

## ASSIGNMENT REFERENCES

**PARCEL NUMBER:** L-C-159

**OWNER NAME:** State of Arizona Department of Transportation

**ADDRESS:** 4631 W Ray Rd, Laveen, AZ 85339.

**LOCATION OF PROPERTY:** e/o SR 202 Loop, the SEC Ray Rd & Dusty Ln,  
Laveen, AZ 85339

**PROJECT:** M6972 01X

**HIGHWAY:** SOUTH MOUNTAIN FREEWAY

**SECTION:** Salt River jct & Papago Segment

**APPRAISAL ASSIGNMENT:** L-C-159

**PURCHASE ORDER:** PO 0000542896

**DATE OF VALUE:** June 1, 2023 (Effective Date of Appraisal)

**DATE OF REPORT:** July 5, 2023

**APPRAISER:** Paul D. Hendricks, MAI  
Arizona State Certified General Real Estate  
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**APPRAISAL REPORT**

**An Opinion of Market Value for Potential Disposition**

**Of the property located e/o SR 202 Loop, the SEC Dusty Ln and Ray Rd,  
4631 W Ray Rd.  
Maricopa, Arizona 85339**

**as of June 1, 2023**

**Parcel Number: L-C-159**

**Owner: State of Arizona Department of Transportation,**

**Tax Parcels: ptns 300-04-003A, 003C, 003H, 003J  
Sec. 28 T1S R2E**

*Prepared For Use By*  
**Arizona Department of Transportation  
Infrastructure Delivery & Operations  
Right of Way, 205 S 17<sup>th</sup> Av., MD 612E RM331  
Phoenix, AZ 85007-3212**

*Appraisal Prepared By*  
**PAUL HENDRICKS REAL ESTATE APPRAISAL & COUNSELING  
Paul D. Hendricks, MAI  
Arizona Certified General Real Estate Appraiser 30197**

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July 5, 2023

Letter of Transmittal

Jim Walcutt

ADOT R/W Review Appraiser

Right of Way, 205S 17<sup>th</sup> Av., MD 612E Rm 331

Phoenix, AZ 85007-3212

Re: Opinion of market value for potential disposition of parcel L-C-159, located e/o SR 202 Loop, SEC Dusty Ln & Ray Rd, 85339.

In response to your request I have completed an analysis of the above referenced property; this letter of transmittal is part of that appraisal report. This is an appraisal report and conforms to Uniform Standards of Professional Appraisal Practice, ADOT Right of Way Procedures Manual Project Management Section Chapters Three and Four; and The Federal Highway Administration (FHWA) Uniform Act, 49 CFR Part 24.

Problem Identification: The purpose of the appraisal is to opine market value of the fee simple interest of the property described. The intended use is to utilize the value estimate to assist in decisions regarding the sale or disposition of the property.

The effective date of the appraisal and date of valuation is June 1, 2023 the date of site visit. The date of completion of the appraisal report is June 2, 2023.

Relevant Subject Characteristics: A 357,185.57sf (8.20ac, irregularly shaped site at the southeast corner of Dusty Lane and Ray Rd, east of SR 202 Loop. Zoned RU-43, Maricopa County, the site is moderately sloped, a surplus site following former highway acquisitions/redesign. FEMA zone x-shaded (.2% annual chance flood hazard); with the exception of electricity, public utilities are not available.

My opinion of market value is: \$964,000

Assignment Conditions: No extraordinary assumptions or hypothetical conditions are employed. Please see standard limiting conditions and assumptions in the appendix.

Please call if you have any questions regarding the following appraisal report. Thank you for the opportunity to be of service.



Sincerely,

Paul D. Hendricks, MAI

Arizona Certified General Real Estate Appraiser 30197

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PREFACE & SUMMARY

APPRAISAL REFERENCE: 2023270c Parcel L-C-159

PROBLEM IDENTIFICATION: The following 7 parameters are considered, client, intended users, intended use, type of opinion, effective date, relevant subject characteristics and assignment conditions:

CLIENT: Arizona Department of Transportation  
Right of Way Operations-Appraisal

APPRAISER: Paul D. Hendricks, MAI  
Arizona Certified General Real Estate Appraiser 30197

PURPOSE, INTENDED USE: The purpose of the appraisal is to opine market value of the fee simple estate(s). The intended use is to utilize value estimates to assist in decisions regarding the disposition of property.

INTENDED USERS: Our client, Arizona Department of Transportation its agents and officials and the FHWA are the only intended users and for the above intended use. Use of this report by others is not intended by appraiser.

SUBJECT CHARACTERISTICS: A 357,185.57sf (8.20ac) irregularly shaped site at the southeast corner of SR 202 Loop ad Ray Rd. Zoned RU-43, Maricopa County, the site is moderately sloped, a surplus site following former highway acquisitions/redesign. FEMA zone x-shaded (.2% annual chance flood hazard); with the exception of electricity, public utilities are not available.

TAX CODE: ptns 300-04-003A, 003C, 003H, 003J

OWNER: State of Arizona Department of Transportation

INTEREST CONSIDERED: Fee Simple.

OPINION OF VALUE: \$964,000

**EFFECTIVE DATE OF VALUATION: June 1, 2023; Date of Site Visit.**

DATE OF APPRAISAL REPORT: July 5, 2023

TYPE OF APPRAISAL REPORT: Report

Assignment Conditions: No extraordinary assumptions or hypothetical conditions. Please see standard limiting conditions and assumptions in the appendix.

ROW Aerial Exhibit



<b>ADOT</b> Right Of Way <small>THIS SKETCH PLAN IS FOR ADOT INTERNAL USE ONLY</small>		DISPOSAL #	L-C-159	HIGHWAY NAME	
		EXHIBIT #		SOUTH MOUNTAIN FREEWAY	
		DATE	01/09/2023	PROJECT NO	202 MA 000 H5439
ROUTE NO	LOCATION	FEDERAL AID NO	SHEET NO		
SR 202L	51- Salt River	202D(200)S	1 OF 1		



**SUBJECT PHOTOS** (Photos Taken 6/1/2023)  
Site looking NE from Dusty Ln (172004918)



Site looking E-NE from Dusty Ln (172007876)



Site looking E-along Dusty Ln (202 right behind wall) (172011088)



Western potential point of access (just left of concrete) (172323563)





Potential point of access (just left of concrete) (172457525)



Potential point of access (just left of concrete) (172457525)





Site view looking SW from near eastern boundary (173003028)



Site view looking south from near eastern boundary (173006375)



Site view looking SE from near eastern boundary (173009171)





## **PURPOSE OF THE APPRAISAL**

The purpose of the appraisal is to opine market value of the fee simple estate of the subject parcel.

## **INTENDED USE, INTENDED USER OF THE APPRAISAL**

The estimate will be used by my client, State of Arizona-Arizona Department of Transportation it agents and officials and the FHWA, the only intended users; the intended use is to utilize value estimates to assist in decisions regarding the sale or disposition of the property.

## **INTEREST APPRAISED**

The interest appraised is the fee simple estate defined as "absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat".

## **PROPERTY IDENTIFICATION**

The Southeast corner of Dusty Ln & Ray Rd. Ptn of APNs 300-04-003A, 003C, 003H, 003J. An irregularly shaped parcel in the N2 of Section 28, T1S, R2E, G&SRB&M, Maricopa County Arizona

(Legal Description from Right of Way Disposal Report): That portion of the Northwest quarter of the Northeast quarter of Section 28, Township 1 South, Range 2 East, Gila and Salt River Meridian, Maricopa County, Arizona, as depicted on Exhibit "A" attached, Sheet P-9 of ADOT Drawing D-7-T-1016, the Right of Way Plans of South Mountain Freeway, Section 17th Avenue - 51st Avenue, Project 202L MA 056 H8827 / 202L MA 000 H5439 OIR.

**NOTE: The legal description of the area to be disposed will be produced by the ADOT Right of Way Delineation Unit.**

## **ANALYSIS AND IDENTIFICATION OF LARGER PARCEL**

After consideration of the three tests of a larger parcel; physically contiguous, common ownership, and common use, as well as beneficial control, the subject larger parcel is as previously described; though there are adjacent parcels to the south and west of similar ownership (State of Arizona) they are not indicated to be L-C-159, the area for potential sale or disposition of this analysis.

## **MARKET VALUE DEFINED**

For the purposes of this article, "market value" means the most probable price estimated in terms of cash in United States dollars or comparable market financial arrangements that the property would bring if exposed for sale in the open market, with reasonable time allowed in which to find a purchaser, buying with knowledge of all of the uses and purposes to which it was adapted and for which it was capable. ([Arizona Statute 28-7091](#). [Definition of market value](#))

## **EXPOSURE PERIOD**

Exposure time, always presumed to precede the effective date of the appraisal, is defined as follows: "The estimated 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 estimate based upon an analysis of past events assuming a competitive and open market".

Exposure time, estimated from review of comparable sales and from discussions with active market participants is estimated for the property before the acquisition and the remainder after the acquisition to be approximately 6 to 24 months.

## **EFFECTIVE DATE OF APPRAISAL, REPORT DATE**

The effective date of the appraisal is June 1, 2023, the date of physical site visit. The transmittal date of the report is July 5, 2023.



## **OWNER CONTACT;**

Owner-ADOT representative Jim Walcutt contacted me requesting a response for appraisal bid (April 14, 2023 letter). I inspected the site June 1, 2023 with Jim Walcutt of ADOT, ownership representative.

## **OWNERSHIP (5 year chain of title)/MARKETING HISTORY**

Current ownership is indicated to be State of Arizona by and through its Department of Transportation; the most recent recorded transactions for the site are as follows:

1.) Warranty Deed from Desiderio M. Marquez and Kathryn S. Marquez, husband and wife, a to the State of Arizona, by and through its Department of Transportation, dated September 3, 2015, recorded September 16, 2015, in Document No. 2015-0668484.

[Project 202L MA 056 H8827 / 202L MA 000 H5439, Parcel 7-11591]

2.) Warranty Deed from Roy R. New, II, a single man, a to the State of Arizona, by and through its Department of Transportation, dated December 31, 2015, recorded January 29, 2016, in Document No. 2016-0059816.

[Project 202L MA 056 H8827 / 202L MA 000 H5439, Parcel 7-11620]

3.) Warranty Deed from Harry S. Sanaski, an unmarried man, a to the State of Arizona, by and through its Department of Transportation, dated February 11, 2016, recorded February 12, 2016, in Document No. 2015-0094258.

[Project 202L MA 056 H8827 / 202L MA 000 H5439, Parcel 7-11676]

There reportedly has been no marketing of the property over the past year.

## **APPRAISAL DEVELOPMENT AND REPORTING PROCESS (SCOPE)**

As mentioned above, the purpose of the appraisal is to opine market value of the fee simple estate of the subject properties. In preparing this appraisal, I:

- Received invitation to bid and property information relative to the appraisal and discussed Definition of the (Appraisal) Problem with Jim Walcutt, ADOT representative.
- Received and reviewed property descriptions.
- Visited the subject parcel June 1, 2023 with Jim Walcutt of ADOT, developing relevant subject characteristics.
- Reviewed the site plat, zoning and flood zone maps, indicating physical utility of the parcel.
- Researched sales of similar sites, focusing in the Phoenix market, with an emphasis on location, size and use; currently competitive (listings) have also been considered (listings often provide useful indications of upper limit to value).
- Data sources utilized included Costar, MLS, realquest, my files and discussions with market participants.
- Inspected, by drive by, all comparable sales used.
- Attempted confirmation of each comparable sale with a party familiar with the property/transaction (when confirmation was not available, public records/information was relied upon).
- Discussed value and market conditions with active market participants in the area including buyers and sellers and brokers.
- Applied the sales comparison approach to arrive at an opinion of market value of the subject property.
- Developed a final opinion of market value and reported the same in this appraisal report, believed to conform to the Uniform Standards of Professional Appraisal Practice, ADOT Right of Way Procedures Manual Project Management Section Chapters Three and Four; and The Federal Highway Administration (FHWA) Uniform Act, 49 CFR Part 24.

**PROJECT INFLUENCE:**

Any influence in valuation caused by the project prior to the date of valuation will be discussed and considered by the appraiser in each appraisal. However, the effect of these influences, if any, is to be disregarded in the valuation of the subject property, pursuant to Arizona Revised Statutes 28-7097 which states:

“In acquiring property for transportation purposes pursuant to this article, when determining the market value of the property to be taken and the market value of the remainder, if any, in the before condition, a decrease or increase in the market value of the real property prior to the date of valuation caused by the public project for which the property is to be acquired or by the likelihood that the property would be acquired for the project shall be disregarded.” All steps in the appraisal process, including the selection of comparable sales and analysis of market data, were completed disregarding any influence from the project for which this appraisal is being completed

**MARKET AREA (NEIGHBORHOOD) ANALYSIS**

A property is an integral part of its surroundings. The character and features of the surrounding area directly affect the use of a property which is a primary factor in the property's value. In order to estimate the value of a property, an analysis of the surrounding area must be made. This surrounding area is referred to as a market area (neighborhood).

The subject property is located a southwest portion of the City of Phoenix, Maricopa County, Arizona. The City of Phoenix is divided into 15 urban Villages. Each Village has a Village Planning Committee (VPC) appointed by Mayor & City Council. The VPCs assist the Planning Commission in the performance of its duties. VPCs are part of the Planning & Development Department. The Committees help identify areas or provisions of the General Plan text that need refinement and updating; identify problems and needs related to implementation of the General Plan; define in greater detail the intended future function, density and character of subareas of the village; and comment on proposals for new zoning districts or land use districts.

According to Laveen Village Character Plan, Laveen, 28 square miles, had a population as of 2015 of 52,500; projected population in the year 2030 is 70,450. Approximately 5,778 acres, 30% is Maricopa County jurisdiction, 17%, particularly in the southeast and along the northern boundary, is parks/open space, 61%, throughout central areas, is residential (0-5 du/acre). It continues to be a diverse set of uses from agricultural to commercial (major section corners, in the Primary Village Core and north and south of the village core, and industrial (near northern boundary).

The following are a number of Land Use Goals for respective areas within the Laveen Village:

Locate land uses with the greatest height and most intense uses within limits based on village character, land use needs, infrastructure and transportation system capacity. (Laveen Village Core & South Mountain Freeway Corridor).

Protect residential areas from concentrations of incompatible land uses that could change their character or destabilize land values. (Dobbins Point Neighborhood)

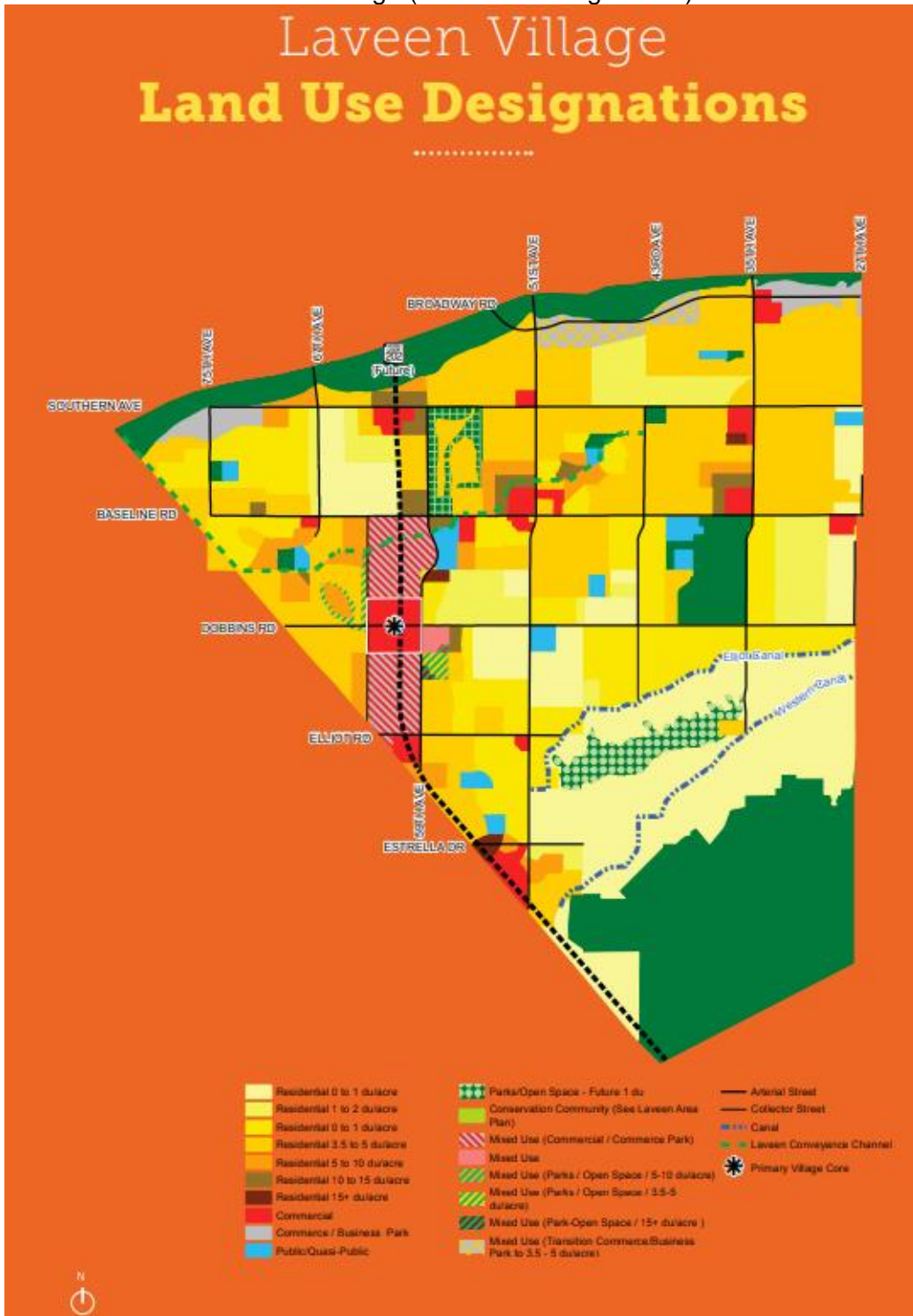
Locate police, fire and paramedic facilities to provide efficient emergency service to neighborhood residents. (Phoenix Fire Station No. 58)

Support the growth of land uses that contribute to a healthy and sustainable food system, like grocery stores, community gardens, urban farms and other urban agricultural elements. (La Salvia Dairy)

Establish distinctive urban shopping destinations and support the establishment of small, local retail businesses throughout appropriate areas in the village. Support and attract more retail and restaurants that foster an active pedestrian environment. Cluster such uses in pedestrian centers so that there is a critical mass of urban vitality. (51st Avenue & Baseline Road)

(Village Land Use goals continued after following Laveen Land Use Designations Map)

Laveen Village (Land Use Designations)



Encourage land uses that promote the growth of entrepreneurs or new businesses in Phoenix in appropriate locations. (Scoopacular & Del Monte Grocery)

Promote land uses that preserve Phoenix’s natural open spaces. (South Mountain)

Encourage development of the taller and larger buildings in Areas of Change away from single-family and low-rise, multifamily housing. (South Mountain Freeway Corridor)

Develop transit facilities in appropriate cores, centers and corridors to facilitate trip reductions and the use of mass transit. (27th Avenue/Baseline Park and Ride)

Support and protect the expansion of industrial zoning in targeted industrial areas. (Broadway Road Corridor)

The social characteristics of the subject neighborhood are compared to a 2 mile radius surrounding the subject property and the overall City, County and State, as follows:

Variable	Ray-Dusty Ln (2 mi)	Laveen Village	Maricopa County, AZ	Arizona
2022 Total Population	3,147	69,731	4,567,502	7,349,266
2022-2027 Population: Compound Annual Growth Rate	0.60%	0.79%	0.75%	0.65%
2022 Total Households	846	19,104	1,699,404	2,786,341
2022 Per Capita Income	\$29,384	\$28,875	\$39,821	\$37,006
2022 Median Household Income	\$87,732	\$84,376	\$76,671	\$68,466
2022 Population Age 25+: Graduate/Professional Degree	185	3,511	387,971	592,690
2022 Owner Occupied Housing Units	665	14,051	1,087,154	1,840,025
Percent Owner Occupied	77.7%	71.9%	58.4%	58.4%
2022 Vacant Housing Units	10	428	161,721	366,837
Percent Vacant	1.2%	2.2%	8.7%	11.6%
2022 Total Housing Units	856	19,532	1,861,125	3,153,178
2022 Median Home Value	\$402,190	\$290,158	\$334,397	\$294,477
2022 Average Home Value	\$423,080	\$356,183	\$394,813	\$349,266
2021 Housing: Mobile Homes	42	577	89,569	302,822
Percent Mobile Homes	4.9%	3.0%	4.8%	9.6%
2021 Median Contract Rent (HHs Paying Cash Rent)	\$1,044	\$1,329	\$1,110	\$994
2022 Population Density (Pop per Square Mile)	250.5	2,175.4	496.5	64.7

As indicated above, the 2 mile radius is projected to continue with moderately below average population growth into the next 5 years. Per-capita income in surrounding 2 mi radius and Laveen Village are below average, however, median household income in these areas is above average. Median home values bracket County and State averages with the 2 mi radius significantly above average and Laveen Village moderately below average.

Loop 202 (South Mountain Freeway), adding 22 miles of freeway to the existing Phoenix metropolitan transportation system, opened December of 2019. ADOT partnered with a private developer (Connect 202 Partners) to design, build, and maintain the freeway for 30 years. The design, build, maintain (DBM) delivery model was an innovative approach used nationwide to efficiently reduce the cost to taxpayers without sacrificing quality, which significantly reduced construction time as construction occurred concurrently in four segments. Now that the freeway is completed, the developer is responsible for maintaining the freeway and ensuring the safety of the traveling public for 30 years.

**Conclusion:**

The subject is in a southwestern portion of the city, the surrounding neighborhood/market area is quite diverse in uses though primarily low to medium density residential, there are also agricultural areas, significant open space-parks and growing commercial and industrial uses. The Loop 202 completion, bringing significant traffic to the area is and is anticipated to create greater demand for commercial and higher density uses as the Laveen Village Character Plan works to protect existing lower density residential areas.



## SITE DESCRIPTION

The basic features of the subject site is described below.

Location:	The subject parcel is a Maricopa County "island" at the southeast corner of Dusty Lane and Ray Road (alignment), east of SR 202 Loop.														
Site Size:	357,185.57sf, 8.20 acres.														
Access:	ADOT exhibits indicate that access will be available from Dusty Lane, along the east side and paralleling SR 202. From the north, south on SR 202 to exit 68, east on Estrella Dr, south on 51 <sup>st</sup> Av, southeast on Dusty Lane. From the south access is via SR 202 west to exit 66, west on Vee Quiva Way, north on Komatke Lane, to 51 <sup>st</sup> Ave., south on W Dusty Lane.														
Visibility/Frontage:	The site has good visibility from SR 202; indicated traffic counts 69,624vpd; there are no traffic counts available on W Dusty Lane or other streets adjacent to the subject.														
Shape:	Irregular but not to the point of significantly reducing utility.														
Topography:	A moderate upward slope to the northeast toward South Mountain Park.														
Flood Hazard:	According to FIRM Flood Hazard map 04013C2660L, revised 10/16/13, the subject parcel is located in Flood Zone X-shaded; (areas of 0.2% annual chance flood hazard).														
Easements and Other Special Restrictions:	There are no easements indicated in the disposition title report.														
Hazardous Materials/Contamination:	No environmental assessment has been made available; no apparent hazardous materials were evident at site visit; however, appraisers are not trained in detection of such.														
Utilities:	Utilities are generally available in the area from the following sources, (however an engineering study is needed to determine if all utilities are available in adequate supply for new development): <table><tr><td>Water:</td><td>Not Available</td></tr><tr><td>Sewer:</td><td>Not Available</td></tr><tr><td>Electricity:</td><td>Salt River Project</td></tr><tr><td>Natural Gas:</td><td>Southwest Gas</td></tr><tr><td>Telephone:</td><td>CenturyLink</td></tr><tr><td>Public Safety:</td><td>Maricopa County Sheriff</td></tr><tr><td>Fire:</td><td>City of Phoenix.</td></tr></table> <p>ADWR indicates a former well on parcel 3C; 55-636295, which is indicated to have been abandoned (and in poor condition)</p>	Water:	Not Available	Sewer:	Not Available	Electricity:	Salt River Project	Natural Gas:	Southwest Gas	Telephone:	CenturyLink	Public Safety:	Maricopa County Sheriff	Fire:	City of Phoenix.
Water:	Not Available														
Sewer:	Not Available														
Electricity:	Salt River Project														
Natural Gas:	Southwest Gas														
Telephone:	CenturyLink														
Public Safety:	Maricopa County Sheriff														
Fire:	City of Phoenix.														
Surrounding Land Uses:	The site is surrounded by RU 43 zoned parcels to the east, west and south, the South Mountain Park Preserve to the north.														
Census Tract:	#1166/11														
Zoning:	RU-43 (Rural Zoning District, Maricopa County): The principal purpose of this zoning district is to conserve and protect farms and other open land uses, foster orderly growth in rural and agricultural areas, prevent urban and agricultural land use conflicts, and														

encourage sustainable development, but when governmental facilities and services, public utilities and street access are available, or can reasonably be made available, applications for change of this zoning district to any single-family residential zoning district will be given favorable consideration. Principal uses permitted in this zoning district include both farm and non-farm residential uses, farms and recreational and institutional uses.

Development requirements. Please refer to the complete zoning ordinance; to summarize (not inclusive) typical development: Minimum lot area/area per dwelling unit 1 acre, lot width-145', lot coverage 25%, front yard 40', side yard 30' rear yard 40'.

Site Analysis Summary:

The subject parcel is a county island surrounded by South Mountain Park and City of Phoenix (Laveen Community) to the northeast with the Gila River Indian Community to the south and west. It is zoned RU-43 for low density, primarily residential, rural and agricultural uses which is consistent with City of Phoenix and Laveen general plans. The site is FEMA zone X; public water and sewer utilities are not available. Visibility due to proximity to the South Mountain Freeway (SR 202) is good.

*Real Estate Tax Analysis*

The following information is available from the county treasurer's office.

Tax Parcel	300-04-003C	300-04-003H	300-04-003J	Total
FCV Land	\$393,600	\$517,400	\$385,300	\$1,296,300
2022 Tax	\$0.00	\$0.00	\$0.00	\$0.00

Indicated FCV for parcel 3C and 3J appears to include the valuation of improvements which have been removed.

There are no taxes due to municipal ownership.

## HIGHEST AND BEST USE

Highest and best use is defined by the Appraisal Institute in The Dictionary of Real Estate Appraisal, 6<sup>th</sup> Edition, as:

The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity.

Implied is that the determination of highest and best use results from the appraiser's judgment and analytical skill, i.e., that the use determined from analysis represents an opinion, not a fact to be found. In appraisal practice, the concept of highest and best use represents the premise upon which value is based. The four criteria for the estimate of highest and best use that result in the highest land value are that the use be legally permissible, physically possible, financially feasible, and maximally productive.

### HIGHEST AND BEST USE, AS IF VACANT:

**Legally Permissible:** The site is zoned RU-43 (Rural Zoning District, Maricopa County): The principal purpose of this zoning district is to conserve and protect farms and other open land uses, foster orderly growth in rural and agricultural areas, prevent urban and agricultural land use conflicts, and encourage sustainable development, but when governmental facilities and services, public utilities and street access are available, or can reasonably be made available, applications for change of this zoning district to any single-family residential zoning district will be given favorable consideration. Principal uses permitted in this zoning district include both farm and non-farm residential uses, farms and recreational and institutional uses.

The subject site appears to conform to applicable development standards

Laveen Village plan and City of Phoenix General plan both indicate property in the area being appropriate for low density residential uses.

**Physically Possible:** The site is indicated to be 8.20ac. It is moderately irregular in shape but not to the point of reducing site utility. It is FEMA x-shaded (areas of 0.2% annual chance flood hazard). With the exception of electricity, public utilities are not available. ADWR indicates a former well on parcel 3C 55-636295, which is indicated to have been abandoned (and in poor condition)

**Financially Feasible:** In addition to physical and legal characteristics, the financial feasibility of the subject site is significantly influenced by market conditions.

The following is from the Arizona Economy First Quarter 2023 Forecast Update by George W. Hammond, Ph.D., EBRC Director and Research Professor; March 2023:

Despite a modest slowing at the end of 2022, the Arizona economy remains resilient. According to preliminary data, the state continued adding jobs to close out the year, although the pace slowed. The unemployment rate ticked up modestly from historic lows reached last summer. The latest population data suggest rapid population growth through mid-2022, driven by accelerated net migration. In addition, Phoenix inflation has come off highs reached during the summer but remains very rapid. Single-family housing permits plummeted during the second half of 2022, as housing affordability rapidly deteriorated.

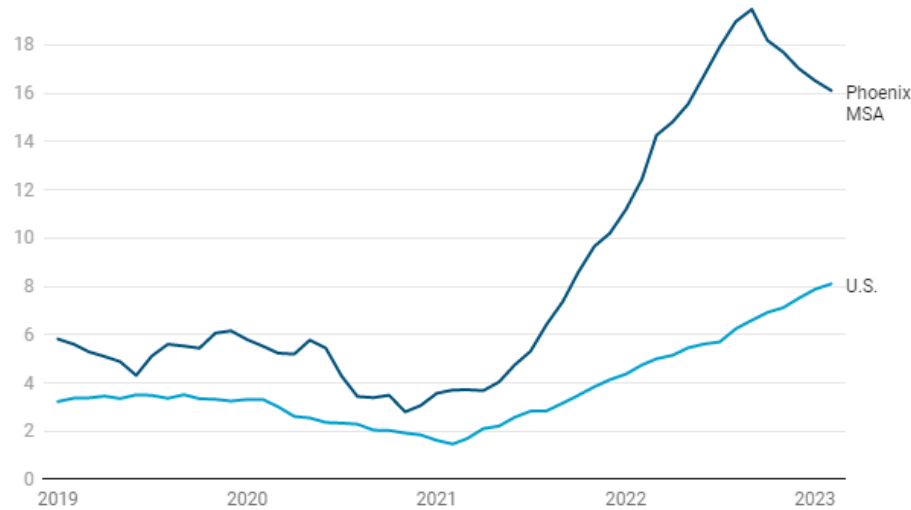
The baseline U.S. outlook calls for a mild recession during the first half of 2023. That translates into slowing growth in Arizona, Phoenix, and Tucson, but no outright recession. The Arizona economy remains well-positioned to outpace the nation. The pessimistic scenario calls for a more severe U.S. downturn, which generates job losses statewide this year. The optimistic alternative envisions a more robust national economy, which likewise generates faster gains in Arizona.

### Arizona Recent Developments

On the inflation front, there is a bit of good news. Over-the-year inflation in Phoenix dropped from a peak of 13.0% in August 2022 to 8.5% in February. The national rate has also decelerated recently to 6.0% over the year in February. That was down from a peak of 9.1% in June.

Both Phoenix and the nation have seen a significant deceleration in commodities inflation, with a much more modest slowdown in services inflation. One major factor driving this divergence is housing, which is included in the services index. **Exhibit 1** shows shelter inflation (the largest component within the housing index) for Phoenix and the U.S. Shelter inflation is still very high in Phoenix, although on an over-the-year basis it cooled from 19.5% in September 2022 to 16.0% in February. Nationally, shelter inflation continued to gain speed in February at 8.1%.

*Exhibit 1: Phoenix Inflation Shelter Cools a Little but Remains Elevated, Phoenix and U.S. Shelter CPIU, Over-the-Year Growth Rates*



*Exhibit 1: U.S. and Phoenix MSA Shelter CPIU, Over-the-Year Growth Rates*

Chart: Economic and Business Research Center, Eller College of Management, The University of Arizona • Source: [U.S. BLS](#)

The huge increase in house prices since 2019, along with the recent increases in mortgage rates, have had a big negative impact on housing affordability nationally and in Arizona. Phoenix housing affordability (measured by the NAHB-Well Fargo Housing Opportunity Index) dropped from 64.9% in the fourth quarter of 2019 to 18.3% in the fourth quarter of 2022. That was a 46.6 percentage point drop in the share of homes sold that were affordable to a family making the median income. Tucson housing affordability dropped from 71.2% to 35.0% and in Prescott affordability declined from 55.9% to 18.6%. The nation experienced a decline from 63.2% to 38.1%.

Even so, housing remained more affordable in Arizona than in the major markets in California (a major source of migration to Arizona). In the fourth quarter of last year, only 2.2% of homes sold in Los Angeles were affordable to a family making the median income. Housing affordability was 7.3% in San Jose and 4.9% in San Francisco and San Diego.

As the Federal Reserve pushed up short-term interest rates last year, the 30-year conventional mortgage rate spiked from 3.1% in December 2021 to 6.4% in December 2022. That contributed to a significant drop in single-family permits issued in Arizona last year (preliminary Census data), which dropped from a revised total of 46,561 in 2021 to a preliminary count of 37,404 in 2022. That was a drop of 19.7% over the year. In contrast, multi-family permits increased significantly, rising by 24.2%. Overall, total permits were down 7.1% in 2022. Note that the Arizona forecast incorporates seasonally-adjusted quarterly data. Seasonal adjustment introduces small distortions to the annual data, so the Appendix Tables show slightly different results for 2022.



The statewide housing permit pattern was similar for the Phoenix MSA. Total permits dropped from a revised 50,581 in 2021 to a preliminary 46,939 last year. That 7.2% decline was driven by single-family permits, which declined by 21.9%, while multi-family permits increased by 23.9%. Tucson MSA total permits dropped from a revised 6,284 in 2021 to a preliminary 5,769 last year. Similar to the state and Phoenix, the drop was powered by single-family activity, down 25.9%, while multi-family permits rose 69.4%.

Arizona added 22,700 seasonally-adjusted jobs over the month in January 2023, up from a revised loss of 1,300 jobs in December. The preliminary estimates for December suggested that the state added 3,100 jobs in December.

Arizona's seasonally-adjusted unemployment rate dropped to 3.8% in January, down from 4.0% in December. That was slightly above the national rate of 3.4% in January.

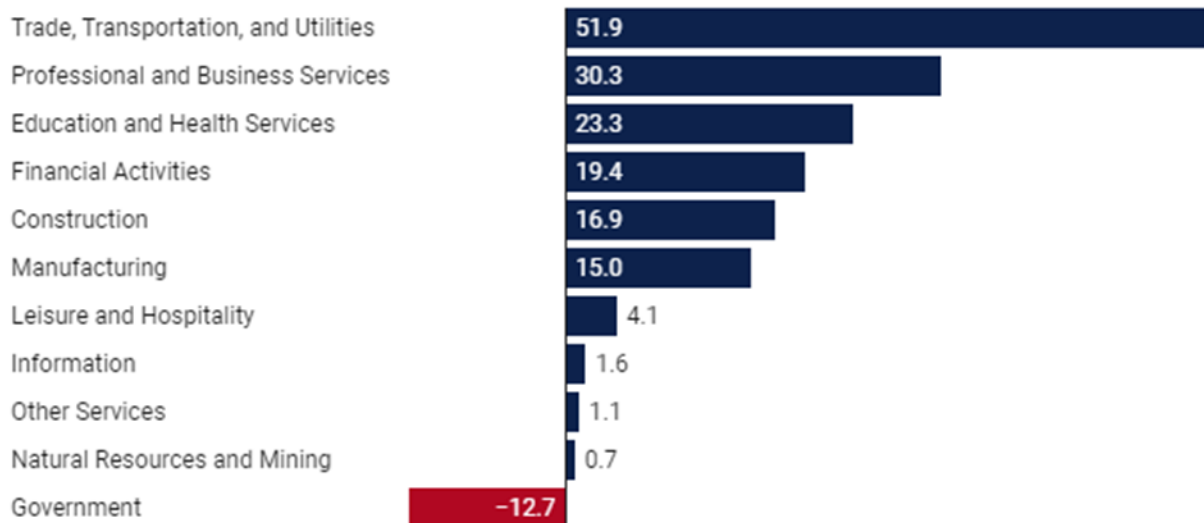
With the release of the preliminary January data, the Bureau of Labor Statistics (BLS) has released benchmarked (revised) estimates for prior years. The revisions primarily impact estimates for 2021 and 2022, although data for prior years may reflect revisions as well.

Also, with this release, the BLS has transitioned from 2017 North American Industrial Classification System (NAICS) codes to 2022 NAICS codes. The largest impacts of this change are in retail trade. Stay tuned for more on this in upcoming posts.

The benchmark revisions suggest stronger job growth in Arizona in 2021 and 2022. On an annual average basis, job growth for 2021 has been raised from 3.6% to 4.1%. For 2022, growth has been raised from 3.7% to 4.2%. In percentage terms, construction and professional and business services jobs were revised up significantly in both years.

As **Exhibit 2** shows, nearly all major industries in Arizona are now above their pre-pandemic employment level. The one sector that has yet to regain its pre-pandemic peak is government, particularly local government. Overall, total state jobs are estimated to be 151,600 above their pre-pandemic level.

*Exhibit 2: Arizona Jobs by Industry, Change from February 2020 to January 2023, Seasonally Adjusted, Thousands*



*Exhibit 2: Arizona Jobs by Industry, Change From February 2020 to January 2023, Seasonally Adjusted, Thousands*  
Chart: Economic and Business Research Center, Eller College of Management, The University of Arizona • Source: [U.S. BLS](#)

The Arizona Office of Economic Opportunity has released population estimates for Arizona and its counties and places. Their estimates suggest that Arizona's population was 7.409 million as of July 1, 2022. That was up 123,800 from 2021, which translated into a growth rate of 1.7%. If correct, that was the fastest pace of population growth since 2007.

With natural decrease (more deaths than births) of 1,100 during the July 1, 2021 to June 30, 2022 period, implied net migration for Arizona was 124,900. That was up from net migration during the prior year of 113,900.

Phoenix MSA population rose by 1.9% (93,800). Natural increase of 8,100 generated implied net migration of 85,700, up from 76,700 in 2021. Tucson was estimated to have added 14,000 residents in 2022, which translated into a growth rate of 1.3%. Implied net migration was 16,400 in 2022, with natural decrease of 2,400.

### **Arizona Outlook**

The outlook for Arizona, Phoenix, and Tucson depends in part on national and global economic events. The forecasts presented here are based on U.S. projections released by IHS Markit in January 2023. It was based on the following assumptions:

A transition from pandemic to endemic continues.

The forecast reflects legislation enacted before December 29 and current tax policy. It does not reflect the Consolidated Appropriations Act covering FY23. It does not include the cancellation of any student debt.

The Fed is assumed to raise its policy rate to a range of 4.75%-5.00% by March 2023, unchanged from the December forecast. It temporarily overshoots the terminal range of 2.5%-2.75%. The Fed's balance sheet declines by about one-third through 2024.

Tariffs and trade agreements between the U.S. and China since 2017 are assumed to continue.

Real foreign GDP contracted by 4.7% in 2020. Growth rebounded to 5.6% in 2021. The forecast calls for it to slow to 3.3% in 2022 and again to 1.4% in 2023, which is close to the IHS Markit characterization of a global recession.

The price of Brent crude oil rose to \$113 per barrel in the second quarter of 2022, up from \$80 per barrel in the fourth quarter of 2021. The price is forecast to drop back to \$86 per barrel by the first quarter of 2023 due to significantly slower global growth. After a modest rebound during the second half of 2023, prices settle around \$87 per barrel in 2024.

The baseline forecast (summarized here) is assigned a 55% probability. The pessimistic scenario is assigned 25% and the optimistic scenario is assigned the remaining 20%.

The baseline forecast calls for real GDP to increase by 2.0% in 2022 (annual average basis) before slowing to 0.5% in 2023. Growth rebounds to 1.8% in 2024 and again to 2.0% in 2025.

On a quarterly basis, the forecast calls for U.S. real GDP to decline during the first and second quarters of 2023. The peak-to-trough decline is 0.6%, which would be similar to the (relatively mild) early 2000s recession.

If the U.S. economy slows significantly and falls into recession, it will take the wind out of Arizona's sails. As **Exhibit 3** shows, Arizona job growth decelerates from 3.7% in 2022 to 1.5% in 2023 and 1.6% in 2024.

*Exhibit 3: Arizona Outlook Summary*

	<b>Actual</b>	<b>Forecast</b>		
	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>
<b>Growth Rate</b>				
Nonfarm Jobs	3.7	1.5	1.6	2.4
Personal Income*	2.9	5.0	5.9	6.4
Retail Plus Remote Sales*	8.1	2.2	3.7	6.3
Population	1.7	1.5	1.2	1.3
<b>Level</b>				
Unempl. Rate	3.6	5.0	5.2	4.8
Housing Permits	60,910	39,319	40,620	44,812

\*Personal income and retail sales data are forecast in 2022.

Slowing job growth causes the state unemployment rate to track up from 3.6% in 2022 to 5.0% in 2023 and 5.2% in 2024.

Nominal personal income growth is forecast to decelerate to 2.9% in 2022, reflecting the end of federal pandemic-related income support. Growth rebounds to 5.0% in 2023 and 5.9% in 2024.

Retail plus remote sales growth slows from 8.1% in 2022 to 2.2% in 2023 and 23.7% in 2024 as consumers adjust to higher prices, more normal income growth, depleted savings, and higher unemployment.


Net migration is forecast to drop significantly starting in 2023. This reflects the end of the work-from-home boom and reduced mobility as higher interest rates and past house price increases decimated housing affordability. This contributes to a slowdown in population growth, which falls from 1.7% in 2022 to 1.3% by 2025.

Housing permits are forecast to drop significantly in 2023, before stabilizing modestly and then finding a level commensurate with slowing population growth.

The following is the Forecast for the Phoenix-Mesa-Scottsdale MSA, compared with that of Arizona from first quarter 2023 baseline scenario forecasts produced in March 2023 by the EBRC:


## Phoenix-Mesa-Scottsdale MSA Forecast (Maricopa + Pinal Counties)

Phoenix-Mesa-Scottsdale MSA Forecast*	2021	2022	2023	2024	2025
Personal Income (\$ mil)	288,401.3	295,808.1	313,203.9	333,508.3	354,990.5
% Chg from Year Ago	7.9%	2.6%	5.9%	6.5%	6.4%
Retail Sales (\$mil)	107,000.0	121,000.0	123,000.0	129,000.0	136,000.0
% Chg from Year Ago	23.2%	13.1%	1.7%	4.9%	5.4%
Total Nonfarm Employment (000s)	2,210.8	2,296.7	2,335.7	2,374.6	2,427.4
% Chg from Year Ago	4.2%	3.9%	1.7%	1.7%	2.2%
Population (000s)	4,946.5	5,040.4	5,128.5	5,208.3	5,292.2
% Chg from Year Ago	1.7%	1.9%	1.7%	1.6%	1.6%
Residential Permits (units)	50,581.0	46,939.0	36,064.9	37,595.4	38,077.5
% Chg from Year Ago	4.9%	-7.2%	-23.2%	4.2%	1.3%

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## Arizona Economic Forecast Data (Statewide)

Arizona Forecast*	2021	2022	2023	2024	2025
Personal Income (\$ mil)	403,739.3	415,470.0	436,194.7	461,892.8	491,613.8
% Chg from Year Ago	7.5%	2.9%	5.0%	5.9%	6.4%
Retail Sales (\$mil)	148,000.0	164,000.0	167,000.0	173,000.0	182,000.0
% Chg from Year Ago	21.3%	10.8%	1.8%	3.6%	5.2%
Total Nonfarm Employment (000s)	2,958.0	3,067.5	3,113.7	3,163.0	3,240.3
% Chg from Year Ago	3.7%	3.7%	1.5%	1.6%	2.4%
Population (000s), July 1st estimates	7,285.4	7,409.2	7,520.8	7,614.8	7,716.6
% Chg from Year Ago	1.5%	1.7%	1.5%	1.2%	1.3%
Residential Building Permits (units)	65,334.0	60,910.5	39,319.2	40,620.4	44,811.6
% Chg from Year Ago	8.3%	-6.8%	-35.4%	3.3%	10.3%

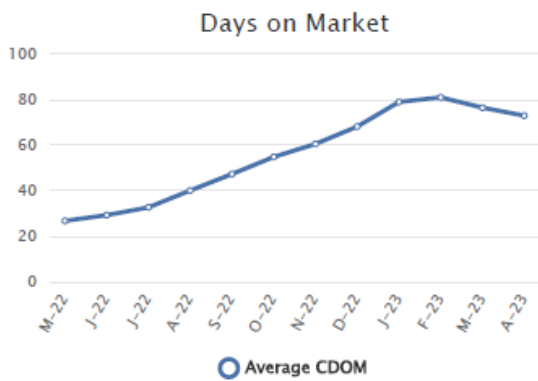
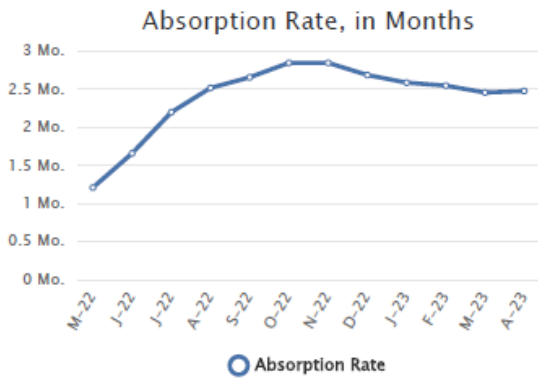
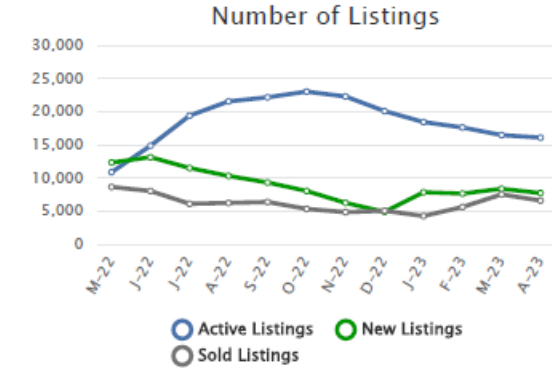
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The market for this type of property has been increasing over the past several years, particularly 2020 to 2021 where appreciation was indicated to be 15% (single family detached), 2021 to 2022, appreciation indicated to have been 27%; having moderated significantly over the past 12 months, with appreciation indicated to be 4% (through May 2023);

The following is a statistical summary of residential trends in the Phoenix metro area over the past 12 months (through April 2023; source ARMLS):

## Market Summary

Residential, April 2023



While, as indicated above, the single family residential market has cooled significantly from recent past extremes, significantly reducing home affordability, interest rates have begun to decrease from highs of the past several months and consumer confidence has moderately rebounded.

**Maximum Profitability:** In conclusion, highest and best use as vacant is considered to be speculative or holding for development when market conditions again strengthen. From subject current zoning, lack of utilities and surrounding general plans, ultimate development, lacking changes in area plans, availability of public utilities, etc. would be expected to be lower density residential development per current zoning.



## **VALUATION METHODOLOGY**

In the appraisal of real estate, three methods of estimating value are often employed, depending on the characteristics of the property; they include the Cost Approach, Sales Comparison Approach and the Income Approach.

The cost approach is a set of procedures through which a value of the fee simple interest is derived by estimating a reproduction or replacement cost of improvements, deducting accrued depreciation from all sources, and adding the value of the site as if vacant. This approach is particularly useful in the analysis of a property that is new or nearly new, which is not significantly affected by any forms of depreciation, and properties that are not frequently exchanged in the market.

As the appraisal considers an unimproved parcel of land the cost approach is not considered to be necessary for credible assignment results.

The Sales Comparison Approach is a set of procedures through which value is estimated by comparison of the subject property to the sales of similar properties that have recently sold, making adjustments to the sales for differences between the subject and the comparable property's based on units of comparison. The sales comparison approach is significant in the estimate of site value.

The income approach is a set of procedures through which value is estimated based on the future benefits of property ownership (income earning potential) of the property appraised. Rental income is estimated based on analysis of similar market properties and or the subject income stream. Incomes are reduced by expenses to the owner and net income is capitalized by either direct capitalization, yield capitalization, or both. As vacant sites are not typically leased or purchased for income earning potential, the income approach is not considered to be necessary for credible assignment results.

In consideration of the availability of comparable site sales from which to estimate value, and due to deficiencies in the cost and income approaches, the sales comparison approach is considered to be the only approach necessary for credible assignment results.

## SITE VALUATION

The following comparable sales are chosen in the estimate of site value for the above referenced site. They were selected after a thorough search of the market; services used included affidavits and public records, brokers, appraisers, and others because they represent the best (i.e. most similar) comparables available within a reasonable degree of similarity to the property appraised.

Properties are never identical with respect to all major items which affect value, so the price of each of the comparable properties is adjusted, on a price per square foot basis, for points of significant difference with respect to the property appraised in the order noted. The prices are adjusted, if need be, for (in sequence):

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

Adjustments for items 1-5 above are made first if necessary, indicating an "adjusted sale price". The prices are then adjusted for differences in location, physical characteristics (including use or zoning), economic characteristics, and any non-realty components of value.

The following sales are considered to be most significant to the valuation of the subject site, after thorough search of market sales comparables.

### Comparable Site Sale One

Location: SE of 4735 W Elliot Rd, Laveen, 85339

Legal Description: TH POR OF LOT 2 & TH POR E2 NW4 DAF BEG AT N4 COR SEC 16 TH W 396.17F S 473.15F TO TRPOB E 590.06F TO E LN OF LAND DESC IN D/P 11974/233 TH S 466.5 0F TH W 589.43F N 466.50F TO TRPOB, Maricopa County, AZ

Tax Code Number: 300-08-012F

Records: 5/10/2022 document 2022 408938

Seller: Dale R Smith Trust

Buyer: AnaMarie Willis

Sale Price: \$650,000; Asking Price \$850,000, 80 DOM

Terms: Cash

Site Size: 275,125sf, 6.32ac

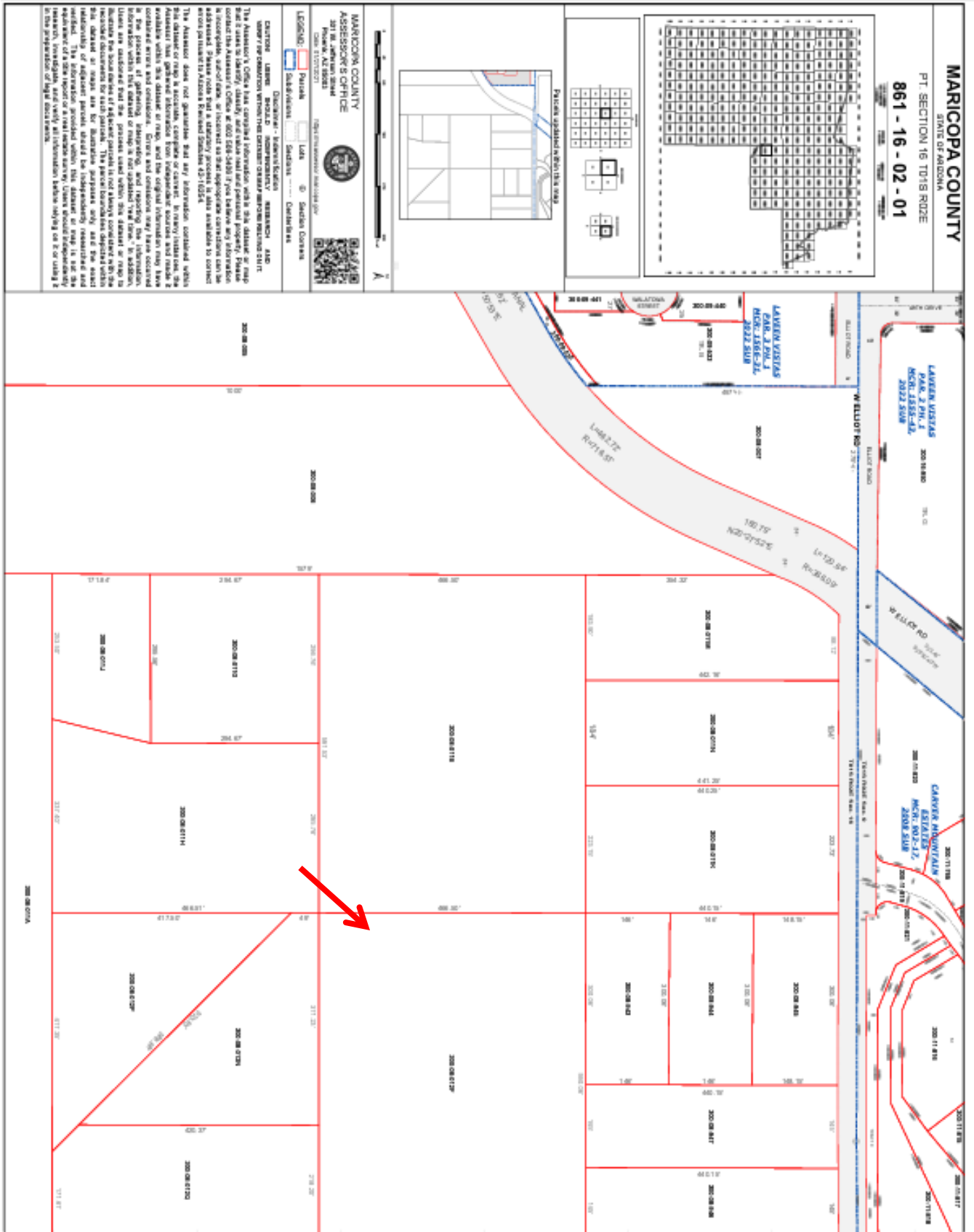
Price Per Unit: \$2.36/sf

Zoning: RU-43 (Maricopa County, Rural Residence)

Comments: Located north of South Mountain Park; the site is moderately upward sloping towards the mountain/park. No utilities at the time of sale. Legal and physical access by easement along the parcel western boundary. FEMA x-shaded (0.2% annual chance of flood).

Confirmation: MLS 6338905, Evan Fretz, listing/sales agent, 480-310-1937, pdh 2023270C







### Comparable Site Sale Two

Location: n/o of 2844 W Cheyenne Dr., Laveen, 85339

Legal Description: NE4 NE4 SEC & E2 NW4 NE4 SEC EX N 660F TH/OF & EX E 1190F TH/OF & EX COM SE COR N2 NE4 SEC W 1240F TO POB N 320F W 360F SELY TO PT 250F W OF POB E 250F TO POB & EX ANY PT CONV P/F 98-0472815, Maricopa County, AZ

Tax Code Number: 300-06-030F

Records: 10/22/2021 document 2021 114-541

Seller: Lyda LP

Buyer: 6338 Avalia LLC

Sale Price: \$375,000 Asking Price \$455,000, 118 DOM

Terms: Cash

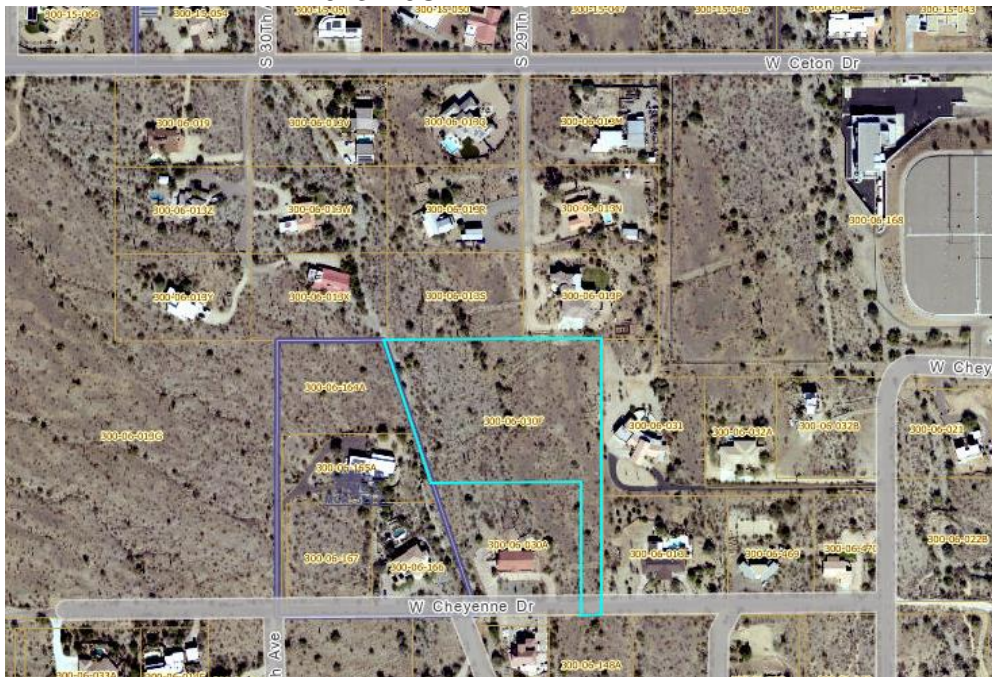
Site Size: 175,667sf, 4.03ac

Price Per Unit: \$2.13/sf

Zoning: RU-43 (Maricopa County, Rural Residence)

Comments: Located north of South Mountain Park; the site is moderately sloped down to the north. No utilities at the time of sale. Irregular shape due access around a front parcel. Purchased by an adjacent property owner but was considered to have been at market value. FEMA x-shaded (0.2% annual chance of flood).

Confirmation: MLS 6256303, Karen Hanson, listing agent, 480-430-2512, pdh 2023270C





### Comparable Site Sale Three

Location: 11152 W Broadway, Tolleson, 85353  
Legal Description: W2 ,SE4 SWr, Sec 19, T1N, R1E, Exc N 631.54' and S 33', G&RB&M, Maricopa County, AZ  
Tax Code Number: 101-23-008M (now 8C, 8D, 8E, 8F)  
Records: 11/10/2020 document 2021 1230669  
Seller: Marwest Enterprises  
Buyer: Jose & Anna Moreno  
Sale Price: \$400,000 Asking Price \$487,000, 466 DOM  
Terms: "Terms"; considered to have potentially inflated the sale price  
Site Size: 175,667sf, 4.87ac  
Price Per Unit: \$2.13/sf  
Zoning: RU-43 (Maricopa County, Rural Residence)  
Comments: Located on Broadway w/o 107<sup>th</sup> Av. of South Mountain Park; the site is level. No utilities at the time of sale. Irregular shape due access around a front parcel. The site has subsequently been split into 4 parcels. FEMA x- (<0.2% annual chance of flood).  
Confirmation: MLS 5970816 (expired), Geogre Quinoff, Listing agent, 602-952-0123, pdh 2023270C









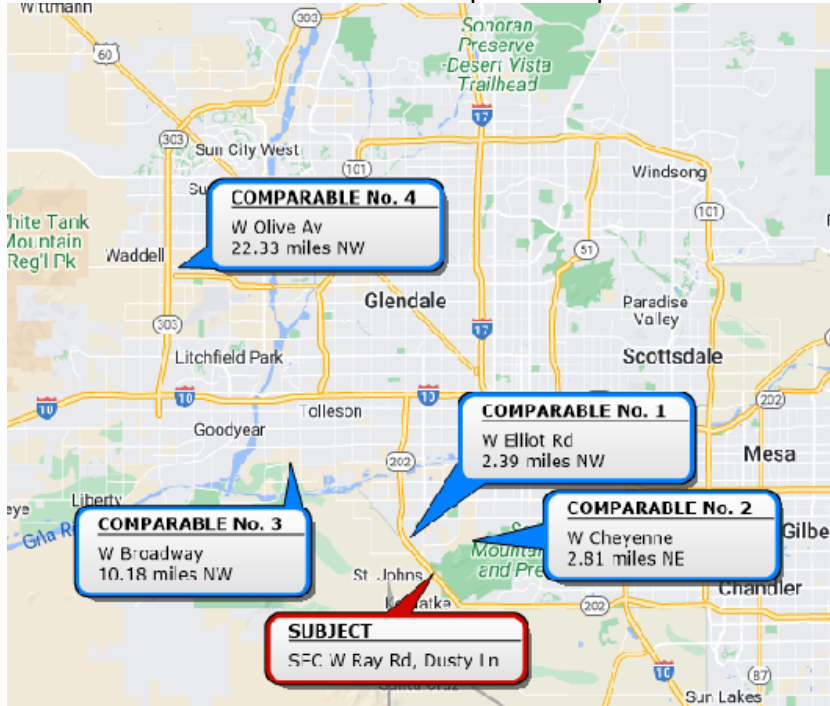
### Comparable Site Sale Four

Location: NW of Olive & Reems Rd (e/o 16156 W Olive Av), Waddell, 85355  
Legal Description: TH PT SE4 SEC 30 DAF COM SE COR SD SEC TH N 01D 05M W 83.01F TH W 265.04F TO POB TH N 01D 05M W 578.81F TH W 1231.34F TH S 01D 11M E 164.47F TH S 02D 48M E 417.56F TH E 1218.45F TO POB P/F 05-1475772, Maricopa County, AZ  
Tax Code Number: 501-41-006X  
Records: 9/21/2020 document 2020 0883419  
Seller: CJS Properties LLC  
Buyer: NWRO LLC (All Brite Fencing and Landscaping)  
Sale Price: \$830,000;1901 DOM  
Terms: Cash  
Site Size: 711,539sf, 16.33qac  
Price Per Unit: \$1.17/sf  
Zoning: RU-43 (Maricopa County, Rural Residence)  
Comments: Located east of 303, north of Northern Pkwy; the site is level, former farmland. There is a rail line in front of the site (not considered to add or reduce value). No utilities at the time of sale. FEMA x-shaded (0.2% annual chance of flood).  
Confirmation: Costar, Matt Renzler, listing agent, 602-385-1534, pdh 2023270C





### Sales Composite Map



#### Comparable Sales Discussion and Adjustments:

Adjustments are first made, if necessary, for property rights appraised, financing, conditions of sale, market conditions, and expenditures after sale, indicating an adjusted sale price. The comparables are then adjusted for differences in location, physical characteristics (including use or zoning), economic characteristics and any non-realty components of value.

Adjustments are applied to provide insight into the relative significance (weight) of the characteristic being considered and difference from the various comparable sales to the subject parcel. While based on appraisal experience and interpretation from the market, they are not intended to be precise to each comparable and category.

Property Rights: Each of the comparable sales involved fee simple interests, there are no adjustments required for property rights conveyed.

Financing: Comparable sales 1, 2 and 4 were cash terms, no adjustment necessary; sale 3 is adjusted downward for terms of sale which were believed to have positively affected the sale price

Conditions of Sale: The sales were all reported to have average sales motivation, not requiring adjustment.

Market Condition: The sales occurred from September 2020 through May 2022, the market for this type of property has been increasing over this time frame, particularly 2020 to 2021 and 2021 to 2022; having moderated significantly over the past 12 months; the comparable sales are adjusted upward, sale 1 on the basis of 5% per year, sales 2-4 on the basis of approximately 15% per year.

Location: The subject is considered to be an average to good location, a growth area and with reasonable proximity to services; sales 1, 2 and 4 are considered to be similar or offsetting, not requiring adjustment; sale 3, considered to be inferior for being further from services etc., is adjusted upward.

Size: the sales bracket the subject in site size. As smaller properties typically sell for more on a per unit basis, sales 2 and 3 are adjusted moderately downward, conversely, sale 4 is adjusted upward for inferior larger size; sale 1 is considered to be similar enough as to not warrant adjustment.

Zoning: The subject and comparables are all zoned for lower density residential uses; no adjustment is necessary.

Improvements: The subject and sales had no improvements, no adjustment is necessary.

Utilities: The subject and comparables are similar in lack of public utilities, no adjustment is necessary.

Site Utility: The subject and comparables are considered to be similar in utility, no adjustment required.

Access/View: The subject has reasonable access, particularly from the north and good visibility. It is adjacent to South Mountain Park, an open space amenity, particularly for residential property. Each of the sales is adjusted upward, primarily for the adjacent open space amenity; sales 1 and 2 slightly more significantly due to inferior access.

**Estimated Market Value Conclusion:**

Each of the comparables receive net upward adjustment, primarily due to the subject open space amenity as well as date of sale. Greater emphasis is placed on sale 1 for being most recent, physically proximate and similar in view amenity; a subject value at \$2.70/sf, (8.20ac, 357,185sf x \$2.70=\$964,400) rounded to \$964,000, is considered reasonable.

Greater detail on the comparable sales and their adjustment is available on the following grid:



SITE SALES COMPARISON SUMMARY					
Comparable	Subject	Comp 1	Comp 2	Comp 3	Comp 4
Location	SR 202, SEC Ray & Dusty Ln	SE 4735 W Elliot Rd	n/o 2844 W Cheyenne Dr	11152 W Broadway	NW of Olive & Reems
Tax ID Number	300-04-003C	300-08-012F	300-06-030F	101-05-008M	501-41-006X
<b>Sales Data</b>					
Date of Sale	N/A	May-22	Oct-21	Nov-20	Sep-20
Sales Price	N/A	\$650,000	\$375,000	\$400,000	\$830,000
Site Size (ac)	8.20	6.32	4.03	4.87	16.33
Property Rights (Interest)	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Interest adjustment	0%	0%	0%	0%	0%
Financing	Cash	Cash	Cash	Terms	Cash
Cash Equivalent Price	N/A	\$650,000	\$375,000	\$380,000	\$830,000
Conditions of Sale	Average	Average	Average	Average	Average
Condition Adjustment	0%	0.0%	0%	0.0%	0.0%
Market Condition (Time)	N/A	May-22	Oct-21	Nov-20	Sep-20
Market Conditions Adj.	0.0%	5.0%	24.0%	38.0%	40.0%
Adjusted price per SF	N/A	\$2.48	\$2.65	\$2.47	\$1.63
<b>Physical Characteristics</b>					
Location	Average	Similar	Similar	Inferior	Offsetting
Size	8.20	6.32	4.03	4.87	16.33
Zoning	RU 43	Similar	Similar	Similar	Similar
Improvements	None	Similar	Similar	Similar	Similar
Utilities	Electric	Similar	Similar	Similar	Similar
Site Utility	Average	Similar	Similar	Similar	Similar
Access/View	Avg/Good	Inferior	Inferior	Inferior	Inferior
<b>Adjustments</b>					
Location	0.0%	0.0%	0.0%	10.0%	0.0%
Size	0.0%	0.0%	-5.0%	-5.0%	10.0%
Zoning	0.0%	0.0%	0.0%	0.0%	0.0%
Improvements	0.0%	0.0%	0.0%	0.0%	0.0%
Utilities	0.0%	0.0%	0.0%	0.0%	0.0%
Site Utility	0.0%	0.0%	0.0%	0.0%	0.0%
Access/Visibility	0.0%	10.0%	10.0%	5.0%	5.0%
<b>Net Physical Adjustments</b>					
Net Physical Adjustments	N/A	Upward	Upward	Upward	Upward
Net Adjustment (Overall)	0.0%	10.0%	5.0%	10.0%	15.0%
Adjusted Comp Price/sf		\$2.73	\$2.78	\$2.72	\$1.88
Subject Value (\$/SF)	\$2.70				
Subject Value Opinion	\$964,000				

**Auditing Breakdown**

Land	\$964,000
Improvements	\$0
Severance	\$0
Cost to Cure	\$0
Special Benefits	\$0
<b>Total</b>	<b>\$964,000</b>

**CERTIFICATE OF APPRAISER**

**Project Number: M697201X**

**Parcel Number: L-C-159**

I hereby certify;

That I personally inspected, the property herein appraised, and that I have afforded the property owner the opportunity to accompany me at the time of inspection. I also made a personal field inspection of each comparable sale relied upon in making said appraisal. The subject and the comparable sales relied upon in making the appraisal were represented by the photographs contained in the appraisal.

That I have given consideration to the value of the property the damages and benefits to the remainder, if any; and accept no liability for matters of title or survey. That, to the best of my knowledge and belief, the statements contained in said appraisal are true and the opinions, as expresses therein, are based upon correct information; subject to the limiting conditions therein set forth.

That no hidden or unapparent conditions of the property, subsoil, or structures were found or assumed to exist which would render the subject property more or less valuable; and I assume no responsibility for such conditions, or for engineering which might be required to discover such factors. That, unless otherwise stated in this report, the existence of hazardous material, which may or may not be present in the property, was not observed by myself or acknowledged by the owner. This appraiser, however, is not qualified to detect such substances, the presence of which may affect the value of the property. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them.

That my analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.

That this appraisal has further been made in conformity with the appropriate State and Federal laws, regulations, policies and procedures applicable to appraisal of right of way for such purposes; and that, to the best of my knowledge, no portion of the value assigned to such property consists of items which are non-compensable under the established laws of said State.

That I understand this appraisal may be used in conjunction with the disposition of excess land related to right of way for a highway by the State of Arizona with the assistance of Federal aid highway funds or other Federal funds.

That neither my employment nor my compensation for making the appraisal and report are in any way contingent upon the values reported herein.

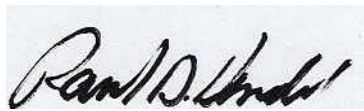
That I have no direct or indirect present or contemplated future personal interest in the property that is the subject of this report, or any benefit from the acquisition of the property appraised herein.

That I have not revealed the findings and result of such appraisal to anyone other than the proper officials of the Arizona Department of Transportation or officials of the Federal Highway Administration, and I will not do so unless so authorized by proper State officials, or until I am required to do so by due process of law, or until I am released from this obligation by having publicly testified as to such findings.

That my opinion of the MARKET VALUE for disposition of the parcel as of the 1st day of June, 2023, is \$964,000, based upon my independent appraisal and the exercise of my professional judgment.

Date: 7/5/23

Signature:



Arizona Certified General Real Estate Appraiser #30197

## STATEMENT AND CERTIFICATION OF APPRAISER

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

the statements of fact contained in this report are true and correct.

the reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions

I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.

I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.

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

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

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. (C.S.R.1-1)

My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.

I have made a personal inspection of the property that is the subject of this report.

No one provided significant professional appraisal assistance to the person signing this report.

The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.(C.S.R.1-2).

As of the date of this report, I have completed the continuing education program of the Appraisal Institute (C.S.R.1-3).

I have performed no services regarding the subject property within the prior 3 years as an appraiser or in any other capacity.

If this report is in any way disassembled, reproduced, altered, or used in any other capacity than that made known to the appraiser at the time of the request and stated herein, the appraiser is not responsible for this report and it is invalid.

PAUL HENDRICKS REAL ESTATE APPRAISAL & COUNSELING



Paul D. Hendricks, MAI  
Arizona Certified General Real Estate Appraiser 30197

## APPENDIX

1. Appraisal Assumptions and Limiting Conditions
2. Subject Exhibits
3. Consultant Qualifications
4. Purchase Order



## **LIMITING CONDITIONS AND ASSUMPTIONS**

### **of Standard Real Estate Appraisal**

(Consisting of the 23 Items Below and Others as Mentioned)

#### **1. Information Used, Trade Secrets**

The appraiser(s) shall not be responsible for the accuracy of any information obtained from the client or any other source and used in the appraisal, subject to the due diligence provision of the Uniform Standards of Professional Appraisal Practice. The appraiser(s) shall not be liable for any information or work obtained from any subcontractor. It is strongly suggested that the client consider independent verification of all factual data as a prerequisite to any transaction involving the purchase, sale, lease, or other decision involving a significant commitment of funds affecting the subject property. The client agrees that the appraisal produced pursuant to this agreement consists of "trade secrets and commercial or financial information" which is privileged and confidential and exempted from disclosure under 5 U.S.C. 552(b)(4) and furthermore agrees to obtain the appraiser(s) authorization before reproducing the appraisal in whole or in part.

#### **2. Authentic Copies, Changes, Modifications**

The authentic copies of this report will be signed in blue ink. Any copy not having said seal is unauthorized and may have been altered. The appraiser(s) reserve the right, at their sole discretion, and at any time, to alter statements, analysis, conclusions or any value estimate(s) in the appraisal if facts pertinent to the appraisal process and report which were unknown at the time of completion become known to the appraiser(s).

#### **3. Use of Appraisal, Limit of Liability**

This report is intended solely and exclusively for use by the client. The sole purpose of the report is to assist the client by valuation of the subject property. The client also acknowledges and agrees that some of those involved with the assignment appraisal may be independent contractors and the client hereby agrees not to hold the appraiser(s) liable for any acts of same. Notwithstanding anything herein to the contrary, the client will forever indemnify and hold appraiser(s) harmless from any claims by third parties related in any way to this appraisal.

The liability of the appraiser and affiliated business entities, its officers, directors, shareholders or employees (hereinafter collectively referred to as appraiser) is limited to the herein named client only. No liability shall extend to any third party, and the total amount of such liability shall in no event exceed the amount of the fee actually received by the appraiser(s).

Third parties shall include, but not be limited to, general and limited partners of the client if said client is a partnership, stock holders of the client if said client is a corporation, and all lenders, tenants, past owners, successors, assigns, offerees, transferees and spouses of client. The appraiser(s) shall not be held responsible for any costs incurred to investigate or correct any deficiencies of any type which may be present in the real estate and/or real property herein appraised. Acceptance and/or use of this report by the client constitutes acceptance of all limiting conditions and assumptions set forth herein.

#### **4. Court Testimony**

Testimony or attendance in court by reason of this appraisal, with reference to the property in question, shall not be required, unless arrangements have previously been made.

#### **5. Copies, Publication, Distribution of the Report**

Possession of any copy of this report shall not authorize or empower the client or any third party with any publication rights whatsoever, or with any authorization to use the appraisal other than for its intended and stated purpose noted in the agreement and/or in the report. The physical report(s) shall remain the property of the appraiser(s) at all times and appraiser(s) hereby grant the client permission to use the appraisal report(s) solely for the purposes set forth. The client agrees that the payment of the appraisal fee is in exchange for the analytical services of appraiser(s) and by the payment of said fee, the client has not purchased the appraisal report. With the exception of public disclosure indicated below, neither all nor any part of this appraisal report shall be given,

recited, published, copied, distributed, nor in any way communicated to third parties in any manner, in whole or in part, without the prior written consent of the appraiser(s).

## **6. Confidentiality**

All conclusions and opinions concerning the analysis as set forth in this report were prepared by the appraiser(s) whose signature(s) appear on the appraisal report. No changes shall be made in the report by anyone other than the appraiser(s). The appraiser(s) shall not be held responsible for any unauthorized changes or such consequences as may transpire from unauthorized changes. The appraiser(s) may not divulge the material contents of the report to anyone other than the client or his designee as specified in writing, except as may be required by the professional association(s) of which the appraiser(s) are members as may be requested in confidence for ethics enforcement, or by a court of law, or any other body with the power of subpoena.

## **7. Measurements, Exhibits**

The sketches, maps and photographs in the appraisal report are included solely for the purpose of assisting the reader in visualizing the property and are not necessarily to scale. The appraiser(s) have made no survey of the property and site plans included in the report are not to be considered as surveys unless so designated. Any sketch or map in the appraisal report shows approximate dimensions and is included for general illustrative purposes only. It is the responsibility of a qualified engineer, architect, or registered land surveyor to show the exact location of the subject improvements thereon, existing or proposed, as well as the measurements and areas of land and improvements. In the absence of a survey, the appraiser(s) may have used Tax Assessor's maps or records or other maps provided by the client which may or may not represent the exact measurements of the subject property or other comparable data relied upon in estimating the market value of the subject property. Any variation in land or building areas from those considered in the appraisal may alter the estimates of value contained in the report.

## **8. Legal, Title, and Market Value Premise**

The appraiser(s) have no responsibility for matters of any legal nature affecting the property being appraised or the title thereto; the appraiser(s) assume title to be good and marketable, and free of clouds unless otherwise noted. No Title Policy or report has been furnished to the appraiser(s), unless so stated in the report. The property is being appraised as though it were under financially sound and responsible ownership with typical and competent management. The hypothetical sale referred to in the definition of market value assumes adequate marketing efforts and exposure time normal for the property. The appraiser(s) are not responsible for the accuracy of legal description.

## **9. Engineering, Structural Matters; Hazardous or Toxic Materials, Physical Condition**

The appraiser(s) have inspected the land and the improvements. However, it is not possible to observe conditions beneath the soil surface, or hidden structural, mechanical, or other components; the appraiser(s) shall not be held responsible for any defects in the property related thereto. The property appraised is as though there are no hidden or unapparent conditions which would affect market value; this includes subsoil conditions, potential flood conditions, hydrological and/or structural conditions. The appraiser(s) are not responsible for such conditions or those engineering efforts which might be required to discover and/or correct such factors. The value estimate assumes there are no defective property conditions that would cause a loss of value. The land or the soil of the area being appraised is assumed to be firm and otherwise satisfactory for building use. Although soil subsidence and the influence of toxic material in the area of the subject and its environs is unknown, the appraiser(s) do not warrant against this condition or occurrence of problems from soil (or toxic atmospheric) conditions known or unknown.

Unless otherwise stated in the report, the existence of hazardous material, substance or gas, which may or may not be present within, on or near the property, has been disregarded in the appraisal. The appraiser(s) are not qualified to detect such substances as asbestos, urea-formaldehyde foam insulation, radon gas, or other potentially hazardous material and/or substances which may adversely affect the value of the property. The value estimate is predicated on the assumption that there is no such toxic material and/or condition affecting the property that would cause a loss in value. The appraiser(s) are not responsible for any such condition and/or the engineering expertise required to discover any such condition. The client is urged to retain an expert in this field, if so desired. All mechanical components are assumed to be in operable condition and status standard for properties of the subject type. Conditions of heating, cooling, ventilating, electrical and plumbing equipment are

assumed to be in good working order unless otherwise stated. Appraiser(s) are not responsible for the adequacy or type of insulation, or energy efficiency of the improvements or equipment, which are assumed to be standard for the subject property type. Unless otherwise stated, the appraiser(s) have not been supplied with a termite inspection report or occupancy permit. The appraiser(s) shall not be held responsible for, nor shall the appraiser(s) be deemed to have made any representations regarding any potential costs associated with obtaining same or for past or present, legal or physical, deficiencies which may be found. Client further agrees that the appraiser(s) shall not be held responsible for any costs incurred or consequences arising from the need, or the lack of need, for flood hazard insurance.

#### **10. Utilities**

In the absence of a qualified professional engineer's study, information regarding the existence of utilities is made from a visual inspection of the site and review of available public information. The appraiser(s) have no responsibility for the actual availability of utilities, their capacity, or any other problem which might result from a condition involving utilities. Although public utility lines might be located adjacent to the subject property, the capacity of these lines for any proposed development is not known. The respective companies, governmental agencies or entities should be contacted directly by concerned individuals. Unless otherwise stated in the report, utilities of all types are considered in the appraisal to be present in adequate quality and quantity for the intended use or highest and best use of the property.

#### **11. Legality of Use, Management of Property**

The appraisal is based, unless otherwise stated, on there being full compliance with all applicable federal, state and local environmental regulations and laws, that all applicable zoning, building, use regulations and restrictions of all types have been complied with and, moreover, it is assumed that all required licenses, consents, permits, or other legislative or administrative authority, local, state, federal and/or private entity or organization have been or can be obtained or renewed for any use considered in the value estimate. The appraisal is prepared under the assumption that the property which is the subject of this report is maintained and managed pursuant to prudent and competent ownership and management.

#### **12. Component Values, Special Studies**

The distribution of the total valuation in this report between land and improvements applies only under the existing program of use. The separate valuations for land and building must not be used separately and are invalid if so used. No environmental or impact studies, special market study or analysis, highest and best use analysis study or feasibility study has been requested or made unless otherwise specified in an agreement for services or within the report.

#### **13. Inclusions.**

Furnishings, equipment, personal property or business operations which may sometimes be considered a part of the real estate, have been disregarded, unless otherwise specified and only the real estate is considered in the value estimate. In some limited circumstances, business and real estate interests and values may be combined depending on the specific situation and as determined by a written agreement. Please see the appraisal report for further clarification.

#### **14. Proposed Improvements, Conditional Value**

Any improvements proposed, on- or off-site, as well as any repairs required, will be assumed, for purposes of this appraisal, to be completed in a good and workmanlike manner according to information submitted by the client for consideration by the appraiser(s). In cases of proposed construction, the appraisal is subject to change upon inspection of the property by the appraiser after construction is completed. The estimate of market value is as of the date shown, as proposed, and as if completed and operating at the levels shown and projected or as otherwise indicated and labeled in the appraisal report.

#### **15. Value Change, Dynamic Market, Influences on Market Value, Alteration of Estimate and/or Analysis Herein By Appraiser**

The estimated market value, as defined in the report, is subject to change with market fluctuations over time; value is highly related to exposure, time, promotional effort, terms, motivation, and personal and general economic and supply/demand conditions surrounding the offering. The value estimate considers the productivity and relative attractiveness of the property both physically and economically in the marketplace.

The market value estimated, and the costs used, are as of the date of the estimate of value. All dollar amounts are based on the purchasing power and price of the dollar as of the date of the value estimate. The client hereby agrees that the appraisal report and value estimate are subject to change if the physical or legal entity or the financial arrangements are different than that envisioned in this report or upon change in, or discovery of, certain influencing market conditions or property conditions as well.

In cases of appraisals involving the capitalization of income benefits, the estimate of market value or investment value or value in use, the client hereby acknowledges and agrees that such estimates are intended to be a reflection of benefits which the appraiser(s) have been directed to assume as given, as well as from the appraiser's interpretation of income and yields and other factors derived from general and specific client and market information. Such estimates are as of the date of the estimate of value; they are thus subject to change as the market and value is naturally dynamic. The client agrees that these types of appraisals are based on reasonable estimates and as such, will not hold appraiser(s) responsible for any errors in the estimated values. The "Estimate of Market Value" in the appraisal report is not based in whole or in part upon the race, color or national origin of the present or previous owners nor upon the occupants of the properties in the vicinity of the property which is the subject of the appraisal.

#### **16. After-Tax Analysis, Investment Analysis, and/or Valuation**

Any "after" tax income or investment analysis and resultant measures of return on investment are intended to reflect only possible and general market considerations, whether as part of estimating value or estimating possible returns on investment at an assumed value or price paid; the client acknowledges and agrees that the appraiser(s) do not claim any expertise in tax matters and moreover will not rely on any information prepared by appraiser(s) which in any way relates to income tax matters.

#### **17. Information furnished by Client and Third Parties**

Any and all information furnished by the client and/or third parties is logically presumed to not only be correct but complete, either in entirety or summarized as presented, and if there are no other documents modifying the one or ones mentioned herein.

#### **18. Federal Law OMB Circular A-129 & Bulletins 91-05 and 92-06 Amending Circular A-129**

These require USPAP standards and practices be used under State certification and license programs under Title XI of the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA) (P.L. 101-73) and OMB Bulletin 92-06 applies these USPAP to the 17 affected Federal eminent-domain agencies subject to the regulations of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (Uniform Act), as amended by regulations in 49 CFR Part 24. Agencies not subject to the Uniform Act should follow the revised 49 CFR Part 24 to conform to OMB Bulletin 92-06.

#### **19. Americans With Disabilities Act (ADA)**

This act became effective January 26, 1992. The appraiser(s) have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property, together with a detailed analysis of the requirements of the ADA could reveal that the property is not in compliance with one or more of the requirements of the Act. If so, this fact could have a negative effect upon the value of the property. As the appraiser(s) have no direct evidence relating to this issue, possible or direct noncompliance with the requirements of ADA in estimating the value of the property was not considered.

#### **20. Pygmy Owl Habitat**

It is assumed that the site is not a cactus ferruginous pygmy owl habitat (defined by US Fish & Wildlife as: Land below 4000 feet in elevation that has saguaro greater than 8 feet tall or containing a woodpecker cavity) ironwood, mesquite, or palo verde vegetation (must be >6 inches in diameter).

#### **21. Report Type**

This is a Report which is intended to comply with the reporting requirements set forth under Standard Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice. It is believed to be compliant with ADOT "Detailed Narrative Report". Supporting documentation concerning the data, reasoning, and analysis is retained in the

appraiser's file. The information contained in this report is specific to the needs of the client and for the intended use stated in this report. The appraiser is not responsible for unauthorized use of this report.

## **22. Other Information for Readers**

We recommend that if sewer or septic connection, or condition of same, is of concern to client or other readers of this report, a qualified expert should be hired to inspect the system and perform appropriate tests as he/she deems necessary. Further, if water source, status, possible toxic influences on air, water, soil, or improvement construction material or condition of mechanical, structural or other systems or components are of concern, an appropriate expert should be engaged as we are not experts in such matters. The reader is cautioned that value is dynamic and changes with changing market conditions over time. Subsequent sales, listings, and other market influencing activity may influence value after the date of the value estimate. The value estimate is an estimate, not a determined fact.

## **23. Conclusion**

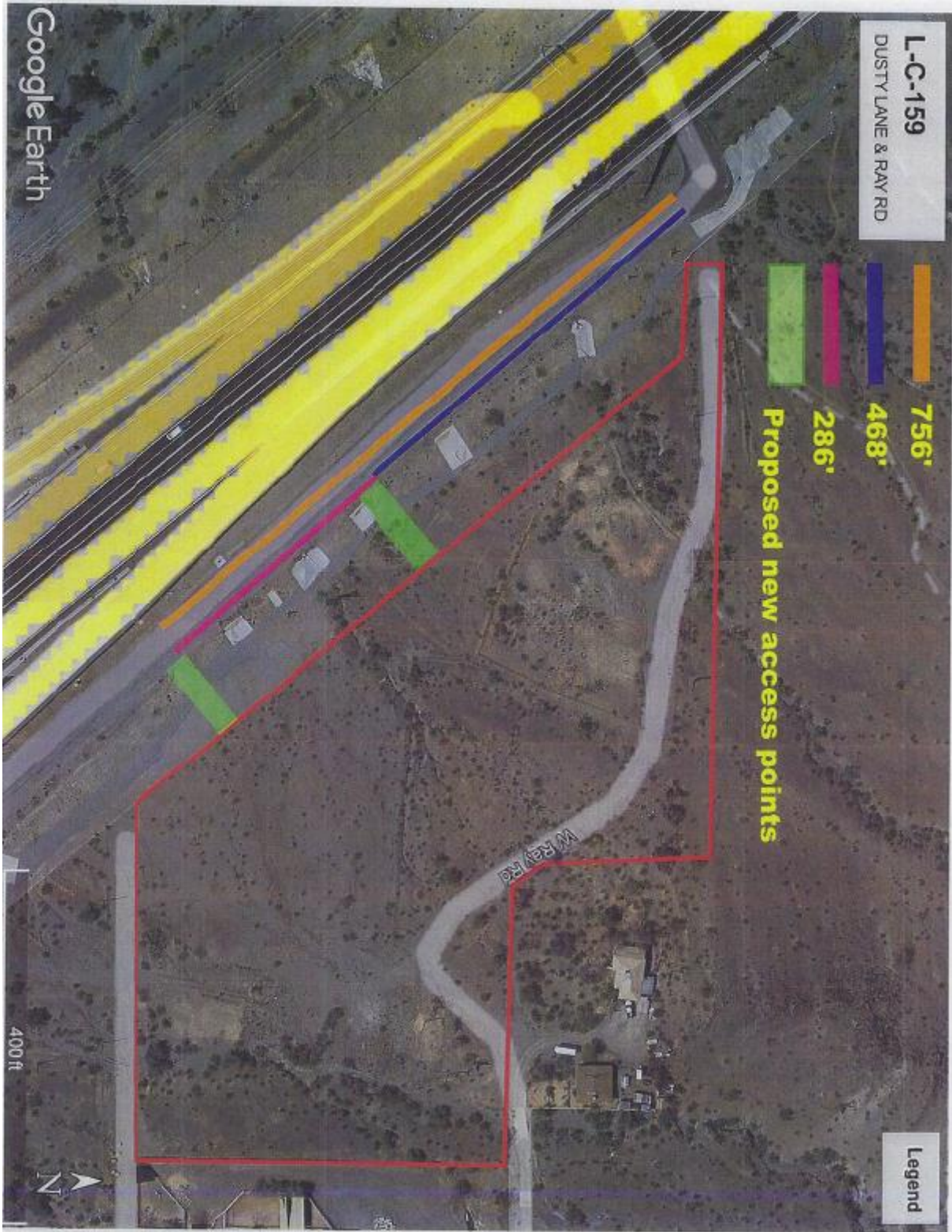
Acceptance of and/or use of this appraisal report by the client or any third party reader or user, constitutes acceptance of the above stated conditions as well as any other(s) stated in this report. The acceptance of this appraisal report also constitutes acceptance of responsibility for payment of the appraisal fee balance due and any costs incurred by the appraiser(s) in collection of same. Appraiser liability extends only to stated client, not subsequent parties or users; any additional appraiser liability is limited to the actual amount of fee received by said appraiser(s).

These Limiting Conditions and Assumptions are in conjunction with any form type page(s) of similar nature in the appraisal report package; further, the reader is advised that certain comments in the report may point out other specific assumptions and/or limiting conditions pertaining to this appraisal even though an attempt has been made to summarize all limiting conditions and assumptions herein; the client or designated user of the appraisal report should inspect the property and confirm factual information before a final decision is made concerning the subject.

--- end ---



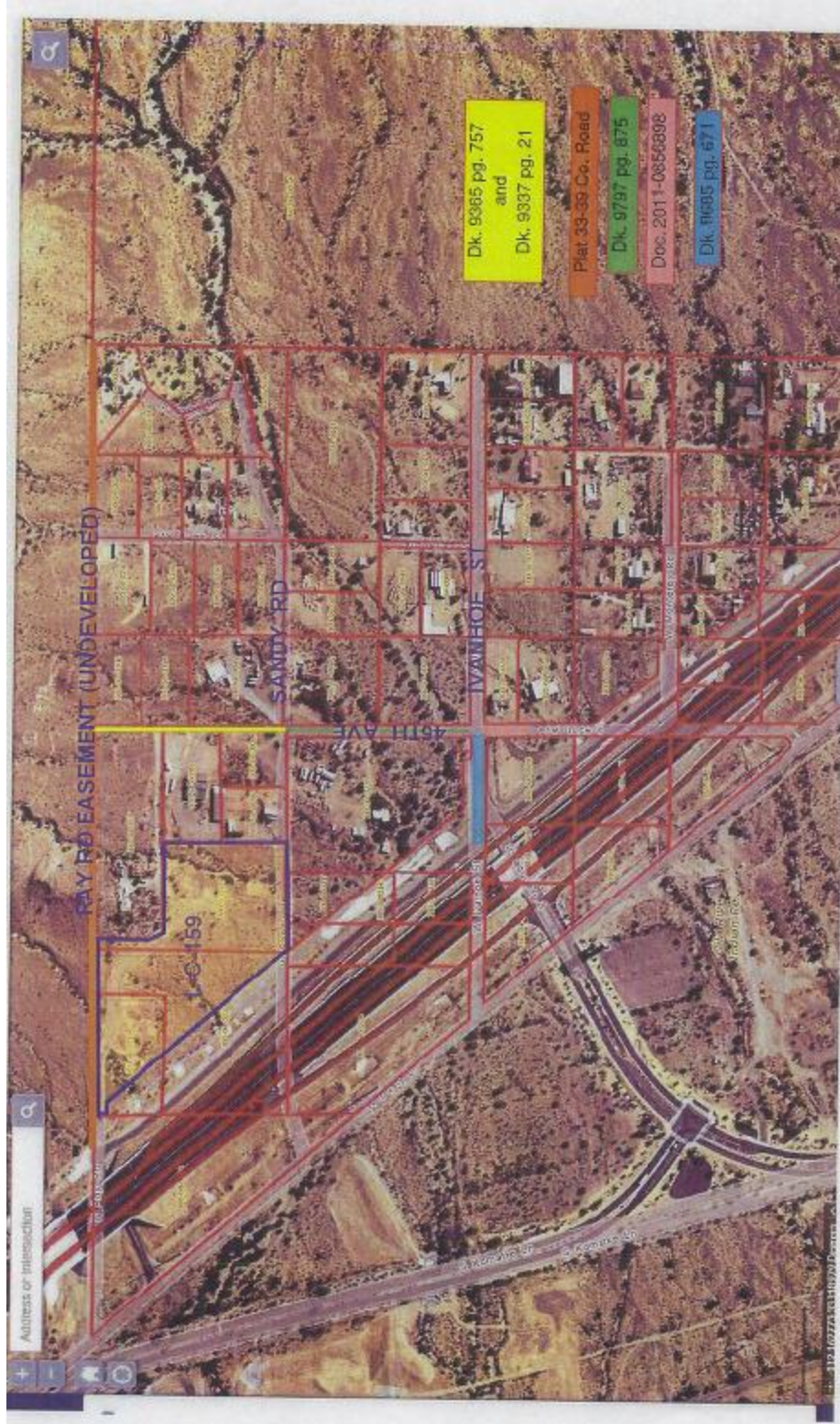
















Traverse View - L-C-159 Total Area (Grid Bearing, Grid Dist, Feet)  
 357185.57SqFt 8.200Acres Grid Dist (inverse grid coordinates)  
 Grid Bearing (inverse grid coordinates)  
 File: L-C-159 Calcs Date:1-9-2023

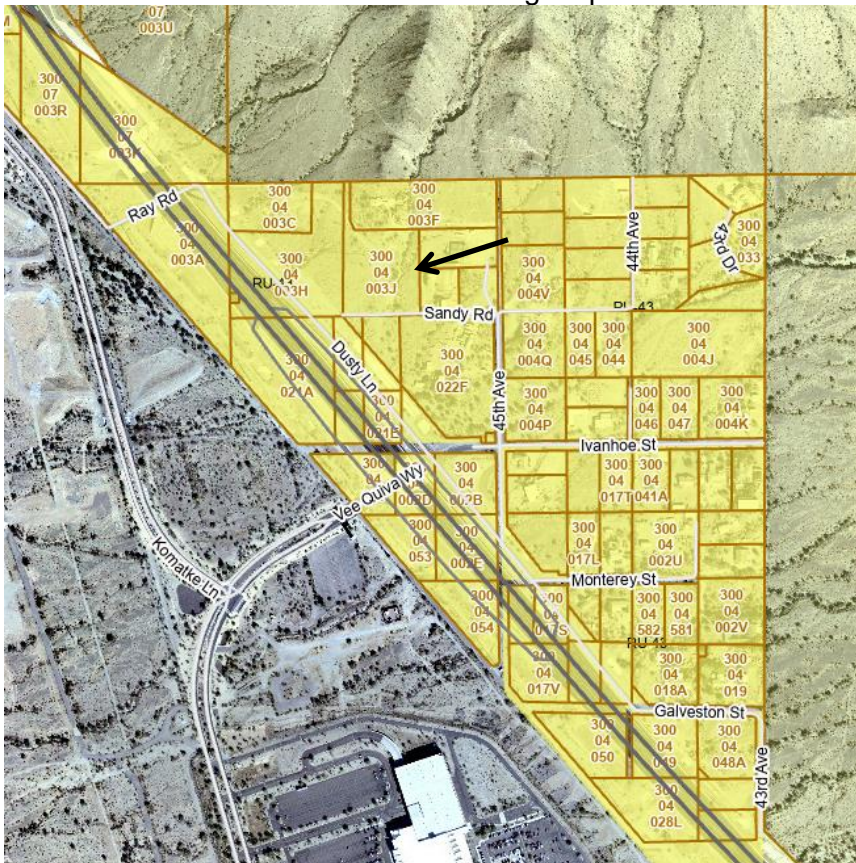
Point	Type	Grid Bearing	Grid Dist	Northing	Easting	Description
13060				843917.692	625620.227	
177		N1°41'37"W	33.00	843950.661	625619.252	
10591		N89°09'34"E	611.46	843969.651	626230.642	
10592		S0°31'40"E	189.93	843769.729	626232.391	
10593		S25°57'13"E	54.71	843720.534	626256.335	
10594		N89°05'59"E	317.27	843725.519	626573.566	
10578		S0°38'50"E	423.04	843302.506	626578.345	
13154		S89°10'03"W	388.40	843296.863	626189.990	
13045		N40°05'14"W	812.37	843918.376	625666.862	
13060		S89°09'34"W	46.64	843917.692	625620.227	
13080						



### TOPOGRAPHY MAP



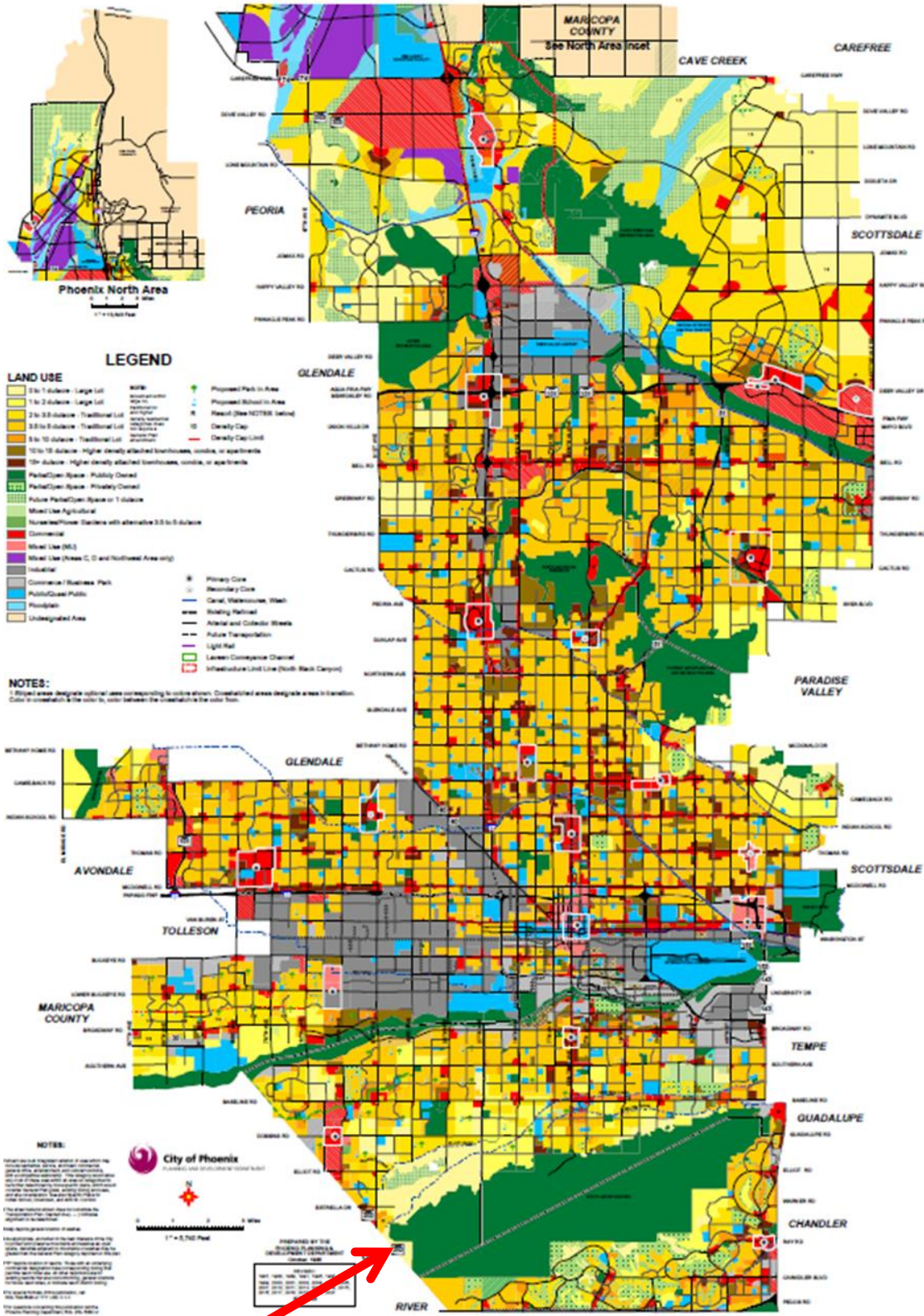
### Zoning Map





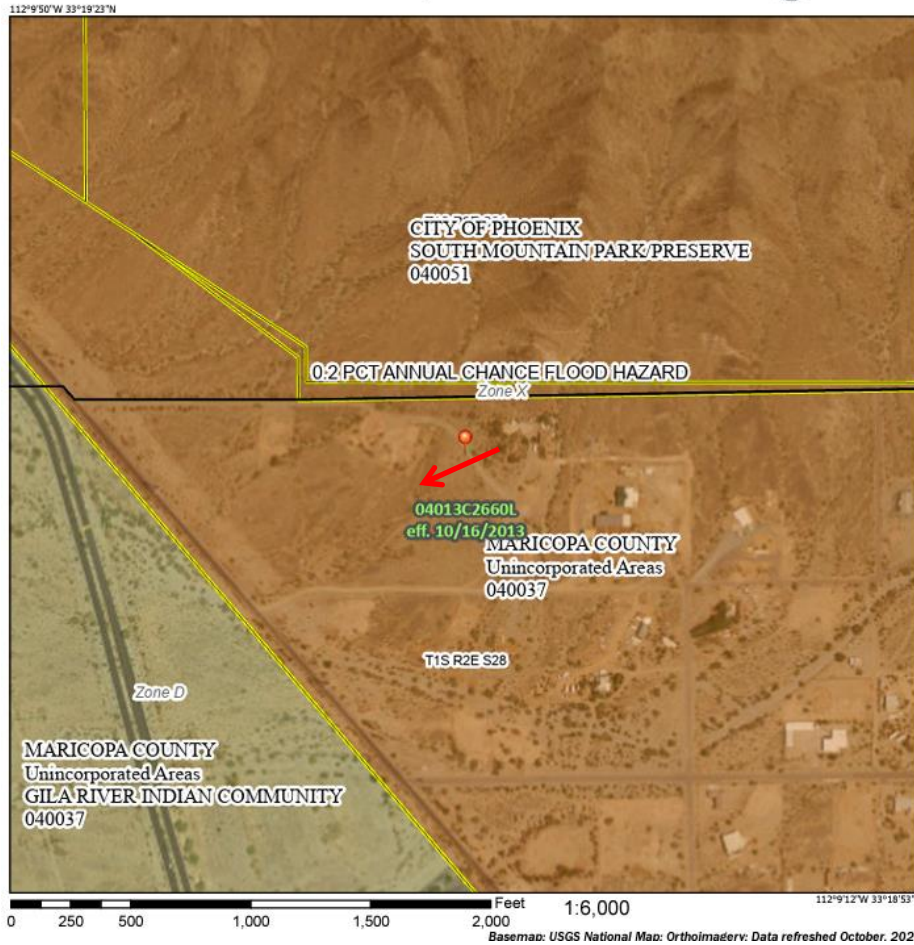
# CITY OF PHOENIX GENERAL PLAN

## A Vision for the Future



FLOOD ZONE MAP

National Flood Hazard Layer FIRMette



Legend

SEE FIS REPORT FOR DETAILED LEGEND AND INDEX MAP FOR FIRM PANEL LAYOUT

SPECIAL FLOOD HAZARD AREAS		Without Base Flood Elevation (BFE) <small>Zone A, V, AE, AP</small>
		With BFE or Depth <small>Zone AE, AO, AH, VE, AR</small>
		Regulatory Floodway
OTHER AREAS OF FLOOD HAZARD		0.2% Annual Chance Flood Hazard, Areas of 1% annual chance flood with average depth less than one foot or with drainage areas of less than one square mile <small>Zone X</small>
		Future Conditions 1% Annual Chance Flood Hazard <small>Zone X</small>
		Area with Reduced Flood Risk due to Levee. See Notes. <small>Zone X</small>
		Area with Flood Risk due to Levee <small>Zone D</small>
OTHER AREAS		NO SCREEN Area of Minimal Flood Hazard <small>Zone X</small>
		Effective LOMRs
GENERAL STRUCTURES		Area of Undetermined Flood Hazard <small>Zone D</small>
		Channel, Culvert, or Storm Sewer
		Levee, Dike, or Floodwall
OTHER FEATURES		Cross Sections with 1% Annual Chance Water Surface Elevation
		Coastal Transect
		Base Flood Elevation Line (BFE)
		Limit of Study
		Jurisdiction Boundary
OTHER FEATURES		Coastal Transect Baseline
		Profile Baseline
MAP PANELS		Digital Data Available
		No Digital Data Available
		Unmapped

The pin displayed on the map is an approximate point selected by the user and does not represent an authoritative property location.

This map complies with FEMA's standards for the use of digital flood maps if it is not void as described below. The basemap shown complies with FEMA's basemap accuracy standards.

The flood hazard information is derived directly from the authoritative NFHL web services provided by FEMA. This map was exported on 5/5/2023 at 7:28 PM and does not reflect changes or amendments subsequent to this date and time. The NFHL and effective information may change or become superseded by new data over time.

This map image is void if the one or more of the following map elements do not appear: basemap imagery, flood zone labels, legend, scale bar, map creation date, community identifiers, FIRM panel number, and FIRM effective date. Map images for unmapped and unmodernized areas cannot be used for regulatory purposes.



## Disposal Title Report Documents

**ARIZONA DEPARTMENT OF TRANSPORTATION  
RIGHT OF WAY GROUP  
RIGHT OF WAY DISPOSAL REPORT**

The undersigned has examined the title to the property described in SCHEDULE A-1 herein, and the fee owner is:

The State of Arizona, by and through its Department of Transportation

**Address:** 205 South 17th Avenue, Mail Drop 612E, Phoenix, Arizona 85007-3212

**By virtue of that certain:** See Right of Way / Vesting Section.

Upon compliance with REQUIREMENTS herein, satisfactory title will vest in the proposed buyers.

**LEGAL DESCRIPTION**

SEE SCHEDULE A-1 ATTACHED

**REMARKS:** The Schedule B Items shown, if any, reflect only those matters that have occurred subsequent to the acquisition of the subject property.  
Amended 8/16/2022 to change the Disposal and Excess Land postings. JG  
Amended 8/24/2022 to correct the parcel number to read Parcel 7-11676 on item No. 3 of the vesting page and on the second Note of the Requirement page. JG  
Amended 1/27/2023 to add an Examiners Note pertaining to access. JG

<b>Date of Search:</b> 7/28/2022	<b>Examiner:</b> Jim Gregg	<b>Reviewer:</b>
<b>Update to:</b>	<b>Examiner:</b>	<b>Reviewer:</b>
<b>Update to:</b>	<b>Examiner:</b>	<b>Reviewer:</b>
<b>Update to:</b>	<b>Examiner:</b>	<b>Reviewer:</b>
<b>Update to:</b>	<b>Examiner:</b>	<b>Reviewer:</b>

<b>County:</b> Maricopa	<b>Disposal:</b> N/A	<b>Excess Land:</b> L-C-159
<b>Tax Arb:</b> 300-04-003C, 003H, and 003J		
<b>Tracs No.:</b> 202LMA000H5439 / 202LMA056H8827		<b>Highway:</b> SOUTH MOUNTAIN FREEWAY
<b>Fed. No.:</b> N/A	<b>Section:</b> 17th AVENUE - 51st AVENUE	
<b>Parcel No.:</b> 7-11620, 7-11676 and 7-11591		

**SCHEDULE A-1  
LEGAL DESCRIPTION**

That portion of the Northwest quarter of the Northeast quarter of Section 28, Township 1 South, Range 2 East, Gila and Salt River Meridian, Maricopa County, Arizona, as depicted on Exhibit "A" attached, Sheet P-9 of ADOT Drawing D-7-T-1016, the Right of Way Plans of South Mountain Freeway, Section 17th Avenue - 51st Avenue, Project 202L MA 056 H8827 / 202L MA 000 H5439 01R.

**NOTE: The legal description of the area to be disposed will be produced by the ADOT Right of Way Delineation Unit.**

**END OF SCHEDULE A-1**

**RIGHT OF WAY / VESTING**

- 1.) Warranty Deed from Desiderio M. Marquez and Kathryn S. Marquez, husband and wife, a to the State of Arizona, by and through its Department of Transportation, dated September 3, 2015, recorded September 16, 2015, in Document No. 2015-0668484.  
[Project 202L MA 056 H8827 / 202L MA 000 H5439, Parcel 7-11591]
- 2.) Warranty Deed from Roy R. New, II, a single man, a to the State of Arizona, by and through its Department of Transportation, dated December 31, 2015, recorded January 29, 2016, in Document No. 2016-0059816.  
[Project 202L MA 056 H8827 / 202L MA 000 H5439, Parcel 7-11620]
- 3.) Warranty Deed from Harry S. Sanaski, an unmarried man, a to the State of Arizona, by and through its Department of Transportation, dated February 11, 2016, recorded February 12, 2016, in Document No. 2015-0094258.  
[Project 202L MA 056 H8827 / 202L MA 000 H5439, Parcel 7-11676]

**END OF RIGHT OF WAY / VESTING**

## REQUIREMENTS

1. Record Deed from the State of Arizona, by and through its Department of Transportation to the proposed buyer(s).

**NOTE:** Repurchase rights for ADOT Parcel Files 7-11591 and 7-11620 **do not** apply due to the property being acquired with a signed right of first refusal waiver.

**NOTE:** Repurchase rights **do** apply to ADOT Parcel 7-11676 due to the signing of request for proper notification of possible re-purchase of excess land.

**END OF REQUIREMENTS**

**SCHEDULE B**

1. None.

**END OF SCHEDULE B**



**CONSULTANT'S QUALIFICATIONS**  
**PAUL D. HENDRICKS, MAI**  
4708 E. Scarlett, Tucson, AZ 85711  
Voice & Fax (520) 325-6512  
Email: PaulHendricksMAI@gmail.com  
www.TucsonAzAppraisal.com

## EDUCATION

### Academic

Bachelor of Science in Business Administration, University of Arizona; Real Estate and Finance Major.

#### Valuation

#### Appraisal Courses and Examinations:

- Standards of Professional Practice; A, B
- Standards of Professional Practice, C
- Investment Analysis
- Highest and Best Use, and Market Analysis
- Valuation Analysis and Report Writing
- Case Studies in Real Estate Valuation
- Income Approach to Value and Capitalization
- Basic Principles, Methods 1A

#### Appraisal Seminars

- Appraisal Business Management
- Critical Building Inspections
- Fair Lending and the Appraiser
- Residential Real Estate Econometrics
- Commercial Appraisal; Lender Requirements

- Americans with Disabilities Act
- Due Diligence/Environmental Checklist
- Residential Appraisal Techniques
- FEMA Flood Hazard
- Arizona Appraisal Law
- Construction and Engineering Awareness
- Reviewing Appraisals
- Small Residential Income Property Appraisal
- Hazardous Materials
- Litigation Valuation
- Appraiser as Expert Witness
- Partial Interest Valuation; Undivided
- Land Valuation Assignments
- Residential & Commercial Solar Valuation
- Uniform Standards Appraisal Federal Land Acquisitions

## **EXPERIENCE**

### **November 1995 - Present:**

#### **Real Estate Appraiser/Consultant, Paul Hendricks Appraisal & Counseling, Tucson, Arizona**

In November 1995, Mr. Hendricks again returned to his own firm which performs appraisal and consulting assignments primarily in Arizona; he also works as an independent contractor for other appraisal firms in the Tucson area. He continues to work as an independent contractor with Hendricks, Vella, Weber & Williams, a California corporation with assignments primarily in California.

### **1994-November 1995:**

#### **Senior Real Estate Analyst; The Dorchester Group, Scottsdale, Arizona.**

In January 1994 Mr. Hendricks joined The Dorchester Group as a Senior Analyst. He has provided consulting and valuation services on several complex real estate issues and assignments for the firm which specialized in litigation support for its operations in Arizona and California.

### **1986-1993:**

#### **Real Estate Appraiser/Consultant, Paul Hendricks Appraisal & Counseling; Tucson, Arizona.**

During this time Mr. Hendricks performed real estate appraisals and consulting for his own firm as well as working as an independent contractor primarily for Swango Appraisal. Appraisal assignments included a wide variety of property types including industrial and retail, special use, apartment, motel, subdivision and land as well as residential properties and commercial appraisal reviews.

### **1979-1986:**

#### **Senior Real Estate Analyst, Swango Appraisal & Consultation; Tucson, Arizona.**

Mr. Hendricks primarily performed a wide variety of appraisal assignments for residential and commercial properties.

## **PROPERTIES**

Property experience encompasses virtually all types, including apartments, retail centers, industrial, offices, motels, special use properties and commercial appraisal reviews. Clients include private, corporate, institutional, and governmental entities.

## **COMPUTERS**

Mr. Hendricks' experience includes development of specialized spreadsheets dealing with anticipated income streams from tenant leases, analysis of various leasehold positions and Discounted Cash Flow analyses and projections.

### **PROFESSIONAL AFFILIATIONS**

- Member Appraisal Institute, MAI (Membership No. 7811)
- Certified General Real Estate Appraiser, State of Arizona (30197)
- President, Appraisal Institute, Tucson Chapter (1997)
- Vice President, Appraisal Institute, Tucson Chapter (1996)
- Secretary, Appraisal Institute, Tucson Chapter (1995)
- Treasurer, Appraisal Institute, Tucson Chapter (1994)
- Board of Directors, Appraisal Institute, Tucson, Arizona (1991-1993)

### **GEOGRAPHIC WORK/MARKET EXPERIENCE**

Mr. Hendricks has completed real estate assignments and has market familiarity in Arizona, California and Nevada.

### **EXPERT WITNESS EXPERIENCE**

Mr. Hendricks will always sign appraisal reports and be responsible for analysis of the appraisal problem, primary and secondary data research, selection and confirmation of comparable properties, inspection and all analysis as well as defense of conclusions.

Mr. Hendricks has been qualified as an expert witness in Superior Court in Arizona and has given depositions and testimony experience in bankruptcy proceedings, condemnation, and other litigation. He has performed analysis for condemnor and condemnee parties.

Prior 4 year experience:

7/23/21 Testimony (telephonic interview) Arizona Superior Court, Pima County, Hon Gary J. Cohen; for City of Tucson Danielle Constant, Esq. and Dina Aouad, assistant; for Defendant-Hector Ochoa.

11/9/20 Testimony (via go to meeting) in Arizona Superior Court, Judge-Daniele Viola. Staples V Watson Chevrolet; for plaintiff-Lesley Lukach, ESQ, Pima County Assessor, for Defendant-Jeremy Shorbe, ESQ. Stubbs & Schubart.

### **SPECIAL PROJECTS**

In Tucson, Mr. Hendricks worked as an independent fee appraiser for the City of Tucson and Pima County in the condemnation, acquisition and negotiation of several large road projects including Country Club, Alvernon and Speedway Boulevard, Golf Links, Wetmore Road and La Cholla as well as condemnation for the acquisition of Central Arizona Project pumping station sites.

In Phoenix, Mr. Hendricks is an independent fee appraiser for the City of Phoenix with experience in appraisal of a variety of commercial property types for the Central Phoenix/East Valley Light Rail Project.

Mr. Hendricks is under contract with Arizona Department of Transportation and has experience in appraisal of a variety of commercial property types.

At The Dorchester Group, Mr. Hendricks has assisted in the analysis of the impact of the Exxon Valdez Oil Spill in Prince William Sound, Alaska on certain real estate holdings and litigation support for the U.S. Justice Department in relation to acquisition of and subsequent development of Lake Pleasant. Consulting assignments have analyzed market rental and effects in value from site contamination and soil subsidence.

**Department of Insurance and Financial Institutions**  
**State of Arizona**

**CGA - 30197**

This document is evidence that:  
PAUL D. HENDRICKS has complied with the provisions of  
Arizona Revised Statutes, relating to the establishment and operation of a:

**Certified General Real Estate Appraiser**

and that the Deputy Director of Financial Institutions of the State of Arizona has granted this license to transact the business of a:

**Certified General Real Estate Appraiser**

**PAUL D. HENDRICKS**

This license is subject to the laws of Arizona and will remain in full force and effect until expired, surrendered, revoked or suspended as provided by law.

Expiration Date : **August 31, 2024**







## PURCHASE ORDER

### DELIVERY CONDITIONS

Delivery Conditions	Date	Type	%	Amount	Item





## PURCHASE ORDER

### PURCHASE ORDER TERMS AND CONDITIONS

State of Arizona  
PURCHASE ORDER TERMS AND CONDITIONS  
Applied to APP Purchase Orders on or after 11/10/2022

- 1. Modification.** No modification of the purchase order shall bind State of Arizona Buyer (Buyer) unless Buyer agrees to the modification in writing.
- 2. Packing and Shipping.** Seller shall be responsible for industry standard packing which conform to all legal requirements. Containers must be clearly marked with any required identifying information such as the lot number, destination address, and purchase order number.
- 3. Title and Risk of Loss.** The title and risk of loss of the materials shall not pass to Buyer until Buyer physically receives the materials at the point of delivery.
- 4. Invoice and Payment.** A separate invoice shall be issued for each shipment. No invoice shall be issued prior to shipment of materials and no payment will be made prior to receipt and acceptance of materials and correct invoice. Payment due dates, including discount periods, will be computed from date of receipt of materials or date of receipt of correct invoice (whichever is later) to date Buyer's warrant as mailed. Unless freight and other charges are itemized, any discount provided will be taken on full amount of invoice. Payment shall be subject to the provisions of Title 35 of Arizona Revised Statutes (A.R.S.), subject to the requirements and limitations of A.R.S. § 35-154. The Buyer's obligation is payable solely from funds appropriated for the purpose of acquiring the materials or services referred to in this Purchase Order; should Buyer's funding change, no legal liability on the part of the Buyer for any payment may arise under this Purchase Order until funds are made available for performance.
- 5. Inspection.** All materials are subject to final inspection and acceptance by Buyer. Material failing to meet the requirements of this Purchase Order will be held at Seller's risk and may be returned to Seller. If so returned, the cost of transportation, unpacking, inspection, repacking, reshipping, or other similar expenses are the responsibility of the Seller.
- 6. No Replacement of Defective Tender.** Every tender of materials must fully comply with all provisions of Purchase Order as the time of delivery, quantity, quality and the like. If a tender is made which does not fully conform, it shall constitute a breach and Seller shall not have the right to substitute a conforming tender.
- 7. Gratuities.** The buyer may, by written notice to the Seller, cancel this Purchase Order if it is found by Buyer that gratuities, in the form of entertainment, gifts, or otherwise, were offered or given by the Seller, or any agent or representative of the Seller, to any officer or employee of the State of Arizona with the purpose of securing an order or securing favorable treatment with respect to the awarding or amending, or the making of any determinations with the respect to the performing, of such order. In the event this Purchase Order is canceled by Buyer pursuant to this provision, Buyer shall be entitled to recover or withhold from the Seller the amount of the gratuity, in addition to any other rights and remedies available under Arizona state law.
- 8. Warranties.** Seller warrants that all materials and services delivered under this Purchase Order will conform to the requirements of this Purchase Order (including all applicable descriptions, specifications, drawing and samples) will be free from defects in material and workmanship and will be free from defects in design and fill for the intended purposes. Any inspection or acceptance of the materials or services by Buyer shall not alter or affect the obligations of Seller or the right of Buyer under the foregoing warranties.





## PURCHASE ORDER

**9. E-Verify.** In accordance with A.R.S. § 41-4401, Seller warrants compliance with all Federal immigration laws and regulations relating to employees and warrants its compliance with Section A.R.S. § 23- 214, Subsection A.

**10. Assignment and Delegation.** No right or interest in this Purchase Order shall be assigned by Seller without the written permission of Buyer, and no delegation of any duty of Seller shall be made without written permission of Buyer.

**11. Third Party Antitrust Violations.** Seller assigns to Buyer any claim for overcharges resulting from antitrust violations to the extent that those violations concern materials or services supplied by third parties to the Seller toward fulfillment of this Purchase Order

**12. Interpretation –** This Purchase Order is intended by the parties as a final expression of their agreement and is intended also as a complete and exclusive statement of the terms of their agreement. No course of prior dealings between the parties and no course of dealing or usage of the trade shall supplement or explain any terms used in this document and no other understanding either oral or in writing shall be binding. Whenever a term defined by the Uniform Commercial Code (U.C.C.) is used in the Purchase Order, the definition contained in the U.C.C. is to control.

**13. Non-Discrimination.** The Contractor shall comply with State Executive Orders No. 2023-01, 2009-09, and any and all other applicable Federal and State laws, rules and regulations, including the Americans with Disabilities Act.

**14. Indemnity.** Seller agrees to indemnify and save Buyer harmless from any loss, damage or expense whatsoever resulting to the Buyer from any and all claims and demands on account of infringement or alleged infringement of any patent in connection with the manufacture or use of any product included in this Purchase Order and upon written request, Seller will defend at its own expense any legal action or suit against Buyer involving any such alleged patent infringement and will pay and satisfy any judgments rendered or settlements reached in any such legal actions or suits. Seller will indemnify Buyer against all claims for damages to persons or property resulting from defects in materials or workmanship

**15. Liens.** All delivered materials and services performed under this Purchase Order shall be free of all liens and if Buyer requests, a formal release of all liens shall be delivered to Buyer.

**16. Contract Number.** If an Arizona contract number appears on the face of this Purchase Order or the Purchase Order was placed against an existing Arizona contract, the terms of that contract are incorporated herein by this reference.

**17. Taxes.** Seller shall be responsible for paying any and all applicable taxes, including but not limited to state and local transaction privilege taxes.

**18. Conflict of Interest.** Pursuant to A.R.S. § 38-511, this Purchase Order is subject to cancellation by the buyer if any person significantly involved in initiation negotiating securing drafting or creating the contract on behalf of the State is at any time while the contract is in effect, an employee or any other party to the contract in any capacity or a consultant to any other party of the contract will respect to the subject matter of the contract.

**19. Remedies and Applicable Law.** This Purchase Order shall be governed by the law of the State of Arizona and suits pertaining to this Purchase Order may only be brought under Article 9 of the Arizona Procurement Code (A.R.S. §§ 41-2501 et seq., and the rules thereunder, A.A.C. R2-7-101 et seq.)

**20. Books and Records.** Under A.R.S. § 35-214 and § 35-215, the Seller shall retain all books, accounts, reports, files and other





## PURCHASE ORDER

records relating to the Purchase Order for five years after completion of the Purchase Order. These books and records shall be available at all reasonable times for inspection and audit by the State at such state offices designated by the State.

**21. State Law Certifications.** If Seller is a Company as defined in A.R.S. § 35-393, Contractor Seller certifies that it shall comply with A.R.S. § 35-394, regarding use of forced labor of ethnic Uyghurs, as applicable. If this purchase order is over \$100,000, Seller further certifies that it is not currently engaged in a boycott of Israel as described in A.R.S. §§ 35-393 et seq. and will refrain from any such boycott for the duration of this Purchase Order.

**22. Arbitration.** The Buyer and Seller agree to use arbitration as required by A.R.S. § 12-1518.

