

AN APPRAISAL OF  
**THE RIGHT-OF-WAY BETWEEN THE PARCELS  
OWNED BY ARTISTRY IN MOSAICS  
LOCATED BETWEEN  
U.S. HIGHWAY 1 AND SOUTH 3<sup>RD</sup> STREET  
IN FORT PIERCE, FLORIDA**

**FILE #14-71646-A**

PREPARED FOR  
ARTISTRY IN MOSAICS

AS OF  
A RETROSPECTIVE  
OCTOBER 17, 2014

BY  
STEPHEN G. NEILL, MAI  
CALLAWAY & PRICE, INC.



**Callaway & Price, Inc.**  
Real Estate Appraisers And Consultants  
[www.callawayandprice.com](http://www.callawayandprice.com)  
Licensed Real Estate Brokers

Please respond to Treasure Coast office  
E-Mail: [s.neill@callawayandprice.com](mailto:s.neill@callawayandprice.com)

**TREASURE COAST**

1803 South 25<sup>th</sup> Street, Suite 1  
Fort Pierce, FL 34947  
772.464.8607 | 772.461.0809 Fax  
Stuart: 772.287.3330

Harry D. Gray, MAI, SRA  
Cert Gen RZ662  
[h.gray@callawayandprice.com](mailto:h.gray@callawayandprice.com)

Stephen G. Neill, Jr., MAI  
Cert Gen RZ2480  
[s.neill@callawayandprice.com](mailto:s.neill@callawayandprice.com)

**SOUTH FLORIDA**

1410 Park Lane South, Suite 1  
Jupiter, FL 33458  
561.686.0333 | 561.686.3705 Fax

Michael R. Slade, MAI, SRA, CRE  
Cert Gen RZ116  
[mrs@cpwpb.com](mailto:mrs@cpwpb.com)

Stephen D. Shaw, MAI  
Cert Gen RZ1192  
[sds@cpwpb.com](mailto:sds@cpwpb.com)

**CENTRAL FLORIDA**

114 6<sup>th</sup> Avenue, Suite 3  
Indialantic, FL 32903  
321.726.0970 | 321.726.0384 Fax

Curtis L. Phillips, MAI  
Cert Gen RZ2085  
[clp@cpmel.com](mailto:clp@cpmel.com)

June 3, 2015

Mr. Andrew Hochstetter  
Artistry in Mosaics  
901 South 3<sup>rd</sup> Street  
Fort Pierce, FL 34950

Dear Mr. Hochstetter:

We have made an investigation and analysis of the right-of-way between the parcels owned by Artistry in Mosaics that is located between U.S. Highway 1 and South 3<sup>rd</sup> Street, in Fort Pierce, Florida. The Subject Property will be further described both narratively and legally within the following Appraisal Report. The purpose of this investigation and analysis was to provide our opinion of the current Market Value of the Fee Simple Interest of the Subject Property as of Retrospective Date of October 17, 2014. The Subject Property is considered to be the right-of-way between the parcels owned by Artistry in Mosaics that is located between U.S. Highway 1 and South 3<sup>rd</sup> Street, in Fort Pierce, Florida. Given the property type associated with the Subject Property, we have incorporated the across the fence methodology for valuing the Subject Property.

This report has been prepared for our client, Artistry in Mosaics. The intended use was to assist the client in evaluation for abandonment and possible purchase. The scope of work performed is specific to the needs of the intended user and the intended use. No other use is intended, and the scope of work may not be appropriate for other uses.

The scope of work performed included a complete analysis of the Subject Property with no omitted approaches to value. A detailed scope of work description can be found in the body of this report.

Based upon the scope of the assignment, our investigation and analysis of the information contained within this report, as well as our general knowledge of real estate valuation procedures and market conditions, it is our opinion that the Retrospective Market Value of the Fee Simple (Subject to Encumbrances and Including the Moll Portion) of the Subject Property as of October 17, 2014 was:

**\$8,800**

Mr. Andrew Hochstetter  
June 3, 2015  
Page 2

A description of the property appraised, together with an explanation of the valuation procedures utilized, is contained in the body of the attached report. For your convenience, an Executive Summary follows this letter. Your attention is directed to the Limiting Conditions and underlying assumptions upon which the value conclusions are contingent.

Respectfully submitted,

CALLAWAY & PRICE, INC.

A handwritten signature in blue ink, appearing to read "Stephen G. Neill".

Stephen G. Neill, MAI  
Cert Gen RZ2480

A handwritten signature in blue ink, appearing to read "Chris A. Blackwell".

Chris A. Blackwell  
Trainee RI10869

SGN/CXB/clw:14-71646-A  
Attachments



---

## ***Executive Summary***

---

PROPERTY TYPE	:	Road Right-of-Way/Alley
LOCATION	:	The Subject Property is located between the parcels owned by Artistry in Mosaics that is located between U.S. Highway 1 and South 3 <sup>rd</sup> Street, in Fort Pierce, Florida.
DATE OF VALUATION	:	October 17, 2014
PROPERTY DESCRIPTION:		
LAND	:	The Subject Property contains 0.191 acres, or 8,339 square feet
BUILDING	:	None
ZONING	:	Surrounding properties are zoned C-3, by the City of Fort Pierce
LAND USE PLAN	:	Surrounding properties have a future land use of General Commercial by the City of Fort Pierce.
HIGHEST AND BEST USE		
AS IF VACANT	:	Future commercial development in conjunction with neighboring properties
THE FEE SIMPLE ESTATE OF THE SUBJECT PROPERTY NOT ENCUMBERED AS OF A RETROSPECTIVE DATE OF OCTOBER 17, 2014 IS	:	\$44,000 (INCLUDING MOLL PORTION)
THE RETROSPECTIVE MARKET VALUE OF THE ENCUMBERED FEE SIMPLE ESTATE OF THE SUBJECT PROPERTY AS OF OCTOBER 17, 2014	:	\$8,800 (INCLUDING MOLL PORTION)
THE FEE SIMPLE ESTATE OF THE SUBJECT PROPERTY NOT ENCUMBERED AS OF A RETROSPECTIVE DATE OF OCTOBER 17, 2014 IS	:	\$34,500 (NOT INCLUDING MOLL PORTION)
THE RETROSPECTIVE MARKET VALUE OF THE ENCUMBERED FEE SIMPLE ESTATE OF THE SUBJECT PROPERTY AS OF OCTOBER 17, 2014	:	\$6,900 (NOT INCLUDING MOLL PORTION)



---

## **Table of Contents**

---

	<u>Page No.</u>
CERTIFICATION .....	1
LIMITING CONDITIONS .....	3
DEFINITION OF THE APPRAISAL PROBLEM .....	8
Purpose, Date of Value, and Interest Appraised .....	8
Intended Use and User of Appraisal .....	8
Legal Description .....	8
Market Value .....	8
Hypothetical Conditions or Extraordinary Assumptions .....	9
Exposure Time and Marketing Time .....	9
Across the Fence Method .....	10
Across the Fence (ATF) Value .....	10
SCOPE OF WORK .....	11
NEIGHBORHOOD ANALYSIS .....	12
PROPERTY DATA .....	14
Zoning .....	14
Land Use .....	15
Concurrency .....	15
Site Size, Shape and Access .....	16
Utilities .....	16
Topography .....	17
Census Tract .....	17
Flood Hazard Zone .....	17
Assessed Value and Taxes .....	18
Property History .....	18
HIGHEST AND BEST USE .....	19
Conclusion .....	19
LAND VALUE ANALYSIS .....	20
Discussion of Vacant Land Sales .....	20
Discussion of Adjustments .....	28
Expenditures Made .....	29
Conclusion – Land Value Analysis .....	30
ADDENDA	
Engagement Letter	
Survey	
Qualifications:	
Stephen G. Neill, MAI	
Chris A. Blackwell	



**CERTIFICATION**

We certify that, to the best of our knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. 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.
3. We have no present or prospective interest in the property that is the subject of this report, and we have no personal interest or bias with respect to the parties involved.
4. We have not previously provided appraisal services of the property that is the subject of this report.
5. We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. 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.
8. The analyses, opinions, and conclusion were developed, and this report was prepared, in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP) and The Interagency Appraisal and Evaluation Guidelines, December 10, 2010.
9. Stephen G. Neill, MAI and Chris A. Blackwell have made a personal inspection of the property that is the subject of this report.
10. No one provided significant real property appraisal assistance to the persons signing this certification.
11. The use of this report is subject to the requirements of the State of Florida relating to review by the Florida Real Estate Appraisal Board.
12. The reported analyses, opinions and conclusion were developed, and this report was prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.



---

## **Certification**

---

13. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
14. I, Stephen G. Neill, MAI, the supervisory appraiser of a registered appraiser trainee who contributed to the development or communication of this appraisal, hereby accepts full and complete responsibility for any work performed by the registered appraiser trainee named in this report as if it were my own work.
15. As of the date of this report, Stephen G. Neill, MAI has completed the continuing education program of the Appraisal Institute.

---

Stephen G. Neill, MAI  
Cert Gen RZ2480

---

Chris A. Blackwell  
Trainee RI10869

SGN/CXB/clw:14-71646-A



**LIMITING CONDITIONS**

1. Unless otherwise stated, the value appearing in this appraisal represents the opinion of the Market Value or the Value Defined AS OF THE DATE SPECIFIED. Market Value of real estate is affected by national and local economic conditions and consequently will vary with future changes in such conditions.
2. The value estimated in this appraisal report is gross, without consideration given to any encumbrance, restriction or question of title, unless specifically defined.
3. This appraisal report covers only the property described and any values or rates utilized are not to be construed as applicable to any other property, however similar the properties might be.
4. It is assumed that the title to the premises is good; that the legal description is correct; that the improvements are entirely and correctly located on the property described and that there are no encroachments on this property, but no investigation or survey has been made.
5. This appraisal expresses our opinion, and employment to make this appraisal was in no way contingent upon the reporting of predetermined value or conclusion.
6. No responsibility is assumed for matters legal in nature, nor is any opinion of title rendered. In the performance of our investigation and analysis leading to the conclusions reached herein, the statements of others were relied on. No liability is assumed for the correctness of these statements.
7. Neither all nor any part of the contents of this report (especially any conclusions, the identity of the appraiser or the firm with which he is connected, or any reference to the Appraisal Institute or any of its designations) shall be disseminated to the public through advertising media, public relations media, news media, sales media or any other public means of communication without our prior written consent and approval.
8. It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures which would render it more or less valuable. The appraiser assumes no responsibility for such conditions or the engineering which might be required to discover these factors.



---

## ***Limiting Conditions***

---

9. Unless otherwise stated in this report, the existence of hazardous substances, including without limitation stachybotrys chartarum (mold), asbestos, polychlorinated biphenyls, petroleum leakage, "Chinese drywall", or agricultural chemicals, which may or may not be present on the property, or other environmental conditions, was not called to the attention of, nor did the appraiser become aware of such during the appraiser's inspection. The appraiser has no knowledge of the existence of such materials on or in the property unless otherwise stated. The appraiser, however, is not qualified to test for such substances or conditions. If the presence of such substances, such as asbestos, urea formaldehyde foam insulation, or other hazardous substances or environmental conditions, may affect the value of the property, the value estimated is predicated on the assumption that there is no such proximity thereto that would cause a loss in value. We are unaware of very wet conditions that may have existed for days or weeks which are required to grow mold. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them.
10. The Americans with Disabilities Act ("ADA") became effective January 26, 1992. The appraisers have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property, together with a detailed analysis of the requirements of the ADA, could reveal that the property is not in compliance with one or more of the requirements of the Act. If so, this fact could have a negative effect upon the value of the property. Since the appraisers have no direct evidence relating to this issue, possible noncompliance with the requirements of ADA in estimating the value of the property has not been considered.
11. Our opinion of value was based on the assumption of competent marketing and management regarding the Subject Property. If there is no competent marketing and management, then the value contained herein may not apply.



---

***Subject Photos***

---



VIEW OF SUBJECT PROPERTY LOOKING NORTH



VIEW OF SUBJECT PROPERTY LOOKING SOUTH TOWARDS HAYES STREET



---

***Subject Photos***

---



VIEW LOOKING EAST ALONG HAYES STREET



VIEW LOOKING WEST ALONG HAYES STREET



**AERIAL PHOTO**



---

## ***Definition of the Appraisal Problem***

---

### **DEFINITION OF THE APPRAISAL PROBLEM**

#### Purpose, Date of Value, and Interest Appraised

The purpose of this investigation and analysis was to provide our opinion of the Market Value of the Fee Simple Interest as encumbered and not encumbered of the Subject Property as of October 17, 2014.

#### Intended Use and User of Appraisal

This report has been prepared for our client, Artistry in Mosaics. The intended use was to assist the client in evaluation for abandonment and possible purchase. The scope of work performed is specific to the needs of the intended user and the intended use. No other use is intended, and the scope of work may not be appropriate for other uses.

#### Legal Description

There was not a legal description available for the Subject Property. The Subject parcel is a right-of-way that is 20 feet x 411.34 feet and is located within the Pinewood Subdivision. The Subject size is based on information from surveyor's documents. The survey is located in the Addenda section of this report.

#### Market Value

Section 1110 of Financial Institutions Reform, Recovery, and Enforcement Act's (FIRREA) instructions to the Office of Thrift Supervision uses the definition of Market Value below as developed by the Federal National Mortgage Association and the Federal Home Loan Mortgage Corporation, and adopted by the Appraisal Foundation's Uniform Standards of Professional Appraisal Practice.

"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 are the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- a. buyer and seller are typically motivated;
- b. both parties are well informed or well advised, and acting in what they consider their own best interests;
- c. a reasonable time is allowed for exposure in the open market;
- d. payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and



---

## ***Definition of the Appraisal Problem***

---

- e. 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."

### Hypothetical Conditions or Extraordinary Assumptions

It is an hypothetical condition of this report per the development agreement the entire abandoned right of way will be or is encumbered by the following easements:

- Permanent Overhead powerline easement in favor of the FPUA
- Permanent Underground utility easement (20 foot) for water, sewer, and gas lines in favor of the FPUA
- Permanent Continued vehicular access through the ROW to the neighboring properties (Moll Property)

### Exposure Time and Marketing Time

The Dictionary of Real Estate Appraisal, Fifth Edition 2010, by the Appraisal Institute, defines **Exposure Time** on page 73 as follows:

"The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; a retrospective estimate based on an analysis of past events assuming a competitive and open market.

There is a requirement under Standard Two to report exposure time according to the latest USPAP publication. "Exposure Time" is different for various types of property under different market conditions.

We have reviewed the exposure time on the sales contained in the Sales Comparison Approach in this appraisal. Based on that data and the current market, it is our opinion that the Subject Property would have had an exposure time of approximately 12 months or less.

The Dictionary of Real Estate Appraisal, Fifth Edition 2010, by the Appraisal Institute, defines **Marketing Time** on page 121 as follows:

"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."

Based on the comparable sales and our knowledge of the market it is our opinion that a marketing time of 12 months would have been needed for the Subject Property.



---

## ***Definition of the Appraisal Problem***

---

### Across the Fence Method

The Dictionary of Real Estate Appraisal, Fifth Edition 2010, by the Appraisal Institute, defines **Across the Fence Method** on page 3 as follows:

“A land valuation method often used in the appraisal of corridors. The across the fence method is used to develop a value opinion based on comparison to abutting land.”

### Across the Fence (ATF) Value

The Dictionary of Real Estate Appraisal, Fifth Edition 2010, by the Appraisal Institute, defines **Across the Fence Value** on page 3 as follows:

“In corridor valuation, a value opinion based on comparison with adjacent lands including the consideration of adjustment factors such as market conditions, real property rights conveyed, and location.”



**SCOPE OF WORK**

According to the 14<sup>th</sup> Edition of The Appraisal of Real Estate, page 38, "Scope of work encompasses all aspects of the valuation process, including which approaches to value will be used; how much data is to be gathered, from what sources, from which geographic area, and over what time period; the extent of the data verification process; and the extent of property inspection, if any.

The scope of work decision is appropriate when it allows the appraiser to arrive at credible assignment results and is consistent with the expectations of similar clients and the work that would be performed by the appraiser's peers in a similar situation."

The first step in the appraisal process involved defining the appraisal problem which included the purpose and date of value, determining the interest being appraised, intended use and user of the appraisal, and identifying the real estate (legal description). This step also determined if the appraisal were subject to any extraordinary assumptions or hypothetical conditions. In this case of the Subject Property, there were none.

The next step involved the inspection of the Subject Property multiple times up until the date of value or October 17, 2014 by Stephen G. Neill, MAI and Chris A. Blackwell. The inspection allowed us to understand the physical components of the Subject Property. In addition to the inspection of the Subject Property, we also began the data collection process and, subsequently, an analysis of the factors that affect the market value of the Subject Property, including a market area analysis, neighborhood analysis, and property data analysis. We gathered and reviewed information from the St. Lucie County Property Appraiser's Office and the City of Fort Pierce Planning Department.

The third step in the process was to determine the Highest and Best Use of the Subject Property as vacant and as improved. Through the Highest and Best Use analysis, we determined the issues that have an effect on the final opinion of value. To determine the Highest and Best Use, we relied on information obtained from the data collection process.

The fourth step was the application of the appropriate approaches to value. *No approaches were specifically omitted from this appraisal by the client.* Since the Subject Property is a Right of Way/Alley, we have utilized the Across the Fence method for valuation. Since the highest and best use would be to combine with the property facing U.S. Highway 1, we have used the Sales Comparison Approach to value Subject Property.

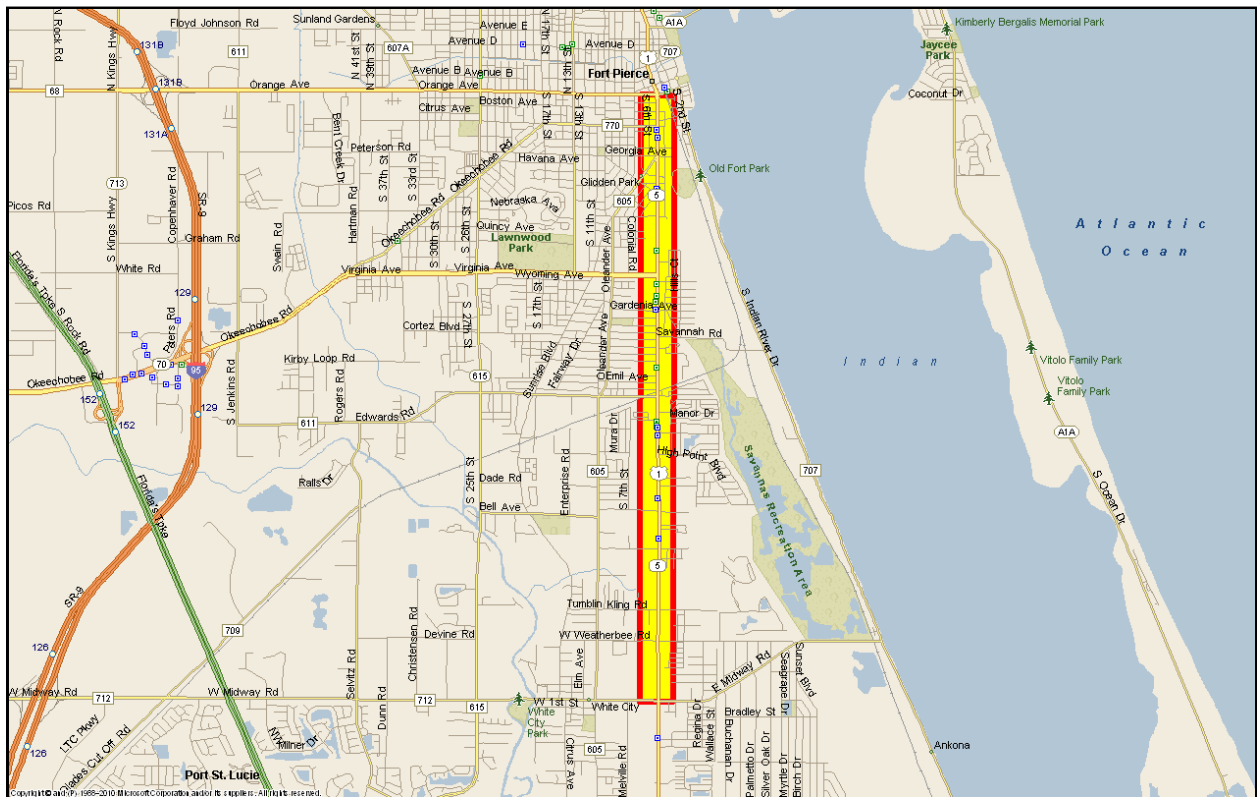
Since only one approach was used, no reconciliation of value was necessary.



**NEIGHBORHOOD ANALYSIS**

The relationship of the Subject Property with surrounding properties forms the basis of neighborhood analysis. The Appraisal of Real Estate, 14<sup>th</sup> Edition on page 165 states: "The boundaries of market areas, neighborhoods, and districts identify the areas that influence a subject property's value. These boundaries may coincide with observable changes in land use or demographic characteristics. Physical features such as structure types, street patterns, terrain, vegetation, and lot sizes help to identify land use districts. Transportation arteries (highways, major streets, and railroads), bodies of water (rivers, lakes, and streams), and changing elevation (hills, mountains, cliffs, and valleys) can also be significant boundaries."

**Neighborhood Map**



In the case of this appraisal assignment, neighborhood boundaries are identified by physical boundaries and surrounding land uses. The neighborhood boundaries are considered to be as follows:

- North - Orange Avenue
- South - Midway Road
- East/West - U.S. Highway 1 Corridor



---

## ***Neighborhood Data***

---

There are five east/west corridors intersecting the neighborhood. These are Orange Avenue, Delaware Avenue, Virginia Avenue, Edwards Road, and Midway Road. Orange Avenue, Delaware Avenue, Virginia Avenue, and Midway Road all provide access to I-95 to the west. Development along U.S. Highway 1 within the specific area of the Subject Neighborhood is mixed. The majority of the land along this section of the U.S. Highway 1 corridor is developed until you reach the southern area. There are still several vacant parcels in this area of the neighborhood. Commercial developments within the neighborhood are dominated by local and national retail businesses, banks, fast food franchises, used automobile dealerships.

Other commercial developments include anchored shopping centers, drug stores, retail centers, and gas stations. Longstanding shopping centers in the area include one located on the northwest corner of U.S. Highway 1 and Virginia Avenue which is anchored by a Winn-Dixie and a K-Mart. There is a center located on the southeast corner of U.S. Highway 1 anchored by a Publix and Staples. In addition there is also a shopping center located on the northeast corner of U.S. Highway 1 and Midway Road that is anchored with a Winn-Dixie supermarket.

The new federal courthouse opened in late 2011. This site is one and a half blocks at the southwest corner of U.S. Highway 1 and Orange Avenue.

Toward the south of the Subject neighborhood there is an industrial area located near Farmers Market Road. This area provides such industrial services as fruit packinghouses, equipment repair, produce supply, warehouse space, and other industrial-oriented activities.

### Conclusion

In our opinion the Subject Neighborhood should continue to see growth in the future when demand begins to improve and the market strengthens. The southern section of the neighborhood is one of the few areas along U.S. Highway 1 where there is still vacant land available for future development.

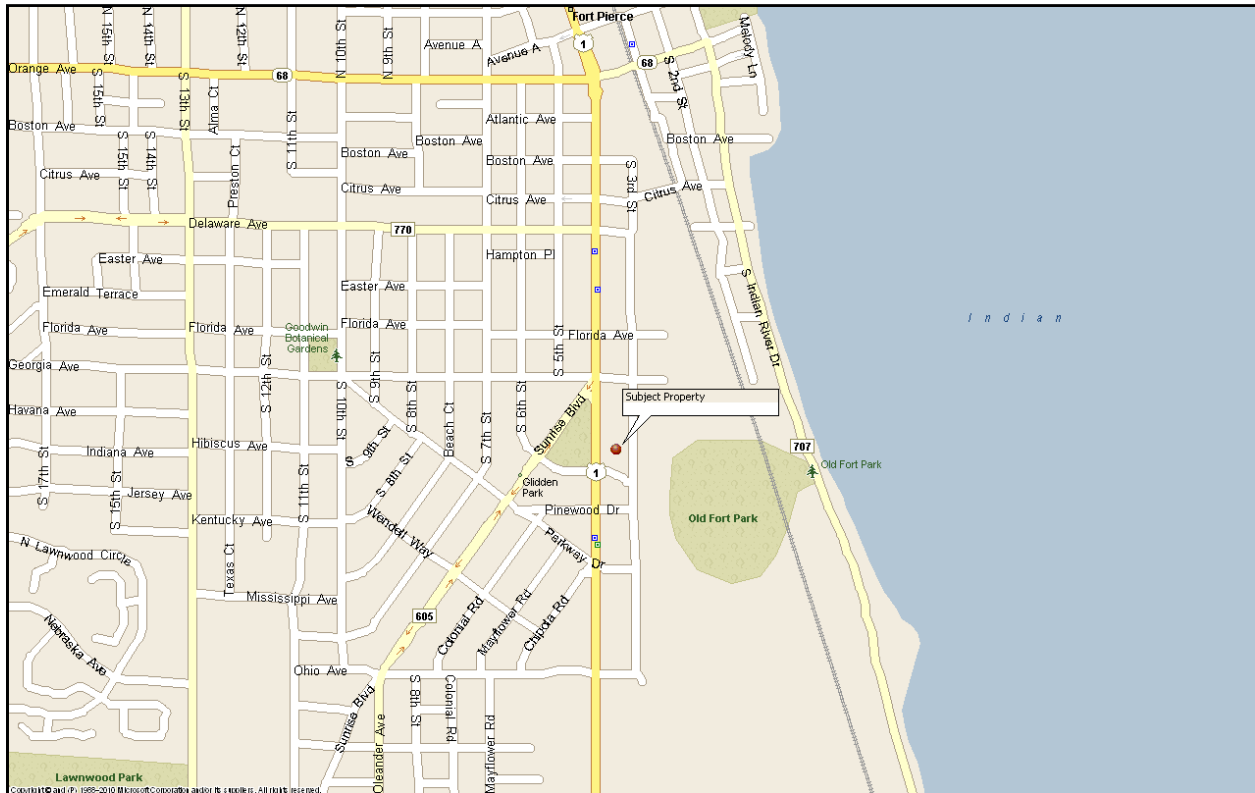


**PROPERTY DATA**

**Location**

The Subject Property is located along the Hayes Road Right-of-Way east of South U.S. Highway 1 in Fort Pierce, Florida. A location map is located below for the reader's convenience.

**Location Map**



**Zoning**

The site is zoned C-3, General Commercial, by the City of Fort Pierce and is intended to provide for a broad variety of business activities including shoppers' goods stores, convenience goods and service establishments, offices and tourist/entertainment facilities. Many public and semi-public uses are also appropriate. Compared to the C-4 Zone, this district is more suitable for uses requiring a high degree of accessibility to vehicular traffic, low intensity uses on large tracts of land, most repair services and small warehousing and wholesaling operations. Although this zone should be located along or near arterial or collector streets, it is not the intent of this district to encourage the extension of strip commercial areas. Instead it should promote concentrations of commercial activities.



## Property Data

The following uses and their accessory uses are permitted in a C-3 Zone:

- Uses allowed as semi-restricted uses in C-1 Zone
- Retail establishments
- Motel/hotels
- Personal service establishments
- Repair service establishments
- Educational service establishments
- Public and semi-public facilities, except hospitals, sanitariums, rest homes, convalescent homes, public utility structures and public works maintenance facilities
- Private indoor amusement, entertainment and/or recreation establishments
- Taxi stations
- Commercial off-street parking lots
- Temporary uses
- Adult establishments

### Lot Size and Dimensional Requirements

Lot size requirements for the C-3 District are shown below:

MAXIMUM GROSS DENSITY (Du/Ac)	MINIMUM LOT SIZE (Sq Ft)	MINIMUM LOT WIDTH (Ft)	MINIMUM LOT DEPTH (Ft)	MINIMUM YARD (Ft)				MAXIMUM HEIGHT (Ft)	MAXIMUM LOT COVERAGE BY BLDGS
				FRONT	REAR	SIDE	SIDE @ CORNER		
	10,000	70	90	25	15*	15*	15*	65	60%

\*Minimum yard depth (if not the front yard) for portions of the property abutting a public right-of-way or residential district shall be fifteen (15) feet.

### Land Use

The surrounding properties have a land-use classification of General Commercial, by the City of Fort Pierce. This land-use classification conforms to the zoning classification.

### Concurrency

In 1985, the Florida Legislature enacted the Local Government Comprehensive Planning and Land Development Regional Act (Chapter 163, Part II, Florida Statutes), commonly referred to as "The Growth Management Act".

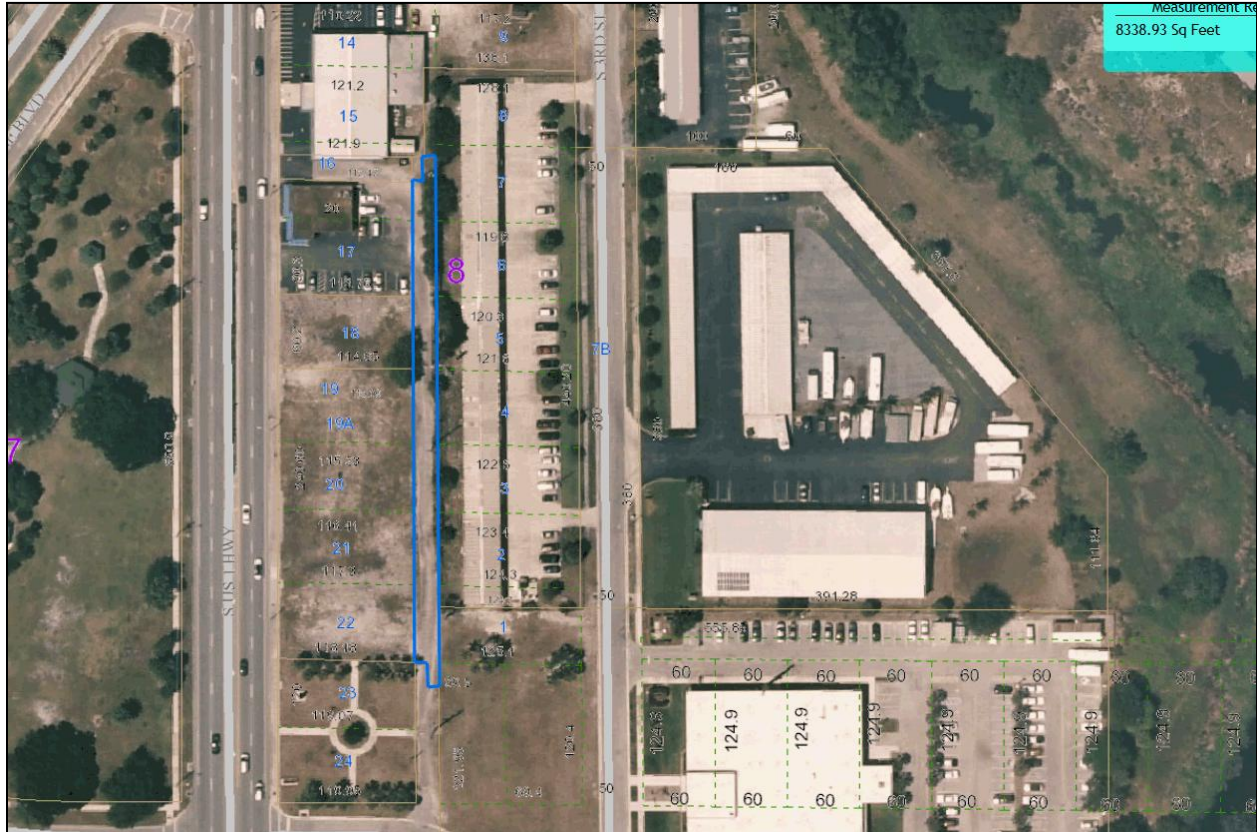
In 2011 the state legislature rescinded this law, and now each county can address these factors as they wish. To the best of our knowledge, we are not aware of any concurrency issues with the Subject Property.



Site Size, Shape and Access

The Subject Property is rectangular in shape and contains a total of 8,339 square feet. We have used the measurements and information provided by the City of Fort Pierce. Located below is an aerial view and location of the Subject Property.

**Survey**



Easements

Per the development agreement the entire abandoned right of way will be or is encumbered by the following easements:

- Permanent Overhead powerline easement in favor of the FPUA
- Permanent Underground utility easement (20 foot) for water, sewer, and gas lines in favor of the FPUA
- Permanent Continued vehicular access through the ROW to the neighboring properties (Moll Property)

Utilities

Currently the public water, sewer and electricity are available to the Subject Property by the Fort Pierce Utilities Authority. AT&T provides telephone service.



## Property Data

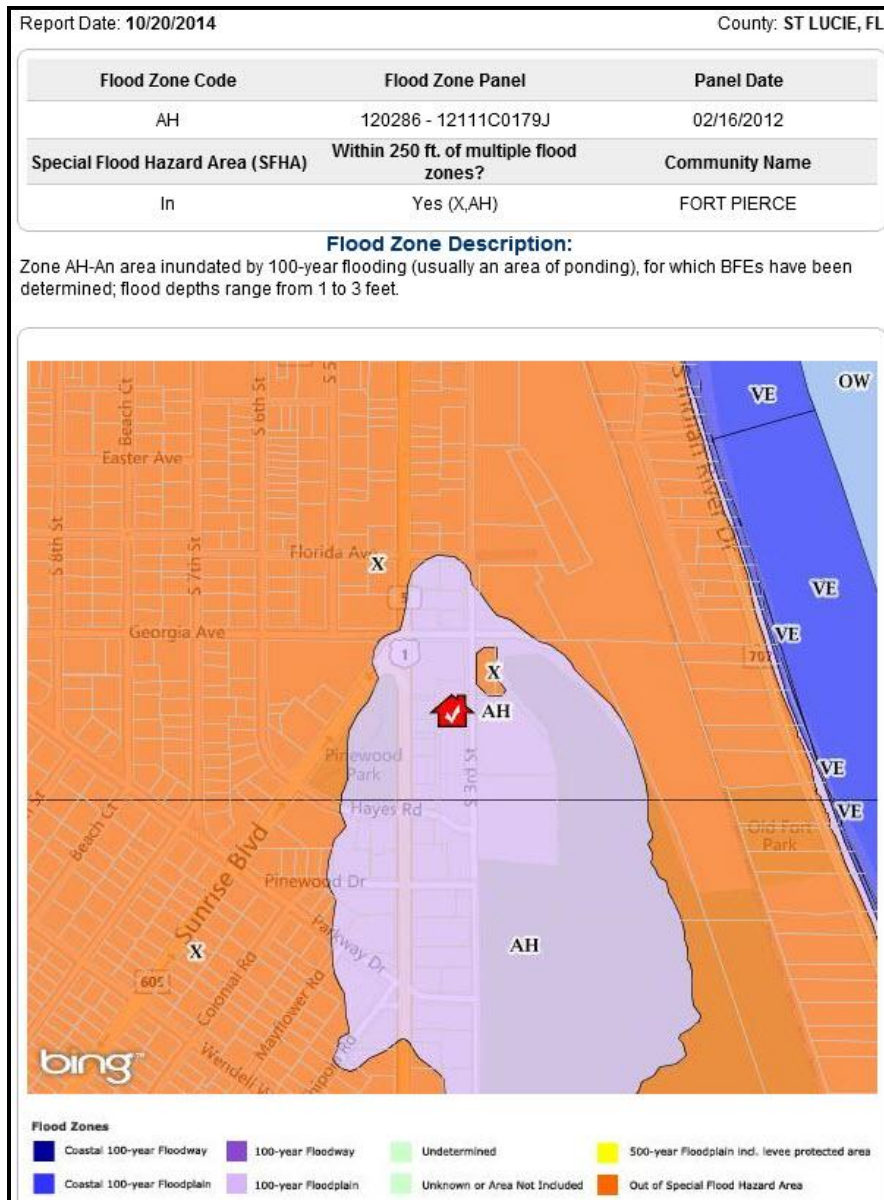
### Topography

The Subject Property appears to be at road grade.

### Census Tract

The Subject Property lies within Census Tract 3805.00.

### Flood Hazard Zone





---

## ***Property Data***

---

### Assessed Value and Taxes

No taxes apply to the Subject Property as it is a city-owned Right-of-Way.

### Property History

The Subject Property is currently under the ownership of the City of Fort Pierce. The Subject is the alley located on the north side of Hayes Road.



**HIGHEST AND BEST USE**

The Dictionary of Real Estate Appraisal, Fifth Edition 2010, by the Appraisal Institute defines Highest and Best Use on page 93 as follows:

"The reasonably probable and legal use of vacant land or an improved property that is physically possible, appropriately supported, financially feasible, and that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity."

To estimate the Highest and Best Use of the Subject, we have considered those uses which are legally permissible, physically possible, financially feasible, and maximally productive. Consideration was given to individual features of the land such as size, shape, location, access to roadways, and the availability of utilities. Consideration was also given to the surrounding land uses and the demand for property in the current real estate market.

Conclusion

It is our opinion that the Highest and Best Use of the Subject Property is for future commercial/retail development in conjunction with parcel fronting U.S. Highway 1. The reasons for this conclusion are as follows:

1. The surrounding properties are is zoned C-3, Commercial with a General Commercial Future Land-Use Classification. These classifications allow for commercial development.
2. The Subject Property contains 8,339 square feet of land area and is rectangular in shape. The site size and shape does not allow for any development as a standalone parcel. The Subject Property along with surrounding properties would have multiple development schemes including commercial development.
3. From all indications commercial development is financially feasible. While more recent market conditions have indicated a decline in demand for commercial properties, the location of the Subject and its development potential with the neighboring properties provide desirable qualities. The Subject Property will allow expansion of the surrounding properties.
4. The Subject Property is currently surrounded by commercial uses. Given the Subject's current surrounding uses, it is our opinion that the maximally productive use of the Subject Property would be for future commercial development when combined with the parcel fronting U.S. Highway 1.



## **LAND VALUE ANALYSIS**

According to the 14<sup>th</sup> Edition of The Appraisal of Real Estate on page 44, the valuation of land begins by identifying the real estate and property rights valued, any encumbrances, use restrictions, and the land's physical characteristics. An appraiser can use several techniques to obtain an indication of land value:

- Sales Comparison
- Extraction
- Allocation
- Subdivision Development
- Land Residual
- Ground Rent Capitalization

Usually the most reliable way to estimate land value is by sales comparison. When few sales are available, however, or when the value indications produced through sales comparison need additional support, procedures like extraction or allocation may be applied. In the case of the Subject Property the only approach used was the sales comparison approach.

### **Discussion of Vacant Land Sales**

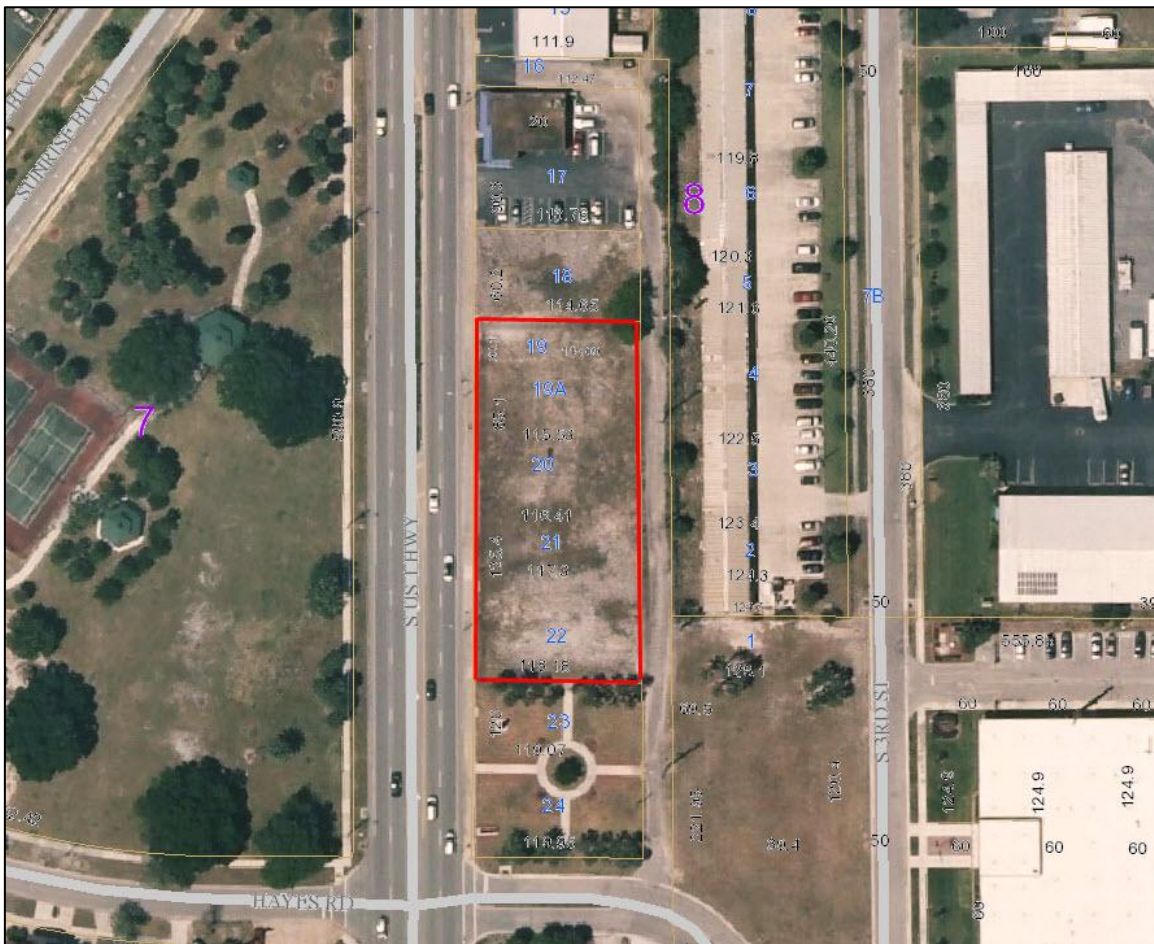
In order to estimate the value of the Subject site, a search was made for sales with development potential similar to the Subject. A search was made for commercial land sales with similar location features and/or similar development potential. The Subject site is not developable by itself. However, the fact that it is adjacent to a property purchased for future development gives the Subject Property more potential as far as also being assembled to increase the size of the adjacent properties.

We have looked at commercial land sales along or near the U.S. Highway 1 corridor that are best comparable to the Subject Property. We analyzed the Subject Property based on price per square foot basis, as this is the most recognized unit of comparison in this market. All of the comparables were considered with regard to property rights appraised, financing, conditions of sale, time or market conditions, location, size, site quality, zoning/density, and access/frontage. The three comparable sales indicated a non-adjusted range from \$4.48 to \$5.39 per square foot.

Details of each sale along with a location map are located on the following pages. A sales chart and discussion follow.



**Land Sale 1**



**Property Identification**

<b>Record ID</b>	2640
<b>Property Type</b>	Commercial
<b>Address</b>	Fort Pierce, St. Lucie County, Florida
<b>Location</b>	East side of U.S. Highway 1, just south of Sunrise Blvd
<b>Tax ID</b>	2415-605-0083-0000

**Sale Data**

<b>Grantor</b>	Lloyd Properties Mosaics of America Inc.
<b>Grantee</b>	Mosaics of America Inc.
<b>Sale Date</b>	May 20, 2014
<b>Deed Book/Page</b>	3635/135
<b>Property Rights</b>	Fee
<b>Conditions of Sale</b>	Arm's Length
<b>Financing</b>	Cash to Seller
<b>Sale Price</b>	\$152,500
<b>Cash Equivalent</b>	\$152,500



---

## ***Land Value Analysis***

---

### **Land Data**

<b>Zoning</b>	C3
<b>Topography</b>	Generally Level and at road grade
<b>Utilities</b>	All available

### **Land Size Information**

<b>Gross Land Size</b>	0.650 Acres or 28,314 SF
------------------------	--------------------------

### **Indicators**

<b>Sale Price/Gross Acre</b>	\$234,615
<b>Sale Price/Gross SF</b>	\$5.39

### **Remarks**

This is the May 2014 sale of 0.65 acre of commercially zoned land located on the east side of U.S. Highway 1 and just south of Sunrise Boulevard in Fort Pierce. The site has approximately 240 feet; of frontage along U.S. Highway 1. It was purchased by an adjacent land owner to the east.



**Land Sale 2**



**Property Identification**

<b>Record ID</b>	2454
<b>Property Type</b>	Commercial
<b>Address</b>	1202 25 <sup>th</sup> Street, Fort Pierce, St. Lucie County, Florida
<b>Location</b>	North & Southeast corners of 25 <sup>th</sup> St & Mississippi Ave
<b>Tax ID</b>	2416-602-0158-000-3 (1 of 8)

**Sale Data**

<b>Grantor</b>	First Southern Bank
<b>Grantee</b>	Hutton Growth One, LLC
<b>Sale Date</b>	February 12, 2014
<b>Deed Book/Page</b>	3604/1856
<b>Property Rights</b>	Fee
<b>Conditions of Sale</b>	Arm's Length
<b>Sale History</b>	None in the past three years.
<b>Sale Price</b>	\$385,000
<b>Cash Equivalent</b>	\$385,000
<b>Upward Adjustment</b>	\$30,000 Buyers Broker Fees
<b>Adjusted Price</b>	\$415,000

**Land Data**

<b>Zoning</b>	C1, Commercial Office
<b>Shape</b>	Irregular
<b>Land Use</b>	CO-Office Commercial

**Land Size Information**

<b>Gross Land Size</b>	1.971 Acres or 85,857 SF
------------------------	--------------------------

**Indicators**

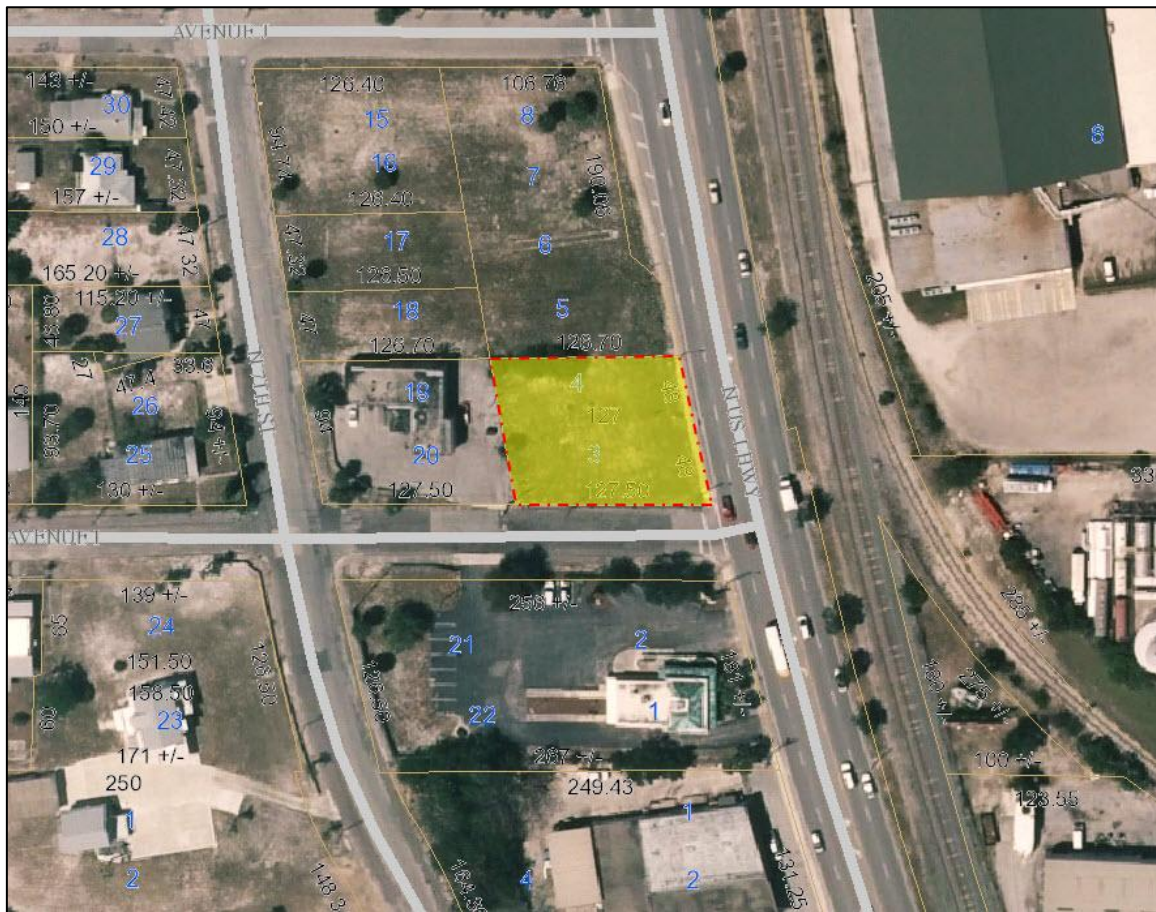
<b>Sale Price/Gross Acre</b>	\$195,332 Actual or \$210,553 Adjusted
<b>Sale Price/Gross SF</b>	\$4.48 Actual or \$4.83 Adjusted

**Remarks**

This property consists of eight separate parcels that total 1.971 acres and is Zoned C1 - Office with a CO - Commercial Office Land Use. The property has been listed since May 2013 at the current asking price of \$399,000 or \$4.65 per square foot before going to contract for a sales price \$385,000. According to the Broker involved the contract price was agreed upon and the Buyer paid an additional \$30,000 for third party Broker fees. Therefore, the adjusted price the Buyer paid was \$415,000 for the property. It is also important to note that two of the parcels are located south of Mississippi Avenue while the remaining six parcels are north of Mississippi Avenue. The property was previously approved for a three story medical office building containing 30,000 square feet of space.



Land Sale 3



**Property Identification**

**Record ID** 2526  
**Property Type** Commercial  
**Address** 1001 N.U.S. Highway 1, Fort Pierce, St. Lucie County, FL  
**Location** NW corner of N. U.S. Highway 1 and Avenue I  
**Tax ID** 2403-706-0003-000-1

**Sale Data**

**Grantor** Creative Realty Management Inc.  
**Grantee** Treasure Coast Achoo, LLC  
**Sale Date** April 25, 2013  
**Deed Book/Page** 3512/252  
**Property Rights** Fee Simple  
**Conditions of Sale** Arm's Length  
**Financing** Cash to Seller  
**Sale Price** \$62,000  
**Cash Equivalent** \$62,000



**Land Data**

**Zoning** C-3, Commercial General

**Land Size Information**

**Gross Land Size** 0.280 Acres or 12,197 SF

**Indicators**

**Sale Price/Gross Acre** \$221,425

**Sale Price/Gross SF** \$5.08

**Remarks**

This site was purchased for the development of an ear, nose and throat medical office. This site has direct frontage to U.S. Highway 1 and Avenue I with no medians in place.



Comparable Sales Location Map





## Land Value Analysis

### Discussion of Adjustments

We analyzed the Subject Property based on price per square foot basis, as this is the most recognized unit of comparison in this market. All of the comparables were considered with regard to property rights appraised, financing, conditions of sale, time or market conditions, location, size, view/site quality, and zoning. The three comparable sales indicated a non-adjusted range from \$4.48 to \$5.39 per square foot.

<b>Comparable Land Sales Hayes Road Right-of-Way Callaway &amp; Price, Inc. #14-71646</b>				
Sale Number	Subject	1	2	3
<b>Record ID #</b>	-	<b>2640</b>	<b>2454</b>	<b>2526</b>
<b>ORBK/PG</b>		3635/135	3604/1856	3512/252
<b>Sale Price</b>		\$152,500	\$415,000	\$62,000
<b>Size Acres</b>	0.191	0.650	1.97	0.280
<b>Size - SF</b>	8,339	28,314	85,857	12,197
<b>Price/Square Foot</b>		\$5.39	\$4.83	\$5.08
<b>Location</b>	Hayes Road Right-of-Way, east of US Highway 1	East side of US Highway 1, just north of Hayes Road	1202 S.25th Street	1001 N. US Highway 1
<b>City</b>	Fort Pierce	Fort Pierce	Fort Pierce	Fort Pierce
<b>Arm's Length</b>	Yes	Yes	Yes	Yes
<b>Property Rights</b>	Fee	Fee	Fee	Fee
<b>Date of Sale (Contract)</b>		May-14	Feb-14	Apr-13
<b>Date of Value</b>	Oct-14			
<b>Zoning/Land Use</b>	C-3/CG	C-3/CG	C-1/CO	C-3/CG
<b>Time Interval (Months)</b>		5	8	18
<b>Conditions of Sale</b>		0%	0%	0%
<b>Market Condition Adj.</b>	0%	0%	0%	0%
<b>Adjusted Price Per SF</b>		<b>\$5.39</b>	<b>\$4.83</b>	<b>\$5.08</b>
<b>Physical Adjustments</b>				
<b>Location</b>	0%	0%	0%	0%
<b>Size</b>	0%	0%	10%	0%
<b>Site Quality</b>	0%	0%	0%	0%
<b>Zoning/Density</b>	0%	0%	5%	0%
<b>Access/Frontage</b>	0%	0%	0%	0%
<b>Total Physical Adjustment</b>		0.00%	15.00%	0.00%
<b>Adjusted Price Per SF</b>		\$5.39	\$5.56	\$5.08

Average	\$5.34
Minimum	\$5.08
Maximum	\$5.56
Median	\$5.39



Property Rights Conveyed

All the sales in this analysis were transferred on a Fee Simple Estate basis, with the buyers receiving full property rights ownership. We are also unaware of any adverse deed restrictions or any other property rights limitations which would have affected the sales. Therefore, no adjustment was considered necessary for property rights conveyed.

Terms of Financing (Cash Equivalency)

The transaction price of one property may differ from that of a similar property due to atypical financing arrangements. In a case where favorable financing is established, a cash equivalency adjustment is often necessary. However, all of the sales analyzed herein involved either market terms or cash to Grantor. Therefore, no adjustments were made, nor any cash equivalency performed.

Conditions of Sale

Adjustments for conditions of sale usually reflect the motivations of the buyer and seller at the time of conveyance. Within the confirmation process, detailed attention was made to ensure the conditions of each sale. No adjustments were needed for this characteristic.

Expenditures Made

A knowledgeable buyer considers expenditures that will have to be made upon purchase of the property because these costs affect the price a buyer will pay. Our sales did not require any adjustments for expenditures made after the sale.

Time or Changes in Market Conditions

Market conditions generally change over time and may be caused by inflation, deflation, fluctuations in supply and demand, or other factors. The comparables occurred from April 2013 to May 2014. Market trends show that property values have remained similar throughout this period. Therefore, no adjustments were warranted for this characteristic.

Location

The Subject is located in the City of Fort Pierce. All of the comparables are located within the City of Fort Pierce in areas that are similar to the Subject. Therefore, no adjustments were warranted for this characteristic. None of the remaining comparables warranted an adjustment for location.



Size

The Subject Property contains 8,339 square feet. A majority of the surrounding parcels are approximately 0.50 acre in size and considered typical for the area. We will base our analysis on this typical 0.50 acre site size given the across the fence methodology. The comparable sales indicate a range from 0.28 acres to 1.97 acres. Comparable 2 is larger and has been adjusted upward to recognize the economies of scale. None of the remaining comparables warranted an adjustment for size.

Site Quality

The surrounding parcels have already been developed or have commercial development potential. The Subject Property does not have development potential in of itself. However, utilizing the across the fence method with adjacent properties, this would provide access along with development potential of the Subject parcel. All of the comparables have similar development and site qualities. Therefore, no adjustments were warranted for this characteristic.

Zoning

The surrounding parcels are zoned Commercial, C-3. All of the comparables have similar commercial type zonings that allow for much of the same development uses with the exception of Comparable 2. This comparable has a zoning classification of C-1. This is inferior to the Subject's zoning. Therefore, we have given Comparable 2 an upward adjustment. No other adjustments were warranted for this characteristic.

Access/Frontage

All of the comparables used have good paved road access/frontage that is considered similar to the Subject Property. Therefore, no adjustments were warranted for this characteristic.

Conclusion – Land Value Analysis

As can be seen on the comparable sales chart displayed earlier, the sales indicate an adjusted range from \$5.08 to \$5.56 per square foot, with an average indication of \$5.34 per square foot and median indication of \$5.39 per square foot. The best available data was analyzed and adjusted accordingly. After giving consideration to all of the comparable data and placing the most weight on Comparable 1 as it is the most recent indication of value, it is our opinion the Retrospective Market Value of the Subject (Unencumbered Fee Simple Estate) site is best represented by \$5.25 per square foot. This indicates that the land value of the Subject Property is \$44,000. This is calculated as follows:

$$8,339 \text{ square feet} \times \$5.25 \text{ per square foot} = \$43,779$$

**Rounded, \$44,000**



Easements Located within the Abandoned Right of Way

Per the development agreement the entire abandoned right of way will be or is encumbered by the following easements:

- Permanent Overhead powerline easement in favor of the FPUA
- Permanent Underground utility easement (20 foot) for water, sewer, and gas lines in favor of the FPUA
- Permanent Continued vehicular access through the ROW to the neighboring properties (Moll Property)

The effect of easements varies with the type of easement. All three of the Subject's permanent easements **restrict development of vertical improvements within the easement area, which encompasses the entire area of the right of way abandonment.** In addition the subsurface and air rights are also encumbered.

The easement does not, however, prevent the property owner from using the area for some horizontal development (sidewalks, parking area, roadway, or green space, etc.) similar to the existing site plan in place. The easements limit the possibility for redevelopment in future once the site is combined.

Opinion of Value Due to Encumbrances

Outlined below is the process and reasoning leading to our opinion of value for the permanent, utility easement.

**Permanent Easements** – As stated earlier, there will be three permanent easements encumbering the abandoned right of way before or at conveyance. Because these easements will remain with the property in perpetuity and they encumber the entire 20 foot being purchased, it is our opinion that the compensation for this area should be 80% of Market Value. In our opinion the value within the area is diminished, however not 100% diminished. A portion of the area can still be used for sidewalks, parking area, and roadway, however vertical improvements are not allowed. Based on the views of condemning authorities throughout the state, a survey of appraisal peers, and industry publications, it is our opinion that 80% of fee is a reasonable estimate for this easement given the decreased future development potential of this specific area.

To further support the above percentage, we have provided an easement matrix published by Donald Sherwood summarizing different findings and data for easement types.



**EASEMENT VALUATION MATRIX**

<b>Percentage of Fee</b>	<b>Comments</b>	<b>Potential Types of Easements</b>
90% - 100%	<ul style="list-style-type: none"> <li>• Severe impact on surface use</li> <li>• Conveyance of future uses</li> </ul>	<ul style="list-style-type: none"> <li>• Overhead electric</li> <li>• Flowage easements</li> <li>• Railroad right-of-way</li> <li>• Irrigation canals</li> <li>• Access roads</li> </ul>
75% - 80%	<ul style="list-style-type: none"> <li>• Major impact on surface use</li> <li>• Conveyance of future uses</li> </ul>	<ul style="list-style-type: none"> <li>• Pipelines</li> <li>• Drainage easements</li> <li>• Flowage easements</li> </ul>
51% - 74%	<ul style="list-style-type: none"> <li>• Some impact on surface use</li> <li>• Conveyance of ingress/egress rights</li> </ul>	<ul style="list-style-type: none"> <li>• Pipelines</li> <li>• Scenic easements</li> </ul>
50%	<ul style="list-style-type: none"> <li>• Balance use by both owner and easement holder</li> </ul>	<ul style="list-style-type: none"> <li>• Water or sewer lines</li> <li>• cable line</li> <li>• Telecommunications</li> </ul>
20% - 49%	<ul style="list-style-type: none"> <li>• Location along a property line, location across non-usable land area</li> </ul>	<ul style="list-style-type: none"> <li>• Water or sewer line</li> <li>• Cable lines</li> </ul>
11% - 25%	<ul style="list-style-type: none"> <li>• Subsurface or air rights that have minimal effect on use and utility</li> <li>• Location with a setback</li> </ul>	<ul style="list-style-type: none"> <li>• Air rights</li> <li>• Water or sewer line</li> </ul>
0% - 10%	<ul style="list-style-type: none"> <li>• Nominal effect on use and utility</li> </ul>	<ul style="list-style-type: none"> <li>• Small subsurface easement</li> </ul>



Value Conclusion Considering the Easements - Including the Moll Portion

The total value of the Subject Property considering the easements as of a Retrospective Date of October 17, 2014 is as follows.

Unencumbered Fee Simple Value	\$44,000
Encumbered Percentage	<u>80%</u>
<b>Total Value - Remaining</b>	<b>\$8,800</b>

Additional Analysis - Not Considering the Moll Portion

In addition to the above analysis, we have also been asked to provide an analysis not considering the Moll Portion of the abandonment. Essentially, this would be less the half of the northern 175.63 feet of the proposed abandonment. This would equate to 1,756 square feet less right of way. This would equate to a land size of 6,583 square feet according to the site plan and information provided by the City of Fort Pierce. Considering just this portion the proposed abandonment and using the same analysis as before, the value would be as follows:

$$6,583 \text{ square feet} \times \$5.25 \text{ per square foot} = \$34,561$$

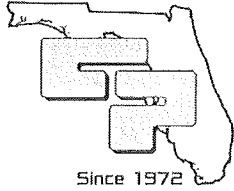
**Rounded, \$34,500**

Value Conclusion Considering the Easements - Not Considering the Moll Portion

The total value of the Subject Property considering the easements as of a Retrospective Date of October 17, 2014 is as follows.

Unencumbered Fee Simple Value	\$34,500
Encumbered Percentage	<u>80%</u>
<b>Total Value - Remaining</b>	<b>\$6,900</b>

# **ADDENDA**



# Callaway & Price, Inc.

Real Estate Appraisers and Consultants

[www.callawayandprice.com](http://www.callawayandprice.com)

Licensed Real Estate Brokers

Please respond to Treasure Coast office  
E-Mail: [s.neill@callawayandprice.com](mailto:s.neill@callawayandprice.com)

## SOUTH FLORIDA

1410 Park Lane South  
Suite 1  
Jupiter, FL 33458  
Phone (561) 686-0333  
Fax (561) 686-3705

Michael R. Slade, MAI, SRA, CRE  
Cert Gen RZ116  
[mrs@cpwpb.com](mailto:mrs@cpwpb.com)

Stephen D. Shaw, MAI  
Cert Gen RZ1192  
[sds@cpwpb.com](mailto:sds@cpwpb.com)

## TREASURE COAST

1803 South 25<sup>th</sup> Street  
Suite 1  
Fort Pierce, FL 34947  
Phone (772) 464-8607  
Fax (772) 461-0809

Stuart  
Phone (772) 287-3330  
Fax (772) 461-0809

Harry D. Gray, MAI, SRA  
Cert Gen RZ662  
[h.gray@callawayandprice.com](mailto:h.gray@callawayandprice.com)

Stephen G. Neill, Jr., MAI  
Cert Gen RZ2480  
[s.neill@callawayandprice.com](mailto:s.neill@callawayandprice.com)

## SPACE COAST

114 6th Avenue  
Suite 3  
Indialantic, FL 32903  
Phone (321) 726-0970  
Fax (321) 726-0384

Curtis L. Phillips, MAI  
Cert Gen RZ2085  
[clp@cpmel.com](mailto:clp@cpmel.com)

## CENTRAL FLORIDA

2816 E. Robinson Street  
Orlando, FL 32803  
Phone (321) 726-0970  
Fax (321) 726-0384

Curtis L. Phillips, MAI  
Cert Gen RZ2085  
[clp@cpmel.com](mailto:clp@cpmel.com)

October 7, 2014

Mr. Andrew Hochstetter  
Artistry in Mosaics, Inc.  
901 South 3<sup>rd</sup> Street  
Fort Pierce, FL 34950

VIA EMAIL: [andyh@artistryinmosaics.com](mailto:andyh@artistryinmosaics.com)

RE: Appraisal Fee Quote

Dear Mr. Hochstetter:

We would be pleased to prepare two appraisals owned by the City of Fort Pierce. They are generally known as the alley between parcels owned by Artistry in Mosaics and vacant parcel south of 901 South 3<sup>rd</sup> Street (northwest corner of South 3<sup>rd</sup> Street and Hayes Drive). It is our understanding that the purpose of the appraisals is to estimate the current Market Value of the Subject Property for possible acquisition purposes.

The reports will be prepared for the addressee. The intended use is to assist the client in possible acquisition. The scope of work performed is specific to the needs of the intended user and the intended use. No other use is intended, and the scope of work may not be appropriate for other use.

The fee would be \$2,200 for both appraisals. It is our policy to require a retainer and \$1,100 will suffice for this purpose. The balance of the fee will be due and payable upon delivery of the reports. We will provide electronic copies of the final reports. Two hard copies of the reports will also be provided upon request.

We need you to supply the surveys, contact person for access to the properties, as well as any other information you deem appropriate.

We will have the reports completed in approximately two to three weeks from the day we receive your authorization and information requested; **be aware that delays in our receipt of information requested could postpone completion.**

Mr. Andrew Hochstetter  
October 7, 2014  
Page 2

If the above is agreeable to you, please sign below as our authorization and return it together with the retainer and the information requested and we will begin work immediately. This agreement is subject to the Agreements and Conditions listed on the attached page, a copy of which should also be signed and returned to us. Our work will be done in accordance with the Appraisal Institute Code of Ethics and Standards of Professional Practice. Thank you for the opportunity to be of service.

Respectfully submitted,

CALLAWAY & PRICE, INC.

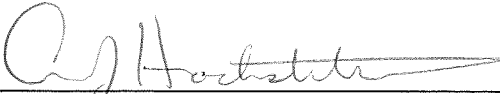


Stephen G. Neill, MAI  
Cert Gen RZ2480

SGN:clw  
Attachments

Client:

Accepted By\Date:

 10/7/14  
Signature Date

Name and Title (Printed or Typed):

Andrew Hochstetter

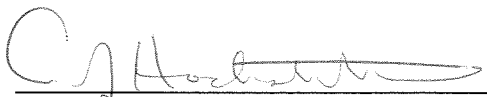
Client Fed ID# or SS#:

65-0933394

### Conditions of Agreement

1. Premise: The completed report shall comply with the professional and ethical standards of the Appraisal Institute. The report will be addressed to the Client, or as directed by the Client.
2. Compensation: The fee is due and payable as designated in the contract letter; the retainer is to be sent to the Appraiser along with the signed contract letter, which constitutes authorization to commence the assignment. The Appraiser's/Consultant's compensation is in no event contingent upon a predetermined value or conclusion.
3. Completion Date: Every effort will be made to deliver the report as per the specified date in the contract letter. If delays occur for reasons beyond the control of the Appraiser/Consultant, such as not receiving necessary data requested from the Client in a timely manner, changes in the scope of services of the assignment, acts of God, et cetera, the due date shall be extended.
4. Changes: The Appraiser/Consultant shall, to the best of his ability, complete the assignment in compliance with professional and ethical standards of the appraisal industry. Changes that are not in keeping with these standards will necessitate a new contract letter and renegotiation of the original fee, or billed on a time basis plus the original fee.
5. Cancellation: The Client may cancel this agreement by written notice, or telephone followed by written notice. Appraiser/Consultant shall submit a statement based on professional time and expenses accrued, if applicable, for all services expended to the date of cancellation.
6. Additional Report Copies: Additional copies will be furnished upon request, and prepayment of \$1.00 per page per report.
7. Collection: All fees and expenses are due upon delivery of the final report. A late charge of 1.5% per month shall be imposed on balances unpaid 30 days after the statement date. If collection efforts become necessary, all costs for same, including court costs and attorney's fees, will be added to the balance due. We are currently operating under an agreement with a collection agency, which charges us 53.8%. **If their collection services are required, Client's total balance due will be increased by 53.8%.**
8. Limiting Conditions: This agreement and the completed report shall be subject to the Limiting Conditions (included in said report).
9. Confidential Data: Data assembled for the assignment will remain the property of the Appraiser/Consultant. Data provided by the Client will be held in our file, unless otherwise instructed by the Client, and considered confidential. Appraiser/Consultant is authorized by the Client to disclose the report to appropriate representative of the Appraisal Institute to comply with the Bylaws and Regulations of this professional organization.

I hereby agree to the Conditions of Agreement outlined above.

  
\_\_\_\_\_  
Client

10/7/14  
\_\_\_\_\_  
Date



# QUALIFICATIONS



Professional Designations\Licenses\Certifications

Member, Appraisal Institute, MAI Designation #12248  
Florida State-Certified General Real Estate Appraiser #RZ2480  
Florida Licensed Real Estate Broker #BK-0660406  
Associate Member, American Society of Farm Managers and Rural Appraisers  
International Right of Way Association Certified Right of Way Appraiser R/W-A/C

Professional Experience

Principal, Callaway & Price, Inc. - Since January 2006  
Appraisal Consultant, Callaway & Price, Inc. - 7/02 - 12/05  
Appraisal Consultant, Diskin Property Research - 4/00 - 6/02  
Appraisal Consultant, Callaway & Price, Inc. - 5/97 - 4/00

Education

Bachelor of Science Degree in Business/Real Estate, Florida State University  
Associates of Arts Degree, Indian River Community College

Appraisal Institute Courses:

- 410 Standards of Professional Practice, Part A
- 420 Standards of Professional Practice, Part B
- 510 Advanced Income Capitalization
- 520 Highest and Best Use and Market Analysis
- 530 Advanced Sales and Cost Approaches
- 540 Report Writing
- 550 Advance Applications
- Analyzing Operating Expenses
- Appraisal from Blueprints and Specifications
- FHA and the Appraisal Process
- Real Estate Finance Statistics & Valuation Modeling
- Analyzing Distressed Real Estate
- Expert Witness
- An Appraiser's Introduction & Overview of the U.S. Hotel Industry
- Hotel Market Studies & Valuating - Using Hotel Valuation Software
- Fundamentals of Separating Real Property, Personal Property,  
and Intangible Business Assets

International Right of Way Courses:

- 103 Ethics and the Right of Way Profession
- 400 Principles of Real Estate Appraisal
- 401 The Appraisal of Partial Acquisitions

USPAP - Biennial

Florida State Law for Real Estate Appraisers  
Florida Law Update  
Roles and Rules of Supervisors & Trainees  
Appraisal Institute - Leadership Conference Participant



Qualified Expert Witness

Miami-Dade  
Broward County  
Indian River  
Martin County  
St. Lucie County  
Bay County  
US Bankruptcy Court, Middle District of Florida  
Indian River County Special Magistrate - 2010, 2011, 2012 & 2013  
St. Lucie County Special Magistrate - 2007, 2008, 2009, 2010, 2011, 2012 & 2013  
Martin County - 2012 & 2013

Appraising\Consulting Expertise

ACLFs	Mobile Home Parks
Agricultural	Multifamily Residential
Aircraft Hangers	Office Buildings
Apartment Complexes	Ranchland
Branch Banks	Restaurants
Car Dealership	Retail Buildings
Citrus Groves	Salvage Yards
Condominium Projects	Single-Family Residential
Eminent Domain	Sports Complexes
Golf Courses	Subdivisions
Luxury RV Parks	Truckstops/Gas Stations
Marinas	Warehouses
Mining Operations	Vacant Land
Mini-Warehouses	Special Purpose Properties

Organizations and Affiliations

Rotary Member - Past President/Board of Directors  
John Carroll High School Advisory Board  
Treasure Coast Seminole Booster Club



STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

FLORIDA REAL ESTATE APPRAISAL BD  
1940 N. MONROE ST.  
TALLAHASSEE FL 32399-0783

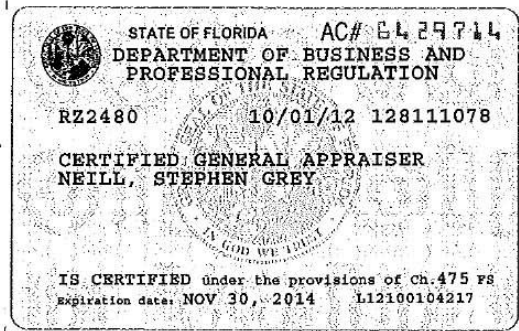
850-487-1395

NEILL, STEPHEN GREY  
1803 SOUTH 25TH STREET  
SUITE 1  
FORT PIERCE FL 34947

Congratulations! With this license you become one of the nearly one million Floridians licensed by the Department of Business and Professional Regulation. Our professionals and businesses range from architects to yacht brokers, from boxers to barbeque restaurants, and they keep Florida's economy strong.

Every day we work to improve the way we do business in order to serve you better. For information about our services, please log onto [www.myfloridallicense.com](http://www.myfloridallicense.com). There you can find more information about our divisions and the regulations that impact you, subscribe to department newsletters and learn more about the Department's initiatives.

Our mission at the Department is: License Efficiently, Regulate Fairly. We constantly strive to serve you better so that you can serve your customers. Thank you for doing business in Florida, and congratulations on your new license!



DETACH HERE

THIS DOCUMENT HAS A COLORED BACKGROUND • MICROPRINTING • LINEMARK™ PATENTED PAPER

**AC#6429714** STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION  
FLORIDA REAL ESTATE APPRAISAL BD SEQ# L12100104217

DATE	BATCH NUMBER	LICENSE NBR
10/01/2012	128111078	RZ2480

The CERTIFIED GENERAL APPRAISER Named below IS CERTIFIED Under the provisions of Chapter 475 FS. Expiration date: NOV 30, 2014

NEILL, STEPHEN GREY  
500 SOUTH US HWY 1  
SUITE 107  
FORT PIERCE FL 34950

RICK SCOTT GOVERNOR      KEN LAWSON SECRETARY

DISPLAY AS REQUIRED BY LAW



Professional Designations/Licenses/Certifications

Florida State Registered Trainee Real Estate Appraiser #RI10869

Professional Experience

Appraisal Researcher, Callaway & Price, Inc. – July 2005 to Present

Education

Appraisal Institute – USPAP

Gold Coast School of Real Estate – Course AB I

Appraisal Institute – Course 310

Gold Coast School of Real Estate – Mastering Real Estate Appraisal AB II

Williamson’s School of Real Estate – Course AB III

IFFREC – 15-Hour National USPAP – AB IV

Appraising/Research Expertise

Agricultural Land

Citrus Groves

Funeral Homes

Gas Stations

Institutional Properties

Insurable Value

Marinas

Medical Office Buildings

Office Buildings

Single-Family Residential

Subdivisions

Townhouses

Vacant Land

Organizations and Affiliations

Southern Kingfish Association



STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

FLORIDA REAL ESTATE APPRAISAL BD  
1940 N. MONROE ST.  
TALLAHASSEE FL 32399-0783

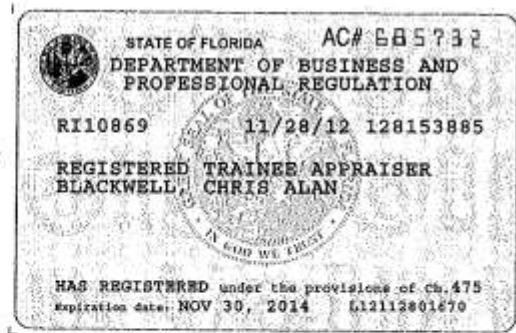
850-487-1395

BLACKWELL, CHRIS ALAN  
2509 N INDIAN RIVER DRIVE  
FORT PIERCE FL 34946

Congratulations! With this license you become one of the nearly one million Floridians licensed by the Department of Business and Professional Regulation. Our professionals and businesses range from architects to yacht brokers, from boxers to barbecue restaurants, and they keep Florida's economy strong.

Every day we work to improve the way we do business in order to serve you better. For information about our services, please log onto [www.myfloridallicense.com](http://www.myfloridallicense.com). There you can find more information about our divisions and the regulations that impact you, subscribe to department newsletters and learn more about the Department's initiatives.

Our mission at the Department is: License Efficiently, Regulate Fairly. We constantly strive to serve you better so that you can serve your customers. Thank you for doing business in Florida, and congratulations on your new license!



DETACH HERE

THIS DOCUMENT HAS A COLORED BACKGROUND • MICROPRINTING • LINEMARK™ PATENTED PAPER

AC#685732

STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION  
FLORIDA REAL ESTATE APPRAISAL BD

SEQ# L12112801670

DATE	BATCH NUMBER	LICENSE NBR
11/28/2012	128153885	RI10869

The REGISTERED TRAINEE APPRAISER  
Named below HAS REGISTERED  
Under the provisions of Chapter 475 F.S.  
Expiration date: NOV 30, 2014

BLACKWELL, CHRIS ALAN  
2509 N INDIAN RIVER DRIVE  
FORT PIERCE FL 34946

RICK SCOTT  
GOVERNOR

KEN LAWSON  
SECRETARY

DISPLAY AS REQUIRED BY LAW