



**Foster Appraisal Service, Inc.**  
**351 S. Swing Road, Greensboro, NC 27409**  
**336-279-1172**

November 18, 2014

S 141108

Mr. Allen "Rocky" Jones  
City of Greensboro  
300 W. Washington Street  
Greensboro, NC 27402-3136

Re: 2.287 acres or 99,622 SF of land located at 300 N. Elm Street, Greensboro, NC  
2.107 acres or 91,781 SF of land located at 125 Summit Avenue, Greensboro, NC

Dear Mr. Jones,

At your request, we have inspected and appraised the above referenced real property for the purpose of estimating the market values of the fee simple interests. The effective date of this appraisal is the date of examination of the subjects of November 14, 2014. The attached report contains the data and analysis utilized in arriving at our estimates. As a result of our analysis and investigation, we have estimated the market value of the fee simple interest of these properties, subject to all assumptions and limitations as specifically provided within this narrative report, to be:

**Lot 1 300 N. Elm Street 2.287 Acres \$3,400,000**

**Lot 2 125 Summit Avenue 2.107 Acres \$3,120,000**

This appraisal complies with the Uniform Standards of Professional Appraisal Practice and Title XI of FIRREA. This Appraisal Report is intended to comply with the reporting requirements set forth under Standards Rule 2-2 of the Uniform Standards of Professional Appraisal Practice. The appraisers will utilize all applicable approaches to value and the value conclusion will reflect all known information about the subject property, market conditions, and available data. The depth of discussion contained in this report is specific to the needs of the client and for the intended use stated within. It was a pleasure preparing this report for you and the City of Greensboro. Please contact us if we may be of further assistance in the interpretation of these findings and conclusions.

Respectfully submitted,



Steven C. Randall  
NC State Certificate #A-5784



Dick Foster, MAI  
NC State Certificate #A-1070

## SUMMARY OF SALIENT FACTS AND CONCLUSIONS

PROPERTY LOCATION:	300 N. Elm Street and 125 Summit Avenue Greensboro, North Carolina		
EFFECTIVE DATE OF APPRAISAL:	November 14, 2014		
PROPERTY RIGHTS:	Fee Simple Interest		
LAND DESCRIPTION:	300 N Elm Street 2.287 Acres or 99,622 Square Feet of Vacant Land 125 Summit Avenue 2.107 Acres or 91,781 Square Feet of Vacant Land		
HIGHEST AND BEST USE:	Assemblage with adjacent parcels for commercial development		
VALUE INDICATION:	Land Value: 300 N Elm Street 2.287 Acres	\$3,400,000	
	125 Summit Avenue 2.107 Acres	\$3,120,000	

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## SCOPE OF THE APPRAISAL

We have been requested to provide separate market value estimates for two adjoining land parcels positioned in the Center of a triangle formed by N. Elm Street, E. Lindsay Street and Summit Avenue northeast in central Greensboro, NC. These parcels are cleared and improved with existing buildings and paved parking area however we have been requested to value the properties as if vacant and unimproved. It is our understanding that the purpose of this appraisal is to help the client determine a reasonable market value for the properties for non-specified internal use.

Parcel details were obtained from Guilford County GIS and tax records and we examined the sites on November 14, 2014. The general economy of the area in which the subjects are located and the market area of which they are a part has been analyzed. Consideration is also afforded to their specific location and surrounding influences with respect to economic factors.

The estimates of the market value of the fee simple interests in the subject land parcels involves observing the properties and comparing them to other similar properties. The comparison typically uses the Sales Comparison Approach as the Cost Approach is not applicable to the valuation of vacant land and truly comparable land lease data to analyze an income potential for an Income Capitalization Approach is not readily available. Typically, the comparison is made based on a per square foot basis. We believe development of these sites is strongly encouraged due to their size, access, surrounding development and proximity to the central business district of Greensboro. We will research past sales of land parcels in the central Greensboro area for an indication of market value for the subject parcels.

## IDENTIFICATION OF THE SUBJECT PROPERTY

The subject parcel with the address of 300 N. Elm Street is represented as Lot 1 in a Preliminary Recombination Plat provided to us by the client. This parcel is identified as being an assemblage of three prior tax parcels (Parcel #s 008430, 00847 and 00849) with a total size of 2.287 acres or 99,622 square feet and irregular in shape.

The subject parcel with the address of 125 Summit Avenue is represented as Lot 2 in the above mentioned recombination plat. This parcel is also identified as being an assemblage of three prior tax parcels (Parcel #s 00844, 00845 and 00846) with a total size of 2.107 acres or 91,781 square feet and almost triangular in shape.

A copy of the preliminary recombination plat is provided in the Site Analysis section of this report on page 10.

## TYPE OF VALUE AND INTENDED USE

The purpose of the appraisal is to present the data and reasoning that the appraisers have used to estimate the current market value of the subject properties as of the effective date of this appraisal. The current definition of Market Value, as defined in the Uniform Standards of Professional Practice of the Appraisal Foundation, is as follows:

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

- 
- *Buyer and seller are typically motivated;*
- *Both parties are well informed or well advised, and acting in what they consider to be their best interest;*
- *A reasonable time is allowed for exposure in the open market;*
- *Payment is made in terms of cash in United States dollars or in terms of financial arrangements comparable thereto; and*
- *The price represents the normal price for the property sold unaffected by creative or special financing or sales concession granted to anyone associated with the sale.*

The intended use of this appraisal is to aid the client, the City of Greensboro, in establishing a market value of the subject properties for non-specified in-house purposes. The client has requested this appraisal and no other users have been identified to us. The appraisers are not responsible for unauthorized use of this report.

### PROPERTY RIGHTS APPRAISED

The property rights being appraised in this report consist of the fee simple estates.

### DATE OF VALUE ESTIMATE

An on-site visitation of the subject sites was made on November 14, 2014 which we have established as the effective date of our value estimate.

### HISTORY OF OWNERSHIP

The subject parcels are assemblages of lots that were purchased as individual parcels by the City of Greensboro summarized as follows;

<u>Parcel #</u>	<u>Date</u>	<u>Deed Book/Page</u>	<u>Grantor</u>	<u>Purchase Price</u>
00843	9/20/2013	7533/1142	Finn Living Trust	\$292,553
00844	8/30/2013	7526/2232	Khan and Khan, Inc.	\$1,100,000
00845	12/29/1978	2960/417	Greensboro Historical Museum, Inc.	NTC
00846	9/24/2013	7534/192	Greensboro Investments, LLC	\$1,241,000
00847	9/27/2013	7536/693	Betty Chandgie & Brent Elmore	\$3,832,775
00849	3/5/2014	7578/1225	Johnston Properties, Inc.	\$2,659,575

The City of Greensboro acquired the subject sites for assemblage with adjoining parcels as a new venue for the Greensboro Performing Arts Center.

### ZONING

According to the Greensboro Planning Department, the subject properties are zoned CB, Central Business District. This district is solely intended for application in the central core of the City and is established to encourage high intensity, compact urban development. The district is intended to accommodate a wide range of uses including office, retail, service, institutional, and high-density residential developments in a pedestrian-oriented setting. The subject property appears to satisfy the requirements of the zoning ordinance for the central business district. This area is also included in the Greensboro Downtown Design Overlay district in the larger Pedestrian Mixed-Use designated area which encourages a mix of multi-family, vertical mixed-use structures, and commercial structures that respect the context of adjoining properties. These structures should have a strong pedestrian appeal with significant transparency on the ground floor, active street-level uses, and significant design details and articulation.

### ASSESSED VALUATION AND TAXES

The subject parcels are located inside the city limits and are subject to Greensboro, the downtown improvement district and Guilford County taxing districts. The tax rate for 2014 is \$1.4825 per \$100 of assessed value however city property would be exempt from real property taxes. Guilford County's tax department still identifies the subject parcels as the original non-assembled lots with assessed values for the land ranging from \$23.00 to \$41.80/square foot. The average land assessment for all the individual tax parcels is \$34.38/square foot. The assessed values and estimated taxes for Year 2014 if the parcels were not exempt are shown as follows:

Lot 1 (300 N Elm St.) Assessed Land Value 99,622 SF @ \$34.38/SF = \$3,425,004  
\$3,425,004/ \$100 = \$34,250 x \$1.4825 = \$50,775.69

Lot 2 (125 Summit Ave) Assessed Land Value 91,781 SF @ \$34.38/SF = \$3,155,431  
\$3,155,431/ \$100 = \$31,554 x \$1.4825 = \$46,778.81

### **ASSUMPTIONS, CONTINGENT, AND LIMITING CONDITIONS**

The certification of the appraisers appearing in the appraisal report is subject to the following conditions and to such specific and limiting conditions as are set forth by the appraisers in the report.

1. The appraisers assume no responsibility for matters of legal nature affecting the property appraised or the title thereto, nor do we render any opinion as to the title, which is assumed to be good and marketable. The property is appraised as though under responsible ownership.
2. Any sketch in the report may show approximate dimensions and is included to assist the reader in visualizing the property. We have made no survey of the property.
3. We are not required to give testimony or appear in court because of having made the appraisal with reference to the property in question, unless arrangements have been previously made therefore.
4. Any distribution of the valuation in the report between land and improvements applies only under the existing program of utilization. The separate valuations for land and building must not be used in conjunction with any other appraisal and are invalid if so used.
5. We assume that there are no hidden or unapparent conditions of the property, subsoil, or structures, which would render it more or less valuable. We assume no responsibility for such conditions, or for engineering which might be required to discover such factors.
6. Information, estimates, and opinions furnished to the appraisers, and contained in this report, were obtained from sources considered reliable and believed to be true and correct. However, no responsibility for accuracy of such items furnished the appraisers can be assumed by us.
7. Disclosure of the contents of the appraisal report is governed by the Bylaws and Regulations of the professional appraisal organizations with which we are affiliated.
8. Neither all nor any part of the contents of this report shall be conveyed to any person or entity, other than the appraiser's or firm's client, through advertising, solicitation materials, public relations, news, sales, or other media without written consent and approval of the authors, particularly as to valuation conclusions, the identity of the appraisers or firm with which we are connected, or any reference to the professional organizations with which we are affiliated or to the designation of the appraisers. Further, the appraisers or firm assumes no obligation, liability, or accountability to any third party. If this report is placed in the hands of anyone but the client indicated in this report, the client shall make such party aware of all assumptions and limiting conditions of this assignment.
9. In this appraisal assignment, the existence of potentially hazardous material, such as the presence of and/or existence of toxic waste, which may or may not be present on the property, has not been considered. We are not qualified to detect such substances. It is urged that the client retain an expert in this field if desired.
10. A legal description was not provided to us by the client. The legal description in the report is assumed to be correct. We assume no responsibility for matters legal in character nor do we render any opinion as to title, which is assumed to be good and marketable.
11. It is assumed that there is full compliance with all applicable federal, state and local environmental regulations and laws, and that all zoning, building, and use regulations and restrictions of all types have been complied with unless non-compliance is stated, defined and considered in the appraisal report. It is further assumed that all licenses, consents, permits, or legislative or administrative authority required by any local, state, federal and/or private entity or organization have been or can be obtained or renewed for any use considered in the value estimate.
12. Possession of this report, or a copy thereof, does not carry with it the right of publication, nor may it be used for other than its intended use by anyone other than the client without the prior written consent of the appraisers or the client, and then only with the proper identification and qualification and only in its entirety.

13. Any after-tax investment analysis and resulting measures of return on investment are intended to reflect only possible and general market considerations, whether used to estimate value or return on investment given a purchase price. Please note that we do not claim expertise in tax matters and advises client to seek competent tax advice.

14. The liability of appraisers and the firm is limited to the client only and to the fee actually received by appraisers. Further, there is no accountability, obligation, or liability to any third party. If this report is placed in the hands of anyone other than the client, the client shall make such party aware of all limiting conditions and assumptions of the assignment and related discussions. We are in no way to be responsible for any costs incurred to discover or correct any deficiencies of any type present in the property; physically, financially, and/or legally. In the case of limited partnerships or syndication offerings or stock offerings in property, client agrees that in case of lawsuit (brought by lender, partner or part owner in any form of ownership, tenant, or any other party), any and all awards, settlements of any type in such suit, regardless of outcome, Client will hold appraisers completely harmless in any such action.

15. Any projections, forecasts, etc. regarding future patterns of income and/or expenses, prices/values, etc. represent the analyst's best estimates of investor anticipation with respect to these items, based on information available at the date of appraisal or analysis. Such information includes forecasts/projections published by recognized sources such as economists, financial publications, investor surveys, etc. Economic trends can affect future behavior of income, expenses, values, etc. Changes in these items caused by future occurrences could result in values different from those established in this report. We cannot accept responsibility for economic variables in the future which could not have been known or anticipated at the date of analysis (inflation rates, economic upswings or downturns, fiscal policy changes, etc.).

16. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property, together with a detailed analysis of the requirements of the ADA, could reveal that the property is not in compliance with one or more of the requirements of the Act. If so, this fact could have a negative effect upon the value of the property. Since we have no direct evidence relating to this issue, we did not consider possible non-compliance with the requirements of ADA in estimating the value of the property.

17. The value estimated contained within this report assumes no impact on value because of "Section 404 Wetlands" as defined by the U.S. Army Corps of Engineers. We have found no evidence of wetlands, but are not experts in this field. It is recommended that the client seek the advice of an expert to determine any potential impact of wetlands on the property.

18. This appraisal report is intended to comply with the reporting requirements set forth under Standards Rule 2-2 of the Uniform Standards of Professional Practice. As such, it presents brief discussions of the data, reasoning, and analysis that were used in the appraisal process to develop the appraisers' opinion of value. Supporting documents are retained in the appraisers' files. The depth of discussion contained in this report is specific to the needs of the client and for the intended use. We are not responsible for unauthorized use of this report

19. The effective date of the report is the date of examination by the appraisers of November 14, 2014.

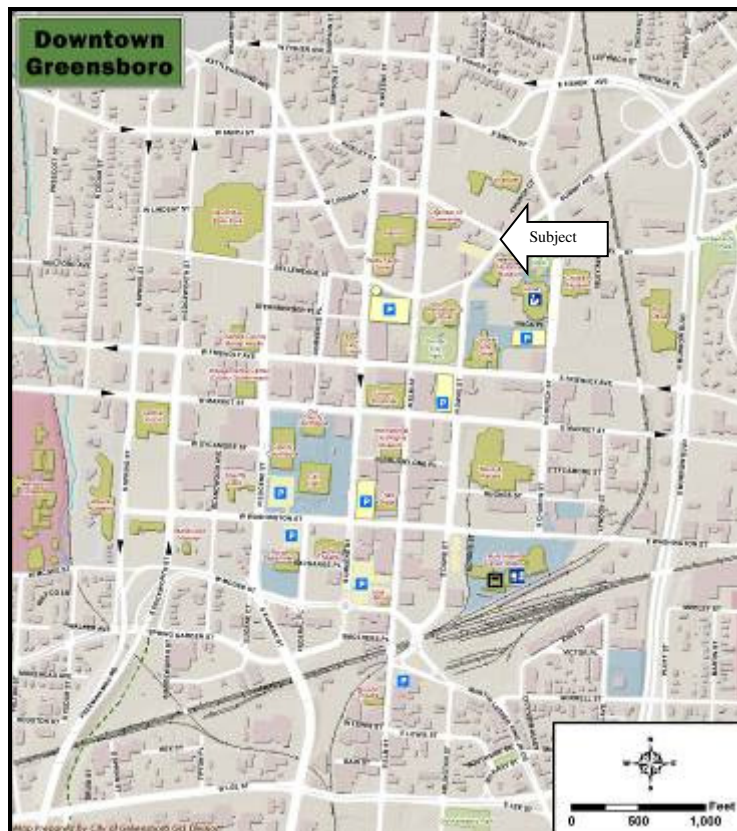
### AREA & NEIGHBORHOOD DESCRIPTION



The subject properties are located in the triangle bordered by the east side of N. Elm Street, the west side of Summit Avenue and the south side of E. Lindsay Street in the northern section of the Central Business District of Greensboro, North Carolina. Greensboro is the county seat of Guilford County and the county courthouse is located 2.5 blocks southwest of the subject. This location is within the northwestern section of the Central Business District of Greensboro.

We can reasonably consider the client to be very much familiar with the subject area and neighborhood. General comments about this area include the following. According to the 2010 US Census, the population for Greensboro was 269,666 for 2010 which represents a 20.45% increase over the 2000 US Census. Guilford County encompasses 649.2 square miles while Greensboro spans 107.7 square miles. The main highways that intersect within the Greensboro area include; Interstate 40 and 85, US 29, 70, 220, and 421. Other highways serving the area include; NC 150, 68, 61, 72, and 22. The area is served by the Piedmont Triad International Airport and Norfolk Southern Railway. Greensboro has experienced progressive economic development and business recruitment as growth and stability continues.

The neighborhood is comprised of the central business district and the boundaries are considered to be Fisher Avenue to the north, Lee Street to the south, Spring Street to the west, and Murrow Boulevard to the east. The subject property is well situated within the neighborhood with above average access and visibility. The NewBridge Bank baseball stadium, home of the Greensboro Grasshoppers, is located to the near west of the subjects on the north side of Bellemeade Street. This neighborhood is primarily office use in nature with some institutional, industrial, and multi-family residential land uses. The trend in the neighborhood has been the rehabilitation of older buildings or the assemblage of property by razing the improvements for new construction or parking. Several new bars and restaurants have opened over the past few years as have several upscale and specialty retail shops. The trend indicates that specialty retail shops are returning to the downtown area. A new multi-family community named the Greenway at Fisher Park has been developed on a former automobile dealership site on the north side of the ball park. The Greensboro Historical Museum is located to the very near east of the subject sites on the east side of Summit Avenue.





## SITE ANALYSIS



The subject property Lot 1 is an irregular shaped parcel located on the east side on N. Elm Street and the north side of Summit Avenue. The lot is 2.287 acres or 99,622 square feet in size and is level in topography. Access is presently from curb cuts on both streets. The subject Lot 2 is almost triangular in shape and is located on the west side of Summit Avenue and the south side of E. Lindsay Street. This lot is 2.107 acres or 91,781 square feet in size and also level in topography. Lot 1 is slightly higher in elevation than Lot 2. The parcels are graphically shown in the preliminary recombination plat reproduced on the following page. As mentioned previously, we observed three existing buildings and paved parking areas on the subject parcels however we have been requested to value the land as if unimproved and to not consider any demolition costs in our analysis.



The plat identifies a proposed 30' no-build easement along the northern border of Lot 1 and between the 2 subject lots. We observed two existing building structures on Lot 1 and an existing building structure on Lot 2 with paved and striped parking areas in-between the structures. Per the client's request, we are valuing the subject parcels as vacant and unimproved.

Traffic on N. Elm Street is two lanes each direction with parallel parking on the sides. This is a typical downtown street with concrete curbs, gutters, and sidewalks. Traffic signals are present at the street intersections. Summit Street is one-lane of travel in each direction at the southern border of Lot 1 and it widens to 2-lanes north and 1-lane south along the eastern border of Lot 2. E. Lindsay Street is 2-lanes of travel east with 1-lane west along the northern border of the subject lots.

The typical utilities of city water and sewer, electricity, natural gas, and telephone are available and the sites are assumed to have the typical utility easements for these services. There were no adverse soil conditions noted at the time of inspection, however a soil report was not available to the appraiser. The sites do not appear to be located in a designated flood area as determined by Flood Panel # 3710786400J dated June 18, 2007. This appraisal makes the assumption that the sites are not affected by any environmental contamination. The physical and functional characteristics of the sites appear to strongly encourage development with adjoining parcels, primarily due to size and surrounding development.

### HIGHEST AND BEST USE

The 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."*

Alternatively, it may be defined as that use, from among reasonably probable and legal alternative uses, found to be physically possible, appropriately supported, financially feasible, and which results in highest land value. The definition applies specifically to the highest and best use of vacant land. It is to be recognized that in cases where a site has existing improvements on it, the highest and best use may very well be determined to be different from the existing use. The existing use will continue, however, unless and until land value in its highest and best use exceeds the total value of the property in its existing use.

Implied within these definitions is recognition of the contribution of that specific use to community environment or to community development goals in addition to wealth maximization of individual property owners. Also implied is that the determination of highest and best use results from the appraiser's judgment and analytical skill, i.e., that the use determined from analysis represents an opinion, not a fact to be found. In appraisal practice, the concept of highest and best use represents the premise upon which value is based. In the context of most probable selling price (market value) another appropriate term to reflect highest and best use would be most probable use. In the context of investment value an alternative term would be most profitable use.

In considering the uses available for the land, the use which will return the highest net figure in terms of money is considered to be the highest and best use. In estimating the highest and best use, several steps of analysis are used.

1. *Possible use.* What uses are physically possible?
2. *Permissible use.* What uses are permitted by zoning and deed restrictions?
3. *Feasible use.* Which possible and permissible use will produce the highest net return to land owner?
4. *Maximally productive.* Of the financially feasible uses, the use that produces the highest price consistent with the rate of return warranted by the market for that use is the highest and best use.

The subject zoning is CB (Central Business) which is similar to the surrounding properties which indicates conformity of use. We consider the subject zoning to be rather liberal and would not offer many restrictions for development. According to zoning requirements, the only setback requirement would be five feet off the street right of way and there is no parking requirement.

The sites contain 2.287 acres and 2.107 acres respectfully, are functional in shape, at street grade and level in topography. The sites have sufficient frontage along N. Elm, Summit and E. Lindsay Streets giving necessary ingress and egress into the sites. The size, shape, and topography of the sites appear to be conducive to development. All public utilities are available to the sites and the central business district zoning encourages a wide range of potential uses with higher allowable densities and minimum set-backs. This location is near the northern end of the CBD and is directly west of the Greensboro Historical Museum.

The properties offer logistical benefits in exposure and access to the CBD of Greensboro. Uses that would take advantage of these benefits would most certainly qualify for consideration as a feasible use and would contribute to a maximal return. Our inspection of the area indicated that the overall economy of Guilford County is stable. The general area in which the subject tracts are located is predominantly mix-use oriented with multi-family, institutional, office, commercial and retail uses. The neighborhood is established with limited vacant land available for development. Growth is continuing in an organized manner with uses and building conforming to trends and zoning in the neighborhood.

We are of the opinion that the current over-supply of general office space in this market might limit the income potential for an office property however the immediate area has been successfully developed for professional office and office/residential condominium use. The parcels are large enough to accommodate on-site parking. As vacant, the appraisers are of the opinion that the highest and best use of the subject sites is for office or mixed-use office/commercial/multi-family development as that is the predominant land use in the subject immediate area with multi-story office buildings being most common. Office development would be in conformance with the area zoning and would return the highest rate of return to the land. A mixed-use with a combination of commercial and office is certainly a strong candidate to take advantage of all positive characteristics the subject can offer. We do not believe the area economic health warrants any speculative development and the timing of new development should be in concert with the acquisition of quality long-term tenants or occupants.

### MARKETING TIME

According to The Dictionary of Real Estate Appraisal, Third Edition, 1993, "*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*".

To determine the reasonable exposure time prior to the effective date of the appraisal and the estimated marketing time immediately following the effective date of the appraisal, evidence from the market is reviewed and local brokers are consulted. In the appraiser's opinion, the two estimates of time are similar in that the market evidence available to determine the estimated times is the same. The length of time the comparable land sales were on the market is unknown. Typically, properties are listed for sale prior to listing with a broker and brokers do not typically report on the length of time a property is on the market. We were unable to determine the length of time any of the improved sales in the Sales Comparison Approach were on the market. In talking with local commercial brokers, it is estimated to take approximately one to three years to sell a property such as the subject as vacant land however we do not believe there is an active market for a land parcel as small as the subject in this area of Greensboro. Marketing time depends on the list price and demand in the market. There have been very few sales of vacant land parcels in the area. We are of the opinion that if a vacant site of similar size were available on the market, that reasonable exposure time for the parcel "As Is" would be two to three years with a most probable marketing time of more than two years.

## THE VALUATION OF LAND BY THE SALES COMPARISON APPROACH

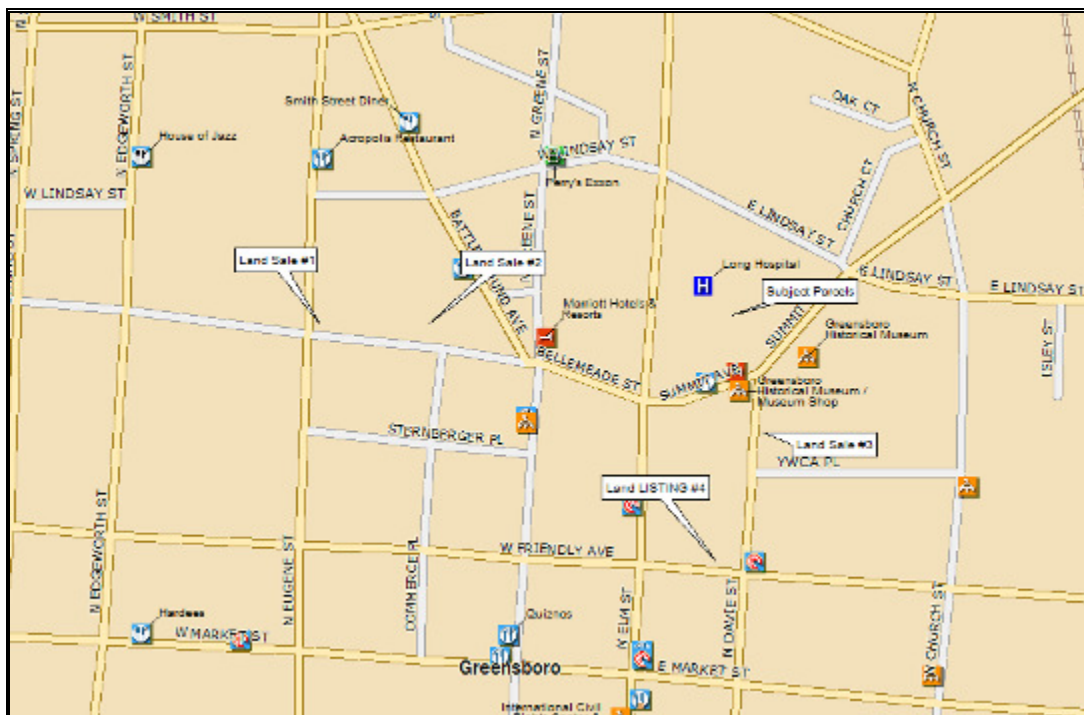
The value of the subject site will be estimated using the *Sales Comparison Approach to Value* by comparing the subject site to similar vacant properties and making the necessary adjustments to the comparable sales considering factors such as:

- 1) Property Rights Conveyed,
- 2) Financing,
- 3) Conditions of Sale,
- 4) Market Conditions (time),
- 5) Location/Access, and
- 6) Physical Characteristics

We have made a careful survey of the area and have found few land sales within the subject area which are comparable to the subject site and consistent in highest and best use. The client, The City of Greensboro, has been the major land purchaser in this area and the purchases typically include existing structures that have been or will be demolished and removed. The current market for vacant land sites is not highly active, likely due to the large vacancy in the general office market. We believe a very strong indication of current market value for downtown Greensboro land parcels with existing building improvements that will be demolished is provided by the recent parcel purchases by local developer Roy Carroll. His Carroll Fund 1, LLC entity has purchased several parcels in this area for assemblage in preparation for a 4-acre mixed-use project across from the ballpark. We have selected several sales located in the central Greensboro market for our analysis. We believe the quantity and quality of the following sales data, after proper adjustments, produce a reasonable estimate of value for the subject land.

## COMPARABLE LAND SALES SUMMARY

Location	Sale Date	Price	Size in SF	Price/ SF
1. 336 Bellemeade Street	04/01/14	\$725,500	13,369	\$54.27
2. 214-314 Bellemeade Street	06/13/14	\$1,925,000	68,520	\$28.09
3. 314 N Davie Street	08/12	\$1,840,000	80,847	\$22.76
4. 249 E. Friendly Ave	CURRENT LISTING	\$2,000,000	37,026	\$54.02



**Land Sale No. 1**

**Property Identification**

**Property Type**

**Address**

**Sale Data**

**Grantor**

**Grantee**

**Sale Date**

**Deed Book/Page**

**Verification**

**Sale Price**

**Land Data**

**Zoning**

**Topography**

**Utilities**

**Shape**

**Land Size Information**

**Gross Land Size**

**Frontage**

**Indicators**

**Sale Price/Gross Acre**

**Sale Price/Gross SF**

**Remarks**

Commercial CBD Land

336 Bellemeade Street, Greensboro, Guilford County, NC 27401

Dixiemeade Holdings, LLC

Carroll Fund 1, LLC

04/16/14

7589/113

Grantee

\$725,500

CB - Central Business District

Mostly level

All public

Basically rectangular corner site

0.31 Acres or 13,369 SF

N Eugene Street, ; Bellemeade Street

\$2,363,885

\$54.27

This is the sale of one of the parcels to be assembled with adjoining parcels for a proposed 4-acre mixed-use project

**Land Sale No. 2**

**Property Identification**

**Property Type**

**Address**

**Sale Data**

**Grantor**

**Grantee**

**Sale Date**

**Deed Book/Page**

**Verification**

**Sale Price**

**Land Data**

**Zoning**

**Topography**

**Utilities**

**Shape**

**Land Size Information**

**Gross Land Size**

**Indicators**

**Sale Price/Gross Acre**

**Sale Price/Gross SF**

**Remarks**

Commercial CBD Land

214-314 Bellemeade Street, Greensboro, NC

La Rose Properties, Inc.

Carroll Fund 1, LLC

06/13/14

7605/804

Grantee

\$1,925,000

CB - Central Business District

Mostly level

All public

3 adjoining irregular shaped parcels

1.573 Acres or 68,520 SF

\$1,223,774

\$28.09

This is the sale of three additional adjoining lots to be assembled with others for a proposed 4-acre mixed-use project.

**Land Sale No. 3**

**Property Identification**

**Property Type**

**Address**

**Sale Data**

**Grantor**

**Grantee**

**Sale Date**

**Deed Book/Page**

**Verification**

**Sale Price**

**Land Data**

**Zoning**

**Topography**

**Utilities**

**Shape**

**Land Size Information**

**Gross Land Size**

**Indicators**

**Sale Price/Gross Acre**

**Sale Price/Gross SF**

**Remarks**

This is the sale of the former Y.W.C.A. property in downtown Greensboro in the cultural district adjoining the public library, the historical museum and a city park. The city of Greensboro plans to demolish the building and utilize the land as green space until a later date.

Office Land

304-306 N. Davie Street, Greensboro, North Carolina

Young Women's Christian Association of Greensboro, NC, Inc.

City of Greensboro

August 15, 2012

7381/210`

Public records

\$1,840,000

CB

Mostly level

All public

Irregular assemblage of 5 adjoining parcels

1.856 Acres or 80,847 SF

\$1,045,259

\$22.76

**Land LISTING No. 4**

**Property Identification**

**Property Type**

**Address**

**Sale Data**

**Owner**

**Broker**

**Listing Price**

**Land Data**

**Zoning**

**Topography**

**Utilities**

**Shape**

**Land Size Information**

**Gross Land Size**

**Indicators**

**Sale Price/Gross Acre**

**Sale Price/Gross SF**

**Remarks**

Commercial Land

249 E. Friendly Avenue, Greensboro, North Carolina

Friendly Church Investments, LLC

Triad Commercial Properties

\$2,000,000

CB - Central Business District

Mostly level

All public

Rectangular

0.85 Acres or 37,026 SF

\$2,352,941

\$54.02

LAND SALES				
	Subject:	N. Elm Street and Summit Ave Land		
		Greensboro, North Carolina		
	Site Size:	Lot 1 2.287 Acres or 99,622 SF		
		Lot 2 2.107 Acres or 91,781 SF		
	Zoning:	Central Business District		
Sale Number	1	2	3	4
Address:	336 Bellemeade Street Greensboro, NC	214-314 Bellemeade Street Greensboro, NC	304-306 N Davie Street Greensboro, NC	249 E. Friendly Avenue Greensboro, NC
Sales Price:	\$725,500	\$1,925,000	\$1,840,000	\$2,000,000
Date of Sale:	4/16/2014	6/13/2014	8/15/2012	LISTING
Zoning:	CB	CB	CB	CB
Land Area (Acre):	0.310	1.573	1.856	0.850
Land Area (SF):	13,369	68,520	80,847	37,026
Price Per SF:	\$54.27	\$28.09	\$22.76	\$54.02
Adjustments:				
Expenditures After Sale:	0.00%	0.00%	0.00%	0.00%
Adj. Price/SF:	\$54.27	\$28.09	\$22.76	\$54.02
Conditions of Sale:	0.00%	0.00%	0.00%	-5.00%
Adj. Price/SF:	\$54.27	\$28.09	\$22.76	\$51.32
Market Conditions:	0.00%	0.00%	0.00%	0.00%
Adj. Price/SF:	\$54.27	\$28.09	\$22.76	\$51.32
Location:	0.00%	0.00%	0.00%	0.00%
Size:	-25.00%	-1.50%	-0.75%	-6.25%
Access/Visibility	0.00%	0.00%	0.00%	0.00%
Topography:	0.00%	0.00%	0.00%	0.00%
Zoning:	0.00%	0.00%	0.00%	0.00%
Gross Adjustments:	-25.00%	-1.50%	-0.75%	-6.25%
Indicated				
Price Per SF:	\$40.70	\$27.67	\$22.59	\$48.11
Statistical Analysis				
	Low	\$22.59		
	Mean	\$34.77		
	Median	\$34.19		
	High	\$48.11		

## EXPLANATION ADJUSTMENTS

We are of the opinion the comparable sales have occurred at times when market conditions were very similar as current market conditions and no adjustments are warranted. We rarely observe sales at full listed prices and the listing price for Listing #4 has been adjusted slightly downwards. We consider the comparable sales and listing to have locations similar to the subjects as all are within the CBD. Considering the subjects as a stand-alone parcels, the comparable sales are considered to have similar access and visibility. An adjustment for size is considered appropriate as smaller land parcels tend to sell for more dollars per square foot than larger parcels and this adjustment is based on a 1% adjustment for each 25% difference in site size with a maximum adjustment of 25%.

We consider the subject lots to have similar size and very similar marketable utilities as stand-alone parcels or as assembled with adjoining parcels and we have adjusted the comparable sales and listing accordingly. The mean and the median of the indicated range of values are the very close in this analysis which can often provide a slightly stronger indication of value for the subjects. We conclude that the value most representative of the subject land is at the middle of the indicated range at \$34/ square foot. The values for the subject land parcels are estimated as follows:

Lot 1  
99,622 Square Feet @ \$34/SF = \$3,387,148  
Rounded to \$3,400,000

Lot 2  
91,781 Square Feet @ \$34/SF = \$3,120,554  
Rounded to \$3,120,000

### CERTIFICATION

I 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 are 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 no personal interest with respect to the parties involved.
- I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the five-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with 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.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.
- I have made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- 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 have completed the Standards and Ethics Education Requirement of the Appraisal Institute for Associate Members.



Steven Randall  
State-Certified General Real Estate Appraiser # A5784



### CERTIFICATION

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

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- 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.
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- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- The Appraisal Institute conducts a voluntary program of continuing education for its designated members. As of the date of this report, I have completed the requirements of the continuing education program of the Appraisal Institute.

*Charles D. "Dick" Foster*

Dick Foster, MAI  
State-Certified General Real Estate Appraiser # A1070



## QUALIFICATIONS OF APPRAISER

**Steven C. Randall**

7822 Woodpark Drive, High Point, NC 27265  
(336) 210-3606 scrandall08@gmail.com

### PROFESSIONAL EXPERIENCE

2007- Present Foster Appraisal Services, Inc.  
2002 to 2007: Foster Rich and Company, Inc.  
1987 – 2001: T. Cooper's Deli, Inc. Greensboro, NC , Owner  
T. Cooper Enterprises, Inc. High Point, NC , Owner

### PROFESSIONAL DESIGNATIONS & AFFILIATIONS

2005 North Carolina State Certified General Real Estate Appraiser  
2004 North Carolina State Licensed Residential Real Estate Appraiser  
1988 North Carolina Real Estate Salesman  
1998-2000: Board of Governors Forest Oaks Country Club, Greensboro, NC  
2006 Associate Member of the Appraisal Institute

### EDUCATIONAL BACKGROUND

1972: Ohio University, Athens, Ohio, Bachelor of Arts  
1978-1980 University Of Toledo, Toledo, Ohio Graduate Studies in Business Administration  
1988: North Carolina Real Estate Salesman Licensure Course - GTCC  
2002: Course R1 Introduction to Real Estate Appraisal, Guilford Technical Community College  
2002: Course R2 Valuation Principles & Procedures, Dan Mohr Real Estate School  
2002: Course R3 Applied Residential Property Valuation, Dan Mohr Real Estate School  
2004: Course G1 Introduction to Income Property Appraisal, Dan Mohr Real Estate School  
2005: Course G2 Advanced Income Capitalization Procedures, Dan Mohr Real Estate School  
2005: Course G3 Applied Income Property Valuation, Dan Mohr Real Estate School  
2005: Appraisal Institute Seminar Rates & Ratios: Making Sense of GIMs, OARs, and DCFs  
2005: McKissock, Inc. Seminar Disclosures and Disclaimers  
2005: Appraisal Institute Seminar Evaluating Commercial Construction  
2007: Appraisal Institute Seminar What Clients Would Like Their Appraisers to Know  
2007: Appraisal Institute Course 15 Hour National USPAP  
2007: Appraisal Institute Course Business Practices and Ethics  
2008: Appraisal Institute Seminar Appraisal of Local Retail Properties  
2008: Appraisal Institute Course 530 Advanced Sales Comparison & Cost Approach  
2009: Appraisal Institute Seminar Appraising Distressed Commercial Real Estate  
2009: Appraisal Institute Course 510 Advanced Income Capitalization  
2009: Appraisal Institute Course 520 General Appraiser Market Analysis and Highest & Best Use  
2009: Appraisal Institute Seminar Introduction to Valuation for Financial Reporting  
2010: Appraisal Institute Seminar The Lending World in Crisis What Clients Would Like Their Appraisers to Know  
2011: Appraisal Institute Course 550 Advanced Applications  
2012: Appraisal Institute Course 833 Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets  
2013: American Society of Farm Managers and Rural Appraisers Course #1994 Introduction to Vineyard and Winery Valuation  
2013: Appraisal Institute Course Litigation Appraising – Specialized Topics and Applications



## QUALIFICATIONS OF THE APPRAISER

Charles D. "Dick" Foster, MAI  
5003 Edinborough Road  
Greensboro, NC 27406  
(336) 674-8939

Business Address:  
Foster Appraisal Services Inc.  
351 South Swing Road  
Greensboro, North Carolina 27409  
(336) 279-1172  
FAX (336) 834-0303  
Email: dickfostermay@bellsouth.net  
EIN: 26-0512348

## EDUCATION

High School - Enka High School, Enka, NC  
College - BS degree in Business Administration in the major field of General Management from Western Carolina University.

## APPRAISAL EDUCATION

American Institute of Real Estate Appraisers Course IA, Basic Appraisal Principles, Methods & Techniques at the University of North Carolina.

American Institute of Real Estate Appraisers Course 1B, Capitalization Theory and Techniques at the University of Georgia.

American Institute of Real Estate Appraisers Course Case Studies in Real Estate Valuation at the University of Colorado.

American Institute of Real Estate Appraisers Course Valuation Analysis and Report Writing at the University of Colorado.

American Institute of Real Estate Appraisers Course Standards of Professional Practice in Little Rock, Arkansas.

American Institute of Real Estate Appraisers Course Real Estate Investment Analysis at the University of Texas, Arlington, Texas.

## SEMINARS - Partial List

Appraisal Practice for Litigation - Instructor: James H. Pritchett, MAI;  
Understanding Limited Appraisals and Reporting Options - Instructor: Frank E. Harrison, MAI;  
Highest and Best Use Applications - Instructor: Charles W. Rex, MAI;  
Sales Comparison Approach Using the Market Data Grid. Instructor: Frank E. Harrison, MAI; Uniform Appraisal Standards for Federal Land Acquisition  
The Valuation of Real Estate - The Viewpoint of the CPM. Instructor: B. A. "Bill" Pittman, CPM;  
Discounted Cash Flow Analysis - Instructor: Clifford B. Fisher, Jr., MAI;  
Rates, Ratios, & Reasonableness - Instructor: Clifford B. Fisher, MAI;  
Appraising Apartments - Instructor: Phil Rociz, MAI;  
Special Purpose Properties - Instructor: Mark L. Ratterman, MAI;  
Subdivision Analysis - Instructor: Robert S. Martin, MAI  
Litigation Skills for the Appraiser-Instructor: David Craig, MAI  
Eminent Domain and Condemnation-Instructor: James H. Pritchett, MAI  
Golf Courses and Country Clubs-Instructor: Andy Hinds, MAI & Harvey P. Jeffers, MAI

Office Building Valuation: Vincent M. Dowling, MAI  
Appraising Distressed Commercial Properties: William Anglyn, MAI  
Appraisal of Local Retail Properties: Thomas Dorsey  
An Introduction to Valuing Green Buildings

### **EXPERIENCE**

Four years as a staff appraiser for Mr. Robert L. Harrison, MAI of Springfield, Missouri, consisting of residential, commercial, industrial, agricultural and condemnation assignments  
Three years as chief appraiser for Stone County, Missouri the mass appraisal of the entire county.  
Thirteen years associated with Appraisal Services, Inc.  
Five years with Foster Rich and Company as principal  
Presently with Foster Appraisal Services Inc.

### **ORGANIZATIONS**

Appraiser holds the "MAI" designation from the Appraisal Institute. (Designated January 1985).  
Licensed Real Estate Broker in the State of North Carolina.  
Certified General Appraiser for the State of North Carolina # A1070.

### **PARTIAL CLIENT LIST**

Wells Fargo	First State Bank
First South Bank	Fidelity Bank
Lexington State Bank	Truliant Credit Union
Financial First Federal	Carolina First Bank
Capital Advisors	SunTrust
American National	Southern Community Bank
First Citizens Bank	Randolph Bank and Trust
RBC Centura Bank	High Point Bank
BB&T	NewBridge Bank
City of Greensboro	First Community Bank
HIG Capital	Bank of Oak Ridge
Carolina Bank	Bank of North Carolina
Regions Financial Corporation	Carter Bank
NC Department of Transportation	First National Bank
Grand South Bank	Capitol Bank



## ADDENDA

N. Elm and Summit Avenue Land, Greensboro, NC



View West on E. Lindsay Street



View South on N. Elm Street



View Southwest on Summit Avenue



View North on Summit Avenue



Views of Lot 1

N. Elm and Summit Avenue Land, Greensboro, NC



Views of Lot 1



Views of Lot 2

N. Elm and Summit Avenue Land, Greensboro, NC