand for many commercial uses, particularly those most impacted by Covid-19, were uncertain and stable for longer. In the short term, market conditions for some property types remained uncertain. Demand still remains slow for commercial uses in areas of less demand and with certain older properties, while many commercial uses have been seeing increased demand. The long-term result should be a more balanced level of supply and demand - more conducive to steady long-term development. Factors such as climate, health and educational facilities, and the availability of housing are positive influences which will result in long-term economic growth for metropolitan Tucson.



**MARKET AREA:**

The subject market area is a rural area consisting of residences on large tracts of land located in the community known as Arivaca, Arizona. Arivaca is an unincorporated community within Pima County and is located approximately 65 miles southwest of the central business district of Tucson, Arizona. As of the 2010 census, the Arivaca CDP (Census-Designated Place) has an estimated population of 695 people. Limited services are available. The subject market area is that area located south of Green Valley and north of the Santa Cruz County line, between State Highway 286 (Sasabe Highway) on the west and Interstate-19 on the east. The neighborhood consists of mostly vacant land, with much of this vacant land under state ownership. Portions of this state owned land area leased to the owners of Marley Ranch as grazing land. There is limited development in the area, with some development along I-19 in the northern portion of the neighborhood. This development consists of mostly single family residential development with limited commercial development. There are some commercial uses located along Arivaca Road, Push Street, Fifth Street, and Sixth Street. Access to the neighborhood is considered adequate.

The immediate area of the subject surrounding Arivaca has been developed with manufactured homes and some site built homes. Development has been gradually increasing in recent years and is considered to be somewhat stable. The market is expected to remain steady for the immediate future, with stable growth over the long term.

**SITE DESCRIPTION:**

The site is rectangular in shape with 69.75 feet of frontage on Second Street along the northern property line and a depth of 175 feet along the eastern and western property line. The property is located on the south side of Second Street, west of fourth Avenue. It contains a total area of 12,206 square feet (0.28 acres), per the Pima County Assessor. Second Street is a two-lane, dirt-graded, roadway. No traffic count is available for Second Street in the vicinity of this site. The topography is sloping slightly in a southerly direction. There is heavy natural vegetation on the site. Properties bordering the subject property include residential uses to the north, south, east, and west, and consist of a mix of site built homes, manufactured homes, as well as vacant lots. The Arivaca cemetery and some public uses are located one block south of the subject property.

Utilities available to the subject property include electric (Trico Electric), telephone (CenturyLink), and water (Arivaca Townsite Cooperative Water Company Inc.). Public Sewer is not available. Any developed of the site would require a septic system.

According to FEMA Flood Insurance Rate Map 04019C4650L dated June 16, 2011, the land is located in Zone X (unshaded) which are areas determined to be outside the 0.2 percent annual chance floodplain (see Exhibits). The property is in a seismic zone which is considered to have a low probability of seismic activity. There are no known easements or encumbrances that adversely affect the subject property.

**ZONING:**

The subject site is zoned GR-1 (Rural Residential), according to the Pima County Zoning Code. This classification is intended to encourage orderly residential growth in rural and semirural areas as well as to provide opportunities for semirural residential uses. In addition, this zone is intended to allow commercial development only where appropriate and necessary to serve the needs of the rural area.

The minimum distance between main buildings is 20 feet. Stock-tight fences and cattle guards must be maintained under certain conditions. Additional development standards under this classification include the following:

**GR-1 ZONING REQUIREMENTS**

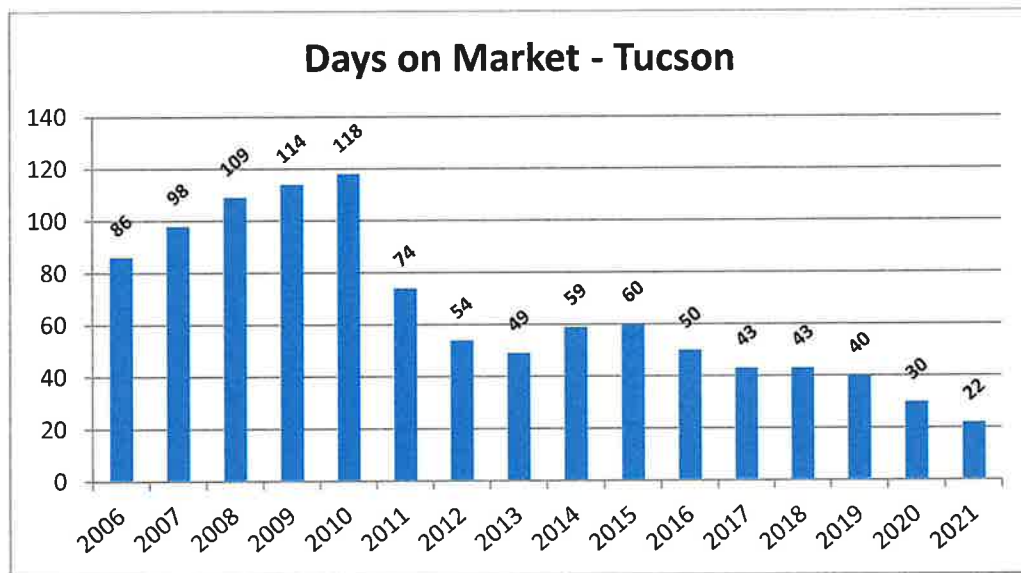
Min. Lot Area (SF)	Min. Area per Unit (SF)	Minimum Yards (feet)			Bldg. Height
		Front	Side	Rear	
36,000	36,000	30	10	40	34 feet

The subject property was originally platted in 1937 before zoning guidelines were established by Pima County, and is therefore considered to be grandfathered in by Pima County and would be allowed to be developed with a residential use which would also include installing a septic system. The subject property is surrounded by residential uses with a similar lot size.

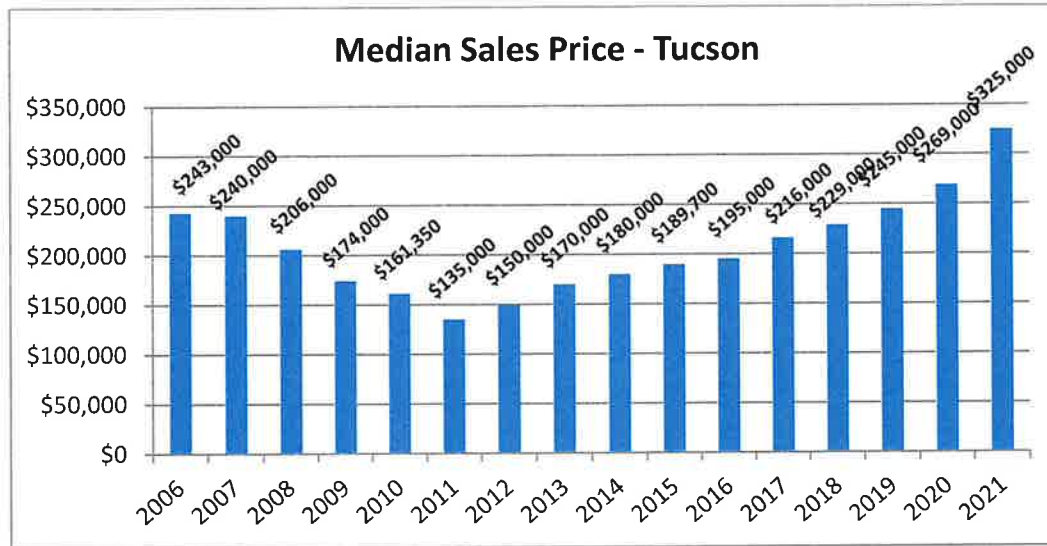
### MARKET PROFILE – RESIDENTIAL

Starting in mid-2006, the market began to slow, and this trend continued into 2007, with a further slowdown in 2008 through 2010. Prices for residential properties leveled off and then decreased in all market areas. The demand for homes began to decline and fewer homes were purchased. The median price for homes also declined during this time. From 2011, there has been a steady recovery in the residential housing market, in all market areas. Market conditions for single-family residences increased significantly starting in mid-2020 due to low interest rates and limited inventory.

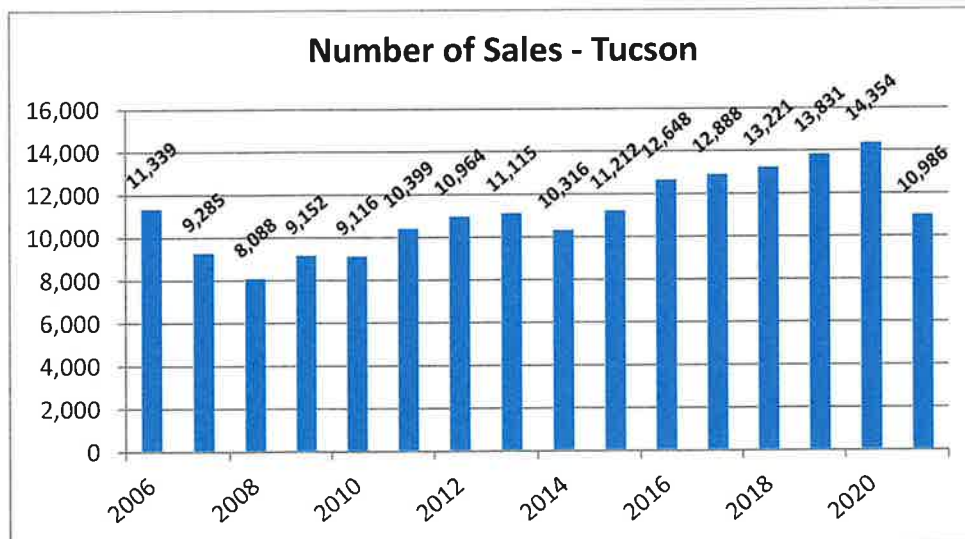
The following are the average number of days on market for single-family residences in the Tucson Market from 2006 through the third quarter of 2021, according to Multiple Listing Service (MLS). This data indicates that the average days on market for single-family residences increased from 2007 and peaked in 2010. Beginning in 2011, the number of days on market dropped significantly and was mostly stable from 2017 through 2019. The number of days on market decreased in 2020 and again in the first three quarters of 2021.



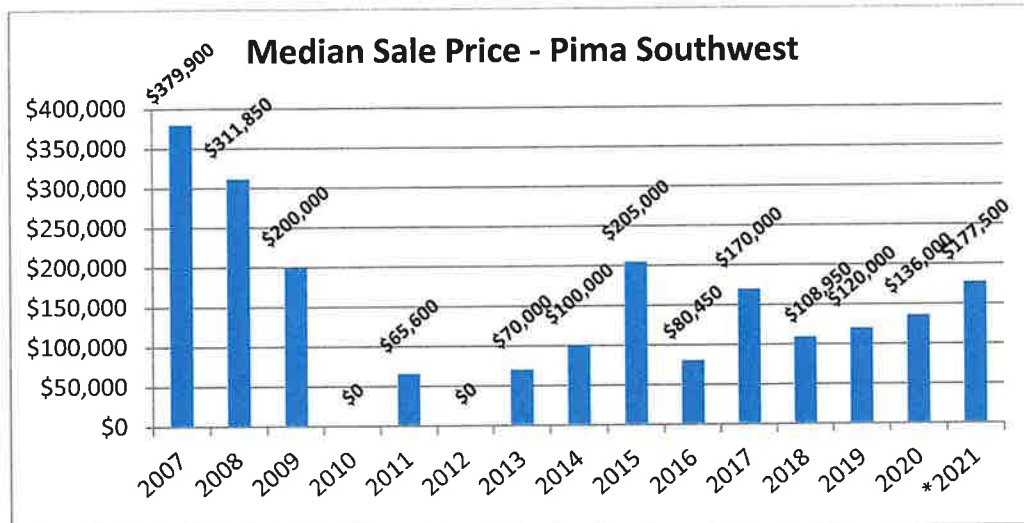
The following is the median sale price for single-family residences for the Tucson market from 2006 through the third quarter of 2021, according to MLS. The median sale price for single family residences declined yearly from 2007 through 2011. Beginning in 2011 the median sales price for single family residences in the Tucson market gradually increased on a year over year basis, continuing through the third quarter of 2021. The median sales price in Tucson has exceeded peak market levels from 2006. Prices have increased significantly since mid-2020 through the third quarter of 2021.



The following is the number of sales of single-family residences in the Tucson Market from 2006 through the third quarter of 2021, according to MLS. The number of sales declined from 2006 through 2008. Beginning in 2009, the number of sales began a gradual upward trend, which continued through 2020. Based on the data from the first three quarters of 2021, the trend in the number of sales in 2021 is similar to the previous year.

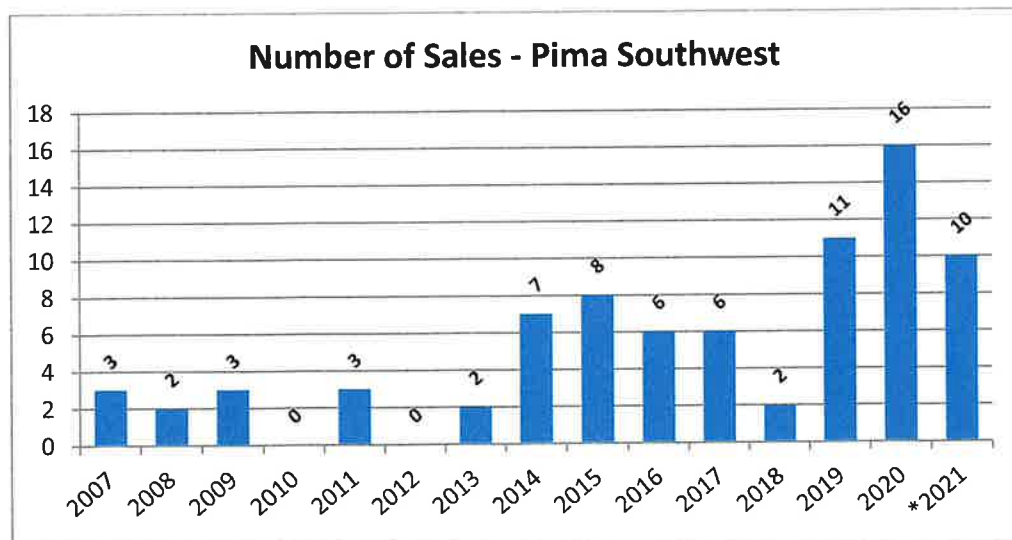


The following is the median sale price for single-family residences from 2007 through the third quarter of 2021 in the subject sector, Pima Southwest, according to MLS. This data indicates that the median sale price in the sector declined from 2007 through 2012, with no sales recorded in the sector during 2010 or 2012. From 2013 and the first quarter of 2018, the median sale price fluctuated due to the low number of sales in the sector. However, the median sales price has seen a steady increase from 2018 through the third quarter of 2021



*\*Third Quarter 2021*

The following is the number of sales of single-family residences from 2006 through the first quarter of 2019 in the subject sector, Pima Southwest, according to MLS. This data indicates that the number of sales in the sector has been very low between 2007 and 2018, with 2010, 2012 having no sales reported through MLS. 2019 and 2020 saw a significant increase in the number of sales from the previous years. The number of sales in the subject sector for 2021 is on track to exceed sales from 2019. It is undetermined if the number of sales in 2021 will decline, meet, or exceed the number of sales from the previous year.



*\*Third Quarter 2021*

Starting in 2006, fewer single-family residential permits were issued due to the oversupply of lots and residential homes on the market at that time. According to the United States Census Bureau, Building Permits Survey, the number of single-family residential permits declined through 2011. There was limited new single-family construction since 2008, with the decline continuing through 2011, with a small increase in 2012. The number of permits remained mostly stable with some slight variations since 2013, and increased slightly in 2017 and again in 2018. The number of permits was mostly stable in 2019 but increased somewhat in 2020. The 2021 data is through June 2021. There is currently strong demand for residential properties due to low interest rates and low inventory.

Residential market conditions have increasing for most home types. Prices for some types of homes, specifically in homes priced below \$300,000 had increased slowly starting in 2013, and prices have continued to increase. Increased demand due to low interest rates, the increase in available “remote” occupations, and a generally low amount of inventory for homes priced below \$300,000 continue to place upward pressure on home prices. This has increased in mid-2020 due to low interest rates and limited inventory, although it is unknown how long this will last. Prices have increased significantly, and at a rapid pace, since mid-2020 through the current time period of the third quarter of 2021. The long-term result should be a more balanced level of supply and demand - more conducive to steady long-term development. Factors such as climate, health and educational facilities, and the availability of housing are positive influences which will result in long-term economic growth for metropolitan Tucson.

**EXPOSURE/MARKETING TIME:**

*Marketing time*, as utilized in this appraisal, is defined as:

An opinion of the amount of time it might take to sell a real or personal property interest at the concluded market value level during the period immediately after the effective date of an appraisal. Marketing time differs from exposure time, which is always presumed to precede the effective date of an appraisal. <sup>1</sup>

The reasonable *exposure time* is the period a property is on the market until a sale is consummated and as utilized in this appraisal, is defined as:

The estimated length of time that the property interest being appraised 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; a retrospective opinion based on an analysis of past events assuming a competitive and open market. <sup>2</sup>

---

1. The Dictionary of Real Estate Appraisal (Appraisal Institute, Sixth Edition, 2015), p. 140

2. Ibid, p. 83

The reasonable exposure and marketing time is estimated to be three to nine months based on the sales used in this report and based on conversations with brokers familiar with properties similar to the subject property.

**HIGHEST AND BEST USE:**

The Sixth edition of The Dictionary of Real Estate Appraisal (Appraisal Institute; 2015, p. 109), defines highest and best use as:

The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity.

An analysis of market data supports the conclusion of highest and best use.

***Highest and Best Use as Vacant***

*Legal Considerations*

The subject site is zoned GR-1 (Rural Residential), according to the Pima County Zoning Code. This classification is intended to encourage orderly residential growth in rural and semirural areas as well as to provide opportunities for semirural residential uses. In addition, this zone is intended to allow commercial development only where appropriate and necessary to serve the needs of the rural area.

The subject property was originally platted in 1937 before the zoning guidelines were established by Pima County, and is therefore considered to be grandfathered in by Pima County and would be allowed to be developed with a residential use which would also include installing a septic system.

Therefore, the subject property could legally be developed with a manufactured home or a site built single family home.

*Physical Considerations*

The site is rectangular in shape with 69.75 feet of frontage on Second Street along the northern property line and a depth of 175 feet along the eastern and western property line. The property is located on the south side of Second Street, west of fourth Avenue. It contains a total area of 12,206 square feet (0.28 acres), per the Pima County Assessor. Second Street is a two-lane, dirt-graded, roadway. No traffic count is available for Second Street in the vicinity of this site. The topography is sloping slightly in a southernly direction. There is heavy natural vegetation on the site. Properties bordering the subject property include residential uses to the north, south, east, and west, and consist of a mix of site built homes, manufactured homes, as well as vacant lots. The Arivaca cemetery and some public uses are located one block south of the subject property.

Utilities available to the subject property include electric (Trico Electric), telephone (CenturyLink), and water (Arivaca Townsite Cooperative Water Company Inc.). Public Sewer is not available. And developed of the site would require a septic system.

According to FEMA Flood Insurance Rate Map 04019C4650L dated June 16, 2011, the land is located in Zone X (unshaded) which are areas determined to be outside the 0.2 percent annual chance floodplain. The property is in a seismic zone which is considered to have a low probability of seismic activity. There are no known easements or encumbrances that adversely affect the subject property.

The physical characteristics of the subject property would allow for development of a single-family residence on the property. The single family home would either be a manufactured home or a site built home.

#### *Financial Feasibility*

The subject property could be developed with a single-family residence. There is demand for single-family residences in the market. Due to this, there has been demand for new residential construction, with some lots purchased for immediate residential development. Therefore, the property would be developed with a residence. The residence would either be a manufacture home or a site built single family residence.

#### *Maximally Productive*

Therefore, the maximally productive highest and best use of the subject site is for development of a residence which would either be a manufactured home or a site built single family residence.



## PART IV - VALUATION OF PROPERTY

### SALES COMPARISON APPROACH

The sales comparison approach to value considers what a typical well-informed purchaser would pay for a property, based on an analysis of similar properties. This approach reflects the application of 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.

This approach analyzes sales and listings of properties similar to the subject. This analysis uses those sales most relevant as indicators of value of the subject property, making adjustments for dissimilarities such as terms of sale, site size, location, zoning, and utility. Sales used in this approach must contain these elements: 1) both parties are typically motivated; 2) both parties are well-informed; 3) a reasonable market exposure time is allowed; 4) payment is made in cash or its equivalent; and 5) financing reflects terms typically available, and not affected by special or unusual terms. The summary below illustrates the comparable sales used in this report.

**Table of Comparable Lot Sales**

Sale No.	Sale Date	Property Location	Sale Price	Site Size (Sq. Ft.)	Zoning
1.	06/16	North side of Calle Mapache, east of Fifth Avenue	\$5,000	20,344	GR-1
2.	04/18	Southwest corner of Second Street and Fifth Avenue	\$9,000	12,600	GR-1
3.	03/21	South side of Second Street, east of Fifth Avenue	\$5,000	8,138	GR-1
4.	10/21	North side of Calle Mapache, east of Fifth Avenue	\$11,000	20,473	GR-1
		Subject		12,206	GR-1

W 1st St

W Calle Mapacho

2nd St

3rd St

4th Ave

5th Ave

6th Ave

7th Ave

W Placer St

S Pusch St

S Gascon St

S Zelweger

S Proctor Ave

United Community Health Center at

1

2

3

4

**Sale 4:** North side of Calle Mapache, east of Fifth Avenue

## COMPARABLE LOT SALES

### LOT COMPARABLE NUMBER ONE (SALE)

ID: GR1 0220 8053

LOCATION: North side of Calle Mapache, east of Fifth Avenue

LEGAL DESCRIPTION: Lot 15-19, Block 4 of Revised Plat of the Townsite of Arivaca, Pima County, Arizona

STATE TAX PARCEL: 302-29-028B

RECORD DATA: Fee Number 20161690030

DATE OF SALE: June 17, 2016

SELLER: Hacklene Culling

BUYER: Russell G. Morales and Anne Christina Morales

CONFIRMED BY: Laura J Shermand, buyer's agent (520-490-9004)  
TFH; October, 2021

LOT DESCRIPTION: This site is a rectangular shaped lot with 116.25 feet of frontage on Calle Mapache along the southern property line. The lot has a depth of 175 feet along the eastern and western property line. The site contains a total area of 20,344 square feet. Calle Mapache is a two-lane, dirt graded roadway. There is no traffic count available for Calle Mapache in the vicinity of this site. The topography is sloping in a southernly direction. The site has good mountain views and is located on a hillside. Utilities available to the lot include electric and water. Public sewer is not available. Any development of the site would require a septic system. According to FEMA Flood Insurance Rate Map 04019C4650L, dated June 16, 2011, the lot is located in Zone X (unshaded) which are areas determined to be outside the 0.2 percent annual chance floodplain.

LOT SIZE: 20,344 square feet or 0.47 acres

ZONING: GR-1, Pima County

REPORTED SALE PRICE: \$5,000

MARKETING TIME: 447 days

TERMS OF SALE:	This is an all cash to the seller transaction
PRIOR SALE:	Records of the Pima County Assessor indicate that no transaction has occurred within three years of the date of valuation.
CONDITIONS OF SALE:	This sale is reported to have occurred under normal market conditions.
INTENDED USE:	Hold for investment with plans for future development



LOT COMPARABLE NUMBER TWO (SALE)

ID: GR1 0222 8053

LOCATION: Southwest corner of Second Street and Fifth Avenue

LEGAL DESCRIPTION: Lots 1, 2, and 3, Block 8 of Arivaca Townsite, Pima County, Arizona

STATE TAX PARCEL: 302-29-045B

RECORD DATA: Fee Number 20181170012

DATE OF SALE: April 27, 2018

SELLER: The Edwin W. Earl and Loretta L. Earl Joint Declaration of Trust dated June 28, 2007

BUYER: Karen E. Anderson

CONFIRMED BY: Tom J. Hostad, seller's agent (520-331-8132) TFH; October, 2021

LOT DESCRIPTION: This site is a rectangular shaped lot with 72 feet of frontage on Second Street along the northern property line and 175 feet of frontage on FIFTH Avenue along the eastern property line. The site contains a total area of 12,600 square feet. Second Street and Fifth Avenue are both two-lane, dirt-graded roadways. There is no traffic count available for Second Street or Fifth Avenue in the vicinity of this site. in the vicinity of this site. The topography is gently sloping in a southerly direction. Utilities available to the lot include electric and water. Public sewer is not available. Any development of the site would require a septic system. According to FEMA Flood Insurance Rate Map 04019C4650L, dated June 16, 2011, the lot is located in Zone X (unshaded) which are areas determined to be outside the 0.2 percent annual chance floodplain.

LOT SIZE: 12,600 square feet or 0.29 acres

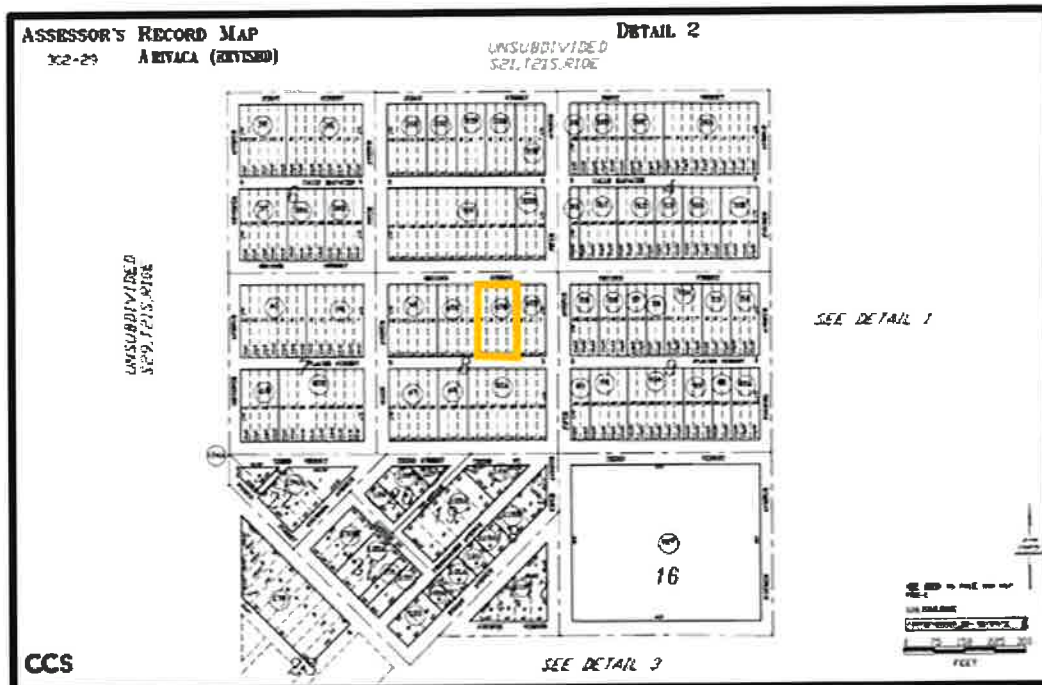
ZONING: GR-1, Pima County

REPORTED SALE PRICE: \$9,000

MARKETING TIME: 90 days

TERMS OF SALE:	This is an all cash to the seller transaction
PRIOR SALE:	Records of the Pima County Assessor indicate that no transaction has occurred within three years of the date of valuation.
CONDITIONS OF SALE:	This sale is reported to have occurred under normal market conditions.
INTENDED USE:	Purchased by the adjacent property owner to have as a buffer.







LOT COMPARABLE NUMBER THREE (SALE)

ID: GR1 0223 8053

LOCATION:	South side of Second Street, east of Fifth Avenue
LEGAL DESCRIPTION:	Lots 11 and 12, Block 9, Revised Townsite of Arivaca, Pima County, Arizona
STATE TAX PARCEL:	302-29-0560
RECORD DATA:	Fee Number 20210640283
DATE OF SALE:	March 5, 2021
SELLER:	Anne & Russell Morales
BUYER:	Mary Scott
CONFIRMED BY:	Affidavit
LOT DESCRIPTION:	<p>This site is a rectangular shaped lot with 46.50 feet of frontage on Second Street along the northern property line. The site has a depth of 175 feet along the eastern and western property line. The site contains a total area of 8,138 square feet. Second Street is two-lane, dirt-graded roadways. There is no traffic count available for Second Street in the vicinity of this site. The topography is sloping in a southerly direction. Utilities available to the lot include electric and water. Public sewer is not available. Any development of the site would require a septic system. According to FEMA Flood Insurance Rate Map 04019C4650L, dated June 16, 2011, the lot is located in Zone X (unshaded) which are areas determined to be outside the 0.2 percent annual chance floodplain.</p>
LOT SIZE:	8,138 square feet or 0.19 acres
ZONING:	GR-1, Pima County
REPORTED SALE PRICE:	\$5,000
MARKETING TIME:	None
TERMS OF SALE:	This is an all cash to the seller transaction

PRIOR SALE:

Records of the Pima County Assessor indicate that no transaction has occurred within three years of the date of valuation.

CONDITIONS OF SALE:

This was a direct sale between the buyer and seller, with no brokers involved and no commissions paid.

INTENDED USE:

Purchased by the adjacent property owner to have as a potential buffer.



LOT COMPARABLE NUMBER FOUR (SALE)

ID: GR1 0221 8053

LOCATION: North side of Calle Mapache, east of Fifth Avenue

LEGAL DESCRIPTION: Lot 15-19, Block 4 of Revised Plat of the Townsite of Arivaca, Pima County, Arizona

STATE TAX PARCEL: 302-29-028B

RECORD DATA: N/A

DATE OF SALE: October, 2021

SELLER: Russell G. Morales and Anne Christina Morales

BUYER: TBD

CONFIRMED BY: Laura J Shermant, seller's agent (520-490-9004)  
TFH; October, 2021

LOT DESCRIPTION: This site is a rectangular shaped lot with 116.25 feet of frontage on Calle Mapache along the southern property line. The lot has a depth of 175 feet along the eastern and western property line. The site contains a total area of 20,344 square feet. Calle Mapache is a two-lane, dirt graded roadway. There is no traffic count available for Calle Mapache in the vicinity of this site. The topography is sloping in a southerly direction. The site has good mountain views and is located on a hillside. Utilities available to the lot include electric and water. A water meter has been developed on the site. Public sewer is not available. Any development of the site would require a septic system. According to FEMA Flood Insurance Rate Map 04019C4650L, dated June 16, 2011, the lot is located in Zone X (unshaded) which are areas determined to be outside the 0.2 percent annual chance floodplain.

LOT SIZE: 20,344 square feet or 0.47 acres

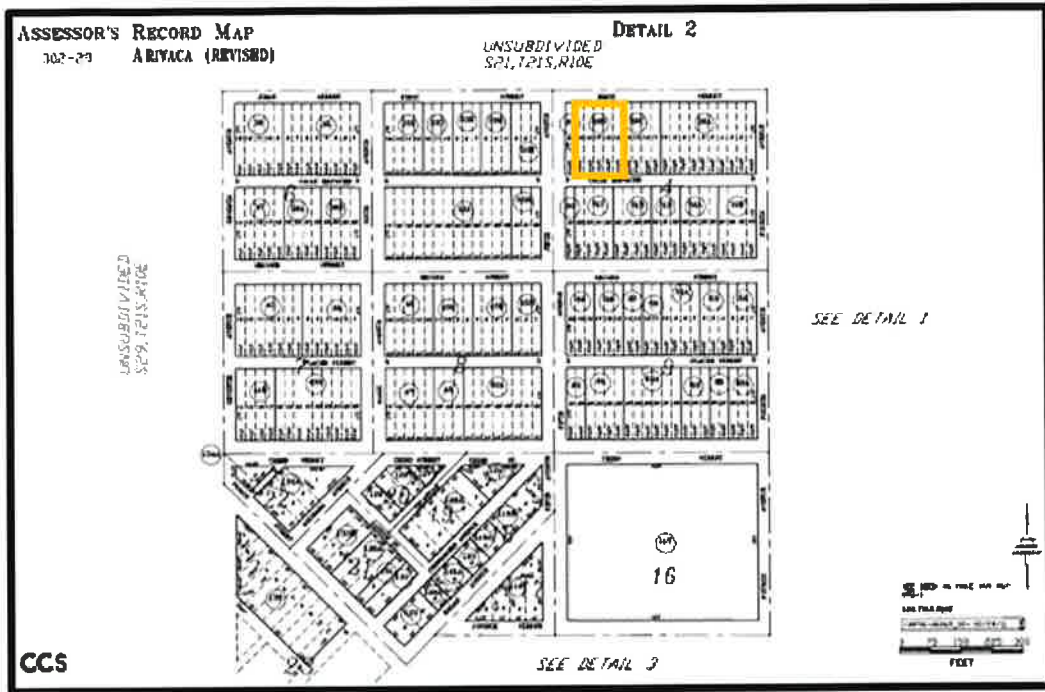
ZONING: GR-1, Pima County

REPORTED SALE PRICE: \$11,000

MARKETING TIME: 89 days

TERMS OF SALE:	This is an all cash to the seller transaction
PRIOR SALE:	Records of the Pima County Assessor indicate that no transaction has occurred within three years of the date of valuation. This property previously sold on June 17, 2016 for \$5,000.
CONDITIONS OF SALE:	This sale is reported to have occurred under normal market conditions.
INTENDED USE:	Development of a manufactured home or site built home.
COMMENTS:	The listing agent indicated this lot would be closing in the end of October and the agent confirmed the sales price. The sellers installed a water meter before this sale.





## COMPARABLE LAND SALES ADJUSTMENT GRID

	<b>Subject</b>	<b>Comp 1</b>	<b>Comp 2</b>	<b>Comp 3</b>	<b>Comp 4</b>
<b>Sale Date</b>		06/2016	04/2018	03/2021	10/2021
<b>Site Size (Sq. Ft.)</b>	12,206	20,344	12,600	8,138	20,344
<b>Zoning</b>	GR-1	GR-1	GR-1	GR-1	GR-1
<b>Site Utility</b>	Average	Similar	Superior	Inferior	Superior
<b>Sale Price</b>		\$5,000	\$9,000	\$5,000	\$11,000

### *Summary of Adjustments*

<b>Unadjusted Sale Price</b>	\$5,000	\$9,000	\$5,000	\$11,000
<b>Property Rights</b>	<u>0%</u>	<u>0%</u>	<u>0%</u>	<u>0%</u>
Adjusted Price	\$5,000	\$9,000	\$5,000	\$11,000
<b>Financing</b>	<u>0%</u>	<u>0%</u>	<u>0%</u>	<u>0%</u>
Adjusted Price	\$5,000	\$9,000	\$5,000	\$11,000
<b>Conditions of Sale</b>	<u>0%</u>	<u>0%</u>	<u>6%</u>	<u>0%</u>
Adjusted Price	\$5,000	\$9,000	\$5,300	\$11,000
<b>Date/Market Conditions</b>	<u>50%</u>	<u>30%</u>	<u>0%</u>	<u>0%</u>
Adjusted Price	\$7,500	\$11,700	\$5,300	\$11,000
<b>Physical Adjustments (%)</b>				
Location/Views	-10	0	0	-10
Zoning	0	0	0	0
Lot Size	-5	0	5	-5
Site Utility/Access	<u>0</u>	<u>-15</u>	<u>15</u>	<u>-10</u>
Net Adjustment	-15%	-15%	20%	-25%
<b>Indicated Value</b>	<b>\$6,375</b>	<b>\$9,945</b>	<b>\$6,360</b>	<b>\$8,250</b>

This analysis compares four sales of similar vacant lots to the subject property on a gross sale price basis. Sales prices range from \$5,000 to \$11,000 before adjustment. The adjustment grid on the previous page reflects the adjustments. An upward adjustment indicates that the comparable is inferior to the subject; a downward adjustment indicates that the comparable is superior to the subject; and no adjustment (0) indicates the comparable is similar or equal to the subject.

*Comparable Sale One* requires an upward adjustment for date and market conditions as market conditions for this type of property improved between the date of this sale and the date of value. This is supported in conversations with sales agents in the area and this sale selling in June 2016 for \$5,000 and selling again in October 2021 (after some improvements) at \$11,000, indicating a substantial increase in pricing. There is a downward adjustment for location/views as this sale is located in an area with better views and backs up to more open space compared to the subject property. This sale warrants a downward adjustment for lot size as this lot is larger than the subject property. Larger lots tend to sell for more on a gross sales price basis than smaller lots, all else being equal. Overall, this gross sale price indicates an upward adjustment in comparison to the subject.

*Comparable Sale Two* requires an upward adjustment for date and market conditions as market conditions for this type of property improved between the date of this sale and the date of value. This sale warrants a downward adjustment for site utility as this sale has better utility, less development costs, and more improvements compared to the subject property. Overall, this gross sale price indicates an upward adjustment in comparison to the subject.

*Comparable Sale Three* requires an upward adjustment for conditions of sale as this was a direct sale with no brokers involved in the transaction and no commissions being paid. There is an upward adjustment for lot size as this lot is smaller than the subject property. Smaller lots tend to sell for less on a gross sales price basis than larger lots, all else being equal. This sale warrants an upward adjustment for utility as this sale has an inferior shape with a smaller width and overall inferior access compared to the subject property. Overall, this gross sale price indicates an upward adjustment in comparison to the subject.

*Comparable Sale Four* requires a downward adjustment for location/views as this sale is located in an area with better views and backs up to more open space compared to the subject property. This sale warrants a downward adjustment for lot size as this lot is larger than the subject property. Larger lots tend to sell for more on a gross sales price basis than smaller lots, all else being equal. This sale warrants a downward adjustment for site utility as this sale has more improvements, which includes a water meter, compared to the subject property. Overall, this gross sale price indicates a downward adjustment in comparison to the subject.



*Sales Comparison Approach Summary.*

	Sale 1	Sale 2	Sale 3	Sale 4
Adjusted Gross Sale Price	\$6,375	\$9,945	\$6,360	\$8,250

These four comparable sales indicate a price range of \$6,360 to \$9,945 after adjustment. The greatest weight is given to sale Four. Although this sale has more adjustments than sale Three, sale Four is given the most weight because it was the most recent sale and was allowed to be marketed by a real estate broker. The remaining sales receive slightly less weight. All of the sales are similar to the subject property and provide a reliable range of value. After analyzing the comparable sales, the conclusion of market value of the subject property, as of October 9, 2021, is \$8,200.

**MARKET VALUE CONCLUSION**

Therefore, based on the above analysis and subject to the assumptions and limiting conditions contained in this report, the opinion of market value of the subject property, "as is", as of the effective date of the appraisal, October 9, 2021, is \$8,200.

OPINION OF MARKET VALUE OF SUBJECT PROPERTY,  
AS OF OCTOBER 9, 2021:

EIGHT THOUSAND TWO HUNDRED DOLLARS  
(\$8,200)

## PART V - ASSUMPTIONS AND LIMITING CONDITIONS

1. **Definitions.** "Appraisal," as herein defined, is the process of completing a service; namely, a valuation assignment. "Subject property" refers to the property which is the subject of the assignment. "Appraisers" are those persons, whether one or more, who have accepted the assignment and who have participated in the analyses, opinions, and conclusions formed in the appraisal. "Company" refers to Baker, Peterson, Baker & Associates, Inc. "Report" refers to this written document containing the analyses, opinions, and conclusions which constitute the appraisal.
2. **Liability.** The liability of Baker, Peterson, Baker & Associates, Inc., including any or all of its employees, and including the appraisers responsible for this report, is limited to the Client only, and to the fee actually received by the Company. Further, there is no accountability, obligation or liability to any third party. If this report is placed in the hands of any person other than the Client, the Client is responsible for making such party aware of all assumptions and limiting conditions related thereto. The appraisers are in no way responsible for any costs incurred to discover or correct any deficiencies of any type present in the subject property, whether physical, financial, or legal.
3. **Title.** No opinion as to title is rendered. Data related to ownership and legal description was provided by the Client or was obtained from available public records and is considered reliable. Unless acknowledged in this report, no title policy or preliminary title report were provided. Title is assumed to be marketable and free and clear of all liens, encumbrances, and restrictions except those specifically discussed in the report. The property is appraised assuming responsible ownership, competent management and ready availability for its highest and best use.
4. **Survey or Engineering.** No survey or engineering analysis of the subject property has been made by the appraisers. It is assumed that the existing boundaries are correct and that no encroachments exist. The appraisers assume no responsibility for any condition not readily observable from customary investigation and inspection of the premises which might affect the value thereof, excepting those items which are specifically mentioned in the report.
5. **Data Sources.** The report is based, in part, upon information assembled from a wide range of sources and, therefore, the incorporated data cannot be guaranteed. An impractical and uneconomic expenditure of time would be required in attempting to furnish unimpeachable verification in all instances, particularly as to engineering and market-related information. It is suggested that the Client consider independent verification within these categories prior to any transaction involving a sale, lease, or other significant commitment of the subject property, and that such verification be performed by appropriate recognized specialists.

6. ***Subsequent Events.*** The date of valuation to which the conclusions and opinions expressed in this report apply is set forth in the letter of transmittal. The appraisers assume no responsibility for economic or physical factors occurring after the date of valuation which may affect the opinions in this report. Further, in any prospective valuation assignment, the appraisers cannot be held responsible for unforeseeable events that alter market conditions prior to the date of valuation. Such prospective value estimates are intended to reflect the expectations and perceptions of market participants along with available factual data, and should be judged on the market support for the forecasts when made, not whether specific items in the forecasts are realized.
7. ***Adjustments.*** The appraisers reserve the right to make such adjustments to the analyses, opinions, and conclusions set forth in this report as may be required by consideration of additional data or more reliable data which may become available subsequent to issuance of the report.
8. ***Special Rights.*** No opinion is expressed as to the value of any subsurface (oil, gas, mineral) or aerial rights or whether the property is subject to surface entry for the exploration or removal of materials except where expressly stated in the report.
9. ***Value Distribution.*** The distribution of total value in this report between land and improvements applies only under the specified highest and best use of the subject property as herein described. The allocations of value among the land and improvements do not apply to any other property other than the property which is the subject of this report.
10. ***Legal or Special Opinions.*** No opinion is intended to be expressed for matters which require legal expertise, specialized investigation, or a level of professional or technical knowledge beyond that customarily employed by real estate appraisers.
11. ***Personal Property.*** Unless expressly stated within this report, no consideration has been given as to the value of any personal property located on the premises, or to the cost of moving or relocating such personal property. Only the real property has been considered.
12. ***Soil Conditions.*** Unless expressly stated within this report, no detailed soil studies covering the subject property were available to the appraisers. Therefore, it is assumed that existing soil conditions are capable of supporting development of the subject property in a manner consistent with its highest and best use without extraordinary foundation or soil remedial expense. Further, it is assumed that there are no hidden or unapparent matters (hazardous materials, toxic substances, etc.) related to the soil or subsoil which would render the subject more or less valuable by knowledge thereof.
13. ***Court Testimony.*** Testimony or attendance in court or at any other hearing (including depositions) is not required by reason of rendering this appraisal or issuing this report, unless such arrangements have previously been made and are part of a contract for services.

14. ***Exhibits.*** Maps, floor plans, photographs, and any other exhibits contained in this report are for illustration only, and are provided as an aid in visualizing matters discussed within the report. They should not be considered as surveys or scale renderings, or relied upon for any other purpose.
15. ***Statute, Regulation, and License.*** Unless otherwise stated within the report, the subject property is assumed to be in full and complete compliance with all applicable federal, state, and local laws related to zoning, building codes, fire, safety, permits, and environmental regulations. Further, it is assumed that all required licenses, certificates of occupancy, consents or other legislative or administrative authorizations have been, or can be, readily obtained or renewed as related to any use of the subject property on which the value estimate contained herein is based.
16. ***Hidden or Unapparent Conditions.*** It is assumed that there are no hidden or unapparent conditions which, if known, would affect the analyses, opinions or conclusions contained in this report. This includes, but is not limited to, electrical, mechanical, plumbing, and structural components.
17. ***Hazardous/Toxic Substances.*** In this appraisal assignment, no observation was made of the existence of potentially hazardous material used in the construction and/or maintenance of the improvements, or from any other source, whether borne by land or air, including, but not limited to, asbestos, lead, toxic waste, radon, and urea formaldehyde. While not observed, and while no information was provided to confirm or deny the existence of such substances (unless expressly stated herein), it is emphasized that the appraisers are not qualified to detect or analyze such substances. Unless otherwise stated, no consideration has been given to the presence of, nature of, or extent of such conditions, nor to the cost to "cure" such conditions or to remove any toxic or hazardous substances which could potentially affect the value or marketability of the property. Any such conclusions must be based upon the professional expertise of persons qualified to make such judgments. Thus, any person or other entity with an interest in the subject property is urged to retain an expert if so desired. This value estimate assumes that there is no such material on or in the property.
18. ***Americans with Disabilities Act of 1990.*** The ADA became effective on January 26, 1992. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property, together with a detailed analysis of the requirements of the ADA, could reveal that the property is not in compliance with one or more of the requirements of the Act. If so, this fact could have a negative effect on the value of the property. Since we have no direct evidence relating to this issue, we did not consider possible noncompliance with the requirements of ADA in estimating the value of the property.

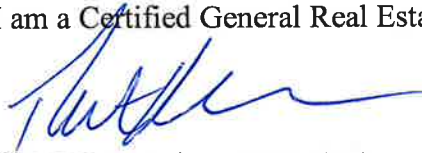
19. **Disclosure.** Disclosure of the contents of this report is governed by the By-Laws and Regulations of the Appraisal Institute. Neither all nor any part of the contents of this report, including the value estimate, the identity of the appraisers or their professional designations, or the company with which the appraisers are associated, shall be used for any purpose by anyone other than the Client as herein stated, without the prior written consent of the appraisers. Nor shall it be conveyed, in whole or in part, in the public through advertising, news, sales, listings, or any other media without such prior written consent. Possession of this report does not carry with it any right of public distribution.
20. **Type of Report.** This is an appraisal report which is intended to comply with the reporting requirements set forth under Standard Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice for an Appraisal Report. As such, it might not include full discussions of the data, reasoning, and analyses that were used in the appraisal process to develop the appraiser's opinion of value. Supporting documentation concerning the data, reasoning, and analyses is retained in the appraiser's file. The information contained in this report is specific to the needs of the client and for the intended use stated in this report. The appraiser is not responsible for unauthorized use of this report.
21. **Endangered and Threatened Species.** The appraisers have not made a specific survey of the subject property to determine whether or not it has any plant or wildlife which are identified as an endangered or threatened species by the U. S. Fish and Wildlife Service. While not observed and while no information was provided to confirm or deny the existence of any endangered or threatened species on the subject property (unless expressly stated herein), it is emphasized that the appraisers are not qualified to detect or analyze such plants or wildlife. Any such conclusions must be based upon the professional expertise of persons qualified to make such judgments. Thus, any person or other entity with an interest in the subject property is urged to retain an expert if so desired. It is possible that a survey of the property could reveal that the site contains endangered or threatened plants or wildlife. If so, this fact could have a negative effect on the value of the property. Since we have no direct evidence relating to this issue, we did not consider possible endangered or threatened species in estimating the value of the property.
22. **Acceptance of Report.** Acceptance and/or use of this report by the Client or any third party constitutes acceptance of all of the above conditions.

## PART VI - CERTIFICATION

I CERTIFY THAT, TO THE BEST OF MY KNOWLEDGE AND BELIEF:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest with respect to the parties involved.
4. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
5. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
6. My compensation for completing this assignment 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.
7. My reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
8. My reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice* (USPAP) of The Appraisal Foundation, and any other specifications submitted by the Client, including Title XI, FIRREA.
9. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
10. In accord with the Uniform Standards of Professional Appraisal Practice, I have the experience and knowledge to complete this assignment in a credible and competent manner.
11. As of the date of this report, I have completed requirements of the continuing education program of the Appraisal Institute.
12. The effective date (date of valuation) of this appraisal is October 9, 2021.

13. I have made a personal inspection of the property that is the subject of this report.
14. It is noted that Timothy Hale, Certified General Real Estate Appraiser (Certificate 1023143), assisted significantly with this report by performing the following tasks under the direction of the appraiser, researched the subject and comparable sales information and provided assistance with the development of the report. The final analysis and value conclusion is that of Thomas A. Baker, MAI, SRA.
15. This firm has not appraised the subject property in the three years prior to this appraisal.
16. I am a Certified General Real Estate Appraiser in the State of Arizona.



Thomas A. Baker, MAI, SRA  
Certified General Real Estate Appraiser  
Certificate Number 30139  
Designated Supervisory Appraiser  
Registration Number DS0007



## **PART VI - EXHIBITS**

Exhibit A	Subject Plat Map
Exhibit B	Aerial Photograph
Exhibit C	Zoning Map
Exhibit D	FEMA Flood Plain Map
Exhibit E	Subject Photographs
Exhibit F	Qualifications

# EXHIBIT A - SUBJECT PLAT MAP

ASSESSOR'S RECORD MAP  
302-29 ARIVACA (REVISED)

DETAIL 2  
UNSUBDIVIDED  
S21, T21S, R10E

UNSUBDIVIDED  
S29, T21S, R10E



SEE DETAIL 1

SEE DETAIL 3

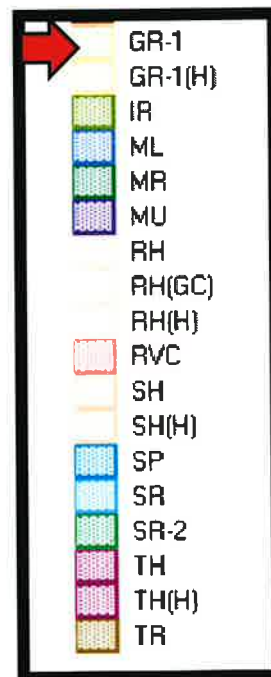
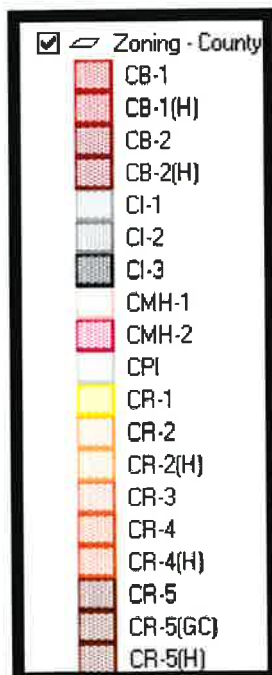
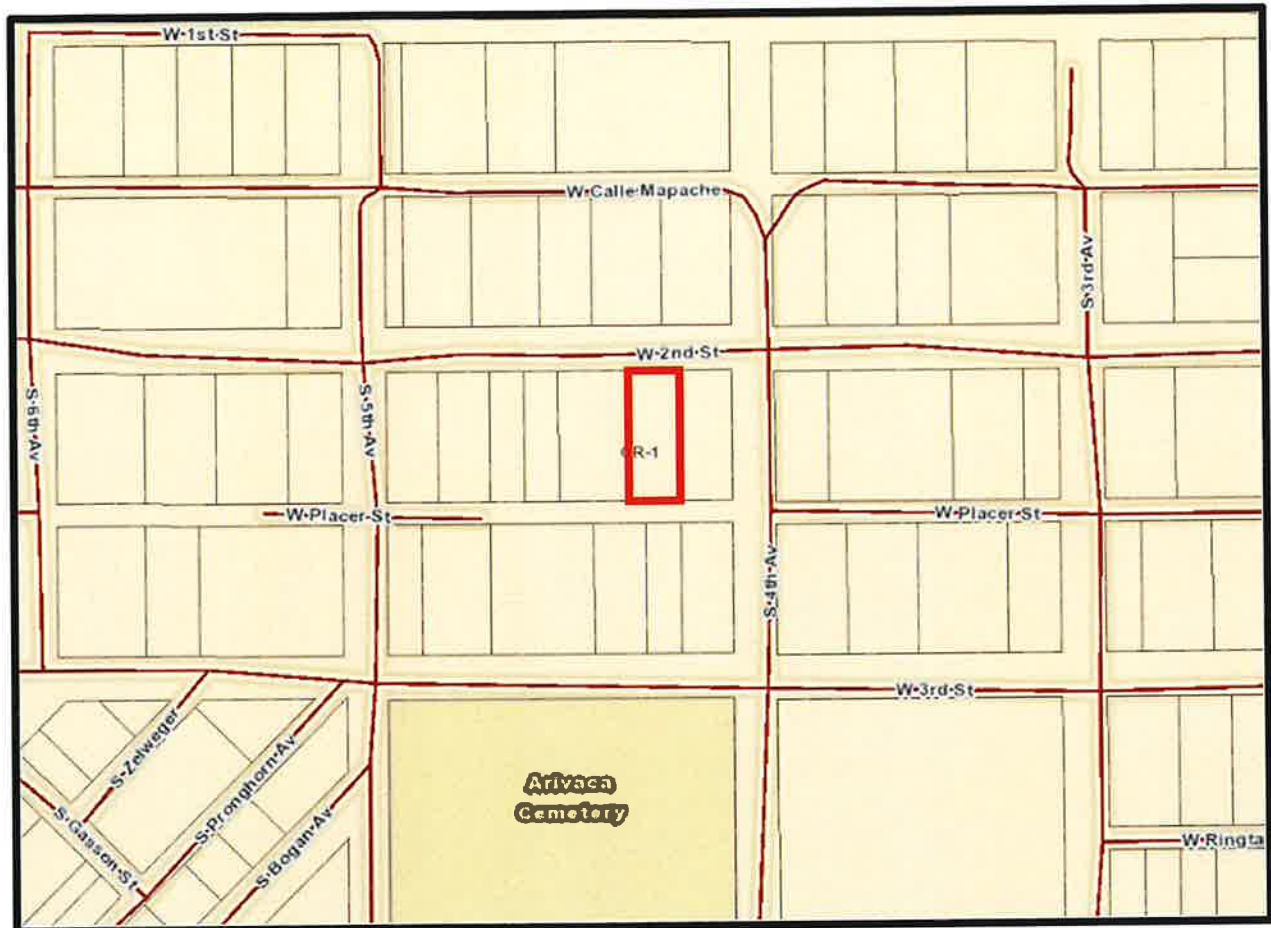
CCS

SEE BOOK 06 PAGE 369 MLP  
2011-1  
S29, T21S, R10E  
APPROVED BY: 02/24/11  
0 75 150 225 300  
FEET

**EXHIBIT B - AERIAL PHOTOGRAPH**

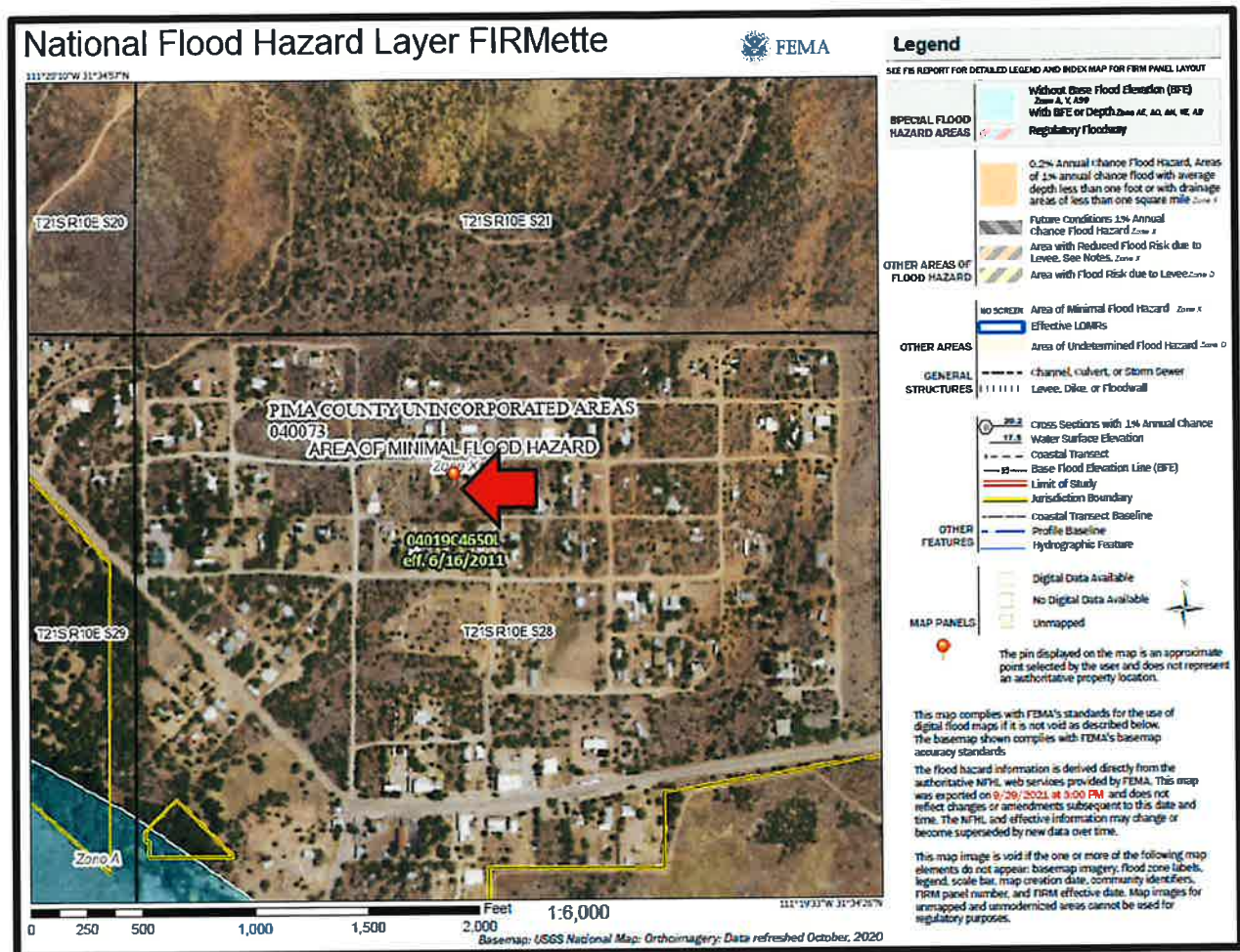


# **EXHIBIT C - ZONING MAP** (Pima County)





## EXHIBIT D - FEMA FLOOD PLAIN



**EXHIBIT E - SUBJECT PHOTOGRAPHS**

PHOTO 1 – VIEW FROM 2<sup>ND</sup> STREET



PHOTO 2 – VIEW FROM 2<sup>ND</sup> STREET





PHOTO 3 – VIEW SOUTH ALONG PARCEL



PHOTO 4 – VIEW NORTH ACROSS LAND FROM REAR ALLEY AREA





PHOTO 5 – WEST ALONG 2<sup>ND</sup> STREET



PHOTO 6 – VIEW EAST ALONG 2<sup>ND</sup> STREET



## **EXHIBIT F - QUALIFICATIONS**

**BAKER, PETERSON, BAKER & ASSOCIATES, INC.** serves a wide variety of clients in Arizona, providing real estate appraisal and consultation services relating both to commercial and to residential properties. We also provide a wide variety of appraisal services relating to right of way acquisitions for multiple government agencies across Arizona. These clients include governmental agencies, utility companies, right of way companies, attorneys, CPA's, banks, credit unions, developers, real estate brokers, corporate and legal professionals, and numerous individuals. More than forty years of such services are represented by those presently associated with the firm, which was founded in 1974.

**THOMAS A. BAKER, MAI, SRA**, is a principal of the Company, and specializes in valuation and consultation services related to commercial, income-producing, and residential properties. He is a Certified General Real Estate Appraiser in the State of Arizona (Certificate 30139). He is a graduate of the University of Arizona, with a Master's Degree in Business Administration (MBA) with a specialty in Real Estate Finance. He holds the MAI and SRA Designations of the Appraisal Institute. He qualifies as an expert witness in United States District Court, the Superior Courts of Pima County, Maricopa County, Pinal County and Santa Cruz County, and United States Bankruptcy Court. He is Past President of the Tucson Chapter of the Society of Real Estate Appraisers and is Past President of the Southern Arizona Chapter of the Appraisal Institute.

**SARA R. BAKER, MAI, SRA**, is a principal of the Company, and specializes in valuation and consultation services related to commercial, income-producing, and residential properties. She is a Certified General Real Estate Appraiser in the State of Arizona (Certificate 31679). She holds the MAI and SRA Designations of the Appraisal Institute. She qualifies as an expert witness in the Superior Court of Pima County. She is a Past President of the Appraisal Institute, Southern Arizona Chapter. She graduated from Washington University in St. Louis with a Bachelor's Degree in Comparative Literature and earned a Master's Degree at the University of California at Los Angeles.

**DAN F. ORLOWSKI** is a staff appraiser specializing in valuation and consultation services related to commercial and income-producing properties. He is a Certified General Real Estate Appraiser in the State of Arizona (Certificate 32195). He graduated from San Diego State University with a Bachelor's Degree in Business Administration and also received a Master's Degree from the University of Phoenix in Accountancy.

**TIM HALE** is an appraiser trainee in commercial valuation. He graduated from Arizona State University with a Bachelor's Degree in Justice Studies.

**ROBERT PARKER** and **JOSHUA BAKER** are production coordinators and support technicians.