

**APPRAISAL REPORT OF**

**Vacant lot  
N. 8th Street  
Columbia, Missouri**

**FILE NO. C609016**

**CLIENT**

**City of Columbia  
701 E. Broadway  
P.O. Box 6015  
Columbia, MO 65205**

**AS OF  
September 19, 2016**

**PREPARED BY  
J.D. Moran, MAI and Allan J. Moore, MAI**

**PREPARED ON  
September 27, 2016**

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September 27, 2016

Mr. Randy Cole  
City of Columbia  
701 E. Broadway  
P.O. Box 6015  
Columbia, MO 65205

Re: Real estate appraisal of a vacant multi-family lot, located on N. 8th Street, Columbia, Missouri, under the ownership of Vicki Ann Connelly & Carolyn Roth Boucher.  
File # C609016

Dear Mr. Cole:

In fulfillment of our agreement as outlined in the letter of engagement, we are pleased to transmit herewith the appraisal report of the above property, including our opinion of the "as is" market value of the fee simple estate in the referenced parcel of real estate, as of September 19, 2016. Our opinion of market value is:

**SIXTY THREE THOUSAND DOLLARS**

**\$63,000**

The value opinion reported is qualified by certain definitions, assumptions, limiting conditions, and certifications, which are set forth within the attached report.

The appraisal is subject to the following extraordinary assumptions: None.

The appraisal is subject to the following hypothetical conditions: None.

The use of extraordinary assumptions or hypothetical conditions might have affected the assignment results.

The following report sets forth the supporting data and reasoning which form the basis of our opinion. The appraisal report has been prepared in accordance with our interpretation of the client's guidelines, Title XI of the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA), and the *Uniform Standards of Professional Appraisal Practice* (USPAP).

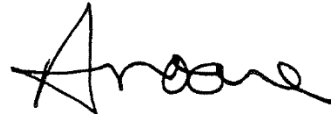
This letter is invalid as an opinion of value if detached from the report.

The client and intended user of this appraisal is City of Columbia. If you have any questions concerning the report, please call me. Thank you for the opportunity to be of service.

Sincerely yours,

A handwritten signature in black ink that reads "J.D. Moran" with a long, sweeping horizontal line extending to the right.

J.D. Moran, MAI

A handwritten signature in black ink that reads "Allan J. Moore" with a stylized, cursive script.

Allan J. Moore, MAI

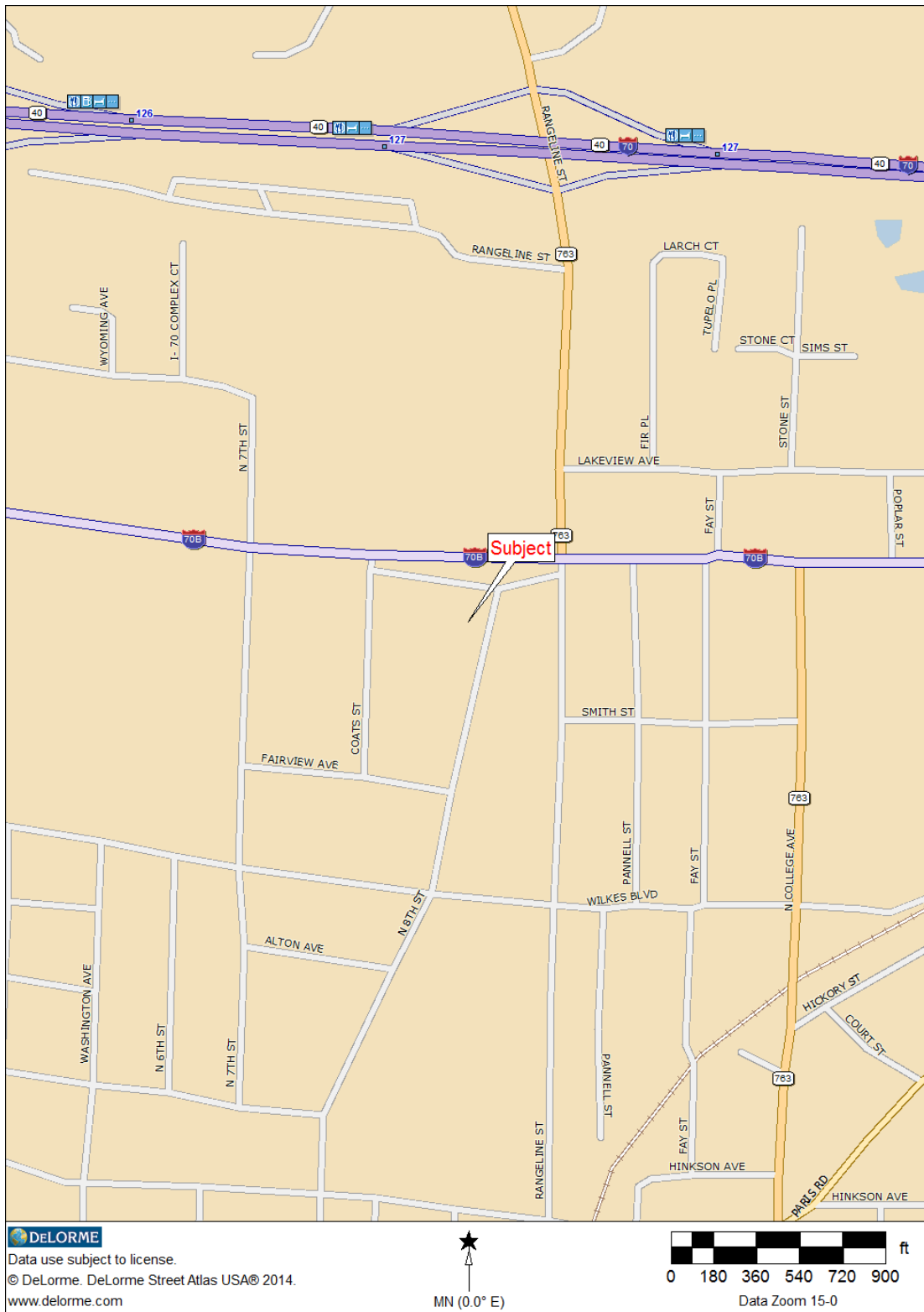
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## **EXECUTIVE SUMMARY**

<b>PROPERTY LOCATION:</b>	N. 8th Street, Columbia, Missouri
<b>OWNERSHIP:</b>	Vicki Ann Connelly & Carolyn Roth Boucher
<b>APPRAISAL CLIENT:</b>	City of Columbia
<b>PURPOSE OF APPRAISAL:</b>	Develop an opinion of the market value of the fee simple estate.
<b>EFFECTIVE DATE OF APPRAISAL:</b>	September 19, 2016
<b>TYPE OF PROPERTY:</b>	Vacant multi-family lot
<b>LAND AREA:</b>	18,806 s.f.
<b>BUILDING AREA:</b>	None
<b>CURRENT ASSESSED VALUE:</b>	\$2,565
<b>ZONING:</b>	R-3, multi-family
<b>SALES COMPARISON APPROACH:</b>	\$63,000
<b>CONCLUSION OF MARKET VALUE:</b>	\$63,000
<b>ESTIMATED EXPOSURE TIME:</b>	One year
<b>EXTRAORDINARY ASSUMPTIONS:</b>	None
<b>HYPOTHETICAL CONDITIONS:</b>	None

# SUBJECT LOCATION MAP



## SUBJECT PHOTOGRAPHS



View from 8<sup>th</sup> Street



8<sup>th</sup> Street looking south



8<sup>th</sup> Street looking north



Site view looking west



Site view looking west



Site view looking west





Site view looking east



Site view looking east



View across street



Parking lot north of subject



## **IDENTIFICATION OF PROPERTY**

The subject property is street addressed as N. 8th Street, Columbia, Missouri. The site includes a total area of 18,806 s.f. There are no building improvements.

## **PROPERTY OWNERSHIP AND RECENT HISTORY**

The subject property is owned by Vicki Ann Connelly & Carolyn Roth Boucher. The property was transferred to the current owners from Carolyn Boucher, Dudley Roth and Gladys Roth Trust on January 23, 2014. The transaction was recorded by Trusteed Deed at Book 4264 at Page 22, records of Boone County. This is a related party transfer. There have been no other transfers in the last three years known to the appraiser.

The property was listed for \$75,000 for approximately 1 year with Plaza Realty. The listing expired recently. Per the listing broker, there were no offers. There are no other listings of the property known to the appraiser in the last three years.

## **LEGAL DESCRIPTION**

Lot Number Severn (7) in J.D. Conley's Addition to the City of Columbia, Boone County, Missouri.

## **INTENDED USERS**

The intended user of this report is City of Columbia. Use of the report by others is not intended by the appraiser.

## **INTENDED USE**

The intended use of this appraisal is for internal business decisions.

## **DEFINITION OF MARKET VALUE**

Fair market value is the value of the property taken after considering comparable sales in the area, capitalization of income, and replacement cost less depreciation, singularly or in combination, as appropriate, and additionally considering the value of the property based upon its highest and best use, using generally accepted appraisal practices. If less than the entire property is taken, fair market value shall mean the difference between the fair market value of the entire property immediately prior to the taking

and the fair market value of the remaining or burdened property immediately after the taking. (RSMo 523.001)

### **FEE SIMPLE INTEREST**

An absolute ownership unencumbered by any other interest or estate. A fee simple estate is subject only to the limitations imposed by the governmental powers of taxation, eminent domain, escheat and police power.

### **DEFINITION OF EXTRAORDINARY ASSUMPTION**

An assumption, directly related to a specific assignment, as of the effective date of the assignment results, which, if found to be false, could alter the appraiser's opinions or conclusions.

### **DEFINITION OF HYPOTHETICAL CONDITION**

A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis.

### **EFFECTIVE DATE OF THE APPRAISAL**

The effective date of this appraisal report is September 19, 2016. Unless otherwise stated, all factors pertinent to a determination of value, as estimated herein, were considered as of this date. The date of the report is September 27, 2016.

### **SCOPE OF WORK**

The scope of work is defined by USPAP as the type and extent of research and analyses in an assignment. The scope of work includes, but is not limited to, the extent to which the property is identified; the extent to which tangible property is inspected; the type and extent of data researched; and the type and extent of analyses applied to arrive at opinions or conclusions. In developing a real property appraisal, an appraiser must identify the problem to be solved, determine the scope of work necessary to solve the problem, and correctly complete research and analyses necessary to produce a credible value conclusion that will serve the needs of the client.

The first step is to identify the appraisal problem to be solved. This process starts with consultation with the client. Through consultation with the client the appraiser identifies any other intended users of the appraisal; intended uses of the appraiser's opinions and conclusions; type and definition of value; and effective date of the appraiser's opinions and conclusions. The appraiser identifies the subject of the assignment and its relevant characteristics and the assignment conditions. The assignment is a valuation service provided as a consequence of an agreement between an appraiser and a client. The assignment conditions include assumptions, extraordinary assumptions, hypothetical conditions, supplemental standards, jurisdictional exceptions, and other conditions that affect the scope of work.

The extent of research work completed for this report began with market data from the Moore & Shryock, L.L.C. office files and factual information provided by the owner. The appraisers have made an investigation of additional comparable data sources including public records, personal contacts with buyers, sellers and developers familiar with similar properties, real estate brokers, other professional appraisers active in the area, property managers and mortgage lenders.

In preparation of this appraisal, the appraisers have:

1. Observed the site and surrounding area in order to gather information about the physical characteristics that are relevant to the valuation problem.
2. Assembled and analyzed pertinent economic data.
3. Identified and analyzed comparable property transactions. This data has been confirmed with the buyer, seller, another appraiser, or agent handling the transaction.
4. Reconciled the above research data to form our opinion of the market value for the subject property.

Moore & Shryock, L.L.C. periodically is engaged in appraisal assignments involving properties similar to the subject of this report. The specific data and conclusions from these studies also provided valuable comparisons. This appraisal report includes the following items.

1. A description of the land being appraised.
2. A sales history of the subject property.
3. A summary of property trends in the local market including identification of current and projected competition and a forecast of effective demand.
4. A highest and best use analysis is based on our survey of the market, supply and demand factors, and examination of the feasibility of alternative uses.
5. We have considered the sales comparison approach to arrive at a final opinion of value for the subject property. The Income and Cost Approaches were not considered because these are not relied upon by market participants for this property type.
6. Appropriate photographs, maps, graphics and addendum/exhibits have been included to support our analyses and conclusions.

## **AREA DATA**

### **LOCATION**

The City of Columbia is located in central Missouri at the intersection of Interstate Highway 70 and U.S. Highway 63. Columbia is midway between St. Louis and Kansas City, being approximately 125 miles from the center of each metropolitan area. Jefferson City, the state capitol, is located 33 miles to the south of Columbia.

### **GOVERNMENT**

The City of Columbia operates under a home rule (Council-Manager) form of government. The City has a zoning ordinance, building codes and a comprehensive city plan. The City Council is composed of the mayor and six ward representatives. The Council is the policy and lawmaking body for Columbia.

Columbia is the county seat of Boone County. The County is governed by a commission composed of three commissioners. The Commission oversees the budget and makes policy decisions pertaining to county government. The County maintains a planning and zoning program by use of a zoning ordinance, subdivision regulations and building codes.

### **POPULATION AND WORK FORCE**

The US Census Bureau estimated population in 2010 at 108,500 for the City of Columbia and 162,642 for Boone County. The Columbia population showed an increase of 28.36% from the 2000 Census estimate of 84,531. The population of Boone County increased 20.1% from the 2000 census of 135,454 to a total of 162,642.

The period from 1960 to 2000 was a time of dramatic population growth in Boone County. From 1960 to 1980 the population of Boone County changed from 55,205 to 100,376, an increase of 81.8%. This represents an average annual increase of 4%. The period from 1980 to 2000 indicated a change in population of Boone County from 100,376 to 135,454, an increase of 34.9%. This represents an average annual increase of 1.7%. The period from 2000 to 2010 represents an average annual increase of 2.8%.

### **EMPLOYMENT AND ECONOMY**

The unemployment rate in Columbia is consistently lower than state and national rates due to the diverse economic base of the area. The largest employment sectors in the Columbia MSA are education, services, government, and retail trade. The education sector includes the University of Missouri, Columbia's largest employer. The service sector includes a large healthcare and insurance component.

Below is a list of employers within the Columbia MSA that employ 500 or more people. An analysis of the most significant industries/sectors is provided after the list of employers.

<b>Organization</b>	<b>Product/Service</b>	<b>Number of Employees</b>
<b>University of Missouri (MU)</b>	Education	8,750
<b>University Hospital &amp; Clinics</b>	Medical/Education	4,284
<b>Columbia Public Schools</b>	Education	2,417
<b>Boone Hospital Center</b>	Medical Care	2,000
<b>City of Columbia</b>	Government	1,440
<b>Harry S. Truman Veteran's Hospital</b>	Medical Care	1,354
<b>Veterans United Home Loans</b>	Mortgage Lending	1,173
<b>Shelter Insurance Companies</b>	Insurance	1,109
<b>MBS Textbook Exchange</b>	Education/Retail	863
<b>State Farm Insurance Companies</b>	Insurance	850
<b>Columbia College</b>	Education	766
<b>Joe Machens Dealerships</b>	Auto Sales	711
<b>Hubbell Power Systems, Inc.</b>	Manufacturing	580
<b>Kraft Foods</b>	Food Production	550
<b>State of Missouri (excludes MU)</b>	Government	502

## **HEALTH SERVICES**

With six major hospitals and approximately 1,256 hospital beds, Columbia has hospital facilities capable of serving a regional population of 450,000. The employed labor force working in medically related occupations includes over 1,000 doctors specializing in every medical field and over 2,200 registered nurses and over 660 licensed practical nurses.

Columbia's healthcare facilities include a major teaching hospital and children's hospital (University Hospital), one private community hospital (Boone Hospital Center), a veteran's hospital (Harry S. Truman Memorial Veteran's Hospital), a cancer treatment center (Ellis Fischel Cancer Center) a 60-bed rehabilitation hospital (Rusk Rehabilitation Center), a psychiatric care facility (Missouri Psychiatric Center) and a long term acute care hospital (Landmark Hospital of Columbia). Both the University and Boone hospitals recently expanded their facilities and programs. The University projects include three phases with a projected cost of \$850 million dollars. The Ellis Fischel relocation to the University of Missouri campus was completed in 2013. Boone Hospital completed a 920 space-parking garage and patient tower in 2013. The cost was \$120 million dollars. Boone Hospital recently completed the first phase of a south campus office facility. The south campus will include a 65,000 square foot main building, two 12,000 square foot buildings and a 35,000 square foot facility. Some of the building will be available for lease to health care professionals.

In our opinion, Columbia's medical industry will continue to grow; due in part to a large referral practice conducted by central Missouri physicians. The medical industry not only provides an excellent level of health care for residents, but also has a positive impact on the economy.

Recently Columbia is expanding the Health Services industry by attracting high-tech medical companies. Clinical Research Organization, BioPharma Services Inc. has recently chosen Columbia to open new facilities. Northwest Medical Isotopes recently revealed plans to invest \$50 million dollars to construct a radioisotope production facility at Discovery Ridge Research Park, which will bring 68 high-paying jobs to the region.

## **EDUCATION**

Education is Columbia's largest and most important employment sectors. Education accounts for a majority of the jobs in Columbia. The education system includes: one university, two liberal-arts colleges, trade schools, satellite locations of other colleges, the public school system, parochial schools, and private schools.

The flagship campus of the University of Missouri is located in Columbia. The Columbia campus was established in 1839 as a land grant institution. The campus, which includes 1,358 acres of land, is located in the central sector of the city at the south edge of the central business district (“The District”).

At present, the University offers degree programs in 18 schools and colleges, and maintains an enrollment of over 35,000. The enrollment has grown significantly over the past 10 years.

The number of students enrolled at the University of Missouri for the last seven years is as follows:

### **Historic:**

<b>MU Fall Enrollment</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
<b>Campus Total</b>	31,237	32,415	33,805	34,748	34,658	35,441	35,448	32,777
<b>Increase (%)</b>		3.77%	4.29%	2.79%	-0.26%	2.26%	0.20%	-7.53%

Enrollment had previously been projected to continue increasing through 2019, however as of August 23, 2016, the fall 2016 enrollment was 2,273 students lower than 2015. This decline is broken down as 1,412 freshmen and 861 upper classmen/graduate students. The decline is due to a combination of factors including shrinking freshman class size, including smaller high school class sizes, increased recruiting from other universities, and campus turmoil in the fall 2015.

About 30% of the students are from out of state. The university has simultaneously raised tuition and enrollment standards since 2009, and offers more academic scholarship programs. The 2016 average ACT score of freshman set a new record high of 26.

Columbia College, a private college founded in 1851, is located at the north edge of “The District”. The Columbia campus currently maintains an enrollment, including evening and extended studies



students, of 16,946 students. The total annual enrollment including day, evening, nationwide campuses, online campus, and graduate studies is over 30,000. Thirteen major programs offered at Columbia College include art, business administration, criminal justice administration, education, administration, psychology, and social work.

Stephens College is a private women's college located at the east edge of "The District". Established in 1833, the college has a current enrollment of 843, including graduate and continuing studies programs. The residential student population is 700. The college offers programs for business administration, radio-TV-film, fashion, legal assistants, and equestrian science

The Columbia Public School District includes 21 elementary, 6 middle schools and 4 senior high schools, and an area vocational school. Battle High School opened in 2013. Over 17,000 students were enrolled in the 2015-2016 school year, and over 2,000 faculty and staff members are a part of this system. The school district has an AAA rating, the highest possible in Missouri, and is recognized for excellence on a regular basis both state and nationwide. According to the Missouri State Board of Education there are 12 non-public schools in Columbia with an enrollment of over 1,200 students. In 2012, Father Tolton Catholic High School completed construction in south Columbia on Gans Road west of Highway 63. Columbia Independent School purchased and renovated a former office building for school use in 2009.

## **INSURANCE**

The insurance industry has a significant role in Columbia's economy. Columbia is the corporate headquarters of Shelter Insurance and the regional headquarters of State Farm Insurance. In 2004-05 State Farm relocated several jobs to Columbia as a result of closing offices in Monroe, Louisiana. They added 188 jobs in 2004, and 180 in the first half of 2005, plus another 60 unrelated training jobs. Other insurance companies operating in Columbia include Columbia Mutual Insurance Company and Missouri Employers Mutual Insurance Company.

## **INDUSTRY AND MANUFACTURING**

The manufacturing sector continues to represent a decreasing percentage of Columbia's economic base. According to the Missouri Economic Research and Information Center, about 4% of the employed labor force in Boone County is employed in manufacturing.

The largest industrial employers in the area include: Hubbell/Chance Co, Columbia Foods (Oscar Mayer), Square D Company, Watlow Electric, Dana Corporation, ABC Laboratories, Inc., 3-M Company, Otsccon, and PepsiCo.

A majority of Columbia's industrial base is made up of "clean" industry. There are very few "smokestack" type industries operating here. Our market has had difficulty, along with the region, in securing larger manufacturing concerns and the local economic development corporation is focusing on the recruitment of technology or knowledge-based employers that can benefit from a relationship with MU. In our opinion, this will have noticeable rewards over the next 10 years.

## **RETAIL TRADE**

Approximately 13% of the employed labor force works in the retail sector. Columbia serves as a regional shopping center for mid-Missouri and has tremendous buying power within its own population. Sales growth slowed in 2008 due to the recession and expansion of shopping facilities in other central Missouri towns, such as Jefferson City, but has resumed increases since 2010. The trend in taxable sales, which are tabulated by the MO Department of Revenue, provides a good indication of the growth in this sector. A summary of taxable sales for Columbia, published by the City of Columbia for the last 6 years, is provided. Note: These figures are not adjusted for inflation.

<b>Year</b>	<b>Taxable Sales</b>	<b>\$ Increase</b>	<b>% Increase</b>
2010	\$1,959,805,400	\$38,000,700	1.98%
2011	\$2,074,241,900	\$114,436,500	5.80%
2012	\$2,173,169,500	\$98,927,600	6.00%
2013	\$2,255,243,500	\$82,074,000	3.78%
2014	\$2,342,346,600	\$87,103,100	3.86%
2015	\$2,380,852,200	\$38,505,600	1.64%

## **CONVENTION AND TOURISM TRADE**

Columbia maintains a strong convention trade due to its strategic geographic location within the state and the facilities it offers for lodging and convention type business. There are four exhibition facilities and numerous hotels with meeting facilities.

The Columbia hotel/motel market includes a total of 36 hotels/motels with 3,770 guestrooms. The most recent completed new construction in the local market is the Candlewood Suites, which was recently completed just north of Clark Lane. This extended-stay hotel includes 96 rooms. The Holiday Inn Express and Suites, which was recently completed at the Stadium Boulevard and Highway 63 interchange. This hotel includes 121 rooms. The Broadway Columbia, a Doubletree hotel located downtown was also recently completed and includes 114 guestrooms. Additional new construction projects are planned including a TownePlace Suites by Marriot at the Gans Road and Highway 63 interchange, and a Springhill Suites just north of Clark Lane. The Providence Inn & Suites closed in 2014, and is not included in the total motel count. Based on available information, a buyer has been in negotiations to purchase this property and renovate it for continued motel use, however this property has not sold to date and the details of a potential transaction could not be confirmed. The former Comfort Inn at the Highway 63 and I-70 interchange is currently out of service as it was to be converted (this hotel is not included in the Columbia hotel/room count). This property was originally planned for conversion to a Holiday Inn Express, however the property lost this flag. The property has been

out of service for a significant period. It was reported that the ownership is attempting to convert this property to a Best Western, however timing of completion is unknown. The closure of this property for conversion has resulted in lower competition at this interchange. It is unknown when the property will be reopened as a hotel. However, if reopened, this hotel will increase competition. Supply increases in the local market have been generally limited in previous years; however the economy and demand for guestrooms has increased since 2009, and recent new construction has occurred and is occurring.

Columbia's tourism trade is supported by college events such as sports and graduation, and by other events such as the annual Show-Me State Games and Special Olympics state games (both multi-sport competition with participants from throughout the state) and the Roots and Blues and BBQ festival.

One measure of the health of Columbia's convention and tourism trade is the tax collected for the Convention and Tourism Fund. This room tax was increased in January 2000 from 2% to 4% of all receipts from the rental of any sleeping accommodations at hotels or motels. A summary of this tax for the last six years follows. Annual reporting is on a fiscal year of October 1 to September 30 for the City of Columbia.

YEAR	TAX REV	\$ CHANGE	% CHANGE	GROSS ROOM REV
2010	\$1,799,349	\$77,570.00	4.5%	\$44,983,723
2011	\$1,939,309	\$139,960.00	7.8%	\$48,482,725
2012	\$1,968,362	\$29,053.00	1.5%	\$49,209,050
2013	\$2,154,762	\$186,400.00	9.5%	\$53,869,052
2014	\$2,362,477	\$207,715.00	9.6%	\$57,812,271
2015	\$2,486,333	\$123,856.00	5.2%	\$62,158,325

Based on an STR report provided by the Columbia Convention and Visitors Bureau, the overall occupancy rate for hotels/motels in Columbia was 58.0% for 2015 vs. 59.0% for 2014. The ADR was \$87.29 for 2015 vs. \$84.26 for 2014. RevPAR was \$50.60 for 2015 vs. \$49.70 for 2014. The room tax for 2015 increased by approximately 5.2%. Tax Revenue is based on a rate of 4% of the Gross Room Revenue.

### **COMMERCIAL DEVELOPMENT**

Permits for commercial construction activity during the last six years, as tracked by the Columbia Community Development Department, are summarized below.

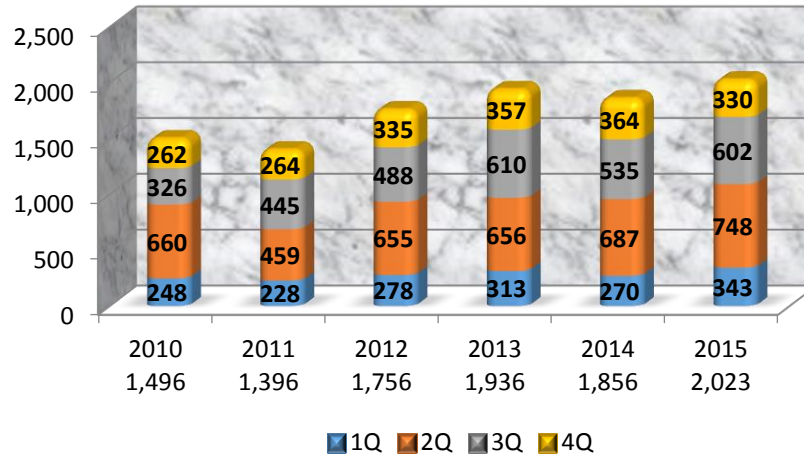
	New Non-Residential		NON-RESIDENTIAL ADDITIONS	
	CONSTRUCTION		AND ALTERATIONS	
YEAR	PERMITS	AMOUNT	PERMITS	AMOUNT
2010	33	\$20,778,190	218	\$42,349,821
2011	42	\$19,058,403	164	\$46,905,325
2012	35	\$58,015,303	197	\$40,782,599
2013	41	\$55,653,531	251	\$60,808,332
2014	36	\$59,173,040	211	\$53,652,668
2015	57	\$49,635,694	213	\$71,644,778

## **HOUSING DEVELOPMENT**

As of the 2010 Census, the City of Columbia included 46,758 total housing units. Total housing units increased from 35,916 in 2000, an average annual increase of 3%. The 2015 average single-family sale price in the Columbia school district was \$204,095; however, the median price was \$178,000. The average marketing period was 61 days. The average sales price increased from 2% to 7% in the central, southeast, and southwest sectors, while northwest and northeast sectors experienced declines of less than -1% to -3%. The southwest sector of the city is weighted heavily with upper priced housing. The northeast and northwest sectors tend to offer the most affordable housing.

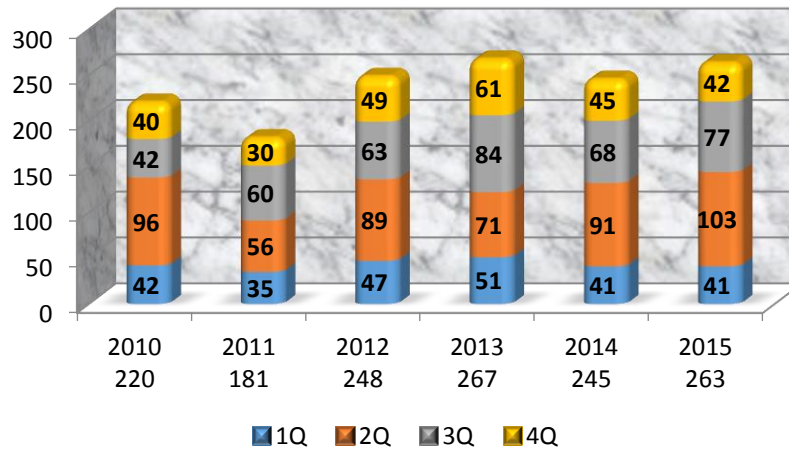
Total sales and new construction sales were generally on a downward trend from 2004 to 2011 as a result of the recession in the real estate market. Total sales declined 38% during this period; however, new home sales and building permits issued declined from 72% to 76% during the same period. There have been subsequent increases in total home sales, new home sales, and single-family permits since 2011, which bodes well for the local housing market. Total sales have increased 33% since 2011, while new home sales have increased 35%, and building permits have increased 42% during the same time period. There was an increase in new and pre-owned sales in 2015 and it is our opinion sustainable growth has materialized, with total sales and building permits having reached, or are near, their long-term averages; however, new home sales, are not expected to reach their long-term average for at least another one to two years. Permits for residential construction activity, as well as total sales and new home sales, during the last six years follows.

## **New & Pre-Owned Home Sales**



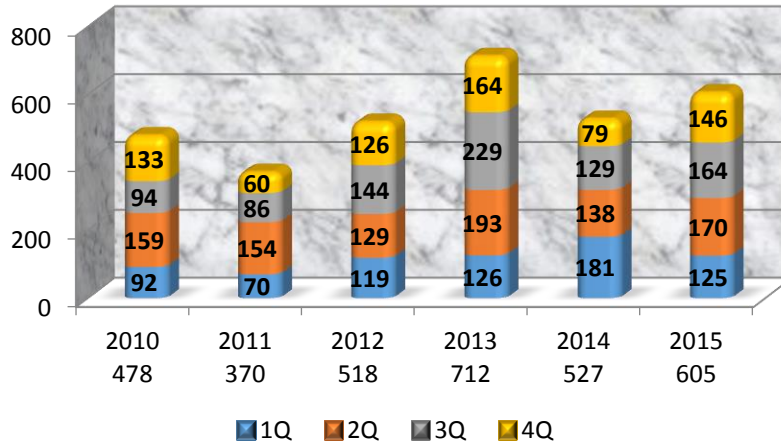
Source: Columbia Board of Realtors® MLS

## **New Home Sales**



Source: Columbia Board of Realtors® MLS

## Single-Family Building Permits



Source: City of Columbia Community Development Department and Boone County Planning and Building Department

## COLUMBIA APARTMENT MARKET

Moore and Shryock conducts a survey of the Columbia apartment market every two years. The Fall 2015 report indicated the following vacancy rates.

<u>Market Sector</u>	<u>Vacancy Rate</u>
Conventional	2.01%
Student Downtown Apartment Vacancy	2.80%
Student Off-Campus Apartment Vacancy	13.97%

The conventional market had a vacancy rate of 2.01%, while the downtown student market indicated a vacancy rate of 2.80% and the off-campus student market indicated a vacancy rate of 13.97%. Only the off-campus student market showed a significant increase in vacancy over the last two years. Over the past two years, the downtown sector has increased supply and captured a larger share of the overall student market, maintaining a relatively low vacancy rate compared to the off-campus sector. Some off-campus units have continued to have strong occupancy while some have struggled. Additional units are under construction in the downtown sector and the conventional sector.

## COST OF LIVING INDEX

The Columbia, MO MSA index averaged 95.3% for 2015. This rate is near Kansas City and St. Louis and slightly higher than Jefferson City, Joplin and Springfield. Columbia's cost of living is below the U.S. average due in part to the affordability of housing.



## AGRICULTURE

Agriculture was of great importance to the region's early economy. In Boone County, agriculture continues to lend an important but decreasing amount of economic support. The US Department of Agriculture data indicates Boone County has typical production of over \$34,000,000 for crops and \$17,000,000 for livestock.

## SUMMARY AND OUTLOOK

Overall, Columbia is a prosperous community and an appealing place to live. The city's economic success is indirectly supported by its exceptionally high quality of life. There are a wide variety of cultural, social and recreational opportunities available to visitors and residents.

The economy of Columbia is generally stable due to the diversity of industries, which comprise the base. The government sector is large and these jobs are generally affected less by business cycles than manufacturing and retail sectors. The medical and insurance industries are also reasonably stable. The stability of these industries filters into other businesses and job sectors, and the real estate market in general.

The 2013 report by the US Bureau of Economic Analysis ranks Columbia as the fastest growing economy in the state. In May, 2015 **The American Institute for Economic Research** named Columbia #6 on its list for best small cities for educated millennials. In August, 2014 **Best College Reviews** ranked Columbia #29 on its list of top 50 College Towns in America. Also in August, 2014 **Forbes Magazine** ranked Columbia #6 on its list for best Small Places for Business and Careers list. In the future, we expect additional population growth as new job opportunities develop. Columbia's strategic location, economic stability, quality of life, and non-union orientation will continue to attract new employers over the long term.

## MARKET CONDITIONS SUMMARY-3RD QUARTER 2016

Economic conditions in the Eighth District have continued to improve at a modest pace since the previous report. Job growth remains modest although some employers report ongoing difficulties finding workers to fill vacant positions. Meanwhile, wage pressures remain strong. Retail sales continued to grow at a modest pace, with positive reports from auto dealers. Manufacturing has shown slight improvement after modestly weaker activity earlier in the year. District residential real estate activity remains robust, and commercial developers continue new construction projects. Banks report strong loan demand from both households and businesses in June. Lastly, conditions remain favorable for the District's row crop farmers.

Forecast growth for 2016 has been estimated at 2.2% to 2.6% with a mid-point of 2.4%. As of July 2016, the rate is tracking at about 1%, the weakest start since 2011. The average rate since the recession is 2.1%. Consumer spending continues as a bright spot.

National unemployment is projected to fall to 4.7 to 4.9% during 2016. As of June it is at 5.1%. The Missouri unemployment rate was 4.9% in June 2016 and Columbia was 3.9%.

Since 2009 the economy has faced slower than typical growth and modestly improving employment. Real disposable income is up at a 3.5% annual rate, and the total value of homes is higher than a year earlier. Household formation remains an obstacle to a more robust economy, however, the size of generation “Y” should support expanding housing demand for both rentals and ownership housing. The biggest single birth year cohort of millennials turns 30 in five years. Millennials have been a negative for housing, but that will turn positive as they form families – providing a tailwind for housing over the next five years. The percentage of homeownership is at its lowest level in 50 years reflecting the lingering effects of the housing recession, financial hurdles to buying and shifting demographics.

In Columbia, the local economy is buoyed by the number of persons employed by the University of Missouri, other state supported institutions, the medical industry and the insurance industry. The turmoil at the University of Missouri may eventually affect some segments of the real estate market but it has not affected single family housing at this point. The University is making significant strides to improve the situation with changes in administration and diversity, but some budget cuts were made.

There were 779 new and pre-owned single-family home sales in the 2<sup>nd</sup> Quarter of 2016. This is a 4% increase compared to the same period in 2015, which follows a 3% increase in the 1<sup>st</sup> Quarter of 2016. The year-to-date sales are up 4% from the same time last year. The five-year average of 2<sup>nd</sup> Quarter sales preceding 2016 was 641 sales. The average sales price in the 2<sup>nd</sup> Quarter of 2016 was \$211,378, with an average of 48 days on the market, which is compared to the average sales price and days on the market in the 2<sup>nd</sup> Quarter of 2015 at \$207,736 and 56 days, respectively. Of the 779 sales in the 2<sup>nd</sup> Quarter of 2016, 130 (17%) sold at a price at or above \$300,000, which is near the 16% of total sales in the 2<sup>nd</sup> Quarter of 2015. There are currently 578 active listings, which at the rate experienced over the last four quarters (3<sup>rd</sup> Quarter 2015 through 2<sup>nd</sup> Quarter 2016) represents a 3.4-month supply. The current supply is lower than the 3.9-month supply at the same time last year.

There were 90 new home sales in the 2<sup>nd</sup> Quarter of 2016. This is a 13% decrease compared to the same period in 2015, which follows a 10% increase in the 1<sup>st</sup> Quarter of 2016. The year-to-date sales are down 6% from the same time last year. The five-year average of 2<sup>nd</sup> Quarter sales preceding 2016 was 82 sales. The average sales price in the 2<sup>nd</sup> Quarter of 2016 was \$280,085 with an average of 102 days on the market, which is compared to the average sales price and days on the market in the 2<sup>nd</sup> Quarter of 2015 at \$283,747 and 102 days, respectively. Of the 90 sales in the 2<sup>nd</sup> Quarter of 2016, 31 (34%) sold at a price at or above \$300,000, which is below the 49% of total sales in the 2<sup>nd</sup> Quarter of 2015. There are currently 133 active listings of new homes, which at the rate experienced over the last four quarters (3<sup>rd</sup> Quarter 2015 through 2<sup>nd</sup> Quarter 2016) represents a 6.3-month supply. The current supply is higher than the 5.0-month supply at the same time last year.

The total number of single-family building permits issued in the 2<sup>nd</sup> Quarter of 2016 was 199, which is a 17% increase compared to the same period in 2015. This is the fifth consecutive year-over-year quarterly increase following four consecutive decreases. The year-to-date permits are

20% above the same time last year. The five-year average of 2<sup>nd</sup> Quarter permits issued preceding 2016 was 157 permits. It should be noted that said figures are reflective of attached/townhouse structures that are sometimes utilized as multifamily properties rather than sold as individual condominiums. Excluding said attached/townhouse permits, there would have been a 1% increase in the number of permits issued when comparing the 2<sup>nd</sup> Quarter of 2016 and 2016.

As the U.S. economic recovery gains momentum, most commercial markets have improved. The volume of land sales with commercial development potential has improved. There have been additional land sales for single-family residential development in 2015 as residential lot absorption continues at a steady pace and a backlog of cheaper lots has been absorbed. A stronger demand for lots and small acreage homesites outside the city limits continues.

Land suitable for multi-family or student housing was in strong demand, especially in “The District”, however, the number of units under construction, combined with an anticipated decline in enrollment at MU, has softened demand. In response to the accelerated level of new multi-family developments in “The District” and nearby areas, as well as projected decreases in enrollment at the University of Missouri for the coming fall semester, the city council enacted an administrative delay in May 2016 on “the processing of applications for a building permit to construct new multi-family units and demolition of structures which are at least 50 years old within a one mile radius of an area bounded on the north by Elm Street, the west by Providence Road, the south by Stadium Drive and the east by Hitt Street...”. The delay will be in effect until December 1, 2016, which is intended to coincide with adoption of the Uniform Development Ordinance. Projects may be approved by the council on a case-by-case basis during the delay period.

Commercial brokers are reporting low property inventory for purchase or lease. Commercial improved property sales and leasing are reasonably strong. The Plaza Commercial Realty 2016 Market Report indicates increases in occupancy for office and slight decreases for retail and industrial markets. All remain below the national averages. Nationally cap rates for most property segments declined in late 2015 and projections are for stabilization through 2016.

Apartments have been the strongest segment both locally and nationally for the past few years and some expansion of this market will continue into 2016. There were several college student-oriented complexes that opened in the fall of 2015 and additional projects will open in August 2016 and 2017. A fall 2016 enrollment decline of 2,264 students, including 864 upper classmen, will likely have an adverse impact on apartment occupancy. Downtown student housing and market apartments indicated vacancy rates below 3% in the fall of 2015. The vacancy in off-campus student housing was 14% which was up from 2013.

Most new apartment product in the pipeline is downtown student housing (1,200+ beds) and market rate units in the southwest and southeast areas. Nationally, robust investor interest led to a 71% year over year increase in student housing sales volume through the first three quarters of 2015, as per Real Capital Analytics. The first quarter of 2016 saw a record \$2.6 billion in capital flowing into this sector. In addition, this market’s average overall cap rate is down 37 basis points from a year ago per a PwC survey. In 2016 cap rates are trending just north of 6%.

Larger campuses historically carry lower cap rates. CBRE expects another 45,000 beds added nationally in 2016-17. Occupancy is about 4% nationally.

Demographics of increasing population, young people entering the housing market, increasing immigrants likely to lease, and the increasing number of single person households all will have a positive effect on the future apartment market. Many young people who were homebound during the recession are forming households now but don't have the wherewithal to own, adding to the demand.

The local retail market has improved since 2012. Most national sources expect a continued recovery phase of this sector through 2016 with declining vacancy and increasing rents. Consumer spending continues to run hot and cold. The Internet is slowly and inexorably taking market share from brick-and-mortar retailers. Online sales are also adversely affecting growth of city revenue and the city's ability to fund operations.

The retail and office space in The District (downtown business district) has experienced improved occupancy and stabilization of rents. There have been more sales of improved properties for office or retail use and demand by tenants has improved. Recent land sales are being mostly developed with multi-family units targeted at MU students. Many projects are including a main floor retail component. The present trend is toward higher end apartments, closer to campus, with more amenities and retail components.

The city council adopted interim zoning restrictions within The District. Such changes included required parking for residential use, building height changes, and prohibition of main floor residential units on some streets. Form based zoning is being proposed for The District, but adoption won't occur until late 2016 or early 2017. Questions regarding inadequate infrastructure downtown seem to have subsided since 2014, however, task forces are presently looking at the issue along with parking.

The demand for office space within The District remains relatively stable with governmental and financial institutions providing a stable base. Trends of less space per employee and more efficient use of space are likely to continue. Squeezing more people into less space will put structural stress on office building systems and public parking.

The Columbia hotel/motel market includes a total of 35 hotels/motels with 3,674 guestrooms. The most recently completed new construction in the local market is the Holiday Inn Express and Suites, which was recently completed at the Stadium Boulevard and Highway 63 interchange. This hotel includes 121 rooms. A Candlewood Suites opened in early 2015 north of Clark Lane near Home Depot. This four-story, 96 room extended-stay hotel opened April 1, 2015. New hotels are proposed for Discovery Ridge at Gans Road and Highway 63 and next to the Candlewood Suites. While hotel fundamentals are strong and new development is occurring, some investors have concerns over global growth and interest rate trends.

The general office market has been generally steady with limited new product coming on line. Demand by Veterans United, the largest local employer, has absorbed significant available supply. Medical office space in the local market continues to be in average demand. There are a

few vacancies within medical office buildings in the local market. Medical employment has continued to grow, adding about 500,000 jobs nationally since the recession began. The passage of the Patient Protection and Affordable Care Act will create a demand for additional new medical office space. The University of Missouri constructed an 80,000 square foot medical clinic at Providence and Southampton in 2014. Boone Hospital Center constructed a 130,000 square foot medical facility at Nifong and Forum Blvd. to be known as Boone Hospital Medical Park South. Several older medical office properties are available for sale. One such building owned by the University of Missouri recently sold and will be repurposed for general office.

The manufacturing/warehouse market is steady. While there has been growth in the industrial sector nationwide, locally there has been limited new development. Sources are indicating an improvement in leasing demand due to the improvement in the economy. Our market has had difficulty, along with the region, in securing larger manufacturing prospects. Several older industrial buildings are presently for sale and significant land for new development is available.

While most local commercial property segments experienced a decline in value between 2007 and early 2010, they stabilized through early 2012. Since mid-2012 most sectors are improving, mirroring the national and local market surveys.

Columbia continues to rank high in quality of life in comparison to the balance of the region, state and nation. This bodes well for future population growth and attraction of “new economy” employers. We are seeing a generally improved market for most property types, while a few property categories/locations remain over supplied with limited demand. Long-term prospects for the area are good.

The subject property is located on N. 8<sup>th</sup> Street just north of The District and south of Business Loop 70. Surrounding uses are mixed and include commercial to the north along Business Loop and residential to the south along 8<sup>th</sup> Street. The majority of the dwellings within the neighborhood are over 40 years old and most are rentals. There have been some dwellings that have been razed in the last 10 years to allow for new development. Most new development has trended to apartments or townhomes that cater to students who attend Columbia College or other area universities. The location near The District and area universities is a plus for development, but some of the existing rental homes are in the low price range and most appear to have items of deferred maintenance, which has somewhat of a negative impact for demand for land in the area. There is a very limited amount of land available in similar locations. In our opinion, continued redevelopment will be a positive factor for the neighborhood in the near future.

## SUBJECT PROPERTY DATA

### ASSESSED VALUE & TAXES

The current assessed value for the subject property is \$2,565. The most recent property taxes for the subject amounted to \$146.67.

In our opinion, the current taxes for the subject property are reasonable. However, a property tax increase of \$0.65 per \$100 of assessed value was passed during the April 2016 elections to support the Columbia Public School District. The school district has since indicated a \$0.53 increase may be requested in the first year, and a cap of \$0.65 will be available in later years. While additional changes to the tax rates and assessments may further change the 2016 tax rate, the subject's real estate tax is expected to increase as follows:

Current Rate:	6.7126%
Increase:	<u>+0.53%</u>
Equals:	7.2426%

$\$2,565 \times 7.2426\% = \$186$

In conclusion, we have adopted an estimated real estate tax amount of \$190.

### ZONING

The subject site is zoned R-3, Medium Density Multiple-family Dwelling District by the City of Columbia. This district is intended to provide for medium density multiple-family residential development, the principle land use in this district is apartment type dwellings. A wide range of residential uses are permitted, these uses include but are not limited to apartment houses, boardinghouses or lodging houses, fraternity or sorority houses and dormitories, and any use permitted in the R-2. The minimum lot size is 7,500 s.f. with a minimum of 2,500 s.f. per family (unit). This would allow for up to 7 units for the subject property. There is a front yard requirement of 25 feet, rear yard requirement of 25 feet and side yard requirement of 10 feet. The maximum building height is 35 feet.

The City Council recently approved an administrative delay on processing building permits for multi-family housing in the central city area, which includes the subject and surrounding properties. The ordinance also will stop the issuance of demolition permits in the central city area for buildings 50 years old or older. The ordinance puts a temporary freeze on permits within a mile of an area bounded by Elm Street to the north, Providence Road to the west, Stadium Boulevard to the south and Hitt Street to the east. The temporary freeze extends until December 1, 2016. The effect of this ordinance remains to be seen and long term policy changes are unknown. The area affected by the ordinance includes the subject property. The delay is to allow adoption of a new Uniform Development Code (UDC).



While it may be possible for development to still occur if the site meets certain guidelines with design and infrastructure, there is some risk for development under the future UDC.

The City of Columbia is in the process of adopting a Uniform Development Ordinance (UDO). While a final draft of the ordinance has not been adopted, such may occur in late 2016 or early 2017. For purposes of this appraisal we have assumed that the permitted uses and general zoning requirements of R-3 will not change significantly.

While the adjacent land to the north is zoned C-1, further expansion of the C-1 zoning to the south is considered unlikely considering the size of 8<sup>th</sup> Street and surrounding residential uses. Thus a zoning change to allow a commercial use is not considered probable.

A zoning map is included on a following page.

### UTILITIES

<b>WATER:</b>	City of Columbia
<b>ELECTRIC:</b>	City of Columbia
<b>GAS:</b>	AmerenUE
<b>SEWER:</b>	City of Columbia

### DESCRIPTION OF THE SITE

#### PHYSICAL FEATURES:

<b>SITE SIZE/DIMENSIONS:</b>	18,806 s.f.
<b>ACCESS:</b>	Access is from N. 8 <sup>th</sup> Street on the east.
<b>FRONTAGE/STREET TYPE:</b>	The site has 85 feet of frontage on the west side of N. 8th Street, an asphalt paved, two lane publicly maintained city street.
<b>CONFIGURATION:</b>	Rectangular
<b>TOPOGRAPHY/DRAINAGE:</b>	Level
<b>FLOOD PLAIN:</b>	None
<b>SOIL TYPE/STABILITY:</b>	Clay loam assumed/average stability assumed.

<b>PHYSICAL CONDITIONS:</b>	None known to be adverse
<b>TRAFFIC COUNT:</b>	Traffic on N. Eighth Street is unknown, but estimated at less than 5,000 cars per day.
<b>EASEMENTS/ENCUMBRANCES:</b>	None known to be adverse
<b>SUBDIVISION COVENANTS AND RESTRICTIONS:</b>	None known.
<b>ENCROACHMENTS:</b>	None known.
<b>VISIBILITY/EXPOSURE:</b>	Good from N. Eighth Street
<b>ENVIRONMENTAL:</b>	As referenced in the Assumptions and Limiting Conditions to this report, the appraisers are not considered expert nor competent to assess environmental issues. Upon physical inspection of the subject property, no indication "to the untrained eye" of environmental hazard could be found.
<b>COMMENTS:</b>	The subject is a multi-family lot located on N. 8 <sup>th</sup> Street north of downtown. Surrounding uses include commercial (parking lot adjacent) to the north with frontage on Business Loop and single-family and multifamily to the south. The site would be suitable for single family or multi-family use.

# AERIAL PHOTOGRAPH

9/19/2016

Boone County Parcel Information Viewer - Map Output



[http://maps.showmeboone.com/viewers/AS\\_ParcelMapping\\_v1/print.asp?q=1689491.8563166677%2B1139379.7220333305%2B1690148.6271500012%2B11397...](http://maps.showmeboone.com/viewers/AS_ParcelMapping_v1/print.asp?q=1689491.8563166677%2B1139379.7220333305%2B1690148.6271500012%2B11397...) 1/1



# TOPOGRAPHY MAP

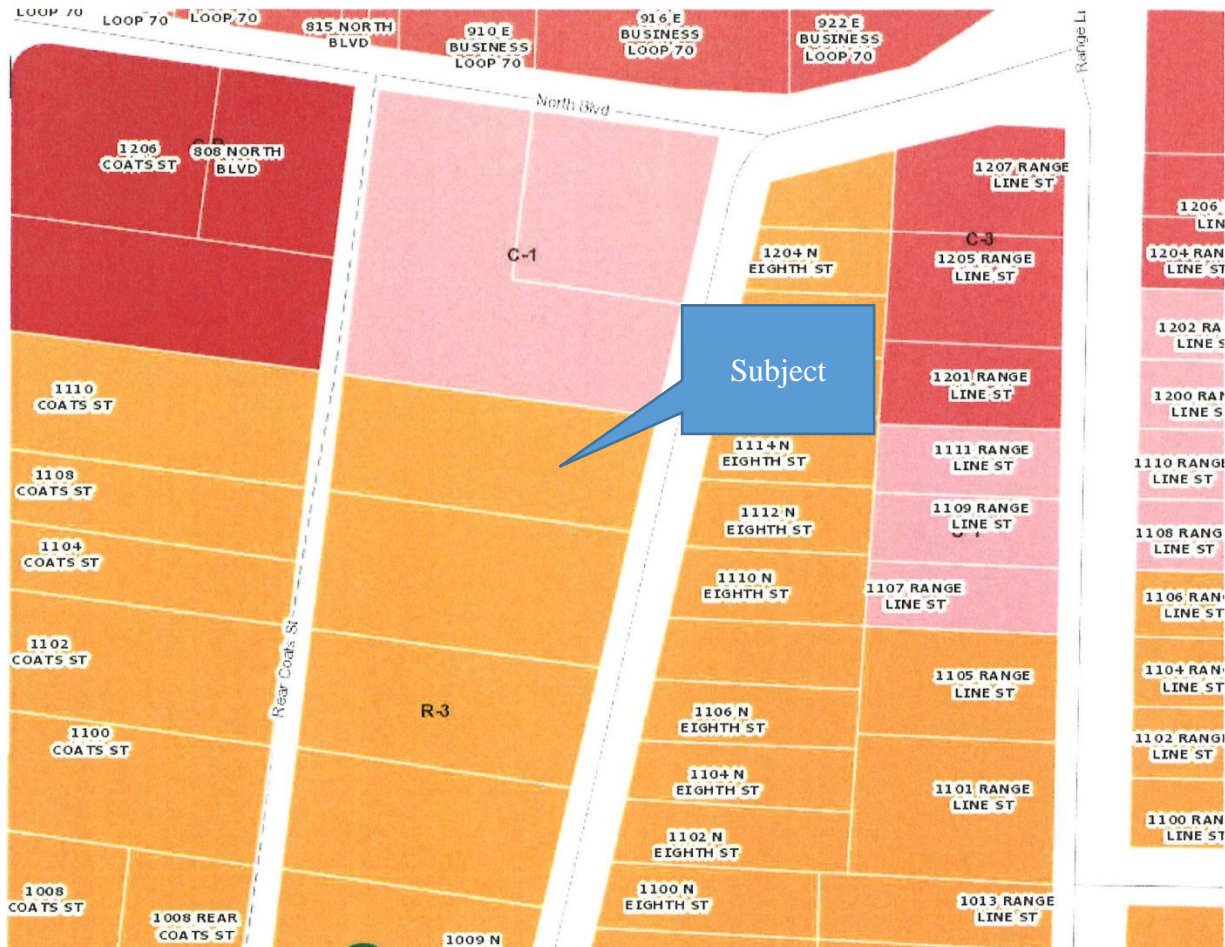
9/19/2016

Boone County Parcel Information Viewer - Map Output



[http://maps.showmeboone.com/viewers/AS\\_ParcelMapping\\_v1/print.asp?q=1689491.8563166677%2B1139379.7220333305%2B1690148.6271500012%2B11397...](http://maps.showmeboone.com/viewers/AS_ParcelMapping_v1/print.asp?q=1689491.8563166677%2B1139379.7220333305%2B1690148.6271500012%2B11397...) 1/1

# ZONING MAP



## HIGHEST AND BEST USE

Highest and best use analysis is an economic study of market forces that are focused on the subject property. It reflects an assumption about market behavior -- that buyers will pay prices for properties that are derived from conclusions about the most profitable use of a site or property.

Highest and best use is defined in The Appraisal of Real Estate, 13th edition, published in 2008 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.

In developing a highest and best use analysis, it is necessary to evaluate the property's highest and best use as though vacant and as improved. As long as the value of the property as improved is greater than the value of the site as unimproved, the highest and best use is use of the property as improved. Once the value of the vacant land exceeds the value of the improved property, the highest and best use becomes use of the land as though vacant.

The highest and best use of land or a site as though vacant assumes that the land parcel is vacant or can be made vacant by demolishing the existing improvements. An appraiser considers what use should be made of the land, what type of improvement should be constructed, and when. The purpose of determining the highest and best use of land as though vacant is to identify a site's potential use, which governs its value.

Highest and best use of a property as improved pertains to the use that should be made of an improved property in light of its improvements. The purpose of determining the highest and best use of property as improved is to identify the use that is expected to produce the greatest overall return on the capital invested, and to help the appraiser select comparable properties.

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

1. **PHYSICALLY POSSIBLE** - What uses of the property in question are physically possible.
2. **LEGALLY PERMISSIBLE** - What possible uses are permitted by zoning and deed restrictions.
3. **FINANCIALLY FEASIBLE** - Which possible and permissible uses will produce a positive return to the property owner.
4. **MAXIMALLY PRODUCTIVE** - Among the feasible uses, which use will produce the highest net return or the highest present worth.

## **AS IF VACANT**

**PHYSICALLY POSSIBLE:** The subject site is 18,806 square feet. The site is near level and near rectangular. Surrounding uses to the north are commercial and front on the Business Loop. Surrounding uses across the street and to the south and residential and include a mix of single-family and multifamily. Most dwellings are over 40 years old and some have been razed in the last 10 years to allow for new development. Single-family or multifamily would be possible on the site.

**LEGALLY PERMISSIBLE:** The site is zoned R-3, multifamily by the city of Columbia. This district allows for multi-family uses with a minimum site size of 2,500 square feet per family. We have assumed that similar uses will be allowed with the new zoning ordinance.

**FINANCIALLY FEASIBLE:** The subject neighborhood has been near fully developed for over 40 years. Several structures have neared the end of their economic life leaving room for new development. There has been some newer multi-family development constructed in the area given the close proximity to Columbia College. Access to downtown and Business Loop is good and in our opinion there would some demand for multi-family use.

**HIGHEST AND BEST USE CONCLUSION:** In conclusion, it is our opinion that the highest and best use of the site is for multi-family use.

## **THE SALES COMPARISON APPROACH**

The Sales Comparison Approach is a method of developing an opinion of the market value whereby a subject property is compared with recent sales of similar properties. The Sales Comparison Approach is based on the premise that the market value of a property is directly related to the prices of comparable, competitive properties. The value of a property in the market is set by the availability of substitute properties of similar utility and desirability.

The Sales Comparison Approach is applicable when there are sufficient data on recent market transactions to indicate value patterns. When the market contains an insufficient number of transactions to reveal value patterns, the application of the approach may be limited or inappropriate. The Sales Comparison Approach has broad applicability with regard to property types, and is a reliable measure of value when employed correctly.

To apply the Sales Comparison Approach, an appraiser follows a systematic procedure:

1. Research the market to obtain information on sales transactions, listings, and offerings to purchase properties similar to the subject property.
2. Verify the information by confirming that the data obtained are factually accurate and that the transactions reflect arm's-length market considerations.
3. Select relevant units of comparison (e.g., dollars per acre, per square foot, or per income multiplier) and develop a comparative analysis for each unit.
4. Compare the subject property and comparable sale properties using the elements of comparison and adjust the sale price of each comparable appropriately, or eliminate the property as a comparable.
5. Reconcile the various value indications produced from the analysis of comparables into a single value indication or a range of values.

A sequence for making adjustments is recommended in all sales comparison analyses. The first adjustment is for property rights conveyed, to account for differences in legal estate. The second adjustment is for financing terms, to convert the transaction price into its cash equivalent price. The third adjustment is made for conditions of sale to reflect a comparable's probable sale price if sold as a arm's-length transaction. The fourth adjustment is for market conditions, to reflect what a comparable would sell for as of the appraisal date. Finally, adjustments are applied for location, physical characteristics, and economic characteristics to account for these differences between the comparable property and the subject property.



# LAND SALES MAP



Vacant lot, N. 8th Street, Columbia, Missouri

## LAND SALES ADJUSTMENT GRID

	<b>Subject</b>	<b>Sale 1</b>	<b>Sale 2</b>	<b>Sale 3</b>	<b>Sale 4</b>
<b>Location</b>	N. 8th Street	115-119 Ash St & Oak	N. 8th Street	113 N Garth Avenue	605 N. William St
	Columbia, MO	Columbia, MO	Columbia, MO	Columbia, MO	Columbia, MO
<b>Property Rights</b>	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
<b>Financing</b>	Cash	Conventional	Cash	Cash	Cash
<b>Date of Sale</b>	9/19/2016	5/1/2015	5/30/2014	8/18/2015	6/2/2015
<b>Land Area (SF)</b>	18,806	50,500	22,000	19,166	17,625
<b>Pri. Frontage (FF)</b>	85.00	123.00	100.00	90.00	75.00
<b>Sec. Frontage</b>	0.00	179.00	0.00	0.00	0.00
<b>Corner Site</b>	No	Yes	No	No	No
<b>Shape/Utility</b>	Rectangular	Rectangular	Rectangular	Irregular	Rectangular
<b>Topography</b>	Level	Near Level	Level	Level	Gently Sloping
<b>Utilities</b>	E,S,W,G	E,S,W,G	E,S,W,G	E,S,W,G	E,S,W,G
<b>Zoning</b>	R-3	R-3	R-3	R3, Multi-family	R3, Multi-family
<b>Traffic Count</b>	<5000	<5000	< 5,000	<5000	<1000
<b>Site Improvements</b>	None	See Comments	None	None	See Comments
<b>Sale Price</b>		\$209,000	\$80,000	\$90,000	\$72,000
<b>Real Property Rights Adjustment (\$)</b>					
<b>Adjusted Price</b>		\$209,000	\$80,000	\$90,000	\$72,000
<b>Financing Terms Adjustment (\$)</b>					
<b>Adjusted Price</b>		\$209,000	\$80,000	\$90,000	\$72,000
<b>Conditions of Sale Adjustment (\$)</b>					
<b>Adjusted Price</b>		\$209,000	\$80,000	\$90,000	\$72,000
<b>Adjusted Price per Square Foot</b>		\$4.14	\$3.64	\$4.70	\$4.09
<b>Market Conditions Adjustment (\$)</b>					
<b>Adjusted Price Per Square Foot</b>		\$4.14	\$3.64	\$4.70	\$4.09
<b>Location</b>		-20%		-20%	-20%
<b>Size</b>		10%			
<b>Frontage</b>					
<b>Corner Site</b>					
<b>Shape/Utility</b>					
<b>Topography</b>					
<b>Utilities</b>					
<b>Other</b>					
<b>Net Adjustment (\$)</b>		-\$0.41	\$0.00	-\$0.94	-\$0.82
<b>Net Percentage Adjustment</b>		-10.00%	0.00%	-20.00%	-20.00%
<b>Adjusted Price per SF</b>		\$3.73	\$3.64	\$3.76	\$3.27

## LAND SALES ADJUSTMENT GRID CONTINUED

	<b>Subject</b>	<b>Sale 5</b>
<b>Location</b>	N. 8th Street	Primrose & Rashid Court
	Columbia, MO	Columbia, MO
<b>Property Rights</b>	Fee Simple	Fee Simple
<b>Financing</b>	Cash	Cash
<b>Date of Sale</b>	9/19/2016	6/10/2016
<b>Land Area (SF)</b>	18,806	51,706
<b>Pri. Frontage (FF)</b>	85.00	339
<b>Sec. Frontage</b>	0.00	449
<b>Corner Site</b>	No	Yes
<b>Shape/Utility</b>	Rectangular	Irregular
<b>Topography</b>	Level	Gently Rolling
<b>Utilities</b>	E,S,W,G	E,S,W,G
<b>Zoning</b>	R-3	R2, Two family
<b>Traffic Count</b>	<5000	<5000
<b>Site Improvements</b>	None	None
<b>Sale Price</b>		\$95,000
<b>Real Property Rights Adjustment (\$)</b>		
<b>Adjusted Price</b>		\$95,000
<b>Financing Terms Adjustment (\$)</b>		
<b>Adjusted Price</b>		\$95,000
<b>Conditions of Sale Adjustment (\$)</b>		
<b>Adjusted Price</b>		\$95,000
<b>Adjusted Price per Square Foot</b>		\$1.84
<b>Market Conditions Adjustment (\$)</b>		
<b>Adjusted Price Per Square Foot</b>		\$1.84
<b>Location</b>		
<b>Size</b>		20%
<b>Frontage</b>		
<b>Corner Site</b>		
<b>Shape/Utility</b>		
<b>Topography</b>		20%
<b>Utilities</b>		
<b>Other</b>		10%
<b>Net Adjustment (\$)</b>		\$0.92
<b>Net Percentage Adjustment</b>		50.00%
<b>Adjusted Price per SF</b>		\$2.76

## VACANT LAND SALES ANALYSES AND VALUE CONCLUSION

Five sales of similar property are considered in the valuation of this property. The reader is referred to the adjustment grid on a prior page and sale details in the Addendum.

Unless otherwise noted, adjustments are based on a combination of paired sales and market participant interviews to the extent possible. Paired sale data is retained in the appraiser's database.

**Property Rights:** All sales were the fee simple interest. Thus, no adjustments for property rights are necessary.

**Financing:** All sales were transacted with market financing or cash and no adjustment is applied for financing terms.

**Conditions of Sale:** All sales were considered to have occurred at arm's length, thus, no adjustments for conditions of sale are necessary. Sale 1 included some tree removal costs after the sale, however the sale price reflect the price with the tree removal costs. Similarly, Sale 4 included older improvements that were razed after the sale, however the sale price reflects the price with the razing costs therefore no additional adjustment is made.

**Market Conditions:** All of the sales closed since 2014 during a period of similar market conditions therefore no adjustment is made.

**Location:** Sales 1, 3 and 4 are adjusted for superior location because these sites have similar access to area amenities, but superior surrounding development. Sale 2 is located just south of the subject therefore no adjustment is made. Sale 5 is further removed from downtown, but the superior surrounding development is offsetting, therefore no adjustment is made.

**Land Area (Size):** In this market, smaller properties command higher per unit values than comparable, but larger, properties. Given that smaller properties command a higher unit value, they are considered superior; therefore, larger properties are considered inferior. Sales 1 and 5 are adjusted for larger size. The adjustments are based on a general pairing of the sales and other sales in this market that support similar adjustments.

**Topography:** Sale 5 is adjusted for inferior topography because this sale was sloping and additional site work would be required before development.

**Other/Zoning:** The subject site is zoned R-3, which allows for multi-family development including apartments. Sale 5 is adjusted for zoning because this sale is zoned R-2, two family development which has inferior density potential.

The five sales indicated per unit values of \$3.73, \$3.64, \$3.76, \$3.27 and \$2.76 per square foot. Sale 5 indicated the lowest per unit value, but included two sites that were purchased together and the zoning and topography were inferior. Sales 1-4 indicated a closer range of values from \$3.27 and \$3.76 per square foot and are given greater weight. The site was listed for \$75,000 or \$3.99 per square foot for

approximately one year and the broker reported no demand. Considering the location, lot configuration, and overall market conditions, we have adopted a unit value toward the lower side of the range or \$3.35/sf. Applying \$3.35/sf to the subject's 18,806 square feet indicates a total value of \$63,000.

### **ESTIMATE OF EXPOSURE TIME**

Reasonable exposure time may be defined as follows: the estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal.

The reasonable exposure time inherent in the market value concept is always presumed to precede the effective date of the appraisal. The estimate includes consideration of the type of property and the value range.

Marketing time is an opinion of the amount of time it might take to sell a real or personal property interest at the concluded market value level during the period immediately after the effective date of an appraisal.

Sales of comparable properties gathered in the appraisal process, indicate a buyer profile that primarily includes a mix of owner-users and investor participation. The appraiser(s) have considered statistical information about days on market and interviews with market participants in adopting an exposure time of one year and a marketing time of one year or less.

## ASSUMPTIONS AND LIMITING CONDITIONS

This appraisal is subject to the following assumptions and limiting conditions:

1. Title to the property is assumed to be good and marketable and the legal description correct.
2. No responsibility for legal matters is assumed. All existing liens, mortgages or other encumbrances have been disregarded and the property is appraised as though free and clear, under responsible ownership and competent management.
3. All maps, plats, and exhibits included herein are for illustration only, as an aid in visualizing matters discussed within the report. They should not be considered as surveys or relied upon for any other purpose.
4. All information in this report has been obtained from reliable sources. The appraisers cannot, however, guarantee or be responsible for the accuracy of information furnished by others. The value conclusions are subject to the correctness of said data.
5. This opinion of value applies to land and improvements only unless otherwise stated within the report.
6. Possession of this report, or a copy thereof, does not imply the right of publication or use for any purpose by any other than the addressee, without the written consent of the appraisers.
7. The appraisers are not required to give testimony or attendance in court by reason of this appraisal, unless prior agreements have been made in writing.
8. The distribution of the total valuation in this report between land and improvements applies only to the existing utilization. The separate valuations for land and building must not be used in conjunction with any other appraisal and are invalid if so used.
9. 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 obtaining the engineering studies that may be required to discover them.
10. It is assumed that the property conforms to all applicable zoning and use regulations and restrictions unless nonconformity has been identified, described and considered in the appraisal report. The appraisers assume that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from local, state, or national government or private entity or organization have been or can be obtained or renewed for any use on which the opinion of value contained in this report is based.
11. It is assumed that the use of the land and improvements is confined within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted in the report.
12. The appraisers have inspected, as far as possible, by observation, the land and the improvements thereon; however, it was not possible to personally observe conditions beneath the soil or hidden structural components within the improvements, therefore, no representations are made herein as to these matters and unless specifically considered in the report, the opinion of value is subject to any such conditions that could cause a loss in value. Condition of heating, cooling, ventilating, electrical and plumbing equipment is considered to be commensurate with the condition of the balance of the improvements unless otherwise stated.
13. Neither all nor any part of the contents of this report shall be conveyed to the public through advertising, public relations, news, sales or other media, without the written consent and approval of the authors, particularly as to valuation conclusions, the identity of the appraisers or firm with which they are connected or any reference to the Appraisal Institute.

14. Unless otherwise stated in this report, the existence of hazardous substances, including without limitation, asbestos, polychlorinated biphenyls, petroleum leakage, or agricultural chemicals, which may or may not be present on the property, or other environmental conditions, were not called to the attention of nor did the appraisers become aware of such during inspection. The appraisers have no knowledge of the existence of such materials on or in the property unless otherwise stated. The appraisers, however, are not qualified to test such substances or conditions. If the presence of such substances, such as asbestos, urea formaldehyde, foam insulation, or other hazardous substances or environmental conditions, may affect the value of the property, the opinion of value is predicated on the assumption that there is no such condition on or in the property or in such proximity thereto that it would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in the field of environmental impacts upon real estate if so desired.
15. 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 act. If so, this fact could have a negative effect upon the value of the property. Since we have no direct evidence relating to this issue, we did not consider possible noncompliance with the requirements of ADA in estimating the value of the property.
16. The appraisers are not a building or environmental inspectors. The appraisers provide an opinion of value. The appraisal does not guarantee that the property is free of defects or environmental problems. The appraisers perform an inspection of visible and accessible areas only. Mold may be present in the areas the appraisers cannot see. A professional building inspection or environmental inspection is recommended.
17. If a title report was not provided, it is assumed that no subdivision covenants or restrictions exist, unless noted in the report.

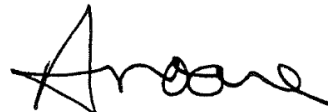
## CERTIFICATION OF APPRAISERS

The appraisers certify that, to the best of their 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 our personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- we have no present or prospective interest or bias in the property that is the subject of this report, and we have no personal interest or bias with respect to the parties involved with this assignment.
- our engagement in this assignment was not contingent upon developing or reporting predetermined results.
- our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- to the best of our knowledge and belief, the reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with *Uniform Standards of Professional Appraisal Practice* and the Code of Professional Ethics of the Appraisal Institute.
- I, Allan J. Moore, and I, J.D. Moran, MAI, have made a personal inspection of the property that is the subject of this report.
- as of the date of this report, I, J.D. Moran, and I, Allan J. Moore, have completed the requirements under the continuing education program of the Appraisal Institute.
- no one provided significant real property appraisal assistance to the persons signing this certification.
- the use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- we have performed no 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.



J.D. Moran, MAI



Allan J. Moore, MAI



## ADDENDUM

## COMPANY PROFILE

### **MOORE AND SHRYOCK, L.L.C.** Real Estate Appraisers And Consultants

609 East Broadway  
Columbia, Missouri 65201  
Phone: (573) 874-1207  
Fax: (573) 449-2791

2419 Hyde Park Rd., Ste. A  
Jefferson City, MO 65109  
Phone: (573) 635-4922

**Moore and Shryock, L.L.C.** is a Columbia based consulting organization specializing in real estate appraisal and investment analysis for corporate and government decision-makers, lenders, investors and developers. The firm was formed by Allan Moore and Thomas Shryock in 1984.

The State of Missouri has implemented a certification/licensing law. Allan Moore, MAI, Thomas Shryock, J.D. Moran, MAI, Kevin Reynolds and Kyle Newland, MAI, have been certified through this program. Our primary market is Central Missouri, but we have also completed appraisals in Springfield, St. Louis, Kansas City and adjoining states. We appraise most types of property including residential, office buildings, apartment complexes, shopping centers, industrial, hotels/motels, and farms.

In addition to appraisals, other services include: absorption studies, counseling, consulting, eminent domain related valuation, expert witness testimony and litigation support, cost and benefit studies, feasibility studies, management advice, market analysis, market rent studies, market trend studies, operating expense analysis, tax assessment review and advice and zoning studies.

A partial list of our clients follows. We are pleased to provide references.

### GOVERNMENT AGENCIES AND MUNICIPALITIES

Boone County Commission  
Boone County Regional Sewer District  
Boone County Assessor  
Callaway County Commission  
City of Columbia  
City of Kirksville  
City of Jefferson City  
City of Centralia  
City of Fulton  
City of Hannibal  
City of Marshall  
City of Moberly  
City of Sedalia  
City of Washington

F.D.I.C.  
Federal National Mortgage Association  
H.U.D.  
Internal Revenue Service  
Missouri Highway and Transportation Com  
Ralls County School District  
Randolph County Assessor  
State of Missouri-Conservation Commission  
State of Missouri-Dept. of Natural Resources  
State of Missouri - Design and Construction  
U.S.D.A. - Forest Service  
U.S. Army Corps of Engineers  
Veterans Administration

### CORPORATIONS, DEVELOPERS AND INSTITUTIONAL CLIENTS

Allstate Appraisal  
A.T. Still University  
Anheuser Busch, St. Louis, MO  
Boys and Girls Town  
Bucher, Ratliff, Willis

Burns & McDonnell Engineering, Inc.  
Burrell Health Care  
Cincinnati Insurance  
Columbia Board of Realtors  
Columbia College

Columbia Public School District  
Crawford, Murphy, Tilly  
Curators of the University of Missouri  
Ernst & Young  
Gates Corporation  
GE Capital Franchise Financial  
Habitat for Humanity  
Homequity, Oak Brook, IL  
Integrity Management  
Kroenke Group  
Lincoln University  
LaCrosse Lumber Co.  
Maly Commercial Real Estate  
Merrill Lynch Relocation Mngmnt, Chicago, IL  
MFA Inc.

MFA Oil, Inc  
Missouri Association of Realtors  
North Central Missouri Regional Water District  
O.R. Colan Associates  
Ozark Regional Land Trust  
Prudential Realty Group, Chicago, IL  
Semco  
Southern Pacific Railroad  
State Farm Relocation, Bloomington, IL  
The Conservation Fund  
The Nature Conservancy  
Trans Equity, Inc., Omaha, NE  
Trust for Public Land  
Savage & Browning

### **LENDING INSTITUTIONS**

Bank of America  
Bank of Kirksville  
Bank of Lake of the Ozarks  
Bank of Missouri  
Bank of St. Elizabeth  
Bank of Washington  
Bank Midwest  
Boone County National Bank  
Callaway Bank  
Capital One  
Central Bank  
Central Trust  
Citizens National Bank  
Commerce Bank N.A.  
Dana Capital  
Enterprise Bank  
FCS Financial  
First Bank  
First Midwest Bank  
First State Community Bank  
F & M Bank  
Gold Bank  
Hawthorn Bank

Jefferson Bank  
Landmark Bank  
Lee County Bank  
Mennonite Financial, FCU  
Merchants & Farmers Bank  
Mid-America Mortgage Company  
Mission Bank  
Missouri Credit Union  
Montgomery Bank  
National Bank of Kansas City  
National City Bank  
PNC Bank  
Providence Bank  
Pulaski Bank  
Regions Bank  
REM Capital Group  
Reliance Bank  
Southwest Securities, FSB  
The National Bank  
Tri-County Trust  
United Missouri Bank  
US Bank

### **LAW FIRMS**

Brown, Willbrand, Simon, Powell & Lewis  
Chapman, Cowherd, Turner & Tschannen  
Cox & Associates  
Ford, Parshall & Baker  
Jones, Schneider & Stevens  
Knight & Salladay

Kreuter & Gordon  
Lake Law Firm  
Polsinelli Shughart  
Van Matre, Harrison, Volkert & Hollis  
Walther, Antel, Stamper & Fischer  
Mariea & Sigmund, L.L.C.

## QUALIFICATIONS OF ALLAN J. MOORE

Owner of **Moore and Shryock, L.L.C.**, which offices at 609 E. Broadway, Columbia, Missouri. (573-874-1207) (FAX 573-449-2791) [amoore@ms-app.com](mailto:amoore@ms-app.com)

### PROFESSIONAL AFFILIATIONS AND CERTIFICATIONS

Member of the Appraisal Institute (MAI No. 6760)  
State Certified General Real Estate Appraiser (No. RA001224)  
Real Estate Broker, State of Missouri since 1977  
Litigation Professional Development Program Completed (2013)  
Chamber of Commerce since 1983  
Regional Economic Development since 2004  
Moberly Economic Development Corporation since 2005  
National Association of Realtors  
Missouri Association of Realtors  
Columbia Board of Realtors  
Bagnell Dam Area Association of Realtors  
Lake Of The Ozarks Board of Realtors  
Audrain County Board of Realtors  
Jefferson City Board of Realtors  
Randolph County Board of Realtors  
Central Missouri Board of Realtors  
Northeast Central Board of Realtors  
Mid America Regional Information System  
Small Business Administration Certification

### LEADERSHIP POSITIONS

1990	President-Appraisal Institute, Kansas City Chapter
1990	Governing Councilor-Appraisal Institute
1991	Director-Appraisal Institute, Kansas City Chapter
1991-92	Regional Representative-Appraisal Institute
1991-92	Director-Missouri Appraisal Advisory Council
1992-96	Director-Missouri Association of Realtors
1994/2000	Secretary-Columbia Board of Realtors
1998-99	President Diamond Council of Columbia, Inc.
1999	Realtor of The Year
2001	Chair-Standards of Professional Practice-Columbia Board of Realtors
2004-06	Chair-Property Committee – Columbia Board of Realtors
2010-11	Special Business District Board Chair
2011-2016	Treasurer – First Presbyterian Church
2011-Present	Downtown Community Improvement District Board Member
2013-2016	Columbia Chamber of Commerce Board Member

### STATEMENT OF CERTIFICATION STATUS

The Appraisal Institute and the State Of Missouri conduct a program of continuing education for its members. Appraisers who meet the minimum standards of this program are awarded periodic educational certification. I am certified under these programs.

## **EDUCATIONAL BACKGROUND**

### **University of Missouri**

Bachelor of Science - Agricultural Economics (1977)

### **Appraisal Institute**

Course 1A Basic Principles, Methods, and Techniques in Valuation (1977)  
Course 1B Capitalization Theory and Techniques (1977)  
Course 2 Urban Properties Valuation (1977)  
Course 4 Litigation Valuation (1983)  
Course E4 Litigation Valuation (1993)  
Course 530 Advanced Sales Comparison & Cost Approaches (2002)  
Course 420 Business Practices and Ethics (2007, 2012)  
Course 720 Condemnation Appraising Principles & Applications (2009)  
Course 700 Expert Witness Preparation & Testimony (2013)  
Course 705 Litigation Appraising (2013)

### **Seminars**

Evaluation of Leases and Partial Interest (1988)  
Residential Inspections (1988)  
Farm Sales Analysis (1990)  
Easement Valuation (1990)  
Reviewing Appraisals (1992)  
Americans With Disabilities Act (1993)  
MoDot Right of Way Seminar (1996)  
Small Hotel/Motel Valuation (1999)  
Highest and Best Use Analysis (2000)  
Valuation of Detrimental Conditions (2002)  
Conservation Easement Valuation (2004)  
MoDot Right of Way Seminar (2005)  
Green Building Construction (2007)  
Uniform Appraisal Standards for Federal Land Acquisitions (2007)  
Analyzing Commercial Lease Clauses (2007)  
Appraising Distressed Commercial Real Estate (2008)  
Office and Industrial Market Conditions/Outlook (2009)  
Appraisal of Nursing Facilities (2009)  
Hotel Valuation (2010)  
Uniform Standards of Professional Practice (2002, 2006, 2008, 2010, 2012, 2016)  
Hard to Value Commercial Real Estate Assets (2010)  
Understanding & Using Investor Surveys (2011)  
Interagency Appraisal & Evaluation Guidelines (2011)  
Fundamentals of Separating Real Property, Personal Property & Intangible Business Assets (2012)  
Litigation Professional Development Program Completed (2013)  
Collateral Underwriter (2015)  
Evaluating the Evaluation (2015)  
Appraising Convenience Stores (2016)

## **TYPES OF PROPERTIES APPRAISED**

Office, retail, industrial, banks, motels, agricultural, residential, environmentally impacted and special purpose properties.

## **GEOGRAPHIC AREA OF APPRAISAL**

Missouri

**LICENSE FOR ALLAN J. MOORE**



## **QUALIFICATIONS OF JOHN D. MORAN**

An Associate Appraiser with **Moore And Shryock, L.L.C.**, 609 E. Broadway, Columbia, Missouri (573-874-1207) (FAX 573-449-2791).

### **PROFESSIONAL AFFILIATIONS AND CERTIFICATIONS**

Member of the Appraisal Institute (MAI No. 453782)  
Missouri State Certified General Real Estate Appraiser No. 2006028567  
National Association of Realtors  
Missouri Association of Realtors  
Columbia Board of Realtors  
Northeast Central Association of Realtors  
Bagnell Dam Association of Realtors  
Heart of Missouri Board of Realtors  
Sedalia/Warsaw Board of Realtors  
Jefferson City Board of Realtors  
Randolph County Board of Realtors  
CoStar Group

### **EDUCATIONAL BACKGROUND**

#### **Southeast Missouri State University:**

Bachelor of Science, Business Administration (2003)

### **Qualifying Education**

Foundations of Real Estate Appraisal (Appraisal Institute)  
National Uniform Standards of Professional Appraisal Practice (USPAP)  
Income Capitalization  
Advanced Sales Comparison and Cost Approaches (Appraisal Institute)  
Advanced Income Capitalization (Appraisal Institute)  
Highest & Best Use and Market Analysis (Appraisal Institute)  
Report Writing and Valuation Analysis (Appraisal Institute)  
Condemnation Appraising: Principles and Applications (Appraisal Institute)  
Advanced Applications (Appraisal Institute)  
Expert Witness Preparation & Testimony (Appraisal Institute)

### **Continuing Education**

Analyzing Commercial Lease Clauses-Implications for Property Value and Marketability (Appraisal Institute)  
Appraisal of Nursing Facilities (Appraisal Institute)  
7-Hour National USPAP Update Course  
Apartment Appraisal, Concepts and Application  
Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets

### **STATEMENT OF CERTIFICATION STATUS**

The Appraisal Institute and the State of Missouri conduct a program of continuing education for its members. Appraisers who meet the minimum standards of this program are awarded periodic educational certification. I am certified under these programs.

### **GEOGRAPHIC AREA OF APPRAISAL**

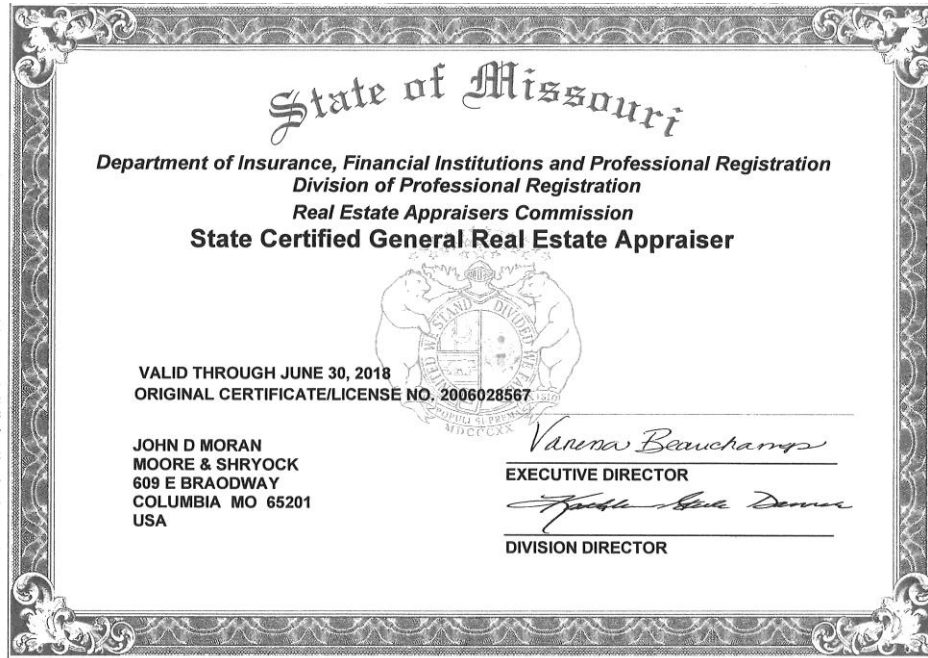
Mid-Missouri and surrounding areas.

### **APPRAISAL EXPERIENCE:**

Full time general real estate appraiser since 2004. Experience appraising retail, office, agricultural, industrial, subdivision, multi-family, and special-use properties.



**LICENSE FOR JOHN D. MORAN**



## LAND SALE NUMBER 1

SALE INFORMATION			
<b>Address:</b>	115-119 Ash St. & Oak St.	<b>County:</b>	Boone
	Columbia, MO		
<b>Grantor:</b>	William Jackson		
<b>Grantee:</b>	Williams Crossing, LLC		
<b>Date of Sale:</b>	5/1/2015	<b>Sale Price:</b>	\$204,000.00
<b>Property Rights:</b>	Fee Simple	<b>Cash Eq. Pr.:</b>	\$204,000.00
<b>Financing:</b>	Conventional	<b>Price/SF:</b>	\$4.04
<b>Instrument:</b>	Warranty Deed	<b>Price/FF:</b>	\$1,658.54
<b>Book/Page:</b>	4295/32	<b>Price/Acre:</b>	\$176,013.81
<b>Marketing Per. (Days):</b>		<b>Cond. of Sale:</b>	Arm's Length
PROPERTY DESCRIPTION			
<b>Square Feet:</b>	50,500	<b>Shape/Utility:</b>	Rectangular
<b>Area (Acres):</b>	1.159	<b>Topography:</b>	Level
<b>Primary Front (Ft):</b>	123	<b>Traffic Count:</b>	5,000 on Ash
<b>Secondary Front (Ft):</b>	179	<b>Utilities:</b>	E,S,W,G
<b>Corner Site:</b>	Yes	<b>Zoning:</b>	R3, Multi-family
<b>Roads:</b>	Paved	<b>Highest/Best Use:</b>	Multi-family
<b>Dimensions:</b>		<b>Flood Zone:</b>	No
<b>Site Improvements:</b>	None		
SALE VERIFICATION			
<b>Sale Verified by:</b>	Not Verified		
<b>Verified To:</b>	Not Verified		
<b>Sale Verified on:</b>	5/20/2016	<b>Land Sale Number:</b>	4406
ADDITIONAL COMMENTS			
<b>Specific Location of Sale:</b>	Located between Ash and Oak Streets (north side of Ash, south side of Oak)		
<b>Legal Description:</b>			
<b>Financing:</b>			
<b>Conditions of Sale:</b>	Arm's Length		
<b>Environmental:</b>	No indication to the "untrained eye" of environmental hazard could be found.		
<b>Encumbrance:</b>	No adverse easements or encumbrances.		
<b>Comments:</b>	Land purchased for development of multi-family residential. 8 duplexes planned on site. There were no improvements on the site at time of sale, however, an estimated \$5,000 was needed for tree removal making the adjusted price \$209,000. There were 8 duplexes planned with 2 units per duplex, 4 beds per unit, making grand total of 64 beds.		

## LAND SALE NUMBER 2

<b>SALE INFORMATION</b>			
<b>Address:</b>	N. 8th Street	<b>County:</b>	Boone
	Columbia, MO		
<b>Grantor:</b>	Payne Enterprises Inc.		
<b>Grantee:</b>	City of Columbia		
<b>Date of Sale:</b>	5/30/2014	<b>Sale Price:</b>	\$80,000.00
<b>Property Rights:</b>	Fee Simple	<b>Cash Eq. Pr.:</b>	\$80,000.00
<b>Financing:</b>	Cash	<b>Price/SF:</b>	\$3.64
<b>Instrument:</b>	Warranty Deed	<b>Price/FF:</b>	\$800.00
<b>Book/Page:</b>	4307-127	<b>Price/Acre:</b>	?
<b>Marketing Per. (Days):</b>	942	<b>Cond. of Sale:</b>	Arm's Length
<b>PROPERTY DESCRIPTION</b>			
<b>Square Feet:</b>	22,000	<b>Shape/Utility:</b>	Rectangular
<b>Area (Acres):</b>		<b>Topography:</b>	Level
<b>Primary Front (Ft):</b>	100	<b>Traffic Count:</b>	< 5,000
<b>Secondary Front (Ft):</b>		<b>Utilities:</b>	E,S,W,G
<b>Corner Site:</b>	No	<b>Zoning:</b>	R-3
<b>Roads:</b>	Paved	<b>Highest/Best Use:</b>	Multi-family
<b>Dimensions:</b>	100x220	<b>Flood Zone:</b>	No
<b>Site Improvements:</b>	None		
<b>SALE VERIFICATION</b>			
<b>Sale Verified by:</b>	John Payne (Broker)		
<b>Verified To:</b>	Clint Cooper		
<b>Sale Verified on:</b>	9/9/2015	<b>Land Sale Number:</b>	4139
<b>ADDITIONAL COMMENTS</b>			
<b>Specific Location of Sale:</b>	West side of 8th Street, between Business Loop 70 and Fairview Ave.		
<b>Legal Description:</b>			
<b>Financing:</b>			
<b>Conditions of Sale:</b>	Arm's Length		
<b>Environmental:</b>	No indication to the "untrained eye" of environmental hazard could be found.		
<b>Encumbrance:</b>	No adverse easements or encumbrances.		
<b>Comments:</b>	The city purchased this lot with plans for construction of a new homeless shelter. Construction is expected to begin in 2017. Although the area is zoned R-3, most developed lots are older single-family residences.		

## LAND SALE NUMBER 3

SALE INFORMATION			
<b>Address:</b>	113 N Garth Avenue	<b>County:</b>	Boone
	Columbia, MO		
<b>Grantor:</b>	113 N Garth LLC		
<b>Grantee:</b>	Williams Crossing LLC		
<b>Date of Sale:</b>	08/18/2015	<b>Sale Price:</b>	\$90,000.00
<b>Property Rights:</b>	Fee Simple	<b>Cash Eq. Pr.:</b>	\$90,000.00
<b>Financing:</b>	Cash	<b>Price/SF:</b>	\$4.70
<b>Instrument:</b>	Warranty Deed	<b>Price/FF:</b>	\$1,000.00
<b>Book/Page:</b>	4485/198	<b>Price/Acre:</b>	\$204,545.45
<b>Marketing Per. (Days):</b>	28	<b>Cond. of Sale:</b>	Arm's Length
PROPERTY DESCRIPTION			
<b>Square Feet:</b>	19,166	<b>Shape/Utility:</b>	Irregular
<b>Area (Acres):</b>	0.44	<b>Topography:</b>	Level
<b>Primary Front (Ft):</b>	90	<b>Traffic Count:</b>	N/Avg
<b>Secondary Front (Ft):</b>	0	<b>Utilities:</b>	E,S,W,G
<b>Corner Site:</b>	No	<b>Zoning:</b>	R3, Multi-family
<b>Roads:</b>	Paved	<b>Highest/Best Use:</b>	Multi-family
<b>Dimensions:</b>		<b>Flood Zone:</b>	No
<b>Site Improvements:</b>	None		
SALE VERIFICATION			
<b>Sale Verified by:</b>	David Townsend, Listing Agent		
<b>Verified To:</b>	Jessica Henroid		
<b>Sale Verified on:</b>	09/23/2015	<b>Land Sale Number:</b>	4153
ADDITIONAL COMMENTS			
<b>Specific Location of Sale:</b>	West side of Garth, 90' south of Ash Street		
<b>Legal Description:</b>	Garth Add PT 39 SUR 94-298		
<b>Financing:</b>			
<b>Conditions of Sale:</b>	Arm's Length		
<b>Environmental:</b>	No indication to the "untrained eye" of environmental hazard could be found.		
<b>Encumbrance:</b>	None known		
<b>Comments:</b>	This lot is zoned R-3 and has good potential for multi-family use or rezoning to allow an office use.		

## LAND SALE NUMBER 4

SALE INFORMATION			
<b>Address:</b>	605 N. William St	<b>County:</b>	Boone
	Columbia, MO		
<b>Grantor:</b>	Richard Pool		
<b>Grantee:</b>	Williams Crossing, LLC		
<b>Date of Sale:</b>	6/2/2015	<b>Sale Price:</b>	\$72,000.00
<b>Property Rights:</b>	Fee Simple	<b>Cash Eq. Pr.:</b>	\$72,000.00
<b>Financing:</b>	Cash	<b>Price/SF:</b>	\$4.09
<b>Instrument:</b>	Warranty Deed	<b>Price/FF:</b>	\$960.00
<b>Book/Page:</b>	4449/96	<b>Price/Acre:</b>	?
<b>Marketing Per. (Days):</b>		<b>Cond. of Sale:</b>	Arm's Length
PROPERTY DESCRIPTION			
<b>Square Feet:</b>	17,625	<b>Shape/Utility:</b>	Rectangular
<b>Area (Acres):</b>		<b>Topography:</b>	Gently Sloping
<b>Primary Front (Ft):</b>	75	<b>Traffic Count:</b>	1000
<b>Secondary Front (Ft):</b>		<b>Utilities:</b>	E,S,W,G
<b>Corner Site:</b>	No	<b>Zoning:</b>	R3, Multi-family
<b>Roads:</b>	Paved	<b>Highest/Best Use:</b>	Multi-family
<b>Dimensions:</b>		<b>Flood Zone:</b>	No
<b>Site Improvements:</b>	Old house, no value		
SALE VERIFICATION			
<b>Sale Verified by:</b>	Buyer		
<b>Verified To:</b>	Other appraiser		
<b>Sale Verified on:</b>	9/15/2015	<b>Land Sale Number:</b>	4386
ADDITIONAL COMMENTS			
<b>Specific Location of Sale:</b>	605 N William, between Hinkson and Paris Road.		
<b>Legal Description:</b>			
<b>Financing:</b>			
<b>Conditions of Sale:</b>	Arm's Length		
<b>Environmental:</b>	No indication to the "untrained eye" of environmental hazard could be found.		
<b>Encumbrance:</b>	No adverse easements or encumbrances.		
<b>Comments:</b>	Sale price was \$60,000. Razing cost projected at \$12,000. Size would allow up to 7 units, however projection is 4-6 units with 3 or 4 bedroom units.		

## LAND SALE NUMBER 5

SALE INFORMATION			
<b>Address:</b>	Primrose & Rashid Court	<b>County:</b>	Boone
	Columbia, MO		
<b>Grantor:</b>	Kikhia Rashid & Thuraia Kablan		
<b>Grantee:</b>	AMW Investment Properties, LLC		
<b>Date of Sale:</b>	6/10/2016	<b>Sale Price:</b>	\$95,000.00
<b>Property Rights:</b>	Fee Simple	<b>Cash Eq. Pr.:</b>	\$95,000.00
<b>Financing:</b>	Cash	<b>Price/SF:</b>	\$1.84
<b>Instrument:</b>	Warranty Deed	<b>Price/FF:</b>	?
<b>Book/Page:</b>	4604/112	<b>Price/Acre:</b>	\$79,831.93
<b>Marketing Per. (Days):</b>	72	<b>Cond. of Sale:</b>	Arm's Length
PROPERTY DESCRIPTION			
<b>Square Feet:</b>	51,706	<b>Shape/Utility:</b>	Irregular
<b>Area (Acres):</b>	1.19	<b>Topography:</b>	Gently Rolling
<b>Primary Front (Ft):</b>		<b>Traffic Count:</b>	
<b>Secondary Front (Ft):</b>		<b>Utilities:</b>	E,S,W,G
<b>Corner Site:</b>	Yes	<b>Zoning:</b>	R2, Two family
<b>Roads:</b>	Paved	<b>Highest/Best Use:</b>	Multi-family
<b>Dimensions:</b>		<b>Flood Zone:</b>	No
<b>Site Improvements:</b>	None		
SALE VERIFICATION			
<b>Sale Verified by:</b>	Travis Kempf, agent		
<b>Verified To:</b>	J.D. Moran		
<b>Sale Verified on:</b>	9/19/2016	<b>Land Sale Number:</b>	4537
ADDITIONAL COMMENTS			
<b>Specific Location of Sale:</b>	Located at the northeast and northwest corners of Primrose and Rashid Court		
<b>Legal Description:</b>	Parcels #1620700070010001 & 1620700070070101		
<b>Financing:</b>			
<b>Conditions of Sale:</b>	Arm's Length		
<b>Environmental:</b>	No indication to the "untrained eye" of environmental hazard could be found.		
<b>Encumbrance:</b>	No adverse easements or encumbrances.		
<b>Comments:</b>	Two duplex lots across the street from each other. One lot would support one duplex. The larger lot would support three duplexes (four duplexes total). Adjacent development on Primrose and Rashid Court are duplex.		