

APPRAISAL REPORT

**CLEVELAND STREET SEGMENT
WEST OF MCMULLEN-BOOTH ROAD
ROUGHLY 600' SOUTH OF DREW STREET
CLEARWATER, FLORIDA 33759**

DATE OF VALUATION

AUGUST 3, 2023

PREPARED FOR

**MR. ROBERT KASMER
REAL ESTATE SERVICES COORDINATOR
CITY OF CLEARWATER ENGINEERING DEPARTMENT
110 S. MYRTLE AVENUE, SUITE 220
CLEARWATER, FLORIDA 33756**

SENT VIA E-MAIL: ROBERT.KASMER@MYCLEARWATER.COM

PREPARED BY

**JAMES M. MILLSPAUGH, MAI
JAMES MILLSPAUGH & ASSOCIATES, INC.
110 TURNER STREET
CLEARWATER, FL 33756-5211**

JAMES MILLSPAUGH & ASSOCIATES, INC.
REAL ESTATE APPRAISERS & CONSULTANTS
LICENSED REAL ESTATE BROKER

110 TURNER STREET, CLEARWATER, FLORIDA 33756-5211 PHONE: (727) 461- 2648 FAX: 442-8922
E-MAIL: jim@millspaugh-appraisals.com | WEBSITE: www.millspaugh-appraisals.com

August 10, 2023

Mr. Robert Kasmer
Real Estate Services Coordinator
City Of Clearwater Engineering Department
110 S. Myrtle Avenue, Suite 220
Clearwater, Florida 33756
Sent Via E-Mail: robert.kasmer@myclearwater.com

RE: Appraisal Services
Cleveland Street Segment
West Of McMullen-Booth Road
Roughly 600' South Of Drew Street
Clearwater, Florida 33759

Dear Mr. Kasmer:

At your request, I have made an appraisal report of the market value of the fee simple estate of the subject real property only. The property and methods utilized in arriving at the final value estimate are fully described in the attached report, which contains 21 pages and Addenda.

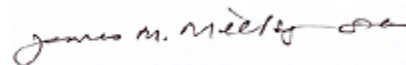
This Appraisal Report has been made in conformance with and is subject to the requirements of the Code of Professional Ethics and Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Institute and the Appraisal Foundation. The Appraisal Report and final value estimate are subject to all attached Contingent and Limiting Conditions.

I have made a careful and detailed analysis of the subject property and after analyzing the market data researched for this report, I estimate that the market value of the referenced real property only subject to the stated limitations, definitions and certifications set forth in the attached appraisal report as of August 3, 2023, was:

SEVENTEEN THOUSAND DOLLARS
(\$17,000)

Respectfully submitted,

JAMES MILLSPAUGH & ASSOCIATES, INC.



James M. Millspaugh, MAI
JMM:sg

JAMES M. MILLSPAUGH, MAI
State-Certified General Real Estate Appraiser RZ58

TABLE OF CONTENTS

INTRODUCTION

Title Page	
Letter of Transmittal	
Table of Contents	
Site Photographs	

DESCRIPTIONS, ANALYSES AND CONCLUSIONS

Identification of the Property	1
Census Tract Location/Zip Code	1
Flood Zone Location	1
Environmental Audit Data	1
Objective and Intended Use/Users of the Appraisal Report	1
Exposure Period Estimate	2
Statement of Ownership and Recent Sales History	2
Scope of the Appraisal	2
Definition of Market Value	2
Standard Contingent and Limiting Conditions	3
Certification	5
Area Description	6
Site Data	6
Assessment and Tax Data	6
Zoning and Land Use Data	8
Highest and Best Use	9
Land Value Estimate	9
Land Sales Analysis and Conclusions	18
Atypical Land Sales	19

ADDENDA

Qualifications of the Appraiser	
Standard Definitions	

EXISTING CONDITIONS

CLEVELAND STREET SEGMENT
WEST OF MCMULLEN-BOOTH ROAD
ROUGHLY 600' SOUTH OF DREW STREET
CLEARWATER, FLORIDA 33759

DATE OF PHOTOGRAPHS: AUGUST 3, 2023



SITE VIEW FROM CLEVELAND STREET



CLEVELAND STREET SCENE LOOKING WEST TOWARD SUBJECT

IDENTIFICATION OF THE PROPERTY:

The site is located at the western terminus of Cleveland Street west of McMullen-Booth Road about 600' south of Drew Street. It is legally described as follows:

Parcel #1: The North 20' of the East 115' of the North 142' of the S/2 of the SE/4 of the NW/4 of the NW/4 of Section 16, Township 29 South, Range 16 East (recorded O. R. Book 3308, Page 514).

Parcel #2: The south 20' of the following described parcel. Begin at the NE corner of the S/2 of the SW/4 of the NW/4 of the NW/4 of Section 16, Township 29 South, Range 16 East. Run thence West 115' MOL; thence run North 169'; thence run East 115'; thence run South 169' to the P.O.B. (recorded O. R. Book 6275, Page 724).

CENSUS TRACT LOCATION/ZIP CODE: #268.194/33759

FLOOD ZONE LOCATION: Pinellas County, Florida
Map #12103C0129H
Effective Date: 8/24/21

The subject and surrounding lands are located in an X zone that is "an area of minimal flooding" where flood insurance is not required.

ENVIRONMENTAL AUDIT DATA:

The Appraisal has been performed without benefit of an environmental audit and presumes that no problems exist, however, I reserve the right to review and/or alter the value reported herein should a subsequent audit reveal problems.

OBJECTIVE AND INTENDED USE/USERS OF THE APPRAISAL REPORT:

The objective of this report is to estimate the current market value base for the City of Clearwater in offering the parcel for sale as excess land to an adjacent owner as of August 3, 2023 (date of inspection and photographs). The intended users of the report are the City of Clearwater representatives and no others.

EXPOSURE PERIOD ESTIMATE:

This is the past period of time required to have sold the subject property at my value estimate on the appraisal date. The nature of the sale has been prompted by the adjacent owner to add the parcel to their assembled ownership. As such, this period of time would be several months but could be extended if the agreement for the value is contested.

STATEMENT OF OWNERSHIP AND RECENT SALES HISTORY:

The parcel is owned by the City of Clearwater that acquired title in two transfers in March 1970 and July 1986 with no subsequent transfers that would impact the current market value.

SCOPE OF THE APPRAISAL:

The extent of my research effort includes the Pinellas Clerk's and Property Appraiser's data, MLS data, various business periodicals, internet sources and my newspaper clipping files. I have inspected the described market and verified the land sales data with a related party. The report will include a two-step process of valuing the adjacent acreage and then considering the shape/size of the parcel by reviewing historical sale data for similar irregular shaped and/or sized parcels (Atypical Land Sales).

DEFINITION OF MARKET VALUE:¹

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

- (1) Buyer and seller are typically motivated;
- (2) Both parties are well informed or well advised, and acting in what they consider their own best interests;
- (3) A reasonable time is allowed for exposure in the open market;

(4) Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and

(5) The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

¹ Federal Deposit Insurance Corporation, 12 CFR, Part 323, RIN 3064-AB05, August 20, 1990, Section 323.2, Definitions.

STANDARD CONTINGENT AND LIMITING CONDITIONS:

This Appraisal is subject to the following limiting conditions and contingencies:

This Appraisal Report in no way represents a guaranty or warranty of estimated market value as reported herein. The Appraisal Report represents the opinion of the undersigned as to "one figure" based upon the data and its analysis contained herein.

The legal description furnished is assumed to be correct and unless otherwise noted, no survey or title search has been made. No responsibility is assumed by the Appraiser(s) for these or any matters of a legal nature and no opinion of the title has been rendered. The property is appraised as though under responsible ownership and management. The Appraiser(s) believe(s) that information contained herein to be reliable, but assume(s) no responsibility for its reliability.

The Appraiser(s) assume(s) there are no hidden or unapparent conditions of the property, subsoil, or structure which would affect the value estimate. Unless otherwise noted, the Appraiser(s) has not commissioned termite or structural inspection reports on any improvements or subsoil tests on the land.

The attached photos, maps, drawings, and other exhibits in this report are intended to assist the reader in visualizing the property and have been prepared by the Appraiser(s) or his staff. These exhibits in no way are official representations/surveys of the subject property.

Any distribution of the total valuation in this report between land and improvements applies only under the existing program of utilization. Separate valuations for land and buildings must not be used in conjunction with any other appraisal and are invalid if so used.

In this appraisal assignment, the existence of potentially hazardous material used in the construction or maintenance of the building, such as the presence of urea-formaldehyde foam insulation, and/or the existence of toxic waste, which may or may not be present on the property, was not observed by the Appraiser; nor does he/she have any knowledge of the existence of such materials on or in the property. The Appraiser, however, is not qualified to detect such substances. The existence of urea-formaldehyde insulation or other potentially hazardous waste material may have an effect on the value of the property. The Appraiser urges the client to retain an expert in the field if desired.

The Appraiser(s) will not be required to appear in court unless previously arranged. The Appraiser's duties pursuant to his employment to make the Appraisal are complete upon delivery and acceptance of the Appraisal Report.

Possession of this report or copy thereof does not carry the right of publication. Neither all nor any part of the contents of this report (especially any; conclusions as to value, the identity of the Appraiser(s), or the firm with which he is connected, or any reference to the Appraisal Institute or to the MAI or SRA designation) shall be disseminated to the public through advertising media, public relations media, news media, sales media, or any other public means of communication without the prior written consent and approval of the undersigned.

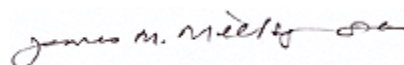
The Americans with Disabilities Act ("ADA") became effective January 26, 1992. The Appraiser(s) has (have) not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance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

CERTIFICATION

The undersigned does hereby certify that, except as otherwise noted in this appraisal report:

1. As of the date of this report, I, James M. Millspaugh, have completed the requirements under the continuing education program of the Appraisal Institute.
2. I have personally inspected the subject property and have considered all factors affecting the value thereof, and to the best of my knowledge and belief, the statements of fact contained in this appraisal report, upon which the analyses, opinions and conclusions expressed herein are based, are true and correct, subject to all attached Contingent and Limiting Conditions.
3. I have no present or contemplated future interest in the real estate that is the subject of this appraisal report.
4. I have no personal interest or bias with respect to the subject matter of this appraisal report or the parties involved.
5. My fee for this appraisal report is in no way contingent upon my findings. The undersigned further certifies that employment for this appraisal assignment was not based on a requested minimum valuation or an approval of a loan.
6. This appraisal report sets forth all of the limiting conditions (imposed by the terms of my assignment or by the undersigned) affecting the analyses, opinions, and conclusions contained in this report.
7. This appraisal report has been made in conformity with and is subject to the requirements of the Code of Professional Ethics and Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Institute and the Appraisal Foundation and may be subject to peer review. Further, I have met USPAP's competency provision and am capable of completing this appraisal assignment.
8. No one other than the undersigned prepared the analyses, conclusions and opinions concerning the real estate that are set forth in this appraisal report.
9. In my opinion, the estimated current market value of the subject real property only as of August 3, 2023, was:

SEVENTEEN THOUSAND DOLLARS
(\$17,000)



James M. Millspaugh, MAI
State-Certified General Real Estate Appraiser RZ58

AREA DESCRIPTION:

This is a major crossroads area in northern Pinellas located adjacent to the Courtney Campbell (SR #60) Causeway and the Bayside Bridge. Aside from the Gulf To Bay commercial district, and several major intersections, the bulk of the area is suburban residential in character with McMullen-Booth Road being a scenic corridor protected by Clearwater and Safety Harbor. While having among the highest traffic counts in north Pinellas along McMullen-Booth Road (53,500), US Highway 19 (117,000-119,000) remains the most active commercial route that continues to gradually shift to a limited access roadway. The traffic counts were reported in the 2021 Forward Pinellas Traffic Count Map.

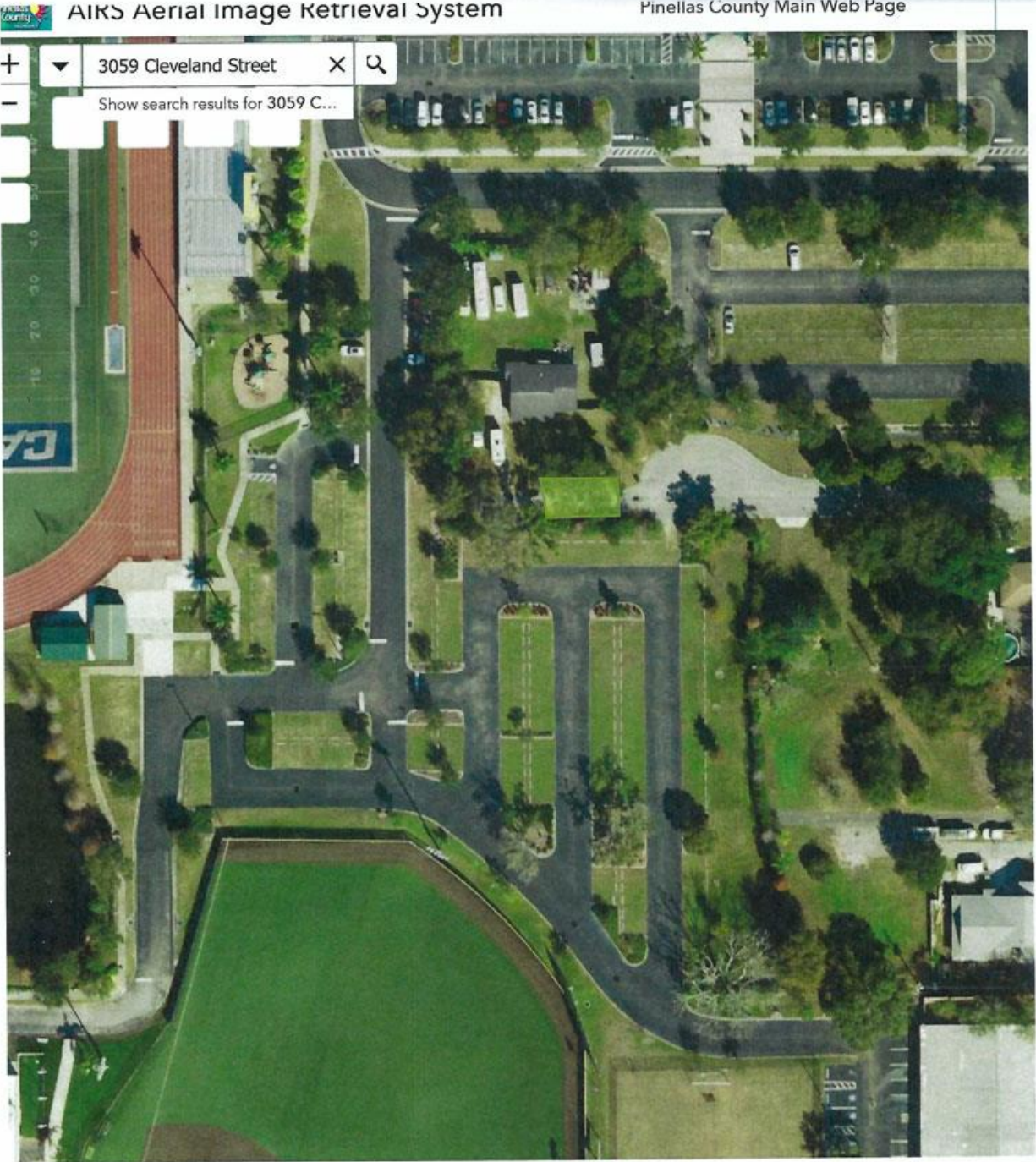
In addition to the area's large activity base including the major malls, the Clearwater Industrial Park, major sports venues and the massive Bayside Office District, there are no known major detrimental influences that would negatively impact the subject and its immediate locale.

SITE DATA:

The parcel comprises a 40' x 115' rectangle with the 40' dimension fronting Cleveland Street. Total land area then is 4,600 SF (40' x 115') that is currently paved as part of the municipal roadway.

ASSESSMENT AND TAX DATA:

The parcel does not have a tax parcel number due to the municipal ownership and public use.



3059 Cleveland Street X Q

Show search results for 3059 C...

0 50 100ft

27°57'57"N 82°42'25"W

ZONING AND LAND USE DATA:

These do not exist while the surrounding lands owned by Calvary Church are zoned I for Institutional with the same land use plan designation. The major use intention is for semi-public assembly uses of churches, schools and/ or fraternal buildings **with the regulations placed on these and other proximate properties due to their church ownerships and not locational characteristics.**

The level 1 uses (approved by the zoning administrator) include ALF, cemetery, community garden, congregate care, education facility, funeral homes, government use, hospital, medical clinic, museum, nursing home, places of worship, parks/ recreation, schools and telecommunication towers. These basic uses require 10- 40,000 SF sites except 5 acres for hospital, with setbacks of 25' front, 10' side, 20' back plus a 50' maximum height and FAR of .65 plus ISR of .85. Typical parking requirements include government (4/1,000), medical clinic (5/1,000), museum (3/1,000), place of worship (1/2 seats) and schools (1/ 3 students).

Flexible standard uses (19) require both staff and Community Development Board approvals with similar setbacks / height requirements. Level 2 uses (5) require approvals from staff, CDB and the City Commission. The regulations are fairly restrictive with the existing improvements having various nonconformities but being grandfathered-in for the existing uses. Under a change of use concept other than church/school uses, current regulations would be imposed and likely result in significantly smaller buildings with larger parking lots and storm retention.

This regulation is driven primarily by the church ownership and not the typical private land use trends. Lots to the west along Bayview Avenue are in the US 19 zoning district while those to the east of McMullen-Booth have varied low density residential zoning and improvements. The northwest corner of Drew/McMullen-Booth is zoned OS/R Open Space Recreational due to the city ball fields while if moved would likely have been some form of non-residential use such as the massive west adjacent Baycare office park that previously had been a subsidized housing complex. Currently, it has US 19 regulations while the 20A parcel to the

south extending to Gulf To Bay Boulevard is also zoned US 19. It is currently improved with several retail uses on Gulf To Bay plus an RV Park to the north along Bayview. That parcel has been in long-term land lease that is coming to its end in the short-term and is pending sale/redevelopment plans.

HIGHEST AND BEST USE: (Defined In The Addenda)

The existing church campus comprises a roughly 40 Acre rectangle with out-parcels along Cleveland Street and Cherry Lane likely diminishing the easy use of the total ownership. As such, to complete the assemblage for the church ownership, the privately owned improved parcels will require substantial price premiums and long-term delays that tend to lower the PSF value in comparison to an assembled parcel of the same or similar size. Clearly, however, the subject vacant small parcel has no practical individual use but would be in demand from the adjacent Calvary ownership entity.

LAND VALUE ESTIMATE: (Surrounding Acreage)

The following the Land Sale Comparisons are considered to value the subject 41.02 Acres MOL assemblage with the Institutional zoning generally equivalent to the prevalent trend along McMullen-Booth Road and Drew Street where retail is a small segment of the area uses. The data is summarized below along with pertinent details and considered to be cash equivalent.



LAND SALE #1

Location: Wraps around NE corner of SR #590 and McMullen-Booth road, Safety Harbor

Legal Description: Metes and Bounds Parcel #34/01, #34/02, #34/03, #34/09. #34/05, #34/06 and #34/07 plus all of Block 1 and 2, Sonia Terrace Subdivision Plat Book 19, Page 44 plus vacated streets.

Date of Sale: September 2018

Sales Price: \$8,000,000

Size: 34.45 Acres total including 10.15 Acres wetland, 24.3 Acres usable

Price PSF: \$7.56

Grantor/Grantee: Coopers Point Bayou, LLC./K & P Safety Harbor Estate, LLC.

Recording Data: O.R. Book 20214, Page 488

Sale Confirmed With: B. Stanley, Grantor Rep

Zoning: 2.8 Acres Office, 21.5 Acre Residential Median and Preservation

Comments: This vacant wooded parcel had been proposed several years earlier for a mixed-use complex of apartments/office but could not gain city approval. It was later purchased by Coopers Point for redevelopment into other uses after extensive public objections. This transfer was reportedly made with the intention of developing another college campus by the developer who had recently redeveloped the Clearwater Christian campus is off the Courtney Campbell Causeway. This transfer was made without zoning approvals while the buyer was not deterred.

LAND SALE #2

Location: Northeast corner of McMullen-Booth Road and Union Street, Safety Harbor

Legal Description: Lots 1-10, 51-70, both inclusive, plus parts of vacated Suwannee Street and Dixie Avenue, Dixie Subdivision, Plat Book 9, Page 80

Date of Sale: November 2018

Sales Price: \$1,400,000

Size: 310' x 363.1'; 112,561 SF

Price PSF: \$12.44

Grantor/Grantee: Cedar Street Properties, LLC./Cedar Street Crossings, LLC.

Recording Data: O.R. Book 19899, Page 1986

Sale Confirmed With: G. Maxon, Broker

Zoning: R-3 - Residential Suburban Land Use, Safety Harbor

Comments: The partially improved site (metal building/storage yard) was acquired for future development of a site plan approval for a two-story office building of 22,943 SF supported by a 77 space parking lot. The intersection is a secondary signalized corner located roughly 1 mile south of the Northwood Estates retail/office district where traffic counts on the 2017 Forward Pinellas Traffic Count map were at 59,915.

LAND SALE #3

Location: 3200 N. McMullen Booth Road, Clearwater

Legal Description: Metes and Bounds Parcel #22/07 located in the SE/4 of the NW/4 of Section 21, Township 28 South, Range 16 East

Date of Sale: January 2019

Sale Price: \$962,500

Size: 87,991 SF Irregular Shape, 244' Frontage, 336' Depth

Price PSF: \$10.94

Grantor/Grantee: Holy Trinity Episcopal Church in Countryside, Inc./Bosw3, LLC.

Recording Data: O.R. Book 20400, Page 0993

Data Confirmed With: R. Fisher, Broker

Zoning: I, Institutional, Clearwater

Comments: This parcel is excess land to the existing church that was improved with support space for the main facility. It was purchased for office space development due to its location directly across from the Mease Countryside hospital. The sale included an ingress-egress easement to the Mease Drive signalized intersection along with cross parking easements plus it had a fairly steep slope to a meandering stream along the southern site boundary. These issues plus demolition of the existing structure will result in a higher than normal site and building development expense. If developed for multi-family, the gross density was at 12.5 per acre or 25 units (\$38,500 per unit).

LAND SALE #4

Location: Wraps around SW corner of McMullen-Booth Road and Union Street, Clearwater

Legal Description: Metes and Bounds Parcel #s 22/01, 22/021 and 22/031 located in the NW/4 of the NW/4 of Section 4, Township 29 South, Range 16 East

Date of Sale: March 2019

Sale Price: \$2,850,000 adjusted for site re-mediation costs to \$3,450,000

Size: 8.33 Acres MOL, 313' McMullen-Booth frontage plus 177' on Union Street

Price PSF: \$9.51

Grantor/Grantee: D. Guy McMullen Living Trust et al./1990 N. McMullen-Booth Road LLC.

Recording Data: O.R. Book 20468, Page 0295

Data Confirmed With: G. Maxon, Broker

Zoning: AE, Agricultural Estate, RS – Residential Suburban Land Use, Pinellas County

Comments: This site wraps around a corner retention pond serving the roadway and borders a public school to the west. The corner is signalized with most uses along McMullen-Booth being low density residential and/or institutional. The site is being proposed for a 161 bed ALF, which can be developed at 3 times the maximum density per the land use of 7.5 units per acre. The contract had been pending various regulatory approvals from Spring 2017.

LAND SALE #5

Location: 504 Hoyt Avenue at west end off McMullen-Booth Road, Clearwater

Legal Description: South 138' of north 276' of west 442.19' of the SW/4 of the SW/4 (Metes and Bounds #33/01) located in Section 09, Township 29 South, Range 16 East

Date of Sale: April 2021

Sales Price: \$290,000

Size: 138' x 442': 61,022 SF

Price PSF: \$4.75

Grantor/Grantee: Intra-Urban Investment, LLC./City Of Clearwater

Recording Data: O.R. Book 21478, Page 0288

Sale Confirmed With: R. Byrzak, Grantee Rep.

Zoning: R-3, Pinellas County, RL – Residential Low Land Use (5 PA density max.)

Comments: This parcel has a 30' frontage that with Clearwater regulation after annexation would allow creation a flag-shaped lot for single-family units while adequate land area exists for up to seven living units. The parcel had been on the market for roughly seven months at \$399,000 reduced to \$369,000 and was purchased by the adjacent south municipal ownership for use as overflow parking/open space for the nearby public ball fields. The western 1/3 of the site had a severe slope towards proximate wetland areas and was heavily treed while the balance was open land surrounded by single-family uses. The remaining 30' of the unimproved Hoyt Avenue was owned by the city that had denied its use for a roadway that would have allowed multiple lots vs. the allowed single flag-shaped lot. Comparable sized single-family lots in this locale recently had sold near \$7.00 PSF which indicates a 1/3 discount for this site's lack of adequate access and steep slope.

LAND SALE #6

Location: West side of McMullen-Booth Road approximately 600' south of Enterprise Road, Clearwater

Legal Description: Metes and Bounds #22/01 located in the NW/4 of the NW/4 of Section 33, Township 28 South, Range 16 East

Date of Sale: September 2021

Sale Price: \$3,400,000

Size: 465' x 600' MOL; 6.52 Acre = 284,011 SF

Price PSF: \$11.97

Grantor: K. Freedom Trust/VC Clearwater Senior Housing, LTD.

Recording Data: O.R. Book 21787, Page 0500

Sale Confirmed With: Colliers Realty, Broker

Zoning: MDR – Medium Density Residential with Residential Low Median Land Use, Clearwater

Comments: This lightly wooded parcel backs to single-family with storm retention to the north and retail complex at the southwest corner of Enterprise Road. This location is essentially built-out with mixed-uses in a suburban shopping district. It was purchased for the development of an ALF.

LAND SALE #7

Location: 24339 US Highway 19 N., Clearwater

Legal Description: Lot 2, Aventon in Clearwater, Plat Book 145, Page 140

Date of Sale: September 2021

Sales Price: \$15,559,300

Size: 22.762 Acres MOL, Including 2 drive lanes off US Highway 19

Price PSF: \$15.69 PSF

Price Per Unit: \$39,291

Grantor/Grantee: Southern Comfort Park, Inc./Aventon Clearwater Owner, LLC.

Recording Data: O.R. Book the 21731, Page 0598

Sale Confirmed With: Coastal Bay Reality

Zoning: US 19 Corridor Clearwater

Comments: This former mobile home park was purchased for redevelopment into a 396-unit apartment complex to be housed in 10 four-story buildings having units ranging from 752-1,488 SF with an approximate 1,300 SF average size. The mobile homes and owner interests had been satisfied before the transaction with some contamination issues representing credits at the time of closing after a Fall 2020 initial contract. The site is generally of conventional rectangular shape with a 2.2-acre wetland area located along the eastern site boundary and enclosed by wetland buffers plus several retail-use parcels fronting the US 19 service road.

Land Sale Re-Cap Chart

Sale #	Date Of Sale	Sales Price	Site Size In SF	Price PSF
1	9/18	\$8,000,000	1,058,508	\$ 7.56
2	11/18	\$1,400,000	112,561	\$12.44
3	1/19	\$ 962,500	87,991	\$10.94
4	3/19	\$3,450,000	362,855	\$ 9.51
5	4/21	\$ 290,000	61,022	\$ 4.75
6	9/21	\$3,400,000	284,011	\$11.97
7	9/21	\$15,559,300	991,513	\$15.69
Subject	--	--	1,786,831	--

LAND SALES ANALYSIS AND CONCLUSIONS: Calvary Assemblage

The range of prices from \$4.75-\$15.69 PSF is considered to bracket the subject PSF value. The two large transactions ranged from \$7.56-\$15.69 with the highest located primarily off US 19 with the liberal zoning that, in reality, was not used to support the apartment complex. An existing 20+ acre site at Bayview/Gulf To Bay Boulevard that includes a 16 Acre RV Park fronting Bayview plus a variety of retail uses along Gulf To Bay has been on the market at from \$20.00-\$25.00 PSF but is not closed due to a long-term net lease that will expire soon. That price level for Land Sale #7 and the listing is superior to the subject but also has excluded out-parcels that would benefit the re-development efforts. Essentially, the subject proximate street frontage uses would restrict the overall price PSF value from these high points. Land Sale #1, however, would be more representative of the subject as it too did not control the proximate corner parcel and the existing zoning intensity was overall inferior to the subject. This sale is also dated and required upward time adjustment. Aside from #5 at only \$4.75 PSF due to single-family zoning and access restrictions, the other examples range from \$9.51-\$12.44 PSF for smaller parcels with most having more intense uses than the subject and generally increasing with time to some extent. As such then, the subject would appear to be realistic around \$10.00 PSF before adjustment down due to the large size (-20%) and excluded out-parcels (-5%) that would support the subject 41.02 Acre campus at roughly **\$7.50 PSF**.

ATYPICAL LAND SALES:

The next step is to estimate an impacted value for a restricted lot that appears suitable only for the adjacent buyer for extra yard space and/or expansion of the existing improvements. The following examples are the best known to me located in the greater Clearwater/North Pinellas area.

This southerly 15' of Lot 1, Hugh B. Hatch Subdivision located on CR #1 in Dunedin sold in August 1976, for \$2,500. This was an unusable strip of excess land that was sold to one of three adjoining property owners. Its dimensions were 15' x 1,316'. The land, if conventionally shaped, would have been valued at \$10,000 per acre or \$4,540 for the narrow strip. The actual price reflects 55% of the conventional value and was influenced by the fact that the third owner at the end of the strip could have utilized this site for another access road (recorded O. R. Book 4455, Page 11).

A 70' x 572' site located on the north side of Lakeview Road about ¼ mile east of S. Ft. Harrison Avenue, Clearwater, sold in June 1986 for \$126,236 or \$3.15 PSF. It had been railroad owned, was zoned for light industrial and was purchased for speculative office/storage development by the area's most active developer. The site was bounded by the active rail line on one side and a platted but unimproved street on the other. Both adjacent rights of way benefited this site's ultimate development potential. At that point in time, other similar located sites of conventional shape would have been valued at \$6.00 PSF which indicated this usable tract sold at 52.5% of standard due to its narrow configuration (recorded O. R. Book 6255, Page 965).

Another similar scenario included a 34.72' x 112.57' MOL strip of former railroad right of way located south of Ohio Avenue in Palm Harbor where only the adjacent owner could benefit from its purchase. This site was fully improved with this parcel simply representing excess land. The site was purchased for \$5,000/\$1.48 PSF in July 1994 at a point when the full value for the adjacent land use was \$3.50 PSF. This sale then represents 42% of full value (recorded O. R. Book 8728, Page 1775).

Another more recent example in January 1996 included the sale of the vacated Milwaukee Avenue extending north from Main Street in Dunedin to Skinner Boulevard. This 40' x 489' MOL section of land was purchased by one of several adjacent owners to form a larger parcel. The buyer already owned a 3± acre site but was motivated to create more buildable areas in anticipation of future demand. The \$24,000/\$1.07 PSF price reflected an average of 34.6% of adjacent land values for low density residential, office and related concepts (recorded O. R. Book 9213, Page 798).

A downtown Clearwater example included a 15' x 210' parcel located in the southeast quadrant of Drew and Myrtle (Parcel #15-29-15-00000-220-0200) which fronted an unpaved alleyway about 180' south of Drew Street. This site had no individual utility but was located in the development rectangle of the adjacent private school campus where land value was fair at \$5.00 PSF. Both adjacent owners bid for the property and the high bidder at \$7,300 sold the option to the private school at \$3,500 in August 1998. Therefore, the total \$10,800 cost indicated \$3.42 PSF for a site having no substantial benefit to either party. This transaction then reflected 68.4% of the \$5.00 PSF normal value (recorded O. R. Book 10214, Page 1250).

The previous public Damascus Road Clearwater extending north into the Clearwater Christian College campus off the Courtney Campbell Parkway was acquired by the re-developer of the college campus to control the total ownership. The campus included 27.33 acres plus wetlands of 9.27 acres with a road having 20' x 920' approximate dimensions and total land area of 17,960 SF. It had been previously acquired as an access to Cooper's Point public parkland with this sale also including an easement to replace the roadway. The roadway site was acquired at \$137,000 per recent appraisal that represented roughly 86.5% of the value for the uplands ($\$7.63/\$8.82 = .865$) (recorded O. R. Book 20323, Page 2319).

A substandard single-family lot (25' x 91') located at the northwest corner of Engman Street and Douglas Avenue, Clearwater, sold to the adjacent owner for extra yard space in April 2019 at \$2,300 or \$1.02 PSF while typically sized lots were selling near \$4.00 PSF. This reflects 25.6% of normal pricing. This site was a corner that noticeably improved the residence at 1164 Engman Street. The lot was legally described as Lot 66, Block D, Greenwood Park #2, Plat Book 8, Page 16 (recorded at O. R. Book 20487, Page 0255).

Another example included a 76' x 91' site that only fronted the Pinellas Trail but bordered an apartment building and single-family residence that had frontage on Overbrook Avenue and Sunset Point Road in northern Clearwater. The site had an MDR zoning with RU – Residential Urban Land Use (allowed 7.5 PA). Both parties expressed an interest in the site that was 10'-12' above the trail surface but only the residence buyer submitted a bid. It sold at \$6,006 in January 2020 on a SF basis and was near 75% of typical lot prices in this locale (recorded O. R. Book 20844, Page 2448).

While the subject is likely too small for separate development, it is of conventional shape with Cleveland Street access and is highly logical for acquisition by the adjacent owner with a 50% likelihood. Therefore, the subject site would be valued as follows:

$$4,600 \text{ SF} @ \$7.50 \text{ PSF} \times .50 = \$17,250$$

ROUNDED TO \$17,000

ADDENDA

QUALIFICATIONS OF THE APPRAISER
JAMES M. MILLSPAUGH, MAI

APPRAISAL EXPERIENCE:

Appraisal experience in Pinellas County, Florida, since 1968 when associated with Ross A. Alexander, MAI, of Clearwater. Formed James Millspaugh & Associates, June 1980, in Clearwater. The firm concentrates the majority of its appraisal activities in Pinellas County with experience throughout the Tampa/St. Petersburg/ Clearwater MSA.

APPRAISAL PLANT DATA:

In addition to maintaining its location near the main Pinellas County Courthouse complex for easy access to governmental offices and the official public records maintained in the Clerk's and Property Appraiser's offices for in-depth background research, the company subscribes to Stellar MLS statewide data, Pinellas Realtor Organization (PRO) Data, NAR Real Property Research demographic/trend data, the weekly Tampa Bay Business Journal, the daily Tampa Bay Newswire, quarterly RealtyRates.com plus the Marshall Valuation Service Cost Data, and national surveys on lodging, food service, office, industrial parks, mini-storage and shopping center markets.

COMMERCIAL APPRAISAL ASSIGNMENTS performed include golf courses, postal facilities, commercial buildings, shopping centers, warehouse/manufacturing buildings, mobile home and R.V. parks, financial institutions, nursing homes, motels, timeshares, restaurants, houses of worship, office buildings, apartment buildings, commercial and residential condominium projects (both proposed and conversions), marinas, theaters, fraternal buildings, school facilities, seaport facilities, railroad corridors, easements, leasehold and leased fee estates, life estates, vacant sites, including environmentally sensitive lands, and condemnation cases involving partial and total takings. Feasibility/market studies have been performed for industrial, office, retail, residential and timeshare markets.

APPRAISAL EDUCATION:

American Institute of Real Estate Appraisers (AIREA) courses successfully completed:

I-A: Basic Principles, Methods and Techniques - 1973

VIII: Single Family Residential Appraisal - 1973

I-B: Capitalization Theory and Techniques - 1974

II: Urban Properties - 1975

IV: Condemnation - 1978

: Standards of Professional Practice - 1992, Parts A & B

Society of Real Estate Appraisers (SREA) courses successfully completed:

301: Special Applications of Appraisal Analysis – 1980

JAMES M. MILLSPAUGH, MAI

(Qualifications Continued)

RECENT SEMINARS ATTENDED: Sponsored by The Appraisal Institute
Valuation of Wetlands, 2004.

Commercial Highest and Best Use – Case Studies., 2005.

Uniform Standards (Yellow Book) for Federal Land Acquisitions, 2007.

Condominiums, Co-Ops and PUDS, 2007.

Analyzing Distressed Real Estate, 2007.

Appraisal Curriculum Overview, Two-Day General, 2009.

Cool Tools: New Technologies for Real Estate Appraisers, 2010.

Valuation of Detrimental Conditions, 2010.

Analyzing Tenant Credit Risk/Commercial Lease Analysis, 2011.

Fundamentals of Separating Real and Personal Property and Intangible Business Assets,
2012.

Marketability Studies: Advanced Considerations and Applications, 2013.

Lessons From the Old Economy: Working in the New, 2013.

Critical Thinking in Appraisals, 2014.

Litigation Appraising, 2015.

Webinars on the FEMA 50% Rule, Wind Turbine Effects on Value and Contamination and The
Valuation Process, 2015.

Business Practice and Ethics, 2017.

Parking and its Impact on Florida Properties, 2018.

Solving Land Valuation Puzzles, 2018.

Insurance Appraisals, 2018.

Evaluating Commercial Leases, 2019.

Artificial Intelligence, AVMs and Blockchain, 2019.

Appraising Donated Real Estate Conservation Easements, IRS, 2020.

Florida State Law Update, 2022.

National USPAP Update, 2022.

EDUCATION:

Bachelor of Science in Business Administration, University of Florida
Associates of Arts, St. Petersburg Junior College

PROFESSIONAL AFFILIATIONS AND CERTIFICATION

Member: Appraisal Institute with the MAI designation, Certificate #6087, awarded April, 1980. Mr. Millspaugh is a past President of The Gulf Atlantic Florida Chapter of the AI (formerly Florida Chapter No. 2), served as an admissions team leader for the West Coast Florida Chapter, is the past Chairman for the National Ethics Administration Division of the Appraisal Institute and served as the Region X Member of the Appellate Division of the Appraisal Institute. Mr. Millspaugh is a State-Certified General Real Estate Appraiser (RZ58) and has served as a pro-bono expert witness for the Florida Real Estate Appraisal Board.

Member: Pinellas Realtors Organization, National Association of Realtors

Note: The AIREA and SREA merged into one organization on January 1, 1991, that is now known as the AI - Appraisal Institute.

STANDARD DEFINITIONS

HIGHEST AND BEST USE:

1. **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.**
2. The use of an asset that maximizes its potential and that is possible, legally permissible, and financially feasible. The highest and best use may be for continuation of an assets existing use or for some alternative use. This is determined by the use that a market participant would have in mind for the asset when formulating the price that it would be willing to bid. (IVS)
3. [The] highest and most profitable use for which the property is adaptable and needed or likely to be needed in the reasonably near future. (Uniform Appraisal Standards for Federal Land Acquisitions)
4. [For fair value determination] The use of a nonfinancial asset by market participants that would maximize the value of the asset or the group of assets and liabilities (for example, a business) within which the asset would be used. (FASB Glossary) The highest and best use of a nonfinancial asset takes into account the use that is physically possible, legally permissible, and financially feasible. (FASB 820-10-35-10B). The highest and best use of a nonfinancial asset establishes the valuation premise used to measure the fair value of the asset, as follows: (a) The highest and best use of a nonfinancial asset might provide maximum value to market participants through its use in combination with other assets as a group (as installed or otherwise configured for use) or in a combination with other assets and liabilities (for example, a business). (b) The highest and best use of the asset might provide maximum value to market participants on a standalone basis. (FASB 820-10-35-10E)

FEE SIMPLE ESTATE: 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.

LEASEHOLD ESTATE: The right held by the lessee to use and occupy real estate for a stated term and under conditions specified in the lease.

LEASED FEE INTEREST: The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversionary right when the lease expires.

REPLACEMENT COST: The estimated cost to construct, at current prices as of a specific date, a substitute for a building or other improvements, using modern materials and current standards, design and layout.

REPRODUCTION COST: The estimated cost to construct, at current prices as of the effective date of the appraisal, a duplicate or replica of the building being appraised, using the same or similar materials, construction standards, design, layout and quality of workmanship and embodying all the deficiencies, super-adequacies, and obsolescence of the subject building.

2. Appraisal Institute, The Dictionary of Real Estate Appraisal - Seventh Edition, 2022. pages 83, 88, 105 and 163.

