MEMORANDUM OF APPRAISAL REVIEW

Parcel(s)/Project/PCN: Parcel 11-1, Project NHU-4-083(060)200, PCN 15182
Appraisal Client & Intended User: NDDOT
Owner(s): NDDOT
Effective Date of Value Estimate: February 20, 2013
Appraisal Report Date: March 4, 2013
Appraiser(s): Chris Chase – NDCG #21002
Effective Date of the Review: February 20, 2013
Review Report Date: March 8, 2013
Review Appraiser(s): Jorge Pagán – NDCG #2604

The appraisal of reference was reviewed under the requirements of the Uniform Act, North Dakota Department of Transportation (NDDOT) Right-of-Way Manual, the Uniform Appraisal Standards for Federal Land Acquisitions, and the Uniform Standards of Professional Appraisal Practice.

The review appraiser did not inspect the subject property or the comparable sales and is relying on the appraisal for accurate disclosure of information that is relevant to the appraisal problem. The review appraiser did not personally confirm the information appearing in the appraisal report. The information presented is assumed to be complete, accurate, and not misleading.

The appraisal review has been based on the submitted appraisal and other factual data of record and without collaboration or direction. The appraisal review and analysis is subject to the definitions, assumptions, and limiting conditions specified in the appraisal review report. The review appraiser has no direct or indirect, present or contemplated future personal interest in such property or in any benefit from the acquisition of such property appraised.

The review determination is subject to the accompanying Appraisal Review Report, Appraisal Review Certification, this Memorandum of Appraisal Review, and the appraisal report under review.

The appraisal prepared by Chris Chase should be accepted as his value opinion of $64,000 for the subject property is appropriate and reasonable given the data and analyses presented. The acceptance of the appraisal does not constitute an opinion of value on the part of the review appraiser, nor should be construed that the review appraiser has taken ownership of, or is responsible for, the value opinion expressed in the appraisal under review.

/s/
Jorge L. Pagán, MAI, CCIM, R/W-AC
NDCG #2604
NDDOT- Chief / Review Appraiser

March 8, 2013
Date signed
TECHNICAL APPRAISAL REVIEW REPORT

Parcel(s)/Project/PCN: Parcel 1I-1, Project NHU-4-083(060)200, PCN 15182
Appraisal Client & Intended User: NDDOT
Owner(s): NDDOT
Effective Date of Value Estimate: February 20, 2013
Appraisal Report Date: March 4, 2013
Appraiser(s): Chris Chase – NDCG #21002
Effective Date of the Review: February 20, 2013
Review Report Date: March 8, 2013
Review Appraiser(s): Jorge Pagán – NDCG #2604

Introduction

The subject property is part of the existing NDDOT right of way. The intended use of the appraisal was to assist intended user NDDOT in administrative decisions related to the potential sale of the subject property. This report addresses the review of the appraisal.

According to NDDOT Plat 1I of 3 of the referenced project, the subject consists of a rectangular shaped, vacant parcel of land comprising 11,330 square feet. The highest and best use of this parcel, if it were not part of the right of way would be for commercial use.

The only applicable approach was the Sales Comparison Approach. Appraiser Chase used 5 vacant land sales in the appraisal and concluded at a market value of $5.64 per square foot, which is equivalent to a market value of $64,000.

Property Subject of the Appraisal Review

Parcel 1I-1 consists of 11,330 square feet.

Property Rights Appraised in the Appraisal under Review

Fee simple estate, excluding mineral rights

Effective Date of the Review

February 20, 2013

Date of the Review Report

March 8, 2013

Client and Intended User of this Review

NDDOT
**Intended Use of this Review**

This review is to assist the NDDOT in complying with the requirements to sell existing right of way.

**Purpose of the Review**

- To render an opinion as to the completeness of the appraisal report under review within the scope of work applicable to the appraisal assignment, which shall include the Uniform Standards of Professional Appraisal Practice (USPAP), the Uniform Appraisal Standards for Federal Land Acquisitions (UASFLA), and the Uniform Relocation Assistance and Real Property Acquisitions Policy Act of 1970 (the Uniform Act).

- To render an opinion as to the apparent adequacy and relevance of the data and propriety of any adjustments to the data.

- To render an opinion as to the appropriateness of the appraisal methods and techniques used and to develop the reasons for any disagreements.

- To render an opinion as to whether the analysis, opinions and conclusions in the appraisal report under review are appropriate and reasonable, and develop any reasons for any disagreement.

**Scope of Work**

The extent of this review process consisted in verifying the appraisal methodology and techniques used in the appraisal report for their appropriateness and compliance with the required laws, regulations, and standards. In addition, the appraisal report was reviewed for completeness, adequacy, relevance, and reasonableness of the analyses, opinions, and conclusions. Mathematics within the appraisal report was checked for accuracy.

The review appraiser did not inspect the subject property or the comparable sales used in the appraisal report.

The review appraiser did not personally confirm the information appearing in the appraisal report. This appraisal review is limited to the information and analysis presented within the appraisal report.

The review was conducted in the context of market conditions, as of the effective date of opinion in the report being reviewed. Thus, the appraisal report and the review are only valid, as of their effective dates of value.

The review appraiser did not develop an independent opinion of value as part of the review process.
Review

The appraiser used the appropriate report format, stated the identity of the client and intended users, adequately identified the subject property and the interest(s) to be appraised, stated the effective date of the appraisal and the date of the report, used the correct market value definition and source of definition, and disclosed the scope of work used to develop the appraisal. The subject property history analysis was appropriately reported.

Based on the appraiser’s credentials and the statement of competency included in the appraisal report, the appraiser has the competence to complete the appraisal report.

The appraisal report included a plat and legal description of the subject, a description of the information analyzed, appraisal methods and techniques employed and the reasoning to support the opinions and conclusions.

The appraisal report included an acceptable list of general assumptions and limiting conditions, and a signed certification.

The neighborhood and market description was relevant to the subject. The subject property was adequately described, its existing use and highest and best use was relevant to the scope of work and the subject characteristics.

The sales comparison approach was employed and the land value was considered to be supported and reasonable. The cost and income approaches to value were not applicable for this assignment. The appraiser explained the reasons for the inapplicability of the cost approach and the income capitalization approach for this assignment.

In conclusion, the appraisal contains adequate, relevant, and meaningful discussion and analysis. The appraiser seems to be impartial, objective, and without advocating to the cause or interest of any party and the assignment results seem to be credible.

Recommendation

After reviewing the information, method, and analyses presented in this appraisal and its compliance with the required laws, regulations, and standards, it is the opinion of the review appraiser that the appraisal report should be accepted as the basis for an offer to sell Parcel II-1.

Such acceptance does not constitute an opinion of value on the part of the review appraiser, nor should be construed that the review appraiser has taken ownership of, or is responsible for, the value opinion expressed in the appraisal under review.
ASSUMPTIONS AND LIMITING CONDITIONS

This review is considered to satisfy the requirements of Standard 3 of the Uniform Standards of Professional Appraisal Practice and Section C of Pat 7 of the Uniform Appraisal Standards for Federal Land Acquisitions. Research has not been verified by the reviewer. Reliance has been placed upon the qualifications of the appraiser to provide accurate, comprehensive, information regarding the subject of the work under review and the data as shown in this report.

The analyses, opinions, and conclusions in this review report are based solely on the data, analysis, and conclusions contained in the appraisal report under review. It is assumed that this data are representative of existing market data. No attempt, unless otherwise stated, has been made to obtain additional market data for this review.

All analyses and conclusions expressed by the reviewer are limited by the scope of the review process as defined herein.

Responsibility is not assumed for legal matters existing or pending, nor is opinion rendered as to title, which is assumed to be good.

Unless otherwise stated, the review appraiser has no knowledge of any hidden or unapparent physical deficiencies or adverse conditions of the property that would make the property less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, expressed or implied. The review appraiser will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because the review appraiser is not an expert in the field of environmental hazards, this appraisal review report must not be considered as an environmental assessment of the property.
CERTIFICATION OF THE REVIEW APPRAISER

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

- the facts and data reported by the reviewer and used in the review process are true and correct.

- the analyses, opinions, and conclusions in this review report are limited only by the assumptions and limiting conditions stated in this review report 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 the work under review and no personal interest with respect to the parties involved.

- I have no bias with respect to the property that is the subject of the work under review or to the parties involved with this assignment.

- my engagement in this assignment was not contingent upon developing or reporting predetermined results.

- my compensation is not contingent on an action or event resulting from the analyses, opinions, or conclusions in this review or from its use.

- my compensation for completing this assignment is not contingent upon the development or reporting of predetermined assignment results or assignment results that favors the cause of the client, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal review.

- my analyses, opinions, and conclusions were developed and this review report was prepared in conformity with the requirements of Uniform Standards of Professional Appraisal Practice, the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute, and the Uniform Appraisal Standards for Federal Land Acquisitions.

- 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.

- I did not inspect the subject property or the comparable sales cited under the work under review; and I have not verified the factual data presented in the appraisal report reviewed.

- no one provided significant appraisal, appraisal review, or appraisal consulting assistance to the person signing this certification.

- this appraisal review and analysis is subject to the same definitions, assumptions, and limiting conditions as specified in the appraisal report.

/s/ Jorge Pagán, MAI, CCIM, R/W-AC  
NDCG #2604  
NDDOT - Chief / Review Appraiser  
March 8, 2013  
Date
SUMMARY APPRAISAL REPORT OF

Parcel 1l-1
Project NHU-4-083(060)200
PCN 15182

11,330 SF of excess right of way,
Located on the west side of North Broadway Street
just north of 6th Avenue NW
Minot, North Dakota

Prepared for

Jorge Pagan, Chief Review Appraiser
North Dakota Department of Transportation
608 East Boulevard
Bismarck, ND 58504-6003

Prepared by

Chris Chase, Realty Officer
North Dakota Department of Transportation
608 East Boulevard
Bismarck, ND 58504-6003

Date of Valuation

Date of Inspection – February 20, 2013
Date of Report – March 4, 2013
March 4, 2013

Jorge Pagan, Chief Review Appraiser
North Dakota Department of Transportation
608 East Boulevard
Bismarck, ND 58504-6003

Re: Estimated Market Value of 11,330 SF of excess right of way, located on the west side of North Broadway Street, just north of 6th Avenue NW, Minot, North Dakota. (Project Number NHU-4-083(060)200)

Dear Mr. Pagan:

This summary appraisal report lays forth my opinion of value of the subject as of the date of value. The intended use of the appraisal is to assist the North Dakota Department of Transportation in selling the subject parcel, which was inspected on February 20, 2013. Based on the analysis presented in the following report, it is my opinion that the market value of the subject property as of February 20, 2013 was:

$64,000
(SIXTY-FOUR THOUSAND DOLLARS)
$5.64 per Square Foot

The fee simple interest, excluding mineral rights, has been appraised for the subject land. The subject of this appraisal assignment is approximately 11,330 SF of vacant land. The comparison sizes are based on assessor records and not on actual surveys performed by the appraiser or another party.

This appraisal report has been prepared in conformity with the current requirements of the Uniform Act and the Uniform Appraisal Standards for Federal Land Acquisitions, and the NDDOT right of way manual.

This valuation is based upon the attached report and all the assumptions and limiting conditions contained herein, including the understanding that I have no control of the use to which the report may be put by a subsequent reader.

I refer the reader to the Underlying Assumptions and Limiting Conditions that follow. I am not qualified to determine the presence of hazardous substances as they may affect the site. This would include, but not be limited to, toxic chemicals, waste oil, radon gas, methane, and asbestos. Unless otherwise stated, the subject is assumed to be unaffected by these substances. Following is a signed certification
by the certified appraiser, who inspected and valued the property. The complete narrative report that follows sets forth the data and analyses upon which my conclusions are based.

Sincerely,

________/s/______
Chris Chase
ND Certified General Appraiser #21002
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<th><strong>SUMMARY OF SALIENT FACTS AND CONCLUSIONS</strong></th>
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</thead>
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<tr>
<td><strong>Location:</strong> On the west side of North Broadway Street, just north of 6th Avenue NW, Minot, North Dakota</td>
</tr>
<tr>
<td><strong>Parcel:</strong> 1I-1</td>
</tr>
<tr>
<td><strong>Current Owners of Record:</strong> North Dakota Department of Transportation</td>
</tr>
<tr>
<td><strong>Site Area:</strong> Approximately 11,330 SF</td>
</tr>
<tr>
<td><strong>Current Use:</strong> Vacant Land / Excess Right of Way</td>
</tr>
<tr>
<td><strong>Highest and Best Use:</strong> Commercial</td>
</tr>
<tr>
<td><strong>Intended Use of the Appraisal:</strong> Selling Excess Right of Way Land</td>
</tr>
<tr>
<td><strong>Intended User of the Appraisal:</strong> North Dakota Department of Transportation</td>
</tr>
<tr>
<td><strong>Interest Appraised:</strong> Fee Simple, excluding mineral rights</td>
</tr>
<tr>
<td><strong>Date of Value:</strong> February 20, 2013</td>
</tr>
<tr>
<td><strong>Date of Report:</strong> March 4, 2013</td>
</tr>
<tr>
<td><strong>Market Value of Land:</strong> $64,000 ($5.64 SF)</td>
</tr>
</tbody>
</table>
SUBJECT PHOTOGRAPHS
ASSUMPTIONS AND LIMITING CONDITIONS

This appraisal report has been made with the following general assumptions:

1. The appraiser has not performed a survey of the subject property. Therefore, for the purpose of this report, the site area and legal description have been provided to me by the client.

2. The opinion of value in this report is based on the title to the property being marketable, free and clear of all liens and encumbrances.

3. The fee simple estate in the property contains the sum of all fractional interests, which may exist.

4. The property is appraised as if owned in fee simple title.

5. Responsible ownership and competent management exist for the property.

6. The appraiser is not responsible for the accuracy of the opinions furnished by others and contained in this report, nor am I responsible for the reliability of data utilized in the report. This includes engineering, maps, plats and all other material used to assist the reader in visualizing the property.

7. It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures that render it more or less valuable. No responsibility is assumed for such conditions or for arranging for engineering studies that may be required to discover them.

8. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless otherwise stated in this report.

9. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a nonconformity has been stated, defined, and considered in this appraisal report.

10. It is assumed that all required licenses, certificates of occupancy consents, or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimates contained in this report is
11. It is assumed that the utilization of the land is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless otherwise stated in this report.

12. Compensation for appraisal services rendered is dependent only upon the production of this report and that it is not contingent upon the values estimated.

13. This report considers nothing of a legal character and that the appraiser assumes no responsibility for matters of a legal nature.

14. Testimony or attendance in court is not required by reason of this appraisal, unless arrangements are previously made.

15. Information furnished is correct as received.

16. Neither this report, nor any of its contents, may be used for the sale of shares or similar units of ownership in the nature of securities, without specific prior approval of the appraiser. That no part of this appraisal may be reproduced without the permission of the appraiser.

17. The appraiser cannot predict or evaluate the possible effects of future wage price control action of the government upon rental income or financing of the subject property; hence, it is assumed that no control will apply which would nullify contractual agreements, thereby changing property values.

18. The subject property is not, nor will be, in violation of the National Environmental Policy Act, the State Environmental or Clean Air Act, or any and all similar government regulations or laws pertaining to the environment.

19. Adequate utility services are available to the subject property and will continue to be into the foreseeable future.

20. I was not provided with a Phase 1 Environmental Site Assessment. This appraisal is contingent upon the site being clean, and it does not take into consideration the effects, if any, of possible environmentally hazardous materials or contamination on the subject (either on site or off-site). If such adverse conditions do in fact exist, the appraiser reserves the right to alter their
value conclusions.

21. Electronically delivered reports may not be received in their entirety, may have been scrambled during transmission, or may have one or more data changed by some unknown third party. The appraiser is not responsible for such errors and cannot guarantee a report delivered electronically is a true or accurate representation of the appraisal report.
**Scope of Work to Solve the Problem**

This appraisal is presented in a summary narrative report in such a way that it contains sufficient information to allow the intended user to understand the scope of work performed. This report is intended to convey pertinent information about the property and its environment. Some details are retained in the appraisal file for this assignment. An on-site inspection of the property was conducted and an inspection was made of the surrounding neighborhood and comparable sales. A search of public records has been completed to ascertain the current and historical assessment and ownership data regarding the property. County records and officials were contacted regarding current assessments, taxes, zoning, water source and soil types, as needed.

The subject property's current physical and legal condition, its use and history were researched with all due diligence expected of a professional real estate appraiser in the course of performing appraisal services. The appraiser has attempted to analyze the subject property as seen through the eyes of the hypothetical, "most probable" buyer. The market in the local area was examined to determine existing and proposed inventory, demand, and marketability of properties within this classification, given the highest and best use. The City Assessor, Realtors, Buyers and Sellers were contacted for information on sales.

**The Purpose of the Appraisal**

The assignment is to appraise the market value (as of February 20, 2013) of the vacant land (11,330 SF) located on the west side of North Broadway Street, just north of 6th Avenue NW, Minot ND. This value is to set a benchmark for the asking price of the subject at auction.

**Use / User**

The intended user of this appraisal is North Dakota Department of Transportation for use with selling the subject property at auction.

**Property Rights Appraised**

Real property consists of the interest, benefits, or rights in real estate. This property is not considered encumbered with any lease. The fee simple interest, excluding mineral rights, is therefore appraised.
**Date of value**

I inspected the subject property and comparable sales on February 20, 2013. I performed a visual inspection of accessible areas. This will be the date of value for this report.

**Date of Report**

The date of this report is March 4, 2013.

**Definitions**

**Market Value** means the highest price for which property can be sold in the open market by a willing seller to a willing purchaser, neither acting under compulsion and both exercising reasonable judgment.

(SOURCE: North Dakota Century Code 24-01-01.1, Sec. 27.)

**Fee simple estate** is defined as:

Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.

PROPERTY OWNERSHIP AND RECENT HISTORY

I was not provided with a title report. According to the Minot Assessor's Office, the subject property is vested in the name of:

North Dakota Department of Transportation

The subject property was purchased over five years ago by the NDDOT for purposes of Right of Way. The impact of the take was sufficient enough to require a total take. It was acquired from Larry D. Armstrong of Minot North Dakota. The subject of this report is the remainder of that parcel after right of way needs. The subject is excess right of way.

Before the initial taking, the parcel size was 12,870 SF. It was improved with a small commercial building. The total paid for the land and the improvements was $100,000. There was an additional $10,000 paid in administrative settlement fees. The total paid for the land was $51,480, or $4.00 per SF. This value was based on an appraisal that was completed by R. M. Hoefs and Associates, Inc.

The legal description as prepared by Lou Ann Gosbee of the NDDOT is found on the plat found in the addenda of this report.

Said plat is shown on the plat as 1I-1 and now contains 11,330 SF more or less, and is subject to any easements or rights of way previously acquired.
MARKET / MARKETABILITY ANALYSIS

The Subject Property

The subject is an 11,330 SF commercially zoned vacant tract of land located on Broadway Street, the main north/south thoroughfares of Minot, ND. Most of the lots along Broadway in the central business district are very similar in size and shape and most if not all are zoned for commercial use. The site is 110 feet wide and 103 feet deep. The subject is located in an area that was recently impacted by the flooding of the Mouse River. The subject was site to a large earthen dike.

Minot University is just north of the subject. There are many small commercial buildings along Broadway. This area is considered a part of the Central Business District.

The most likely developer of the subject is a small, low to moderate traffic user, which would benefit from good frontage and visibility that Broadway offers. The site is not large enough for large office, or high traffic. Most large box retail and other large commercial (office) uses are found both north and south of the CBD along Broadway. In some cases, lots have been assembled and there are a few larger users within the subject area.

Market Delineation

Minot is centered on the North American continent. The city is served by US Highways 2, 52 and 83. Given the dynamics of the City of Minot, the market is considered all of Minot. Minot serves as the central hub for north central and northwest North Dakota, as well as parts of Montana and the Canadian provinces of Manitoba and Saskatchewan. The city's transportation system sports three major highways, three railroads, bus service, major trucking firms, and a modern international airport.

The City is not large enough to segregate the City into submarkets. There are corridors that are more commercially developed and have stronger pull. Broadway Street is one of these corridors.

A robust economy also factors in to the growth and expansion of Minot’s commerce base. The oil industry offers tremendous opportunity for sustainable low unemployment rates. According to a May 2010 report published by the Associated Press, Ward County is the least economically stressed county in the United States.

It may be separated by 13 miles, but Minot Air Force Base (MAFB) is a part of the community. The base and the community combine to make TEAM MINOT – a term used to show the strong relationship between the two. Activated in 1957, MAFB has gone through changes since its start as an Air Defense Command Base. Today, MAFB consists of two units: the host wing, The 5th Bomb Wing and the 91st Missile Wing, both part of the Global Strike Command. The total
Base related population (military, civilian and dependents) is over 12,800 with over 5,670 of that total, living on Base as of September 2010.

**Supply and Demand Analysis**

This parcel is within an area that is near 100% built out. The lots that are now vacant are so due to demolition and clearing the land. The high demand in the area has greatly reduced the stigma that was created in the aftermath of the Mouse River flood. Commercial activity seems pretty strong as oil business in the northwestern part of North Dakota has had a lot of activity in the past few years. This has increased commerce in Minot noticeably. Population trends for Minot suggest that there would be high demand for new space.

**Population**

<table>
<thead>
<tr>
<th>Year</th>
<th>Minot</th>
<th>Ward County</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>42,485 est.</td>
<td>64,072 est.</td>
</tr>
<tr>
<td>2010</td>
<td>40,888</td>
<td>61,675</td>
</tr>
<tr>
<td>2000</td>
<td>36,567</td>
<td>58,795</td>
</tr>
<tr>
<td>1990</td>
<td>34,544</td>
<td>57,921</td>
</tr>
<tr>
<td>1980</td>
<td>32,843</td>
<td>58,392</td>
</tr>
<tr>
<td>1970</td>
<td>32,290</td>
<td>58,560</td>
</tr>
<tr>
<td>1960</td>
<td>30,987</td>
<td>47,072</td>
</tr>
<tr>
<td>1950</td>
<td>22,032</td>
<td>34,782</td>
</tr>
</tbody>
</table>

The most probable buyer would be an office user. This is the most common use in the area. There are other commercial uses in the area, including retail, convenience store, and churches.

While doing a search for comparisons, there were a few listings found. While there were listings, all appeared to be over priced and had been on the market for more than typical amounts marketing times. It would appear that supply and demand are stable with demand slightly stronger than supply.
PROPERTY DESCRIPTION

Address/Location: West side of North Broadway Street, just north of 6th Avenue. Minot, ND

The subject is an interior lot.

Site Area: 11,330 SF

Accessibility: North Broadway Street

Visibility: Good visibility from North Broadway Street. Access is via curb cut located on the southeast corner of the lot. Discussion with the City of Minot indicates that access will be granted, though it may be moved to accommodate another user and have a shared access.

Traffic Count: 26,230 vehicles per day

Parcel Shape: Rectangular (110 feet wide X 103 feet deep)

Topography and Drainage: Property is generally level, at steer level, with general drainage in the area to the south.

Utilities All basic and needed utilities are to the subject. Providers are Xcel, MDU, Midcontinent, and Municipal.

Zoning The current zoning on the subject is C-2.

The following is an excerpt from the Minot City Zoning Ordinance.

Sec. 11-1. Regulations: The regulations set forth in this chapter or set forth elsewhere in this zoning ordinance when referred to in this chapter are the regulations in the “C-2” General Commercial District.

Sec. 11-2. General Description: The C-2 General Commercial District is established as a heavy commercial district located in close proximity to major thoroughfares or highways in order
that highway services types of land use can be provided and is designed to furnish a wide range of retail services and goods.
Sec. 11-3. Uses Permitted:
a) All uses permitted within the C-1 Limited Commercial District, without respect, however, to the limitations imposed by Sec. 10-4 thereof (other than 10-4(g).
b) Hotel, motel, and tourist home.
c) Parking structures.
d) Laundromats (commercial).
e) Small animal clinic or commercial kennel where all animals are kept indoors at all times.
f) Theater, excluding drive-in types of service.
g) Filling station for gasoline and oil.
h) Bus or rail stations.
i) Club or lodge.
j) Commercial greenhouse.
k) Commercial parking lot.
l) Commercial school.
m) Drive in restaurant; or restaurant of any size; drinking establishment.
n) Boat and marine sales and services.
o) Carwash.
p) Funeral home.
q) Automobile repair shops - major.
r) Automobile sales and used car lots.
s) Manufactured home sales and service.
t) Billiard and pool halls, bowling alleys, skating rinks and dance halls.
u) Arcades not to include adult entertainment center.
v) Miniature golf course.
w) Lumberyards.
x) Places of assembly.
y) Upholstering shop, not involving furniture manufacturing.
z) Truck or transfer terminal.
aa) Adult cabaret, but not considered an adult entertainment center.
cc) Any commercial use listed in Section 11-3 plus residential (R-3) use on the same lot and in the same building with the residential use located in the floor or floors above the commercial use, provided all off-street parking and loading requirements are met for both uses. The height, area and yard requirements of the C-2 district must be met.
dd) Commercial recreational or amusement development for temporary or seasonal periods.
ee) Manufacturing, assembling, processing and fabricating businesses, and contractors' equipment storage yards and offices which are subject to the following special conditions:
1) Glare, whether direct or reflected, such as from floodlights or high temperature processes, and as differentiated from general illuminations, shall not be visible at any property line.
2) Exterior lighting, used for exterior illumination shall be directed away from adjoining properties.
3) Vibration, shall not be discernible at any property line to the human sense of feeling at any time.
4) Smoke, Dust, Fumes, Gases, and Odors. The design, construction, and performance of all industrial uses shall be in conformance with city, county and state standards and regulations. The storage of trash shall be within principal buildings or otherwise shall be within an accessory enclosure complete with roof and walls of the same exterior finish as the main structure or screened from all residence districts with an adequate buffer.
5) Storage of Material and Equipment. Open storage of materials and equipment in any required front yard shall be prohibited. For businesses adjoining any "R" district or across a street or alley from any "R" district, outside storage shall be located or screened so as not to be visible from the "R" district at ground level.
6) The area of the yard adjacent to any residential district shall be landscaped and permanently maintained in landscaping to the extent of a minimum of 35% of the yard area. This requirement shall also apply to any front yard on the side of any street opposite any residential district.
7) Businesses under this section shall be limited to the manufacture, compounding, processing, packaging or treatment of such good, materials and products as the following:
   i) bakery goods, candy, cosmetics, pharmaceutical, toiletries, food products excepting fish and meat products, sauerkraut, vinegar, yeast, and the rendering of fats and oils.
   ii) articles made from previously prepared materials such as: bone, canvas, cellophane, cloth, concretes and plaster, cork, feathers, felt, fiber, fur, glass, hair, horn, leather, metals and sheet metals, masonry, paper, plastics, precious or semi-precious metals or stone, shell, textiles, wax, wire, wood, yarns, and the like.
   ff) Except for filling stations there shall be prohibited those uses involving the storage or handling of hazardous materials, hazardous substance, or hazardous waste as those terms defined in Title 49 of the Code of Federal Regulations at Section 171.8, if the amount of the hazardous material, hazardous substance, or hazardous waste on particular premises at any City of Minot 43 one time exceeds the “reportable” quantity. The reportable quantity shall be as specified in Title 49 Code of Federal Regulations Section 172.101, unless the reportable quantity is specified by the Fire Chief, in which case his specifications shall govern.
   gg) Other uses of similar nature or general character to those specifically permitted in the district.

Sec. 11-4. Lot, Height, Area and Yard Requirements:
   a) Maximum height of any building shall not exceed sixty (60) feet.
   b) Maximum coverage:
1) Commercial and industrial - no limit except as limited by yard requirements and must meet off-street parking requirements.
2) Residential - 40% of lot area, subject to Section 21-1(f).
   c) Minimum yards are as follows:
      1) Commercial and industrial - front - twenty-five (25) feet.
      2) Commercial - rear - zero except where the rear of the lot adjoins the "Ag" District or any "R" district in which case the minimum rear yard shall be twenty-five (25) feet.
      3) Industrial - rear - zero except where the rear of the lot adjoins the "Ag" district or any "R" district or across any street from any "R" district, in either case the minimum rear yard shall be thirty-five (35) feet.
      4) Commercial - side - zero except where the side of the lot adjoins the "Ag" district or any "R" district in which case the minimum side yard shall be five (5) feet.
      5) Industrial - side - zero except where the side of the lot adjoins the "Ag" district or any "R" district in which case the minimum side yard shall be fifteen (15) feet.
      6) Residential - same as R-3 district.
      7) All yards are subject to the limitations, exceptions and other modifications set forth in Chapter 21.
      8) Filling station pumps and pump islands may be located within a required front yard provided they are not less than fifteen (15) feet from any street line and not less than one hundred (100) feet from the boundary of any residential district. Filling station canopies may be constructed so that the canopy is no closer than five (5) feet from any front lot line. These pump island and canopy exceptions also pertain to the C-3, M-1 and M-2 districts.
   d) Minimum lot area - none, except for exclusively residential use must comply with R-3 district area requirements.
   e) Minimum lot dimensions - none.
   f) Buffer strips may be required along lot lines adjacent to a more restrictive zoning district.

Environmental Observations

During the on-site inspection, I noticed no evidence of hazardous waste and/or toxic materials. I have no knowledge of the existence hazardous waste and/or toxic materials on the subject property. However, I am not qualified to detect such materials.
Soil Considerations

The subject soil is classified as Selva Loam (Vh). This soil has low corrosion qualities for concrete and moderate corrosion qualities for steel. Basements are not recommended for this soil, mostly for flooding concerns. Construction up to three floors is recommended in this soil category with solid concrete footings.
Flood Zone

Per the Flood Insurance Rate Map, Community number 38101C0781D, dated January 19, 2000, the subject property is located in a Zone X (shaded) flood zone, which is defined as area of moderate flood hazard, usually the area between the limits of the 100-year and 500-year floods. In 2011, the area saw significant flooding in the subject area.

Conclusions

The subject is conforming to the area and is in a good location. The site is ready for construction and the most likely use of the site is commercial. The only detriment to the site is the proximity to the river and the possibility of future flooding.
HIGHEST AND BEST USE ANALYSIS

Definition

Highest and best use, as used in this report, is defined as follows:

The reasonably probable and legal use of vacant land or an improved property that is legally permissible, physically possible, appropriately supported, financially feasible, and that results in the highest value.


The four criteria the highest and best use must meet are physical possibility, legal permissibility, financial feasibility, and maximum productivity.

Highest and best use identifies the most profitable, competitive use to which a property can be put. A property's highest best use is determined by the competitive forces in the market in which the property is located. It may or may not reflect the current or proposed use.

The subject is vacant land. The appraisal will develop the highest and best use conclusions from the perspective of vacant land.
Highest and Best Use Vacant Land

Legally Permissible

The subject is within a zoning classification of C-2. The subject has been acquired by the North Dakota Department of Transportation for Right of Way purposes. The subject is currently vacant. Most of the developed parcels within the neighborhood are office or retail. This use, as commercial, is conforming to the neighborhood and the current zoning. It would appear that there are no deed restrictions or controls on the subject that would limit development. A list of permitted uses is found where discussing zoning under property description.

Physically Possible

The physical characteristics of the subject parcel, such as its topography, access, size, shape and available utilities, are adequate for a variety of land uses. The overall utility of the site is considered good. No adverse external physical conditions were observed which would materially affect the development of the subject site. In general, there does not appear to be any significant physical constraints in the use of the subject land for future development other than size. The size of the subject is small enough to limit the use as industrial. Given the location on North Broadway Street, further development is likely. The size of the parcel will limit the size of the improvement. All large use businesses like Hotel, Theater, and Bus station type uses, would not physically fit on the subject. The size of the subject is not uncommon for this area. Remaining possible legal uses are:

- Antique store.
- Appliance, radio, television store.
- Auto accessory store, minor auto repair.
- Billiard and pool halls.
- Book, magazine, newspaper store.
- Butcher shop.
- Camera store, art supply store.
- Candy store.
- Clothing, clothing accessories store.
- Delicatessen.
- Drugstore.
- Flower shop.
- Furniture, office equipment store.
- Gift shop.
- Grocery store.
- Hardware store.
- Hobby, toy store.
- Jewelry store.
Music store.
Office supply, stationery store.
Package liquor store.
Photographic studio.
Shoe store.
Sporting goods store.
Bakery, in which nothing is baked except for retail sale on premises.
Pet shops, limited to cats, dogs, fish and other small animals provided all pets are confined within a building and same do not create an odor, noise or nuisance affecting the adjacent occupants.
Barbershop.
Beauty shop.
Dressmaker, tailor.
Laundry pickup service.
Laundry - self-service (laundromat).
Radio and appliance repair.
Drinking or food service establishment, exclusive of drive-in restaurant, designed to accommodate no more than fifty (50) persons at one time.
Shoe repair.
Watch, jewelry, camera repair.
Dry cleaning plants, providing service for wearing apparel and complying with all provisions of the fire prevention code for a class four system.
Mortuary or funeral home.
Banks, savings and loan institutions.
General offices.
Attorneys.
Physicians, dentists, chiropractors, and associated clinics.
Research laboratories.
Engineering/Architects.
Certified Public Accountants.
Real Estate Offices.
Medical offices.
Day care centers subject to day care center showing evidence of application for day care center and all appropriate federal, state, and local regulations must be fulfilled.
Interior decorating studios.
Other uses of similar nature or general character to those specifically permitted in the district.
Bed and breakfast business in a single-family home.
Temporary real estate offices in a model home.
Financially Feasible

Economic feasibility is a function of supply and demand. The feasibility of any development of the subject site, then, is dependent upon the supply of similar land suitable for development and the demand for the available development alternatives. In terms of land inventory, currently there is a minimal supply of vacant land available for development in the immediate subject market area. It would appear that there is moderate demand for land for development. Of the legal and physical uses, commercial development is the only financially feasible use. This area is within a flood zone labeled between a 100 year and 500 year flood. The subject area was flooded severely in the summer of 2011. None of the legal and physical possibilities are limited by financial limitations.

Maximally Productive and Conclusion

The subject’s productivity would be maximized with commercial use. This area is not conforming for industrial or for residential. Commercial is the only legal use. Physically, the only limitations are size. Surrounding uses are all commercial, that being office and retail. Given the subject’s location and current growth patterns in the area, the highest and best use of the subject parcel is commercial development. This would result in the highest value to the property.
VALUATION PROCESS

There are three approaches to valuing properties. These are the cost approach, the sales comparison approach, and the income capitalization approach. The type and age of the property and the quantity and quality of data affect the applicability of each approach for a specific appraisal problem.

The cost approach is based upon the principle that the informed purchaser would pay no more than the cost to produce a substitute property with the same utility as the subject property. It is particularly applicable when the property being appraised involves new or relatively new improvements, which represent the highest and best use of the land, or when relatively unique or specialized improvements are located on the site and for which there exists no comparable properties on the market. It is not applicable when the property being appraised is vacant with no improvements. It will not be used in this report.

The sales comparison approach is applicable to the valuation of all types of real property interests when there are sufficient recent transactions to indicate value patterns in the market. It is the most direct and straightforward approach when data are available. When data on transactions of comparable properties are not available, however, the applicability of the sales comparison approach may be limited. This is the approach used to determine vacant land and will be used in valuing the subject.

The income capitalization approach is based on the principle of anticipation, that value is the present worth of anticipated future benefits or income forecast to be derived from ownership of the property rights being appraised. The income capitalization approach involves capitalizing net operating income to produce an indication of value. This approach is not valid when appraising vacant land as typical buyers and sellers are not concerned about the income potential of vacant land as they are on the ability to develop that site and the income potential of those improvements.

The resulting indications of value from the three approaches are correlated into a final estimate of value for the subject property. It is not always possible or practicable to use all three approaches to value. The nature of the property being appraised, and the amount, quality, and type of data available dictates the use of the Sales Comparison Approach in the valuation process.
SALES COMPARISON APPROACH

Methodology

The sales comparison approach is applicable to the valuation of all types of real property interests when there are sufficient recent transactions to indicate value patterns in the market. It is the most direct and straightforward approach when data are available and, if the sales data are current, it is a very good indicator of current market trends. When data on transactions of comparable properties are not available, however, the applicability of the sales comparison approach may be limited.

To apply the sales comparison approach, the following steps are taken:

1. Research the market to obtain information on sales transactions, listings, and offerings to purchase properties that are similar to the subject property in terms of utility and highest and best use.
2. Verify the information by confirming that the information obtained is factually accurate and that the transactions reflect arm's length market considerations.
3. Select relevant units of comparison and develop a comparative analysis for each unit.
4. Identify the elements of comparison and compare the subject property and comparable sale properties; adjust the sale price of each comparable appropriately or eliminate the property as a comparable.
5. Reconcile the values indicated by the adjusted sales prices of the comparable to conclude to a value estimate for the subject property.

The application of this approach produces a market value indication for the subject by comparing it with similar properties that either have sold recently or are currently listed for sale. After adjusting for differences, this process should result in a reasonable range of what a typical buyer would pay for the property. Most buyers refer to a specific unit of comparison depending on the type of property. For the subject property, this is the sales price per SF of land.

Research was conducted in the general neighborhood of the subject for land with similar amenities and conditions. Land sales that are close to the subject were the focus.
Below is a map that shows the location of the comparable sales. Following are pages that summarize the key information for these sales. Adjustments are made for differences between these comparable sales and the subject.
Land Sale #1

Type: Vacant Commercial Land
Location: 2626 E Burdick Expressway, Minot, North Dakota
Sale Price: $137,150
Terms: Cash to seller
Area SF: 20,000 SF
Price per SF: $6.86
Recording Date: September 21, 2012
Seller: SRT Communications, Inc.
Buyer: Kum & Go LLC
Deed #: #2947426
Zoning: C-2
Flood Zone: X (shaded) – Area within the 500 year flood and 100 year flood with elevations less than 1 foot.
Traffic Count: 9,025 vehicles per day
Comments: This property was purchased by Kum & Go from the neighboring property owner to increase their parking lot for their gas station.
Legal: Lots 105, 106, 107, 108 (Less the N 25 ft of R/W) & N 100 Ft of Lot 109, Rearrangement of Green Valley Addn, Ward County, North Dakota
Land Sale #2

Type: Vacant Commercial Land
Location: 3600 North Broadway, Minot, North Dakota
Sale Price: $287,900
Terms: Cash to seller
Area SF: 71,874 SF
Price per SF: $4.00
Recording Date: February 3, 2012
Seller: D.J. Holdings, LLP
Buyer: Glen Myers
Deed #: #2935384
Zoning: C-4
Flood Zone: X – Area outside of the 500 year flood
Traffic Count: 13,880 vehicles per day
Comments: This sale has good visibility and frontage.
Legal: Lot 1, Ridgedale Heights 3rd Addition to the City of Minot, Ward County, North Dakota
Land Sale #3

Type: Vacant Commercial Land
Location: 1919 9th Street SW, Minot, North Dakota
Sale Price: $100,000
Terms: Cash to seller
Area SF: 22,050 SF
Price per SF: $4.54
Recording Date: July 27, 2012
Seller: Iver J. Eliason
Buyer: Comfort Solution HVAC of ND, LLC
Deed #: #2944133
Zoning: C-2
Flood Zone: X – Area outside of the 500 year flood
Traffic Count: 9,025 vehicles per day
Comments: This property is located directly behind the SW Plaza building and is visible from 20th Ave SW.
Legal: North 100 ft. of Outlots 17 and 18 and the North 100 ft. of the West 33 ft. of Outlot 19, Section 26, Township 155 North, Range 83 West, Ward County, Minot, North Dakota
Land Sale #4

Type: Vacant Commercial Land
Location: 620 Western Ave
Sale Price: $50,000
Terms: Cash to seller
Area SF: 15,117 SF
Price per SF: $3.31
Recording Date: December 22, 2011 (Closing Date)
Seller: Earl Allen, Jr.
Buyer: B2 LLP
Deed #: #2933488
Zoning: M-1
Flood Zone: X (shaded) – Area within the 500 year flood and 100 year flood with elevations less than 1 foot.
Traffic Count: 2,060 vehicles per day
Comments: The property backs up the railroad tracks.
Legal: Lots 9, 10, 11 Shirley’s Sub Blk 1 of Ekrem’s Addition, Ward County, Minot, North Dakota
Land Sale #5

Type: Vacant Commercial Land
Location: 733 N Broadway
Sale Price: $30,000
Terms: Cash to seller
Area SF: 5,300 SF
Price per SF: $5.66
Recording Date: December 1, 2010
Seller: Gene H. and Ruby Rau
Buyer: Robert G. Bartsch
Deed #: #2934666
Zoning: C-2
Flood Zone: X (shaded) – Area within the 500 year flood and 100 year flood with elevations less than 1 foot.
Traffic Count: 26,230 vehicles per day
Comments: The property was purchased from the neighboring property to assemble for additional parking.
Legal: Outlot 32 less Hwy R/W of the SE ¼ of Section 14, Township 155 N, Range 83 W, Ward County, Minot, North Dakota
Below is a chart showing a summary of the land comparisons.

<table>
<thead>
<tr>
<th>Comp</th>
<th>Close Date</th>
<th>Size (SF)</th>
<th>Zoning</th>
<th>Traffic Count</th>
<th>$ per SF</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>9/21/12</td>
<td>20,000</td>
<td>C-2</td>
<td>10,950</td>
<td>$6.86</td>
</tr>
<tr>
<td>2</td>
<td>2/3/2012</td>
<td>71,874</td>
<td>C-4</td>
<td>13,880</td>
<td>$4.00</td>
</tr>
<tr>
<td>3</td>
<td>7/27/12</td>
<td>22,050</td>
<td>C-2</td>
<td>9,025</td>
<td>$4.54</td>
</tr>
<tr>
<td>4</td>
<td>12/22/11</td>
<td>15,117</td>
<td>M-1</td>
<td>2,060</td>
<td>$3.31</td>
</tr>
<tr>
<td>5</td>
<td>12/1/10</td>
<td>5,300</td>
<td>C-2</td>
<td>26,230</td>
<td>$5.66</td>
</tr>
<tr>
<td><strong>Subject</strong></td>
<td>-</td>
<td><strong>11,330</strong></td>
<td><strong>C-2</strong></td>
<td><strong>26,230</strong></td>
<td>-</td>
</tr>
</tbody>
</table>

Analysis of Comparable Sales

Available market data, recent trends and the appraisers’ judgment were relied upon in estimating approximate percentage adjustments. These adjustments reflect a level of accuracy that does not always exist in the market, but allows the reader to follow the reasoning and rationale, which lead to the conclusions. Before adjustments, the “mean” unit price of the 5 sales is $4.87 per SF and the “median” unit price is $4.54 per SF. Those sales with the least amount of adjustments are the most comparable to the subject. The following outlines the adjustments that were made to the comparable sales. Adjustments are made based on potential influence of the following factors:

- Property rights conveyed
- Financial terms/Cash equivalency
- Conditions of sale
- Expenditures made immediately after purchase
- Market conditions
- Location
- Physical characteristics
- Economic characteristics
- Use
- Non-realty components of value

**Property Rights Conveyed**

All sales were owned in fee simple, less mineral rights, at the time of transaction. There are no conditions that require an adjustment for this category.

**Financing Terms**

All sales with cash or equivalent received no adjustments. The subject value assumes a cash transaction or financing typical of the market at the time of
transaction. All of the comparable sales were purchased with cash or its equivalent. No adjustments made.

**Conditions of Sale**

A negative adjustment was made to both sales #1 and 5 due to assemblage. The properties were purchased by neighboring properties to increase parking for their respective businesses. All of the other sales were arms-length sales; there were no tax considerations, or any legal proceedings that would alter value.

**Expenditures made immediately after purchase**

There were no expenditures made on any of the comparisons after purchase that would suggest that an adjustment is needed for this category.

**Market Conditions**

Comparing the most similar sales, sales #1 and 5, suggest a 1% per month adjustment for time. With the oil boom in Western North Dakota, there has been an increase in demand for commercial property in Minot.

**PROPERTY CHARACTERISTICS**

Before proceeding with adjustments for property characteristics such as location, condition, size, etc., the adjusted sale prices are broken down into a unit price, which in this case is the price per SF. Whereas the preceding elements of comparison follow a sequential order (with an accompanying step by step calculation of the adjustment), there is no specific order for individual property characteristics. As a result, estimated percentage adjustments are summed, and applied in a single calculation to the unit price that has already been adjusted for property rights, financing, conditions of sale, and market conditions.

**Location**

All of the comparable sales presented on the previous summary table are located in Minot. Sale #1, 2, 3, and 4 are adjusted upward for having less traffic than the subject. Sale #3 is also adjusted upward for having good visibility from 20th Ave SW, but no frontage. Sale #4 is in a more industrial location and backs up to the railroad which resulted in an upward adjustment.
Access

All comparable sales and the subject have similar paved access; therefore no adjustments were necessary.

Size

The comparable sales range in size from 5,300 SF to 71,874 SF. The subject is 11,330 SF. Generally, smaller properties sell for more on a per acre basis than do larger properties. This is due to the economies of scale and a larger pool of buyers for small properties. Comparison sales #1, 2, and 3 are adjusted up for their larger size. Comparison sale #5 is adjusted downward for its smaller size.

Shape

All comparable sales and the subject have similar shape. No adjustments were made.

Use

Sale #4 has an M-1 (industrial) zoning that resulted in an upward adjustment.
### Adjustment Grid

<table>
<thead>
<tr>
<th>Subject</th>
<th>Land Sale 1</th>
<th>Land Sale 2</th>
<th>Land Sale 3</th>
<th>Land Sale 4</th>
<th>Land Sale 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sale Price</td>
<td>$137,150</td>
<td>$287,900</td>
<td>$100,000</td>
<td>$50,000</td>
<td>$30,000</td>
</tr>
<tr>
<td>Conditions of Sale</td>
<td>Arm's Length</td>
<td>Assemblage</td>
<td>Arm's Length</td>
<td>Arm's Length</td>
<td>Arm's Length</td>
</tr>
<tr>
<td>Comparison</td>
<td>Superior</td>
<td>Similar</td>
<td>Superior</td>
<td>Similar</td>
<td>Similar</td>
</tr>
<tr>
<td>Adjustment</td>
<td>-$40,000</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$5,000</td>
</tr>
<tr>
<td>Adjusted Value</td>
<td>$97,150</td>
<td>$287,900</td>
<td>$100,000</td>
<td>$50,000</td>
<td>$25,000</td>
</tr>
<tr>
<td>Size in SF</td>
<td>20,000</td>
<td>71,874</td>
<td>22,050</td>
<td>15,117</td>
<td>5,300</td>
</tr>
<tr>
<td>Adjusted Value per SF</td>
<td>$4.86</td>
<td>$4.01</td>
<td>$4.54</td>
<td>$3.31</td>
<td>$4.72</td>
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<tr>
<td>Comparison</td>
<td>Inferior</td>
<td>Inferior</td>
<td>Inferior</td>
<td>Inferior</td>
<td>Inferior</td>
</tr>
<tr>
<td>Adjustment</td>
<td>12.00%</td>
<td>$0.23</td>
<td>$0.50</td>
<td>$0.60</td>
<td>$0.45</td>
</tr>
<tr>
<td>Adjusted Value per SF</td>
<td>$5.09</td>
<td>$4.50</td>
<td>$5.14</td>
<td>$3.76</td>
<td>$5.96</td>
</tr>
<tr>
<td>Location</td>
<td>Broadway - TC 26,230</td>
<td>Burdick - TC 10,950</td>
<td>N. Broadway - TC 13,880</td>
<td>1919 9th St SW - TC 9,025</td>
<td>Western - TC 2,060</td>
</tr>
<tr>
<td>Comparison</td>
<td>Inferior</td>
<td>Inferior</td>
<td>Inferior</td>
<td>Inferior</td>
<td>Inferior</td>
</tr>
<tr>
<td>Adjustment</td>
<td>5%</td>
<td>5%</td>
<td>10%</td>
<td>25%</td>
<td>0%</td>
</tr>
<tr>
<td>Size in SF</td>
<td>11,330</td>
<td>20,000</td>
<td>71,874</td>
<td>22,050</td>
<td>15,117</td>
</tr>
<tr>
<td>Comparison</td>
<td>Inferior</td>
<td>Inferior</td>
<td>Inferior</td>
<td>Inferior</td>
<td>Similar</td>
</tr>
<tr>
<td>Adjustment</td>
<td>5%</td>
<td>15%</td>
<td>5%</td>
<td>0%</td>
<td>-5%</td>
</tr>
<tr>
<td>Zoning</td>
<td>C-2 (Commercial)</td>
<td>C-2</td>
<td>C-4</td>
<td>C-2</td>
<td>M-1</td>
</tr>
<tr>
<td>Comparison</td>
<td>Similar</td>
<td>Similar</td>
<td>Similar</td>
<td>Inferior</td>
<td>Similar</td>
</tr>
<tr>
<td>Adjustment</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>25%</td>
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<tr>
<td>Total physical adjustments</td>
<td>10%</td>
<td>20%</td>
<td>15%</td>
<td>50%</td>
<td>-5%</td>
</tr>
<tr>
<td>Value Indication per SF</td>
<td>$5.60</td>
<td>$5.40</td>
<td>$5.91</td>
<td>$5.64</td>
<td>$5.67</td>
</tr>
</tbody>
</table>

The mean of the adjusted sales is $5.64 per SF and the median is $5.64 per SF. The low indicator is $5.40 and the high indicator is $5.91 per SF.

It is my opinion that the subject, given recent history with flooding, location, size, and zoning, should be valued near the middle of the range of sales at (say) $5.64 per SF. My opinion of the market value of the subject is as follows:

\[
11,330 \text{ SF} \times 5.64 \text{ per SF} = 63,901.20 \text{ rounded to:} \\
64,000
\]

(SIXTY-FOUR THOUSAND DOLLARS)
The undersigned does hereby **certify**, except as otherwise noted in this appraisal report, that:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the assumptions and contingent conditions contained herein and are my personal, unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.
- My compensation is not contingent upon any action or event resulting from the analyses, opinions, or conclusions in, or the use of, this report.
- My analyses, opinions, and conclusions were developed, and this report has been prepared in conformity with the Uniform Act, the Uniform Appraisal Standards for Federal Land Acquisitions, and the NDDOT Right of Way manual.
- My employment is not conditioned upon the appraisal producing a specific value or a value within a given range. Future employment prospects are not based upon whether a loan application is approved. No pressure has been placed upon us to estimate a specific value.
- As of the date of this report, I have completed the requirements under the continuing education program of the State of North Dakota.
- I made a physical inspection of the subject and comparable sales.
- Teri Scherr provided significant real property appraisal assistance to the person signing this report.
- I have the knowledge and experience necessary to complete the assignment competently. I note that I am a certified general real estate appraiser in the State of North Dakota.
- Based upon my independent appraisal and the exercise of my professional judgment, my compensation estimate for the acquisition as of March 4, 2013, is **$64,000**.

Sincerely,

/s/ Chris Chase  
ND Certified General Appraiser #21002
Qualifications of

Chris Chase
North Dakota Certified General Real Estate Appraiser
#21002
Expires December 31, 2011

North Dakota Department of Transportation
608 East Boulevard, Bismarck, North Dakota 58504
Office (701) 328-4829 Fax (701) 328-0310
cchase@nd.gov

Education

Bachelor of Science Northern Arizona University, 1997
12 Sept 2000 RE Valuation 101 AZ School of Real Estate and Business
18 Sept 2000 RE Valuation 102 AZ School of Real Estate and Business
15 Nov 2001 RE Valuation 103 AZ School of Real Estate and Business
06 Dec 2001 RE Valuation 104 part I AZ School of Real Estate and Business
22 Feb 2002 RE Valuation 104 part II AZ School of Real Estate and Business
28 Oct 2004 Appraisal Institute 410 USPAP Appraisal Institute, So. California
25 Feb 2005 Appraisal Institute 420 Ethics Appraisal Institute, Phoenix Chapter
20 Jun 2007 Appraisal Institute 510 Adv. Income Appraisal Institute, Denver Chapter

Classes

<table>
<thead>
<tr>
<th>Date</th>
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<td>HP 12C Keystrokes &amp; concepts</td>
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<td>10 Mar 2000</td>
<td>Win2data 2000 Training</td>
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<td>Metes &amp; Bounds Descriptions</td>
<td>International Right-of-Way Association</td>
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<td>Future Search 2000 – General Plan Update</td>
<td>City of Casa Grande</td>
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<td>Becoming a Success</td>
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<td>Course 902</td>
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<td>Appraising Special Properties</td>
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Seminars

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<tr>
<td>25 February 2000</td>
<td>Spring Agriculture Outlook Forum</td>
<td>AZ Chapter ASFMRA</td>
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<td>23 February 2001</td>
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<td>29 February 2008</td>
<td>Spring Agriculture Outlook Forum</td>
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Experience

Research Assistant, Jared N. Huish, P.C. 1999 to 2002
Appraiser, Jared N. Huish, P.C. 2002 to 2007
President, Chase Appraisal, April 2003 to March 2010
Realty Officer, North Dakota Department of Transportation, March 2010 to Present

Have assisted in the research and appraisal of many different types of property including professional office buildings, retail stores, restaurants, apartments, residential land, farmland, medical buildings, golf courses, proposed professional buildings, right-of-way easements, retail lots, vacant land, industrial property, multi-use properties, churches, subdivisions, ranch land, airport hangers, warehouses, back offices, single family residences, a prison site and copper mines.

Have used the three recognized approaches to value (Cost Approach, Sales Comparison Approach, and the Income Capitalization Approach), cash flow analysis (discounted), 4:3:2:1 methodology to value, absorption studies, partial interest analysis, subdivision analysis, assemblage properties, feasibility analysis, mass appraisal, eminent domain cases and retrospective appraisal.

Have lived out of the country a couple of years and am fluent in Spanish.

Organizations

City of Casa Grande Chamber of Commerce, 1999 to 2000
Appraisal Institute, Associate Member, January 2004 to January 2010
Boy Scouts of America Volunteer 1998-2003 and 2006 to present
Boys and Girls Club– Coach 2004 and 2007-2009