## EIFott

# NarraPro <br> Real Estate <br> Appraisal Report 

## NarraPro Highlights

Property Street: 3000 Banking Court
City: Anytown
State: NC Zip: 12345
Property Owner: Litte Guy Properties, LLC
Estimated Market Value: $\$ 819,000$
Appraisal Preparation Date: 2/11/2014
Appraisal Effective Date: 2/11/2014
Client: James Lender/Brick \& Mortar Bank
Appraiser: Mike Appraiser
Order \#: 575133


## Appraisal Criteria

Client James Lender/Brick \& Mortar Bank

## Intended User

The intended user is James Lender/Brick \& Mortar Bank, it's staff, management and officers.

## Intended Use

The intended use of the appraisal is for collateral evaluation involving a financial institution.

## Assignment Objective

To develop an opinion of Market Value, as defined by the financial institution regulatory guidelines.

## Inspection

The appraiser performed an interior inspection of the property on 2/11/2014.
Effective Date of Appraisal 2/11/2014

Date Appraisal Prepared 2/11/2014
Real Property Interest Valued

Report Type

## Geographic Area Data

State

County
City/Community
Population
Economic Conditions

Fee Simple Estate

Market Value

Appraisal Report

NC

Anywhere
Anytown

Stable

Neutral

## Market Commentary

Recent past market indications suggest that the existing steep economic downturn and related financial tightening, has negatively effected the value of most commercial type properties in the subjects area. The current market indications suggest that conditions have improved somewhat and the current market trend is neutral. The subject is improved with a major chain discount retail building. Major chain discount retail properties typically have not seen negative drops in value when compared with most other retail property types.

## Property Data

## Identification

Physical Address
3000 Banking Court
Anytown, NC 12345
Legal Description
Little Town Lot 2

## Acreage

0.8980

Improvement Status
The subject property is improved with a commercial building containing 9,100 square feet.

Property Characteristics
Single story, 9,100 Sq. Ft., slab on grade, steel pre-engineered, flat roofed commercial building with related land Improvements.

## Zoning

The use of the property is currently regulated by a local zoning ordinance. The zoning jurisdiction is Anytown, NC and the property is zoned HB- Highway Business.

## Flood Zone

The property is not located in a FEMA Special Flood Hazard Area.

Property Tax Assessment
Assessed Land Value
Assessed Improvement Value
Total Assessed Value

Estimated Exposure Time
Highest and Best Use
Current Use
Highest and Best Use As Vacant
Highest and Best Use As Improved
Overall Highest and Best Use
\$111,827
\$497,118
\$608,945

36 to 42 Months

Single Tenant Discount Retail Store
Retail Store
Retail Store
Retail Store

Property Marketing Information
The property is not currently listed for sale.
The property is not currently under contract for sale.
The property has not been sold within the past five years.

## Valuation Analysis

Professional appraisal practice necessitates the use of one or more approaches to value, which provide value indications used to develop a final value conclusion. These approaches include the Cost Approach, the Income Approach, and the Sales Comparison Approach. The approach or approaches to be used within this appraisal are determined by the appraiser based upon the characteristics of the property. The appraiser has determined that the following approaches to value will be used to develop the value conclusion for this appraisal: Cost Approach, Income Approach and Sales Comparison Approach.

## Cost Approach

In order to develop a value conclusion via the cost approach first a site value will be developed using comparable sales. Next, the cost of the improvements will be estimated and depreciation will be deducted providing a contributory value of the improvements. Finally, an amount will be estimated representing reasonable entrepreneurial profit necessary to entice an investor to develop the property. These components will be combined to represent the value indication from the cost approach.

Site
The comparable sales below of similar sites are expressed in acreage units.

| Comparable | 1 | 2 | 3 |
| :---: | :---: | :---: | :---: |
| Address/Identification | 506 East Main Street <br> Anytown, NC <br> B. Broker 555-1212 | 1570 Freeway Drive Anytown, NC <br> S. Broker 555-2121 | 714 N. Highway Street Somewhere, NC R. Broker 555-1221 |
| Date of Sale | 11/15/2013 | 02/19/2013 | 07/15/2012 |
| Area in Acres | 1.8600 | 1.7200 | 1.1000 |
| Sales Price of Parcel | \$325,000 | \$275,000 | \$210,000 |
| Sales Price Per Acre | \$174,731 | \$159,884 | \$190,909 |
| Value Relationships | Description | Description | Description |
| Utility/Usability | Superior | Inferior | Equal |
| Market Conditions | Equal | Equal | Equal |
| Location | Equal | Equal | Superior |
| Site Size | Equal | Equal | Equal |
| Water/Sewer | Equal | Equal | Equal |
| Adjustment \% | -5\% | 5\% | -10\% |
| Adjusted Unit Value | \$165,994 | \$167,878 | \$171,818 |

Unit Value $\$ 166,000 \times$ Subject Acreage $0.8980=$ Estimated Site Value $\$ 149,068$

Improvements


## Commentary

All three comparables are resent sales of commercial land to be developed for highway business. Sales Comparable One is most like the subject and is therefore, given weight. All other comparables are in support.

## Income Approach

In order to develop a value indication via the Income Capitalization Approach, the appraiser has developed an Overall Capitalization Rate from the market using one or more capitalization rate development methods as listed herein. In addition, an estimated annual Net Operating Income amount has been developed, using rental comparables from the market similar to the subject as well as available data from the subject to generate estimated annual revenues. Estimated annual expenses are also included using available data from the subject property and from other resources available to the appraiser. In conclusion, the appraiser has applied the Overall Capitalization Rate to the annual Net Operating Income to obtain a value indication for the Subject Property.

## Capitalization Rate

Comparable Capitalization Rate
The Appraiser was able to locate comparable Capitalization Rates derived from sales of comparable income producing properties similar to the subject. These are listed below.

| Comp | Location | Date of Sale | Property Type | Other Description | Cap Rate |
| :---: | :--- | :--- | :--- | :--- | :--- |
| 1 | Someplace, NC | $01 / 11 / 2014$ | Other | Discount Retail | 0.0800 |
| 2 | Somewhere, NC | $02 / 11 / 2013$ | Other | Discount Retail | 0.0895 |
| 3 | Somewhat, NC | $06 / 11 / 2013$ | Other | Discount Retail | 0.0845 |
| 4 | Sometime, NC | $09 / 11 / 2013$ | Other | Discount Retail | 0.0810 |

From this analysis, the Appraiser selects the rate of 0.0825 as a Market Cap Rate Indicator.

## Band of Investment Capitalization Rate

The Appraiser has elected to use the Band of Investment calculation method for assisting in the development of a Cap Rate to estimate the value of the Subject. This is a financial formula method, that requires the input of the following data: investment debt factor, investment equity factor, investment mortgage constant and equity dividend rate. The formula and the results of the computation given the appraisers input is illustrated below.

| Debt Factor |  |  |  |
| :--- | :---: | :--- | :--- |
| 0.7000 | x | Debt Service Rate |  |
| Equity Factor |  | 0.0911 | 0.0638 |
| 0.3000 | $x$ | Equity Yield Rate |  |
| Indicated Capitalization Rate |  | 0.1000 | 0.0200 |
|  |  | 0.0838 |  |

From this analysis, the Appraiser selects a final rate of 0.0825 as a Market Cap Rate.

## Comparable Rental Rate

The Appraiser was able to locate comparable rental rates derived from sales of comparable income producing properties similar to the subject. These are listed below.

| Comp | Location | Lease Date | Property Type | Other Description | Rental Rate |
| :---: | :--- | :--- | :--- | :--- | :--- |
| 1 | Someplace, NC | $02 / 11 / 2014$ | Retail | $\$ 5.87$ |  |
| 2 | Somewhere, NC | $02 / 11 / 2014$ | Retail | $\$ 7.50$ |  |
| 3 | Somewhat, NC | $02 / 11 / 2014$ | Retail | $\$ 8.77$ |  |
| 4 | Sometime, NC | $02 / 11 / 2014$ | Retail | $\$ 5.53$ |  |

From this analysis the Appraiser selects the annual per square foot rental rate of $\$ 7.98$.

Net Operating Income Calculation
Rate Per Square Foot $\$ 7.98 \times$ Rentable Area 9,100 square feet $\$ 72,618$
Estimated Vacancy Rate 2\%
\$1,452
Effective Gross Income
\$71,166

Annual Expenses

| Management | $\$ 3,558$ |
| :--- | :--- |
| Total | $\$ 3,558$ |
| Net Operating Income (NOI) | $\$ 67,608$ |
| Capitalization Rate | 0.0825 |
| Value Indication (NOI / Capitalization Rate) | $\$ 819,491$ |

## Commentary

The Income Approach indicated a value of $\$ 819,491$ for the Subject Property. The market rent information utilized in the approach was from the current triple net lease (NNN) information for the Subject Property and other retail properties within the same county. Expenses were developed using data from the Subject Property estimated expenses and a like kind retail buildings in the same market area and with a similar square footage.

## Sales Comparison Approach

In order to develop a value indication via the Sales Comparison Approach the appraiser has located three comparable sales demonstrating similarities to the subject property. These properties are listed below in summary format, a unit sales price has been determined, it has further been adjusted and a final value indicator has been selected based upon these sales.

The unit of comparison is Square Feet.

| Comparable | 1 | 2 | 3 |
| :--- | :---: | :---: | :---: |
| Address | 906 East Main Street | 570 Freeway Drive | 314 N. Highway Street |
|  | Anytown, NC | Anytown, NC | Somewhere, NC |
|  | B. Broker $555-1212$ | S. Broker 555-2121 | R. Broker 555-1221 |
| Date of Sale | $02 / 11 / 2014$ | $02 / 11 / 2014$ | $02 / 11 / 2014$ |
| Area in Square Feet | 9,120 | 9,180 | 9,105 |
| Sales Price | $\$ 870,000$ | $\$ 915,000$ | $\$ 920,000$ |
| Price Per Unit | $\$ 95$ | $\$ 100$ | $\$ 101$ |
| Value Relationships | Description | Description | Description |
| Market Conditions | Equal | Equal | Equal |
| Location | Superior | Superior | Superior |
| Age \& Condition | Inferior | Equal | Equal |
| Size | Equal | Equal | Equal |
| Site | Equal | Equal | Equal |
| Adjustment $\%$ | $-5 \%$ | $-10 \%$ | $-10 \%$ |
| Adjusted Unit Value | $\$ 90$ | $\$ 90$ | $\$ 91$ |

Selected Unit Value $\$ 90 \times$ Area 9,100 Square Feet $=$ Value Indication $\$ 819,000$

## Commentary

The all comparables and the Subject Property have similarities in current use and are therefore qualified comparables.

However, after reviewing all of the property information, It is the opinion of the appraiser that Comparable One is most like the Subject Property in size, design, and utility and therefore given weight. All other comparables are in support.

The adjusted Sq. Ft. market indicated market value for the Subject Property is: (9,100 building Sq. Ft. x $\$ 90.00$ per Sq. Ft.) = \$819,000.00.

## Valuation Analysis Conclusion

The estimated Market Value of the subject property in the opinion of the appraiser is $\$ 819,000$.
Analysis, Reconciliation and Commentary
The Cost Approach indicated a value of $\$ 734,625$ for the Subject Property. The land comparables were 3 recent sales of similar properties located within the same county as the Subject Property.

The Income Approach indicated a value of $\$ 819,491$ for the Subject Property. The market rent information utilized in the approach was from the current lease information for the Subject Property and other retail properties within the same county. Expenses were developed using data from the Subject Property estimated expenses and a like kind retail buildings in the same market area and with a similar square footage.

The Sales Comparison Approach indicated a value of $\$ 819,000$ for the Subject Property. The three sales comparables utilized were recent sales of similar properties located within the same general area as the Subject Property.

The Sales Comparison Approach and the Income Approach Value returned a close value.
In conclusion, it was noted by the appraiser that the subjects local real estate market as a whole has been negatively impacted by a long decline. Those declining market indications were evident through the finding of several listings and confirmed closings of comparable vacant land and improved properties that have declined in value, and the appraisers discussions with local real estate brokers and current and former property owners that have indicated a general stagnant or declining market value condition for most commercial property. Therefore, the appraiser concludes that the market value of most commercial properties in the real estate market are currently in decline and have been in decline before the recent national downturn.

The Cost Approach takes into consideration the rise or decline in market value over time of the land value and is consider by the appraiser as being a reliable indicator of the current market land value. The cost of the construction materials and labor rates used in the second component of The Cost Approach is from published sources viewed by the appraiser as being a reliable indicator of current replacement value, but it is weak in recognizing income and property utility. Therefore, The Cost Approach is viewed overall by the appraiser as being a good indicator of replacement cost but a inferior indicator of current market value here.

## General Conditions

## Assignment Conditions

Extraordinary Assumptions

1. It is assumed that no environmental contamination exists on the site.
2. It is assumed that the site contains at least the area of land that is stated in the report and that there are no other adverse encroachments, easements, or conditions that exist, except those stated in the appraisal. Hypothetical Conditions
3. There is mineral rights connected with the Subject Property, but this appraisal assumes that no minerals exist on the property; therefore, the hypothetical condition that no minerals exist was utilized in formulating the opinion of value for the Subject Property.

## Scope of Work

In an Appraisal Report, the appraiser is required to perform all of the necessary research and analysis necessary to develop a creditable and Uniform Standards of Professional Practice (USPAP) compliant appraisal of the subject property. In addition to the reporting format offered herein, the scope of work for this appraisal is defined by the complexity of this appraisal assignment including the following definition of market value, statement of assumptions and limiting conditions and certification. The appraiser at a minimum is required to perform a visual inspection of the subject property, inspect the geographic area where the property is located, research, verify and analyze meaningful and reliable market data collected from public and private sources to be used in the development of the appraisal, and to report his analysis, opinions, and conclusions in this appraisal report.

## Definitions

Market Value
Market Value is defined by The Dictionary of Real Estate Appraisal as: The most probable price that the specified property interest should sell for in a competitive market after a reasonable exposure time, as of a specified date, in cash or in terms equivalent to cash, under all conditions requisite to a fair sale, with the buyer and seller each acting prudently, knowledgeably, for self interest and assuming that neither is under duress.

## Fee Simple Estate

The Fees Simple Estate is defined by The Dictionary of Real Estate Appraisal as: Absolute ownership unencumbered by any other interest or estate, subject only to the governmental powers of taxation, eminent domain, police power, and escheat.

## Cost Approach

The Cost Approach is defined by The Dictionary of Real Estate Appraisal as: A set of procedures through which a value indication is derived for the fee simple interest in a property by estimating the current cost to construct a reproduction of (or replacement for) the existing structure, including an entrepreneurial incentive, deducting depreciation from the total cost, and adding the estimated land value. Adjustments may then be made to the indicated fee simple value of the subject property to reflect the value of the property interest being appraised.

## Income Capitalization Approach

The Income Capitalization Approach is defined by The Dictionary of Real Estate Appraisal as: A set of procedures through which an appraiser derives a value indication for an Income producing property by converting its anticipated benefits (cash flows and reversion) into property value. The conversion can be accomplished in two ways. One years income expectancy can be capitalized at a market derived capitalization rate or at a capitalization rate that reflects a specified income pattern, return on investment, and change in the value of the investment. Alternatively, the annual cash flows for the holding period and the reversion can be discounted at a specified yield rate.

## Sales Comparison Approach

The Sales Comparison Approach is defined by The Dictionary of Real Estate Appraisal as: The process of deriving a value indication for the subject property by comparing market information for similar properties with the property being appraised, identifying appropriate units of comparison, and making qualitative comparisons or qualitative adjustments to the sales prices (or unit prices, as appropriate) of the comparable properties based on relevant, market-derived elements of comparison.

Assumptions and Limiting Conditions

1. The property description supplied to and used by the appraiser is assumed to be correct. Where property addresses and other incomplete descriptions were supplied and falling short of complete legal descriptions, the appraiser used property tax records, local property data services and other resources available to determine an adequate property description for purposes of performing the appraisal. Neither ELLIOTT \& Company Appraisers nor the appraiser assumes responsibility for damages resulting from inadequate property descriptions provided by the client.
2. No survey of the property has been made or reviewed by the appraiser, and no responsibility is assumed in connection with such matters. Illustrative material, including photos, maps, plots, plans, utilized in this report are included only to assist the reader in visualizing the property. Property dimensions and sizes are considered to be approximate.
3. No responsibility is assumed for matters of a legal nature affecting title to the property, nor is any opinion of title rendered. Property titles are assumed to be good and merchantable unless otherwise stated.
4. Information furnished by others is believed to be true, correct, and reliable. However, no responsibility for its accuracy is assumed by the appraiser.
5. All mortgages, liens, leases, property tax obligations and servitudes have been disregarded unless so specified within the report. The property is assumed to be free of all encumbrances and under responsible, financially sound ownership and competent management.
6. It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures which would render the property more or less valuable. No responsibility is assumed for such conditions or for arranging for engineering studies which may be required to discover them.
7. Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the property, was not observed by the appraiser. However, the appraiser is not qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation or other potentially hazardous materials may affect the value of the property. The value conclusions in this report are predicated on the assumption that there is no such materials on or in the property that would cause a loss of value. No responsibility is assumed for any such conditions, or for the expertise required to discover them. The client is urged to retain an expert in this field if desired. The analysis and value conclusions in this report are null and void should any hazardous material be discovered.
8. Unless otherwise stated in this report, no environmental impact studies were either requested or made in conjunction with this report. The appraiser reserves the right to alter, amend, revise, or rescind any opinions of value based upon any subsequent environmental impact studies, research, or investigation, all without penalty.
9. It is assumed that there is full compliance with all applicable federal, state and local environmental regulations and laws unless noncompliance is specified, defined, and considered in this report.
10. It is assumed that all applicable building permit requirements, building codes, zoning regulations and use restrictions have been complied with, unless non-conformity has been specified, defined and considered in this report.
11. It is assumed that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, or federal governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate is based.
12. The appraiser will not be required to give testimony or appear in court because of having made this report, unless arrangements have previously been made.
13. Possession of this report, or a copy thereof, does not carry with it the right of publication. It may not be used for any purpose by any person other than the client and other intended users without the written consent of the appraiser, and in any event, only with properly written qualification and only in its entirety.
14. The liability of ELLIOTT \& Company Appraisers, the appraiser, employees, and subcontractors is limited to the client and it's other intended users only. There is no accountability, obligation, or liability to any third party. It is the responsibility of the client to restrict dissemination of this report only to those within its organization on an as needed basis. If this report is placed in the hands of anyone other than the client, the client shall assume all responsibility for its use and shall make such party aware of all limiting conditions and assumptions of the assignment and related discussions.
15. 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 written consent and approval of the appraiser. Nor shall the appraiser, client, firm, or professional organization of which the appraiser is a member be identified without the written consent of the appraiser.
16. The appraiser was available to perform a complete interior inspection of the subject property. In the event such an inspection was not possible; and if a limited inspection was performed this appraisal report shall so state. In cases where the appraiser was limited in his ability to perform a thorough property inspection, assumptions were made using the best information available to him at the time relative to improvement size, quality, condition, use; and physical attributes of the land and improvements. For purposes of the appraisal these assumptions became matters of fact and were used as such. ELLIOTT \& Company Appraisers; nor the appraiser; shall be held liable for conditions not apparent to the appraiser and neither assumes any liability for damages occurring there from, when the inspection opportunities were limited.
17. All protections offered the appraiser within these Assumptions and Limited Conditions also extend to and inure to the benefit of ELLIOTT \& Company Appraisers as an appraisal management company.
18. Acceptance and/or use of this report constitutes acceptance of the foregoing assumptions and limiting conditions.

## Certification

I certify that, to the best of my 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 my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. I 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 unless otherwise stated herein.
4. I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment unless otherwise stated herein.
5. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors 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. My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
9. I have made a personal inspection of the property that is the subject of this report as more specifically stated herein.
10. No one provided significant real property appraisal assistance to the person signing this certification unless specifically stated herein.


Appraiser Signature
Appraiser Name: Mike Appraiser

## Addenda



## Subject Photographs



Building Front


Building Front \& Side -


Building Side / Receiving Area


Building Rear


Building Side


Parking Lot


Merchandise Area


Check Out Area


Business Area


Hallway for the Restrooms, Janitors Closet, and the Breakroom



Alarm System


Interior Lighting


Looking North. Subject Is On The Right.


Looking South. Subject Is On The Left.






## Improvement Drawing - Subject Property



