

**Attached is Additional Information for
Agenda Item #21**

**Consideration as to Whether to Pursue the
Acquisition of the Circuit City Property**

Meeting of Tuesday, September 22, 2009

This document distributed September 18, 2009

Additional Information for Agenda Item #21, Consideration as to Whether to Pursue the Acquisition of the Circuit City Property

Meeting of Tuesday, September 22, 2009

An August 25, 2009 agenda item sought the Board's direction regarding the purchase of the Circuit City Property. During the Board's discussion, a question was raised regarding the appraisals for the property. Staff advised the County is required to obtain two appraisal reports.

Attached is a copy of the first appraisal report, prepared by Diskin Property Research, which provided an opinion of the market value of the fee simple interest of the Circuit City Property as \$1,725,000.

Staff has arranged with Ketcham Appraisal Group to provide the second appraisal.

Attachment:

- Restricted Use Report of an Appraisal, 2425 Apalachee Parkway, Leon County, Florida September 18, 2009

DISKIN PROPERTY RESEARCH
REAL ESTATE MARKET ANALYSTS
2938 WELLINGTON CIRCLE
TALLAHASSEE, FL 32309-6885

BARRY A. DISKIN, Ph.D., MAI, ST.-CERT. GEN. APPRAISER - 0000270
ROBERT M. KISSEL, MAI, ST.-CERT. GEN. APPRAISER - 0002479
DAVID W. BESHEARS, MAI, ST.-CERT. GEN. APPRAISER - 0001681
SEAN P. RUANE ST.-CERT. GEN. APPRAISER - 0002867
JULIE M. STORY REGISTERED TRAINEE - 0017069
JACK P. FRIEDMAN, Ph.D., MAI, ST. CERT. GENERAL - TX 1322721G

Telephone (850) 893-2400
Fax (850) 893-9512
E-Mail-dpr@diskinproperty.com

**RESTRICTED USE REPORT OF
AN APPRAISAL**

**2425 APALACHEE PARKWAY
LEON COUNTY, FLORIDA**

SEPTEMBER 18, 2009

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E-Mail-dpr@diskinproperty.com

September 18, 2009

Ms. Kim Dressel
Leon County
Senior Assistant to the County Administrator
301 S. Monroe Street
Tallahassee, FL 32301

Re: 2425 Apalachee Parkway
Leon County, Florida

Dear Ms. Dressel:

The following report presents an appraisal of 2425 Apalachee Parkway, Leon County, Florida. The analysis is presented in a restricted use format. The purpose of this appraisal is to provide an opinion of the market value of the fee simple estate as of the effective date of appraisal. Since this is a restricted-use appraisal report, our findings and conclusions are stated as outlined in the USPAP Standards Rule 2-2(c). All supporting documentation remains in our files; that information is made part of this report by reference.

We incorporated the following Extraordinary Assumption into this analysis.

- We assumed the condition of the building is average for a 15-year-old facility. Based on instruction from the client, we did not conduct an interior inspection. If, subsequently, this is found to be incorrect, we reserve the right to amend the findings and conclusions presented in this report.

Extraordinary Assumptions – According to *The Dictionary of Real Estate Appraisal*, Fourth Ed., published by the Appraisal Institute, an extraordinary assumption is defined as:

An assumption, directly related to a specific assignment, which, if found to be false, could alter the appraiser's opinions or conclusions. Extraordinary assumptions presume as fact otherwise uncertain information about physical, legal, or economic characteristics of the subject property; or about conditions external to the property such as market conditions or trends; or about the integrity of data used in an analysis. An extraordinary assumption may be used in an assignment only if:

- It is required to properly develop credible opinions and conclusions;
- The appraiser has a reasonable basis for the extraordinary assumption;
- Use of the extraordinary assumption results in a credible analysis, and;
- The appraiser complies with the disclosure requirements set forth in USPAP for extraordinary assumptions.

Letter to Ms. Dressel
Page Two
September 18, 2009

An Extraordinary Assumption has a specific effect on value, and is the result of assuming that an **uncertain piece of information is true**.

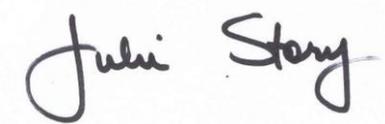
We certify that we have no past, present, or contemplated future interest in the subject property. The compensation for this assignment is not contingent on the opinion of value offered.

We appreciate the chance to work with you on this matter. If questions remain, please contact us at your convenience.

Cordially,

A handwritten signature in black ink, appearing to read "Barry A. Diskin". The signature is fluid and cursive, with the first name being the most prominent.

Barry A. Diskin, Ph.D., MAI
State-Certified General Appraiser – 0000270

A handwritten signature in black ink, appearing to read "Julie M. Story". The signature is fluid and cursive, with the first name being the most prominent.

Julie M. Story
Registered Trainee – 0017069

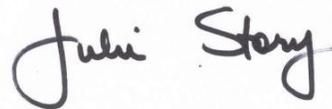
CERTIFICATE OF VALUATION

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

- ___ The statements of fact contained in this report are true and correct.
- ___ The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- ___ We have no present or prospective interest in the properties that are the subjects of this report and no personal interest with respect to the parties involved.
- ___ We have no bias with respect to the properties that are the subjects of this report or to the parties involved with this assignment.
- ___ Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
- ___ Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal report.
- ___ The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics & Standards of Professional Appraisal Practice of the Appraisal Institute, which include the *Uniform Standards of Professional Appraisal Practice*.
- ___ The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- ___ Barry Diskin and Julie Story made an external inspection of the property that is the subject of this report.
- ___ No one provided significant real property appraisal assistance to the persons signing this certification.
- ___ As of the date of this report, Barry Diskin has completed the continuing education program of the Appraisal Institute.



Barry A. Diskin, Ph.D., MAI
State-Certified General Appraiser 000270



Julie M. Story
Registered Trainee 0017069

EXECUTIVE SUMMARY

Property Summary

Property Address/Identification: 2425 Apalachee Parkway
Leon County, Florida

Owner of Record: Parkway Terrace Properties, Inc.

Parcel Identification Number: 31-04-20-212-0000

Existing Use: Retail Building

Report Summary

Effective Date of Value: September 18, 2009

Date of the Appraisal Report: September 18, 2009

Inspection Date: September 13, 2009

Report Type: Restricted-use report

Interest Appraised: Fee simple

Appraisers: Barry A. Diskin and Julie M. Story

Subject Data

Property Size (Acres): 2.5

Building Size (Square Feet): 24,826

Zoning: CP, Commercial Parkway

Reconciliation

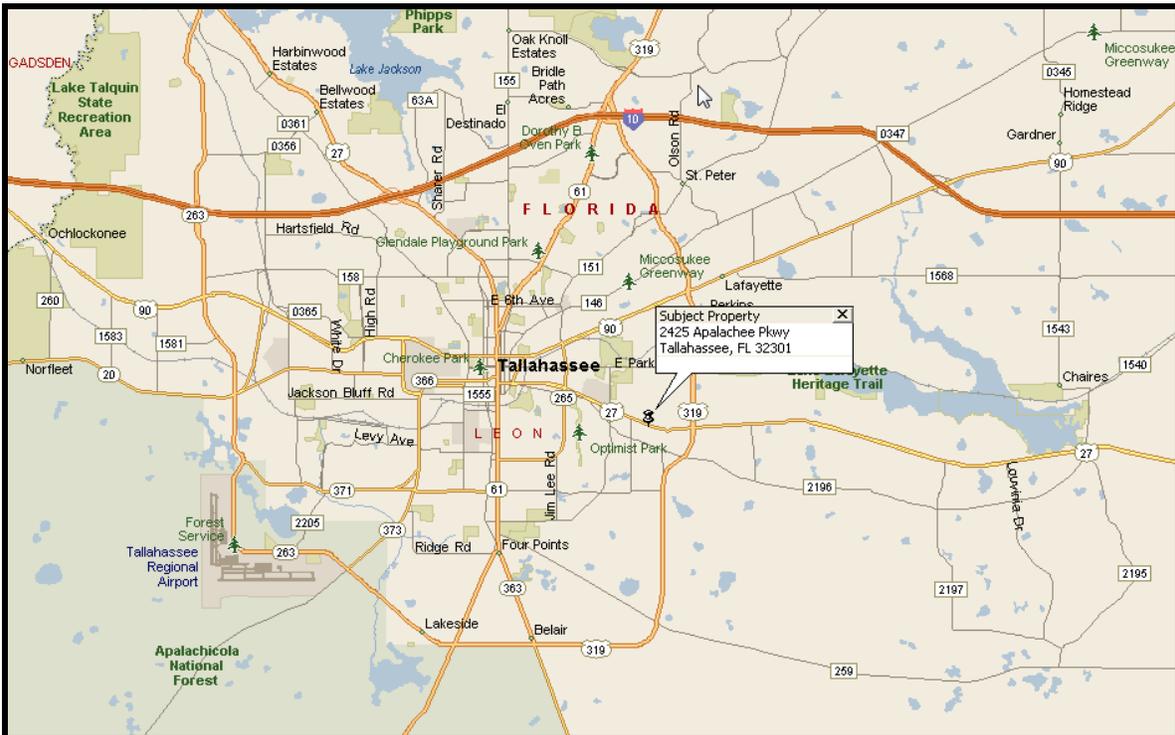
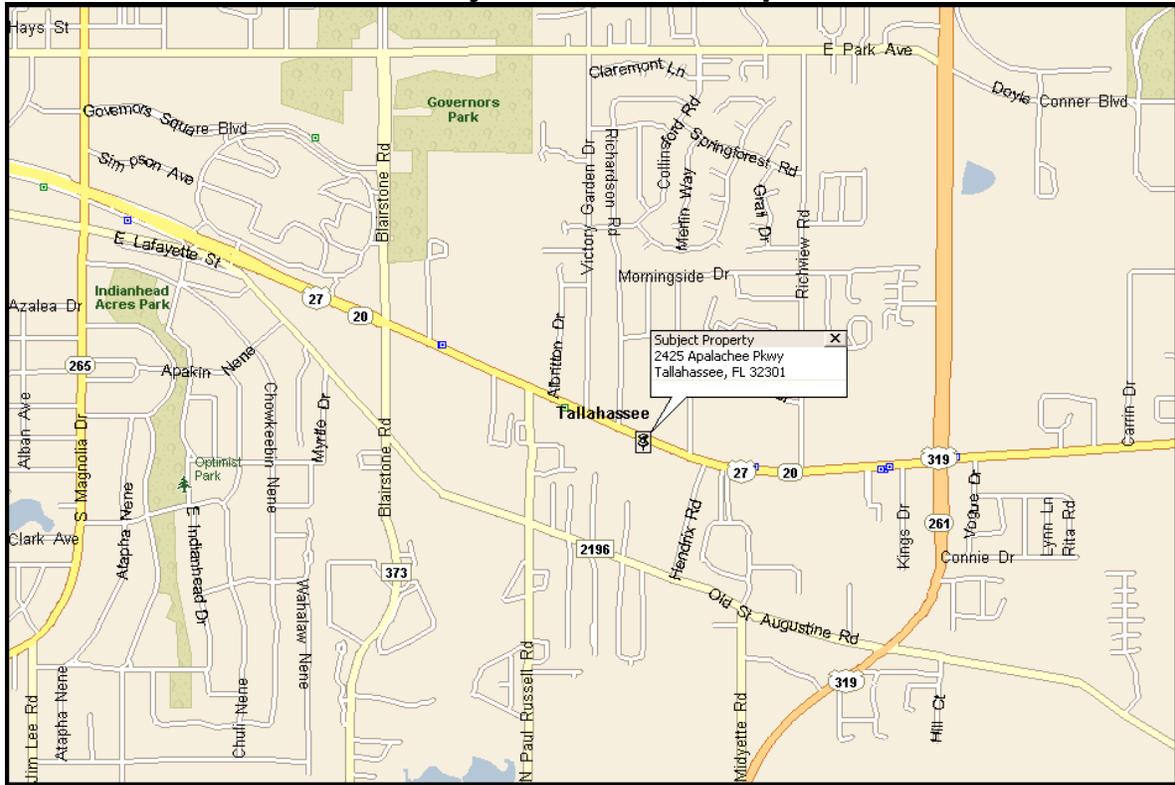
Sales Comparison Approach: N/A

Cost Approach: N/A

Income Approach: \$1,725,000

Reconciliation: \$1,725,000

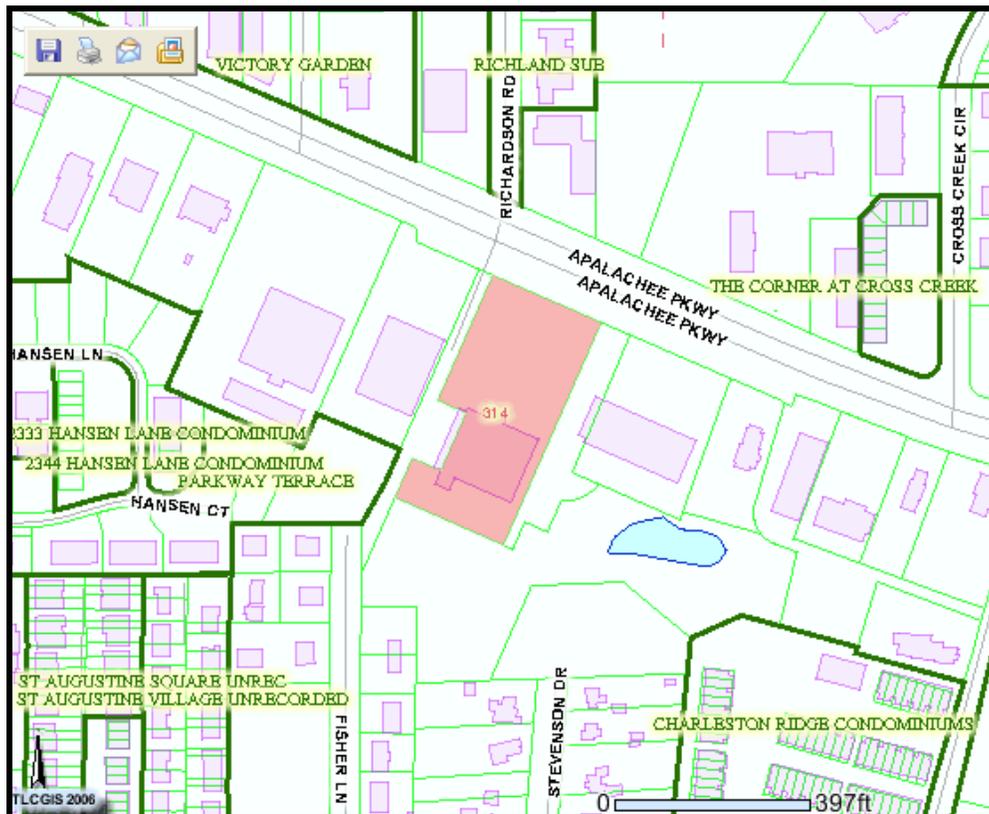
Subject Location Map



Subject Aerial



Subject Plat



Subject Photographs



View of Subject Looking South



View of Subject Front Entrances



View of Car Bays on South Side of Building



View of Subject from the South



View of Entrance off Apalachee Parkway



View of Loading Dock on South Side of Building

Client Ms. Kim Dressel, Leon County
Senior Assistant to the County Administrator
301 S. Monroe Street
Tallahassee, FL 32301

Use Restriction

The use of this report is limited to the client, Ms. Kim Dressel, and the County Attorney for Leon County as well as the Leon County Board of Commissioners. The appraisers' opinions and conclusions set forth in this report may not be understood properly without additional information in the appraisers' workfile.

Intended User

The intended users of this report are Ms. Kim Dressel, Leon County, Senior Assistant to the County Administrator, the County Attorney for Leon County, and the Leon County Board of Commissioners.

Intended Use

The intended use of this report is to provide the client with an opinion of the market value of the fee simple interest of the subject property as of the effective date of value.

Appraisers

Barry A. Diskin and Julie M. Story

Subject Parcel

The subject property is located along the south side of Apalachee Parkway (U.S. Highway 27), between N. Paul Russell Road to the west and Hendrix Road to the east. The subject property shares a stormwater sewer system and two Apalachee Parkway access points with neighboring parcels. The westernmost access point, Richardson Road, is signalized. Road frontage along Apalachee Parkway is about 240 feet. The subject parking lot contains 141 parking spaces.

Purpose of the Appraisal

The purpose of this appraisal is to provide an opinion of the market value of the subject property to Leon County for support in their real estate decision-making processes.

Date of Value

September 18, 2009

Date of Report

September 18, 2009

Market Value and Fee Simple Defined

For purposes of this report, market value, as defined in Chapter 12, Code of Federal Regulation, Part 34.42(g) is:

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 best interests;
- (3) a reasonable time is allowed for exposure in the open market;
- (4) payment is made in cash in United States 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.¹

Fee simple interest, as defined in the Appraisal Institute's publication, *The Dictionary of Real Estate Appraisal*, is:

Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.²

Recent Sale History

There are no recorded sale transactions of the property within the last three years.

Highest and Best Use – Vacant

The highest and best use of the subject property, as vacant, is for future commercial development as warranted by demand in the marketplace.

Highest and Best Use – Improved

The highest and best use of the subject property, as improved, is for commercial use.

¹ *Federal Register* Volume 55, Number 163, August 22, 1990, pages 34228 and 34229; also quoted in the introduction to the Standards of Professional Appraisal Practice of the Appraisal Institute.

² The Appraisal Institute, *The Dictionary of Real Estate Appraisal*, Fourth Edition, (Chicago, IL: Appraisal Institute, 2002), p. 113.

Legal Description

A 2.50 acre tract located in Section 4, Township 1 South, Range 1 East, Leon County, Florida, more particularly described as follows:

Commence at a terra cotta monument marking the Southwest corner of the Northwest quarter of Section 4, Township 1 South, Range 1 East, Leon County, Florida, and run North 00 degrees 26 minutes 41 seconds West along the West boundary of said Section 4 a distance of 37.35 feet; thence North 89 degrees 33 minutes 36 seconds East 15.01 feet to a concrete monument on the East right-of-way boundary of Paul Russell Road; thence North 00 degrees 26 minutes 41 seconds West along said boundary 201.52 feet; thence North 11 degrees 48 minutes 18 seconds West along said boundary 102.69 feet; thence leaving said boundary South 89 degrees 10 minutes 57 seconds East 105.89 feet to a concrete monument; thence North 00 degrees 18 minutes 44 seconds West 174.98 feet to a concrete monument; thence North 21 degrees 22 minutes 47 seconds East 327.21 feet to a concrete monument on the Southerly right-of-way boundary of State Road No. 20 (U.S. Highway No. 27-Apalachee Parkway); thence South 66 degrees 15 minutes 30 seconds East along said boundary 783.33 feet; thence along said right-of-way boundary South 00 degrees 07 minutes 29 seconds West 27.28 feet; thence along said right-of-way boundary South 66 degrees 15 minutes 30 seconds East 167.74 feet to the POINT OF BEGINNING. From said POINT OF BEGINNING continue South 66 degrees 15 minutes 30 seconds East 237.91 feet; thence leaving said right-of-way South 23 degrees 44 minutes 30 seconds West 490.27 feet; thence North 66 degrees 15 minutes 30 seconds West 237.91 feet; thence North 23 degrees 44 minutes 30 seconds East 87.28 feet; thence South 66 degrees 15 minutes 30 seconds East 61.70 feet; thence North 23 degrees 44 minutes 30 seconds East 127.27 feet; thence North 66 degrees 15 minutes 30 seconds West 61.70 feet; thence North 23 degrees 44 minutes 30 seconds East 275.72 feet to the POINT OF BEGINNING.

Scope of Work - Description of the Work Process

In the 2008/2009 edition of the USPAP, scope of work is defined as:

the type and extent of research and analyses in an assignment.

For each appraisal, appraisal review, and appraisal consulting assignment, an appraiser must:

1. identify the problem to be solved;
2. determine and perform the scope of work necessary to develop credible assignment results; and
3. disclose the scope of work in the report.

Identify the Problem to be Solved

Per the 2008/2009 edition of the USPAP –

An appraiser must properly identify the problem to be solved in order to determine the appropriate scope of work. The appraiser must be prepared to demonstrate that the scope of work is sufficient to produce credible assignment results.

Problem Identification: An appraiser must gather and analyze information about those assignment elements that are necessary to properly identify the appraisal, appraisal review, or appraisal consulting problem to be solved. The identification of the problem to be solved requires the appraiser to identify the following assignments elements:

- client and any other intended users;
- intended use of the appraisers' opinions and conclusions;
- type and definition of value;
- effective date of the appraisers' opinions and conclusions;
- subject of the assignment and its relevant characteristics; and
- assignment conditions.

Using the criteria specified above, the appraisal problem for this assignment is presented in the following narrative.

What is the market value of the fee simple interest of the subject property as of the effective date of the report, September 18, 2009? The market value estimate will be used to assist Leon County with real estate purchasing decisions. The compensation, which is based on market value, involves the following extraordinary assumption.

We assumed the condition of the building is average for a 15-year-old facility. Based on instruction from the client, we did not conduct an interior inspection. If, subsequently, this is found to be incorrect, we reserve the right to amend the findings and conclusions presented in this report.

Determine and Perform the Scope of Work Necessary to Develop Credible Assignment Results

Per the 2008/2009 edition of the USPAP --

- The scope of work must include the research and analyses that are necessary to develop credible assignment results.
- An appraiser must not allow assignment conditions to limit the scope of work to such a degree that the assignment results are not credible in the context of the intended use.
- An appraiser must not allow the intended use of an assignment or a client's objectives to cause the assignment results to be biased.
- The report must contain sufficient information to allow intended users to understand the scope of work performed.

In this instance, we used a restricted-use format; only our findings and conclusions are stated. Therefore, this appraisal report does not contain the same level of detail as a self-contained or summary report. The supporting data and other material analyzed in the appraisal process are in our files, which we include by reference. The restricted-use format of the report is not an indication of an inferior analysis. The distinguishing characteristic between restricted-use, self-contained, and a summary report is the level of detail provided; the analysis for each type of report should be identical.

For the case at hand, we used the income approach to arrive at an indication of value for the subject property. The sales comparison approach is based on the principle of substitution and is a good indicator of value of the property being appraised when sales of highly similar properties are available. Due to a lack of recent similar sales, the sales comparison approach was excluded. Based on the age of the improvements, the cost approach would not be reliable and was not used for this appraisal. In our opinion, the exclusion of these two approaches does not negatively affect the credibility of our results.

For information concerning the subject property, we relied on data obtained from the Tallahassee-Leon County Planning Department, the Leon County Property Appraiser's Office, and the Tallahassee-Leon County GIS Web site.

We inspected the exterior of the subject property and the comparable rental properties as part of the appraisal process. We did not inspect the interior of the building. We also used aerial photographs, surveys, and county plats to examine the characteristics of the subject

parcel in comparison to the comparable properties. The zoning and future land use categories for each of the transactions were researched through the Tallahassee-Leon County Planning Department. The physical characteristics of the comparable rental properties were compared to those of the subject and a final opinion of value was reached based on these analyses. The supporting data and other material analyzed in the appraisal process are in our files, which we include by reference.

Income Approach

The income approach is based on the principle of anticipation, the premise that the value of an income-producing property may be expressed as the present value of anticipated future benefits. While appraisal procedure recognizes that all benefits are not monetary in nature, under most circumstances, the income approach attempts to use a monetary basis as the principal unit of comparison. It is generally true, however, that income-producing properties are purchased for their potential to generate income rather than their cost. In this approach to value, several methods or techniques are available to the analyst for deriving an opinion of value. The two most common methods are the direct capitalization and yield capitalization, also known as discounted cash flow analysis; the former method is used in this report. In this appraisal, the income approach is applicable to estimating the value of the fee simple interest of the subject property.

Rental Income

The first step in the fee simple valuation is establishing the market rent for the existing space. To accomplish this, we surveyed local brokers and managers of retail space. We also researched Loopnet and NNEX. Finally, we gave consideration to actual leases in place.

Ideally, leases of freestanding retail buildings of similar size would be the most preferred comparable dataset for the subject property. During our research, we found three similar freestanding buildings. Each was vacant and currently listed for lease. Current economic conditions warranted the extension of our research to shopping center leases.

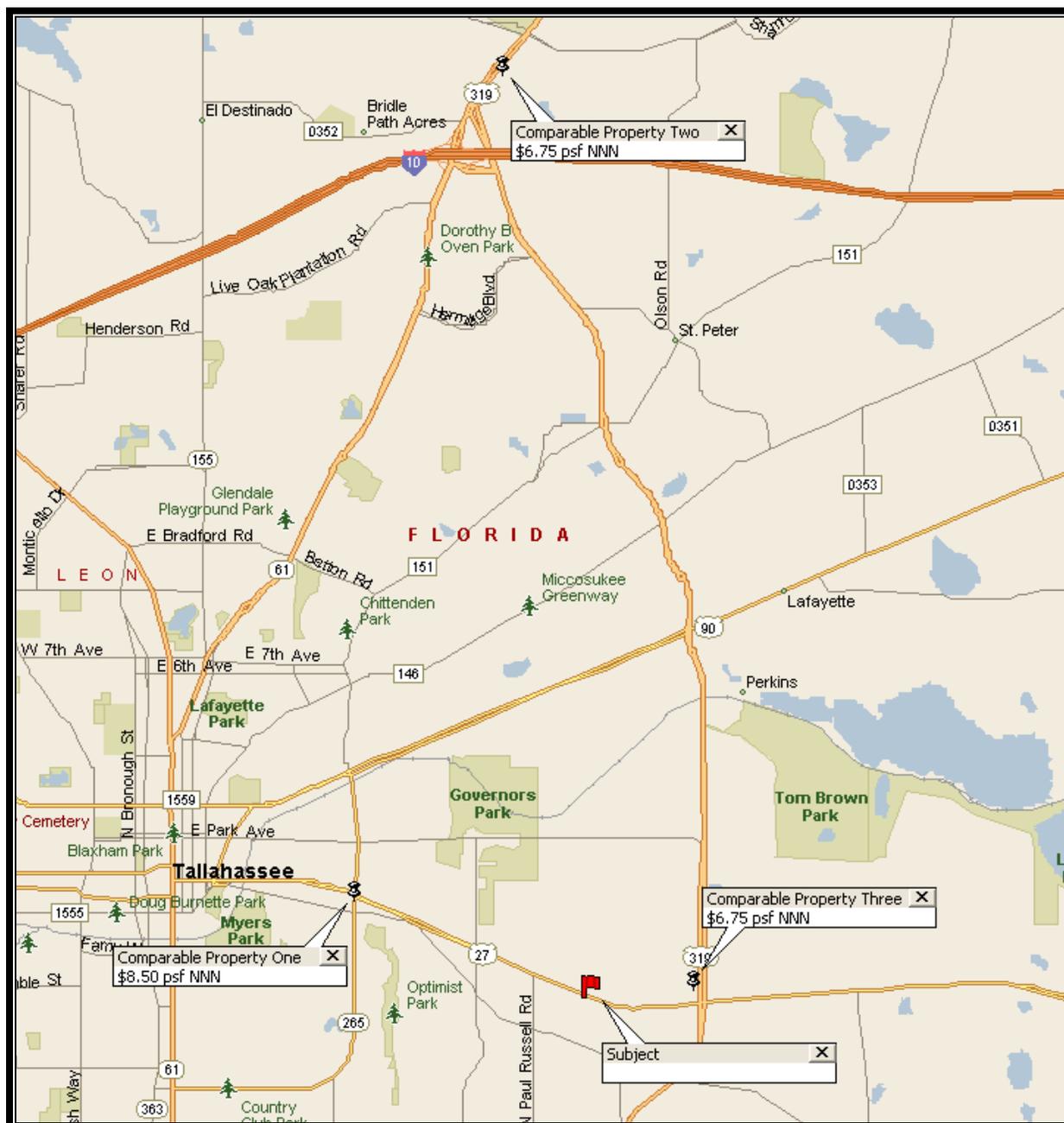
Acquiring actual retail rent data can be very difficult. Brokers, owners, and tenants are usually motivated to protect such data to keep either an actual or perceived advantage over competition. Our attempt to gather market data began with a physical inspection of similar retail space. Ownership information was sought from the Leon County Tax Collector, Leon County Property Appraiser, and through other databases.

Based on the rent data that we collected and interviews with brokers, we believe that \$7.50 per square foot, triple net, is an appropriate rate for the subject property.

A summary of the leased properties deemed most similar to the subject property and a location map follow.

Triple Net Rents			
Property	Location	SF	Rent PSF
One	Apalachee Parkway	31,858	\$8.50
Two	Thomasville Road	29,280	\$6.75
Three	Apalachee Parkway and Capital Circle NE	31,332	\$6.75

Map of Comparable Rental Properties



Capitalization Rate

The capitalization rate for the subject property was derived from an analysis of two nationally published investor surveys, interviews with knowledgeable retail market brokers, and data extracted from recent transactions extracted from the market. See the table below.

Capitalization Rates	
Source	Rate
Andy Hawkins, CNL representative	10% - 11%
Ed Murray, TALCOR	12% - 13%
Realtyrates Second Quarter 2009	
Average Surveyed: Retail - Freestanding	9.89%
Market Derived	7.9% - 11.15%
Korpacz Second Quarter 2009	
Non-Institutional Strip Shopping Center Average	9.62%

Based on these data, we chose a capitalization rate of 9.75%. The results of the direct capitalization analysis are presented below.

Total Rentable Area	24,826
Annual Rental Rate PSF	\$7.50
Vacancy/Collection Loss	3.00%

Direct Capitalization of Net Rent		
Potential Gross Income		\$186,195
Vacancy/Collection Loss	3.00%	<u>\$5,586</u>
Effective Gross Income		\$180,609
Reserves for Replacement	\$0.50	\$12,413
Net Operating Income		\$168,196
Capitalization Rate		9.75%
Value Indication		\$1,725,089
<i>Per Square Foot</i>		\$69.49

Opinion of Value Estimate

Our opinion of the market value of the fee simple interest of the subject property, as of September 18, 2009 is:

\$1,725,000 (Rounded)

ONE MILLION SEVEN HUNDRED TWENTY-FIVE THOUSAND DOLLARS

STATEMENT OF LIMITING CONDITIONS

1. This restricted-use report of an appraisal represents the best opinion of the analysts as to market value of the property as of the appraisal date. This restricted-use report is intended to comply with the reporting requirements set forth under Standard Rule 2-2 (c) of the Uniform Standards of Professional Appraisal Practices. It does not include discussions of the data, reasoning, and analyses that we used in the appraisal process to develop the opinion of value we present. The supporting documentation concerning the data, reasoning and analyses is retained in our file. The information contained in this report is specific to the needs of the client and for the intended use stated earlier in this report. The appraiser is not responsible for unauthorized use of this report. The term market value is defined in the appraisal report.
2. The appraisers have no present or prospective interest in the property that is the subject of this report, and have no interest or bias with respect to the parties involved.
3. No furniture, furnishings, or equipment, unless specifically indicated herein, have been included in our value conclusion. Only the real estate has been considered.
4. Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice of the Appraisal Institute.
5. The statements of fact contained in this report are true and correct; the reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, unbiased professional analyses, opinions, and conclusions.
6. No engineering survey was made or caused to be made by the appraisers, and any estimates of fill or other site work are based on visual observation. Therefore, accuracy is not guaranteed.
7. No test borings or typing and analysis of sub-soils were made or caused to be made by the appraisers. Soil of the subject parcel appears firm and solid, typical of the area; and subsidence in the area is unknown or uncommon. The appraisers, however, cannot warrant against such condition or occurrence.
8. Our compensation is not contingent on an action or event resulting from the analyses, opinions, or conclusions in, or the use of, this report.
9. Sub-surface rights (minerals, oil, or water) were not considered in this report.
10. Any tracts that, according to the survey, map or plat, indicate riparian and/or littoral rights are assumed to go with the property unless easements or deeds are found by the appraisers to the contrary.

11. The description and condition of physical improvements, if any, described in this report are based on visual observation. Since engineering tests were not conducted, no liability can be assumed for soundness of structural members.
12. All value estimates are contingent on zoning regulations and land use plans in effect as of the date of appraisal, and based on information provided by governmental authorities and employees.
13. This appraisal report covers only the premises discussed. No figures provided, analyses, or per-unit values derived therefrom are to be construed as applicable to any other property, however similar they may be.
14. Distribution of the total valuation in this report between land and improvements applies only under the existing program of use. Separate valuations of land and improvements must not be used in any other manner, nor in conjunction with any other appraisal, and are invalid if so used.
15. Certain data used in compiling this report were furnished by the client, his counsel, employees, and/or agent, or from other sources believed reliable. These data have been checked for accuracy when possible, but no liability or responsibility may be assumed for complete accuracy.
16. No responsibility is assumed for matters legal in nature, nor is any opinion rendered concerning the title, which we assume to be good and merchantable. The property is assumed free and clear of all liens or encumbrances, unless specifically enumerated within the report. We also have assumed responsible ownership and management as of the date of appraisal.
17. Consideration for preparation of this appraisal report is payment in full by the employer. Any responsibility by the appraisers for any part of this report is conditioned upon full and timely payment.
18. The appraisers, by reason of this report, are not required to give testimony in court with reference to the subject, nor obligated to appear before any governmental body, board, or agent, unless arrangements have been previously made.
19. Neither all nor any portion of the contents of this appraisal shall be conveyed to the public through advertising, public relations, news, sales, or other media without the written consent and approval of the appraisers, particularly as to value conclusions, identity of the appraisers or firm with which they are connected, or any reference to the Appraisal Institute or to the MAI designation. Furthermore, neither all nor any portion of the contents of this appraisal shall be used in connection with any offer, sale, or purchase of a security (as that term is defined in Section 2(1) of the Securities Act of 1933) without prior express written consent of the appraiser.
20. Possession of this report, or copy of the report, does not convey any right of reproduction or publication, nor may it be used by anyone but the client, the mortgagee, or its successors or assigns, mortgage insurers, or any state or federal department or agency without the prior written consent of both the client and the appraisers, and, in any event, only in its entirety.

21. Unless specifically stated in the report, the appraisers did not determine the flood plain status of the property appraised. If such data are available, it is recommended they be obtained prior to any development that might be contemplated.
22. Estimates of expenses, particularly as to assessment by the county property appraiser and subsequent taxes, are based on a review of historical or typical data. Such estimates are based on assumptions and projections which, as with any prediction, are affected by external forces, many unforeseeable. While all estimates are based on our best knowledge and belief, no responsibility can be assumed that such projections will come true.
23. Liability for this appraisal assignment is limited only to the extent of the fee collected.
24. Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the property, was not observed by the appraiser. The appraisers have no knowledge of the existence of such materials on or in the property. The appraisers, however, are 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. The value estimate is 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 such conditions or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired.
25. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
26. Any proposed improvements are assumed to be completed in a good workmanlike manner in accordance with federal regulations and within the permitted and planned alignment.
27. The Americans with Disabilities Act (ADA) became effective January 26, 1992. We have not made a specific compliance survey and analysis of this property to determine whether it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property, together with a detailed analysis of the requirements of the ADA, could reveal that the property is not in compliance with one or more of the requirements of the Act. If so, this fact could have a negative effect upon the value of the property. Since we have no direct evidence relating to this issue, we did not consider possible non-compliance with the requirements of ADA in estimating the value of the property.

APPENDIX

QUALIFICATIONS OF THE ANALYSTS

Qualifications of BARRY A. DISKIN

January 2009

EDUCATION

- B.A. Economics, Georgia State University, 1971
- M.B.A. Finance, Georgia State University, 1974
- Ph.D. Land Economics & Real Estate, Georgia State University, 1982
Dissertation topic: "The Condominium Conversion Process: A Study of Market Characteristics, Physical Factors, and Locational Attributes Contributing to the Rate of Tenant Absorption"

PROFESSIONAL EXPERIENCE—Employment

September 1980–Present: College of Business, Florida State University
Member of the Real Estate faculty (current rank: Professor)

August 1991–August 1993: College of Business, Florida State University
Chairman of the Faculty

August 1984–1997: Real Estate Research Center, Florida State University
Director

September 1985–Present: Principal in the firm, Diskin Property Research

PROFESSIONAL EXPERIENCE—Selected Assignments

Spring 1995–Present: Under contract with Leon County to provide various eminent domain and valuation assignments.

January 2008–Present: Contract with Florida Gas Transmission Company to appraise easements for right-of-way across 15 counties in the Florida Panhandle.

Currently: Under contract with the City of Tallahassee to provide eminent domain appraisal and real estate consulting services.

Currently: District-wide contract with the Florida Department of Transportation to provide real estate appraisal for their eminent domain projects.

August 2004–September 2006: Appraisal services to Dollar General Corporation for a property tax challenge at its distribution center in Alachua County, Florida.

February 2006–July 2006: Contract with the Florida Department of Revenue to appraise a sample of parcels in Levy County, Florida as part of a biennial review of the work performed by the County Property Appraiser.

May 2006–Present: Market analysis for Transwestern Pipeline in three Arizona counties. The analysis concerns 260 miles of pipeline. Construction began in 2007.

July 2006–Present: Eminent domain project for Leon County, Florida for its widening of Buck Lake Road. To date, we have appraised 15 parcels.

July 2005–Spring 2006: Appraisal services to Nestle Waters of America for a property tax challenge at its water-bottling plant in Madison County, Florida.

December 2003–February 2005: Appraisal services to Maine Yankee Atomic Power Company for a property tax challenge at its decommissioned nuclear power plant in Wiscasset, Maine.

Spring 2001–October 2004: Consultant and appraiser for Florida Power and Light. Provided testimony and/or research for tax assessment challenge in Okeechobee County.

Summer 2001–Summer 2002: Consultant to Florida Department of Revenue. Assisted in rewriting guidelines for elected property appraisers in Florida.

November 2000–2001: Valuation of over 20 parcels, in Bay County, for the State Road 77 road-widening project by the Florida Department of Transportation.

June 2000–May 2003: Valuation of over 100 parcels, in Bay and Washington Counties, for the Phase V, Gulf Power Lateral Expansion by Florida Gas Transmission.

November 1999–June 2001: Analysis of over 700 miles of fiber optic easements in a class action law suit. Represented a class of 8,000 people. I continue to provide work on similar cases involving the installation of optical fibers.

December 1999–April 2000: Assisted the Escambia County Attorney in a case testing the Private Property Protection Rights Act (Bert J. Harris Act)

January 2000–June 2000: Assisted the Columbia County Attorney in its defense against an environmental hazard lawsuit.

Summer 1998: Evaluation of properties to be acquired by The Nature Conservancy. This private agency purchases environmentally sensitive lands for preservation and protection from private development.

February 1999–November 1999: Valuation of Miami Circle. This case achieved national attention because of the discovery of Tequesta Indian artifacts. I assisted in the eventual settlement of the dispute, which involved Governor Bush and his staff.

July 1996–August 1997: Assisted the Leon County Attorney with eminent domain case involving Welaunee Plantation. The County acquired a portion of the 6,200-acre plantation to solve a major flooding problem in the northeast area of Tallahassee.

April 1995–Summer 1999: Assisted Leon County, Florida in their road-expansion project on Miccosukee Road.

November 1994–November 1995: Performed Valuation Analysis for the property known as Topsail Hill in Walton County. This environmentally significant property was taken by the Florida Department of Environmental Protection; at the time, the property was first on the state's list known as Conservation and Recreational Lands (CARL). This controversial case remains among the largest eminent domain procedures in the history of Florida.

August 1995–December 1995: Appraisal of the Royal Palm Square Shopping Center in Fort Myers, Florida. The purpose of the assignment was to assist in a dispute between Lee County and Aetna, the property owner. Lee County has taken a portion of the shopping center for the Mid-point Bridge over the Caloosahatchee River. The significance of my involvement was the inability of the parties to resolve the case. I was asked to act as a neutral valuation analyst because the previous four appraisal reports did not settle the dispute.

Summer 1994–February 1995: Conducted a market analysis of mobile home park rents on behalf of the park owner in a Chapter 723 trial in Brevard County.

January 1993–1998: Represented property owners and conducted various appraisal assignments relating to the installation by the FDOT of an elevated road (fly-over) in a major commercial district in northeast Tallahassee, Florida. Examples of property types include shopping centers, gasoline stations, fast-food restaurants, and banks.

June 1992: Testified in a Leon County Circuit Court case challenging the constitutionality of portions of Chapter 723 of the Florida Statutes. The legality of rent control was the principal issue.

June 1990–August 1990: Conducted research study for inverse condemnation suit in Seminole County. The issue was the impact of lost anchor for shopping centers.

May 1989: Testified before the Jefferson County, Florida Commission on behalf of a private group opposing the placement of gasoline storage tanks near a residential district in the Village of Lloyd.

March and November 1989: Testified before the Mobile Home Study Commission, a committee established by the Florida Legislature to review rent problems in mobile home parks across the state.

September 1988: Testified as expert witness before the Pinellas County Circuit Court in a property tax challenge involving asbestos contamination.

PROFESSIONAL HONORS AND ACTIVITIES

Francis J. Nardoza Scholar, College of Business, Florida State University, 2007

University Teaching Award, Florida State University, 2000

Teacher Incentive Award, Florida State University, 1994

Journal of Financial Services, Member of Editorial Board, 1995–2007

Journal of Real Estate Literature, Member of the Editorial Board 1996–1998

Postdoctoral Award, Homer Hoyt Institute, 1985

First Place, National Dissertation Competition, American Real Estate and Urban Economics Association, 1982

George M. Sparks Scholarship, 1968

Omicron Delta Epsilon (Honor Society in Economics)

Beta Gamma Sigma (Honor Society in Business)

Doctoral Fellows Association, Georgia State University, Vice President

AFFILIATIONS

American Real Estate and Urban Economics Association

American Real Estate Society

Appraisal Institute

Counselors of Real Estate

National Association of Realtors

Beta Gamma Sigma (Honor Society in Business)

Omicron Delta Epsilon (Honor Society in Economics)

LICENSES AND CERTIFICATIONS

MAI—Member of the Appraisal Institute (Certificate #8922)
CRE—Counselor of Real Estate
Florida Real Estate Broker's License
Florida Certified Real Estate Appraiser—000270
Georgia Certified Real Estate Appraiser—002369
School of Mortgage Banking, Mortgage Bankers Association of America
(graduated July 1984)

PROFESSIONAL PUBLICATIONS, PRESENTATIONS, AND RESEARCH GRANTS

- Real Estate Handbook*. Seventh edition. With Jack P. Friedman and Jack C. Harris. Hauppauge, NY: Barron's Educational Series, 2009.
- "A Better Understanding of Appraisals and Appraisers – Part 1," With Jack P. Friedman. *CPA Wealth Builder*, October 2008
- "Nuclear Waste Disposal: A Taxing Real Estate Issue." With Jack P. Friedman. *Real Estate Issues*, Summer 2006.
- "Taxation of 'Branding' Leasehold Improvements." With Jack P. Friedman. *Property Tax Alert*, March 2006.
- "Inventory Valuation," With Jack P. Friedman. *Property Tax Alert*, September 2006.
- "A Survey of Practices for The Assessment of Nuclear Waste in Dry Storage," ***Journal of Property Tax Assessment and Administration***, Volume 2, Issue 3, 2005. With Jack P. Friedman
- Real Estate Handbook*. Sixth edition. With Jack P. Friedman and Jack C. Harris. Hauppauge, NY: Barron's Educational Series, 2005.
- "Questioning the Property Tax Division's Ratio Studies." With Jack P. Friedman and George Kimeldorf. Paper presented at Texas Association of Property Tax Professionals 16th Annual Conference, September 2003.
- "Questioning the Property Tax Division of the State Comptroller's Office: Do Appraisals Adequately Represent Sales?" With Jack P. Friedman and George Kimeldorf. *Assessment Journal*, Spring 2003.
- "A Corridor Within a Corridor: A Case Study of Fiber Optics Corridor Valuation." With Liz W. Citron. *Journal of Property Valuation and Taxation*, Fall 2002.
- "Some Issues in the Appraisal of Public Utility Property for Ad Valorem Tax Purposes." With Jack P. Friedman. *Journal of Property Valuation and Taxation*, Fall 2001.
- "Codes of Ethics in Business: An Attitudinal Snapshot of Millennial Professionals." With Spero C. Peppas. *International Journal of Business Disciplines*, Summer 2001.
- "Fully Depreciated Assets in the Appraisal of Public Utility Property for Ad Valorem Tax Purposes." With Jack P. Friedman. *Journal of Property Tax Management*, Winter 2001.

- "College Courses in Ethics: Do They Really Make a Difference?" With Spero C. Peppas, World Association for Case Method Research and Application. Paper presented at International Conference in Creative Teaching, January 2001
- "College Courses in Ethics: Do They Really Make a Difference?" With Spero C. Peppas. *The International Journal of Educational Management*, 15, nos. 6 and 7 (2001).
- "Public Utility Property Ad Valorem Taxation: Regulatory Formulas Prevail over Economics." With Jack P. Friedman. *Journal of Property Tax Management*, Fall 2000.
- "A New Guide for Home Buyers." With Professor H. Glenn Boggs. Grant from the Florida Real Estate Commission Education Trust Fund. The project was completed in July 2000.
- "Use of the Income Approach for Valuation of Agricultural Lands." Presentation to the American Law Institute/American Bar Association, January 6, 2000, San Francisco, California.
- "Ethical Perspectives: Are Future Marketers Any Different?" With Spero C. Peppas. *Teaching Business Ethics*, February 2000.
- Presentation to the American Law Institute/American Bar Association meeting in Tampa, Florida, on October 28, 1999. My paper was on the influence of the Internet on the appraisal process.
- "Predisposition Toward Moral Hazard: The Case for Real Estate." With Spero C. Peppas, *The Ethics and Critical Thinking Journal*, March 1999.
- "Advances in Private Property Protection Rights: States in the Vanguard." With Frank Vickory. *American Business Law Journal*, 34, no. 4 (Summer 1997).
- Testimony before the Mobile Home Study Commission of the Florida Legislature on October 11, 1996. My purpose was to explain the concept of Neighborhood Effect to the legislators and commissioners.
- Presentation to the Eminent Domain Committee of the Florida Bar Association in July 1996, Orlando. My topic was "The Significance of the Appropriate Unit of Comparison in Condemnation Suits."
- Presentation for the Conflict Resolution Consortium of The Florida State University College of Law. I taught the land economics unit to the participants of the seminar on the new Private Property Protection Rights law. To date I have made this presentation three times, including August 1995, December 1995, and September 1996.
- "Property Tax Inequities: An Examination of Major Florida Metropolitan Areas." With Stacy Sirmans. A study sponsored by The Education and Research Foundation of The Florida Real Estate Commission, November 1993.
- "Vertical Inequity in the Taxation of Real Property." With Stacy Sirmans. *National Tax Journal*, March 1995.
- "The Effect of Anchor Tenant Loss on Shopping Center Rents." With Dean Gatzlaff and Stacy Sirmans. *The Journal of Real Estate Research*, 9, no. 1 (1994): 99–110.
- "An Examination of the Earnings of Real Estate Appraisers." With Dean Gatzlaff. *The Journal of Real Estate Research*, 9, no. 1 (1994): 507-524.

- "Tenant Loss and Shopping Center Rents." With G. Stacy Sirmans and Dean Gatzlaff. In *Megatrends in Shopping Centers*, ed. John D. Benjamin. 1995
- "The Impact of Ground Subsidence (Sinkholes) on Real Property Values." With Dean Gatzlaff, Patrick Maroney, Ann Butler, Claude Lilly, Richard Corbett, and Kevin Eastman. A study conducted for the Florida Department of Insurance funded by the Florida Legislature, December 1992.
- "The Influence of Hazardous Materials on the Insurance Industry." With Steven M. Cassidy and Patrick Maroney. Paper presented at the annual meeting of the American Risk and Insurance Association, August 1991, San Diego, California.
- "Lender Perceptions of Value Influences of Asbestos Contamination in Income-Producing Buildings." With Joel B. Haynes and Michael A. McElveen. *Assessment Digest*, November/December 1990.
- "Valuation of Anchor Department Stores." With Michael A. McElveen. *Assessment Digest*, September/October 1990.
- "Valuation of Anchor Department Stores." With Michael A. McElveen. Paper presented before the annual meeting of the International Association of Assessment Officers (IAAO) in Fort Worth, Texas, September 1989, and at the meeting of the Shopping Center Assessment Network in Milwaukee in March 1990.
- "Identifying Sources of Bias in Appraisal Values of Properties Held in Pooled Real Estate Funds." With Stuart Fletcher. Paper presented at the annual meeting of the American Real Estate Society in Lake Tahoe, Nevada, March 29, 1990.
- "Manufactured Housing: An Alternative to Site-Built Homes." With Karen Lahey and Michael Lahey. *The Real Estate Appraiser and Analyst*, Winter 1989.
- "Portfolio Allocations for Apartment Owners." With Karen Lahey and Michael Lahey. *The Journal of Real Estate Appraisal and Economics*, Fall 1989.
- "Student Perceptions of Real Estate Investment." With Steven A. Cassidy. *The Journal of Real Estate Appraisal and Economics*, Spring 1990.
- "Multi-family Housing Bonds: A Primer." With Margaret M. Joslin, Esq., and Joel B. Haynes. *Real Estate Review*, Summer 1988.
- "Tort Reform and Real Estate Professionals." With Patrick F. Maroney and Harold P. Tuttle. *The Appraisal Journal*, October 1988.
- "Tax-Exempt Bonds and Residential Rental Property after the Tax Reform Act of 1986." With Margaret M. Joslin, Esq., and Joel B. Haynes. *Journal of Real Estate Finance*, Winter 1988.
- "Tax-Exempt Multi-family Housing Bonds." With Margaret M. Joslin, Esq., and Joel B. Haynes. *Real Estate Accounting and Taxation*, Winter 1988.
- "Computer Acceptance and Implementation by Professional Appraisers." With Karen E. Lahey and V. Michael Lahey. *The Appraisal Review*, 34 (October 1987).
- "Professional Appraisers' Use of Computer Technology." With V. Michael Lahey and Karen E. Lahey. *The Appraisal Journal*, April 1988.
- "Appraisers' Perspectives on Industry Regulation: Is It Time?" With Patrick Maroney and Frank Vickory. *The Appraisal Journal*, July 1987.

- "The Relationship between Educational Achievement and Violations of the Florida Real Estate License Law." With Patrick F. Maroney. Paper presented at the national meeting of the National Association of Real Estate Educators, May 21, 1987, Chicago, Illinois.
- "Computer Usage by Real Estate Appraisers." With V. Michael Lahey and Karen E. Lahey. Paper presented at the national meeting of the American Real Estate Society, April 1987, Orlando, Florida.
- "The Need to Regulate Real Estate Appraisers." With Patrick Maroney and Frank Vickory. *The Real Estate Appraiser and Analyst*, Summer 1986.
- "The Need for Regulation of Appraisers." With Patrick Maroney and Frank Vickory. Paper presented at the annual meeting of the Southwest Pacific Business Law Conference, April 1986, Los Angeles, California.
- "Space Rental Perceptions and Problems in Mobile Home Parks: The Florida Experience." With Joel B. Haynes. *The Appraisal Journal*, October, 1985.
- "Is the Appraiser to Blame?" With Dennis Tosh. *Real Estate Appraiser and Analyst*, June 1985.
- "The Use of Computer Technology by Members of the Appraisal Profession." With James R. DeLisle. *Appraisal Journal*, April 1985. This study was funded partially by the American Institute of Real Estate Appraisers.
- "Application of Logit Analysis to the Determination of Tenant Absorption in Condominium Conversion." With Armen Tashchian. *Journal of the American Real Estate and Urban Economics Association*, Summer 1984.
- "Satellite Teleconferencing: A Revolutionary Communications System for Businesses." With Ellen Thrower. *Business*, Summer 1984.
- "Lender Reaction to Proposed Rent Control Legislation in Florida Mobile Home Parks." With Joel B. Haynes. *Journal of Property Management*, January 1984.
- "Condominium Conversion: Factors Leading to High Pre-sale Rates." With Joseph Rabianski. *The Real Estate Securities Journal*, 5, no. 3 (1984).
- "The Impact of Condominium Conversion on the Rental Market of Metropolitan Atlanta, Georgia." With Joseph Rabianski. Contract Study for the United States Department of Housing and Urban Development (July 1982).
- "A Profile of Converted Condominium Occupants." With Joseph Rabianski. *Appraisal Review Journal*, Fall 1983.
- "Physical, Locational, and Economic Factors Affecting The Rate of Tenant Absorption of Converted Condominiums." With Joseph Rabianski. *Real Estate Appraiser and Analyst*, Winter 1983.

Qualifications of Julie M. Story

Professional License

Real Estate Appraisal
Florida State-Registered Trainee #RI-0017069

Professional Experience

Appraisal Consultant, Diskin Property Research – July 2005- Present

Education

Bachelor of Science in Real Estate, Florida State University

Appraisal Institute Course – Five-Hour Administrative Credit, June 2006
Appraisal Institute Course – National USPAP Seven Hour Update, November, 2006
Appraisal Institute Course – Three Hour Florida State Law Update, November 2006
Appraisal Institute Course – Fifteen Hour National USPAP, December 2007
Appraisal Institute Course – Three Hour Appraiser Law Update, September 2008
Appraisal Institute Course – Three Hour Florida State Law Update, September 2008
Appraisal Institute Course – Three Hour Supervisor Trainee Roles & Rules, Septemb

Significant Appraisal/Consulting Experience

December 2005 – April 2006 Assisting in the appraisal of multiple parcels involving Department of Revenue In-Depth Study of Levy County.

Additional Property Types

Vacant Residential Land
Office Buildings