

RESOLUTION 16-446

**TO APPROVE LAND ACQUISITION PURCHASE FOR TRACT 30
OF THE DUPLEX ROAD WIDENING PROJECT**

WHEREAS, the City of Spring Hill is in the process of widening Duplex Road;
and

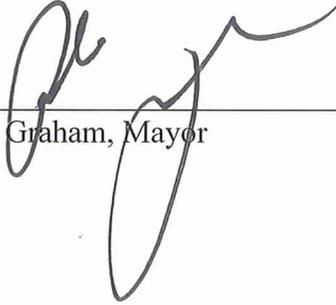
WHEREAS, in order to complete the project, the City must acquire land in the
form of right-of-ways and easements from property owners along Duplex Road; and

WHEREAS, the City is working with Tennessee Department of Transportation
on this project, known as State Project Number 60LPLM-F2-019 and Federal Project
Number STP-M-247(9); and

WHEREAS, the cost of the acquisition will be \$93,550.00 to the tract owner
(John T. Neal) and \$500.00 to the closing agent (Nancy King Crawford) for closing costs.

NOW THEREFORE, BE IT RESOLVED, that the City of Spring Hill, Board
of Mayor and Aldermen authorizes a total land acquisition purchase in the amount of
\$94,050.00 to Nancy King Crawford, 1929 21st Avenue South, Nashville, TN 37212 for
Tract number 30 of the Duplex Road widening project.

Passed and adopted this 6th day of June, 2016.



Rick Graham, Mayor

ATTEST:



April Goad, City Recorder

LEGAL FORM APPROVED:



Patrick Carter, City Attorney

**CITY OF SPRING HILL
Agreement of Sale**

STATE PROJ. NO: 60LPLM-F2-019 COUNTY/S MAURY

FED PROJ. NO: STP-M-247(9) TRACT #: 30

PIN #: 103169.00 NEGOTIATOR: Debra Rhemann DATE PRINTED: _____

OWNERS: JOHN T. NEAL

This agreement entered into on 5/26/16
Date

between JOHN T. NEAL
Seller Names

herein after called Seller and the City of Spring Hill hereinafter called City shall continue for a period of 90 days under the terms and conditions listed below. This Agreement embodies all considerations agreed to between the Seller and the City.

- A. The Seller hereby offers and agrees to convey to the City all interest in the lands identified as TRACT 30 on the right-of-way plan for the above referenced project upon the City tendering the purchase price of \$93,550.00, said tract being further described on the attached legal description.
- B. The City agrees to pay for the expenses of title examination, preparation of instrument of conveyance and recording of deed. The City will reimburse the Seller for expenses incident to the transfer of the property to the City. Real Estate Taxes will be prorated.

The following terms and condition will also apply unless otherwise indicated:

- C. Retention of Improvements Does not Retain Improvements Not applicable
Seller agrees to retain improvements under the terms and conditions stated in ROW Form-32A attached to this document and made a part of this Agreement of Sale.
- D. Utility Adjustment Not Applicable
The Seller agrees to make at his expense the below listed repair, relocation or adjustment of utilities owned by him. The purchase price offered includes \$ N/A, to compensate the owner for his expenses.
- E. Other

The Seller states in the following space the name of any Lessee of any part of the property to be conveyed and the name of any other parties having any interest of any kind in said property;

- F. The seller agrees to comply with the requirements of the Statewide Storm Water Management Plan and understands that mitigation costs due to non-compliance are the responsibility of the seller.

5/26/16 John T. Neal _____
Date Signature of Seller Date Signature of Seller

Date Signature of Seller Date Signature of Seller

Date Signature of Seller Date Signature of Seller

**CITY OF SPRING HILL
APPROVED OFFER -- BASIS, SUMMARY & AUTHORIZATION**

(THIS FORM MAY BE USED FOR STAFF NPP)

(2)STATE PROJECT NO:	60LPLM-F2-019	(3)FEDERAL PROJECT NO:	STP-M-247(9)
(4)LPA PROJECT ID NUMBER:		(5)TRACT NUMBER:	30
(6)PROPERTY OWNERSHIP:	Mr. John T. Neal		
(7)COUNTY:	Maury County	(8)MAP/PARCEL NUMBER:	250-B-4.01
(9)APPRAISER:	Ted A. Boozer, MAI		
(10)APPRAISER CONCLUSION OF TOTAL AMOUNT DUE OWNER:			\$ 93,550
(11)EFFECTIVE DATE OF VALUATION:	11/1/14	(12)APPRAISAL TYPE (FORMAL, FPA, or NPP):	FORMAL

ACQUISITION AREAS & APPROVED COMPENSATIONS

	ACQ. AREAS		COMPENSATIONS	(13)ALTERNATE OFFER	
	AREA	ACS/SF	(Rounded)	Partial-Acquisition Remainder Declared Uneconomic Remnant	YES
INTERESTS ACQUIRED					
(14)FEE-SIMPLE	3,251	SF	\$ 15,637	9,365 SF	\$ 45,000
(15)PERM. DRNGE. ESM'T.					
(16)SLOPE ESM'T.	440	SF	\$ 1,060		
(17)AIR RIGHTS					
(18)TEMP. CONST. ESM'T.	2,625	SF	\$ 3,780		
(19)LNDOWNR IMPRVMTS.			\$ 58,655		\$ 58,655
TOTL ACQUISITIONS			\$ 79,132		\$ 103,655
(20)DAMAGES			\$ 14,407		\$ 2,145
(21)SPECIAL BENEFITS					
NET DAMAGES			\$ 14,407		\$ 2,145
(22)UTILITY ADJUSTMENT					
TOTL LNDOWNR COMP.			\$ 93,539	\$	105,800
(23)TENANT IMPRVMTS.					
TOTAL TRACT COMPENSATION			\$ 93,539	\$	105,800
Total Tract Compensation Rounded To			\$ 93,550	\$	105,800

(24)COMMENTS & EXPLANATIONS AS NECESSARY

Formal appraisal of partial acquisition on an improved single family residential property. Acquisition includes land and several site improvements including the dwelling. Remainder will be too small for a building site and appraisal concludes highest and best use after acquisition will be assemblage, resulting in damages to the remainder. Appraisal report is well documented and adequately supported. The remainder of Tract 30 will be 6,114 SF but will be too small to provide a residential building site, resulting in a highest and best use for assemblage with adjoining property. Under TDO's uneconomic remnant definition, i.e., a remainder "no longer suitable for the owner's intended use", the subject remainder can be considered an uneconomic remnant. Therefore an alternate offer is also prepared for the owner's consideration which includes acquisition of the remainder as an uneconomic remnant. In this scenario the damages to the land remainder no longer apply.

OFFER PREPARED BY:	David S. Pipkin, CG-437, Consultant Review Appraiser	DATE:	4/12/2016
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SIGNATURE OF PREPARER:	
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AGENCY AUTHORIZATION BY:		4/15/16
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Date & Signature Of Authorizing Party

(16) Scope of Work in the Performance of this Review: (Review must comply with all elements and requirements of the Scope of Work Rule and Standard 3 of USPAP, and must include field inspection (at least an exterior inspection of the subject property and all comparable data relied on in the appraisal report.)) **Development of an independent estimate of value is not a part of this review assignment)**

The scope of the appraisal review is to conduct a "field review" for technical compliance with USPAP, TDOT Guidelines for Appraisers and the URAPRAA of a summary appraisal report prepared by an independent fee appraiser under contract to the City of Spring Hill. In making the review appraisal, the reviewer read the appraisal, confirmed acquisition areas with right of way plans, evaluated the report for various report components required under applicable standards, and checked math. The report was evaluated with respect to adequacy of content, depth of analysis, appraisal methodology, and relevance of market data. The review assumes all factual information presented in the report is accurate and correct. I did not make independent verification of the market data. I made a physical inspection from the street of the subject property and comparable properties included in the appraisal.

Section (B): Property Attributes:

(1) Total Tract Size as Taken From the Acquisition Table: 0.215 Acre(s)

(2) Does the Appraisal Identify One Or More "Larger Parcels" That Differ In Total Size From the Acquisition Table? (If "Yes," what is it and is it justified?)(Explain)(Describe Land)

No. The larger parcel is identified as the entire 0.215 acres of residential land. The area of the larger parcel appraised agrees with r/w plans.

(3) List/Identify Affected Improvements (If appraisal is "Formal," then all improvements must have been described in the appraisal report and must be listed here. If the appraisal is "Formal Part-Affected," then only those affected improvements should have been described in the appraisal report and listed here.) Listing by Improvement Number & Structure Type is adequate here.)

- | | |
|-------------------------|-------------------------|
| 1- Dwelling (No. 1) | 2- Storage Shed (No. 2) |
| 3- Storage Shed (No. 3) | 4- Gravel Drive(No. 4) |
| 5- Tree (No. 5) | 6- |
| 7- | 8- |
| 9- | 10- |
| 11- | 12- |
| 13- | 14- |
| 15- | 16- |
| 17- | 18- |
| 19- | 20- |

Section (C) Valuation Approaches Processed and Reconciled "Before Value" Estimates

Approaches Utilized: Cost Sales Comparison Income

Reconciled Value Estimates (Total Tract or larger Parcel(s)):

Land:	<u>\$45,000</u>
Improvements:	<u>\$60,800</u>
Total:	<u>\$105,800</u>

Section (D) Acquisitions:

(1) Proposed Land Acquisition Areas (As taken from the appraisal report):

[a] Fee Simple:	<u>3,251</u>	Sq. Ft.
[b] Permanent Drainage Easement:	_____	Sq. Ft.
[c] Slope Easement:	<u>440</u>	Sq. Ft.
[d] Air Rights:	_____	Sq. Ft.
[e] Temporary Construction Easement:	<u>2,625</u>	Sq. Ft.
[f] _____	_____	Acre(s)

(2) Proposed Improvement Acquisition(s): Improvement Number & Structure Type

1- Dwelling (No. 1)	2- Gravel Drive(No. 4)
3- Tree (No. 5)	4- _____
5- _____	6- _____
7- _____	8- _____
9- _____	10- _____
11- _____	12- _____
13- _____	14- _____
15- _____	16- _____
17- _____	18- _____
19- _____	20- _____

Section (E) Damages/Special Benefits:

The appraisal report concludes the remainder land will be damaged, because the site will be insufficiently large to meet minimum lot area and set-back requirements for a building site. Therefore highest and best use of the site after acquisition will change from a residential site to assemblage with an adjoining tract. The major improvements are acquired and only two sheds of rather nominal value will remain; in light of the assemblage highest and best use in the after situation, 100% damages are assigned the remaining improvements. The damage conclusions are reasonable and logical. No special benefits are identified.

Section (F) Valuation Approaches Processed and Reconciled "After-Value" Estimates

Approaches Utilized: Cost Sales Comparison Income

Reconciled Value Estimates (Total Tract or larger Parcel(s)):

Land:	<u>\$12,300</u>
Improvements:	<u>\$0</u>
Total:	<u>\$12,300</u>

Comments:

Remainder value is rounded to \$12,300.

• **Section (G) Review Comments**

"Before" & "After" Valuation (Include Comments For "NO" Responses To Questions 1 - 7 & "YES" Response To Question 8)

(1) Are the conclusions of highest and best use (before & after) reasonable and adequately supported?

Yes. The property is an improved, residentially zoned site with utility for low density residential development. The improvements have significant contributing value and remaining economic life and reflect highest and best use as improved. The major improvements and much of the site are acquired. The remaining site is too small to meet minimum lot area and set-back requirements in the after situation, and an assemblage highest and best use is logical. The highest and best use conclusions are logical and reasonable in both the before and after acquisition scenarios.

(2) Are the valuation methodologies (before & after) appropriate?

Yes. The before value is based on consideration of the cost and sales comparison approaches, which also form the basis of the after value estimate. The income approach does not apply to this type property. Valuation methodologies are appropriate and correctly applied.

(3) Are the data employed relevant & adequate to the (before & after) appraisal problems?

Yes. Land value is estimated using residential lot sales in the Spring Hill market. The cost data used are reasonable, as are the estimates of depreciation. The improved comparable sales are generally similar homes in the Spring Hill area, and are reasonable comparisons. Market data are considered for the after situation (assemblage highest and best use), and the report includes a narrative analysis of the factors adversely affecting the remainder. The valuation methodologies are appropriate and correctly applied.

(4) Are the valuation techniques (before & after) appropriate and properly applied?

Yes. The income approach does not apply. The sales comparison and cost approaches are appropriately used.

(5) Are the analyses, opinions, and conclusions (before & after) appropriate and reasonable?

Yes. The before and after highest and best use conclusions are reasonable based on zoning, physical characteristics and utility of the tract. The valuation approaches use appropriate comparison sales and cost data and are properly developed. All appropriate valuation techniques are applied.

(6) Is the report sufficiently complete to allow proper review, and is the scope of the appraisal assignment broad enough to allow the appraiser to fully consider the property and proposed acquisitions?

Yes. The appraisal report is adequately documented and supported, and the analysis considers the significant aspects of the property and acquisition.

(7) Is the appraisal report under review generally compliant with USPAP, the Uniform Act, and TDOT's Guidelines for Appraisers?

The report complies in all major respects with USPAP, the Uniform Act, and TDOT's Guidelines for Appraisers.

(8) Do the general and special "Limiting Conditions and Assumptions" outlined in the appraisal report limit the valuation to the extent that the report cannot be relied on for the stated use?

No. No unusual limiting conditions or assumptions are noted which would affect reliability of the report.

Section (H) Certification

I certify 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 the work under review and no personal interest with respect to the parties involved.

I have performed no services, as an appraiser or in any other capacity, regarding the property that is subject of the work under review within the three-year period immediately preceding acceptance of this assignment.

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

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

My compensation is not contingent on an action or event resulting from the analyses, opinions, or conclusions in this review or from its use.

My compensation for completing this assignment is not contingent upon the development or reporting of predetermined assignment results or assignment results that favors the cause of the client, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal review.

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

I did personally inspect the exterior of the subject property of the work under review.

No one provided significant appraisal or appraisal review assistance to the person signing this certification.

David A. Pyle

Appraisal Review Consultant(s)

Consultant

Staff

February 10, 2016

Date of Appraisal Review Report

Section (I) Limiting Conditions & Assumptions

This appraisal review report has been made with the following general limiting conditions and assumptions:

- (1) Unless stated herein to the contrary, it is specifically assumed that the author of the appraisal report under review made the required contact with the property owner, and conducted the appropriate inspections and investigations.
- (2) Unless stated herein to the contrary, it is specifically assumed that the right-of-way plans upon which the appraisal was based are accurate.
- (3) Unless stated herein to the contrary, it is specifically assumed that all property (land & improvement) descriptions are accurate.
- (4) Unless stated herein to the contrary, no additional research was conducted by the review appraiser.
- (5) Unless stated herein to the contrary, all specific and general limiting conditions and assumptions outlined in the appraisal report submitted for review are adopted herein.

APPRAISAL REPORT CITY OF SPRING HILL, TENNESSEE

THE PURPOSE OF THIS APPRAISAL IS TO ESTIMATE THE FAIR MARKET VALUE FOR SR 247 (DUPLEX ROAD) RIGHT-OF-WAY PURPOSES

1. Name, Address & Telephone Numbers:

(A) Owner:

Mr. John T. Neal
P.O. Box 85
Thompsons Station, TN 37179
Property Contact: Mr. Cammie Neal (615-812-1592)

(B) Tenant:

Ms. Jimmie Sterling
(615-957-5005)

(C) Address and/or location of subject:

The subject property is located along the north side of Duplex Road, between Columbia Pike (US 31) and Locke Avenue, in Spring Hill, Maury County, Tennessee. The property is also identified as Parcel 4.01, Group B, on Tax Map 250 by the Maury County Property Assessor's Office. The street address is 2529 Duplex Road, Spring Hill, Maury County, TN 37174.

2. Detail description of entire tract:

Site: The subject property consists of a residential tract of land located along north side of Duplex Road, between Columbia Pike (US 31) and Locke Avenue, in Spring Hill, Maury County, Tennessee. The physical features of the site are described as follows. **Size:** 0.215 acre or 9,365 SF. The site area is based on recorded deeds, tax assessor and the R.O.W. Acquisition Table for Tract 30; **Shape:** Tract 30 forms a basic rectangle shape; **Frontage/Depth:** 102.00' of frontage along the north side of Duplex Road.; The depth of the tract averages 92.0'. **Access:** The site has legal access along the north side of Duplex Road, which serves as a primary east/west arterial within the neighborhood; **Topography:** Level to gently sloping and primarily cleared. The northwest border is tree-lined with mature native hardwoods; the majority of the tract consists of lawn; **Drainage:** Drainage appears visually adequate in a general south to north direction; **Visibility:** Good; **Exposure:** Good; **Utilities:** Electricity, water, sewer, cable, and telephone services are located along the frontage areas; **Easements:** Typical utility easements are assumed to be present along the site's perimeters; we are not aware of any easements that would adversely affect the utility of the subject; **Flood Plain:** FEMA Map 47119C0070 E, dated April 16, 2007; no portion of subject site is located within a flood hazard area.

Structural/Site Improvements: The subject site is improved with a one-story, 1,113 SF, single-family household constructed circa 1900. Site improvements also include a 187 SF, metal storage shed, a 120 SF, wood storage shed, a grass covered gravel driveway, one maple tree, and lawn. The location of the acquisition areas will result in the removal of the structure and the aforementioned site improvements These improvements are identified as follows:

1. One-story single-family residence containing 1,113 SF; built circa 1900; also includes a covered front porch and covered side porch.
2. 187 SF (11' x 17') wood-framed with metal exterior storage shed located within the northeast corner of the property.
3. 120 SF (9.5' x 12.5') wood-frame and wood exterior storage shed located within the northwest corner of the property.
4. Driveway – overgrown (grass covered) gravel driveway containing 500 SF
5. Tree – one medium-sized hardwood tree located in front yard containing 15 caliper inches.

3. (A) Tax Map and Parcel No. 250/B/4.01 (B) Is Subject in a FEMA Flood Hazard Area? Yes No
If yes, Show FEMA Map/Zone No.

4. Interest Acq.: Fee Drainage Esm't. Construction Esm't. Slope Esm't. Other: _____

5. Acquisition: Total Partial

6. Type of Appraisal: Formal Formal Part-Affected 1. Appraisal Report
2. Restricted Report

Intended Use of Report – This “Formal” appraisal of a 100% ownership position is intended for the sole purpose of assisting the City of Spring Hill in the acquisition of land for right-of-way purposes. This assignment is of the entire subject property and will include the valuation of all subject improvements.

This is an Appraisal Report, which is intended to comply with Standard Rule 2-2(a). As such, it presents only summary discussions of the data, reasoning and analysis that were used in the appraisal process. Supporting documentation that is not provided within the report is retained in the appraiser's work file or can be obtained from the Market Data Brochure. The depth of discussion contained in this report is specific to the needs of the client.

This Appraisal Is Based On Original Plans		Or Plan Revision	X	Dated: 3/11/15, 8/24/15 & 1/26/16
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Comments: All areas are based on of plans provided by the TDOT and ROW Acquisition Table dated 2012; revised 3/11/15, 8/24/15 & 1/26/16.

APPRAISAL REPORT – CONT'D....

7. Detailed Description of Land Acquired:

Fee Acquisition: The fee acquisition includes a 3,251 SF (0.075 acre) portion of land consisting of the southern portion of the tract along the Duplex Road frontage. This acquisition includes 102.18' of frontage along Duplex Road. The proposed ROW extends 30.96' north from the subject's southwest corner and 32.92' north from southeast border to form a basically rectangular-shaped fee acquisition area. The area exhibits basically level terrain that is currently used as the majority of the structure's front porch, gravel drive, and lawn. A medium sized maple tree is also located within the fee acquisition area.

Slope Easement: The slope easement acquisition contains 440 SF (0.010 acre) and consists of one fill slope area outside the present and proposed ROW. The narrow, irregular-shaped fill slope easement extends along the entirety (102.18') of the north side of Duplex Road and extends roughly 65' in length from the southwest corner of the property to the proposed fee acquisition line and measures roughly 3' – 6' in width. The slope easement area consists of portions of the living quarters of the structure, gravel driveway and lawn.

Temporary Construction Easement: The temporary construction easement contains 2,625 SF (0.060 acre) and consists of a 10'to 42'-wide strip of land outside the proposed ROW, slope easement and existing residence. The TCE extends the entire length of the subject tract in an east-west direction. The TCE area surrounds the existing structure, and includes portions of the gravel drive, and lawn. This easement will be used for traffic control, erosion control, and a work zone during the construction process.

8. Sales of Subject: (Show all recorded sales of subject in past 5 years; show last sale of subject if no sale in past 5 years.)

Sale Date	Grantor	Grantee	Book Page	Verified Consideration	How Sale Amount Verified
09/18/1998	Jesse Harrell	John T. Neal	Bk 1395 Pg 936	\$32,000	Warranty Deed
Existing Use	Zoning	Utilities Available	Off Site Improvements	Area Lot or Acreage	
Single-Family Residential (Rental)	R-1; Low Density Residential	Water, sewer, natural gas, electricity, cable, telephone	Duplex Road	0.215 acre or 9,365 SF	

9. Highest and Best Use: (Before Acquisition, summarize the support and rationale for the opinion)

Highest and Best Use is defined by the Appraisal Institute as: "The reasonably probable and legal use of vacant land or an improved property that is physically possible, appropriately supported, financially feasible, and that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity." (Page 93, The Dictionary of Real Estate Appraisal, Fifth Edition).

The definition indicates that there are two types of highest and best use. The first type is highest and best use of land or a site as though vacant. The second is highest and best use of a property as improved. Each type requires a separate analysis. Moreover, in each case, the existing use may or may not be different from the site's highest and best use. The highest and best use of an improved property will only be for another use when the value of the land as if vacant exceeds the value of the property as improved plus demolition costs.

As Though Vacant

Legally Permissible: According to the current Zoning Regulations for the City of Spring Hill, subject Tract 30 is currently zoned R-1, Low Density Residential, which permits single detached dwellings, including accessory uses and structures. Uses permitted as Special Exceptions include: community facility activities (essential services, religious facilities, cultural and recreational services) and Intermediate Impact Facilities (cemeteries, columbariums, and mausoleums, golf courses, and country clubs).

Physically Possible: The subject site's physical characteristics: size, shape, access, visibility, location, topography and availability of utilities render it suitable for some uses permitted by zoning, although its small size limits the site's potential to residential use.

Financially Feasible: Spring Hill has experienced explosive growth over the past decade. Based on current economic conditions, site size, location, and current and proposed development along the SR 247 corridor, development of the site with a residential use is considered to be financially feasible at this time.

Maximally Productive: Based on the subject's zoning, present market conditions and physical characteristics, the highest and best use of the subject site, as vacant, is to develop the property with some type of residential use that would maximize the property's development potential.

As Improved

Legally Permissible: Based on my inspection and furnished information, the subject facility appears to be in compliance with existing R-1 zoning regulation. Therefore, the subject's current use as a residential rental home is considered to be a legally conforming use within the R-1 zoning district.

APPRAISAL REPORT – CONT'D....

9. Highest and Best Use (Continued from the preceding page....)

Physically Possible: The existing improvements consist of a single family dwelling containing a total of 1,113 SF, constructed in 1900. The improvements appear to be in average physical condition and conform well to the surrounding properties at this time. Although constructed in 1900, the improvements appear to be functional as a residential dwelling.

Financially Feasible: The subject building is currently 100% occupied by one tenant. Based on the overall current occupancy rate in the local market for similar properties, market rental rates and projected expenses, the improvements should be capable of generating a positive net operating income stream to the owner/landlord on an interim basis. With these factors in mind, the existing rental dwelling is considered to be a financially feasible use at this time.

Maximally Productive: As discussed, the subject property, as improved, includes improvements that continue to have contributory value above and beyond the value of the vacant land. Continued use of the existing improvements as a rental unit on an interim basis is considered to be the property's highest and best use, as improved.

DESCRIPTION OF RESIDENTIAL IMPROVEMENT

ITEM 10. STRUCTURE NO. One

GENERAL DESCRIPTION	
Units	<u>1</u>
Stories	<u>1</u>
Design	<u>Traditional</u>
Construction	<u>Wood Frame</u>
Mfg. Housing	<u>No</u>
Age: Actual	<u>114</u>
Effective	<u>30</u>

EXTERIOR DESCRIPTION	
Foundation	<u>CMU</u>
Exterior Walls	<u>Wood Siding</u>
Roof Surface	<u>Comp. Shingle/Metal</u>
G & D	<u>Aluminum</u>
Window Type	<u>Single Pane</u>
Storm Sash	<u>Yes</u>
Crawl Space	<u>Yes</u>

BASEMENT	
Area - Sq. Ft.	<u>N/A</u>
% Finished	<u> </u>
Ceiling	<u> </u>
Walls	<u> </u>
Floor	<u> </u>
Outside Entry	<u> </u>

ROOM LIST	Living	Dining	Kitchen	Family Rm	Rec Room	Bedrooms	Baths	Laundry	Other	Area-Sq. Ft.
Basement	<u>N/a</u>									
Main Level	<u>1</u>	<u> </u>	<u>1</u>	<u> </u>	<u> </u>	<u>2</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>1,113</u>
2 nd Level	<u> </u>									

Finished Living Area Contains: 7 Rooms 2 Bedrooms 1 Baths 1,113 S.F. Living Area

KITCHEN (BUILT-INS): X Range/Oven X Disposal Dishwasher Fan/Hood Compactor
Special Features: Other features include a storage room

INTERIOR FINISH					
Floors	<input checked="" type="checkbox"/> Hwd	<input type="checkbox"/> Cpt	<input checked="" type="checkbox"/> Vinyl	<input type="checkbox"/> Other	<u> </u>
Walls	<input checked="" type="checkbox"/> Drywall	<input checked="" type="checkbox"/> Panel	<input type="checkbox"/> Plstr	<input type="checkbox"/> Other	<u> </u>
Trim/Finish	<input type="checkbox"/> Excellent	<input type="checkbox"/> Good	<input checked="" type="checkbox"/> Average	<input type="checkbox"/> Fair	<input type="checkbox"/> Poor
Bath Floor	<input checked="" type="checkbox"/> Ceramic	<input type="checkbox"/> Vinyl	<input type="checkbox"/> Cpt	<input type="checkbox"/> Other	<u> </u>
Bath Wainscot	<input checked="" type="checkbox"/> Ceramic	<input type="checkbox"/> Vinyl	<input type="checkbox"/> Other:	<u> </u>	<u> </u>
Kitchen Floor	<input type="checkbox"/> Vinyl	<input checked="" type="checkbox"/> Tile	<input type="checkbox"/> Other:	<u> </u>	<u> </u>

Special Features: (e.g. fireplaces, ceiling fans, intercom, etc.)

HEATING	
Type	<u>FWA</u>
Fuel	<u>Gas</u>
Condition	<u>Average</u>
COOLING	
Central	<u>Yes</u>
Other	<u> </u>
Condition	<u>Average</u>

INSULATION	
None	<u> </u>
Floor	<u> </u>
Ceiling	<u>X</u>
Roof	<u>X</u>
Walls	<u>X</u>
Adequate	<u>X</u>
Energy Efficiency	<u>Average</u>

IMPROVEMENT ANALYSIS	Good	Avg.	Fair	Poor
Quality of Construction	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Condition of Improvement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Room Sizes & Layout	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Closets & Storage	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Plumbing	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Electrical	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Compatibility to Neighborhood	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Estimated Remaining Economic Life	<u> </u>	<u> </u>	<u> </u>	<u>20</u>
Estimated Remaining Physical Life	<u> </u>	<u> </u>	<u> </u>	<u>20</u>

CAR STORAGE: None	
Garage	<u> </u>
Carport	<u> </u>
No. Cars	<u> </u>
Attached	<u> </u>
Detached	<u> </u>
Built-in	<u> </u>
Finished	<u> </u>
Unfinished	<u> </u>
Condition	<u> </u>

PORCHES/DECKS/PATIOS: (Describe and Show dimensions)
The structure includes an attached 7'-wide by 29'-long (203 SF) covered front porch with a wood floor. The front porch is in fair condition. The structure includes an attached, 5'-wide by 6.5'-long (33SF) covered rear porch located at the northwest corner of the dwelling.

COMMENTS: The subject site is improved with a 1-story, 1,113 SF, single-family household unit constructed around 1900. The single family dwelling is designed to include a living room, two bedrooms, kitchen, one bathroom, a laundry room, and a storage room. The interior finish includes textured and bead board ceilings, gypsum board and wood panel walls, painted wood trim, and hardwood, vinyl tile and ceramic tile floors. Site improvements include a gravel driveway. The interior of the home has recently been repainted and cabinetry has been installed in the kitchen. In addition, cabinetry and new vinyl tile flooring has recently been installed in the storage room. In addition, portions of wood decking and steps have recently been replaced in the recent past on the rear covered porch. The subject is in overall average physical condition and there was no significant functional obsolescence or deferred maintenance observed at the time of inspection.

OTHER IMPROVEMENTS

Structure No. 2 No. Stories N/a Age ±30 Function Storage Shed
 Construction Wood/Metal Exterior Condition Fair Sq. Ft. Area 187
 Reproduction Cost \$2,290 Depreciation \$1,145 Indicated Value \$ \$1,145

OTHER COMMENTS AND EXPLANATION OF REPRODUCTION COST AND DEPRECIATION:

The subject is improved with a 187 SF, wood and metal storage shed constructed around 1975. According to Marshall Valuation Service, the subject storage shed is best described as an Average Quality Tool Shed, (Sect. 17, Page 12, 5/2013). Marshall Valuation Service, the base cost is \$9.68/SF. Applying the current multiplier (1.0) and local multiplier (0.94) to the base cost, along with indirect costs of 20% and entrepreneurial profit of 12%, results in a total replacement cost new of \$12.23/SF or \$2,287 (\$9.68 x 1.0 x 0.94 x 1.20 x 1.12). We also interviewed Naturescapes of Nashville, Home & Garden Pros and Lowes, which quoted "all in" estimates ranging from \$1,973 (\$10.55/SF) to \$2,565 (\$13.71/SF). The Marshall Valuation Service cost figure is bracketed by the estimate range of the local contractors. We have utilized the midpoint estimate of the local contractors, which equate to approximately \$12.25/SF, or \$2,290, rounded. The improvements have an actual age of ±40 years and an effective age of 20 years. Based on a total economic life of 40 years, physical depreciation is estimated at 50% using the straight-line method (20/40 = 50%).

OTHER IMPROVEMENTS

Structure No. 3 No. Stories N/a Age ±30 Function Storage Shed
 Construction Wood Condition Fair Sq. Ft. Area 120
 Reproduction Cost \$2,000 Depreciation \$1,000 Indicated Value \$ \$1,000

The subject is improved with a 120 SF, wood shed constructed around 1975. According to Marshall Valuation Service, the subject storage shed is best described as an Average/Good Quality Tool Shed, (Sect. 17, Page 12, 5/2013). Marshall Valuation Service, the base cost is \$11.97/SF. Applying the current multiplier (1.0) and local multiplier (0.94) to the base cost, along with indirect costs of 20% and entrepreneurial profit of 12%, results in a total replacement cost new of \$15.00/SF or 1,800 (\$11.87 x 1.0 x 0.94 x 1.20 x 1.12). We also interviewed Naturescapes of Nashville, Home & Garden Pros and Lowes, which quoted "all in" estimates ranging from \$1,898 (\$15.82/SF) to \$2,136 (\$17.80/SF). We have utilized the midpoint estimate of the local contractors, which equate to approximately \$16.80/SF, or \$2,000, rounded. The improvements have an actual age of ±40 years and an effective age of 20 years. Based on a total economic life of 40 years, physical depreciation is estimated at 50% using the straight-line method (20/40 = 50%).

Structure No. 4 No. Stories N/a Age 6 Function Gravel Drive
 Construction Gravel Condition Average Sq. Ft. Area 500
 Reproduction Cost \$1,315 Depreciation N/a Indicated Value \$ \$1,315

OTHER COMMENTS AND EXPLANATION OF REPRODUCTION COST AND DEPRECIATION:

The subject is improved with a gravel drive. The drive is currently overgrown with lawn. Based on historical imagery and our inspection, the gravel drive is estimated to measure approximately 500 SF. Based on conversations with George A. Clanton Construction Company (931-388-7283), a local, full-service general contractor, with support from cost figures derived from Marshall Valuation Service, the subject driveway is best described as Yard Improvements, 4" rock base (Sect. 66, Page 1, 12/2013). According to the contractor, the replacement cost for the subject's gravel driveway, which total approximately 500 SF or 56 SY, is estimated to be between \$1,125 to \$1,500, which equates to \$20.10/SY to \$27.00/SY or \$2.25/SF to \$3.00/SF. According to Marshall Cost Service, the base cost is \$1.99/SF. Applying the current multiplier (1.0) and local multiplier (0.94) to the base cost, along with indirect costs of 20% and entrepreneurial profit of 12%, results in a total replacement cost new of \$2.51/SF (\$1.99 x 1.0 x 0.94 x 1.20 x 1.12). This rock base is essentially a non-depreciable feature and removal is not economically feasible; therefore, depreciation is not warranted. The Marshall Valuation Service cost figure is bracketed by the estimate range of the local contractor. We have utilized the midpoint estimate of the local contractor, which equates to \$2.63/SF, or \$1,315.

OTHER IMPROVEMENTS

Structure No. 5 No. Stories N/a Age N/a Function Tree
Construction N/a Condition Average Sq. Ft. Area N/a
Reproduction Cost \$850 Depreciation N/a Indicated Value \$ \$850

We used the Marshall Swift Cost Service, supported by interviews with landscaping/irrigation companies, as a basis for determining the replacement cost new of the subject's existing yard improvements. The subject yard improvements are classified as Yard Improvements – Landscaping – Trees (Large) –Average/Good (Marshall Valuation Service - Section 66, Page 8, 12/13). We also applied the current multiplier (1.0) and local multiplier (0.94) to the base cost, along with indirect costs of 20%. Physical depreciation is not applicable. The contributory value of the yard improvements are calculated as follows: Replacement Cost New: one mature tree totaling 15 caliper inches: $\$50/\text{CI} \times 15 \text{ CI} \times 1.0 \times 0.94 \times 1.20 = \846 ; The total replacement cost new for the subject yard improvements (tree) to be included in the acquisition is estimated to be \$850, rounded.

<i>Summary of Indicated Values – “Other Improvements”</i>	\$4,310
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State Project No. 60LPLM-F2-019 County Maury Tract No. 30
Federal Project No. STP-M-247(9) Name of Appraiser Ted A. Boozer, MAI

COST APPROACH

13. VALUATION OF IMPROVEMENTS

Structure No. One

PART OF BUILDING	AREA SQ. FT.	REPRODUCTION COST	
		\$/UNIT	TOTAL
Main	1,113	114.32	\$127,234
Basement			
DEPRECIATION WHOLE STRUCTURE			
		ATTRIBUTED TO	AMOUNT
		Phys. <u>60</u> %	\$76,340
		Func. <u>0</u> %	\$ 0
		Econ. <u>0</u> %	\$ 0
			Depreciated Value
Total Cost New		Depreciation	\$76,340
			\$50,894
(A) VALUE OF OTHER IMPROVEMENTS	SITE IMPROVEMENTS (No. 4 & 5)		\$2,165
	ADDITIONAL STRUCTURES (No. 2 & 3)		\$2,145
	MISCELLANEOUS IMPROVEMENTS		0
(B) INDICATED VALUE OF ALL IMPROVEMENTS			\$55,204
(C) INDICATED LAND VALUE			\$45,000
(D) INDICATED VALUE OF ENTIRE TRACT (Land and All Improvements)			\$100,204
Rounded to:			\$100,200

(E) EXPLANATION TO SUPPORT ITEM 13: *(The source of unit value shown in Item 13 for reproduction cost of improvements is based on:)*

Estimated Replacement Cost New Of Improvements: This section of the Cost Approach is an estimation of the replacement cost of the improvements as of the date of the appraisal. The term replacement cost means "the estimated cost to construct, at current prices as of the effective appraisal date, a substitute for the building being appraised, using modern materials and current standards, design, and layout" (page 168, *The Dictionary of Real Estate Appraisal*, 5th Edition, Appraisal Institute).

The Marshall Valuation Service was used to estimate the replacement cost new of the subject's existing improvements. Referring to this manual, the subject building is classified as an **Average Quality, Class "D" Single-Family Residence** (Section 12, Page 3, 8/2014).

Direct and Indirect Costs: The appropriate unit cost consists of hard costs of materials and labor needed to construct the facility. Also included in the unit cost are architects fees, normal site preparation costs, utility connections, contractor's overhead and profit including job supervision, workmen's compensation, fire and liability insurance, unemployment insurance, interest on interim construction financing, equipment, temporary facilities, security, etc. I have also included some indirect costs that are not included in the direct, or hard costs, such as impact fees, legal fees, leasing commissions, appraisal fees, property taxes, financing fees, etc. Soft costs can range from 5% to 25% of direct costs, depending on the type of development and location. I used a soft cost amount of **20%** of direct costs.

Entrepreneurial Profit: Typically, real estate developers expect to be compensated for the risks accepted in undertaking the development of a property. This compensation is commonly known as entrepreneurial profit, which in theory is a market-derived figure that reflects the difference between the sale price and the sum of direct costs, indirect cost, and current market value of the land. Based on the perceived risk factor associated with this type of building, an appropriate entrepreneurial profit for the subject development is estimated to be **12%** of the estimated total direct and indirect costs.

A summary of the subject's replacement cost new is shown on the following page.

COST APPROACH – cont’d.

MARSHALL VALUATION COST SERVICE - IMPROVEMENT NO. 1			
TYPE	Single-Family Residence		
QUALITY	Average		
CLASS	D		
SIZE-SF	1,113		
Base Cost	Sec. 12, Pg. 3 8/14	\$	89.93
Area Multiplier			0.940
Current Multiplier			1.000
Local Multiplier			0.920
Adjusted Base Cost		\$	77.77
Base Size-SF			1,113
Direct Cost of Building		\$	86,558
Add: Front Covered Porch (203 SF @ \$22.50) ¹		\$	4,568
Add: Rear Deck (33 SF @ \$22.50/SF) ²		\$	742
Add: Appliances (\$2,800) ³		\$	2,800
Total Direct Cost		\$	94,668
Add Indirect Costs @ 20%		\$	18,934
Total Direct & Indirect Cost of Building		\$	113,602
Add Entrepreneurial Profit @ 12%		\$	13,632
Total Direct & Indirect Cost of Building		\$	127,234
"Other Items"			
¹ Sec. 12, Pg. 40, 8/14: Avg. Porch - Multi-Family: \$22.50/SF			
² Sec. 12, Pg. 40, 8/14: Avg. Wood Deck: \$22.50/SF			
³ Sec. 12, Pg. 41, 8/14: Avg. Kitchen Appliances: \$2,800			

“Other Items”: Cost estimates for the front and side porches were based on estimates from Mr. David Anderson of Dogwood Homes, a local contractor, supported by Marshall Cost Service. Cost estimates for Appliances were based on quotes by Home Depot and Lowes, with support from Marshall Cost Service.

(F) DEPRECIATION: *(To what is each type attributable)*

Depreciation & Obsolescence: Depreciation is defined as "a loss in property value from any cause; the difference between the cost of an improvement on the effective date of the appraisal and the market value of the improvement on the same date" (page 56, *The Dictionary of Real Estate Appraisal*, 5th Edition, Appraisal Institute).

Deferred Maintenance: Based on my inspection, the improvements did not exhibit any significant deferred maintenance.

Physical Deterioration: The effective age of the existing improvements is estimated at 30 years, with a remaining economic life of 20 years. [Note: The subject’s total economic life (50 years) was taken from the Marshall & Swift Valuation Cost Service.] As a result, a depreciation rate of 60% (30/50 years) is indicated by the straight-line age/life method. This percentage will be applied the estimated total replacement cost, to produce the depreciated value of the improvements.

Obsolescence: The subject’s improvements appear to be adequately designed and capable of being fully utilized in their intended function as a single-family dwelling. Therefore, no functional obsolescence is present. There were no outside adverse conditions affecting the subject property, accordingly, external obsolescence is not applicable.

SALES COMPARISON APPROACH

14. LAND VALUE ANALYSIS

ADJUST SALES TO SUBJECT USING (Plus +, Subject Better)(Minus -, Subject Poorer) Using Dollar Adjustments Only.
If the land is broken down and assigned more than one unit value, additional sales must be shown supporting each value.

(A) ANALYSIS OF COMPARABILITY (Insert Comp. Sale No's. from Brochure or Attachments)

Inspection Date		Sale No. <u>LS6</u>		Sale No. <u>LS7</u>		Sale No. <u>LS8</u>	
CASH EQUIVALENT Sales Price		\$42,500		\$42,500		\$42,500	
Date of Sale	# of Periods	04/1/2014	9 Months	04/1/2014	9 Months	05/7/2014	8 Months
% Per Period	Time Adj.	0.42%	3.75%	0.42%	3.75%	0.42%	3.33%
Sales Price Adj. for Time		\$44,094		\$44,094		\$43,915	
Proximity to Subject		±1.50 miles		±1.50 miles		±1.3 mile	
Unit Value Land SF <input type="checkbox"/> FF <input type="checkbox"/> Acre <input type="checkbox"/> Lot <input checked="" type="checkbox"/>		\$44,094		\$44,094		\$43,915	
Elements	Subject	Description	(+)(-) Adj.	Description	(+)(-) Adj.	Description	(+)(-) Adj.
Location (A)	Spring Hill (Maury)	Spring Hill (Maury)	0	Spring Hill (Maury)	0	Spring Hill (Maury)	0
Size (B)	9,365 SF	9,060	0	7,746	0	7,150	0
Shape (C)	Rectangle	Irregular Rectangle	0	Irregular Rectangle	0	Rectangle	0
Site/View (D)	Residential	Residential	0	Residential	0	Residential	0
Topography (E)	Level	Level	0	Level	0	Level	0
Access (F)	Duplex Road	Dogwood Trail	0	Dogwood Trail	0	Achiever Circle	0
Zoning (G)	R-1	R-2 PUD	0	R-2 PUD	0	R-2 PUD	0
Utilities Available (H)	Water, Sewer, Electricity, Gas, Telephone	Water, Sewer, Gas, Electricity, Telephone	0	Water, Sewer, Electricity, Gas, Telephone	0	Water, Sewer, Electricity, Gas Telephone	0
Encumbrances Easements, etc. (I)	Typical	Typical	0	Typical	0	Typical	0
Off-Site Improvements (J)	SR 247	2 lane Secondary Residential Road	0	2-lane Secondary Roads	0	2-lane Secondary Roads	0
On-Site Improvements (K)	Gravel Drive	Driveway & Sidewalk	0	Driveway & Sidewalk	0	Driveway & Sidewalk	0
Other Adj. (Specify) (L)							
(M)							
(N)							
NET ADJUSTMENTS		(+)(-)	0	(+)(-)	0	(+)(-)	0
ADJUSTED INDICATED UNIT VALUE			\$44,094		\$44,094		\$43,915

COMMENTS: Continued on following page....

SALES COMPARISON APPROACH

14. LAND VALUE ANALYSIS

ADJUST SALES TO SUBJECT USING (Plus +, Subject Better) (Minus -, Subject Poorer) Using Dollar Adjustments Only. If the land is broken down and assigned more than one unit value, additional sales must be shown supporting each value.

(A) ANALYSIS OF COMPARABILITY (Insert Comp. Sale No's. from Brochure or Attachments)

Inspection Date		Sale No. <u>LS9</u>		Sale No. <u>LS10</u>		Sale No. _____	
CASH EQUIVALENT Sales Price		\$42,500		\$45,000		\$	
Date of Sale	# of Periods	05/7/2014	8 Months	05/21/2014	8 Months		
% Per Period	Time Adj.	0.42%	3.33%	0.42%	3.33%		0.00%
Sales Price Adj. for Time		\$43,915		\$46,499		\$ 0	
Proximity to Subject		±1.30 miles		±3.0 miles			
Unit Value Land		\$43,915		\$46,499			
SF <input type="checkbox"/> FF <input type="checkbox"/> Acre <input type="checkbox"/> Lot <input checked="" type="checkbox"/>							
Elements	Subject	Description	(+)(-) Adj.	Description	(+)(-) Adj.	Description	(+)(-) Adj.
Location (A)	Spring Hill (Maury)	Spring Hill (Maury)	0	Spring Hill (Maury)	0		
Size (B)	9,365 SF	8,464	0	9,350	0		
Shape (C)	Rectangle	Sl. Irregular Rectangle	0	Sl. Irregular Rectangle	0		
Site/View (D)	Residential	Residential	0	Residential	0		
Topography (E)	Level	Level	0	Level	0		
Access (F)	Duplex Road	Achiever Circle	0	Queens Place	0		
Zoning (G)	R-1	R-2 PUD	0	R-2 PUD	0		
Utilities Available (H)	Water, Sewer, Electricity, Gas, Telephone	Water, Sewer, Electricity, Gas, Telephone	0	Water, Sewer, Electricity, Gas, Telephone	0		
Encumbrances Easements, etc. (I)	Typical	Typical & 20' PUDE	0	Typical	0		
Off-Site Improvements (J)	SR 247	2-lane Secondary Roads		2-lane Secondary & Reserve Blvd.	0		
On-Site Improvements (K)	Gravel Drive	Driveway & Sidewalk	0	Driveway & Sidewalk	0		
Other Adj. (Specify) (L)							
(M)							
(N)							
NET ADJUSTMENTS		(+)(-)	0	(+)(-)	0	(+)(-)	\$0
ADJUSTED INDICATED UNIT VALUE			\$43,915		\$46,499		
(B) TOTAL INDICATED VALUE OF SUBJECT LAND				$\left(\frac{\$45,000 \times 1 \text{ Lot}}{\text{Correlated Unit Value} \times \text{Units}} \right)$		\$45,000	

Comments: Continued on following page.....

ADDITIONAL COMMENTS

14. LAND VALUE ANALYSIS: Continued from preceding page.....

In this area, the most widely accepted method of valuing residential lots is on a price per lot basis. Therefore, I used the per lot unit value as the appropriate unit of measurement for the subject site. As shown in the preceding analysis, five closed sales form a value range from \$43,915 to \$46,499/lot, with an average of \$44,503/lot and a median of \$44,094/lot, after adjusting for market conditions.

The sales were compared to the subject based on property rights conveyed, financing, sale conditions, market conditions, and physical characteristics. To the best of our knowledge, all the sales represented arms-length transactions, which included the fee simple estate property rights. In addition, all of the sales were cash to seller conveyances, whereby financing was not a factor in the sales price. To our knowledge, there were no unusual sale conditions involved in any of other the transactions.

Market Conditions: As discussed in the Market Data Brochure, an annual 5% market conditions adjustment was deemed appropriate, which equates to 0.42% per month. Therefore, a 3.75% upward adjustment was applied to Sale LS6 (9 months x 0.42% = 3.75%), which equates an adjusted price of \$44,094. Similarly, a 3.75% upward adjustment was applied to Sale LS7 (9 months x 0.42% = 3.75%), which equates an adjusted price of \$44,094. A 3.33% upward adjustment was applied to Sale LS8 (8 months x 0.42% = 3.33%), which equates an adjusted price of \$43,915. A 3.33% upward adjustment was applied to Sale LS9 (8 months x 0.42% = 3.33%), which equates an adjusted price of \$43,915. A 3.33% upward adjustment was applied to Sale LS10 (8 months x 0.42% = 3.33%), which equates an adjusted price of \$46,499.

Location: The subject is located along Duplex Road, Within Maury County, in an established neighborhood just east of Columbia Pike. All five closed sales are located in subdivisions within the city limits of Spring Hill (Maury County). Sale LS6 and Sale LS7 are located in the The Laurels at Town Center Subdivision, which are west of Columbia Pike (Hwy 31) and are least similar to the subject in terms of proximity. Similar to the subject, Sale LS8-LS10 are located east of Columbia Pike (Hwy 31) and are accessible from Duplex Road and Port Royal Road. Sales LS8 and LS9 are located in the Port Royal Estates subdivision, with Sale LS10 being located in the Reserve at Port Royal subdivision. All of the comparable sales are located in Maury County, similar to the subject. Generally, land located in Williamson County is considered superior to land located in Maury County and we have considered this trend on a qualitative basis.

Size: The sales range in size from 7,150 SF to 9,350 SF, with an average size of 8,354 SF. The subject contains a total land area of 9,365 SF, which falls slightly above the size range of the comparable sales. Typically, an inverse relationship exists between size and price/SF, with smaller tracts selling at higher unit prices. The correlation between size and price/SF is not strongly supported by the prices/SF and sizes. Therefore, I have considered the size of the subject in relation to the comparable sales on a qualitative basis.

Shape: The subject tract is basically rectangular in shape, which is similar Sale LS8. The remaining sales exhibit irregular to slightly irregular rectangle shapes. As shape does not appear to be significant in this analysis, no adjustments were necessary.

Topography: The subject lot exhibits basically level and primarily cleared topography, which is similar to the five comparable sales. Therefore a topography/development potential adjustment is not warranted.

Access: The subject has legal access to Duplex Road (SR 247). The subject is in close proximity to Port Royal Road, Columbia Pike and Miles Johnson Parkway and access is considered good to these roadways. All of the comparable sales have legal access along their respective frontages and are similar to the subject in this regard. Differences in access will be considered on a qualitative basis.

Zoning: The subject property is zoned R-1 (Low/Medium Density Residential). Allowable uses include single-family detached dwellings and accessory uses and structures. All the comparable sales are zoned R-2; which permit single-family dwellings as well as residential PUDs. The comparable sales are considered to be slightly superior to the subject in terms of residential zoning. Differences in zoning will be considered on a qualitative basis.

Utilities: The subject has water, sewer, electricity, cable and telephone services on-site. All the closed sales have similar utilities; therefore, no adjustments are supported.

Encumbrances, Easements, Etc.: The subject and all the comparable sales have typical utility easements and building setbacks. Any differences in encumbrances/easements will be considered on a qualitative basis.

Off-Site Improvements: The subject property offers a two-lane, primary east-west arterial in close proximity to Columbia Pike. All of the comparable sales offer similar off-site improvements.

On-Site Improvements: The subject property offers a gravel drive. In contrast, the comparable sales, located within residential subdivisions, offer paved driveways and sidewalks and are considered superior to the subject in this regard.

We also researched a 12,090 SF (0.28 acre), R-1-zoned lot located along the north side of Duplex Road, east of the subject property, in Spring Hill, Maury County (identified as LL1 in the Market Data Brochure). The rectangular-shaped tract exhibits basically level topography and features sporadic tree cover. The property is currently listed for sale at \$55,000, which equates to \$4.55/SF and has been marketed for approximately 9 months. This listing is similar to the subject in terms of zoning, size, shape, and location.

ADDITIONAL COMMENTS

14. LAND VALUE ANALYSIS: Continued from preceding page.....

Valuation Summary: In conclusion, the five comparables provide a reasonable range from which the subject's value can be determined. After considering the adjustments discussed above, the sales form a unit price range from \$43,915 to \$46,499/lot, with an average of \$44,503/lot and a median of \$44,094/lot, after adjusting for market conditions. Based on size, these sales reflect unit values ranging from \$4.87 to \$6.14/SF, with an average \$5.37/SF. However, all of these lot sales occurred in modern neighborhoods that feature underground utilities, sidewalks, amenities, and higher priced homes relative the subject neighborhood. Furthermore, in terms of location, Sales LS8-LS10, located east of Columbia Pike, were considered most similar to the subject in terms of location. These sales form a lot price range from \$43,915 to \$46,499/lot, with an average of \$44,776/lot and a median of \$43,915/lot. Therefore, with all pertinent factors considered, particularly the location of the subject lot relative to the sales, we have selected a market value of **\$45,000** for the subject's 9,365 SF single-family lot, which equates to \$4.81/SF. This price per square foot value will be utilized throughout the remainder of the report for valuation purposes.

SALES COMPARISON APPROACH

15. PROPERTY ANALYSIS; RESIDENTIAL & RURAL

Adjust sales to subject using (+) Subject Better, (-) Subject Poorer, Using Dollar Adjustments Only.

(A) ANALYSIS OF COMPARABILITY *(Insert Comp. Sale No.'s. from Brochure or Attachments)*

Inspection Date		Sale No. <u>SF1</u>		Sale No. <u>SF2</u>		Sale No. <u>SF3</u>	
CASH EQUIVALENT Sales Price		\$84,000		\$136,000		\$105,000	
Date of Sale	# of Periods	5/28/2014	8	6/16/2014	7	1/31/2012	36
% Per Period	Time Adj.	0.42%	3.33%	0.42%	2.92%	0.42%	15%
Sales Price Adj. for Time		\$86,772		\$139,971		\$120,750	
Proximity to Subject		±0.28 miles		±0.65 miles		±13.0 miles	
Elements	Subject	Description	(+)(-) Adj.	Description	(+)(-) Adj.	Description	(+)(-) Adj.
Location (A)	Spring Hill	Spring Hill		Spring Hill		Franklin	
Construction (B)	Wood Frame Wood Exterior	Wood Frame Brick Exterior		Wood Frame Wood Exterior		Wood Frame Wood Exterior	
Quality (C)	Average	Average		Average		Average	
Age: Actual/Effective (D)	114/30	42/25		84/25		66/25	
Condition (E)	Average	Average		Average		Average	
Fin. 1st Floor Living 2nd Floor Area 3rd Floor (F)	1 st : 1,113 SF	1 st : 975 SF		1 st : 1,400 SF		1 st : 1,698 SF	
Bsmt. Fin. Area (G)	N/a	N/a		N/a		N/a	
Unfin. Area	N/a	N/a		N/a		N/a	
Total Living Area (H)	1,113 SF	975 SF		1,400 SF		1,698 SF	
No. Baths (I)	1	1		2		2	
Garage/Carport (J)	N/a	N/a		N/a		N/a	
Heating/Cooling (K)	Gas/Central	Electric/Central		Gas/Central		Gas/Central	
Fireplace(s) (L)	N/a	N/a		2		1	
Kitchen/Built-ins (M)	Yes	Yes		Yes		Yes	
Functional Utility (N)	Average	Average		Average		Average	
Porches, Patios, Pools, etc. (O)	Porch/Decks	Porch/Privacy Fence		Porch/Decks/ Storage Shed		Porch/Patio	
Other Adj. (Specify) (P)	Gravel Drive/Storage Sheds	Gravel Drive		Gravel Drive		Concrete Drive/Retaining Wall	
Land Area (Q)	9,365 SF	15,471 SF		12,260 SF		7,875 SF	
NET ADJUSTMENTS		(+)(-)	0	(+)(-)	0	(+)(-)	0
ADJUSTED VALUE			\$86,772	\$139,971	\$120,750		
ADJUSTED PRICE/SF			\$89.00	99.98	\$71.11		
INDICATED MARKET VALUE of Entire Tract\$101,200	

COMMENTS:

Continued on the following page....

ADDITIONAL COMMENTS

15. PROPERTY ANALYSIS: RESIDENTIAL & RURAL: Continued from preceding page.....**Analysis**

Small single-family dwellings in this market are typically transferred on a price per building square foot basis. Therefore, this unit of measurement will be used throughout this analysis. The sales ranges in unit value from \$71.11 to \$99.98 after adjusting for market conditions. After deducting the estimated contributory value of the sites (see age/condition grid on the following page), unit values for the improvements range from \$47.56 to \$74.98/SF with a mean of \$61.97/SF and a median of \$63.36/SF. See supplemental comparable sales SF1-SF3, location map and chart attached in the Brochure.

The sales were compared to the subject based on property rights conveyed, financing, sale conditions, market conditions, and physical characteristics. To the best of our knowledge, all the sales represented arms-length transactions, which included the fee simple estate property rights. In addition, all of the sales were cash to seller conveyances, whereby financing was not a factor in the sales price. There were no unusual sale conditions involved in any of the transactions.

Market Conditions: As discussed in the Market Data Brochure, an annual 5% market conditions adjustment was deemed appropriate, which equates to 0.42% per month. Therefore, a 3.33% upward adjustment was applied to Sale SF1's value (8 months x 0.42% = 3.33%), which equates to an adjusted price of \$86,772. Similarly, a 2.92% upward adjustment was applied to Sale SF2's value (7 months x 0.42% = 2.92%), which equates to an adjusted price of \$139,971. Similarly, a 15.0% upward adjustment was applied to Sale SF3's value (36 months x 0.42% = 15%), which equates an adjusted price of \$120,750.

Location: Sales SF1 and SF2 are located in Spring Hill, TN and Sale SF3 is located in Franklin, TN. The subject is considered similar to Sales SF1 and SF2 and inferior to Sale SF3, in terms of location. The comparable sales are located within residential areas; whereas, the subject is located in an area of mixed-uses. Deducting the land value from each sale in the comparison grid below should adjust for most of the difference attributed to location.

Improvement Size: The comparables range in size from 975 SF to 1,698 SF, with an average of 1,357 SF. The subject dwelling contains 1,333 SF, which is bracketed by the range of the comparables. Typically, an inverse relationship exists between size and unit price, with smaller buildings selling at higher unit prices. As all of the comparables and the subject appeal to the same type of market participants, no adjustments are warranted for improvement size.

Construction Quality: Overall, the construction quality of the sales is similar to that of the subject, as all feature wood frames, wood or brick exteriors and gable roof systems over composition shingle or metal cover. The subject is slightly inferior to Sale SF1 in terms of this comparable featuring a masonry (brick) exterior. The subject and all the comparables are designed as single-family residences and are similar in this regard; therefore, construction quality will be considered on a qualitative basis.

Age/Condition: The subject improvements were originally constructed in circa 1900 and are considered to be in average physical condition. The subject building's actual age equals 114 years, with an estimated effective age of approximately 30 years, based on recent renovations, and a remaining economic life of approximately 20 years. The sales range in chronological age from 42 to 66 years old as of the date of sale, with effective ages consistently estimated at 25 years. The physical condition (effective age) of the comparables varies based on the level of maintenance and upgrades they have received since completion. Adjustments were made based on the age difference between the sales and the subject at the time of sale. Depreciation factors are based on a straight-line age/life method, assuming a 50-year economic life. This results in a 2.0%/year adjustment for the age difference. In the following grid, we have made adjustments for age/condition based on differences in the effective ages of the sales, as compared to the subject. As depreciation is appropriately applied only to building improvements, we have deducted the estimated contributory land value from each sale, which is based on applicable property records and market data. The quantifiable depreciation adjustments are shown on the following page:

ADDITIONAL COMMENTS

15. PROPERTY ANALYSIS: RESIDENTIAL & RURAL: Continued from preceding page.....

DEPRECIATION ADJUSTMENT GRID			
	Sale SF1	Sale SF2	Sale SF3
Total Value	\$86,772	\$139,971	\$120,750
Land Value	\$25,000	\$35,000	\$40,000
Building Value	\$61,772	\$104,971	\$80,750
Per Square Foot	\$63.36	\$74.98	\$47.56
Age Adj.			
Eff. Age @ Sale	25	25	25
Subject Eff. Age	30	30	30
Age Difference	(5)	(5)	(5)
Age Factor	0.900	0.900	0.900
Rev. Bldg. Value	\$55,595	\$94,474	\$72,675
Adj. Sale Price	\$55,595	\$94,474	\$72,675
Building Size	975	1,400	1,698
Adj. Price/SF	\$57.02	\$67.48	\$42.80
Net Adjustments	-10.00%	-10.00%	-10.00%

As illustrate in the preceding chart, the three comparables reflect negative net adjustments of 10%, which equates to \$57.02/SF for SF1, \$67.48/SF for SF2, and \$42.80/SF for SF3.

Site Improvements: Similar to the subject, the sites of Sales SF1 and SF 2 are improved with gravel drives. Sale SF3 is improved with a concrete drive. Similar to the subject, Sale SF2 features storage sheds. In addition, Sale SF1 is improved with a wood privacy fence.

Summary: The adjusted prices of the sales form a range in unit values for the improvements from \$42.80 to \$67.48/SF with a mean of \$55.77/SF and a median of \$57.02/SF, exclusive of land value. The three closed sales included in this analysis are considered good indicators of market value for single-family dwellings reflecting older construction in the area. Based on the subject's location and age/condition, a unit value near the midpoint of the range, say \$55.00/SF, is reasonable for the subject property.

CONCLUSION OF SALES COMPARISON APPROACH

The market value of the building situated on the subject property has been estimated based the preceding analyses, and include the supporting site improvements. By adding the contributory value of the land, which we previously estimated to be \$45,000, the subject's market value via the sales comparison approach, is calculated as follows:

Summary of the Sales Comparison Approach		
Improvement Value:	1,113 SF x \$55.00/SF =	\$61,215
Plus: Land Value:		+ 45,000
Indicated Value:		\$106,215
Rounded To:		\$106,200

17. EXPLANATION and/or BREAKDOWN OF LAND VALUES:

(A) VALUATION OF LAND

LAND	1	S.F.	<input type="checkbox"/>	F.F.	<input type="checkbox"/>	ACRE	<input type="checkbox"/>	LOT	<input checked="" type="checkbox"/>	@	\$	45,000	(Average) Per Unit	\$	45,000
LAND		S.F.	<input type="checkbox"/>	F.F.	<input type="checkbox"/>	ACRE	<input type="checkbox"/>	LOT	<input type="checkbox"/>	@	\$		(Average) Per Unit	\$	
LAND		S.F.	<input type="checkbox"/>	F.F.	<input type="checkbox"/>	ACRE	<input type="checkbox"/>	LOT	<input type="checkbox"/>	@	\$		(Average) Per Unit	\$	
LAND		S.F.	<input type="checkbox"/>	F.F.	<input type="checkbox"/>	ACRE	<input type="checkbox"/>	LOT	<input type="checkbox"/>	@	\$		(Average) Per Unit	\$	
LAND		S.F.	<input type="checkbox"/>	F.F.	<input type="checkbox"/>	ACRE	<input type="checkbox"/>	LOT	<input type="checkbox"/>	@	\$		(Average) Per Unit	\$	

REMARKS

18. APPROACHES TO VALUE CONSIDERED

(A) Indicated Value of	<input type="checkbox"/> Entire Tract	<input checked="" type="checkbox"/> Part Affected from SALES COMPARISON APPROACH	\$	106,200
(B) Indicated Value of	<input type="checkbox"/> Entire Tract	<input checked="" type="checkbox"/> Part Affected from COST APPROACH	\$	100,200
(C) Indicated Value of	<input type="checkbox"/> Entire Tract	<input type="checkbox"/> Part Affected from INCOME APPROACH	\$	

(D) RECONCILIATION: (Which approaches were given most consideration) (Single-Point Conclusion Should be Reasonably Rounded)

The subject property is currently leased for \$500/month; however, the lease term is currently on a month-to-month basis and the owners are in the process of relocating the tenant. The current rental amount is not considered reflective of market rent; therefore, the Income Approach was not processed. The value indications from the Cost and Sales Comparison approaches range from \$100,200 to \$106,200, reflecting a spread of ±6%. After careful consideration of the value indications, we have placed weight on the Sales Comparison Approach, based on the age of the subject improvements and difficulty in estimating depreciation. Therefore, the market value estimate for the subject property is estimated to be \$105,800, which includes \$60,800 allocated to improvements and \$45,000 allocated to land value.

19. FAIR MARKET VALUE of	<input checked="" type="checkbox"/> Entire Tract	<input type="checkbox"/> Part Affected.....	\$	105,800		
(A) TOTAL AMOUNT DUE OWNER if	<input type="checkbox"/> Entire Tract	<input checked="" type="checkbox"/> Part Affected Acquired.....	\$	93,500		
(B) AMOUNT ATTRIBUTABLE TO:	Land	\$	45,000	Improvements	\$	60,800

Remarks:

The estimated contributory values of the existing improvements are shown below.

Improvement 1:	\$56,490
Improvement 2:	1,145
Improvement 3:	1,000
Improvement 4:	1,315
Improvement 5:	850
Total Improvement Value	\$60,800

PARTIAL ACQUISITION

20.

VALUE OF ENTIRE TRACT..... \$105,800

AMOUNT DUE OWNER IF ONLY PART ACQUIRED (Detail breakdown)

- A. X Land Acquired (Fee) 3,251 S.F. @ \$4.81/SF \$15,637
 _____ Land Acquired (Fee) _____ S.F. Ac. @ _____
- Drainage Esmt. _____ S.F. Ac. @ _____
- Slope Esmt. 440 S.F. Ac. @ \$2.41 \$1,060
- Const. Esmt. 2,625 S.F. Ac. @ \$1.44 \$3,780
- B. Improvements Acquired (Indicate which improvements by showing structure numbers)
Improvements 1, 4 & 5 \$58,655
- C. Value of Part Acquired Land & Improvements (Sub-Total)..... \$79,133
- D. Total Damages (See Explanation, Breakdown and Support on Sheet 2A-9). \$14,407
- E. Sum of A, B and D: \$93,540
- F. Benefits: (Explain and deduct from D. Amount must not exceed incidental damages).... \$0
- G. TOTAL AMOUNT DUE OWNER; if only part is Acquired..... \$93,500

21. VALUE OF REMAINDER (See 2A-9 for Documentation of Remainder Value)

A. LAND REMAINDER

	AMOUNT PER UNIT	DAMAGES		REMAINING VALUE	
		BEFORE	AFTER		%
Left <u>6,114</u> S.F. <input checked="" type="checkbox"/> Ac. <input type="checkbox"/> @	\$4.81	\$2.80	41.6%	12,262	\$17,146
_____ S.F. <input type="checkbox"/> Ac. <input type="checkbox"/> @					
_____ S.F. <input type="checkbox"/> Ac. <input type="checkbox"/> @					
Right _____ S.F. <input checked="" type="checkbox"/> Ac. <input type="checkbox"/> @					
_____ S.F. <input type="checkbox"/> Ac. <input type="checkbox"/> @					
_____ S.F. <input type="checkbox"/> Ac. <input type="checkbox"/> @					

REMAINDER VALUE OF LAND..... \$ 17,146
 LESS AMOUNT PAID FOR EASEMENTS IN ITEM 20A..... \$ 4,840
 LESS COST TO CURE (Line 20-D)..... -0-
 TOTAL REMAINDER VALUE OF LAND..... \$ 12,306

B. IMPROVEMENTS REMAINDER

- Improvement No. 2
- Improvement No. 3
- Improvement No. _____
- Improvement No. _____
- Improvement No. _____

BEFORE VALUE	DAMAGES		REMAINING VALUE
	%	\$	
1,145	100	1,145	0
1,000	100	1,000	0

REMAINDER VALUE OF IMPROVEMENTS..... 0
 LESS COST TO CURE ITEMS..... 0
 TOTAL REMAINDER VALUE OF LAND & IMPROVEMENTS..... \$12,300 (r)

REMARKS: None.

SUMMARY OF REMAINDER
APPRAISERS DESCRIPTION OF REMAINDER AND EXPLANATION OF DAMAGES OR BENEFITS
(Supplement to Items 20 and 21, Pages 2A-8)

A full narrative description of the remainder (s) must be given on all partial acquisitions. The after value estimates, both land and improvements shall be documented and supported by one or more of the applicable approaches to value.

23. HIGHEST AND BEST USE AFTER ACQUISITION:

The highest and best use of the left remainder, which consists of 6,114 SF (0.14 acre), is discussed below:

Legally Permissible: According to the current Zoning Regulations for the City of Spring Hill, subject Tract 30 is currently zoned R-1, Low Density Residential, which permits single detached dwellings, including accessory uses and structures. Uses permitted as Special Exceptions include: community facility activities (essential services, religious facilities, cultural and recreational services) and Intermediate Impact Facilities (cemeteries, columbariums, and mausoleums, golf courses, and country clubs). In the after situation, the dimensions of the subject tract will be approximately 102' in length and approximately 60' in depth. According to the bulk requirements of the R-1 zoning district, zoning allows for a minimum lot size of 14,500 SF and a maximum lot coverage of 30%. In addition, front, side, and rear setback requirements are 30', 15' and 25', respectively. Applying the setback requirements in the after situation would render a legally permissible buildable area of 5'-wide x 72'-long (375 SF).

Physically Possible: In the after situation, the only option for future development of the remainder would require assemblage with an adjoining property.

Financially Feasible: The Spring Hill residential market has completely recovered from the recent recession and is currently experiencing explosive growth. Assuming the subject remainder can be assembled with an adjoining property that meets minimum size requirements, residential development would be financially feasible at this time.

Maximally Productive: Based on the subject's zoning, present market conditions and physical characteristics, the highest and best use of the subject remainder, after the acquisition, is assemblage with an adjoining property.

24. DESCRIBE REMAINDER (S):

Upon completion of the project, Duplex Road will include a ±9'-wide asphalt, multi-purpose walking path located along the northern R.O.W of Duplex Road. In addition, a ±5'-wide concrete sidewalk will be located along the southern R.O.W. of Duplex Road. In the "after situation" Duplex Road will be curbed and guttered along the subject's frontage. Erosion control measures (fill slope) will be in place within the slope easement area. Duplex Road will consist of three lanes, including two (2), travel lanes (east & west) and one (1) center turning lane.

According the Plans and R.O.W. Acquisition Table provided by the Tennessee Department of Transportation, there will be a remainder area to the left of the center line containing 6,114 SF (0.14 acre). The remainder will change in terms of size from the "before situation" by the fee acquisition, which includes a rectangular-shaped, 3,249 SF (0.215 acre) area along the northern proposed R.O.W. The remainder area to the left of the centerline will have the same basic characteristics before and after acquisition with exception to size and depth. In the after situation, the dimensions of the tract will measure 102.03' x 61.04' x 102.03' x 59.08'. Prior to the project, the subject was rectangular in shape, and will remain rectangular in shape based on the acquisition area. The topography of the tract will remain unchanged from the "before situation"; however, a small fill slope will exist outside of the proposed R.O.W. The slope easement consists of a fill slope on a 4:1 grade. Frontage in the "after situation" will remain basically unchanged. The subject will benefit directly from the proposed road improvements; however, these benefits will not offset the incidental damages to the remainder. Consequently, the utility of the remainder after the acquisition is reduced from the before situation due to the change in highest and best use from independent development to assemblage.

Incidental Damages

The subject property will be reduced in size by approximately 35% (3,251 SF) as a result of the acquisition. More importantly, the depth of the remainder will be reduced from 92' to roughly 60', which only allows for a 5'-deep building envelope after applying a front setback of 30' and a rear setback of 25'. Consequently, the remainder will not retain its full utility in the "after situation". The size and the lack of depth resulting in the "after situation" has negatively affected the subject property in terms of loss of buildable area. In order to demonstrate the impact on the left remainders market value in the "after situation", we have analyzed two sales that were purchased for assemblage and are described as follows:

Example 1

This sale includes a 0.76-acre (33,255 SF) site consisting of a 0.31 acre lot and an adjacent 0.45 acre lot located off the south side of E. College St., just west of Hwy 46, in Dickson., TN. The property sold for \$47,000 on April 4, 2013, which equates to \$1.41/SF. The site has no frontage along Hwy 46 but legal access is available. The western border of the tract has 50' of frontage at the terminus of a paved, unnamed access drive, which provides access to E. College St. The tract, zoned B-3, is narrow in shape, with an average depth of 50.0' and an approximate length of 636'. The sale represents the remnant of the former Dickson Garden Center property, which originally included an adjacent ±0.50-acre tract at the northwest corner of Hwy 46 and E. College St. Topographically, the tract exhibits basically level to gently rolling topography and abuts the northern R.O.W. of the L & N Railroad. The adjacent east and an adjacent north site were either sold or ground leased (assembled) by the owners of the comparable sale for development with a convenience store.

SUMMARY OF REMAINDER
APPRAISERS DESCRIPTION OF REMAINDER AND EXPLANATION OF DAMAGES OR BENEFITS
(Supplement to Items 20 and 21, Pages 2A-8)
(CONT....)

A full narrative description of the remainder (s) must be given on all partial acquisitions. The after value estimates, both land and improvements shall be documented and supported by one or more of the applicable approaches to value.

According to Mr. Jim Whetstone (VP Real Estate- Martin & Bayley), a representative of the buyers, the sellers approached the owners of the adjacent, assembled convenience store site and offered the property for sale. Although the property was not needed for the adjacent site, the buyers bought the property based on the opportunity presenting itself. According to Mr. Whetstone, there were no unusual conditions of sale or atypical financing associated with the transaction. By comparing the back-lying remnant sale (\$1.41/SF) to the adjacent sale of the 1.12 acre (48,787 SF) tract for \$575,000 (\$11.79/SF), a percentage discount in unit value may be utilized to value the remnant, which is derived as follows: $(\$1.41/\$11.79 = \pm 12\%)$. The unit value of the remnant sale was approximately 12% of the unit value of the adjacent sale, which reflects an 88% discount.

Example 2

We also researched the sale of a 21.40-acre residential tract located along the east side of Vietnam Veterans Boulevard, in Hendersonville, Sumner County, TN. The tract was formerly a portion of Wynbrooke Subdivision before being severed from the development by the Vietnam Veterans Boulevard extension. The tract sold on January 1, 2008 for \$290,000, which equates to \$13,551/acre. The tract had no access after the acquisition and was purchased by adjoining property owners for expansion of a rock quarry operation. The value before the acquisition was estimated at \$35,000/acre, indicating a value loss (damages) of \$21,449/acre or -61.3% as a result of changing the highest and best use of the tract from development to assemblage with an adjoining property.

The two preceding examples reflect decreases in value of 61.3% to 88% for properties purchased for assemblage by adjoining property owners. However, we also considered the subject remainder's good road frontage and access, which is superior to the comparable uneconomic remnants. Therefore, for valuation purposes of this report, I have applied a 50% discount or 50% of the "before situation" market value to the land area of the subject's left remainder in order to estimate the "after situation" market value. Applying the discount to the before value of the land remainder equates to damages of \$12,262, which is calculated below:

Before Value of Land:	\$45,000
Less Fee Acquisition:	-15,637
Less Slope Easement:	- 1,060
Less TCE:	- 3,780
Before Value of Land Remainder	\$24,523

Applying the 50% discount to the before value of the land remainder equates to \$12,262 ($\$24,523 \times 50\% = \$12,262$). The market value calculation of the remainder is calculated as follows: $6,114 \text{ SF} \times \$4.81 = \$29,408$. The difference between the "before situation" market value and the "after situation" market value is \$17,146 ($\$29,408 - \$12,262 = \$17,146$), which reflects the estimated remaining value of the land.

In addition to the incidental damages to the remainder, Improvements 2 and 3 will remain on the property and have no utility once the residence is removed. Consequently, these improvements are considered to be damaged at 100% of their contributory values, estimated at \$1,145 (Improvement 2) and \$1,000 (Improvement 3). Consequently, the total amount of damages equates to **\$14,407**.

Fee Acquisition: The 3,251 SF fee acquisition is valued at 100% of fee value, or \$4.81/SF.

Slope Easement: This acquisition includes one fill slope easement area totaling 440 SF. The slope easement area consists of an irregular-shaped strip of land outside the existing and proposed ROW of Duplex Rd. The slope easement extends roughly 65' in length from the southwest corner of the property to the proposed fee acquisition line and measures roughly 3' - 6' in width. The slope easement will consist of a fill slope on a 4:1 grade in the "after situation" and should be reasonably easy to maintain by the property owner. The slope easement area can also still be used to meet setback requirements, lot coverage ratios, etc. Consequently, this acquisition is valued at 50% of fee value or \$2.41/SF ($\$4.81/\text{SF} \times 50\%$).

Temporary Construction Easement: The temporary construction easement contains 2,625 SF (.060 acre) and consists of a 10' - 42'-wide strip of land outside the proposed ROW and slope easement. The construction easement will be utilized for the placement of traffic control, temporary turnaround, erosion control and work zone. An annual rental rate of 10% of fee value for the three year anticipated time frame (30%) is considered to be reasonable. Calculated as follows: $\$4.81/\text{SF} \times 30\% = \1.44 per SF for the TCE.

25. Amount of DAMAGE This Page To--2A-8, Item 20-D	\$14,407
(A) Amount of BENEFITS This Page To--2A-8, Item 20-F	\$0

State Project No. 60LPLM-F2-019 County Maury Tract No. 30
Federal Project No. STP-M-247(9) Name of Appraiser Ted A. Boozer, MAI

PHOTOGRAPHS

26.

An adequate number of photographs of all improvements acquired or damaged or of land showing and unusual features shall be included in each appraisal. **(Even though there are no unusual features that would affect the land value, a minimum of one photograph is required of vacant land.)** Each photograph shall be properly identified on the front or back with unalterable identification showing the following: PROJECT NUMBER, TRACT NUMBER, SUBJECT, and DATE PICTURE TAKEN.



Northerly View of Structure 1's Southern (Front) Elevation
(Tract 30: Photo taken 10/19/2014)



Southerly View of Structure 1's Northern (Rear) Elevation
(Tract 30: Photo taken 10/19/2014)

State Project No. 60LPLM-F2-019 County Maury Tract No. 30
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Westerly View of Structure 1's Eastern (Side) Elevation; Note: SE & TCE Markers
(Tract 30: Photo taken 10/19/2014)



Easterly View of Structure 1's Western (Side) Elevation
(Tract 30: Photo taken 10/19/2014)

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Northerly View of Subject Tract; Taken from Southern ROW of Duplex Road
(Tract 30: Photo taken 10/19/2014)



NE View of Structure 2 (Metal Storage Shed)
(Tract 30: Photo taken 10/19/2014)

State Project No. 60LPLM-F2-019 County Maury Tract No. 30
Federal Project No. STP-M-247(9) Name of Appraiser Ted A. Boozer, MAI

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NW View of Structure 3 (Wood Storage Shed)
(Tract 30: Photo taken 10/19/2014)



Easterly View of Present & Proposed ROW, Slope & TCE Acquisition Areas
(Tract 30: Photo taken 10/19/2014)

State Project No. 60LPLM-F2-019 County Maury Tract No. 30
Federal Project No. STP-M-247(9) Name of Appraiser Ted A. Boozer, MAI

PHOTOGRAPHS

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Westerly View of Present & Proposed ROW, Slope & TCE Acquisition Areas
(Tract 30: Photo taken 10/19/2014)



Southerly View of Western Portion of Tract; Note: TCE Marker in Central Background
(Tract 30: Photo taken 10/19/2014)

State Project No. 60LPLM-F2-019 County Maury Tract No. 30
Federal Project No. STP-M-247(9) Name of Appraiser Ted A. Boozer, MAI

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Northerly View of TCE Area along Eastern Border
(Tract 30: Photo taken 10/19/2014)



Northerly View of SE & TCE Areas along Western Border
(Tract 30: Photo taken 10/19/2014)

PHOTOGRAPHS

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An adequate number of photographs of all improvements acquired or damaged or of land showing and unusual features shall be included in each appraisal. **(Even though there are no unusual features that would affect the land value, a minimum of one photograph is required of vacant land.)** Each photograph shall be properly identified on the front or back with unalterable identification showing the following: PROJECT NUMBER, TRACT NUMBER, SUBJECT, and DATE PICTURE TAKEN.



Westerly View of Back Yard (Remainder)
(Tract 30: Photo taken 10/19/2014)

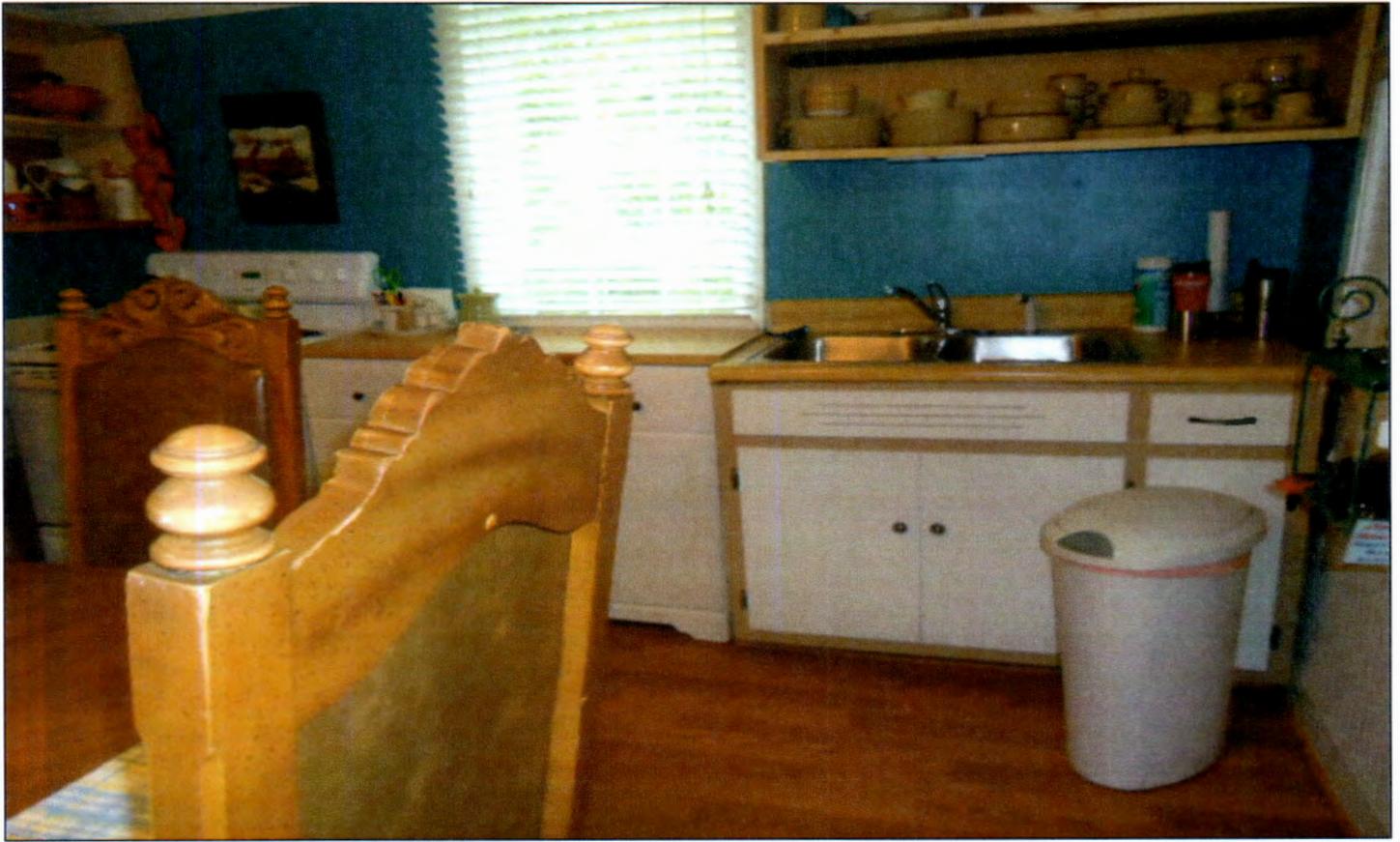


View of Living Room
(Tract 30: Photo taken 10/19/2014)

PHOTOGRAPHS

26.

An adequate number of photographs of all improvements acquired or damaged or of land showing and unusual features shall be included in each appraisal. **(Even though there are no unusual features that would affect the land value, a minimum of one photograph is required of vacant land.)** Each photograph shall be properly identified on the front or back with unalterable identification showing the following: PROJECT NUMBER, TRACT NUMBER, SUBJECT, and DATE PICTURE TAKEN.



View of Kitchen
(Tract 30: Photo taken 10/19/2014)



View of Kitchen II
(Tract 30: Photo taken 10/19/2014)

PHOTOGRAPHS

26.

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View of Bedroom I
(Tract 30: Photo taken 10/19/2014)



View of Bedroom II
(Tract 30: Photo taken 10/19/2014)

State Project No. 60LPLM-F2-019 County Maury Tract No. 30
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View of Storage Room
(Tract 30: Photo taken 10/19/2014)

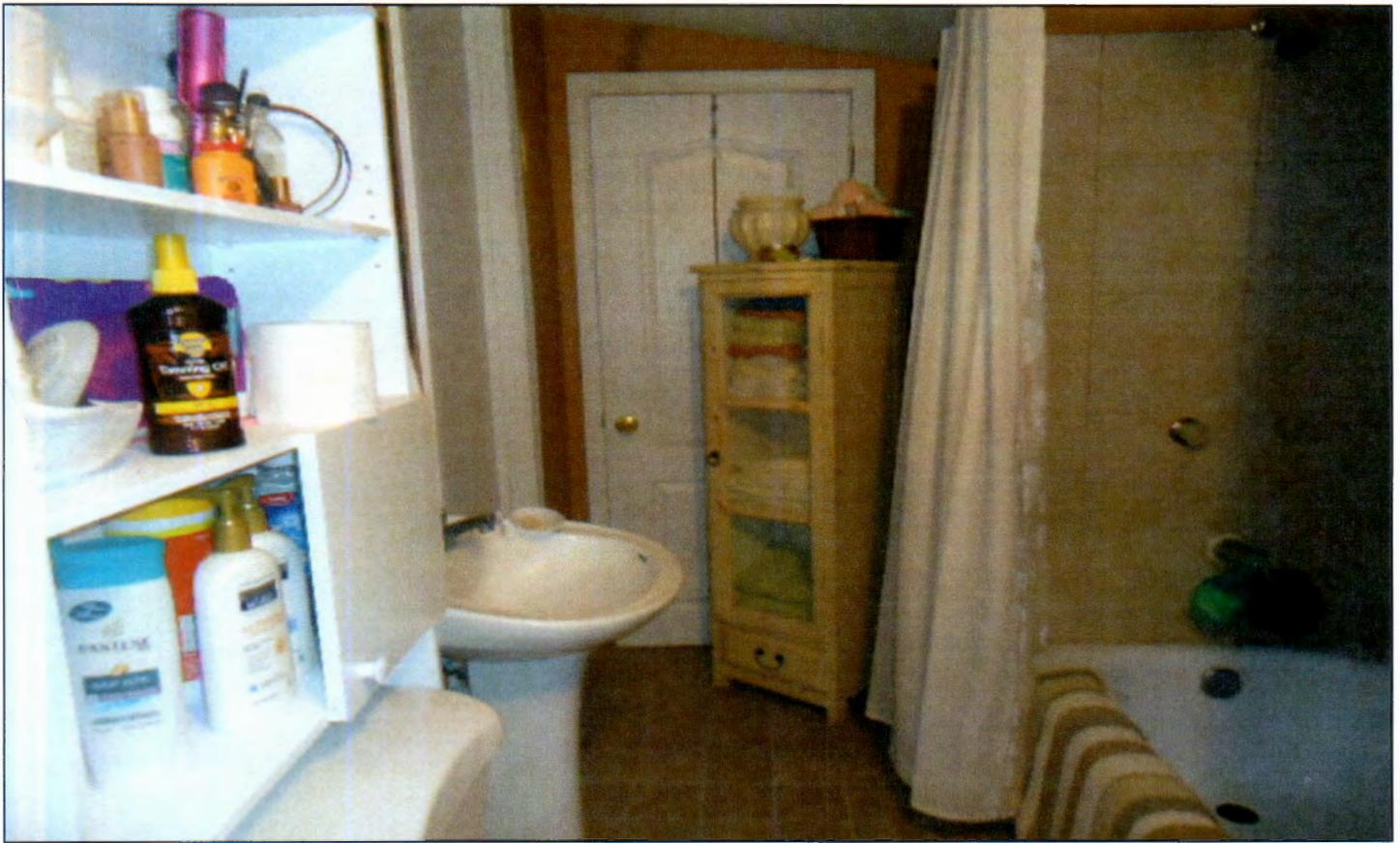


View of Laundry Room / Bathroom
(Tract 30: Photo taken 10/19/2014)

PHOTOGRAPHS

26.

An adequate number of photographs of all improvements acquired or damaged or of land showing and unusual features shall be included in each appraisal. **(Even though there are no unusual features that would affect the land value, a minimum of one photograph is required of vacant land.)** Each photograph shall be properly identified on the front or back with unalterable identification showing the following: PROJECT NUMBER, TRACT NUMBER, SUBJECT, and DATE PICTURE TAKEN.



View of Bathroom
(Tract 30: Photo taken 10/19/2014)



View of Living Room II
(Tract 30: Photo taken 10/19/2014)

State Project No. 60LPLM-F2-019 County Maury Tract No. 30
Federal Project No. STP-M-247(9) Name of Appraiser Ted A. Boozer, MAI

PHOTOGRAPHS

26.

An adequate number of photographs of all improvements acquired or damaged or of land showing and unusual features shall be included in each appraisal. (Even though there are no unusual features that would affect the land value, a minimum of one photograph is required of vacant land.) Each photograph shall be properly identified on the front or back with unalterable identification showing the following: PROJECT NUMBER, TRACT NUMBER, SUBJECT, and DATE PICTURE TAKEN.

AERIAL PHOTOGRAPH



SKETCH PAGE

Case No SR 247 (Duplex Road)

File No Tract 30 Neal

Property Address 2529 Duplex Road

City Spring Hill

State TN

Zip 37174

Borrower

Lender/Client

Appraiser Name Boozer

SUBJECT

IMPROVEMENTS SKETCH



Comments:

Scale: 1" = 20'

AREA CALCULATIONS SUMMARY			
Code	Description	Net Size	Net Totals
GLA1	First Floor	957.00	
	First Floor 2	156.00	1113.00
P/P	Porch 2	32.50	
	Porch Front	203.00	235.50

LIVING AREA BREAKDOWN		
	Breakdown	Subtotals
First Floor		
	29.0 x 33.0	957.00
First Floor 2		
	6.5 x 24.0	156.00

Net LIVABLE Area (rounded) 1113 2 Items (rounded) 1113

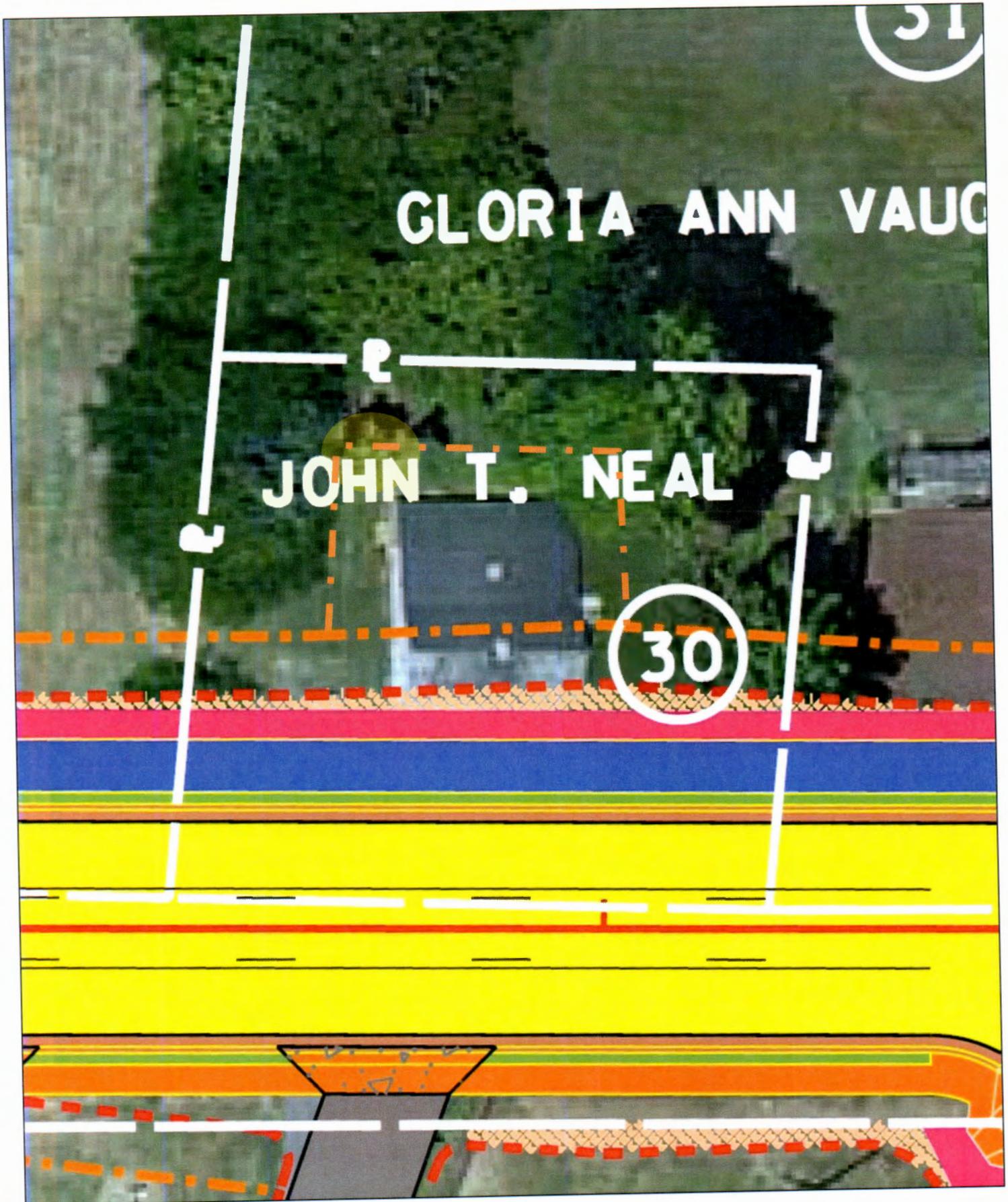
AREA CALCULATIONS

Boozer & Company

APEX SOFTWARE 800-825-8858

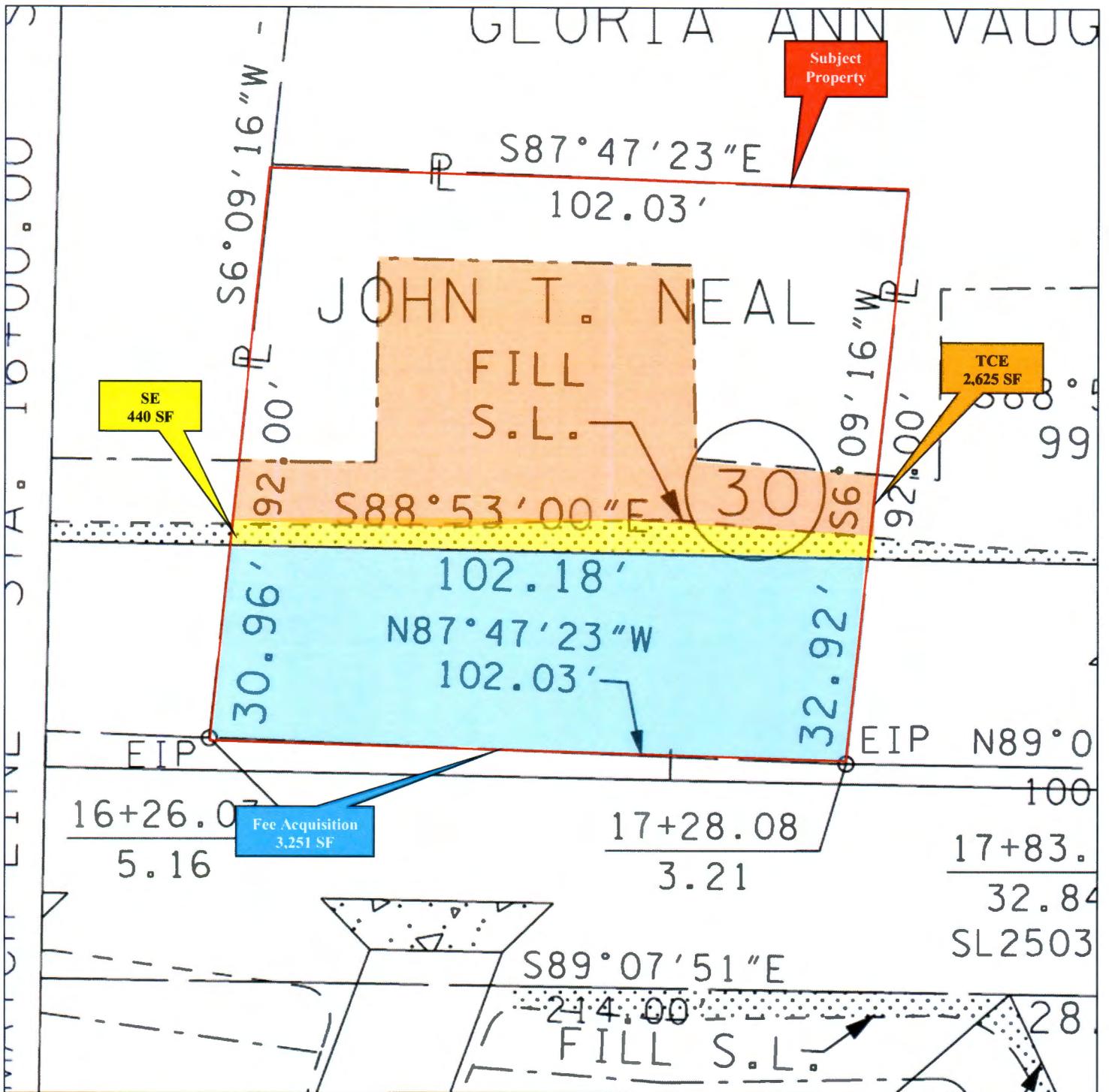
ApexVCS-4 Apex v3

ENGINEER OVERLAY MAP

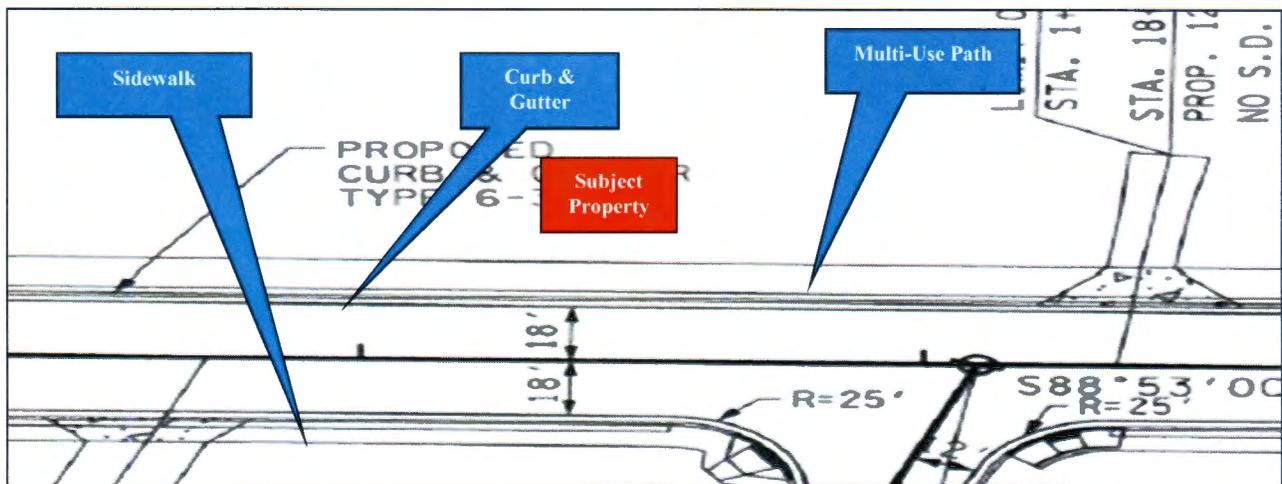


State Project No. 60LPLM-F2-019 County Maury Tract No. 30
Federal Project No. STP-M-247(9) Name of Appraiser Ted A. Boozer, MAI

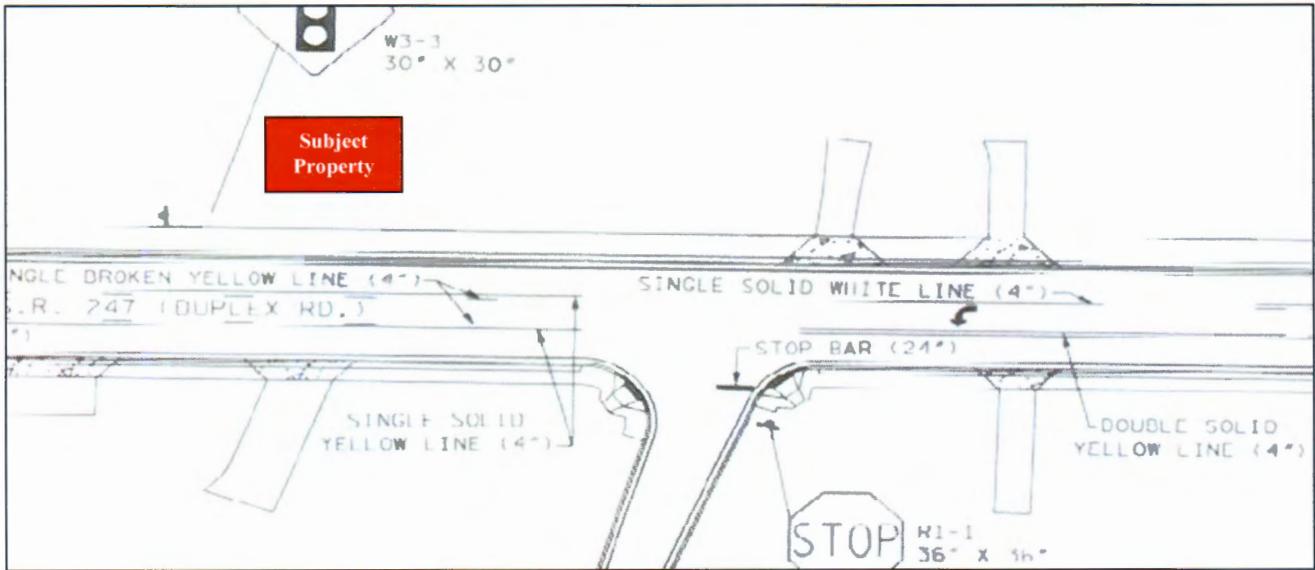
RIGHT-OF-WAY MAP – ROW LAYOUT



RIGHT-OF-WAY MAP – PROPOSED LAYOUT



SIGNING & PAVEMENT MARKINGS



PURPOSE OF APPRAISAL

The purpose of the appraisal is to estimate the amount due the property owner as a result of acquisition of all, or a portion of, the property for a proposed intersection improvement right-of-way project. The value estimate in this report is based on market value. See "Definition of Market Value" below.

DEFINITION OF MARKET VALUE

All estimates of value prepared for agency acquisitions shall be based on "market value" –as defined and set forth in the *Tennessee Pattern Jury Instructions 2nd* Edition to wit: "the amount of money which a purchaser, willing but under no compulsion to buy, would pay, and which a seller, willing but under no compulsion to sell, would accept, taking into consideration all the legitimate uses to which the property was adaptable and might in reason be applied".

PROPERTY RIGHTS APPRAISED

Basic underlying property rights considered herein are those of a 100% ownership position in Fee Simple, 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." *The Appraisal of Real Estate, 14th ed. Chicago, IL.*

The proposed acquisition consists of a fee acquisition and/or easement rights for the proposed intersections improvement project. The easement rights, if any, consist of the acquisition of less than fee simple title and in these cases the extent of the property rights conveyed have been considered in arriving at the estimate of value.

Any and all liens have been disregarded. The property is assumed to be free and clear of all encumbrances except easements or other restrictions as noted on the title report or during physical inspection of the property and mentioned in this report.

INTENDED USE

The intended use of this appraisal is to assist the City of Spring Hill, Tennessee in Right-of-Way acquisition or disposition.

INTENDED USER

The intended user of this report is the City of Spring Hill, Tennessee.

NOTE: If this appraisal is limited to the area affected by the acquisition for the proposed project and consists of only a part of the whole property, the value for the portion appraised cannot be used to estimate the value of the whole by mathematical extension.

Plans for the proposed construction, including cross sections of cuts and fills for the subject property, have been considered in arriving at the estimates of market value.

ATTACHMENTS

Sales information and/or other pertinent information, which is part of this appraisal report and referenced in the text of this appraisal, can be found:

 attached at the end of this report.

 X in a related market data brochure prepared for this project and which becomes a part of this report.

SIGNIFICANT OBSERVATIONS AND LIMITING CONDITIONS

This appraisal is based on information provided by the property owner, public officials, property managers, real estate professionals, and other reliable sources, and is believed to be accurate. There were no extraordinary assumptions implemented in deriving a market value estimate as part of this appraisal.

It is important to note, due to the southern portion of the existing structure's location within the acquisition areas; plans include removal of the structure from the subject site and the relocation of the existing tenant.

It is also important to note, according to the latest recorded deed (Book 1395, Page 936), the subject tract 102' x 92' (9,365 SF) The recorded deed also identifies the subject tract to contain approximately 1/2 acre, more or less. According to tax records, our inspection, and TDOT ROW plans, the size of the subject property utilized in this report is 9,365 SF, which equates to 0.215 acre.

EXPOSURE TIME

It is understood that in order for the subject property to achieve the market value estimated herein, an exposure time of 12 months or less is required assuming competent marketing efforts.

SCOPE OF WORK

The City of Spring Hill has requested an appraisal to estimate the market value of the property described herein for the purpose of acquisition or disposition. In accordance with the client's request, appropriate/required inspections and investigations have been conducted to gain familiarity with the subject of this report and the market in which it would compete if offered for sale.

Reliable data-subscription services have been utilized as the primary search tool for transfers of vacant land as well as improved properties. Deeds have been read and interviews with property owners and project-area real estate professionals conducted to the extent necessary to gain clarity and market perspective sufficient to develop credible opinions of use and value. Where construction costs are an integral part of the valuation pursuit, national cost services have been employed, but supplemented by local suppliers and contractors where necessary.

Applicable and customary approaches to value have been considered. Each of the traditional approaches to value has been processed or an explanation provided for the absence of one or more in the valuation of the subject property. For acquisition appraisals, furnished Right-of-Way plans have been utilized to visualize the property in an after-state where there is a remainder. Damages and/or special benefits have been considered for all remainders. As well, for acquisition appraisals, a "Formal" appraisal includes all real property aspects of the "Larger Parcel" as defined in this report or the tract as shown on the right-of-way plans, in the acquisition table, or extant on the ground at the time of inspection or date of possession. A "Formal Part-Affected" appraisal generally constitutes something less than a consideration of the entire tract, but in no way eliminates appropriate analyses, or diminishes the amount due owner had a "Formal" appraisal been conducted.

Acquisition appraisals are conducted in accordance with Tennessee's State Rule which asserts that the part acquired must be paid for and that special benefits can only offset damages.

ASSUMPTIONS, EXTRAORDINARY ASSUMPTIONS, HYPOTHETICAL CONDITIONS, AND LIMITING CONDITIONS

This appraisal report has been made with the following assumptions, extraordinary assumptions, hypothetical conditions, and limiting conditions:

- (1) The distribution, if any, of the total valuation in this report between land and improvements applies only under the stated program of utilization. The separate allocations for land and buildings must not be used in conjunction with any other appraisal and are invalid if so used.
- (2) Possession of this report, or a copy thereof, does not carry with it the right of publication. It may not be used for any purposes by any person other than the party to whom it is addressed without the written consent of the appraiser and in any event, only with proper written qualification and only in its entirety.
- (3) The appraiser herein by reason of this appraisal is not required to give further consultation, testimony, or be in attendance in court with reference to the property in question unless arrangements have been previously made.
- (4) Neither all nor any part of the contents of this report (*especially any conclusions as to value, the identity of the appraiser, or the firm with which the appraiser is connected*) shall be disseminated to the public through advertising, public relations, news, sales, or other media without the prior written consent and approval of the appraiser.
- (5) The value estimate is based on building sizes calculated by the appraiser from exterior dimensions taken during the inspection of the subject property. Land areas are based on the Acquisition Table unless otherwise noted in this report.
- (6) No responsibility is assumed for the legal description or for matters including legal or title considerations. Title to the property is assumed to be good and marketable unless otherwise stated.
- (7) The property is appraised free and clear of any or all liens or encumbrances unless otherwise stated.
- (8) Responsible ownership and competent property managements are assumed.
- (9) The information furnished by others is believed to be reliable. However, no warranty is given for its accuracy.
- 10) All engineering is assumed to be correct. The plot plans and illustrative material in this report are included only to assist the reader in visualizing the property.

State Project No. 60LPLM-F2-019 County Maury Tract No. 30
 Federal Project No. STP-M-247(9) Name of Appraiser Ted A. Boozer, MAI

**ASSUMPTIONS, EXTRAORDINARY ASSUMPTIONS, HYPOTHETICAL CONDITIONS, AND
LIMITING CONDITIONS (continued)**

- 11) It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures that render it more or less valuable. No responsibility is assumed for such conditions or for arranging for engineering studies that may be required to discover them.
- 12) It is assumed that there is full compliance with all-applicable federal, state and local environmental regulations and laws unless noncompliance is stated, defined, and considered in the appraisal report.
- 13) It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless nonconformity has been stated, defined, and considered in the appraisal report.
- 14) It is assumed that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, or national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
- 15) It is assumed that the utilization of the land and improvements is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted in the report.
- 16) Unless otherwise stated in this report, the appraiser did not observe the existence of hazardous material, which may or may not be present on the property. The appraiser, however, is not qualified to detect such substances. The presence of substances such as asbestos, area-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 additional materials on 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 or the costs involved to remove them. The appraiser reserves the right to revise the final value estimate if such substances are found on or in the property.
- 17) The Americans with Disabilities Act ("ADA") became effective January 26, 1992. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property is not in compliance with one or more of the requirements of the ADA. If so, this fact could affect the value of the property. Since we have no direct evidence relating to this issue, we did not consider possible non-compliance with the requirements of the ADA in estimating the value of the subject property.
- 18) The public improvement project or its anticipation cannot be considered in the "before" value estimate; however, when there is a "remainder", the public improvement project must be considered as to its influence on said remainder(CFR, Title 49, Subtitle A, Part 24, Subpart B, Sec. 24.103(b). Source: FAQ 213
- 19) This appraisal contains a hypothetical condition that the subject roadway project will be constructed according to plans and cross sections referenced in this report. The use of this hypothetical condition might have affected the assignment results.
- 20) Applicable to Formal Part-Affected type of appraisal – when all the land area and/or all improvements are not appraised this is considered a hypothetical condition. The use of this hypothetical condition might have affected assignment results.

CERTIFICATE OF APPRAISER

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

- (1) The statements of fact contained in this appraisal are true and correct.
- (2) The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- (3) I have no (or the specified) present or prospective interest in the property that is the subject of this report, and no (or the specified) personal interest with respect to the parties involved.
- (4) That I have performed no (or the specified) services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- (5) I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- (6) My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- (7) My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors that 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.
- (8) My analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice, Uniform Act*, and *TDOT Guidelines for Appraisers*.
- (9) I have made a personal inspection of the property that is the subject of this report. (If more than one person signs the certification, the certification must clearly specify which individuals did and which individuals did not make a personal inspection of the appraised property). I have also made a personal field inspection of the comparable sales relied upon in making said appraisal. The subject and the comparable sales relied upon in making said appraisal were represented by the photographs contained in said appraisal and/or market data brochure.
- (10) John B. Cox, State of Tennessee Certified General Real Estate Appraiser, provided significant real property appraisal assistance to the person signing this certification.
- (11) That I understand that said appraisal is to be used in connection with the acquisition of right-of-way for a highway to be constructed by the State of Tennessee with without , the assistance of Federal-aid highway funds, or other Federal funds.
- (12) That such appraisal has been made in conformity with the appropriate State laws, regulations and policies and procedures applicable to appraisal of right-of-way for such purposes; and that to the best of my knowledge no portion of the value assigned to such property consists of items which are non-compensable under the established law of said State.
- (13) That any increase or decrease in the fair market value of real property prior to the date of valuation caused by the public improvement for which said property is acquired, or by the likelihood that the property would be acquired for such improvement, other than that due to physical deterioration within the reasonable control of the owner, will be disregarded in determining the compensation for the property.
- (14) That I have not revealed the findings and results of such appraisal to anyone other than the proper officials of the City of Spring Hill or officials of the TDOT or the Federal Highway Administration and I will not do so until so authorized by State officials, or until I am released from this obligation by having publicly testified to such findings.

(15) THAT the OWNER (Name) John T. Neal were contacted on (Date) 7/8/2014 & 10/1/2014

In Person By Phone *By Mail, and was given an opportunity for he or his designated representative (Name) Mr. Cammie Neal to accompany the appraiser during his or her inspection of the subject property.

The owner or his representative Declined Accepted to accompany appraiser on (Date) 11/1/2014

*If by mail attach copy to 2A-12

Date(s) of inspection of subject 11/1/2014

Date(s) of inspection of comparable sales 10/1/2014 & 11/1/2014

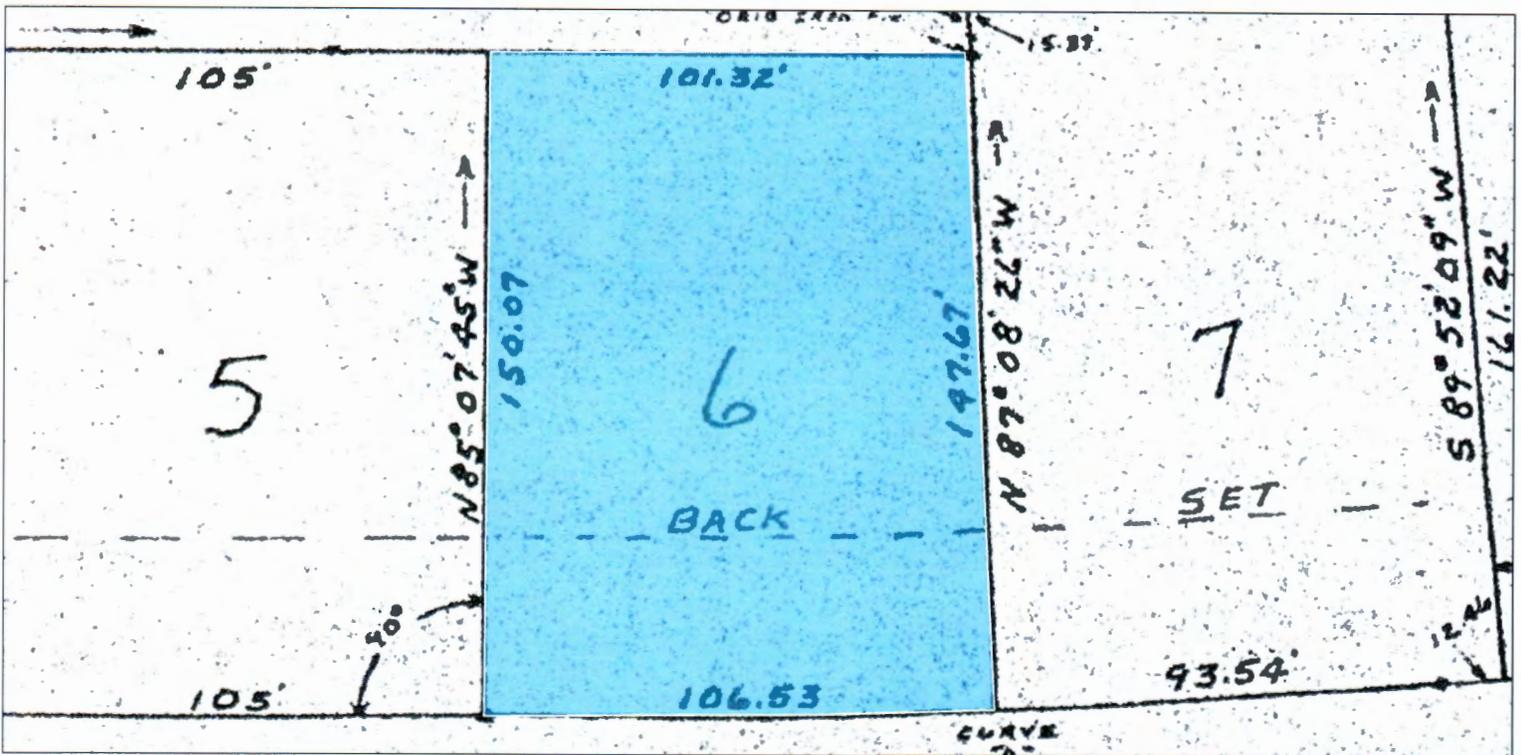
- (16) That the centerline and/or right-of-way limits were staked sufficiently for proper identification on this tract.
- (17) That the roadway cross sections were furnished to me and/or made available and have been used in the preparation of this appraisal.
- (18) That my (our) opinion of the fair market value of the acquisition as of the 1st day of November, 2014 is \$93,500 Based upon my independent appraisal and the exercise of my professional judgment.

Appraiser's Signature  Date of Report 2/9/2016
State of Tennessee Certified General Real Estate Appraiser License Number CG-973

AERIAL PHOTOGRAPH



PLAT MAP



PHOTOGRAPH



**RESIDENTIAL AND RURAL
MARKET DATA
(Sales & Rentals)**

Address or General Location 2444 Depot Street, Spring Hill, Maury County, Tennessee

Directions to Property From Hwy 31 (Columbia Pike); northwest on Depot Street to property on the right.

Tax Map and Parcel No. 25P/A/4.00 Book 2280 Page 508 Property Rights Fee simple

Grantor Thomas Wesley Collins Grantee Adriel Nutter & Neal Nutter

Date of Sale 6/16/2014 Verified Consideration \$136,000 Verified Seller's Agent

Financing: Type N/a Interest Rate N/a Terms N/a

MOTIVATION OF SALE Typical

Land: Dimensions Tract 1: 50' x 225' x 50' x 225' Sq. Ft. 12,260 Acres 0.28
Tract 2: 50.5' x 40' x 50'

Zoning R-1 Highest and Best Use: Single-Family

OFF SITE IMPROVEMENTS: Paved Street Gravel Road Sidewalk Curb Gutters

UTILITIES AVAILABLE: Water Electric Telephone Gas Sewers Septic System

Structure No. 1 No. Stories 1 Function Single Family Construction Wood Frame

Quality Average Condition Good Roof Gable Age: Actual 84 Effective 30

Plumbing Electrical Heating System Gas Air Cond. Central

Fireplace 2 Insulation: Floors Walls Ceiling None None

No. Rooms 9 Bedrooms 3 Baths 2 Kitchen, Built-ins

Area Above Grade: 1st Floor 1,400 SF 2nd Floor 3rd Floor Total 1,400

Basement- Fin. Area Unfin. Area Floors/Walls Attic: Fin. Unfin.

Garage: Area Carport Attach. Detach. Built-in Fin. Unfin.

Porches/Patios/Decks: (Description & Dimensions) One (1), 6' x 8' covered front porch with wood posts; 10' x 20' rear wood deck; 10' x 14' storage shed

OTHER IMPROVEMENTS

Function	Construction	Condition	Contributing Value
(A) _____	_____	_____	_____

COMMENTS: This is the sale of a 1,400 SF, one-story single family rental dwelling located along the west side of Depot Street in Spring Hill, Maury County, TN. Construction features include wood framing and wood exterior and a gable/hip roof with composition shingle roof cover. The dwelling contains 3 bedrooms, 2 full bathrooms, a kitchen/dining room, living room, and den. The structure includes a 30 SF covered front porch and a 200 SF rear wood deck. Other improvements include a gravel drive, sidewalk, a 140 SF detached storage shed, and manicured lawn. Constructed in 1930, the improvements are considered to be in good physical condition and have been well maintained and recently renovated. Verified by Mr. Wade Collins @ Benchmark Realty (615-390-1958). According to Seller's Agent, the transaction was considered typical with no unusual conditions of sale. Mr. Collins stated the property was offered for sale as either a single family home or rental property.

VERIFIED Sale Price \$ 136,000

(1) Adj. for Property Rights Conveyed \$ _____

(2) Adj. for Financing Terms \$ _____

(3) Adj. for Conditions of Sale \$ _____

CASH EQUIVALENT Sales Price of Comparable Sale \$ 136,000

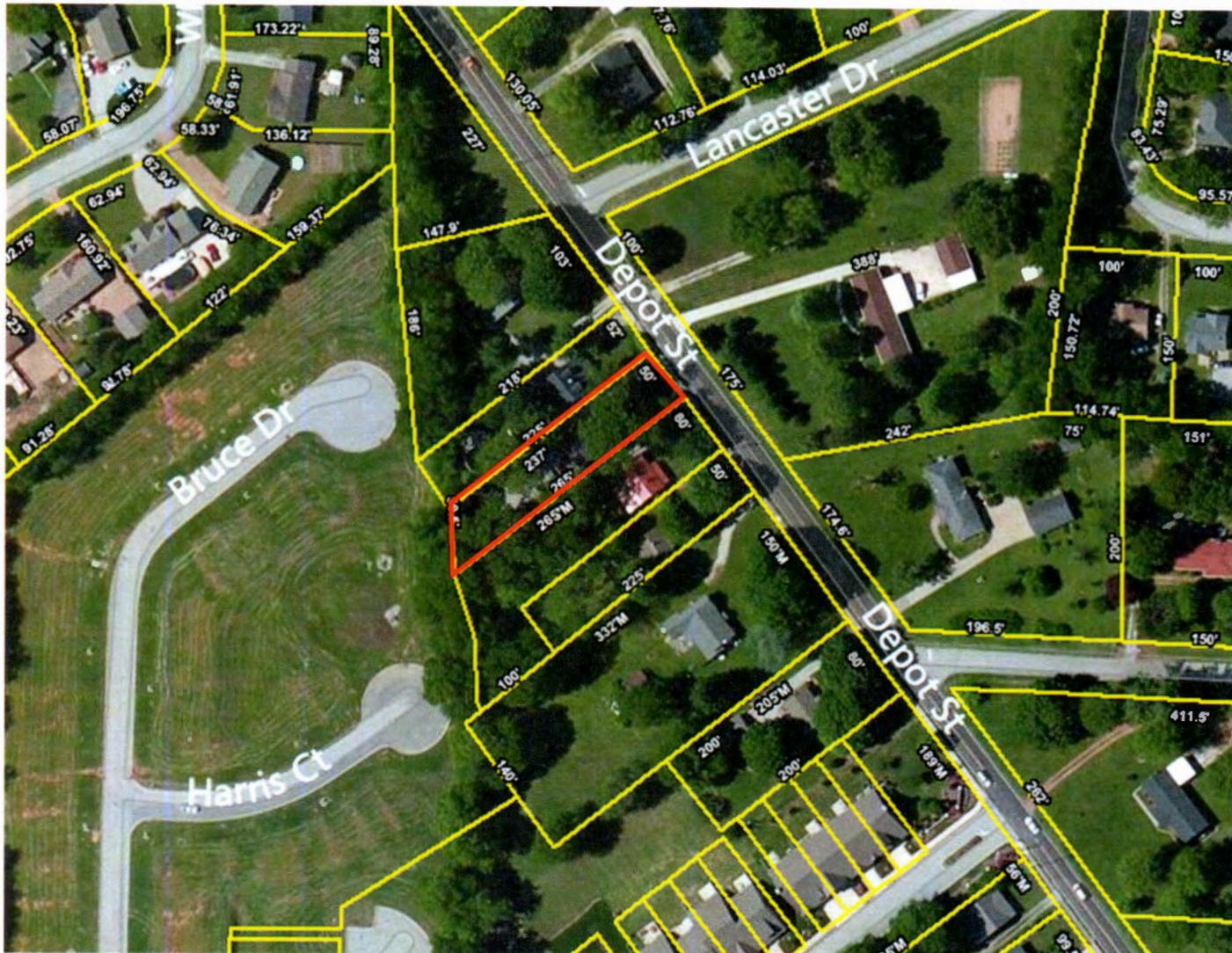
Sales Amount Attributable to Land \$ 35,000 Sales Amount Attributable to Improvements \$ 101,000

Adjusted Unit of Comparison of Building to Include Land: \$97.14 Per Square Foot

State Project No. 60LPLM-F2-019 County Maury/Williamson Sale or Rental No. SF2

Federal Project No. STP-M-247(9) Name of Appraiser Ted A. Boozer, MAI Date 12/6/2014

AERIAL PHOTOGRAPH



PHOTOGRAPH



State Project No. 60LPLM-F2-019 County Maury & Williamson Sale or Rental No. SF2
Federal Project No. STP-M-247(9) Name of Appraiser Ted A. Boozer, MAI Date 11/11/2014

RESIDENTIAL AND RURAL
MARKET DATA
(Sales & Rentals)

Address or General Location 813 West End Circle, Franklin, Williamson County, Tennessee

Directions to Property From Franklin Square to Main Street; right on Petway Street; left on West End Circle to property on the Left.

Tax Map and Parcel No. 78G/B/4.00 Book 5501 Page 205 Property Rights Fee simple

Grantor Geraldine Parnell, Individually And As Executrix Of The Estate of Lucy Ryan White, Deceased, And Earline Billingsley, Individually Grantee Michael Handley and wife, Alina Handley

Date of Sale 1/31/2012 Verified Consideration \$105,000 Verified Seller's Agent

Financing: Type N/a Interest Rate N/a Terms N/a

MOTIVATION OF SALE Typical

Land: Dimensions 105' x 75' x 105' x 75' Sq. Ft. 7,875 Acres 0.18

Zoning R-3 Highest and Best Use: Single-Family

OFF SITE IMPROVEMENTS: Paved Street Gravel Road Sidewalk Curb Gutters

UTILITIES AVAILABLE: Water Electric Telephone Gas Sewers Septic System

Structure No. 1 No. Stories 1 Function Single Family Construction Wood Frame

Quality Average Condition Average Roof Gable Age: Actual 66 Effective 30

Plumbing Electrical Heating System Gas Air Cond. Central

Fireplace 1 Insulation: Floors Walls Ceiling None _____

No. Rooms 8 Bedrooms 3 Baths 2 Kitchen, Built-ins

Area Above Grade: 1st Floor 1,698 SF 2nd Floor _____ 3rd Floor _____ Total 1,698

Basement- Fin. Area _____ Unfin. Area _____ Floors/Walls _____ Attic: Fin. _____ Unfin. _____

Garage: Area _____ Carport _____ Attach. _____ Detach. _____ Built-in _____ Fin. _____ Unfin. _____

Porches/Patios/Decks: (Description & Dimensions) One (1), 6' x 7' covered front porch with wood posts; 10' x 20' rear wood deck; 25' x 20' covered patio; stone retaining wall

OTHER IMPROVEMENTS

Function	Construction	Condition	Contributing Value
(A) _____	_____	_____	_____

COMMENTS: This is the sale of a 1,698 SF, one-story single family dwelling located along the west side of West End Circle in Franklin, Williamson County, TN. Construction features include wood framing and wood exterior and a gable/hip roof with composition metal roof cover. The dwelling contains 3 bedrooms, 2 full bathrooms, a kitchen, dining room, and living room. The structure includes a 42 SF covered front porch and a 500 SF rear covered patio. Other improvements include a concrete drive, masonry retaining wall, and a manicured lawn. Constructed in 1948, the improvements are considered to be in average physical condition and have been well-maintained and recently renovated. Verified by Mr. Paul Moye @ Benchmark Realty (615-731-1544). According to Seller's Agent, the transaction was considered typical with no unusual conditions of sale.

VERIFIED Sale Price \$ 105,000

(1) Adj. for Property Rights Conveyed \$ _____

(2) Adj. for Financing Terms \$ _____

(3) Adj. for Conditions of Sale \$ _____

CASH EQUIVALENT Sales Price of Comparable Sale \$ 105,000

Sales Amount Attributable to Land \$ 40,000 Sales Amount Attributable to Improvements \$ 65,000

Adjusted Unit of Comparison of Building to Include Land: \$61.83 Per Square Foot

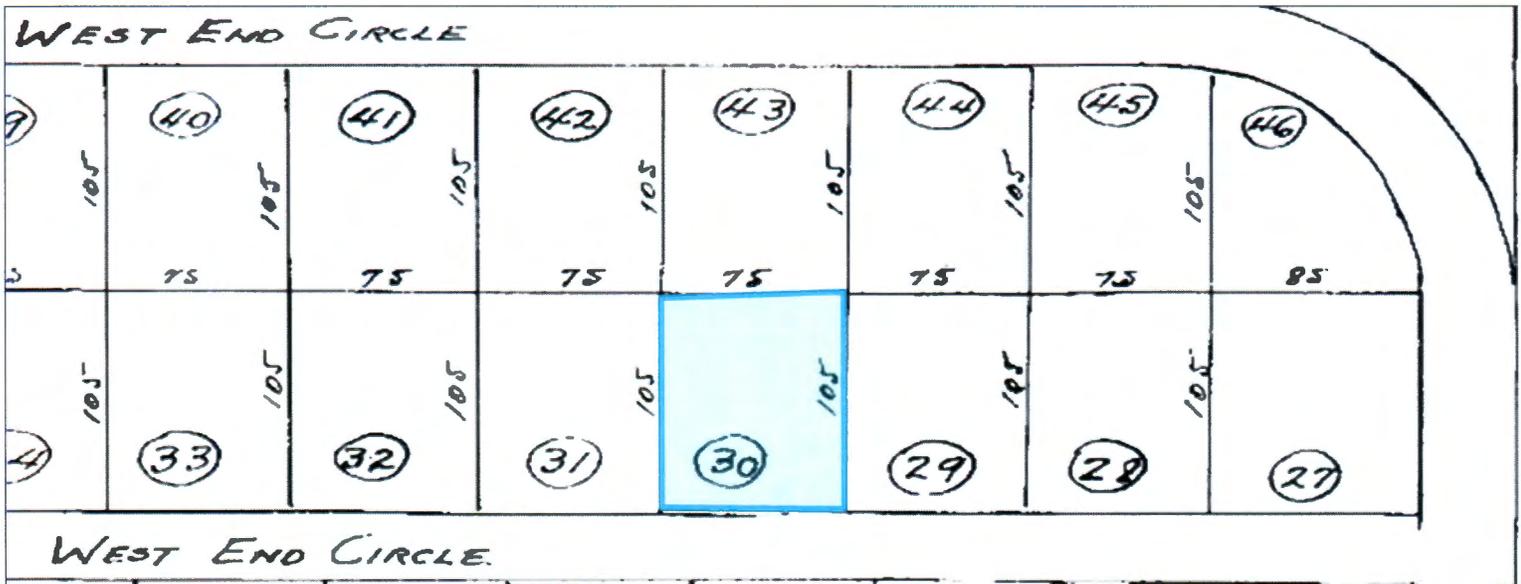
State Project No. 60LPLM-F2-019 County Maury/Williamson Sale or Rental No. SF3

Federal Project No. STP-M-247(9) Name of Appraiser Ted A. Boozer, MAI Date 12/6/2014

AERIAL PHOTOGRAPH



PLAT MAP



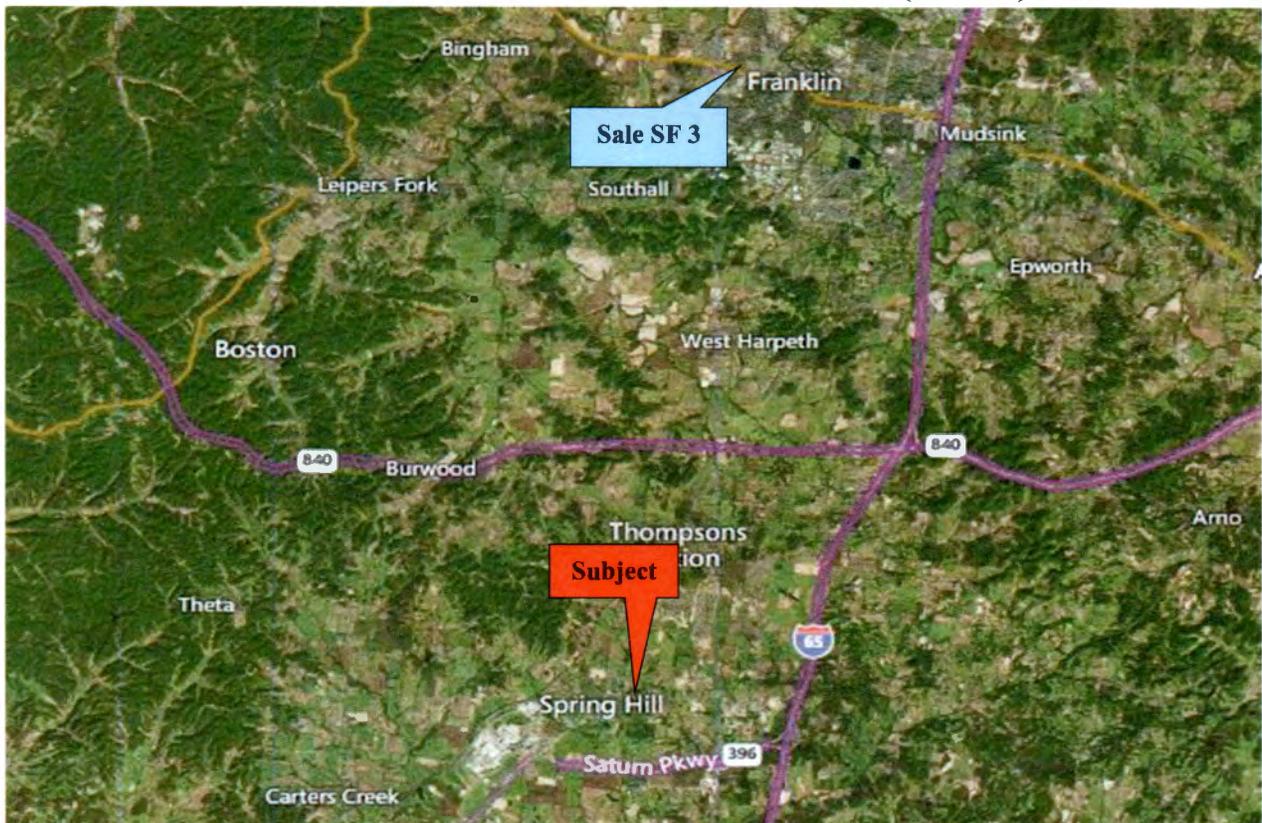
PHOTOGRAPH



SINGLE-FAMILY DWELLINGS SALES MAP (SALES 1-3)



SINGLE-FAMILY DWELLINGS SALES MAP (SALE 3)



SUMMARY OF COMPARABLE DUPLEX SALES & LISTING										
Sale #	Address	Bedrooms	Full Baths	Half Baths	Year Built	Gross Living (SF)	DOM	Closed Date	Sale Price	\$/ Bldg SF
SF1	811 Hughes Street	3.0	1.0	0.0	1972	975	90	05/28/14	\$ 84,000	\$ 86.15
SF2	2444 Depot Street	3.0	2.0	0.0	1930	1,400	60	06/16/14	\$ 136,000	\$ 97.14
SF3	813 West End Circle	3.0	2.0	0.0	1948	1,698	120	01/31/12	\$ 105,000	\$ 61.84
Average Indications		3.0	1.7	0.0	1950	1,992	90	08/24/13	\$ 108,333	\$ 81.71
Median Indications		3.0	2.0	0.0	1948	2,050	90	05/28/14	\$ 105,000	\$ 86.15

Analysis of Comparable Sales

As indicated in the table above, the average sale prices for the three comparable single-family sales ranged from \$84 to \$136,000, with an overall average of \$108,333 and a median sale price of \$105,000. On a price per SF basis, the indicated range was \$61.84/SF to \$97.14/SF, with an average of \$81.71/SF and a median of \$86.15/SF. It is important to note, there have been very few recent sales of circa 1900 farm homes within the city limits of Spring Hill. Consequently, we expanded our search geographically and chronologically and the three closed sales represent some of the best sales deemed comparable to the subject and provide a reasonable range in which to estimate the subject's market value.