

## **HIGHEST AND BEST USE**

According to the 13th Edition of The Appraisal of Real Estate, published by the Appraisal Institute, highest and best use may be defined as:

"The reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value. (Page 277-278)"

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

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

### ***Physically Possible:***

The subject site consists of 326.48 acres of vacant land. It is located in an area known as Avra Valley which is west of the Tucson Mountains, west of the City of Tucson and west of the Town of Marana. The property is situated in a rural residential area along the Brawley Wash. The site is basically level and bisected by two main channels of the Brawley Wash. Vegetation consists primarily of creosote, mesquite, cholla and other Sonoran desert scrub. The eastern portion of the site along the East Branch of the Brawley Wash is more densely vegetated. Except along the two channels, the central portion of the site is noticeably void of vegetation that is typical of floodprone land. It is possible the area was farmed years ago and cleared of native vegetation. Other possible reasons may be that the soil is not conducive to plant growth or sheet flooding has continuously stripped the soil of plant life.

Overhead electric and telephone extend along the north and west boundaries of the site. Electric and phone are also within ¼ to ½ mile of the east boundary. There are no wells registered with the Arizona Department of Water Resources. Also, there is no sewer in the area. Waste disposal is typically supplied by individual septic systems.

At this time, access to the site is limited. It is physically possible to access the west boundary via several interior dirt roads that extend south off Avra Valley Road. These roads provide access to about 40 acres in Floodzone AO-2 without having to cross any portion of the Brawley Wash which is in Zone AO-3. Physical access is also possible to the northwest portion of the property via a dirt farm road that parallels the Brawley Wash across the adjoining farm. However, most of the potentially developable land on the subject property lies east of the wash and is not accessible during times of bad weather. Both means of physical access are via private easements that do not appear to benefit the owners of the subject site.

Legal access is provided to the southeast corner of the subject site via a 30 foot wide dedicated right-of-way of Emigh Road. However, the road itself has not been improved. The closest developed access in this area is nearly a half mile east of the southeast corner of the subject site. While physical access could be developed along this right-of-way, the East Branch of the Brawley Wash crosses the site near the southeast corner. The wash corridor is within Floodzone AO-3 and in a biologically sensitive area. Development of a road in this area in compliance with floodplain and biological regulations could be difficult and costly.

Surrounding land uses are a combination of rural residential properties that include site built or manufactured homes or farmland that is either irrigated or fallow. Many nearby parcels remain vacant particularly those located in the floodplain. The City of Tucson also owns a number of properties in the Avra Valley area that were acquired for water rights, recharge and/or storage. Two sites have recently been leased to solar companies for development of solar power generating facilities.

***Legally Permissible:***

The subject site is zoned RH, Rural Homestead. The RH zoning is intended to preserve the rural character of an area and encourage orderly growth. Permitted uses include single family residences, manufactured homes, mobile homes and trailers, in addition to crop production, and the grazing of livestock. If appropriately located, commercial and industrial uses may also be allowed if such uses are needed to serve the needs of a rural community. Although the minimum lot size is 4.13 acres, there are two provisions in the RH zoning code that allow a reduction in the lot size providing the number of lots does not exceed the number allowed under the existing RH zoning.

According to the Comprehensive Land Use Plan, the subject site is designated RT; Resource Transition. The purpose of this designation is to preserve the open space characteristics of an area. Zonings considered in conformance with the RT designation include RH, SR and MR.

In addition to the zoning classification, development of the subject property is limited by the floodplain restrictions and riparian habitat regulations. The entire site is in the Brawley Wash Floodplain Flow Corridor and within the FEMA designated 100-year floodplain. About 200 acres or 61% of the site is in Zone AO-2. The balance, consisting of approximately 127 acres or 39% of the site, is designated AO-3. The AO-3 portion parallels and includes the two drainage corridors of the West Branch of the Brawley Wash which traverse the site in a north-south direction. In areas within AO-2 and AO-3 the flood depths are two and three feet, respectively.

According to a representative with the Pima County Floodplain Department, the floodplain classifications require the owner of the subject property to obtain a Floodplain Use Permit in order to develop any portion of the site. This will require an engineering study prepared by a Registered Professional Civil Engineer which outlines the effects the proposed development will have on the flow of water through the area being developed and the surrounding areas. The study would be used to evaluate the possible flood hazards and to render a decision on the suitability of the proposed development. At a minimum, any development in Zone AO-2 will require the finished floor of a structure to be at least one foot above the base flood elevation or a minimum three feet with either a raised building pad or three foot high stem walls with skirting. All-weather access is not necessarily required, but must be disclosed. In addition, any new development cannot increase the depth of flow by more than one-tenth of one foot on an adjacent property. Generally, development is not allowed in Zone AO-3. From a practical standpoint, a maximum of about 80 acres located at the northeast and northwest corners of the site could be developed. This would require securing legal access.

Under the Conservation Lands System, the subject site is designated as an Important Riparian Area (IRA). If 1/3 of an acre or larger is disturbed per parcel, an approved mitigation plan is required. This generally requires on-site mitigation including replacement of plants and open space set asides. Though the IRA designation adds an additional layer of regulations, the floodplain restrictions are more onerous.

Given the interior location of the property, commercial and industrial development would not be considered viable or necessary for the surrounding community. Residential development, crop production and ranching are the only uses that are physically possible and legally permissible. Open space or use of the site for off-site mitigation associated with development of another biologically sensitive property may also be viable.

***Financially Feasible and Maximally Productive:***

At this point, the uses that are physically possible and legally permissible are evaluated in regards to their financial feasibility. At first glance, low density residential development appears most likely given the size of the site, rural location and surrounding uses. However, the following regulations will add significantly to the cost of development. First and foremost, is the site's location in the FEMA 100-year floodplain. At a minimum, an engineering study prepared by a registered civil engineer would be required. Any habitable structures would need to be elevated one foot above the base flood elevation or a total of three feet in an AO-2 zone. No structure can obstruct or cause additional flow of water onto another property. About 39% of the site or 128 acres is within the channels of the Brawley Wash and designated AO-3. Development would not be allowed in these areas and a building setback of 250 feet from the top of the banks would be required restricting the potential land area that could be developed.

In addition to the floodplain restrictions, the site is designated as an Important Riparian Area (IRA). Any development of greater than 1/3 of an acre per parcel would require an approved mitigation plan. This can increase the cost of development by up to \$40,000 per acre for every acre that is disturbed. As can be seen, the floodplain and riparian regulations alone will exponentially increase the cost of development.

In the mid-2000's, when there was a significant amount residential development, these potential costs would not have precluded some potential buyers. However, today, there is very little residential demand and, that which exists, is occurring on sites that are development-ready. Reportedly, there are about 5,000 improved residential lots available for home construction. Of this total, homebuilders control about 80% of the lots. As of November 2011, only 1,320 new home permits had been issued in 2011 throughout the metropolitan area. Assuming a total of 1,400 permits issued by year-end, it will take 3.5 years to absorb the existing inventory. The current statistics demonstrate a 22% decline from one year ago and represent only a fraction of the 11,250 permits that were issued in

2005. Considering the lack of residential demand and the development challenges of the property, residential development of the subject site is not feasible.

Farming is another potential use of the land. There are existing irrigated farms to the north and south along the Brawley Wash Corridor. The soil appears conducive to farming and, in areas where needed, man-made dikes have been built to divert excessive flooding. Most of these are owned by long time farmers and were cultivated long before riparian regulations were implemented. Generally, the farms are irrigated by on-site irrigation wells with Type I water rights. While farming would be allowed on the subject site under current floodplain regulations, there is no water right associated with the land. Irrigation water would have to be supplied by an adjacent property owner in order to cultivate the land. Though this may limit the market to an adjacent user, IRA regulations limit the potential for farming. Under these restrictions, the land could not be mass graded without significant off-site mitigation that would have to be approved by the Pima County Regional Flood Control District and the Flood Control District Board of Directors. Therefore, given the lack of an on-site water source and the IRA regulations, farming is highly unlikely.

As reported previously, there are two solar power generating facilities in the immediate vicinity of the subject site that have recently been approved for development. The FRV Tucson Solar project is located on a 305 acre site situated on the north side of Emigh Road about ½ mile east of the subject site. The NRG Solar project is situated on a 320 acre site located about ½ mile west of the subject. Both projects are located on land owned by Tucson Water. Each solar company has a 20-year agreement to supply solar generated power to TEP for a 20 year term. Each signed a corresponding 20-year lease with Tucson Water to lease the land for construction of the solar panels. The location of these two projects, each within a half-mile of the subject property, could suggest that such a use is possible for the subject. In order to evaluate this prospect, I have consulted with representatives from Pima County Flood Control, Development Services, Tucson Water and Tucson Electric Power.

In general, the site criterion for a solar generating facility includes a level parcel, 300 to 400 acres in size, proper zoning with few regulations and close proximity to an electrical distribution line. A rural location without a lot of neighbors is also a positive attribute. The subject site is suitable for a solar generating facility in regards to topography,

size, zoning, rural location and proximity to distribution lines. It differs from the sites that were selected for development due to the additional floodplain regulations and riparian habitat restrictions.

Though both solar projects are located in the 100-year floodplain, they are outside the Brawley Wash Corridor and in FEMA Flood Zone AO-1 which has fewer restrictions. Because solar panels are mounted on pedestals that are roughly three feet off the ground, the AO-2 and AO-3 floodplain restrictions on the subject site would require elevated pedestals and cause concern for the equipment in the event of a flood. Security of the equipment is also a consideration for the solar companies which typically require a wall to be built around the perimeter of the project. Again the floodplain regulations associated with the subject's AO-2 and AO-3 zonings could preclude development.

Because building a solar generating facility requires approval by the Pima County Board of Supervisors, the proposed developments must also comply with the Conservation Lands System. For this reason, the sites selected by the solar companies had previously been farmed and cleared of much of the native vegetation which reduced the need for biological mitigation. Nonetheless, the developers of each project were required to mitigate for the land that will be cleared for the solar panels. In the case of the NRG Solar project, Tucson Water will set aside additional lands in Avra Valley as part of the lease agreement. These lands were purchased for water rights as part of the recharge and recovery project associated with the CAP. They have no intended purpose and are ideal for habitat mitigation. The FRV Solar project is solving their mitigation needs with a combination of on-site and off-site mitigation with the "payment of an in-lieu fee". Reportedly, the company contributed an undisclosed fee to the County for the purpose of acquiring mitigation land. In the case of the subject site, which is entirely within the Important Riparian Area, mitigation of 1.5 acres for every 1.0 acre of disturbed land would be necessary. Again, this regulation coupled with the floodplain regulations detract from the desirability of the subject site as a potential solar generating facility. In addition, the site lacks suitable access at this time.

Given the IRA designation and floodplain restrictions it would appear that the subject site is ideally suited as mitigation land. Demand for mitigation land is generated by any type of development on sensitive land. Because of the recent recession and stagnant economy there has been little demand for any development, particularly residential uses.

However, as demonstrated above, there has been an increase in demand for solar power generating facilities which require large sites. The State has mandated that TEP and other power providers generate 25% of their power from renewable sources by 2025. This mandate has spurred investment in the renewable energy industry. To determine the potential for continued demand, I have consulted with Carmine Tilghman, manager of Renewable Energy Resources with TEP. According to Mr. Tilghman, the circuit that is being used by the two new solar generating plants to transmit power is at capacity. Mr. Tilghman states there will be no new agreements for renewable energy sources in the Avra Valley area in this decade. The company will likely approve additional facilities in other areas of metropolitan Tucson. Different locations are desirable due to the potential for outages at any one location. Though the demand for additional power generating sites could continue to create demand for mitigation land, Mr. Tilghman indicated that one of the criteria in the site selection was to choose sites that are the least environmentally sensitive.

I have also consulted with Ms. Sherri Ruther with Pima County Development Services. Ms. Ruther has been actively involved with the approval process for the two proposed projects. She indicated that both projects were benefiting from a Federal Incentive program scheduled to expire at the end of 2011. She is unaware of any others in the planning or permitting stage. Likewise, Asia Philbin with Tucson Water was unaware of any other renewable energy generating projects in the planning stages on land owned by Tucson Water.

In conclusion, the subject site has little, if any development potential particularly in the current market which lacks demand. However, with the floodplain regulations and the Important Riparian Area designation, the site seems best suited as mitigation land and there appears to be some demand for this type of use albeit limited in the current market.

## **MARKET OVERVIEW**

The Sales Comparison Approach is used to form an opinion of market value of the subject site. In the Sales Comparison Approach, sales of similar sites in the subject area are compared and adjusted to the subject property. This approach applies the principle of substitution which affirms that when a property can be replaced, its value tends to be set by the cost of acquiring an equally desirable substitute property without undue or costly delay.

As noted in the Highest and Best Use section, the real estate market in general has slowed considerably over the past five years. Demand for residential properties has declined and there is very little new construction. As a result, there are very few comparable land sales, particularly sales of large acreage properties like the subject. The following tabulation summarizes the sales that were found in the west, northwest and south submarkets that occurred in the past three years that are comparable to the subject in terms of location, floodplain classification and zoning/potential use.

Adjustments are applied for the following elements of comparison: property rights conveyed, financing terms, conditions of sale, market conditions, location, physical characteristics and zoning/use. The adjustments are based on the sale price per acre unit of comparison. This is equal to the sale price divided by the total number of acres of the sale.

Here follows a tabulation of the comparable sales, overall map, individual sales write-ups and analysis.

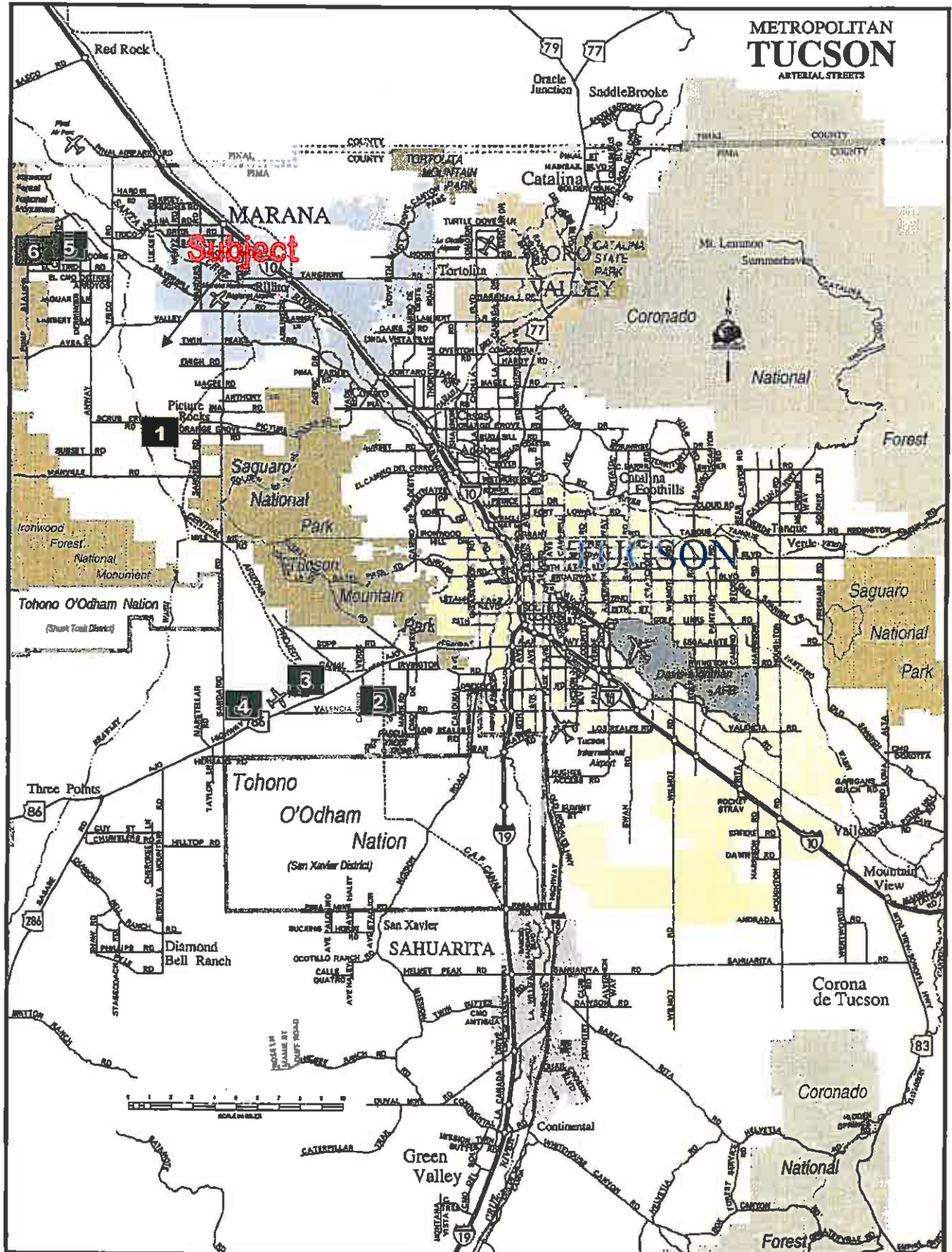


## LAND SALES TABULATION

SALE	DATE	GRANTOR GRANTEE	LOCATION	SALE PRICE	SITE SIZE (ACRES)	SALE PRICE PER ACRE	FLOODPLAIN	ZONING COMPLAN
1	05/08/09	LaFamilia Financial Ltd Pishp LI Marana 200, LLC	North of Marville, off Reservation Road 1/2 mile south of the subject property	\$470,000	200.00	\$2,350	100% AO-1	RH RT
2	10/30/09	K. Hovananian Pascua Yaqui Tribe of AZ	North side of Valencia 1/2 mile east of Camino Verde	\$1,250,000	239.92	\$5,210	65% Zone A; 35% AO-1 Incl 5%+/- in Black Wash Adm Fldwy	CR-4 LIU-3.0 & NAC
3	02/08/10	Title Security Agency of AZ Pima County	North & south sides of Snyder Hill Road 1 - 2.5 miles west of San Joaquin Rd.	\$3,482,078	814.54	\$4,275	75% Zone AO-1; 25% Zone AO-2 Incl 35% in Black Wash Adm Fldwy	765 Ac. RH 58 Ac. GR-1 585 Ac. RT 150 Ac. LIU-3.0
4	03/16/11	James & Christine Tappan Jesus Rosales Badillo	Peaceful Lane; East of Sandario Road South of Snyder Hill Road	\$135,000	80.00	\$1,688	100% Zone A	RH RT
5	08/04/11	Toone Family Limited Pishp Arnoldo & Judith Burrue	Southwest of Silverbell Rd; West of Trico and East of Cocio	\$2,000,000	381.26	\$5,246	100% Zone AE	RH LIR
<b>OTHER SALE CONSIDERED</b>								
6	12/23/10	Avra Valley Ranch & Props Torrence Potter Family Tr.	Ragged Top Road; west of Silverbell Rd.	\$900,000	602.00	\$1,495	Zone X; Outside floodplain	RH; LIR
Subject	12/23/2011 Date of Value	RB Land, LLC	West end of Ernigh; 2.5 miles west of Sandario & 1 - 2 miles south of Avra Valley Rd	N/A	326.48	N/A	61% AO-2 & 39% AO-3 East Branch of Brawley Wash	RH RT

UNRECORDED

# OVERALL COMPARABLE SALES MAP



**COMPARABLE LAND SALE**

COMPARABLE SALE:	1
LOCATION:	North of Manville Road, off Reservation Road, Pima County, Arizona
LEGAL DESCRIPTION:	West half of the southwest quarter and the northeast quarter of the southwest quarter of Section 12; and the west half of the northwest quarter of Section 13, Township 13 South, Range 10 East, Pima County, Arizona
TAX CODE NUMBERS:	208-41-036A; -036D; and -0600 (now -060A and -060B)
RECORDS:	Instrument: Special Warranty Deed Date Recorded: May 8, 2009 Document #: 13554/2002
SELLER:	LaFamilia Financial Limited Partnership
BUYER:	LI Marana 200, LLC
SALE PRICE:	\$470,000
TERMS:	Cash
SITE SIZE:	200 acres
SALE PRICE PER ACRE:	\$2,350
ZONING:	RH, Residential Homestead, Pima County
COMPREHENSIVE PLAN:	RT, Resource Transition
CONSERVATION LANDS SYSTEM:	About 15% Important Riparian Area, 45% Multiple Use Management Area, and 40% outside Conservation Lands System.
PHYSICAL DESCRIPTION:	
Topography/Shape:	Level / 'L' shaped.
Flood Zone:	100% AO-1, according to FEMA Map #04019C-1575K, dated February 8, 1999.

Utilities: Electric and telephone adjacent. Two wells. Septic needed.

Access: Roughly paved, privately maintained roads off Manville Road. Gravel road through the site.

THREE YEAR HISTORY: No sales in the prior three years.

CONFIRMED WITH: Affidavit of Value; no listing for buyer. Repeated telephone calls to the seller were not returned. Jay Anderson (480) 633-3753. Prior listing agent, Robert Bunch, provided additional information.

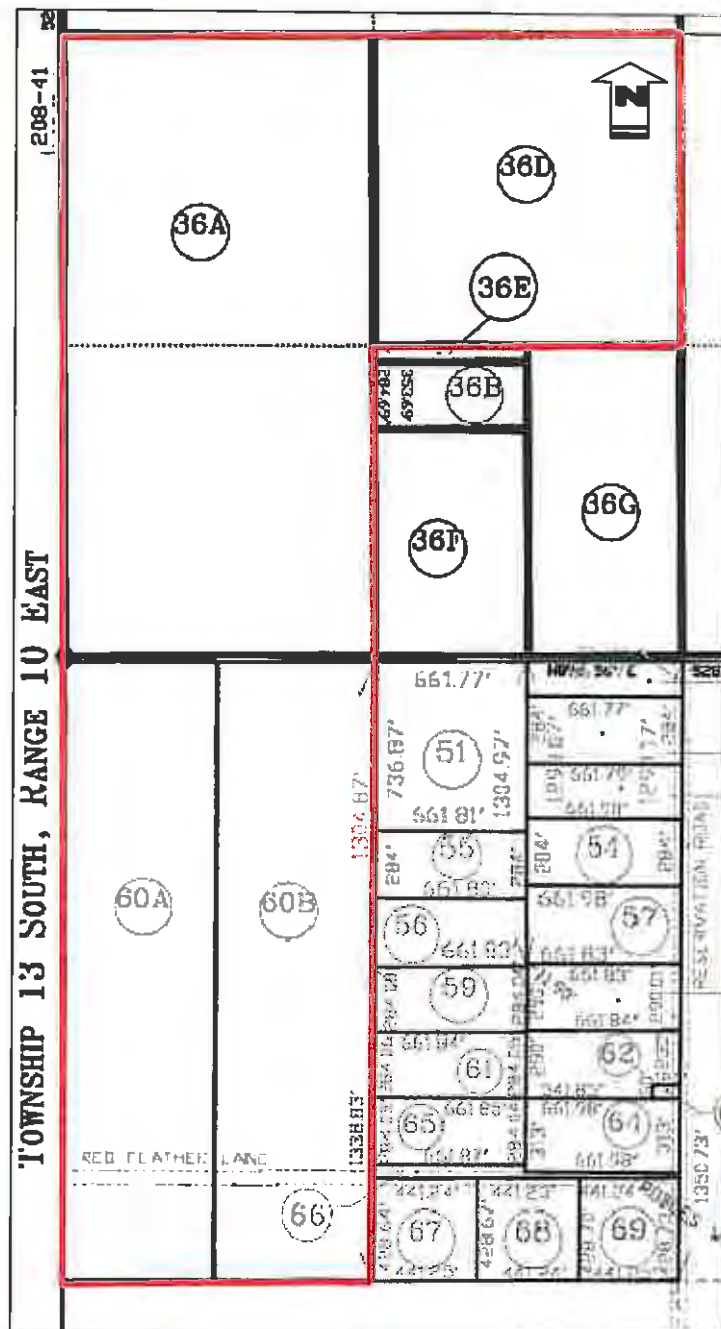
DATE CONFIRMED: December and September 2009

COMMENTS: The site appears subject to sheet flooding. It had been on the market one year at \$1,000,000 or \$5,000 per acre. The agent believed it was overpriced. Reportedly, the buyer had been a contractor for the seller.

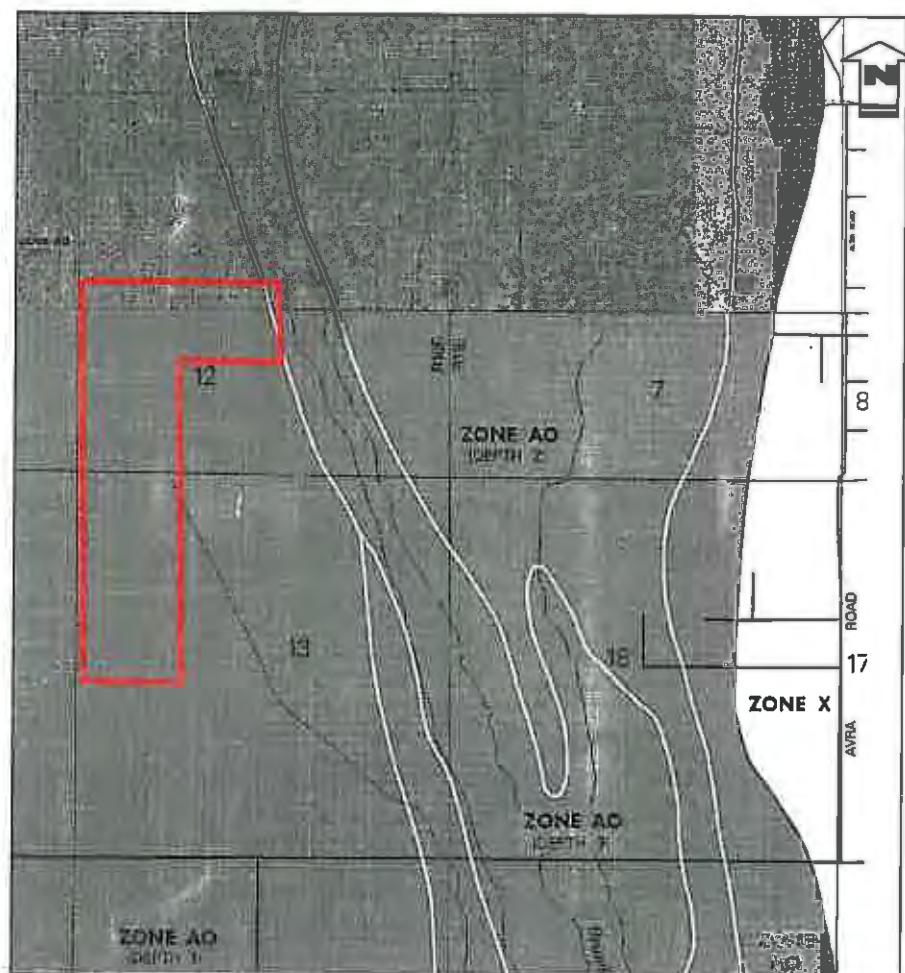




### COMPARABLE LAND SALE ONE



## COMPARABLE LAND SALE ONE



Map in effect at time of sale.

**COMPARABLE LAND SALE**

COMPARABLE SALE:	2
LOCATION:	North side of Valencia, ½ mile east of Camino Verde, Pima County, Arizona
LEGAL DESCRIPTION:	Blocks 1-8, and Common Areas A and B, of La Luna; located in Section 11, Township 15 South, Range 12 East, Pima County, Arizona
TAX CODE NUMBERS:	210-22-0160 through -0250
RECORDS:	Instrument: Warranty Deed Date Recorded: October 30, 2009 Document #: 13675-2537
SELLER:	K. Hovnanian Great Western Homes, LLC
BUYER:	Pascua Yaqui Tribe of Arizona
SALE PRICE:	\$1,250,000
TERMS:	Cash
SITE SIZE:	236.92 acres
SALE PRICE PER ACRE:	\$5,276
ZONING:	CR-4, Pima County
COMPREHENSIVE PLAN:	LIU-3.0 (Low Intensity Urban) and NAC (Neighborhood Activity Center)
CONSERVATION LANDS SYSTEM:	Except for a small strip (5%± near the southwest corner), the site is outside the Conservation Lands System
PHYSICAL DESCRIPTION:	
Topography/Shape:	Level / Irregular
Flood Zone:	65% Zone A, 35% AO-1, according to FEMA Map #04019C-2225K, dated February 8, 1999. 5% in Black Wash floodway.
Utilities:	Electric, phone, water and sewer adjacent.
Access:	The site has access from Valencia Road, a two-lane, asphalt-paved roadway.

THREE YEAR HISTORY:

Sellers bought the land in March 2006 for \$3,055,000 or \$12,976 per acre. It was zoned GR-1. They since completed engineering, rezoning, etc., at an estimated cost of \$6-\$7,000,000.

CONFIRMED WITH:

Will White, buyer's broker, (520) 514-7454

DATE CONFIRMED:

December 2009

COMMENTS:

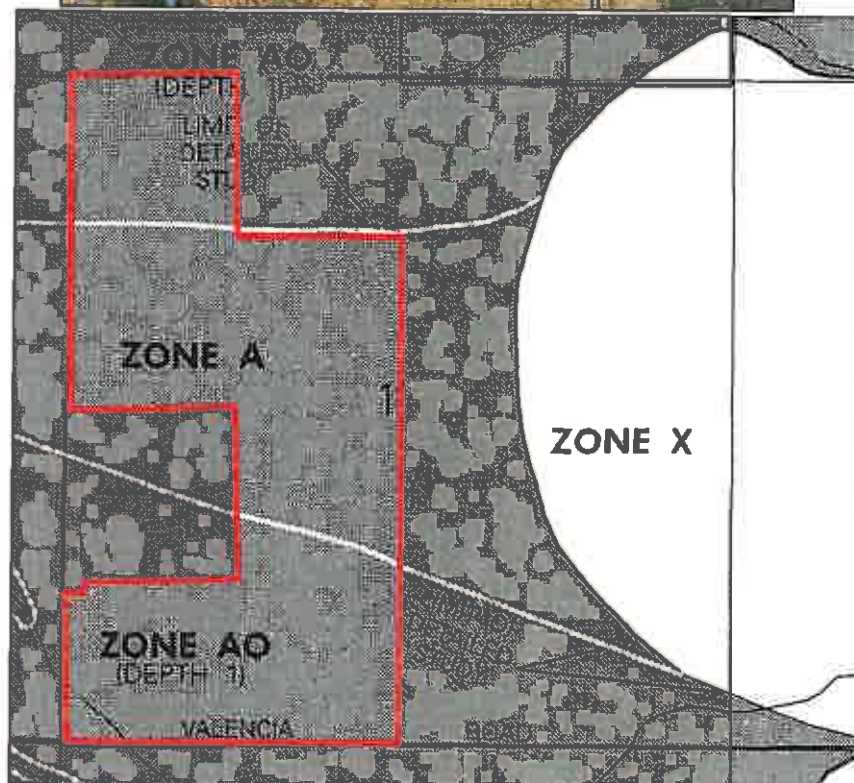
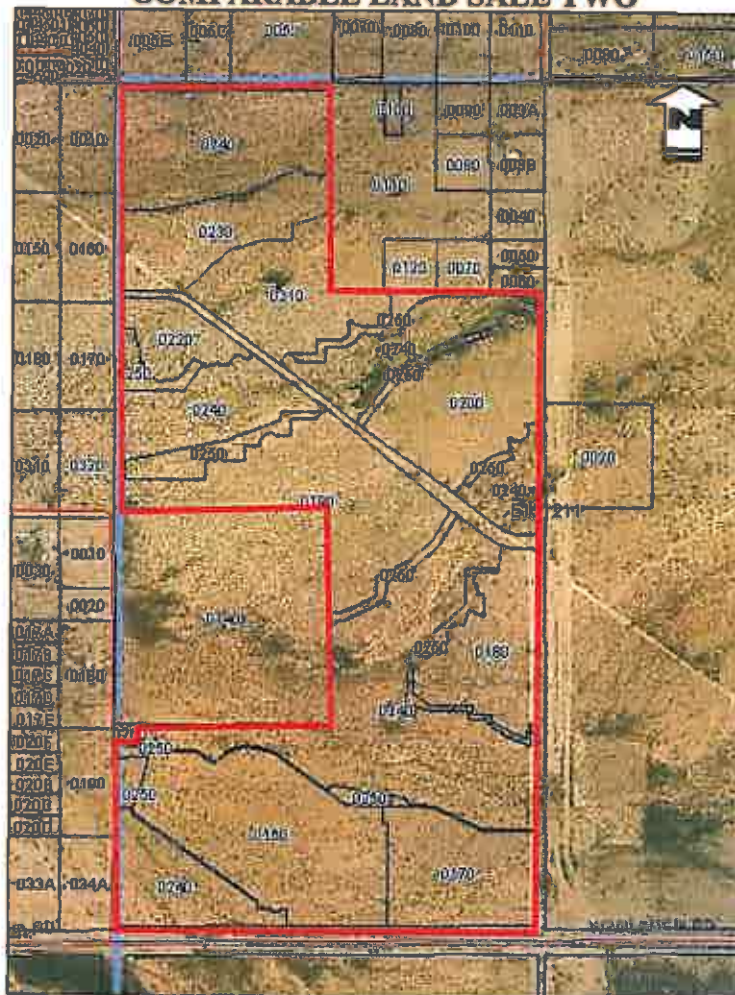
The site is block platted with 223.42 acres designated for 534 residential lots and 13.5 acres for commercial use. A tentative preliminary plat was submitted in March 2008 for 390 lots on the northern 2/3 of site. Southern 1/3 of site intended for 144 lots, plat not yet submitted.

In conjunction with the approval of the block plat and the La Luna Residential Development Agreement, the developer must reconstruct 1.25 miles of Valencia between Camino Verde and Camino del Sol. The developer must also construct drainage improvements for the Black Wash. The property will need 1 foot of fill. These improvements must be completed before 201<sup>st</sup> building permit is approved. Costs are not to exceed \$5,570,000 or \$23,510 per acre or \$10,258 per lot plus other fees for schools and recreation.



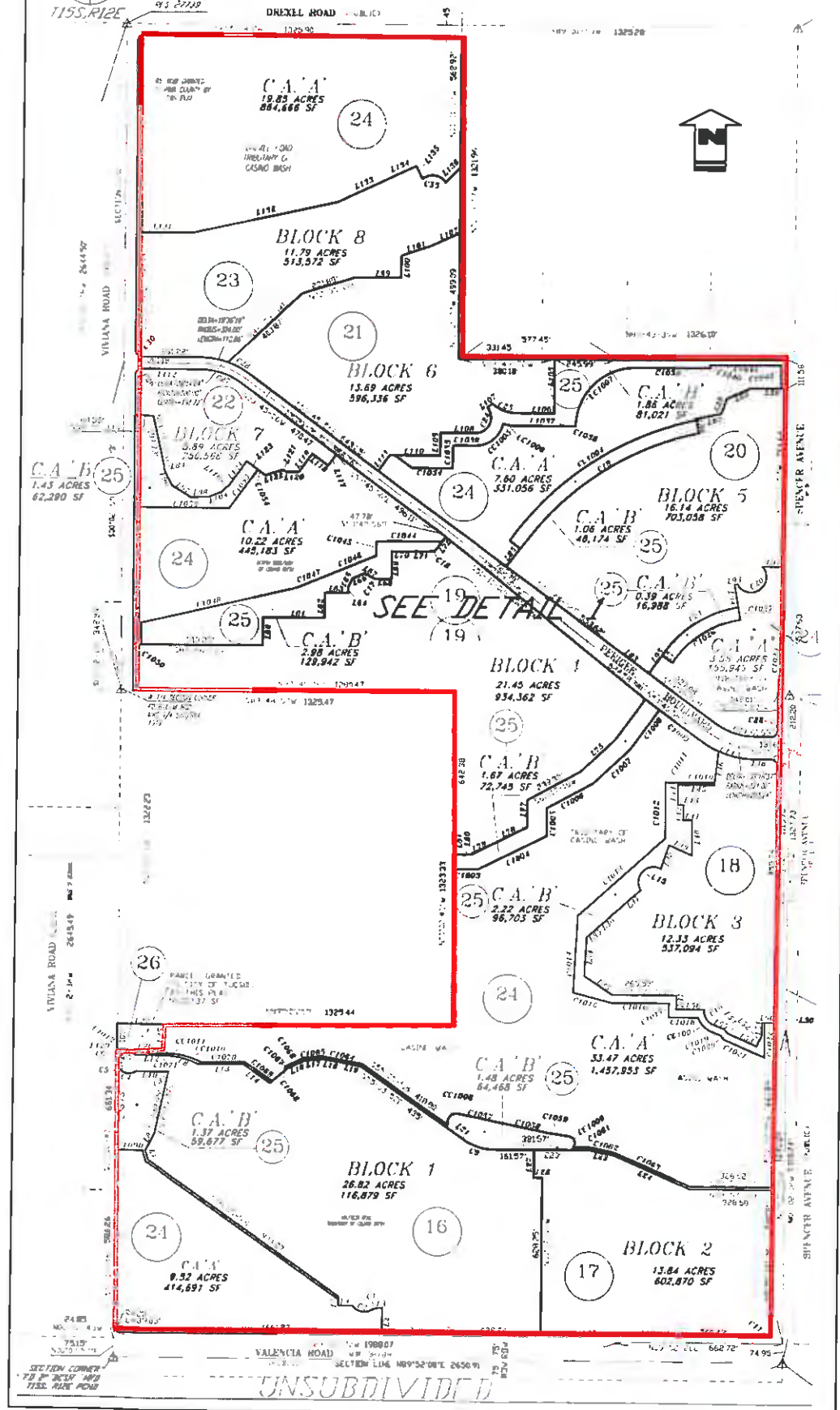


# COMPARABLE LAND SALE TWO



Map in effect at time of sale.

715S, R12E



COMPARABLE LAND SALE

COMPARABLE SALE:	3
LOCATION:	North and south sides of Snyder Hill Road, 1 to 2 miles west of San Joaquin Road, Pima County, Arizona
LEGAL DESCRIPTION:	A portion of the north half of Section 6, Township 15 South, Range 12 East, Pima County, Arizona
TAX CODE NUMBER:	210-12-009A; 210-13-0010, -002A, -004A; and 212-38-1950 and -1960
RECORDS:	Instrument: Warranty Deed Date Recorded: February 8, 2010 Contract signed September 15, 2009
SELLER:	Title Security Agency of Arizona Trust #912
BUYER:	Pima County
SALE PRICE:	\$3,438,078
TERMS:	Three annual payments at 5% simple interest
SITE SIZE:	814.54 acres
SALE PRICE PER ACRE:	\$4,275
ZONING:	756.5 acres RH, Residential Homestead, Pima County; 58 acres GR-1, General Rural, Pima County. Reportedly, site had Specific Plan approval for 365 lots.
COMPREHENSIVE PLAN:	664 acres RT (Resource Transition) and 150 acres LIU-3.0 (Low Intensity Urban)
CONSERVATION LANDS SYSTEM:	About 30% Important Riparian Area, 15% Multiple Use Management Area and 55% outside Conservation Lands Systems.
PHYSICAL DESCRIPTION:	
Topography/Shape:	Level / Irregular site split by Snyder Hill Road
Flood Zone:	75% AO-1 and 25% AO-2, according to FEMA Map #04019C-2200K. About 35% in

Black Wash floodway which includes areas of AO-1 and AO-2.

Utilities:

Electric and phone adjacent; main trunk line for sewer along Snyder Hill Road. No developed water source.

THREE YEAR HISTORY:

Seller purchased property in August 2001 for \$705,000.

CONFIRMED WITH:

Doug Laney, Pima County Real Property, (520) 740-6306

DATE CONFIRMED:

December 2009

COMMENTS:

In addition to the zoning and floodplain restrictions, there are setback requirements from the adjacent Trap and Skeet Club in the southeast portion of the site.

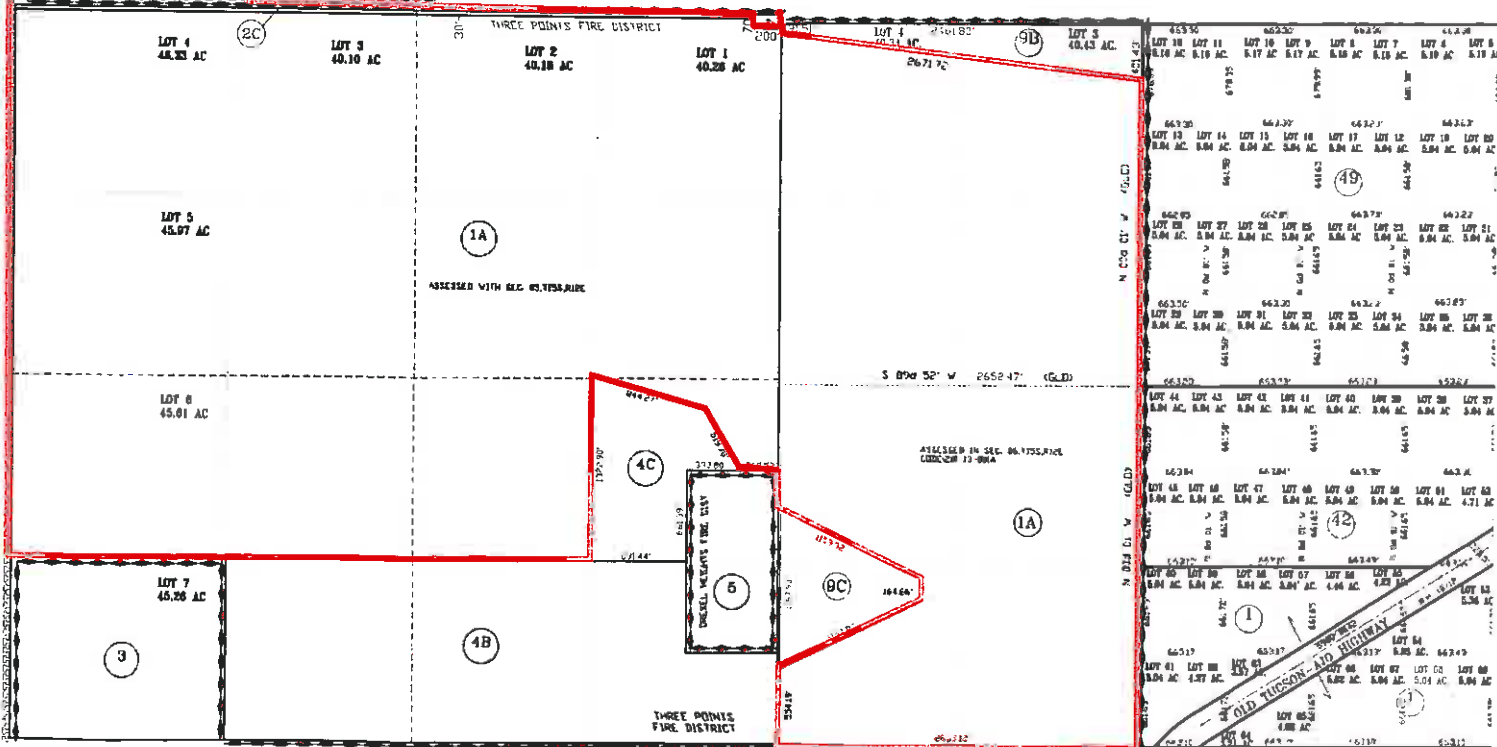
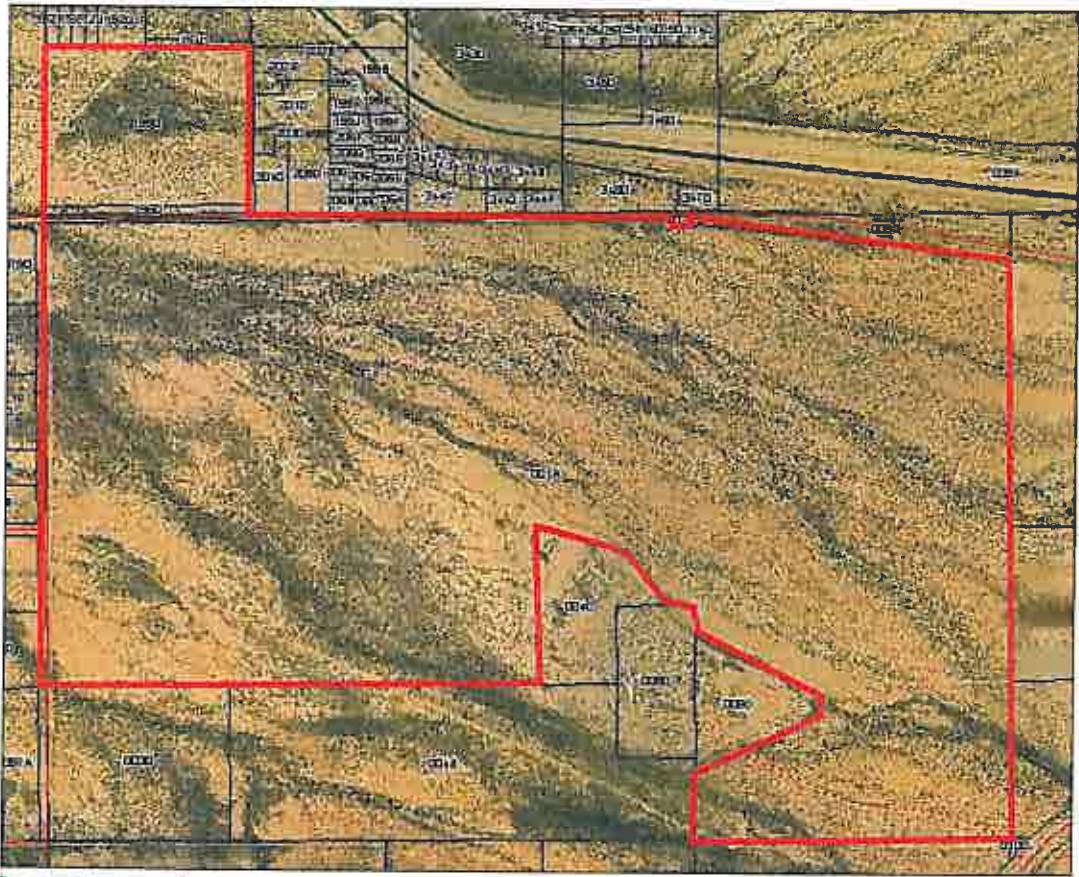
Buyer purchasing site under the Open Space Program.

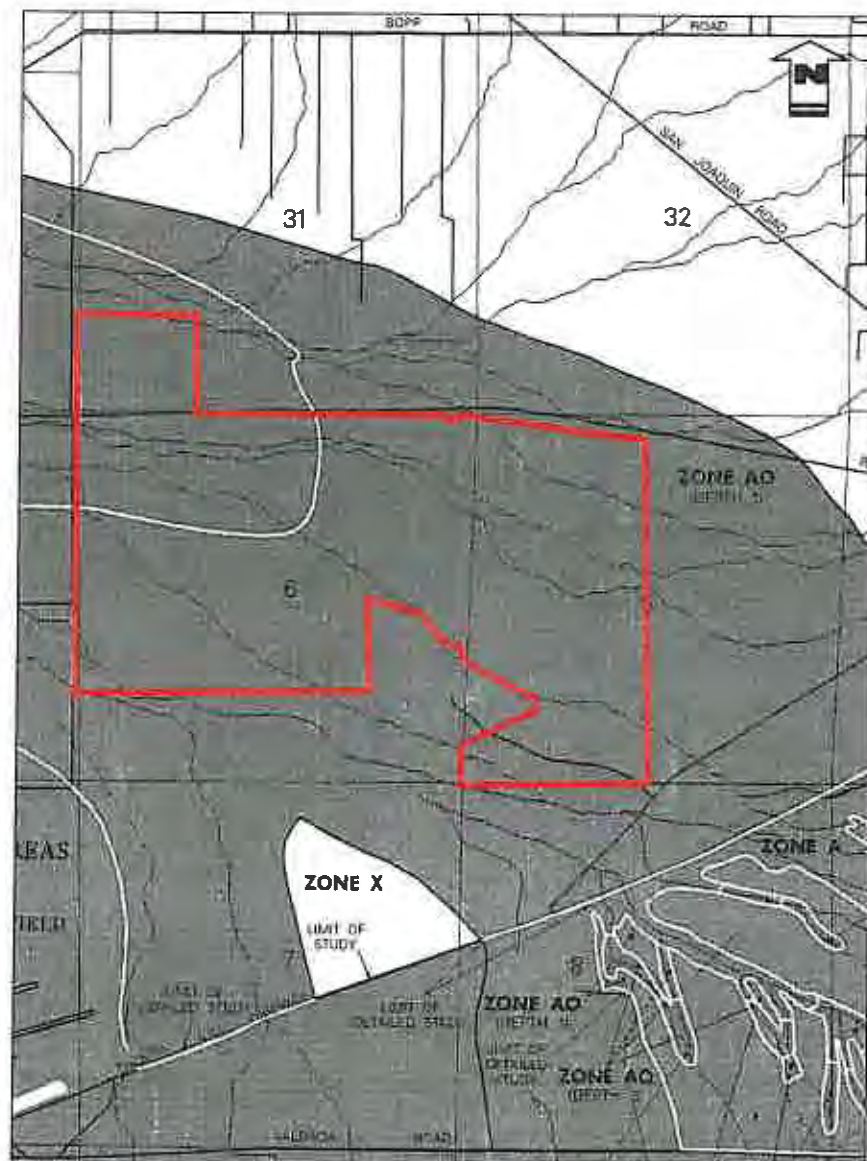




# COMPARABLE LAND SALE THREE

File No: 03-11-91-L





Map in effect at time of sale.

COMPARABLE LAND SALE

COMPARABLE SALE:	4
LOCATION:	About ½ mile east of Sandario Road and about ¾ mile south of Snyder Hill Road off Peaceful Lane, Pima County, Arizona
LEGAL DESCRIPTION:	North half of the southeast quarter of Section 3, Township 15 South, Range 13 East, Pima County, Arizona
TAX CODE NUMBERS:	209-04-0100 and -0110
RECORDS:	Instrument: Warranty Deed Date Recorded: March 16, 2011 Recording No: 2011-0750588
SELLER:	James Robert Tappan
BUYER:	Jesus Rosales Badillo
SALE PRICE:	\$135,000
TERMS:	\$36,000 down payment (27%); seller carryback \$99,000
SITE SIZE:	80 acres
SALE PRICE PER ACRE:	\$1,688
ZONING:	RH, Residential Homestead, Pima County
COMPREHENSIVE PLAN:	RT (Resource Transition)
CONSERVATION LANDS SYSTEM:	Multiple Use Management Area
PHYSICAL DESCRIPTION:	
Topography/Shape:	Level / Rectangular
Flood Zone:	100% Zone A, according to FEMA Map #04019C-2240L, dated June 16, 2011.
Utilities:	Electric and telephone to property boundary. Three septic systems, two electric pedestals and one domestic well.
Access:	Legal and physical access via Peaceful Lane,



a dirt road not maintained by Pima County.

THREE YEAR HISTORY:

No sales in the prior three years.

CONFIRMED BY:  
DATE CONFIRMED:

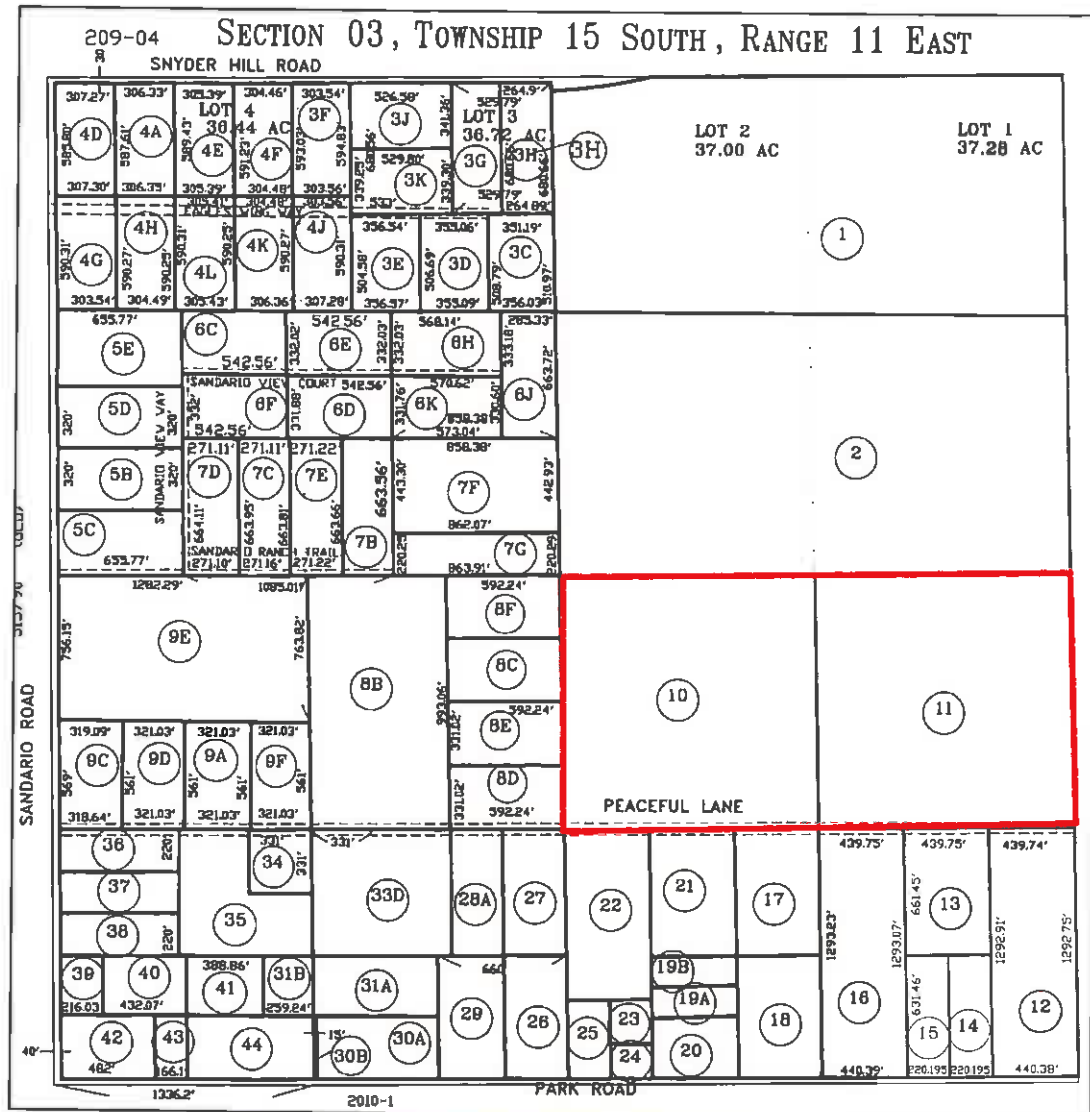
Walter Ungar; sales agent 975-5207  
January 2012

COMMENTS:

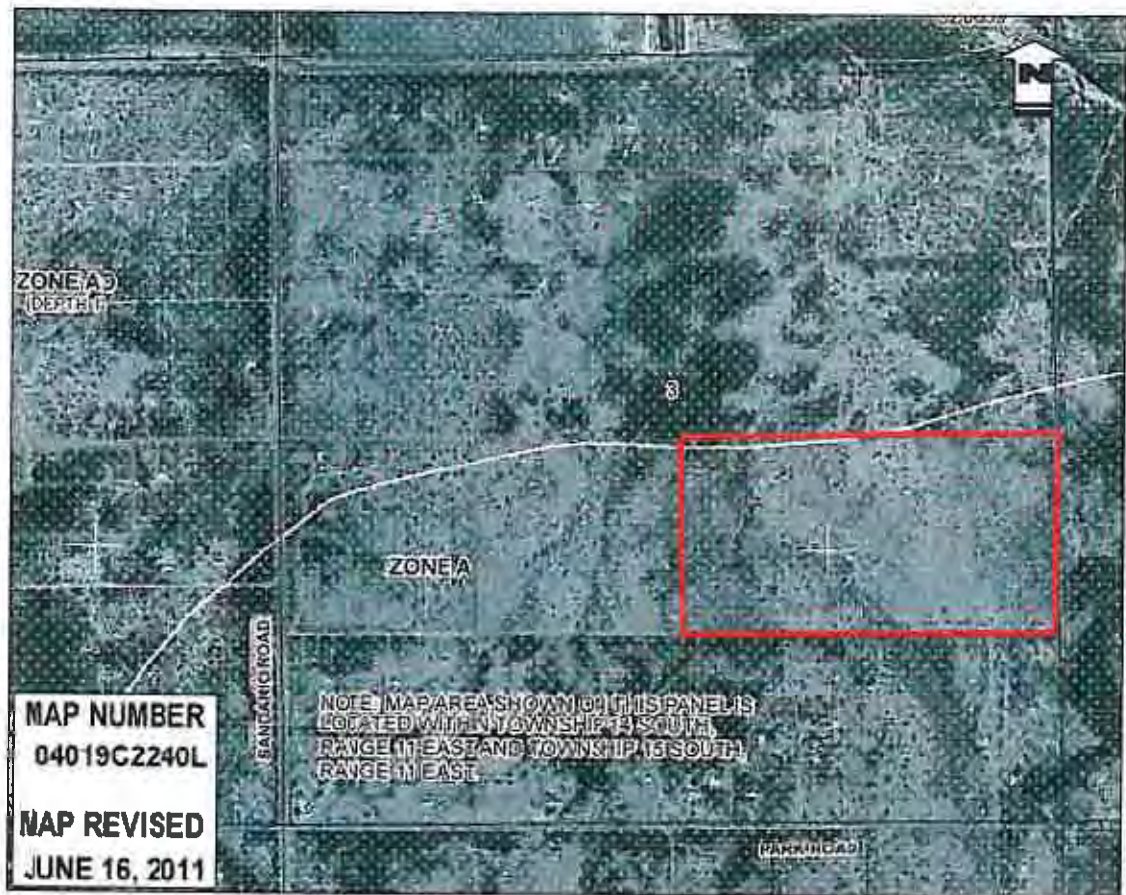
The site was on the market about six months with a list price of \$160,000 or \$2,000 per acre. According to the agent, the seller was under duress to sell because of a \$20,000 tax lien coming due.







## COMPARABLE LAND SALE FOUR



**Boundaries Are Approximate**

COMPARABLE LAND SALE

COMPARABLE SALE: 5

LOCATION: Southeast of Silverbell and Aguirre Roads,  
Pima County, Arizona

LEGAL DESCRIPTION: Portion of Sections 21 and 28, Township 11  
South, Range 10 East, Pima County,  
Arizona

TAX CODE NUMBERS: 208-13-0060; -0120; -0130; -0150; -0160;  
-0170; -0190; -0200; 208-16-0010; -0020;  
-0030; -0040; -0050; -019E

RECORDS: Instrument: Special Warranty Deed  
Date Recorded: August 4, 2011  
Recording No: 2011-2160468

SELLER: Toone Family Limited Partnership #3

BUYER: Arnold B. Burrue! and Judith K. Burrue!

SALE PRICE: \$2,000,000

TERMS: \$500,000 down payment (25%); institutional  
financing of balance

SITE SIZE: 381.26 acres

SALE PRICE PER ACRE: \$5,246

ZONING: RH, Residential Homestead, Pima County

COMPREHENSIVE PLAN: Primarily RT (Resource Transition) with  
approximately 21 acres along the south  
boundary of the site designated MIR  
(Medium Intensity Rural)

CONSERVATION LANDS SYSTEM: Multiple Use Management Area

PHYSICAL DESCRIPTION:

Topography/Shape: Mostly level / Irregular

Flood Zone: 96.1% Zone AE, 1.5% Shaded Zone X, and  
2.4% Zone X according to FEMA Map  
#04019C-1005L, dated June 16, 2011.

Utilities: Electric and phone adjacent. The site has

Type I Irrigation water rights and irrigation well for the farm and a domestic well and septic system for the residences.

Access:

All weather access available from the south through an adjoining subdivision.

THREE YEAR HISTORY:

The buyer previously owned the site. In 2005 he sold the property to the Toone Family for \$5,700,000 or \$14,965 per acre. The sale was cash to the seller. Burruel, who was the seller, continued to lease the land for farming at a price of \$100 per acre. Due to the collapse of the housing market the Toone Family decided to sell. The property was appraised at a little over \$2.0 million. Mr. Burruel bought it back for \$2.0 million. In his opinion the value is about \$1.5 million but he had a vested interest in the property which he continues to farm.

CONFIRMED BY:

Arnoldo Burruel, buyer 682-5988

DATE CONFIRMED:

December 2011

COMMENTS:

The site lies between the Blanco and Brawley Washes and there is a 250 foot development setback from the banks. About 250 acres is irrigated farmland. There is a single family residence, mobile home and roping arena on the ridge at the south end of the site.



**COMPARABLE LAND SALE FIVE**









