

PREPARED FOR:

CITY OF FRANKLIN
ATTN: BEN WORLEY
109 3RD AVENUE SOUTH
FRANKLIN, TENNESSEE 37064

APPRAISAL REPORT OF:

+/-3.03 ACRES OF LAND
TAX MAP 117, PARCEL 28.00
4416 PEYTONSVILLE ROAD
WILLIAMSON COUNTY, TENNESSEE 37064

APPRAISED BY:

TED A. BOOZER, MAI
STATE CERTIFIED REAL ESTATE APPRAISER, CG-973

PREPARED BY:

BOOZER & COMPANY, P.C.
106 MISSION COURT, SUITE 1001
FRANKLIN, TENNESSEE 37067

EFFECTIVE DATE OF APPRAISAL:

MAY 29, 2018

DATE OF REPORT:

JUNE 14, 2018

June 14, 2018

City of Franklin
Attn: Ben Worley
109 3rd Avenue South
Franklin, Tennessee 37064

**RE: Appraisal Report of:
+/-3.03 Acres of Land
Tax Map 117, Parcel 28.00
4416 Peytonsville Road
Williamson County, TN 37064**

Dear Mr. Worley:

In accordance with your request, I have personally inspected and appraised the above captioned property for the purpose of estimating the "as is" market value of the fee simple estate.

The function or intended use of this Appraisal Report is to provide a basis of market value for internal purposes. The intended user of the report is the **City of Franklin**. This report is for the exclusive use of the addressee, and **Boozer & Company, P.C.** is not responsible for unauthorized use of this report.

The subject of this appraisal is a +/-3.03-acre tract of land located along the east side of Peytonsville Road, just east of Interstate 65, in an unincorporated area of Williamson County, Tennessee. The tract is improved with an unoccupied modular home, built in 1976, along with some other ancillary improvements. Based on the highest and best use of the subject tract, the improvements do not contribute to the overall property value. The property is identified by the Williamson County Assessor of Property as Parcel 28.00 on Tax Map 117 and has a street address of 4416 Peytonsville Road, Williamson County, Tennessee.

To the best of our knowledge, this appraisal report conforms to the current requirements prescribed by the Uniform Standards of Professional Appraisal Practice of the Appraisal Standards Board of the Appraisal Foundation (as required by the Financial Institutions Reform, Recovery and Enforcement Act - FIRREA).

The person signing this appraisal report has the knowledge and experience to complete the assignment competently. The person signing this report is duly licensed by the appropriate state to perform this level of appraisal under certificate number CG-973.

The market value estimate contained herein is based on information provided by the property contact, our client, personal inspections, public records and other pertinent information. This appraisal is based on the assumption that the furnished data is true and correct.

Mr. Worley
Page 2
June 14, 2018

The appraisal report, which follows, contains a summary of our investigation and analysis. The pertinent facts and data, which we believe applicable to the property, are described and the reasons leading to our estimate of value are included. The appraisal was not based on a requested minimum valuation, or a specific valuation, or the approval of a loan.

“As Is” Market Value

Based upon our investigation and subject to the general assumptions and limiting conditions as set forth in the report, it is my opinion that the “as is” market value of the subject property’s fee simple estate, as of May 29, 2018, was:

FOUR HUNDRED FIFTY THOUSAND DOLLARS
\$450,000.00

The estimated marketing period and exposure time for the property to achieve the estimated market values shown above is **twelve months**.

We would like to thank you for selecting our firm for this assignment and if we may be of further assistance, please advise.

Sincerely,

BOOZER & COMPANY, P.C.



Ted A. Boozer, MAI
State Certified General R. E. Appraiser, CG-973

**Extent of Appraisal
Process:**

The following appraisal report is intended to comply with requirements set forth under the Financial Institutions Reform Recovery and Enforcement Act (FIRREA); the Interagency Appraisal and Evaluation Guidelines; and the Uniform Standards of Professional Appraisal Practice (USPAP), effective January 1, 2018. The report contains a concise review of the appraiser's market data, analyses, and conclusions, and may not be understood properly without additional information retained in our files. In the completion of this assignment, the appraiser signing this report has adhered to the Competency Rule of the Uniform Standards of Professional Appraisal Practice.

**Significant Observations
and Limiting Conditions:**

We also obtained pertinent information from public records, public officials, property owners, property managers, real estate professionals, and other reliable sources. The market value estimate contained herein is based on the assumption that the furnished information is true and correct.

Property Identification:

3.03 Acre Tract
4416 Peytonsville Road
Williamson County, Tennessee

Tax Map/Parcels:

117/028.00

Purpose of the Appraisal:

Market value estimate

**Intended Use & User of
Appraisal:**

The function or intended use of this Appraisal Report is to provide a basis of market value for internal purposes. The intended user of the report is the **City of Franklin**. This report is for the exclusive use of the addressee, and **Boozer & Company, P.C.** is not responsible for unauthorized use of this report.

Definition of Market Value:

Market value as used in this appraisal is defined as "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 this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- (1) Buyer and seller are typically motivated;
- (2) Both parties are well informed or well advised, and acting in what they consider their own best interests;
- (3) A reasonable time is allowed for exposure in the open market;
- (4) Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- (5) The price represents the normal consideration for the property sold unaffected by special or creative financing or sales

concessions granted by anyone associated with the sale (12 C.F.R. Part 34.42(g)).

**Property Rights
Appraised:**

Fee simple estate

**Definition of Fee Simple
Estate:**

Fee simple estate is defined as the *"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"* (page 90, *The Dictionary of Real Estate Appraisal*, Sixth Edition).

Ownership History:

Title to the subject is currently vested in **Brant Nelson Dodd, et ux Barbara Jean H. Dodd**. Ownership was last conveyed on May 2, 1970 from M. A. Hartley, et ux Irene Hartley, via deed of record in Deed Book 170, Page 256 (ROWCT). The consideration shown on the deed was \$2,200.

According to officials with the City of Franklin, the property is under contract at a purchase price of \$450,000. No value is attributable to the improvements, therefore the pending purchase price reflects a unit value of \$3.41/SF of land area.

The above title information is provided only to give a general background of the ownership history of the subject. To our knowledge, the information is accurate; however, we do not guarantee any of the title history shown above.

Legal Description:

The legal description for the subject is included in the copy of the most recent deed of record in the addenda of this report.

**Effective Date of
Appraisal:**

May 29, 2018 (Date of Inspection)

Date of Report:

June 14, 2018

Scope of the Appraisal:

- Inspected and photographed subject tract;
- Reviewed recorded deeds, plat, and ownership records;
- Obtained site specific information related to the property from Mr. Ben Worley with the City of Franklin;
- Analyzed neighborhood, zoning, and tax assessment data;
- Gathered and analyzed market data to arrive at highest and best use of each subject tract, "as vacant" and "as improved";
- Estimated the market value of subject based on the Sales Comparison Approach;
- Reconciled the results of this analysis to estimate the "as is" market value of the subject property's fee simple estate;
- Estimated appropriate marketing time and exposure period for the subject tract.

Neighborhood Data:

General Boundaries: The neighborhood is located in south-central Williamson County, along the southern fringe of the Franklin city limits. Geographically, the neighborhood consists of the area surrounding the Goose Creek Bypass interchange with Interstate 65 at Exit 61. General boundaries include the Harpeth River and South Carothers Road to the north, Interstate 840 to the south, Arno Road & Peytonsville Trinity Road to the east and Columbia Pike to the west. The neighborhood includes areas located within the city limits of Franklin, the Town of Thompson's Station and unincorporated Williamson County.

Access/Transportation: Interstate 65 is currently a four to eight-lane controlled access interstate highway which bisects the neighborhood in a north-south direction. The Tennessee Department of Transportation (TDOT) recently widened the portion of I-65 serving the neighborhood, increasing travel lanes to four in each direction between Goose Creek Bypass and Interstate 840. According to TDOT, 2015 traffic counts along Interstate 65 averaged 65,403 vehicles per day in the neighborhood.

Lewisburg Pike (US 431) and Columbia Avenue (US 31) are the primary traffic arteries serving the neighborhood. Both highways consist of two-lane arterials that provide north-south access along the west margin of the neighborhood and are contained within rights of way of varying width. According to TDOT, 2015 traffic counts along Lewisburg Pike and Columbia Avenue averaged 6,335 vehicles per day and 13,018 VPD, respectively.

Carothers Parkway South, an extension of South Carothers Road to Long Lane on the east side of Interstate 65, was recently completed and has greatly enhanced the connectivity in the neighborhood. The road was designed as a major collector, and was graded for a 4-lane divided highway; however, only the eastern 2 lanes were built initially. Sidewalks were also be provided with the initial build. TDOT traffic history data is not available on this new section of roadway.

Goose Creek Bypass (TN 248) is the primary east-west traffic route serving the area and links both Lewisburg Pike and Columbia Avenue to Interstate 65 (Exit 61). The two-lane collector is contained within a right of way of varying width. As part of the interstate widening project, the Goose Creek Bypass interchange was recently modified to accommodate the growth that is occurring in the neighborhood. The project included widening the Goose Creek Bypass bridge to ten lanes, providing opposing dual left turn lanes and three through lanes in each direction. Goose Creek Bypass was widened to a four-lane median divided facility with bike lanes. Federal requirements restrict access within a certain distance of an interstate interchange, so a new cul-de-sac terminus to Old Peytonsville Road was constructed as well as an extension to the new Berry Farms development, which provides access to Goose

Creek Bypass. East of I-65, Long Lane was re-aligned to provide access to the existing TA Truck Stop. Traffic counts along Goose Creek Bypass averaged 11,394 vehicles per day in 2015 according to TDOT estimates.

Interstate 840, a four-lane controlled-access highway, bounds the neighborhood to the south and is accessible via interchanges with Columbia Pike, Lewisburg Pike and Peytonsville Road. Traffic counts along I-840 averaged 29,705 vehicles per day in 2015 according to TDOT estimates.

Pratt Lane is a 2-lane county-maintained road that intersects a 90 degree turn in Peytonsville Road approximately 0.9-mile southeast of the Goose Creek Bypass interchange with Interstate 65. Per the Franklin Major Thoroughfare Plan Long Range Project (2035 Horizon Year), a 1.3-mile section of Pratt Lane between Peytonsville Road and the Southern UGB will be improved to function as a 3-lane collector. Other roads serving the neighborhood are generally two-lane county-maintained roads.

Land Uses/Percent Built-Up: Due to the area's distance from downtown Franklin and large tracts of vacant and agricultural land, the neighborhood has historically been considered semi-rural in nature and is estimated to be only 40% built up at this time. Residential uses primarily consist of single-family dwellings on acreage and large-lot subdivisions with minimum 1.0-acre lots, which is the maximum approved by the County in areas without public sewer service. Each buildable lot is required to have a private septic system with proper soils to support such systems or an alternative sewage treatment system such as a sand filtration or Shaeffer system. However, the City of Franklin has recently annexed portions of the neighborhood and approved large-scale mixed-use developments including Berry Farms and Stream Valley. The Five Mile Sewer Project has extended public sanitary sewer service south along Interstate 65 into the neighborhood and has allowed higher density single-family development as well as approval for multi-family apartments and large-scale commercial retail and office projects. Existing commercial uses, primarily highway-service related in nature, are concentrated along the Goose Creek Bypass near the I-65 interchange, but significant new commercial development is approved for the neighborhood. Community support facilities such as schools, churches, parks, etc. are present throughout the neighborhood. Schools are operated by the Williamson County Public School System. Emergency services such as 911 dispatch, police and fire are provided by the City of Franklin and Williamson County.

Residential Development: Berry Farms is a 608-acre mixed-use development located in the immediate vicinity of the I-65/Goose Creek By-Pass interchange that is approved for nearly 3.1 million

square feet of office space, nearly 1.8 million square feet of retail space and approximately 1,146 residential units. Located on approximately 228 acres situated immediately west of the interstate is the Town Center at Berry Farms, which is the first component of this project to be developed and will contain 550,000 SF of retail, 585,000 SF of office, 368 multifamily residential apartment units and 278 single-family residential units upon completion. Vertical construction within Phase I of this project commenced in 2012 and has yielded commercial and residential lots. Additional phases of Berry Farms include Chadwell at Berry Farms, approved for office, retail and residential, and Reams-Fleming at Berry Farms, approved for office, retail, civic and multifamily.

Stream Valley is a 345-acre master-planned mixed-use development located in the southwest quadrant of the Interstate 65/Goose Creek Bypass interchange, south of Berry Farms. The development includes 800± single family lots surrounded by open space amounting to 45% of the land area and is approved for 290,000 SF of office and 10,000 SF of retail. National homebuilder Ryan Homes bought rights to all of the development's remaining lots in 2012, triggering an increase in home sales.

Ladd Park is a 616.5-acre residential development located on the north side of Long Lane in the northeast quadrant of the Interstate 65/Goose Creek Bypass interchange. The project is entitled for 1,046 single family lots, producing an overall density of 1.7 units per acre.

Lockwood Glen is a 221-acre residential development located along Carothers Parkway South in the northeast quadrant of the Interstate 65/Goose Creek Bypass interchange. The development is approved for 624 dwelling units including 384 single family homes and 240 townhomes, producing an overall density of 2.8 units per acre.

Simmons Ridge is an 88.6-acre residential development located along Carothers Parkway South in Franklin. The development is approved for 408 dwelling units including 90 single family homes and 318 townhomes, producing an overall density of 4.6 units per acre. This project was originally approved for 156 detached units in 2003, but has experienced numerous delays, as well as increases to approved density. Controversy arose when area residents requested that the Board of Mayor and Aldermen (BOMA) restrict development until the Carothers Parkway South road project was underway.

Waters Edge is a 195.5-acre residential development located along the Carothers Parkway South road project in the northeast quadrant of the Interstate 65/Goose Creek Bypass interchange. The

development was initially approved for 336 dwelling units including 213 single family homes and 123 townhomes, producing an overall density of 1.72 units per acre. However, the developers recently received approval to increase density to 1.91 units per acre, which permits 373 units. The breakdown is 241 single family homes and 132 townhomes.

Helm Square is a 57-acre residential development located along Carothers Parkway South in the northeast quadrant of the Interstate 65/Goose Creek Bypass interchange. The development is approved for 168 dwelling units, producing an overall density of 2.9 units per acre.

Riverbluff is a 43-acre residential development located on the east side of Lewisburg Pike, south of Mack Hatcher Parkway. The project was originally approved for 79 dwelling units. However, BOMA increased the number of entitlements to 91 units before subsequently reducing the number to 80 units after the developer eliminated one internal street from the development plan. The changes to the plan and associated reduction to the number of approved lots was the result of the developer's discussions with Columbia Gulf, which has a gas line and easement on the property that would have to be crossed to include the removed street and additional 11 lots.

As discussed above, there are a number of existing and proposed residential developments located in the neighborhood, which is in response to the tremendous population growth experienced in Franklin and Williamson County. Franklin's municipal boundaries and urban growth boundary have expanded to include the bulk of the neighborhood, and the interchange of I-65 and Goose Creek Bypass is situated in the center of most of the proposed new development. Below is a chart summarizing the major developments described above:

SUMMARY OF MAJOR RESIDENTIAL DEVELOPMENTS			
<u>Project</u>	<u>Acres</u>	<u>Development Type</u>	<u>Residential Entitlements</u>
Berry Farms	608	Mixed-Use	1,146
Stream Valley	345	Mixed-Use	800
Ladd Park	616.5	Residential	1,046
Lockwood Glen	221	Residential	624
Simmons Ridge	88.6	Residential	408
Waters Edge	195.5	Residential	373
Helm Square	57	Residential	168
Riverbluff	43	Residential	80
<i>Total</i>	<i>2,175</i>		<i>4,645</i>

Commercial Development: Berry Farms has emerged as a desirable office address and a number of major employers have announced plans to relocate headquarters facilities to the development. A description of significant projects is included below:

- Ramsey Solutions acquired a site in the southernmost area of the Reams Fleming at Berry Farms development for a corporate headquarters location that is approved for three (3) 200,000 square office buildings and a 50,000 square foot conference center. The first phase includes a 200,000 square foot office building that is projected to be completed by mid-2018;
- The Tennessee Baptist Convention is in the process of moving their headquarters to the Town Center at Berry Farms and will occupy 40,000 square feet of office space that is expected to be completed in the fall of 2017;
- Lee Company recently purchased a site in the Town Center at Berry Farms for development of a 100,000 SF Class "A", LEED Certified office building. Reportedly, Lee Company intends to owner occupy the majority of the building and lease the balance on the open market; and
- Alfa Insurance is in the process of moving their regional headquarters to the Town Center at Berry Farms and will occupy over 60,000 square feet of office space that is expected to be completed in early 2018.

Additional commercial projects ongoing at the Berry Farms development include an under-construction Publix Supermarket that is scheduled to open in the fall of 2016 and a Hampton Inn & Suites that is scheduled to open in the fall of 2017.

Competitive Advantages/Disadvantages: The subject neighborhood benefits from a good location and accessibility along the southern fringe of Franklin. Interstate 65 was recently widened to accommodate increased traffic flow due to a growing population in the area and the Goose Creek Bypass was improved to increase its capacity based on current and future need. With the amount of available land suitable for development in Franklin quickly diminishing, pressure is building to develop fringe areas and radial growth southward along major arterials and I-65 has pressed into the neighborhood. The City of Franklin has recently annexed land within the neighborhood and extended sewer service, making higher density residential and commercial development possible. Accordingly, the neighborhood is well positioned for future growth.

Conclusion: The outlook for the neighborhood is excellent for future growth based on its desirable location, good access to major transportation routes and accessibility of utilities, which are currently being extended to newly annexed areas. Also, convenience for most family-oriented needs is good due to the neighborhood's proximity to downtown Franklin, Cool Springs and Spring Hill. Large-scale mixed-use projects currently under construction in the neighborhood will bring additional housing, as well as retail shopping and office uses that will benefit local residents and create draw to

the neighborhood from surrounding areas. Property values are expected to increase as land is absorbed into the city limits of Franklin and the existing inventory of lots is absorbed.

Zoning:

MGA-1 – Municipal Growth Area District 1:

The purpose of the Municipal Growth Area District 1 (MGA-1) is for this area to remain largely undeveloped until such a time that the land may be annexed into a municipality. Until such annexation, the municipal growth areas are considered a part of the County's rural landscape and as such, this district is established to protect the rural character of Williamson County by allowing for agricultural, rural, and low-density residential development. The dimensional standards for the MGA-1 district are as follows.

TABLE 10.02-7: DIMENSIONAL STANDARDS FOR THE MUNICIPAL GROWTH AREA DISTRICT-1			
DIMENSIONAL STANDARDS	RESIDENTIAL STRUCTURES		NONRESIDENTIAL STRUCTURES
Minimum Lot Area	1 acre		1 acre
Maximum Gross Density	1.0 unit per acre		Not Applicable
Minimum Lot Width	Traditional Subdivisions 1 acre to 2.99 acres	130 feet	130 feet
	Traditional Subdivisions 3 acres to 4.99 acres	160 feet	
	Traditional Subdivisions 5 acres or Greater	200 feet	
Front Yard Setback	Traditional Subdivisions 1 acre to 4.99 acres	60 feet	60 feet
	Traditional	100 feet	

City of Franklin Urban Growth Boundary

According to the Franklin Tennessee Land Use Plan, which was adopted by the Franklin Planning Commission February 19, 2004, the subject property is located in the "Goose Creek" character area, and is designated as a "regional commerce" district. Accordingly, the subject property will likely have some commercial development potential once annexed into the city limits, and it is reasonable to assume that annexation is likely once requested by the property owner.

Property Tax Data:

The subject is currently identified by the Williamson County Assessor of Property as Parcel 028.0 on Tax Map 117. The 2017 tax rate is \$2.15 per \$100 of assessed value. The subject is classified as residential property and appropriately assessed at 25% of its appraised value. The subject's annual tax burden is summarized as follows.

Annual Property Tax Burden Estimate

Map/Parcel	117/28.00
Land Value	\$141,700
Improvement Value	<u>+ 6,900</u>
Total	\$148,600
Assessment Ratio	<u>x 0.25</u>
Assessment	\$35,425
Tax Rate	<u>x 0.0215</u>
Tax Burden	\$798.73

Site Data:

The subject is a rectangular-shaped tract located on the east side of Peytonsville Road, roughly 2,000' east of Interstate 65. The property is located just outside the city limits of Franklin in Williamson County, Tennessee. The tract is improved with an unoccupied modular home, built in 1976, along with some other ancillary improvements. Based on the highest and best use of the subject tract, the improvements do not contribute to the overall property value.

The rectangular shaped tract contains 3.03 acres, and measures roughly 200' in width and 525' in depth. Positioned in the curve of Peytonsville Road, the property includes approximately 250' of frontage along this two-lane county thoroughfare. The majority of the tract features a cleared, gently sloping topography slightly above road grade. A few scattered hardwood trees are located around the existing home site.

All public utilities are available to the site with the exception of sanitary sewer, which is in close proximity and could easily be extended once annexed by the City of Franklin. There are no known easements or encumbrances known that are detrimental to the utility or value of the site. The subject is not located in a 100-year floodplain according to FEMA Flood Insurance Rate Map 47187C0355F, dated September 29, 2006 (Un-shaded Zone X).

This appraisal is based on the assumption that there are no environmental conditions on or in the property or in proximity that would cause a loss in value (See Item 13 of General Assumptions and Limiting Conditions). Subsoil is assumed adequate to support improvements approved by zoning.

Offsite, Peytonsville Road is a two-lane county street that is contained within a 30' ROW along the subject's frontage. Surrounding uses include agricultural and single family dwellings on medium to large acreage tracts, and commercial development to the west. Overall, the property is judged suitable and marketable for small scale commercial use once annexed.

Highest and Best Use:

The reasonably probable and legal use of the subject, as vacant, which is physically possible, financially feasible and results in the highest value would be small-scale commercial use once annexation is requested from the City of Franklin. The most probable buyer is an owner-occupant or developer.

The highest and best use, as improved, is demolition and/or removal of the existing improvements to make way for future small-scale commercial development.

Valuation:

The typical and theoretical real estate appraisal includes three separate but interrelated preliminary approaches to value, which are correlated into a single final value conclusion. The preliminary approaches are identified as the Cost Approach, the Sales Comparison Approach and the Income Capitalization Approach.

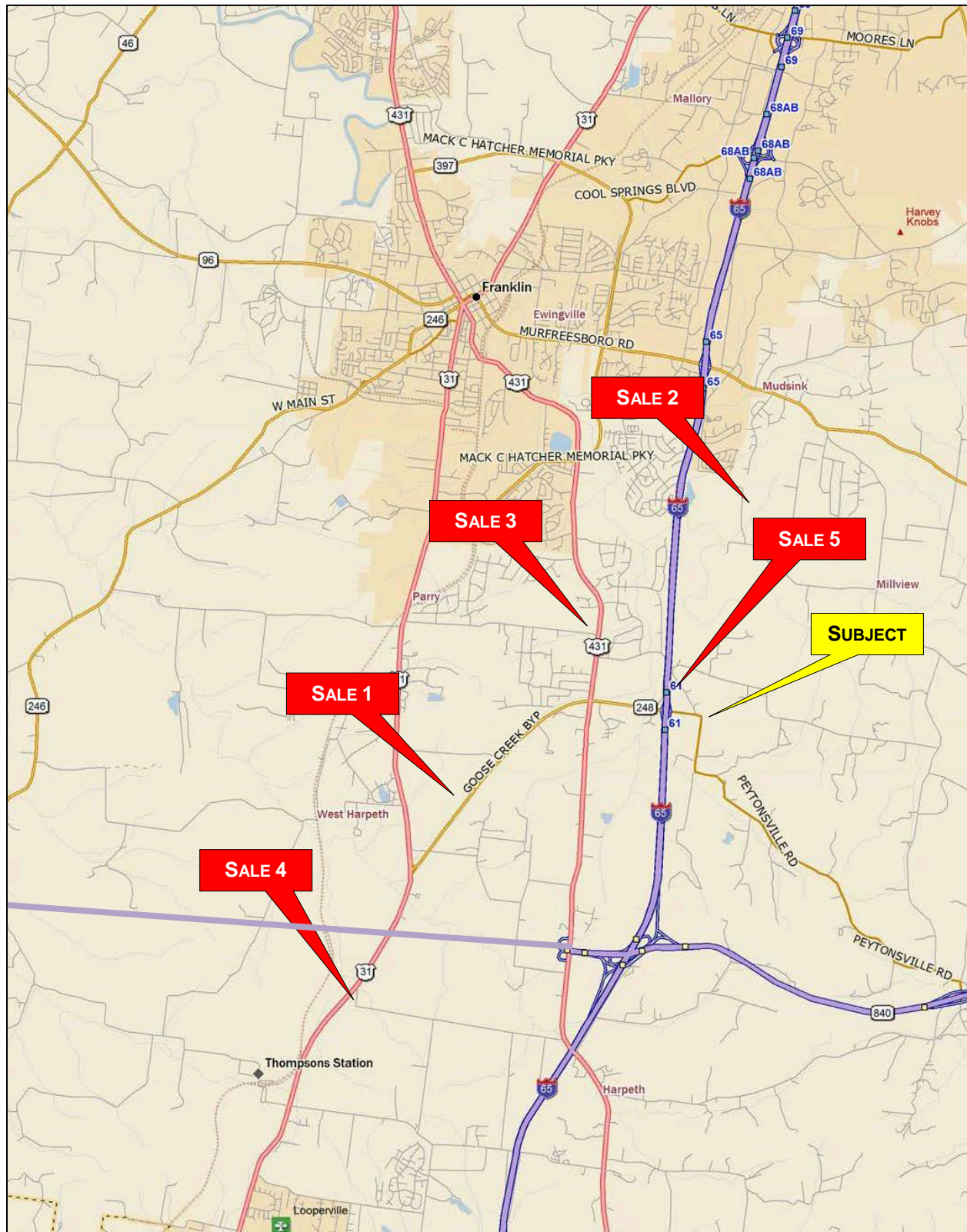
In the appraisal of a specific property, one or more of the approaches may be more applicable than the others, and one or more of the approaches may be impractical because of the lack of suitable data in the market with which to make comparisons. The subject will be valued as a vacant tract of land, consistent with the highest and best use determination. Accordingly, only the sales comparison approach was processed.

SALES COMPARISON APPROACH

The Sales Comparison Approach is *"The process of deriving a value indication for the subject property by comparing sales of similar properties to the property being appraised, identifying appropriate units of comparison, and making adjustments to the sale prices (or unit prices, as appropriate) of the comparable properties based on relevant, market-derived elements of comparison."* (The Dictionary of Real Estate Appraisal, 6th Edition, Appraisal Institute)

The Sales Comparison Approach relies on the principle of substitution, which implies that a prudent person will not pay more to buy a property than it will cost to buy a comparable substitute property. The subject of this appraisal is a 3.03-acre tract of land located along the east side of Peytonsville Road, just east of Interstate 65, in Williamson County, Tennessee. My investigation revealed the following sales of similar land tracts in the area.

MAP OF COMPARABLE LAND SALES



SUMMARY OF LAND SALES						
#	Date Bk/Pg	Map/Parcel Zone	Address	Size Acre	Sale Price	\$/SF
1	1/1/2014 6113/537	118/10.07 MGA-1	2646 Goose Creek ByPass	7.000	\$600,000	\$1.97
2	12/18/2017 7259/590	089/041.0 MGA-1	4356 S. Carothers Road	6.000	\$630,000	\$2.41
3	Pending N/A	106/009.0 MGA-1	West Side Lewisburg Pike	1.58	\$470,000	\$6.83
4	6/27/2017 7111/711	145/002.05 C	SEC Columbia Pike & Critz Lane	1.61	\$764,750	\$10.90
5	6/16/2017 7102/476	106O-A-004.0 GC	4412 Franklin South Ct.	0.910	\$865,000	\$21.82
Average Indications				3.42	\$665,950	\$8.79

Analysis of Comparable Sales

In this area, the most widely accepted method of valuing small commercial tracts of land is on a per-square foot basis, which was the unit of measurement utilized in this analysis. As shown in the summary chart above, four closed sales and one pending sale were included in this analysis, all of which were selected due to their similarities to the subject. The comparables form a range in unit price from \$1.97/SF to \$21.82/SF, with a mean indication of \$8.79/SF and a median of \$6.83/SF.

The comparable sales were compared to the subject based on property rights conveyed, financing, sale conditions, market conditions, and physical characteristics. To the best of our knowledge, all the sales represented arms-length transactions, which included the fee simple estate property rights. All of the sales were cash to seller conveyances, whereby financing was not a factor in the sales price. We are not aware of any unusual sale conditions involved in any of the closed transactions. Accordingly, no adjustments were necessary.

Market Conditions: Sale 1 closed in 2014 while Sales 2, 4 & 5 closed in 2017. Sale 3 is a pending transaction. All of the comparable sales represent some of the most recent transactions of properties deemed similar to the subject, and differences in market conditions will be considered on a qualitative basis.

**BOOZER &
COMPANY, P.C.**

The subject is located along the east side of Peytonsville Road, just east of I-65 in an unincorporated area of Williamson County, Tennessee. All five sales are located within a two-mile radius of the subject, with Sales 2, 3 & 4 being in closest proximity. Similar to the subject, Sales 1, 2 & 3 are located within unincorporated areas of Williamson County, Tennessee, but within Franklin's Urban Growth Boundary (UGB). Sale 4 is located within the Town of Thompson's Station and Sale 5 is located within the City of Franklin.

All five sales are similar to the subject in terms of topography and development potential. Sale 4 benefits from having a corner location while Sale 5 has interstate visibility – neither of which are available to the subject. Sewer service is available to Sales 4 & 5, but was unavailable to Sales 1, 2 & 3 at the time of transfer. Sewer has since been extended to Sale 1 and will be extended to Sale 3 in the near future.

The comparable sales range in size from 0.91 acres to 7.00 acres, with an average of 3.42 acres. The subject contains 3.03 acres, which is bracketed by the sales. Typically, with all other factors remaining equal, there is an inverse relationship between size and price per square foot. This inverse relationship between size and price per SF was reflected by the sales data, and will be considered on a qualitative basis.

We also considered the recent sales activity of the Berry Farms project, located across Interstate 65 from the subject at the southeast quadrant of Lewisburg Pike and Goose Creek By-Pass. To date, 20 land sales have taken place within this project ranging in size from 0.40 to 8.33 acres, with an average size of 1.97 acres. The sales prices have varied from \$5.03 to \$34.95 per SF, with an average of \$14.51/SF. Uses within Berry Farms include day care, office, condominium, retail, and hospitality. These land sales set the upper limit of market value for land in the immediate neighborhood.

In addition, the pending sales price of the subject has also been considered. According to city officials, the property is under contract for \$450,000 or \$3.41/SF. It is my understanding the property was not officially marketed for sale, and no former listing information could be found on the local MLS service. The purchase price was negotiated directly with the owner by a city official.

Conclusion of Land Value: In conclusion, the comparables included in this analysis provide a reasonable range from which to estimate the subject's market value. Based on the preceding

analysis, the subject is considered superior to Sales 1 & 2, slightly inferior to Sale 3, and inferior to Sales 4 & 5. Therefore, having considered all pertinent factors, with emphasis placed on the subject's location, size and utility, it is my opinion that the pending purchase price of \$3.41/SF is strongly supported by the market data, and is reflective of market value for the subject property. The subject site contains 3.03 acres or 131,987 SF. The calculation to derive the "as is" market value of the subject property is shown as follows:

"AS IS" MARKET VALUE CALCULATION

Land Area		Unit Value		Market Value	
131,987 SF	X	\$3.41/SF	=	\$450,076	
Rounded to:				\$450,000	

"As Is" Market Value

Based upon my investigation and subject to the general assumptions and limiting conditions as set forth in the report, it is my opinion that the "as is" market value of the subject property's fee simple estate, as of May 29, 2018, was:

FOUR HUNDRED FIFTY THOUSAND DOLLARS

\$450,000.00

ESTIMATED MARKETING AND EXPOSURE TIME

Marketing Time: *"An opinion of the amount of time it might take to sell a real or personal property interest at the concluded market value level during the period immediately after the effective date of an appraisal. Marketing time differs from exposure time, which is always presumed to precede the effective date of an appraisal."* (Page 140, *The Dictionary of Real Estate Appraisal*, 6th Edition, Appraisal Institute) Based on discussions with local brokers and considering the current market conditions found in the local real estate market, the marketing period time is estimated to be **twelve months**.

Exposure Time: *"The estimated the length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; a retrospective opinion based on an analysis of past events assuming a competitive and open market."* (Page 83, *The Dictionary of Real Estate Appraisal*, 6th Edition, Appraisal Institute) Considering the high level of activity experienced in the local market area over the past several months, a reasonable exposure time is estimated to be **twelve months**.

CERTIFICATION OF THE APPRAISER

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

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, unbiased professional analyses, opinions and conclusions.
3. I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.
4. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
5. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
6. My compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
7. My analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice and the Code of Ethics of the Appraisal Institute.
8. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
9. Ted Boozer has made a personal inspection of the property that is the subject of this report.
10. No one provided significant real property appraisal assistance to the person signing this report.
11. As of the date of this report, I, Ted A. Boozer, MAI have completed the requirements of the continuing education program of the Appraisal Institute.
12. Ted A. Boozer hereby certifies that he is a Tennessee State Certified General Real Estate Appraiser and his certificate number is CG 973.
13. This appraisal assignment was not made, nor was the appraisal rendered on the basis of a requested minimum valuation, specific valuation, or an amount which would result in the approval of a loan.
14. The appraisal is in conformity with Uniform Standards of Professional Appraisal Practice.
15. I have not appraised this property in the three years prior to accepting this assignment.



Ted A. Boozer, MAI, CG-973
State Certified General Real Estate Appraiser

GENERAL ASSUMPTIONS AND LIMITING CONDITIONS

This Appraisal Report and resulting estimate of value, made expressly for the City of Franklin, is subject to the following assumptions and limiting conditions:

1. *The forecasts, projections, or operating estimates contained herein are based upon current market conditions, anticipated short-term supply and demand factors, and a continued stable economy. Therefore, these forecasts are subject to changes in future conditions. Value estimates in this appraisal report are stated in United States currency as of the date of appraisal.*
2. *No responsibility is assumed for the legal description or for matters including legal or title considerations. Title to the property is assumed to be good and marketable and in Fee Simple, unless otherwise stated in the report.*
3. *The property is appraised free and clear of all existing liens and encumbrances, including deed restrictions and developers agreements, unless otherwise stated in this appraisal report.*
4. *Information furnished by others is believed to be true, correct, and reliable. A reasonable effort has been made to verify such information; however, no responsibility for its accuracy is assumed by the appraiser(s).*
5. *Maps, plats, and exhibits included in this appraisal report are for illustration only, as an aid in visualizing matters discussed within the report. They should not be considered as surveys or relied upon for any other purpose. The appraiser(s) has not made a survey of the property, and no responsibility is assumed in connection with such matters.*
6. *The physical condition of the improvements described herein was based on a visual, walk-through inspection. No liability is assumed for the soundness of structural members, building components, mechanical equipment, plumbing, or electrical components as no professional tests were made of the same. The appraiser(s) assumes that no hidden or unapparent conditions of the property, subsoil, or structures exist, which would render the property more or less valuable. The appraiser(s) assumes no responsibility for such conditions, or for engineering, which might be required to discover such factors. The appraiser(s) recommends that the client obtain an opinion from a competent engineering firm.*
7. *It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless noncompliance is stated, defined, and considered in this appraisal report.*
8. *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.*
9. *It is assumed that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, or national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimate(s) contain in this report is based.*
10. *It is assumed that the utilization of the land and improvements is within the boundaries or property lines of the property described and that no encroachment or trespass exists, unless noted in this appraisal report.*
11. *Value estimates in this appraisal report apply only to the entire property, and cannot be prorated to individual portions or fractional interests. Any proration or division of interest will invalidate the value estimate(s), unless such proration or division of interests is set forth in this appraisal report.*

**BOOZER &
COMPANY, P.C.**

12. *The appraiser(s) is not required to give testimony or attendance in court by reason of this appraisal, with reference to the property in question, unless arrangements have been made previously therefore. The fee charged for this appraisal does not include payment for court testimony or for further consultation.*
13. *Unless otherwise stated in this appraisal report, the appraiser(s) did not observe the existence of hazardous material, which may or may not be present on the property. The appraiser(s) has no knowledge of the existence of such materials on or in the property. The appraiser(s), however, is not qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation, or other potentially hazardous materials may affect the value of the property. Value estimates within this appraisal report are predicated on the assumption that there is no such material on or in the property, that would cause a loss in value. No responsibility is assumed for any expertise or engineering knowledge required to discover them. The appraiser(s) recommends that appropriate experts be retained to investigate and determine to what extent, if any, such substances are present and what risks, if any, are involved.*
14. *The determination concluded in this appraisal, as to whether or not the subject property is located within a Flood Hazard Zone, is based solely on an inspection of available Flood Insurance Rate Map(s) (FIRM) which are distributed by the National Flood Insurance Program (NFIP). The NFIP maps represent the most recent revisions available after reasonable investigations. Although these maps are the basis for flood hazard determination, the map scale is typically not adequate for accurate comparisons with other maps and/or surveys. Therefore, the determination presented herein regarding location of the subject property outside or within a flood hazard zone should not be construed as a guarantee or certification. Certification of this can only be provided by a qualified engineer and/or surveyor. If there is any possibility that the subject is within an identified flood hazard zone, we recommend that the property should be covered by adequate flood insurance.*
15. *Unless otherwise noted in this appraisal report, no consideration in the valuation process has been given to subsurface rights (minerals, oil, water, etc.) that may be found on the subject property.*
16. *Any proposed or incomplete improvements included in this appraisal report are assumed to be completed in accordance with approved plans and specifications and in a workmanlike manner.*
17. *The appraiser(s) reserves the right to alter opinions of value contained in this appraisal report on the basis of information withheld or not discovered in the normal course of a diligent investigation.*
18. *The Americans With Disability Act (ADA) became effective July 26, 1992. The appraiser has 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 would reveal the need for renovations to comply with that statute. Such a requirement could have an adverse impact on the market value of the property. Because the appraiser has no direct evidence relating to this issue, the appraiser did not consider possible noncompliance with the requirements of the ADA in this report.*

QUALIFICATIONS OF TED A. BOOZER, MAI

Boozer & Company, P.C.
106 Mission Court, Suite 1001
Franklin, TN 37067
615-591-4422 (office)
tedboozer@boozercompany.com

AREA SERVED

Middle Tennessee with emphasis on Davidson, Williamson, Sumner, Wilson, Rutherford, Maury, Dickson, Robertson, Montgomery and Cheatham counties.

EDUCATION

Jacksonville State University - Jacksonville, Alabama (1987 - 1991)

- Bachelor of Science Degree in Finance, Real Estate Minor
- Graduated with Special Honors in Finance and Real Estate

Appraisal Institute and Professional Courses/Seminars:

Real Estate Principals (1A1) - AIREA, 1991
Basic Valuation Procedures (1A2) - AIREA, 1992
Advanced Right-of-Way Plans Interpretation - T.D.O.T., 1992
Capitalization Theory & Techniques, Part A (1BA) - AI, 1992
Capitalization Theory & Techniques, Part B (1BB) - AI, 1992
Advanced Applications (Case Studies - 550) - AI, 1994
Dynamics of Office Building Valuation - AI, 1996
Report Writing & Valuation Analysis - AI, 1997
Standards of Professional Practice, Parts A & B - AI, 1997
The Appraisal of Local Retail Properties - AI, 1999
Evaluating Commercial Construction - AI, 2002
Advanced Condemnation Appraising (720) - AI, 2003
Effective Appraisal Writing - AI, 2004
Highest & Best Use and Market Analysis - AI, 2005
Appraising for Alternative Uses - AI, 2009
Appraisal Challenges: Declining Market & Sales Concessions - AI, 2009
Appraising Convenience Stores - AI, 2009
Introduction to Valuation for Financial Reporting - AI, 2010
Litigation Appraising: Specialized Topics & Applications - AI, 2010
Understanding & Testing DCF Models - AI, 2011
Appraising the Appraisal - Appraisal Review - AI, 2013
Marketability Studies: Six Step Process & Basic Applications - AI, 2013
The New Age of Energy - IRWA/TAC, 2013
Eminent Domain Law Basics for ROW Professionals - IRWA, 2014
Subdivision Valuation - AI, 2015
Review Theory - General - AI, 2015
USPAP Update Course - AI, 2017

EXPERIENCE

January, 1996 – Present: Co-Owner and Vice-President of **BOOZER & COMPANY, P.C.**, a real estate appraisal and consulting firm specializing in the valuation of all types of office, retail, industrial, land, and multi-family residential properties, with special emphasis on residential subdivision development appraisals. Also have extensive experience in valuation of partial interests, easements, and various specialized property types, including eminent domain proceedings and appraisal reviews.

Independent contract real estate appraiser with various MAI's in East and Middle Tennessee, from July, 1993 to December, 1995. Real estate appraiser with East Tennessee Appraisal Group, Knoxville, TN, from May of 1991 to June of 1993. Real estate appraiser trainee with Area-Wide Appraisals, Inc., Anniston, AL, 1990.

PROFESSIONAL AFFILIATION

Tennessee State Certified General Real Estate Appraiser, CG-973
Member of the Appraisal Institute (MAI Designation)
General Guidance Chair – Greater TN Chapter of Appraisal Institute (2001-2002)
Tennessee Department of Transportation – TDOT Approved Appraiser
Nashville MTA/RTA – Approved Appraiser & Review Appraiser
Real Estate Affiliate Broker - State of Tennessee - License Number 00274320
Member of Greater Nashville Association of Realtors®

ADDENDA

SUBJECT PHOTOGRAPHS



View East of Subject Property from Peytonsville Road



View SE of Subject Property from Peytonsville Road

SUBJECT PHOTOGRAPHS



Modular Single-Family Residence



Rear View of Subject Site with Other Improvements (No Value)

SUBJECT PHOTOGRAPHS



View SouthEast along Peytonsville Road with Subject at Left



View NorthWest along Peytonsville Road with Subject at Right

SUBJECT DEED

BOOK 170 PAGE 256

5-2 1970
TRANSFER TAX 6.85
MORTGAGE TAX 50
PROBATE FEE 7.00
TOTAL PAID 115.92
RECEIPT NO. 03

REG. OR DEP. REG.
WILLIAMSON COUNTY

This document was prepared by
R. L. RICHARDSON, JR., ATTORNEY
Public Square, Franklin, Tennessee

FOR AND IN CONSIDERATION OF THE SUM of One Hundred
Fifty and no/100 (\$150.00) Dollars, paid in cash; the receipt
of which is hereby acknowledged.

We, M. A. Hartley and wife, Irene Hartley, have bargained
and sold, and do hereby transfer and convey unto Brant Nelson
Dodd and wife, Barbara Jean H. Dodd, the following described
land in the Tenth Civil District of Williamson County, Ten-
nessee, more particularly described as follows:

Being a tract or parcel of land lying wholly within
the Tenth Civil District of Williamson County, Ten-
nessee, and bound in general by Peytonville Road on
the west, Hartley on the north and east and by
Woodside on the south.

Beginning in the center of Peytonville Road at the
northwest corner of Woodside, thence with the said
centerline of Peytonville Road North 5 deg. 25 min.
West 56 feet, North 17 deg. West 52 feet, North 35
degrees 40 min. West 49 feet and North 48 degrees
15 min. West 37 feet; thence with the following two
new lines North 89 degrees 45 min. East 418.2 feet to
an iron post and South 1 degree West 162.3 feet to
a point in the north fence line of Woodside; thence
with his existing north fence line South 88 degrees
30 min. West 345 feet to the point of beginning and
containing 1.4 acres, more or less.

Being part of the property conveyed to M. A. Hartley
et ux, by deed of Ben E. Givens et ux, as of record
in Deed Book 79, page 391, in the Register's Office
of Williamson County, Tennessee.

TO HAVE AND TO HOLD the said lands, with the improvements
and appurtenances thereunto belonging, to the said Brant Nelson
Dodd and wife, Barbara Jean H. Dodd, their heirs and assigns,
forever.

STATE OF TENNESSEE	
COUNTY OF WILLIAMSON	
THE ABOVE DECLARATION OR VALUE WHICHEVER IS GREATER FOR THIS TRANSFER IS	
\$150.00	
SUBSCRIBED AND SIGNED TO & FOR ME THIS 15th DAY OF MAY 1970	
COMMISSIONER OF REVENUE	
(AFFIX SEAL)	

SUBJECT DEED

BOOK 170 PAGE 257

And we covenant with the said Brant Nelson Dodd and wife, Barbara Jean H. Dodd, that we are lawfully seized of said land, have a good right to convey it, and that it is unencumbered.

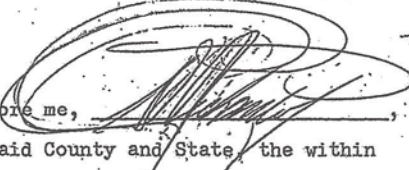
And we do further covenant and bind ourselves, our heirs and representatives to warrant and forever defend the title to said property to the said Brant Nelson Dodd and wife, Barbara Jean H. Dodd, their heirs and assigns, against the lawful claims of all persons.

Witness our hands this the 2nd day of May, 1970.

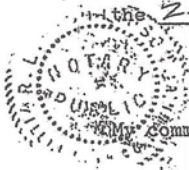
M A Hartley

Mrs Irene Hartley

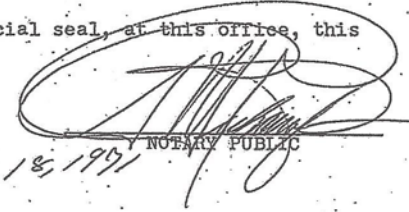
STATE OF TENNESSEE
WILLIAMSON COUNTY

Personally appeared before me, , a Notary Public in and for said County and State, the within named, M. A. Hartley and wife, Irene Hartley, the bargainors, with whom I am personally acquainted, and acknowledged that they executed the annexed instrument for the purpose therein contained.

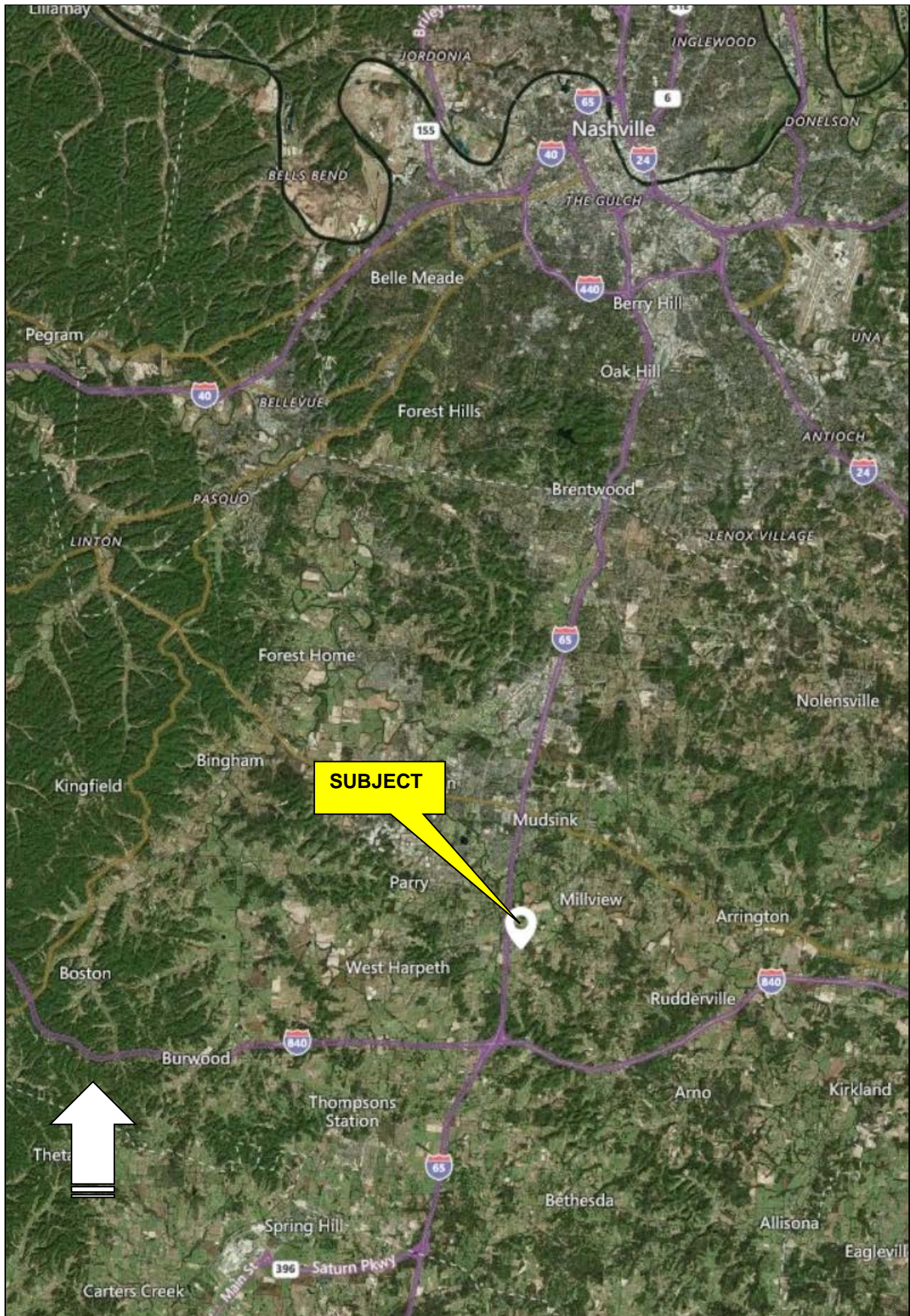
Witness my hand and official seal, at this office, this 2nd day of May, 1970.



My commission expires: Oct 18, 1971

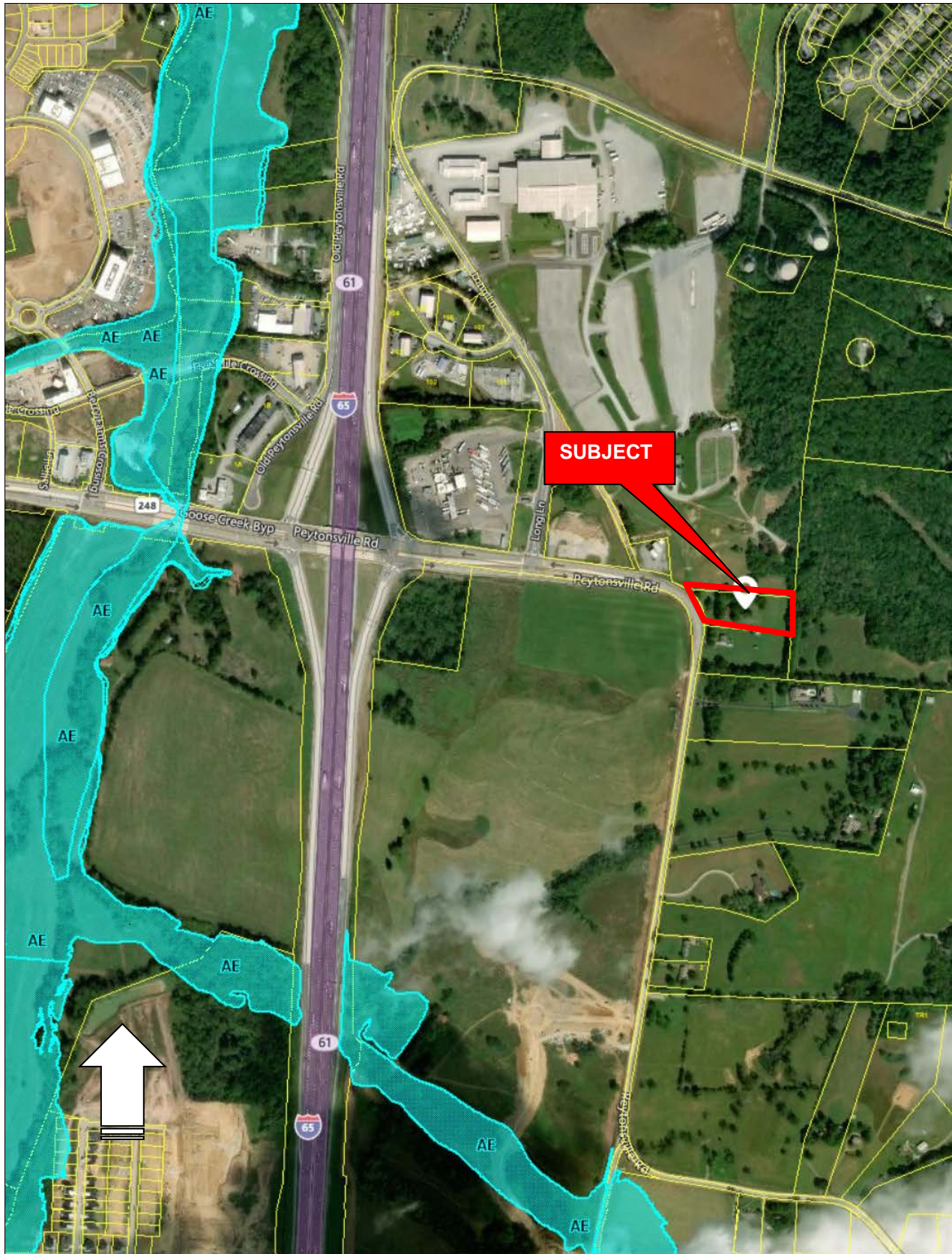

NOTARY PUBLIC

NEIGHBORHOOD MAP



TAX MAP

WILLIAMSON COUNTY TAX MAP 117
PARCEL 28.00



AERIAL MAP – CLOSE UP

