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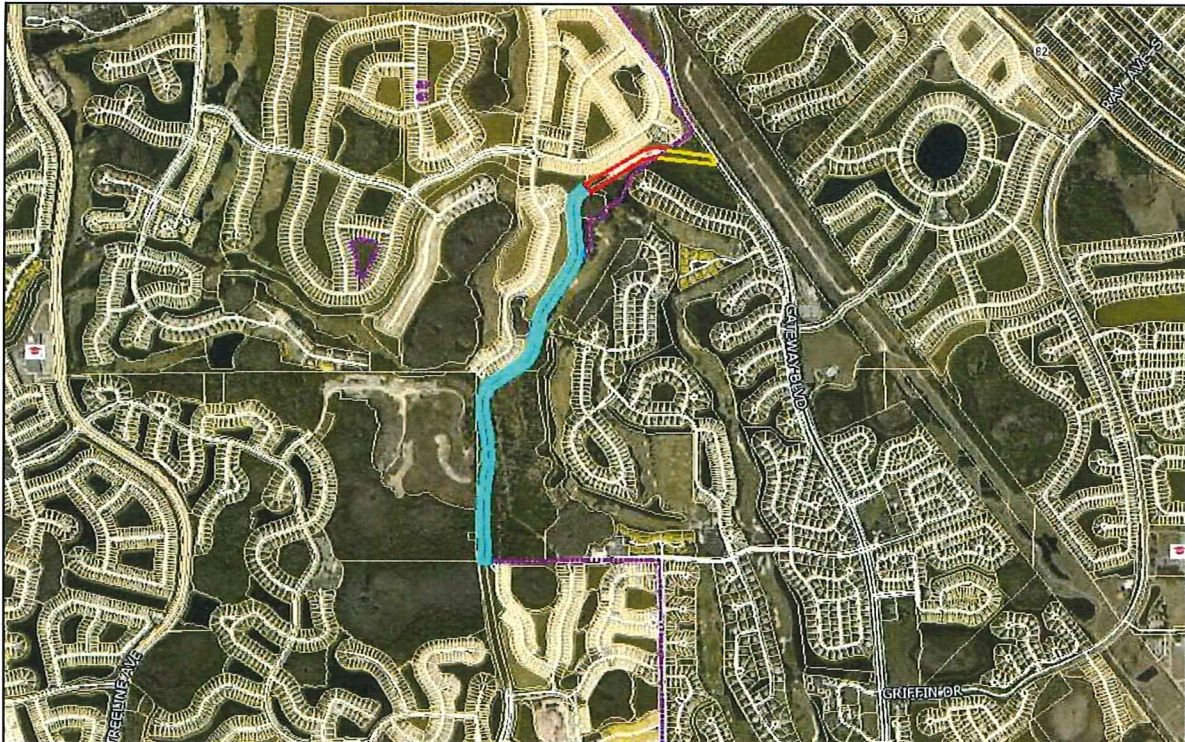
Appraisal Report

Proposed Road Donations (Plantation Gardens Extension)
Pelican Preserve/Gateway
Fort Myers, Lee County, Florida

Date of Valuation: 28 November 2017

Date of Report: 11 December 2017

File Name: 17116102 – Lennar/WCI – Pelican Preserve



Prepared For

WCI/Lennar

10481 Six Mile Cypress Parkway

Fort Myers, Florida 33966

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MAXWELL HENDRY SIMMONS
real estate appraisers & consultants

11 December 2017

WCI/Lennar
10481 Six Mile Cypress Parkway
Fort Myers, Florida 33966

Attention: Mr. Barry Ernst, AICP, Director of Planning and Permitting

Re: Appraisal of three parcels located in Pistoia at Pelican Preserve, Prato at Pelican Preserve, and an unplatted parcel on Gateway Boulevard for road donations to the City of Fort Myers

Dear Mr. Ernst:

As you requested, an appraisal has been made of the above property, which is described in the attached report. This letter is an integral part of, and inseparable from, this report.

The purpose of the appraisal is to arrive at an opinion of market value of the subject property in its "as is" condition. The subject of this appraisal is a proposed road extension consisting of three tracts extending from Gateway Boulevard westerly, southwesterly, and south connecting to the northwest corner of Arborwood in Pelican Preserve. These tracts have been voluntarily set aside by the developer in anticipation of future development. These tracts, as we understand this, were not required to be set aside for road purposes. Our client is now donating these tracts for the extension of Plantation Gardens Extension. This roadway will connect from Gateway Boulevard to Arborwood. The interest being appraised is the undivided fee simple interest in the land as if otherwise free and clear of all liens, mortgages, encumbrances, and/or encroachments. The total tract size to be donated is 17.33 acres. The three donation tracts are attached to larger parent tracts. We are identifying these parcels as Parcels 1, 2, and 3. Parcel 1 is a 13.15 acre donation tract from a larger parent tract of 64.9 acres as a part of the Pistoia at Pelican Preserve. Parcel 2 is a 3.03 acre donation from a larger 116.2 acre tract known as Prato at Pelican Preserve. Parcel 3 is an unplatted tract lying in the unincorporated area of Lee County. Parcels 1 and 2 are within the incorporated areas of the City of Fort Myers. The intended use of this appraisal report is understood to be for use as a basis of value for donation purposes in connection with impact fee credits. The intended user of this report is Lennar/WCI and/or its affiliates.

The subject property was inspected on 28 November 2017 by W. Michael Maxwell, MAI, SRA. This appraisal report is intended to conform to the Uniform Standards of Professional Appraisal Practice & the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute. This appraisal is made subject to the Assumptions and Conditions contained in the body of this report.

Based upon our analysis of the data contained in the attached appraisal report, it is our opinion that the market value of the subject property, as of 28 November 2017, is

TWO MILLION SIX HUNDRED TWENTY SEVEN THOUSAND FIVE HUNDRED DOLLARS - \$2,627,500*

**Allocated \$1,972,000 for Parcel 1; \$454,500 for Parcel 2; and \$201,000 for Parcel 3.*

Respectfully submitted,

W. Michael Maxwell, MAI, SRA
State-Certified General Real Estate Appraiser
RZ 55

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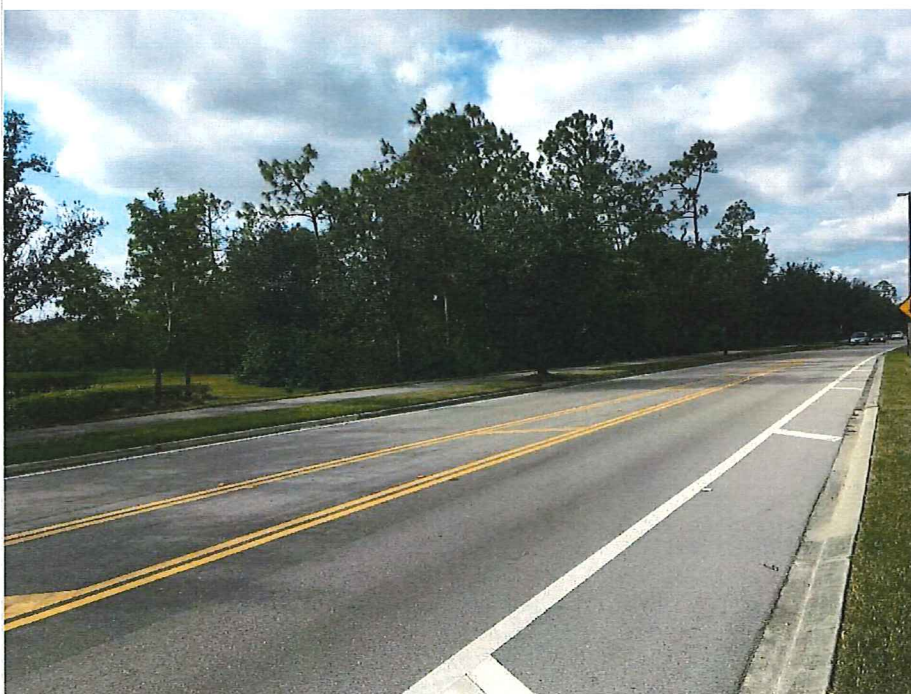


SEC. I: INTRODUCTION

OWNER OF RECORD:	WCI Communities, LLC
ADDRESS:	No designated street address. The subject property is an elongated and irregularly shaped tract extending from Gateway Boulevard south and southwesterly through Gateway and along the southeast side of Pelican Preserve.
TAX ID:	Parcel 1: 01-45-25-P3-45FD1.0000 Parcel 2: 01-45-25-P2-44FD1.0000 Parcel 3: 06-45-26-00-00001.1000
LEGAL DESCRIPTION:	Lengthy. Please see Property Description section.
SITE AREA:	Parcel 1: 13.15 acres Parcel 2: 3.03 acres Parcel 3: 1.15 acres
IMPROVEMENTS:	None
ZONING / FUTURE LAND USE:	Parcel 1: SDA / Special Community Parcel 2: SDA / Special Community Parcel 3: PUD / New Community
HIGHEST & BEST USE:	Residential development as part of larger adjacent parent tracts.
EFFECTIVE DATE OF THE APPRAISAL:	28 November 2017
DATE OF THE REPORT:	11 December 2017
INTENDED USER:	This appraisal is made for the exclusive use of our client, Lennar/WCI and/or affiliates, and its use by others is strictly prohibited.
INTENDED USE:	The intended use of this assignment is for establishment of market values for impact fee credits as a result of donations.
VALUE INDICATIONS:	
PARCEL 1:	\$1,972,000
PARCEL 2:	\$ 454,500
PARCEL 3:	\$ 201,000
FINAL OPINION:	\$2,627,500



N'LY VIEW ALONG PARCEL 1



NW'LY VIEW OF PARCEL 3 AND ALONG GATEWAY BOULEVARD



SEC. II: SCOPE OF WORK

According to the Uniform Standards of Professional Appraisal Practice (USPAP), 2016/17 Ed., the Scope of Work includes, but is not limited to:

- the extent to which the property is identified;
- the extent to which tangible property is inspected;
- the type and extent of data research; and
- the type and extent of analysis applied to arrive at opinions or conclusions.

EXTENT OF PROPERTY IDENTIFICATION

For this analysis, the subject property was identified via a legal description and research of public records via the internet. For this appraisal, reliance was placed primarily on information provided by the local public records, as well as information provided by our client.

EXTENT OF INSPECTION

For the purposes of this appraisal, W. Michael Maxwell, MAI, SRA conducted an inspection of the subject property on 28 November 2017.

TYPE AND EXTENT OF DATA RESEARCH

Data research is regularly conducted using the following sources:

- Public Records
- Local REALTOR® Association Multiple Listing Services (MLS)/Loopnet/CCIM
- Marshal Valuation Service/Marshall & Swift Cost Tables/Books
- CoStar comparables service
- Information from contractors, brokers, and agents in the area

The primary emphasis of the data research concentrated on the subject's market area. Census data, as well as municipal and governmental websites were utilized in gathering the information analyzed. The time period researched for any sales data encompasses the last few years up until the date of the most current data available. All comparable data is verified with the buyer, seller, or a property representative, unless otherwise indicated. In the analysis, the selling price, financing, motivation to purchase/sell, and, if applicable, any lease or income/expense information was verified, as of the time of sale.

TYPE AND EXTENT OF ANALYSIS

Purpose of the Appraisal

The purpose of this appraisal is to formulate an opinion of the "as is," fee simple market value of the subject property as if free and clear of all liens, mortgages, encumbrances, and/or encroachments.



Condition Appraised

In this analysis, we are estimating the “as is” market value, as defined by the Appraisal Institute in the *Dictionary of Real Estate Appraisal* as:

The estimate of market value of real property in its current physical condition, use, and zoning as of the appraisal date.

Real Property Interest Appraised

There are primarily two forms of interest to consider when developing an opinion of value of real property. These are defined by The Appraisal Institute in The Dictionary of Real Estate Appraisal, 6th Ed., as follows:

Fee simple interest (estate) is:

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.

Leased fee interest is:

The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversionary right when the lease expires.

The interest being appraised in this assignment is the undivided fee simple interest in the subject property. The subject property is vacant and unimproved. The subject property is comprised of three STRAP Numbers which were voluntarily set aside by the developer for the extension of Plantation Gardens Extension. This future roadway is not yet built. The subject property will be appraised as part of the larger adjacent parent tracts to which each parcel is attached.

Value Appraised

The opinion of value developed and reported is the market value of the subject property. Market value, as defined by the agencies that regulate financial institutions in the United States and published by 12 CFR Ch. V Part 564.2 (g) *Office of Thrift Supervision, Department of the Treasury*, is:

The most probable price that a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and 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 acting in what they consider their own best interests.
- c. A reasonable time is allowed for exposure in the open market.
- d. Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- e. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

As noted above, we are appraising the subject parcels as a part of the larger adjacent parent tracts to which each parcel is attached. Parcel 1 is part of the larger Pistoia at Pelican Preserve development which consists of approximately 64.9 acres. Parcel 2 is part of the Prato at Pelican Preserve which has an estimated tract size of



116.28 acres. Parcel 3 is outside of the City limits of Fort Myers and is not part of a development, per se. Parcel 3 is located in the Gateway area.

Approaches to Value

There are three approaches to the valuation of real property: Cost, Sales Comparison, and Income. Not all approaches are applicable to every appraisal question. In this appraisal, the Sales Comparison Approach to Value will be used as the subject property is vacant land.

Report Type

This appraisal is presented in Appraisal Report format.

ASSUMPTIONS

An Assumption is defined by the Uniform Standards of Appraisal Practice (USPAP), 2016/17 Ed., as

"that which is taken to be true."

Please see Addenda for further details regarding the assumptions utilized in this appraisal.

EXTRAORDINARY ASSUMPTIONS

Extraordinary Assumption is defined by the Uniform Standards of Appraisal Practice (USPAP), 2016/17 Ed., as

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

Per USPAP standards, please note that the use of extraordinary assumptions might have affected the assignment results. It is strongly recommended that the reader thoroughly read the entirety of these assumptions, as they outline the limitations under which this appraisal is developed.

- The subject of this appraisal consists of a contiguous parcel identified under three STRAP numbers under the same ownership (WCI Communities, LLC). These parcels were set aside voluntarily by the developer for the extension of a roadway from Gateway Boulevard to near Arborwood. However, the developer was not required to do so and now is anticipating donating these parcels for impact fee credits. We are appraising each of these parcels as being attached to their adjacent, larger parent tracts as previously identified. The sizes have been provided via survey and/or owner representations.

HYPOTHETICAL CONDITIONS

Hypothetical Condition is defined by the Uniform Standards of Appraisal Practice (USPAP), 2016/17 Ed., as

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

Per USPAP standards, please note that the use of hypothetical conditions might have affected the assignment results. It is strongly recommended that the reader thoroughly read the entirety of these assumptions, as they outline the limitations under which this appraisal is developed.

None applicable.



SEC. III: MARKET AREA ANALYSIS

SOUTHWEST FLORIDA / LEE COUNTY DATA

Lee County, named for Robert E. Lee, was created from Monroe County in 1887, and included the present-day Collier, Hendry, and Lee Counties. Lee County was split into the three (3) current counties in 1923. The present-day Lee County encompasses 1,212 square miles, with a variety of natural inland, coastal, and barrier island habitats and a year-round population of 618,754 as of the 2010 census. The county's western boundary is the Gulf of Mexico. The county contains a total of 803 square miles of land area and 200 ± square miles of inland water area. The county is ranked thirteenth in area in the state. The westerly flowing Caloosahatchee River bisects the county and is part of the cross-state Intracoastal Waterway. There are several incorporated municipalities in Lee County as follows:

City of Fort Myers: Incorporated in 1886. 48.31 Square Miles. 2010 Population: 62,298.

The oldest permanent settlement in Lee County, this was the site of Fort Myers, one of many military outposts utilized during the 2nd and 3rd Seminole Wars and the Civil War. As the county seat, the City is home to the majority of professional businesses in Lee County. The City has expanded their municipal boundaries considerably over the last decade through the use of annexation in an effort to diversify their tax base.

City of Cape Coral: Incorporated in 1970. 114.0 Square Miles. 2010 Population: 154,305.

Originally developed in 1957 by Leonard and Jack Rosen, owners of the Gulf American Land Corporation, Cape Coral is now the largest municipality, by population, in Lee County and is the second largest in land area in the State of Florida. As a pre-platted, traditionally designed subdivision, Cape Coral has an extreme degree of uniformity. The City is home to a large percentage of Lee County's workforce population.

City of Sanibel: Incorporated in 1974. 17.5 Square Miles. 2010 Population: 6,496.

Encompassing the geographical boundaries of Sanibel Island, the City was incorporated in response to State recommendations to develop high-density residential uses along the beaches and a high-traffic coastline causeway, among other issues. Nearly ½ of the island is set aside as natural preserve.

Town of Fort Myers Beach: Incorporated in 1995. 6.2 Square Miles. 2010 Population: 6,277.

Encompassing the geographical boundaries of Estero Island, the Town was incorporated in response to citizen desire for greater control over land development codes, among other issues.

City of Bonita Springs: Incorporated 1999. 33.0 Square Miles. 2010 Population: 43,914.

The City was incorporated in response to citizen desire for greater control over land development codes, among other issues. The City includes a portion of mainland Lee County and the adjacent islands. The City is home to the Naples/Fort Myers Greyhound Track, Shangri-La Hotel, Everglades Wonder Gardens, and the redeveloping Downtown Bonita Springs.

Village of Estero: Incorporated 2015.

Located immediately adjacent to the northern boundary of Bonita Springs, the Village was incorporated in response to citizen desire for greater control over local planning and facility decisions. The Village is home to Koreshan State Park, as well as Germain Arena, Miromar Outlet, Coconut Point Mall, and Hertz World Headquarters.

There are many other unincorporated, yet distinct, communities in Lee County, both rural and suburban in nature. These include Alva, Bayshore, Boca Grande, Captiva, Corkscrew, Buckingham, Iona, Lehigh Acres, North Fort Myers, Pine Island, and San Carlos Park.



There are four basic factors that influence value according to *The Appraisal of Real Estate*, Fourteenth Edition. These factors include:

- I. Social Forces
- II. Economic Forces
- III. Governmental Forces
- IV. Environmental Forces

Each of the forces interacts, resulting in increases, decreases, or stabilization of property values. As a result, these forces also serve to directly affect the demand for real property in a particular area. The four forces that affect values are described as follows:

I. Social Forces

Population fluctuation has a significant impact on property values. The chart below demonstrates the change in population between the two most recent decennial Censuses.

	2016	2010	2000	CHANGE
COUNTY POPULATION	722,336 (Est. as of 1 July)	618,754	440,888	+52.83%

II. Economic Forces

Economic considerations involve the financial capacity of the inhabitants of a region to rent or own property and properly maintain it. These economic forces may include income levels, unemployment rates, the economic base of a region and the strength of development and construction.

	2017	2016	2015	2014
UNEMPLOYMENT RATE ¹	4.1% (August)	4.6% (Annual)	5.0% (Annual)	6.0% (Annual)
AVERAGE WEEKLY WAGE ¹	\$832 (1Q)	\$844 (4Q)	\$842 (4Q)	\$803 (4Q)
SINGLE-FAMILY MEDIAN PRICE ²	\$255,000 (September)	\$227,400 (Annual)	\$210,000 (Annual)	\$189,000 (Annual)
RETAIL VACANCY RATE ³	4.8% (3Q)	5.6% (4Q)	6.2% (4Q)	6.9% (4Q)
OFFICE VACANCY RATE ³	6.5% (3Q)	8.6% (4Q)	10.7% (4Q)	12.3% (4Q)
INDUSTRIAL VACANCY RATE ³	2.1% (3Q)	3.4% (4Q)	5.8% (4Q)	6.2% (4Q)

1. <http://www.bls.gov/>

2. <http://www.floridarealtors.org/ResearchAndStatistics/Florida-Market-Reports/Index.cfm>

3. CoStar



III. Governmental Forces

The county government consists of a five-member board of county commissioners, elected to four-year terms within at-large districts. A non-elected county manager heads the government staff. Other elected officials in the county are sheriff, tax collector, supervisor of elections, clerk of the circuit court, and property appraiser. In addition, there are numerous special districts with independently elected boards, with the services provided ranging from fire protection to water & sewer service.

Services

The cities of Fort Myers, Cape Coral, and Sanibel each have their own police and fire protection. The Town of Fort Myers Beach has its own fire protection, but no police protection. Police protection for Fort Myers Beach is provided by the Lee County Sheriff's Department. The balance of the county is patrolled by the Florida State Highway Patrol and the Lee County Sheriff's Department. The police system is adequate. Lee County has experienced a decrease in the crime rate in recent years. Fire protection is also adequate as substations are situated in all portions of the county and is provided by independent special districts outside of the incorporated cities.

Utilities

CenturyLink is the primary telephone service provider for Southwest Florida. CenturyLink has a fiber optic backbone that has the ability to connect all of its central offices and maintain high network availability. Embarq and Telcove/Level 3 Communications are the local exchange carriers. These carriers have multiple survivable shared SONET rings. The rings are 100% fiber optic, backed up by fully redundant electronics and power sources, with mini rings inside and outside the major SONET ring.

The City of Fort Myers and some sections of Lee County receive their electricity from Florida Power and Light Company. The balance of Lee County receives its power from the Lee County Electric Cooperative. Gas is available from any one of a number of manufactured bottled gas dealers in the county. Natural gas is now available in many parts of Lee County provided by TECO. In early 2000, a new pipeline to the area extended service from the Tampa Bay region.

There is an adequate supply of potable water for business or private use either from the City of Fort Myers, the City of Cape Coral, the City of Bonita Springs, Florida Governmental Utility Authority, or from Lee County's water utility system. Areas of Lee County not covered by municipalities are serviced by Lee County Utilities and the Greater Pine Island Water Association. Sewer service is provided either by Lee County Utilities, Florida Governmental Utility Authority, or the city municipality.

Medical Services

Lee County has six general and two specialized hospitals, 16 nursing homes, 44 assisted living facilities, a veteran's clinic and several walk-in emergency facilities. Ambulance service in Lee County is operated as a department of the Lee County Emergency Service or is contracted with the independent fire districts.

Communications

The *Fort Myers News-Press*, the area's largest newspaper, is published daily. The *Daily Breeze* from Cape Coral is also published daily except Sunday. Several weekly newspapers serve different locations throughout Lee County, along with 41 radio stations and 8 local television stations.



Educational System

The county has a fully developed K4 through 12, public school system. There are also several private and parochial schools in the county. Florida Southwestern State College has a campus in Fort Myers, while Florida Gulf Coast University is located in south Lee County. In addition, there are also several private universities which service the area.

Transportation

There are four major north/south traffic arteries through Lee County and Fort Myers, which include U.S. 41, McGregor Boulevard, Interstate 75, and Summerlin Road. The major east/west arteries include State Road 78, Colonial Boulevard, College Parkway, Daniels Parkway, Allico Road, Estero Parkway, and Corkscrew Road.

The area is also served by two airports. Page Field, located within the city limits of Fort Myers, provides two runways for private aircraft and the terminal was recently upgraded. The Southwest Florida International Airport is located east of Interstate 75 along Treeline Avenue. The Southwest Florida International Airport underwent an expansion in September 2005, which included a 28-gate, two story terminal, as well as three concourses, a three story parking garage/rental car facility, and a new taxiway.

Land Use Control

The Lee County Local Planning Agency adopted a Comprehensive Land Use Plan in early 1984. This plan designates areas in Lee County for growth, new development, and environmental protection. This Comprehensive Plan helps to guide Lee County in its future growth and has been updated semi-annually to the present time. The Division of Community Development enforces all zoning regulations for the unincorporated areas of Lee County.

IV. Environmental Forces

The county has a sub-tropical climate. The average temperature is 74.4 degrees with a monthly mean high of 91.6 in the summer months and an average winter mean of 64.1 degrees. Temperature extremes are infrequent with only a rare freeze and few readings above the mid-90's. Rainfall averages approximately 52 inches annually with the heaviest rains during the summer months.

CONCLUSION / LIFE CYCLE STAGE

The subject market area is in the Growth stage of its life cycle. This market area experienced tremendous development from 2003-2005 and then an equally significant decline in property values from 2006-2011. All of the preceding factors contribute to the economy of Lee County. Although the rate of population increases has slowed since 2008 due to the overall slowdown in the national economy, historical trends demonstrate that the Lee County area is a desirable destination for in-migration. This is supported by a return to a net increase in in-migration exhibited during 2010 - 2013. The University of Florida's Bureau of Economic and Business Research, projects that as many as 150,000 new residents could potentially come to Lee County over the next ten years. Furthermore, according to this University of Florida study, the population of Lee County could be nearing one million by 2035, an increase of more than 400,000 over the next two decades. Even with the well documented housing, foreclosure and unemployment problems which plagued the region during the downturn, Lee County continued to rank among the top five counties in Florida for population growth. In addition, the overall attractiveness of the Southwest Florida weather and lifestyle indicate that demand characteristics for both housing and support facilities should be positive for the long term.



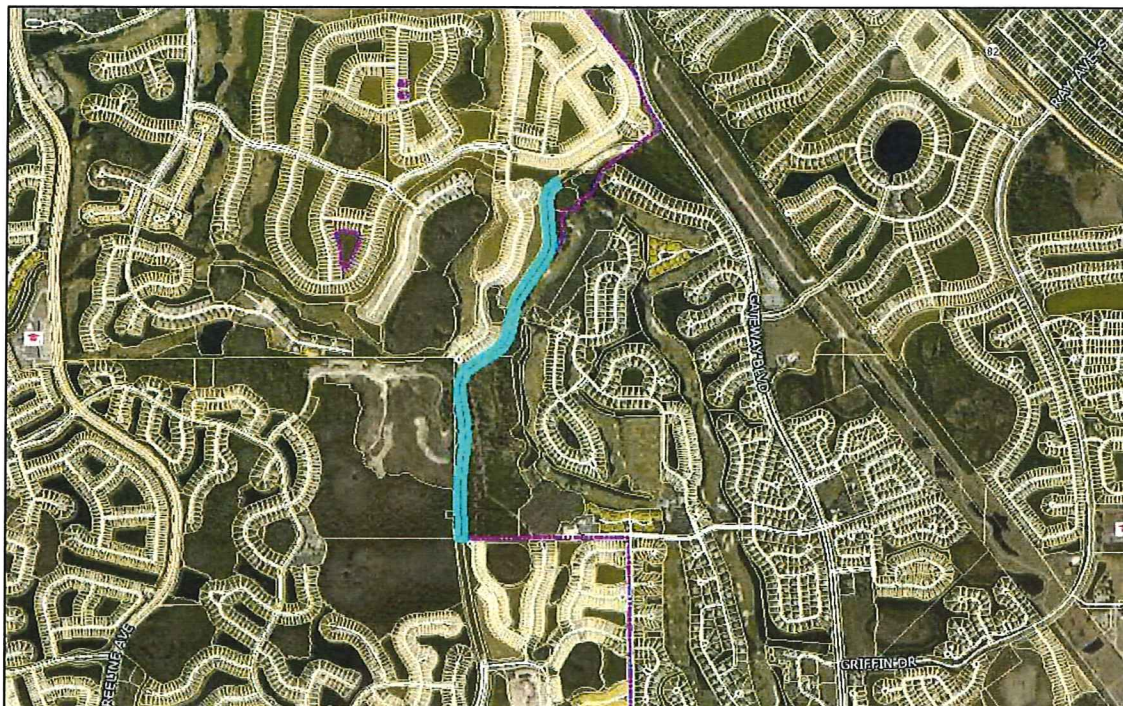
SEC. IV: PROPERTY DESCRIPTION

AERIAL MAPS

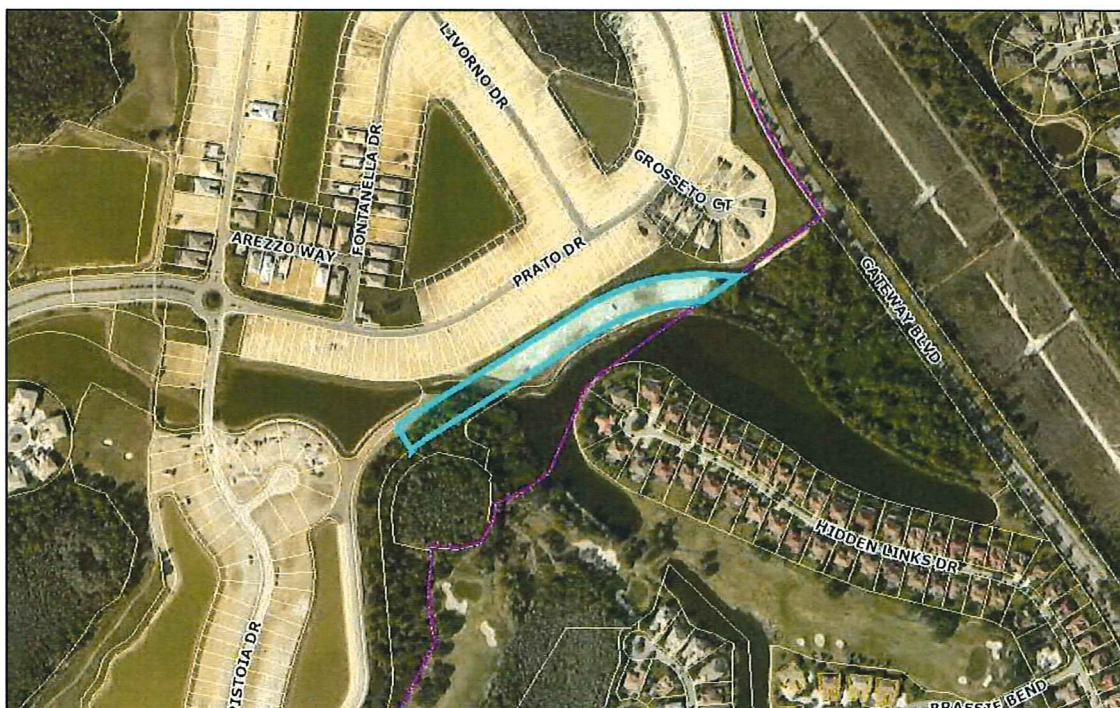




Parcel 1



Parcel 2



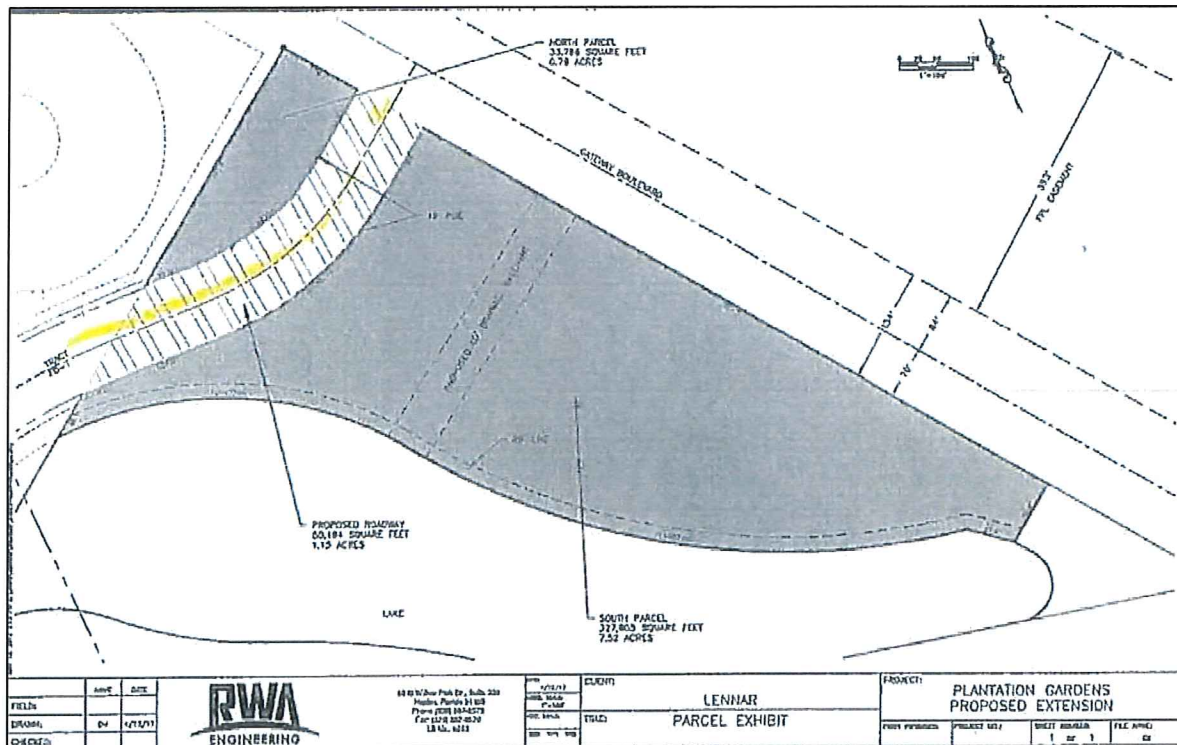


Parcel 3





Parcel 3





LEGAL DESCRIPTIONS

Parcels 1 and 2

LEGAL DESCRIPTION
PARCELS 1 & 2
PLANTATION GARDENS EXTENSION

PARCEL 1

TRACT FD-1, PRATO AT PELICAN PRESERVE, AS RECORDED IN INSTRUMENT NUMBER 2016000082191, PUBLIC RECORDS OF LEE COUNTY, FLORIDA;

CONTAINING 131,890 SQUARE FEET, OR 3.03 ACRES, MORE OR LESS.

PARCEL 2

TRACT FD-1, PISTOIA AT PELICAN PRESERVE, AS RECORDED IN INSTRUMENT NUMBER 2016000169185, PUBLIC RECORDS OF LEE COUNTY, FLORIDA;

CONTAINING 572,669 SQUARE FEET, OR 13.15 ACRES, MORE OR LESS.

Parcel 3

LEGAL DESCRIPTION
PARCEL 3
PLANTATION GARDENS EXTENSION

A PARCEL OF LAND SITUATED IN SECTION 6, TOWNSHIP 45 SOUTH, RANGE 26 EAST, LEE COUNTY, FLORIDA BEING MORE PARTICULARLY BOUNDED AND DESCRIBED AS FOLLOWS;

BEGINNING AT THE NORTHEAST CORNER OF TRACT FD-1, PRATO AT PELICAN PRESERVE, AS RECORDED IN INSTRUMENT NUMBER 2016000082191, PUBLIC RECORDS OF LEE COUNTY, FLORIDA;

THENCE S.87°07'38"E., FOR 71.21 FEET TO A POINT OF CURVATURE;
THENCE EASTERLY 233.67 FEET ALONG THE ARC OF A TANGENTIAL CURVE TO THE LEFT HAVING A RADIUS OF 350.00 FEET THROUGH A CENTRAL ANGLE OF 38°15'09" AND BEING SUBTENDED BY A CHORD WHICH BEARS N.73°44'47"E. FOR 229.36 FEET;
THENCE N.54°37'13"E., FOR 99.82 FEET TO A POINT ON THE WESTERLY LINE OF GATEWAY BOULEVARD (120 FOOT ACCESS AND UTILITY EASEMENT) AS RECORDED IN INSTRUMENT NUMBER 2010000058339, OF SAID PUBLIC RECORDS;
THENCE ALONG THE WESTERLY LINE OF SAID GATEWAY BOULEVARD, S.35°22'47"E., FOR 100.00 FEET;
THENCE S.54°37'13"W., FOR 99.82 FEET TO A POINT OF CURVATURE;
THENCE WESTERLY 300.43 FEET ALONG THE ARC OF A TANGENTIAL CURVE TO THE RIGHT HAVING A RADIUS OF 450.00 FEET THROUGH A CENTRAL ANGLE OF 38°15'09" AND BEING SUBTENDED BY A CHORD WHICH BEARS S.73°44'47"W. FOR 294.89 FEET;
THENCE N.87°07'38"W., FOR 159.03 FEET TO A POINT OF CURVATURE;
THENCE WESTERLY 40.41 FEET ALONG THE ARC OF A TANGENTIAL CURVE TO THE LEFT HAVING A RADIUS OF 750.00 FEET THROUGH A CENTRAL ANGLE OF 03°05'14" AND BEING SUBTENDED BY A CHORD WHICH BEARS N.88°40'15"W. FOR 40.41 FEET TO THE SOUTHEAST CORNER OF SAID TRACT FD-1;
THENCE ALONG THE EAST LINE OF SAID TRACT FD-1, N.54°37'13"E., FOR 163.28 FEET TO THE POINT OF BEGINNING OF THE PARCEL DESCRIBED HEREIN;

CONTAINING 50,164 SQUARE FEET OR 1.15 ACRES, MORE OR LESS.

BEARINGS ARE BASED ON THE EAST LINE OF TRACT FD-1, PRATO AT PELICAN PRESERVE AS HAVING AN ASSUMED BEARING OF N.54°37'13"E.



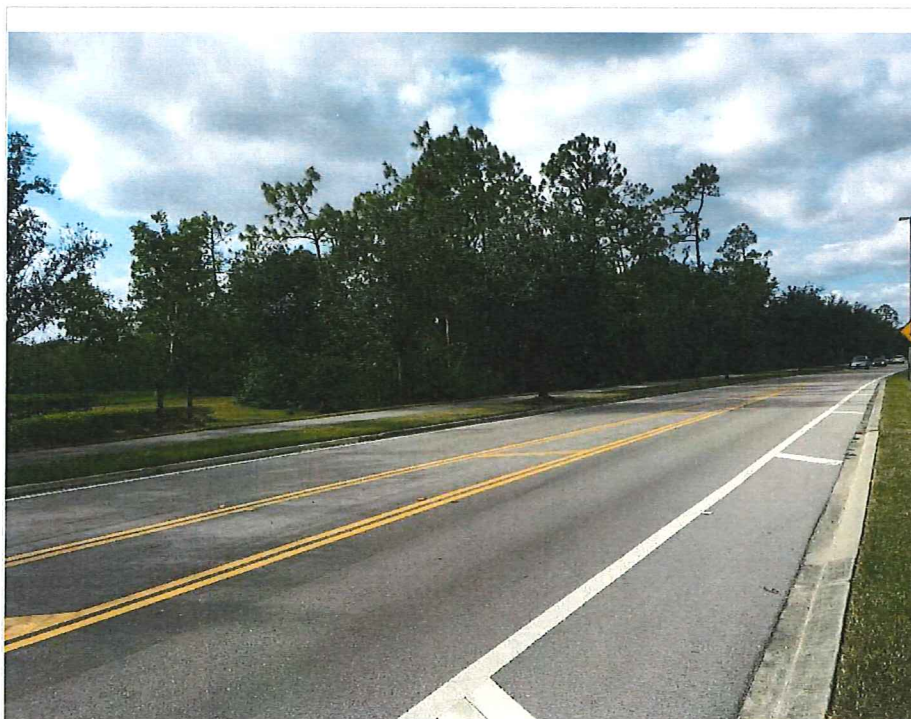
PROPERTY PHOTOGRAPHS



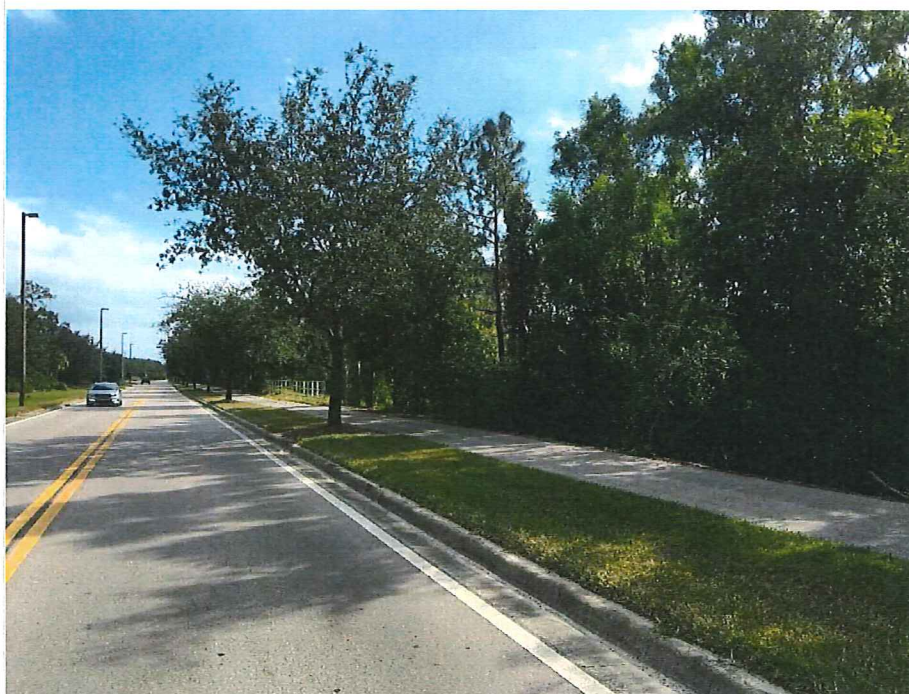
N'LY VIEW ALONG PARCEL 1



S'LY VIEW ALONG ACCESS ROAD FROM ARBORWOOD



NW'LY VIEW OF PARCEL 3 AND ALONG GATEWAY BOULEVARD



S'LY VIEW ALONG GATEWAY BOULEVARD



NW'LY VIEW OF PARCEL 3



N'LY VIEW ALONG GATEWAY BOULEVARD



PROPERTY CHARACTERISTICS

ADDRESS:	No designated street address. The subject property is an elongated and irregularly shaped tract extending from Gateway Boulevard south and southwesterly through Gateway and along the southeast side of Pelican Preserve.
TAX ID:	Parcel 1: 01-45-25-P3-45FD1.0000 Parcel 2: 01-45-25-P2-44FD1.0000 Parcel 3: 06-45-26-00-00001.1000
LOCATION/ACCESS/ EXPOSURE:	The subject property is a narrow 17.33 acre tract (three parcels) extending from Gateway Boulevard at the northeast, southerly, and westerly to near Arborwood. The larger, parent tracts have adequate access and exposure either directly to Gateway Boulevard or internally through Pelican Preserve.
SIZE (SITE AREA)/SHAPE:	The donation tracts combined are elongated and total 17.33 acres in size. The parent tracts are generally irregular ranging in size from 9.42 acres for Parcel 3 up to 116.28 acres for Parcel 2. Parcel 1 parent tract is 64.9 acres.
PHYSICAL FEATURES (TOPOGRAPHY, ELEVATION, ETC.):	The subject donation tracts are generally wooded or, in some cases, cleared in areas. We were unable to traverse the entire property and to view only the north and south ends of the property due to security and gating. We viewed the property by aeriels.
UTILITIES:	The subject property has full utilities available. The properties have electricity provided by Florida Power and Light, telephone service provided by CenturyLink, and central water/sewer available.
FLOOD ZONE:	The subject property is not located in a flood hazard area, as indicated by the Federal Emergency Management Agency (FEMA) Maps. The subject property is located within Flood Zone X. Properties located within this area are typically not required to purchase flood insurance under most financing situations. This property is not located in a FEMA FIRM Floodway.



EASEMENTS, ENCROACHMENTS, ETC.:	We are unaware of any adverse easements or encroachments on the subject property. We presume there to be none.				
ASSESSED VALUE, TAXES, AND ASSESSMENTS:	The subject properties are assessed under three separate STRAP Numbers as follows:				
	PARCEL	STRAP #	MARKET ASSESSED VALUE	TAXABLE VALUE	TAXES AND ASSESSMENTS
	1	01-45-25-P3-45FD1.0000	\$4,455	\$4,455	\$91.92
	2	01-45-25-P2-44FD1.0000	\$1,515	\$1,515	\$31.25
	3	06-45-26-00-00001.1000	\$27,950	\$27,950	\$5,607.50
ZONING/LAND USE:	Parcels 1 and 2 are located within the City Limits of Fort Myers. Both of these parcels have SDA (Special Development Area) zoning. This category would allow for residential development. The larger parent tracts are appropriately zoned and now improved with residential development. The future land use for Parcels 1 and 2 is Special Community. This category also encourages and allows for residential development. Parcel 3 is located in the unincorporated areas of Lee County. This property has PUD zoning and is part of the Gateway community with a New Community future land use designation.				



SEC. V: HIGHEST & BEST USE ANALYSIS

Real estate is valued in terms of its highest and best use. Highest and best use is the use which would be the most profitable and likely use of a property. It may also be defined as that available use and program of future utilization which produces the highest present land value. Highest and best use is defined by The Dictionary of Real Estate Appraisal, 6th Edition, as:

1. *The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity.*
2. *The use of an asset that maximizes its potential and that is possible, legally permissible, and financially feasible. The highest and best use may be for continuation of an asset's existing use or for some alternative use. This is determined by the use that a market participant would have in mind for the asset when formulating the price that it would be willing to bid. (IVS)*
3. *[The] highest and most profitable use for which the property is adaptable and needed or likely to be needed in the reasonably near future. (Uniform Appraisal Standards for Federal Land Acquisitions)*

The Highest and Best Use Analysis begins with an analysis of the property as if vacant and available to be put to its highest and best use. The property is further analyzed if there are improvements on the property or proposed for the site. The four criteria of highest and best use that a property must meet are as follows:

- Legally Permissible Use - what uses are permitted by zoning and deed restrictions on the subject property?
- Physically Possible Use - what uses are physically possible to put on the site?
- Financially Feasible Use - which possible and permissible uses will produce a net return to the owner of the site?
- Maximally Productive Use - among the feasible uses, which use will produce the highest net return?

PRESENT USE

The subject property is presently vacant and idle land. The subject parcels have been voluntarily set aside by the owner/developer for possible future donation for roadway purposes. These parcels lie adjacent to already developed residential communities, except in the case of Parcel 3 which is part of a 9.42 acre parcel which is still currently vacant.

HIGHEST AND BEST USE ESTIMATE

The highest and best use for all three parcels is considered to be for residential development purposes as part of their connection to the adjacent parent tracts as previously described. The subject parcels have appropriate zoning and land use. Full utilities are available to the properties. The properties would be maximally productive for residential development. The likelihood of a higher use to, say, commercial or industrial would be inappropriate and obviously not allowed given the residential development which surrounds the parcels. Demand for residential is strong and growing in this area. We conclude that the highest and best use for the subject property is for future residential development. Again, the subject parcels, although physically constrained due to their shape and utility, would be appropriately assigned a value for the parent tracts to which they are attached. In each case, the parcels would have a residential highest and best use with a density of likely 4 to 6 units per acre.



SEC. VI: VALUATION OF SUBJECT PROPERTY

LAND VALUATION (THE SALES COMPARISON APPROACH TO VALUE)

The Sales Comparison Approach to Value is a process of comparing sales of similar properties in the marketplace to the subject parcel.

Market data, when carefully verified and analyzed is good evidence of value because it represents the actions and reactions of sellers, users, and investors. The market value estimate has been defined as an interpretation of the reactions of typical users and investors in the market. The Sales Comparison Approach is based on the principle of substitution, which states that a prudent person will not pay more to buy a property than it will cost to buy a comparable substitute property. The price a typical purchaser pays is usually the result of an extensive shopping process in which he is constantly comparing available alternatives.

The steps in the Sales Comparison Approach are:

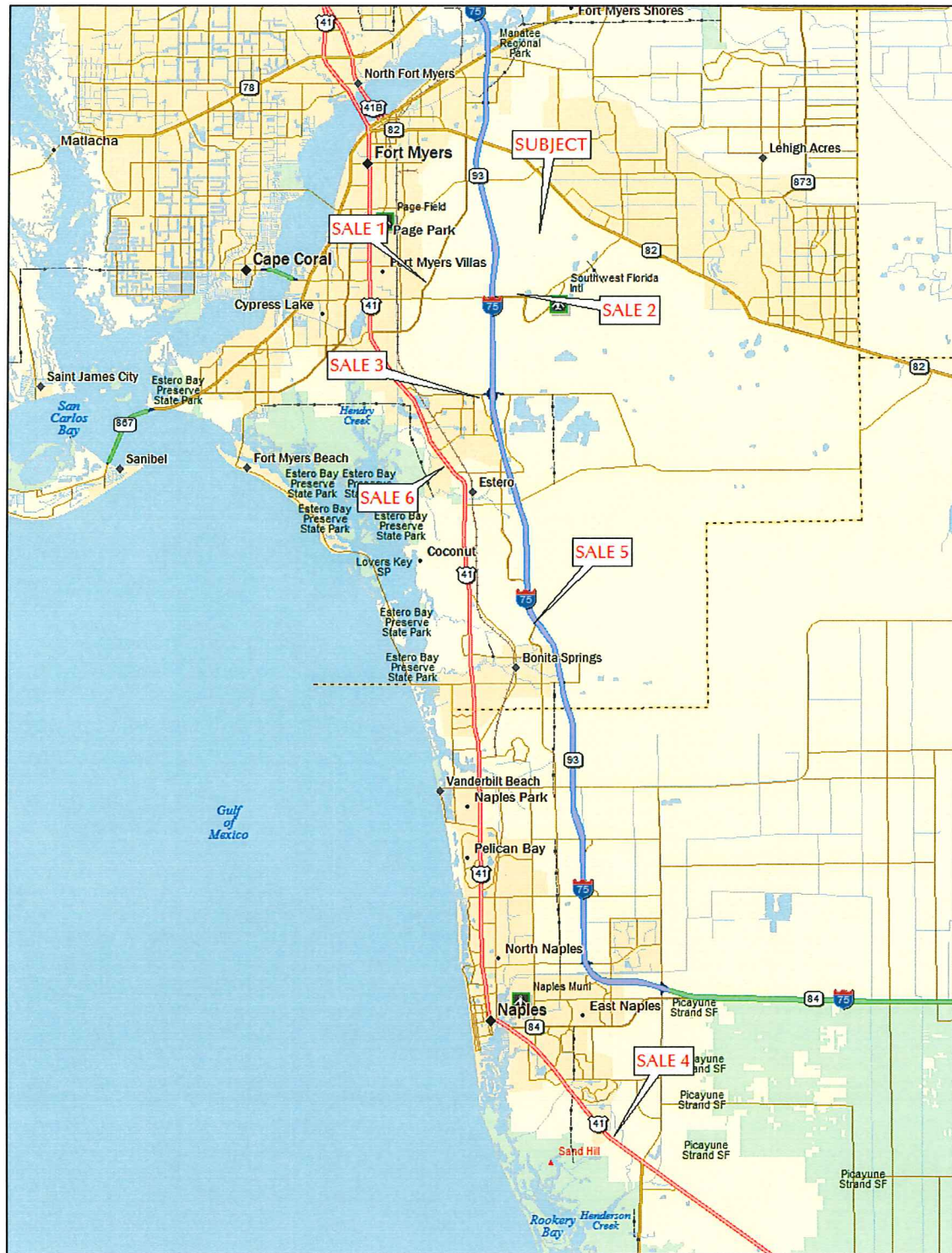
1. Seek out similar properties for which pertinent sales and data are available.
2. Qualify the prices as to terms, motivating forces, and bona fide nature.
3. Compare each of the comparable properties' important attributes with the corresponding ones of the property being appraised under the general division of time, location, and physical characteristics.
4. Consider all dissimilarities in terms of their probable effect upon the sale price.
5. Formulate an opinion of relative value of the property being appraised as compared with the price of each similar property.

Source: Appraisal Institute, The Appraisal of Real Estate, 14th ed. (Chicago: Appraisal Institute, 2013).

As discussed previously, the subject property is physically somewhat unusual due to its shape and utility. The subject property consists of three tax/STRAP numbers which connect and form what would be the extension of Plantation Gardens Drive. The developer voluntarily set this land aside for this possible use, although they were not required to do so. The owner/developer is now seeking impact fee credits for the donation of these parcels for future roadway purposes. Therefore, it would be appropriate that the subject property should be valued as a part of the larger, adjacent tracts to which they are physically and economically attached. A strict valuation of the subject property as a stand alone parcel might arguably result in a lesser value due to its physical constraints and lack of general utility. However, the other side of the argument is that this tract would create connectivity between roadways and major developments thus allowing for uses such as bike paths, roads, etc. Arguably, there may be an enhancement value associated with the value. In our opinion, these two arguments negate one another and the property is therefore appropriately valued as a part of the adjacent tracts to which they are attached. On the next page, the land sales will be listed and then analyzed in detail.



COMPARABLE LAND SALES MAP





COMPARABLE LAND SALE 1

3115



DATE OF SALE: November 20, 2017

SALE PRICE: \$5,600,000

SALE PRICE (ADJUSTED): \$5,600,000

RECORDING: 2017000241605

GRANTOR: Cypress Hammock SWFL, LLC

GRANTEE: TEG Cypress LLC

FINANCING: Cash to seller

TOPOGRAPHY: Level, natural state

VERIFICATION: Chase Mayhugh

SITE AREA: 1,115,136 Square Feet
25.600 Acres

ALLOWABLE UNITS: 225

ADDRESS: 12770/12990 Ben C Pratt Six Mile
Cypress Parkway

STRAP #: 17-45-25-00-00002.0000, 17-45-25-00-
00002.0020, 17-45-25-00-00002.0030

SALE CONDITIONS: Arm's length

UTILITIES: Water at site, sewer by extension

ZONING: RPD

LAND USE: Central Urban

SALE HISTORY: 8/2015 - \$2,725,000 (REO;
4%/mo)

ACCESS: Arterial

HIGHEST AND BEST USE: Multi-family development

UNIT OF VALUE: \$5.02 Per SF
\$218,750 per AC
\$24,889 Per Unit

COMMENTS: This is the sale for a vacant multi-family parcel located on the west side of Ben C Pratt Six Mile Cypress north of Daniels Parkway in Fort Myers. The property was entitled for 225 multi-family units in a project to be known as Cypress Hammock. The RPD also allows for 678 ALF/ILF as an alternative. The sale also includes 17-45-25-00-00002.0030 and 17-45-25-00-00002.0020. The property was heavily wooded and consisted of significant wetlands. The density is 8.79 units per acre.



COMPARABLE LAND SALE 2

3116



DATE OF SALE: July 20, 2017

ADDRESS: 13461 Chana Court

SALE PRICE: \$10,692,000

STRAP #: 23-45-25-P2-00005.0000

SALE PRICE (ADJUSTED): \$10,692,000

SALE CONDITIONS: Arm's Length

RECORDING: 2017000157062

UTILITIES: Full

GRANTOR: Waterman at Daniels Pkwy, LLC

ZONING: CI

GRANTEE: Legacy Gateway 60, LLC, 60% int, Legacy Gateway 40, LLC, 40% int

LAND USE: T/C and Conservation

FINANCING: Cash

SALE HISTORY: None in previous five years

TOPOGRAPHY: Mostly cleared

ACCESS: Direct to arterial

VERIFICATION: Phil Fischler

HIGHEST AND BEST USE: Residential Development

SITE AREA: 3,017,837 Square Feet
69.280 Acres

UNIT OF VALUE: \$3.54 Per SF
\$154,330 per AC
\$23,143 Per Unit

ALLOWABLE UNITS: 462

COMMENTS: The property is located at the northeast corner of Chana Court and Daniels Parkway, east of Treeline Avenue in Fort Myers. A 462 unit multi-family development is planned for the site.



COMPARABLE LAND SALE 3

2819



DATE OF SALE: December 19, 2016

ADDRESS: Alico Road

SALE PRICE: \$17,050,000

STRAP #: 10-46-25-00-00001.1010

SALE PRICE (ADJUSTED): \$17,050,000

SALE CONDITIONS: Arm's length

RECORDING: 2016000266374

UTILITIES: Full

GRANTOR: Chico's Retail Services, Inc.

ZONING: RPD

GRANTEE: Pulte Home Corporation

LAND USE: Urban Community-95%, Wetlands-5%

FINANCING: Cash

SALE HISTORY: Prior sale 7/2007, \$34,389,900

TOPOGRAPHY: Partially cleared

ACCESS: Direct (Intersection)

VERIFICATION: Third Party

HIGHEST AND BEST USE: Residential development

SITE AREA: 4,602,114 Square Feet
105.650 Acres

UNIT OF VALUE: \$3.70 Per SF
\$161,382 per AC
\$51,667 Per Unit

ALLOWABLE UNITS: 330

COMMENTS: The property is located at the southwest corner of Alico Road and Three Oaks Parkway in Fort Myers. A residential community with 330 single family home sites is planned for the site.



COMPARABLE LAND SALE 4

2771



DATE OF SALE: September 20, 2016

ADDRESS: 11480 Tamiami Trail E

SALE PRICE: \$4,250,000

STRAP #: 00446800709

SALE PRICE (ADJUSTED): \$4,250,000

SALE CONDITIONS: Arm's Length

RECORDING: 5316/2538

UTILITIES: Full

GRANTOR: Global Properties of Naples, LLC

ZONING: MPUD

GRANTEE: TRG Naples I, LLC

LAND USE: Mixed Use District-Urban Coastal Fringe Subdistrict

FINANCING: Cash

SALE HISTORY: 11/2/2010 \$2,025,000

TOPOGRAPHY: Wooded

ACCESS: Direct

VERIFICATION: Randy Thibaut & Douglas Meschko
w/ Land Solutions

HIGHEST AND BEST USE: Residential

SITE AREA: 1,193,544 Square Feet
27.400 Acres

UNIT OF VALUE: \$3.56 Per SF
\$155,109 per AC
\$21,250 Per Unit

ALLOWABLE UNITS: 200

COMMENTS: This is the sale of a 27.4- acre vacant residential tract approved for up to 200 residential units. The property is located in Naples on the southeast corner of Tamiami Trail E and Southwest Blvd.



COMPARABLE LAND SALE 5

1085



DATE OF SALE: August 10, 2016

ADDRESS: Imperial Parkway

SALE PRICE: \$10,924,000

STRAP #: 24-47-25-B4-00001.0010

SALE PRICE (ADJUSTED): \$10,924,000

SALE CONDITIONS: Arm's length

RECORDING: 2016000171332

UTILITIES: All Available

GRANTOR: Tex Development, LLC

ZONING: MPD

GRANTEE: The School Board of Lee County, Florida

LAND USE: HDMU

FINANCING: Cash

SALE HISTORY: None in the previous three years

TOPOGRAPHY: Cleared

ACCESS: Direct (Intersection)

VERIFICATION: Dawn Huff/Lee County School District

HIGHEST AND BEST USE: Residential

SITE AREA: 3,300,977 Square Feet
75.780 Acres

UNIT OF VALUE: \$3.31 Per SF
\$144,154 per AC
\$36,053 Per Unit

ALLOWABLE UNITS: 303

COMMENTS: The is the sale of a residential property is located at the northwest corner of Imperial Parkway and Shangri-La Road in Bonita Springs. This tract was originally part of a larger parcel owned by Centex Homes, which was previously approved as a planned development and includes the Hawthorne Neighborhood. The sale includes a conservation easement (10+- acres) located at the northwest corner of the site, which was granted to the SFWMD on 02/2005 by Centex Homes. The site is entitled for 303 units. The property was purchased by the Lee County School District with plans to construct a high school on the site. Per Dawn Huff, the sales price was originally \$11,000,000 but there were costs involved in the cleanup of oil contamination on the site resulting in the sales price of \$10,924,000.



COMPARABLE LAND SALE 6

3034



DATE OF SALE: February 24, 2016

ADDRESS: 4251 and 4327 Pine Road

SALE PRICE: \$2,000,000

STRAP #: 20-46-25-00-00014.0000

SALE PRICE (ADJUSTED): \$2,000,000

SALE CONDITIONS: Arms- length

RECORDING: 2015000001754

UTILITIES: full

GRANTOR: Pine Road 18 LLC

ZONING: RPD

GRANTEE: Neal Communities of Southwest Florida

LAND USE: Urban Community

FINANCING: Cash

SALE HISTORY: 5/2015, \$850,000

TOPOGRAPHY: partial cleared/pasture

ACCESS: local road

VERIFICATION: Pat Hayes

HIGHEST AND BEST USE: Residential development

SITE AREA: 771,012 Square Feet
17.700 Acres

UNIT OF VALUE: \$2.59 Per SF
\$112,994 per AC

ALLOWABLE UNITS: 64

\$31,250 Per Unit

COMMENTS: This property is located on the south side of Pine Road just west of US 41/S. Tamiami Trail in Fort Myers. The property was fully entitled and zoned RPD (Residential Planned Development) for 64 single family lots at the time of sale. The property is being developed by Neal Communities and will be known as Coconut Cove. There were no known adverse wetlands on the property. The sale also included STRAP # 20-46-25-00-00015.0020.



Adjustments to Comparable Data

The Sales Comparison Approach is dependent on "...adjustments to the sale prices of the comparables based on the elements of comparison." The Appraisal Institute outlines ten basic elements of comparison to be considered:

1. Real property rights conveyed
2. Financing terms
3. Conditions of sale
4. Expenditures made immediately after purchase
5. Market conditions
6. Location
7. Physical characteristics
8. Economic Characteristics
9. Use
10. Non-realty components of value

For ease of analysis, we have divided this list into two parts. This division is based on the type of adjustments made for the differences. Elements 1 – 5 are considered to be transactional adjustments, whereas elements 6 – 10 are considered to be physical adjustments.

Transactional Adjustments

There were no transactional adjustments warranted for Property Rights Conveyed, Financing Terms, Conditions of Sale, and Expenditures Made Immediately after Purchase for these sales.

In considering Changes in Market Conditions since the time of sale, we must consider the significant changes in the Southwest Florida real estate market. The property value trend found throughout Southwest Florida changed drastically over the last decade, with substantial increases during the period of 2002-2005, followed by equally substantial declines during the period of 2006-2009 and this declining trend reversed in 2012. Based on our paired sales analysis of similar property sales and resales in the region, the comparable sales have been adjusted at 10% per year (0.83% per month) for market conditions.

Physical Adjustments

We have considered the following specific physical adjustments to the comparable sales. A brief description of the nature of these characteristics is provided below.

- **Location:** Location refers to the economic attributes of the surrounding market area. These attributes affect the financially feasible uses of the site. All of the comparable sales except Sale 4 had a similar location. Sale 4 is located in the Naples market area in what we believe to be a superior location.
- **Exposure (Frontage):** This refers to the exposure to the fronting thoroughfare (i.e. - capacity/traffic count). All of the comparable sales have similar exposure/frontage except Sale 1 which was adjusted downward 20% for its corner influence.
- **Access:** This refers to the accessibility of a property (i.e. – frontage road vs. direct frontage, existence of median cuts, etc.). No adjustments were warranted for this factor.
- **Size (Site Area):** Larger parcels often sell for a lower price per unit, while smaller parcels typically sell for a higher price per unit. This attribute affects the physically possible uses of the site. No adjustments were warranted for this factor.
- **Topography:** This refers to the physical condition of the property, such as if the property is cleared or if there are significant changes in elevation. No adjustments were warranted for this factor.



- **External & Environmental Issues:** This refers to any physical influences on property value. These could include negatives, such as close proximity to a garbage disposal site, or positive, such as proximity to a beach. This could also include site conditions that preclude and/or restricts development, such as the presence of jurisdictional wetlands or protected species. No adjustments were warranted for this factor.
- **Shape:** This refers to the shape or orientation of the property which might impact the development potential of a property. For example, a property which is a long, but relatively thin, rectangle may have difficulty being developed due to setback requirements. No adjustments were warranted for this factor.
- **Utilities:** The presence or absence of certain utilities can severely impact the physically possible uses of a site, the second test in the analysis of Highest and Best Use (i.e. - the absence of central sewer may prevent intensive development). No adjustments were warranted for this factor.
- **Zoning/Future Land Use:** Zoning and Future Land Use directly determine the legally permissible uses of a site, the first test in the analysis of Highest and Best Use. No adjustments were warranted for this factor.

The following chart outlines each of the comparable sales along with their adjustment considerations:

	Subject	Comparable No. 1	Comparable No. 2	Comparable No. 3	Comparable No. 4	Comparable No. 5	Comparable No. 6
Transaction Data:							
Date of Sale:		Nov 17	Jul 17	Dec 16	Sep 16	Aug 16	Feb 16
Sale/Listing Price:		\$5,600,000	\$10,692,000	\$17,050,000	\$4,250,000	\$10,924,000	\$2,000,000
Sale/Listing Price (Adjusted):		\$5,600,000	\$10,692,000	\$17,050,000	\$4,250,000	\$10,924,000	\$2,000,000
Physical Data:							
Street Address:	0	Bun C Pratt	Chana Ct	Alco Rd	US 41	Imperial Pkwy	Pine Rd
City:	FT Myers	FT Myers	FT Myers	FT Myers	Hopkins	Florida Springs	FT Myers
Site Area (sq.ft.)	649/116,28/9.42	1,115,136	3,017,837	4,602,114	1,193,544	3,300,977	771,012
Site Area (acres)	various	25.60	69.28	105.65	27.40	75.78	17.70
Topography:	level	level	level	level	level	level	level
Shape:	elongated	irregular	rectangular	Rectangular	irregular	irregular	rectangular
Utilities:	full	full	full	full	full	full	full
Use Data:							
Zoning:	Res Dev.	RFD	CI	RFD	MPLD	HCMU	RFD
Land Use:	Res Dev.	Gen Urban	I/C				
Highest and Best Use:	Res Dev.	Res Dev.	Res Dev.	Res Dev.	Res Dev.	Res Dev.	Res Dev.
Sales Price Analysis:							
Price Per Acre		\$218,750.00	\$154,330.00	\$161,382.00	\$155,109.00	\$144,154.00	\$112,994.00
Transactional Adjustments:							
Financing Terms:		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Per Square Foot:		\$218,750.00	\$154,330.00	\$161,382.00	\$155,109.00	\$144,154.00	\$112,994.00
Conditions of Sale:		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Per Square Foot:		\$218,750.00	\$154,330.00	\$161,382.00	\$155,109.00	\$144,154.00	\$112,994.00
Expenditures After Purchase:		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Per Square Foot:		\$218,750.00	\$154,330.00	\$161,382.00	\$155,109.00	\$144,154.00	\$112,994.00
Market Conditions (time):		0.8%	4.2%	10.0%	11.0%	12.5%	18.3%
Adjusted Price per SF:		\$220,560	\$160,735	\$177,456	\$173,123	\$162,101	\$133,627
Physical Adjustments:							
Location:		0%	0%	0%	20%	0%	0%
Exposure (Frontage):		-20%	0%	0%	0%	0%	0%
Access:		0%	0%	0%	0%	0%	0%
Size (Site Area):		0%	0%	0%	0%	0%	0%
Topography:		0%	0%	0%	0%	0%	0%
Shape:		0%	0%	0%	0%	0%	0%
Utilities:		0%	0%	0%	0%	0%	0%
Zoning/Land Use:		0%	0%	0%	0%	0%	0%
Net Adjustments:		20%	0%	0%	20%	0%	0%
Adjusted Price:		\$216,452	\$160,735	\$177,456	\$138,506	\$162,101	\$133,627

Descriptive Statistics:		
Multiplier:		*Price per SF:
Mean:		\$163,287
Median:		\$168,594
Standard Deviation:		\$18,209
Minimum:		\$138,506
Maximum:		\$177,456
Range:		\$38,950
* Based on adjusted price		



Value Conclusion

A total of six sales were selected as being directly comparable. Other than an adjustment for location and exposure, no other adjustments were considered necessary. Each of the sales were adjusted upward for improving market conditions at the rate of 10% per year. Heavy weight was given to Sales 1 and 2 as they are recent 2017 sales. After consideration of all six sales, we estimate the market value of the subject property to be \$150,000 per acre for Parcels 1 and 2 and \$175,000 for Parcel 3. The value per acre for Parcel 3 has been increased as it has direct frontage along Gateway Boulevard and is smaller. As indicated previously, each of the donation tracts are being valued as a part of their larger parent tracts with parent tract sizes of 64.9 acres, 116.28 acres, and 9.42 acres, respectively for Parcels 1, 2, and 3. The market value of the donation tracts can now be shown as follows:

Parcel 1

<u>Site Area (acres)</u>	<u>Value per Sq. Ft.</u>	<u>Opinion of Value</u>
13.15	\$150,000	\$1,972,000

Parcel 2

<u>Site Area (acres)</u>	<u>Value per Sq. Ft.</u>	<u>Opinion of Value</u>
3.03	\$150,000	\$454,500

Parcel 3

<u>Site Area (acres)</u>	<u>Value per Sq. Ft.</u>	<u>Opinion of Value</u>	<u>Rounded to</u>
1.15	\$175,000	\$201,250	\$201,000

The total value for the three donation parcels combined is \$2,627,500.



SEC. VII: RECONCILIATION OF OPINIONS OF VALUE

Cost Approach to Value	N/A
Sales Comparison Approach to Value	\$2,627,500*
Income Approach to Value	N/A

**Allocated \$1,972,000 for Parcel 1; \$454,500 for Parcel 2; and \$201,000 for Parcel 3.*

No correlation of approaches is necessary as only the Sales Comparison Approach to Value was utilized. We valued the subject parcels as a part of the parent tracts to which they are each attached. We found six recent transactions which we believe to be directly comparable. We valued all three parcels combined at \$2,627,500 or between \$150,000 and \$175,000 per acre. We also considered analyzing the comparables on a per unit basis. Based on an average blended density of five units per acre, the 17.33 acres to be donated would have approximately 87 units available. The total value divided by 87 units is \$30,201 per unit which is similar to several of the comparables.

Based upon the results of the analyses and data contained in the report, including any Extraordinary Assumptions and Hypothetical Conditions outlined in the Addenda, and our experience in the real estate appraisal profession, it is our opinion that the "as is," fee simple market value of the subject property, as of 28 November 2017, is

TWO MILLION SIX HUNDRED TWENTY SEVEN THOUSAND FIVE HUNDRED DOLLARS - \$2,627,500*

**Allocated \$1,972,000 for Parcel 1; \$454,500 for Parcel 2; and \$201,000 for Parcel 3.*

This value is contingent upon the certification and the assumptions and conditions of this appraisal, if any.

CONTRACTS, LISTINGS & SALES HISTORY

According to public record information, there have been no qualified sales of the subject property in the previous three years. There are no current listings for the subject property or any pending contracts to our knowledge.



ESTIMATION OF MARKETING TIME

Marketing time is defined by the USPAP Advisory Opinion as follows:

1. *The time it takes an interest in real property to sell on the market sub-sequent to the date of an appraisal.*
2. *Reasonable marketing time is an estimate of the amount of time it might take to sell an interest in real property at its estimated market value during the period immediately after the effective date of the appraisal; the anticipated time required to expose the property to a pool of prospective purchasers and to allow appropriate time for negotiation, the exercise of due diligence, and the consummation of a sale at a price supportable by concurrent market conditions. Marketing time differs from exposure time, which is always presumed to precede the effective date of the appraisal. (Advisory Opinion 7 of the Appraisal Standards Board of The Appraisal Foundation and Statement on Appraisal Standards No. 6, "Reasonable Exposure Time in Real Property and Personal Property Market Value Opinions" address the determination of reasonable exposure and marketing time.)*

Marketing time is further discussed in the Advisory Opinion referenced above, as follows:

"...Marketing time occurs after the effective date of the market value opinion and the marketing time opinion is related to, yet apart from, the appraisal process. Therefore, it is appropriate for the section of the appraisal report that discusses marketing time and its implications to appear toward the end of the report after the market value conclusion. The request to provide a reasonable marketing time opinion exceeds the normal information required for the appraisal process and should be treated separately from that process.

It is also appropriate for the appraiser to discuss the impact of price/value relationships on marketing time and to contrast different potential prices and their associated marketing times with an appraiser's market value opinion for the subject property...

...Clients concerned with marketing real or personal properties who obtain a market value appraisal as part of their decision-making process should be aware that it may be inappropriate to assume that the value remains stable during the marketing period. Therefore, it is technically incorrect for the user of an appraisal to take a current value opinion, carry it forward to the end of a concluded marketing period, and then discount back to the present..."

Based upon the analysis and conclusions developed in the appraisal, the marketing time for the subject property is estimated to be 9 to 12 months.

ESTIMATION OF EXPOSURE TIME

Inherent in an opinion of market value is the development of an estimate of exposure time for the subject property. Exposure time is defined by the Uniform Standards of Professional Appraisal Practice (USPAP), 2016/17 Ed., as follows:

(The) estimated length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal.

Based upon the analysis and conclusions developed in the appraisal, the exposure time for the subject property is estimated to be 9 to 12 months.



SEC. VIII: CERTIFICATION

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

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- We have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- We have 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.
- We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
- Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with *Uniform Standards of Professional Appraisal Practice*.
- We have made a personal inspection of the property that is the subject of this report. For this analysis, W. Michael Maxwell, MAI, SRA conducted an inspection of the subject property on 28 November 2017.
- No one provided significant real property appraisal assistance to the person(s) signing this certification.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the State of Florida relating to review by its duly authorized representatives. This report also conforms to the requirements of the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA).
- We are currently licensed to conduct appraisal activities and have completed the continuing education requirements set forth with the State of Florida.



- Although other appraisers may be contacted as a part of our routine market research investigations, absolute client confidentiality and privacy are maintained at all times with regard to this assignment without conflict of interest.

As of the date of this report, I have completed the continuing education program of the Appraisal Institute.

W. Michael Maxwell, MAI, SRA
State-Certified General Real Estate Appraiser, RZ 55



SEC. IX: ADDENDA

QUALIFICATIONS OF W. MICHAEL MAXWELL, MAI, SRA

EDUCATIONAL BACKGROUND AND TRAINING:

Associate Art Degree, 1972, Miami-Dade Junior College, Major in Business.

Bachelor of Business Administration, 1974, University of Miami BBA, Major in Business Finance.

Real Estate Appraisal Course No. 1-A, Basic Principles, Methods and Techniques, by the American Institute of Real Estate Appraisers, University of Tampa.

Residential Property Examination R-2, by the Society of Real Estate Appraisers, University of Tampa.

Real Estate Appraisal Course No. 1-B, Capitalization Theory and Techniques, by the American Institute of Real Estate Appraisers, University of Tampa.

Real Estate Appraisal Course No. 2, Urban Properties, by the American Institute of Real Estate Appraisers, Indiana University.

Real Estate Appraisal Course No. 6, Investment Analysis, by the American Institute of Real Estate Appraisers, University of Colorado.

Standards of Practice, by the American Institute of Real Estate Appraisers.

Hotel/Motel Valuation Seminar, sponsored by Florida Chapter No. 2, American Institute of Real Estate Appraisers.

Litigation Valuation Course by American Institute of Real Estate Appraisers.

"Discounted Cash Flow Analysis," seminar sponsored by the Appraisal Institute, West Coast Florida Chapter.

"Course 520: Highest and Best Use and Market Analysis," seminar sponsored by the Appraisal Institute, Orlando, Florida.

"Core Law for Appraisers", seminar sponsored by the Appraisal Institute, West Coast Florida Chapter.

"High Tech Appraisal Office", seminar sponsored by the Appraisal Institute.

"Appraising Manufactured Housing", seminar sponsored by the Appraisal Institute.

"Course 430: Standards of Professional Practice", seminar sponsored by the Appraisal Institute.

PROFESSIONAL AFFILIATIONS:

The Appraisal Institute, MAI

The Appraisal Institute, SRA

Past President of Chapter 186, Society of Real Estate Appraisers, 1981-1982

State-Certified General Real Estate Appraiser, RZ 55



President - Real Estate Investment Society (REIS), 1999

State Licensed Real Estate Broker, BK56669

Former Ethics Administration Division member of Appraisal Institute

OTHER:

State of Florida Supreme Court Certified Mediator #27971-C

A Florida Bar Association Presenter for Bankruptcy and Family Law CLE credit seminars.

EXPERIENCE:

Four years experience while in college working with four title and abstract companies.

Residential Appraiser with Southeast Mortgage Company, Miami, Florida 1974.

Associate Appraiser with W. Stanley Hanson, Jr., MAI, SRPA (1974-1979)

Owner-Partner in the firm, Calhoun & Maxwell and Associates, Inc. Fort Myers, Florida (1979-1983).

Principal in the firm of W. Michael Maxwell & Associates, Inc., Fort Myers, Florida (1983-2003).

Owner-partner in the firm of Maxwell & Hendry Valuation Services, Inc. (2004 - 2013).

Founding partner in the firm of Maxwell, Hendry & Simmons, LLC (2013-present).

CLIENTS SERVED:

Lee County Board of Commissioners, The School District of Lee County, Lee County Port Authority, City of Fort Myers, City of Cape Coral, City of Sanibel, Collier County, Charlotte County, Hendry County, Florida Power & Light Company, Lee County Electric Cooperative, South Florida Water Management Agency, and lawyers representing various estates, buyers, and sellers.



RE-CERTIFICATION:

"The Appraisal Institute conducts a voluntary program of continuing education for its designated members. MAIs and SRAs who meet the minimum standards of this program are awarded periodic educational certifications. I am certified under this program."

As of the date of this report, W. Michael Maxwell has completed the requirements under the continuing education program of the Appraisal Institute.

RICK SCOTT, GOVERNOR	KEN LAWSON, SECRETARY
STATE OF FLORIDA DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION FLORIDA REAL ESTATE APPRAISAL BD	
LICENSE NUMBER	RZ55
The CERTIFIED GENERAL APPRAISER Named below IS CERTIFIED Under the provisions of Chapter 475 FS. Expiration date: NOV 30, 2018	
MAXWELL, W MICHAEL 12600 WORLD PLAZA BLDG 63 FORT MYERS FL 33907	
 	



ASSUMPTIONS

An Assumption is defined by the Uniform Standards of Appraisal Practice (USPAP), 2016/17 Ed., as

"that which is taken to be true."

Please review the following assumptions, which we have "taken to be true" about this appraisal.

This appraisal is to be used in whole and not in part. This appraisal report has been prepared at a specified point in time as indicated by the date of valuation. Therefore, this report can neither be used prior to, or subsequent to, the effective appraisal date. Market values and conditions change significantly with the passage of time. This report cannot be viewed subsequent to the appraisal date and then reliance placed on values, opinions, and analysis made by the appraiser or other consultants in the report. The forecasts or projections included in this report are used to assist in the valuation process and are based on current market conditions, anticipated short-term supply and demand factors, and a continued stable economy. These forecasts are therefore subject to changes in future conditions, which cannot be accurately predicted by the appraiser and could affect the future income and/or value forecasts.

No part of this report shall be used in conjunction with any other appraisal. The appraiser(s) herein, by reason of this report, is not required to give testimony or attendance in court or any governmental hearing with reference to the property appraised, unless arranged previously therefore. The consideration for the preparation of this appraisal report is the payment by the client of all charges due the appraiser in connection therewith. Any responsibility of the appraiser for any part of the report is conditioned upon full payment.

Neither all, nor any, part of the contents of this report shall be conveyed to the public through advertising, public relations, news, sales or other media without the written consent and approval of the author, particularly as to the valuation conclusion, the identity of the appraiser or firm with which he is connected, or any reference to any professional organization of which the appraiser may be a member.

The property has been appraised as if free and clear, unencumbered by mortgages, liens, delinquent taxes, assessments, special or unusual deed conditions or restrictions, but subject to zoning regulations. An investigation, but no record search, has been made.

All comparable data utilized are confirmed by First American Real Estate Solutions (FARES), the Local Multiple Listing Service (MLS), parties related to the sale, and/or public records. The data used in compiling this report was secured from sources considered reliable and authentic and, so far as possible, was verified. However, no responsibility is assumed for its accuracy or correctness.

Unless otherwise noted, no survey or plans were requested or provided and information regarding the subject property has been gathered from the appropriate public records. It is assumed that the legal descriptions, site sizes and boundaries utilized are correct, that the improvements (if applicable) are entirely and correctly located on the property described, and that there are no encroachments or overlapping boundaries. Unless stated otherwise, legal access to the property is assumed. Marketable title, but not responsibility as to legal matters, is assumed. This appraisal is subject to a current survey and title search.

The appraiser is not qualified to ascertain the presence of internal damages to the subject structure(s) (such as adverse settlement, insect damage, etc.), physical hazards (such as radon, urea formaldehyde foam insulation, asbestos, lead paint, etc.), or environmental conditions (such as wetlands, eagle's nest's, etc.) and assumes no responsibility for such conditions. Information regarding possible conditions was neither requested, nor gathered, in conjunction with this appraisal, and the appraiser hereby reserves the right to alter, amend, revise, or rescind any of the value opinions based upon any subsequent information, research, or investigation. Unless otherwise stated in this report, the existence of hazardous materials on the subject property was not observed by the appraisers. However, we are not qualified to detect such conditions. The opinions of value contained herein are predicated on the assumption that no such conditions exist which would cause a loss in value. It is recommended that the user retain an expert in these fields if greater detail is required.



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 and it is further assumed that all applicable zoning, land use regulations and restrictions have been complied with, unless a nonconformity has been stated, defined and considered in the appraisal report.

This appraisal is subject to all growth management ordinances (i.e. concurrency) both local and state. The appraiser has relied upon representations made by the developer, client or authorities considered to be knowledgeable in this regard. A determination was not made by the appraiser as to the development potential for the property, unless otherwise stated.

Unless otherwise noted, we were not provided with a title search, and we have assumed that the subject property has a unified title, or in absentia, that the right of entry is barred for oil, gas, and mineral rights holders. We have further assumed that no off-site subsurface exploration or extraction activities are occurring, or have occurred, which would have an impact on the subsurface elements of the property, or which would adversely affect the value of the property. No consideration was given within this appraisal as to the time or expense (if any) which would be required to determine or obtain unified title or bar the right of entry. Should this assumption regarding unified title later prove to be false, this could alter the opinions and conclusions contained herein.

EXTRAORDINARY ASSUMPTIONS / HYPOTHETICAL CONDITIONS

Please see the Scope of Work for further details.