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*An Appraisal of  
A 41.1-acre Tract of Vacant Land  
Located at  
1652 Ranch Road and 1600 Ewing Street  
Nokomis, Sarasota County, Florida*

*For*

*School Board of Sarasota County  
Sarasota, Florida*

*H.S. File No. 217C088*

*P.O. 21802119*

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**ROGER L. HETTEMA, MAI, SRA**, State-Certified General Appraiser 45

**RONALD M. SABA, MAI**, State-Certified General Appraiser 2213





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October 26, 2017

Roger L. Hetteema, MAI, SRA  
State-Certified General Appraiser 45  
Ronald M. Saba, MAI  
State-Certified General Appraiser 2213

**Sarasota County Schools**

Attn: Kathie Ebaugh, AICP, Director of Planning  
7895 Fruitville Road  
Sarasota, FL 34240

RE: 41.1-Acre tract of vacant land – 1653 Ranch Road and 1600 Ewing Street  
P.O. #21802119

Dear Ms. Ebaugh:

As requested, I have performed an appraisal of a 41.1-acre tract located at 1653 Ranch Road and 1600 Ewing Street in Nokomis, Sarasota County, FL. The purpose of the appraisal is to report my opinion of the market value of the fee simple interest in the subject property as of the effective date of appraisal. The report is intended to be used by the client and named intended users for analysis in considering a purchase of this land as a future school site.

This appraisal report has been performed in accordance with current USPAP Standards. You are urged to consult the Scope of Work, the introduction, and the Extraordinary Assumptions and Limiting Conditions to insure its proper use and context. All information relied upon is summarized in this report. Based on the known factors creating and affecting value, it is my opinion that the fee simple market value for the subject property, as of October 18, 2017, was:

THREE MILLION FOUR HUNDRED THOUSAND DOLLARS  
(\$3,400,000)

This letter must remain attached to the report, which contains 18 numbered pages, plus related exhibits, in order for the value opinion set forth to be considered valid. It has been my pleasure to serve you in this matter, and I trust that you will contact me if you have any questions concerning this report.

Respectfully submitted,

ROGER L. HETTEMA, MAI, SRA  
State-Certified General Real Estate Appraiser RZ45

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Comparable Land Sales & Location Map  
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Certification -- Appraisal #217C088

Subject Property: A 41.1-acre tract located at 1653 Ranch Road and 1600 Ewing Street in Nokomis, Sarasota County, FL.

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

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, impartial and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest with respect to the parties involved. I have no bias with respect to the subject property or the parties involved with this assignment.
- I have performed an appraisal of the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- 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. Specifically, this appraisal assignment was not based on a requested minimum valuation, a specific valuation, or the approval of a loan.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice of the Appraisal Institute.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Uniform Standards of Professional Appraisal Practice (USPAP), and the State of Florida.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, I, Roger L. Hettema, have completed the continuing education program for Designated Members of the Appraisal Institute.
- State-Certified General Appraiser: The use of this report is subject to the requirements of the State of Florida relating to review by the Real Estate Appraisal Sub-committee of the Florida Real Estate Commission.
- No one other than the signatories to this report provided significant professional assistance in its preparation.
- I have made a personal inspection of the property that is the subject of this report.

Date Signed: October 26, 2017



ROGER L. HETTEMA, MAI, SRA  
State-Certified General Real Estate Appraiser RZ45

## GENERAL ASSUMPTIONS

This appraisal report, #217C088, has been made with the following General Assumptions.

No responsibility is assumed for the legal description or for matters including legal or title considerations. Title to the property is assumed to be good and marketable unless otherwise stated. The property is appraised free and clear of any or all liens or encumbrances unless otherwise stated. Responsible ownership and competent property management are assumed.

The information furnished by others is believed to be reliable. However, no warranty is given for its accuracy. All engineering is assumed to be correct. The plot plans and illustrative material in this report are included to assist the reader in visualizing the property. It is assumed that there are no hidden or unapparent conditions of the property, subsoil or structures that render it more or less valuable. No responsibility is assumed for such conditions or for arranging for engineering studies that may be required to discover them.

It is assumed that there is full compliance with all applicable federal, state and local environmental regulations and laws unless noncompliance is stated, defined and considered in the appraisal report. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless non-conformity has been stated, defined and considered in the appraisal report. It is assumed that the appropriate governing authority will allow the property to be used or developed in accordance with zoning and use regulations. It is assumed that all required licenses, Certificates of Occupancy, consents or other legislative or administrative authority from any local, state or national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based. If any of the foregoing does not come to pass, is changed or is prohibited by subsequent action on the part of a governing authority, the values herein may be adversely affected, and this appraisal may be rendered null and void or require revision.

It is assumed that the utilization of the land and improvements is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted in the report. The sketches in this report, which are approximate only, and the photographs are included to assist the reader in visualizing the property. All data, cost estimates and statements are, in most cases, gathered from reliable sources and from reputable local or area business concerns, but in no sense guaranteed. If a survey has been included, or relied upon, it is assumed to be correct. No responsibility is assumed in the contrary and should an error in the survey sufficiently alter the subject property, this appraisal is considered null and void.

Real estate investment has an element of risk involved. Performance and success are dependent upon many factors, such as management capability, market liquidity at time of eventual sale, or subsequent events of a local, national or world character. Consequently, this estimate of market value does not absolutely fix or set the price at which the property will sell.

## GENERAL LIMITING CONDITIONS

This appraisal report, #217C088, has been made with the following General Limiting Conditions.

1. The distribution, if any, of the total valuation in this report between land and improvements applies only under the stated program of utilization. The separate allocations for land and buildings must not be used in conjunction with any other appraisal and are invalid if so used.
2. Possession of this report, or a copy thereof, does not carry with it the right of publication. It may not be used for any purpose by any person other than the party to whom it is addressed without the written consent of the appraiser, and in any event, only with the proper written qualifications, and only in its entirety.
3. The appraiser herein, by reason of this appraisal, is not required to give further consultation, testimony or be in attendance in court with reference to the property in question unless arrangements have been previously made.
4. Neither all nor any part of the contents of this report (especially any conclusion as to value, the identity of the appraiser or the firm with which the appraiser is connected) shall be disseminated to the public through advertising, public relations, news, sales or other media without the prior written consent and approval of the appraiser.
5. This appraisal is based on the Environmental Hazards Statement, Americans with Disabilities Act Statement and Concurrency Statement located in the Hettema Saba LLC Master file.

Subject Photographs



**Street View of Honore Avenue  
looking Northwesterly from Ranch  
Road Intersection**



**Street View of Honore Avenue  
looking Southeasterly from Ranch  
Road Intersection**



**View of Subject Property as Seen from  
Honore Avenue looking Southwesterly  
across County Property**



**View of Front of Subject Property looking Southerly along Border with County Property (Honore Avenue is to the Left).**

**View of Front Portion of Subject Property looking Southwesterly from Ranch Road**



**View of Creek crossing Subject Property North/South**



**View of from the Approximate Middle of the Property looking Southeasterly from Ranch Road**



**View from the Approximate Middle of the Property looking Southwesterly from Ranch Road**



**View of the Rear Portion of the Subject Property as seen from Ranch Road**

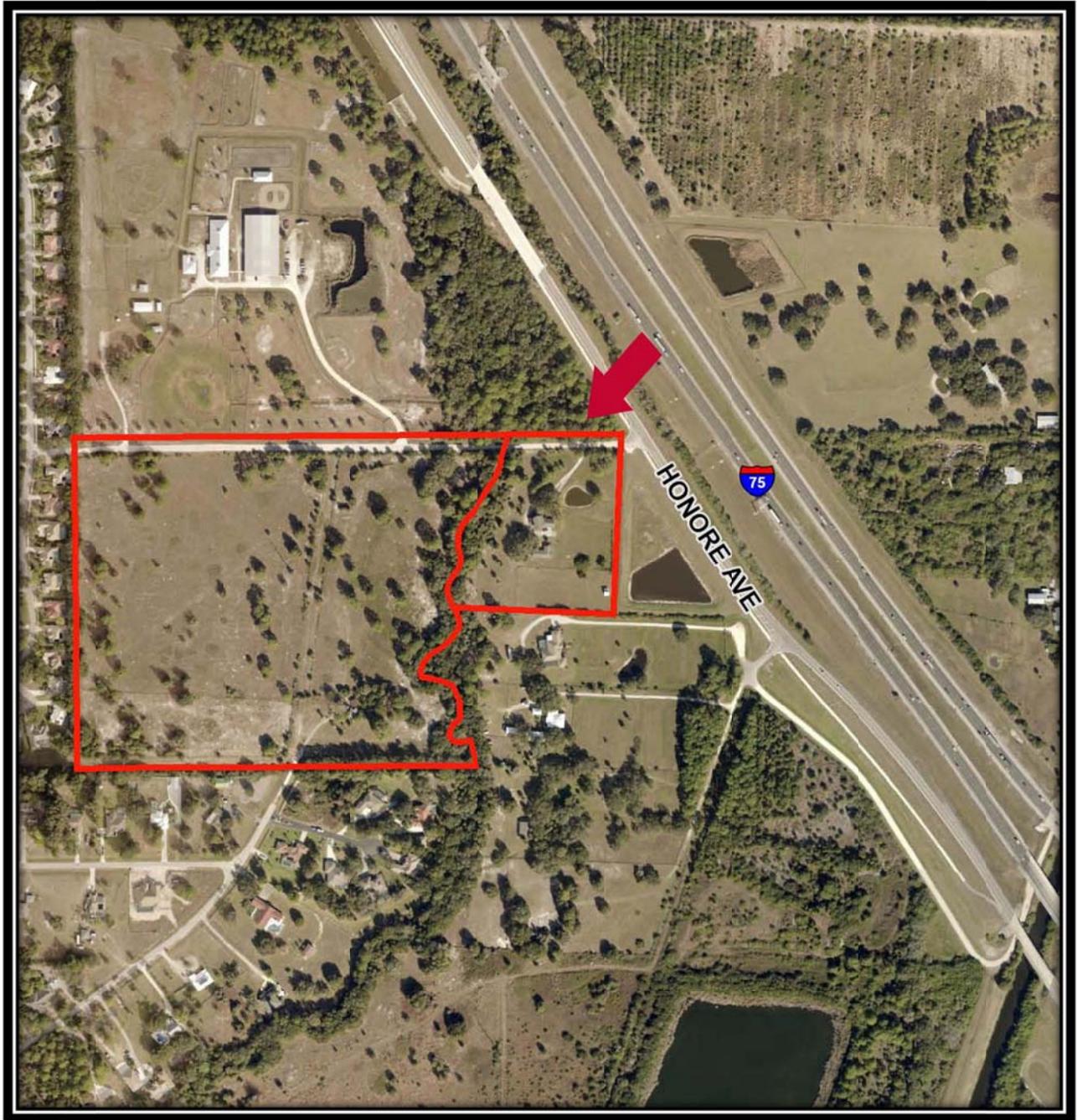


**View of from the Ewing Street Entrance to the South Side of the Property looking Northwesterly toward Rear of Property**

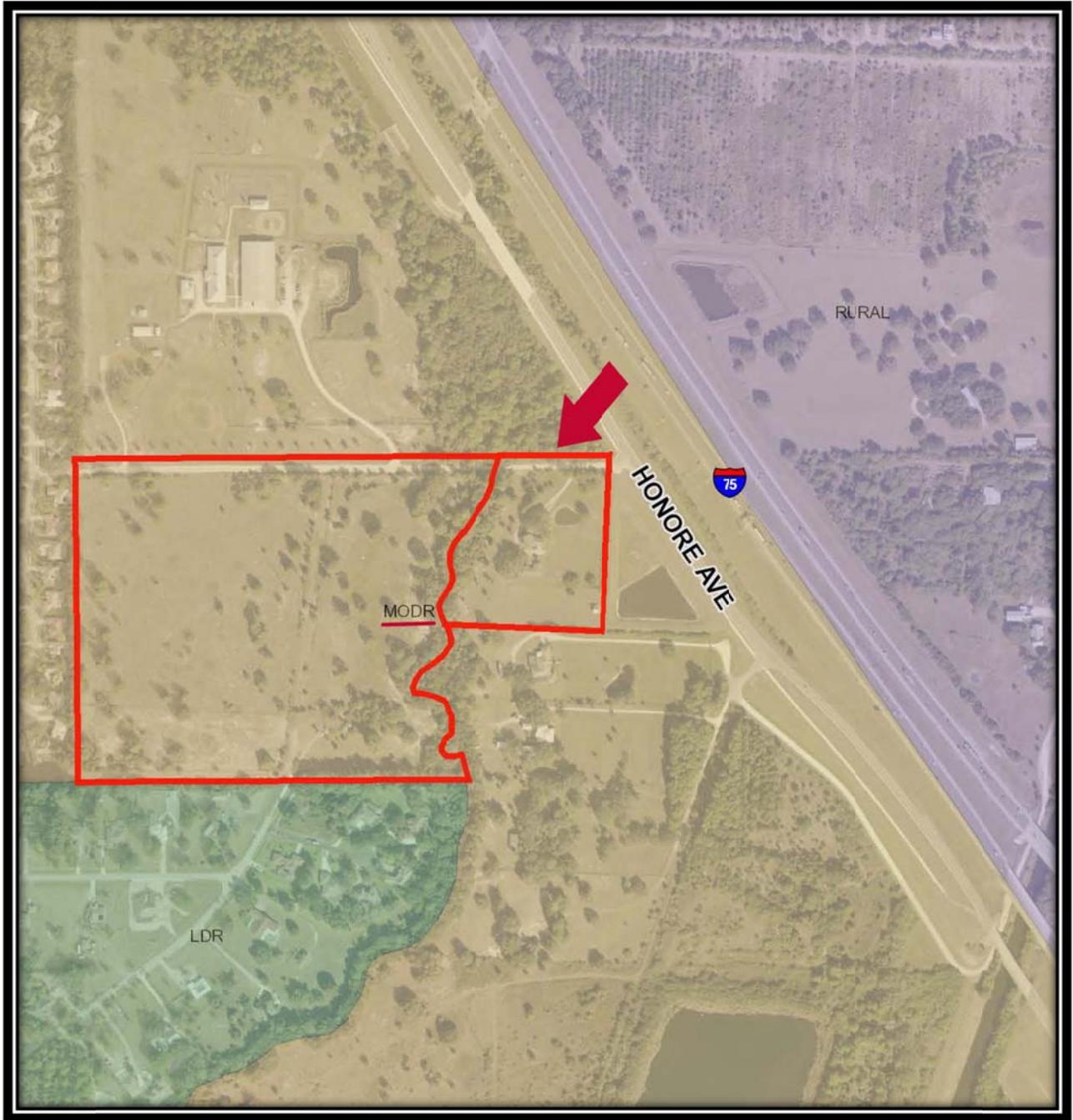
**View from the Ewing Street Entrance to the South Side of the Property looking Northerly toward Center of Property**



**View of the Size of Water Service across Ranch Road from the Subject at the Entrance to the In-Stride Property**



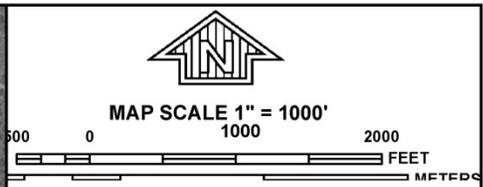
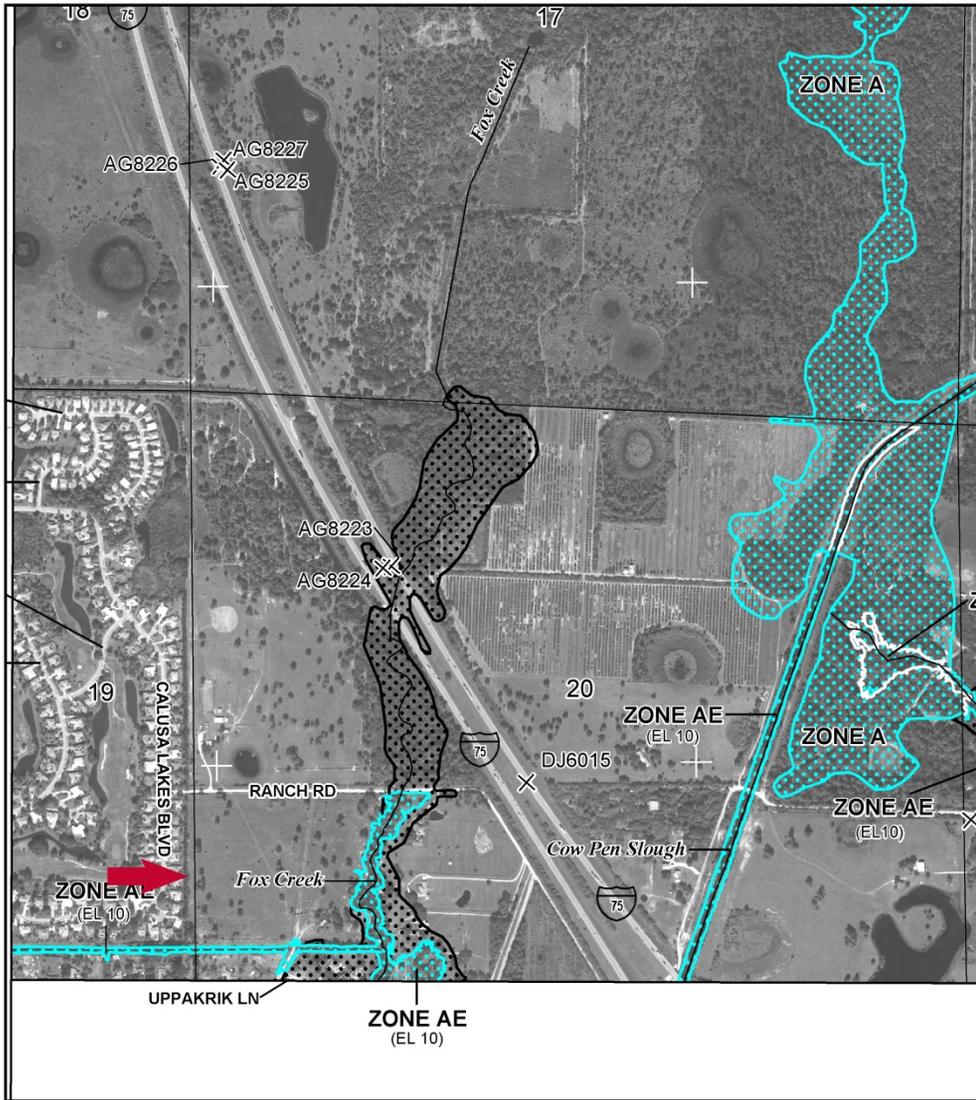
Aerial View



Future Land Use Map



Zoning Map



**NFIP** PANEL 0245F

**FIRM**  
**FLOOD INSURANCE RATE MAP**  
**SARASOTA COUNTY,**  
**FLORIDA**  
**AND INCORPORATED AREAS**

**PANEL 245 OF 475**  
 (SEE MAP INDEX FOR FIRM PANEL LAYOUT)

**CONTAINS:**

COMMUNITY	NUMBER	PANEL	SUFFIX
SARASOTA COUNTY	125144	0245	F
VENICE, CITY OF	125154	0245	F

Notice to User: The **Map Number** shown below should be used when placing map orders; the **Community Number** shown above should be used on insurance applications for the subject community.

**MAP NUMBER**  
**12115C0245F**  
**EFFECTIVE DATE**  
**NOVEMBER 4, 2016**

**FEDERAL EMERGENCY MANAGEMENT AGENCY**

**NATIONAL FLOOD INSURANCE PROGRAM**

This is an official copy of a portion of the above referenced flood map. It was extracted using F-MIT On-Line. This map does not reflect changes or amendments which may have been made subsequent to the date on the title block. For the latest product information about National Flood Insurance Program flood maps check the FEMA Flood Map Store at [www.msc.fema.gov](http://www.msc.fema.gov)

## SUBJECT PROPERTY

The subject of this appraisal is a 41.1-acre tract of vacant land located just west of Honore Avenue along the south side of Ranch Road about one and one-half miles north of Laurel Road in Sarasota County, FL. The subject property also has access on its south border from Ewing Street. The property is two separate tax parcels with two different addresses, 1652 Ranch Road and 1600 Ewing Street, Nokomis, 34275. The Sarasota County School Board (Board) has identified this as a potential site for a new public elementary school.. The site is west of Interstate 75 and it separated from direct frontage on Honore Ave by a small tract of land owned by Sarasota County used for open space and stormwater retention.

The subject property is improved with a residence and accessory structures and a mobile home with accessory structures. These improvements are not consistent with the highest and best use of the land and have no contributory value, thus the value opinion contained in this appraisal report is the market value of the fee simple interest in the land.

APPRAISAL FILE NUMBER 217C088

PURCHASE ORDER NUMBER 217802119

## OWNER OF RECORD

Walker Family Properties LTD  
3722 Ascot Bend Court  
Bonita Springs, FL 34134

## CLIENT AND INTENDED USER

This report is intended for use only by the client and identified other known intended users by name or type for making a purchase decision. This report is not intended for any other use or by others than the client and other named intended users.

### Client and Intended User

**Sarasota County Schools**  
Attn: Kathie Ebaugh, AICP, Director of Planning  
7895 Fruitville Road, Sarasota, FL 34240

### Other Intended Users

Authorized School Board employees and members of the Sarasota County School Board

## SCOPE OF WORK

This appraisal report of the subject property is being performed and reported as provided for in the 2017 version of the Uniform Standards of Professional Appraisal Practice referring to Standards Rule 2-2. The Uniform Standards set the requirements to communicate analyses, opinions and conclusions in a manner that will be meaningful and not misleading in the marketplace.

The subject property data such as size, location, quality, and zoning are considered. Market data, including comparable land sales dating from a period of 2014 forward were searched in the preparation of this appraisal report. The data is used to consider the highest and best use of the subject property and to conclude an opinion of the subject's market value.

The appraiser lacks the knowledge and experience with respect to the detection and measurement of hazardous substances in the soil or improvements. Therefore, this assignment does not cover the presence or absence of such substances as discussed in the General Assumptions and Limiting Conditions section, and in a separate section titled "Environmental Hazards." However, any visual or obviously known hazardous substances affecting the property will be reported and an indication of their impact on value will be discussed.

The documentation necessary to arrive at my opinion of value is contained in this appraisal report. Aerial photographs of the subject land and various location maps and exhibits have been provided as additional descriptive materials for this assignment. The market data has been collected, confirmed, and analyzed. Comparable sales were chosen for their similar highest and best uses, as outlined within the report. All sales are analyzed and compared to the subject property based on their similarities and dissimilarities. The Sales Comparison Approach is the technique considered and judged in reaching a final opinion of market value for the subject property.

The following independent investigations and analyses are undertaken in performing the appraisal, as follows:

- Roger L. Hettema, MAI, SRA has inspected the subject properties on October 18, 2017, and this is the date the ground photographs were taken.
- The area and neighborhood data are based on physical inspection of the surrounding neighborhood, as well as information from a variety of public sources.
- The site description is based on an inspection of the subject property and consultation of the Sarasota County Tax and Zoning Maps and the County Comprehensive Plan,
- The highest and best use analysis incorporates the data compiled in research of market trends in the area, land use regulations and physical attributes of the subject property.
- The land sales were assembled from the office library which is constantly updated, and through researching recent activity within the subject's market area. The sales information was verified with either the seller, buyer, listing or sales agents, and researching public records.
- The valuation technique used is the Sales Comparison Approach, and a detailed description of this approach is presented in the report.

## PURPOSE, FUNCTION AND INTENDED USE OF THE APPRAISAL

The purpose of the appraisal is to report my opinion of the market value of the fee simple interest in the subject property as of the effective date of appraisal. The report is intended to be used by the client and named intended users for analysis in considering a purchase of this land as a future school site.

## PROPERTY RIGHTS APPRAISED -- Fee Simple

“Fee Simple Estate” is defined as:

*“...absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.”<sup>1</sup>*

## EFFECTIVE DATE OF APPRAISAL AND REPORT PREPARATION DATE

The effective date of value in this appraisal is October 18, 2017, and this is date on which all value analyses performed herein are based. The appraisal report was prepared on the date the certification was signed.

## DEFINITION OF MARKET VALUE

“Market Value” is hereby defined and qualified as:

*The most probable price in terms of money which a property should bring in competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus.*

*Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:*

- a. buyer and seller are typically motivated;*
- b. both parties are well informed or well advised, and each acting in what they consider their own best interest;*
- 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*
- e. the price represents the normal consideration for the property sold unaffected by special or creative financing amounts or sales concessions granted by anyone associated with the sale.<sup>2</sup>*

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<sup>1</sup> The Appraisal of Real Estate, 13th Edition, (Chicago, IL; 2008), Page 114

<sup>2</sup> Federal Register, vol. 55, no. 63, August 22, 1990, pages 34228 and 34229.

## CONFORMANCE STATEMENT

This appraisal conforms to my understanding of the appraisal standards and guidelines set forth by the Uniform Standards of Professional Appraisal Practice (USPAP), the Appraisal Institute, and the Appraisal Standards of the State of Florida. Roger L. Hetteema, MAI, SRA is State-Certified General Real Estate Appraiser RZ45.

## COMPETENCY STATEMENT

The Competency Provision of the Uniform Standards of Professional Appraisal Practice (USPAP) requires that an appraiser have the knowledge and experience to complete an assignment competently or that steps be taken and disclosed to gain such knowledge and experience during the course of the appraisal assignment. I have performed other appraisals of property similar to the subject over a number of years. I am familiar with the factors which must be considered and analyzed in appraising the subject property. I am competent to complete this appraisal assignment.

## LEGAL DESCRIPTIONS

The subject property consists of two separate parcels with two PID numbers. The legal descriptions are as follows:

**0362001001:** COM AT NW COR OF SW 1/4 OF SEC 20-38-19, TH S 89-56-14 E 1452.65 FT TO C/L OF FOX CREEK FOR POB TH S 89-56-14 E 411.95 FT TH S 02-39-35 W 614.80 FT TH N 87-20-25 W 544.41 FT M/L TO SAID C/L TH NLY ALG C/L 644 FT M/L TO POB, SUBJ TO 6180 C-SF UTILITY ESMT TO SARASOTA COUNTY AS DESC IN ORI 2008163154, SUBJ TO 24669 SF ACCESS ESMT TO SARASOTA COUNTY AS DESC IN ORI 2013070241, PARCEL A, OAK RIDGE FARMS UNREC, CONTAINING 6.7 C-AC M/L, BEING SAME LANDS AS DESC AS DESC IN ORI 2012052747

**0362001016:** PORTION OF SEC 20-38-19 BEING DESC AS BEG AT NW COR OF SW 1/4 OF SAID SEC 20, TH S 00-13-09 E 1125.56 FT TO N LINE OF MISSION VALLEY ESTATES SEC B-1, TH N 89-59-18 E 1356.69 FT TO C/L OF FOX CREEK TH NLY ALG SAID C/L OF FOX CREEK TO POINT LYING S 89-56-14 E FROM POB TH N 89-56-14 W 1482.13 FT TO POB, SUBJ TO 23196 C-SF UTILITY ESMT TO SARASOTA COUNTY AS DESC IN ORI 2008163153 & 2008163154, SUBJ TO 74471 SF ACCESS ESMT TO SARASOTA COUNTY AS DESC IN ORI 2011137905, CONTAINING 34.3051 AC M/L

The above legal descriptions are taken from the Sarasota County Property Appraiser records and are intended to identify the subject property for appraisal purposes. These legals should not be used in the preparation of any legal documents without verification.

## TAX INFORMATION

The subject property consists of two separate parcels with two PID numbers. The assessments and proposed taxes for 2017 are shown below.

<b>ASSESSMENT AND TAX INFORMATION - 2017</b>					
<u>PARCEL ID#</u>	<u>JUST VALUE LAND</u>	<u>JUST VALUE IMPROVEMENTS</u>	<u>TOTAL JUST VALUE</u>	<u>TOTAL ASSESSED VALUE(1)</u>	<u>TOTAL TAXES (2)</u>
0362001001	\$274,700	\$103,100	\$377,800	\$337,142	\$4,870.94
0362001016	<u>\$836,800</u>	<u>\$17,400</u>	<u>\$854,200</u>	<u>\$84,403</u>	<u>\$1,316.21</u>
<b>TOTAL JUST VALUE</b>	<b>\$1,111,500</b>	<b>\$120,500</b>	<b>\$1,232,000</b>	<b>\$421,545</b>	<b>\$6,187.15</b>

(1) THE ASSESSED VALUE REFLECTS ANON-HOMESTEAD CAP AND AN AGRICULTURAL CLASSIFICATION  
 (2) TOTAL TAXES AND NON AD VALOREM ASSESSMENTS  
 PROPOSED FOR 2017 ALL TAXES PAID, NO DELINQUENT TAXES

## ZONING AND OTHER LEGAL RESTRICTIONS

The subject property is zoned RSF-2 (Single Family Residential), by Sarasota County. The subject property is designated as “Moderate Density Residential” (MODR) on the Comprehensive Land Use Plan. MODR has three different residential implementing zoning categories, all four of the RSF categories, the RMH category and the PUD category. MODR allows residential densities of two to less than five units per acre.

### “RSF-2” (Residential Single-Family)

The intent of RSF districts is for single-family residential areas of low density. Certain structures and uses designed to serve governmental, educational, religious, non-commercial recreational, and other immediate needs of such areas are permitted or are permissible as special exceptions within these districts. However, such uses are restricted in order to preserve and protect the single-family residential character of the area. Permitted uses allowed single-family dwellings, public parks, non-commercial docks, minor utilities, family daycare homes, adult daycare facility, and cluster housing, to name a few. The various developmental regulations are as follows:

Maximum Residential Density: 3.5 Units per acre  
 Minimum Open Space: 30%

#### Minimum Lot Requirements:

##### Single Family Dwellings:

Width: 80 Feet  
 Area: 9,600 SF

Cluster Housing or Townhouses: None

#### Maximum Lot Coverage By All Buildings:

Single Family Dwellings: 30%  
 Cluster Housing or Townhouses: 30%

Minimum Yard Requirements:

Single Family Dwellings:

Front Yard: Twenty (20) feet if serviced by central sewer, Twenty-five (25) feet if septic tank is required.

Side Yard: Eight feet minimum, but in no case less than eighteen feet combined side yards.

Rear: 10 Feet

Waterfront: 20 Feet

Cluster Housing:

Side: As for single-family dwellings except: no minimum except that adjacent structures shall be separated by at least 12 feet.

Townhouses:

Side: As for single-family dwellings except: no minimum.

Maximum Height of Structures: 35 Feet

The minimum off-street parking requirements vary according to use. For single-family dwellings, two spaces are required with a space for each guest-house. Townhouses or cluster housing require two spaces for each dwelling unit as well.

A school is a permitted use in this zoning district.

Concurrency Statement

The State of Florida enacted the “Growth Management Act” in 1985, to manage the future growth within the state. The Act requires all counties and municipalities to enact “Comprehensive Plans” to manage future growth within their boundaries. These comprehensive plans include standards for water, sewer, roads, trash, drainage, parks and mass transit. Future development must meet “concurrency” standards dictated by the County, City and State.

The analysis and value opinion expressed in this appraisal assume that the concurrency provisions in the Growth Management Act will be met and will not result in any restrictions of use of the subject property.

HISTORY OF THE SUBJECT PROPERTY

The Uniform Standards of Professional Appraisal Practice require that any sales of the subject property over the previous three years be considered and analyzed. Also, any current sales agreement, option, or listing of the subject property must be considered and analyzed. There have been no title transfers on either of the properties in the prior three years. According to Mr. Walker there is no formal listing of the subject properties at this time. According to Kathie Ebaugh, the asking prices are \$3,400,000 for the entire property, 41 acres (\$82,917 per acre), or \$31,000,000 for the rear 34.3 acres (\$90,379 per acre).

## SITE DESCRIPTION

The subject site is an irregular tract of land containing approximately 41.005 acres. The subject land fronts on Ranch Road and is just west of Honore Avenue. All necessary utilities are at the site. Both of the parcels making up the subject property have a residential structure with accessory uses. These improvements are not consistent with the highest and best use of the land and do not contribute additional value to the land. The following aerial photo shows the subject property and the two individual parcels outlined in red.



## FLOOD ZONE INFORMATION

According to FEMA Flood Map 125144 Panel 0245F (As of 14-4-2016), most of the subject property is located in Zones X and X500 which signify an area that is outside of the 1% annual chance floodplain. No base flood elevations or depths are shown within this zone and flood insurance is not required. There is a creek that meanders north-south through the eastern portion of the subject property and the land along this creek is in the AE zone with a base elevation of 10 feet. There would be no reason to locate any new structures in the AE area as it would probably be used to partially satisfy open space requirements so there are no flood plain issues affecting the subject property.

## ENVIRONMENTAL HAZARDS STATEMENT

The presence of hazardous materials in the improvements and within the soil requiring environmental clean-up and/or protection may adversely affect the value of the property. There are no apparent signs that hazardous materials may exist and I have no knowledge of such materials on the subject property.

This is not a statement that such materials do not exist and they may be present on the subject site. Therefore, the client is urged to retain an environmental engineer in this field, to provide an appropriate environmental audit. If an environmental audit reveals the existence of any hazardous materials and/or conditions, I reserve the right to alter, amend, revise, or rescind the value conclusions in the appraisal.

## AREA ANALYSIS

The subject property is located in Sarasota County which is in the southwestern region of the State of Florida. Before the current economic recession, the State of Florida had been one of the fastest growing states in the United States. Florida is currently the third most populous state in the country. The primary factor, which fueled Florida's growth, is its warm semi-tropical climate making it one of the most desirable states in which to reside.

Sarasota County's attractive physical characteristics and climate have attracted large numbers of new residents, especially retirees in the past. This fueled Sarasota's service and retail-related economy. The industrial sector of the economy is small and mainly geared toward construction and other light manufacturing industries.

Because of the general economic recession, the county experienced a lack of demand in all sectors of real estate. What is now called the "Great Recession" from 2007 to 2009 caused values to decline significantly after an artificially high boom which saw prices rise sharply from the end of 2004 into 2006. Since 2010 the residential sectors with competitively priced homes are selling with the supply of listings dropping. Home prices have taken most of their hits and are showing moderate improvement. There have been several large investors buying up subdivision lots and entitled land in the expectation of future growth. In almost every case the price levels currently offered or expected in new subdivisions are significantly below the 2004-2006 pricing. Residential pricing appears to have returned to the pre-boom levels of 2003 to early 2004 and with the supply of finished lots that were acquired at severely discounted prices dwindling, new home prices are sure to rise due to the increased land costs as new developments come on the market. Two positive developments For Sarasota County are the return of tourism in record levels exceeding prerecession numbers setting new records each of the last three years and the record number of retirees (many of them baby boomers) settling in Sarasota County. From mid-2013 to mid-2014 approximately 7,000 new residents were added to the population in Sarasota County. In the past, 3,000 in one year was thought to be a good number. Most of the area's residential developers have had record years since 2012.

The commercial market has been hit hard as well. Following the residential crash by about a year, with the substantial recovery in the residential market, the commercial market has maintained a slow recovery over the past three years. Vacancies in all forms of commercial properties are still above prerecession levels but have stabilized or shown slight declines over the last three years. Sales of vacant or improved commercial properties are still well below normal and when a sale does occur it is usually an investor willing to hold for future change or an owner-occupant purchasing for its own or a specialized use as selling prices are still by and large below replacement costs. If a buyer can use existing commercial product a sale is made at current pricing levels. If the use is so specialized, then new construction is the alternative.

Overall, Sarasota is in a good recovery mode and the prospects for the next five years and beyond are very good.

## NEIGHBORHOOD ANALYSIS AND MARKET OVERVIEW

The subject property is located on the south side of Ranch Road, just west of Honore Avenue and north of Laurel Road in Nokomis, Florida. It is northeast of the Laurel-Nokomis School and west of Interstate 75 (I-75). The subject neighborhood is Laurel Road and Interstate 75 (I-75), five miles northeast of the central business district of Venice, and three miles east of South Tamiami Trail (Nokomis). The neighborhood boundaries are generally Albee Farm Road (Shakett Creek) to the west, Knight's Trail Road to the east, the termination of Knight's Trail Road to the north, and roughly Edmondson Road/Border Road to the south. The major arterials to the neighborhood are Laurel Road, Border Road, and Jacaranda Boulevard. Laurel Road is an east/west arterial connecting South Tamiami Trail, five miles to the west, with I-75 and extending eastward into the subject neighborhood. Laurel Road also provides a direct connection to the Gulf of Mexico via Bayshore Road/Albee Road and Nokomis Beach.

Border Road is an east/west arterial roughly one mile south of Laurel Road. This arterial goes over I-75 and connects with Edmondson Road and to the residential areas of Waterford, Pinebrook South, and the Nokomis area. Traveling east of I-75, the present use is rural in character to the Myakka River, but will change to suburban upon the return of favorable economic conditions.

Jacaranda Boulevard extends north/south from I-75 where it turns into an easterly direction. Traveling south of Jacaranda Boulevard, the use is residential in character with neighborhood commercial as it extends into the southeastern Venice area. Traveling north, the road dead-ends into Border Road, .7 mile from I-75. There are plans in the future to extend this arterial northerly to Laurel Road, one mile to the north. Due to Laurel Road and Jacaranda Boulevard being I-75 interchanges, the neighborhood is provided with good access to transportation facilities to the greater Sarasota and Venice areas.

The neighborhood has good transportation arterials and is in the potential service area for the City of Venice, which provides central water and sewer and other municipal services. These factors have cultivated new and planned development in the neighborhood. Many of the larger land tracts along Laurel/Border Roads have annexed or are in the process of annexing into the City of Venice to develop their sites. This new development is typical along the I-75 corridor, with commercial along the western boundary of the interchange, industrial/service along the eastern boundary, with the typical out-parcels (service stations, hotels, and restaurants), and residential development in the outlying areas.

The major transportation route in the area is I-75. This provides connection of the neighborhood to Sarasota to the north and Venice to the south. It also provides an important linkage to many types of users who would need quick and easy access to the Interstate system. Another major north/south arterial is Honore Avenue. This arterial stretches from Laurel Road where it connects with Pinebrook Road north through Sarasota County to the Sarasota-Manatee County line.

The section of Honore Avenue from the Venice Connector (SR681) south to Laurel Road was only completed in the last few years so it is relatively undeveloped as compared to Honore north of SR681. This portion travels through the Palmer Ranch PUD where a great deal of residential development is occurring or exists up to Clark Road and beyond. The subject's future development is more strongly influenced by the development of the Laurel Road corridor.

Residential uses have been developed on both sides of Laurel Road between I-75 and U.S. Highway 41. Laurel Road has seen the most development. Forty-six acre and forty-acre parcels along Pinebrook Road just south of Laurel Road have new residential developments. East of I-75, along the northern boundary of Laurel Road is the former Lake Awesome (Caribbean Bay) Limited Stay Motor Coach RV Park which is now a residential development known as Toscana. Another major development in the subject's neighborhood, which, in all likelihood, spurred other residential development, is the Venetian Golf & Country Club. This planned unit development is permitted for 1,599 units on 1,050 acres and has been annexed into the City of Venice. It has 1,300 homes and an 18-hole championship golf course.

Along the northern boundary of Laurel Road on the east side of I-75 is a 125-acre industrial development known as Triple Diamond Business Park and Laurel Interchange Business Park. Just east of the intersection of Laurel Road and Knight's Trail Road is 63 acres, which was annexed into the City with a low-density land use/planned unit development designation and was purchased by Lee Wetherington Homes. This development, Willow Chase, is single-family residences starting in the \$300,000's.

East of Pinebrook Road and along the south side of Laurel Road 60 acres were purchased by Sarasota Memorial Hospital, which has plans for an 80-bed unit satellite hospital on the property. The most recent commercial development is the Walgreen's located on the south side of Laurel Road, just east of Interstate 75; however, this store closed not long after opening due to the Great Recession. It will probably reopen in the future as population increases in this neighborhood.

Also located in this area are the Carlton Memorial Preserve (owned by Sarasota County), T. Mabry Carlton Water Treatment facility, and the LLBH Retreat Center. The Jacaranda Boulevard/I-75 interchange is developed with the Sarasota County International Business Center. This commercial development is typical with industrial, office, and interchange out-parcels, as discussed earlier in this section.

Directly surrounding the subject property is Interstate 75 and the King's Gate Mobile Home Park located to the east of the subject property and Cow Pen Slough, which flows in a southwesterly direction into Shakett Creek. Located south of the subject property is a 168-acre vacant tract of land which was purchased by Sarasota County and is utilized for mitigation purposes. Sarasota County granted a conservation easement to the Southwest Florida Water Management District. Just north of the subject and located on Ranch Road is the In Stride Equestrian Center. There are single-family residences on five-acre estate type lots similar to the subject to the east and south. The equestrian center and single-family residences are accessed through Calusa Lake Golf & Country Club subdivision which was developed in the early to mid-1990's. Just south of Calusa Lakes subdivision is the Mission Valley subdivision which is adjacent to the west of the subject property across Fox Creek. This subdivision was developed in the 1980's and is comprised of single-family residences on one to two-acre land tracts. The other residential subdivision located southwest of the subject property and fronting on Laurel Road is Sorrento Woods subdivision which is a moderate density single-family residential subdivision. This subdivision is located adjacent to the west of Cow Pen Slough. The subject neighborhood is in the stable portion of its life cycle and upon return of better economic conditions, the majority of new development will occur east of Interstate 75.

## MARKET OVERVIEW

The first chart below shows an analysis of 160 residential properties currently listed in MLS within a three-mile radius of the subject property.

### Fannie Mae 1004MC Statistics Summary

Property Type is 'Residential' Status is 'Active' Latitude, Longitude is within 3.00 mi of 1652 Ranch Rd, Nokomis, FL 34275, USA

Inventory Analysis	Prior 7-12 Months (10/18/2016-04/16/2017)	Prior 4-6 Months (04/17/2017-07/17/2017)	Current - 3 Months (07/18/2017-10/18/2017)
Total # of Comparable Sales (Settled)	0	0	0
Absorption Rate (Total Sales/Months)	0.00	0.00	0.00
Total # of Comparable Active Listings	34	83	160
Months of Housing Supply (Lst/Ab. Rate)	0.00	0.00	0.00
Median Sale & List Price DOM	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months
Median Comparable Sale Price	\$0	\$0	\$0
Median Comparable Sales DOM	0	0	0
Median Comparable List Price (Listings Only)	\$417,900	\$375,000	\$371,723
Median Comparable Listings DOM (Listings Only)	256	153	97
Median Sale Price / Median List Price %	0.00%	0.00%	0.00%

\*The total number of Comparable Active Listings is based on listings that were On Market on the end date of the specified time periods above.

The next chart shows an analysis of 498 mobile homes and residential properties that have sold through MLS within the last year within a three-mile radius of the subject property.

### Fannie Mae 1004MC Statistics Summary

Property Type is 'Residential' Status is 'Sold' Status Contractual Search Date is 10/18/2017 to 10/23/2016 Latitude, Longitude is within 3.00 mi of 1652 Ranch Rd, Nokomis, FL 34275, USA

Inventory Analysis	Prior 7-12 Months (10/18/2016-04/16/2017)	Prior 4-6 Months (04/17/2017-07/17/2017)	Current - 3 Months (07/18/2017-10/18/2017)
Total # of Comparable Sales (Settled)	251	144	99
Absorption Rate (Total Sales/Months)	41.83	48.00	33.00
Total # of Comparable Active Listings	81	37	0
Months of Housing Supply (Lst/Ab. Rate)	1.94	0.77	0.00
Median Sale & List Price DOM	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months
Median Comparable Sale Price	\$310,000	\$316,500	\$305,000
Median Comparable Sales DOM	49	48	52
Median Comparable List Price (Listings Only)	\$334,900	\$334,900	\$0
Median Comparable Listings DOM (Listings Only)	122	65	0
Median Sale Price / Median List Price %	97.15%	98.00%	95.48%

\*The total number of Comparable Active Listings is based on listings that were On Market on the end date of the specified time periods above.

The subject property is located in an area that is growing and will continue to grow; Venice is growing east and includes the Laurel Road corridor east of I-75. Palmer Ranch is growing south along Honore Avenue so there will be a significant increase in population in this area over the next ten to twenty years. The subject property will surely benefit from this pressure and its development as a residential subdivision is only a matter of time.

## HIGHEST AND BEST OR MOST PROBABLE USE

Highest and Best Use is defined as:

*The reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value.*<sup>3</sup>

There are four specific criteria examined in relation to the subject's highest and best use, as follows:

- Legally Permissible
- Physically Possible
- Financially Feasible
- Maximally Productive

The highest and best use of the site must meet these four criteria. Examining these criteria in sequential order is important, as normally the various use alternatives are reduced in each step of the process. As such, the initial range of possible uses is gradually narrowed to a single highest and best use, accounting for all physical, legal, and financial factors, and providing the most probable value with acceptable risk factors. This analysis provides several critical conclusions impacting the market value of the property. A discussion of each of these criteria is presented, followed by an analysis specifically relating these factors to the subject property.

### Highest and Best Use, as though Vacant

#### Legally Permissible:

The first step in the highest and best use analysis relates to legal permissibility. The possible uses of the site can be influenced by several legal factors, such as zoning, building codes, private or deed restrictions, environmental regulations, or contractual obligations (leases). This step also indicates whether it is legally permissible to develop the subject site. Each of these will now be addressed in relation to the subject site.

The subject property is presently zoned RSF-2 (3.5 units per acre) and lies in the Moderate Density Residential future land use designation permitting 2 to just under 5 units per acre. A residential development with a similar density would be the best legal use of the subject property.

#### Physically Possible:

The various factors analyzed include size, shape, accessibility, soil and subsoil conditions, availability of utilities, topography, drainage, elevation, environmental sensitivity, road frontage and depth. These physical characteristics dictate which uses can be placed on a particular site. The subject has adequate size to accommodate a wide variety of residential and mixed-use subdivisions. The planning process will isolate environmentally sensitive areas and concentrate development on the appropriate land areas. The planning process will also require the appropriate infrastructure to accommodate the future growth. The subject land possesses very good physical characteristics for development with the only sensitive areas being a corridor along Fox Creek in the easterly portion of the property. This land can be used to satisfy part of the open space requirement so the subject land has no physical impediments to development..

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3 The Appraisal of Real Estate, 13<sup>th</sup> Edition, (Chicago, IL; 2008) pages 277-278

## Financially Feasible:

The test of financial feasibility relates to the costs of development as compared to the value after the development is completed. For a use to be financially feasible, the property's value after development must exceed the total cost of development (including land) by an amount sufficient to provide an acceptable return on investment (entrepreneurial profit). There can be more than one financially feasible alternative for a given site.

The prices for new homes demonstrated in the subject neighborhood support the financial feasibility of purchasing the subject land, developing it in accordance with zoning and future land use, and selling the units at prices that will result in a reasonable return on investment.

## Maximally Productive:

This is the final element of highest and best use. The range of possible uses has been substantially narrowed, and this analysis concludes the estimate of the best (most profitable) use of the site. This is the use which produces the greatest net return to the land, or the highest value in relation to a similarly high entrepreneurial profit. It is possible to have more than one maximally productive use if the levels of risk and resulting rates of return are comparable.

The present RSF-2 zoning permits up to 3.5 units per acre and this translates into a development of some 140 units. The site could be rezoned to achieve about 180 units, the maximum permitted by the MODR land use designation..

## Conclusion -- Highest and Best Use:

The highest and best use of the subject property is to re-develop it with a residential subdivision of 140 units without rezoning or up to 180 units with a zoning change. The existing residences and accessory improvements would not fit into this development plan and thus are inconsistent with highest and best use and contribute no value to land as though vacant. A school is a permitted use in the existing zoning category.

## EXPOSURE TIME/MARKETING TIME

Exposure time may be defined as follows: *“the estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; a retrospective opinion based on an analysis of past events assuming a competitive and open market.”*<sup>4</sup>

Marketing time may be defined as, that length of time the property is anticipated to be offered on the market prior to a future sale. Marketing time, as opposed to exposure time begins after the date of valuation and is a future, or prospective opinion, based on the analysis of past events and conclusions regarding current market conditions.

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4 USPAP 2009-2010 Edition, The Appraisal Foundation, Statement 6

The previous statistical analysis of sales in the subject's immediate area within the last year showed the median days on the market ranged from 65 to 122 days. This signifies a very strong market so the demand for another subdivision is good; however, there is significant competition coming and in the works. The exposure time of the comparables sales was 12 to 18 months and my opinion of value assumes the subject property would have been exposed to the market for this length of time.

The market factors which surrounded the exposure times of the comparable sales are similar thus the marketing time is similar, thus my opinion is that the marketing time would also be 12 to 18 months.

## DISCUSSION OF THE APPRAISAL PROCESS

The purpose of the appraisal is to report my opinion of the fee simple market value of the subject property as of the effective date of the appraisal. My opinion of market value is concluded using the Sales Comparison Approach, the most common technique used to estimate land value. This approach indicates a value by comparing the subject site with sales of comparable sites possessing similar utility, appeal and highest and best use. This approach is usually a good barometer of the market since it relies on recent sales exposed to the same market influences as the subject. The limitation of this approach is the occasional lack of comparable, arms-length transactions (sales) within the marketplace. A more detailed explanation of this approach is presented next, providing the basis for my opinion of land value.

## LAND VALUATION -- SALES COMPARISON APPROACH

The land value is based on the analyses and conclusions reached in the highest and best use analysis and is estimated through the sales comparison approach (also called the market approach) subject to the Hypothetical Assumption stated below. This approach involves an analysis of recent sales of sites considered similar to the subject. The comparables selected for comparison to the subject are the most similar properties within the market area. The sales meet the criteria as set forth in the definition of market value and have similar physical and functional characteristics. They also share a similar highest and best use.

Shown next are six comparable land sales that were chosen from my research that are used to conclude my opinion of prospective market value. The sales will be adjusted as needed for the elements of comparison that differ from the subject land. These sales are shown in the following two comparison and adjustment charts.

# VACANT LAND SALES COMPARISON AND ADJUSTMENT CHART

FILE #: 217C088  
 PLATE#: LAND CHART ONE

## CHART ONE

VALUE ADJUSTMENT FACTORS HS #	SUBJECT	LAND SALE # 1 L00 17 4787	LAND SALE # 2 L00 17 4789	LAND SALE # 3 L00 17 4793
SALES PRICE (TOTAL)		\$12,090,000	\$12,500,000	\$9,324,200
PROPERTY RIGHTS CONVEYED ADJUSTMENT	Fee Simple	Fee Simple 0	Fee Simple \$0	Fee Simple \$0
FINANCING TERMS ADJUSTMENT		Cash \$0	Conventional 0	Conventional 0
CONDITIONS OF SALE ADJUSTMENT		Arm's Length \$0	Arm's Length \$0	Arm's Length \$0
CASH EQUIVALENT SALES PRICE		\$12,090,000	\$12,500,000	\$9,324,200
EFFECTIVE DATE - SALE DATE	Valuation and Analysis Date			
-- Deed Date	October 18, 2017	March, 2016	October, 2017	July, 2017
-- Recording		2016 027355	2017124239	2017093508
ADJUSTMENT	(Appraisal Date)	0.00%	0.00%	0.00%
ADJUSTED SALES PRICE		\$12,090,000	\$12,500,000	\$9,324,200
Per Acre		<b>\$112,121</b>	<b>\$43,103</b>	<b>\$220,691</b>
Per Unit		<b>\$37,200</b>	<b>\$47,529</b>	<b>\$54,848</b>
ADDRESS / LOCATION	1652 Ranch Road and 1600 Ewing Street Just west of Honore Avenue 1.5 Mi N of Laurel Rd Sarasota, FL Sarasota County, FL	East of Honore Avenue About one mile south of Clark Road Sarasota, FL Sarasota County, FL	South Side of Laurel Road and North Side of Border Road, East of Jacaranda Blvd  Sarasota, FL Sarasota County, FL	700 Cattleman Road 0.5 Mile South of Fruitville Road  Sarasota, FL Sarasota County, FL
ADJUSTMENT		-40%	-40%	-50%
FEATURES				
--Size (Acres)	41.10	107.83	290.00	42.25
--Wetlands (Acres / Percentage)	Minor Wetlands Along Fox Creek	Unknown	50% to remain in open space	0% Wetlands
ADJUSTMENT		0%	0%	0%
LAND USE CHARACTERISTICS				
--Zoning	RSF-2 (Sarasota County)	RSF-4/PUD	RSF-1/PUD (Palmer Ranch DRI)	I
--Land Use Designation	Moderate Density Residential (MODR)	Moderate Density Residential	Moderate Density Residential	MEC
--Highest & Best Use	Residential Development up to 140 Units	Residential Development	Residential Development	Residential Development
--Actual or Proposed Land Use	Site for Elementary School	425-Unit Res Development	263-Unit SF Residential Development	170 SFR Live-work Subdivision
Proposed Units	Up to 140 Units	325	263	170
Proposed Density per Acre	3.4	3.0	0.91	4.0
ADJUSTMENT		0%	-10%	0%
NET ADJUSTMENT		-40%	-50%	-50%
INDICATED VALUE				
Per Acre		<b>\$67,273</b>	<b>\$21,552</b>	<b>\$110,346</b>
Per Unit		<b>\$22,320</b>	<b>\$23,764</b>	<b>\$27,424</b>

# VACANT LAND SALES COMPARISON AND ADJUSTMENT CHART

FILE #: 217C081  
PLATE#: LAND CHART TWO

## CHART TWO

VALUE ADJUSTMENT FACTORS HS #	SUBJECT	LAND SALE # 4 L00 15 4274	LAND SALE # 5 L00 15 4334	LAND SALE # 6 L00 17 4792
SALES PRICE (TOTAL)		\$11,476,000	\$36,000,000	\$15,631,000
PROPERTY RIGHTS CONVEYED ADJUSTMENT	Fee Simple	Fee Simple 0	Fee Simple \$0	Fee Simple \$0
FINANCING TERMS ADJUSTMENT		Conventional 0	Conventional 0	Conventional 0
CONDITIONS OF SALE ADJUSTMENT		Arm's Length \$0	Arm's Length \$0	Arm's Length \$0
CASH EQUIVALENT SALES PRICE		\$11,476,000	\$36,000,000	\$15,631,000
EFFECTIVE DATE - SALE DATE				
-- Date of Sale	Valuation and Analysis Date	December, 2014	Contract Date January, 2015	
-- Deed Date	October 18, 2017	2014151408	October, 2016	February, 2017
-- Recording		10.00%	2016134281	2017013599
ADJUSTMENT	(Appraisal Date)		0.00%	0.00%
ADJUSTED SALES PRICE		\$11,476,000	\$36,000,000	\$15,631,000
Per Acre		\$69,552	\$160,714	\$286,387
Per Unit		\$38,253	\$72,000	\$102,836
ADDRESS / LOCATION	1652 Ranch Road and 1600 Ewing Street Just west of Honore Avenue 1.5 Mi N of Laurel Rd Sarasota, FL Sarasota County, FL	Easterly side of SR 681 and NW side of Legacy Trail  Nokomis, FL Sarasota County, FL	West side of Honore Avenue Adjacent to SS of Legacy Estates Palmer Ranch Sarasota, FL Sarasota County, FL	East Side Honore Avenue WITHIN Palmer Ranch Sarasota, FL Sarasota County, FL
ADJUSTMENT		-40%	-60%	-60%
FEATURES				
--Size (Acres)	41.10	165.00	224.00	54.58
--Wetlands (Acres / Percentage)	Minor Wetlands Along Fox Creek	Estimate 15 to 20% Wetlands	39 acres / 17% Wetlands	Mostly Uplands
ADJUSTMENT		10%	10%	0%
LAND USE CHARACTERISTICS				
--Zoning	RSF-2 (Sarasota County)	PUD	RSF-1/PUD (Palmer Ranch DRI)	RSF-1/PUD (Palmer Ranch DRI)
--Land Use Designation	Moderate Density Residential (MODR)	Medium Density Residential	Moderate Density Residential	Moderate Density Residential
--Highest & Best Use	Residential Development up to 140 Units	Mixed Use Development	Residential Development	Residential Development
--Actual or Proposed Land Use	Site for Elementary School	Bellancia by Casey Key	up to 500-unit Residential Development	388-Unit SF Residential Development
--Planned Number of Units	Up to 140	300	500	152
--Density per Acre	3.4	1.82	2.23	2.78
ADJUSTMENT		-10%	0%	0%
NET ADJUSTMENT		-40%	-50%	-60%
INDICATED VALUE				
Per Acre		\$41,731	\$80,357	\$114,555
Per Unit		\$22,952	\$36,000	\$41,134

## Summary and Analysis of Comparable Land Sales

The six land sales are considered the best available comparables for comparison purposes to the subject property. The sales were first analyzed for the following specific elements of comparison:

- Property Rights Conveyed
- Financing Terms
- Conditions of Sale
- Market Conditions (Date of Sale)

Each of the factors listed above is addressed, with explanations of the appropriate adjustments.

### Property Rights Conveyed:

The comparables cited were not encumbered by any land leases or use agreements, so all the transactions involved the conveyance of the fee simple interest. The subject property is being appraised in fee simple; therefore, no adjustments were applied.

### Financing Terms (Cash Equivalency):

Each of the sales was all cash to the seller, involving either full payment in cash or conventional financing with a typical loan-to-value ratio at market terms, or equivalent to cash where the seller financing was at terms that made the transaction equivalent to cash. Therefore, no cash equivalency adjustments were applied.

### Conditions of Sale:

Research of the sales revealed no unusual conditions of sale that impacted the sales prices. Therefore, no adjustments were applied.

### Market Conditions (Date of Sale):

This element of comparison accounts for changes in the selling price of each comparable land sale between the date the comparable sold and the date of appraisal due to changes in market conditions. The resulting adjusted price is the estimated selling price for the comparable sale, had it occurred on the date of appraisal. Except for Sale 4, the other sales took place from March, 2016 through July, 2017. No time adjustments were deemed necessary for these sales. Sale 4 was adjusted up 10% as the market has improved in this neighborhood since this comparable sold..

## Other Elements of Value for Comparison Purposes

After each of the six land sales was analyzed for the preceding criteria, the following additional elements of comparison were shown and analyzed.

- Location
- Features (Size & Wetlands)
- Land Use Characteristics (Zoning Highest and Best Use, and Density)

All six of the sales were deemed to have superior locations. The subject is in a developing area but it will still be several years before this site is ready to be developed residentially as there are still a number of similar sites located closer to transportation and in more active growth areas. Sales 5 and 6 were located in developing and very active sections of Palmer Ranch and each sale was judged to have a significantly superior location and each was adjusted down 60%. Likewise Sale 3 is surrounded by existing and coming development and it too was considered 50% superior. Sales 1 and 4 are actively being developed and this is superior to the subject and each was adjusted down 40%. Sale 2 has frontage on Laurel and Border Roads and is adjacent to an active development and thus this land will be developed sooner than the subject so it was also adjusted down 40%.

The size and wetlands adjustments were made because these elements do affect sales price and value. The subject is assumed to have no significant wetlands as did comparable Sales 1, 2, 3, and 6 which were also similar enough in size that there was no effect on the price per acre. Sales 4 and 5 were larger in size which results in a lower price per acre so each was adjusted up 10%. Finally, Sales 2 and 4 had a lower overall density per acre which can influence the price per unit upward so each was adjusted down 10%. After these adjustments, the comparable sales indicate the following values:

Value per Acre      \$21,552 to \$114,552 (Eliminating the outliers \$41,731 to \$110,346)

Per Unit              \$22,320 to \$41,134 (Eliminating Palmer Ranch \$22,320 to \$27,424)

**Analysis of Asking Price:** As discussed under History on page 7, the subject property owner's asking prices are \$3,400,000 for the entire property, 41 acres (\$82,917 per acre), or \$31,000,000 for the rear 34.3 acres (\$90,379 per acre) according to Kathie Ebaugh. Assuming a density of 140 units the asking price for the entire property is \$24,286 per unit. Both of these units of comparison are well supported by the comparable sales. I also have knowledge of a highly confidential pending sale in this market that supports the subject's asking price.

### Final Reconciliation and Value Opinion

The two Palmer Ranch sales are clearly superior, even after adjustments, because the market for housing is very active with high demand. This growth is extending southward along Honore Avenue but it will still be several years before it reaches the area in which the subject is located. There is a higher correlation in the adjusted values per unit and in the values per acre. However, both units of comparison bracket and support the asking price. Thus my final opinion of total market value of the total subject property (41.1 acres) is \$3,400,000

**FINAL OPINION OF THE TOTAL FEE SIMPLE MARKET VALUE OF THE SUBJECT PROPERTY, AS IS, AS OF OCTOBER 18, 2017, WAS:**

**THREE MILLION FOUR HUNDRED THOUSAND DOLLARS  
(\$3,400,000)**

**ADDENDUM**

COMPARABLE LAND SALE 1

L00 17 4787

Location: Abandoned Sunrise Golf Club land east of  
Honore Avenue, Sarasota, FL

Legal Description: Lengthy Legal in Section 13, Township 37 South,  
Range 18 East, Sarasota County

Property ID#: 0096-13-0003 & 0096-02-0012

SALES INFORMATION

Date of Sale: March 2016

Recording: Instrument #2016 027355

Grantor: Sarasota GC Land 2014, LLC

Grantee: Sunrise Land Partners, LLLP

Sales Price: \$12,090,000

**Cash Equivalent Price: \$12,090,000**

**Cash Equivalent Unit Price: \$112,121 per Acre**

Property Rights Conveyed: Fee Simple

Conditions of Sale: Arm's-length

Cash Down Payment: \$12,090,000

Financing: None recorded, all cash

Verified With: Public records – Mattamy

Verified By: Hettema Saba Valuation Advisory Services

SITE CHARACTERISTICS

Land Size: 107.83 Acres

Shape/Dimensions: Irregular

Zoning: RSF-4/PUD (Residential Single-family/Planned Unit  
Development), Sarasota County

Land Use Designation: MEDR (Medium Density – Residential)

Utilities: Central water and sewer

Highest and Best Use: Residential Subdivision

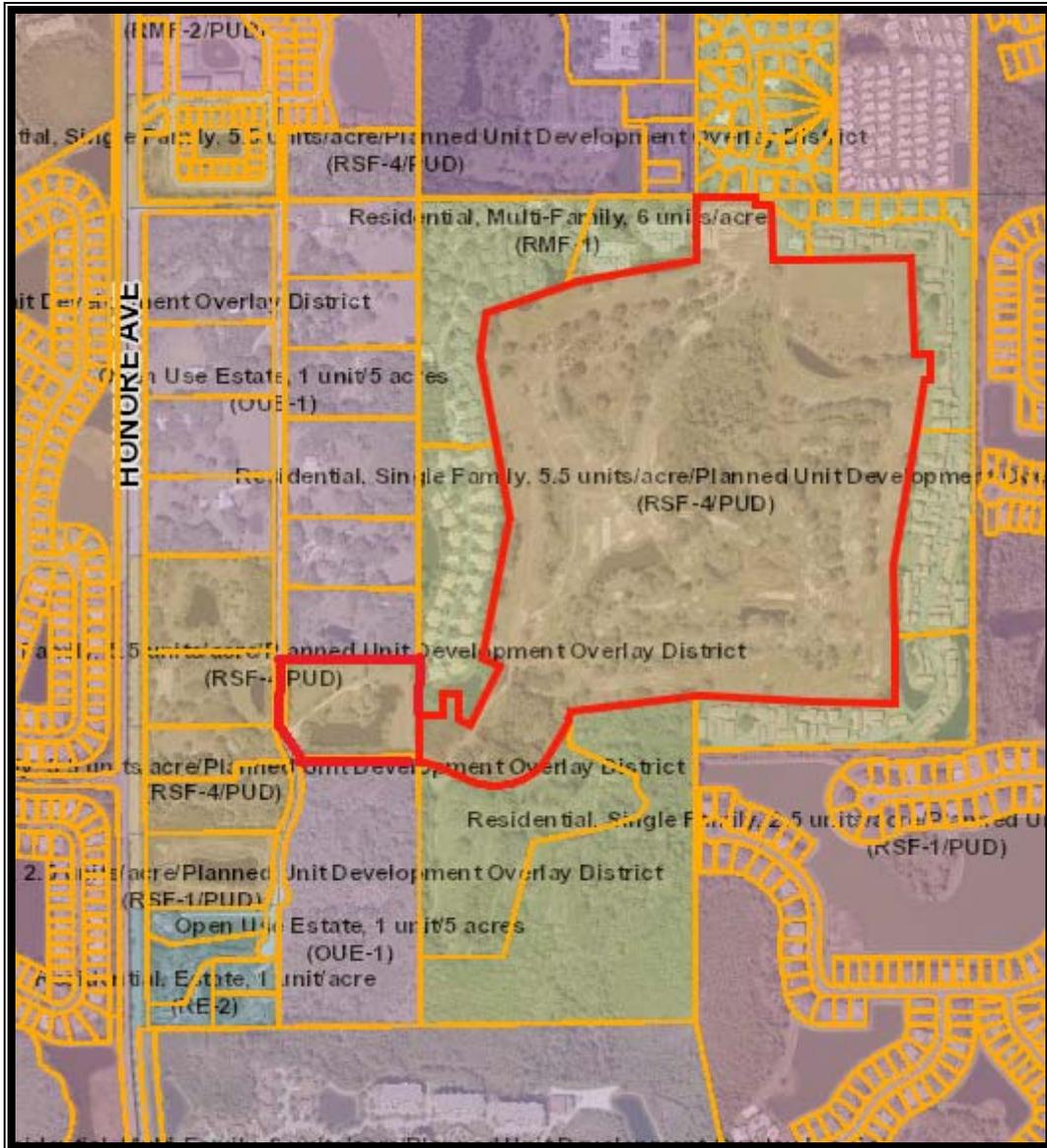
Proposed Use: Residential Subdivision

REMARKS

This parcel is the abandoned Sunrise Golf Club that has sat vacant and unused for many years. This parcel along with land fronting on Honore Road (L00 17 4788) that was also purchased at the same time will be combined to create a gated residential subdivision with up to 425 homes. The primary access will be from Honore Avenue. The rezoning petition stated the plan to place 325 units on this land resulting in a density of three units per acre and a price of \$37,200 per unit.

CASH EQUIVALENCY

This transaction was all cash to the seller, with the buyer paying the entire \$12,090,000 purchase price in cash. No cash equivalency adjustment is applied.



Land Sale 1

COMPARABLE LAND SALE 2

L00 17 4789

Location: North of Border Road and South of Laurel Road, east of Jacaranda Blvd., Venice, FL

Legal Description: Lengthy Legal in Section 35, Township 38 South, Range 19 East, Sarasota County

Property ID#: 0391-00-1020 & 0393-00-3000

SALES INFORMATION

Date of Sale: October 2017

Recording: Instrument #2017 124239

Grantor: SJMR, LLC, Sandra S. Hurt, Ind. And as Trustee of the Carlton J. Hurt Trust

Grantee: Pamlico Management, LLC

Sales Price: \$12,500,000

**Cash Equivalent Price: \$12,500,000**

**Cash Equivalent Unit Price: \$43,103 per Acre**

Property Rights Conveyed: Fee Simple

Conditions of Sale: Arm's-length

Cash Down Payment: \$12,500,000

Financing: None recorded, all cash

Verified With: Public records

Verified By: Hettema Saba Valuation Advisory Services

SITE CHARACTERISTICS

Land Size: 290 Acres

Shape/Dimensions: Rectangular

Zoning: OUE-1 (Open Use Estate), City of Venice

Land Use Designation: OUE

Utilities: N/A

Highest and Best Use: Future development

Proposed Use: 263 Single-family homes

REMARKS

The development plan focuses on environmental conservation, preserving 50% of its land in open space.

CASH EQUIVALENCY

This transaction was all cash to the seller, with the buyer paying the entire \$12,500,000 purchase price in cash. No cash equivalency adjustment is applied.



Land Sale 2

COMPARABLE LAND SALE 3

L00 17 4793

Location: 700 Cattlemen Road, south of Fruitville, west of  
Cattlemen, Sarasota, FL

Legal Description: Lengthy Legal in 25, Township 36 South, Range  
18 East, Sarasota County

Property ID#: 0047-15-0001 and 0048-01-0001

SALES INFORMATION

Date of Sale: July 2017

Recording: Instrument #2017 093508

Grantor: JW4 Capital, LLC

Grantee: D. R. Horton, Inc.

Sales Price: \$9,324,200

**Cash Equivalent Price: \$9,324,200**

**Cash Equivalent Unit Price: \$220,691 per Acre**

Property Rights Conveyed: Fee Simple

Conditions of Sale: Arm's-length

Cash Down Payment: \$9,324,200

Financing: None recorded, all cash

Verified With: Xceligent, Grantee, Public records

Verified By: Hettema Saba Valuation Advisory Services

SITE CHARACTERISTICS

Land Size: 42.25 Acres

Shape/Dimensions: Irregular

Zoning: I (Industrial District), Sarasota County

Land Use Designation: MEC (Major Employment Center)

Utilities: Central water and sewer

Highest and Best Use: Residential or industrial

Proposed Use: 170 SFR Subdivision

REMARKS

Although zoned for industrial uses, this land is adjacent to existing residential land uses and has been approved for 170 residential uses for a price of \$54,848 per unit. This subdivision has direct access to Cattlemen Road and is about one-half mile south of Fruitville Road.

CASH EQUIVALENCY

This transaction was all cash to the seller, with the buyer paying the entire \$9,324,200 purchase price in cash. No cash equivalency adjustment is applied.



Land Sale 3

COMPARABLE LAND SALE 4

L00 15 4274

Location: Bellacina by Casey Key, Southeast quadrant of North Tamiami Trail (U.S. Highway 41) and State Road 681, Nokomis, FL

Legal Description: Lengthy Legal in Sections 24 & 25, Township 36 South, Range 18E, Sarasota County

Property ID#: 0164-03-0001 & 0164-09-0006

SALES INFORMATION

Date of Sale: December 2014

Recording: Instrument #2014 151408

Grantor: Vott Partners LLC

Grantee: Taylor Morrison of Florida Inc.

Sales Price: \$11,476,000

**Cash Equivalent Price: \$11,476,000**

**Cash Equivalent Unit Price: \$70,757 per Acre**

Property Rights Conveyed: Fee Simple

Conditions of Sale: Arm's-length

Cash Down Payment: \$52,400

Financing: \$10,976,000, Seller financing

Verified With: Xceligent - Public Records

Verified By: Hettema Saba Valuation Advisory Services

SITE CHARACTERISTICS

Land Size: 162.19 Acres

Shape/Dimensions: Irregular

Zoning: RMF-2/PUD (Residential Multifamily/Planned Unit Development), Sarasota County

Land Use Designation: Medium Density Residential

Utilities: Central water and sewer

Highest and Best Use: Residential development

Proposed Use: Bellacina by Casey Key subdivision

REMARKS

This site is being developed with Bellacina by Casey Key that will consist of 300 homes, with future commercial area, that equates to 1.85 units per acre, \$38,253 per unit. The site is approved for up to 1,855 units.

CASH EQUIVALENCY

This transaction was a purchase money mortgage. The buyer paid \$524,000 in cash and the seller provided financing totaling \$10,976,000 at market terms. No cash equivalency adjustment is applied.



Land Sale 4

COMPARABLE LAND SALE 5

L00 16 4617

Location: West side of Honore Avenue, Palmer Ranch,  
Sarasota County, FL

Legal Description: Lengthy Legal in Section 1, Township 38, Range  
18, Sarasota County

Property ID#: Part of 0138-00-1010

SALES INFORMATION

Date of Sale: January 2015

Recording: Instrument #2016 134281

Grantor: McCann Holdings, Ltd

Grantee: Taylor Morrison of Florida Inc.

Sales Price: \$36,000,000

**Cash Equivalent Price: \$36,000,000**

**Cash Equivalent Unit Price: \$160,714 per gross acre**

Property Rights Conveyed: Fee Simple

Conditions of Sale: Arm's-length

Cash Down Payment: \$10,000,000

Financing: \$26,000,000, Seller financing

Verified With: Justin Powell, Grantor

Verified By: Hettema Saba Valuation Advisory Services

SITE CHARACTERISTICS

Land Size: 224 Gross acres/185 Net acres

Shape/Dimensions: Irregular

Zoning: RSF-1/PUD (Residential Single-family/Planned  
Unit Development), Sarasota County

Land Use Designation: MODR/Palmer Ranch DRI

Utilities: Central water and sewer

Highest and Best Use: Residential development

Proposed Use: Up to 500 residential lots

REMARKS

This land has an access to Honore Avenue, but is mostly located west of Honore. Its north boundary is adjacent to Legacy Estates, also a Taylor Morrison development. The sale date of January 2015 is the contract date. The closing was in October 2016.

CASH EQUIVALENCY

This transaction was a purchase money mortgage. The buyer paid \$10,000,000 in cash and the seller provided financing totaling \$26,000,000 at market terms. No cash equivalency adjustment is applied.



Land Sale 5

COMPARABLE LAND SALE 6

L00 17 4792

Location: Hammock Reserve, Phase 2, East side of Honore Avenue, Palmer Ranch, Sarasota, FL

Legal Description: Lengthy Legal in Section 6, Township 38 South, Range 19 East, Sarasota County

Property ID#: 0333-00-1650

SALES INFORMATION

Date of Sale: February 2017

Recording: Instrument #2017 013599

Grantor: McCann Holdings, Ltd.

Grantee: Divosta Homes, LP

Sales Price: \$15,631,000

**Cash Equivalent Price: \$15,631,000**

**Cash Equivalent Unit Price: \$286,387 per Acre**

Property Rights Conveyed: Fee Simple

Conditions of Sale: Arm's-length

Cash Down Payment: \$15,631,000

Financing: None recorded, all cash

Verified With: Justin Powell, Public records

Verified By: Hetteema Saba Valuation Advisory Services

SITE CHARACTERISTICS

Land Size: 54.58 Acres

Shape/Dimensions: Irregular

Zoning: RSF-1/PUD (Residential Single Family/Planned Unit Development), Sarasota County

Land Use Designation: MODR - Palmer Ranch DRI

Utilities: Central water and sewer

Highest and Best Use: Residential development

Proposed Use: Phase 2 of Hammock Reserve

REMARKS

This sale is Phase 2 of Hammock Reserve which will consist of 152 homes for a density of 2.78 per acre. Home and lot package prices are \$294,000 to \$465,000. There were little or no wetlands on this land.

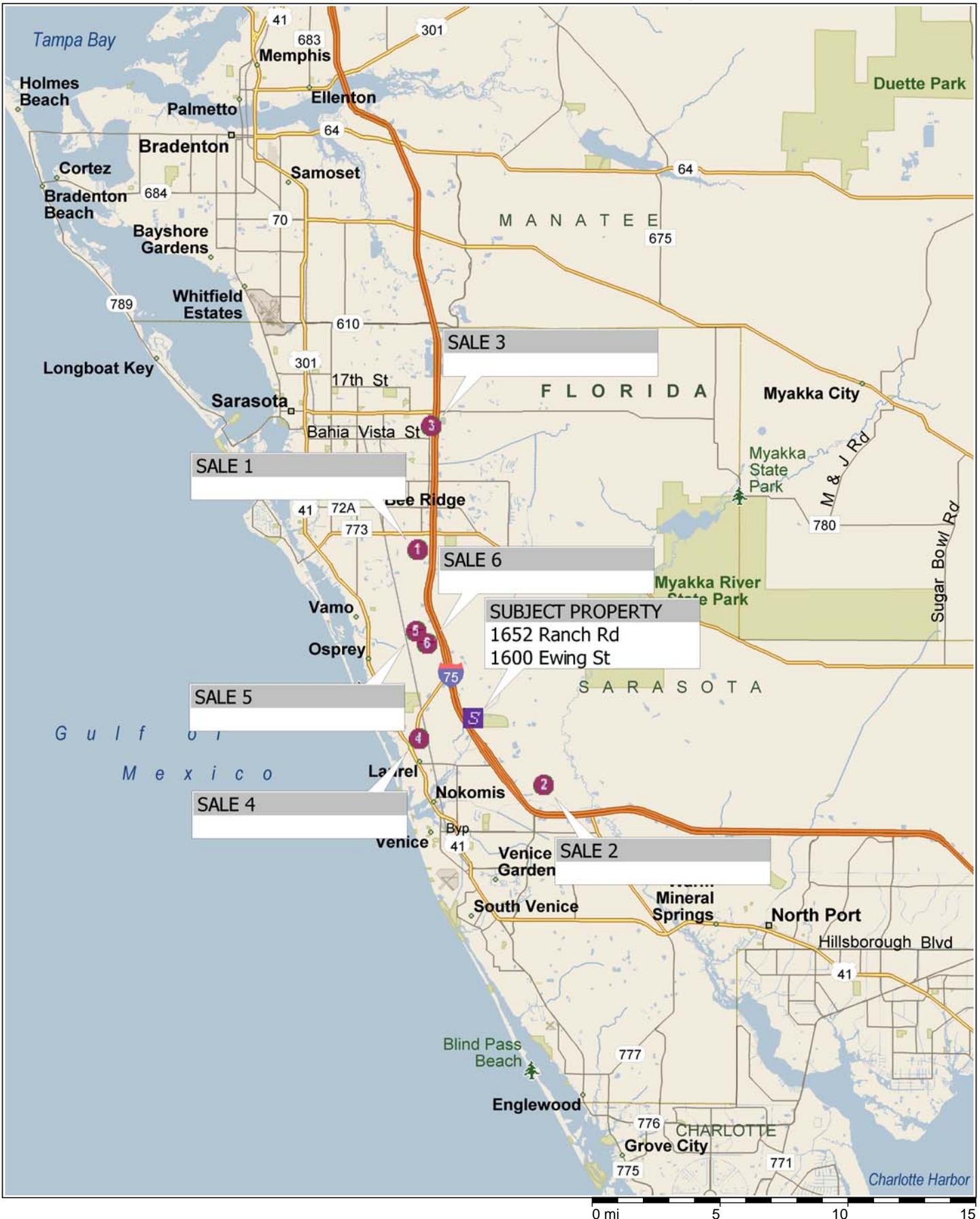
CASH EQUIVALENCY

This transaction was all cash to the seller, with the buyer paying the entire \$15,631,000 purchase price in cash. No cash equivalency adjustment is applied.



Land Sale 6

# Comparable Land Sales Location Map



## APPRAISER'S QUALIFICATIONS

Roger L. Hetteema – MAI, SRA  
State-Certified General Appraiser RZ45

Roger Hetteema is a director with Hetteema Saba Commercial Real Estate Valuation Advisory Services, 2307 Clark Road, Suite 203, Sarasota, Florida. He is a MAI, SRA designee of the Appraisal Institute, a licensed Real Estate Broker (Certificate #0039087), and a State-Certified General Real Estate Appraiser RZ45 by the Florida Real Estate Appraisal Board, and is currently certified in all. Hetteema has participated full-time in real estate appraisal and consultation since 1976. Employment prior to this time was concentrated in land development and construction and general real estate activities.

Email: [roger@hetteemasaba.com](mailto:roger@hetteemasaba.com)

### General Education Background

1971	University of South Florida, Bachelor of Arts, Major in Finance
1973	Real Estate Principles & Practices for Salesman, Edison Community College
1973	Florida Real Estate Salesman's License, FREC
1974	Real Estate Principles & Practices for Broker, Edison Community College
1974	Florida Real Estate Broker's License, FREC
1978	FNMA, Approved for Category 1, #1062558
1980	Designated Senior Residential Appraiser (SRA), SREA
1981	FNMA, Approved for Category 2, #1062558
1982	Designated Member of Appraisal Institute (MAI), AIREA
1990	State-Certified General Appraiser, State of Florida 45
1993	Associate Instructor Course 111, Appraisal Institute
1993	Certified Instructor, Course 310, Appraisal Institute

### Offices & Positions Held

1982-1983	-	Distinguished President - Gulf Coast Kiwanis Club
1985-1986		President - SREA, Chap. 212 - Now West Coast Chapter, Appraisal Institute (AI)
1984-1992	-	Team Captain, Admissions Committee, Greater Florida Chapter, AI
1986-1989	-	Director, Commercial Investment Division, Sarasota Board of REALTORS
1989-1990	-	Director, West Coast Investment Council
1990-1991	-	Special Master - Sarasota County Property Appraisal Adjustment Board
1993-1998	-	Region X Representative, West Coast Florida Chapter, AI
1994-1998	-	Director, West Coast Florida Chapter, AI
1994-2003	-	Special Master - Sarasota County Value Adjustment Board
1993-Present	-	Team Member, Admissions Committee, West Coast Florida Chapter, AI
1995-1998	-	Member, Florida Bar Grievance Committee 12A

### Typical Appraisal Assignments

Retail & Professional Properties  
Shopping Centers  
Restaurants  
Multiple Family Residential Properties  
Motels, Hotels, Marinas, Golf Courses  
Light & Heavy Industrial Properties  
Land (All classifications)  
Eminent Domain Cases  
Litigation Involving Real Estate Issues

### Typical Evaluation Assignments

Leased Fee/Leasehold Analyses  
Income & Cash Flow Analyses  
Feasibility & Consultation Studies  
Buy/Sell Consultations  
REO Analyses & Consultations

Qualifications of Roger L. Hettema, MAI (Continued)

Litigation Experience

Extensive trial and mediation experience since 1982. Practice includes valuation, pre-trial analyses, depositions, preparation of trial exhibits, and expert testimony. Participation in cases involving litigation ranges from 20 to 35 assignments per year. Actual trial appearances vary with use of mediation and settlement but participation in these activities such as deposition, settlement talks, mediations, and/or trial testimony ranges from 10 to 15 times per year.

Qualified Expert Witness in County Courts, Circuit Courts, and U.S. Bankruptcy Courts  
Completed the Appraisal Institute’s Litigation Professional Development Program in 2012

Seminars & Courses Attended in Last Five Years

2010	Litigation Appraising, Specialized Topics, Appraisal Institute	16 Hours
	The Appraiser as Expert Witness, Appraisal Institute	16 Hours
2012	National USPAP Update, Appraisal Institute	7 Hours
	Florida Law Update, Appraisal Institute	3 Hours
	Commercial Appraisal Productivity, Appraisal Institute	4 Hours
	Condemnation Appraising, Principles & Applications, Appraisal Institute	27.5Hours
2013	Litigation – Complex Case Studies. Appraisal Institute	7 Hours
	Lessons from the Old and New Economy, Appraisal Institute	3 Hours
2014	Florida Law, Appraisal Institute	3 Hours
	National USPAP Update, Appraisal Institute	7 Hours
	Residential Applications Part 2, Appraisal Institute	7 Hours
	Florida Broker Recertification Course	14 Hours
	Trial Components: Recipe for Success or Disaster	3 Hours
2015	Supervisory Appraiser/Trainee Appraiser, Appraisal Institute	5 Hours
	Business Practices and Ethics, Appraisal Institute	4 Hours

**Evidence of State Licensure**

RICK SCOTT, GOVERNOR

KEN LAWSON, SECRETARY

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

LICENSE NUMBER: RZ45

The CERTIFIED GENERAL APPRAISER  
Named below IS CERTIFIED  
Under the provisions of Chapter 475 FS.  
Expiration date: NOV 30, 2018

HETTEMA, ROGER L  
3307 Clark Road, #203  
Sarasota, FL 34231



ISSUED: 11/13/2016      DISPLAY AS REQUIRED BY LAW      SEQ # L1611130002207