

**PAUL HENDRICKS REAL ESTATE APPRAISAL & COUNSELING**

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**COVER PAGE**

**APPRAISAL REPORT**

**Opinion of Compensation for Partial Acquisition of  
A site Located at 329 E Elvira S Santa Clara Av  
Tucson, AZ  
Pima County, 85756**

**As Of February 16, 2022**

**Owner: Pima County  
Tax Parcel: 138-16-0230  
Sec 13, T15S, R13E**

*Prepared For Use By*

**Pima County  
201 N. Stone Avenue, Floor 6,  
Tucson, Arizona 85701-1215  
Attention: Mr. Jeffrey Teplitsky, Manager  
Pima County Real Property Services**

*Appraisal Prepared By*

**PAUL HENDRICKS REAL ESTATE APPRAISAL & COUNSELING  
Paul D. Hendricks, MAI  
Arizona Certified General Real Estate Appraiser 30197**

Assignment Reference 2022222

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Letter of Transmittal

February 17, 2022

Mr. Jeffrey Teplitsky, Manager  
Pima County Real Property Services  
201 N. Stone Avenue, 6<sup>th</sup> Floor  
Tucson, AZ 85701-1215

Re: Opinion of market value Barrio Nopal Land

In response to your request I have completed an appraisal analysis of the above referenced property; this letter of transmittal is part of the appraisal report. This appraisal report conforms to Uniform Standards of Professional Appraisal Practice (USPAP) and Pima County appraisal guidelines.

Problem Identification: The purpose of the appraisal is to opine market value for potential disposition/exchange. Effective date of the appraisal is February 16, 2022, the date of site visit.


Relevant subject characteristics: the site, located mid-block on the north side of Elvira Rd, s/o Valencia and w/o Nogales Hy, indicated to be 87,012sf, 2.00ac, zoned R-2. The site is FEMA X (area of minimal flooding); it is within the TIA avigation easement and disclosure area with height restricted to 84'-96'.

Assignment Conditions: No hypothetical conditions or extraordinary assumptions employed. Please see standard limiting conditions in the appendix.

My opinion of market value, as of the effective date of appraisal and assignment conditions above, is: \$209,000

Please call if you have any questions regarding the following appraisal report. Thank you for the opportunity to be of service.

Sincerely,



Paul D. Hendricks, MAI

Arizona Certified General Real Estate Appraiser 30197

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## Project Overview Exhibit



**PREFACE & SUMMARY**

APPRAISAL REFERENCE: 2022222 PC Barrio Nopal Land

PROBLEM IDENTIFICATION: The following 7 parameters are considered, client, intended users, intended use, type of opinion, effective date, relevant subject characteristics and assignment conditions:

CLIENT: Pima County, Real Estate Division. Mr. Jeffrey Teplitsky, Manager, Pima County Real Property Services.

APPRAISER: Paul D. Hendricks, MAI  
Arizona Certified General Real Estate Appraiser 30197

PURPOSE, INTENDED USE: The purpose of the appraisal is to opine market value, the intended use is to assist in potential disposition/exchange.

INTENDED USERS: Pima County is the only intended user; however, it is understood that following review and acceptance of this report by client, this report will become public information

SUBJECT CHARACTERISTICS: Located mid-block on the north side of Elvira Rd, s/o Valencia and w/o Nogales Hy, indicated to be 87,012sf, 2.00ac, zoned R-2. The site is FEMA X (area of minimal flooding); it is within the TIA avigation easement and disclosure area with height restricted to 84'-96'.

TAX CODE: 138-16-0230

INTEREST CONSIDERED: Fee Simple

OPINION OF VALUE: \$209,000

ASSIGNMENT CONDITIONS: No hypothetical conditions or extraordinary assumptions employed  
Please see standard limiting conditions in the appendix.

EFFECTIVE DATE OF VALUATION: February 16, 2022; date of site visit.

DATE OF APPRAISAL REPORT: February 17, 2022

TYPE OF APPRAISAL REPORT: Report.

## **PURPOSE OF THE APPRAISAL**

The purpose of the appraisal is to opine market value.

## **INTENDED USE OF THE APPRAISAL**

The opinion of value will be used by the client, Pima County, for potential disposition/exchange.

## **INTEREST APPRAISED**

The interests appraised are the fee simple. Fee Simple is defined as “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”.

## **ANALYSIS AND IDENTIFICATION OF LARGER PARCEL**

The larger parcel, after consideration of the three tests of larger parcel, common ownership, use and physical contiguity, is that described, parcel 138-16-0230. Surrounding parcels are of different ownership and use.

## **PROPERTY IDENTIFICATION**

The property is identified as 329 E Elvira Rd, Tucson, AZ 85756; parcel 138-16-0230; Legal description from assessor’s record is Golden Dawn Farms Lot 22, Pima County, AZ.

## **MARKET VALUE DEFINED \***

*Market value*, as utilized in this appraisal, from The Appraisal of Real Estate, 15<sup>th</sup> Edition, is defined as follows:

### **Market Value**

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.

## **EXPOSURE PERIOD**

Exposure time, always presumed to precede the effective date of the appraisal, is defined as follows: “The estimated length of time 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 estimate based upon an analysis of past events assuming a competitive and open market”.

Exposure time estimated from review of comparable sales and from discussions with active market participants is estimated for the sale of the fee simple interest, to be approximately 3 to 12 months.

## **EFFECTIVE DATE OF APPRAISAL, REPORT DATE**

The effective date of the appraisal is February 16, 2022, the date of site visit. The transmittal date of the report is February 17, 2022.

## **APPRAISAL DEVELOPMENT AND REPORTING PROCESS (SCOPE)**

- The appraiser performed an appraisal process in conformance with the Uniform Standards of Professional Appraisal Practice and Pima County standards.
- Determined the nature of the appraisal assignment by identifying the client, intended user, intended use, type of opinion, effective date of the opinion, property interest appraised, and subject property assignment conditions, the extraordinary or hypothetical assumptions, if any.
- Afforded the property owner opportunity to accompany the appraiser on inspection
- Performed an inspection of the property including the market area, the subject site, and its relevant characteristics; church building improvements were not inspected
- Reviewed site plat, zoning and flood zone maps indicating physical suitability of the parcel. Reviewed zoning ordinance and market specific plan applicable to the subject property.
- Included items required by USPAP in the Addendum of this report.
- Performed a Highest and Best Use Analysis to identify the use that would result in highest market value.
- Researched comparable sales from available data sources including Costar, MLS, Realquest and appraiser's files.
- Inspected, by drive by, all comparable sales used.
- Attempted confirmation of each comparable sale with a party familiar with the property/transaction (when confirmation was not available, public records/information was relied upon).
- Applied appraisal techniques and methodology according to the appraisal body of knowledge and the expectations and actions of my appraisal peers to arrive at an indication of market value of the subject property
- Disregarded (if applicable) any increase or decrease in value due to the announcement of the project *(before the acquisition)*
- Prepared an appraisal report describing my appraisal process, in conformance with the Uniform Standards of Professional Appraisal Practice and Pima County requirements.
- *Any other components of scope including the 7 parameters, client, intended users, intended use, type of opinion, effective date, relevant subject characteristics and assignment conditions are considered to be included in/as scope.*

## **OWNER CONTACT FOR INSPECTION**

I contacted property owner representatives, Jeffrey Teplitsky, Pima County Real Property Services Manager by phone and email to provide an opportunity to accompany me on site visit; he declined.

## **PROPERTY OWNERSHIP SALES HISTORY**

Ownership of the property is indicated to be Pima County. Assessor's record indicates no market transfers within the past 5 years. I am unaware of any marketing of the property for sale over the past year.

## **MARKET AREA ANALYSIS**

A property is an integral part of its surroundings. The character and features of the surrounding area directly affect the use of a property which is a primary factor in the property's value. In order to estimate the value of a property, an analysis of the surrounding area must be made. This surrounding area is referred to as a market area.

The subject property is located in the south-central portion of the City of Tucson, Pima County, Arizona. The boundaries of the area which exert the most influence over the subject are considered to be from Irvington Road on the north to Los Reales, from I-19 on the west to the Union Pacific rail road tracks to the east (west of Park Av). These boundaries, synonymous with the Valencia/12<sup>th</sup> Avenue area plan, are considered appropriate description of the neighborhood due to physical divisions, predominate land uses, and social characteristics. The subject property is in the southeast of this area.

The market area is considered to be a much greater area, essentially the central Tucson Metro area.

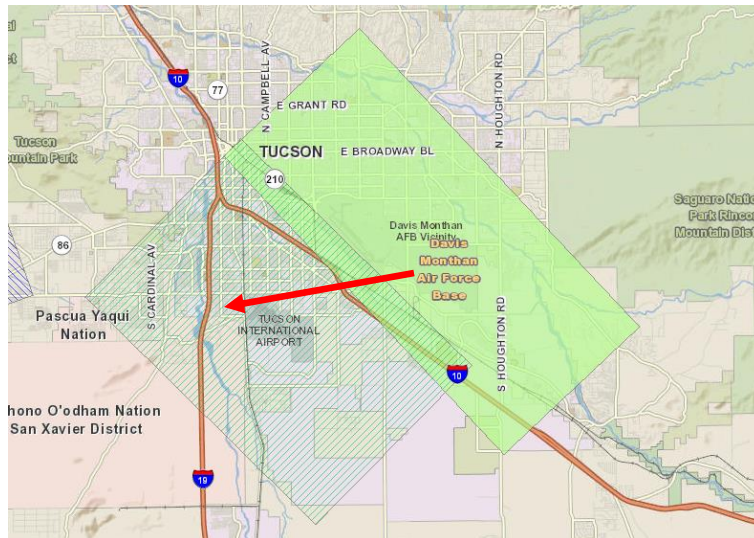
Residential uses are predominant throughout the neighborhood, excluding commercial and industrial districts on major arterials and around interstates, former rail lines and highways, and primarily consist of medium to high density developments constructed from the 1940s through the 1970s. The area also includes a number of Class C apartment projects that were typically constructed in the 1970s and 1980s, as well as a limited number of newer subsidized/affordable projects.

Retail uses are mostly neighborhood-oriented and are concentrated on the major arterials including Valencia Road and Irvington Road, 12<sup>th</sup> and 6<sup>th</sup> Avenues. The Tucson Spectrum at the southwest corner of I-19 and Irvington has seen tremendous success such that there has recently opened for development the Irvington & I-19 Commercial Center at the northwest corner of the same intersection. To the northeast of the neighborhood (north of Ajo from Park to Kino), Tucson Marketplace at the Bridges is a new community center at I-10 and Kino Parkway that is anchored by Walmart, Costco and Century Theatres.

As mentioned, industrial uses are located around interstates, former rail lines and highways and around the intersection of Park Avenue and Ajo Way. Most industrial property is older, of moderate size, generally occupied by local owner users. Office development is mostly within the established business parks. The University of Arizona Bioscience Tech Park is planned for future development within The Bridges, at I-10 and Kino Parkway. The Refinery building is recently completed; a number of other developments in this project are under construction.

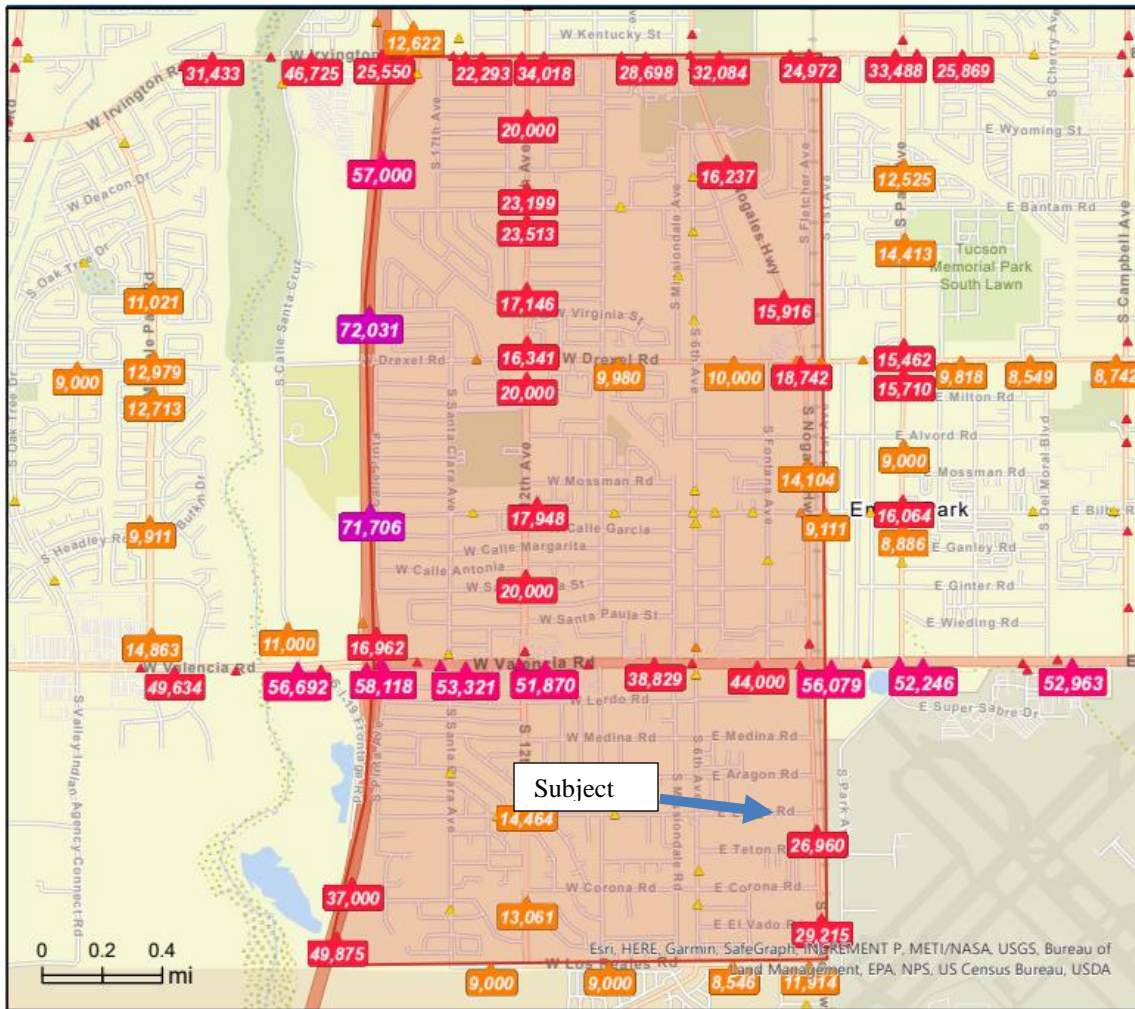
The subject market area is located within the Tucson International Airport Avigation Disclosure Area, where the Tucson Airport Authority actively monitors land development proposals with objection to residential or other noise sensitive uses in order to protect the long term viability of the airport.





Tucson International Airport (TIA), forming the eastern boundary of the market area, sits on 8,343 (2014 TIA Master Plan Update) acres beginning at the southeast corner of Valencia and Nogales Highway, the airport stretches southeast beyond the new Aerospace Parkway and Alvernon to south of Old Vail Connection Road to the Arizona State Prison at Craycroft Road. Approximately 2,000 acres of the TIA property are currently developed for aeronautical use (Primary Airport Land); the remaining on-airport land area is vacant, undeveloped, or not used for aeronautical purposes (Reserve Land). Off airport land areas that may impact or be impacted by airport operations are referred to as the Urban Land Context. TIA is the second busiest airport in Arizona; with three runways and three helipads, serves an average annual 3.6 million passengers; it employs over 13,000 employees and the combined economic impact of aviation related activity on local payrolls and expenditures is nearly \$1 billion. TIA also supports the 162nd Wing of the Air National Guard, which conducts the largest training operation for the F-16 aircraft.

Access through the market area is considered to be average to good due to proximity to Interstate-19. The following map (neighborhood shaded) indicates traffic volumes within the subject area for each major thoroughfare, in both directions, for a typical twenty-four hour period. These figures are estimates based on the most recent available traffic counts performed by Esri (Kalibrate Technologies 4Q 2021).



The economic characteristics of the subject neighborhood are compared to a 1 mile radius surrounding the subject property and the overall surrounding metro area (Pima County). As indicated, the subject surrounding area is projected to grow at lower rate than surrounding Pima County overall indicating the area being more nearly fully developed. Median household and per capita income levels in the surrounding area are significantly below county averages as are median home values.

Variable	Pima County	12th-Valencia MA	329 E Elvira (1 mi)
2021 Total Population	1,077,673	26,351	12,248
2021-2026 Population: Compound Annual Growth Rate	0.88%	0.37%	0.50%
2021 Total Households	428,697	7,754	3,704
2021 Per Capita Income	\$30,716	\$14,549	\$14,578
2021 Median Household Income	\$55,823	\$38,279	\$37,783
2021 Population Age 25+: Graduate/Professional Degree	106,106	172	104
2021 Owner Occupied Housing Units	274,307	4,724	2,217
Percent Owner Occupied	57.3%	55.6%	52.1%
2021 Vacant Housing Units	49,834	745	549
Percent Vacant	10.4%	8.8%	12.9%
2021 Total Housing Units	478,531	8,499	4,253
2021 Median Home Value	\$240,501	\$152,885	\$163,378
2021 Average Home Value	\$309,933	\$177,714	\$201,083
2019 Housing: Mobile Homes	47,450	541	714
Percent Mobile Homes	9.9%	6.4%	16.8%
2019 Median Contract Rent (HHs Paying Cash Rent)	\$760	\$614	\$607
2021 Population Density (Pop per Square Mile)	117.3	5,752.5	3,901.8

The neighborhood is served police and fire protection by the City of Tucson with all utilities also provided including electricity by Tucson Electric Power, water by the City of Tucson, sewer by Pima County wastewater, gas by Southwest gas and telephone by CenturyLink. The subject neighborhood lies within the boundaries of Sunnyside Unified School District Number. Public Transportation is available on most major traffic arterials including Irvington, Valencia, 6<sup>th</sup> and 12<sup>th</sup> Av as well as Santa Clara north to Drexel, Nebraska and Liberty in the northern part of the neighborhood, Los Reales to Nogales Hy in the southern part of the neighborhood.

In summary, the subject neighborhood is an older, well established, mixed use neighborhood with relatively good linkages to employment centers. Residents have below average median household and per-capita incomes; median home values in the surrounding 1 mi and neighborhood areas are also well below average.

### SITE DESCRIPTION

Location:	The subject is located mid-block on the north side of Elvira Road, w/o Nogales Hy.
Present Use:	Undeveloped site
Site Size:	87,012sf, 2.00 ac from plat map
Access:	Average, 290.04' frontage on Elvira.
Visibility:	Average; Elvira is a neighborhood collector, 2,466vpd traffic counts (21).
Views:	Average for the area.
Shape:	Rectangular, 290.04' width by 300' depth.
Topography:	The site is indicated to have minor slope from 2,540 on the west to 2,542 in the eastern portion of the site.
Flood Hazard:	FEMA FIRM 04019C2289L, indicates the site is FEMA-X (area of minimal flooding).
Easements:	None are indicated on the plat map.
Hazardous Materials/ Contamination:	No environmental assessment was available. No indications of hazardous materials were noted on site visit; this appraisal assumes that the subject is free of hazardous material contamination.
Utilities:	Utilities are generally available in the area from the following sources; however, an engineering study would be necessary to determine if utilities are available/sufficient for proposed uses: Water: Tucson Water Sewer: Pima County Wastewater Electricity: Tucson Electric Natural Gas: Southwest Gas Telephone: CenturyLink Public Safety: City of Tucson
Zoning:	R-2; This zone provides for medium density, single-family and multifamily, residential development , together with schools, parks, and other public services necessary for an urban residential environment. Select other uses, such as day care and urban agriculture, are permitted that provide reasonable compatibility with adjoining residential uses. Development Standards include a minimum site size/maximum density of 1/5,000sf, MF-15/acre, 70% SF, 75% MF max lot coverage, 25' height, perimeter yards res to res use are 6' or 2/3H.
AEZ:	The site is within the TIA avigation easement disclosure area and restricted in height to 84'-96'.
Neighborhood Plan:	12 <sup>th</sup> Avenue/Valencia. Portions of the plan are summarized following: Intent Statement: The Residential Land Use Policies support residential development that provides a wide range of housing types to meet the diverse needs of the Plan area residents, while serving to enhance the stability of neighborhoods and schools. These policies are meant to be used in conjunction with the Design Guidelines. The Conceptual Land Use Map and Subarea Land Use Policies should be consulted for additional land use direction; the subject is not located within one of the

identified subareas, it is adjacent to sub-area 6, indicated along with the adjacent site to the west, as “Parks”.

- Surrounding Land Uses: R-2 zoned residential uses including multifamily to the east and south, single family to the north, undeveloped site to the west; Challenger Middle School is to the southwest
- Site Analysis Conclusion: The subject site has average access and visibility being on a minor neighborhood collector street. It is not in the floodplain and is relatively level in topography. Utilities are available and there are no known issues significantly restricting utility of the site. It is zoned R-2 permitting for medium density, single-family and multifamily, residential development , together with schools, parks, and other public services necessary for an urban residential environment.

### **Real Estate Tax Analysis**

The following information is available from the county treasurer's office; there are no real estate taxes due to municipal ownership.

Tax Parcel	138-16-0230
FCV Land	\$71,000
FCV Impvt.	\$0
FCV Total	\$71,000
2021 Tax	\$0.00



## HIGHEST AND BEST USE

Highest and best use is defined by the Appraisal Institute in The Dictionary of Real Estate Appraisal, 6<sup>th</sup> Edition, 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 four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity.

Also implied is that the determination of highest and best use results from the appraiser's judgment and analytical skill, i.e., that the use determined from analysis represents an opinion, not a fact to be found. In appraisal practice, the concept of highest and best use represents the premise upon which value is based. In the context of most probable selling price (market value), another appropriate term to reflect highest and best use would be most probable use. In the context of investment value, an alternative term would be most profitable use. The four criteria for the estimate of highest and best use that result in the highest land value are that the use be, legally permissible, physically possible, financially feasible, and maximally productive.

### HIGHEST AND BEST USE, AS IF VACANT:

**Legally Permissible** The subject is zoned R-2; this zone provides for medium density, single-family and multifamily, residential development, together with schools, parks, and other public services necessary for an urban residential environment. Select other uses, such as day care and urban agriculture, are permitted that provide reasonable compatibility with adjoining residential uses. Development Standards include a minimum site size/maximum density of 1/5,000sf, MF-15/acre, 70% SF, 75% MF max lot coverage, 25' height, perimeter yards res to res use are 6' or 2/3H

It is located within the TIA aviation easement disclosure area.

**Physically Possible**: The subject parcel is 87,012sf, 2.0 acres, rectangular in shape fronting on Elvira Rd. an interior street. It is FEMA-X, relatively level topography, utilities are available. It is restricted by AEZ to 84'-96' height; this is not considered to be significant as maximum height within R-2 is 25'.

**Financially Feasible**: The financial feasibility of the subject site is market derived. The following analysis indicates that Arizona, prior to the current "Covid19 crisis" was stabilizing into moderate growth, though at significantly lower rates to those prior to the last economic downturn.

The following is from the Spring 2021 issue of Arizona Economy, published by the University of Arizona Economic and Business Research center:

The Arizona economy finished 2020 in better shape than most states and the recovery continues at a solid pace. However, Arizona job growth lost momentum in December, according to the preliminary data. While state jobs were 3.0% below their February peak that represented a huge 90,100 job gap. Over half of the job gap was in leisure and hospitality, as the travel and tourism industry remained hard hit by the pandemic. Further, in December, all major employment sectors, with the exception of transportation and warehousing, were below their peak. Income growth in the state surged in the second and third quarters of 2020, driven upward by a gigantic flow of federal relief funds into the state that helped to stabilize the economy in general and spurred gains in retail sales of tangible goods and trade, transportation, and warehousing jobs in particular.

Uncertainty is still a key feature of the outlook. Assuming continued improvement in vaccine distribution through 2021, the state should regain momentum as the year progresses. The baseline forecast calls for state jobs to regain their pre-pandemic peak in the third quarter of 2021. The travel and tourism sector will likely take longer to rebound, but will eventually recover. If vaccine distribution progresses more slowly than envisioned under the baseline, or if the evolution of the virus renders current vaccines significantly less effective, the recovery will be delayed.

As of December 2020, Arizona jobs remained 90,100 below the peak in February, according to the preliminary estimates. Arizona's leisure and hospitality jobs were the hardest hit in December, accounting for just over half of

the job gap since February. Professional and business services; government; and education and health services also remain far below February. Keep in mind that nearly all major sectors of the state economy are still below their February level.

Trade, transportation, and utilities jobs were 19,100 above their February level. This reflected strong gains in transportation and warehousing, as well as trade. These sectors were boosted by the huge infusion of federal funds through the CARES Act, re-directed demand from travel and tourism, as well as accelerating trends favoring online shopping and delivery.

Arizona's recovery has not been evenly spread across the state's metropolitan areas. In December, Flagstaff was the furthest below its February peak, with jobs down 15.4%. Jobs were down 9.0% in Yuma, 3.8% in Lake Havasu City-Kingman, and 1.2% in Sierra Vista-Douglas. Jobs in the Prescott MSA have been close to the February peak since October.

Further, since June, most metropolitan areas in Arizona have struggled to generate job growth. The exception was the Phoenix MSA, which accounted for all of the state's net job gains.

While construction jobs ended the year below their February level, at least according to the preliminary data, housing permits and house prices surged ahead. Housing permits for Arizona, Phoenix, and Tucson are at the highest level in more than a decade.

Arizona total housing permits rose 23.0% in 2020 to 57,281. That was up from the revised 2019 annual total of 46,580. Most of the increase was driven by single-family activity, which rose to 41,465. That was an increase of 22.0%. Multi-family permits rose 25.5% to 15,816 in 2020.

Phoenix MSA housing permits increased 27.4% to 45,694 in 2020. Single-family permits increased to 31,475 (up 25.8%) and multi-family permits rose to 14,219 (up 31.1%).

Tucson MSA housing permits also increased last year, but at a slower pace. Total permits rose 14.9% to hit 4,956. Single-family permits accounted for all of the increase, rising 21.6%. Multi-family permits dropped 13.3% in 2020.

The house prices indexes from the Federal Housing Finance Agency (FHFA) measure repeat sales on single-family homes, and thus are not impacted by composition effects that can distort trends in median house prices. Data for the third quarter of 2020 also indicate strong house price appreciation in Arizona, with prices up 7.9% over the year statewide, 8.3% in Phoenix, and 7.2% in Tucson. Nationally, house prices were up 4.7% over the year in the third quarter.

While jobs took a big hit during 2020, personal income growth skyrocketed. This paradoxical result was driven by federal fiscal action, primarily the CARES Act. According to the U.S. Bureau of Economic Analysis (BEA) state personal income rose by 13.4% over the year in the second quarter of 2020 and by 9.7% in the third quarter.

Transfer receipts, primarily those related to the CARES Act, drove the increase in personal income in the second and third quarters. Transfer receipts rose 67.1% over the year in the second quarter and 35.4% in the third quarter.

**Arizona Economy Outlook, November 2021:** The following is from the Fourth Quarter 2021 Forecast Update: Arizona's job recovery hit the pause button in the third quarter, as the pandemic gained momentum again. Although state job growth slowed during August and September, according to preliminary estimates, employment is close to its pre-pandemic high. That is just the first milestone in the state's labor market recovery. The unemployment rate remains above the national average and above its level before the pandemic began. House prices continued to surge in the third quarter, reflecting strong demand as well as supply disruptions. Housing permit activity remained strong.

Assuming that the vaccines remain effective against COVID-19, the forecast calls for Arizona job and population growth to gain momentum in the near term. In contrast, income growth and retail sales soften as federal income support dissipates and households draw down savings. Downside risks outweigh upside risks at this time, as the course of the pandemic continues to generate surprises and as supply-chain disruptions remain a concern.

### **Arizona Recent Developments**

Arizona job growth slowed recently, mirroring the deceleration nationally. The slowdown was at least partially connected to the resurgence of the pandemic during the fall. It may also reflect the broader labor market disruptions brought on by the pandemic that have caused workers to reevaluate their current employment

situation. These factors include reduced child-care options, the lure of retirement, and shifts in desired industries and occupations.

As of October, Arizona nonfarm payroll jobs were just 6,100 below their February 2020 peak, according to the preliminary estimates. Normal gains in November would put the state back on par.

Arizona has replaced 98.2% of the jobs lost in the initial months of the pandemic (**Exhibit 1**). Most metropolitan areas in the state posted employment levels above February 2020. The two exceptions were Flagstaff and Tucson, which had job replacement rates of 84.9% and 77.5%, respectively.

**Exhibit 1: Share of Jobs Lost During the Pandemic that Have Been Replaced as of October 2021**

	<b>Jobs Lost (000s)</b> <b>February-April 2020</b>	<b>Jobs Gained (000s)</b> <b>April 2020-Oct. 2021</b>	<b>Replacement Rate (%)</b> <b>October 2021</b>
Flagstaff	-12.6	10.7	84.9
Lake Havasu City-Kingman	-6.1	7.1	116.4
Phoenix	-244.3	258.4	105.8
Prescott	-9.1	11.1	122.0
Sierra Vista-Douglas	-2.3	3.0	130.4
Tucson	-44.0	34.1	77.5
Yuma	-5.7	6.7	117.5
Arizona	-331.5	325.4	98.2
U.S.	-22,362.0	18,158.0	81.2

In seasonally-adjusted jobs by industry from February 2020 to October 2021, government jobs were 19,600 below pre-pandemic levels, with most of the gap in local government. Leisure and hospitality jobs were 18,100 below February 2020, with the biggest gap in accommodation and food services. Information jobs were 5,500 below their prior peak and other services jobs were 2,500 jobs below February 2020.

Trade, transportation, and utilities jobs were 36,800 above February 2020 in October. Transportation and warehousing jobs were up 25,600 and retail trade jobs were up 9,400. Professional and business services; education and health services; manufacturing; financial activities were modestly above their pre-pandemic peak. Natural resources and mining jobs were equal to their February 2020 level in October.

The state's seasonally-adjusted unemployment rate fell to 5.2% in October, down from 5.7% in September. That was above the national rate of 4.6% and above its February 2020 rate of 4.9%. In addition, the Arizona employment-population ratio and labor force participation rate remained well below pre-pandemic levels. The state's labor market has not yet recovered to pre-pandemic performance.

Arizona personal income declined by 26.5% in the second quarter, faster than the national drop of 21.8%. Arizona's growth ranked 34<sup>th</sup> in the nation and followed a 61.8% increase in the first quarter of the year.

The state personal income decline in the second quarter was driven by reduced transfer receipts, which fell by \$35.5 billion. The drop reflected reduced federal income support from economic impact payments and unemployment insurance benefits related to the pandemic. Transfer receipts fell in every state.

In contrast, Arizona net earnings from work rose rapidly in the second quarter, up by 8.4%. Even so, that was below the national average gain of 10.7%. This reflected the strong job recovery during the spring.

With this release, state quarterly personal income has been revised back to 1998. The latest estimates show that Arizona personal income rose by 10.3% in 2020, up from 5.8% in 2019. Disposable income increased by 11.3% in 2020, up from 5.7% in 2019. Per capita personal income rose by 8.4% in 2020, up from 3.9% in 2019. The Bureau of Economic Analysis relied on population estimates based on the 2010 Census.

While construction job growth has been soft since the pandemic began, house prices and housing permits have surged upward. The Phoenix MSA median home price rose to \$440,000 in October 2021, up 25.7% over the year. The Tucson MSA home price increased to \$325,000, up 20.4% over the year. The Case-Shiller house price index for Phoenix rose 33.1% in September.



The rapid rise in house prices this year is related to factors impacting both the supply and demand-side of the market. On the demand side, it is likely that household formation rates have risen due to increased migration into the state (remote workers relocating from high-cost metropolitan areas to lower-cost states). It is also possible that household formation has increased with roommates separating into individual households, increased divorce rates, and other pandemic-related factors. There are not yet data on these other factors but they may be in the mix. Supply-side issues include rapidly rising construction input costs, labor shortages, and low housing inventories.

At the same time house prices have skyrocketed, so have housing permits. Statewide total permits (seasonally adjusted) were up 13.5% over the year through October. Most of that growth was driven by single-family permits (up 17.2%). Multi-family permits were up 4.1%.

Total housing permits in the Phoenix MSA were up 11.9% over the year through October, with single-family permits up 17.7% and multi-family permits up 0.5%.

Growth in total permits was even strong in Tucson, with an increase of 30.0%. Single-family permits were up 31.2% and multi-family permits were up 22.2%.

### Arizona Outlook

The outlook for Arizona, Phoenix, and Tucson depends in part on national economic performance. The forecasts presented here are based on U.S. projections produced by IHS Markit in October 2021.

The baseline forecast (summarized here) is assigned a 50% probability. The pessimistic scenario is assigned 30% and the optimistic scenario is assigned the remaining 20%.

The baseline forecast calls for U.S. real GDP to rise by 5.4% in 2021, 4.3% in 2022 and then decelerate to 2.8% and 2.7% in 2023 and 2024, respectively.

Nonfarm payroll jobs nationally dropped by 5.7% in 2020, but rebound in 2021 with growth of 2.6% in 2021 and 3.6% in 2022.

The unemployment rate peaked at 8.1% for the year in 2020. It is forecast to decline to 5.5% in 2021 and 4.1% in 2022.

Inflation gathers momentum during the near term, with an average price increase of 4.3% in 2021 followed by a rapid deceleration to 3.0% in 2022, and 2.1% in 2023. Inflation moderates as supply-chain issues ease and workers return to the labor force.

Housing starts surged in 2020 to 1.40 million units. Activity rises to 1.58 million in 2021, before softening to 1.33 million by 2024.

This sets the stage for Arizona's jobs recovery to continue. After losing 93,200 jobs in 2020 the state is forecast to add 105,700 jobs in 2021 and 127,200 in 2022. As **Exhibit 3** shows, that translates into growth of 3.7% in 2021 and 4.3% in 2022.

Population gains accelerate through 2022, as Arizona attracts remote workers from high-cost western metropolitan areas, before gradually decelerating as demographic pressures come to the fore.

Faster population gains in the near term contribute to strong housing permit performance. As population gains moderate, so does housing permit activity.

The huge amount of federal income support that drove income gains in 2020 and 2021 dissipates in 2022. That generates slower gains in retail sales (particularly for goods).

**Exhibit 3: Arizona Outlook Summary**

	<b>Actual</b>	<b>Forecast</b>		
	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>
<b>Growth Rate</b>				
Nonfarm Jobs	-3.2	3.7	4.3	2.7
Personal Income	10.3	5.8	1.4	5.9
Retail Plus Remote Sales	13.8	17.8	0.2	4.7
Population	1.3	1.4	1.7	1.6
<b>Level</b>				
Unempl. Rate	7.9	6.4	5.5	4.7
Housing Permits	60,342	65,399	64,575	54,021

The Phoenix MSA continues to drive state growth during the forecast, with rapid job, population, income, and sales gains. The Tucson MSA contributes to growth but at a slower pace.

**Risks to the Outlook**

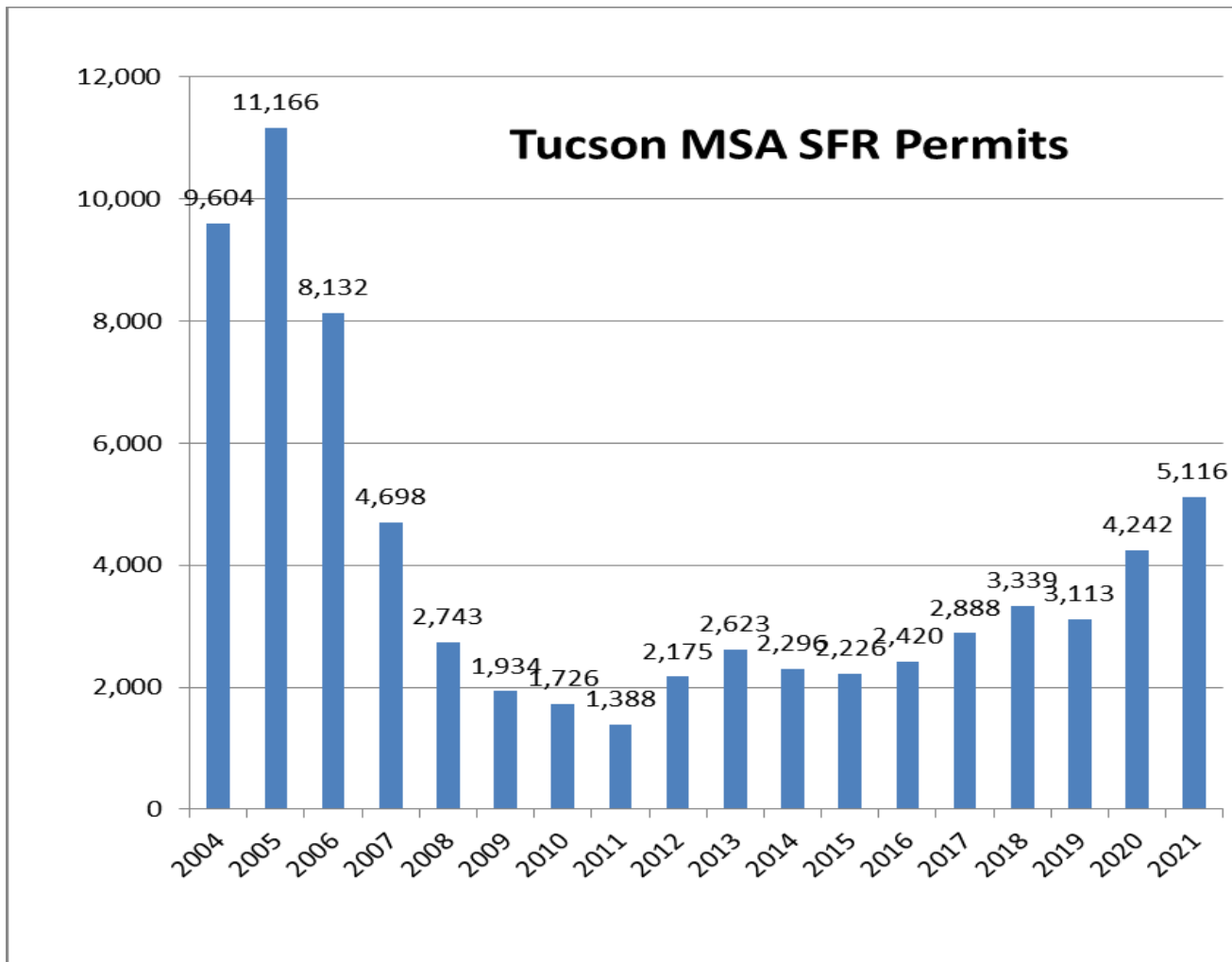
The baseline outlook calls for Arizona to generate strong job and population growth in the near term as income and sales growth decelerate. **Exhibit 4** shows the state job growth forecasts for the baseline, pessimistic, and optimistic scenarios. The baseline outlook is assigned a 50% probability.

The pessimistic scenario is assigned a 30% probability. It assumes a resurgence of the pandemic in the winter months, with rising hospitalizations and deaths. This prevents a rapid recovery in travel and tourism. It also assumes that supply-chain issues drag on into next year. This slows growth in consumer spending on durables. Together, these factors provide a significant drag on U.S. and Arizona growth.

The optimistic scenario (20% probability) assumes that travel and tourism recovers rapidly, supply-chain issues are resolved more quickly, and that consumers respond more positively to infrastructure spending. These factors generate stronger near-term growth.

While each real estate market and market area are affected differently, the decline leading into the great recession, particularly in the Tucson Metro area, was precipitated by the residential market and this market was initially the first to signal recovery, it is also the first market to demonstrate strength in spite of the Covid-19 pandemic; it is thus summarized.

**Residential:** US Census reported single family residential permits in the Tucson Metro area (Pima County) as follows:

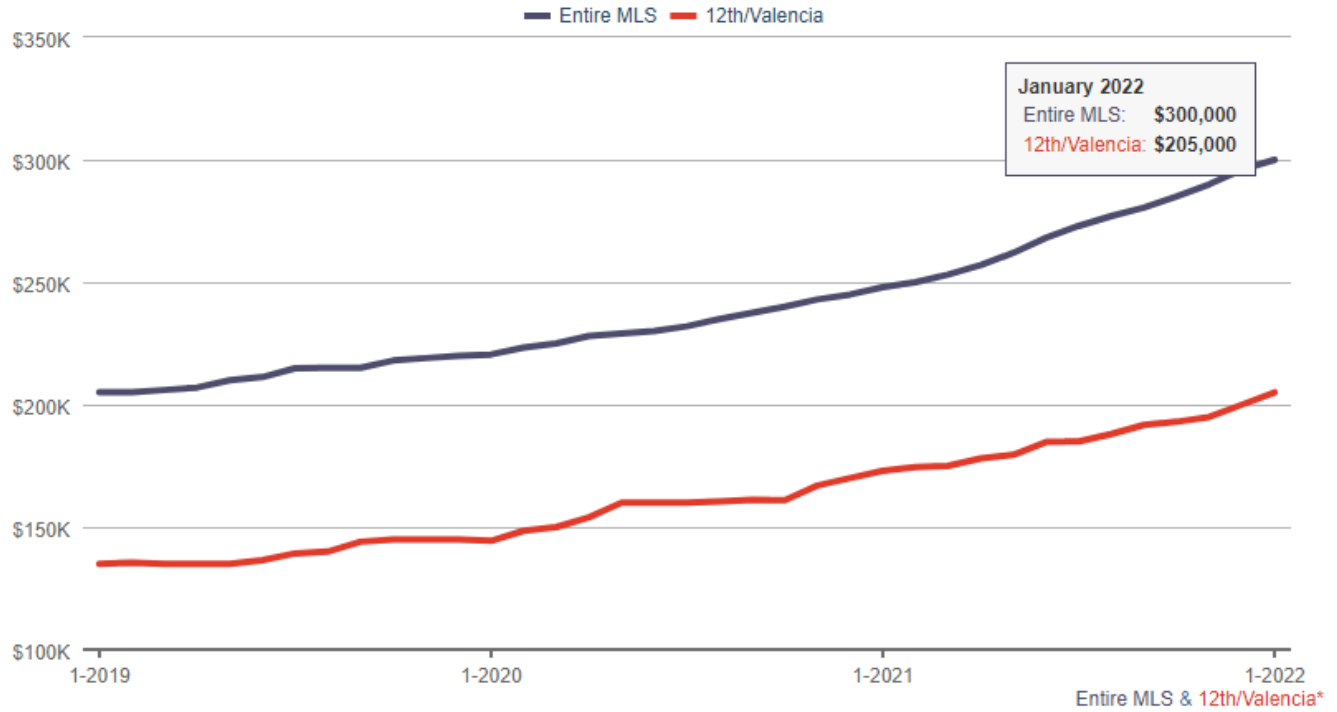


As indicated, residential permits dropped precipitously from a high in 2005 through 2011; 2012 and 2013 indicated the beginning of a turn around, recently there has been a string of increases, though levels are still well below a 5,000 permit long term sustainable level benchmark. Over this time period (2006 through 2011) home values decreased drastically from but again have turned around with relatively strong recent increases in appreciation; July 2021 statistics indicate that Tucson Median Sales Prices (all MLS) increased by 17.7% year over year. 2020 SFR permits have significantly surpassed recent years (almost 36.3% above 2019) and 2021 is again 20.5% above 2020. (Source: census.gov).

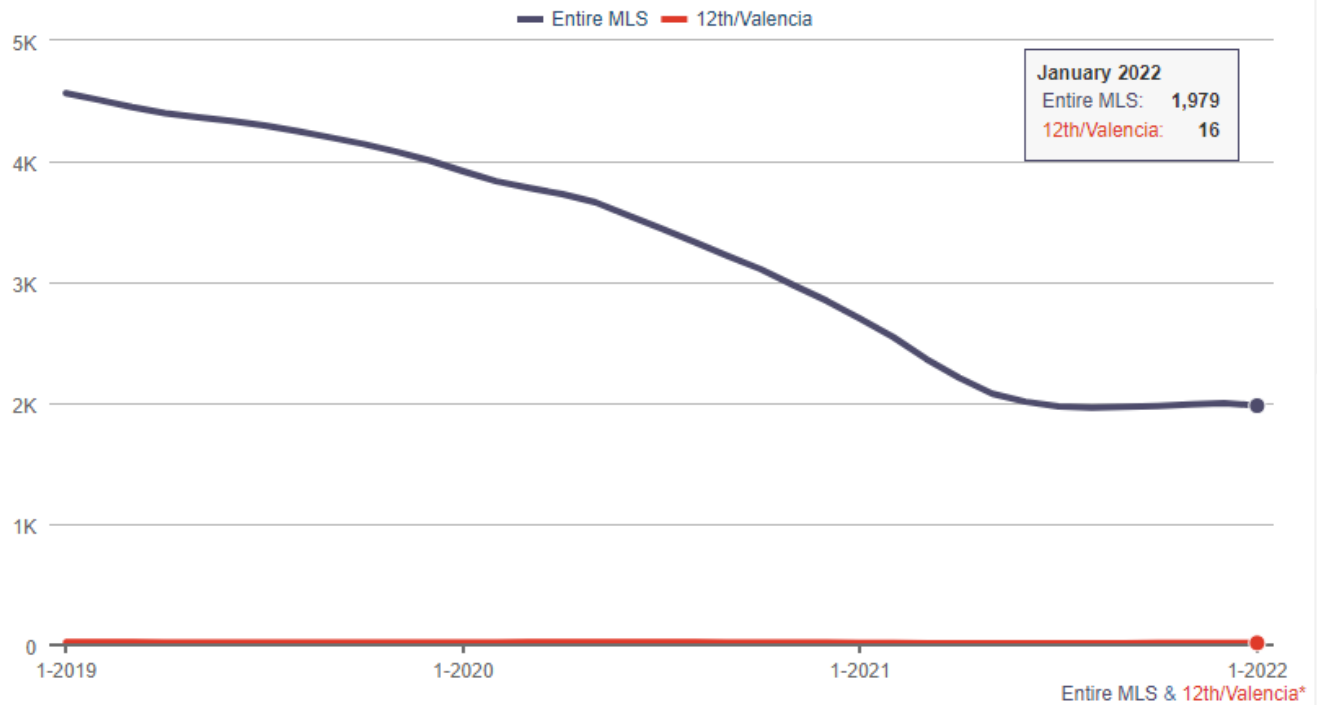
The following are 3 year trends in SFR properties for the entire MLS and the subject Valencia/12<sup>th</sup> Avenue market area; to summarize, median home prices in the subject neighborhood are 31.7% lower than that for the entire MLS, prices have risen 18.5% over the past year as compared to 21.0% in the entire MLS. There are very few SFR listings available in the neighborhood, months of supply is moderating from a high of approximately 1.75 months mid 2020 to below 1 month mid 2021, to 1.1 months currently; median days on market has also been generally dropping to 6 days currently; median sale percent of list price, along with that of the entire MLS, remains at 100% throughout all of 2021.

The indicated trend SFR information is considered to be reasonable for analysis of subject residential lots, lot sales are not tracked; the analysis of residential sales is significant as this is the highest and best and anticipated use of the subject sites:

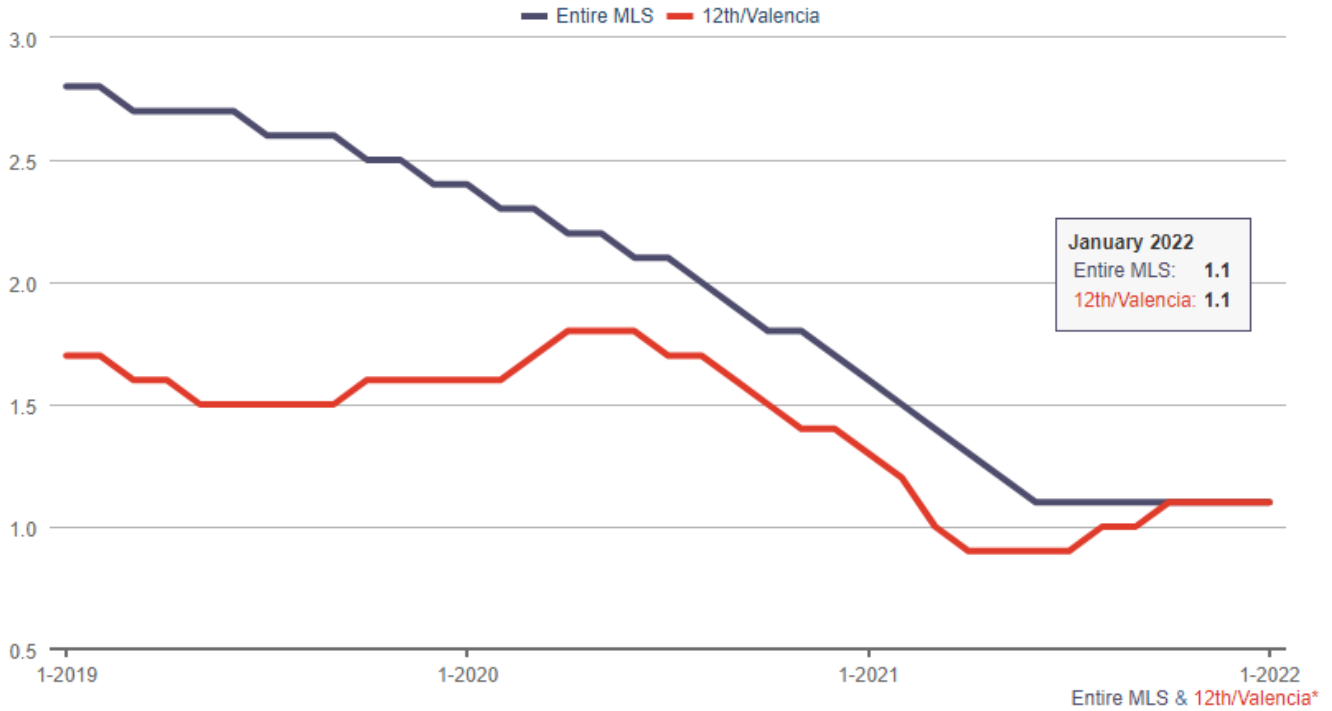
### Median Sales Price



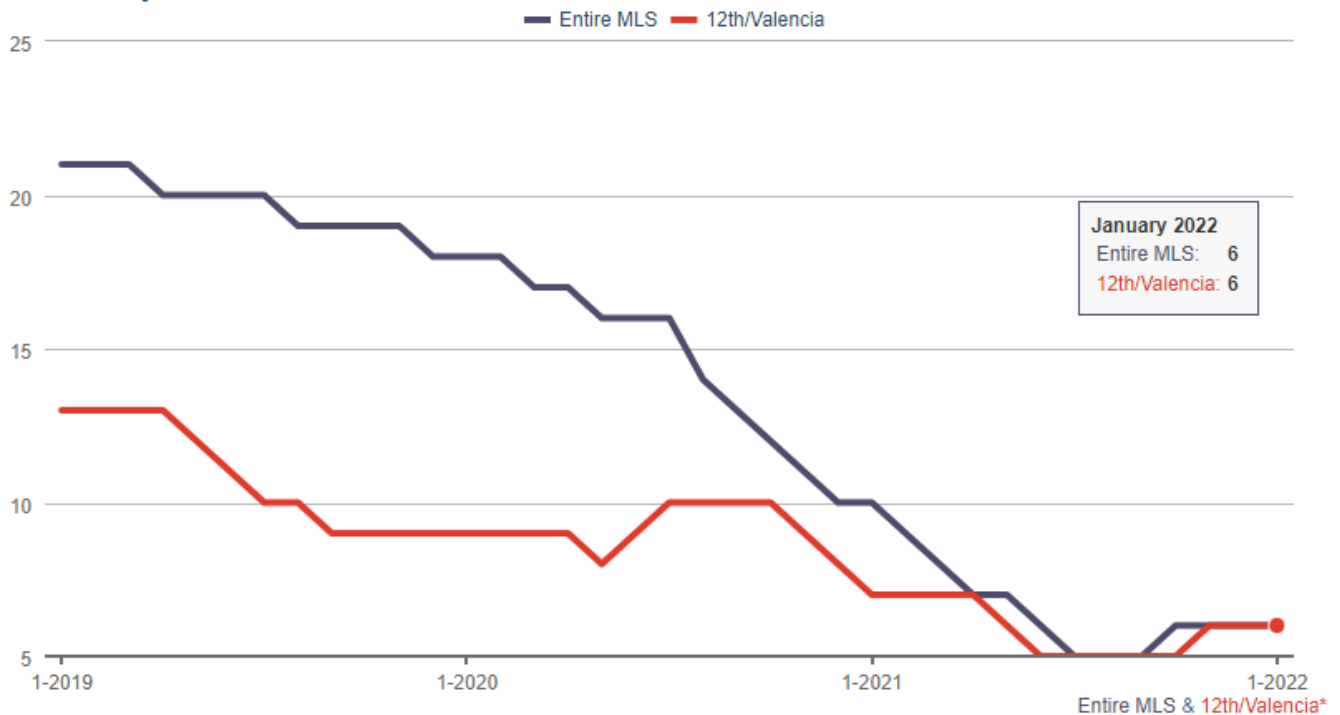
### Homes for Sale



### Months Supply of Homes for Sale



### Median Days on Market



**Maximum Profitability:** In conclusion, the residential market is very strong, highest and best use is considered to be residential development.

## **VALUATION METHODOLOGY**

In the appraisal of real estate, three methods of estimating value are often employed, depending on the characteristics of the property; they include the Cost Approach, Sales Comparison Approach and the Income Approach.

The cost approach is a set of procedures through which a value of the fee simple interest is derived by estimating a reproduction or replacement cost of improvements, deducting accrued depreciation from all sources, and adding the value of the site as if vacant. This approach is particularly useful in the analysis of a property that is new or nearly new, which is not significantly affected by any forms of depreciation, and properties that are not frequently exchanged in the market.

The cost approach includes a site value typically based on sales comparison and site improvements based on a national cost source or local construction cost bids. The subject is analyzed as an undeveloped site, the cost approach is not considered to be applicable to the subject analysis.

The Sales Comparison Approach is a set of procedures through which value is estimated by comparison of the subject property to the sales of similar properties that have recently sold, making adjustments to the sales for differences between the subject and the comparable property's based on units of comparison. The sales comparison approach is applied and considered to be appropriate as the sales provide meaningful analysis of property similar to the subject in the current market.

The income approach is a set of procedures through which value is estimated based on the future benefits of property ownership (income earning potential) of the property appraised. Rental income is estimated based on analysis of similar market properties and/or the subject income stream from existing leases. Incomes are reduced by expenses to the owner and net income is capitalized by either direct capitalization, yield capitalization, or both. Properties of this type appear to be typically purchased for owner use/development rather than for income earning potential, thus the income approach is not considered to be necessary for credible assignment results and is not employed.

## **SALES COMPARISON APPROACH**

The sales comparison approach considers the recent sales of properties with similar use and improvements to the subject. This technique is an application of the principle of substitution which affirms that, when a property can be replaced with an alternative property of similar utility without undue delay, its value tends to be set by the cost to acquire such an equally desirable substitute property.

The sales comparison approach is the process of analyzing sales data of properties considered comparable to the subject being appraised. The reliability of the sales comparison approach is dependent upon (a) the availability of comparable sales data, (b) verification of the sales data and derivation of various indicators of value, (c) the absence of non-typical conditions affecting the sales price of the comparable sales, and (d) the degree of comparability of the sales to the subject and the extent of adjustments required to make the sales equal to the subject.

Under the sales comparison analysis there are ten basic elements of comparison that will be considered in sales comparison analysis; they include:

1. Real property rights conveyed
2. Financial terms
3. Conditions of sale
4. Expenditures made immediately after purchase
5. Market conditions
6. Location
7. Physical characteristics
8. Economic characteristics
9. Use
10. Non-realty components of value

Adjustments for items 1-5 above are made first if necessary, indicating an "adjusted sale price". The comparables prices are each then adjusted for differences in location, physical characteristics (including use or zoning), economic characteristics and any non-realty components of value.

After adjusting the comparable sales prices to compare equally to the subject, the sales are reduced to common units of comparison for further analysis. The units of comparison selected depend on the type of property being appraised. The comparables have been analyzed on a price per square foot site basis which is a common unit of comparison for properties such as the subject. The comparable properties are then adjusted for locational, physical and economic differences as indicated.

A search of the Tucson area market revealed the following sales, considered to be most applicable to this appraisal valuation.

**COMPARABLE SITE ONE**

Location: 6935 S San Fernando Rd., Tucson, 85756  
Tax Code Number: 138-21-007A  
Records: 5/28/2021, 2021 1480879  
Seller: Adan & Irma Flores,  
Buyer: KSW Properties LLC  
Sale Price: \$310,000  
Site Size: 136,983sf, 3.14ac  
\$/Sf Site \$2.26  
Terms: Cash  
Zoning: R-1  
Comments: An irregularly shaped site fronting primarily on San Fernando Rd. with minor frontage on Elvira, a neighborhood collector, 2,466vpd traffic counts (21). Indicated to be FEMA-X, an unknown minor wash (<500cfs) is located in an open area south of the site.  
Confirmation: Affidavit, calls to Kaukaha Watanabe, purchaser 520.352-9005, pdh 2022220





## COMPARABLE SITE TWO

Location: 225 W Elvira Rd., Tucson, 85756  
Tax Code Number: 138-21-0004  
Records: 4/22/2021, 2021 1120491  
Seller: Eswin Perez,  
Buyer: Yolanda Molina, Sofia Delgado  
Sale Price: \$190,000, \$225,000 Asking Price 17/138 DOM  
Site Size: 100,674sf, 2.31ac  
\$/Sf Site \$1.89  
Terms: Cash  
Zoning: R-1  
Comments: A rectangular site with minor frontage on Elvira, a neighborhood collector, 2,466vpd traffic counts (21). Indicated to be FEMA-X, an unknown minor wash (<500cfs) is located in an open area south of the site.  
Confirmation: MLS 22107692, Rosa Varela, listing agent, 520.861-1043, pdh 2022222



### COMPARABLE SITE THREE

Location: 277 S Placita De Los Aviones, w/o Fontana, n/o Valencia, w/o Nogales Hy, Tucson, 85706

Tax Code Number: 138-11-1900

Records: 11/12/2020, 2020 3170103

Seller: ACMI of Fontana Estates LLC

Buyer: CAMFE LLC.

Sale Price: \$163,000, \$279,000 Asking price, 1,931 DOM

Site Size: 145,462sf, 3.34ac

\$/Sf Site \$1.12

Terms: \$50,000 Cash to PMM, reported to be short term and not affecting the sale price

Zoning: R-2, City Residential

Comments: Fontana is an interior street, no traffic counts. The site is surrounded by stick built and mobile home and mobile home parks. It was platted at time of sale for 16 sfr lots and purchaser will reportedly develop affordable housing utilizing the plat. All utilities reportedly were available; FEMA-X.

Confirmation: MLS 21503136, Bradley Gephart, listing agent, 520.327-8758, pdh 2021202



## COMPARABLE SITE FOUR

Location:	S Jackie Circle, Tucson, 84713
Tax Code Number:	138-19-1870
Records:	7/10/2020, 2020 1920220
Seller:	Rudy & Mary Ruiz
Buyer:	Eugene & Lucy Zavala
Sale Price:	\$110,000
Site Size:	46,891sf, 1.08acf
\$/Sf Site	\$2.34
Terms:	Cash
Zoning:	R-2
Comments:	Located at the end of a cul-de-sac. FEMA-X; TIA avigation easement area, approximately 17% of the site is restricted to 120-140' height.
Confirmation:	Affidavit; no numbers available for buyer or seller, pdh 2022222





## SALES COMPOSITE MAP



## Value Analysis

Four sales have been selected for comparison in the subject value analysis.

Adjustments are applied to provide insight into the relative significance (weight) of the characteristic being considered and difference from the various comparable sales to the subject parcel. While based on appraisal experience and interpretation from the market, they are not intended to be precise to each comparable and category.

Property Rights: The sales all were fee simple interests, no adjustment necessary.

Financing: Sales 1, 2 and 4 were cash; sale 3 involved a partial seller carryback, terms of sale were not considered to have affected the sale price, no adjustment is considered necessary.

Conditions of Sale: The sales were considered to have had typical sale motivations, no adjustment is considered necessary.

Market Conditions: The sales occurred from July 2020 through May 2021; market conditions for this type of property have been improving/appreciating over this time, the comparables are adjusted upward for market conditions at approximately 18.5% per year.

Location: the subject and comparables 1, 2 and 4 are similar in location, not requiring adjustment; comparable 3 is adjusted upward for inferior location due to being in area of lower median home values, greater percentage of housing by mobile homes, etc.

Size; the subject and comparables are considered to be relatively similar in size, all large enough for small residential subdivision, no adjustment for size is considered necessary.

Zoning: the subject and comparables 3 and 4 are similar in zoning; sales 1 and 2 are inferior due to permitting slightly lesser development density and thus adjusted upward.

Improvements: the subject and comparables 1, 2 and 4 have no improvements, no adjustment is necessary; sale 3 is adjusted downward for approved subdivision plat.

Site Utility: the subject and comparables are similar in site utility, not requiring adjustment.

Access/Exposure: The subject and comparables 1, 2 and 4 are considered to be similar in access/exposure, not requiring adjustment; sale 3 is adjusted upward for restricted site frontage.

Conclusion: the comparables all have upward adjustment, largely due to date of sale and improved market conditions. Greater emphasis is placed on comparables 1 and 2 due to their being most recent indications and requiring least gross adjustment. With emphasis as indicated, a subject site value at \$2.40/sf, \$209,000, rounded.

Greater detail concerning the comparable sales and their adjustment when compared to the subject site is available on the following grid:

SITE SALES COMPARISON SUMMARY					
Comparable	Subject	Comp 1	Comp 2	Comp 3	Comp 4
Location	329 E Elvira	6935 S San Fernando	225 W Elvira	277 S Placita D L Aviones	Jackie Cir.
Tax ID Number	138-16-0230	138-21-007A	138-21-004	138-11-1900	138-19-1870
<b>Sales Data</b>					
Date of Sale	N/A	May-21	Apr-21	Nov-20	Jul-20
Sales Price	N/A	\$310,000	\$190,000	\$163,000	\$110,000
Site Size (ac)	2.00	3.14	2.31	3.34	1.08
Property Rights (Interest)	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Interest adjustment	0%	0%	0%	0%	0%
Financing	Cash	Cash	Cash	Cash, PMM	Cash
Cash Equivalent Price	N/A	\$310,000	\$190,000	\$163,000	\$110,000
Conditions of Sale	Average	Average	Average	Average	Average
Condition Adjustment	0%	0.0%	0.0%	0.0%	0.0%
Market Condition (Time)	N/A	May-21	Apr-21	Nov-20	Jul-20
Market Conditions Adj.	0.0%	13.0%	15.0%	23.0%	30.0%
Adjusted price per SF	N/A	\$2.56	\$2.17	\$1.38	\$3.05
<b>Physical Characteristics</b>					
Location	Average	Similar	Similar	Inferior	Similar
Size	2.00	3.14	2.31	3.34	1.08
Zoning	R-2	R-1	R-1	R-2	R-2
Improvements	None	None	None	Platted	None
Site Utility	Average	Similar	Similar	Similar	Simiar
Access/Visibility	Average	Similar	Similar	Inferior	Similar
<b>Adjustments</b>					
Location	0.0%	0.0%	0.0%	5.0%	0.0%
Size	0.0%	0.0%	0.0%	0.0%	0.0%
Zoning	0.0%	5.0%	5.0%	0.0%	0.0%
Improvements	0.0%	0.0%	0.0%	-5.0%	0.0%
Site Utility	0.0%	0.0%	0.0%	0.0%	0.0%
Access/Visibility	0.0%	0.0%	0.0%	5.0%	0.0%
<b>Net Physical Adjustments</b>					
Net Physical Adjustments	Same	Upward	Upward	Upward	Similar
Net Adjustment (Overall)	0.0%	5.0%	5.0%	5.0%	0.0%
Adjusted Comp Price/sf		\$2.69	\$2.28	\$1.45	\$3.05
Subject Value (\$/SF)	\$2.40				
Subject Value Opinion	\$209,000				

## STATEMENT AND CERTIFICATION OF APPRAISER

I certify that, to the best of my knowledge and belief:

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

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

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

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

my engagement in this assignment was not contingent upon developing or reporting predetermined results.

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.

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 & Standards of Professional Appraisal Practice of the Appraisal Institute. (C.S.R.1-1)

My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.

The appraisal was developed and the appraisal report prepared in conformance with the Appraisal Standards Board's *Uniform Standards of Professional Appraisal Practice*

I have made a physical inspection of the property appraised and the property owner designated representative, was given the opportunity to accompany me on the property inspection.

No one provided significant professional appraisal assistance to the person signing this report.

The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.(C.S.R.1-2).

As of the date of this report, I have completed the continuing education program of the Appraisal Institute (C.S.R.1-3).

I have performed no services regarding the subject property within the prior 3 years as an appraiser or in any other capacity.

If this report is in any way disassembled, reproduced, altered, or used in any other capacity than that made known to the appraiser at the time of the request and stated herein, the appraiser is not responsible for this report and it is invalid.

PAUL HENDRICKS REAL ESTATE APPRAISAL & COUNSELING



Paul D. Hendricks, MAI

Arizona Certified General Real Estate Appraiser 30197

PAUL HENDRICKS REAL ESTATE APPRAISAL & COUNSELING

## **APPENDIX**

1. Appraisal Assumptions and Limiting Conditions
2. Subject Exhibits and Photos
3. Consultant Qualifications



**LIMITING CONDITIONS AND ASSUMPTIONS**

**of Standard Real Estate Appraisal**

(Consisting of the 23 Items Below and Others as Mentioned)

**1. Information Used, Trade Secrets**

The appraiser(s) shall not be responsible for the accuracy of any information obtained from the client or any other source and used in the appraisal, subject to the due diligence provision of the Uniform Standards of Professional Appraisal Practice. The appraiser(s) shall not be liable for any information or work obtained from any subcontractor. It is strongly suggested that the client consider independent verification of all factual data as a prerequisite to any transaction involving the purchase, sale, lease, or other decision involving a significant commitment of funds affecting the subject property. The client agrees that the appraisal produced pursuant to this agreement consists of "trade secrets and commercial or financial information" which is privileged and confidential and exempted from disclosure under 5 U.S.C. 552(b)(4) and furthermore agrees to obtain the appraiser(s) authorization before reproducing the appraisal in whole or in part.

**2. Authentic Copies, Changes, Modifications**

The authentic copies of this report were delivered to the client; copies not coming from the client may have been altered. The appraiser(s) reserve the right, at their sole discretion, and at any time, to alter statements, analysis, conclusions or any value estimate(s) in the appraisal if facts pertinent to the appraisal process and report which were unknown at the time of completion become known to the appraiser(s).

**3. Use of Appraisal, Limit of Liability**

This report is intended solely and exclusively for use by the client. The sole purpose of the report is to assist the client by valuation of the subject property. The client also acknowledges and agrees that some of those involved with the assignment appraisal may be independent contractors and the client hereby agrees not to hold the appraiser(s) liable for any acts of same. Notwithstanding anything herein to the contrary, the client will forever indemnify and hold appraiser(s) harmless from any claims by third parties related in any way to this appraisal.

The liability of the appraiser and affiliated business entities, its officers, directors, shareholders or employees (hereinafter collectively referred to as appraiser) is limited to the herein named client only. No liability shall extend to any third party, and the total amount of such liability shall in no event exceed the amount of the fee actually received by the appraiser(s).

Third parties shall include, but not be limited to, general and limited partners of the client if said client is a partnership, stock holders of the client if said client is a corporation, and all lenders, tenants, past owners, successors, assigns, offerees, transferees and spouses of client. The appraiser(s) shall not be held responsible for any costs incurred to investigate or correct any deficiencies of any type which may be present in the real estate and/or real property herein appraised. Acceptance and/or use of this report by the client constitutes acceptance of all limiting conditions and assumptions set forth herein.

**4. Court Testimony**

Testimony or attendance in court by reason of this appraisal, with reference to the property in question, shall not be required, unless arrangements have previously been made.

**5. Copies, Publication, Distribution of the Report**

Possession of any copy of this report shall not authorize or empower the client or any third party with any publication rights whatsoever, or with any authorization to use the appraisal other than for its intended and stated purpose noted in the agreement and/or in the report. The physical report(s) shall remain the property of the appraiser(s) at all times and appraiser(s) hereby grant the client permission to use the appraisal report(s) solely for the purposes set forth. The client agrees that the payment of the appraisal fee is in exchange for the analytical services of appraiser(s) and by the payment of said fee, the client

has not purchased the appraisal report. With the exception of public disclosure indicated below, neither all nor any part of this appraisal report shall be given, recited, published, copied, distributed, nor in any way communicated to third parties in any manner, in whole or in part, without the prior written consent of the appraiser(s).

This report has been prepared for Pima County and appraiser recognizes that the report will become public record after review and will be available for review by the public upon request.

## **6. Confidentiality**

All conclusions and opinions concerning the analysis as set forth in this report were prepared by the appraiser(s) whose signature(s) appear on the appraisal report. No changes shall be made in the report by anyone other than the appraiser(s). The appraiser(s) shall not be held responsible for any unauthorized changes or such consequences as may transpire from unauthorized changes. The appraiser(s) may not divulge the material contents of the report to anyone other than the client or his designee as specified in writing, except as may be required by the professional association(s) of the which the appraiser(s) are members as may be requested in confidence for ethics enforcement, or by a court of law, or any other body with the power of subpoena. The appraisal has been prepared for City of Tucson with the knowledge that the report will ultimately become public records and may be made available for public review.

## **7. Measurements, Exhibits**

The sketches, maps and photographs in the appraisal report are include solely for the purpose of assisting the reader in visualizing the property and are not necessarily to scale. The appraiser(s) have made no survey of the property and site plans included in the report are not to be considered as surveys unless so designated. Any sketch or map in the appraisal report shows approximate dimensions and is included for general illustrative purposes only. It is the responsibility of a qualified engineer, architect, or registered land surveyor to show the exact location of the subject improvements thereon, existing or proposed, as well as the measurements and areas of land and improvements. In the absence of a survey, the appraiser(s) may have used Tax Assessor's maps or records or other maps provided by the client which may or may not represent the exact measurements of the subject property or other comparable data relied upon in estimating the market value of the subject property. Any variation in land or building areas from those considered in the appraisal may alter the estimates of value contained in the report.

## **8. Legal, Title, and Market Value Premise**

The appraiser(s) have no responsibility for matters of any legal nature affecting the property being appraised or the title thereto; the appraiser(s) assume title to be good and marketable, and free of clouds unless otherwise noted. No Title Policy or report has been furnished to the appraiser(s), unless so stated in the report. The property is being appraised as though it were under financially sound and responsible ownership with typical and competent management. The hypothetical sale referred to in the definition of market value assumes adequate marketing efforts and exposure time normal for the property. The appraiser(s) are not responsible for the accuracy of legal description.

## **9. Engineering, Structural Matters; Hazardous or Toxic Materials, Physical Condition**

The appraiser(s) have inspected the land and the improvements. However, it is not possible to observe conditions beneath the soil surface, or hidden structural, mechanical, or other components; the appraiser(s) shall not be hold responsible for any defects in the property related thereto. The property appraised is as though there are no hidden or unapparent conditions which would affect market value; this includes subsoil conditions, potential flood conditions, hydrological and/or structural conditions. The appraiser(s) are not responsible for such conditions or those engineering efforts which might be required to discover and/or correct such factors. The value estimate assumes there are no defective property conditions that would cause a loss of value. The land or the soil of the area being appraised is assumed to be firm and otherwise satisfactory for building use. Although soil subsidence and the influence of toxic material in the area of the subject and its environs is unknown, the appraiser(s) do not warrant against this condition or occurrence of problems from soil (or toxic atmospheric) conditions known or unknown.

Unless otherwise stated in the report, the existence of hazardous material, substance or gas, which may or may not be present within, on or near the property, has been disregarded in the appraisal. The appraiser(s) are not qualified to detect such substances as asbestos, urea-formaldehyde foam insulation, radon gas, or other potentially hazardous material and/or substances which may adversely affect the value of the property. The value estimate is predicated on the assumption that there is no such toxic material and/or condition affecting the property that would cause a loss in value. The appraiser(s) are

not responsible for any such condition and/or the engineering expertise required to discover any such condition. The client is urged to retain an expert in this field, if so desired. All mechanical components are assumed to be in operable condition and status standard for properties of the subject type. Conditions of heating, cooling, ventilating, electrical and plumbing equipment are assumed to be in good working order unless otherwise stated. Appraiser(s) are not responsible for the adequacy or type of insulation, or energy efficiency of the improvements or equipment, which are assumed to be standard for the subject property type. Unless otherwise stated, the appraiser(s) have not been supplied with a termite inspection report or occupancy permit. The appraiser(s) shall not be held responsible for, nor shall the appraiser(s) be deemed to have made any representations regarding any potential costs associated with obtaining same or for past or present, legal or physical, deficiencies which may be found. Client further agrees that the appraiser(s) shall not be held responsible for any costs incurred or consequences arising from the need, or the lack of need, for flood hazard insurance.

#### **10. Utilities**

In the absence of a qualified professional engineer's study, information regarding the existence of utilities is made from a visual inspection of the site and review of available public information. The appraiser(s) have no responsibility for the actual availability of utilities, their capacity, or any other problem which might result from a condition involving utilities. Although public utility lines might be located adjacent to the subject property, the capacity of these lines for any proposed development is not known. The respective companies, governmental agencies or entities should be contacted directly by concerned individuals. Unless otherwise stated in the report, utilities of all types are considered in the appraisal to be present in adequate quality and quantity for the intended use or highest and best use of the property.

#### **11. Legality of Use, Management of Property**

The appraisal is based, unless otherwise stated, on there being full compliance with all applicable federal, state and local environmental regulations and laws, that all applicable zoning, building, use regulations and restrictions of all types have been complied with and, moreover, it is assumed that all required licenses, consents, permits, or other legislative or administrative authority, local, state, federal and/or private entity or organization have been or can be obtained or renewed for any use considered in the value estimate. The appraisal is prepared under the assumption that the property which is the subject of this report is maintained and managed pursuant to prudent and competent ownership and management.

#### **12. Component Values, Special Studies**

The distribution of the total valuation in this report between land and improvements applies only under the existing program of use. The separate valuations for land and building must not be used separately and are invalid if so used. No environmental or impact studies, special market study or analysis, highest and best use analysis study or feasibility study has been requested or made unless otherwise specified in an agreement for services or within the report.

#### **13. Inclusions.**

Furnishings, equipment, personal property or business operations which may sometimes be considered a part of the real estate, have been disregarded, unless otherwise specified and only the real estate is considered in the value estimate. In some limited circumstances, business and real estate interests and values may be combined depending on the specific situation and as determined by a written agreement. Please see the appraisal report for further clarification.

#### **14. Proposed Improvements, Conditional Value**

Any improvements proposed, on- or off-site, as well as any repairs required, will be assumed, for purposes of this appraisal, to be completed in a good and workmanlike manner according to information submitted by the client for consideration by the appraiser(s). In cases of proposed construction, the appraisal is subject to change upon inspection of the property by the appraiser after construction is completed. The estimate of market value is as of the date shown, as proposed, and as if completed and operating at the levels shown and projected or as otherwise indicated and labeled in the appraisal report.

#### **15. Value Change, Dynamic Market, Influences on Market Value, Alteration of Estimate and/or Analysis Herein By Appraiser**

The estimated market value, as defined in the report, is subject to change with market fluctuations over time; value is highly related to exposure, time, promotional effort, terms, motivation, and personal and general economic and supply/demand conditions surrounding the offering. The value estimate considers

the productivity and relative attractiveness of the property both physically and economically in the marketplace.

The market value estimated, and the costs used, are as of the date of the estimate of value. All dollar amounts are based on the purchasing power and price of the dollar as of the date of the value estimate. The client hereby agrees that the appraisal report and value estimate are subject to change if the physical or legal entity or the financial arrangements are different than that envisioned in this report or upon change in, or discovery of, certain influencing market conditions or property conditions as well.

In cases of appraisals involving the capitalization of income benefits, the estimate of market value or investment value or value in use, the client hereby acknowledges and agrees that such estimates are intended to be a reflection of benefits which the appraiser(s) have been directed to assume as given, as well as from the appraiser's interpretation of income and yields and other factors derived from general and specific client and market information. Such estimates are as of the date of the estimate of value; they are thus subject to change as the market and value is naturally dynamic. The client agrees that these types of appraisals are based on reasonable estimates and as such, will not hold appraiser(s) responsible for any errors in the estimated values. The "Estimate of Market Value" in the appraisal report is not based in whole or in part upon the race, color or national origin of the present or previous owners nor upon the occupants of the properties in the vicinity of the property which is the subject of the appraisal.

**16. After-Tax Analysis, Investment Analysis, and/or Valuation**

Any "after" tax income or investment analysis and resultant measures of return on investment are intended to reflect only possible and general market considerations, whether as part of estimating value or estimating possible returns on investment at an assumed value or price paid; the client acknowledges and agrees that the appraiser(s) do not claim any expertise in tax matters and moreover will not rely on any information prepared by appraiser(s) which in any way relates to income tax matters.

**17. Information furnished by Client and Third Parties**

Any and all information furnished by the client and/or third parties is logically presumed to not only be correct but complete, either in entirety or summarized as presented, and if there are no other documents modifying the one or ones mentioned herein.

**18. Federal Law OMB Circular A-129 & Bulletins 91-05 and 92-06 Amending Circular A-129**

These require USPAP standards and practices be used under State certification and license programs under Title XI of the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA) (P.L. 101-73) and OMB Bulletin 92-06 applies these USPAP to the 17 affected Federal eminent-domain agencies subject to the regulations of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (Uniform Act), as amended by regulations in 49 CFR Part 24. Agencies not subject to the Uniform Act should follow the revised 49 CFR Part 24 to conform to OMB Bulletin 92-06.

**19. Americans With Disabilities Act (ADA)**

This act became effective January 26, 1992. The appraiser(s) 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 upon the value of the property. As the appraiser(s) have no direct evidence relating to this issue, possible or direct noncompliance with the requirements of ADA in estimating the value of the property was not considered.

## **20. Environmental**

It is assumed that there are no protected species of plants or animals in, on, or near the subject property other than any described in the report.

It is assumed that the site is not a cactus ferruginous pygmy owl habitat (defined by US Fish & Wildlife as: Land below 4000 feet in elevation that has saguaro greater than 8 feet tall or containing a woodpecker cavity) ironwood, mesquite, or paloverde vegetation (must be >6 inches in diameter). (note as of May 2006 the pygmy owl has been de-listed as an endangered species; however, there is ongoing litigation seeking to overturn this de-listing).

## **21. Report Type**

This is a 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. Supporting documentation concerning the data, reasoning, and analysis 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.

## **22. Other Information for Readers**

We recommend that if sewer or septic connection, or condition of same, is of concern to client or other readers of this report, a qualified expert should be hired to inspect the system and perform appropriate tests as he/she deems necessary. Further, if water source, status, possible toxic influences on air, water, soil, or improvement construction material or condition of mechanical, structural or other systems or components are of concern, an appropriate expert should be engaged as we are not experts in such matters. The reader is cautioned that value is dynamic and changes with changing market conditions over time. Subsequent sales, listings, and other market influencing activity may influence value after the date of the value estimate. The value estimate is an estimate, not a determined fact.

## **23. Conclusion**

Acceptance of and/or use of this appraisal report by the client or any third party reader or user, constitutes acceptance of the above stated conditions as well as any other(s) stated in this report. The acceptance of this appraisal report also constitutes acceptance of responsibility for payment of the appraisal fee balance due and any costs incurred by the appraiser(s) in collection of same. Appraiser liability extends only to stated client, not subsequent parties or users; any additional appraiser liability is limited to the actual amount of fee received by said appraiser(s).

These Limiting Conditions and Assumptions are in conjunction with any form type page(s) of similar nature in the appraisal report package; further, the reader is advised that certain comments in the report may point out other specific assumptions and/or limiting conditions pertaining to this appraisal even though an attempt has been made to summarize all limiting conditions and assumptions herein; the client or designated user of the appraisal report should inspect the property and confirm factual information before a final decision is made concerning the subject.

--- end ---

## SUBJECT PHOTOS & EXHIBITS

Aerial Photo



Site View Looking North





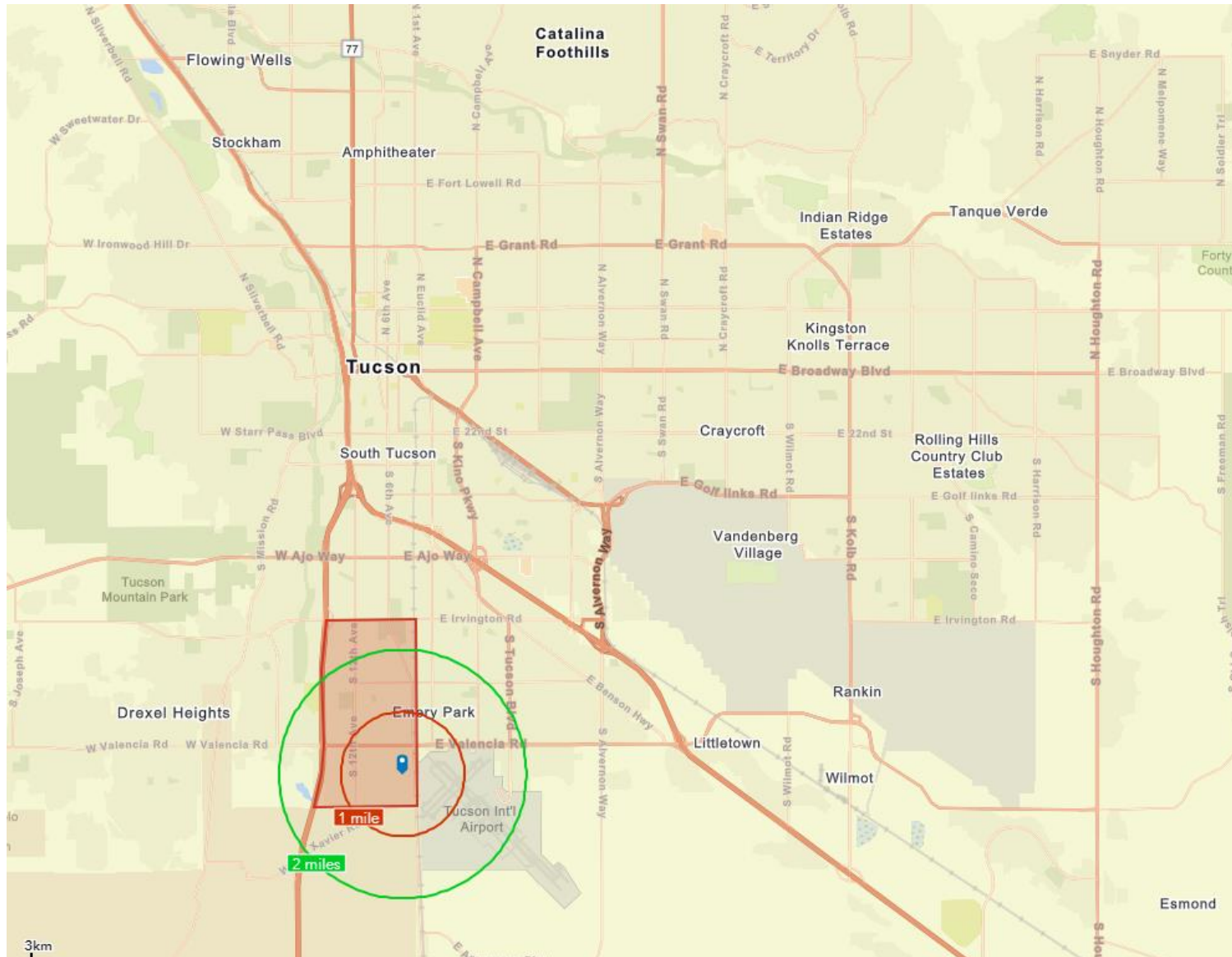
Elvira Road Looking West



Elvira Road Looking East



## MARKET AREA MAP

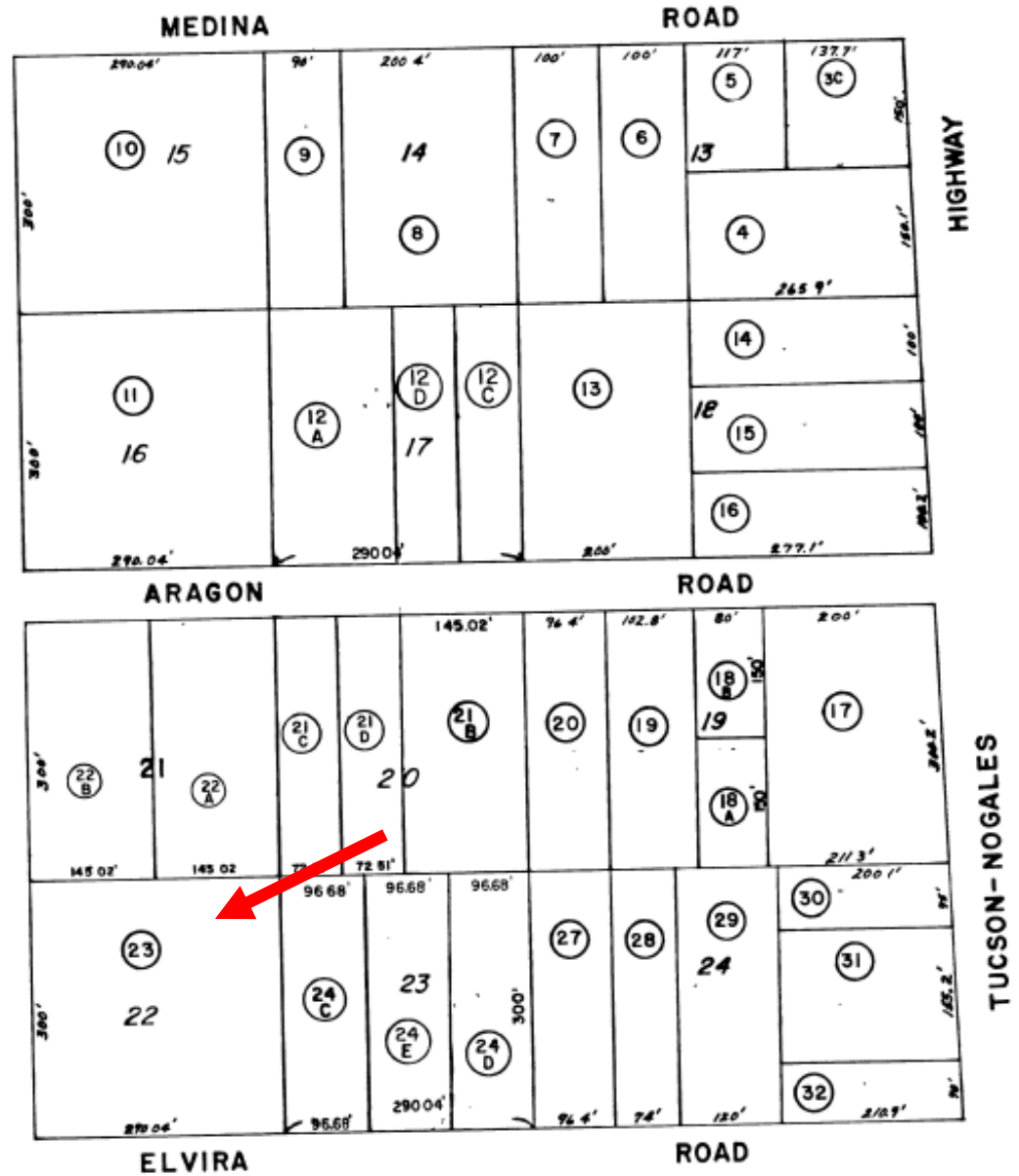




Plat Map

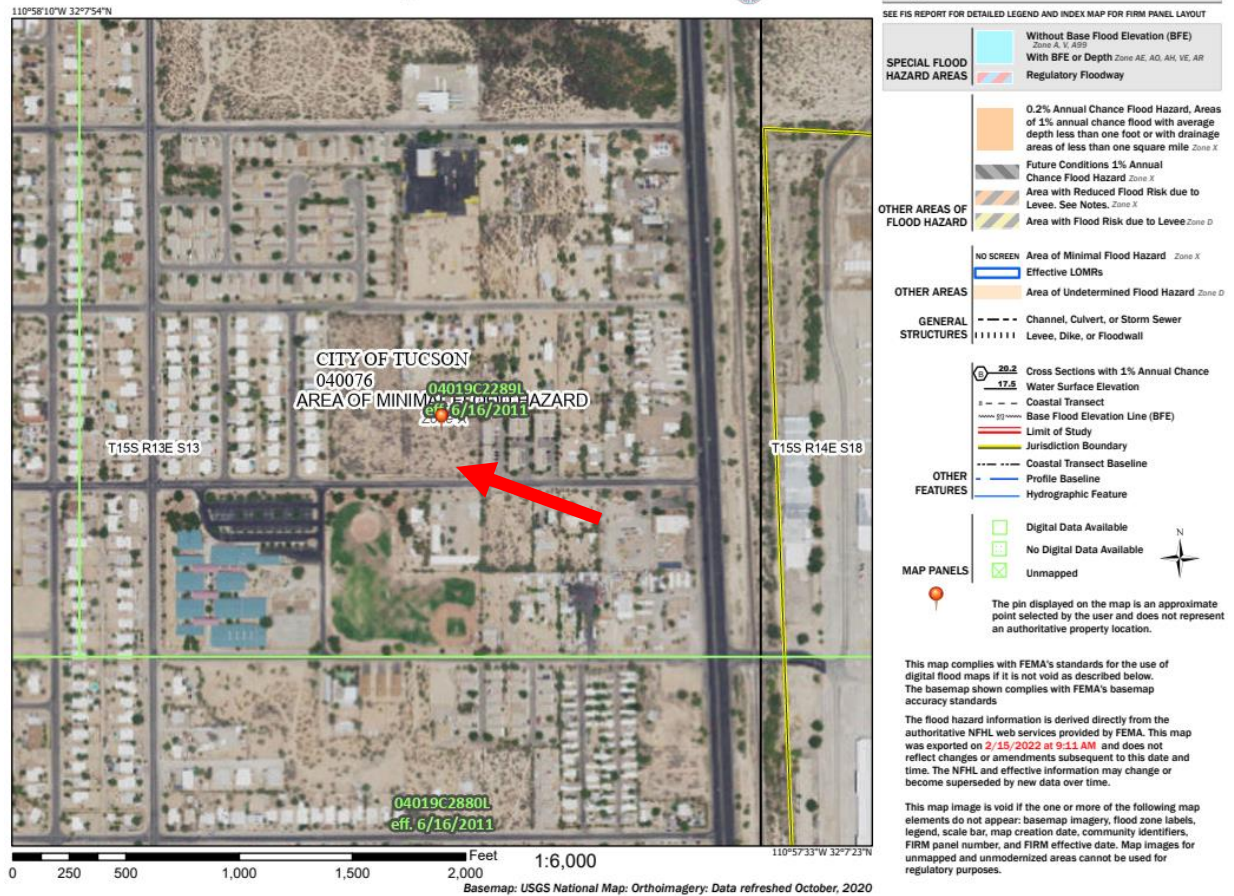
# GOLDEN DAWN FARMS

## DETAIL No. 2

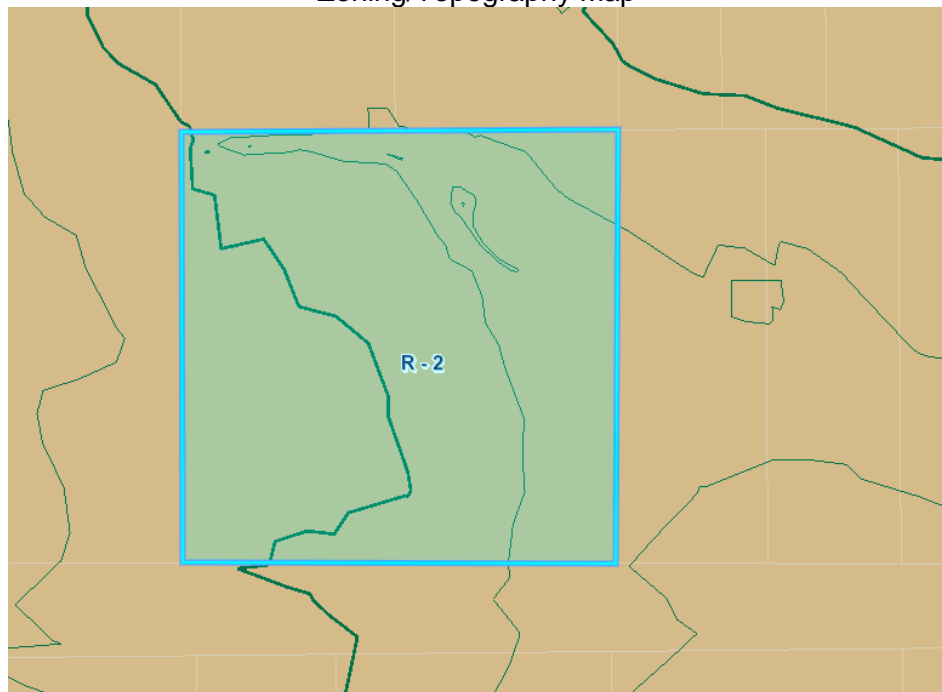


## Flood Map

### National Flood Hazard Layer FIRMette



### Zoning/Topography Map



**CONSULTANT'S QUALIFICATIONS**  
**PAUL D. HENDRICKS, MAI**  
4708 E. Scarlett, Tucson, AZ 85711  
Voice & Fax (520) 325-6512  
Email: PaulHendricksMAI@gmail.com  
www.TucsonAzAppraisal.com

## EDUCATION

### Academic

Bachelor of Science in Business Administration, University of Arizona; Real Estate and Finance Major.

Valuation

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**Appraisal Courses and Examinations:**

- Standards of Professional Practice; A, B
- Standards of Professional Practice, C
- Investment Analysis
- Highest and Best Use, and Market Analysis
- Valuation Analysis and Report Writing
- Case Studies in Real Estate Valuation
- Income Approach to Value and Capitalization
- Basic Principles, Methods 1A
- Americans with Disabilities Act
- Due Diligence/Environmental Checklist
- Residential Appraisal Techniques
- FEMA Flood Hazard
- Arizona Appraisal Law
- Construction and Engineering Awareness
- Reviewing Appraisals
- Small Residential Income Property Appraisal
- Hazardous Materials
- Litigation Valuation
- Appraiser as Expert Witness
- Partial Interest Valuation; Undivided
- Land Valuation Assignments
- Residential & Commercial Solar Valuation
- Uniform Standards Appraisal Federal Land Acquisitions

**Appraisal Seminars**

- Appraisal Business Management
- Critical Building Inspections
- Fair Lending and the Appraiser
- Residential Real Estate Econometrics
- Commercial Appraisal; Lender Requirements

## **EXPERIENCE**

### **November 1995 - Present:**

#### **Real Estate Appraiser/Consultant, Paul Hendricks Appraisal & Counseling, Tucson, Arizona**

In November 1995, Mr. Hendricks again returned to his own firm which performs appraisal and consulting assignments primarily in Arizona; he also works as an independent contractor for other appraisal firms in the Tucson area. He continues to work as an independent contractor with Hendricks, Vella, Weber & Williams, a California corporation with assignments primarily in California.

### **1994-November 1995:**

#### **Senior Real Estate Analyst; The Dorchester Group, Scottsdale, Arizona.**

In January 1994 Mr. Hendricks joined The Dorchester Group as a Senior Analyst. He has provided consulting and valuation services on several complex real estate issues and assignments for the firm which specialized in litigation support for it's operations in Arizona and California.

### **1986-1993:**

#### **Real Estate Appraiser/Consultant, Paul Hendricks Appraisal & Counseling; Tucson, Arizona.**

During this time Mr. Hendricks performed real estate appraisals and consulting for his own firm as well as working as an independent contractor primarily for Swango Appraisal. Appraisal assignments included a wide variety of property types including industrial and retail, special use, apartment, motel, subdivision and land as well as residential properties and commercial appraisal reviews.

### **1979-1986:**

#### **Senior Real Estate Analyst, Swango Appraisal & Consultation; Tucson, Arizona.**

Mr. Hendricks primarily performed a wide variety of appraisal assignments for residential and commercial properties.

## **PROPERTIES**

Property experience encompasses virtually all types, including apartments, retail centers, industrial, offices, motels, special use properties and commercial appraisal reviews. Clients include private, corporate, institutional, and governmental entities.

## **COMPUTERS**

Mr. Hendricks' experience includes development of specialized spreadsheets dealing with anticipated income streams from tenant leases, analysis of various leasehold positions and Discounted Cash Flow analyses and projections.

#### **PROFESSIONAL AFFILIATIONS**

- Member Appraisal Institute, MAI (Membership No. 7811)
- Certified General Real Estate Appraiser, State of Arizona (30197)
- President, Appraisal Institute, Tucson Chapter (1997)
- Vice President, Appraisal Institute, Tucson Chapter (1996)
- Secretary, Appraisal Institute, Tucson Chapter (1995)
- Treasurer, Appraisal Institute, Tucson Chapter (1994)
- Board of Directors, Appraisal Institute, Tucson, Arizona (1991-1993)

#### **GEOGRAPHIC WORK/MARKET EXPERIENCE**

Mr. Hendricks has completed real estate assignments and has market familiarity in Arizona, California and Nevada.

#### **EXPERT WITNESS EXPERIENCE**

Mr. Hendricks will always sign appraisal reports and be responsible for analysis of the appraisal problem, primary and secondary data research, selection and confirmation of comparable properties, inspection and all analysis as well as defense of conclusions.

Mr. Hendricks has been qualified as an expert witness in Superior Court in Arizona and has given depositions and testimony experience in bankruptcy proceedings, condemnation, and other litigation. He has performed analysis for condemnor and condemnee parties.

#### **SPECIAL PROJECTS**

In Tucson, Mr. Hendricks worked as an independent fee appraiser for the City of Tucson and Pima County in the condemnation, acquisition and negotiation of several large road projects including Country Club, Alvernon and Speedway Boulevard, Golf Links, Wetmore Road and La Cholla as well as condemnation for the acquisition of Central Arizona Project pumping station sites.

In Phoenix, Mr. Hendricks is an independent fee appraiser for the City of Phoenix with experience in appraisal of a variety of commercial property types for the Central Phoenix/East Valley Light Rail Project.

Mr. Hendricks is under contract with Arizona Department of Transportation and has experience in appraisal of a variety of commercial property types.

At The Dorchester Group, Mr. Hendricks has assisted in the analysis of the impact of the Exxon Valdez Oil Spill in Prince William Sound, Alaska on certain real estate holdings and litigation support for the U.S. Justice Department in relation to acquisition of and subsequent development of Lake Pleasant. Consulting assignments have analyzed market rental and effects in value from site contamination and soil subsidence.