

Appraisal of Real Property

Land - 4.76 Acres

Vacant Land

7001 Apex Barbecue Rd.

Apex, Wake County, North Carolina 27502

Prepared For:

Wake County Facilities Design & Construction

Effective Date of the Appraisal:

February 15, 2021

Report Format:

Appraisal Report – Standard Format

IRR - Raleigh

File Number: 167-2021-0144





Land - 4.76 Acres
7001 Apex Barbecue Rd.
Apex, North Carolina



March 22, 2021

Mr. Ricky Campbell
Real Estate Project Manager
Wake County Facilities Design & Construction
P.O. Box 550
Raleigh, NC 27602

SUBJECT: Market Value Appraisal
 Land - 4.76 Acres
 7001 Apex Barbecue Rd.
 Apex, Wake County, North Carolina 27502
 IRR - Raleigh File No. 167-2021-0144

Dear Mr. Campbell:

Integra Realty Resources – Raleigh is pleased to submit the accompanying appraisal of the referenced property. The purpose of the appraisal is to develop an opinion of the market value as is of the fee simple interest in the property. The client for the assignment is Wake County Facilities Design & Construction, and the intended use is for property acquisition purposes.

The subject is a parcel of vacant land containing a gross land area of 4.76 acres or 207,346 square feet. The property is zoned RR, Rural Residential. We note that the site is zoned as office mixed-use in the 2045 Land Use Plan and could be re-zoned to a zoning code more consistent with the land use plan. Development of the property would require dedication of right of way for Ellerview Drive along with its construction, which reduces the usable land area to approximately 4.55 acres or 198,076 square feet.

The appraisal is intended to conform with the Uniform Standards of Professional Appraisal Practice (USPAP), the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute, applicable state appraisal regulations.

To report the assignment results, we use the Appraisal Report option of Standards Rule 2-2(a) of USPAP. As USPAP gives appraisers the flexibility to vary the level of information in an Appraisal Report depending on the intended use and intended users of the appraisal, we

adhere to the Integra Realty Resources internal standards for an Appraisal Report – Standard Format. This format summarizes the information analyzed, the appraisal methods employed, and the reasoning that supports the analyses, opinions, and conclusions.

Based on the valuation analysis in the accompanying report, and subject to the definitions, assumptions, and limiting conditions expressed in the report, our opinion of value is as follows:

Value Conclusion			
Appraisal Premise	Interest Appraised	Date of Value	Value Conclusion
Market Value As Is	Fee Simple	February 15, 2021	\$950,000

Extraordinary Assumptions and Hypothetical Conditions

The value conclusions are subject to the following extraordinary assumptions. An extraordinary assumption is 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.

1. None

The value conclusions are based on the following hypothetical conditions. A hypothetical condition is 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.

1. None

The use of any extraordinary assumption or hypothetical condition may have affected the assignment results.

The value conclusion(s) in this report consider the impact of COVID-19 on the subject property.

If you have any questions or comments, please contact the undersigned. Thank you for the opportunity to be of service.

Respectfully submitted,

INTEGRA REALTY RESOURCES - RALEIGH

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Executive Summary

Property Name	Land - 4.76 Acres
Address	7001 Apex Barbecue Rd. Apex, Wake County, North Carolina 27502
Property Type	Land - Commercial
Owner of Record	The William T. Mills Testamentary Trust, David G. Mills, Trustee
Tax ID	Out of 0731-26-0949
Legal Description	See Addenda
Land Area - Total	4.76 acres; 207,346 SF
Land Area (Usable)	4.55 acres; 198,076 SF
Zoning Designation	RR, Rural Residential
Highest and Best Use	Office use
Exposure Time; Marketing Period	3 to 9 months; 3 to 9 months
Effective Date of the Appraisal	February 15, 2021
Date of the Report	March 22, 2021
Property Interest Appraised	Fee Simple
Sales Comparison Approach	
Number of Sales	5
Range of Sale Dates	Mar 19 to Dec 20
Range of Prices per Usable Acre (Unadjusted)	\$193,246 - \$345,000
Indicated Value Before Final Adjustment	\$1,082,233 (\$238,000/Usable Acre)
Final Adjustment (\$ Amount)	-\$128,625
Description of Final Adjustment	Ellerview Dr. Construction
Market Value Conclusion	\$950,000 (\$208,920/Usable Acre)
The values reported above are subject to the definitions, assumptions, and limiting conditions set forth in the accompanying report of which this summary is a part. No party other than Wake County Facilities Design & Construction may use or rely on the information, opinions, and conclusions contained in the report. It is assumed that the users of the report have read the entire report, including all of the definitions, assumptions, and limiting conditions contained therein.	

Extraordinary Assumptions and Hypothetical Conditions

The value conclusions are subject to the following extraordinary assumptions. An extraordinary assumption is 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.

1. None

The value conclusions are based on the following hypothetical conditions. A hypothetical condition is 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.

1. None

The use of any extraordinary assumption or hypothetical condition may have affected the assignment results.

General Information

Identification of Subject

The subject is a parcel of vacant land containing a gross land area of 4.76 acres or 207,346 square feet. The property is zoned RR, Rural Residential. We note that the site is zoned as office mixed-use in the 2045 Land Use Plan and could be re-zoned to a zoning code more consistent with the land use plan. Development of the property would require dedication of right of way for Ellerview Drive along with its construction, which reduces the usable land area to approximately 4.55 acres or 198,076 square feet. A legal description of the property is in the addenda.

Property Identification

Property Name	Land - 4.76 Acres
Address	7001 Apex Barbecue Rd. Apex, North Carolina 27502
Tax ID	Out of 0731-26-0949
Owner of Record	The William T. Mills Testamentary Trust, David G. Mills, Trustee
Legal Description	See Addenda
Census Tract Number	053413

Sale History

The most recent closed sale of the subject is summarized as follows:

Sale Date	August 22, 2016
Seller	David G. Mills, Executor of the Estate of William T. Mills
Buyer	The William T. Mills Testamentary Trust, David G. Mills, Trustee
Sale Price	\$0
Recording Instrument Number	Deed Book 16500, Page 2141 of the Wake County Register of Deeds

Our market value conclusion differs significantly from the sale price due to the above sale being the exaction of a relative's last will. To the best of our knowledge, no sale or transfer of ownership has taken place within a three-year period prior to the effective appraisal date.

Pending Transactions

To the best of our knowledge, the property is not subject to an agreement of sale or an option to buy, nor is it listed for sale, as of the effective appraisal date.

Purpose of the Appraisal

The purpose of the appraisal is to develop an opinion of the market value as is of the fee simple interest in the property as of the effective date of the appraisal, February 15, 2021. The date of the report is March 22, 2021. The appraisal is valid only as of the stated effective date or dates.

Definition of Market Value

Market value is defined as:

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

- Buyer and seller are typically motivated;
- Both parties are well informed or well advised, and acting in what they consider their own 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.”

(Source: Code of Federal Regulations, Title 12, Chapter I, Part 34.42[h]; also Interagency Appraisal and Evaluation Guidelines, Federal Register, 75 FR 77449, December 10, 2010, page 77472)

Definition of As Is Market Value

As is market value is defined as, “The estimate of the market value of real property in its current physical condition, use, and zoning as of the appraisal date.”

(Source: Appraisal Institute, The Dictionary of Real Estate Appraisal, 6th ed. (Chicago: Appraisal Institute, 2015); also Interagency Appraisal and Evaluation Guidelines, Federal Register, 75 FR 77449, December 10, 2010, page 77471)

Definition of Property Rights Appraised

Fee simple estate is defined as, “Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.”

Source: Appraisal Institute, The Dictionary of Real Estate Appraisal, 6th ed. (Chicago: Appraisal Institute, 2015)

Intended Use and User

The intended use of the appraisal is for property acquisition purposes. The client and intended user is Wake County Facilities Design & Construction. The appraisal is not intended for any other use or user. No party or parties other than Wake County Facilities Design & Construction may use or rely on the information, opinions, and conclusions contained in this report.

Applicable Requirements

This appraisal is intended to conform to the requirements of the following:

- Uniform Standards of Professional Appraisal Practice (USPAP);
- Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute;
- Applicable state appraisal regulations;

Report Format

This report is prepared under the Appraisal Report option of Standards Rule 2-2(a) of USPAP. As USPAP gives appraisers the flexibility to vary the level of information in an Appraisal Report depending on the intended use and intended users of the appraisal, we adhere to the Integra Realty Resources internal standards for an Appraisal Report – Standard Format. This format summarizes the information analyzed, the appraisal methods employed, and the reasoning that supports the analyses, opinions, and conclusions.

Prior Services

USPAP requires appraisers to disclose to the client any other services they have provided in connection with the subject property in the prior three years, including valuation, consulting, property management, brokerage, or any other services. We have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding the agreement to perform this assignment.

Scope of Work

To determine the appropriate scope of work for the assignment, we considered the intended use of the appraisal, the needs of the user, the complexity of the property, and other pertinent factors. Our concluded scope of work is described below.

Valuation Methodology

Appraisers usually consider the use of three approaches to value when developing a market value opinion for real property. These are the cost approach, sales comparison approach, and income capitalization approach. Use of the approaches in this assignment is summarized as follows:

Approaches to Value		
Approach	Applicability to Subject	Use in Assignment
Cost Approach	Not Applicable	Not Utilized
Sales Comparison Approach	Applicable	Utilized
Income Capitalization Approach	Not Applicable	Not Utilized

We use only the sales comparison approach in developing an opinion of value for the subject. This approach is applicable to the subject because there is an active market for similar properties, and sufficient sales data is available for analysis.

The cost approach is not applicable because there are no improvements that contribute value to the property, and the income approach is not applicable because the subject is not likely to generate rental income in its current state.

Research and Analysis

The type and extent of our research and analysis is detailed in individual sections of the report. This includes the steps we took to verify comparable sales, which are disclosed in the comparable sale profile sheets in the addenda to the report. Although we make an effort to confirm the arms-length nature of each sale with a party to the transaction, it is sometimes necessary to rely on secondary verification from sources deemed reliable.

Inspection

W. Christopher Morris conducted an on-site inspection of the property on February 15, 2021. Chris R. Morris, MAI, FRICS, conducted an on-site inspection on February 15, 2021.

Economic Analysis

The reader is reminded that the demographics presented on this and the following pages were gathered during the period that preceded the COVID-19 pandemic and imminent recession. The data provides useful information for purposes of considering the population and economy of the local area under stabilized market conditions. However, job losses, unemployment (overall and in different sectors), impaired commerce, and reduced income levels will result in demographic statistics after February 2020 that do not follow the stabilized trend that would have been expected based only on a review of data through 2019 and the first few weeks of 2020.

Wake County Area Analysis

Wake County is located in central North Carolina and is approximately 835 square miles in size. The county has a population density of 1,359 persons per square mile.

Population

Wake County has an estimated 2021 population of 1,134,819, which represents an average annual 2.1% increase over the 2010 census of 900,993. Wake County added an average of 21,257 residents per year over the 2010-2021 period, and its annual growth rate exceeded the State of North Carolina rate of 1.0%.

Looking forward, Wake County's population is projected to increase at a 1.4% annual rate from 2021-2026, equivalent to the addition of an average of 16,662 residents per year. Wake County's growth rate is expected to exceed that of North Carolina, which is projected to be 1.0%.

Population Trends					
	Population			Compound Ann. % Chng	
	2010 Census	2021 Estimate	2026 Projection	2010 - 2021	2021 - 2026
Wake County, NC	900,993	1,134,819	1,218,128	2.1%	1.4%
North Carolina	9,535,483	10,644,954	11,161,182	1.0%	1.0%
United States	308,745,538	330,946,040	340,574,349	0.6%	0.6%
Source: Environics Analytics					

Employment

Total employment in Wake County was estimated at 574,589 jobs as of September 2019. Between year-end 2009 and 2019, employment rose by 143,170 jobs, equivalent to a 33.2% increase over the entire period. There were gains in employment in ten out of the past ten years, as the national economy expanded following the downturn of 2007-2009. Wake County's rate of employment growth over the last decade surpassed that of North Carolina, which experienced an increase in employment of 18.3% or 697,243 jobs over this period.

A comparison of unemployment rates is another way of gauging an area's economic health. Over the past decade, the Wake County unemployment rate has been consistently lower than that of North Carolina, with an average unemployment rate of 5.6% in comparison to a 7.1% rate for North Carolina. A lower unemployment rate is a positive indicator.

Recent data shows that the Wake County unemployment rate is 3.1% in comparison to a 3.7% rate for North Carolina, a positive sign that is consistent with the fact that Wake County has outperformed North Carolina in the rate of job growth over the past two years.

Employment Trends						
Year	Total Employment (Year End)				Unemployment Rate (Ann. Avg.)	
	Wake County	% Change	North Carolina	% Change	Wake County	North Carolina
2009	431,419		3,804,059		8.3%	10.6%
2010	438,436	1.6%	3,835,921	0.8%	8.3%	10.9%
2011	448,376	2.3%	3,889,178	1.4%	7.9%	10.3%
2012	464,601	3.6%	3,969,167	2.1%	7.1%	9.3%
2013	485,050	4.4%	4,044,954	1.9%	6.0%	8.0%
2014	502,624	3.6%	4,142,253	2.4%	4.9%	6.3%
2015	525,560	4.6%	4,249,766	2.6%	4.7%	5.7%
2016	541,597	3.1%	4,324,044	1.7%	4.3%	5.1%
2017	554,960	2.5%	4,389,335	1.5%	3.9%	4.5%
2018	567,348	2.2%	4,462,517	1.7%	3.3%	4.0%
2019*	574,589	1.3%	4,501,302	0.9%	3.4%	3.9%
Overall Change 2009-2019	143,170	33.2%	697,243	18.3%		
Avg Unemp. Rate 2009-2019					5.6%	7.1%
Unemployment Rate - February 2020					3.1%	3.7%

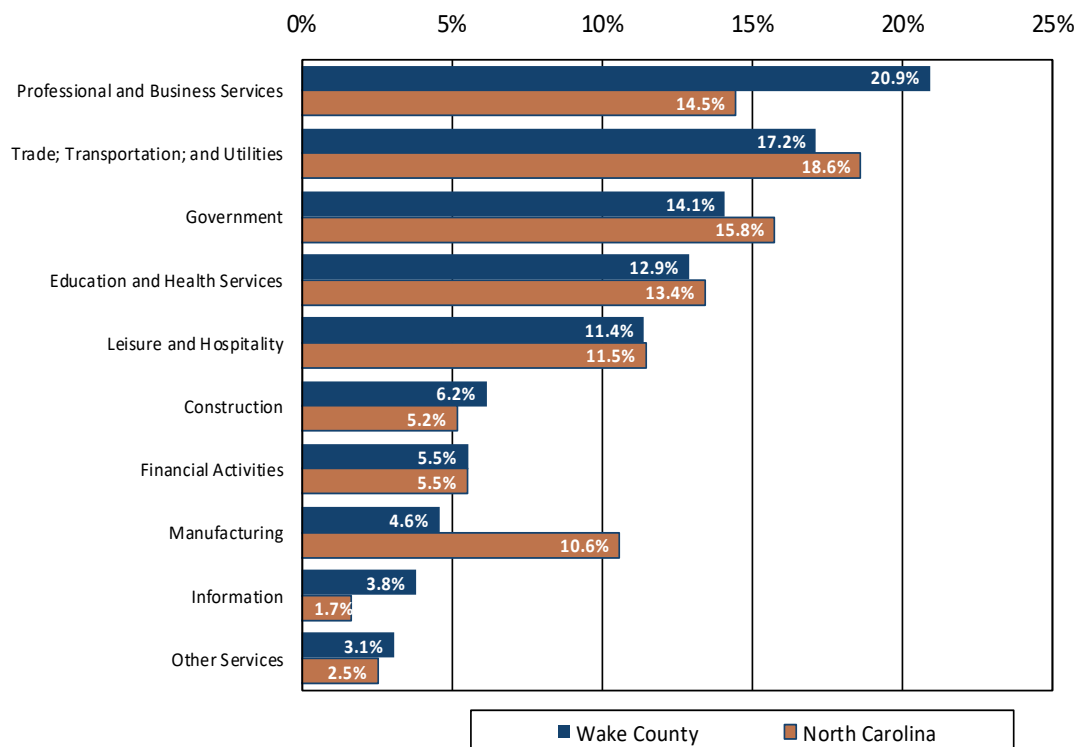
*Total employment data is as of September 2019; unemployment rate data reflects the average of 12 months of 2019.

Source: U.S. Bureau of Labor Statistics and Moody's Analytics. Employment figures are from the Quarterly Census of Employment and Wages (QCEW). Unemployment rates are from the Current Population Survey (CPS). The figures are not seasonally adjusted.

Employment Sectors

The composition of the Wake County job market is depicted in the following chart, along with that of North Carolina. Total employment for both areas is broken down by major employment sector, and the sectors are ranked from largest to smallest based on the percentage of Wake County jobs in each category.

Employment Sectors - 2019



Source: U.S. Bureau of Labor Statistics and Moody's Analytics

Wake County has greater concentrations than North Carolina in the following employment sectors:

1. Professional and Business Services, representing 20.9% of Wake County payroll employment compared to 14.5% for North Carolina as a whole. This sector includes legal, accounting, and engineering firms, as well as management of holding companies.
2. Construction, representing 6.2% of Wake County payroll employment compared to 5.2% for North Carolina as a whole. This sector includes construction of buildings, roads, and utility systems.
3. Information, representing 3.8% of Wake County payroll employment compared to 1.7% for North Carolina as a whole. Publishing, broadcasting, data processing, telecommunications, and software publishing are included in this sector.

4. Other Services, representing 3.1% of Wake County payroll employment compared to 2.5% for North Carolina as a whole. This sector includes establishments that do not fall within other defined categories, such as private households, churches, and laundry and dry cleaning establishments.

Wake County is underrepresented in the following sectors:

1. Trade; Transportation; and Utilities, representing 17.2% of Wake County payroll employment compared to 18.6% for North Carolina as a whole. This sector includes jobs in retail trade, wholesale trade, trucking, warehousing, and electric, gas, and water utilities.
2. Government, representing 14.1% of Wake County payroll employment compared to 15.8% for North Carolina as a whole. This sector includes employment in local, state, and federal government agencies.
3. Education and Health Services, representing 12.9% of Wake County payroll employment compared to 13.4% for North Carolina as a whole. This sector includes employment in public and private schools, colleges, hospitals, and social service agencies.
4. Manufacturing, representing 4.6% of Wake County payroll employment compared to 10.6% for North Carolina as a whole. This sector includes all establishments engaged in the manufacturing of durable and nondurable goods.

Major Employers

Major employers in Wake County are shown in the following table.

Major Employers - Wake County, NC		
	Name	Number of Employees
1	WCPSS	1,000+
2	NC State University at Raleigh	1,000+
3	Wake Med	1,000+
4	NC Health	1,000+
5	Sas Institute Inc	1,000+
6	City of Raleigh	1,000+
7	Wal-Mart Associates Inc	1,000+
8	County of Wake	1,000+
9	Dept of Public Safety	1,000+
10	State of NC Dept of Health & Human	1,000+

Source: <https://d4.nccommerce.com/QCEWLargestEmployers.aspx>

Gross Domestic Product

Gross Domestic Product (GDP) is a measure of economic activity based on the total value of goods and services produced in a defined geographic area, and annual changes in Gross Domestic Product (GDP) are a gauge of economic growth.

Economic growth, as measured by annual changes in GDP, has been considerably higher in Wake County than North Carolina overall during the past eight years. Wake County has grown at a 4.9% average annual rate while North Carolina has grown at a 1.8% rate.

Wake County has a per capita GDP of \$64,357, which is 34% greater than North Carolina's GDP of \$47,896. This means that Wake County industries and employers are adding relatively more value to the economy than their counterparts in North Carolina.

Gross Domestic Product				
Year	(\$,000s) Wake County	% Change	(\$,000s) North Carolina	% Change
2011	50,228,103		439,088,500	
2012	52,285,044	4.1%	439,571,000	0.1%
2013	54,796,015	4.8%	445,361,400	1.3%
2014	57,616,892	5.1%	455,046,200	2.2%
2015	61,468,221	6.7%	469,478,800	3.2%
2016	64,182,144	4.4%	475,339,000	1.2%
2017	66,188,586	3.1%	485,498,600	2.1%
2018	70,297,010	6.2%	497,331,300	2.4%
Compound % Chg (2011-2018)		4.9%		1.8%
GDP Per Capita 2018	\$64,357		\$47,896	

Source: U.S. Bureau of Economic Analysis and Moody's Analytics; data released December 2019. The release of state and local GDP data has a longer lag time than national data. The data represents inflation-adjusted "real" GDP stated in 2012 dollars.

Household Income

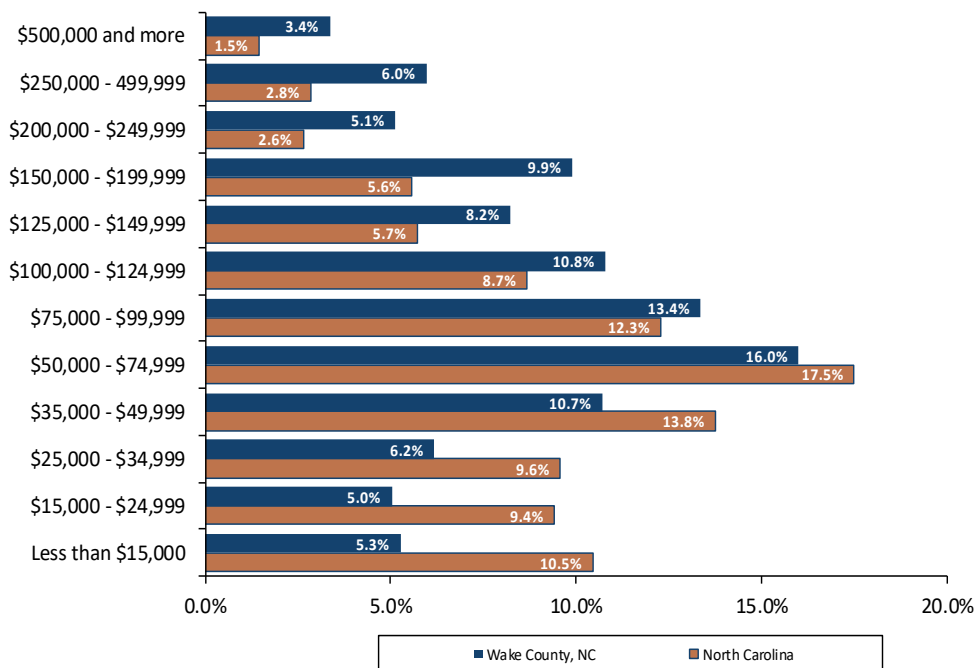
Wake County is more affluent than North Carolina. Median household income for Wake County is \$87,090, which is 48.5% greater than the corresponding figure for North Carolina.

Median Household Income - 2021

	Median
Wake County, NC	\$87,090
North Carolina	\$58,664
Comparison of Wake County, NC to North Carolina	+ 48.5%
Source: Environics Analytics	

The following chart shows the distribution of households across twelve income levels. Wake County has a greater concentration of households in the higher income levels than North Carolina. Specifically, 57% of Wake County households are at the \$75,000 or greater levels in household income as compared to 39% of North Carolina households. A lesser concentration of households is apparent in the lower income levels, as 16% of Wake County households are below the \$35,000 level in household income versus 29% of North Carolina households.

Household Income Distribution - 2021

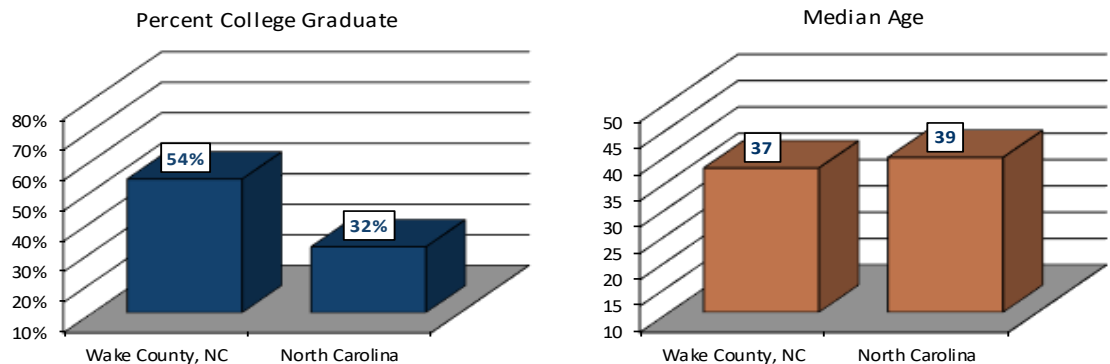


Source: Environics Analytics

Education and Age

Residents of Wake County have a higher level of educational attainment than those of North Carolina. An estimated 54% of Wake County residents are college graduates with four-year degrees, versus 32% of North Carolina residents. People in Wake County are younger than their North Carolina counterparts. The median age for Wake County is 37 years, while the median age for North Carolina is 39 years.

Education & Age - 2021



Source: Environics Analytics

Conclusion

The Wake County economy will benefit from a growing population base and higher income and education levels. Wake County experienced growth in the number of jobs and has maintained a consistently lower unemployment rate than North Carolina over the past decade. We anticipate that the Wake County economy will improve and employment will grow, strengthening the demand for real estate.

As previously referenced, COVID-19 has pushed the economy at all levels into a recession which has yet to be statistically proven or definitively quantified. Therefore, the statistical summary of the region provided above must be considered in light of the fact that economic indicators available in the near future will show a substantial contraction of economic activity beginning in the first quarter of 2020. This issue is discussed more fully after the Market Analysis section of this report.

Surrounding Area Analysis

Location

The subject is located in the town of Apex, North Carolina.

Access and Linkages

Primary highway access to the area is via the I-540 interchange with Old US-1. Public transportation is not available in the immediate area. Overall, the primary mode of transportation in the area is the automobile.

Demand Generators

Major employers include the Town of Apex, Wake County Public School System, the City of Raleigh, State of North Carolina, Duke Energy, Red Hat, Wake Med, Rex Hospital, Credit Suisse, SAS and Cisco Systems.

Demographics

A demographic profile of the surrounding area, including population, households, and income data, is presented in the following table.

Surrounding Area Demographics					
2021 Estimates	1-Mile Radius	3-Mile Radius	5-Mile Radius	Wake County, NC	North Carolina
Population 2010	5,165	28,630	68,213	900,993	9,535,483
Population 2021	7,189	40,458	91,760	1,134,819	10,644,954
Population 2026	7,792	43,936	99,214	1,218,128	11,161,182
Compound % Change 2010-2021	3.1%	3.2%	2.7%	2.1%	1.0%
Compound % Change 2021-2026	1.6%	1.7%	1.6%	1.4%	1.0%
Households 2010	1,738	9,925	23,463	345,645	3,745,155
Households 2021	2,352	13,916	31,569	432,952	4,190,524
Households 2026	2,533	15,061	34,128	464,439	4,400,850
Compound % Change 2010-2021	2.8%	3.1%	2.7%	2.1%	1.0%
Compound % Change 2021-2026	1.5%	1.6%	1.6%	1.4%	1.0%
Median Household Income 2021	\$139,138	\$123,328	\$127,142	\$87,090	\$58,664
Average Household Size	3.1	2.9	2.9	2.6	2.5
College Graduate %	71%	64%	66%	54%	32%
Median Age	36	37	37	37	39
Owner Occupied %	91%	80%	80%	65%	67%
Renter Occupied %	9%	20%	20%	35%	33%
Median Owner Occupied Housing Value	\$378,221	\$387,372	\$392,489	\$330,633	\$198,637
Median Year Structure Built	2002	2003	2001	1998	1990
Average Travel Time to Work in Minutes	28	27	28	28	27

Source: Environics Analytics

As shown above, the current population within a 3-mile radius of the subject is 40,458, and the average household size is 2.9. Population in the area has grown since the 2010 census, and this trend is projected to continue over the next five years. Compared to Wake County overall, the population within a 3-mile radius is projected to grow at a faster rate.

Median household income is \$123,328, which is higher than the household income for Wake County. Residents within a 3-mile radius have a considerably higher level of educational attainment than those of Wake County, while median owner-occupied home values are considerably higher.

Land Use

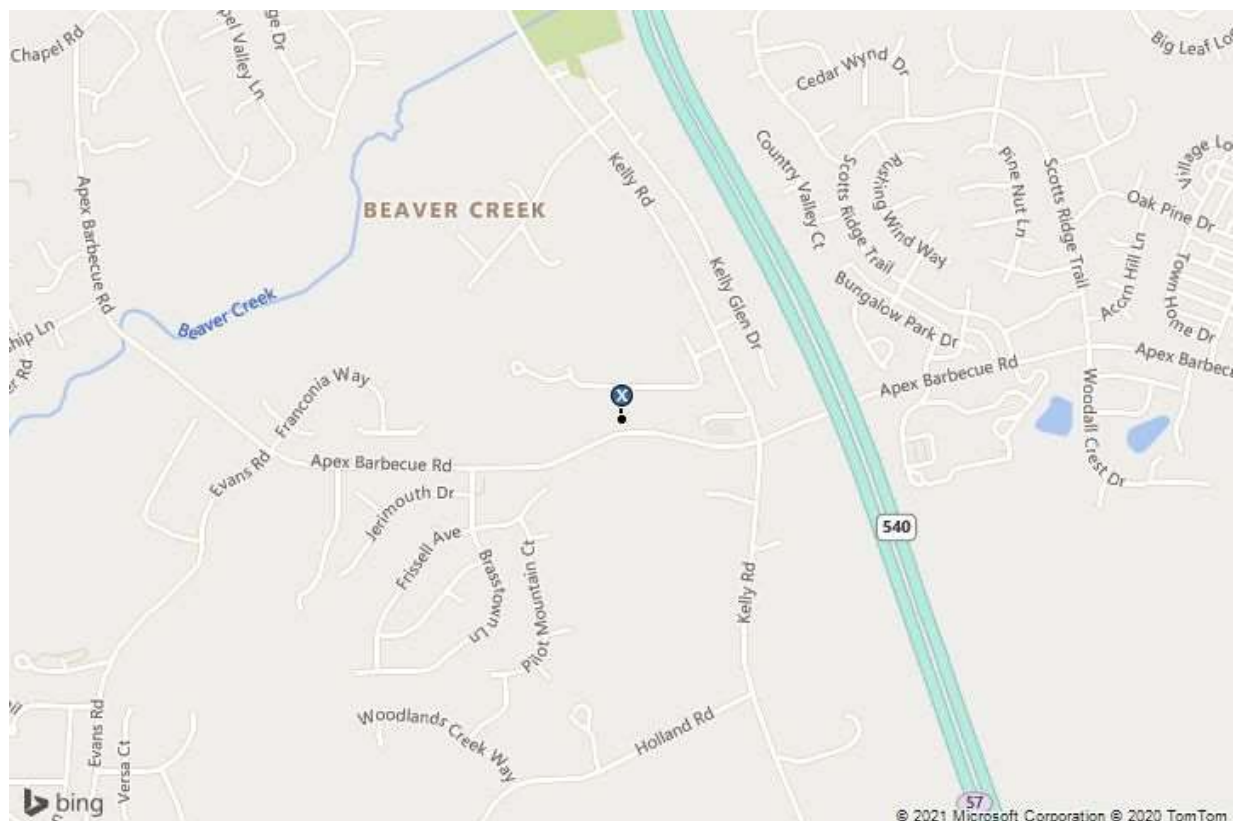
The area is suburban in character and approximately 50% developed.

Predominant land uses are residential. During the last five years, development has been predominantly of residential uses, and has included The Toad Hollow Subdivision north along Kelly Rd., Friendship Station, Publix, and several retail outparcels at the Publix center. The pace of development has generally accelerated over this time.

Outlook and Conclusions

The area is in the growth stage of its life cycle. We anticipate that property values will increase in the near future.

Surrounding Area Map



Office Market Analysis

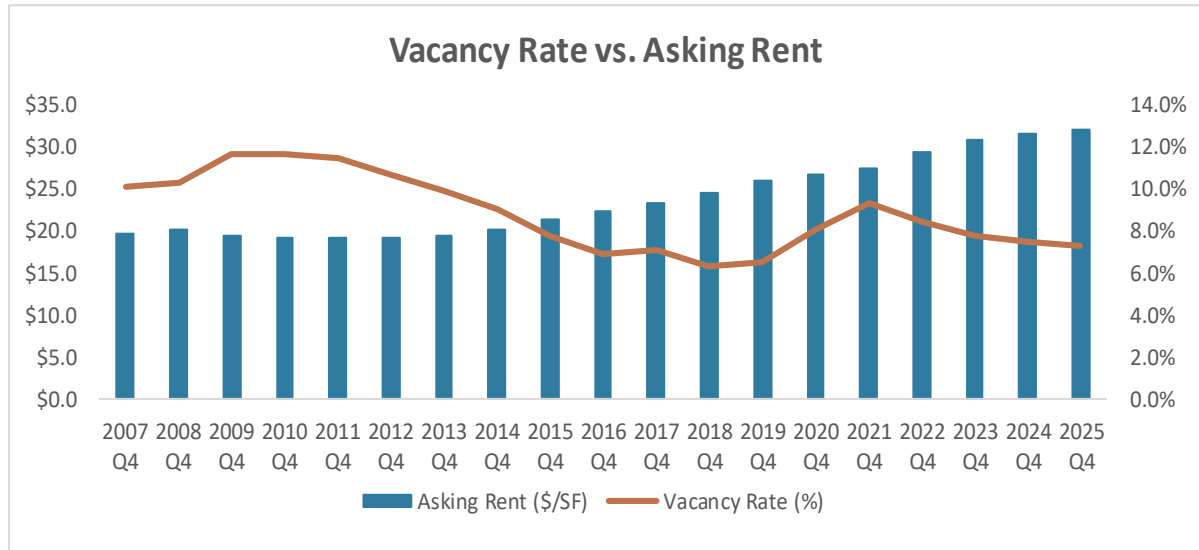
Metro Area Overview

The subject is located in the Raleigh/Durham metro area as defined by CoStar. Trended supply and demand statistics, including inventory levels, absorption, vacancy, and rental rates for all classes of space are presented in the ensuing table.

All Office Raleigh/Durham Metro Trends										
Period	Stock	Demand	Vacancy	Net Completions 12 Months	Under Construction Stock	Net Absorption 12 Months	Asking Rent	Rent Growth 12 Month	Price Growth	Cap Rate
2007 Q4	88,451,499	79,534,264	10.08%	2,491,659	4,362,388	2,322,925	\$19.77	5.98%	5.96%	7.89%
2008 Q4	92,185,428	82,719,552	10.27%	3,733,929	2,754,581	3,185,294	\$20.18	2.05%	-17.06%	9.12%
2009 Q4	94,413,179	83,356,880	11.71%	2,227,751	2,053,783	637,321	\$19.38	-3.96%	-10.92%	9.66%
2010 Q4	95,706,072	84,531,224	11.68%	1,292,893	1,195,417	1,175,500	\$19.18	-1.02%	16.22%	8.56%
2011 Q4	96,484,941	85,411,480	11.48%	778,869	926,338	880,253	\$19.29	0.55%	10.52%	7.98%
2012 Q4	97,181,081	86,826,496	10.65%	696,140	992,118	1,415,018	\$19.27	-0.09%	3.46%	7.82%
2013 Q4	97,464,975	87,800,192	9.92%	283,894	2,252,092	973,699	\$19.44	0.91%	5.31%	7.57%
2014 Q4	98,830,442	89,869,184	9.07%	1,365,467	2,072,854	2,068,992	\$20.24	4.07%	5.40%	7.37%
2015 Q4	100,179,333	92,419,328	7.75%	1,348,891	1,392,852	2,550,146	\$21.44	5.94%	5.32%	7.33%
2016 Q4	100,994,617	93,973,000	6.95%	653,305	2,986,455	1,391,686	\$22.29	3.98%	3.56%	7.34%
2017 Q4	103,384,358	95,987,816	7.15%	2,345,051	2,764,340	1,998,131	\$23.35	4.73%	1.49%	7.47%
2018 Q4	105,223,658	98,553,272	6.34%	1,839,300	2,941,500	2,565,454	\$24.66	5.63%	2.30%	7.66%
2019 Q4	106,980,774	100,005,008	6.52%	1,757,116	3,651,154	1,451,740	\$25.92	5.12%	8.40%	7.61%
2020 Q4	109,175,474	100,400,760	8.04%	2,190,400	3,297,714	391,448	\$26.69	2.95%	3.02%	7.58%
2021 Q4	112,044,686	101,615,264	9.31%	2,869,212	0	1,205,977	\$27.58	3.33%	2.92%	7.42%
2022 Q4	113,436,940	103,845,800	8.46%	1,392,254	0	2,229,454	\$29.50	6.96%	8.16%	7.35%
2023 Q4	115,097,795	106,082,760	7.83%	1,660,855	0	2,236,443	\$30.85	4.60%	5.47%	7.36%
2024 Q4	117,106,099	108,335,896	7.49%	2,008,304	0	2,252,614	\$31.66	2.62%	3.46%	7.35%
2025 Q4	119,164,312	110,508,200	7.26%	2,058,213	0	2,171,899	\$32.13	1.48%	1.99%	7.35%

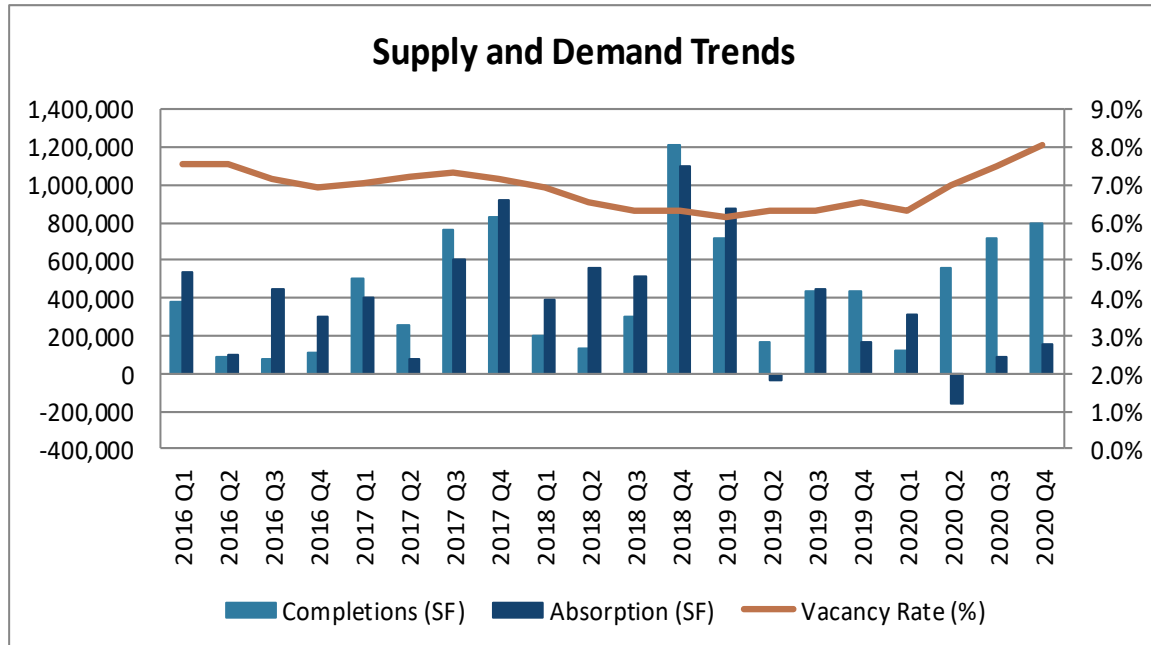
Source: CoStar, Inc.; compiled by Integra Realty Resources, Inc.

Raleigh/Durham Metro Trends and Forecasts



Source: CoStar, Inc.; compiled by Integra Realty Resources, Inc.

- The current vacancy rate in the metro area is 8.04%; the vacancy rate has increased by 170 bps from 2018 Q4.
- Two-year Base Case forecasts project a 8.46% vacancy rate in the metro area, representing an increase of 42 bps by 2022 Q4.
- Asking rent averages \$26.69/SF in the metro area, and values have increased by 8.23% from 2018 Q4.
- Two-year Base Case forecasts project a \$29.50/SF asking rent in the metro area, representing an increase of 10.53% by 2022 Q4.



Source: CoStar, Inc.; compiled by Integra Realty Resources, Inc.

- The total stock (SF) has increased by 3.76% from 2018 Q4, while the demand has increased by 1.87%.
- Between 2016 Q1 and 2020 Q4, net completions in the metro area have averaged 1,757,034 SF annually, and reached a peak of 1,204,867 SF in 2018 Q4.
- Between 2016 Q1 and 2020 Q4, net absorption in the metro area has averaged 1,559,692 SF annually, and reached a peak of 1,095,878 SF in 2018 Q4.

Submarket Overview

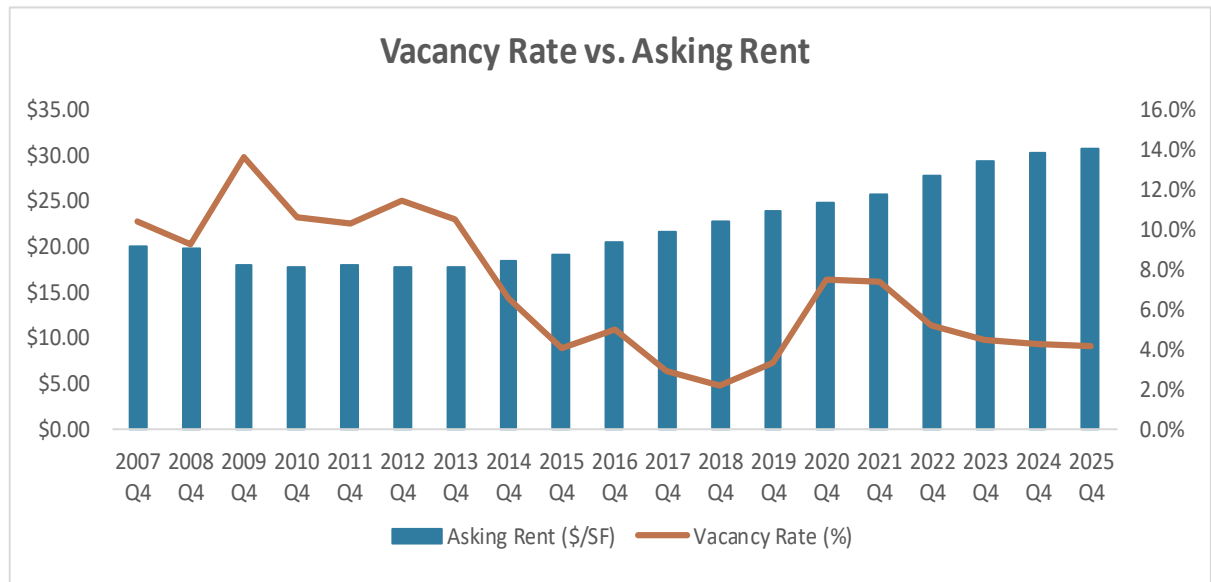
The subject is located in the Southwest Wake County submarket as defined by CoStar. Trended supply and demand statistics, including inventory levels, absorption, vacancy, and rental rates for all classes of space are presented in the following table.

All Office Southwest Wake County Submarket Trends										
Period	Stock	Demand	Vacancy	Net Completions 12 Months	Under Construction Stock	Net Absorption 12 Months	Asking Rent	Rent Growth 12 Month	Price Growth	Cap Rate
2007 Q4	1,100,396	985,608	10.43%	71,030	143,902	45,693	\$20.04	6.42%	4.67%	8.15%
2008 Q4	1,244,298	1,129,167	9.25%	143,902	34,361	143,559	\$19.90	-0.72%	-17.27%	9.45%
2009 Q4	1,274,591	1,100,761	13.64%	30,293	4,379	-28,406	\$17.99	-9.60%	-12.20%	10.06%
2010 Q4	1,278,970	1,143,027	10.63%	4,379	2,529	42,266	\$17.84	-0.81%	14.68%	8.97%
2011 Q4	1,311,499	1,176,713	10.28%	32,529	0	33,686	\$17.96	0.67%	11.98%	8.27%
2012 Q4	1,311,499	1,160,567	11.51%	0	0	-16,146	\$17.75	-1.20%	3.08%	8.12%
2013 Q4	1,311,499	1,173,827	10.50%	0	3,474	13,260	\$17.77	0.16%	6.07%	7.84%
2014 Q4	1,314,973	1,228,932	6.54%	3,474	11,781	55,105	\$18.52	4.21%	7.09%	7.57%
2015 Q4	1,330,068	1,276,141	4.05%	15,095	92,008	47,209	\$19.25	3.93%	6.26%	7.49%
2016 Q4	1,429,276	1,357,636	5.01%	99,208	47,720	81,495	\$20.45	6.26%	5.01%	7.44%
2017 Q4	1,488,667	1,444,778	2.95%	59,391	38,000	87,142	\$21.72	6.17%	4.57%	7.44%
2018 Q4	1,533,231	1,499,765	2.18%	44,564	214,546	54,987	\$22.89	5.38%	3.38%	7.63%
2019 Q4	1,732,363	1,674,955	3.31%	199,132	79,004	175,190	\$23.87	4.32%	3.60%	7.77%
2020 Q4	1,824,367	1,688,037	7.47%	92,004	7,000	13,082	\$24.82	3.97%	2.71%	7.76%
2021 Q4	1,829,204	1,694,522	7.36%	4,837	0	6,484	\$25.73	3.65%	2.15%	7.63%
2022 Q4	1,839,580	1,744,403	5.17%	10,376	0	49,864	\$27.84	8.22%	9.66%	7.55%
2023 Q4	1,891,509	1,807,259	4.45%	51,929	0	62,831	\$29.38	5.54%	6.83%	7.56%
2024 Q4	1,956,283	1,872,622	4.28%	64,774	0	65,346	\$30.33	3.22%	4.33%	7.55%
2025 Q4	2,022,701	1,939,244	4.13%	66,418	0	66,605	\$30.88	1.83%	2.53%	7.55%

Source: CoStar, Inc.; compiled by Integra Realty Resources, Inc.

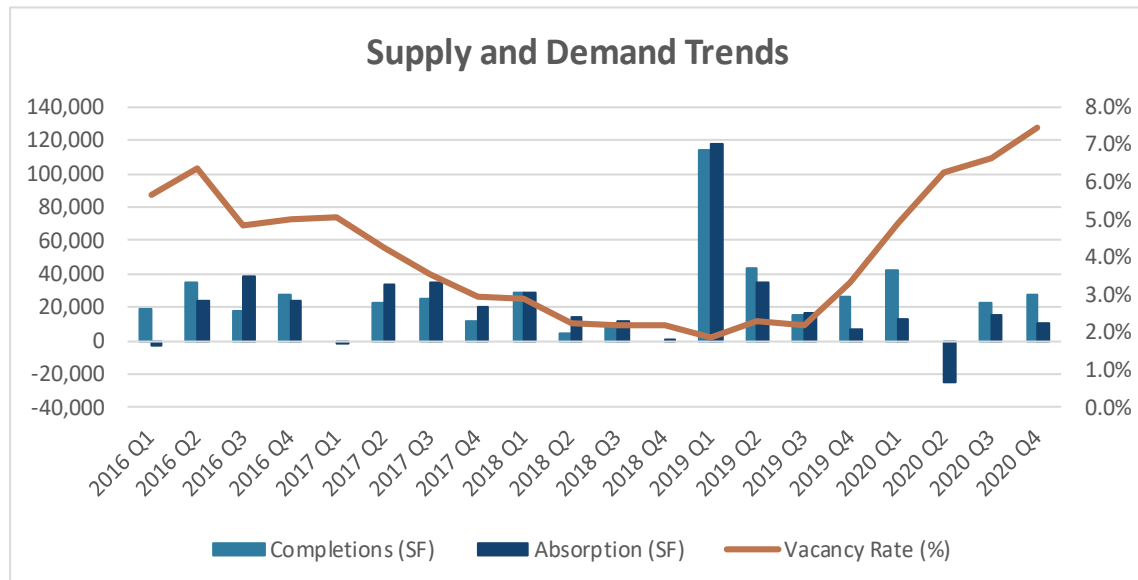
- The Southwest Wake County submarket comprises 1.7% of the metro building stock and 1.7% of the metro building demand.
- The vacancy rate in the Southwest Wake County submarket is 7.47%, which is less than the metro area's average of 8.04%.
- Southwest Wake County market rate is \$24.82/SF which is less than the metro area's average rate of \$26.69/SF.

Southwest Wake County Submarket Trends and Forecasts



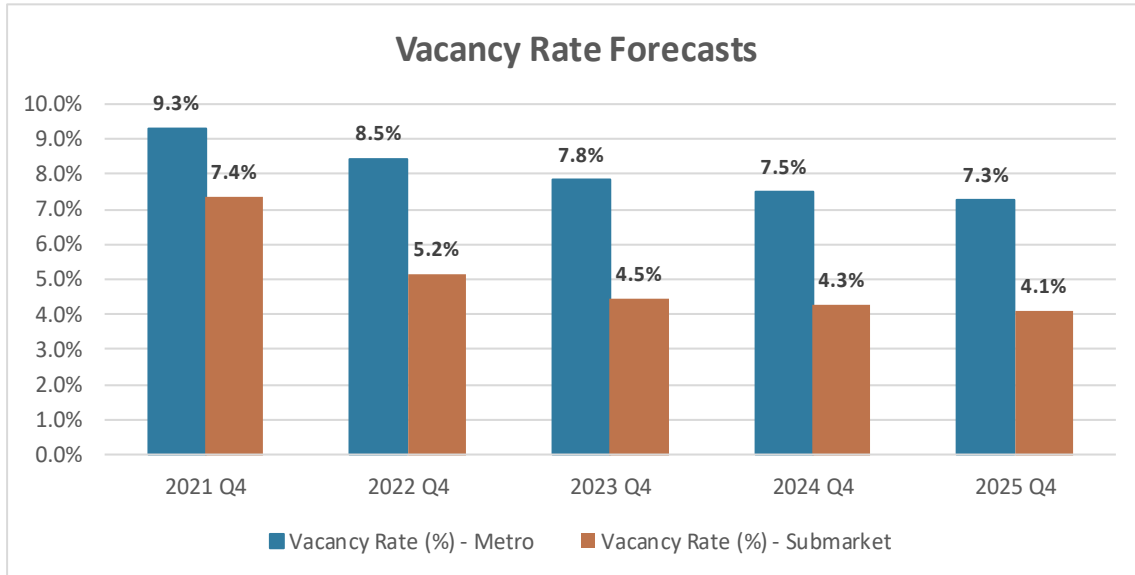
Source: CoStar, Inc.; compiled by Integra Realty Resources, Inc.

- The current vacancy rate in the submarket area is 7.47%; the vacancy rate has increased by 529 bps from 2018 Q4.
- Two-year Base Case forecasts project a 5.17% vacancy rate in the submarket area, representing a decrease of 230 bps by 2022 Q4.
- Asking rent averages \$24.82/SF in the submarket area, and values have increased by 8.43% from 2018 Q4.
- Two-year Base Case forecasts project a \$27.84/SF asking rent in the submarket area, representing an increase of 12.17% by 2022 Q4.

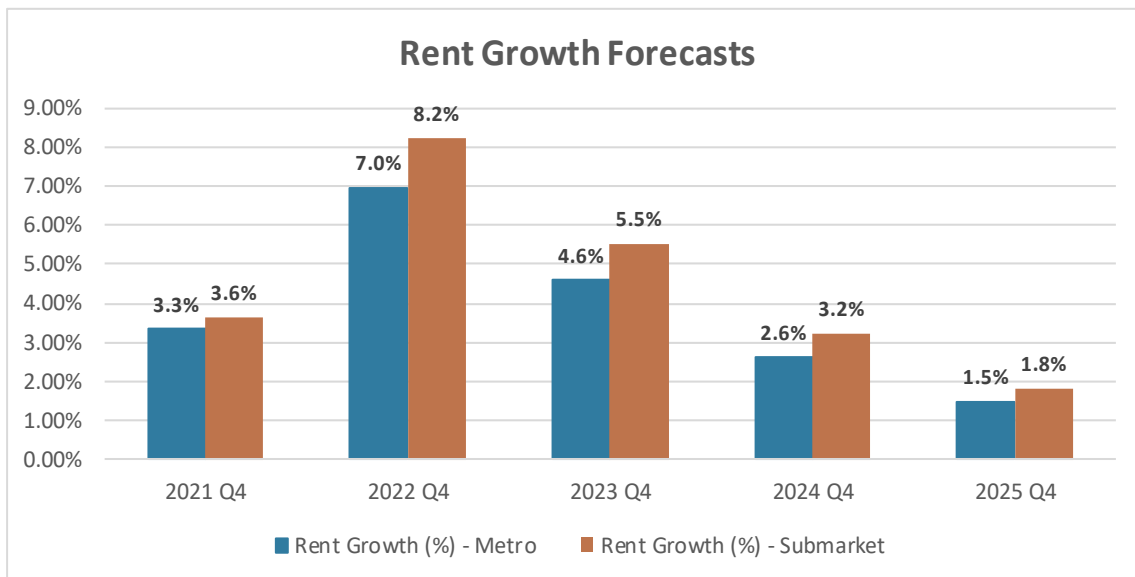


Source: CoStar, Inc.; compiled by Integra Realty Resources, Inc.

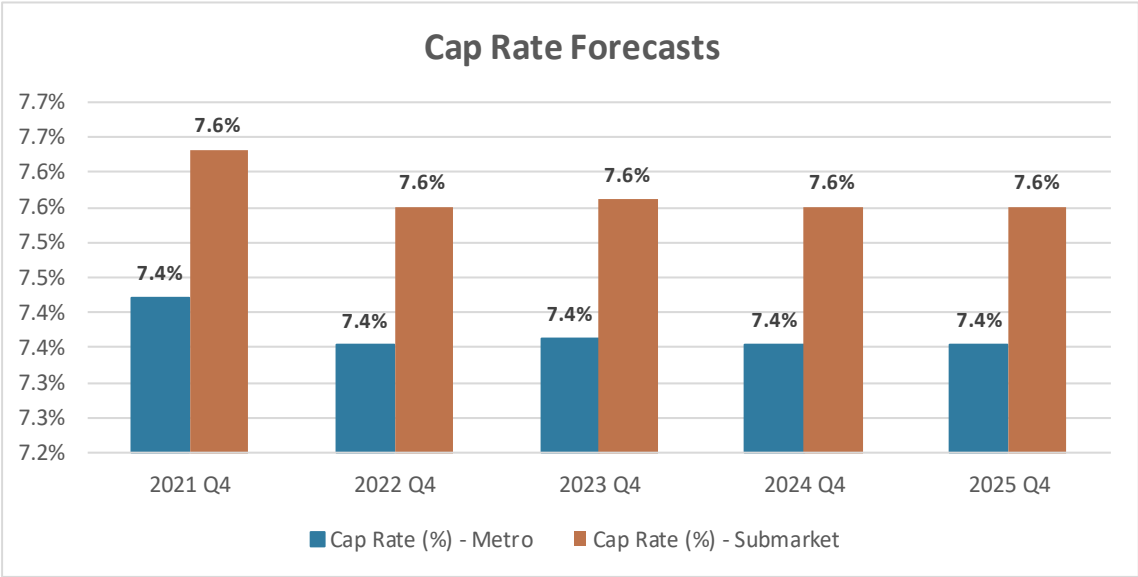
- The total stock (SF) has increased by 18.99% from 2018 Q4, while the demand has increased by 12.55%.
- Between 2016 Q1 and 2020 Q4, net completions in the submarket area have averaged 98,860 SF annually, and reached a peak of 114,600 SF in 2019 Q1.
- Between 2016 Q1 and 2020 Q4, net absorption in the submarket area has averaged 82,379 SF annually, and reached a peak of 117,729 SF in 2019 Q1.

Office Market Forecast Comparisons

Source: CoStar, Inc.; compiled by Integra Realty Resources, Inc.



Source: CoStar, Inc.; compiled by Integra Realty Resources, Inc.



Source: CoStar, Inc.; compiled by Integra Realty Resources, Inc.

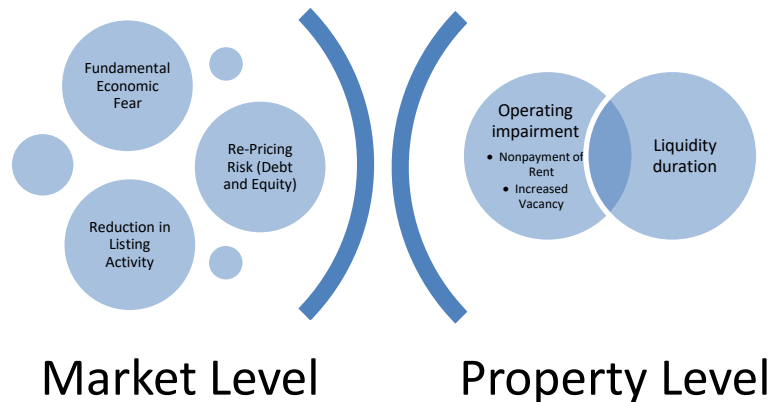
Office Market Outlook and Conclusions

Based on the key metro and submarket area trends, construction outlook, and the performance of competing properties, IRR expects the mix of property fundamentals and economic conditions in the metro area to have a positive impact on the subject property’s performance in the near-term.



COVID-19 Impact on Current Valuations

Transaction indicators are the best measure of any impact on values due to COVID-19. At the beginning of the pandemic, many transactions were tabled and market data was scarce. After an initial lull in activity, price discovery has occurred in many markets across different property types and transactions are getting done. Market instability remains a factor on various levels:



Based on discussions and interviews with a wide range of market participants including brokers, lenders, asset managers, owners, property managers and others, a variety of concerns, and opportunities, are apparent.

The Virus

A surge in COVID-19 cases throughout the country began in 4Q20. Infection rates are exploding with many state and local governments restricting movement and social gatherings. The stock market rose to new highs in 4Q20 on the news of multiple promising vaccine options expected to first become widely available to health care workers and then the general public by mid-2021. In the interim, volatility will remain with starts and stops in economic activity. A widely distributed vaccine is critical for bringing workers back to the office; for allowing public schools to remain open with consistency; and for perceived safe use of public transportation in getting people to work.

Macro-Economic Impacts

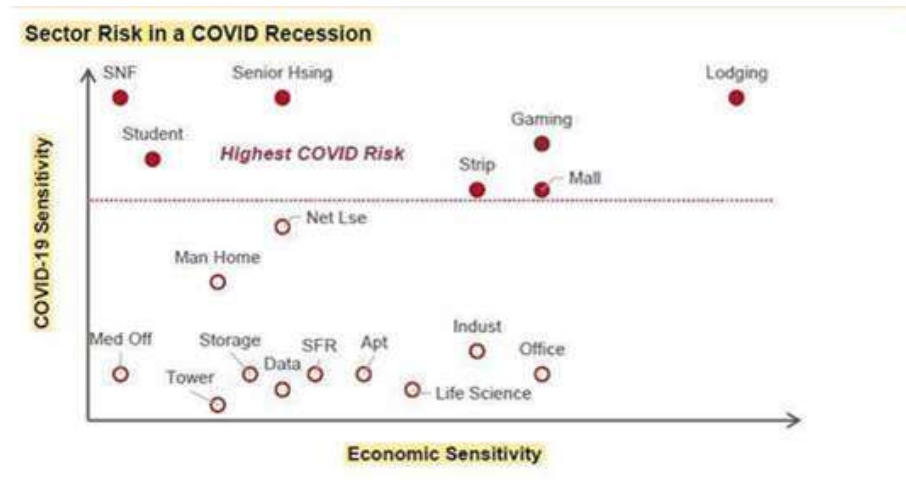
Not surprisingly, 3Q20 GDP was up significantly but varies considerably by segment. Consumption of goods is up while consumption of services remains off, due in large part to households remaining in various levels of lockdown in many parts of the country. Warehouses and manufacturing are winners. Hotels, retail, and restaurants remain weak.

State and local finances are troubling not to mention the outlook for employers and workers, particularly in the service sector, who remain on the downside of a K shaped recovery.

After initially ramping up cash reserves to cover bad loans, many larger lending institutions have begun reducing those set-asides as the expectation of losses is on the decline. Many smaller to mid-size banks, which have typically been the primary capital source to local, service-oriented businesses, may not be so fortunate.

Impact by Property Type, Class & Location

Below is a graph prepared by Greenstreet Advisors plotting the sensitivity (and risk) associated with various property types with the negative impact on value being greater for those assets with greater sensitivity. Those assets relating to essential business operations (grocery, medical, distribution) have been less affected than for example lodging and malls where social distancing is more difficult.



Rates of Return and Valuation Methodology

Offsetting the increased risk due to uncertainty in the property markets is the Fed's monetary policy of holding rates down to enhance liquidity in the debt markets. While many financial institutions have lowered their loan to value ratios as a risk management tool, the cost of borrowing is at historic lows for assets with sustainable cash flow and solid sponsors. The result is downward pressure on rates of return where leverage is attainable but offset to some extent by a rise in equity return requirements. As transactions continue to occur, the overall impact on rates of return, and how they are responding differently by property type and location, is becoming apparent.

Some market participants believe the answer to market value lies in capitalization rates while others believe rates are not moving. Instead, the value impact is limited to cash flow loss plus profit until re-stabilization occurs. Once again, the answers vary by property type and location.

The following valuation tempers the various inputs given the wide range of data in the market. Care must be taken not to "double hit" the analysis by modeling lower net income via lower performance projections and at the same time raising the return requirements, particularly in light of a low interest rate environment.

Property Analysis

Land Description and Analysis

Land Description	
Land Area (Gross)	4.76 acres; 207,346 SF
Land Area (Usable)	4.55 acres; 198,076 SF
Source of Land Area	Engineering Report
Primary Street Frontage	Apex Barbeque Rd. - 993' feet
Secondary Street Frontage	Ellerview Dr. - 50' feet
Shape	Irregular
Corner	No
Rail Access	No
Topography	Gently rolling with elevations ranging from 332' to 366' above sea level
Drainage	No problems reported or observed
Environmental Hazards	None reported or observed
Ground Stability	No problems reported or observed
Flood Area Panel Number	37183C0731J
Date	May 2, 2006
Zone	X
Description	Outside of 500-year floodplain
Insurance Required?	No
Zoning; Other Regulations	
Zoning Jurisdiction	Town of Apex
Zoning Designation	RR
Description	Rural Residential
Legally Conforming?	Appears to be legally conforming
Zoning Change Likely?	Yes
Permitted Uses	The purpose and intent of the RR Rural Residential District is to provide for lower density rural and residential development while accommodating smaller lot sizes than the RA Residential Agricultural District. Single family homes in the Rural Residential (RR) District shall have an average lot size of 1 acre or greater per residential development.
Minimum Setbacks (Feet)	Front: 40', Side: 15', Rear: 25'
Maximum Building Height	36'
Maximum Site Coverage	0.5
Parking Requirement	Dependent upon use
Rent Control	No
Other Land Use Regulations	N/A
Utilities	
Service	Provider
Water	Town of Apex
Sewer	Town of Apex
Electricity	Duke Energy
Natural Gas	Dominion Energy
Local Phone	Various Providers

In discussions with Amanda Bunce of the Town of Apex, she informed us that a Planned Unit Development-Conditional Zoning (PUD-CZ) district would be appropriate for mixed use areas shown on the Land Use Map; it would allow more flexibility for development rather than rezoning to only Medium Density Residential or Office & Institutional.

The following information was provided by Amanda Bunce as relates to the specific parcel.

East Side – no buffer adjacent to Apex Public safety, 15' side yard building setback, If the building faces Apex Barbecue. If the building is turned to face west, the eastern property line would require the 25' rear yard setback.

West Side – Might be same as east side, but could change if residential use on west side. Depends on adjacent land use and orientation of the building.

North Side – 20' Type A Buffer, 10' building setback. Setback is measured from the buffer. Also, vehicular use areas must be 5' off of the buffer.

Road side – 3 lane roads need 80' R/W (Increase of 20'), so 10' R/W dedication off subject's side. 30' thoroughfare buffer at front (can ask for reduction to 15'), 5' parking lot setback and 10' building setback from buffer. 30' buffer width reduction requires dedication of additional RCA in the same amount of buffer area reduction.

The Ellerview R/W will have to be 50' wide R/W, 27' back to back roadway w/ 5' sidewalk on east side. Thus approximately 200 LF +/- of roadway for Ellerview. Any development of the subject property will require the R/W dedication of Ellerview Drive and the developer will bear the cost of roadway construction. The R/W dedications is estimated at 0.21 acres, resulting in a usable land area of 4.55 acres.

It is noted that government uses are permitted in the RR District as well as the commercial districts the site could be re-zoned to.

We are not experts in the interpretation of zoning ordinances. An appropriately qualified land use attorney should be engaged if a determination of compliance with zoning is required.

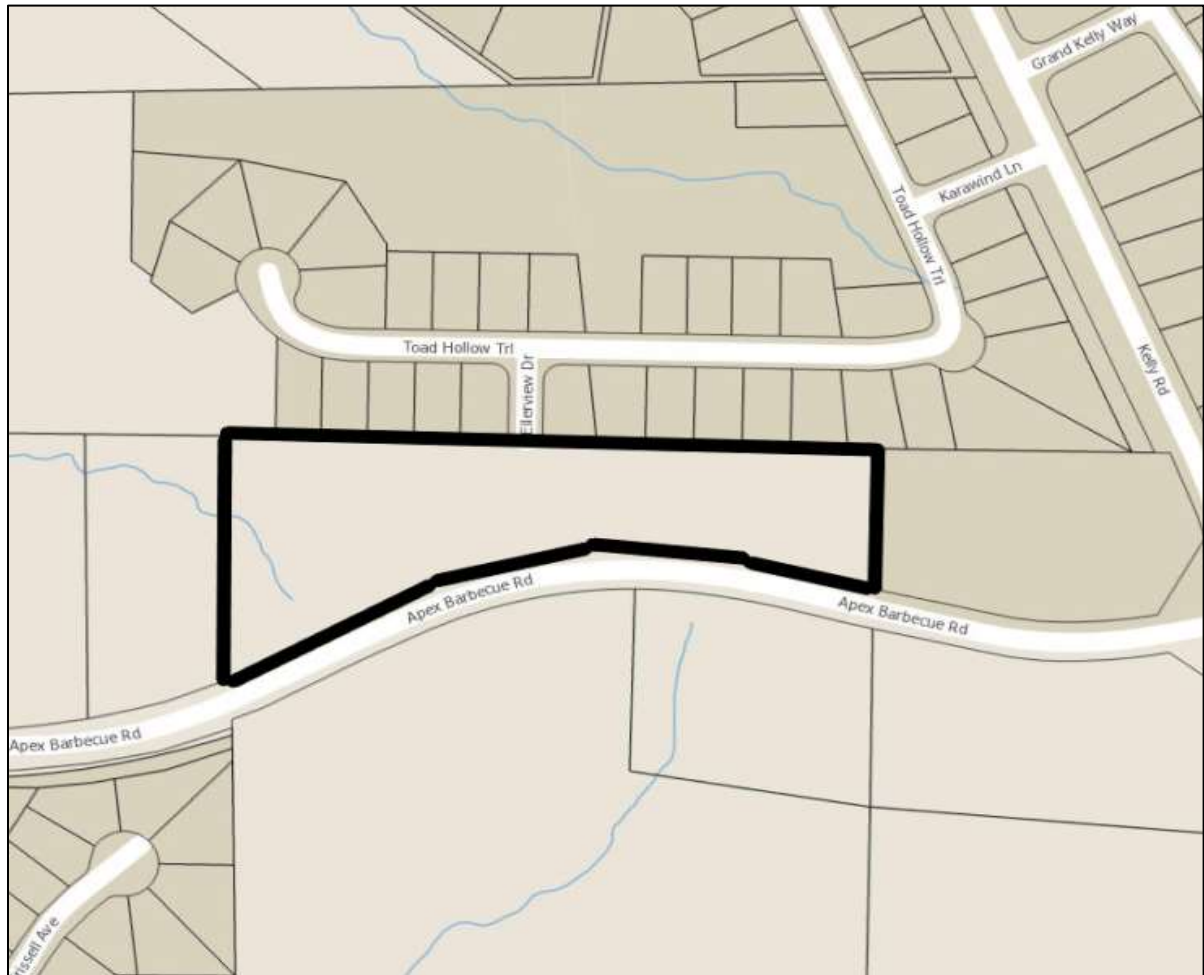
Easements, Encroachments and Restrictions

We were not provided a current title report to review. We are not aware of any easements, encroachments, or restrictions that would adversely affect value. Our valuation assumes no adverse impacts from easements, encroachments, or restrictions, and further assumes that the subject has clear and marketable title.

Conclusion of Land Analysis

Overall, the physical characteristics of the site and the availability of utilities result in functional utility suitable for a variety of uses including those permitted by zoning. We are not aware of any other particular restrictions on development.

Tax Map



Land - 4.76 Acres



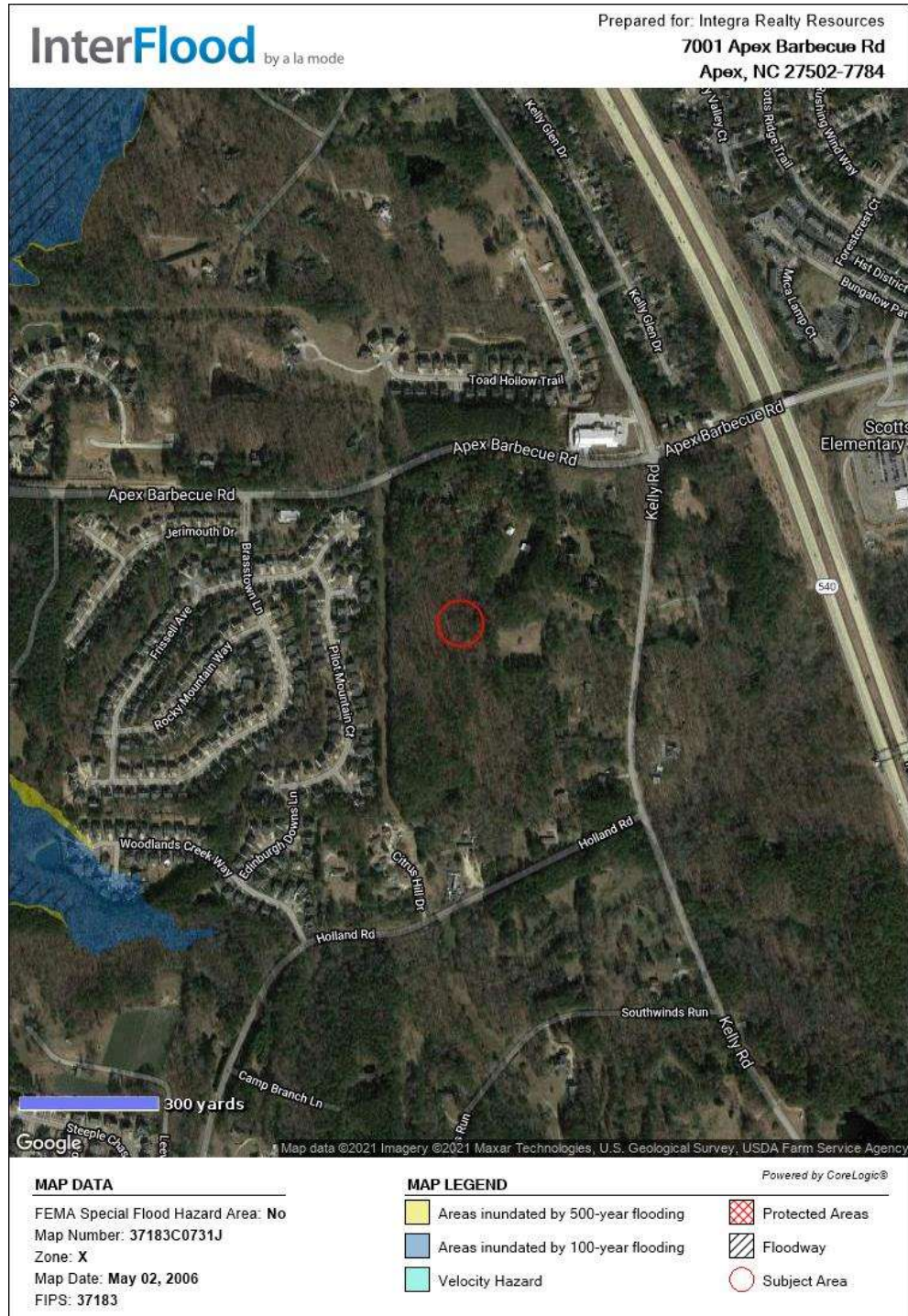
Aerial Map



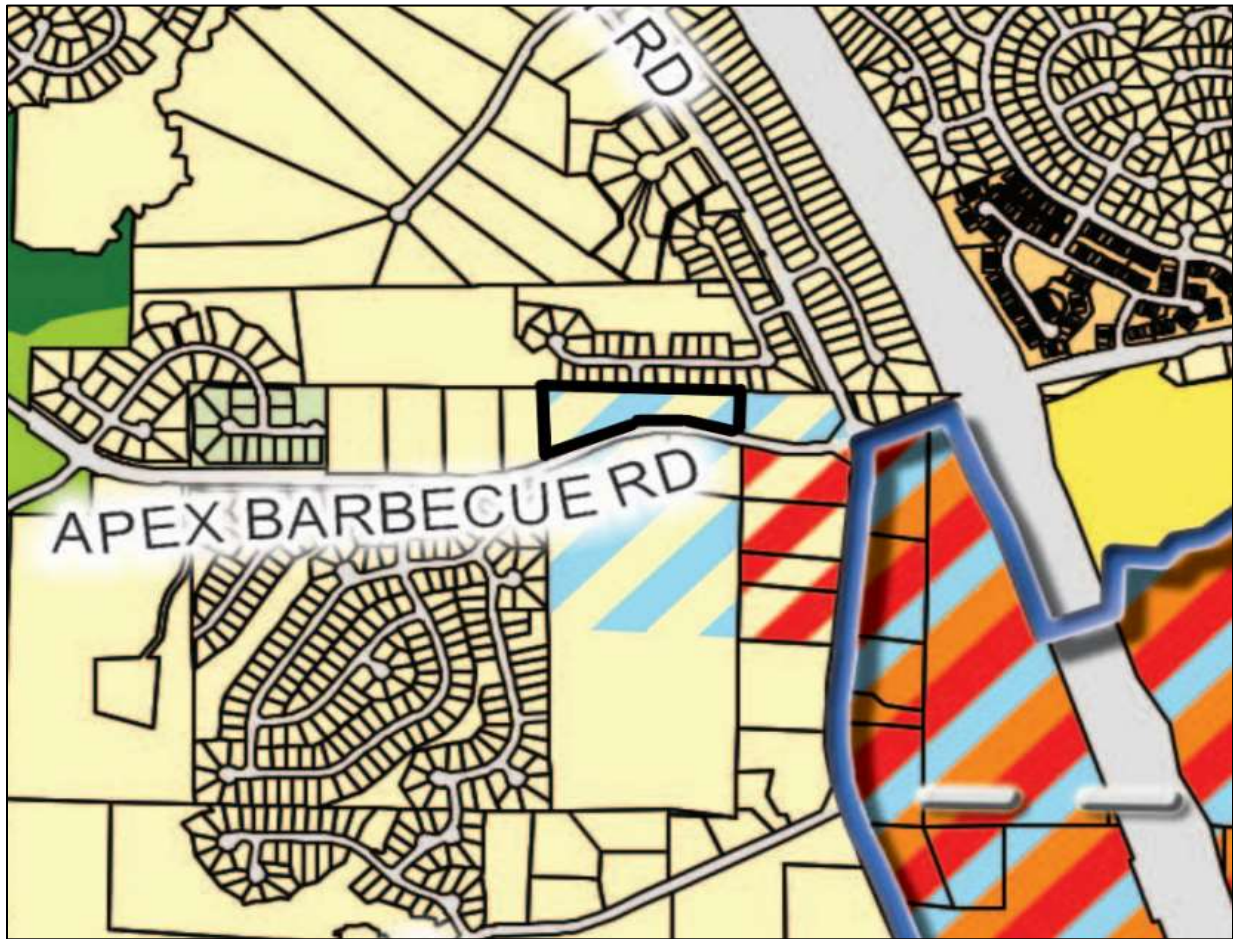
Land - 4.76 Acres



Flood Map



2045 Land Use Plan



Office Employment

2045 Land Use Map Classification	Allowable Zoning Districts
Protected Open Space	CB
Rural Density Residential	CB, RA, PUD
Low Density Residential	CB, RR, LD, PUD
Medium Density Residential	CB, MD, PUD
Medium/High Density Residential	CB, MH, MHP, HDSF, HDMF, PUD, TND
High Density Residential	CB, HDMF, PUD, TND
Office Employment	CB, O&I, MORR, TF, PUD, MEC
Commercial Services	CB, MORR, B1, B2, PC, PUD
Industrial Employment	CB, LI, TF, PUD, MEC
Park—Public or Private	Refer to Section 4.2 Use Table, in the Town of Apex Unified Development Ordinance, for zoning districts where recreational uses are allowable
School	Refer to Section 4.2 Use Table, in the Town of Apex Unified Development Ordinance, for zoning districts where school uses are allowable
Sanitary Landfill	U
Mixed Use (multicolor striped areas with ≥3 uses)	CB, MORR, SD, and the corresponding zoning districts for the classifications in the striped area



Subject
(Photo Taken on February 15, 2021)



Subject
(Photo Taken on February 15, 2021)



Subject
(Photo Taken on February 15, 2021)



Subject
(Photo Taken on February 15, 2021)



Gas pipeline easement facing north
(Photo Taken on February 15, 2021)



Ellerview Dr. R/W facing south toward the subject
(Photo Taken on February 15, 2021)

Real Estate Taxes

The subject is located in Wake County just outside the corporate limits of the Town of Apex. The subject is responsible for Wake County and Fire District Tax rates. Properties in Wake County were last subject to revaluation as of January 1, 2020. The next scheduled revaluation will occur in 2024.

The subject's 2020 combined tax rate was \$0.6910 per \$100 of assessed value. The rate was comprised of \$0.6000 per \$100 of assessed value for Wake County and \$0.0910 per \$100 of assessed value for the Fire District. We currently project no increase in the combined tax rate for 2021. It is noted that development of the property would require annexation into Apex.

The below is based on a pro-rata from the parent tract of 42.25 acres.

Real estate taxes and assessments for the current tax year are shown in the following table.

Taxes and Assessments - 2021							
Tax ID	Assessed Value			Taxes and Assessments			
	Land	Improvements	Total	Tax Rate	Ad Valorem		Total
					Taxes	Direct Assessments	
Out of 0731-26-0949	\$352,240	\$0	\$352,240	0.691000%	\$2,434	\$0	\$2,434

Based on the concluded market value of the subject, the assessed value appears low.

Highest and Best Use

Process

Before a property can be valued, an opinion of highest and best use must be developed for the subject site, both as vacant, and as improved. By definition, the highest and best use must be:

- Physically possible.
- Legally permissible under the zoning regulations and other restrictions that apply to the site.
- Financially feasible.
- Maximally productive, i.e., capable of producing the highest value from among the permissible, possible, and financially feasible uses.

As Vacant

Physically Possible

The physical characteristics of the site do not appear to impose any unusual restrictions on development. Overall, the physical characteristics of the site and the availability of utilities result in functional utility suitable for a variety of uses.

Legally Permissible

The site is zoned RR, Rural Residential. The purpose and intent of the RR Rural Residential District is to provide for lower density rural and residential development while accommodating smaller lot sizes than the RA Residential Agricultural District. Single family homes in the Rural Residential (RR) District shall have an average lot size of 1 acre or greater per residential development. **We note that Amanda Bunce with the Town of Apex noted a Planned Unit Development-Conditional Zoning (PUD-CZ) district may be appropriate for mixed use areas shown on the Land Use Map, as it would allow more flexibility for development rather than rezoning to only Medium Density Residential or Office & Institutional.** To our knowledge, there are no legal restrictions such as easements or deed restrictions that would effectively limit the use of the property. Given prevailing land use patterns in the area, only office use is given further consideration in determining highest and best use of the site, as though vacant.

Financially Feasible

Based on our analysis of the market, there is currently adequate demand for office use in the subject's area. It appears that a newly developed office use on the site would have a value commensurate with its cost. Therefore, office use is considered to be financially feasible.

Maximally Productive

There does not appear to be any reasonably probable use of the site that would generate a higher residual land value than office use. Accordingly, it is our opinion that office use, developed to the normal market density level permitted by zoning, is the maximally productive use of the property.

Conclusion

Development of the site for office use is the only use that meets the four tests of highest and best use. Therefore, it is concluded to be the highest and best use of the property as vacant.

As Improved

No improvements are situated on the subject. Therefore, a highest and best analysis as improved is not applicable.

Most Probable Buyer

Taking into account the functional utility of the site and area development trends, the probable buyer is a developer or speculator.

Valuation

Valuation Methodology

Appraisers usually consider three approaches to estimating the market value of real property. These are the cost approach, sales comparison approach and the income capitalization approach.

The **cost approach** assumes that the informed purchaser would pay no more than the cost of producing a substitute property with the same utility. This approach is particularly applicable when the improvements being appraised are relatively new and represent the highest and best use of the land or when the property has unique or specialized improvements for which there is little or no sales data from comparable properties.

The **sales comparison approach** assumes that an informed purchaser would pay no more for a property than the cost of acquiring another existing property with the same utility. This approach is especially appropriate when an active market provides sufficient reliable data. The sales comparison approach is less reliable in an inactive market or when estimating the value of properties for which no directly comparable sales data is available. The sales comparison approach is often relied upon for owner-user properties.

The **income capitalization approach** reflects the market's perception of a relationship between a property's potential income and its market value. This approach converts the anticipated net income from ownership of a property into a value indication through capitalization. The primary methods are direct capitalization and discounted cash flow analysis, with one or both methods applied, as appropriate. This approach is widely used in appraising income-producing properties.

Reconciliation of the various indications into a conclusion of value is based on an evaluation of the quantity and quality of available data in each approach and the applicability of each approach to the property type.

The methodology employed in this assignment is summarized as follows:

Approaches to Value		
Approach	Applicability to Subject	Use in Assignment
Cost Approach	Not Applicable	Not Utilized
Sales Comparison Approach	Applicable	Utilized
Income Capitalization Approach	Not Applicable	Not Utilized

Sales Comparison Approach

To develop an opinion of the subject's land value, as if vacant and available to be developed to its highest and best use, we utilize the sales comparison approach. This approach develops an indication of value by researching, verifying, and analyzing sales of similar properties.

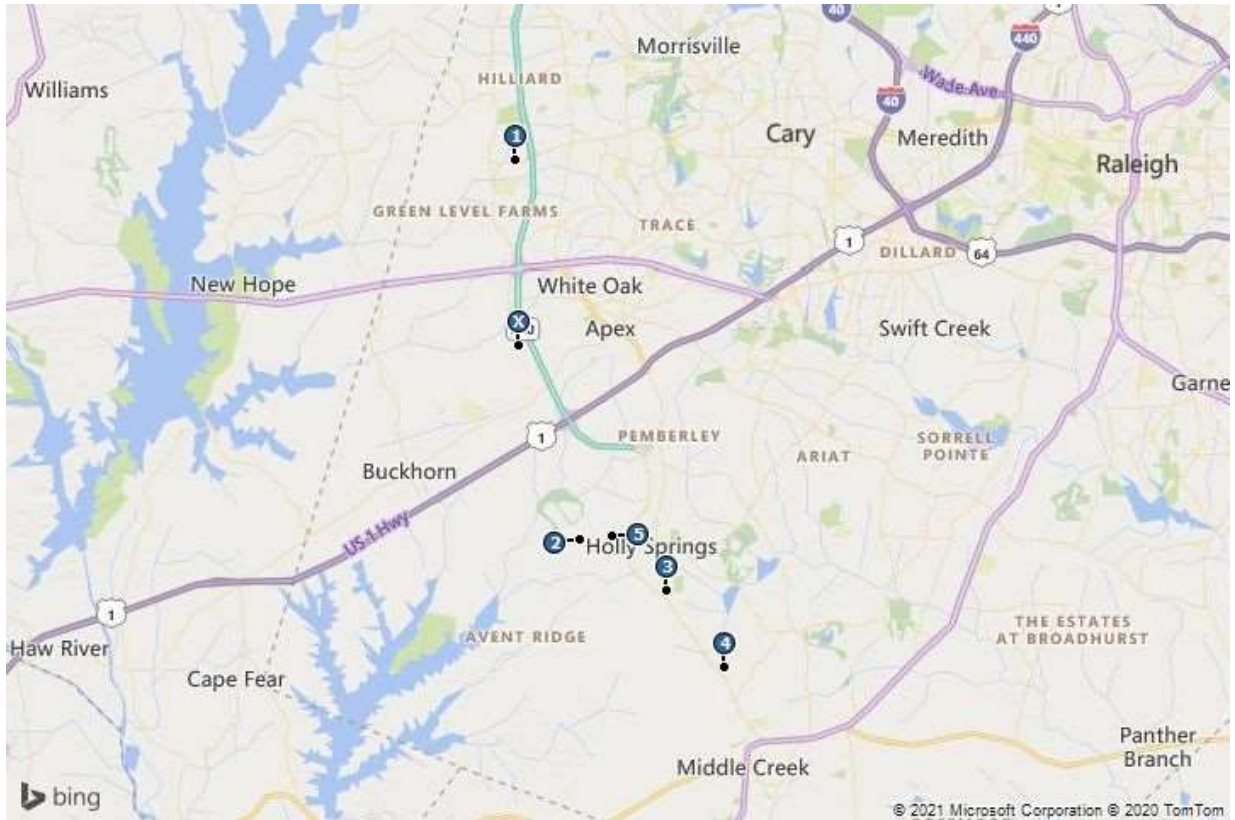
Our sales research focused on transactions within the following parameters:

- Location: Wake County, North Carolina
- Size: 0.75 to 11 Acres
- Use: Commercial Land
- Transaction Date: 2019 to 2021

For this analysis, we use price per usable acre as the appropriate unit of comparison because market participants typically compare sale prices and property values on this basis. The most relevant sales are summarized in the following table.

Summary of Comparable Land Sales									
No.	Name/Address	Sale Date; Status	Effective Sale Price	SF; Acres	Zoning	\$/SF Land	\$/Acre	\$/Usable SF	\$/Usable Acre
1	Land - 10.0 Acres 3300 Green Level West Rd. Cary Wake County NC <i>Comments: Property improved with 21,365 SF Lake View Offices (1983), which will be demolished for redevelopment with apartment development. Development will eventually include a 25.31 acre tract to the west. Demolition costs estimated at \$125,000. Zoning district allows high density residential, office and commercial uses.</i>	Dec-20 Closed	\$3,450,000	435,600 10.00	Destination Center	\$7.92	\$345,000	\$7.92	\$345,000
2	Land - 9.92 Acres 11605 Holly Springs New Hill Rd. Apex Wake County NC <i>Comments: Buyer purchased separately from adjacent assemblage. Broker does not think that the adjacent assemblage influence the price significantly, but did note that the buyer would get some flexibility in the zoning due to the planned project.</i>	Oct-20 Closed	\$1,917,000	432,115 9.92	Research Technology	\$4.44	\$193,246	\$4.44	\$193,246
3	Land - 3.08 Acres 851 S. Main St. Holly Springs Wake County NC <i>Comments: Site contained approximately 0.5 acres of wetlands. Buyer indicated that the site was entitled for development of an office building post closing. The current concept will likely include a mix of medical and traditional office.</i>	Apr-20 Closed	\$725,000	134,165 3.08	Community Business	\$5.40	\$235,390	\$5.40	\$235,390
4	Land - 2.51 Acres 2250 N. Grassland Dr. Fuquay Varina Wake County NC	Oct-19 Closed	\$500,000	109,336 2.51	Research Light Industrial (Fuquay-Varina)	\$4.57	\$199,203	\$4.57	\$199,203
5	Land - 2.93 Acres 1307 & 1309 New Hill Rd. Holly Springs Wake County NC <i>Comments: Commercial zoning was in place at the time of sale, although Wake County GIS indicates it is zoned R-10. Buyer was planning on using the site for mini storage.</i>	Mar-19 Closed	\$650,000	127,631 2.93	Business & Technology	\$5.09	\$221,843	\$5.09	\$221,843
Subject				207,346	Rural Residential				
Land - 4.76 Acres Apex, NC				4.76					

Comparable Land Sales Map





Sale 1
Land - 10.0 Acres



Sale 2
Land - 9.92 Acres



Sale 3
Land - 3.08 Acres



Sale 4
Land - 2.51 Acres



Sale 5
Land - 2.93 Acres

Land - 4.76 Acres



Adjustment Factors

The sales are compared to the subject and adjusted to account for material differences that affect value. Adjustments are considered for the following factors, in the sequence shown below.

Adjustment Factors	
Effective Sale Price	Accounts for atypical economics of a transaction, such as demolition cost, expenditures by the buyer at time of purchase, or other similar factors. Usually applied directly to sale price on a lump sum basis.
Real Property Rights	Fee simple, leased fee, leasehold, partial interest, etc.
Financing Terms	Seller financing, or assumption of existing financing, at non-market terms.
Conditions of Sale	Extraordinary motivation of buyer or seller, assemblage, forced sale, related parties transaction.
Market Conditions	Changes in the economic environment over time that affect the appreciation and depreciation of real estate.
Location	Market or submarket area influences on sale price; surrounding land use influences.
Access/Exposure	Convenience to transportation facilities; ease of site access; visibility from main thoroughfares; traffic counts.
Size	Inverse relationship that often exists between parcel size and unit value.
Shape and Topography	Primary physical factors that affect the utility of a site for its highest and best use.
Zoning	Government regulations that affect the types and intensities of uses allowable on a site.
Entitlements	The specific level of governmental approvals attained pertaining to development of a site.

When considering market conditions, we note that the sales took place from March 2019 to December 2020, and that market conditions generally have been strengthening over this period through the effective date of value. Accordingly, we apply upward adjustments of 3.0% per year to account for this trend.

Analysis and Adjustment of Sales

Our analysis of the comparable sales is described in the following paragraphs.

Land Sale 1 is a 10.00 acre (usable), or 435,600 square foot (usable), parcel located at 3300 Green Level West Rd., Cary, Wake County, NC. The property sold in December 2020 for \$3,325,000. Adjusting for demo costs, the effective sale price is \$3,450,000, or \$345,000 per usable acre. An upward adjustment of 5% is indicated for size. Downward adjustments are indicated for location (20%) and zoning (10%). Overall, a substantial downward adjustment is indicated.

Land Sale 2 is a 9.92 acre (usable), or 432,115 square foot (usable), parcel located at 11605 Holly Springs New Hill Rd., Apex, Wake County, NC. The property sold in October 2020 for \$1,917,000, or \$193,246 per usable acre. Upward adjustments are indicated for market conditions (1%), location (10%), and size (5%). A downward adjustment of 5% is indicated for zoning. Overall, an upward adjustment is indicated.

Land Sale 3 is a 3.08 acre (usable), or 134,165 square foot (usable), parcel located at 851 S. Main St., Holly Springs, Wake County, NC. The property sold in April 2020 for \$725,000, or \$235,390 per usable acre. Upward adjustments are indicated for market conditions (3%) and shape and topography (5%). A downward adjustment of 5% is indicated for zoning. Overall, a slight upward adjustment is indicated.

Land Sale 4 is a 2.51 acre (usable), or 109,336 square foot (usable), parcel located at 2250 N. Grassland Dr., Fuquay Varina, Wake County, NC. The property sold in October 2019 for \$500,000, or \$199,203 per usable acre. Upward adjustments are indicated for market conditions (4%) and location (15%). A downward adjustment of 5% is indicated for zoning. Overall, an upward adjustment is indicated.

Land Sale 5 is a 2.93 acre (usable), or 127,631 square foot (usable), parcel located at 1307 & 1309 New Hill Rd., Holly Springs, Wake County, NC. The property sold in March 2019 for \$650,000, or \$221,843 per usable acre. Upward adjustments are indicated for market conditions (6%) and location (10%). A downward adjustment of 5% is indicated for zoning. Overall, an upward adjustment is indicated.

The following table summarizes the adjustments we make to each sale.

Land Sales Adjustment Grid						
	Subject	Comparable 1	Comparable 2	Comparable 3	Comparable 4	Comparable 5
Name	Land - 4.76 Acres	Land - 10.0 Acres	Land - 9.92 Acres	Land - 3.08 Acres	Land - 2.51 Acres	Land - 2.93 Acres
Address	7001 Apex Barbecue Rd.	3300 Green Level West Rd.	11605 Holly Springs New Hill Rd.	851 S. Main St.	2250 N. Grassland Dr.	1307 & 1309 New Hill Rd.
City	Apex	Cary	Apex	Holly Springs	Fuquay Varina	Holly Springs
County	Wake	Wake	Wake	Wake	Wake	Wake
State	North Carolina	NC	NC	NC	NC	NC
Sale Date		Dec-20	Oct-20	Apr-20	Oct-19	Mar-19
Sale Status		Closed	Closed	Closed	Closed	Closed
Sale Price		\$3,325,000	\$1,917,000	\$725,000	\$500,000	\$650,000
Effective Sale Price		\$3,450,000	\$1,917,000	\$725,000	\$500,000	\$650,000
Square Feet	207,346	435,600	432,115	134,165	109,336	127,631
Acres	4.76	10.00	9.92	3.08	2.51	2.93
Usable Square Feet	198,076	435,600	432,115	134,165	109,336	127,631
Usable Acres	4.55	10.00	9.92	3.08	2.51	2.93
Zoning Code	RR	R40 /Cary (Green Level Destination Center)	RT (Holly Springs)	CB /Holly Springs	RLI	BT (Holly Springs)
Price per Usable Acre		\$345,000	\$193,246	\$235,390	\$199,203	\$221,843
Property Rights		Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
% Adjustment		—	—	—	—	—
Financing Terms		Cash to seller	Cash to seller	Cash to seller	Cash to seller	Cash to seller
% Adjustment		—	—	—	—	—
Conditions of Sale		Arm's Length	Arm's Length	Arm's Length	Arm's Length	Arm's Length
% Adjustment		—	—	—	—	—
Market Conditions	2/15/2021	Dec-20	Oct-20	Apr-20	Oct-19	Mar-19
Annual % Adjustment	3%	—	1%	3%	4%	6%
Cumulative Adjusted Price		\$345,000	\$195,178	\$242,451	\$207,171	\$235,154
Location		-20%	10%	—	15%	10%
Access/Exposure		—	—	—	—	—
Size		5%	5%	—	—	—
Shape and Topography		—	—	5%	—	—
Zoning		-10%	-5%	-5%	-5%	-5%
Entitlements		—	—	—	—	—
Net \$ Adjustment		-\$86,250	\$19,518	\$0	\$20,717	\$11,758
Net % Adjustment		-25%	10%	0%	10%	5%
Final Adjusted Price		\$258,750	\$214,696	\$242,451	\$227,888	\$246,911
Overall Adjustment		-25%	11%	3%	14%	11%
Range of Adjusted Prices		\$214,696 - \$258,750				
Average		\$238,139				
Indicated Value		\$238,000				

Land Value Conclusion

Prior to adjustment, the sales reflect a range of \$193,246 - \$345,000 per usable acre. After adjustment, the range is narrowed to \$214,696 - \$258,750 per usable acre, with an average of \$238,139 per usable acre. We give relatively equal weight to all sales, and arrive at a land value conclusion as follows:

Land Value Conclusion	
Indicated Value per Usable Acre	\$238,000
Subject Usable Acres	4.55
Indicated Value	\$1,082,233
Adjustments	
Ellerview Dr. Construction	-\$128,625
Total Adjustments	-\$128,625
Indicated Value	\$953,608
Rounded	\$950,000

The adjustment for the road construction was provided by Wake County. The total amount including contractor's overhead and contingency was \$128,625. Section 66 page 1 of Marshall Valuation Service indicates the cost to complete a double-loaded street is \$469.00 to \$570.00 per linear foot. Applying the high end of the range of \$570.00 per linear foot to the 200 linear feet yields a total cost of \$114,000. Adding a 5% indirect cost and 10% entrepreneurial profit to the direct cost would be \$131,100, which appears reasonable.

Reconciliation and Conclusion of Value

As discussed previously, we use only the sales comparison approach in developing an opinion of value for the subject. The cost and income approaches are not applicable, and are not used.

Based on the preceding valuation analysis and subject to the definitions, assumptions, and limiting conditions expressed in the report, our value opinion follows:

Value Conclusion			
Appraisal Premise	Interest Appraised	Date of Value	Value Conclusion
Market Value As Is	Fee Simple	February 15, 2021	\$950,000

Extraordinary Assumptions and Hypothetical Conditions

The value conclusions are subject to the following extraordinary assumptions. An extraordinary assumption is 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.

1. None

The value conclusions are based on the following hypothetical conditions. A hypothetical condition is 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.

1. None

The use of any extraordinary assumption or hypothetical condition may have affected the assignment results.

The value conclusion(s) in this report consider the impact of COVID-19 on the subject property.

Exposure Time

Exposure time is the length of time the subject property would have been exposed for sale in the market had it sold on the effective valuation date at the concluded market value. Based on the concluded market value stated previously, it is our opinion that the probable exposure time is 3 to 9 months.

Marketing Period

Marketing time is an estimate of the amount of time it might take to sell a property at the concluded market value immediately following the effective date of value. We estimate the subject's marketing period at 3 to 9 months.

Certification

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

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. We have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
4. We have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding the agreement to perform this assignment.
5. We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
8. Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice as well as applicable state appraisal regulations.
9. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
10. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
11. W. Christopher Morris made a personal inspection of the property that is the subject of this report. Chris R. Morris, MAI, FRICS, has personally inspected the subject.
12. No one provided significant real property appraisal assistance to the person(s) signing this certification.
13. We have experience in appraising properties similar to the subject and are in compliance with the Competency Rule of USPAP.

14. As of the date of this report, Chris R. Morris, MAI, FRICS, has completed the continuing education program for Designated Members of the Appraisal Institute.

W. Christopher Morris

W. Christopher Morris
Certified General Real Estate Appraiser
North Carolina Certificate # A8601

Chris R Morris

Chris R. Morris, MAI, FRICS
Certified General Real Estate Appraiser
North Carolina Certificate # A266

Assumptions and Limiting Conditions

This appraisal and any other work product related to this engagement are limited by the following standard assumptions, except as otherwise noted in the report:

1. The title is marketable and free and clear of all liens, encumbrances, encroachments, easements and restrictions. The property is under responsible ownership and competent management and is available for its highest and best use.
2. There are no existing judgments or pending or threatened litigation that could affect the value of the property.
3. There are no hidden or undisclosed conditions of the land or of the improvements that would render the property more or less valuable. Furthermore, there is no asbestos in the property.
4. The revenue stamps placed on any deed referenced herein to indicate the sale price are in correct relation to the actual dollar amount of the transaction.
5. The property is in compliance with all applicable building, environmental, zoning, and other federal, state and local laws, regulations and codes.
6. The information furnished by others is believed to be reliable, but no warranty is given for its accuracy.

This appraisal and any other work product related to this engagement are subject to the following limiting conditions, except as otherwise noted in the report:

1. An appraisal is inherently subjective and represents our opinion as to the value of the property appraised.
2. The conclusions stated in our appraisal apply only as of the effective date of the appraisal, and no representation is made as to the effect of subsequent events.
3. No changes in any federal, state or local laws, regulations or codes (including, without limitation, the Internal Revenue Code) are anticipated.
4. No environmental impact studies were either requested or made in conjunction with this appraisal, and we reserve the right to revise or rescind any of the value opinions based upon any subsequent environmental impact studies. If any environmental impact statement is required by law, the appraisal assumes that such statement will be favorable and will be approved by the appropriate regulatory bodies.
5. Unless otherwise agreed to in writing, we are not required to give testimony, respond to any subpoena or attend any court, governmental or other hearing with reference to the property without compensation relative to such additional employment.
6. We have made no survey of the property and assume no responsibility in connection with such matters. Any sketch or survey of the property included in this report is for illustrative purposes only and should not be considered to be scaled accurately for size. The appraisal

- covers the property as described in this report, and the areas and dimensions set forth are assumed to be correct.
7. No opinion is expressed as to the value of subsurface oil, gas or mineral rights, if any, and we have assumed that the property is not subject to surface entry for the exploration or removal of such materials, unless otherwise noted in our appraisal.
 8. We accept no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal descriptions and other legal matters such as legal title, geologic considerations such as soils and seismic stability; and civil, mechanical, electrical, structural and other engineering and environmental matters. Such considerations may also include determinations of compliance with zoning and other federal, state, and local laws, regulations and codes.
 9. The distribution of the total valuation in the report between land and improvements applies only under the reported highest and best use of the property. The allocations of value for land and improvements must not be used in conjunction with any other appraisal and are invalid if so used. The appraisal report shall be considered only in its entirety. No part of the appraisal report shall be utilized separately or out of context.
 10. Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraisers, or any reference to the Appraisal Institute) shall be disseminated through advertising media, public relations media, news media or any other means of communication (including without limitation prospectuses, private offering memoranda and other offering material provided to prospective investors) without the prior written consent of the persons signing the report.
 11. Information, estimates and opinions contained in the report and obtained from third-party sources are assumed to be reliable and have not been independently verified.
 12. Any income and expense estimates contained in the appraisal report are used only for the purpose of estimating value and do not constitute predictions of future operating results.
 13. If the property is subject to one or more leases, any estimate of residual value contained in the appraisal may be particularly affected by significant changes in the condition of the economy, of the real estate industry, or of the appraised property at the time these leases expire or otherwise terminate.
 14. Unless otherwise stated in the report, no consideration has been given to personal property located on the premises or to the cost of moving or relocating such personal property; only the real property has been considered.
 15. The current purchasing power of the dollar is the basis for the values stated in the appraisal; we have assumed that no extreme fluctuations in economic cycles will occur.
 16. The values found herein are subject to these and to any other assumptions or conditions set forth in the body of this report but which may have been omitted from this list of Assumptions and Limiting Conditions.
 17. The analyses contained in the report necessarily incorporate numerous estimates and assumptions regarding property performance, general and local business and economic

- conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates, and the variations may be material.
18. The Americans with Disabilities Act (ADA) became effective January 26, 1992. We have not made a specific survey or analysis of the property to determine whether the physical aspects of the improvements meet the ADA accessibility guidelines. We claim no expertise in ADA issues, and render no opinion regarding compliance of the subject with ADA regulations. Inasmuch as compliance matches each owner's financial ability with the cost to cure the non-conforming physical characteristics of a property, a specific study of both the owner's financial ability and the cost to cure any deficiencies would be needed for the Department of Justice to determine compliance.
 19. The appraisal report is prepared for the exclusive benefit of you, your subsidiaries and/or affiliates. It may not be used or relied upon by any other party. All parties who use or rely upon any information in the report without our written consent do so at their own risk.
 20. No studies have been provided to us indicating the presence or absence of hazardous materials on the subject property or in the improvements, and our valuation is predicated upon the assumption that the subject property is free and clear of any environment hazards including, without limitation, hazardous wastes, toxic substances and mold. No representations or warranties are made regarding the environmental condition of the subject property. IRR - Raleigh, Integra Realty Resources, Inc., and their respective officers, owners, managers, directors, agents, subcontractors or employees (the "Integra Parties"), shall not be responsible for any such environmental conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because we are not experts in the field of environmental conditions, the appraisal report cannot be considered as an environmental assessment of the subject property.
 21. The persons signing the report may have reviewed available flood maps and may have noted in the appraisal report whether the subject property is located in an identified Special Flood Hazard Area. However, we are not qualified to detect such areas and therefore do not guarantee such determinations. The presence of flood plain areas and/or wetlands may affect the value of the property, and the value conclusion is predicated on the assumption that wetlands are non-existent or minimal.
 22. We are not a building or environmental inspector. The Integra Parties do not guarantee that the subject property is free of defects or environmental problems. Mold may be present in the subject property and a professional inspection is recommended.
 23. The appraisal report and value conclusions for an appraisal assume the satisfactory completion of construction, repairs or alterations in a workmanlike manner.
 24. **IRR - Raleigh is an independently owned and operated company. The parties hereto agree that Integra shall not be liable for any claim arising out of or relating to any appraisal report or any information or opinions contained therein as such appraisal report is the sole and exclusive responsibility of IRR - Raleigh. In addition, it is expressly agreed that in any action**

- which may be brought against the Integra Parties arising out of, relating to, or in any way pertaining to the engagement letter, the appraisal reports or any related work product, the Integra Parties shall not be responsible or liable for any incidental or consequential damages or losses, unless the appraisal was fraudulent or prepared with intentional misconduct. It is further expressly agreed that the collective liability of the Integra Parties in any such action shall not exceed the fees paid for the preparation of the assignment (unless the appraisal was fraudulent or prepared with intentional misconduct). It is expressly agreed that the fees charged herein are in reliance upon the foregoing limitations of liability.**
25. IRR - Raleigh is an independently owned and operated company, which has prepared the appraisal for the specific intended use stated elsewhere in the report. The use of the appraisal report by anyone other than the Client is prohibited except as otherwise provided. Accordingly, the appraisal report is addressed to and shall be solely for the Client's use and benefit unless we provide our prior written consent. We expressly reserve the unrestricted right to withhold our consent to your disclosure of the appraisal report or any other work product related to the engagement (or any part thereof including, without limitation, conclusions of value and our identity), to any third parties. Stated again for clarification, unless our prior written consent is obtained, no third party may rely on the appraisal report (even if their reliance was foreseeable).
26. The conclusions of this report are estimates based on known current trends and reasonably foreseeable future occurrences. These estimates are based partly on property information, data obtained in public records, interviews, existing trends, buyer-seller decision criteria in the current market, and research conducted by third parties, and such data are not always completely reliable. The Integra Parties are not responsible for these and other future occurrences that could not have reasonably been foreseen on the effective date of this assignment. Furthermore, it is inevitable that some assumptions will not materialize and that unanticipated events may occur that will likely affect actual performance. While we are of the opinion that our findings are reasonable based on current market conditions, we do not represent that these estimates will actually be achieved, as they are subject to considerable risk and uncertainty. Moreover, we assume competent and effective management and marketing for the duration of the projected holding period of this property.
27. All prospective value opinions presented in this report are estimates and forecasts which are prospective in nature and are subject to considerable risk and uncertainty. In addition to the contingencies noted in the preceding paragraph, several events may occur that could substantially alter the outcome of our estimates such as, but not limited to changes in the economy, interest rates, and capitalization rates, behavior of consumers, investors and lenders, fire and other physical destruction, changes in title or conveyances of easements and deed restrictions, etc. It is assumed that conditions reasonably foreseeable at the present time are consistent or similar with the future.

28. The appraisal is also subject to the following:

Extraordinary Assumptions and Hypothetical Conditions

The value conclusions are subject to the following extraordinary assumptions. An extraordinary assumption is 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.

1. None

The value conclusions are based on the following hypothetical conditions. A hypothetical condition is 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.

1. None

The use of any extraordinary assumption or hypothetical condition may have affected the assignment results.

Addendum A

Appraiser Qualifications



Chris R. Morris, MAI, FRICS

Experience

Senior Managing Director of Integra Realty Resources Raleigh. Actively engaged in real estate since 1986. Joined Integra after 11 years as a Principal with Shaw Boykin & Morris in Raleigh, after 6 years as a Staff Appraiser with Shaw/Boykin & Associates. Worked for 6 years as a Staff Appraiser and Utilities Agent for the N.C. Department of Transportation in Charlotte and Raleigh. Broad range of experience in valuation and analysis of many types of real estate for purposes including financing, estate planning, ad valorem tax valuation, general litigation and eminent domain.

Professional Activities & Affiliations

Member: International Right of Way Association, October 2010

Board of Director: NC Chapter Appraisal Institute, January 2008 - December 2010

Member: Appraisal Institute, June 1992

Royal Institute of Chartered Surveyors, Fellow (FRICS) , June 2012

Licenses

North Carolina, State Certified General Real Estate Appraiser, A266, Expires June 2021

North Carolina, State Licensed Real Estate Broker, 084603, Expires June 2021

South Carolina, State Certified General Real Estate Appraiser, CG 6958, Expires June 2022

Virginia, State Certified General Real Estate Appraiser, 4001 015036, Expires August 2022

Education

Phillips Academy, Andover, MA (1976-1979)

University of North Carolina, Chapel Hill, NC (1979-1980)

Brown University, Providence, RI (1981-1984)

B.A. Degrees, Economics and Organizational Behavior & Management

Real Estate courses completed are as follows:

Report Writing and Valuation Analysis
Uniform Standards of Professional Practice
Case Studies in Real Estate Valuation
Capitalization Theory & Techniques, Part B
Capitalization Theory & Techniques, Part A
Residential Valuation
Basic Valuation Procedures
Real Estate Appraisal Principles
Principles of Real Estate Management
Commercial Real Estate Finance
Commercial/Industrial Real Estate
Cost Estimating
Construction Methods and Materials
Real Estate Brokerage Operations
Real Estate Finance
Real Estate Law
Fundamentals of Real Estate

Integra Realty Resources - Raleigh

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Chris R. Morris, MAI, FRICS

Education (Cont'd)

Condemnation Appraising
Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book)
Appraisal of Medical Office Buildings
Subdivision Valuation
Real Estate Finance, Value and Investment Performance



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cmorris@irr.com - (919) 847-1717 x101



W. Christopher Morris

Experience

Analyst with Integra Realty Resources – Raleigh. Began working with Integra in July of 2017 after completing undergraduate studies at East Carolina University. Beginning to work with a wide variety of property types including but not limited to: vacant land along with improved multi-family, office, industrial and retail properties.

Licenses

North Carolina, General Appraiser, A8601, Expires June 2021

Education

Bachelor of Science in Business Administration, Finance, East Carolina University, Greenville, NC (2017)

Appraisal course completed are as follows:

Basic Appraisal Principles

Basic Appraisal Procedures

Residential Market Analysis & Highest and Best Use

(USPAP), Uniform Standards of Professional Appraisal Practice

North Carolina Supervisory Appraiser/Trainee Appraiser Course

General Appraiser Site Valuation & Cost Approach

General Appraiser Sales Comparison Approach

General Appraiser Report Writing and Case Studies

General Appraiser Income Approach/Part 1

General Appraiser Income Approach/Part 2

General Appraiser Market Analysis and Highest & Best Use

Statistics, Modeling & Finance

Commercial Appraisal Review - Subject Matter Elective

Expert Witness for Commercial Appraisers - Subject Matter Elective

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About IRR

Integra Realty Resources, Inc. (IRR) provides world-class commercial real estate valuation, counseling, and advisory services. Routinely ranked among leading property valuation and consulting firms, we are now the largest independent firm in our industry in the United States, with local offices coast to coast and in the Caribbean.

IRR offices are led by MAI-designated Senior Managing Directors, industry leaders who have over 25 years, on average, of commercial real estate experience in their local markets. This experience, coupled with our understanding of how national trends affect the local markets, empowers our clients with the unique knowledge, access, and historical perspective they need to make the most informed decisions.

Many of the nation's top financial institutions, developers, corporations, law firms, and government agencies rely on our professional real estate opinions to best understand the value, use, and feasibility of real estate in their market.

Local Expertise...Nationally!

irr.com



Addendum B

Property Information




[Home](#)

Wake County Real Estate Data Account Summary

[iMaps](#)
[Tax Bills](#)
Real Estate ID **0021704**PIN # **0731260949**Location Address
**7001 APEX BARBECUE
RD**Property Description
FARRAR LDAccount
Search

[Pin/Parcel History](#) [New Search](#)
[NORTH CAROLINA](#) | [Account](#) | [Buildings](#) | [Land](#) | [Deeds](#) | [Notes](#) | [Sales](#) | [Photos](#) | [Tax Bill](#) | [Map](#)

Property Owner MILLS, DOROTHY M MILLS, DAVID G TRUSTEE (Use the Deeds link to view any additional owners)		Owner's Mailing Address 7001 APEX BARBECUE RD APEX NC 27502-7784	Property Location Address 7001 APEX BARBECUE RD APEX NC 27502-7784
Administrative Data Old Map # 646-00000-0006 Map/Scale 0731 01 VCS 03AP900 City Fire District 23 Township BUCKHORN Land Class FOR-FARM ETJ AP Spec Dist(s) Zoning RR History ID 1 History ID 2 Acreage 42.25 Permit Date Permit #		Transfer Information Deed Date 8/22/2016 Book & Page 16500 2141 Revenue Stamps Pkg Sale Date Pkg Sale Price Land Sale Date Land Sale Price Improvement Summary Total Units 1 Recycle Units 1 Apt/SC Sqft Heated Area 2,765	Assessed Value Land Value Assessed \$2,978,900 Bldg. Value Assessed \$305,928 Tax Relief Land Use Value \$416,105 Use Value Deferment \$2,562,795 Historic Deferment Total Deferred Value \$2,562,795 Use/Hist/Tax Relief Assessed \$722,033 Total Value Assessed* \$3,284,828

*Wake County assessed building and land values reflect the market value as of January 1, 2020, which is the date of the last county-wide revaluation. Any inflation, deflation or other economic changes occurring after this date does not affect the assessed value of the property and cannot be lawfully considered when reviewing the value for adjustment.

The January 1, 2020 values will remain in effect until the next county-wide revaluation. Until that time, any real estate accounts created or new construction built is assessed according to the 2020 Schedule of Values.

For questions regarding the information displayed on this site, please contact the Department of Tax Administration at Taxhelp@wakegov.com or call 919-856-5400.

WAKE COUNTY, NC 72
 LAURA M RIDDICK
 REGISTER OF DEEDS
 PRESENTED & RECORDED ON
 08/22/2016 10:16:09

BOOK:016500 PAGE:02141 - 02144

NORTH CAROLINA NON-WARRANTY DEED

Excise Tax: \$0.00

Parcel Identifier No. 47516 and 21704 Verified by _____ County on the ____ day of _____, 20____

By: _____

Mail/Box to: The Law Offices of John K. Cook, P.A., P.O. Box 226, Wake Forest, NC 27588

This instrument was prepared by: John K. Cook

Brief description for the Index: _____

THIS DEED made this 5th day of August, 2016, by and between

GRANTOR

David G. Mills, Executor of the Estate of William T. Mills, Deceased, Wake County file 16 E 733

6925 Apex Barbecue Road
 Apex, NC 27502

GRANTEE

The William T. Mills Testamentary Trust, David G. Mills, Trustee

6925 Apex Barbecue Road
 Apex, NC 27502

Enter in appropriate block for each party: name, address, and, if appropriate, character of entity, e.g. corporation or partnership.

The designation Grantor and Grantee as used herein shall include said parties, their heirs, successors, and assigns, and shall include singular, plural, masculine, feminine or neuter as required by context.

WITNESSETH, that the Grantor, for a valuable consideration paid by the Grantee, the receipt of which is hereby acknowledged, has and by these presents does grant, bargain, sell and convey unto the Grantee in fee simple, all that certain lot or parcel of land situated in the City of _____, _____ Township, Wake County, North Carolina and more particularly described as follows:

See attached Exhibit A

The property hereinabove described was acquired by Grantor by instrument recorded in Book _____ page _____.
 A map showing the above described property is recorded in Plat Book _____ page _____.

TO HAVE AND TO HOLD the aforesaid lot or parcel of land and all privileges and appurtenances thereto belonging to the Grantee in fee simple.

The Grantor makes no warranty, express or implied, as to title to the property hereinabove described.

IN WITNESS WHEREOF, the Grantor has caused this instrument to be duly executed and delivered.

(Entity Name)

By: _____
Title: _____

By: _____
Title: _____

By: _____
Title: _____

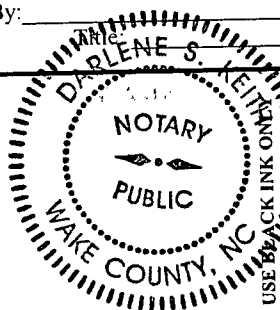
USE BLACK INK ONLY

David G. Mills, Executor (SEAL)
David G. Mills, Executor of the Estate of William T. Mills, Deceased, Wake County file 16 E 733

(SEAL)

(SEAL)

(SEAL)



State of North Carolina – County of _____

I, the undersigned Notary Public of the County and State aforesaid, certify that David G. Mills, Executor of the Estate of William T. Mills, Deceased personally appeared before me this day and acknowledged the due execution of the foregoing instrument for the purposes therein expressed. Witness my hand and Notarial stamp or seal this 5 day of July, 2016.

My Commission Expires: 8 5 2017

Darlene S. Keith
Notary Public

SEEK SUPPLY

State of North Carolina – County of _____

USE BLACK INK ONLY

I, the undersigned Notary Public of the County and State aforesaid, certify that _____ personally appeared before me this day and acknowledged that he is the _____ of _____, a North Carolina or _____ corporation/limited liability company/general partnership/limited partnership (strike through the inapplicable), and that by authority duly given and as the act of each entity, he signed the foregoing instrument in its name on its behalf as its act and deed. Witness my hand and Notarial stamp or seal this _____ day of _____, 20____.

My Commission Expires: _____

Notary Public

SEEK SUPPLY

State of North Carolina – County of _____

USE BLACK INK ONLY

I, the undersigned Notary Public of the County and State aforesaid, certify that _____ personally appeared before me this day and acknowledged the due execution of the foregoing instrument for the purposes therein expressed. Witness my hand and Notarial stamp or seal this _____ day of _____, 20____.

My Commission Expires: _____

Notary Public

The foregoing Certificate(s) of _____ is/are certified to be correct. This instrument and this certificate are registered at the date and time and in the Book and Page shown on the first page hereof. _____ Register of Deeds for _____ County

By: _____ Deputy/Assistant – Register of Deeds

EXHIBIT A

PARCEL ONE

By this deed, Grantor conveys to Grantee a one-quarter undivided interest in the following real property:

BEGINNING at a stake, K.K. Wood's Southwest corner in G.A. Reams' line and runs with said K.K. Wood's line North 00 degrees 19 minutes East 2,226 feet to a stake, H.T. Beasley's Southeast corner, in W. Ed. Morgan's line, thence with said Beasley's line North 89 degrees 48 minutes West 885 feet to a stake, W.G. Farrar's Northeast corner, thence with W. G. Farrar's line South 00 degrees 07 minutes West 2,229 feet to a stake, in G.A. Reams' line, W.G. Farrar's Southeast corner; thence with the line of G. A. Reams South 89 degrees 08 minutes East 877 feet to the beginning containing 44.78 acres, more or less, being lot number three in the division of the lands of John Farrar and his wife, A.A. Farrar, of Wake County and State of North Carolina.

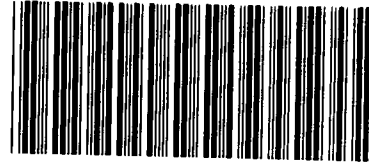
Less and except any real property previously conveyed by William T. Mills, now deceased, and Dorothy W. Mills to third parties.

PARCEL TWO

By this deed, Grantor conveys to Grantee a one-half undivided interest in the following real property:

BEGINNING at an existing iron pipe being a common corner of Roger G. Guay and wife, Mary H. Guay and Robert S. Rose and Deborah L. Rose and runs thence with said Guay line S 05-25-00 W 451.19 feet to an iron pipe set, thence N 79-38-59 W 316.99 feet to an existing iron pipe, thence N 85-36-59 W 564.11 feet to an iron pipe set, thence N 03-47-46 E 1805.38 feet to an existing iron pipe, thence N 04-04-53 E 376.98 feet to an existing iron pipe, thence S 84-09-17 E 939.70 feet to an existing iron pipe, thence S 05-24-25 W 277.13 feet to an existing iron pipe, thence N 64-13-53 W 8.07 feet to an iron pipe set, thence N 71-45-31 W 103.56 feet to an iron pipe set, thence N 75-29-11 W 102.23 feet to an iron pipe set, thence N 81-06-52 W 103.05 feet to an iron pipe set, thence N 84-12-28 W 32.57 feet to an existing iron pipe, thence S 05-28-29 W 276.64 feet to an existing iron pipe, thence S 76-35-51 E 348.23 feet to an existing iron pipe, thence S 05-27-07 W 273.19 feet to an existing iron pipe, thence S 05-23-17 W 913.47 feet to an existing iron pipe being the point and place of BEGINNING, being 43.222 acres total.

LESS AND EXCEPT that real property conveyed by William T. Mills, his wife Dorothy M. Mills, and Margaret M. Travis to David G. Mills and wife Jacqueline S. Mills by that Deed recorded in Book 5142, pages 301-303, Wake County Registry.



BOOK:016500 PAGE:02141 - 02144



Please retain yellow trailer page

It is part of the recorded document and must be submitted with the original for re-recording

**Laura M. Riddick
Register of Deeds**

**Wake County Justice Center
300 South Salisbury Street, Suite 1700
Raleigh, NC 27601**

☐ New Time Stamp

☐ \$25 Non-Standard Fee

☐ Additional Document Fee

☐ Additional Reference Fee

This Customer Group

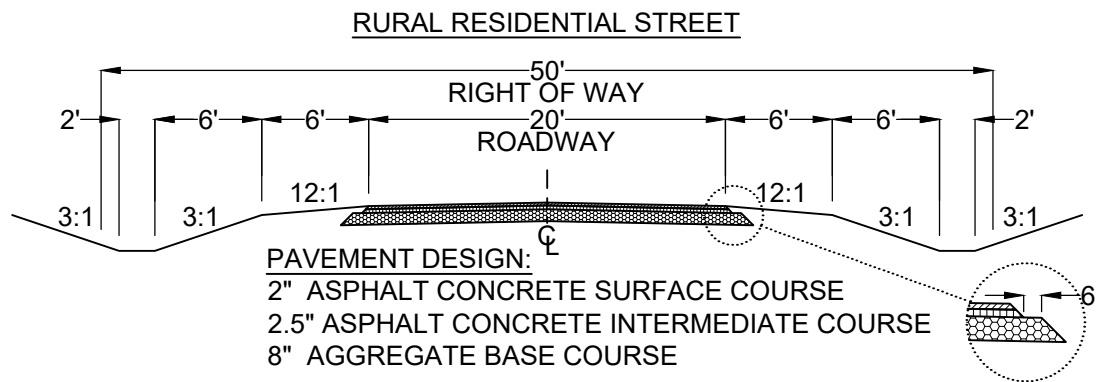
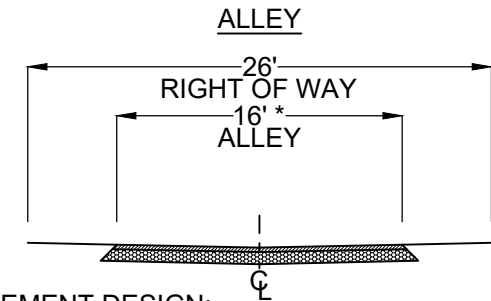
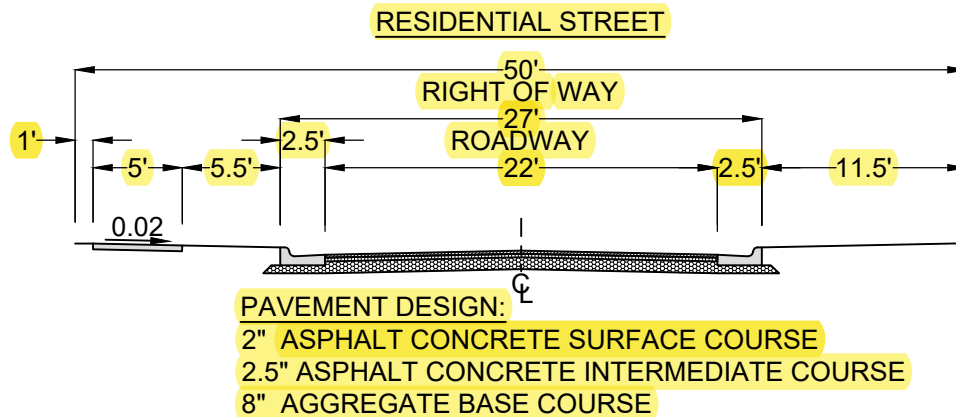
_____ # of Excessive Entities

_____ # of Time Stamps Needed

This Document

 4 # of Pages

 TE



NOTE:

1. NORMAL CROWN (REVERSE CROWN FOR ALLEYS) OF 1/4 INCH PER FOOT SHALL BE USED UNLESS OTHERWISE DIRECTED BY TOWN ENGINEER.
2. WATER AND SEWER UTILITIES SHALL NOT BE SERVED FROM THE ALLEY RIGHT OF WAY.
3. RURAL RESIDENTIAL STREET MAY BE USED WHERE PERMITTED BY THE UDO.
4. GRASSED SWALES SHALL MEET THE APPLICABLE DESIGN REQUIREMENTS SET FORTH IN THE DWQ BMP MANUAL.
5. GRASSED SWALES MAY BE SUBJECT TO THE REQUIREMENTS SET FORTH IN UDO SECTION 6.1.12.

SUMMARY OF PROBABLE CONSTRUCTION COSTS

Concept Phase

Apex EMS Station - Ellerview Dr Rd Connection

Wake County, NC

ON-SITE IMPROVEMENTS	Quantity	Unit		Unit Cost	Total Cost
<i>Miscellaneous</i>					
Mobilization	1	LS	\$	15,000	\$ 15,000
<i>Erosion Control</i>					
Erosion Control	0.4	AC.	\$	6,000	\$ 2,400
Sediment Basin	0	LS	\$	5,000	\$ -
Construction Fencing	0	LF	\$	12	\$ -
<i>Clearing</i>					
Clearing	0.4	AC.	\$	10,000	\$ 4,000
Stripping	0.4	AC.	\$	3,000	\$ 1,200
<i>Demolition</i>					
Demo. Exist. Gravel parking	0	S.Y.	\$	7.50	\$ -
Demo. Exist. Curb & Gutter		L.F.	\$	12.00	\$ -
Demo. Exist. Septic Field	0	LS	\$	10,000.00	\$ -
Demo. Exist. Asphalt	0	S.Y.	\$	14.00	\$ -
Demo. Exist. Misc Utilities	0	LS	\$	50,000.00	\$ -
<i>Earthwork</i>					
Excavation	600	C.Y.	\$	4.00	\$ 2,400
Import	0	C.Y.	\$	22.00	\$ -
Fine Grading	0.4	AC.	\$	6,000	\$ 2,400
<i>Allowances</i>					
Additional Excavation	0	C.Y.	\$	25	\$ -
Rock Excavation	0	C.Y.	\$	100	\$ -
<i>Utilities</i>					
Sanitary Sewer (Gravity)	0	L.F.	\$	100.00	\$ -
Waterline	0	L.F.	\$	100.00	\$ -
Fire Hydrants and FDC	0	LS	\$	15,000.00	\$ -
Oil Water Separator	0	LS	\$	7,000.00	\$ -
Gas/Comm/Electrical	0	LS	\$	75,000.00	\$ -
<i>Drainage</i>					
DOT Drainage Structures	4	EA.	\$	3,800	\$ 15,200
Nyloplast Drainage Structure	0	EA.	\$	2,700	\$ -
Storm Sewer	300	L.F.	\$	50.00	\$ 15,000
Roof Drains	0	L.F.	\$	20.00	\$ -
<i>Paving</i>					

Pavement - Heavy Duty Conc		S.Y.	\$	75.00	\$	-
Pavement - Asphalt	500	S.Y.	\$	45.00	\$	22,500
<i>Site Concrete</i>						
Curb & Gutter	400	L.F.	\$	22.00	\$	8,800
Walks	200	S.Y.	\$	40.00	\$	8,000
<i>Miscellaneous</i>						
Loading Dock Walls	0	SF	\$	100.00	\$	-
Pavement Markings	1	LS	\$	1,500.00	\$	1,500
Traffic Control	0	LS	\$	25,000.00	\$	-
Signage	0	EA.	\$	225.00	\$	-
Underground Detention	0	LS	\$	250,000.00	\$	-
Retaining Wall	0	SF	\$	37.00	\$	-
Athletic Surfacing		L.S.			\$	-
<i>Fencing</i>						
Perimeter Fencing	0	L.F.	\$	35.00	\$	-
Mechanical Gates	0	EA	\$	15,000.00	\$	-
Vehicular gates	0	EA	\$	6,000.00	\$	-
<i>Landscaping</i>						
Seeding	0.5	AC.	\$	5,000	\$	2,500
Import topsoil	0	CY	\$	40	\$	-
Landscaping Allowance	1	L.S.	\$	2,000	\$	2,000
Subtotal:				\$	102,900	
10%			Contractors OH&P	\$	10,290	
15%			Design Contingency	\$	15,435	
SITEWORK TOTAL:				\$	128,625	

Addendum C

Comparable Data

Location & Property Identification

Property Name:	Land - 10.0 Acres
Sub-Property Type:	Commercial
Address:	3300 Green Level West Rd.
City/State/Zip:	Cary, NC 27519
County:	Wake
Submarket:	Cary
Market Orientation:	Suburban
IRR Event ID:	2549630



Sale Information

Sale Price:	\$3,325,000
Effective Sale Price:	\$3,450,000
Sale Date:	12/18/2020
Sale Status:	Closed
\$/Acre(Gross):	\$345,000
\$/Land SF(Gross):	\$7.92
\$/Acre(Usable):	\$345,000
\$/Land SF(Usable):	\$7.92
Grantor/Seller:	David J. Martin Jr. et.al., Trustees
Grantee/Buyer:	Green Level West II LLC
Assets Sold:	Real estate only
Property Rights:	Fee Simple
% of Interest Conveyed:	100.00
Financing:	Cash to seller
Terms of Sale:	Arm's Length
Document Type:	Deed
Recording No.:	18247/820
Verified By:	Chris R. Morris, MAI, FRICS
Verification Date:	01/08/2021
Confirmation Source:	Bob Dascombe, o: 919-467-8118
Verification Type:	Confirmed-Seller

Acres(Usable/Gross):	10.00/10.00
Land-SF(Usable/Gross):	435,600/435,600
Usable/Gross Ratio:	1.00
Shape:	Irregular
Topography:	Gently Sloping
Corner Lot:	No
Frontage Feet:	420
Frontage Desc.:	Green Level West
Frontage Type:	2 way, 1 lane each way
Traffic Control at Entry:	None
Traffic Flow:	Moderate
AccessibilityRating:	Average
Visibility Rating:	Good
Zoning Code:	R40 /Cary (Green Level Destination Center)
Zoning Desc.:	Destination Center
Environmental Issues:	No
Flood Plain:	Yes
Flood Area(SF):	6,560
Utilities:	Electricity, Water Public, Sewer
Utilities Desc.:	All available
Source of Land Info.:	Public Records

Improvement and Site Data

MSA:	Raleigh, NC
Legal/Tax/Parcel ID:	0733196685

Comments

Property improved with 21,365 SF Lake View Offices (1983), which will be demolished for redevelopment with apartment development. Development will eventually include a 25.31 acre tract to the west. Demolition costs estimated at \$125,000. Zoning distict allows high density

Comments (Cont'd)

residential, office and commercial uses.



Location & Property Identification

Property Name:	Land - 9.92 Acres
Sub-Property Type:	Commercial
Address:	11605 Holly Springs New Hill Rd.
City/State/Zip:	Apex, NC 27539
County:	Wake
Submarket:	Southwest Raleigh
Market Orientation:	Suburban
IRR Event ID:	2524471



Sale Information

Sale Price:	\$1,917,000
Effective Sale Price:	\$1,917,000
Sale Date:	10/15/2020
Sale Status:	Closed
\$/Acre(Gross):	\$193,246
\$/Land SF(Gross):	\$4.44
\$/Acre(Usable):	\$193,246
\$/Land SF(Usable):	\$4.44
Grantor/Seller:	Mildred Joyce Lucas
Grantee/Buyer:	Helix Ventures, LLC
Assets Sold:	Real estate only
Property Rights:	Fee Simple
% of Interest Conveyed:	100.00
Financing:	Cash to seller
Terms of Sale:	Arm's Length
Document Type:	Deed
Recording No.:	18131/1303
Verified By:	W. Christopher Morris
Verification Date:	11/10/2020
Confirmation Source:	Man Leete, Golden Realty
Verification Type:	Confirmed-Seller Broker

Acres(Usable/Gross):	9.92/9.92
Land-SF(Usable/Gross):	432,115/432,115
Usable/Gross Ratio:	1.00
Shape:	Rectangular
Topography:	Gently Sloping
Corner Lot:	Yes
Zoning Code:	RT (Holly Springs)
Zoning Desc.:	Research Technology
Flood Plain:	Yes
Utilities:	Electricity, Water Public, Sewer, Telephone
Source of Land Info.:	Public Records

Comments

Buyer purchased separately from adjacent assemblage. Broker does not think that the adjacent assemblage influence the price significantly, but did note that the buyer would get some flexibility in the zoning due to the planned project.

Improvement and Site Data

MSA:	Raleigh, NC
Legal/Tax/Parcel ID:	0639-94-3500 & 0639-94-5880

Land - 9.92 Acres



Location & Property Identification

Property Name:	Land - 3.08 Acres
Sub-Property Type:	Commercial
Address:	851 S. Main St.
City/State/Zip:	Holly Springs, NC 27540
County:	Wake
Submarket:	Southwest Raleigh
Market Orientation:	Suburban
IRR Event ID:	2452075



Sale Information

Sale Price:	\$725,000
Effective Sale Price:	\$725,000
Sale Date:	04/14/2020
Sale Status:	Closed
\$/Acre(Gross):	\$235,390
\$/Land SF(Gross):	\$5.40
\$/Acre(Usable):	\$235,390
\$/Land SF(Usable):	\$5.40
Grantor/Seller:	Stephens Properties Family Limited Partnership
Grantee/Buyer:	851 South Main, LLC
Assets Sold:	Real estate only
Property Rights:	Fee Simple
% of Interest Conveyed:	100.00
Financing:	Cash to seller
Terms of Sale:	Arm's Length
Document Type:	Deed
Recording No.:	17823/743
Verified By:	M. Scott Smith, MAI
Verification Date:	11/11/2020
Confirmation Source:	Wes Cook - MacKennon Development
Verification Type:	Confirmed-Buyer

Acres(Usable/Gross):	3.08/3.08
Land-SF(Usable/Gross):	134,164/134,164
Usable/Gross Ratio:	1.00
Shape:	Irregular
Topography:	Gently Sloping
Vegetation:	Heavily treed
Corner Lot:	No
Zoning Code:	CB /Holly Springs
Zoning Desc.:	Community Business
Flood Plain:	No
Utilities:	Electricity, Water Public, Sewer
Utilities Desc.:	All available
Source of Land Info.:	Public Records

Comments

Site contained approximately 0.5 acres of wetlands. Buyer indicated that the site was entitled for development of an office building post closing. The current concept will likely include a mix of medical and traditional office.

Improvement and Site Data

MSA:	Raleigh, NC
Legal/Tax/Parcel ID:	0648987588

Location & Property Identification

Property Name:	Land - 2.51 Acres
Sub-Property Type:	Commercial
Address:	2250 N. Grassland Dr.
City/State/Zip:	Fuquay Varina, NC 27526
County:	Wake
Submarket:	Southwest Raleigh
Market Orientation:	Suburban
IRR Event ID:	2459140



Sale Information

Sale Price:	\$500,000
Effective Sale Price:	\$500,000
Sale Date:	10/25/2019
Sale Status:	Closed
\$/Acre(Gross):	\$199,203
\$/Land SF(Gross):	\$4.57
\$/Acre(Usable):	\$199,203
\$/Land SF(Usable):	\$4.57
Grantor/Seller:	Emmett Douglas Curl et al.
Grantee/Buyer:	Ting Fiber, Inc.
Assets Sold:	Real estate only
Property Rights:	Fee Simple
Financing:	Cash to seller
Terms of Sale:	Arm's Length
Document Type:	Deed
Recording No.:	17625/833
Verified By:	W. Christopher Morris
Verification Date:	11/10/2020
Confirmation Source:	Tim Matthews, Century 21
Verification Type:	Confirmed-Seller Broker

Shape:	Rectangular
Topography:	Level
Vegetation:	Trees and grasses
Corner Lot:	No
Frontage Feet:	350
Frontage Desc.:	350' N Grassland Dr.
Frontage Type:	2 way, 1 lane each way
Traffic Control at Entry:	None
Traffic Flow:	Low
AccessibilityRating:	Average
Visibility Rating:	Average
Zoning Code:	RLI
Zoning Desc.:	Research Light Industrial (Fuquay-Varina)
Flood Plain:	No
Utilities:	Electricity, Water Public, Sewer, Telephone
Source of Land Info.:	Public Records

Improvement and Site Data

MSA:	Raleigh, NC
Legal/Tax/Parcel ID:	0657696450
Acres(Usable/Gross):	2.51/2.51
Land-SF(Usable/Gross):	109,335/109,335
Usable/Gross Ratio:	1.00

Land - 2.51 Acres



Location & Property Identification

Property Name:	Land - 2.93 Acres
Sub-Property Type:	Commercial
Address:	1307 & 1309 New Hill Rd.
City/State/Zip:	Holly Springs, NC 27540
County:	Wake
Submarket:	Southwest Raleigh
Market Orientation:	Suburban
IRR Event ID:	2212327



Sale Information

Sale Price:	\$650,000
Effective Sale Price:	\$650,000
Sale Date:	03/08/2019
Sale Status:	Closed
\$/Acre(Gross):	\$221,843
\$/Land SF(Gross):	\$5.09
\$/Acre(Usable):	\$221,843
\$/Land SF(Usable):	\$5.09
Grantor/Seller:	Linda Leslie et al.
Grantee/Buyer:	Triangle Storage I, LLC
Assets Sold:	Real estate only
Property Rights:	Fee Simple
% of Interest Conveyed:	100.00
Financing:	Cash to seller
Terms of Sale:	Arm's Length
Document Type:	Deed
Recording No.:	17374/1542 & 1888
Verified By:	W. Christopher Morris
Verification Date:	03/13/2019
Confirmation Source:	Rhonda Raney, Turner Real Estate Services
Verification Type:	Confirmed-Seller Broker

Acres(Usable/Gross):	2.93/2.93
Land-SF(Usable/Gross):	127,631/127,631
Usable/Gross Ratio:	1.00
Topography:	Gently Sloping
Corner Lot:	No
Frontage Feet:	200
Frontage Desc.:	New Hill Rd.
Zoning Code:	BT (Holly Springs)
Zoning Desc.:	Business & Technology
Flood Plain:	No
Utilities:	Electricity, Water Public, Sewer, Telephone
Source of Land Info.:	Public Records

Comments

Commercial zoning was in place at the time of sale, although Wake County indicates it is zoned R-10. Buyer was planning on using the site for mini storage.

Improvement and Site Data

MSA:	Raleigh, NC
Legal/Tax/Parcel ID:	0649-35-2198 & 0649-35-1291

Land - 2.93 Acres



Addendum D

Engagement Letter



Integra Realty Resources
Atlanta | Charlotte | Raleigh | Richmond
Columbia | Greensboro | Charleston

8382 Six Forks Road
Suite 200
Raleigh, NC 27615

T 919.847.1717
F 919.847.1714
www.irr.com



February 4, 2021

Mr. Ricky Campbell, RWA
Real Estate Project Manager
Wake County Government
Facilities Design & Construction
336 S. Fayetteville St., Suite 1110
Raleigh, NC 27601

SUBJECT: Appraisal Request –Dorothy M. Mills
7001 Apex Barbeque, Apex, NC 27502
Out of REID: 0021704- 4.76 Ac. N/S Apex Barbeque Rd. (Subject Property)

Dear Mr. Campbell:

Upon your acceptance of this letter agreement, Integra Realty Resources – Raleigh (“IRR – Raleigh”), will prepare an appraisal of the fee simple interest in the Subject Property. The purpose of the appraisal is to provide an opinion of the market value, as is, of the Subject Property.

The intended use of the appraisal is for potential acquisition purposes by Wake County. Wake County is the client and is the intended user of the report. The use of the appraisal by anyone other than the client is prohibited.

The report will be prepared in conformity with and subject to the Standards of Professional Practice and the Code of Ethics of the Appraisal Institute and the Uniform Standards of Professional Appraisal Practice developed by the Appraisal Standards Board of the Appraisal Foundation. The report will be kept confidential except that it will be subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives. The report could also be subject to North Carolina Public Records Law.

The report will be prepared by the undersigned and staff. The report will be delivered within 3 weeks from authorization and the fee will be \$2,500. **We will confirm with Town of Apex officials whether any road connection or right of way dedications will be required prior to development of the property.**

Please call if you wish to discuss this proposal or the assignment any further.

Mr. Ricky Campbell, RWA
Wake County
February 4, 2021
Page 2

Sincerely,
INTEGRA REALTY RESOURCES – RALEIGH

Chris R Morris

Chris R. Morris, MAI, FRICS
Senior Managing Director

AGREED & ACCEPTED THIS 4th DAY OF February, 2021.

BY: WAKE COUNTY

Ricky Campbell

RICKY CAMPBELL, REAL ESTATE PROJECT MANAGER
WAKE COUNTY FACILITIES DESIGN & CONSTRUCTION

Ricky Campbell

NAME (PRINT)