

# LAND APPRAISAL REPORT

File No.

NATHAN PROPERTIES LLC

Census Tract \_\_\_\_\_ Map Reference 20MM-22

Property Address WORTH AVE

City \_\_\_\_\_ County STAFFORD State VIRGINIA Zip Code \_\_\_\_\_

Legal Description 1.288 ACRES, MORE OR LESS

Sale Price \$ \_\_\_\_\_ Date of Sale \_\_\_\_\_ Loan Term \_\_\_\_\_ yrs. Property Rights Appraised  Fee  Leasehold  De Minimis PUD

Actual Real Estate Taxes \$ \_\_\_\_\_ (yr) Loan charges to be paid by seller \$ \_\_\_\_\_ Other sales concessions \_\_\_\_\_

Owner/Client SANDS ANDERSON Address 725 JACKSON STREET, FREDERICKSBURG, VA.

Occupant VACANT Appraiser MICHAEL C. BOGGS Instructions to Appraiser FEE SIMPLE MARKET VALUE SUMMARY REAL ESTATE APPRAISAL

|   |   |                                     |                          |                          |      |      |                      |                          |                                     |                          |                          |                           |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |                                   |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                       |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |  |                          |                                     |                          |                          |                            |                          |                                     |                          |                          |                                  |                          |                                     |                          |                          |                  |                          |                                     |                          |                          |
|---|---|-------------------------------------|--------------------------|--------------------------|------|------|----------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|---------------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|-------------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|------------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|-----------------------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|-------------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|-----------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|------------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|--|--------------------------|-------------------------------------|--------------------------|--------------------------|----------------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|----------------------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|
| <p>Location <input type="checkbox"/> Urban <input checked="" type="checkbox"/> Suburban <input type="checkbox"/> Rural</p> <p>Built Up <input type="checkbox"/> Over 75% <input checked="" type="checkbox"/> 25% to 75% <input type="checkbox"/> Under 25%</p> <p>Growth Rate <input type="checkbox"/> Fully Dev. <input type="checkbox"/> Rapid <input checked="" type="checkbox"/> Steady <input type="checkbox"/> Slow</p> <p>Property Values <input checked="" type="checkbox"/> Increasing <input type="checkbox"/> Stable <input type="checkbox"/> Declining</p> <p>Demand/Supply <input type="checkbox"/> Shortage <input checked="" type="checkbox"/> In Balance <input type="checkbox"/> Oversupply</p> <p>Marketing Time <input checked="" type="checkbox"/> Under 3 Mos. <input type="checkbox"/> 4-6 Mos. <input type="checkbox"/> Over 6 Mos.</p> <p>Present Land Use _____ % 1 Family _____ % 2-4 Family _____ % Apts. _____ % Condo 100 % Commercial</p> <p>Change in Present Land Use <input checked="" type="checkbox"/> Not Likely <input type="checkbox"/> Likely (*) <input type="checkbox"/> Taking Place (*)</p> <p>Predominant Occupancy <input type="checkbox"/> Owner <input type="checkbox"/> Tenant _____ % Vacant</p> <p>Single Family Price Range \$ N/A to \$ _____ Predominant Value \$ _____</p> <p>Single Family Age _____ yrs. to _____ yrs. Predominant Age _____ yrs.</p> | <table border="0" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 20%;"></td> <td style="width: 10%; text-align: center;">Good</td> <td style="width: 10%; text-align: center;">Avg.</td> <td style="width: 10%; text-align: center;">Fair</td> <td style="width: 10%; text-align: center;">Poor</td> </tr> <tr> <td>Employment Stability</td> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> <tr> <td>Convenience to Employment</td> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> <tr> <td>Convenience to Shopping</td> 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center;"><input type="checkbox"/></td> </tr> </table> |                                     | Good                     | Avg.                     | Fair | Poor | Employment Stability | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Convenience to Employment | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Convenience to Shopping | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Convenience to Schools | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Adequacy of Public Transportation | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Recreational Facilities | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Adequacy of Utilities | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Property Compatibility | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Protection from Detrimental Conditions | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Police and Fire Protection | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | General Appearance of Properties | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | Appeal to Market | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
|   | Good  | Avg.                                | Fair                     | Poor                     |      |      |                      |                          |                                     |                          |                          |                           |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |                                   |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                       |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |  |                          |                                     |                          |                          |                            |                          |                                     |                          |                          |                                  |                          |                                     |                          |                          |                  |                          |                                     |                          |                          |
| Employment Stability  | <input type="checkbox"/>  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |      |      |                      |                          |                                     |                          |                          |                           |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |                                   |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                       |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |  |                          |                                     |                          |                          |                            |                          |                                     |                          |                          |                                  |                          |                                     |                          |                          |                  |                          |                                     |                          |                          |
| Convenience to Employment   | <input type="checkbox"/>  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |      |      |                      |                          |                                     |                          |                          |                           |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |                                   |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                       |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |  |                          |                                     |                          |                          |                            |                          |                                     |                          |                          |                                  |                          |                                     |                          |                          |                  |                          |                                     |                          |                          |
| Convenience to Shopping   | <input type="checkbox"/>  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |      |      |                      |                          |                                     |                          |                          |                           |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |                                   |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                       |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |  |                          |                                     |                          |                          |                            |                          |                                     |                          |                          |                                  |                          |                                     |                          |                          |                  |                          |                                     |                          |                          |
| Convenience to Schools  | <input type="checkbox"/>  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |      |      |                      |                          |                                     |                          |                          |                           |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |                                   |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                       |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |  |                          |                                     |                          |                          |                            |                          |                                     |                          |                          |                                  |                          |                                     |                          |                          |                  |                          |                                     |                          |                          |
| Adequacy of Public Transportation   | <input type="checkbox"/>  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |      |      |                      |                          |                                     |                          |                          |                           |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |                                   |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                       |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |  |                          |                                     |                          |                          |                            |                          |                                     |                          |                          |                                  |                          |                                     |                          |                          |                  |                          |                                     |                          |                          |
| Recreational Facilities   | <input type="checkbox"/>  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |      |      |                      |                          |                                     |                          |                          |                           |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |                                   |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                       |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |  |                          |                                     |                          |                          |                            |                          |                                     |                          |                          |                                  |                          |                                     |                          |                          |                  |                          |                                     |                          |                          |
| Adequacy of Utilities   | <input type="checkbox"/>  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |      |      |                      |                          |                                     |                          |                          |                           |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |                                   |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                       |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |  |                          |                                     |                          |                          |                            |                          |                                     |                          |                          |                                  |                          |                                     |                          |                          |                  |                          |                                     |                          |                          |
| Property Compatibility  | <input type="checkbox"/>  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |      |      |                      |                          |                                     |                          |                          |                           |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |                                   |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                       |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |  |                          |                                     |                          |                          |                            |                          |                                     |                          |                          |                                  |                          |                                     |                          |                          |                  |                          |                                     |                          |                          |
| Protection from Detrimental Conditions  | <input type="checkbox"/>  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |      |      |                      |                          |                                     |                          |                          |                           |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |                                   |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                       |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |  |                          |                                     |                          |                          |                            |                          |                                     |                          |                          |                                  |                          |                                     |                          |                          |                  |                          |                                     |                          |                          |
| Police and Fire Protection  | <input type="checkbox"/>  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |      |      |                      |                          |                                     |                          |                          |                           |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |                                   |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                       |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |  |                          |                                     |                          |                          |                            |                          |                                     |                          |                          |                                  |                          |                                     |                          |                          |                  |                          |                                     |                          |                          |
| General Appearance of Properties  | <input type="checkbox"/>  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |      |      |                      |                          |                                     |                          |                          |                           |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |                                   |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                       |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |  |                          |                                     |                          |                          |                            |                          |                                     |                          |                          |                                  |                          |                                     |                          |                          |                  |                          |                                     |                          |                          |
| Appeal to Market  | <input type="checkbox"/>  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |      |      |                      |                          |                                     |                          |                          |                           |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |                                   |                          |                                     |                          |                          |                         |                          |                                     |                          |                          |                       |                          |                                     |                          |                          |                        |                          |                                     |                          |                          |  |                          |                                     |                          |                          |                            |                          |                                     |                          |                          |                                  |                          |                                     |                          |                          |                  |                          |                                     |                          |                          |

Comments including those factors, favorable or unfavorable, affecting marketability (e.g. public parks, schools, view, noise): TYPICAL COMMERCIAL STAFFORD COUNTY CHARACTERIZED BY LARGE TRACTS OF FARM AND FORESTLAND BEING CONVERTED INTO COMMERCIAL SITES.

Dimensions IRREGULAR = 1.288 Sq. Ft. or Acres  Corner Lot

Zoning classification BUSINESS-2 Present Improvements  do  do not conform to zoning regulations

Highest and best use  Present use  Other (specify) \_\_\_\_\_

|  |   |   |
|--|---|---|
| <p>Elec. <input checked="" type="checkbox"/></p> <p>Gas <input checked="" type="checkbox"/></p> <p>Water <input checked="" type="checkbox"/></p> <p>San. Sewer <input checked="" type="checkbox"/></p> <p><input type="checkbox"/> Underground Elect. &amp; Tel.</p> | <p>OFF SITE IMPROVEMENTS</p> <p>Street Access <input checked="" type="checkbox"/> Public <input type="checkbox"/> Private</p> <p>Surface ASPHALT</p> <p>Maintenance <input checked="" type="checkbox"/> Public <input type="checkbox"/> Private</p> <p><input type="checkbox"/> Storm Sewer <input type="checkbox"/> Curby/Gutter</p> <p><input type="checkbox"/> Sidewalk <input type="checkbox"/> Street Lights</p> | <p>Topo TYPICAL</p> <p>Size TYPICAL</p> <p>Shape TYPICAL</p> <p>View TYPICAL</p> <p>Drainage STREAM BED</p> <p>Is the property located in a HUD identified Special Flood Hazard Area? <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes</p> |
|--|---|---|

Comments (favorable or unfavorable including any apparent adverse easements, encroachments, or other adverse conditions): THIS PARCEL APPEARS TO BE COMMON AREA FOR A SHOPPING CENTER. THIS APPRAISER ESTIMATES IT HIGHEST AND BEST USE AS COMMON AREA AND STORM WATER DRAINAGE TO AN ADJACENT LANDOWNER.

The undersigned has recited three recent sales of properties most similar and proximate to subject and has considered these in the market analysis. The description includes a dollar adjustment reflecting market reaction to those items of significant variation between the subject and comparable properties. If a significant item in the comparable property is superior to or more favorable than the subject property, a minus (-) adjustment is made thus reducing the indicated value of subject; if a significant item in the comparable is inferior to or less favorable than the subject property, a plus (+) adjustment is made thus increasing the indicated value of the subject.

| ITEM                             | SUBJECT PROPERTY            | COMPARABLE NO. 1   | COMPARABLE NO. 2   | COMPARABLE NO. 3   |
|----------------------------------|-----------------------------|--|--|--|
| Address                          | TAX MAP 20MM-22             | TAX MAP 47-9A  | TAX MAP 25B-1-72   | TAX MAP  |
| Proximity to Subject             | -                           | -  | -  | -  |
| Sales Price                      | \$ -                        | \$ 50,000  | \$ 52,000  | \$ -   |
| Price                            | \$ -                        | \$ 10,000/AC   | \$ 10,400  | \$ -   |
| Data Source                      | INSPECTION                  | MRIS   | MRIS   | MRIS   |
| Date of Sale and Time Adjustment | DESCRIPTION<br>9/17         | DESCRIPTION<br>11/16   | DESCRIPTION<br>2/17  | DESCRIPTION<br>-   |
| Location                         | SUBURBAN                    | SIM  | SIM  | SIM  |
| Site/View                        | 1.2884 ACRES<br>COMMON AREA | 5.0 AC<br>SUPERIOR   | 5.0<br>SUPERIOR  | -37,116<br>-10,000   |
|                                  |                             |  |  | -38,600<br>-10,400   |
| Sales or Financing Concessions   |                             |  |  |  |
| Net Adj. (Total)                 |                             | <input type="checkbox"/> + <input checked="" type="checkbox"/> - \$ 37,116 | <input type="checkbox"/> + <input checked="" type="checkbox"/> - \$ 49,000 | <input type="checkbox"/> + <input type="checkbox"/> - \$ - |
| Indicated Value of Subject       |                             | \$ 2,884   | \$ 3,000   | \$ -   |

Comments on Market Data: ALL MARKET DATA APPEARS TO BE GOOD. DUE TO OWNER OCCUPIED NEIGHBORHOOD AND THE LACK OF THE IMPROVEMENTS. THE INCOME AND COST APPROACHES WERE NOT USED.

Comments and Conditions of Appraisal: THIS SUMMARY REAL ESTATE APPRAISAL REPORT IS CONTINGENT ON THE CERTIFICATION, DEFINITION AND LIMITING CONDITIONS CONTAINED HEREIN. THE SOLE FUNCTION OF THIS APPRAISAL IS FOR A POSSIBLE DELINQUENT REAL ESTATE TAX SALE AND NOTHING ELSE WHATSOEVER.

Final Reconciliation: AFTER ADJUSTMENTS, THESE SALES REFLECT A CLOSE RANGE OF MARKET VALUES FOR THE SUBJECT.

I ESTIMATE THE MARKET VALUE, AS DEFINED, OF SUBJECT PROPERTY AS OF SEPTEMBER 1, 2017 to be \$ 2,900

Appraiser(s) Michael C. Boggs  Did  Did Not Physically Inspect Property





1  
162.5  
45