

2015

File Number GJCO-100112

# RESTRICTED APPRAISAL REPORT

## APPRAISAL OF

Blanche Rd/Bypass  
Blanche  
Cedartown, GA 30125



Prepared for  
**Vantage Development & DCA**  
1544 South Main St  
Fyffe, AL, 35971

Prepared by  
**Gregory James Co Inc**  
122 S Philpot St  
Cedartown, GA 30125

Telephone: 770-749-0042



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EFFECTIVE DATE OF APPRAISAL

May 25, 2015



# Gregory James Co Inc

122 S Philpot St  
Cedartown, GA 30125

770-749-0042

gshelley@gjamesco.com  
Website www.gjamesco.com

## Commercial Appraisals, Reviews and Consulting

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Date of Inspection:	May 25, 2015
Effective Date of Appraisal:	May 25, 2015
Date of Report:	June 10, 2015

Vantage Development  
DCA  
1544 South Main St  
Fyffe, AL, 35971

Attention: Jordan Whiteside

Dear, Jordan Whiteside

Pursuant to your request, we have made an appraisal of the market value of the property located at:

**Blanche Rd/Bypass  
Blanche Rd  
Cedartown, GA, 30125  
Polk County**

As per mutual agreement with Vantage Development & DCA (client) and Gregory James Co Inc (appraiser), the format used is defined as a Restricted Appraisal Report appraisal. It complies with the requirements set forth under Standard 2-2(a), Rule 1 of the Uniform Standards of Professional Practice, but is subject to the Assumptions and Limiting Conditions listed in this report. This appraisal report details the information used to arrive at a conclusion of value. It can be understood by a knowledgeable reader without additional information in the work file of the appraiser.

As per your request, the subject property has been inspected, and all necessary investigation and analyses have been performed by the undersigned. An appraisal report utilizing an Appraisal Report process has been prepared in narrative format. The purpose of this report is to establish the most probable market value of the subject property based upon the reconciliation process of those approaches developed with the report.

The subject of this report is 20.92 acres of unimproved located on Blanche, Collard Valley Rd in the City of Cedartown GA. The site had two zoning designations one being A-1 for the largest parcel and C-1 for the parcel on the other side of the Cedartown US 27 bypass. **The property has been rezoned to PD-1. on recent days. This has no effect on the market value conclusion.**

The Appraisal Report process and the report are intended to comply with Rule 2-2 of The Uniform Standards of Professional Practice (USPAP), effective January 1, 2014. The report is also intended to Comply with the requirements of Title XI of the Federal Financial Institution Reform, Recovery, and Enforcement Act of 1989 (FIRREA).

This letter is not an appraisal report, but is to accompany the following appraisal report. If this letter is separated from the report, the report may become misleading and, therefore, invalid.

This appraisal report details the information used to arrive at a conclusion of value. Its intention is that it can be understood by a knowledgeable reader without additional information in the work file of the appraiser.

The scope of work for this appraisal includes the sales and income approaches to value. The cost approach has been omitted due to the difficulty associated with estimating accrued physical depreciation for a property of the subject's age. The analyses and conclusions are presented herein as an Appraisal Report, as described in Standard 2-2(a) of the Uniform Standards of Professional Appraisal Practice (USPAP). As such, the report presents a detailed narrative and discussions of the data, reasoning, and analyses that were used in the appraisal process to develop the appraisers' opinion of value.

Please be assured that our employment is not conditional upon producing a specified value or a value within a given range. Our future employment prospects are not dependent upon producing a specified value. Employment of the appraisers and payment of the fee are not based on whether a loan application is approved or disapproved. Based on my understanding of USPAP and Interagency Guidelines this appraisal was prepared in conformity to those guidelines and regulations. If any portion of this report is found to contain factual errors I reserve the right to amend the report accordingly at no charge to the client.

The Fee Simple Stabilized Market Value on 25<sup>th</sup> of May, 2015 the 20.92 acres of land and with no improvements situated thereon was estimated at: as is,

**Two Hundred Ninety Five Thousand Dollars**

**\$295,000**

Respectfully Submitted,  
Gregory James Co Inc

A handwritten signature in blue ink, appearing to read "Gregory J Shelley".

Gregory J Shelley PhD

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Letter of Transmittal

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**Address Blanche**  
**Cedartown , GA 30125**

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## INTRODUCTION

### Certification Statement

I, Gregory J Shelley 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 appraisal 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 Code of Professional Ethics & Standards of Professional Appraisal Practice of the Appraisal Institute, which include the Uniform Standards of Professional Appraisal Practice.

The use of this report is subject to the requirements specified under **Assumptions and Limiting Conditions**.

I have made a personal inspection of the property that is the subject of this report.

No one provided significant real property appraisal assistance to the person signing this certification.

As of the date of this report, I Gregory J Shelley am a General Certified Appraiser in the state of GA (Certificate Number GA-CG-248802), which certificate expires on 7/31/2015.

Authority O.C.G.A. Secs. 43-39A-13, 43-39A-18. **History.** Original Rule entitled "Confidentiality" adopted. F. Sept. 25, 1990; eff. Oct. 15, 1990. **Repealed:** New Rule entitled "Departure in Non-federally Related Transactions" adopted. F. Sept. 26, 1997; eff. Oct. 16, 1997. **Amended:** F. Jan 25, 2002; eff. Feb. 14, 2002. **Repealed:** F. June 22, 2006; eff. Aug. 1, 2006, as specified by the Agency. **Adopted:** New rule entitled "Standards for Developing and Reporting an Appraisal." F. Feb. 26, 2013; eff. Mar. 18, 2013.

Except as noted below, I/we have performed no services regarding the subject property within the last three years prior to accepting this assignment.

Respectfully Submitted,  
Gregory James Co Inc



Gregory J Shelley PhD  
Certified General Appraiser  
GA License CG- 48802AL License G00990

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### Summary of Conclusions

Property Name	Blanche Rd/Bypass
Address	Blanche, Cedartown, GA 30125
County Identification Number	030A007
Deed Reference	DBV 1232, pg.353
Property Type	Vacant Land
Property Rights Appraised	Fee Simple
Purpose of Appraisal	Market Value
Date of Inspection	May 25, 2015
Market Value - Fee Simple	\$295,000
6 Month Disposition Value	Not Developed
Market Value by the Comparison Approach	\$295,000
Estimated Marketing Time	18 to 36 months
Estimated Exposure Time	18 to 36 months
Contingencies	See Addenda
Highest and Best Use - As Vacant	Vacant Land and Hold for Investment
Highest and Best Use - As Improved	To Be Determined
Land Area	20.92 acres
Estimated Useable Land Area	100.00%
Zoning	PD-1
Flood Area	X
Flood Map Number	13233C0063D
Property Type	Vacant Land
General location Ranking	Average



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### Reconciliation and Final Value Estimate

Reconciliation is the final step in the valuation process. It correlates the values obtained from all of the approaches. Each approach used is rated as to its relative significance and dependability. The greatest consideration is placed upon that approach that is most relevant to the property being appraised. The criteria used for choosing the most applicable approach are the "appropriateness, accuracy, and quantity of evidence"<sup>1</sup> available for each approach. From this analysis, a final value is chosen that reflects the appraiser's best judgment of the Market Value.

The **Sales Comparison Approach** indicated a value of \$295,000.

**After reconciling the values from the applicable approaches, a Fee Simple Market Value of \$295,000 has been estimated.** We believe this to be the most probable market value, given the range of values in the applicable approaches.

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<sup>1</sup> *The Appraisal of Real Estate, 13th. Edition* (Appraisal Institute, Chicago, Il., 2008), p. 562

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### **Scope of This Appraisal**

In preparing this appraisal we have:

- Made a complete physical inspection of the property on May 25, 2015.
- Researched public records for assessment and historical sales information pertaining to the subject property.
- Analyzed income and expense information provided by the owner, if applicable.
- Researched the demographics and other data effecting the area and neighborhood. Among our sources of information that we referenced were; properties that we have previously appraised in the area, relevant publications, periodicals, U.S. Census data, and other reference material.
- Researched pertinent neighborhood data, comparable listings, comparable rentals, and comparable sales.
- Gathered comparable improved sales, comparable listings, comparable rentals, comparables expenses, etc. from similar neighborhoods and/or previous appraisals that we have made on similar properties.
- Analyzed the current real estate market and trends for the subject's property type, particularly in the subject's market area.
- In preparing our written report we have:
  - Identified the property by tax identification number and deed references.
  - Considered the purpose and intended use of the appraisal.
  - Prepared a brief history of the property.
  - Stated the current definition of market value and exposure time.
  - Determined the property rights being appraised as the Fee Simple interest in the property.
  - Discussed and analyzed to the extent appropriate, the demographic data in the area surrounding the subject; including population characteristics, employment data, income characteristics, school district, and other amenities.
  - Described the neighborhood surrounding the subject, including highway access and the location and uses of notable properties.
  - Discussed and analyzed the physical attributes of the subject site.
  - Discussed and analyzed the physical attributes of the subject building(s).
  - Analyzed the Highest and Best Use of the site.
  - Analyzed and discussed the reasoning for choosing the most applicable approach or approaches in determining the value for the subject property.
  - Considered all three approaches to value and determined which approach or approaches were applicable, given the nature of the assignment and the characteristics of the subject property.
  - Thoroughly discussed and documented our value conclusions by the applicable approach and/or approaches.

- Analyzed and discussed the Reconciliation of the applicable approaches and final conclusions of values.
- Stated the Assumptions and Limiting Conditions upon which this report was based.

### **Identification of the Appraised Property**

The property being appraised is a Vacant Land type property. It is located at Blanche Road in the city of Cedartown, County of Polk, in the state of GA. It is identified on the county records as tax identification number 030A007.

### **Purpose of the Appraisal**

The purpose of this appraisal is to estimate the "as is" market value of the property interest(s) specified in this report as of the effective date of this appraisal. The "as is" value is defined as the market value of the property as it actually exists on the date of the appraisal, with no contingencies. The appraised value assumes that if the property were sold, it would be sold in its existing condition, subject only to the Assumptions and Limiting Conditions listed in this report.

### **Intended Use of the Appraisal**

The appraiser has been engaged by Development and DCA, the client for this appraisal and also the intended user. The appraiser(s) have been informed that the appraisal will be used for the sole purpose of assisting the client in determining value for personal reasons. Therefore, the intended use of this appraisal is to assist our client, Development, and DCA in the determination of market value for other purposes.

**USPAP Reporting Options**

To develop the opinion of value as per the request of our client Vantage Development, the appraiser performed a complete appraisal in **Restricted Appraisal Report Format** according to the guidelines set forth below by the 2014-2015 edition of the Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Foundation.

**ADVISORY OPINION 11 <sup>2</sup>**  
**STANDARDS RULES 2-2 AND 8-2 REPORT COMPARISON CHART:**

The essential difference between the two options is in the use and application of the terms "state" and "summarize." "State" is used to connote a minimal presentation of information. "Summarize" is used to connote an expanded presentation of information.

	<b>(a) Appraisal Report</b>	<b>(b) Restricted Appraisal Report</b>
i.	state the identity of the client and any intended users, by name or type;	state the identity of the client by name or type; and state a prominent use restriction that limits use of the report to the client and warns that the rationale for how the appraiser arrived at the opinions and conclusions set forth in the report may not be understood properly without additional information in the workfile;
ii.	state the intended use of the appraisal;	state the intended use of the appraisal;
iii.	summarize information sufficient to identify the real estate or personal property involved in the appraisal, including the physical and economic property characteristics relevant to the assignment;	state information sufficient to identify the real estate or personal property involved in the appraisal;
iv.	state the property interest appraised;	state the property interest appraised;
v.	state the type and definition of value and cite the source of the definition;	state the type and definition of value and cite the source of the definition;
vi.	state the effective date of the appraisal and the date of the report;	state the effective date of the appraisal and the date of the report;
vii.	summarize the scope of work used to develop the appraisal;	state the scope of work used to develop the appraisal;
viii.	summarize the information analyzed, the appraisal methods and techniques employed, and the reasoning that supports the analyses, opinions, and conclusions; exclusion of the sales comparison approach, cost approach, or income approach must be explained;	state the appraisal methods and techniques employed, state the value opinions(s) and conclusions(s) reached and reference the workfile; exclusion of the sales comparison approach, cost approach, or income approach must be explained;
ix.	state the use of the property existing as of the date of value and the use of the real estate or personal property reflected in the appraisal;	state the use of the property existing as of the date of value and the use of the real estate or personal property reflected in the appraisal;
x.	when an opinion of highest and best use or the appropriate market or market level was developed by the appraiser, summarize the support and rationale for that opinion;	when an opinion of highest and best use or appropriate market or market level was developed by the appraiser, state that opinion;
xi.	Clearly and conspicuously state all extraordinary assumptions and hypothetical conditions; and that their use might have affected the assignment results; and	Clearly and conspicuously state all extraordinary assumptions and hypothetical conditions; and that their use might have affected the assignment results; and
xii.	Include a signed certification in accordance with the Standards Rule 2-3 or 8-3.	Include a signed certification in accordance with the Standards Rule 2-3 or 8-3.

<sup>2</sup> USPAP Advisory Opinions 2014-2015 Edition, the Appraisal Foundation, A-24

### Definition of Value

A current definition of Market Value as cited in USPAP Advisory Opinion 22 (AO-22) is:<sup>3</sup>

*The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as if a specified date and the passing of title from seller to buyer under conditions whereby:*

- Buyer and seller are typically motivated;
- Both parties are well informed or well advised and acting in what they consider their own best interests.
- A reasonable time is allowed for exposure in the open market.
- Payment is made in terms of cash in U. S. dollars or in terms of financial arrangements comparable thereto; and
- The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

According to USPAP Advisory Opinion 22, this definition

*... is from regulations published by federal regulatory agencies pursuant to Title XI of the Financial Institutions Reform, Recovery, and Enforcement Act (FIRREA) of 1989 between July 5, 1990, and August 24, 1990, by the Federal Reserve System (FRS), National Credit Union Administration (NCUA), Federal Deposit Insurance Corporation (FDIC), the Office of Thrift Supervision (OTS), and the Office of Comptroller of the Currency (OCC). This definition is also referenced in regulations jointly published by the OCC, OTS, FRS, and FDIC on June 7, 1994, and in the Interagency Appraisal and Evaluation Guidelines, dated October 27, 1994.*

Exposure Time assumes that:<sup>4</sup>

- The subject property would sell at the appraised value(s) as of the effective date(s) of the appraisal.
- 
- The subject property was on the market for a reasonable time prior to the date of value and that the terms of sale are typical of other properties of its type that have sold as confirmed by exposure times of comparable sales.

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<sup>3</sup> 2014-2015 USPAP PUBLISHED BY THE APPRAISAL FOUNDATION / DEFINITIONS

**VALUE:** the monetary relationship between properties and those who buy, sell, or use those properties. Comment: Value expresses an economic concept. As such, it is never a fact but always an opinion of the worth of a property at a given time in accordance with a specific definition of value. In appraisal practice, value must always be qualified for example, market value, liquidation value, investment value.

<sup>4</sup> **ibid.**

**EXPOSURE TIME:** estimated length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of sale at market value on the effective date of the appraisal.

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### Property Rights Appraised

The property rights being appraised consist of the Fee Simple Estate of the subject property. A Fee Simple Estate 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.*<sup>5</sup>

The value of the Fee Simple Estate is, therefore, impacted by its current zoning, tax status, condemnation proceedings, public easements, and environmental legislation. The Fee Simple Estate encompasses all rights of ownership not limited by government, including the right of occupancy (use), the right to lease and receive rents, the right of conveyances to another, etc. This interest is analogous to the total "bundle of rights", each of which may be severed and conveyed by the Fee Simple owner. The Fee Simple Estate may be severed into various partial or fractional interests, including the leased fee and leasehold interests. The Fee Simple Estate is the sum of the leased fee and all leasehold interests.

### Personal Property is excluded from this Appraisal

Any movable equipment, furnishings, and fixtures necessary to the operation of this property were not included in the value of the real estate. If necessary to the operation of the real estate as a hotel, personal care residence, etc., and a value is required by the client, the personal property has been allocated separately.

Personal property is defined as follows:

*Personal property is, generally, movable items - that is, those not permanently affixed to and part of the real estate. Thus personal property is not endowed with the rights of real property ownership. Examples of personal property are furniture and furnishings that are not built into the structure, such as refrigerators and freestanding shelves.*<sup>6</sup>

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<sup>5</sup> *The Appraisal of Real Estate, 13th. Edition* (Appraisal Institute, Chicago, Il., 2008), p. 114

<sup>6</sup> *ibid.*, p. 7

**FACTUAL DATA**

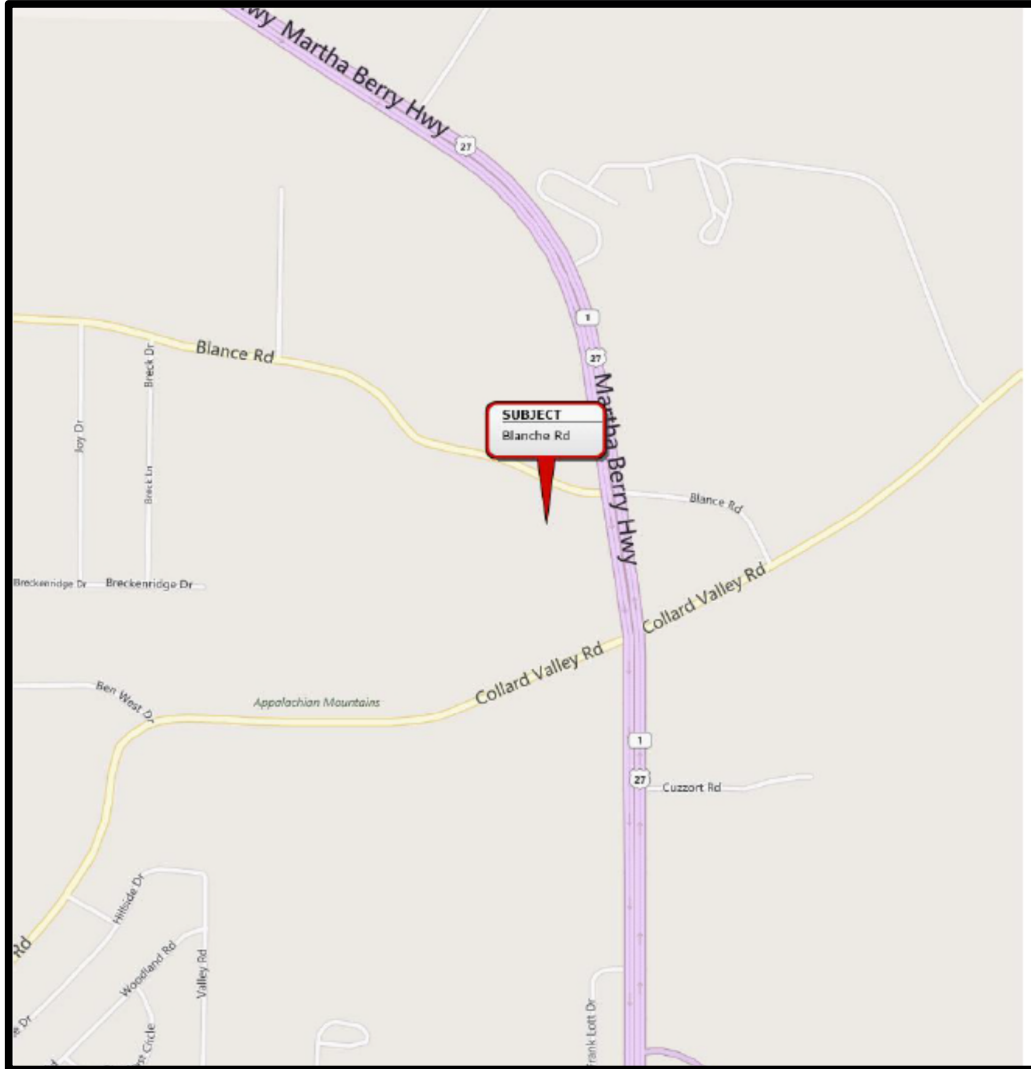
### **Brief History of the Property**

According to Polk County records, the subject property, tax identification number 030A007, is owned by James Ralph Stephens Jr Executor. The present owner purchased the property on June 29, 2007 from James Ralph Stephens Jr. for a consideration of \$0.00. No other transfers of the property appeared on the public record in the last three years.

To the best of our knowledge, on the date of this appraisal, the subject property was not listed for sale, nor were there any other types of options or agreements that would affect the market value.



Area Map



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## Description of the Neighborhood

A neighborhood is defined as:

*A group of complementary land uses; a congruous grouping of inhabitants, buildings, or business enterprises.<sup>7</sup>*

*Neighborhood boundaries may be well defined by natural or man-made barriers or they may be less well defined and measured by a change in land use, change in the character of the inhabitants or any other distinctive trait that separates uses or groups of inhabitants. The following paragraphs list the predominant characteristics of the neighborhood.*

### Location

The subject property is located on Blanche in Cedartown, GA.

### Access and Highways

The subject neighborhood is most easily reached by the business Old US 27 which is in the business District of Polk County or the Bypass

### Neighborhood Boundaries

The neighborhood: to the north is Davis Rd, to the west is the original US highway 27, to the East is US Highway 278 and to the south is Antioch Rd.

### Neighborhood Improvements

The neighborhood mostly older homes near the subject however a new subdivision if located about 1.5 miles from the subjects site and a new public school was construction on US Hwy 27 bypass.

### Neighborhood Stability

Neighborhoods generally experience a four-stage life cycle that includes growth, stability, decline, and revitalization. The subject neighborhood would be described as being in a period of stabilized floor market prices.

### Detrimental Features

No major detrimental features were noted that would adversely affect the value of the subject property in the foreseeable future. There are no notable features associated with the subject site.

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<sup>7</sup> *The Appraisal of Real Estate, 13th. Edition* (Appraisal Institute, Chicago, Il., 2008), p. 55

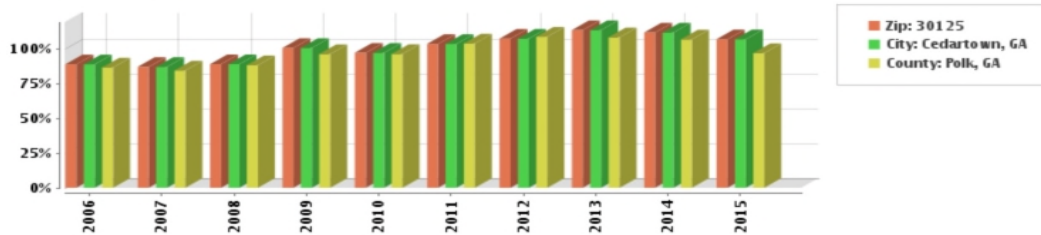
## Neighborhood Profile

### Market Trends

#### Blanch Rd, Cedartown, GA 30125, Polk County

##### Pricing Trends

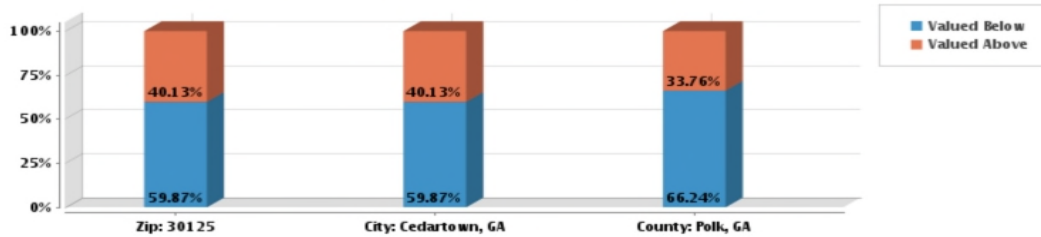
###### Median Sale Price to Current Value - Tax



The percentage of properties that have increased or decreased in value based on the year in which they were acquired. The chart compares the sale price of each home to its current market value based on RealAVM, and then calculates the median percentage of appreciation or depreciation.

If the percentage for a year is below 100%, those who purchased homes during that year are likely to have negative equity and may be subject to short sale conditions. If the percentage is above 100%, those who purchased a home that year are likely to have positive equity and the capacity to transact their home in an uncomplicated manner.

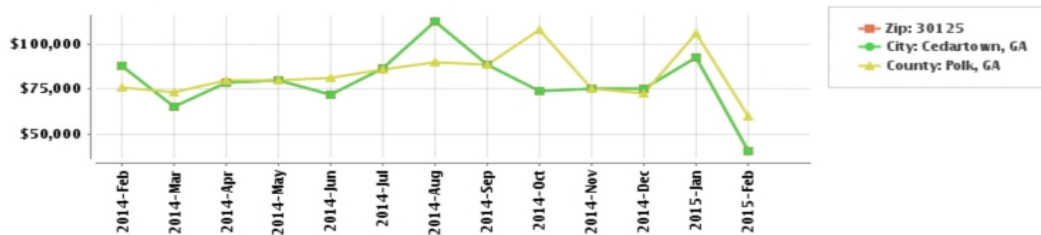
###### Percentage of Properties Purchased Above/Below Current Value - Tax



The percentage of all properties for which the purchase price is above and below the current value. The current value of the property is calculated using RealAVM. This statistic represents all properties in the geographic area, regardless of when the home sold.

An area in which most homes were purchased above their current value indicates one in which properties are likely to be distressed and subject to short sales and foreclosures. An area in which most properties were purchased below their current value indicates an area in which home owners generally enjoy positive equity.

###### Median Sale Price - Tax



The median sale price for properties sold via Tax. If the median sale price increases over time, it generally indicates an appreciating market in which demand exceeds supply. Conversely, if the median sales price is decreasing, it indicates a declining market with diminished demand.

Courtesy of MARVIN TEROME WOOLEY, First Multiple Listing Service

The data within this report is compiled by CoreLogic from public and private sources. If desired, the accuracy of the data contained herein can be independently verified by the recipient of this report with the applicable county or municipality.

**Market Trends**

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**Median Sale Price - MLS**



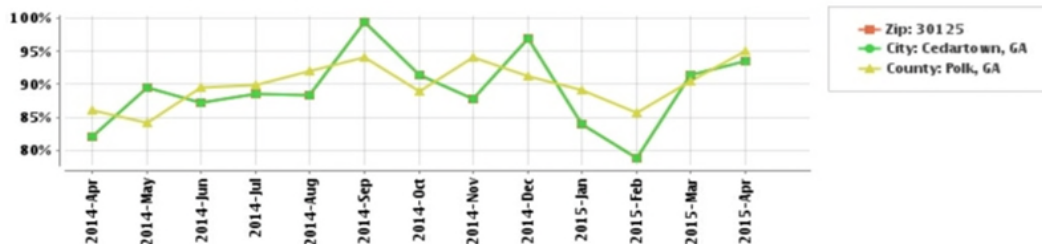
The median sale price for properties sold via the MLS. If the median sale price increases over time, it generally indicates an appreciating market in which demand exceeds supply. Conversely, if the median sales price is decreasing, it indicates a declining market with diminished demand.

**Median List Price - MLS**



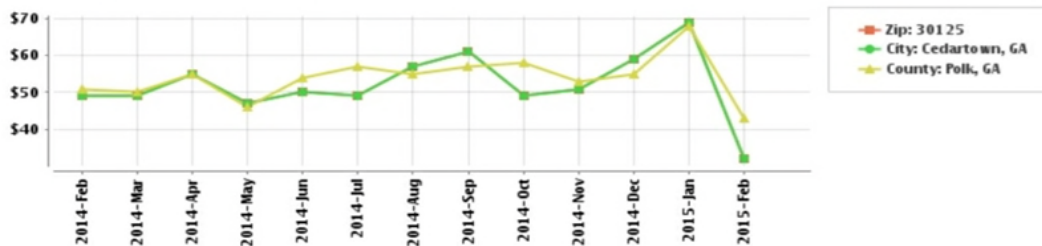
The median list price for properties actively marketed via the MLS. If the median list price increases over time, it generally indicates an appreciating market in which demand exceeds supply. Conversely, if the median list price is decreasing, it indicates a declining market with diminished demand.

**Median Sale to Original List Price Ratio - MLS**



The median ratio of sale price to list price based on MLS sales. For example, a home listed for \$200,000 that sold for \$190,000 would have a ratio of 95%. When the ratio is close to or even above 100%, homes are selling at or above their asking price and market demand is high. When the ratio is substantially below 100%, demand for homes is low.

**Median Price per Square Foot - Tax**



Courtesy of MARVIN TEROME WOOLEY, First Multiple Listing Service

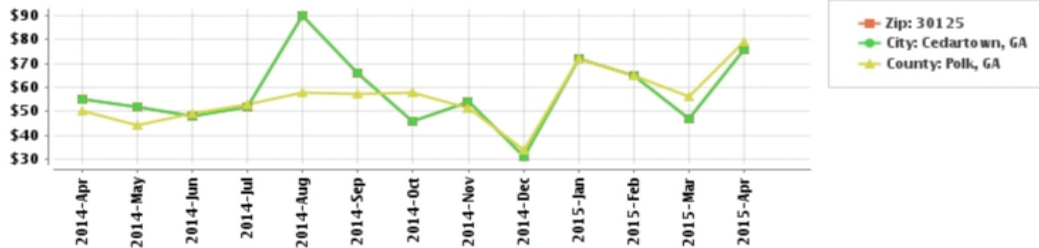
The data within this report is compiled by CoreLogic from public and private sources. If desired, the accuracy of the data contained herein can be independently verified by the recipient of this report with the applicable county or municipality.

**Market Trends**

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 Page 2 of 6

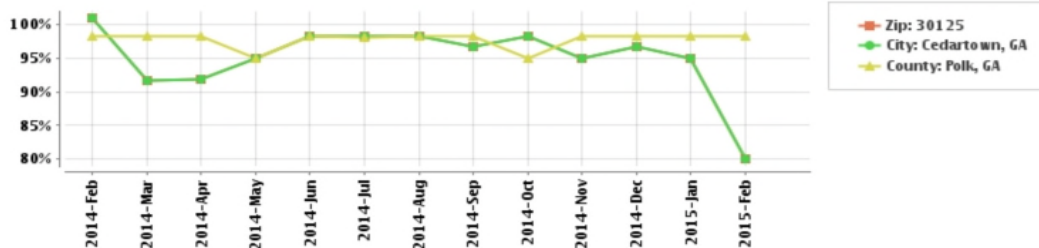
The median price per square foot for sold homes based on Tax sales. An increase in the median price per square foot -- particularly if the median size of sold homes has not also increased -- indicates that buyers are willing to pay more for the similarly sized homes. When the median price per square foot decreases, property values may be generally decreasing, or less costly homes are selling more briskly than higher valued ones.

**Median Price per Square Foot - MLS**



The median price per square foot for sold homes based on MLS sales. An increase in the median price per square foot -- particularly if the median size of sold homes has not also increased -- indicates that buyers are willing to pay more for the similarly sized homes. When the median price per square foot decreases, property values may be generally decreasing, or less costly homes are selling more briskly than higher valued ones.

**Median Loan to Value - Tax**

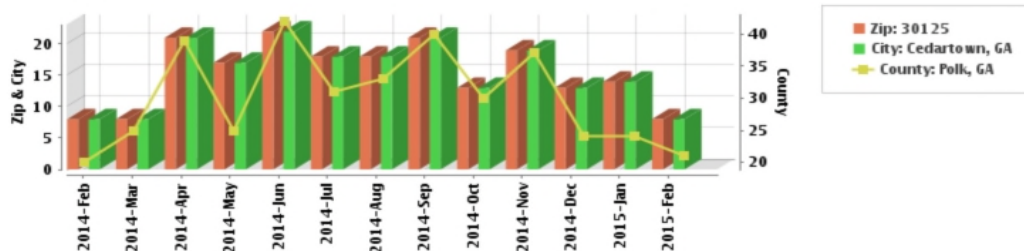


The median loan-to-value ratio (or LTV) is the ratio of the mortgage amount to the purchase price. Conventional wisdom is that homeowners with lower LTV ratios are less likely to default on their mortgage. As a result, lenders typically require mortgage insurance for owners who have an LTV greater than 80%.

(1) Powered BY RealEstate Business Intelligence. Information IS deemed reliable but NOT GUARANTEED. Copyright © 2014 RealEstate Business Intelligence. ALL rights reserved.

**Market Activity**

**Number of Sales - Tax**



The number of properties sold via Tax. Increasing sales activity signifies an accelerating market, while decreasing activity signifies a declining market. Remember that sales activity may also change seasonally, so be sure to compare sales activity between comparable periods and over a sufficiently long enough timeline.

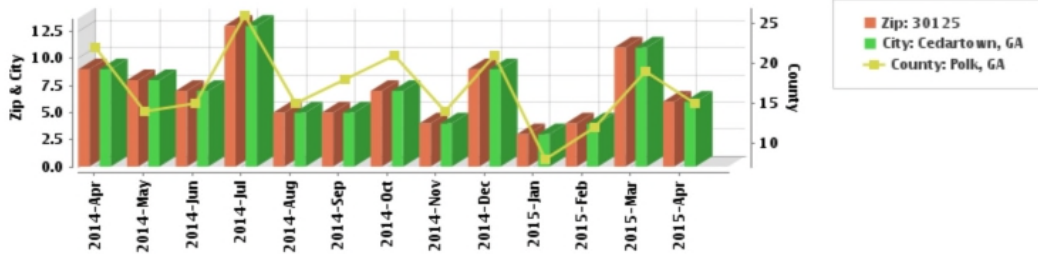
Courtesy of MARVIN TEROME WOOLEY, First Multiple Listing Service

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**Market Trends**

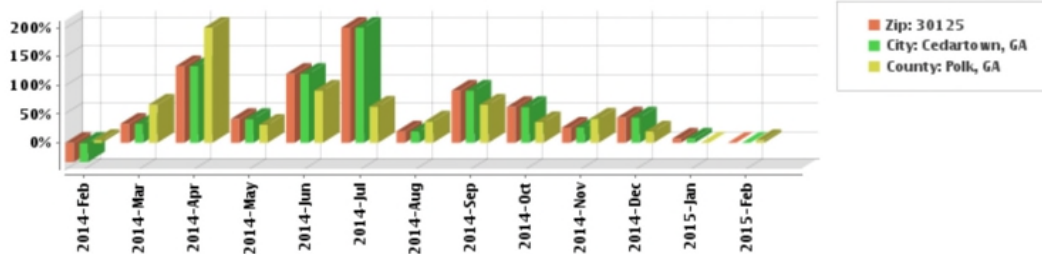
Generated on 06/05/2015  
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**Number of Sales - MLS**



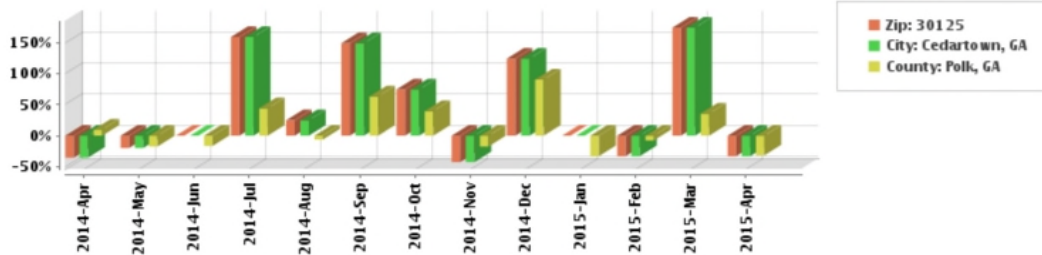
The number of properties sold via the MLS. Increasing sales activity signifies an accelerating market, while decreasing activity signifies a declining market. Remember that sales activity may also change seasonally, so be sure to compare sales activity between comparable periods and over a sufficiently long enough timeline.

**Change in Sales Activity - Tax**



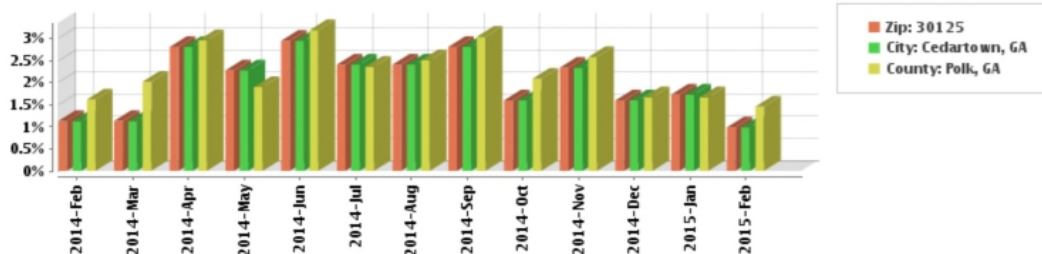
The percentage change in sales activity compared to the corresponding month or quarter of the prior year. Positive percentages reflect improving market conditions, and decreasing ones indicate declining market conditions.

**Change in Sales Activity - MLS**



The percentage change in sales activity compared to the corresponding month or quarter of the prior year. Positive percentages reflect improving market conditions, and decreasing ones indicate declining market conditions.

**Annual Turnover Rate - Tax**



Courtesy of MARVIN TEROME WOOLEY, First Multiple Listing Service

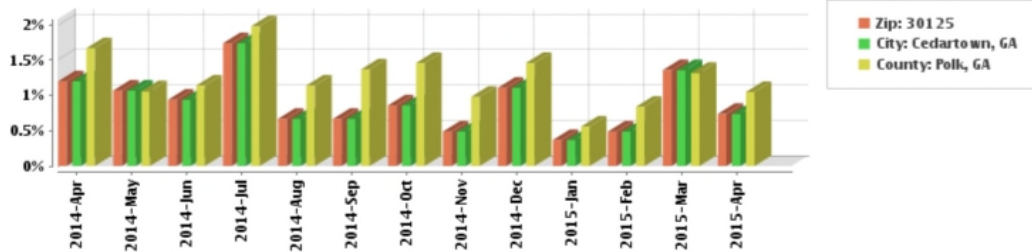
The data within this report is compiled by CoreLogic from public and private sources. If desired, the accuracy of the data contained herein can be independently verified by the recipient of this report with the applicable county or municipality.

**Market Trends**

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 Page 4 of 6

The annualized turnover rate indicates the percentage of all homes within the locale that sold via Tax. Comparing the annualized turnover rate between locations provides an indication of each area's relative stability or volatility.

**Annual Turnover Rate - MLS**

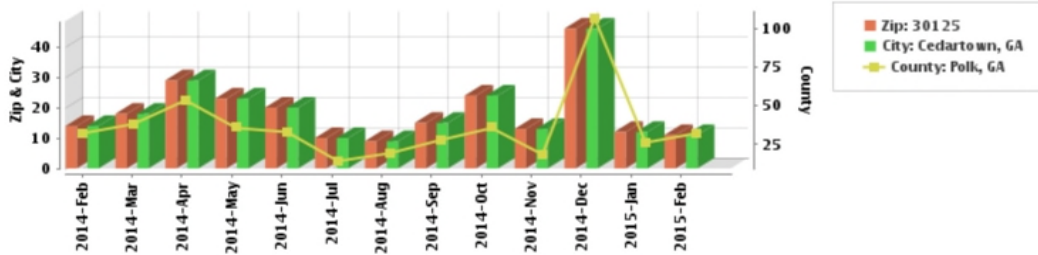


The annualized turnover rate indicates the percentage of all homes within the locale that sold via the MLS. Comparing the annualized turnover rate between locations provides an indication of each area's relative stability or volatility.

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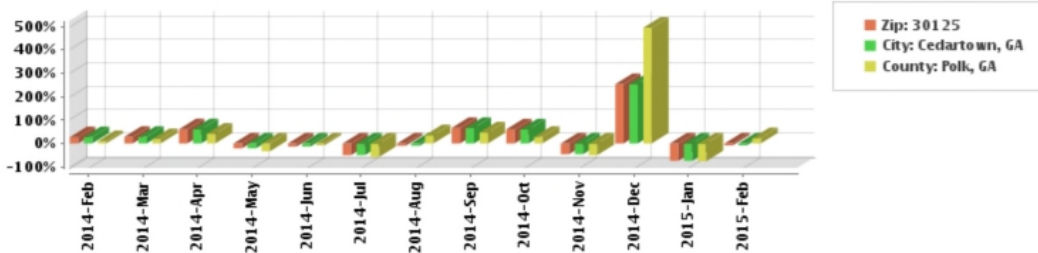
**Distressed Properties**

**Number of Foreclosures - Tax**



The total number of properties entering all stages of foreclosure (Pre-Foreclosure, Auction, or REO) in the monthly or quarterly period. When the combined number of properties entering the foreclosure stage declines, conditions are typically improving and markets will stabilize. When number of properties entering the various foreclosure stages increase, conditions are typically worsening and there is a likelihood that listing inventory will subsequently increase.

**Change in Foreclosure Activity - Tax**



The change in the foreclosure activity compares the number of properties entering all stages of foreclosure from one period to the corresponding period of the prior year. Negative percentages indicate slowing foreclosure activity, while increasing percentages depict accelerating foreclosure activity.

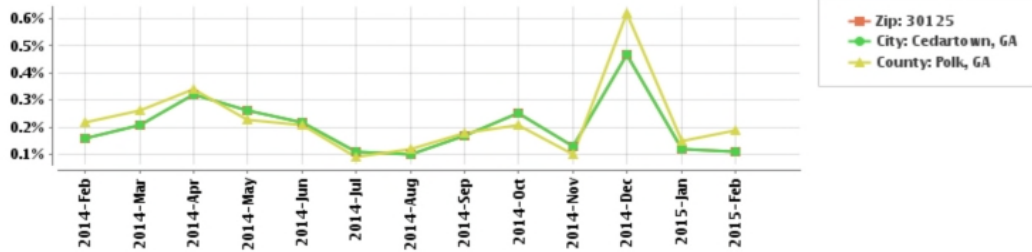
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**Market Trends**

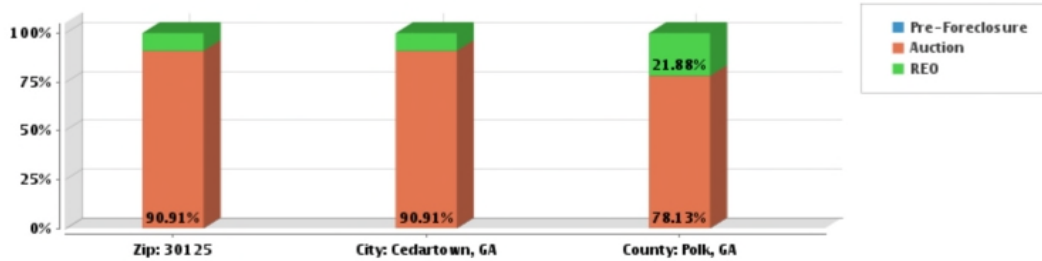
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 Page 5 of 6

**Percentage of Foreclosed Properties - Tax**



The percentage of all properties in the zip, city or county entering the various stages of foreclosure in the period. This will be a very low percentage, but the comparative number period over period depicts improving or worsening conditions.

**Percentage of Properties in Each Foreclosure Stage - Tax**



The percent of properties in each stage of foreclosure (Pre-Foreclosure, Auction, or REO) for the most recent period. Areas with a high number of REO properties may be subject to listing and price volatility if the REO homes rapidly enter listing inventory.

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**Market Trends**

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 Page 6 of 6



## Neighborhood Profile

### Blanch Rd, Cedartown, GA 30125, Polk County

#### Demographics

Based on ZIP Code: **30125**

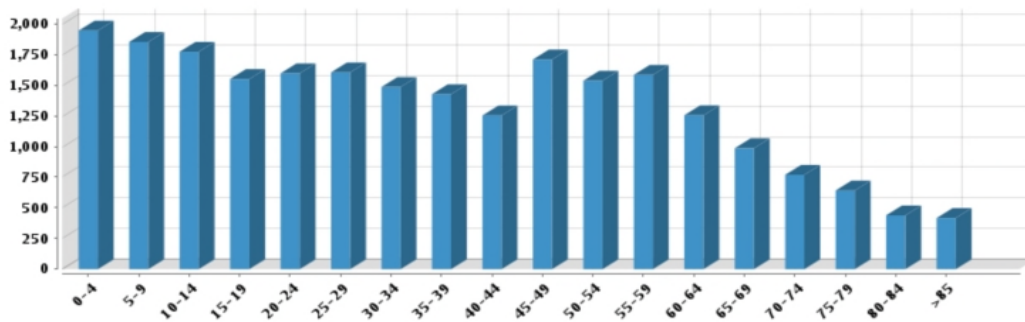
##### Population Summary

Estimated Population: **23,828**  
 Population Growth (since 2000): **6%**  
 Population Density (ppl / mile): **137**  
 Median Age: **34.37**

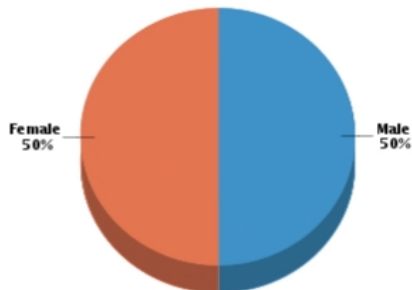
##### Household

Number of Households: **8,501**  
 Household Size (ppl): **2.76**  
 Households w/ Children: **3,290**

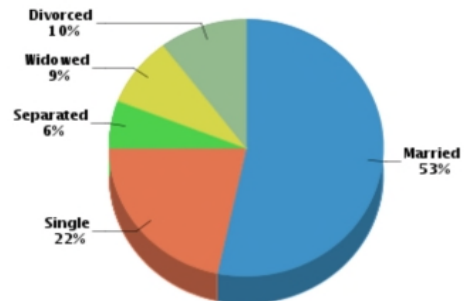
#### Age



#### Gender



#### Marital Status



#### Housing Summary

Median Home Sale Price: **\$72,500**  
 Median Dwelling Age: **28 years**  
 Median Value of Home Equity: **\$94,958**  
 Median Mortgage Debt: **\$57,207**

#### Stability

Annual Residential Turnover: **9.5%**  
 5+ Years in Residency: **44.87%**  
 Median Years in Residency: **4.52**

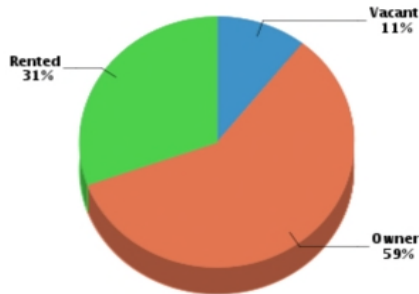
Courtesy of MARVIN TEROME WOOLEY, First Multiple Listing Service

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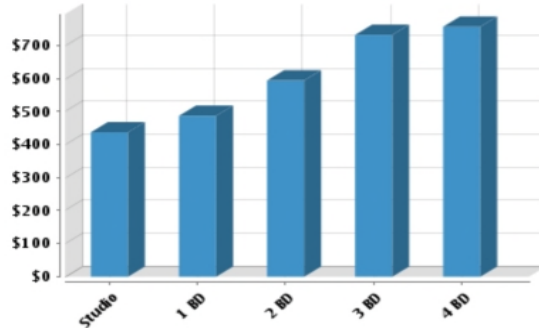
### Neighborhood Profile

Generated on 06/05/2015  
 Page 1 of 4

**Occupancy**



**Fair Market Rents**



**Quality of Life**

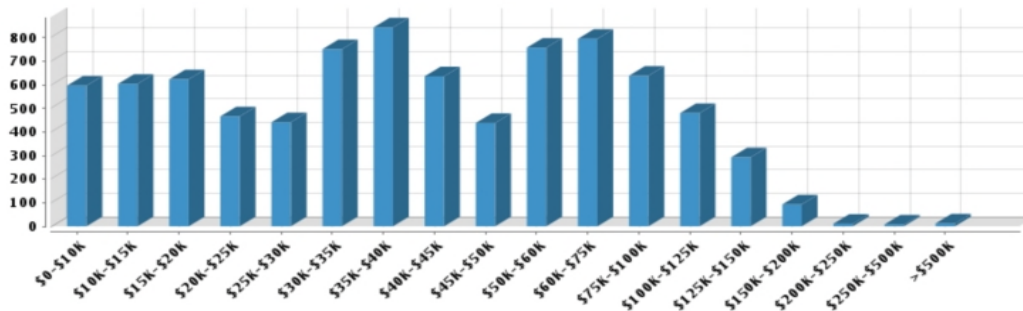
**Workers by Industry**

Agricultural, Forestry, Fishing:	59
Mining:	2
Construction:	379
Manufacturing:	409
Transportation and Communications:	6,215
Wholesale Trade:	908
Retail Trade:	1,379
Finance, Insurance and Real Estate:	273
Services:	2,202
Public Administration:	771
Unclassified:	24

**Workforce**



**Household Income**



Average Household Income: **\$50,977**

Average Per Capita Income: **\$18,738**

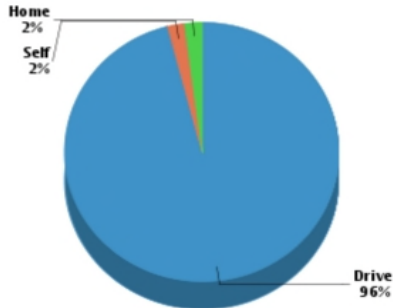
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**Neighborhood Profile**

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**Commute Method**



Median Travel Time: **20.65 min**

**Weather**

January High Temp (avg °F):	<b>50.5</b>
January Low Temp (avg °F):	<b>28.9</b>
July High Temp (avg °F):	<b>88.7</b>
July Low Temp (avg °F):	<b>67.2</b>
Annual Precipitation (inches):	<b>53.75</b>

**Education**

**Educational Climate Index (1)**



**Highest Level Attained**

Less than 9th grade:	<b>1,853</b>
Some High School:	<b>2,552</b>
High School Graduate:	<b>5,336</b>
Some College:	<b>2,880</b>
Associate Degree:	<b>614</b>
Bachelor's Degree:	<b>1,119</b>
Graduate Degree:	<b>755</b>

(1) This measure of socioeconomic status helps identify ZIP codes with the best conditions for quality schools. It is based on the U.S. Census Bureau's Socioeconomic Status (SES) measure with weights adjusted to more strongly reflect the educational aspect of social status (education 2:1 to income & occupation). Factors in this measure are income, educational achievement and occupation of persons within the ZIP code. Since this measure is based on the population of an entire ZIP code, it may not reflect the nature of an individual school.  
 (2) Powered by Onboard Informatics. Information is deemed reliable but not guaranteed. Copyright © 2014 Onboard Informatics. All rights reserved.

**Schools**

Radius: **1.00 mile(s)**

**Public - Elementary**

Polk County School District	Distance	Grades	Students	Students per Teacher	GreatSchools Rating (1)	Community Rating (2)
<a href="#">Westside Elementary School</a> 51 Frank Lott Dr	0.78	Pre-K-5th	626	14	<b>4</b>	★★★★☆

**Public - Middle/High**

Polk County School District	Distance	Grades	Students	Students per Teacher	GreatSchools Rating (1)	Community Rating (2)
<a href="#">Cedartown Middle School</a> 1664 Syble W Brannon Pkwy	0.4	6th-8th	954	14	<b>4</b>	★★★★☆
<a href="#">Cedartown High School</a> 167 Frank Lott Dr	0.68	9th-12th	1,073	16	<b>5</b>	★★★★☆

Courtesy of MARVIN TEROME WOOLEY, First Multiple Listing Service

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**Neighborhood Profile**

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 Page 3 of 4

## **Profile Polk County GA**

### Current Jobs Available

There are 299 job openings advertised online in Polk County, Georgia on June 05, 2015 (Jobs De-duplication)

### **Employment Wage Statistics**

The average weekly wage for Polk County, Georgia in 4th quarter, 2014 was \$680. This would be equivalent to \$17.00 per hour or \$35,360 per year, assuming a 40-hour week worked the year around.

### **Employment Wage Statistics Distribution**

The counties with the highest estimated average weekly wages in Georgia for the 4th quarter, 2014 are Fulton County, Georgia (\$1,329) , Cobb County, Georgia (\$1,079) , Burke County, Georgia (\$1,078) , Chattahoochee County, Georgia (\$1,014) , DeKalb County, Georgia (\$1,013) , Gwinnett County, Georgia (\$991) , Clayton County, Georgia (\$976) , Wilkinson County, Georgia (\$965) , Rockdale County, Georgia (\$952) and Forsyth County, Georgia (\$940) .

### **Employment and Unemployment Data**

The total civilian preliminary labor force (not seasonally adjusted) for Polk County, Georgia in April, 2015 was 18,134, of which 16,981 were employed and 1,153 were unemployed. The unemployment rate was 6.4% percent.

### **Labor Force, Employment and Unemployment Distribution**

The counties in Georgia with the highest preliminary unemployment rate (not seasonally adjusted) in April, 2015 were Clay County, Georgia (11.1%), Wheeler County, Georgia (9.8%), Hancock County, Georgia (9.6%), Macon County, Georgia (9.6%), Twiggs County, Georgia (9.5%), Ben Hill County, Georgia (9.3%), Bleckley County, Georgia (8.9%), Taylor County, Georgia (8.9%), Jefferson County, Georgia (8.7%) and Irwin County, Georgia (8.6%).

### **Current Employment Statistics**

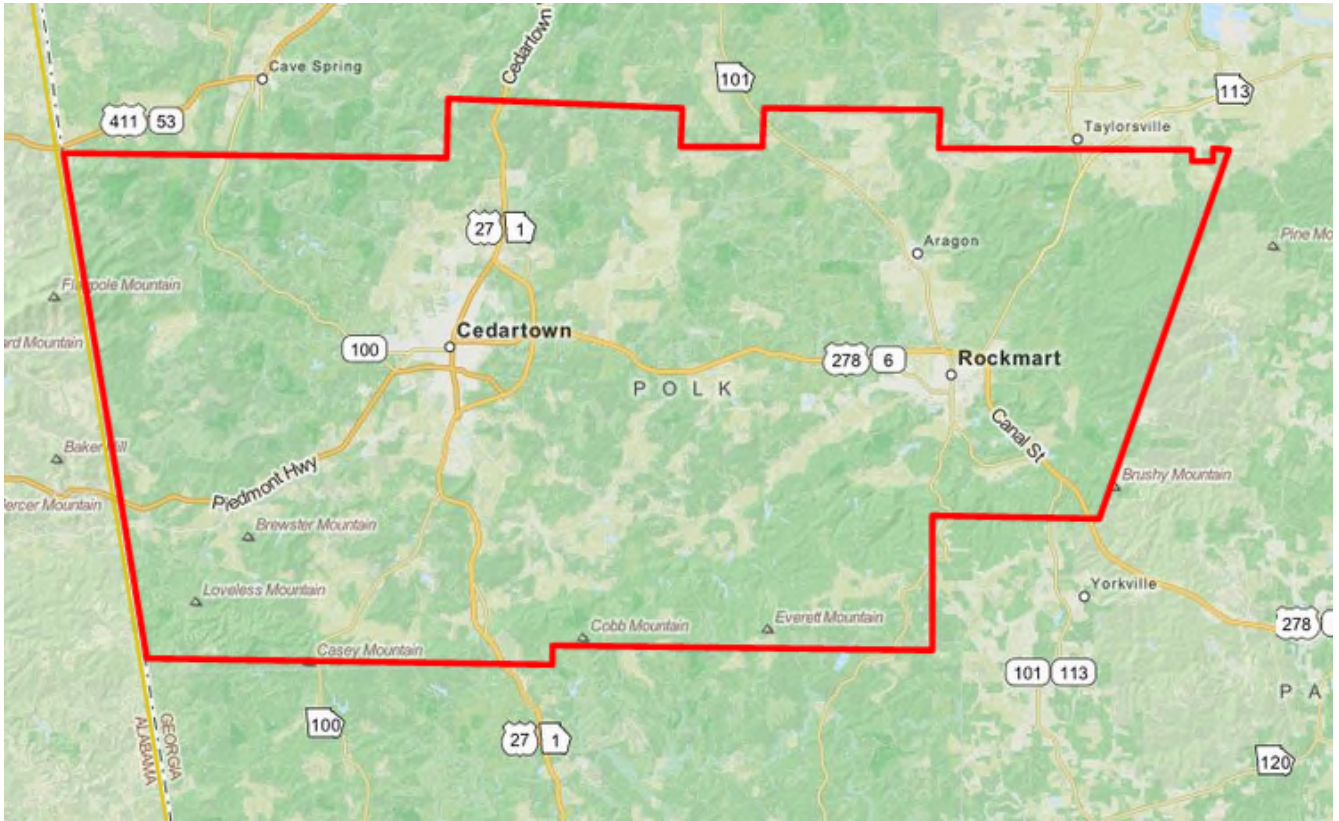
Current preliminary employment by industry for Georgia (no data available for Polk County, Georgia) on April, 2015 were Total Nonfarm (4,254,600), Total Private (3,561,200), Goods Producing (537,200), Service-Providing (3,717,400), Private Service Providing (3,024,000), Natural Resources and Mining (8,800), Construction (156,300), Construction of Buildings (31,500), Heavy and Civil Engineering Construction (22,800), Specialty Trade Contractors (102,000), Manufacturing (372,100), Durable Goods (181,300), Computer and Electrical Equipment (22,900), Transportation Equipment Manufacturing (49,100), Nondurable Goods (190,800), Food Manufacturing (63,900), Textile Mills (19,800), Textile Product Mills (28,500), Trade, Transportation, and Utilities (893,700), Wholesale Trade (214,600), Merchant Wholesalers, Durable Goods (104,600), Merchant Wholesalers, Nondurable Goods (62,400), Wholesale Electronic Markets and Agents (47,600), Retail Trade (481,300), Food and Beverage Stores (93,400), General Merchandise Stores (103,200), Miscellaneous Store Retailers

(20,000), Transportation Warehousing and Utilities (197,800), Utilities (19,400), Transportation and Warehousing (178,400), Air Transportation (39,600), Truck Transportation (49,000), Couriers and Messengers (20,600), Warehousing and Storage (28,900), Information (108,900), Telecommunications (50,100), Wired Telecommunications Carriers (29,800), Wireless Telecommunications Carriers (ex (12,500), Internet Service Providers, Web Search P (8,400), Finance (236,500), Finance and Insurance (177,700), Insurance Carriers and Related Activities (87,100), Real Estate and Rental and Leasing (58,800), Professional and Business Services (635,800), Professional, Scientific, and Technical (265,500), Accounting, Tax Preparation, Bookkeeping (45,400), Architectural, Engineering, and Related (42,400), Computer Systems Design and Related Services (63,100), Management, Scientific, and Technical Co (38,200), Management of Companies and Enterprises (62,800), Administrative and Support and Waste Man (307,500), Employment Services (150,100), Educational and Health Services (541,100), Educational Services (73,500), Colleges, Universities, and Professional (33,200), Health Care and Social Assistance (467,600), Ambulatory Health Care Services (181,800), Hospitals (160,000), Nursing and Residential Care Facilities (58,500), Social Assistance (67,300), Leisure and Hospitality (453,300), Arts, Entertainment, and Recreation (48,900), Amusement, Gambling, and Recreation Industry (33,100), Accommodation and Food Services (404,400), Accommodation (42,400), Food Services and Drinking Places (362,000), Other Services (154,700), Repair and Maintenance (35,600), Personal and Laundry Services (36,200), Religious, Grant making, Civic, Profession (82,900), Government (693,400), Federal Government (98,400), Department of Defense (40,500), State Government (183,500), State Government Educational Services (112,300), Local Government (411,500), Local Government Educational Services (243,600).

**Population Totals**

The 2002 population of Polk County, Georgia was estimated at 39,109. The 2013 population of Polk County, Georgia was estimated at 41,183. This represents a 5.30 percent increase from 2002.

County Map



The western portion of Polk County borders the Alabama State Line.

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### **Description of the Site**

The major objective of site analysis is to gather all of the facts pertinent to an evaluation and commentary of it Highest and Best Use. Other objectives include use as the basis for an analysis of comparable sales and allocation of value in the Cost Approach. The examination of these facts is an important step in assessing the appropriateness of the subject site for its intended use. Further, its location and physical attributes are significant factors in determining its likelihood of economic feasibility for this use.

The following description was prepared after a physical inspection of the site on May 25, 2015, a review of the deed, and reference to County assessment records. We have assumed that the dimensions obtained from these sources and relied upon in this report are essentially correct. No current survey was provided.

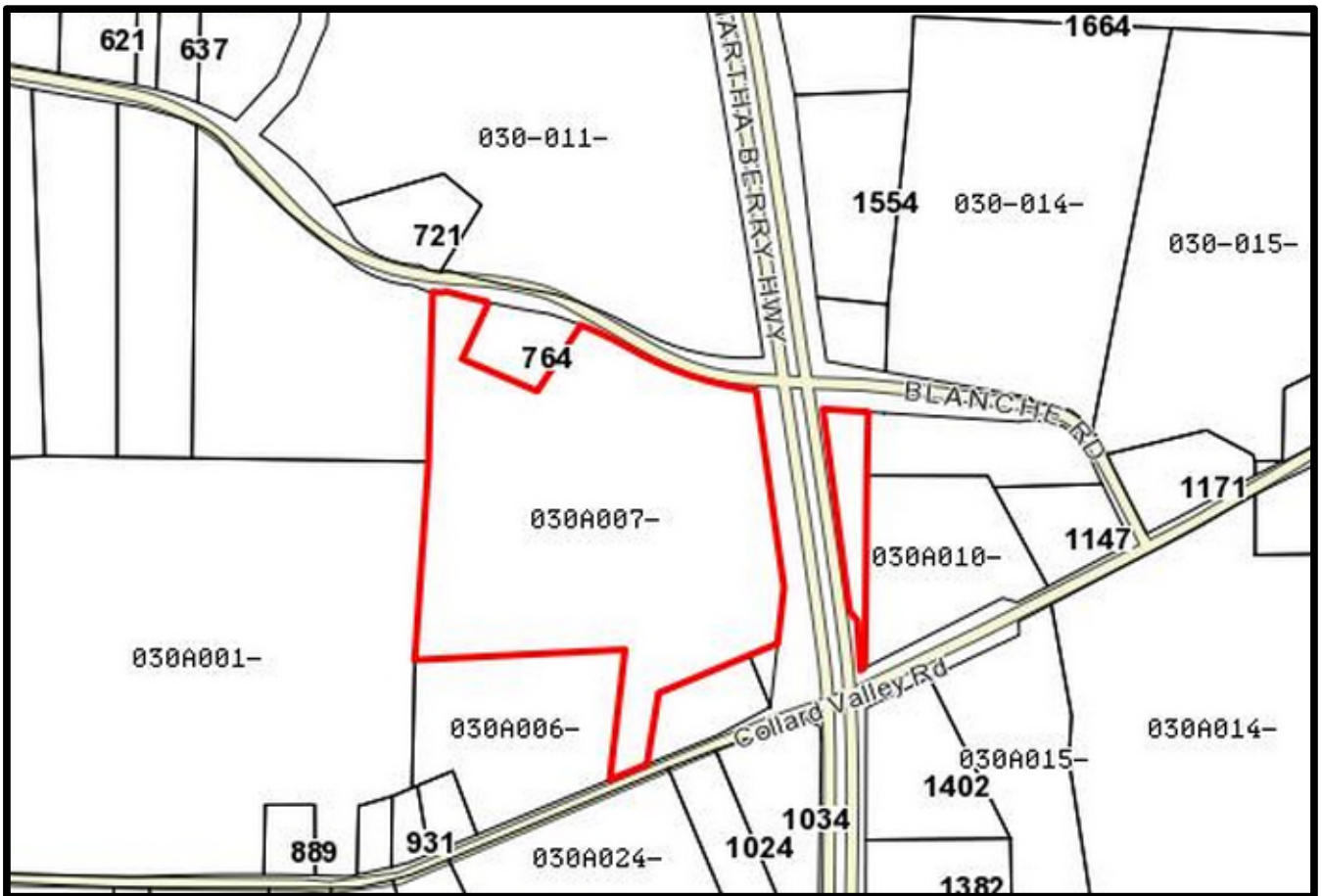
#### **Summary**

County Identification Number	030A007
Frontage	1,400 Front Feet this is counting the frontage on US Hwy 27.
Size	20.92 acres - 100.00% useable
Dimensions/Shape	
Access	Average
Visibility	Average
Zoning	PD-1
Flood Hazard Area	X
Topography	Gentle Rolling
Easements	None noted from a physical inspection with the exception of right of ways and utility right of ways.
Utilities	These utility services are accessible to the site. Gas Tank, Electric, Well Water or Public, Onsite Sewer and cable.
Lot Improvements	Lot is unimproved at this time.





Non Aerial Tax Map



Flood Map



The flood mapping indicates the subject's site is not located in the flood plain.

## VALUATION ANALYSIS

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## Highest and Best Use

### Definition of Highest and Best Use

*Highest and Best Use is defined as: "the reasonable and probable use that supports the highest present value, as defined, as of the date of the appraisal." Alternatively, it is defined as "The use from among reasonably probable and legal alternative uses, found to be physically possible, appropriately supported, financially feasible, and that results in the highest present land value." <sup>8</sup>*

Therefore, to be considered the Highest and Best Use, the property should be among those probable uses that are legally permissible and conform to current zoning laws, physically adapted for the size and configuration of the property, appropriate because of location and/or other factors, and economically capable of producing a competitive return on capital invested.

According to accepted appraisal standards, there are two classifications of Highest and Best Use. These are the Highest and Best Use of the site as vacant and the Highest and Best Use of the site as improved.<sup>9</sup> The question in an analysis of this type is, what use from among the most likely uses is most viable?

While some believe there is only one Highest and Best Use for a property, a more practical approach is to recognize that there may be several economically feasible alternatives. The decision then becomes an analysis of which of the probable alternative uses will result in the maximum value based upon investment returns.

In determining the Highest and Best Use for the subject site, we have analyzed the probable uses of the subject property based upon the criteria of being legally permissible, physically possible, financially feasible and maximally productive. We first eliminated those uses that were obviously not suitable for this property either because of zoning or physical incompatibility. We then considered those uses that would have a reasonable probability of being the Highest and Best Use based upon current zoning and physical adaptability. Finally, we chose that use or uses that appeared to best fit the criteria of being financially feasible and maximally productive.

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<sup>8</sup> *The Appraisal of Real Estate, 12th. Edition* (Appraisal Institute, Chicago, Il., 2001), p.305

<sup>9</sup> *ibid.*, p.244

### Four Stages of Analysis

In estimating highest and best use, there are four criteria to consider.

- **Physically Possible** - what uses are physically possible for the site and/or improvements?
- **Legally Permissible** - what uses are permitted by zoning, deed, or other legal restrictions on the development of the site?
- **Financially Feasible** (Supply and Demand) - which possible and permissible uses will produce a positive net return to the owner of the property?
- **Maximally Productive** - among the feasible uses, which use will produce the highest net return or the highest present worth?

In addition to these four criteria, this analysis also seeks to determine:

- If the land should be developed immediately or left vacant
- The type of improvement that should be constructed on the site, and
- Whether the existing improvements continue to contribute to the overall market value, or should they be altered to increase market value or removed and the site redeveloped.

### Highest and Best Use - As Vacant

Definition of Highest and Best Use of Land or Site - As Vacant

*Among all reasonable, alternative uses, the use that yields the highest present land value, after payments are made for labor, capital, and coordination. The use of the property based upon the assumption that the parcel of land is vacant or can be made vacant by demolishing any improvements.*

#### Legally Permissible - As Vacant

The test of legal permissibility is analyzed first because it immediately eliminates a number of uses. This analysis involves a review of such items as private deed restrictions, zoning regulations, historic district controls, and environmental regulations that affect the development of the site and the improvements. Primary emphasis was placed on the current zoning regulations in order to determine the possible potential legal uses allowable.

There are several legally permitted and conditional uses for the subject. The subject is zoned Commercial. There were no adverse legal restrictions discovered or made known to the appraiser during this analysis. The site does not meet the criteria test for financially feasible use or uses by any improvements.

Physically Possible - As Vacant

This involves a review and analysis of the physical characteristics of the site such as the size, shape, accessibility, topography, available utilities, frontage, depth, assemblage, traffic patterns, etc. This analysis further narrows the potential uses of the site.

All utilities are available in adequate quantity to serve several legally permissible uses. The frontage street is in average condition. A range of legally permissible uses is physically possible for the site however there is no appetite for lenders or speculators to purchase land for improvement purposes at this time.

Financially Feasible - As Vacant

This section tests the hypotheses of those uses that are legally and physically possible. After the first two requirements are analyzed, the financial feasibility of income-producing properties focuses on market value indications using a valuation method from the Income Approach placed against the costs of construction of the legally and physically permissible uses. The subject is not an income producing property nor is there any likely possibility it will be in the foreseeable future.

If the indication is less than the costs, not including the entrepreneurial incentive, the use is not considered feasible. The extent of this analysis further narrows the possible uses that will generate the highest net return to the land. The highest return on an investment by a market participant who may purchase the subject site would be a long term investment. As many past investors have learned these types of investments can lead to financial hardships unless the investor is well capitalized.

Maximally Productive - As Vacant

After the financial feasibility analysis, the use that results in the relatively highest residual land value, consistent with the appropriate rates of return by the market, is considered the highest and best use. However, the exact use that results in the maximum profitability of the site is somewhat subjective, although it can reasonably be narrowed. Maximum profitability is heavily determined by the individual purchaser or investor of the site. Nonetheless, the use for the site should be consistent with the existing and projected land uses within the neighborhood. At this time we conclude that the present use would be the maximally productive use of the land as vacant and hold for future investment.

Conclusion - Highest and Best Use - As Vacant

Considering all of the above, the highest and best use of the site as though vacant is to hold the land for investment until the market improves.

Present Use: **Vacant unimproved land.**

---

### Highest and Best Use - As Improved

In analyzing the Highest and Best Use of the site as improved, the same criteria used in analyzing the site as vacant were used and it was determined that the Highest and Best Use of the site is as it is currently vacant.

#### Description of the Ideal site use:

The ideal improvement may be better described as the “optimal” improvement because it presents an image of the best structure that can be constructed on the site with slight allowances for variations within market parameters. At this time there is no demand for new developments. There is an ample supply of land on the market and in the shadow market. Those who purchased land that were sold under distressed conditions, REO sales and short sales are either placing those properties on the market for extended periods of time and waiting out the market participants or holding the properties off the market until it improves and the market becomes active again and will consider to either improving the site or selling the site off for a profit at some future date. This will only occur when a demand for large vacant AG type land market will begin to improve is unknown at this time.

#### Definition of Highest and Best Use - As Improved

*The use that should be made of a property as it exists. An existing property should be renovated or retained so long as it continues to contribute to the total market value of the property, or until the return from a new improvement would more than offset the costs of demolishing the existing building and constructing a new one.*

#### Legally Permissible - As Improved

This analysis determines whether site is legally permissible for improving. Based on the zoning there are a number of allowable uses however none of these uses meet the four test of highest and best use at the time of this report. .

The subject property is zoned PD-1 and its present condition which is vacant. The current zoning regulations under which the property is zoned is legally permissible and there is no indication of any improvements pending in the area of the subject’s location.

We are not aware of any restrictions such as moratoriums on development, ground leases, master plans, historic district controls, deed covenants, environmental regulations, building codes, fire regulations, title restrictions, and/or zoning regulations that would render the site in a condition which would not allow it to be improved at some future date. However, should the current zoning and condition of the property prove to be illegal, we reserve the right to alter, amend, and/or rescind the appraisal.

Physically Possible - As Improved

This analysis addresses the physical construction, condition, and functional utility of the existing improvements and significant deviancy from the market standards and/or the ideal improvement. Such items as over-improvements, under-improvements, and super-adequacies are identified and their impact on the property's market value addressed.

The subject improvements were discussed in detail in the Description of Improvements section if there are any improvements. In this case the site is vacant unimproved land which has no improvements that would add any contribution to the site or there are no improvements present.

Financially Feasible - As Improved

The financial feasibility of the improvement considers the results of the indications of market value against the land's market value indication as vacant. If the indications to market value exceed the land value, the improvement is generally considered financially feasible. However, additional analysis needs to address such items as whether the use and market value could be enhanced by adding any improvements to the site. **At this time I do not see that as a viable alternative to the subject's present condition.**

The current condition of the site conforms to the current zoning ordinance and is a legal, conforming use and the local area exhibits a low market demand for this property type. Modifications to the property beyond adequate maintenance meaning> (maintaining the site in a clean debris free condition) will not increase the market value of the property and do not justify capital expenditures. Thus the use of the improvements meets the criteria of financial feasibility. The final market value conclusion indicates that it would not be feasible to develop the site at this time. Holding the site in its current state as vacant until there is an upward movement in the market.

Maximally Productive - As Improved

The last step of this analysis is the determination of the maximum profitability of existing or proposed improvement. This considers the elements of the three previous tests together with the associated risk level in the market for the subject property. Any additional capital expenditures that would enhance the subject's market value should also be addressed.

Improvements would add little value to the overall property. From this analysis, no other alternative use is concluded to produce a higher market value by improving it relative to residual land value over time than the current state as unimproved.



### **Conclusion - Highest and Best Use as Improved**

We have considered Highest and Best Use in the context of the above and have concluded that the Highest and Best Use of the site its current use as vacant and holding for investment. This use meets all of the criteria of Highest and Best Use including being legally permissible and conforming to current zoning laws, improvements physically adapted for the size and configuration of the property are inappropriate because of location and other economic factors, and economically capable of producing a competitive return on capital invested at the appraised value(s). The future use of the site cannot be reasonable determined at the time of this report other than investment purposes.

This appraisal is subject to the owner having all legal documentation from local authorities, state authorities and other bodies that have jurisdictional authority over the subject property those being the governing authorities of Polk County and City of Cedartown zoning planning and zoning boards.. .

---

### Method of Procedure

Having determined that the Highest and Best Use of the subject property is at its present use, we proceeded with our analysis. This included a review of the market and an assessment of the potential demand for similar properties. Finally, we estimated the Market Value of the subject property using the applicable approaches to value.

**The Valuation Process** - The valuation process is a systematic approach that identifies the appraisal problem, analyzes a property's characteristics, and generally engages three common valuation methods to form an opinion of market value.

The steps in the valuation process include: <sup>10</sup>

- Identification of the problem
- Scope of work determination
- Data Collection and Property Description
- Data Analysis
- Site Value Opinion
- Application of the Approaches to Value
- Reconciliation of Value indicators and final Opinion of Value
- Report of Defined Value

There are three generally accepted approaches to value in the appraisal of real property. These are summarized as follows.

The **Income Approach** consists of estimating the potential annual gross income using actual or market derived rentals. Deducted from this amount, to arrive at a projected net income, are projected vacancy, annual expenses, and an estimated reserve for replacement. The resulting net income is capitalized into value. **This approach is not applicable to the subject as it is not an income producing property.**

The **Sales Comparison Approach** consists of analyzing the sale of comparable properties within the immediate area and/or in similar locations by a comparison of their respective similarities and differences. A judgment is then made as to the value of the subject property, based upon the adjusted values.

The **Cost Approach** consists of estimating the cost new of the building improvements, deducting depreciation from all sources, and adding the value of the land and lot improvements. It is often the most difficult approach to apply to existing buildings because of the problem encountered in accurately

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<sup>10</sup> The Appraisal of Real Estate 13th Edition, Pages 129 and 131 Appraisal Institute

estimating depreciation. This approach was not developed as it the site is unimproved and there are no planned capital improvements known at the time of this report. .

Only the sales comparison approach was considered which the only applicable approach is at the time of the report and the subject site current condition. This approach has been developed in the following pages.

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## SALES COMPARISON APPROACH

The **Sales Comparison Approach** consists of comparing the subject property with sales of similar properties that have sold. It is based upon the principle of substitution and implies that a prudent investor will not pay more for an existing property than he will to buy an identical substitute property.

### Direct Comparison Method

In the direct comparison method, comparable sales are chosen that are most similar to the property being appraised in location, physical characteristics and amenities. Adjustments are then made for observed differences in items such as financing and market conditions (time). Physical characteristics such as lot size and value; then are then compared. A judgment is then made as to the market value indicated by the adjusted sales prices.

We made a diligent search for comparable sales of properties. As expected, transfers of properties similar to the subject were infrequent in the immediate area. Therefore, it was necessary to broaden our search to other similar locations. Even with this expanded search, we found sales of this size and type of property to be infrequent over the last several years under fair market sale conditions. The sales finally chosen were determined to be the most comparable considering location, time of sale, size, and economic activity in the neighborhood.

The Market Data Approach or Sales Comparison Approach is the method of estimating market value whereby the subject property is compared with comparable properties that have recently sold, based upon the highest and best use previously indicated within this report. One premise of for the Market Approach is the market will determine a price for the property being evaluated in the same manner that it determines prices for comparable, competitive properties. Essentially the Market Approach is a systematic procedure for carrying out comparative shopping.

The first step in the Market Approach is to make a thorough search of sales that would have be considered comparable to the subject property. Many sales in the subject's neighborhood as well as similar neighborhoods are considered with particular reference being made to the several sales listed in the grid section of this report. Within the Market Approach supply, demand, balance, substitution and other applicable considerations to the properties similar to the subject were all considered. The sales in this report as well as others considered as principle units of comparison were selected for use in the valuation of the Market Approach in this report. Those sales given the greatest consideration in this approach to value are recorded in the grid section of this report.

### **Analysis of the Adjustments**

The following is a discussion of the adjustments that have been considered and applied, where appropriate, to the price indications of the comparable sales.

#### **Unit of Comparison**

The price per acre is the method is chosen and used in comparing the market sales with the subject.

The unit of comparison being on a per acre basis of closed land sales.

#### **Elements of Comparison**

According to *The Appraisal of Real Estate*, there are ten basic elements of comparison that should always be considered in the analysis of the sales comparison approach. These are identified as:

- Real property right conveyed
- Financing terms
- Conditions of the sale
- Expenditures immediately after sale
- Market Conditions
- Location
- Physical characteristics
- Economic characteristics
- Use
- Non-realty components of value

The adjustments for the comparable sales are presented on the Sales Comparison Grid that follows later in this section. Adjustments were based, when possible, on market extracted data, paired sales analysis, and data from previous appraisal assignments in addition the tax digest of vacant land sales has also been reviewed. .

#### **Real Property Rights Conveyed**

A transaction price is predicated upon the real property interest conveyed in the transaction. The subject is analyzed in fee simple estate. The subject and all the comparable sales are fee simple sales with no adjustments required.

**Financing**

The transaction price of one property may differ from that of an identical property due to different financing or favorable financing arrangements.

Except as noted in the Sales Comparison Grid, no financing data was available and the comparables were presumed to have sold on an all cash basis to the seller or financing that did not influence the sales price. No adjustments are required.

**Conditions of Sale**

When the conditions of sale are atypical, the result may be a sales price that is higher or lower than a normal market transaction.

Except as noted in the Sales Comparison Grid, According to the market participants interviewed or other sources, all of the sales were arm's length transactions and considered to be typical market acquisitions. None of the sources indicated that the sales were distressed and we have presumed that the buyers and sellers were acting in their own best interests. No adjustments were required.

There were no indications of special conditions that impacted any of the transactions.

**Immediate Expenditures**

This category typically includes expenditures for immediate capital outlays for items such as prior taxes, legal fees and or other expenses which may have lien to the site. .

Except as noted in the Sales Comparison Grid, we are not aware of any immediate expenditures for the comparable sales.

**Market Conditions**

Changes in market conditions may be necessary to reflect the market trends since the sales transaction dates. Ideally, a sale and re-sale of a property unaffected by other changes is considered a good indicator or appreciating or depreciating conditions.

Except as noted in the Sales Comparison Grid and discussed elsewhere in this report, we have concluded that no specific market trend can be discerned and no adjustment for Market Conditions is warranted at this time.

**Location**

This adjustment accounts for differences in factors that affect the physical location of the sales compared to the subject. Such factors that affect location may include nearby drawing powers, arterial streets, interstate interchange locations, demographics, etc.

The subject and the sales reported are considered to have competitive locations in their neighborhoods. Therefore, no adjustments were made.

**Physical Characteristics**

All comparables selected had similar physical characteristics and such as possible future land uses and or timber growth, row crop activity etc.

Adjustments were made, where appropriate, for differences in noticeable characteristics such as road frontage, adequate utilities and other external influences of the subject and each comparable.

**Zoning/Uses**

Zoning is one of the primary factors in determining the highest and best use of a property. Zoning is typically given significant consideration in choice of comparable properties. Adjustments are warranted when the difference in utility is supported from the market data.

Except as noted in the Sales Comparison Grid, all of the comparable sales have the same or competitive zoning and no measurable differences were concluded.

**Adjustment Commentary**

Adjustments were based, where possible, on paired sales analysis from within and outside the data set. In those instances where sufficient data was not available, best judgment was used to make reasonable and appropriate adjustments as warranted, although the magnitude of those adjustments may not necessarily be reflected in the market. Every effort was made to base the adjustments on quantified empirical or reasonably inferred market data.

**Final Value by the Sales Comparison Approach**

After analyzing the available comparable sales and selecting those considered most comparable, appropriate adjustments were made to the sale price of each. The value of the subject, as indicated by these sales was determined to be \$295,000, rounded.

**Final Value by the Sales Comparison Approach**

**Two Hundred Ninety Five Thousand Dollars**

**\$295,000**



### **Supporting Sales Comparison Documentation**

On the pages that follow are presented various reports and calculations that document our Sales Comparison analysis for the subject property.

**Subject Property Datasheet**



Property Identification		Property Summary	
Property Type	GJCO-100112	General Location	Suburban
Property Sub-Type	Vacant Land	Location	Average
Property Name	Unimproved Vacant Land	Topo/Utility	Average
Street Address	Blanche Rd/Bypass	Current Use	Commercial Use
City, State, Zip Code	Blanche	Latitude	[34.010998]
Legal Desc	Cedartown, GA 30125	Longitude	[-85.256877]
Flood Map Date	LL1214/1215	Prop Rights	Fee Simple
Flood Map	09/26/2008	Conditions of Sale	Arms Length Assumed
County	13233C0063D	Financing Terms	Cash or Equal
Flood	Polk	Expenditures After Sale	Typical closing cost
Tax Map No.	X	Market Conditions	Typical
	030A007		
Assessment Data			
Assessed Land Value	\$84,740		
Assessed Value	\$84,740		
Tax Tear	2014		
County Taxes	931.94		
Land Data			
Land Area - s.f.	911,275		
Area - acres	20.920		
Front Feet	1,400		
Zoning	PD-1I		
Data Source	Inspection/Tax/Deed		

**Subject Property Improvements Detail**

<b>Parcel Information</b>		<b>Blanche Rd Land</b>	
Land Area-s.f.	911,275	Water	County Water
Land Area - Acres	20.920	Sewer	Onsite Septic
FrontFeet	1,400	Gas	Tank
Land Value	\$ 84,740	Electric	Public Utilitiy
Land Value - Per S.F.	\$ .09	Topo	Rolling
Land Value - Per Acre	\$ 4,051	Site Shape	Irregular
		Zoning	A-1

Property Description

The subject is 20.92 acres located just of the Cedartown bypass. The highest and best use for the site is commercial I can see real benefit from an agricultural zoning. However having said that typically land is left in its vacant and its current zoning until such it is sold and are developed. There is small parcel on the northern side of the Cedartown Bypass. That parcel is zoned C-1 and that zoning is a commercial land use. In Recent days these sites have been re-zoned to PD-1

Vacant Land Sales Comparable 1 Datasheet



Property Identification		Property Summary	
Property Type	Land	General Location	Suburban
Property Sub-Type	Vacant Land	Location	Average
Property Name	Grogan	Topo/Utility	Average
Street Address	Morgan Valley Rd	Price per s.f.-Land	\$0.29
City, State, Zip Code	Rockmart, GA 30153	Price per Acre	\$12,745
Legal Desc	LL11/12/LD20	Price per Lot	\$13,000
County	Polk	Current Use	AG
Flood	X	Latitude	[33.9875]
Tax Map No.	044-064	Longitude	[-85.0551]
Assessment Data		Prop Rights	Fee Simple
Assessed Land Value	\$38,066	Conditions of Sale	Arms Length
Assessed Total Value	\$38,066	Financing Terms	Market Terms
Assessed Value	\$38,066	Market Conditions	Average
Land Data			
Land Area - s.f.	444,312		
Area - acres	10.200		
Number of Lots	10		
Site Shape	Irregular		
Zoning	R-1		
Sale Data			
Deed Bk Vol.,Page	1366, 463		
Grantor	Randy & Wanda Smith		
Grantee	Ryan & Bobbie Grogan		
Sale Price	\$130,000		
Sale Date	6/11/2010		
Deed Type	General Warranty		
Adjusted Price	\$130,000		
Data Source	Tax/Deeds		

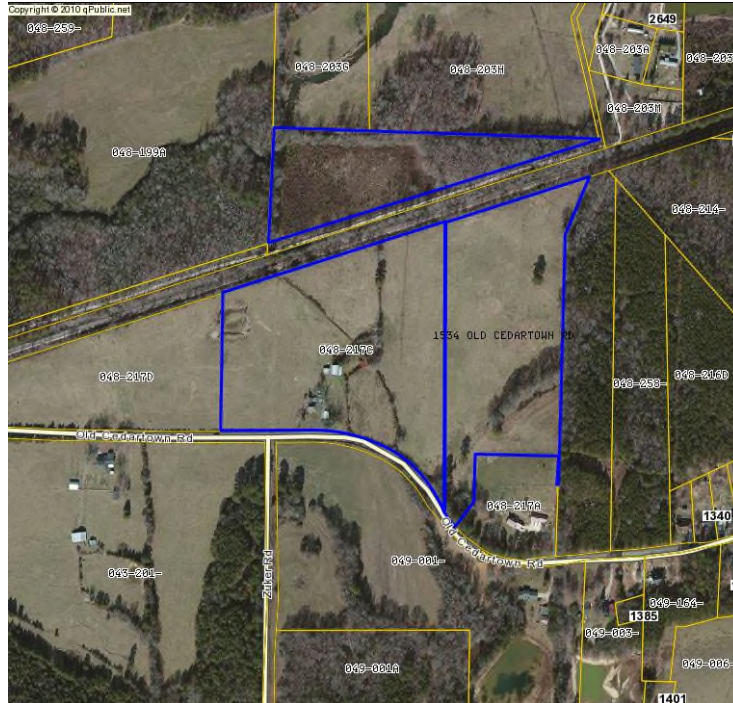
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### Vacant Land Sales Comparable 1

#### Property Description

This site is located on Morgan Valley Rd wets of the City of Rockmart, GA and east of the City of Cedartown, GA. This is an alternate route to Rockmart from the City of Cedartown, GA. The reason for the purchase is not know the parties could not be reached for comments. This area has been a highly developed area in the past years. Many of the higher end homes in the Rockmart area have been constructed in this general area. This would be considered an above average location for a single family home.

Vacant Land Sales Comparable 2 Datasheet



Property Identification		Property Summary	
Property Type	Large Acreage Tract	General Location	Suburban
Property Sub-Type	Unimproved Vacant Land	Location	Average
Property Name	Old Cedartown Rd	Topo/Utility	Average
Street Address	1534 Old Cedartown Rd	Price per s.f.-Land	\$0.09
City, State, Zip Code	Rockmart, GA 30153	Price/Useable Land	\$0.10
Legal Desc	LL794/795/835	Price per Acre	\$3,835
Flood Map	Not In Flood Zone	Price per Use.Acre	\$4,261
County	Polk	Price per F.F.	\$91
Census Tract	106	Current Use	AG/Small Farm
Flood	X	Latitude	[34.0036182702305]
Tax Map No.	048-217C	Longitude	[-85.1235027312415]
Assessment Data		Prop Rights	Fee Simple
Assessed Land Value	\$59,128	Conditions of Sale	Arms Length
Building Value	\$40,744	Financing Terms	Market Terms
Assessed Total Value	\$99,872	Market Conditions	Typical
Land Data			
Land Area - s.f.	2,271,567		
Area - acres	52.148		
Front Feet	2,200		
Site Shape	Irregular		
Zoning	A-1		
Sale Data			
Deed Bk Vol.,Page	1441, 9		
Grantor	William K, Ralph & Elwyn Tillery		
Grantee	Mark S & Lisa Reid		

**File Number GJCO-100112**

**Address Blanche  
Cedartown , GA 30125**

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Sale Price	\$200,000
Sale Date	9/21/2012
Deed Type	General Warranty
Adjusted Price	\$200,000
Data Source	MLS/Costar/Tax/Deed

## **Vacant Land Sales Comparable 2**

### **Property Description**

This sale is in the eastern portion of Polk County, GA and was an old farm home place. The site has some ancillary use buildings those being barn, sheds and an old home place. The single family home was built in 1890 and while it is taxed played no part in the sale per the buyer. However since it is taxed as such I have made and adjustment for those buildings. These types of buildings etc.; are typical of large land tract sales especially in this area. The motivation for the purchase was the land based on my conversation with Mr. Reid.

Vacant Land Sales Comparable 3 Datasheet



Property Identification		Property Summary	
Property Type	Commercial	General Location	Suburban
Property Sub-Type	Unimproved Land	Location	Above Average
Property Name	Cason Health Care	Topo/Utility	Average
Street Address	Nathan Dean Bypass	Price per s.f.-Land	\$1.03
City, State, Zip Code	Rockmart, GA 30153	Price per Acre	\$45,000
Legal Desc	LL724/725/788	Current Use	Vacant
County	Polk	Latitude	[34.0105535006344]
Flood	X	Longitude	[-85.0437678154476]
Tax Map No.	060-174	Prop Rights	Fee Simple
<b>Assessment Data</b>		Conditions of Sale	Arms Length
Assessed Land Value	\$450,000	Financing Terms	Market Terms
Assessed Total Value	\$450,000	Expenditures After Sale	Typical Closing Cost
Assessed Value	\$180,000	Market Conditions	Typical Market
<b>Land Data</b>			
Land Area - s.f.	435,600		
Area - acres	10.000		
Zoning	C-1		
<b>Sale Data</b>			
Deed Bk Vol.,Page	1490, 106		
Grantor	Leek Marsha & Preston Herring		
Grantee	Cason Road Healthcare LLC		
Sale Price	\$450,000		
Sale Date	12/6/2013		
Deed Type	General Warranty		
Adjusted Price	\$450,000		
Data Source	Costar/Tax/Loopnet/MLS		



**Vacant Land Sales Comparable 3 I**

**Cason Health Care**

**Parcel Information**

Land Area-s.f.	435,600
Land Area - Acres	10.000
Land Value	\$ 450,000
Land Value - Per S.F.	\$ 1.03
Land Value - Per Acre	\$ 45,000

Water	Public
Sewer	City
Gas	Pubic Utilitiy
Electric	Public Utilitiy
Topo	Mostly Level
Site Shape	Most Square
Zoning	C-1

**Property Description**

This property is located on the Nathan Dean Bypass of Rockmart. (Aka US 278). The site was sold to a healthcare provided for some kind of improvement in the future which is not known at the time of this report. It may be a nursing facility or some other type of healthcare operation. This sale would be considered superior to most sales as of the date of this report.

Vacant Land Sales Comparable 4 Datasheet



Property Identification		Property Summary	
Property Type	Vacant Land	General Location	Suburban
Property Sub-Type	Unimproved Land	Location	Average
Property Name	Harris Sales	Topo/Utility	Average
Street Address	1534 Old Cedartown Rd	Price per s.f.-Land	\$0.26
City, State, Zip Code	Rockmart,, GA 30153	Price per Acre	\$11,173
Legal Desc	LL794/795/835	Price per F.F.	\$182
County	Polk	Current Use	Vacant
Flood	X	Latitude	[34.0036182702305]
Tax Map No.	048-217B	Longitude	[-85.1235027312415]
Land Data		Prop Rights	Fee Simple
Land Area - s.f.	779,724	Conditions of Sale	Arms Length
Area - acres	17.900	Financing Terms	Market Terms
Front Feet	1,098		
Site Shape	Rectangular		
Zoning	AG 1		
Sale Data			
Deed Bk Vol.,Page	1441, 9		
Grantor	William-Ralph-Elwyn Tillery		
Grantee	Mark & Lisa Reid		
Sale Price	\$200,000		
Sale Date	9/21/2012		
Deed Type	General Warranty		
Adjusted Price	\$200,000		
Data Source	MLS/Tax Card		

**Vacant Land Sales Comparable 4**

<b>Parcel Information</b>		<b>Harris Sale</b>	
Land Area-s.f.	779,724	Water	County Water
Land Area - Acres	17.900	Sewer	Onsite Septic
FrontFeet	1,098	Gas	Tank Gas
Land Value	\$ 200,000	Electric	Public Utilitiy
Land Value - Per S.F.	\$ .26	Topo	Mostly Level
Land Value - Per Acre	\$ 11,173	Site Shape	Mostly Rectangular
		Zoning	AG-1

**Property Description**

This property is located on the Old Cedartown rd. This road is about 900 feet south of US Highway 278. This is a four lane highway and which allows for easy access to the site. The subject backs up to that highway and the Silver Comet trail. The intended purpose for the property is unknown.

Vacant Land Sales Comparable 5 Datasheet



Property Identification		Property Summary	
Property Type	Vacant Land	General Location	Suburban
Property Sub-Type	Uimproved Land	Location	Average
Property Name	Sigers	Topo/Utility	Average
Street Address	2719 Morgan Valley Rd	Price per s.f.-Land	\$0.13
City, State, Zip Code	Rockmart, GA 30153	Price per Acre	\$5,783
Legal Desc	Tract 9/Sam Floyd Property	Current Use	Vacant Land
County	Polk	Latitude	[33.9602068328907]
Flood	X	Longitude	[-85.1333112237538]
Tax Map No.	044-059D	Prop Rights	Fee Simple
<b>Assessment Data</b>		Conditions of Sale	Arms Length
Assessed Land Value	\$85,580	Financing Terms	Market Terms
Building Value	\$7,896		
Assessed Total Value	\$93,476		
Tax Tear	2014		
<b>Land Data</b>			
Land Area - s.f.	1,129,946		
Area - acres	25.940		
Site Shape	Irregular		
Zoning	AG-1		
<b>Sale Data</b>			
Deed Bk Vol.,Page	1511, 226		
Grantor	Howard Rucker		
Grantee	Michael D Sigers		
Sale Price	\$150,000		
Sale Date	6/14/2014		
Deed Type	General Warranty		
Adjusted Price	\$150,000		
Data Source	MLS/Tax Card/Tax Records		

**Vacant Land Sales Comparable 5**

**Sam Floyd Property**

**Parcel Information**

Land Area-s.f. 1,129,946  
Land Area - Acres 25.940

Water	County
Sewer	Onsite Septic
Gas	Tank Gas
Electric	Public Utilitiy
Topo	Mostly Level
Site Shape	Slightly Irregular

**Property Description**

This property is located on Morgan Valley Rd and was a part of Sam Floyds Arena where they held rodeo events until such time those event were moved to the fair grounds. This was a land sale only. There is one old Barn and I have placed the tax assessment value on the barn. However in the end I have made a slight adjustment downward reflecting the barn,

**Vacant Land Sales Comparison Grid**

**Comparable 1**

**Comparable 2**

**Comparable 3**



Distance from Subject	N/A	N/A	N/A
Property Name	Grogan	Old Cedartown Rd	Cason Health Care
Street Address	Morgan Valley Rd	1534 Old Cedartown Rd	Nathan Dean Bypass
City, State, Zip Code	Rockmart, GA 30153	Rockmart, GA 30153	Rockmart, GA 30153
Tax Map No.	044-064	048-217C	060-174
Grantor	Randy & Wanda Smith	William K, Ralph & Elwyn Tillery	Leek Marsha & Preston Herring
Grantee	Ryan & Bobbie Grogan	Mark S & Lisa Reid	Cason Road Healthcare LLC
Sale Price	\$130,000	\$200,000	\$450,000
Sale Date	6/11/2010	9/21/2012	12/6/2013
COMMENTS	Adjusted sale upward by 20% for location.	Adjusted sale upward by 15% for location.	This sale is superior to all the sales in the grids and requires a 25% downward adjustment.

<b>Sale Price</b>	<b>\$130,000</b>	<b>\$200,000</b>	<b>\$450,000</b>
Prop Rights	Fee Simple	Fee Simple	Fee Simple
Financing Terms	Market Terms	Market Terms	Market Terms
Conditions of Sale	Arms Length	Arms Length	Arms Length
Expenditures After Sale			Typical Closing Cost
Market Conditions	Average	Typical	Typical Market
Adjusted Price	\$130,000	\$200,000	\$450,000
Comp.Land acres	10.200	52.148	10.000
<b>Comp.Land per acre</b>	<b>\$12,745</b>	<b>\$3,835</b>	<b>\$45,000</b>

**ADJUSTMENTS**

<b>Location</b>	<b>20.00%</b>	<b>15.00%</b>	<b>-25.00%</b>
<b>Adj.Comp.Land per acre</b>	<b>\$15,294</b>	<b>\$4,411</b>	<b>\$33,750</b>
Subject Land acres	20.920	20.920	20.920
<b>Indicated Total Value</b>	<b>\$319,953</b>	<b>\$92,268</b>	<b>\$706,050</b>
Weight *	0.195122	0.207317	0.182927
<b>Total Gross Adjustments</b>	<b>20.00%</b>	<b>15.00%</b>	<b>25.00%</b>
<b>Total Net Adjustments</b>	<b>20.00%</b>	<b>15.00%</b>	<b>-25.00%</b>

Percentages are provided as a guide and include a Time Adj. if applied. Individual percentages may not add up due to rounding and compounding.

**Vacant Land Sales Comparison Grid**

(continued)

**Comparable 4**

**Comparable 5**



Distance from Subject

N/A

N/A

Property Name	Harris Sales	Sigers
Street Address	1534 Old Cedartown Rd	2719 Morgan Valley Rd
City, State, Zip Code	Rockmart,, GA 30153	Rockmart, GA 30153
Tax Map No.	048-217B	044-059D
Grantor	William-Ralph-Elwyn Tillery	Howard Rucker
Grantee	Mark & Lisa Reid	Michael D Sigers
Sale Price	\$200,000	\$150,000
Sale Date	9/21/2012	6/14/2014

COMMENTS	Adjusted sale upward by 15% for location.	Adjusted sale upward by 15% for location.
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<b>Sale Price</b>	<b>\$200,000</b>	<b>\$150,000</b>
Prop Rights	Fee Simple	Fee Simple
Financing Terms	Market Terms	Market Terms
Conditions of Sale	Arms Length	Arms Length
Expenditures After Sale		
Market Conditions		

Adjusted Price	\$200,000	\$150,000
Comp.Land acres	17.900	25.940
<b>Comp.Land per acre</b>	<b>\$11,173</b>	<b>\$5,783</b>

**ADJUSTMENTS**

<b>Location</b>	<b>15.00%</b>	<b>15.00%</b>
<b>Adj.Comp.Land per acre</b>	<b>\$12,849</b>	<b>\$6,650</b>
Subject Land acres	20.920	20.920
<b>Indicated Total Value</b>	<b>\$268,804</b>	<b>\$139,117</b>
Weight *	0.207317	0.207317
<b>Total Gross Adjustments</b>	<b>15.00%</b>	<b>15.00%</b>
<b>Total Net Adjustments</b>	<b>15.00%</b>	<b>15.00%</b>

Percentages are provided as a guide and include a Time Adj. if applied. Individual percentages may not add up due to rounding and compounding.

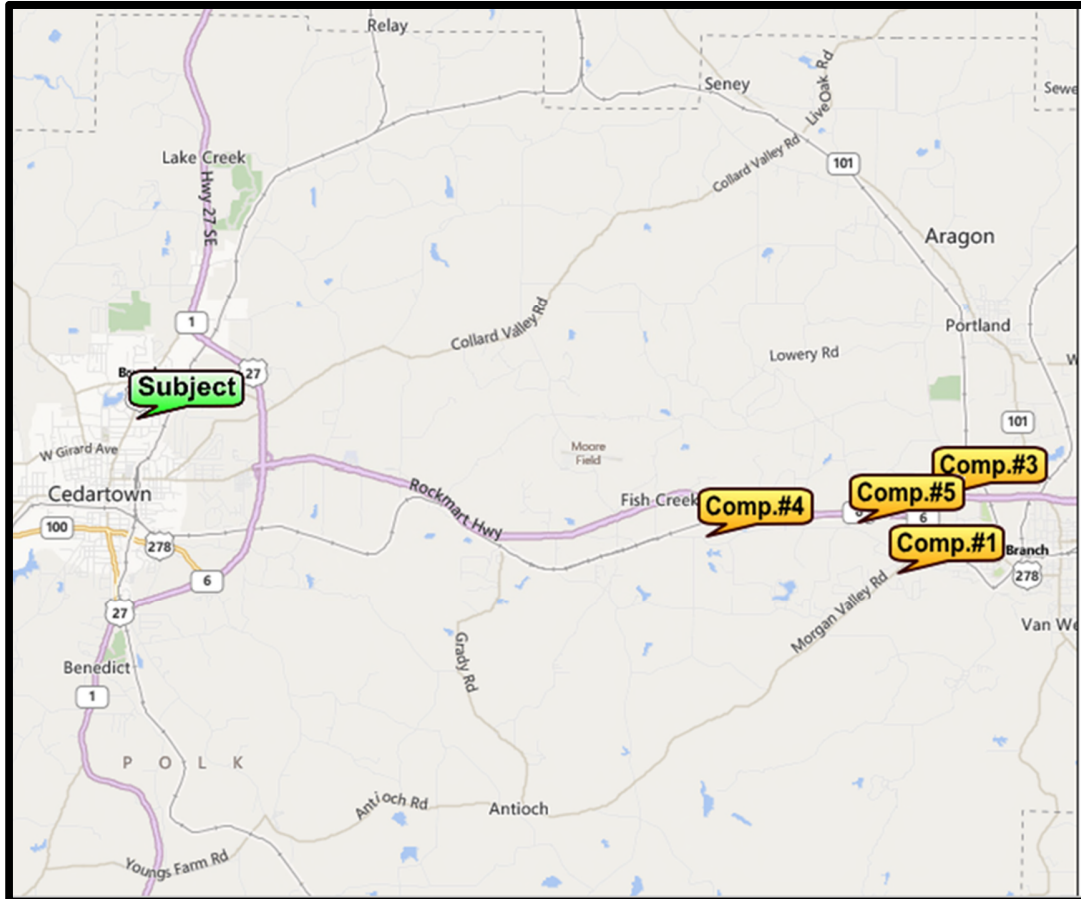
	<b>Mean Value</b>	<b>Weighted Value</b>	<b>Std Deviation</b>
Value Per Acre	\$14,591	\$14,115	\$11,590
Indicated Value	\$305,238	\$295,283	\$242,459

\* Weight: (1-Gross Adjust.percent) of Comp divided by sum of (1-Gross Adjust.percent) of all Comps

Giving the fact the subject's location has a highest best use for commercial development. I have placed on commercial land sales in this report. Due to lack of market activity in the area of vacant land I had to extend sales comparables search back a dull three to five years. I do not believe doing this would influence the vacant site values in the area due the low turnover rate in vacant land sales. It is my conclusion by weighting the mean after all adjustments have been applied leads to a reasonable market value expectation



Sales Comparables Map



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## ASSUMPTIONS AND LIMITING CONDITIONS

### General Assumptions

- We have no present or contemplated interest in the property appraised.
- The property is being appraised free and clear of any and all liens or encumbrances unless otherwise stated.
- Responsible ownership and competent property management are assumed.
- No responsibility is assumed for matters involving legal or title considerations. Title to the property was assumed to be good and marketable unless otherwise stated.
- Some information identified in this report is being furnished to us by others and is believed to be reliable. This is especially pertinent to financial projections and other assumptions furnished by the developer(s), owner(s) or their agents. Some of these projections and assumptions inevitably will not materialize or unanticipated events may occur subsequent to the date of the appraisal. Therefore, the actual results may differ from the projections and these variations could materially affect value.
- Information gathered on comparable sales and rentals, while verified with at least one principal to the transaction cannot be assumed to be 100% accurate.
- An attempt has been made to obtain the financing terms of the comparable sales by contacting the buyer, mortgagee or third parties familiar with the sale. However, when such persons refuse to disclose this information, some assumptions must be made based upon any available information.
- The dimensions and sizes of both the land and buildings as reported herein are assumed to be correct. All engineering data were assumed to be correct. Plot plans and exhibits have been included only to assist the reader in visualizing the property.
- It was assumed that the utilization of the land and/or improvements is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted in this report.
- Since the appraiser is not an architect, engineer or surveyor, he does not warrant this report against mathematical errors or miscalculations of building or site areas. Should such an error occur, we reserve the right to modify the value to reflect any substantial difference.
- Financing is one of the prime considerations in the purchase of real estate and while the subject property may be financed with special terms, the estimation of "Market Value" requires that current market terms be used, and our value assumes market financing.
- We have taken into consideration the building and use restrictions, zoning, and other regulations applicable to the property.
- Furnishings and equipment or business operations, except as specifically indicated and typically considered as part of the real estate, are excluded from this appraisal.

- If the Cost Approach has been used, Reproduction and/or Replacement costs have been estimated utilizing accepted building cost services. However, it must be noted that even actual contractor's cost estimates are subject to wide variation and we assume no responsibility for their accuracy.
- If the Income Approach to value has been used, our Discounted Cash Flow Analysis and/or other mathematical techniques represent a conscientious effort to analyze the performance of the property over a reasonable projection period. However, these are models based upon specific forecasts that may or may not occur.

The income and expense projections were based upon our interpretation of the leases (if any), data provided by the owner and/or his representatives, and information obtained by third parties. Where we found possible conflicting paragraphs in the lease documents that could affect income, we requested additional data from the owner. We relied upon this additional data to resolve any apparent lease conflicts and have assumed that the data provided accurately reflect the actual income and expenses reported by the owner. Any significant variations could result in a significantly different value and the appraiser reserves the right to adjust the appraised value accordingly.

- It was assumed that there are no hidden or unapparent conditions of the property, sub-soil or structures that would render it more or less desirable. No responsibility is assumed for such conditions or for engineering that may be required to discover them.
- It was assumed that the property is in full compliance with all-applicable federal, state and local environmental regulations and laws unless a non-compliance is stated, defined and considered in the appraisal report.
- We are not aware of any restrictions such as moratoriums on commercial development, ground leases, master plans, historic district controls, deed covenants, environmental regulations, building costs, fire regulations, title restrictions or private agreements that would prevent the building's legal use. However, should such restrictions become evident, we reserve the right to consider their effect on the appraised value.
- It was assumed that all licenses, certificates of occupancy, consents or other legislative or administrative authority required by any local, state or national government or private utility or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
- Typical property utility border easements were noted during the site inspection. No study of deed restrictions has been conducted by the appraiser. A title search would be required to provide positive assurance of the existence or absence of deed restrictions. For the purpose of this appraisal, it is assumed that there are no deed restrictions or liens that would adversely affect the subject site.
- The distribution, if any, of the total valuation in this report between land and improvements applies only under the stated program of utilization. It is invalidated if used separately or in conjunction with any other appraisal.
- This appraisal has been prepared as closely as possible to comply with the guidelines set forth by the Uniform Standards of Professional Practice (USPAP) of the Appraisal Foundation as mandated under the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA). We have also made every attempt to adhere to the specific instructions of the engagement letter issued by the lender and included in the addenda of this report.

- Except as hereinafter provided, the party for whom this appraisal report was prepared may distribute copies of this appraisal report in its entirety to such third parties as may be selected by the party for whom this appraisal report was prepared; however, portions of this appraisal report shall not be given to third parties without prior written consent of the signatories of this appraisal report. Further, neither all nor any part of this appraisal report shall be disseminated to the general public by the use of advertising media, public relations media, news media, sales media or other media for public communication without the prior written consent of the signatories of this appraisal report.

### **Specific Assumptions**

- This Restricted Appraisal Report Appraisal Report is intended to comply with the requirements set forth under Standard 2-2(a) of the Uniform Standards of Professional Appraisal Practice for a Restricted Appraisal Report Appraisal Report. As such, it does not present detailed discussions of the data, reasoning, and analysis used in the appraisal process to develop the appraiser's opinion of value. 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 the intended use stated in the report. The appraiser is not responsible for unauthorized use of this report.
- Unless otherwise stated in this report, the existence of hazardous material, that may or may not be present on the property, was not observed by the appraiser. The appraiser has no knowledge of the existence of such materials on or in the property. The appraiser, however, is not qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation, or other potentially hazardous materials may affect the value of the property. The value estimate is predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired.
- The required occupancy permits that are necessary for compliance with all local, state and federal regulations are assumed to be in place and valid.
- The appraised value assumes that the boundaries, as described on the public record, are accurate, unless otherwise noted in this report.
- The appraised value assumes that the improvements described in this report are the only improvements that exist on the described land and the no adverse easements or encroachments negatively affect the value of the property.

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### Extraordinary Assumptions<sup>11</sup>

I have made the extraordinary assumption all data gathered in the preparation of this report and the data sources used are error free. I make no guarantee the information obtained from the third parties researched is error free. I have made every attempt to verify the data utilized in the report through at least two sources or individuals. If an individual could not be reached I have verified the data through numerous public records and MLS data services

### Hypothetical Conditions<sup>12</sup>

None Noted

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<sup>11</sup> 2014-2015 USPAP PUBLISHED BY THE APPRAISAL FOUNDATION / DEFINITIONS

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

<sup>12</sup> **ibid.**

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

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## COMPETENCY PROVISION

The guidelines of the Uniform Standards of Professional Practice (USPAP) of the Appraisal Foundation as mandated under the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA) requires that:

Prior to accepting an assignment or entering into an agreement to perform any assignment, an appraiser must properly identify the problem to be addressed and have the knowledge and experience to complete the assignment competently.

One or more of the signatories to this report have prepared the appraisals that are similar in location and type to the subject property.

## ADDENDA

Subject Tax Card

6/5/2015

qpublic7.qpublic.net/ga\_display.php?county=ga\_polk&KEY=030A007-



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Owner and Parcel Information

Owner Name	STEPHENS JAMES	Today's Date	June 5, 2015
Mailing Address	163 STEPHENS RD CEDARTOWN, GA 30125	Parcel Number	030A007-
Location Address	BLANCH RD	Tax District	County (District 01)
Legal Description	LLS 1214 1215	2014 Millage Rate	27.4940
Property Class(NOTE: Not Zoning Info)	R4-Residential	Acres	20.92
Zoning		Neighborhood	
		Homestead Exemption	No (S0)
		Parcel Map	Show Parcel Map

2014 Tax Year Value Information

Land Value	Improvement Value	Accessory Value	Total Value	Previous Value
\$ 84,740	\$ 0	\$ 0	\$ 84,740	\$ 84,740

Land Information

Type	Description	Calculation Method	Soil Productivity	Acres	Photo
RUR	Small Tract	Rural	5	20.92	NA

Improvement Information

No improvement information associated with this parcel.

Accessory Information

Description	Year Built	Dimensions/Units	Value
No accessory information associated with this parcel.			

Sale Information

Sale Date	Deed Book / Page	Plat Book / Page	Sale Price	Reason	Grantor	Grantee
06/29/2007	1232 353	N 64	\$ 0	(U) Unqualified	STEPHENS JAMES RALPH JR (EXEC *	STEPHENS JAMES RALPH JR (M/P)**
06/19/2007	0 244	N 64	\$ 0	(U) Unqualified	STEPHENS CATHY PRUITT	STEPHENS JAMES RALPH JR (EXECUTOR)
07/23/2004	1050 115	N 64	\$ 0	(U) Unqualified	STEPHENS JAMES RALPH JR & CATHY P STEPHE	STEPHENS JAMES RALPH JR & CATHY P STEPHE
12/30/1988	407 846	N 64	\$ 63,000	(Q) Fair Market - Improved	ROBERSON W C & ETAL	STEPHENS JAMES R JR&
08/22/1984	345 442	N 64	\$ 0	(U) Unqualified	ROBERSON W C MRS	ROBERSON WM E & ETAL
02/19/1981	313 523	N 64	\$ 0	(U) Unqualified		ROBERSON W C MRS
03/20/1941	75 394	N 64	\$ 0	(U) Unqualified		ROBERSON W C MRS
00/00/0000	Z 592		\$ 0	(U) Unqualified	STEPHENS JAMES RALPH JR	STEPHENS SAMMY *EXECUTOR

Permit Information

Permit Date	Permit Number	Type
02-04-2004	KEY	KEY ONLY-22
10-29-1996	FIELD	MISC CHECK-14
09-25-1995	FIELD	REMODEL-01

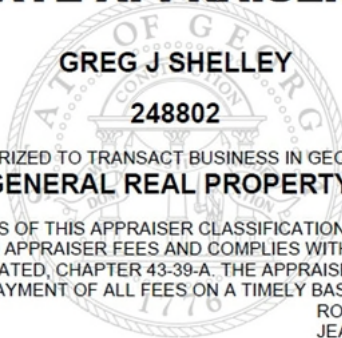
[Recent Sales in Area](#)   [Previous Parcel](#)   [Next Parcel](#)   [Field Definitions](#)   [Return to Main Search Page](#)   [Polk Home](#)

The Polk County Tax Assessor's Office makes every effort to produce the most accurate information possible. No warranties, expressed or implied, are provided for the data herein, its use or interpretation. **The 2014 values are not approved by the Board of**



Appraises License

**STATE OF GEORGIA**  
**REAL ESTATE APPRAISERS BOARD**

  
**GREG J SHELLEY**  
**248802**

IS AUTHORIZED TO TRANSACT BUSINESS IN GEORGIA AS A  
**CERTIFIED GENERAL REAL PROPERTY APPRAISER**

THE PRIVILEGE AND RESPONSIBILITIES OF THIS APPRAISER CLASSIFICATION SHALL CONTINUE IN EFFECT AS LONG AS THE APPRAISER PAYS REQUIRED APPRAISER FEES AND COMPLIES WITH ALL OTHER REQUIREMENTS OF THE OFFICIAL CODE OF GEORGIA ANNOTATED, CHAPTER 43-39-A. THE APPRAISER IS SOLELY RESPONSIBLE FOR THE PAYMENT OF ALL FEES ON A TIMELY BASIS.

D. SCOTT MURPHY  
Chairperson

JEFF A. LAWSON  
Vice Chairperson

RONALD M. HECKMAN  
JEANMARIE HOLMES  
KEITH STONE


37164212

GREG J SHELLEY  
# 248802  
Status ACTIVE  
CERTIFIED GENERAL REAL PROPERTY APPRAISER

ORIGINALLY LICENSED  
02/07/2002  
END OF RENEWAL  
07/31/2016

THIS LICENSE EXPIRES IF YOU FAIL TO PAY RENEWAL FEES OR IF YOU FAIL TO COMPLETE ANY REQUIRED EDUCATION IN A TIMELY MANNER.

State of Georgia  
Real Estate Commission  
Suite 1000 - International Tower  
229 Peachtree Street, N.E.  
Atlanta, GA 30303-1605

  
WILLIAM L. ROGERS, JR.  
Real Estate Commissioner


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37164212

<b>Gregory J Shelley PhD</b>	<b>Resume</b>
Certified General Appraiser GA/AL	GA License 248802
122 S Philpot St Cedartown, GA 30125	AL License G00990
770-748-6888	
greg@gjamesco.com	

**Work Experience**

<b>Current Position</b> Certified General Appraiser	<b>President CEO</b> Gregory James Co Inc	<b>2000 to Present</b>
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<b>Previous Position</b> Gregory James Co Inc	<b>President</b>	<b>1986 to 2010</b>
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Managing all aspects of property casualty operations of a group of insurance firms.

<b>Previous Position</b> VP Southeastern Region	<b>Bankers Life and Casualty Co</b>	<b>1978 to 1986</b>
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Managing the branch operations of 36 company branches located in the southeastern region. This job function was based on managing the managers of each of these offices located in the GA, TN, AL and FL metro areas. Budgeting each office for staffing and production requirements.

<b>Doctorate PHD</b>	<b>LSU University</b>	<b>1985</b>
<b>Cedartown High School</b>		<b>1975</b>

Land & Site Valuation	Reviewing Commercial Appraisers	
2014-2015 USPAP	Appraisal Self Storage Facilities	

Appraisal Self Storage Facilities	Online Tools & Technology
Appraisal Shopping Centers	Regression Analysis
Interagency Evaluation & Appraisal Guidelines	2013-2013 USPAP Update
FDCI Rules & Regulations	Supervising Appraiser Trainees
Tax Free Exchanges	Commercial Properties Introduction
Commercial Properties Introduction	Legislative Update Answers
15 Hour Capitalization Methods	Apartment Appraisal Concepts
Advanced Income Approaches II	Advanced Income Approached I
USPAP Update 2006	Advanced Appraisal Methods
15 Hour USPAP	FHA Single Family
Real Estate Math	Methods of Real Estate Appraisal
Appraisal of Industrial Buildings	Appraisal of Office Buildings
Appraisal of Convenience Stores	2010-2011 USPAP Update
Mortgage Fraud	URAR Forms
2008-2009 USPAP Update	Introduction of Green Buildings
Completed MAI Designation	Convenience Stores
CPCU Designation	LUTC I & 2 Designations
Poultry Farms	Narrative Writing

**Association Memberships:**

**Gregory James Co Inc**

**File Number GJCO-100112**

**Address Blanche  
Cedartown , GA 30125**

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Costar Board of Realtors, Georgia MLS, Georgia FMLS, Huntsville Alabama Board of Realtors,  
Birmingham Board of Realtors, Master Senior Appraiser Board, Chattanooga Board of Realtors, Texas  
Board of Realtors

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