



APPRAISAL REPORT

Parcel 13-39-40-000-003-00000-1
Martin County, FL 34996

Vacant Land Property
Bowery Report No. JOB-2100015239

REQUESTED BY

Ms. Carla Segura
Martin County Board of County Commissioners
2401 SE Monterey Road
Stuart, FL 34996

DATE OF VALUE

As Is Market Value: January 3, 2022

PREPARED BY



Scott M. Powell, MAI



Harry Newstreet, MAI

January 19, 2022

Ms. Carla Segura
Martin County Board of County Commissioners
2401 SE Monterey Road
Stuart, FL 34996

Re: Bowery Report No. JOB-2100015239
Vacant Land
Parcel ID 13-39-40-000-00000-1
Stuart, FL 34996

Dear Ms. Segura,

In accordance with your request, we have completed an appraisal of a 30.0-acre portion of Parcel ID 13-39-40-000-00000-1 for the purpose of advancing an opinion of the As Is Market Value of the fee simple interest in the subject.

The subject consists of a +/- 30.0-acre portion of the 468.96-acre site identified as Parcel ID 13-39-40-000-00000-1. The vacant land property is located at the southwest corner of SW 96th Street and SW Kanner Highway in Stuart, FL. The entire parcel is zoned both LI (Industrial) and AG-20A (Agricultural), however the 30.0-acre subject is zoned exclusively within the industrial portion of the zoning overlay. The subject is under contract between the current owner, KL Waterside LLC, and the Martin County Board of County Commissioners, for \$3.6 million, or \$120,000 per acre. Upon purchase, the Martin County Board of County Commissioners is planning to utilize the land as their Field Operations site.

Based on the subject property's zoning, physical characteristics, location, and forecasted economic conditions, an industrial use is concluded to be the highest and best use to the highest density permitted by zoning and supported within the market.

Our analyses, opinions and conclusions were developed, and this report has been prepared, in conformance with the Standards of Professional Practice and Code of Professional Ethics of the Appraisal Institute, the Uniform Standard of Professional Appraisal Practice (USPAP), Martin County Board of County Commissioners appraisal guidelines, and applicable state appraisal regulations. To report the assignment results, we use the Appraisal Report option of Standards Rule 2-2(a) of USPAP.

This appraisal is also prepared in compliance with Title XI (with amendments) of the Financial Institutions Reform, Recovery and Enforcement Act of 1989 (FIRREA), as well as the Interagency Appraisal and Evaluation Guidelines dated December 2, 2010.

After carefully considering all available information and factors affecting value, our value opinion is as follows:

Market Value Opinion

Value	Date of Value	Interest Appraised	Conclusion
As Is Market Value	January 3, 2022	Fee Simple Interest	\$3,000,000

The global outbreak of the "novel coronavirus," which has resulted in the COVID-19 pandemic, is presently affecting the US population and economy. The extent and magnitude of the direct or indirect effects of this event on the national and local economy, or real estate markets is indeterminate and not quantifiable as market evidence is still limited. The reader is cautioned, and reminded that the conclusions presented in this appraisal report are based on information available as of the effective date(s) of valuation indicated. Although we have made reasonable efforts to estimate the impact, due to the uncertainty in real estate and financial markets it is difficult to fully assess the effect. The appraiser makes no representation as to the effect on the subject property of this event, or any event, subsequent to the effective date of the appraisal.

Ms. Segura
Page 2
January 19, 2022

The value conclusions are subject to the following **Extraordinary Assumptions**¹ that may affect the assignment results. If the assumption is found to be false as of the effective date of the appraisal, we reserve the right to modify our value conclusions:

- We assume that the size of the parcel being purchased is 30.0 acres and that the information provided to us is accurate.

The value conclusions are based on the following **Hypothetical Conditions**² that may affect the assignment results:

- None.

The opinion of value expressed herein is subject to the certification, assumptions and limiting conditions, and all other information contained in the following written appraisal report.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Scott M. Powell'.

Scott M. Powell, MAI
Managing Director Florida
Cert Gen RZ2809
scott.powell@boweryvaluation.com
(772) 285-7131

A handwritten signature in blue ink, appearing to read 'Harry Newstreet'.

Harry Newstreet, MAI
Senior Vice President
Cert Gen RZ 2278
harry.newstreet@boweryvaluation.com
(561) 515-1269

¹ The definition of Extraordinary Assumptions can be found in the Glossary of Terms, which is located in the Addenda.

² The definition of Hypothetical Conditions can be found in the Glossary of Terms, which is located in the Addenda.

Summary of Salient Facts & Conclusions

Property Identification



The subject consists of a +/- 30.0-acre portion of the 468.96-acre site identified as Parcel ID 13-39-40-000-003-00000-1. The vacant land property is located at the southwest corner of SW 96th Street and SW Kanner Highway in Stuart, FL. The entire parcel is zoned both LI (Industrial) and AG-20A (Agricultural), however the 30.0-acre subject is zoned exclusively within the industrial portion of the zoning overlay. The subject is under contract between the current owner, KL Waterside LLC, and the Martin County Board of County Commissioners, for \$3.6 million, or \$120,000 per acre. Upon purchase, the Martin County Board of County Commissioners is planning to utilize the land as their Field Operations site.

Salient Facts

Parcel ID	13-39-40-000-003-00000-1	Flood Hazard Zone	Zone X
Site Area (acres)	30±	Exposure Time	9-12 Months
Shape	Irregular	Marketing Time	9-12 Months
Topography	Generally level	Date of Inspection	January 3, 2022
Zoning	LI (Limited Industrial)	Date of Report	January 19, 2022

SWOT Analysis

Strengths

- The primary market area has great growth potential as Martin County continues to attract investors and developers.

Weaknesses

- The site is irregular in shape and some areas may have reduced utility.

Opportunities

- The site is currently vacant and can be developed.

Threats

- General economic uncertainty regarding COVID-19.

Conclusions

Final Value Conclusion

Value	Date of Value	Interest Appraised	Conclusion
As Is Market Value	January 3, 2022	Fee Simple Interest	\$3,000,000

The value conclusions are subject to the following **Extraordinary Assumptions**³ that may affect the assignment results. If the assumption is found to be false as of the effective date of the appraisal, we reserve the right to modify our value conclusions:

- We assume that the size of the parcel being purchased is 30.0 acres and that the information provided to us is accurate.

The value conclusions are based on the following **Hypothetical Conditions**⁴ that may affect the assignment results:

- None.

The opinion of value expressed herein is subject to the certification, assumptions and limiting conditions, and all other information contained in the following written appraisal report.

³ The definition of Extraordinary Assumptions can be found in the Glossary of Terms, which is located in the Addenda.

⁴ The definition of Hypothetical Conditions can be found in the Glossary of Terms, which is located in the Addenda.

Table of Contents

Summary of Salient Facts & Conclusions	3
Property Identification.....	3
Salient Facts	3
SWOT Analysis.....	3
Conclusions.....	4
Table of Contents	5
Introduction.....	7
Purpose & Date of Value Opinion	7
Identification of the Client.....	7
Intended Use & User	7
Property Rights Appraised.....	7
Property History	7
Exposure Time	7
Marketing Time	7
General Assumptions	7
Definition of Market Value	8
Scope of the Appraisal	8
Data Sources	9
Neighborhood & Demographic Overview	10
Palm City at a Glance.....	10
Neighborhood	11
Demographics	12
Conclusion.....	14
Zoning Summary	15
Assessed Values & Real Estate Taxes	17
Tax Rates.....	17
Site Description	18
Highest & Best Use	20
As Vacant.....	20
Appraisal Valuation Process	21
Land Value	22
Comparable Sales	23
Reconciliation & Final Value Opinion	31
Certification.....	32
Addenda	33
Contingent & Limiting Conditions	33
Subject Property Photos.....	36
Map Gallery	37
Subject Data	38

Martin County Area Analysis..... 47

Qualifications 55

Letter of Engagement 59

Glossary of Terms 60

Introduction

Purpose & Date of Value Opinion

The purpose of the appraisal is to provide an opinion of the As Is Market Value of the fee simple interest in the subject as of January 3, 2022.

Identification of the Client

Martin County Board of County Commissioners has engaged Bowery Valuation and is Bowery Valuation's client for this assignment.

Intended Use & User

The intended use is for an acquisition decision by the Martin County Board of County Commissioners. The Intended User of the report is the Martin County Board of County Commissioners, its successors or assigns.

Property Rights Appraised⁵

The subject is appraised on the basis of Fee Simple Interest.

Property History

The current owner of record is KL Waterside LLC per Martin County records. The entire parcel most recently sold on April 16, 2020, for \$10,636,000. This sale included all 468.9 acres of Parcel 13-39-40-000-003-00000-1, and an additional two parcels bringing the total acreage sold to +/- 502 acres. The sale price indicates a per acre price of approximately \$21,187.

We are not aware of any additional bids, transactions, offers, or options to purchase for this asset.

Exposure Time⁶

It is our opinion that a normal exposure time for the subject property is between nine and twelve months. This conclusion is predicated on interviews with local brokers and other real estate industry sources, on information obtained in the verification process of recent sale transactions for similar properties, and our analysis of supply and demand forces in the local market. The value reported herein presumes such an exposure time.

Marketing Time⁷

It is our opinion that a normal marketing time for the subject property is between nine and twelve months. This conclusion considers the property's relative market position, as well as our market value conclusion and it is predicated on interviews with brokers, other real estate industry sources and on information obtained in the verification process.

General Assumptions

This opinion of value reported herein assumes that the data provided are the most recent and accurate.

We note that our appraisers are not experts in the following domains:

⁵ The definitions of the various interests appraised can be found in the Glossary of Terms, which is located in the Addenda.

⁶ The definition of Exposure Time can be found in the Glossary of Terms, which is located in the Addenda.

⁷ The definition of Marketing Time can be found in the Glossary of Terms, which is located in the Addenda.

- **Technical Environmental Inspections:** No Environmental Site Assessment report was provided in conjunction with this appraisal. If a report is commissioned and there are any environmental issues uncovered, they could affect our opinion of value reported. We recommend the services of a professional engineer for this purpose.
- **Zoning Ordinances:** We recommend an appropriately qualified land use attorney if a definitive determination of compliance is required.
- **Building Inspections:** We recommend an inspection by a building engineer or professional property inspector if a more thorough examination of the subject's improvements is required. Any immediate expenditures that a trained professional may determine are needed, could affect our opinion of value reported.
- **Easements, Encroachments, and Restrictions:** Within our research and analysis we will examine the tax map, deed, legal description, and survey (if available) to determine the existence of any easements, encroachments or restrictions impacting the subject property. However, further research required to determine whether or not such restrictions exist is beyond the scope of this appraisal assignment. Deed restrictions are a legal matter and only a title examination by an attorney or title company can uncover such restrictive covenants. Thus, we recommend a title search to definitively determine if any such restrictions do exist.
- **Building Health and Fire Codes:** Our valuation assumes there are no known code violations.

Definition of Market Value⁸

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

1. buyer and seller are typically motivated;
2. both parties are well informed or well advised, and each acting in what he or she considers his or her own best interest;
3. a reasonable time is allowed for exposure in the open market;
4. payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

Scope of the Appraisal

Within the course of this assignment, we have:

- Inspected the subject site.
- Researched and investigated the location in terms of its economic activity, development patterns, and future trends and related their impact on the market.
- Researched the subject's zoning, specifically as it pertains to its location.
- Determined the Highest and Best Use of the subject property based on an analysis of all relevant factors.
- Researched and analyzed sales of competitive sites and applied the techniques of the sales comparison approach in advancing an opinion of value.
- Reviewed the subject's pending contract of sale.
- Advanced an opinion of the As Is Market Value of the identified interest

⁸ Code of Federal Regulations, Title 12, Chapter I, Part 34.42[g]; also Interagency Appraisal and Evaluation Guidelines, Federal Register, 75 FR 77449, December 10, 2010, page 77472

Data Sources

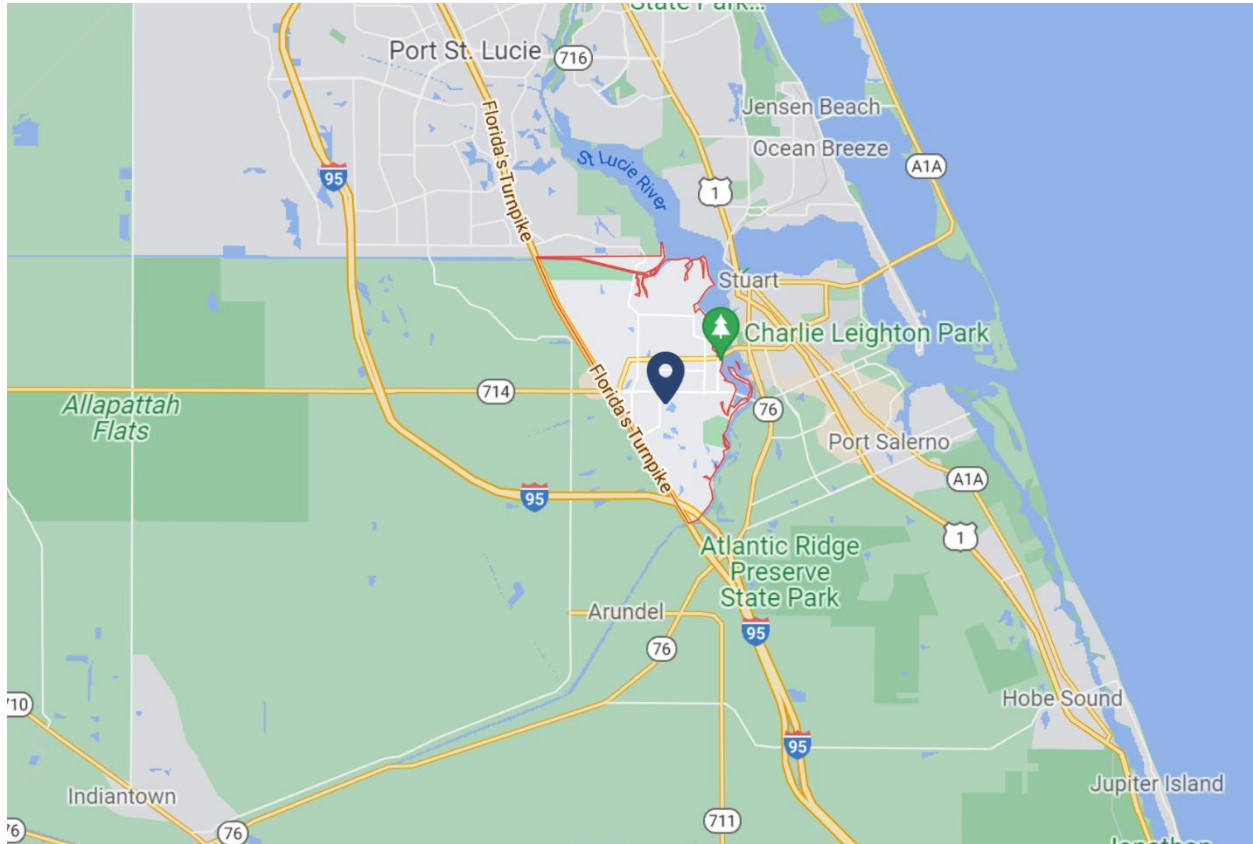
The data contained within this appraisal was compiled from market analysis utilizing the following sources (unless otherwise noted): the County Tax Assessor, state and county tax records, the Zoning Board, Claritas, CoStar, Federal Reserve, County Soil maps, USGS Topography maps, State Wetlands maps, and FEMA. The subject photos were taken by Mike Shanahan on January 3, 2022, while those used for the comparable sales were sourced from the public domain. When possible, we have confirmed the reported data with parties to the transactions or those who are intimately familiar with their critical details.

Resource Verification

Data	Source/Verification:
Site Size	Public Record
Excess/Surplus Land	Public Record
Gross Size/Units	Public Record
Number of Buildings	Inspection
Area Analysis	Bureau of Labor Statistics
Comparable Sales Data	Primary Sources and CoStar

Neighborhood & Demographic Overview

Palm City at a Glance



Overview

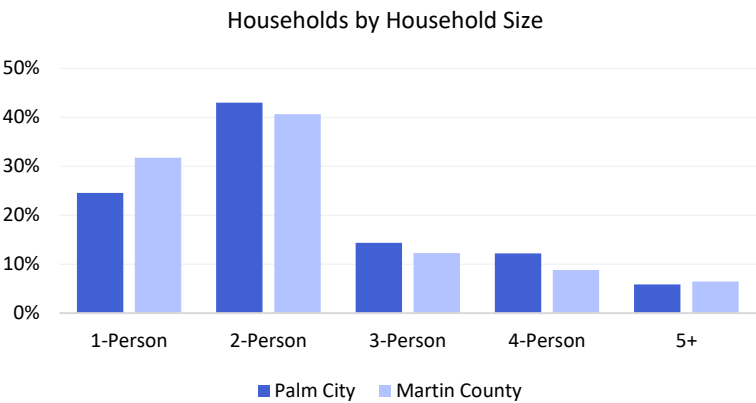
Palm City is a town in Martin County, Florida, between Florida's Turnpike and the Saint Lucie River with quick access to both I-95 and Florida's Turnpike. Martin Downs Boulevard and Martin Highway serve as the town's major commercial thoroughfares, touting a host of restaurants and stores in modern shopping centers and plazas. Treasure Coast beaches like Jensen Beach and Stuart Beach are within minutes of Palm City. Palm City is largely residential with the majority of housing units being owner-occupied single-family homes.

The following demographic profile, assembled by Environics Analytics, a nationally recognized compiler of demographic data, reflects the subject's municipality and market. All values presented herein are estimates for 2021 and all figures presented are for the subject neighborhood unless stated otherwise.

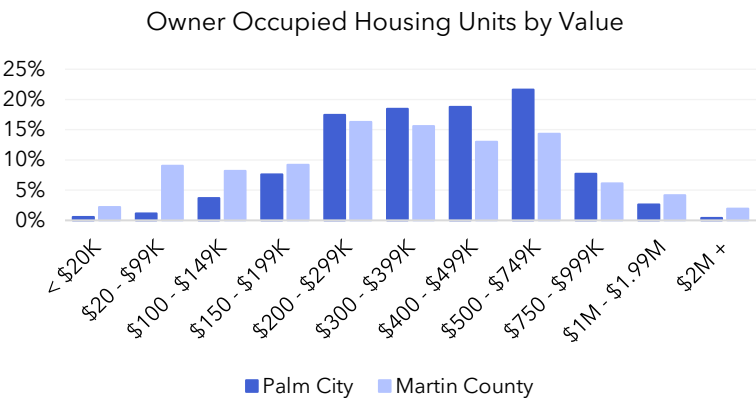
	Area	2000 Census	2010 Census	Growth	2021 Estimate	Growth	2026 Projection	Growth
Population	Palm City	20,092	23,120	1.41%	26,114	1.23%	27,574	1.09%
	Martin County	126,739	146,318	1.45%	163,058	1.09%	171,291	0.99%
Households	Palm City	8,455	9,765	1.45%	11,100	1.29%	11,737	1.12%
	Martin County	55,288	63,899	1.46%	71,342	1.11%	74,980	1.00%
Family Households	Palm City	6,303	6,981	1.03%	7,942	1.30%	8,399	1.13%
	Martin County	36,197	40,148	1.04%	44,937	1.13%	47,265	1.02%

Neighborhood

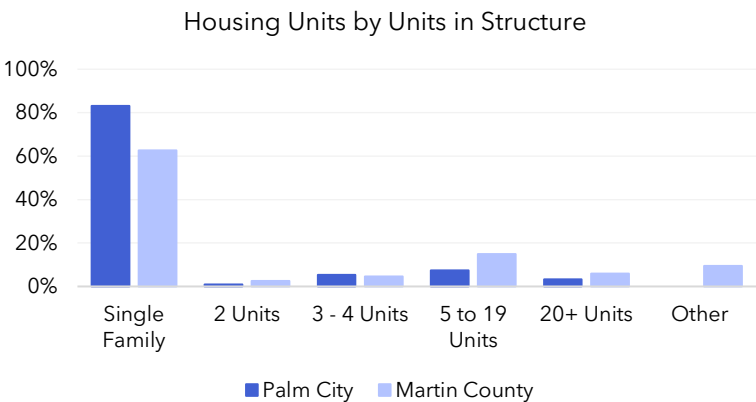
Housing



HOUSEHOLDS
11,100
AVG HOUSEHOLD SIZE
2.34



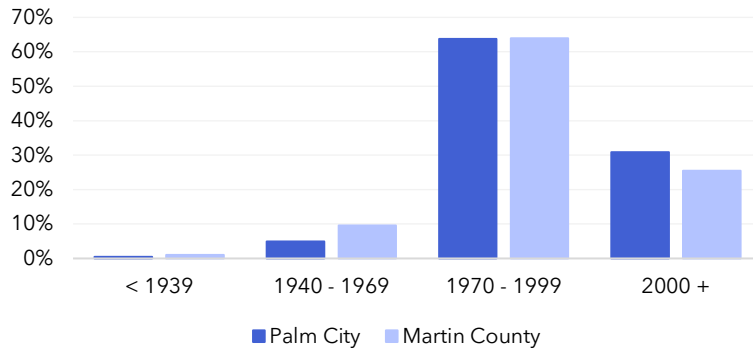
MEDIAN HOUSING VALUE
\$405,848



NEIGHBORHOOD HOUSING
UNITS
12,287

COUNTY/CITY HOUSING UNITS
85,701

Housing Units by Year Structure Built



NEIGHBORHOOD MEDIAN YR
STRUCTURE BUILT

1993

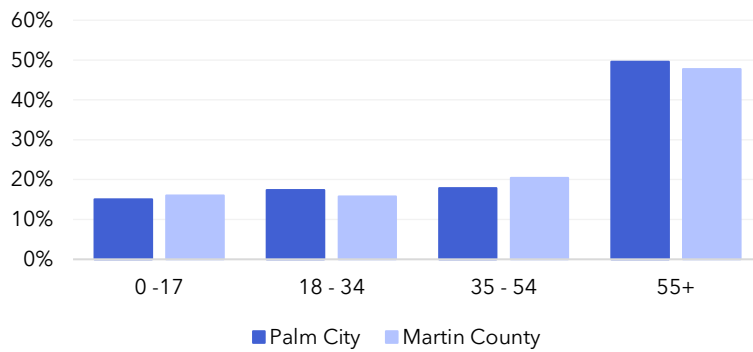
COUNTY/CITY MEDIAN YR
STRUCTURE BUILT

1987

Demographics

Population

Population by Age



POPULATION

26,114

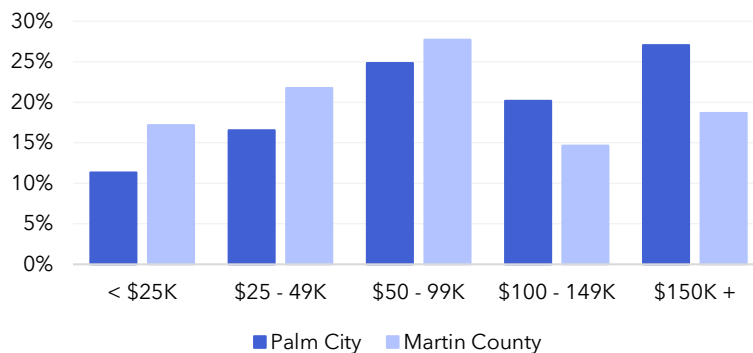
MEDIAN AGE

55

AVERAGE AGE

49

Households by Household Income



MEDIAN HHI

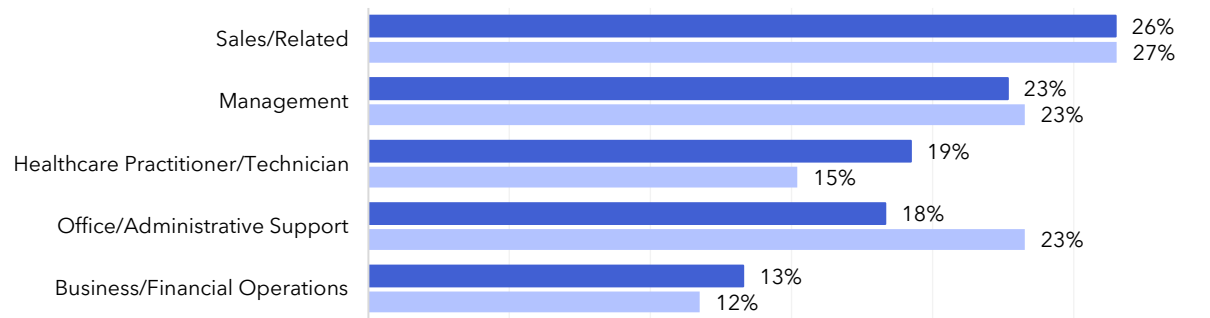
\$93,476

AVERAGE HHI

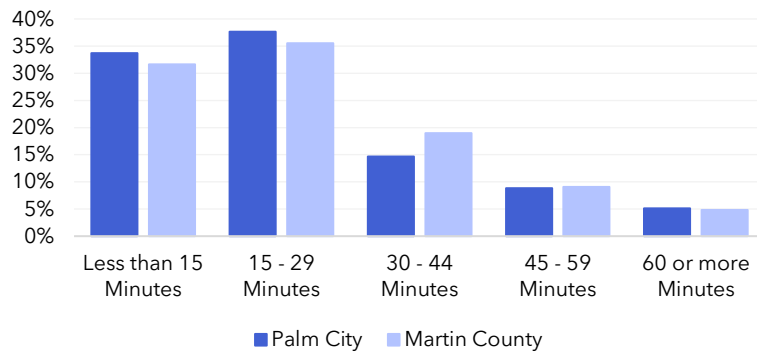
\$134,631

Employment & Transportation

Top 5 Employment Occupations in Neighborhood

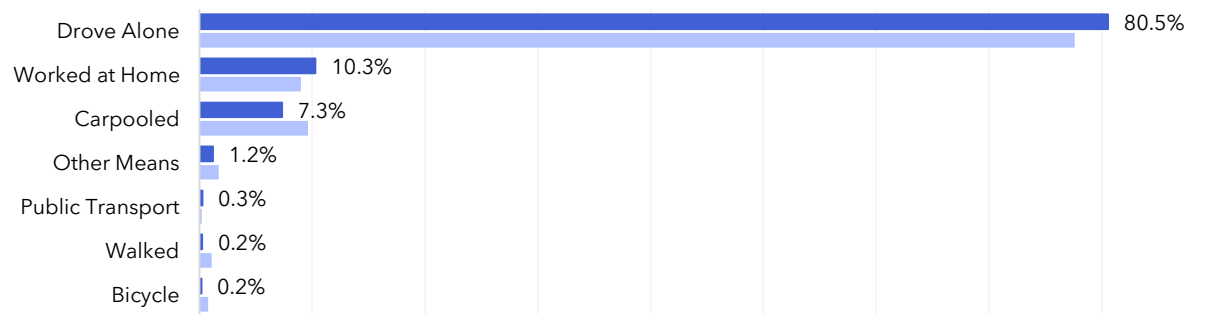


Travel Time to Work



AVG TRAVEL TIME TO WORK
25 minutes

Transport Mode to Work in Neighborhood



Transport Modes and Access



Palm City is connected via both Interstate 95 and Florida's Turnpike.



Palm City is not served by any commuter or light-rail lines.



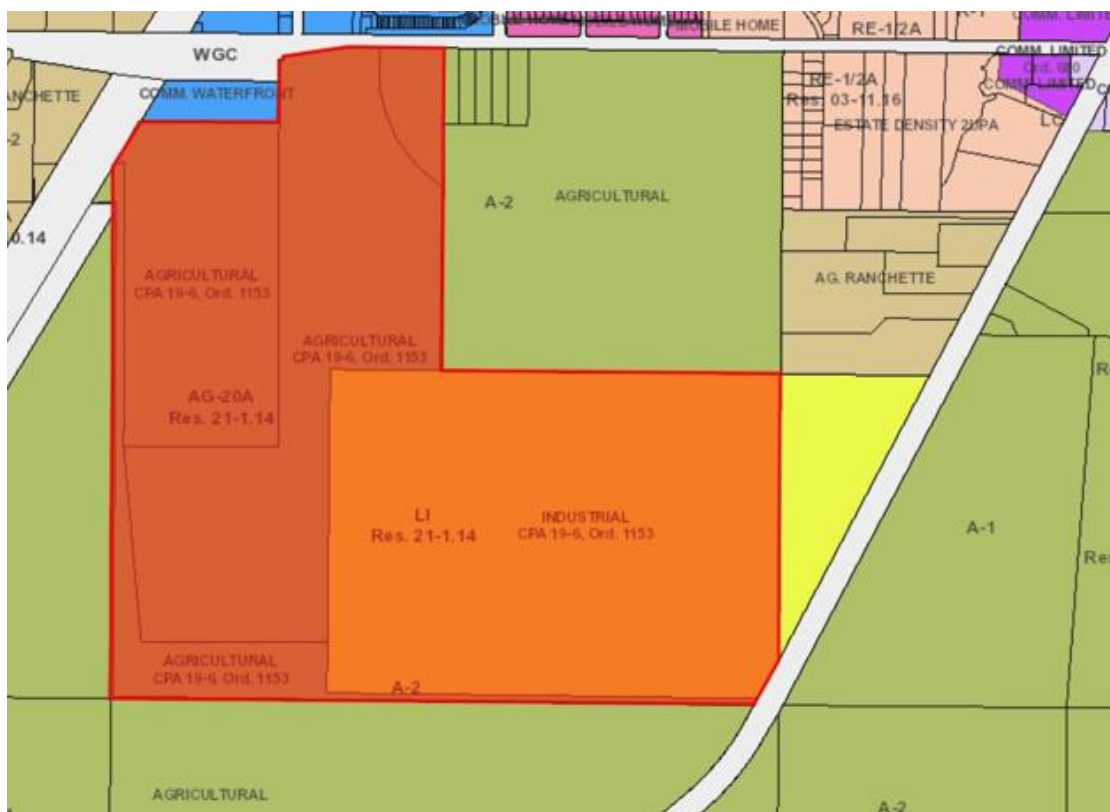
Palm City is not served by any public bus lines.



Palm City is roughly 35 miles south of the Treasure Coast International Airport in Fort Pierce.

Conclusion

Palm City is a city in southeast Florida that is well-served by interstate highways and recreational amenities. It has seen moderate population growth over the past decade, a trend that is expected to continue in the near-term.



Zoning Summary⁹

Authority	Classification
Property Jurisdiction	Martin County, FL
Existing Zoning Classification	LI (Limited Industrial)
Special permitting or Condition(s): (i.e., site plan approval, PUD, or other variance)	None known
Date of Existing Zoning Ordinance	7/12/2021

15

Summary of Use and Bulk Regulations

	Required	Status
Current Use	administrative services, not-for-profit, educational institutions, places of worship, post offices, protective and emergency services, public libraries, public parks and recreation areas, recycling drop-off centers, utilities, business and professional offices, construction industry trades, construction sales and services, residential storage facilities, trades and skilled services, wholesale trades and services, limited impact industries, management, scientific and technical services, research and development laboratories and facilities, scientific and technical consulting services, etc.	NA
Minimum Lot Area	15,000 square feet	Not Applicable
Minimum Lot Width	100 feet	Not Applicable
Minimum Open Space	20%	Not Applicable
Maximum Height	30 feet	Not Applicable
Front/Street Setback	15 feet	Not Applicable
Side Setback	10 feet	Not Applicable
Rear Setback	10 feet	Not Applicable

The subject does not contain any improvements. The subject is complying with regards to bulk regulations and is conforming with regards to the allowable uses.

Assessed Values & Real Estate Taxes

Martin County Property Appraiser designates the property as Parcel ID: 13-39-40-000-003-00000-1.

A sale of the property does not automatically trigger a re-assessment. However, any sale of a property at a price well above the prior assessed value has a high probability of resulting in a re-assessment during the next tax year. All properties are assessed as of January 1 of the tax year. The preliminary assessed values are not made public until sometime between August and September of the tax year. Taxes are not due until the end of March of the next calendar year.

By statute, real property is to be assessed at "just value", which is considered to be market value less transaction costs. From a practical standpoint, most commercial properties tend to be assessed at between 70 and 90 percent of market value.

As mentioned, taxes are due at the end of March of the following calendar year. Discounts are available for early payment. The earliest payment is November of the tax year, and the maximum discount is 4.0 percent. In our opinion, a prudent investor would take advantage of this discount. As a result, we have factored it into our analysis.

The most recent assessed value and taxes are shown below:

Assessor's Parcel Number(s):	13-39-40-000-003-00000-1
Assessing Authority:	Martin County
Current Tax Year:	2021
Are taxes current?	Yes

Folio or Parcel Number	Land Assessment	Ad Valorem	Non -Ad Valorem	Total Taxes	Site Size (Acres)	Taxes / Acre
13-39-40-000-003-00000-1	\$586,240	\$10,141.37	\$0.00	\$10,141.37	469	\$21.63
Total	\$586,240	\$10,141.37	\$0.00	\$10,141.37	469	\$21.63

Tax Rates

Both the current land assessment and the current taxes are applied to the entire parcel which consists of 468.9 acres. As such, we have allocated approximately 6.4% of both the assessment and current taxes to the subject property which consists of +/- 30.0 acres. This equates to an assessment of \$37,519 and a total tax expense of \$649 for the current year. However, upon sale the subject itself will be reassessed, and currently it is significantly below our opinion of market value. As such, we project taxes based on the projected assessment, the current mileage & direct assessments, and the 4% discount for early payment, as follows:

<u>Projected Taxes</u>	
Market Value	\$3,000,000
Projected Assessment	\$2,100,000
Current Millage	1.729901%
Subtotal	\$36,328
Current Direct Assessments	\$0
Subtotal	\$36,328
Less 4% discount for early payment	(\$1,453)
Total	\$34,875
Rounded	\$35,000

Site Description¹⁰



Location	Parcel 13-39-40-000-003-00000-1 is located at the southwest corner of SW 96 th Street and SW Kanner Highway in Palm City, FL.
Surrounding Uses	Surrounding land uses include primarily vacant land to the east, south, and west. Residential properties are located to the north of the subject. The closest commercial corridor is SW Kanner Hwy.
Site Area	The entire parcel consists of +/- 469 acres. The subject is +/- 30.0 acres of the parcel. Identified as the "County Industrial" portion of the above map.
Shape	Irregular
Frontage	The entire parcel contains frontage along Kanner Highway (420 feet) and SW 696th St (1320 feet). The exact frontage of the subject is yet to be determined.
Access	The primary access is from Kanner Highway.
Topography	Generally Level at street grade
Drainage	Assumed adequate
Paving	All roads are paved with asphalt and are in satisfactory condition.
Street Lighting	Adequate
Hazardous Substances	We observed no evidence of toxic or hazardous substances during our inspection of the site.

¹⁰ The subject property photos can be found in the Addenda.

Utilities & Services	<p>Water/Sewer and Refuse – Municipal</p> <p>Police & Fire Protection – Municipal</p> <p>Electricity – Florida, Power & Light</p>
Flood Hazard Status¹¹	<p>According to National Flood Insurance Program Rate Map dated February 19, 2020 Community Panel #12085C0284H the subject is located within a Zone X. Zone X is an area determined to be outside 500-year floodplain determined to be outside the 1% and 0.2% annual chance floodplains.</p>
Easements, Encroachments, and Restrictions	<p>Based upon a review of the deed, there does not appear to be any easements, encroachments, or restrictions that would adversely affect value. We know of no deed restrictions, private or public, that further limit the subject property's use. It is noted that any further research required to determine whether or not such restrictions exist, is beyond the scope of this appraisal assignment. Our valuation assumes no adverse impacts from easements, encroachments, or restrictions, and further assumes that the subject has clear and marketable title.</p>
Conclusion	<p>The site is similar to others in the vicinity, and there are no negative external factors. Based on its size, shape, topography and soils, it is functionally adequate for future development as zoned.</p>

¹¹ The flood map can be found in the Map Gallery, which is located in the Addenda.

Highest & Best Use

In determining highest and best use, we have considered the current trends of supply and demand on the market, current zoning regulations and other possible restrictions, and neighboring land uses.

It is to be recognized that in cases where a site has existing improvements on it, the highest and best use may be determined to be different from the existing use. The existing use will continue, however, unless and until land value in its highest and best use exceeds the total value of the property in its existing use.

In estimating highest and best use, alternative uses that meet the four criteria¹² of legally permissible, physically possible, financially feasible, and the maximally productive use, are considered and tested for the subject site as if vacant and as improved.

As Vacant

Legally Permissible

The subject is in zone LI (Limited Industrial), which permits administrative services, not-for-profit, educational institutions, places of worship, post offices, protective and emergency services, public libraries, public parks and recreation areas, recycling drop-off centers, utilities, business and professional offices, construction industry trades, construction sales and services, residential storage facilities, trades and skilled services, wholesale trades and services, limited impact industries, management, scientific and technical services, research and development laboratories and facilities, scientific and technical consulting services, etc., as of right. The subject is on a +/- 30 acre parcel. There are no zoning changes anticipated and no easements or encroachments that preclude development.

Physically Possible

The site contains +/- 30 acres. The subject has frontage along Kanner Highway (420.0 feet) and SW 696th Street (1320.0 feet). The size falls within the range of improved sites in the area. All necessary utilities are available, and the site appears functional for a variety of permitted uses even considering its slightly irregular shape.

Financially Feasible

The subject is located within a mixed-use neighborhood. Market conditions are such that new industrial construction is feasible.

Maximally Productive/ Highest and Best Use

There does not appear to be any reasonably probable use of the site that would generate a higher residual land value than to develop an industrial project to the maximum size permitted by zoning and supported by the market. Based on the normal market density level permitted by zoning, this is considered the maximally productive use of the site.

Conclusion

The subject is in zone LI (Limited Industrial), which permits administrative services, not-for-profit, educational institutions, places of worship, post offices, protective and emergency services, public libraries, public parks and recreation areas, recycling drop-off centers, utilities, business and professional offices, construction industry trades, construction sales and services, residential storage facilities, trades and skilled services, wholesale trades and services, limited impact industries, management, scientific and technical services, research and development laboratories and facilities, scientific and technical consulting services, etc. as of right. The subject is on a +/- 30 acre site. There are no zoning changes anticipated and no easements or encroachments that preclude development.

Most Probable Buyer

Taking into account the size and characteristics of the property and its allowed uses, the likely buyer is an owner-user or local and regional investor/developer.

¹² The definitions of these alternative uses can be found in the Glossary of Terms, which is located in the Addenda.

Appraisal Valuation Process

The estimated values arrived at by the approaches to value used in this report are as follows:

The Cost Approach is based on the understanding that market participants relate value to cost. In the Cost Approach a property is valued based on a comparison with the cost to build a new or substitute property. The cost estimate is adjusted for all depreciation affecting the existing property. This approach traditionally reflects a good indicator of value when the improvements being appraised are new, close to new, close to being fully depreciated, or when the property has unique or specialized improvements.

The Income Capitalization Approach reflects an analysis of a property's capacity to generate future income and capitalizes the income into an indication of present value. This approach reflects the market's perception of a relationship between a property's potential income and its market value. It is a strong indicator of value when market rents, vacancy rates, stabilized expenses, capitalization/discount rates are based on reliable market data. The two common valuation techniques associated with the Income Capitalization Approach are direct capitalization and the discounted cash flow (DCF) analysis, with one or both methods applied as appropriate. This approach is widely used in appraising income producing properties.

The Sales Comparison Approach assumes that an informed purchaser would pay no more for a property than the cost of acquiring another existing property with similar utility. This approach is reliable in an active market with sufficient sales data where few differences exist between the comparable sales and the subject, and the sales data collected is credible and accurate. Similar property types in competitive locations tend to sell within a consistent range, and this factor makes valuation on a per square foot and per unit basis a strong predictor of value. The Sales Comparison Approach is often relied upon for owner-user properties. For leased properties, this approach is more often considered as secondary support for the Income Approach.

Since the subject and comparable sales would be purchased for a new development, the appropriate unit of comparison is the price per acre. We also considered other units of comparison; however, the price per acre provides the most consistent results. It is our view that this is the most credible method of advancing an opinion of value. Therefore, we have applied this method exclusively.

Each approach applied is then reconciled to a final value conclusion after weighing the quantity and quality of data analyzed and the applicability of each approach to the subject property type.

Approaches to Value Applied

Approach	Applicability to Subject	Use in Assignment
Cost Approach	Not Applicable	No
Income Approach	Not Applicable	No
Sales Approach	Applicable	Yes

The Cost Approach and Income Approach are not used in this assignment as the site is currently vacant and similar sites are typically not subject to ground leases. The exclusion of these approaches is not considered to impact the reliability of the appraisal.

In order to determine the value of the land, we utilize the Sales Comparison Approach and consider the sales of similarly zoned vacant site, which reflect a similar highest and best use.

Land Value

In the Sales Comparison Approach, an opinion of market value is provided by comparing the subject property to transactions of competitive assets. A major premise is the principle of substitution which holds market value is directly related to the prices of comparable properties as a knowledgeable investor will pay no more for a substitute property.

The steps taken to apply this approach include:

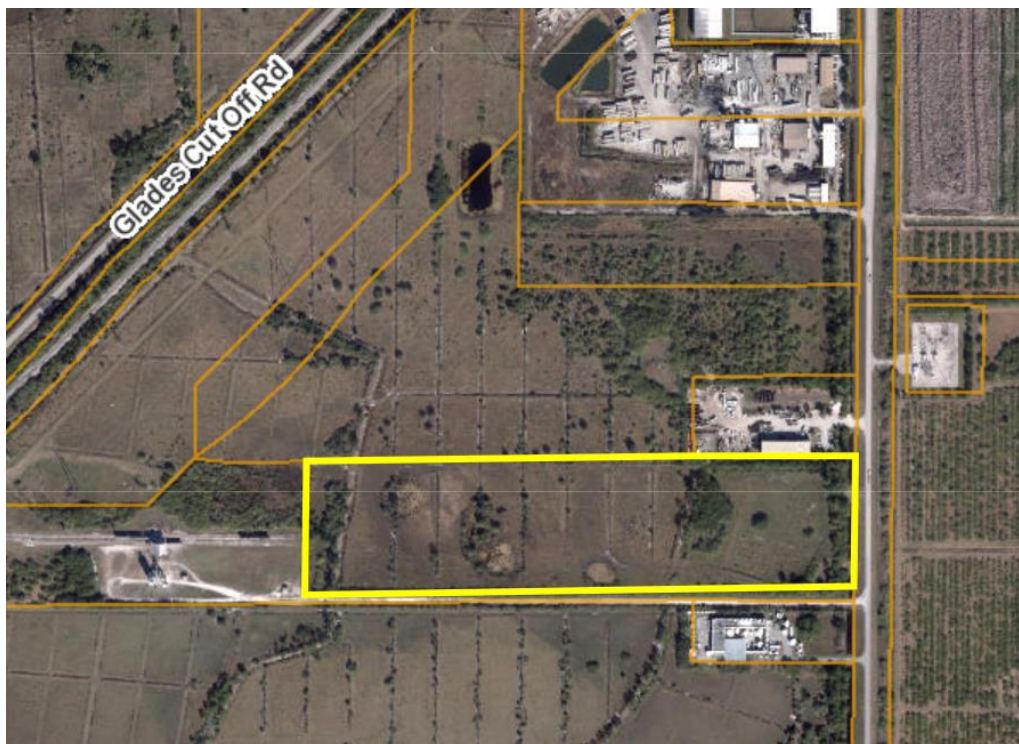
- Research, confirm and verify all pertinent data for the most relevant sales of vacant land or redevelopment sites which within the defined market area;
- Analyze the sales considering appropriate adjustments for material difference in comparison to the subject property; and
- Reconcile the range of adjusted sales data into an opinion of value.

In order to analyze comparable sales, it is necessary to convert the sale prices to an appropriate unit of comparison, a process which facilitates price comparisons between properties of different sizes, and it also enables adjustment for qualitative differences. Since investors typically purchase land or redevelopment sites based on their price per acre, we have applied this unit of comparison.

The following table summarizes the comparable data used in the valuation of the subject site. We note that there are some recent similar sized transactions of land in the immediate area and therefore include the most appropriate comparables from the greater area and adjust accordingly.

Comparable Sales

Comparable Sale 1



NA, Saint Lucie County

Grantee		FT. Pierce Groves, LLC	
Grantor		Range Line Holdings, LLC	
Document #		4644/1040	
Zoning		Industrial, Heavy	
Parcel ID	4201-134-0003-000-2	Sale Date	7/6/2021
Site Area (SF)	26.92	Sale Price	\$2,000,000
		Adjustments	\$0
		Adjusted Sale Price	\$2,000,000
		Price Per Acre	\$74,294.21

This is the sale of one parcel of land consisting of 26.92 acres, located on the southeast side of Glades Cut Off Road in Saint Lucie County, FL. The site, identified as parcel ID 4201-134-0003-2, is in a heavy industrial zone that has more allowable uses than the subject which is located in a limited industrial district. The land most recently sold in July of 2021 for \$2,000,000, or \$74,294.21 per acre. This sale was researched on CoStar and confirmed via public record.

Comparable Sale 2

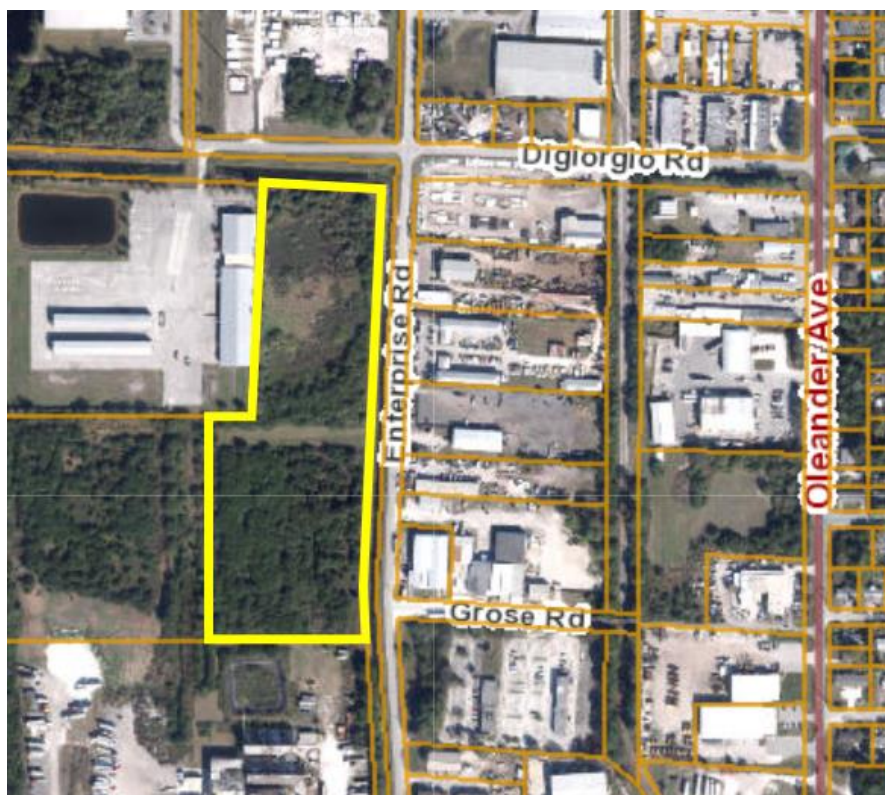


11775 SW Tom Mackie Blvd, Port Saint Lucie, FL 34987

Grantee	Accel Florida, LLC		
Grantor	Port St. Lucie Governmental Finance Corporation		
Document #	4650/1127		
Zoning	Industrial, Heavy		
Parcel ID	4315-802-0002-000-5	Sale Date	7/12/2021
Site Area (SF)	11.43	Sale Price	\$1,742,000
		Adjustments	\$0
		Adjusted Sale Price	\$1,742,000
		Price Per Acre	\$152,405.95

This is the sale of one parcel of land consisting of 11.43 acres, located on the east side of SW Tom Mackie Blvd, just west of SB Interstate 95 and south of SW Discovery Way, in Port St. Lucie, FL. The site, identified as parcel ID 4315-802-0002-000-5, is in a heavy industrial zone that has more allowable uses than the subject which is located in a limited industrial district. The land most recently sold in July of 2021 for \$1,742,000, or \$152,405.95 per acre. This sale was researched on CoStar and confirmed via public record.

Comparable Sale 3



Enterprise Rd, Fort Pierce, FL 34982

Grantee		Michelle Trading Inc	
Grantor		Enterprise Rd, LLC	
Document #		4718/2466	
Zoning		Industrial, Light	
Parcel ID	2428-421-0001-000-0	Sale Date	11/3/2021
Site Area (SF)	14.10	Sale Price	\$780,000
		Adjustments	\$0
		Adjusted Sale Price	\$780,000
		Price Per Acre	\$55,319.15

This is the sale of one parcel of land consisting of 14.10 acres, located at the southwest corner of the intersection between Enterprise Rd and Digiorio Rd, in Fort Pierce, FL. The site, identified as Parcel ID 2428-421-0001-000-0, is in a light industrial zone that has more limited allowable uses than those of the subject property. The land most recently sold in November of 2021 for \$780,000, or \$55,319.15 per acre. This sale was researched on CoStar and confirmed via public records.

Comparable Sale 4



SW Railroad Ave, Indiantown, FL 34956

Grantee		NA	
Grantor		NA	
Document #		NA	
Zoning		M-1, Industrial District	
Parcel ID	35-39-38-000-000-00020-0	Sale Date	Current Listing
Site Area (SF)	17.74	Listing Price	\$995,000
		Adjustments	\$0
		Adjusted Sale Price	\$995,000
		Price Per Acre	\$56,087.94

This is the current listing of one parcel of land located on the southwest side of SW Commerce Park Drive, in Indiantown, FL. The site, identified as parcel ID 35-39-38-000-000-00020-0, is zoned in an M-1, Industrial District that allows for similar uses to those of the subject property. The land is currently on the market with a listing price of \$995,000, or \$56,087.94 per acre. This listing was researched on CoStar and confirmed via public record.

Comparable Sales Summary¹³

#	Address	Sale Date	Zoning	Site Area (Acres)	Sale Price	Price Per Acre
1	NA, Saint Lucie County	Jul-21	Industrial, Heavy	26.92	\$2,000,000	\$74,294.21
2	11775 SW Tom Mackie Blvd, Port Saint Lucie, FL 34987	Jul-21	Industrial, Heavy	11.43	\$1,742,000	\$152,405.95
3	Enterprise Rd, Fort Pierce, FL 34982	Nov-21	Industrial, Light	14.10	\$780,000	\$55,319.15
4	SW Railroad Ave, Indiantown, FL 34956	Current Listing	M-1, Industrial District	17.74	\$995,000	\$56,087.94
Minimum				11.43	\$780,000	\$55,319
Average				17.55	\$1,379,250	\$84,527
Median				15.92	\$1,368,500	\$65,191
Maximum				26.92	\$2,000,000	\$152,406

¹³ The outlines of each of the comparable sales and the comparable sales map can be found in the Addenda.

Property Rights Appraised	The purpose of this adjustment is to account for differences in the property rights which were transferred with the sale. The property rights being valued in this land analysis are fee simple interest for the subject. Since all the comparable properties have or will have fee simple ownership interests, no adjustments were required.
Financing Terms	The purpose of adjusting for financing terms is to determine cash equivalent sale prices for the comparable sales in accordance with the definition of market value for this report. To the best of our knowledge, all the sales or future sales were cash transactions or financed at market rates. No adjustments were required.
Conditions of Sale	Condition of sale refers to the motivations of the buyer and seller involved in a particular transaction. However, all sales used in this analysis are considered to be "arm's-length" market transactions between both knowledgeable buyers and sellers on the open market. Therefore, no adjustments were required.
Market Conditions (Time)	The purpose of this adjustment is to account for changes in market conditions. All sales received upward adjustments of 3% per annum to account for market appreciation.
Location	An adjustment for location is required when the locational characteristics of a comparable property differ from those of the subject property. Location adjustments considered the prestige of an area, surrounding properties, proximity to cultural amenities, and transportation. The subject property is located at the southwest corner of SW 96 th Street and SW Kanner Highway in Martin County, FL. Sale 1 is located in a part of Saint Lucie County that is considered inferior. This sale is adjusted upward 10%. Sale 2 is located along SW Tom Mackie Boulevard in Port Saint Lucie, FL. This area of the county is considered superior, and Sale 2 is adjusted downward 10%. Sale 3 is located along Enterprise Road in Fort Pierce. This location is considered inferior when compared to the subject's location. Thus, Sale 3 is adjusted upward by 25%. The comparable current listing is located in Indiantown, a location that is rated inferior. Thus, we adjust the comparable current listing upward by 25%.
Size	This adjustment accounts for the difference in size between each of the comparables and the subject property. Land in the subject market sells on a price per acre. Smaller parcels are more affordable on a total price basis, and thus attract a larger pool of buyers, however, at the same time there are less economies of scale and sometimes have a higher price per acre. Larger parcels at the same time tend to sell at a discount due to large economies of scale. The subject consists of +/- 30.0 acres of site area. Sales 2 and 3 are significantly smaller than the subject at 11.43 acres and 14.10 acres. They are rated superior, and each is adjusted downward by 5%. The current listing comparables consists of 17.74 acres of site area and is also rated superior. It is adjusted downward by 5%.
Zoning	The subject is located in a LI (Limited Industrial) zone which allows for administrative services, not-for-profit, educational institutions, places of worship, post offices, protective and emergency services, public libraries, public parks and recreation areas, recycling drop-off centers, utilities, business and professional offices, construction industry trades, construction sales and services, residential storage facilities, trades and skilled services, wholesale trades and services, limited impact industries, management, scientific and technical services, research and development laboratories and facilities, scientific and technical consulting services, etc., as of right. Sales 1 and 2 are both in Heavy Industrial zones. They are rated superior as these zones have more allowable uses than the subject. As such, each is adjusted downward by 5%. Sale 3 is located in a Light Industrial zone. This sale is rated inferior as the Light Industrial zone has more limited allowable uses than the subject. It is adjusted upward by 5%. The current listing comparable is zoned M-1, Industrial and is rated similar to the subject. No adjustment is necessary.
Access/Frontage	This adjustment accounts for the access and frontage of a particular site. As previously mentioned, the entire parcel contains frontage along Kanner Highway (420 feet) and SW 696th St (1320 feet). The exact frontage of the subject is yet to be determined. Sale

2, Sale 3, and the comparable current listing are all rated similar for access/frontage and require no adjustments. Sale 1 consists of very limited frontage and has poor access. As such, it is rated inferior and is adjusted upward by 10%.

Other

No other adjustments appear necessary.

Comparable Sales Adjustment Grid

	Subject	1	2	3	4
Address		NA, Saint Lucie County	11775 SW Tom Mackie Blvd Port Saint Lucie, FL 34987	Enterprise Rd Fort Pierce, FL 34982	SW Railroad Ave Indiantown, FL 34956
Sale Date	NA	7/6/2021	7/12/2021	11/3/2021	Current Listing
Site Area (SF)	30.0 acres	26.92	11.43	14.10	17.74
Adjusted Sale Price	NA	\$2,000,000	\$1,742,000	\$780,000	\$995,000
Price Per Acre		\$74,294	\$152,406	\$55,319	\$56,088
Property Rights	Fee Simple Interest	0%	0%	0%	0%
Financing Terms	Market	0%	0%	0%	0%
Conditions of Sale	None	0%	0%	0%	0%
Market Conditions (Time)	January 3, 2022	1.49%	1.44%	0.50%	0.00%
Trended Price Per Acre		\$75,399	\$154,598	\$55,597	\$56,088
Location	Port St. Lucie	10%	-10%	25%	25%
Size	30.0 acres	0%	-5%	-5%	-5%
Zoning	LI (Limited Industrial)	-5%	-5%	5%	0%
Access/Frontage		10%	0%	0%	0%
Other		0%	0%	0%	0%
Total Adjustments		15%	-20%	25%	20%
Price Per Acre		\$86,709	\$123,678	\$69,496	\$67,306

Comparable Sales Adjustment Grid Summary

	Unadjusted	Adjusted
Minimum	\$55,319	\$67,306
Maximum	\$152,406	\$123,678
Average	\$84,527	\$86,797
Median	\$65,191	\$78,103

After adjustments, the comparable sales exhibited a range between \$67,306 per acre and \$123,678 per acre with an average of \$86,797 per acre and a median of \$78,103 per acre. We place primary weight on Sale 1 and Sale 2 as they are the most similar to the subject property. The average of these two sales is \$105,194 per acre. Secondary weight is placed on Sale 3 and the current listing. As such, our opinion of market value is towards the higher end of the comparables, at \$100,000 per acre of site area.

As Is Market Value			
	Date of Value	Value	Final Value (RD)
Price Per Acre		\$100,000	
Acreage		30.0	
As Is Market Value	January 3, 2022	\$3,000,000	\$3,000,000

Reconciliation & Final Value Opinion

The estimated values arrived at by the approaches to value used in this report are as follows:

Market Value Opinion

Approach	Value	Interest Appraised	Date	Conclusion
Sales Approach	As Is Market Value	Fee Simple Interest	January 3, 2022	\$3,000,000

The Income Approach and Cost Approach are traditionally a strong indicator of value when there are existing improvements and when the highest and best use is for continued use, however, as the site is vacant these approaches are not applicable.

Since the subject and comparable sales would be purchased for a new development, the appropriate unit of comparison is the price per acre. It is our view that this is the most credible method of advancing an opinion of value. Therefore, we have applied this method but also highlighted the average price per acre of the comparable sales. Using this approach, we are able to determine the value of the site "As Is".

Final Value Opinion

Value	Date of Value	Interest Appraised	Conclusion
As Is Market Value	January 3, 2022	Fee Simple Interest	\$3,000,000

The value conclusions are subject to the following **Extraordinary Assumptions**¹⁴ that may affect the assignment results. If the assumption is found to be false as of the effective date of the appraisal, we reserve the right to modify our value conclusions:

- We assume that the size of the parcel being purchased is 30.0 acres and that the information provided to us is accurate.

The value conclusions are based on the following **Hypothetical Conditions**¹⁵ that may affect the assignment results:

- None.

The opinion of value expressed herein is subject to the certification, assumptions and limiting conditions, and all other information contained in the following written appraisal report.

¹⁴ The definition of Extraordinary Assumptions can be found in the Glossary of Terms, which is located in the Addenda.

¹⁵ The definition of Hypothetical Conditions can be found in the Glossary of Terms, which is located in the Addenda.

Certification

We certify to the best of our knowledge:

- 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 in the property that is the subject of this report and no personal interest with respect to the parties involved.
- We have not performed services, as an appraiser, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- We have no bias with respect to the property that is the subject of this report or 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.
- Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Practice of the Appraisal Institute, the Uniform Standards of Professional Appraisal Practice, and applicable state appraisal regulations.
- Mike Shanahan made a personal inspection of the property that is the subject of this report on January 3, 2022. Scott M. Powell, MAI, and Harry C. Newstreet, MAI have not made personal inspections of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the people signing this certification.
- As of the date of this report, Scott M. Powell, MAI, and Harry C. Newstreet, MAI have completed the continuing education program for Designated Members of the Appraisal Institute.
- We have experience in appraising properties similar to the subject and are in compliance with the Competency Rule of USPAP.
- Our analyses, opinions, or conclusions were developed, and this report has been prepared in conformity with the requirements of the State of Florida for State-certified appraisers.
- The use of this report is subject to the requirements of the State of Florida relating to review by the Real Estate Appraisal Subcommittee of the Florida Real Estate Commission.



Scott M. Powell, MAI
 Managing Director Florida
 Cert Gen RZ2809
 scott.powell@boweryvaluation.com
 (772) 285-7131



Harry Newstreet, MAI
 Senior Vice President
 Cert Gen RZ 2278
 harry.newstreet@boweryvaluation.com
 (561) 515-1269

Addenda

Contingent & Limiting Conditions

1. Any legal description or plats reported herein are assumed to be accurate. Any sketches, surveys, plats, photographs, drawings or other exhibits are included only to assist the intended user to better understand and visualize the subject property, the environs, and the competitive data. We have made no survey of the property and assume no responsibility in connection with such matters.
2. The appraiser has not conducted any engineering or architectural surveys in connection with this appraisal assignment. Information reported pertaining to dimensions, sizes, and areas is either based on measurements taken by the appraiser or the appraiser's staff or was obtained or taken from referenced sources and is considered reliable. No responsibility is assumed for the costs of preparation or for arranging geotechnical engineering, architectural, or other types of studies, surveys, or inspections that require the expertise of a qualified professional.
3. No responsibility is assumed for matters legal in nature. Title is assumed to be good and marketable and in fee simple unless otherwise stated in the report. The property is considered to be free and clear of existing liens, easements, restrictions, and encumbrances, except as stated.
4. Unless otherwise stated herein, it is assumed there are no encroachments or violations of any zoning or other regulations affecting the subject property and the utilization of the land and improvements is within the boundaries or property lines of the property described and that there are no trespasses or encroachments.
5. Bowery Real Estate Systems, Inc. assumes there are no private deed restrictions affecting the property which would limit the use of the subject property in any way.
6. It is assumed the subject property is not adversely affected by the potential of floods; unless otherwise stated herein.
7. It is assumed all water and sewer facilities (existing and proposed) are or will be in good working order and are or will be of sufficient size to adequately serve any proposed buildings.
8. Unless otherwise stated within the report, the depiction of the physical condition of the improvements described herein is based on visual inspection. No liability is assumed for the soundness of structural members since no engineering tests were conducted. No liability is assumed for the condition of mechanical equipment, plumbing, or electrical components, as complete tests were not made. No responsibility is assumed for hidden, unapparent or masked property conditions or characteristics that were not clearly apparent during our inspection.
9. If building improvements are present on the site, no significant evidence of termite damage or infestation was observed during our physical inspection, unless so stated in the report. No termite inspection report was available, unless so stated in the report. No responsibility is assumed for hidden damages or infestation.
10. Any proposed or incomplete improvements included in this report are assumed to be satisfactorily completed in a workmanlike manner or will be thus completed within a reasonable length of time according to plans and specifications submitted.
11. No responsibility is assumed for hidden defects or for conformity to specific governmental requirements, such as fire, building, safety, earthquake, or occupancy codes, except where specific professional or governmental inspections have been completed and reported in the appraisal report.
12. Responsible ownership and competent property management are assumed.
13. The appraisers assume no responsibility for any changes in economic or physical conditions which occur following the effective date of value within this report that would influence or potentially affect the analyses, opinions, or conclusions in the report. Any subsequent changes are beyond the scope of the report.
14. The value estimates reported herein apply to the entire property. Any proration or division of the total into fractional interests will invalidate the value estimates, unless such proration or division of interests is set forth in the report.

15. Any division of the land and improvement values estimated herein is applicable only under the program of utilization shown. These separate valuations are invalidated by any other application.
16. Unless otherwise stated in the report, only the real property is considered, so no consideration is given to the value of personal property or equipment located on the premises or the costs of moving or relocating such personal property or equipment.
17. Unless otherwise stated, it is assumed that there are no subsurface oil, gas or other mineral deposits or subsurface rights of value involved in this appraisal, whether they are gas, liquid, or solid. Nor are the rights associated with extraction or exploration of such elements considered; unless otherwise stated. Unless otherwise stated it is also assumed that there are no air or development rights of value that may be transferred.
18. Any projections of income and expenses, including the reversion at time of resale, are not predictions of the future. Rather, they are our best estimate of current market thinking of what future trends will be. No warranty or representation is made that these projections will materialize. The real estate market is constantly fluctuating and changing. It is not the task of an appraiser to estimate the conditions of a future real estate market, but rather to reflect what the investment community envisions for the future in terms of expectations of growth in rental rates, expenses, and supply and demand. The forecasts, projections, or operating estimates contained herein are based on current market conditions, anticipated short-term supply and demand factors, and a continued stable economy. These forecasts are, therefore, subject to changes with future conditions.
19. Unless subsoil opinions based upon engineering core borings were furnished, it is assumed there are no subsoil defects present, which would impair development of the land to its maximum permitted use or would render it more or less valuable. No responsibility is assumed for such conditions or for engineering which may be required to discover them.
20. Bowery Real Estate Systems, Inc. representatives are not experts in determining the presence or absence of hazardous substances, defined as all hazardous or toxic materials, wastes, pollutants or contaminants (including, but not limited to, asbestos, PCB, UFFI, or other raw materials or chemicals) used in construction or otherwise present on the property. We assume no responsibility for the studies or analyses which would be required to determine the presence or absence of such substances or for loss as a result of the presence of such substances. Appraisers are not qualified to detect such substances. The client is urged to retain an expert in this field.
21. We are not experts in determining the habitat for protected or endangered species, including, but not limited to, animal or plant life (such as bald eagles, gophers, tortoises, etc.) that may be present on the property. We assume no responsibility for the studies or analyses which would be required to determine the presence or absence of such species or for loss as a result of the presence of such species. The appraiser hereby reserves the right to alter, amend, revise, or rescind any of the value opinions based upon any subsequent endangered species impact studies, research, and investigation that may be provided.
22. No environmental impact studies were either requested or made in conjunction with this analysis. The appraiser hereby reserves the right to alter, amend, revise, or rescind any of the value opinions based upon any subsequent environmental impact studies, research, and investigation that may be provided.
23. The appraisal is based on the premise that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless otherwise stated in the report; further, that all applicable zoning, building, and use regulations and restrictions of all types have been complied with unless otherwise stated in the report; further, it is assumed that all required licenses, consents, permits, or other legislative or administrative authority, local, state, federal and/or private entity or organization have been or can be obtained or renewed for any use considered in the value estimate.
24. Neither all nor any part of the contents of this report or copy thereof, shall be conveyed to the public through advertising, public relations, news, sales, or any other media, without the prior written consent and approval of the appraisers. This limitation pertains to any valuation conclusions, the identity of the analyst or the firm and any reference to the professional organization of which the appraiser is affiliated or to the designations thereof.

25. Although the appraiser has made, insofar as is practical, every effort to verify as factual and true all information and data set forth in this report, no responsibility is assumed for the accuracy of any information furnished the appraiser either by the client or others. If for any reason, future investigations should prove any data to be in substantial variance with that presented in this report, the appraiser reserves the right to alter or change any or all analyses, opinions, or conclusions and/or estimates of value.
26. If this report has been prepared in a so-called "public non-disclosure" state, real estate sales prices and other data, such as rents, prices, and financing, are not a matter of public record. If this is such a "non-disclosure" state, although extensive effort has been expended to verify pertinent data with buyers, sellers, brokers, lenders, lessors, lessees, and other sources considered reliable, it has not always been possible to independently verify all significant facts. In these instances, the appraiser may have relied on verification obtained and reported by appraisers outside of our office. Also, as necessary, assumptions and adjustments have been made based on comparisons and analyses using data in the report and on interviews with market participants. The information furnished by others is believed to be reliable, but no warranty is given for its accuracy.

Subject Property Photos

All subject photos were taken on the date of value of this appraisal.

Subject Photo



Aerial view of subject lot



Street view from



Subject Photo



Aerial view of subject lot

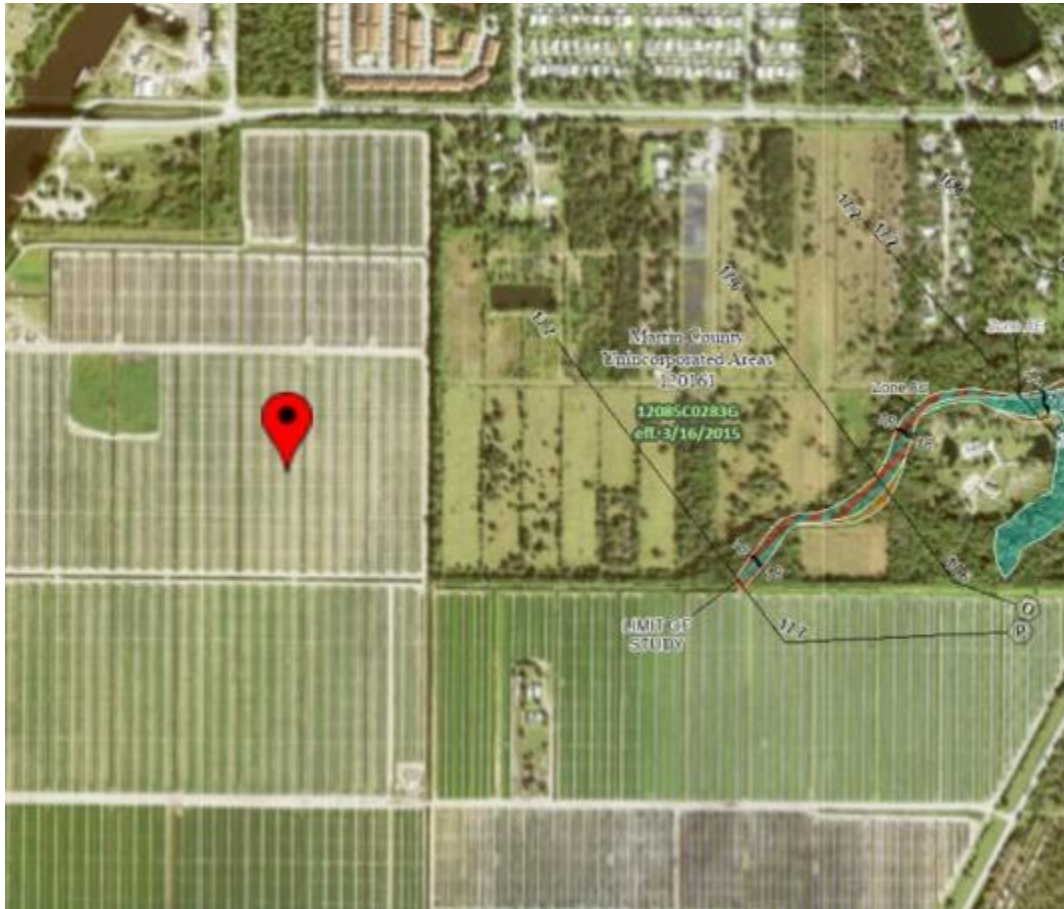


Street view



Map Gallery

Flood Map



Subject Data



Basic Info

PIN 13-39-40-000-003-00000-1	AIN 59906	Situs Address UNASSIGNED	Website Updated 1/18/22
--	---------------------	------------------------------------	-----------------------------------

General Information

Property Owners KL WATERSIDE LLC	Parcel ID 13-39-40-000-003-00000-1	Use Code/Property Class 5200 - 5200 Cropland Soil Cpcy CLII
Mailing Address C/O ACCOUNTING WATERSIDE 105 NE 1ST ST DELRAY BEACH FL 33444	Account Number 59906	Neighborhood 64000 Palm City W of Turnpike
Tax District DISTRICT THREE MSTU	Property Address UNASSIGNED	Legal Acres 468.9600
	Legal Description LOTS 3, 5, 6, 9, 10, 11, 12, 13, 14, 15 ...	Ag Use Acres 9539889.9600

Current Value

Year	Land Value	Improvement Value	Market Value	Value Not Taxed	Assessed Value	Total County Exemptions	County Taxable Value
2021	\$ 11,006,172	\$ 0	\$ 11,006,172	\$ 10,419,932	\$ 586,240	\$ 0	\$ 586,240

Market values shown on the website reflect market conditions as of January 1st, the statutory assessment date. We are prohibited by law from relying on sales that occur after the January 1 assessment date. Therefore, market values shown on the website do not reflect today's market conditions, but rather the market conditions last year. In addition, the statutes require the county Property Appraiser to deduct for typical costs of sale (which include expenses such as commissions, title insurance, appraisals, inspection fees, etc.) when arriving at market value for tax purposes. That is why the market value for tax purposes is different from what a property would sell for today.

Current Sale

Sale Date 4/16/20	Grantor (Seller) KL WATERSIDE LLC	Doc Num 2810539
Sale Price \$ 10,636,000	Deed Type Wd Full Covenant and Warranty Deed	Book & Page <u>3124 1023</u>

Legal Description

LOTS 3, 5, 6, 9, 10, 11, 12, 13, 14, 15 & 16 AND SOUTH ONE HALF OF LOT 4 TROPICAL FRUIT FARMS SEC 13-39-40 ACCORDING TO THE PLAT THEREOF RECORDED IN PLAT BOOK 3 PAGE 6 PUBLIC RECORDS PALM BEACH NOW MARTIN COUNTY FLORIDA BEING MORE PARTICULARLY DESCRIBED IN OR 3124/1023 PUBLIC RECORDS MARTIN COUNTY FLORIDA

The legal description is intended for general information only. The Property Appraiser assumes no responsibility for the uses or interpretations of the legal description.

Improvements

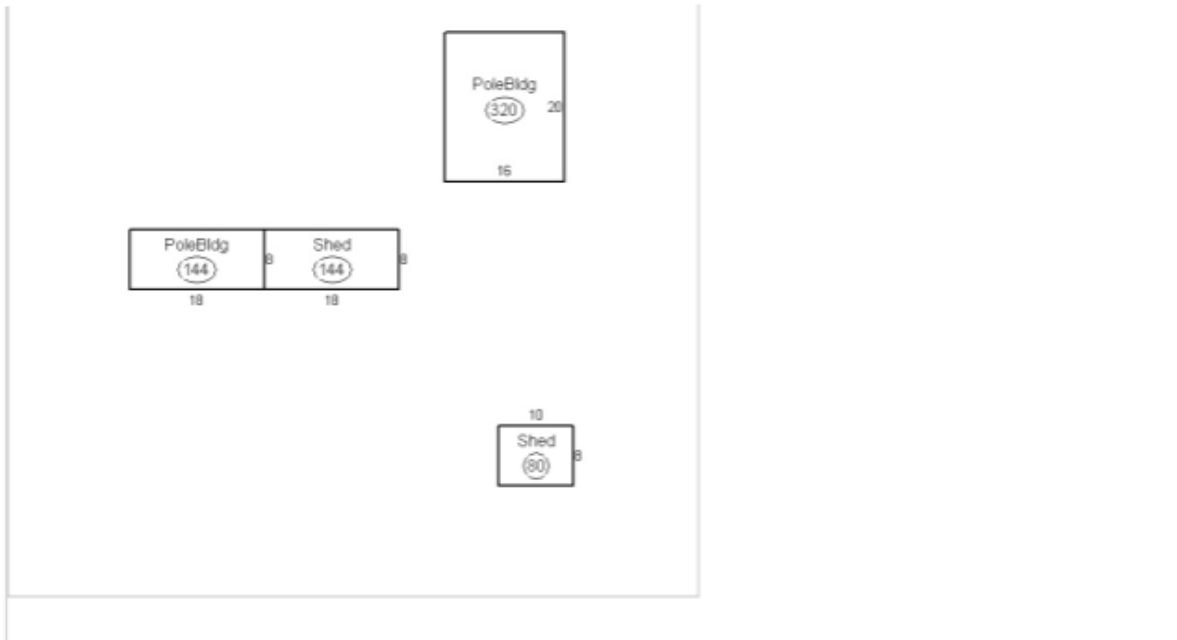
PIN 13-39-40-000-003-00000-1	AIN 59906	Situs Address UNASSIGNED	Website Updated 1/18/22
--	---------------------	------------------------------------	-----------------------------------

Use Code/Property Class 5200 - 5200 Cropland Soil Cpcy CLII	Total Finished Area 0 SF	Max Stories 0
---	------------------------------------	-------------------------

Building Information (1 of 1)

Building Type Res Out Bldg	Finished Area 0 SF	Exterior Cover N/A	Roof Cover N/A
Year Built N/A	Wall N/A	Number of Units 0	Wall Height N/A
Bedrooms N/A	Full Baths 0	Half Baths 0	





Sketched Area Legend

Sub Area	Description	Area	Finished Area
POLEBLDG	General Purpose Bldg Wood Pole Frame	320	0
SHED	Shed - Garden Type	144	0
POLEBLDG	General Purpose Bldg Wood Pole Frame	144	0
SHED	Shed - Garden Type	80	0

Features/Yard Items

Type	Qty	Size	Unit of Measure	Year Blt
------	-----	------	-----------------	----------

Sales History

PIN
13-39-40-000-003-00000-1

AIN
59906

Situs Address
UNASSIGNED

Website Updated
1/18/22

Sale Date	Sale Price	Grantor (Seller)	Deed Type	Doc Num	Book & Page
4/16/20	\$ 3,200,000	NEILL JAMES DAVID	Wd Full Covenant and Warranty Deed	2810500	3124 0865
4/16/20	\$ 10,636,000	KL WATERSIDE LLC	Wd Full Covenant and Warranty Deed	2810539	3124 1023
4/16/20	\$ 100	NEILL JAMES DAVID	Wd Full Covenant and Warranty Deed	2810491	3124 0791
4/18/07	\$ 5,125,000	FRASCO REALTY, L.P.	Special Warranty Deed	2007137	2239 2498
11/1/96	\$ 3,239,400	FRASCO, ROBERT	Special Warranty Deed		1214 0806
9/1/92	\$ 4,650,200	SELLER - see file for name	Special Warranty Deed		0974 1157
12/1/86	\$ 368,000	SELLER - see file for name	Special Warranty Deed		0701 0416

This section is not intended to be a chain of title. Sales do not generally appear until approximately 1 to 3 weeks after the closing date. If a recent sale does not show up in this list, please allow more time for the sale record to be processed.

Value History

PIN	AIN	Situs Address	Website Updated
13-39-40-000-003-00000-1	59906	UNASSIGNED	1/18/22

Year	Land Value	Improvement Value	Market Value	Value Not Taxed	Assessed Value	County Exemptions	County Taxable Value
2021	\$ 11,006,172	\$ 0	\$ 11,006,172	\$ 10,419,932	\$ 586,240	\$ 0	\$ 586,240
2020	\$ 6,096,480	\$ 5,500	\$ 6,101,980	\$ 5,512,130	\$ 589,850	\$ 0	\$ 589,850
2019	\$ 6,096,480	\$ 5,500	\$ 6,101,980	\$ 5,512,462	\$ 589,518	\$ 0	\$ 589,518
2018	\$ 5,460,000	\$ 5,500	\$ 5,465,500	\$ 4,893,734	\$ 571,766	\$ 0	\$ 571,766
2017	\$ 5,460,000	\$ 5,500	\$ 5,465,500	\$ 4,894,008	\$ 571,492	\$ 0	\$ 571,492
2016	\$ 5,187,000	\$ 5,500	\$ 5,192,500	\$ 4,848,757	\$ 343,743	\$ 0	\$ 343,743
2015	\$ 2,093,000	\$ 4,020	\$ 2,097,020	\$ 1,750,704	\$ 346,316	\$ 0	\$ 346,316
2014	\$ 1,911,000	\$ 2,060	\$ 1,913,060	\$ 1,566,950	\$ 346,110	\$ 0	\$ 346,110

2013	\$ 1,820,000	\$ 2,060	\$ 1,822,060	\$ 1,475,950	\$ 346,110	\$ 0	\$ 346,110
2012	\$ 1,820,000	\$ 9,260	\$ 1,829,260	\$ 1,480,953	\$ 348,307	\$ 0	\$ 348,307
2011	\$ 1,820,000	\$ 3,870	\$ 1,823,870	\$ 1,475,950	\$ 347,920	\$ 0	\$ 347,920

WARNING: Significant tax increases often occur when sold. The Taxable Value and Taxes, noted above, may reflect exemptions, classifications and value limitations that will be removed at the time of sale. Homestead exemptions, agricultural classifications, and assessed value limitations are NOT transferable to the new owner. Following a sale, a property's assessed value is reset to the market value & the new owner must reapply for homestead exemption & agricultural classification.

Copyright © 2020 Martin County Property Appraiser. All Rights Reserved. | Website Disclaimers



**HONORABLE
RUTH PIETRUSZEWSKI, CFC**

MARTIN COUNTY TAX COLLECTOR
3485 SE WILLOUGHBY BLVD
STUART, FL 34994

Property Address 0 UNASSIGNED
Legal Description LOTS 3, 5, 6, 9, 10, 11, 12, 13, 14, 15 & 16 AND SOUTH ONE
HALF OF LOT 4 TROPICAL FRUIT FARMS SEC 13
See Additional Legal on Tax Roll

REAL ESTATE

2021 MARTIN COUNTY
Notice of Ad Valorem Taxes and Non-Ad Valorem Assessments

KL WATERSIDE LLC
C/O ACCOUNTING WATERSIDE
105 NE 1ST ST
DELRAY BEACH, FL 33444

PARCEL ID: 13-39-40-000-003-00000.10000

ALTERNATE ID: 59906

ESCROW CODE:



SCAN TO VIEW YOUR
BILL ONLINE!

If Paid By Please Pay	Nov 30, 2021 9,735.72	Paid	\$9,735.72	11/29/2021		
Ad Valorem Assessments						
Taxing Authority	Telephone	Millage	Assessed Value	Exemption	Taxable Value	Tax Amount
MSTU FIRE RESCUE UNINCORP	772-288-5504	2.6835	586,240	0	586,240	1,573.18
MSTU UNINCORP STORMW/ROAD	772-288-5504	0.6017	586,240	0	586,240	352.74
MSTU PARKS & RECREATION	772-288-5504	0.1882	586,240	0	586,240	110.33
DISTRICT THREE MSTU	772-288-5504	0.0582	586,240	0	586,240	34.12
SCHOOL-GENERAL FUND	772-219-1200	3.5750	586,240	0	586,240	2,095.81
SCHOOL CAPITAL OUTLAY	772-219-1200	1.5000	586,240	0	586,240	879.36
SCHOOL - DISCRETIONARY	772-219-1200	0.7480	586,240	0	586,240	438.51
SCHOOL ADDTL VOTER MIL	772-219-1200	0.5000	586,240	0	586,240	293.12
CHILDRENS SERVICES ORDNCS	772-288-5758	0.3618	586,240	0	586,240	212.10
FL INLAND NAVIGATION DIST	561-627-3386	0.0320	586,240	0	586,240	18.76
S. FLA WTR MGMT	561-686-8800	0.2572	586,240	0	586,240	150.78
COUNTY-GENERAL FUND-OP	772-288-5504	6.7934	586,240	0	586,240	3,982.56
MILLAGE CODE 3003	TOTAL MILLAGE	17.2990	TOTAL AD VALOREM TAXES		\$10,141.37	
Exemptions						
Non Ad Valorem Assessments						
Levying Authority	Telephone	Rate (\$ per unit)			Tax Amount	
TOTAL NON AD VALOREM TAXES						
						\$0.00
TOTAL						\$10,141.37

AG CLASSIFICATION

2021

*SEE REVERSE SIDE FOR INSTRUCTIONS. PLEASE DETACH AND RETURN BOTTOM PORTION WITH YOUR PAYMENT
OR PAY CURRENT TAXES ONLINE AT [HTTP://MARTINTAXCOLLECTOR.COM](http://MARTINTAXCOLLECTOR.COM)

Make checks payable to: Ruth Pietruszewski, Tax Collector

Mail payments to: 3485 SE Willoughby Blvd Stuart, FL 34994 (772) 288-5600

CANADIAN CHECKS MUST BE PAYABLE IN U.S. FUNDS & DRAWN ON A U.S. BANK. *DO NOT SEND CASH*

PARCEL ID: 13-39-40-000-003-00000.10000

ALTERNATE ID: 59906

ESCROW CODE:

Please check one box. Current taxes are processed by the month they are postmarked. Delinquent taxes are processed by the date they are received.	
<input type="checkbox"/> Nov 30, 2021	9,735.72
<input type="checkbox"/>	
<input type="checkbox"/>	
<input type="checkbox"/>	
Paid By	KOLTER PAYMENTS LLC
Paid	\$9,735.72 11/29/2021
TAXES BECOME DELINQUENT APRIL 1 - ADD 3% PLUS FEES	

Notice: Failure to pay the amounts due will result in Advertising and a Tax Certificate being issued against the property.

KL WATERSIDE LLC
C/O ACCOUNTING WATERSIDE
105 NE 1ST ST
DELRAY BEACH, FL 33444



1/18/22, 4:25 PM

Landmark Web Official Records Search



Recorded in Martin County, FL 4/20/2020 11:08 AM
 Carolyn Timmann, Clerk of the Circuit Court & Comptroller
 Rec Fees: \$27.00 Deed Tax: \$22,400.00
 CFN#2810500 BK 3124 PG 865 PAGE 1 of 3

PREPARED BY AND RETURN TO:

Tyrone T. Bongard, Esq.
 Gunster, Yoakley & Stewart, P.A.
 777 S. Flagler Drive, Suite 500-E
 West Palm Beach, FL 33401

Parcel Identification Nos. 14-39-40-000-001-00020.9
 18-39-41-000-012-00010.7
 13-39-40-000-003-00000.1

SPECIAL WARRANTY DEED

THIS SPECIAL WARRANTY DEED is made as of the 16th day of April, 2020, by CENTER LAKE PROPERTIES, LLLP, a Florida limited liability limited partnership (formerly known as Center Lake Properties, Ltd., a Florida limited partnership) ("Grantor"), whose address is 120 Pineloch Avenue, Suite 10, Orlando, Florida 32806, and KL WATERSIDE LLC, a Delaware limited liability company ("Grantee"), whose address is 105 NE 1st Street, Delray Beach, Florida 33444.

WITNESSETH:

NOW THEREFORE, Grantor in consideration of the premises and the sum of TEN AND NO/100 DOLLARS (\$10.00) in hand paid, hereby grants, bargains, sells, aliens, remises, releases, conveys and confirms to Grantee, its successors and assigns forever, that certain real property (the "Property") situate in Martin County, Florida, more particularly described as follows:

See Exhibit "A" attached hereto and made a part hereof.

TO HAVE AND TO HOLD the same together with all and singular the appurtenances thereunto belonging or in anywise appertaining, and all the estate, right, title, interest, lien, equity and claim whatsoever of the said Grantor, either in law or equity, to the only proper use, benefit and behalf of the said Grantee forever.

SUBJECT TO taxes and assessments for the year 2020 and all subsequent years; all applicable environmental, zoning and land use ordinances, restrictions, and prohibitions and other requirements imposed by governmental authority; and easements and restrictions of record, if any, but this provision shall not operate to reimpose the same.

GRANTOR does hereby fully warrant the title to said Property and will defend the same against the lawful claims of all persons claiming by, through or under Grantor, but against none other.

Signature page follows.

Page 1 of 3

ACTIVE 11891707.2

1/18/22, 4:25 PM


Landmark Web Official Records Search

CFN#2810500 BK 3124 PG 866 PAGE 2 of 3

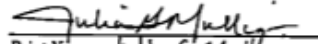
IN WITNESS WHEREOF, Grantor has hereunto set Grantor's hand and seal on the day and the year first above written.

Signed, sealed and delivered
in the presence of:

CENTER LAKE PROPERTIES, LLLP, a
Florida limited liability limited partnership
(formerly known as Center Lake Properties, Ltd.,
a Florida limited partnership)


Print Name: JAMES CARUSO

By: Pineloch Management Corporation, a
Florida corporation, its General Partner


Print Name: Julia G. Mulligan

By: 
James P. Caruso, President

STATE OF FLORIDA)
COUNTY OF Orange) s.s.

The foregoing instrument was acknowledged before me by means of ☒ physical presence or
☐ online notarization, this 15th day of April, 2020, by James P. Caruso, as President of
Pineloch Management Corporation, a Florida corporation, the General Partner of CENTER
LAKE PROPERTIES, LLLP, a Florida limited liability limited partnership, on behalf of said
partnership, who ☒ is personally known to me, or ☐ produced _____ as
identification.



(Seal)


Notary Public - State of Florida

Julia G. Mulligan
(Print, Type, or Stamp Commissioned Name of Notary Public)

ACTIVE 11891707.2

Page 2 of 3

1/18/22, 4:25 PM

Landmark Web Official Records Search

CFN#2810500 BK 3124 PG 867 PAGE 3 of 3

Exhibit "A"**Property**

An undivided 20% interest in the following described lands lying in Martin County, Florida:

Lot 3, South 1/2 of Lot 4, Lots 5, 6, 9, 10, 11, 12, 13, 14, 15, 16, Section 13; Lot 1 lying Southeast of St. Lucie Canal, Section 14, all in Township 39 South, Range 40 East; and Lots 12 and 13 Northwest of State Road 76, Section 18, Township 39 South, Range 41 East, of Tropical Fruit Farms, according to plat thereof filed August 18, 1913, recorded in Plat Book 3, Page 6, Palm Beach (now Martin) County, Florida.

Less and Excepting:

That part of Tract 3 in Section 13, Township 39 South, Range 40 East, according to the plat of Tropical Fruit Farms as recorded in Plat Book 3, Page 6 in the public records of Palm Beach County, Florida, said part of said Tract 3 more particularly described as follows:

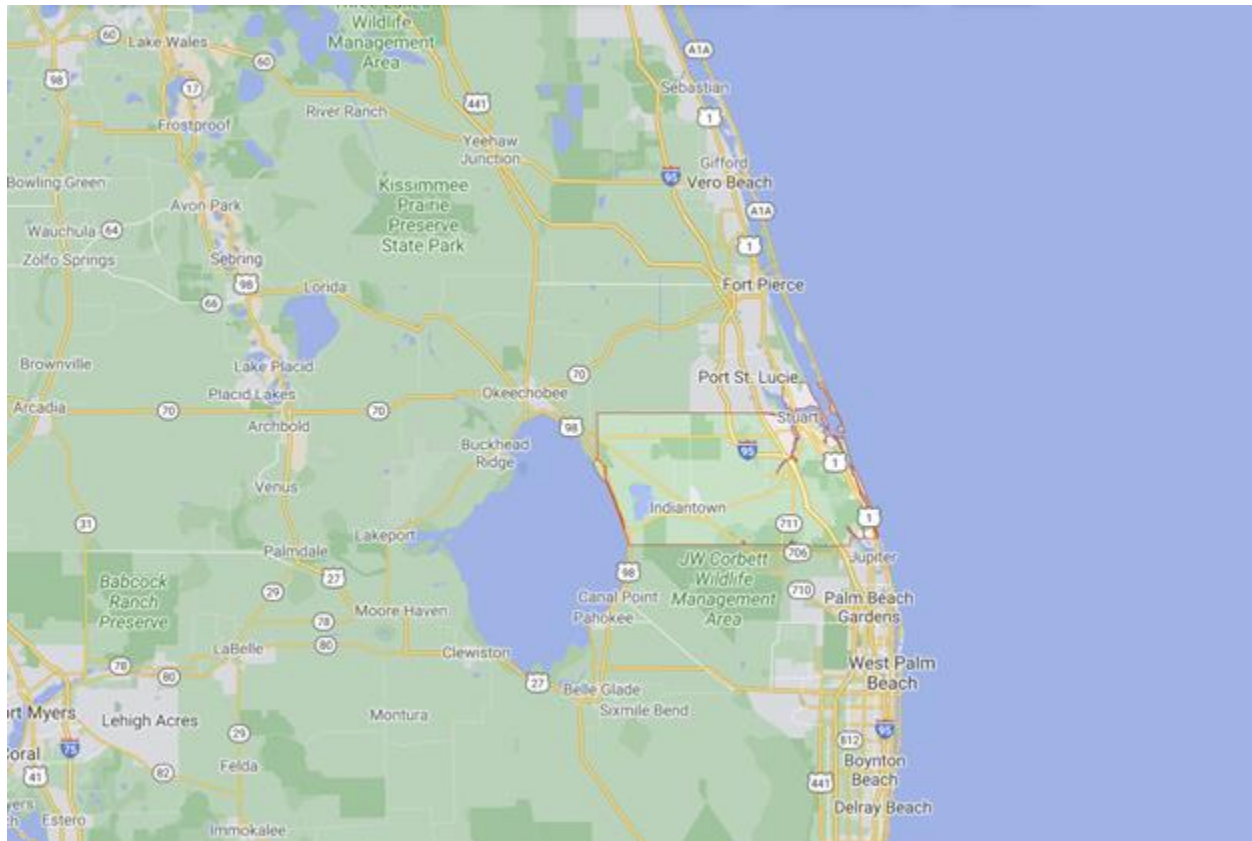
Commencing at the common corner of Sections 11, 12, 13 and 14, Township 39 South, Range 40 East, run Easterly along the North line of said Section 13 a distance of 1320.16 feet to the West line of said Tract 3 and the Point of Beginning; Thence run Southerly along the West line of said Tract 3 a distance of 160.94 feet; Thence North 81° 43' 46" East a distance of 40.05 feet; Thence North 8° 16' 14" West a distance of 25 feet; Thence North 81° 43' 46" East a distance of 549.08 feet to a point in said existing Southerly Right-of-Way line; Thence North 0° 08' 37" East a distance of 50 feet to the North line of said Section 13; Thence North 89° 51' 23" West along the North line of said Section 13 a distance of 579.15 feet to the Point of Beginning; Less and excepting the existing Right-of-Way of State Road No. S-76A, all as shown on the Right-of-Way Map of Section 89531-2602, State Road No. S-76-A.

Page 3 of 3

ACTIVE 11891707.2

Martin County Area Analysis

The following analysis includes pertinent aspects of the surrounding region as it pertains to the subject property. This report was compiled using data as of 2021 Q3 unless otherwise noted. Data is from a number of sources including the U.S. Bureau of Labor Statistics, the U.S. Bureau of Economic Analysis, and the U.S. Census Bureau.



Overview

Martin County is a county located in the Treasure Coast region of the state of Florida, in the United States. Its county seat is Stuart. Martin County is in the Port St. Lucie, FL Metropolitan Statistical Area.

The pandemic rattled the Martin County area economy in the first half of 2020. At the onset of the pandemic, Martin County area employers shed over 12,561 jobs (17.3% of the labor market), as social distancing protocols were put in place and operating restrictions were imposed. With the availability of vaccines, restrictions have eased, and the economy has reopened since.

As of 09/21, Martin County's economic output is growing at 3.8% per year. The unemployment rate currently sits at 3.4%, below its five-year average of 4.4% and below the state level of 4.9%. The largest industry in terms of employment in Martin County is Education & Health Services, which employs 22.1% of all workers in the County.

Area Fundamentals

Attribute	County Level Value	5 Year Growth Rate	Relative to Baseline (MSA)
Employment	74,970	10.1%	Slower than MSA
GDP	\$7.1 billion	16.7%	Faster than MSA
Population	162,088	4.1%	Slower than MSA
Per Capita Personal Income	\$89,185	22.2%	Faster than MSA

Labor Market Conditions

According to the Q1 2021 Quarterly Census of Employment and Wages, Port St. Lucie, FL employed 131,234 employees, with establishments in the Trade, Transportation, & Utilities, Education & Health Services, and Professional & Business Services industries accounting for the top three employers. These industries employ 30,614 (23.3%), 27,606 (21.0%), and 20,264 (15.4%) workers in the Metro, respectively.

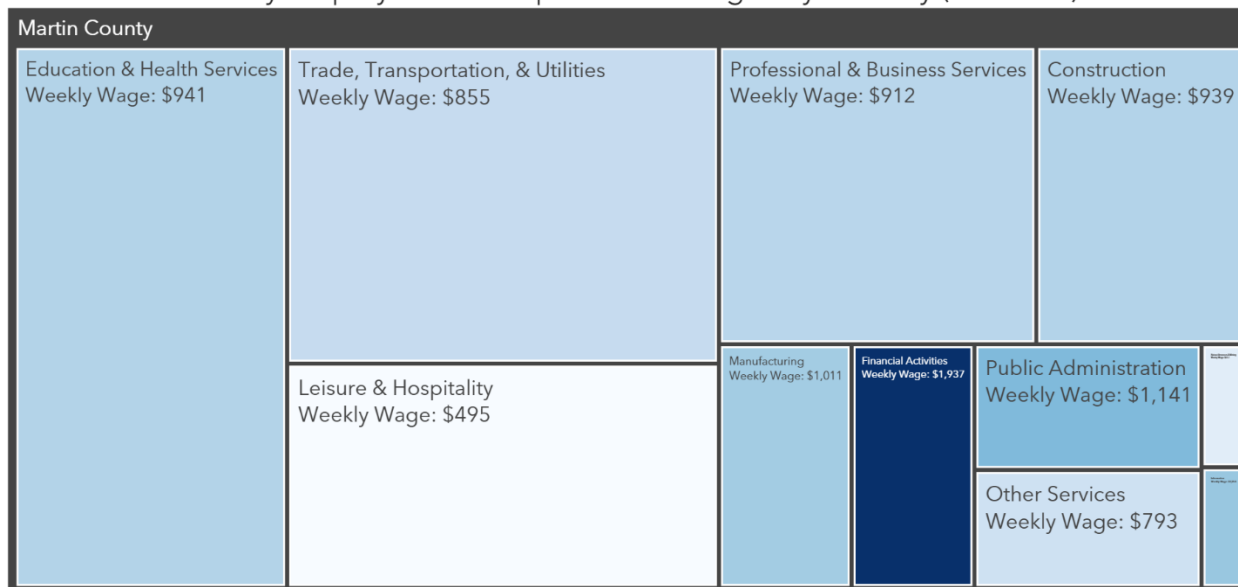
MSA Private Employment Composition & Wages by Industry (2021 Q1)



Source: U.S. Bureau of Labor Statistics

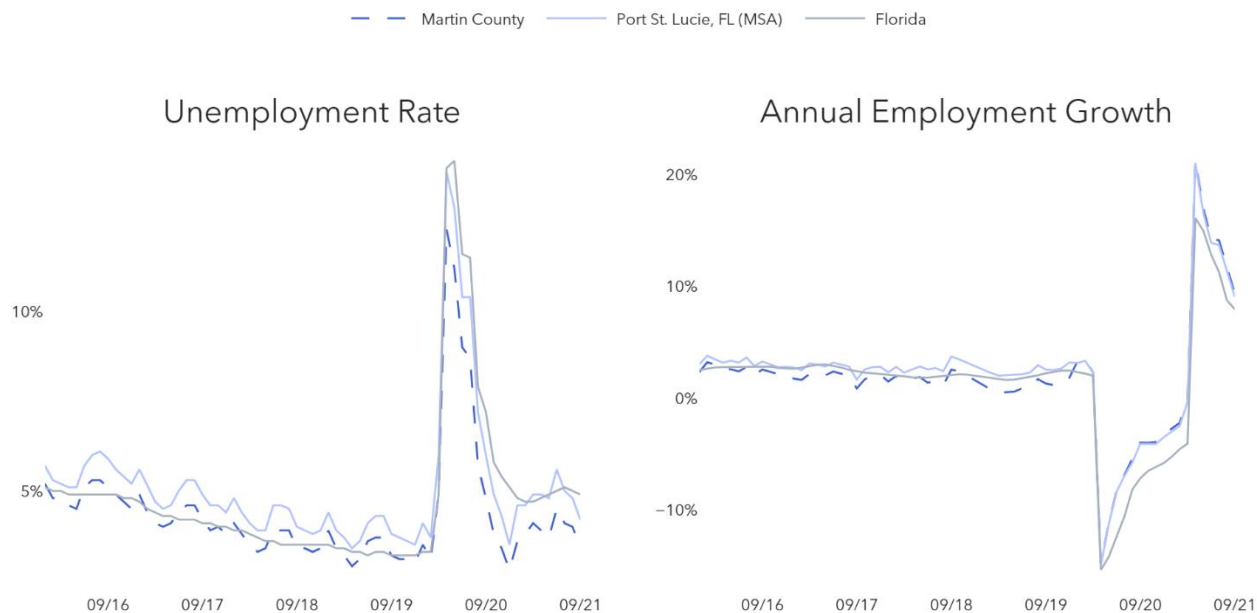
According to the Q1 2021 Quarterly Census of Employment and Wages, Martin County employed 66,200 employees, with establishments in the Education & Health Services, Trade, Transportation, & Utilities, and Leisure & Hospitality industries accounting for the top three employers. These industries employ 14,665 (22.1%), 13,612 (20.5%), and 9,617 (14.5%) workers in the County, respectively. Martin County has an especially large share of workers in the Construction industry. In fact, its 9.3% fraction of workers is 1.8 times higher than the National average.

County Employment Composition & Wages by Industry (2021 Q1)



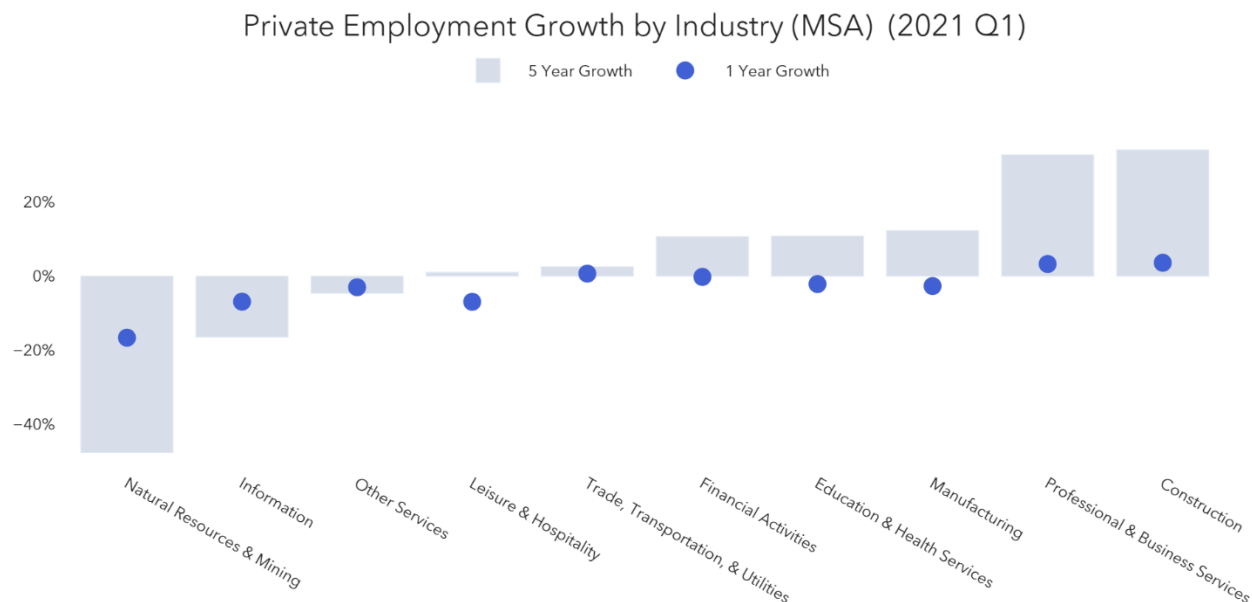
Source: U.S. Bureau of Labor Statistics

At the onset of the pandemic last spring, Martin County area employers shed 17.3% of its workforce, expanding the unemployment rate from 3.1% in February 2020 to 12.3% just two months later. The unemployment rate in Martin County has compressed over the past year to the current rate of 3.4%, just slightly below the Port St. Lucie, FL rate of 4.2%. As of 09/21, total employment is up 9% on a year-over-year basis. The unemployment rate remains above its pre-pandemic level (Feb 2020) of 3.1%.

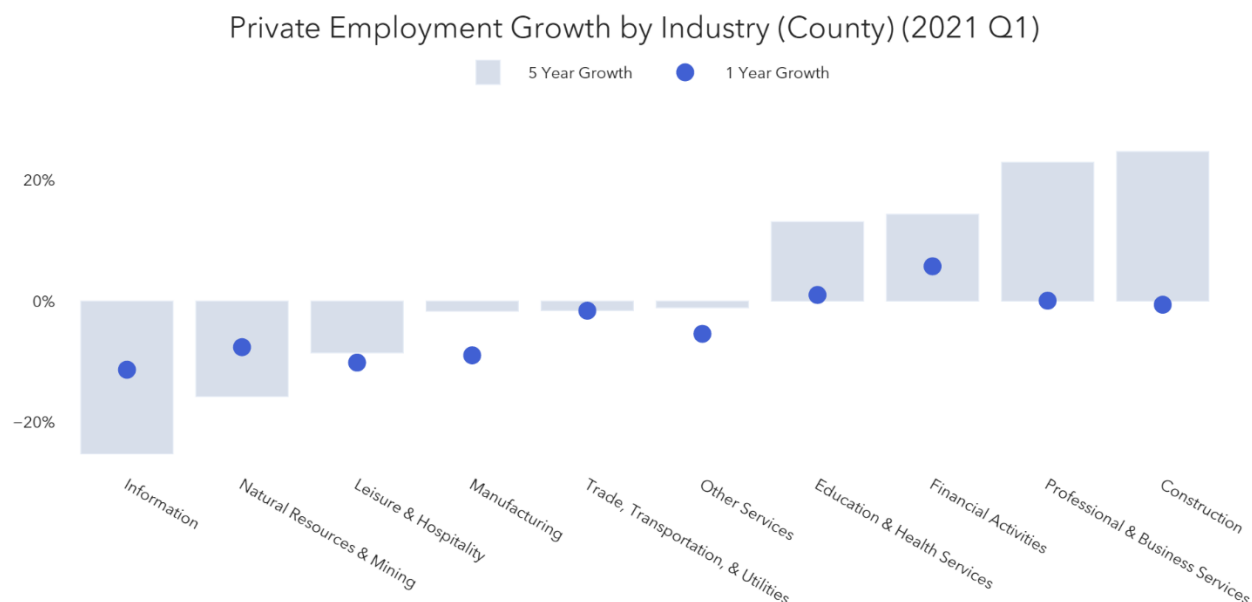


Source: U.S. Bureau of Labor Statistics

According to the Q1 2021 Quarterly Census of Employment and Wages, Port St. Lucie, FL Metro has seen private employment expand 9.9% (11,889) in total over the last five years. During that time, the Construction, Professional & Business Services, and Manufacturing industries saw the strongest growth, expanding 34.1%, 32.8%, and 12.3%, respectively. Meanwhile, the Natural Resources & Mining Industry has seen employment collapse 47.6% over the previous five years. Over the past year, most industries have lost employees. The Natural Resources & Mining sector saw the largest decline in employees and remains 16.6% below Q1 2020 levels.



According to the Q1 2021 Quarterly Census of Employment and Wages, Martin County has seen private employment expand 6.0% (3,586) in total over the last five years. During that time, the Construction, Professional & Business Services, and Financial Activities industries saw the strongest growth, expanding 24.7%, 22.9%, and 14.3%, respectively. Meanwhile, the Information Industry has seen employment collapse 25.2% over the previous five years. Over the past year, most industries have lost employees. The Information sector saw the largest decline in employees and remains 11.3% below Q1 2020 levels.

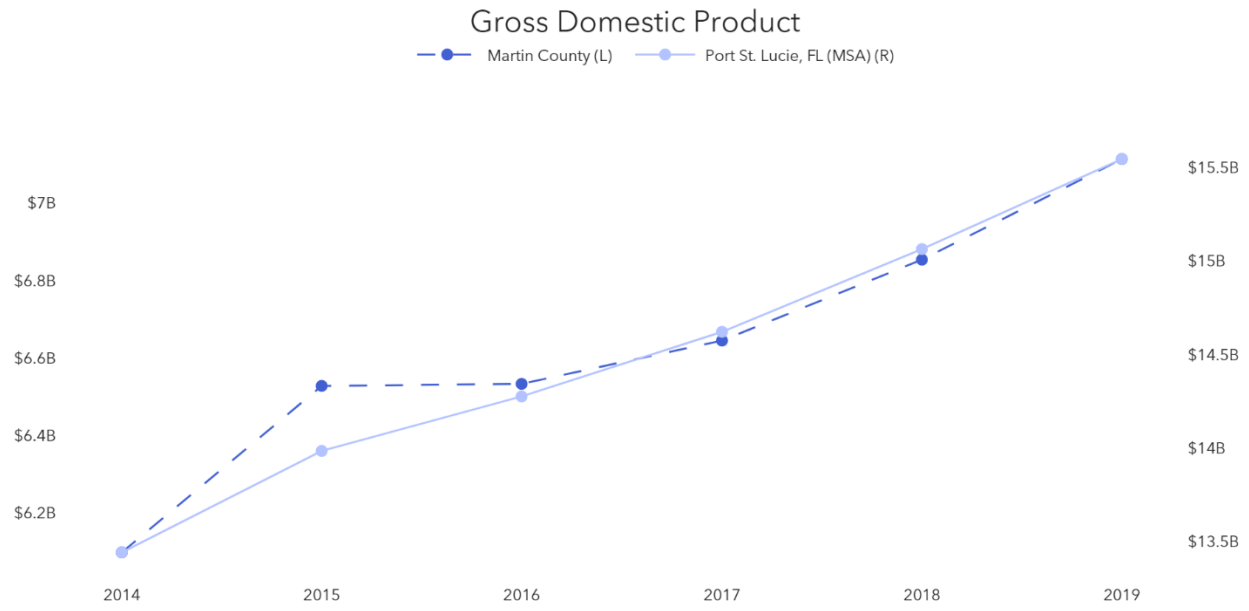


Source: U.S. Bureau of Labor Statistics

Economic Production

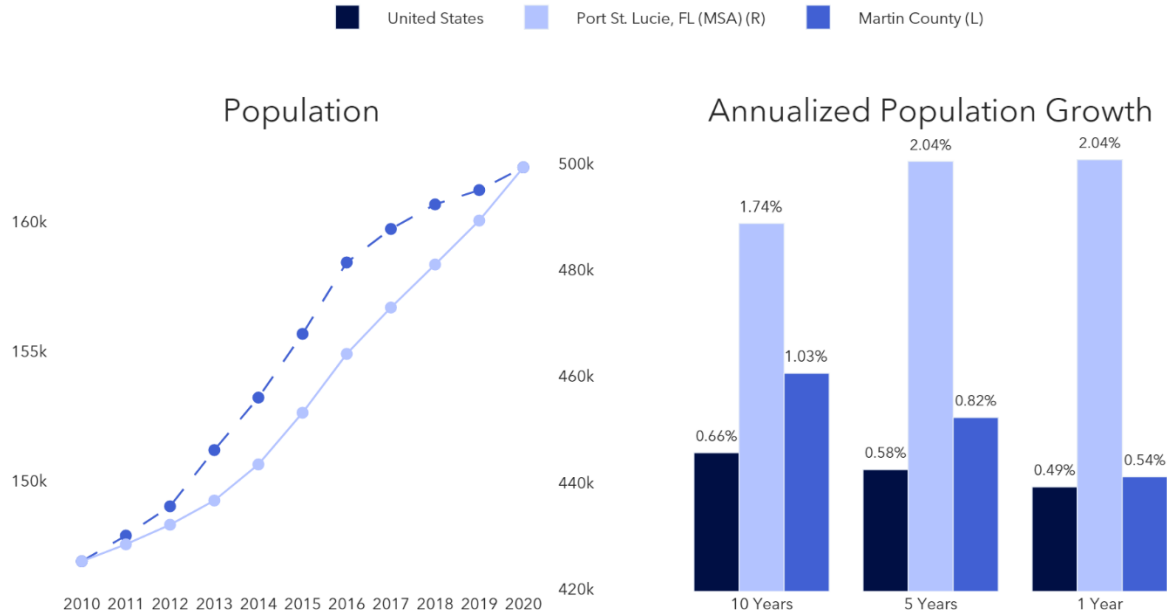
While the longest U.S. economic expansion since the end of WWII did come to an abrupt end with 2020 Q2 real GDP decreasing at an annualized rate of 31%, economic activity has rebounded sharply since. GDP increased at a historically fast annual rate of 6.7% in Q2 2021, according to data released by the Bureau of Economic Analysis. Growth of 6.7% in Q2 was up from the first quarter, when real GDP increased 6.3%. The increase in second quarter GDP reflected the continued economic recovery, reopening of establishments, and continued government response related to the COVID-19 pandemic. Supply chain issues as well as a slowdown in consumer spending growth slowed GDP growth down to 2% in the third quarter.

While GDP data at the county level is not yet available, 2019 data from the U.S. Bureau of Economic Analysis points to strong growth for Martin County, which produced ~\$7.1 billion of output that year, representing an annual change of 3.8% compared to 3.2% for the Metro.



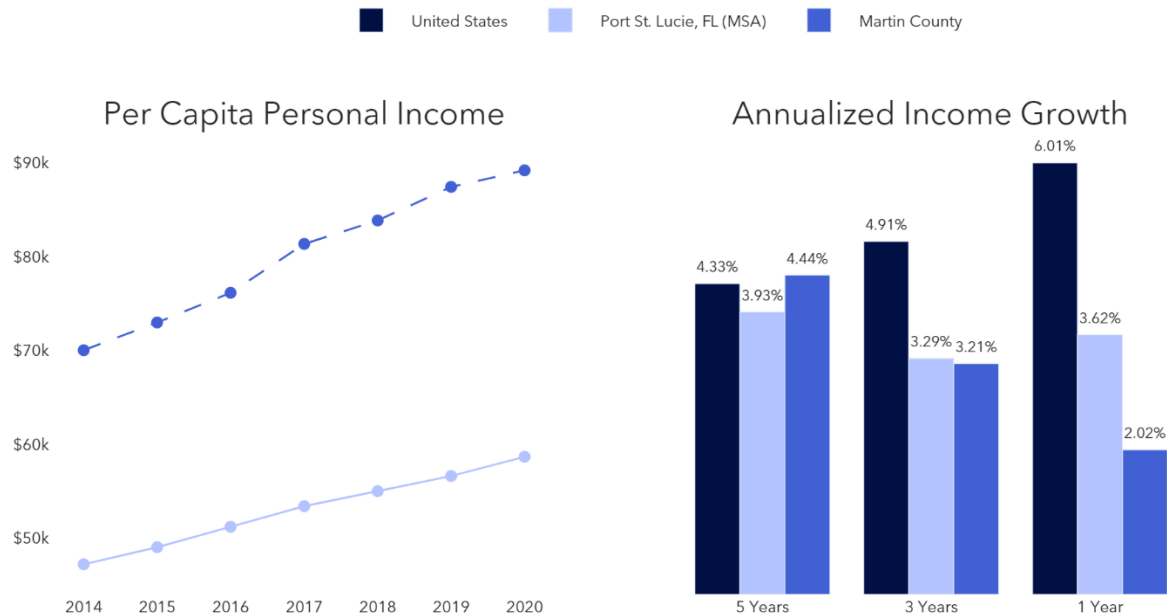
Demographics

Going back ten years, Martin County has seen its population expand 1.0% per annum to the 2020 count of 162,088. Over the past five years, growth has declined, growing 0.8% per annum since 2015. This growth rate exceeds the Nation, which has expanded 0.6% per year over the last five years.



Source: U.S. Census Bureau

Going back five years, Martin County residents have seen its per capita personal income expand 4.4% per annum to the 2020 level of \$89,185. Over the past three years, growth has declined, growing 3.2% per annum since 2017. This growth rate lags the Nation, which has expanded 4.9% per year over the last three years.



Source: U.S. Census Bureau

Infrastructure

Transportation Methods



Major roads serving Martin County include Interstate 95, Florida's Turnpike, U.S. Highway 1, U.S. Highway 98, U.S. Highway 441, State Road A1A, State Road 76, County Road 707, State Road 710, State Road 714, and State Road 732.



Martin County is not served by any commuter or light rail lines.

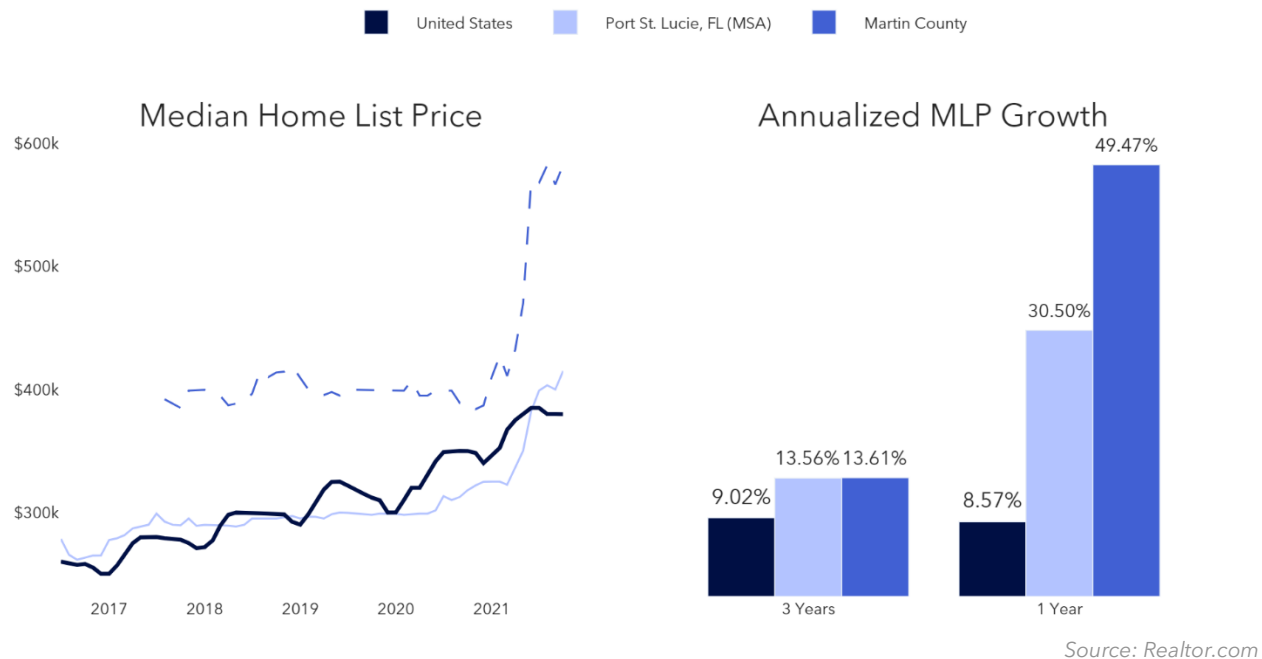


Martin County is served by Indiantown Airport, Naked Lady Ranch Airport (private), and Witham Field.

Housing

Not only did the pandemic shock the economy, but it has had different economic effects on sectors and regions. For example, the residential housing market in the United States has been robust since the initial shutdown in Q1 and Q2 2020. Historically low mortgage rates, the desire for more space, and the ability to work from home have led to the highest number of home sales while historically low inventory levels have pushed values to record highs in most counties and metros across the Nation.

In Martin County, Realtor.com data points to continued growth in values. In fact, as of 10/2021, the median home list price sits at \$582,693, an increase of 49% compared to an increase of 31% for the Port St. Lucie, FL Metro and an increase of 9% across the Nation over the past year.



Outlook

The United States economy continues to recover from the aftermath of the Covid-19 pandemic. The labor market has restored almost 17 million of the 21 million jobs lost at the beginning of the pandemic, as measured by non-farm employment, bringing the unemployment rate to 4.8% as of September 2021. GDP increased at a historically fast annual rate of 6.7% in Q2 2021. The increase in second quarter GDP reflected the continued economic recovery, reopening of establishments, and continued government response related to the COVID-19 pandemic. However, supply chain issues as well as a slowdown in consumer spending, have slowed GDP growth down to 2% in the third quarter. Supply-chain disruptions such as delays at U.S. ports and international manufacturing issues contributed to a sharp increase in inflation and pose a risk to the economic outlook. Despite supply-side challenges, many economic observers expect the economy to regain momentum in the final months of the year conditional on Covid-19 cases continuing to fall.

Between, 2014 and 2019, Martin County GDP grew 16.7%. This growth rate lagged the national average by 7 bps during this period. The current unemployment rate in Martin County of 3.4% is below its five-year average. It is below and below the state (4.9%) and national average (4.6%), respectively. Martin County continues to experience population gains with one and five year growth rates of 0.5% and 0.8%.

Qualifications

Scott M. Powell, MAI

Managing Director

Experience

Scott M. Powell, MAI, is the Managing Director of the Florida office for Bowery Valuation. Scott has been a Managing Director with Cushman & Wakefield and Integra Realty Resources, operated his own firm The SMP Group, and worked with other independent firms.

Scott entered the appraisal profession in 1992 at an independent firm in Erie PA and joined the Appraisal Institute in 1995. He completed his MAI designation requirements in 2001, and in 2002 was invited by the Appraisal Institute to serve on the prestigious General Comprehensive Examination Subcommittee. Scott relocated to Florida (the Treasure Coast) in 2004 and has worked all over Florida.

Scott gained his clients' trust through attention to detail and thorough research, and by routinely applying advanced methods of analysis over a broad scope of work. He has extensive practical knowledge in market analyses/feasibility studies, consulting and market value appraisal reports for lending, litigation (including expert witness testimony), tax appeals and condemnation.

Scott is actively engaged in all aspects of appraisal practice, including appraisal and analysis of various types of properties such as: multifamily, office, industrial, retail, and mixed-use, gas stations & convenience stores, various net leased properties, self-storage, marinas, golf courses, health clubs, other private clubs (e.g., tennis centers), and short-term rentals. He has extensive experience appraising all types of development sites, especially residential subdivisions (large and small). And Scott regularly appraises going concerns. His clients include numerous banks/financial institutions, government institutions, attorneys, developers and private investors.

Education

Penn State University	Bachelor of Science
-----------------------	---------------------

Certifications & Professional Designations

Appraisal Institute	MAI, Designated Member Scott is currently certified by the Appraisal Institute's voluntary program of continuing education for its designated members
State-Certified General Real Estate Appraiser	Florida (#RZ2809)
Past Professional Affiliations	<ul style="list-style-type: none"> • General Comprehensive Examination Subcommittee, Appraisal Institute • National Experience Review Panels, Appraisal Institute • University Relations Committee, Appraisal Institute South Florida Chapter • Candidate Guidance Committee, Appraisal Institute South Florida Chapter • President, Northwestern Pennsylvania Chapter, Appraisal Institute
Litigation / Expert Witness	<ul style="list-style-type: none"> • State of Florida: 1st, 10th, 11th, 12th, 15th, 16th and 19th Circuit Courts • United States Bankruptcy Court, Southern District of Florida • Broward and Indian River Counties - Valuation Adjustment Board

Harry C Newstreet, MAI

Senior Vice-President

Experience

Harry C Newstreet is a Senior Vice-President at Bowery Valuation who joined the firm in June 2021. Mr. Newstreet can perform a wide variety of real estate services that cover the entire spectrum of the real estate appraisal field including property appraisal, acquisition, feasibility, development and counseling, as well as in specialized areas such as expert witness testimony in condemnation for right-of-way, valuation, tax problems and other real estate matters. Mr. Newstreet has completed both form and narrative appraisals of nearly every variety of residential and commercial property, including a specialty in outdoor advertising.

Before joining Bowery, Mr. Newstreet owned and operated his own appraisal firm. He is qualified as an expert witness in Federal and State Courts in Florida, North Carolina and Pennsylvania and has performed appraisal services in the following states; Florida, Georgia, New York, New Hampshire, North Carolina, South Carolina, Tennessee, Kentucky, Washington, Alabama, Pennsylvania, Texas, Virginia, Wisconsin and Michigan.

Education

Florida State University	Bachelor of Science – December 1989
Appraisal Institute	Numerous appraisal related seminars and classes Certified by the Appraisal Institute for Continuing Education

Instructor

Florida Atlantic University	Former Adjunct Professor, College of Business, Real Estate Section
-----------------------------	--

Publications and Lectures

Appraisal Journal	Smoothing Wrinkles in the Spread: Special Assessment Issues, April 2000
SFWMMD Seminar	The Development Timeline, May 2004
FAR Convention	Appraisal Issues in CRA's, September 2004

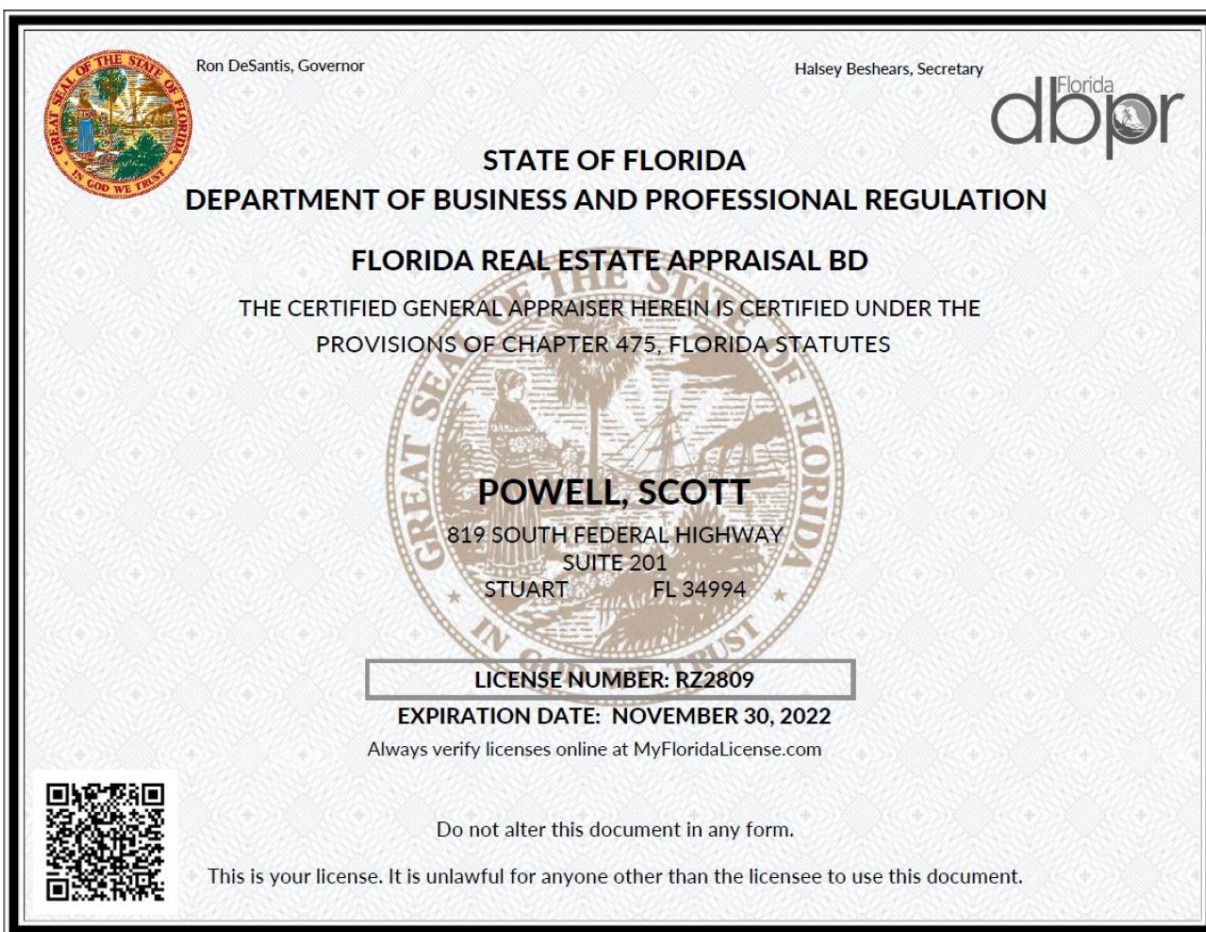
Certifications & Professional Designations

Appraisal Institute	MAI, Designated Member
Certified General Real Estate Appraiser	Florida RZ2278

Experience

1993 - 1994	Pederson & Trask
1995	Rex Consulting
1996 - 1998	Real Property Analysts, Inc.
1998 - 2004	Newstreet-Miller & Associates
2005 - 2011	Harry C. Newstreet & Associates, LLC
2011 - 2015	Integra Realty Resources
2015 - 2016	Cushman & Wakefield
2016 - 2021	Harry C. Newstreet & Associates, LLC
2021 - Present	Bowery Valuation




Scott M. Powell, MAI, State Certified General Appraiser- Florida



Harry C. Newstreet, MAI, State Certified General Appraiser- Florida



Letter of Engagement

MARTIN COUNTY BOARD OF COUNTY COMMISSIONERS PURCHASE ORDER						
VENDOR COPY			PURCHASE ORDER NUMBER			
B I L L		PUBLIC WORKS 2401 SE MONTEREY ROAD STUART FL 34996		P2202889		
S H I P		PUBLIC WORKS - 2nd Floor 2401 SE MONTEREY ROAD STUART FL 34996	Date: 12/16/21	Page: 1		
V E N D O R		EMAIL: scott.powell@boweryvaluation.com, csegura@martin.fl.us CONTACT: BOWERY REAL ESTATE SYSTEMS INC DEPT LA 24996 PASADENA CA 91185	REQUISITION NO: BID NUMBER: DEPARTMENT: PUBLIC WORKS FL Tax Exemption No: 85-8012622225C-7 Delivery ARO DATE: 12/30/21 ALL SHIPMENTS FOB DESTINATION			
		VENDOR NO: 00043297 PHONE NO:				
ITEM	COMM	DESCRIPTION	QUANTITY	Units	UNIT PRICE	EXTENDED PRICE
1	96200	EXEMPT PER SECTION 8.1.Y OF PURCHASING MANUAL KL WATERSIDE #3537 APPRAISAL FOR: FIELD OPERATIONS PURCHASE OF KL WATERSIDE PROPERTY #3537 30 ACRE PARCEL - INDUSTRIAL FUD - APPRAISAL PCN #: 13-39-00-000-003-00000-1 B 22 3107 1306 06200 519 6009	1.00	EA	3,000.00	\$3,000.00
					3,000.00	
INQUIRIES: CARLA SEGURA 772-288-5466 abassetti@martin.fl.us					DISCOUNT: .00 TOTAL: 3,000.00	
1. P.O. number must appear on all invoices, shipments and related documentation. 2. All shipments subject to inspection and acceptance by Martin County. 3. All purchases require a signed purchase order. This document may be reproduced upon request in an alternative format by contacting the County ADA Coordinator (772) 320-3131, the County Administration Office (772) 288-5400, Florida Relay 711, or by completing our accessibility feedback form at www.martin.fl.us/accessibility-feedback .				Signature:  Administration Department		

Glossary of Terms

Unless otherwise noted, *The Dictionary of Real Estate Appraisal*, 6th edition (Chicago: Appraisal Institute, 2015) and *Subdivision Valuation*, 2nd edition (Chicago: Appraisal Institute, 2017) are the sources of the following definitions.

Absorption	Short term capture; the process whereby any specific commodity is occupied, leased, and/or sold to an end user.
Absorption Period	The actual or expected period from the time a property is initially offered for lease, purchase or use by its eventual users until all portions have been sold or stabilized occupancy has been achieved. Although marketing may begin before the completion of construction, most forecasters consider the absorption period to begin after completion of construction. Also referred to as sell-out period.
Absorption Rate	The rate at which properties for sale or lease have been or are expected to be successfully marketed in a given area: usually used in forecasting sales or listing activity. (see also Capture Rate)
As Is Fair Value	<p>The price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date (i.e. an exit price). That definition of fair value emphasizes that fair value is a market-based measurement, not an entity-specific measurement. When measuring fair value, an entity uses the assumptions that market participants would use when pricing the asset or liability under current market conditions, including assumptions about risk. As a result, an entity's intention to hold an asset or to settle or otherwise fulfil a liability is not relevant when measuring fair value. The IFRS explains that a fair value measurement requires an entity to determine the following:</p> <ul style="list-style-type: none"> (a) the particular asset or liability being measured; (b) for a non-financial asset, the highest and best use of the asset and whether the asset is used in combination with other assets or on a stand-alone basis; (c) the market in which an orderly transaction would take place for the asset or liability; and (d) the appropriate valuation technique(s) to use when measuring fair value. The valuation technique(s) used should maximize the use of relevant observable inputs and minimize unobservable inputs. Those inputs should be consistent with the inputs a market participant would use when pricing the asset or liability (according to IFRS-13).
As Is Market Value	The estimate of the market value of real property in its current physical condition, use, and zoning as of the appraisal date, according to the Interagency Appraisal and Evaluation Guidelines (Federal Deposit Insurance Corporation: 2010). Note: The use of the "as is" phrase is specific to appraisal regulations pursuant to FIRREA applying to appraisals prepared for regulated lenders in the United States.
Bulk Value	The value of multiple units, subdivided plots, or properties in a portfolio as though sold together in a single transaction.
Bulk Value Scenario	The valuation scenario employed in subdivision valuation and other appraisal problems in which a group of properties are evaluated under a bulk sale scenario. This valuation scenario has as its premise the valuation of a group of lots or units to one purchaser; it is a "market value" estimate that recognizes a specific valuation scenario that is based on the presumption of a transaction in which a group of lots are to be sold to one purchaser as one sales transaction. The value estimate must reflect this bulk sale scenario and recognize that the only way the purchaser can earn a profit on the investment is to eventually sell the lots or units over time to eventual end users. The bulk sale scenario considers the absorption period needed to market the lot inventory over time with appropriate deductions and discounts for holding and sales costs as well as profit. This analysis assumes that time is of the essence and lot or unit inventory will be made available for sale to match available market demand at the market-supported retail lot or unit values.

Capture Rate	The estimated percentage of the total potential market for a specific type of property (e.g., office space, retail space, single family homes) that is currently absorbed by existing facilities or is forecast to be absorbed by proposed facilities: short term capture is referred to as absorption; long term capture is referred to as share of the market.
Condominium	A multiunit structure, or a unit within such a structure, with a condominium form of ownership.
Deferred Maintenance	Items of wear and tear on a property that should be fixed now to protect the value or income-producing ability of the property, such as a broken window, a dead tree, a leak in the roof, or a faulty roof that must be completely replaced. These items are almost always curable.
Depreciation	A loss in property value from any cause; the difference between the cost of an improvement on the effective date of the appraisal and the market value of the improvements on the same date.
Developer's Profit	The profit anticipated by the developer of a subdivision. See Developer's Fee.
Developer's Fee	A term subject to various interpretations. Many appraisers associate a developer's fee with payment for overseeing the development of a project from inception to completion and include it among the direct and indirect costs of development. Other use the term interchangeably with entrepreneurial profit, equating it with compensation for the time, energy and experience a developer invests in a project, as well as, a reward for the risk the developer takes.
Development	The transformation of formerly raw land into improved property through the application of labor, capital and entrepreneurship. Development may also include the marketing of the real estate product.
Development Cost	In subdivision analysis, development costs are usually the direct and indirect costs associated with the construction phase of the subdivision development. Direct costs are costs associated with the physical improvements to the land and indirect costs are representative of engineering, surveying, attorney's fees and other indirect costs associated directly with subdivision construction and/or development.
Direct Capitalization	A method used to convert an estimate of a single year's net operating income expectancy into an indication of value in one direct step, either by dividing the income estimate by an appropriate rate or by multiplying the income estimate by an appropriate factor. This technique employs capitalization rates and multipliers extracted from sales. Only the first year's income is considered. Yield and value change are implied, but not identified overall. This method is most useful when the property is already operating on a stabilized basis, according to The Appraisal of Real Estate, 14th Edition (Appraisal Institute: 2013).
Discounted Cash Flow	The procedure in which a discount rate is applied to a set of projected income streams and a reversion. The analysis specifies the quantity and timing of the reversion, and discounts each to its present value at a specified yield rate.
Effective Date	(1) The date on which the appraisal or review applies. (2) In a lease document, the date upon which the lease goes into effect.
Effective Gross Income	The anticipated income from all operations of real property adjusted for vacancy and collection losses.
Entitlement	In the context of ownership, use and/or development of real property, the rights to receive governmental approval for annexation, zoning, utility extensions, construction permits and occupancy/use permits. The approval period is usually finite and may require the owner and/or developer to pay impact and/or user fees in addition to other costs to secure the entitlement. Entitlements may be transferable, subject to covenants or government protocols, may constitute vested rights and may represent an enhancement to a property's value.
Entrepreneur	One who assumes the risk and management of a business or enterprise in exchange for possible gains a promoter who initiates development.

Entrepreneurial Incentive	A market-derived figure that represents the amount an entrepreneur expects to receive for his or her contribution to a project and risk.
Entrepreneurial Profit	(1) A market-derived figure that represents the amount an entrepreneur receives for his or her contribution to a project and risk; the difference between the total cost of a property (cost of development) and its market value (property value after completion), which represents the entrepreneur's compensation for the risk and expertise associated with development. An entrepreneur is motivated by the prospect of future value enhancement (i.e., the entrepreneurial incentive). An entrepreneur who successfully creates value through new development, expansion, renovation, or an innovative change of use is rewarded by entrepreneurial profit. Entrepreneurs may also fail and suffer losses. (2) In economics, the actual return on successful management practices, often identified with coordination, the fourth factor of production following land, labor, and capital; also called entrepreneurial return or entrepreneurial reward.
Equity Dividend	The portion of net income that remains after debt service is paid; this is returned to the equity position.
Exposure Time	(1) The time a property remains on the market. (2) The estimated length of time that 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. Note: Exposure time is a retrospective.
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.
Fee Simple Interest	Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.
Financial Feasibility	An analysis to determine which of those uses deemed possible and legal can provide a net return to the owner of the site.
Gross Building Area	Total floor area of a building, excluding unenclosed areas, measured from the exterior of the walls of the above grade area. This includes mezzanines and basements if and when typically included in the market area of the type of property involved.
Gross Proceeds	The gross receipts generated from lot or unit sales over the absorption period in subdivision discounted cash flow analysis. Gross proceeds can consider income from ancillary sources and are representative of the total income generated from unit or lot sales over time. Typically, gross proceeds represent the sum of the retail lot values at the start of the absorption period, plus lot value inflation over the absorption period, if any, and any ancillary income.
Gross Sellout	The aggregate of the individual retail prices of a group of lots or units as of the initial date of valuation. May also be referred to as "sum of the retail values," "gross retail value," "aggregate of retail values," "gross sell-out value," or "gross retail value." The value is as of the date of valuation and ignores future lot value inflation. The recommended terminology is "sum of the retail values."
Highest and Best Use	(1) The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity. (2) The use of an asset that maximizes its potential and that is possible, legally permissible, and financially feasible. The highest and best use may be for continuation of an asset's existing use or for some alternative use. This is determined by the use that a market participant would have in mind for the asset when formulating the price that it would be willing to bid, according to David Parker's International Valuation Standards (John Wiley & Sons, Ltd: 2016).

(3) The highest and most profitable use for which the property is adaptable and needed or likely to be needed in the reasonably near future, according to the Uniform Appraisal Standards for Federal Land Acquisitions (The Appraisal Foundation: 2016).

Holding and Sales Costs	Costs associated with a holding period needed to achieve permitting, project approvals, construction, or the absorption of unit inventory over time. Holding and sales costs include items such as real estate taxes, insurance, brokers' commissions, administrative costs, marketing and promotional expenses, and other expenses depending on the individual development and/or property. These costs do not include any direct or indirect construction costs or profit.
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.
Insurable Value	A type of value for insurance purposes.
Leased Fee Interest	The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversionary right when the lease expires.
Leasehold Interest	The right held by the lessee to use and occupy real estate for a stated term and under the conditions specified in the lease.
Legally Permissible Use	An investigation into existing zoning regulations, lease terms, and deed restrictions on the site to determine which uses are legally permitted.
Line Item Profit	In subdivision valuation, a deduction made for profit as an expense in the discounted cash flow analysis over the period under study. Line-item profit is estimated in conjunction with the selection of the discount rate or yield rate used to calculate the present value of the net proceeds.
Marketing Time	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. Marketing time differs from exposure time, which is always presumed to precede the effective date of an appraisal.
Market Rent	The most probable rent that property should bring in a competitive and open market reflecting the conditions and restrictions of a specified lease agreement, including the rental adjustment and revaluation, permitted uses, use restrictions, expense obligations, term, concessions, renewal and purchase options, and tenant improvements (TIs).
Net Operating Income	The anticipated net income remaining after all operating expenses are deducted from effective gross income.
Net Proceeds	In subdivision discounted cash flow analysis, net proceeds are gross revenues less holding and sales costs and any line item profit associated with a subdivision project.
Net Rentable Area	For office or retail buildings, the tenant's pro rata portion of the entire office floor, excluding elements of the building that penetrate through the floor to the areas below. The rentable area of a floor is computed by measuring to the inside finished surface of the dominant portion of the permanent building walls, excluding any major vertical penetrations of the floor. Alternatively, the amount of space on which the rent is based; calculated according to local practice.
Physically Possible Use	An analysis to determine those uses of the subject which can be deemed physically possible.
Potential Gross Income	The total potential income attributable to the real property at full occupancy before operating expenses are deducted. It may refer to the level of rental income prevailing in the market or that contractually determine by existing leases.

Profit	1) The amount by which the proceeds of a transaction exceeds its cost; 2) In theoretical economics, the residual share of the product of an enterprise that accrues to the entrepreneur after paying interest for capital, rent for land and wages for labor and management; 3) Accounting, an increase in wealth that results from the operation of an enterprise. Gross profit usually is the selling price minus costs: items such as selling and operating expenses are deducted from gross profit to indicate net profit.
Profit Motive	The desire to earn a favorable financial return on a business venture.
Property Rights Appraised	The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversionary right when the lease expires.
Prospective Market Value "As Completed" and "As Stabilized"	A prospective market value may be appropriate for the valuation of a property interest related to a credit decision for a proposed development or renovation project. According to USPAP, an appraisal with a prospective market value reflects an effective date that is subsequent to the date of the appraisal report. Prospective value opinions are intended to reflect the current expectations and perceptions of market participants, based on available data. Two prospective value opinions may be required to reflect the time frame during which development, construction, and occupancy will occur. The prospective market value—as completed—reflects the property's market value as of the time that development is expected to be completed. The prospective market value—as stabilized—reflects the property's market value as of the time the property is projected to achieve stabilized occupancy. For an income-producing property, stabilized occupancy is the occupancy level that a property is expected to achieve after the property is exposed to the market for lease over a reasonable period of time and at comparable terms and conditions to other similar properties.
Prospective Opinion of Value	A value opinion effective as of a specified future date. The term does not define a type of value. Instead, it identifies a value opinion as being effective at some specific future date. An opinion of value as of a prospective date is frequently sought in connection with projects that are proposed, under construction, or under conversion to a new use, or those that have not yet achieved sellout or a stabilized level of long-term occupancy.
Replacement Costs	The estimated cost to construct, at current prices as of a specific date, a substitute for a building or other improvements, using modern materials and current standards, design, and layout.
Replacement Cost for Insurance Purposes	The estimated cost, at current prices as of the effective date of valuation, of a substitute for the building being valued, using modern materials and current standards, design, and layout for insurance coverage purposes guaranteeing that damaged property is replaced with new property (i.e., depreciation is not deducted).
Reproduction Costs	The estimated cost to construct, at current prices as of the effective date of the appraisal, an exact duplicate or replica of the building being appraised, using the same materials, construction standards, design, layout, and quality of workmanship and embodying all the deficiencies, super-adequacies, and obsolescence of the subject building.
Retrospective Value Opinion	A value opinion effective as of a specified historical date. The term retrospective does not define a type of value. Instead, it identifies a value opinion as being effective at some specific prior date. Value as of a historical date is frequently sought in connection with property tax appeals, damage models, lease renegotiation, deficiency judgments, estate tax, and condemnation. Inclusion of the type of value with this term is appropriate, e.g., "retrospective market value opinion".
Reversion	A lump-sum benefit an investor expects to receive upon the termination of the investment.
Sell-Out Period	Another term for "absorption period."
Stabilized Income	(1) An estimate of income, either current or forecasted, that presumes the property is at stabilized occupancy. (2) The forecast of the subject property's yearly average income (or average- equivalent income) expected for the economic life of the subject property. (3) Projected income that is subject to change but has been adjusted to reflect an equivalent, stable annual income.

Stabilized Occupancy	(1) The occupancy of a property that would be expected at a particular point in time, considering its relative competitive strength and supply and demand conditions at the time, and presuming it is priced at market rent and has had reasonable market exposure. A property is at stabilized occupancy when it is capturing its appropriate share of market demand. (2) An expression of the average or typical occupancy that would be expected for a property over a specified projection period or over its economic life.
Subdivision	A tract of land that has been divided into lots or blocks with streets, roadways, open areas, and other facilities appropriate to its development as residential, commercial, or industrial sites.
Subdivision Development Method	A method of estimating land value when subdivision and development are the highest and best use of the parcel of land being appraised. When all direct and indirect costs and entrepreneurial incentive are deducted from an estimate of the anticipated gross sales price of the finished lots resultant net sales proceeds are then discounted to present value at a market-derived rate over the development and absorption period to indicate the value of the raw land. Also, may be called Development Procedure.
Sum of Retail Values	The sum of the separate and distinct market value opinion for each of the units in a condominium, subdivision development, or portfolio of properties, as of the date of valuation. The aggregate of retail values does not represent the value of all the units as though sold together in a single transaction; it is simply the total of the individual market value conclusions. Also called the aggregate of the retail values or aggregate retail selling price.
Yield Capitalization	The capitalization method used to convert future benefits into present value by discounting each future benefit at an appropriate yield rate. This method explicitly considers a series of cash flows (net income over a holding period) over time together with any reversion value or resale proceeds. Since this technique explicitly reflects the investment's income pattern, it is especially suited to multi-tenant properties with varying leasing schedules as well as properties that are not operating at stabilized occupancy, according to The Appraisal of Real Estate, 14th Edition (Appraisal Institute: 2013).