APPRAISAL REPORT OF **7595 N 600 W** McCordsville, IN 46055 Hancock County

As of October 25, 2023

Prepared For:

Tim Gropp, Town Manager Town of McCordsville 6280 W 800 N McCordsville, IN 46055

Prepared By

Traynor and Associates, Inc. Ben Crabtree, IN-TR42200025 Zora L. Crabtree, IN-CG40700381 File: 23425

TRAYNOR AND ASSOCIATES, INC. 6750 East 75th Street Indianapolis, IN, 46250

(317) 813-4990 x318 ben@traynorassociates.com http://www.traynorassociates.com/

November 2, 2023

Tim Gropp, Town Manager Town of McCordsville 6280 W 800 N McCordsville, IN 46055

> Re: Appraisal Report, Real Estate Appraisal 7595 N 600 W McCordsville, IN 46055 Hancock County

> > File Name: 23425

Dear Tim Gropp:

An inspection of the above referenced property has been made for the purpose of rendering an estimate of market value as of October 25, 2023. The subject is 0.32 acres improved with a 1,055-square-foot single-family dwelling. The subject is zoned CR – Commercial Regional. The subject is anticipated to be razed for development of McCord Square, a \$50 million downtown development featuring residential, office, retail, a town hall and civic commons with an outdoor amphitheater.

Please reference page 10 of this report for important information regarding the scope of research and analysis for this appraisal, including property identification, inspection, highest and best use analysis and valuation methodology.

We certify that we have no present or contemplated future interest in the property beyond this estimate of value. The appraisers have not performed any prior services regarding the subject within the previous three years of the appraisal date.

Your attention is directed to the Limiting Conditions and Assumptions section of this report (page 8). Acceptance of this report constitutes an agreement with these conditions and assumptions. In particular, we note the following:

TRAYNOR AND ASSOCIATES, INC.

Hypothetical Conditions

The appraisers are making a hypothetical condition that the subject is zoned for residential use and that the highest and best use as vacant and as improved is for a single family dwelling although the subject is zoned for commercial use. The appraisers have been asked to provide a value for the dwelling for the City of McCordsville although the dwelling will be demolished for redevelopment of McCords Square. This will be the premise for the remainder of the report.

Extraordinary Assumptions

The appraisers are making an extraordinary assumption that the dwelling was in average condition at time of sale. The appraiser is also making an extraordinary assumption that all mechanical and utility connections are in working order and sufficient to service the subject. If either of these extraordinary assumptions are false, the appraisers reserve the right to amend this appraisal.

Based on the appraisal described in the accompanying report, subject to the Limiting Conditions and Assumptions, Extraordinary Assumptions and Hypothetical Conditions (if any), we have made the following value conclusion(s):

Value Conclusions						
Premise Interest Appraised Effective Date Value Conclusion						
Current As Is Market Value	Fee Simple	10/25/2023	\$192,000			

Respectfully submitted, Traynor and Associates, Inc.

Ben Crabtree Staff Appraiser Licensed Trainee Appraiser IN - TR42200025

Zona L. Craptree

Zora L. Crabtree Staff Appraiser Certified General Appraiser IN - CG40700381

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SUMMARY OF IMPORTANT FACTS AND CONCLUSIONS

	Subject Summary
Property Identification	
Property Name	7595 N 600 W
Property Major Type	Residential
Address	7595 N 600 W
City	McCordsville
County	Hancock
State	IN
Zip	46055
Tax ID	30-01-25-201-010.000-018
Legal Description	MYRTLE SMITH L10
Owner	MCCORDSVILLE INVESTORS LLC
Site Characteristics	
Land SF	13,939
Acres	0.32
Topography	Mostly Level
Zoning	CR
Improvement Characteristics	
GBA	1,055
Quality	Average
Condition	Average
No. of Buildings	1
No. of Stories	1
Year Built	1950

Report Dates			
Report Date	11/2/2023		
Inspection Date	10/25/2023		
As Is Date of Value	10/25/2023		

Intended Use and Users

Intended Use

To provide an estimate of market value. This report is for the use and benefit of the Town of McCordsville.

2023

Intended Users				
Town of McCordsville & Tim Gropp				
	Tax Summary			
Taxing Authority	Hancock County Assessor's Office			
Tax Year(s)	2022			
Total Tax Rate	0.020000			

Assessment Year(s)

Real Estate Assessment and Taxes						
Tax ID	Land	Land Improvements Other Total Assessment		Tax Rate	Taxes	
30-01-25-201-010.000-018	\$32,000	\$76,900	\$0	\$108,900	0.020000	\$2,178.00

It is important to note that the tax rate is 0.030582. However, non-occupied residential homes are capped at 2%.

Based on Information obtained from the client, various recognized published data sources and / or the county assessor's records, the subject property ownership history has no prior sales in the last three years.

Highest and Best Use			
Highest and Best Use as Vacant	Commercial Use		
Highest and Best Use as Improved	Commercial Use		

As Is Value Indications				
As Is Market Value	Current 10/25/2023			
Interest Appraised	Fee Simple			
Estimated Exposure Time	1-3 Months			
Estimated Marketing Time	1-3 Months			
Cost Approach				
Cost Approach Value	N/A			
Sales Comparison Approach				
No. of Improved Sales	4			
Sales Approach Value	\$192,000			
Income Capitalization Approach				
Income Approach Value	N/A			
Market Value Conclusion	\$192,000			

Summary of	Values
Value Premise	As Is
Date of Value	10/25/2023
Value Type	Market Value
Value Perspective	Current
Interest Appraised	Fee Simple
Improved Sales Analysis	\$192,000
Value Conclusion:	\$192,000

LIMITING CONDITIONS AND ASSUMPTIONS

Acceptance of and/or use of this report constitutes acceptance of the following limiting conditions and assumptions; these can only be modified by written documents executed by both parties.

This appraisal is to be used only for the purpose stated herein. While distribution of this appraisal in its entirety is at the discretion of the client, individual sections shall not be distributed; this report is intended to be used in whole and not in part.

No part of this appraisal, its value estimates or the identity of the firm or the appraiser(s) may be communicated to the public through advertising, public relations, media sales, or other media.

All files, work papers and documents developed in connection with this assignment are the property of Traynor and Associates, Inc.. Information, estimates and opinions are verified where possible, but cannot be guaranteed. Plans provided are intended to assist the client in visualizing the property; no other use of these plans is intended or permitted.

No hidden or unapparent conditions of the property, subsoil or structure, which would make the property more or less valuable, were discovered by the appraiser(s) or made known to the appraiser(s). No responsibility is assumed for such conditions or engineering necessary to discover them. Unless otherwise stated, this appraisal assumes there is no existence of hazardous materials or conditions, in any form, on or near the subject property.

Unless otherwise stated in this report, the existence of hazardous substances, including without limitation asbestos, polychlorinated biphenyl, petroleum leakage, or agricultural chemicals, which may or may not be present on the property, was not called to the attention of the appraiser nor did the appraiser become aware of such during the appraiser's inspection. The appraiser has no knowledge of the existence of such materials on or in the property unless otherwise stated. The appraiser, however, is not qualified to test for such substances. The presence of such hazardous substances may affect the value of the property. The value opinion developed herein is predicated on the assumption that no such hazardous substances exist on or in the property or in such proximity thereto, which would cause a loss in value. No responsibility is assumed for any such hazardous substances, nor for any expertise or knowledge required to discover them.

Unless stated herein, the property is assumed to be outside of areas where flood hazard insurance is mandatory. Maps used by public and private agencies to determine these areas are limited with respect to accuracy. Due diligence has been exercised in interpreting these maps, but no responsibility is assumed for misinterpretation.

Good title, free of liens, encumbrances and special assessments is assumed. No responsibility is assumed for matters of a legal nature.

Necessary licenses, permits, consents, legislative or administrative authority from any local, state or Federal government or private entity are assumed to be in place or reasonably obtainable.

It is assumed there are no zoning violations, encroachments, easements or other restrictions which would affect the subject property, unless otherwise stated.

The appraiser(s) are not required to give testimony in Court in connection with this appraisal. If the appraisers are subpoenaed pursuant to a court order, the client agrees to pay the appraiser(s) Traynor and Associates, Inc.'s regular per diem rate plus expenses.

Appraisals are based on the data available at the time the assignment is completed. Amendments/modifications to appraisals based on new information made available after the appraisal was completed will be made, as soon as reasonably possible, for an additional fee.

Americans with Disabilities Act (ADA) of 1990

A civil rights act passed by Congress guaranteeing individuals with disabilities equal opportunity in public accommodations, employment, transportation, government services, and telecommunications. Statutory deadlines become effective on various dates between 1990 and 1997. Traynor and Associates, Inc. has not made a determination regarding the subject's ADA compliance or non-compliance. Non-compliance could have a negative impact on value, however this has not been considered or analyzed in this appraisal.

SCOPE OF WORK

According to the Uniform Standards of Professional Appraisal Practice, it is the appraiser's responsibility to develop and report a scope of work that results in credible results that are appropriate for the appraisal problem and intended user(s). Therefore, the appraiser must identify and consider:

- the client and intended users;
- the intended use of the report;
- the type and definition of value;
- the effective date of value;
- assignment conditions;
- typical client expectations; and
- typical appraisal work by peers for similar assignments.

Scope Summary - Definition of the Problem

Problem

To estimate the current "As Is" market value for asset management purposes.

Intended Use

To provide an estimate of market value. This report is for the use and benefit of the Town of McCordsville.

Intended User(s)

Town of McCordsville & Tim Gropp

Appraisal Report

Based on the intended users understanding of the subject's physical, economic and legal characteristics, and the intended use of this appraisal, an appraisal report format was used.

This is an Appraisal Report as defined by Uniform Standards of Professional Appraisal Practice under Standards Rule 2-2(a). This format provides a summary or description of the appraisal process, subject and market data and valuation analyses.

Scope of Work

Property Identification

The subject has been identified by the legal description and the assessors' parcel number.

Is this a 'Land Only' appraisal?

No

Inspection

A complete exterior inspection of the subject property has been made, and photographs taken.

Zoning

A complete analysis of zoning and applicable land use controls, including a review of potential deed restrictions has been made.

Market Analysis

A complete analysis of market conditions has been made.

Highest and Best Use Analysis

A complete as vacant and as improved highest and best use analysis for the subject has been made. Physically possible, legally permissible and financially feasible uses were considered, and the maximally productive use was concluded.

Data Sources				
Category	Sources			
Market Data	IRED, CoStar, Mibor, IREM, Files			
Subject Ownership & Transaction History	Hancock County Assessor's Office			
Subject Assessment & Tax Data	Hancock County Assessor's Office			
Subject Site Data	Hancock County Assessor's Office			
Subject Zoning Data	City - McCordsville, IN			
Subject Improved Data	Hancock County Assessor's Office			
Sale Comparables	IRED, CoStar, Mibor, IREM, Files			
Lease Comparables	IRED, CoStar, Mibor, IREM, Files			
Expense Comparables	N/A			
Subject Construction Estimates	N/A			
Subject Operating Data	N/A			

Utilized Approaches to Value

Cost Approach

There is inadequate data to develop a land value and the age of the improvements makes the depreciation difficult to accurately measure.

Sales Comparison Approach

There is adequate data to develop a value estimate and this approach reflects market behavior for this property type.

х

Income Approach

The subject is not an income producing property and this approach does not reflect market behavior for this property type.

Hypothetical Conditions

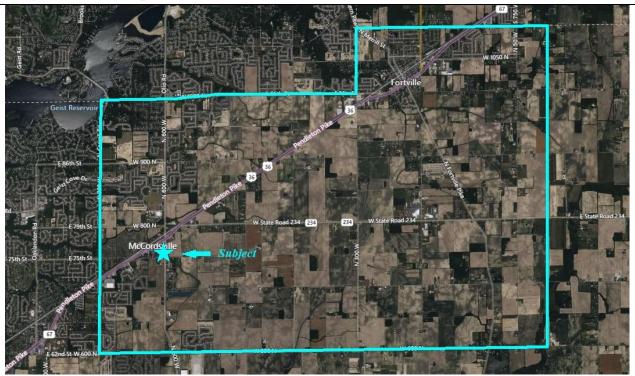
The appraisers are making a hypothetical condition that the subject is zoned for residential use and that the highest and best use as vacant and as improved is for a single family dwelling although the subject is zoned for commercial use. The appraisers have been asked to provide a value for the dwelling for the City of McCordsville although the dwelling will be demolished for redevelopment of McCords Square. This will be the premise for the remainder of the report.

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AREA DESCRIPTION AND BOUNDARIES

Neighborhood Map



Map Source: Bing Maps

Neighborhood:	Area Description & Boundaries Vernon Township
Location:	Vernon Township of Hancock County, McCordsville, Indiana
Neighborhood Bou	Indaries
North:	W 1000 N
South:	W 600 N
East:	N Meridian Road
West:	N 700 W

The neighborhood boundaries extend from W 1000 N to W 600 N on a north south axis and from N Meridian Road to N 700 W on an east west axis.

Market Area and Property Characteristics

Area & Property Use Characteristics							
					Up Stbl Dn		
Location	Urban	X Suburban	Rural	Population Trend	X		
Built Up Fully Developed	Over 75%	X 25% to 75%	Under 25%	Employment Trend	X		
Development Pace	X Rapid	Steady	Slow	Personal Income Level	Χ		
Property Values	X Increasing	Stable	Declining	Retail Sales	X		
Demand/Supply	Shortage	X In Balance	Over Supply	New Construction	Χ		
Vacancy Trend	Increasing	X Stable	Declining	Vacancy Trend	X		
Change in Economic Base	Likely	Unlikely	X Taking Place	Rental Demand	X		
Is subject in Opportunity Zone? No							

Housing and Income

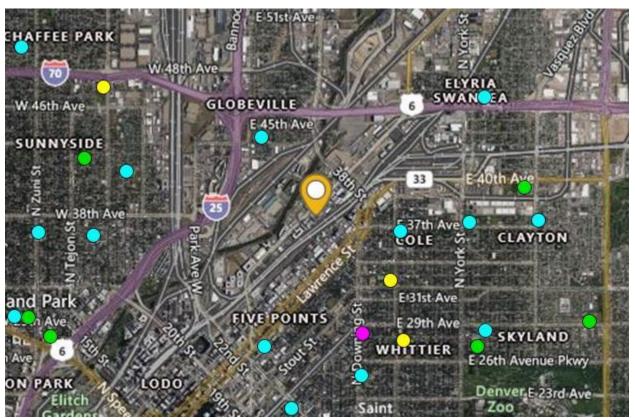
	Median Home Value and Household income Summary
Median Home Value	\$272,117
Median Household Income	\$116,139

Major Employers

	Major Employers	
1.	Amazon Fulfillment Center	
2.	Hancock Health	
3.	Covance Laboratories	
4.	Elanco	
5.	Indiana Automotive Fasteners	

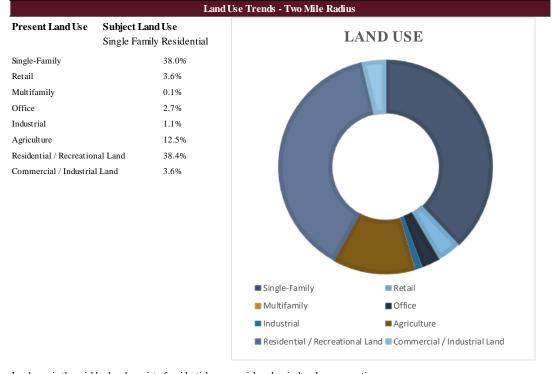
School District

School District Map



Source: Bing Maps and https://www.greatschools.org/

School District Summary	
School District	Mt. Vernon Community School Corporation
District Spending N/A	
Student Teacher Ratio	17.14
Enrollment	4,226
School District URL	http://www.mvcsc.k12.in.us/



Land Use Trends

Land uses in the neighborhood consist of residential, commercial, and agricultural use properties.

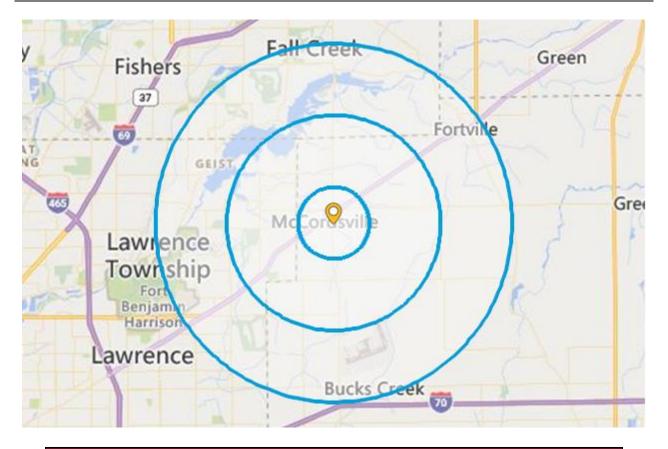
Adjacent Property Use

Property Use

The Town of McCordsville is located on the northwest side of Hancock County and was incorporated in 1988. The Town of McCordsville offers a hometown feel, while remaining conveniently located to city life. McCordsville is one of the fastest growing communities in percentage terms in the State of Indiana. The Town of McCordsville borders Marion County to west and Hamilton County to the north and includes a portion of Geist Reservoir, one of the town's best recreational resources and for the region. Access to fast, reliable internet via Fiber-to-the-Premises initiative also makes the City of McCordsville more attractive to businesses, particularly high-tech industries. McCordsville is also developing new walking and multi-use path systems to spur new, safe connections within the community. The subject's immediate neighborhood has a variety of uses such as commercial, residential, agricultural, and some special use properties as well. The subject is adjacent west of McCord Square, a proposed 48-acre mixed-use residential, commercial and civic area set to be McCordsville town center. The first development will be two 4-story mixed use buildings featuring 205 apartments, with space for retail on the main level. The development will also feature townhomes, office and restaurant space. The site rendering shows that the subject tract is likely to become part of the McCord Square development.North, south and west of the subject are single family dwellings. Further north is commercial use including a CVS drug store, gas station and strip center. Further south is a city park, cemetery and strip center with a GBC Bank and US Post office and McCordsville Elementary School. There are also two new subdivisions being developed near the subject, Hampton Walk, featuring single family homes with home prices between \$265,990 and \$521,990, and low maintenance homes by Fischer Homes and Colonnade, a single family subdivision featuring Pyatt Builders with home prices \$357,000+, and Beazer Homes with home prices from \$391,990+. Gateway Crossing is an existing subdivision and apartment complex west of Hampton Walk. Further west of the subject along W. Broadway Street are commercial properties such as McCordsville Christian Church, nursery, antique store, auto sales, Meijer, Crew Carwash, and Living Streams Community Church. North of U.S. Highway 36 and the railroad tracks is the Village of Brookside, a PUD featuring residential uses, an assisted living center and a health center for Hancock Regional Health. Fischer Homes is currently building there with home prices between \$433,990 and \$522,990. An operating railroad system ran by CSX Transportation, Inc., runs along the north side of W. Broadway (U.S. Highway 36/ Pendleton Pike) through the town of McCordsville. This track has two main tracks with a maximum authorized speed of 60 mph and is operated by an automated traffic control system.

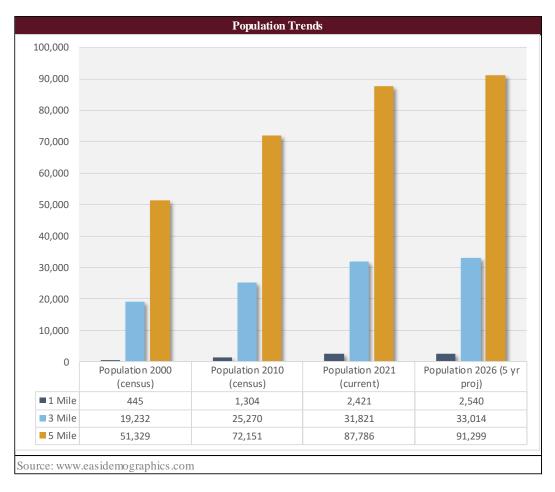
Demographics

Selected neighborhood demographics are shown in the following map and tables:



Demographics Map

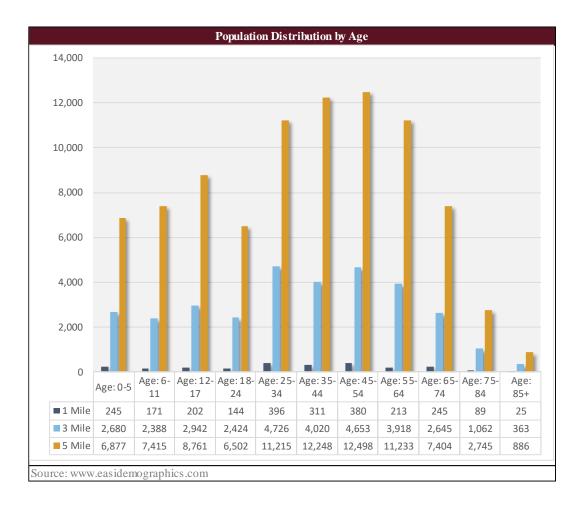
Selected Demographics			
Category	1 Mile	3 Mile	5 Mile
Trade Area			
Area (sq miles)	3.14	28.27	78.5
Density (pop/sq mile)	770.80	1,125.60	1,117.9
Population			
Population 2000 (census)	445	19,232	51,32
Population 2010 (census)	1,304	25,270	72,15
Population 2021 (current)	2,421	31,821	87,78
Population 2026 (5 yr proj)	2,540	33,014	91,29
% Change 2010-Current	85.6%	25.9%	21.7%
% Change 5 Yr Forecast	4.9%	3.8%	4.0%
% Change 2000-2010	192.8%	31.4%	40.6%



The following chart details Population trends in the selected area:

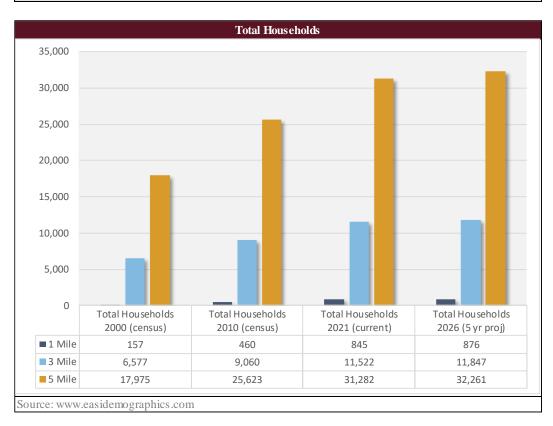
The following table and chart details Age Distribution in the selected area:

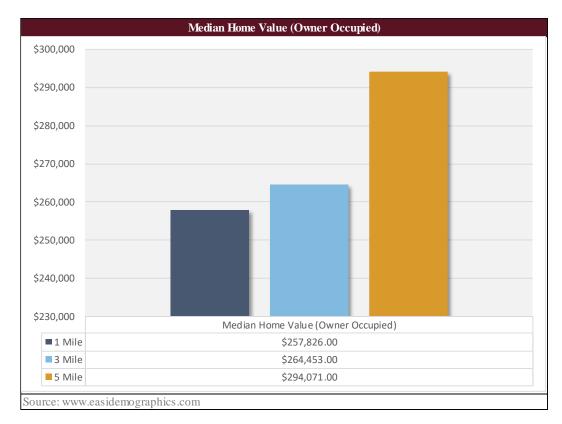
Age Demographics			
Category	1 Mile	3 Mile	5 Mil
Median Age	37	37	3
Population Distribution by Age			
Age: 0-5	245	2,680	6,87
Age: 6-11	171	2,388	7,41
Age: 12-17	202	2,942	8,76
Age: 18-24	144	2,424	6,50
Age: 25-34	396	4,726	11,21
Age: 35-44	311	4,020	12,24
Age: 45-54	380	4,653	12,49
Age: 55-64	213	3,918	11,23
Age: 65-74	245	2,645	7,40
Age: 75-84	89	1,062	2,74
Age: 85+	25	363	88



Households and Housing			
Category	1 Mile	3 Mile	5 Mile
Avg HH Size	2.86	2.74	2.7
Total Households 2000 (census)	157	6,577	17,97
Total Households 2010 (census)	460	9,060	25,62
Total Households 2021 (current)	845	11,522	31,28
Total Households 2026 (5 yr proj)	876	11,847	32,26
% Change 2010-Current	85.63%	25.92%	21.67%
% Change 5 Yr Forecast	4.92%	3.75%	4.00%
% Change 2000-2010	192.83%	31.39%	40.57%
Housing Units			
Total Housing Units	872	11,885	32,40
Median Year Built	2003	1997	199
Housing Units % Vacant	3.06%	3.05%	3.47%
Housing Units % Owner Occupied	86.56%	84.35%	84.37%
Housing Units % Renter Occupied	10.38%	12.60%	12.16%
Median Home Value (Owner Occupied)	\$257,826.00	\$264,453.00	\$294,071.0

The following table and charts detail Household trends and Housing units in the selected area:

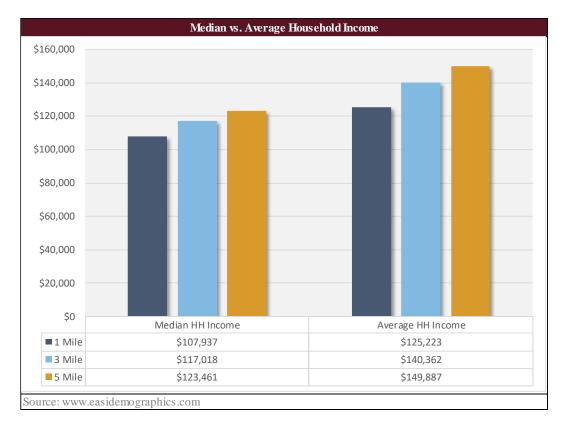




The following chart details Median Home Value in the selected area:

The following table and charts detail Income in the selected area:

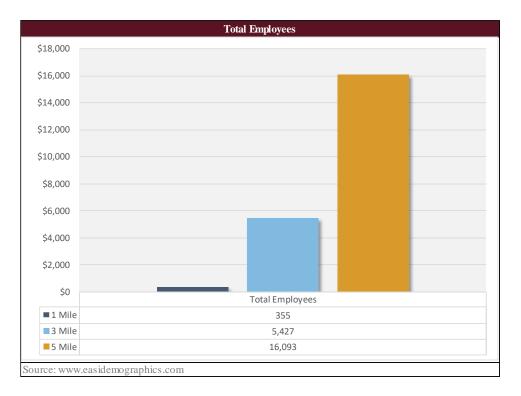
Income			
Category	1 Mile	3 Mile	5 Mile
Household Income			
Median HH Income	\$107,937	\$117,018	\$123,46
Average HH Income	\$125,223	\$140,362	\$149,88
Population Distribution by Income			
-\$15,000	12	382	1,02
\$15,000-\$24,999	18	326	1,009
\$25,000-\$34,000	33	462	1,16
\$35,000-\$49,999	34	700	2,09
\$50,000-\$74,999	111	1,413	3,78
\$75,000-\$99,999	166	1,802	3,99
\$100K-\$125K	157	1,704	3,79
\$125K-\$150K	84	1,042	3,06
\$150K-\$200K	89	1,357	4,45
\$200K+	142	2,335	6,910



The following chart compares Median vs. Average Household income in the selected area:

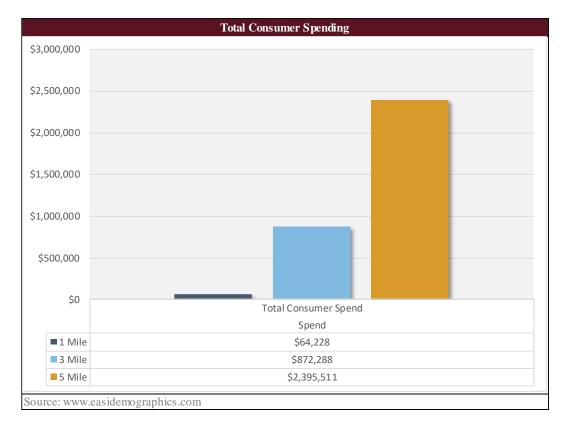
The following table and chart details employment attributes in the selected area:

Employment			
Category	1 Mile	3 Mile	5 Mile
Total Employees	355	5,427	16,093
Total Establishments	50	342	1,161
% College Graduate	53.62%	54.08%	57.25%
Avg Work Travel Time	36.37	33.66	32.27
Source: www.easidemographics.com			

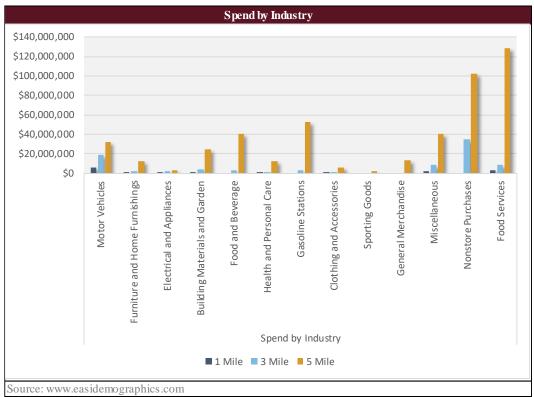


The following table and charts compare Per Capita Income vs. Spend attributes in the selected area:

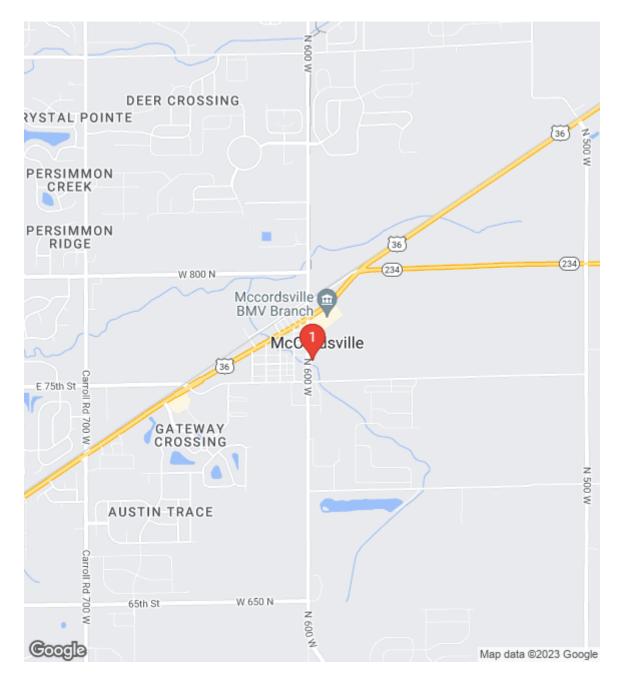
Category	1 Mile	3 Mile	5 Mile
Income			
Per Capita Income	\$43,726	\$51,135	\$53,565
Spend			
Total Consumer Spend	\$64,228	\$872,288	\$2,395,511
Avg Spend / Household	\$75,995	\$75,703	\$76,578
Total Retail Spend	\$11,976,110	\$85,770,367	\$467,942,596
Spend by Industry			
Motor Vehicles	\$5,667,037	\$18,517,000	\$31,898,130
Furniture and Home Furnishings	\$510,801	\$1,528,178	\$12,294,400
Electrical and Appliances	\$594,010	\$1,749,000	\$2,648,078
Building Materials and Garden	\$114,455	\$4,047,077	\$24,297,372
Food and Beverage	\$0	\$3,201,499	\$40,646,840
Health and Personal Care	\$426,233	\$1,255,000	\$12,212,438
Gasoline Stations	\$0	\$2,864,254	\$52,538,923
Clothing and Accessories	\$34,842	\$162,630	\$5,245,023
Sporting Goods	\$0	\$0	\$2,155,459
General Merchandise	\$0	\$0	\$13,412,941
Miscellaneous	\$1,618,267	\$8,875,858	\$40,104,639
Nonstore Purchases	\$0	\$34,705,872	\$102,061,854
Food Services	\$3,010,465	\$8,864,000	\$128,426,493



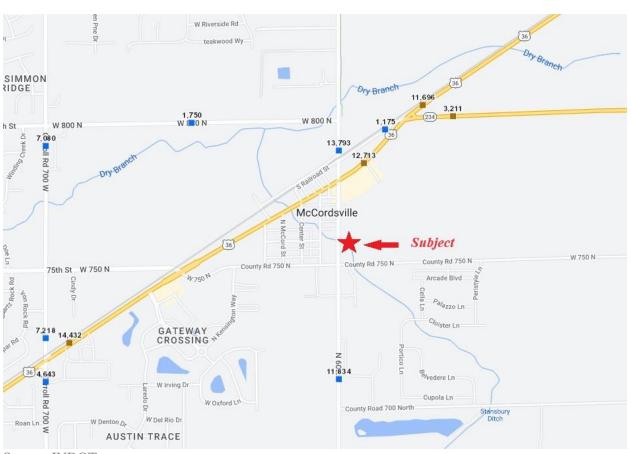
The following charts detail Consumer Spending in the selected area:



Location Map



Traffic Count Map



Source: INDOT

PROPERTY DESCRIPTION

The dwelling is a one-story ranch home with 1,055 square feet of living space. There is an open framed porch of 85 square feet, and a concrete patio containing 312 square feet. The dwelling has a crawl space. Reportedly, there are three bedrooms and one bathroom. There is a detached two-car garage consisting of 624 square feet.

Site

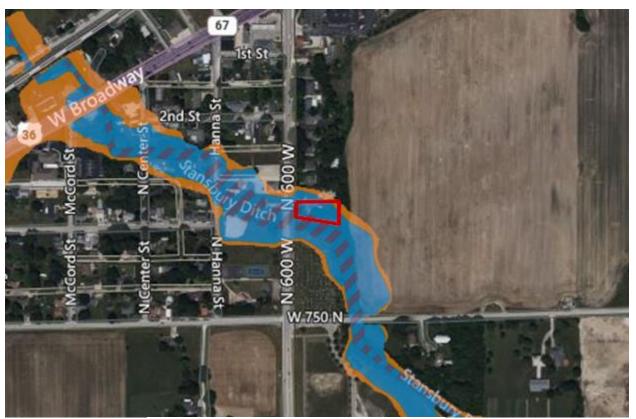
Site Size Attributes		
	Parcel 1	
Gross Land Area (Sq Ft)	13,939	
Gross Land Area (Acres)	0.32	

Site Summary		
	Parcel 1	
Parcel ID	30-01-25-201-010.000-018	
Location	Vernon Township	
Land Use	Single Family Residential	
Current Use	Improved Residential	
Highest and Best Use Site as Vacant	Commercial Use	
Highest and Best Use Site as Improved	Commercial Use	
Legal Description	MYRTLE SMITH L10	
Map Latitude	39.893089	
Map Longitude	-85.918711	
Utility Summary	It is assumed that the subject has access to all utility connections and are either connected or available.	

Site Characteristics		
	Parcel 1	
Corner Lot	Is Not	
Dimensions	Slightly Irregular	
Primary Frontage Street Name	N 600	
Frontage - Primary Street (Feet)	70	
View	Average	
Access	Average	
Site Visibility	Average	
Topography	Mostly Level	
Shape	The site is irregularly shaped	

Site Hazards			
	Parcel 1		
FEMA Map #	18059C0018D		
<i>FEMA Map Date</i> 12/4/2007			
Flood Zone	AE		
In Flood Plain	is not		
Area in Flood Zone	0.30 acres		
Flood Zone Comments	Approximately 0.30 acres are located within the AE Flood Zone		

Flood Map



Source: Bing Maps and Federal Emergency Management Agency (FEMA)

Flood Legend

💋 Floodway

1% Annual Chance (100-year)

0.2% Annual Chance (500-year)

Improvements

Overview:	7595 N 600 W				
Property Type:	tached (single-family home)				
	Improvements Summary				
Number of Buildings	1				
Predominant Building Class	С				
Construction Quality	Average				
Overall Land to Building Ratio	13.21 to 1				
Overall Floor Area Ratio (FAR)	0.076				
Parking Type	624 square foot detached garage				
Total Number of Parking Spaces	2				
Condition of Parking Lot	Fair				

Building Footprints Map



Source: Bing Maps and Building Footprints USA

Building Summary			
Building Class	С		
Construction Quality	Average		
Year Built	1950		
Condition	Average		
Appeal and Appearance	Average		
Number of Stories	1		

	Buildin	ng Area
Gross Building Area	1,055	
Land to Building Ratio	13.21	

Parking Attributes				
Parking Spaces 2				
Parking Type	624 square foot detached garage			

	1	Number of Rooms
Number of Rooms	5	
Number of Bedrooms	3	
Number of Bathrooms	1	

Foundation Frame/Ext.				
Foundation Crawl				
Frame	Wooden Frame			
Exterior Walls	Wood			
Windows	Casement & Fixed Casement			
RoofType	Gable			
RoofCover	Asphalt Shingles			

Interior

An interior insepction was not granted. Therefore, the appraisers consider the interior to be in average condition. According to the subject's property record card the subject contains plaster/drywalled wall finishes and carpet on the floor. There is reportedly three bedrooms, one full bathroom, and five total rooms.

Mechanical Systems

As previously mentioned, the appraisers are making an extraordinary assumption that all mechanical and utility connections are in working order and sufficient to service the subject.

Americans With Disabilities Act

Please reference the Limiting Conditions and Assumptions section of this report on page 9.

Hazardous Substances

Please reference the Limiting Conditions and Assumptions section of this report on page 8.

Subject Photographs



Facing north along the east side of N 600 W towards McCord Square Development



Facing south along the east side of N 600 W



West Elevation



South Elevation



East Elevation



North Elevation

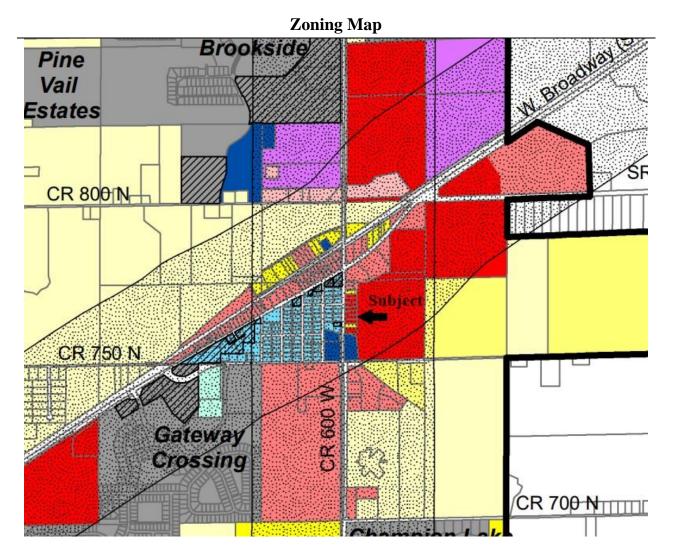


Facing east / southeast towards subject garage



Facing northeast towards subject site improvements

Zoning



Source: Bing Maps and City - McCordsville, IN



Zoning Summary				
Zoning Authority	City - McCordsville, IN			
Zoning District	Commercial			
Zoning Code	CR			
Zoning Type/Description	Regional Commercial			
Zoning Intent/Summary	All CR districts are intended to accommodate larger areas of land suitable for a variety of businesses that serve a regional market, or require convenient access to arterial roadways and major collector streets that are designed to carry relatively large volumes of vehicular traffic. These districts can be used alone as well as in combination with other zoning districts to create community shopping, entertainment, services and public gathering spaces. These districts should be focused and centralized at intersections rather than sprawled out along the highway so as not to define the highway itself.			
Permitted Uses	Permitted uses include but are not limited to: Community / Recreation Center, Religious Facility, Gas Station, General Retail, Restaurant, Housing - Other, Hotel / Motel, Mixed Use, Office, Medical Office			
Maximum Site Coverage	75 Percent			
Minimum Lot Area	108,900 sq ft; Minimum Living Area: 950 sq ft			
Front Set Back Distance	Where no other building exists within 300 ft: Local Rd: 40 ft; Collector St: 40 ft; Arterial St: 50 ft.; Otherwise: Minimum yard shall be equal to the average setback distance for existing buildings within 300 ft			
Side Yard Distance	15 ft			
Back Yard Distance	30 ft			
Maximum Building Height	55 ft			
Zoning Parking Requirements	Dwelling units: 2 spaces			

ASSESSMENT AND TAXES

Tax Summary			
Taxing Authority	Hancock County Assessor's Office		
Tax Year(s)	2022		
Total Tax Rate	0.020000		
Assessment Year(s)	2023		

Real Estate Assessment and Taxes						
Tax ID	Land	Improvements	Other	Total Assessment	Tax Rate	Taxes
30-01-25-201-010.000-018	\$32,000	\$76,900	\$0	\$108,900	0.020000	\$2,178.00

It is important to note that the tax rate is 0.030582. However, non-occupied residential homes are capped at 2%.

HIGHEST AND BEST USE

THE CONCEPT OF HIGHEST AND BEST USE

Market value is ultimately set by the actions of typical buyers and sellers in the market. These participants set value in accordance with what they perceive as the highest and best use of any specific property. In the appraisal process, the market value of land and an improved property is estimated under the assumption that potential purchasers will pay prices that reflect their own analysis of the most profitable use of the land or of the property as improved. The interaction of value and highest and best use is the fundamental concept from which an estimate of market value is derived.

The Appraisal Institute defines the concept of highest and best use as:

"That reasonable and probable use that will support the highest present value, as defined, as of the effective date of the appraisal. Alternatively, that use, from among reasonably probable and legal alternative uses, found to be physically possible, appropriately supported, financially feasible and which results in highest land value.

The alternative definition applies specifically to the highest and best use of land. It is to be recognized that in cases where a site has existing improvements, the highest and best use of the land as if vacant could conceivably be different from the existing use of the property. The existing use will continue, however, unless and until, land value in its highest and best use exceeds the total value of the property in its existing use.

The concept of highest and best use recognizes that there is a contribution to community objectives, to community development, and to community environment, as well as the maximum generation of wealth to individual property owners.

As defined above, highest and best use must be considered in two situations:

- 1. The highest and best use of a site as vacant, and
- 2. The highest and best use of the property as improved.

The first situation assumes that a parcel of land is vacant or that it can be made vacant through the demolition of any improvements. The fundamental issue in this situation is the determination of the type of building or other improvements, if any that should be constructed upon the land if vacant. The concept underlying this analysis is that the prevailing use on the site may not be the highest and best use. The land may very well be suitable for a better use than the existing use.

The second situation focuses on highest and best use of a property as improved.

Four criteria must be considered sequentially in estimating the highest and best use:

1. <u>Legally Permissible</u>

This criterion considers restrictions imposed upon the subject property by controls such as zoning, building codes, historic district controls, environmental regulations, long term leases, deed restrictions and private covenants.

2. <u>Physically Possible</u>

This criterion considers the size, shape, area and terrain as they affect the development potential of the site. Other factors such as the ratio of frontage and depth, availability of public utilities, topography and subsoil conditions are also considered. Highest and best use of a property as improved also depends on physical characteristics. These reflect the quality of construction, overall maintenance and functional utility of the improvements.

3. <u>Financially Feasible</u>

This criterion considers those uses that are likely to produce a return greater than the combined income needed to satisfy operating expenses, financial expenses and capital amortization. All uses, which are expected to produce a positive return, are regarded as financially feasible.

4. <u>Maximally Productive</u>

This criterion isolates the use that provides the highest rate of return or value from all financially feasible uses. It identifies the highest and best use.

The test for highest and best use for the land as vacant requires an analysis of all logical and feasible alternatives. These alternative uses must first meet the tests for legal permissibility and physical possibility. The tests are analyzed logically just as potential buyers and sellers in the market would do. A development which is not logical, would probably not satisfy the criterion of financial feasibility.

Highest and Best Use as Vacant

The first criteria used to determine highest and best use is to identify those uses which are legally permissible. The subject property is zoned CR – Commercial Regional. A single family dwelling is not a legally permissible use. It is assumed that the dwelling is a grandfathered use. The site is 0.32 acres. It is served by municipal utilities. There is also road frontage for access. The minimum lot size for the CR district is 2.5 acres. The subject would have to be assembled with adjacent tracts to meet the minimum lot size for development under the CR zoning district.

The financial feasibility of potential uses greatly depends upon current supply and demand characteristics, especially in proximity to the subject. The site is located along an arterial road with established use patterns. The subject has a residential tract adjacent north, but adjacent east is the developing McCord Square. Due to the development of McCord Square, it is considered financially feasible to assemble the subject tract with an adjacent tract for development of a commercial use, most likely a use associated with McCord Square. In addition, the area has a growing population which requires commercial services to support the population.

Of the uses that are financially feasible, the highest and best use of the subject property is that use which is maximally productive. In other words, it is the use that produces the greatest residual return to the subject's land. If the subject property was assembled for commercial use, that use would be legally and physically possible, financially feasible and would result in maximum productivity.

Highest and Best Use as Improved

The subject is improved with a single-family dwelling. The appraisers have been asked to value the dwelling although it is being razed for redevelopment. This will be the premise for the remainder of the report.

VALUATION METHODOLOGY

There are three basic approaches to the valuation of real estate:

The Cost Approach is the method in which the value of the real estate is derived by estimating the replacement or reproduction cost new of the subject improvements and deducting the estimated depreciation which would accrue from all causes. The market value of the underlying land is estimated by the use of market data and added to the depreciated value of the improvements. The simplest definition of depreciation is the difference between replacement or reproduction cost new of the improvements and market value as indicated by the other approaches to value.

The second approach to value is the Income Capitalization Approach which measures the present value of the future benefits of ownership. Direct capitalization and yield capitalization are methods of valuation based on different measures of anticipated earnings and have distinct assumptions concerning the relationship between anticipated earnings and value. Direct capitalization is utilized to convert a single year's net income expectancy into an indication of market value. This approach to value has greatest applicability for a property which would typically be purchased as an investment.

The third approach to value is the Sales Comparison Approach. This appraisal technique estimates market value by comparing actual market transactions of similar type properties with the subject property. Various adjustments are applied to the comparables to reflect the differences between the sale properties and the subject. This approach depends on a high degree of comparability between market sales and the subject. It is generally considered that the Sales Comparison Approach is one of the strongest indicators of market value, given adequate market data with an appropriate level of detail.

Each of the above approaches considers the value of the subject property from a slightly different point of view. A final value conclusion is not an average of the values indicated by the three approaches, but rather a considered judgment on the part of the appraiser based on the quantity and quality of the data available for examination in each approach and the relevance of each approach to the subject property.

Analyses Applied

	Utilized Approaches to Value
Cost Approach	
There is inadequate data to develop a difficult to accurately measure.	land value and the age of the improvements makes the depreciation
Sales Comparison Approach	X
There is adequate data to develop a property type.	value estimate and this approach reflects market behavior for this
Income Approach	
The subject is not an income producing property type.	g property and this approach does not reflect market behavior for this

SALES COMPARISON APPROACH

The Sales Comparison Approach is based on the premise that a buyer would pay no more for a specific property than the cost of obtaining a property with the same quality, utility, and perceived benefits of ownership. It is based on the principles of supply and demand, balance, substitution and externalities. The following steps describe the applied process of the Sales Comparison Approach.

- The market in which the subject property competes is investigated; comparable sales, contracts for sale and current offerings are reviewed.
- The most pertinent data is further analyzed and the quality of the transaction is determined.
- The most meaningful unit of value for the subject property is determined.
- Each comparable sale is analyzed and where appropriate, adjusted to equate with the subject property.
- The value indication of each comparable sale is analyzed and the data reconciled for a final indication of value via the Sales Comparison Approach.

Comparables

We have researched four comparables for this analysis; these are documented on the following pages followed by a location map and analysis grid. All sales have been researched through numerous sources, inspected and attempted to verify by a party to the transaction.

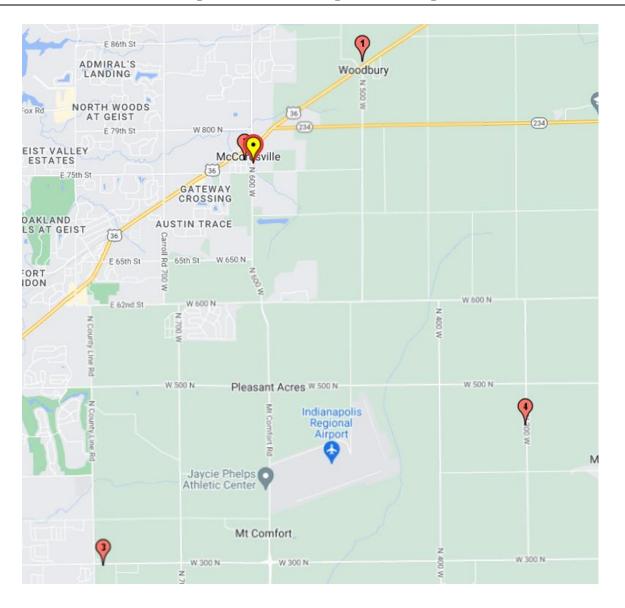
	Improved Sales Summary Table										
Comp	Address	Grantor	Price	Price Per SF	Year Built						
	City	Grantee	Date	GBA							
Subject	7595 N 600 W				1950						
	Mccordsville			1,055							
1	8671 N 500 W	Faith Hager	\$207,000	\$208.25	1920						
	McCordsville	Brianna Perrine & Lucas West	3/27/2023	994							
2	7638 Hanna Street	Robyn L. Garner	\$155,000	\$135.73	1940						
	McCordsville	Tyler Swardson	2/1/2022	1,142							
3	7893 W 300 N	Cheryl D. Graham Revocable Trust	\$195,000	\$172.72	1964						
	Greenfield	Kulwant & Jaswant Singh, H&W	10/16/2023	1,129							
4	4530 N 300 W	John R. Phares	\$216,000	\$150.00	1951						
4	McCordsville	Joshua & Megan Millares, H&W	6/30/2021	1,440							

			DF COMPARA TIAL IMPROV						
Date Sold	3/27/2023	Act. Price	\$207,000	Improvem	ent Size	994	\$208.25	/I	Per SF
Vendor	Faith Hager	-		Vendee		Perrine & L	ucas West		
Property Address	8671 N 500 W			_	City	McCords vi	le		
Legal Description	OR WOODBURY L1	13 & 14 & PT VAC ALY	·		_		Document #		202302986
Rec. Consideration	\$10.00 &OVC	Sal	e info. Verified I	By MLS & Pu	ublic Recor	ds	Date	Ver.	10/30/2023
Financing	Cash to Seller	-			Zoning	R-1			
Condition of Sale	Arm's Length			Highest &	Best Use	Residential			
MAIN IMPROVEMI	ENT (Type):	RESIDEN	TIAL	GARAGE:	(2) two-car	detached			
Condition	Above Average	No. of Rooms	5	Constructi	on	Frame	2	Size	1,040 sf
Stories (Levels)	1 Levels	No. of Bedrooms	2	Age/Cond	ition	Awrage	I	Floor	Typical
Age	103 Years	No. of Baths	1	Interior		Typical	I	Doors	Typical
Size (sf)	994 sf	Heating	GFA]	LAND IMPR	OVEMENTS ((y or n)	
Slab/Crawl	Crawl	Cooling	Wall Units	Drive	Yes		Fence		No
Ext. Construction	Vinyl	Fireplace	No	Walks	Yes		Well		Yes
Storm Windows	Typical	Encl Porch (sf)	NA	Trees	Yes		Septic		Yes
Basement (sf)	NA	Stoop (sf)	NA	Shrubs	Yes		Lawn		Yes
Floor Cover	Typical	Wood Decks (sf)	260 sf				LAND		
Int. Walls	Drywall	Open Frame Porch (sf)		Dimension	s/Size	Irregular /	0.44 acres		
Windows	Typical	Lean-to (sf)	NA	Topo./Dra		Level / Ade			_
Insulation	Adequate	Barn (sf)	NA	Relation to	-	Cut NA	Fill NA	Even 🛓	IA.
Closets	Adequate	R/W Setback	NA	Pavement:			urb/Cut	Walks	
Cabinets	Adequate	Typical SB	NA	Water		Sewer	Elec. X	Gas	
VALUE ABSTRACI		\$159,030		er NA	Lan	d Impr. \$14		Land \$	42.000
Commontes)1-002.000-016		-					_	
Comments: Parcel # 30-02-19-20									
	Ben Crabtree Hancock	Comp No.	Broker No.	NA	1 Type Pro	Appraisal L	ic. No. <u>r</u> Residential	FR42200	025

			OF COMPARABI TIAL IMPROVE						
									NHANAST
Date Sold	2/1/2022	Act. Price	\$155,000	Improven	nent Size	1,142	\$135.73	3 /F	Per SF
Vendor	Robyn L. Garner			Vendee	Tyler Sw		+	· / =	
Property Address	7638 Hanna Street			-	City	McCords vi	lle		
Legal Description	BRADLEY & McCOF	RD'S L34 & 37					Document	t #	202201709
Rec. Consideration	\$10.00 &OVC		e info. Verified By	MLS & P	ublic Recor	ds	D	ate Ver.	10/30/2023
Financing	Cash to Seller	-			Zoning	Residentia			
Condition of Sale	Arm's Length			Highest &	k Best Use	Residentia	1		
MAIN IMPROVEMI	_	RESIDEN	TIAL	GARAGE					
Condition	Awrage	No. of Rooms	5	Construct	tion	NA		Size	NA
Stories (Levels)	1 Levels	No. of Bedrooms	3	Age/Con	dition	NA		Floor	NA
Age	83 Years	No. of Baths	1	Interior		NA		Doors	NA
Size (sf)	1,142 sf	Heating	GFA]	LAND IMPR	OVEMEN	ГS (y or n)	
Slab/Crawl	Crawl	Cooling	CA & Window Units	Drive	Yes		Fence		Yes
Ext. Construction	Vinyl & Stone	Fireplace	No	Walks	Yes		Well		No
Storm Windows	Typical	Encl Porch (sf)	NA	Trees	Yes		Septic		No
Basement (sf)	NA	Stoop (sf)	NA	Shrubs	Yes		Lawn		Yes
Floor Cover	Typical	Concrete Porch (sf)	430 sf				LAND		
Int. Walls	Drywall	Open Frame Porch (sf)		Dimensio	ns/Size	Rectangula		cres	
Windows	Typical	Lean-to (sf)	NA	Topo./Dr		Mostly Lev			
Insulation	Adequate	Shed (sf)	80	Relation t	-	Cut NA	Fill N		A
Closets	Adequate	R/W Setback	NA	Pavement			urb/Cut	Walks	
Cabinets	Adequate	Typical SB	NA	Water	x	Sewer x	Elec. x		
VALUE ABSTRACT	-	\$150,800	Other	r NA	Lan	d Impr. \$3,2	200	Land \$	36,600
VALUE ABSTRACT Comments: Parcel # 30-01-26-10	TION Buildings	\$150,800	Other	r <u>NA</u>	Lan	d Impr. <u>\$3,</u>	200	Land <u>\$</u> .	36,600
Comments: Parcel # 30-01-26-10	TION Buildings	\$150,800	-		Lan				
Comments:	TION Buildings	\$150,800 Comp No.	Other	NA	Lan 2 Type Pro	Apprais al I		<u>TR422000</u>	

			OF COMPARAE						
							W-300 N	SAIN-ST	
Date Sold	10/16/2023	Act. Price	\$195,000	Improvem	ent Size	1,129	\$172.72	/]	Per SF
Vendor	Cheryl D. Graham Re	_	\$195,000	Vendee		4. Jas want S	1		rei Si
Property Address	7893 W 300 N	weather firest		venuee	City	Greenfield	-		
Legal Description	N NW 23-16-5 .516A	C				0100111010	Document #	ŧ	202310112
Rec. Consideration	\$10.00 &OVC		le info. Verified B	By MIS & P	ublic Reco	rds		e Ver.	10/30/2023
Financing	Cash to Seller				Zoning	IBP			
Condition of Sale	Arm's Length			Highest &	Best Use	Residentia	1		
MAIN IMPROVEME	_	RESIDEN	TIAL			tached & one		d	
Condition	Average	No. of Rooms	6	Construct		Frame		Size	500 / 384
Stories (Levels)	1 Levels	No. of Bedrooms	3	Age/Cond	lition	Average		Floor	Typical
Age	59 Years	No. of Baths	1.5	Interior		Typical		Doors	Typical
Size (sf)	1,129 sf	Heating	GFA			LAND IMPR	OVEMENTS	S (y or n)	
Slab/Crawl	Crawl	Cooling	CA	Drive	Yes		Fence		No
Ext. Construction	Brick	Fireplace	No	Walks	Yes		Well		Yes
Storm Windows	Typical	Encl Porch (sf)	NA	Trees	Yes		Septic		Yes
Storm windows			11/1	Tittes			Septie		103
Basement (sf)	NA	Stoop (sf)	NA	Shrubs	Yes		Lawn		Yes
Floor Cover	Typical	Wood Decks (sf)	NA				LAND		
Int. Walls	Drywall	Open Frame Porch (sf)		Dimension			ar / 0.52 acr		
Windows	Typical	Lean-to (sf)	NA	Topo./Dra		•	el / Adequat	-	
Insulation	Adequate	Shed (sf)	120	Relation to		Cut NA			A
Closets	Adequate	R/W Setback	NA	Pavement	: Fran		Curb/Cut	Walks	
Cabinets	Adequate	Typical SB	NA	Water			Elec. x		
VALUE ABSTRACT Comments:	ION Buildings	\$137,500	Oth	er <u>NA</u>	Lai	nd Impr. <u>\$16</u>	,400	Land \$	33,100
Parcel # 30-05-23-20	0-003.000-006								
	0-003.000-006 Ben Crabtree		Broker No.	NA		Apprais al 1	Lic No	TR42200	025

				BLE PROPERTIES			
		RESID	ENTIAL IMPROV	VED COMPARABLE			
Date Sold	6/30/2021	Act. Price	\$216,000	Improvement Size	1,440 \$15	0.00 /	Per SF
Vendor	John R. Phares				a & Megan Millares, I		
Property Address	4530 N 300 W			City	McCordsville		
egal Description	SEC NE 9-16-6 1.83	32AC			Docur	ment #	202110889
Rec. Consideration	\$10.00 &OVC		Sale info. Verified	By MLS & Public Rec	ords	Date Ver.	10/30/2023
Financing	Cash to Seller	_		Zoning		_	
Condition of Sale	Arm's Length			Highest & Best Us	e Residential		
MAIN IMPROVEM	ENT (Type):	RESIDI	ENTIAL	GARAGE: two-car	detached		
Condition	Average	No. of Rooms	6	Construction	Frame	Size	480 sf
Stories (Levels)	1 Levels	No. of Bedrooms	3	Age/Condition	Average	Floor	Typical
Age	72 Years	No. of Baths	1	Interior	Typical	Doors	Typical
Size (sf)	1,440 sf	Heating	GFA		LAND IMPROVEM	ENTS (y or n)	
Slab/Crawl	Crawl	Cooling	CA	Drive Yes	Fence		No
Ext. Construction	Wood	Fireplace	1	Direc	1 chee		110
Storm Windows				Walks Yes	Well		Yes
	Typical	Encl Porch (sf)		Walks Yes	Well		Yes Yes
	Typical NA	Encl Porch (sf) Stoop (sf)	1 144 sf NA	Walks Yes Trees Yes Shrubs Yes	Well Septic Lawn		Yes Yes Yes
Basement (sf)	NA	Stoop (sf)	144 sf NA	Trees Yes	Septic Lawn		Yes
Basement (sf) Floor Cover	NA Typical	Stoop (sf) Wood Decks (sf)	144 sf NA NA	Trees <u>Yes</u> Shrubs Yes	Septic Lawn LAND)	Yes
Basement (sf) Floor Cover nt. Walls	NA Typical Drywall	Stoop (sf) Wood Decks (sf) Open Frame Porch (s	144 sf NA NA Sf) 264 sf	Trees Yes Shrubs Yes Dimensions/Size	Septic Lawn LANE Rectangular / 1.8) 3 acres	Yes
Basement (sf) Floor Cover ínt. Walls Windows	NA Typical Drywall Typical	Stoop (sf) Wood Decks (sf) Open Frame Porch (s Lean-to (sf)	144 sf NA NA \$ f1 264 sf 250 sf	Trees Yes Shrubs Yes Dimensions/Size Topo./Drainage	Septic Lawn LANC Rectangular / 1.8 Level to Rolling /) 3 acres Adequate	Yes Yes
Basement (sf) Floor Cover (nt. Walls Windows (nsulation	NA Typical Drywall Typical Adequate	Stoop (sf) Wood Decks (sf) Open Frame Porch (s Lean-to (sf) Barn (sf)	144 sf NA NA 264 sf 250 sf 480 sf	Trees Yes Shrubs Yes Dimensions/Size Topo/Drainage Relation to Grade:	Septic Lawn LAND Rectangular / 1.8 Level to Rolling / Cut NA Fi) 3 acres Adequate II NA Even	Yes Yes
Basement (sf) Floor Cover Int. Walls Windows Insulation Closets	NA Typical Drywall Typical Adequate Adequate	Stoop (sf) Wood Decks (sf) Open Frame Porch (s Lean-to (sf) Barn (sf) Sheds (sf)	144 sf NA NA 264 sf 250 sf 480 sf (3) 394 sf	Trees Yes Shrubs Yes Dimensions/Size Topo./Drainage Relation to Grade: Pavement: Fr	Septic Lawn LANE Rectangular / 1.8 Level to Rolling / Cut NA Fi ame Curb/Cu	3 acres Adequate II NA Even t Walks	Yes Yes NA
Basement (sf) Floor Cover int. Walls Windows insulation Closets Cabinets	NA Typical Drywall Typical Adequate Adequate Adequate	Stoop (sf) Wood Decks (sf) Open Frame Porch (s Lean-to (sf) Barn (sf)	144 sf NA 264 sf 250 sf 480 sf (3) 394 sf NA	Trees Yes Shrubs Yes Dimensions/Size Topo./Drainage Relation to Grade: Pavement: Fr Water	Septic Lawn Rectangular / 1.8 Level to Rolling / Cut NA Fi ame Curb/Cu	3 acres Adequate II NA Even t Walks X Gas	Yes Yes NA
Basement (sf) Floor Cover Int. Walls Windows Insulation Closets Cabinets VALUE ABSTRAC Comments: Parcel # 30-06-09-14	NA Typical Drywall Typical Adequate Adequate Adequate TION Buildings 00-005.000-006	Stoop (sf) Wood Decks (sf) Open Frame Porch (s Lean-to (sf) Barn (sf) Sheds (sf) Typical SB	144 sf NA NA 264 sf 250 sf 480 sf (3) 394 sf NA	Trees Yes Shrubs Yes Dimensions/Size Topo./Drainage Relation to Grade: Pavement: Fr Water	Appraisal Lic. No.	3 acres Adequate II NA Even t Walks t Gas Land t Land t	Yes Yes NA x \$71,600



Improved Sales Comparables Map

Improved Sales Map Legend							
Legend Address City Distance							
Subject	7595 N 600 W	McCordsville					
Comp 1	8671 N 500 W	McCordsville	1.71 miles				
Comp 2	7638 Hanna Street	McCordsville	.11 miles				
Comp 3	7893 W 300 N	Greenfield	4.91 miles				
Comp 4	4530 N 300 W	McCordsville	4.32 miles				

Analysis Grid

The above sales have been analyzed and compared with the subject property. The elements of comparison are characteristics in properties and transactions that cause a variance in prices. These elements are defined as: 1) sales or financing concessions; 2) market conditions (time); 3) design/appeal/exterior; 4) age/condition; 5) square footage; 6) room/bath; 7) foundation/basement; 8) mechanicals/extras; 9) features/amenities; 10) porch/patio/decks; 11) land size/location; 12) land improvements; and 13) garage/other buildings. Adjustments for the difference in the elements of comparison between the subject and the comparables can be adjusted either on a percentage basis or a dollar amount. A comparable sale must first be adjusted for property rights conveyed, financing terms and conditions of sale, and then for market conditions (time) in order to provide an equal basis for analysis of the other elements of comparison. All sales are considered to be arm's length transactions and do not require adjustments for property rights conveyed. Factors that impact value but reflect no measurable difference in the market are not discussed. The adjustments are as follows:

	MARI	KET GRID (RES) IM	PROVED RESIDENT	IAL	
	Adjustmer	nts (Use Plus + if subject is	better or Minus - if subject is p	poorer)	
Comparable Number	Subject	Sale 1	Sale 2	Sale 3	Sale 4
Address	7595 N 600 W	8671 N 500 W	7638 Hanna Street	7893 W 300 N	4530 N 300 W
Date of Sale		3/27/2023	2/1/2022	10/16/2023	6/30/202
Size (Sq. Ft.)	1,055	994	1,142	1,129	1,44
Sale Price		\$207,000	\$155,000	\$195,000	\$220,00
Property Rights Adj	Fee	\$0	\$0	\$0	\$0
Adjusted Price		\$207,000	\$155,000	\$195,000	\$220,00
Financing Adj	Concessions	\$0	\$0	\$0	-\$4,00
Adjusted Price		\$207,000	\$155,000	\$195,000	\$216,00
Conditions of Sale Adj	Arms Length	\$0	\$0	\$0	\$
Adjusted Price		\$207,000	\$155,000	\$195,000	\$216,00
Market Conditions / time	Present	1.09	1.26	1.00	1.35
Adjusted Price		\$225,630	\$195,300	\$195,000	\$291,60
Adjusted Price		\$225,630	\$195,300	\$195,000	\$291,60
Design/Appeal/Exterior	1 Story/Aluminum	1 Story/Vinyl	1 Story/Vinyl & Stone	1 Story/Brick	1 Story/Woo
Adjustment		(1,500)	(3,000)	(5,000)	(1,500
Sub total		\$224,130	\$192,300	\$190,000	\$290,100
Age/Condition Rating	73 yrs/Average	103 yrs/Above Average	83 yrs/Average	59 yrs/Average	72 yrs/Averag
	75 yis/Avelage		0 0		72 yis/Averag
Adjustment		(15,000)	\$192,300	0	•
Sub total	1.055	\$209,130		\$190,000	\$290,100
Gross Living Area	1,055	994	1,142	1,129	1,440
Adjustment		1,200	(1,700)	(1,500)	(7,700
Sub total Room Count		\$210,330	\$190,600	\$188,500	\$282,400
Koolii Coulii	5-3-1	5-2-1	5-3-1	6-3-1.5	6-3-
Adjustment		0	0	(1,500)	0
S ub total		\$210,330	\$190,600	\$187,000	\$282,400
Foundation/basement	Full Crawl	Full Crawl	Full Crawl	Full Crawl	Full Craw
Adjustment		0	0	0	0
Sub total		\$210,330	\$190,600	\$187,000	\$282,400
HVAC	GFA/CA	GFA/Wall Units	GFA/CA	GFA/CA	GFA/CA
Adjustment		500	0	0	0
Sub total		\$210,830	\$190,600	\$187,000	\$282,400
Features/Amenities	No Fireplace	No Fireplace	No Fireplace	No Fireplace	One Fireplace
Adjustment		0	0	0	(1,000
Sub total		\$210,830	\$190,600	\$187,000	\$281,400
Porch/patio/decks	Patio, Covered Patio	Cov. Patio, Deck	Cov. Patio, Patio	Cov. Patio	Cov. Patio, EFI
Adjustment		(700)	(900)	(400)	(1,600
Sub total		\$210,130	\$189,700	\$186,600	\$279,800
Est Land Value/Homesite	\$32,000	\$42,000	\$36,600	\$33,100	\$71,600
Adjustment		(10,000)	(4,600)	(1,100)	(39,600
Sub total		\$200,130	\$185,100	\$185,500	\$240,20
Est Land Impr. Value	\$8,700	\$14,800	\$3,200	\$16,400	\$26,100
Adjustment		(6,100)	5,500	(7,700)	(17,400
Sub total		\$194,030	\$190,600	\$177,800	\$222,80
Garage/Shed	\$4,000	\$8,000	\$500	\$7,500	\$13,76
Adjustment		(4,000)	3,500	(3,500)	(9,760
Sub total		\$190,030	\$194,100	\$174,300	\$213,04
Net Adjustment (+ or -)		(35,600)	(1,200)	(20,700)	(78,560
Indicated Value of Subject		\$190,030	\$194,100	\$174,300	\$213,04

Comparable Sale Adjustments

Sales or Financing Concessions

Adjustments for conditions of sale usually reflect the motivations of the buyer and the seller. Although conditions of sale are sometimes perceived as applying only to sales that are not arm's length transactions, some arm's length sales may reflect atypical motivations or sale conditions due to a number of circumstances such as tax considerations, eminent domain proceedings, repair allowances, and negotiated closing costs, etc. Comparable sales 1, 2, and 3 did not include reimbursement for closing costs. Comparable sale 4 had concessions of \$4,000. Therefore, adjusted downward.

Market Conditions (Time)

As stated in the land sales portion of this report, there has been significant appreciation in sales prices during the past two years. Therefore, a 15.0% per year adjustment has been applied for Market Conditions to all comparable sales.

Design/Appeal/Exterior

The subject is a one-story, ranch style dwelling with an aluminum exterior. All of the comparables are one-story. Sale 1 is all vinyl, sale 2 contains vinyl and stone, sale 3 is all brick, and sale 4 has a wood exterior. All of the comparable sales are considered superior to the subject and are adjusted downward by varying degrees.

Age/Condition

The subject was built in 1950 and is 73 years old. The dwelling is being appraised as in average condition. Comparable sale 1 has undergone a full remodel and reportedly lots of updates including all new electrical, plumbing, windows, HVAC, appliances, and roof. It was built in 1920, which is slightly older than the subject. Sale 2 was built in 1940, sale 3 was built in 1964, and sale 4 was built in 1951. These sales are considered to be in average condition and similar to the subject in age. Therefore, no adjustments were applied. While comparable sale 1 is considered older than the subject, its reported extensive renovation and remodel deem it to be superior to the subject. Therefore, comparable sale 1 is adjusted downward.

Square Footage

Adjustments for the differences in square footage between the subject and the comparables are based on a unit rate of \$20.00 per square foot. This adjustment is reflective of buyer and seller's reaction within the subject's competitive marketing area. The market does not indicate an adjustment for room count other than bathrooms and the adjustment based on square footage. The subject is approximately 1,055 square feet. The comparables range in size from 994 square feet to 1,440 square feet. Various adjustments are made based on the difference in size.

Room Count/Bath

The subject has five rooms including two bedrooms and one full bathroom. The market does not indicate an adjustment for room count other than bathrooms. A full bath is valued at \$3,000 while a half-bath is valued at \$1,500. Sales 1, 2, and 4, all have one bath like the subject. Therefore, no adjustments were made. Sale 3 has one full bathroom and one-half bathroom. Therefore, adjusted downward.

Foundation/Basement

The subject and all four comparable sales were built on a crawl space. Therefore, no adjustments were made.

Mechanicals/Extras

The subject has forced air heat and central air conditioning. Comparable sale 2, 3, and 4 have forced air heat and central air, warranting no adjustments. Sale 1 contains forced air heat, but wall units. This is seen as inferior to the subject warranting a small upward adjustment.

Features/Amenities

The subject does not have a fireplace. Sales 1, 2, and 3 are considered similar. Sale 4 does have a fireplace and adjusted downward \$1,000.

Porches/Patios/Decks

The subject has a covered front porch consisting of 85 square feet and a concrete patio consisting of 312 square feet. Sale 1 has a 112 square foot open framed porch and a 260 square foot wood deck; sale 2 has a 126 square foot open framed porch and a 430 square foot concrete patio; sale 3 has a 336 square foot open framed porch; and sale 4 has an enclosed frame porch containing 144 square feet and two open framed porches containing a total of 264 square feet. Various adjustments are made to the comparables for differences in porch, patio, or deck size.

Land Size/Location

The underlying land for the subject and comparables is valued based the assessed value of the land. Each of the comparable sales is adjusted based on the difference between the estimated land values of the comparables compared to the estimated land value of the subject.

Land Improvements

The adjustments for land improvements are based upon the contributory value for the subject's land improvements as compared to the contributory value of the comparables. The subject has an asphalt driveway, a small concrete walkway, chain-link fencing, mature trees,

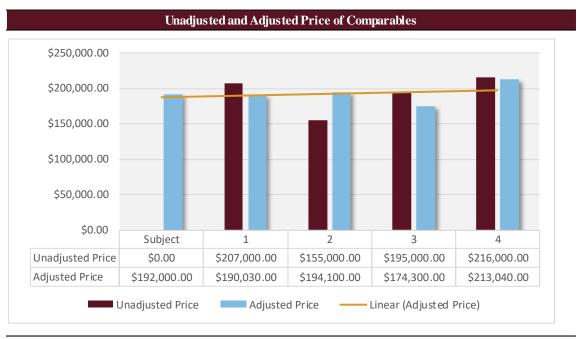
and an established lawn. The comparable sales all contain mature trees and an established lawn. Sales 1, 3, and 4 contain a private septic and well. Sale 2 is the only comparable with a fence (chain-link). Sale 3 contains an asphalt drive while sales 1, 2, and 4 contain gravel drives. Various adjustments are made to the comparables for the difference in land improvements.

Garage/Other Buildings

In comparing garages and outbuildings, adjustments are based on the contributory value of the buildings to the overall value. The subject has a two-car detached garage. Sale 1 contains two two-car detached garages; sale 2 contains a utility shed; sale 3 contains a two-car attached garage, a one-car detached garage, and utility shed; and sale 4 contains an attached two-car garage, utility shed, and other outbuildings that are considered to be in average to poor condition. The outbuildings for sale 4 are being valued by their remaining value from the property record card. Adjustments were made to the comparables based on the type and condition of outbuildings.

Sales Comparison Approach Conclusion

In the Sales Comparison Approach, four properties with dwellings ranging in size from 994 square feet to 1,440 square feet were analyzed. All of the sales utilized were considered to be arm's length transactions. The sales utilized are considered to appeal to the same buyer as would be attracted to the subject. The sales are within a five-mile radius of the subject in Hancock County. The comparables have an adjusted value of \$174,300 to \$213,040 with a mean of \$192,868 and a median of \$192,065. After consideration of the data, the estimated market value of the subject is \$192,000.



Compiled by: Traynor and Associates, Inc.

Value Ranges & As Is Reconciled Value							
Number of Comps:	4	Unadjusted	Adjusted	%Δ			
	Low:	\$155,000	\$174,300	12%			
	High:	\$216,000	\$213,040	-1%			
	Average:	\$193,250	\$192,868	0%			
	Median:	\$201,000	\$192,065	-4%			
Reconciled Final As	Is Value:		\$192,000				
One Hu	ndred Ninety	Two Thous and Dolla	urs				

FINAL RECONCILIATION

The process of reconciliation involves the analysis of each approach to value. The quality of data applied, the significance of each approach as it relates to market behavior and defensibility of each approach are considered and weighed. Finally, each is considered separately and comparatively with each other.

Value Indications

Summary of	Values
Value Premise	As Is
Date of Value	10/25/2023
Value Type	Market Value
Value Perspective	Current
Interest Appraised	Fee Simple
Improved Sales Analysis	\$192,000
Value Conclusion:	\$192,000

Value Conclusion

Based on the data and analyses developed in this appraisal, we have reconciled to the following value conclusion(s), as of October 25, 2023, subject to the Limiting Conditions and Assumptions of this appraisal.

Reconciled Value(s):

Value Conclusions						
Premise Interest Appraised Effective Date Value Conclusion						
Current As Is Market Value	Fee Simple	10/25/2023	\$192,000			

Certification Statement

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

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, impartial, and unbiased professional analyses, opinions and conclusions.
- We have no present or prospective future interest in the property that is the subject of this report, and have no personal interest with respect to the parties involved.
- We have no bias with respect to the property that is the subject of this report, or to the parties involved with this assignment.
- Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
- Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP).
- No one provided significant real property appraisal assistance to the person(s) signing this certification.
- We certify sufficient competence to appraise this property through education and experience, in addition to the internal resources of the appraisal firm.
- The appraisers have not performed any prior services regarding the subject within the previous three years of the appraisal date.
- The following personnel provided significant assistance in the appraisal process:

Property Inspection and Report Compilation Assistance								
Role	Name	Inspected	Extent	Date of Inspection				
Appraiser	Ben Crabtree	has	Exterior	10/25/2023				
Appraiser	Zora L. Crabtree	has not	N/A	N/A				

Final Reconciliation

- Cer 61

Ben Crabtree Staff Appraiser Licensed Trainee Appraiser IN - TR42200025

Zna L. Captrel

Zora L. Crabtree Staff Appraiser Certified General Appraiser IN - CG40700381

Addenda

Addenda

Appraiser's Licenses



STATE OF INDIANA

Eric J. Holcomb

Indiana Professional Licensing Agency 402 W. Washington St. Room W072 Indianapolis, IN 46204 Phone: (317) 232-2960 Fax: (317) 233-4236

Official Proof of Licensure Digitally Certified Record

Name:	Zora L. Crabtree
Address:	4632 Pepper Circle
	Indianapolis, IN 46237
Date of Birth:	05/07/1959
License Informatio	n
Number Issued:	CG40700381
License Type:	Certified General Appraiser
Status:	Active
Issue date:	01/04/2007
Expiration Date:	06/30/2024
Obtained By:	Examination



Appraiser's Qualifications

Traynor & Associates, Inc. Real Estate Appraising & Consulting

QUALIFICATIONS

ZORA L. CRABTREE

Indiana Certified General Appraiser

OFFICE:

6750 E. 75th Street Indianapolis, Indiana 46250 Phone: (317) 813-4990 Ext. 307 Fax: (317) 813-4992

email: zora@traynorassociates.com www.traynorassociates.com

EDUCATION:

BS Degree in General Business Administration, Ball State University, 1981

Appraisal Course Work Completed:

Appraisal Institute

Basic Income Capitalization – I310 Advanced Income Capitalization – I510

Education Resource, LLC

Introduction to Real Estate Appraisal Principals – R100 Real Estate Appraisal Procedures and Applied Residential Valuation – R200 Standards of Professional Practice, USPAP – S220 Small Residential Income Property Valuation and An Introduction to Income Capitalization Techniques – R/G 240 Introduction to Income Capitalization and Real Estate Applications of Financial Calculators – G330

INDOT Approved Appraiser, April 2008 INDOT Approved Review Appraiser, April 2011

LICENSES:

Indiana Certified General Appraiser #:CG40700381

APPRAISAL CONTINUING EDUCATION SEMINARS COMPLETED:

 Appraisal of Assisted Living Facilities
 Appr

 Appraisal of Self Storage Facilities
 Land

 Expert Witness for Commercial Appraiser
 Super

 Appraising Partial Interests
 Esse

 Highest & Best Use in Market Value Appraisals
 Appr

 Appraising Today's Manufactured Homes
 Appr

 Basic-Hotel Appraising – Limited Service Hotels
 Resi

 Understanding Luxury Home Features
 Uniform Appraisal Standards for Federal Land Acquisitions

Appraisal Review – General Land and Site Valuation Supervisory Appraiser/Trainees Appraiser Course Essential Elements of Disclosures & Disclaimers Appraising Small Apartment Properties Appraisal of Fast Food Facilities Residential Construction and the Appraiser

EXPERIENCE:

Traynor & Associates, April 2006 to Present. Specializing in agricultural, commercial, industrial, special use properties, development land, subdivision analysis and right-of-way appraisals.

Steve R. Graves Associates, Independent Fee Real Estate Appraiser, 2003 - 2006, specializing in commercial, industrial, special use properties, development land and subdivisions.

Last Updated: June 2022

6750 East 75th Street Indianapolis, IN 46250 P:317.813.4990 F:317.813.4992 www.TraynorAssociates.com

Traynor & Associates, Inc. Real Estate Appraising & Consulting

QUALIFICATIONS

Ben Crabtree

Indiana Licensed Trainee Appraiser

OFFICE:

6750 East 75th Street Indianapolis, Indiana 46250 Phone: (317) 813-4990 x317

email: ben@traynorassociates.com www.traynorassociates.com

EDUCATION:

Indiana University – Bloomington, Indiana Bachelor of Arts in Geology, 2013 Minor in Secondary Science Education, 2013

Appraisal Course Work Completed:

Appraisal Institute Basic Appraisal Principles Basic Appraisal Procedures Supervisory Appraiser / Trainee Appraiser Course 15 Hour National USPAP Course

LICENSES:

Indiana Licensed Trainee Appraiser #TR42200025

EXPERIENCE:

Appraiser Trainee, Traynor & Associates, Inc., 2022-Present Supervisor, C&H Lawn and Landscaping, Inc., 2013-2022

6750 East 75" Street Indianapolis, IN 46250 P:317.813.4990 F:317.813.4992 www.TraynorAssociates.com

Property Record Card

30-01-25-201-010.000-018			McCordsville Investors LLC					7595 N 600 W					nily D	well - Platte	MCCORDSVILLE - ORIGIN 1/			
General Is	nformation		Ownership								Trate	sfer of Owners	hip				Notes	
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Total all pages \$76,900

60 | P a g e

Total this page

\$76,900

Letter of Engagement

Traynor & Associates, Inc.

October 10, 2023

Mr. Tim Gropp Town Manager Town of McCordsville 6280 W 800 N McCordsville, Indiana 46055

RE: Appraisal Report:

Residential Property – 7595 N 600 W & McCordsville Former Fire Station 7580 Form Street McCordsville, Indiana 46055 Hancock County Parcels #: 30-01-26-100-011.000-018 30-01-25-201-010-000.018

Dear Mr. Gropp:

Traynor & Associates, Inc. is submitting a Letter of Engagement for a signed agreement to perform an appraisal for the above referenced property. The appraisal report results will be communicated in two appraisals of the market value, as per the Uniform Standards of Professional Appraisal Practice (USPAP).

The client and intended user is the Town of McCordsville. The intended use is to estimate an "As Is" market value of the properties, referenced above, in order to provide an estimated market value conclusion for Town of McCordsville, the client, for disposition/donation decisions. The total fee for each appraisal is \$3,000 for the fire station and \$1,000 for the residential property. Payment is due upon completion of the reports. In the event, it is necessary for you, the client, to stop work on the appraisals, you agree to pay for time and costs incurred prior to the receipt of written notice of such a stop order. Our appraisal work will start upon receipt of a signed copy of this letter of engagement. The fee for the appraisals is for the service rendered and not necessarily the time spent in preparation of the actual physical reports.

The above fee does not include a charge for court appearances or appearances before government agencies to give testimony, if such should be required. The fee for such services will be Three Hundred Fifty Dollars (\$350) per hour with a minimum of Fourteen Hundred Dollars (\$1,400). These rates are subject to change, but will remain valid for a period of six (6) months from the date of execution of this agreement. We require-one half (½) days' notice of the cancellation of a scheduled court appearance and in lieu of such notice, charge the minimum appearance fee of Fourteen Hundred Dollars (\$1,400).

Letter of Engagement – 7595 W 600 West & 7580 Form Street, McCordsville, IN Page 1

Glossary

This glossary contains the definitions of common words and phrases, used throughout the appraisal industry, as applied within this document. Please refer to the publications listed in the **Works Cited** section below for more information.

Works Cited:

- Appraisal Institute. *The Appraisal of Real Estate*. 15th ed. Chicago: Appraisal Institute, 2020. PDF.
- Appraisal Institute. *The Dictionary of Real Estate Appraisal*. 7th ed. 2022. PDF. Revised edition of The dictionary of real estate appraisal, [2015]
- The Appraisal Foundation. 2020-2022 Uniform Standards of Professional Appraisal Practice (USPAP). Eff. January 1, 2020 through December 31, 2022 PDF.

Band of Investment

A technique in which the capitalization rates attributable to components of an investment are weighted and combined to derive a weighted-average rate attributable to the total investment (i.e., debt and equity, land and improvements). (Dictionary, 7th Edition)

Common Area

- 1. The total area within a property that is not designed for sale or rental but is available for common use by all owners, tenants, or their invitees, e.g., parking and its appurtenances, malls, sidewalks, landscaped areas, recreation areas, public toilets, truck and service facilities.
- 2. In a shopping center, the walkways and areas onto which the stores face and which conduct the flow of customer traffic. (ICSC) (Dictionary, 7th Edition)

Common Area Maintenance (CAM)

- 1. The expense of operating and maintaining common areas; may or may not include management charges and usually does not include capital expenditures on tenant improvements or other improvements to the property.
- 2. [For shopping centers, t]he amount of money charged to tenants for their shares of maintaining a center's common area. The charge that a tenant pays for shared services and facilities such as electricity, security, and maintenance of parking lots. Items charged to common area maintenance may include cleaning services, parking lot sweeping and maintenance, snow removal, security, [amenities,] and upkeep. (ICSC) (Dictionary, 6th Edition)

Debt Coverage Ratio (DCR)

The ratio of net operating income to annual debt service (DCR = NOI/IM), which measures the relative ability of a property to meet its debt service out of net operating income; also called *debt service coverage ratio* (*DSCR*). A larger *DCR* typically indicates a greater ability for a property to withstand a reduction of income, providing an improved safety margin for a lender. (Dictionary, 6th Edition)

Discount Rate

A rate of return on capital used to convert future payments or receipts into present value. (Dictionary, 7th Edition)

Effective Age

The age of property that is based on the amount of observed deterioration and obsolescence it has sustained, which may be different from its chronological age. (Dictionary, 7th Edition)

Effective Date

- 1. The date on which the appraisal or review opinion applies. (SVP)
- 2. The date to which an appraiser's analyses, opinions, and conclusions apply; also referred to as date of value. (USPAP, 2020-2022 ed.)
- 3. The date that a lease goes into effect. (Dictionary, 7th Edition)

Exposure Time

- 1. The time a property remains on the market.
- 2. An opinion, based on supporting market data, of the length of time that 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. (USPAP, 2020-2022 ed.) (Dictionary, 7th Edition)

External Obsolescence

A type of depreciation; a diminution in value caused by negative external influences and generally incurable on the part of the owner, landlord, or tenant. The external influence may be either temporary or permanent. There are two forms of external obsolescence: economic and locational. (Dictionary, 7th Edition)

Extraordinary Assumption

An assignment- specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser's opinions or conclusions. Comment: Uncertain information might include physical, legal, or economic characteristics of the subject property, or conditions external to the property, such as market conditions or trends, or about the integrity of data used in an analysis. (USPAP, 2020-2022 ed.) (Dictionary, 7th Edition)

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. (Dictionary, 7th Edition)

Functional Obsolescence

The impairment of functional capacity of improvements according to market tastes and standards. (Dictionary, 7th Edition)

Functional Utility

The ability of a property or building to be useful and to perform the function for which it is intended according to current market tastes and standards; the efficiency of a building's use in terms of architectural style, design and layout, traffic patterns, and the size and type of rooms. (Dictionary, 7th Edition)

Gross Building Area (GBA)

Total floor area of a building, excluding unenclosed areas, measured from the exterior of the walls of the above-grade area. This includes mezzanines and basements if and when typically included in the region. (Dictionary, 7th Edition)

Gross Leasable Area (GLA)

1. Total floor area of a building, excluding unenclosed areas, measured from the exterior of the walls of the above grade area. This includes mezzanines and basements if and when typically included in the market area of the type of property involved.

2. Gross leasable area plus all common areas.

3. For residential space, the total area of all floor levels measured from the exterior of the walls and including the superstructure and substructure basement; typically does not include garage space. (Dictionary, 7th Edition)

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 asset's 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 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) (Dictionary, 7th Edition)

Highest and Best Use of Land or a Site as Though Vacant

Among all reasonable, alternative uses, the use that yields the highest present land value, after payments are made for labor, capital, and coordination. The use of a property based on the assumption that the parcel of land is vacant or can be made vacant by demolishing any improvements. (Dictionary, 5th Edition)

Highest and Best Use of Property as Improved

The use that should be made of a property as it exists. An existing improvement should be renovated or retained as is so long as it continues to contribute to the total market value of the property, or until the return from a new improvement would more than offset the cost of demolishing the existing building and constructing a new one. (Dictionary, 5th Edition)

Hypothetical Condition

1. A condition that is presumed to be true when it is known to be false. (SVP)

2. A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis. Comment: Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis. (USPAP, 2020-2022 ed.)

(Dictionary, 7th Edition)

Lease Types

Absolute Net Lease - A lease in which the tenant pays all expenses including structural maintenance, building reserves, and management; often a long-term lease to a credit tenant. Gross Lease - A lease in which the landlord receives stipulated rent and is obligated to pay all of the property's operating and fixed expenses; also called full-service lease.

Modified Gross Lease - A lease in which the landlord receives stipulated rent and is obligated to pay some, but not all, of the property's operating and fixed expenses. Since assignment of expenses varies among modified gross leases, expense responsibility must always be specified. In some markets, a modified gross lease may be called a double net lease, net net lease, partial net lease, or semi-gross lease. (Dictionary, 7th Edition)

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. (Dictionary, 7th Edition)

Market Area

The geographic region from which a majority of demand comes and in which the majority of competition is located. Depending on the market, a market area may be further subdivided into components such as primary, secondary, and tertiary market areas, or the competitive market area may be distinguished from the general market area. (Dictionary, 7th Edition)

Market Rent

The most probable rent that a property should bring in a competitive and open market under all conditions requisite to a fair lease transaction, the lessee and lessor each acting prudently and knowledgeably, and assuming the rent is not affected by undue stimulus. Implicit in this definition is the execution market support of a lease as of a specified date under conditions whereby

• Lessee and lessor are typically motivated;

• Both parties are well informed or well advised, and acting in what they consider their best interests;

• Payment is made in terms of cash or in terms of financial arrangements comparable thereto; and

• The rent reflects specified terms and conditions typically found in that market, such as permitted uses, use restrictions, expense obligations, duration, concessions, rental adjustments and revaluations, renewal and purchase options, frequency of payments (annual, monthly, etc.), and tenant improvements (TIs). (Dictionary, 7th Edition)

Market Value

A type of value that is the major focus of most real property appraisal assignments. Both economic and legal definitions of market value have been developed and refined, such as the following.

- 1. The most widely accepted components of market value are incorporated in the following definition: The most probable price, as of a specified date, in cash, or in terms equivalent to cash, or in other precisely revealed terms, for which the specified property rights should sell after reasonable exposure in a competitive market under all conditions requisite to a fair sale, with the buyer and seller each acting prudently, knowledgeably, and for self-interest, and assuming that neither is under undue duress.
- 2. Market value is described, not defined, in the Uniform Standards of Professional Appraisal Practice (USPAP) as follows: A type of value, stated as an opinion, that presumes the transfer of a property (i.e., a right of ownership or a bundle of such rights), as of a certain date, under specific conditions set forth in the definition of the term identified by the appraiser as applicable in an appraisal. Comment: Forming an opinion of market value is the purpose of many real property appraisal assignments, particularly when the client's intended use includes more than one intended user. The conditions included in market value definitions establish market perspectives for development of the opinion. These conditions may vary from definition to definition but generally fall into three categories:
 - 1. the relationship, knowledge, and motivation of the parties (i.e., seller and buyer);
 - 2. the terms of sale (e.g., cash, cash equivalent, or other terms); and
 - 3. the conditions of sale (e.g., exposure in a competitive market for a reasonable time prior to sale).

Appraisers are cautioned to identify the exact definition of market value, and its authority, applicable in each appraisal completed for the purpose of market value. (USPAP, 2020-2022 ed.)

USPAP also requires that certain items be included in every appraisal report. Among these items, the following are directly related to the definition of market value:

• Identification of the specific property rights to be appraised.

• Statement of the effective date of

the value opinion.

• Specification as to whether cash, terms equivalent to cash, or other precisely described financing terms are assumed as the basis of the appraisal.

• If the appraisal is conditioned upon financing or other terms, specification as to whether the financing or terms are at, below, or above market interest rates and/or contain unusual conditions or incentives. The terms of above- or below-market interest rates and/or other special incentives must be clearly set forth; their contribution to, or negative influence on, value must be described and estimated; and the market data supporting the opinion of value must be described and explained.

3. The following definition of market value is used by agencies that regulate federally insured financial institutions in the United States: The most probable price that a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition

is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

• Buyer and seller are typically motivated;

• Both parties are well informed or well advised, and acting in what they consider their best interests;

• A reasonable time is allowed for exposure in the open market;

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

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

(12 C.F.R. Part 34.42(g); 55 *Federal Register* 34696, August 24, 1990, as amended at 57 *Federal Register* 12202, April 9, 1992; 59 *Federal Register* 29499, June 7, 1994)

4. The International Valuation Standards Council defines *market value* for the purpose of international standards as follows: The estimated amount for which an asset or liability should exchange on the *valuation date* between a willing buyer and a willing seller in an arm's length transaction, after proper marketing and where the parties had each acted knowledgeably, prudently and without compulsion. (IVS)

5. The Uniform Standards for Federal Land Acquisitions defines *market value* as follows: Market value is the amount in cash, or on terms reasonably equivalent to cash, for which in all probability the property would have sold on the effective date of the appraisal, after a reasonable exposure time on the open competitive market, from a willing and reasonably knowledgeable seller to a willing and

reasonably knowledgeable buyer, with neither acting under any compulsion to buy or sell, giving due consideration to all available economic uses of the property at the time of the appraisal.

(Uniform Appraisal Standards for Federal Land Acquisitions) (Dictionary, 7th Edition)

Marketing Time

An opinion of the amount of time to sell a property interest at the concluded market value or at a benchmark price during the period immediately after the effective date of an appraisal.

Marketing time differs from exposure time, which precedes the effective date of an appraisal. (Advisory Opinion 7 and Advisory Opinion 35 of the Appraisal Standards Board of The Appraisal Foundation address the determination

of reasonable exposure and marketing time.) (Dictionary, 7th Edition)

Net Operating Income (NOI or I₀)

The actual or anticipated net income that remains after all operating expenses are deducted from effective gross income but before mortgage debt service and book depreciation are deducted. Note: This definition mirrors the convention used in corporate finance and business valuation for EBITDA (earnings before interest, taxes, depreciation, and amortization). (Dictionary, 7th Edition)

Obsolescence

One cause of depreciation; an impairment of desirability and usefulness caused by new inventions, changes in design, improved processes for production, or external factors that make a property less desirable and valuable for a continued use; may be either functional or external. (Dictionary, 7th Edition)

Parking Ratio

A ratio of parking area or parking spaces to an economic or physical unit of comparison. Minimum required parking ratios for various land uses are often stated in zoning ordinances. (Dictionary, 7th Edition)

Rentable Area

For office or retail buildings, the tenant's pro rata portion of the entire office floor, excluding elements of the building that penetrate through the floor to the areas below. The rentable area of a floor is computed by measuring to the inside finished surface of the dominant portion of the permanent building walls, excluding any major vertical penetrations of the floor. Alternatively, the amount of space on which the rent is based; calculated according to local practice. (Dictionary, 7th Edition)

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. (Dictionary, 7th Edition)

Scope of Work

1. The type of data and the extent of research and analyses. (SVP)

2. The type and extent of research and analyses in an appraisal or appraisal review assignment. (USPAP, 2020- 2022 ed.) (Dictionary, 7th Edition)

Stabilized Occupancy

1. The occupancy of a property that would be expected at a particular point in time, considering its relative competitive strength and supply and demand conditions at the time, and presuming it is priced at market rent and has had reasonable market exposure. A

property is at stabilized occupancy when it is capturing its appropriate share of market demand.

2. An expression of the average or typical occupancy that would be expected for a property over a specified projection period or over its economic life. (Dictionary, 7th Edition)

Tenant Improvements (TIs)

- 1. Fixed improvements to the land or structures installed for use by a lessee.
- 2. The original installation of finished tenant space in a construction project; subject to periodic change for succeeding tenants. (Dictionary, 7th Edition)

Vacancy and Collection Loss

A deduction from potential gross income (*PGI*) made to reflect income reductions due to vacancies, tenant turnover, and nonpayment of rent; also called *vacancy and credit loss* or *vacancy and contingency loss*. (Dictionary, 7th Edition)