

## MARKET ANALYSIS & PROPOSED OFFER WORKSHEET

Project: 010 PM 248 H8479 Parcel: 10-1611 Date Prepared December 5, 2016  
 Highway: CASA GRANDE - TUCSON HIGHWAY Owner: Pima County  
 Section: Ina Road T.I. Agent: Merrisa Marin

COMPARABLE MARKET DATA								
Assessor Parcel #	Sale Date	Sales Price Per Unit	GENERAL ADJUSTMENT FEATURES					ADJUSTED UNIT VALUE
			Size	Zoning	Condition of Sale	Location	Other	
226-35-002D & 22635-002H	06/05/13	\$7.16/ sq. ft.	211,0310 sq. ft. -10%	F, SP	-10%	-10%	Market Condition + 5%	\$5.37/sq. ft.
226-43-015E; -5100	06/23/15	\$10.06/sq. ft.	182,496 sq. ft. -10%	CB-1	-10%	-20%	Market Condition + 5%	\$6.54/sq. ft.
102-11-131E, -131D & -1320	10/30/14	\$6.26/sq. ft.	415,407sq. ft.	TR		-10%	Market Condition +5%	\$5.94sq. ft.
226-27-0360 & 226-27-0370	03/12/15	\$6.52/sq. ft.	195,633sq. ft. -10%	F, SP		-10%	Market Condition +5%	\$5.54/sq. ft.
SUBJECT			Assumed 435,600sq. ft.	L-I				
RECOMMENDED LAND UNIT VALUE:								\$5.50/sq. ft.

NOTE: The above sale/listing data was obtained from sources such as Comps of Arizona, TRW/REDI, Multiple Listing Service, etc. and may not have been independently confirmed.  
 This document shall be accompanied by a delineation package prepared as define in the ADOT R/W Manual, Plans-4948, Section 18.04: Preparation of Parcel Files

ACQUISITION FROM SUBJECT PROPERTY: Area: \_\_\_\_\_  
 \_\_\_\_\_ Photograph of property attached for value \$25,000 - \$50,000 Type of Interest: \_\_\_\_\_  
 Highest and best use: ☒ unchanged \_\_\_\_\_changed (see comments)

COMMENTS: (re: access, shape, location, topography, intensity of use for partial interests, minor improvements/cost-to-cure, etc.)  
 TEMPORARY CONSTRUCTION EASEMENT: Temporary water line:  
 Area covered by the 1.82 acres X 43,560 sq. ft. per acre X \$5.50/sq. ft. = \$436,036 X 0.10 (annual rental rate) = \$43,604  
 annual rental / 12 months per year = \$3,634 (rounded) monthly rental rate

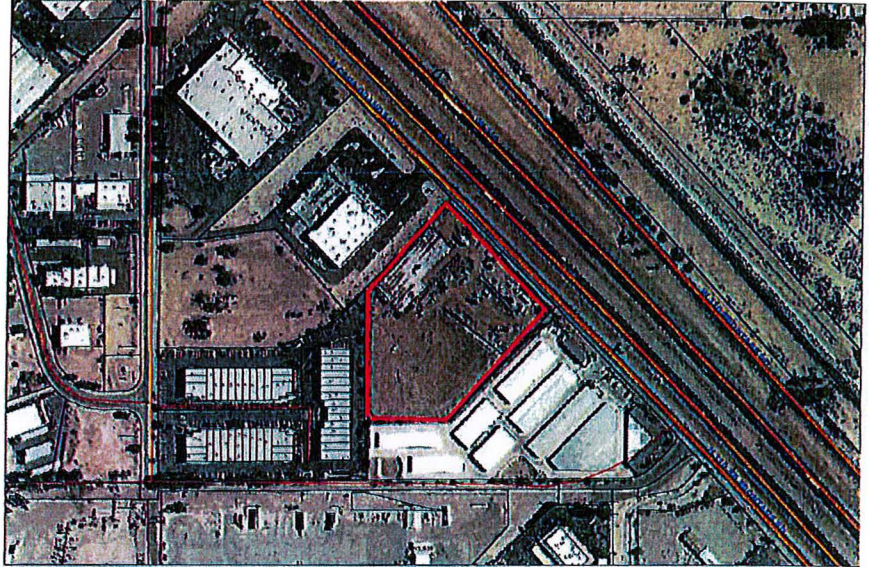
**Parcel No. 10-1611**

**PROPOSED OFFER:** \_\_\_\_\_ **CALCULATIONS:**  $\frac{\text{Unit Value}}{\text{Add for minor improvement value or Cost-to-Cure:}} \times \frac{\text{Area}}{\text{}} \times \frac{\% \text{ of Fee}}{\text{}} = \frac{\text{Total Land}}{\text{\$}}$

**CONCURRENCE:**   
ADOT Right of Way Manager

12/14/16  
Date

### COMPARABLE LAND SALE



COMPARABLE SALE: 1

LOCATION: 7701 North I-10 Frontage Road  
Marana, AZ 85743

LEGAL DESCRIPTION: The South Central Portion of the SW4 of the NW4 & Clarks Vista de Las Montanas, Southerly Portions of Lots 8 & 9, & the Northerly 139.75' of Lot 10, 4.84 acres in Section 36, Township 12S Range 12E, as recorded in Book 8, Page 72, G&SRB&M, Pima County, Arizona

ASSESSOR PARCEL NUMBER(S): 226-35-002D; Now 226-35-002H

RECORDS: Instrument: Warranty Deed  
Date Recorded: June 5, 2013  
Document No.: 20131560237

SELLER: 7701 N. I-10 Frontage Road, LLC

BUYER: 7701 8-10 Frontage Road, LLC

SALE PRICE: \$1,510,000

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TERMS:	All Cash
CONDITIONS OF SALE:	Assemblage. Premium of 10% paid
SITE SIZE:	4.85 Acres 211,031 Square Feet
SALE PRICE PER ACRE:	\$311,340
SALE PRICE PER SQUARE FOOT:	\$7.16
ZONING:	F, Specific Plan (Continental Ranch), Marana
INTENDED USE:	Commercial. Buyer will use for additional parking space for adjacent self storage facility.
PHYSICAL CHARACTERISTICS:	
Topography/Shape:	Level / Irregular
Flood Zone:	100% Zone X, an area outside the 100-year floodplain, according to the FEMA Map Panel #04019C1655L, effective June 16, 2011
Utilities:	All utilities available.
Access/Visibility:	Average / Good 87,000 VPD traffic volume on I-10
THREE YEAR HISTORY:	No prior sales. 4/1/2014 non-arms-length transaction
MARKETING TIME:	1,181 DOM
CONFIRMED WITH:	Bill Alter, Rein & Grossoehme, Buyer's Broker (602) 315-0771
DATE CONFIRMED:	March, 2015

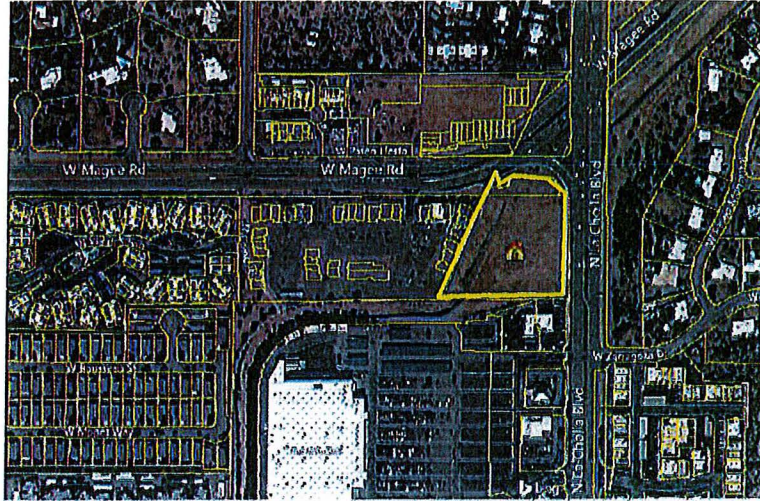
**I.D.: 15-062-L.1**





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### COMPARABLE LAND SALE



COMPARABLE SALE:	2
LOCATION:	2125 – 2165 W. Magee Road Tucson, AZ
LEGAL DESCRIPTION:	A portion of the NE4 of Section 33, Township 12S, Range 13E, Tucson, Pima County, Arizona.
ASSESSOR'S PARCEL NUMBERS:	225-43-015E; -5100
RECORDS:	Instrument: Warranty Deed Date Recorded: June 23, 2015 Document No.: 20151740512
SELLER:	Arizona La Cholla, LLC
BUYER:	Tucson Federal Credit Union
SALE PRICE:	\$1,835,000
TERMS:	Cash
CONDITIONS OF SALE:	Above market; Motivated buyer for bank site in a strong retail area, adjacent to Foothills Mall,

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SITE SIZE:	182,496 Square Feet 4.19 Acres
SALE PRICE PER ACRE:	\$438,214
SALE PRICE PER SQUARE FOOT:	\$10.06
ZONING:	CB-1, Local Business, Pima County
INTENDED USE:	Bank
PHYSICAL CHARACTERISTICS:	
Topography/Shape:	Level / Irregular
Flood Zone:	100% Zone X, an area outside the 100-year floodplain, according to the FEMA Map Panel #04019C1655L, effective June 16, 2011.
Utilities:	All utilities available.
Access/Visibility:	Good / Good Combined traffic volume of 50,000 VPD on Magee Road & La Cholla Boulevard. Traffic count is prior to road improvement project's completion, which widened Magee Road.
THREE YEAR HISTORY:	No prior sales within 3 years prior to date of sale.
MARKETING TIME:	Not listed.
CONFIRMED WITH:	Public records. Calls to buyer and seller were not returned.
DATE CONFIRMED:	October, 2015
COMMENTS:	This parcel sold as raw land as a future bank site.

**I.D. No. : 15-229-L.2**



**PHOTO**  
*View from the southeast corner of site, facing Magee Road;  
La Cholla Boulevard on right*



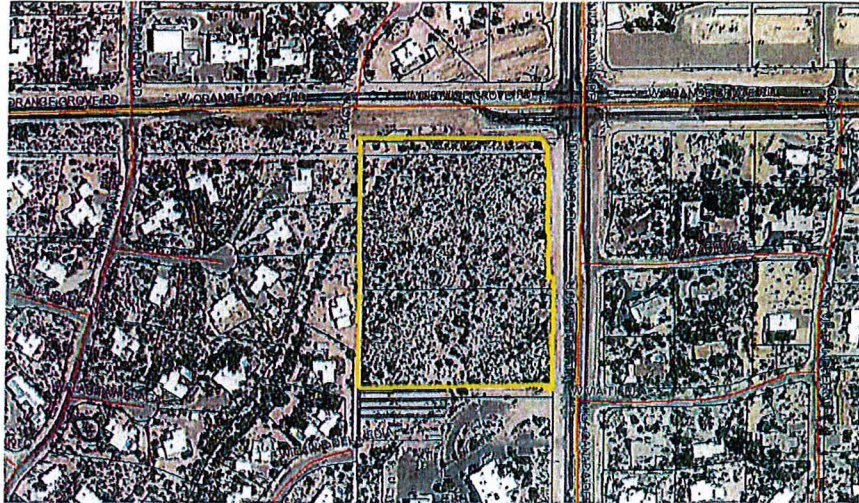
**GIS MAP**





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**COMPARABLE LAND SALE**



COMPARABLE SALE: 3

LOCATION: 6301 N. La Canada Drive  
Tucson, AZ 85704

LEGAL DESCRIPTION: Portion of Section 3, Township 13S Range 13E,  
G&SRB&M, Pima County, Arizona

ASSESSOR PARCEL NUMBERS: 102-11-131E; -131D; and -1320

RECORDS: Instrument: Special Warranty Deed  
Date Recorded: 10/30/14  
Document No.: 20143030419

SELLER: Delta Properties, L.L.P., an Arizona limited  
liability partnership

BUYER: Tucson Electric Power Company, an Arizona  
corporation

SALE PRICE: \$2,600,000

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TERMS:	Cash
CONDITIONS OF SALE:	Market
SITE SIZE:	415,407 square feet 9.54 acres
SALE PRICE PER ACRE:	\$257,426
SALE PRICE PER SQUARE FOOT:	\$6.26
ZONING:	TR, Transitional, Pima County
INTENDED USE:	Electric Substation
PHYSICAL CHARACTERISTICS:	
Topography/Shape:	Level / Rectangular
Flood Zone:	100% Zone X, an area outside the 100-year floodplain, according to the FEMA Map Panel No. 04019C1680L, effective June 16, 2011.
Utilities:	All utilities available.
Access/Visibility:	Good paved access from La Canada 38,000 VPD traffic count from Orange Grove and La Canada, combined.
THREE YEAR HISTORY:	No prior sales within 3 years prior to sale date.
MARKETING TIME:	2,599 Days
CONFIRMED WITH:	Ben Becker, CBRE (520) 323-5149
DATE CONFIRMED:	March, 2015
COMMENTS:	The site will be used for an electric substation. No buildings are planned.

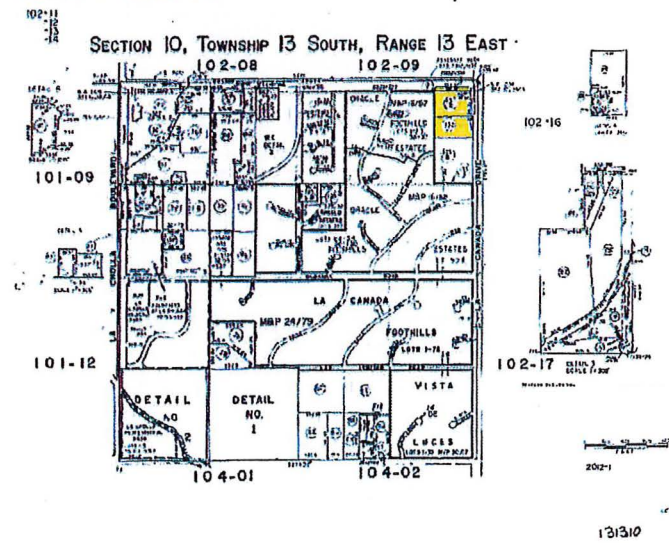
**I.D. No.: 15-062-L.1**

PHOTO



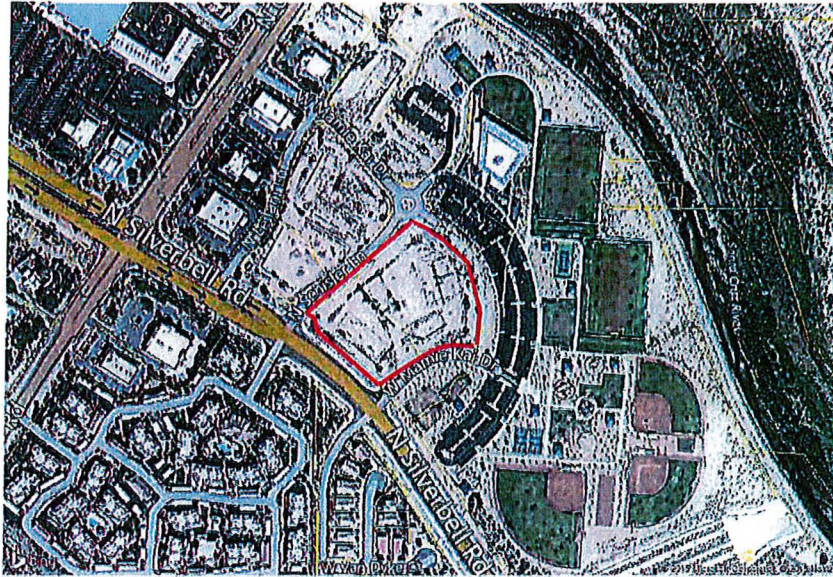
PLAT MAP

ASSESSOR'S RECORD MAP





**COMPARABLE LAND SALE**



COMPARABLE SALE:	4
LOCATION:	SE Cortaro Road & Silverbell Road 7750-7790 N. Schisler Drive Marana, AZ 85653
LEGAL DESCRIPTION:	Lots 9 & 10, Continental Ranch Parcels 56, 67, & 72, G&SRB&M, Pima County Arizona
ASSESSOR PARCEL NUMBER(S):	226-27-0360; & -0370
RECORDS:	Instrument: Special Warranty Deed Date Recorded: March 12, 2015 Document No: 20150710266
SELLER:	Silverbell Cortaro, LLC
BUYER:	Leman Academy of Excellence, Inc.
SALE PRICE:	\$1,275,000
TERMS:	Cash to Seller
CONDITIONS OF SALE:	Market



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SITE SIZE:	195,633 Square Feet; 4.49 Acres
SALE PRICE PER ACRE:	\$284,011
SALE PRICE PER SQUARE FOOT:	\$6.52
ZONING:	F, Specific Plan (Continental Ranch); Marana
INTENDED USE:	Charter School
PHYSICAL CHARACTERISTICS:	
Topography/Shape:	Level / Irregular
Flood Zone:	33% Shaded X (low risk) 67% Zone X an area outside the 100-year floodplain, according to the FEMA Map Panel #04019C16155L, Effective June 16, 2011.
Utilities:	All utilities available.
Access/Visibility:	Good Access from Silverbell; Average visibility 40,000 VPD traffic volume.
THREE YEAR HISTORY:	No prior sales within 3 years prior to date of sale.
MARKETING TIME:	1,442 Days
CONFIRMED WITH:	David Montijo, CBRE listing agent (520) 323-5136
DATE CONFIRMED:	March, 2015

COMMENTS: This sale represents the purchase of two contiguous parcels. The buyer plans to build a charter school that will accommodate 600 students. The property was approved for a 12,000 square-foot office building at the time of sale.

I.D. No. : 15-062-L.4

ASSESSOR'S RECORD MAP  
226 R7 PARCELS 56,57,&72  
CONTINENTAL RANCH  
LOTS 1-10

