

Realty Valuation Group, LLC

REAL ESTATE APPRAISALS • CONSULTING • MARKET STUDIES

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Rip Walker, MAI
Jeff Norwood
Troy VanDyke, MAI
Allen Sledge

**MARKET VALUE OPINION
OF
763 W. POPLAR AVENUE
COLLIERVILLE, TENNESSEE 38017**

APPRAISAL REPORT

**PREPARED FOR
MR. SAM GIBBONS
2501 BAYTOWN AVENUE EAST
MIRAMAR BEACH, FLORIDA 32550**

**EFFECTIVE DATE OF APPRAISAL: DECEMBER 23, 2024
DATE OF REPORT: JANUARY 7, 2025**

**BY
RIP WALKER, MAI
TROY VANDYKE, MAI
REALTY VALUATION GROUP, LLC
2446 CAFFEY STREET, SUITE 1A
HERNANDO, MISSISSIPPI 38632**

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Rip Walker, MAI
Jeff Norwood
Troy VanDyke, MAI
Allen Sledge

January 7, 2025

Mr. Sam Gibbons
2501 Baytowne Avenue East
Miramar Beach, Florida 32550

Re: Market Value Opinion
Appraisal Report
763 W. Poplar Avenue
Collierville, Tennessee 38017

Dear Mr. Gibbons:

In accordance with your request, we have personally inspected the above captioned property on December 23, 2024, and have considered available data pertinent to the estimation of its as is fee simple market value. No extraordinary assumptions or hypothetical conditions are applicable.

According to the information furnished, the Shelby County Tax Assessor, and based upon our inspection, the subject site consists of 0.43 of an acre, or 18,731 square feet of land located on the south side of West Poplar Avenue, east of Byhalia Road in Collierville, Tennessee. The subject property is zoned GC, General Commercial District by the town of Collierville.

The subject site is improved with an approximate 6,885 square foot, brick, and concrete block one story single-tenant commercial building. According to the Shelby County Tax Assessor it was constructed in approximately 1962. It was in average condition at the time of inspection. The subject is being rented on a month to month basis. The tenant has occupied space in this building for over a decade and is paying \$7,700 per month, \$92,400 annually, or \$13.42 per month. The tenant is building their own building and will be leaving in the first half of 2025.

A complete legal identification and narrative description of this property may be found in the body of this appraisal report. This appraisal has been completed in accordance with the Uniform Standards of Professional Appraisal Practice, and the Code of Professional Ethics of the Appraisal Institute.

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This is an Appraisal Report which is intended to comply with the reporting requirements set forth under Standards Rule 2-2(a)(i-xii) of the Uniform Standards of Professional Appraisal Practice. As such, it presents only summarized information and reasoning that supports the analyses, opinions, and conclusions that were used in the appraisal process to develop our opinion of value. Some of the supporting documentation concerning the information, reasoning, and analyses is retained in our file. The depth of discussion contained in this report is specific to the needs of the intended user (client) and for the intended use stated within the report. The appraisers are not responsible for unauthorized use of this report.

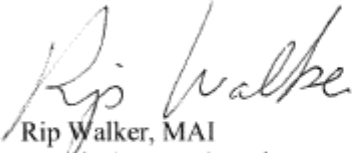
This value estimate assumes responsible ownership and professional management and marketing of the property. This valuation is also subject to additional limiting conditions as attached, which is an important part of this appraisal report. Acceptance of and/or use of this report constitutes understanding and acceptance of all Assumptions and Limiting Conditions as outlined on following pages.

A reasonable exposure time and marketing time for this property is estimated to be twelve months which is based upon historical evidence indicated by actual sales and from discussions with local brokers who are actively involved in selling this type property.

As a result of our investigation and analysis, and after considering all those factors which affect value, it is our opinion that the as is fee simple market value of this property, as of December 23, 2024, subject to the stated assumptions and limiting conditions is:

\$1,200,000

Respectfully Submitted,


Rip Walker, MAI
Certified General Real Estate Appraiser
CG-1063 (Tennessee)

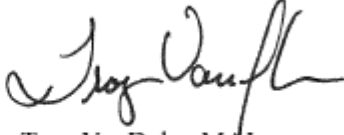

Troy VanDyke, MAI
Certified General Real Estate Appraiser
CG-3827 (Tennessee)

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ADDENDA

Engagement Letter	
Additional Zoning Information	
Qualifications of:	
Rip Walker, MAI	
Troy VanDyke, MAI	

CERTIFICATION

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

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

That the reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, unbiased professional analyses, opinions, and conclusions;

That 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;

That we have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment;

That our engagement in this assignment was not contingent upon developing or reporting predetermined results;

That 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.

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

That the reported analysis, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and the Standards of Professional Practice of the Appraisal Institute;

That the use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives;

That no one provided significant real property appraisal assistance to the person signing this certification;

As of the date of this report, I, Rip Walker, MAI have completed the continuing education program for Designated Members of the Appraisal Institute;

As of the date of this report, I, Troy VanDyke, MAI have completed the continuing education program for Designated Members of the Appraisal Institute;

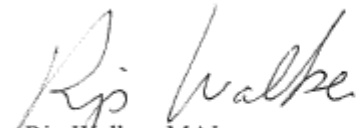
That the appraisers currently hold an appropriate state license or certification allowing the performance of real estate appraisals in connection with federally related transactions.

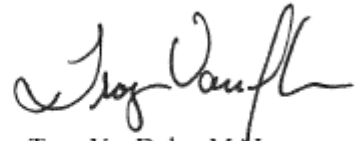
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That I, Rip Walker, MAI, have not and I, Troy VanDyke, MAI, have made a personal inspection of the property that is the subject of this report;

That the appraisers have completed previous appraisals of similar type properties;

That 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 acceptance of this assignment.


Rip Walker, MAI
Certified General Real Estate Appraiser
CG-1063 (Tennessee)


Troy VanDyke, MAI
Certified General Real Estate Appraiser
CG-3827 (Tennessee)

SUMMARY OF IMPORTANT FACTS AND CONCLUSIONS

Property Name:	
Address:	763 W. Poplar Avenue Collierville, Tennessee 38017
Location:	South side of West Poplar Avenue, east of Byhalia Road
Property Size:	0.43 of an Acre, or 18,731 Square Feet
Building Size:	6,885 Square Feet
Effective Date of Appraisal:	December 23, 2024
Date of Report:	January 7, 2025
Purpose of Appraisal:	Market Value Opinion
Property Rights Appraised:	Fee Simple
Zoning:	GC, General Commercial District
Highest and Best Use:	Commercial
Market Value Indications:	
Sales Comparison Approach:	\$1,310,000
Income Capitalization Approach:	\$1,045,000
Market Value Conclusion:	\$1,200,000

PART II-PREMISES OF THE APPRAISAL

PURPOSE OF THE APPRAISAL

The purpose of this appraisal is to estimate the market value as defined by the Office of the Comptroller of the Currency under 12CFR, Part 34, Subpart C, as defined below.

INTENDED USE OF REPORT

The intended use of this appraisal report is for assistance with establishing a potential sales price. *No other uses are intended.*

INTENDED USER OF REPORT

The intended user of this report is the client, Sam Gibbons. *No other users are intended.* Because this report is specifically for the client and for the intended use as stated, the appraisers are not responsible for unauthorized use. The intended user of this report, or anyone in possession of it, is specifically prohibited from disseminating only portions of this report that pertain to expressed opinions, to any other party (including orally disclosing the value conclusions or other pertinent opinions expressed), without providing the report in its entirety.

PROPERTY RIGHTS APPRAISED

The property rights considered in this appraisal consist of a fee simple estate. A 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.”¹

EFFECTIVE DATE OF VALUE

As Is: December 23, 2024

DATE OF REPORT

The date of the report is: January 7, 2025

¹ The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, 2022, p. 73.

SCOPE OF WORK

In preparing this appraisal, we inspected the subject site, gathered information about the subject's neighborhood, investigated, confirmed, and analyzed comparable improved sales and improved rentals. The data was collected by researching deeds recorded in the county clerk's office and from interviews with local real estate brokers, developers, and builders, as well as owners of competitive properties. Sales data and rental data were confirmed by knowledgeable participants in the respective transactions. Data provided by the client and/or property owner, as well as data that was readily available from other sources was relied upon. Due to the age of the improvements and the subjective amount of depreciation applicable, the Cost Approach is considered less reliable. It is not necessary for credible appraisal results and was excluded. Only the Sales Comparison and Income Capitalization Approaches to value have been utilized. All of this data was then reconciled into a final conclusion of value.

DEFINITION OF MARKET VALUE

The term market value as used in this report is defined as:

The most probable price that a property should bring in a competitive and open market under all condition's 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:

1. Buyer and seller are typically motivated;
2. Both parties are well informed or well advised, and acting in what they consider their best interests;
3. A reasonable time is allowed for exposure in the open market;
4. Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale. ²

² Comptroller of the Currency in 12 CFR, Part 34, Section 34.42(h) of the Code of Federal Regulations

DEFINITION OF EXPOSURE TIME

For the purposes of this report the term exposure time is defined as:

1. “The time a property remains on the market.
2. “An opinion, based on supporting market data, of the length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal. (USPAP, 2020-2021 ed.)”³

DEFINITION OF MARKETING TIME

The term marketing time is defined as:

“An opinion of the amount of time to sell a property interest at the concluded market value or at a benchmark price during the period immediately after the effective date of an appraisal. Marketing time differs from exposure time, which precedes the effective date of an appraisal. (Advisory Opinion 7 and Advisory Opinion 35 of the Appraisal Standards Board of The Appraisal Foundation address the determination of reasonable exposure and marketing time.)”⁴

³ The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, 2022, p. 67-68.

⁴ The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, 2022, p. 116.

ASSUMPTIONS AND LIMITING CONDITIONS

This appraisal is subject to the following:

This is an Appraisal Report which is intended to comply with the reporting requirements set forth under Standards Rule 2-2(a)(i-xii) of the Uniform Standards of Professional Appraisal Practice. As such, it presents only summarized information and reasoning that supports the analyses, opinions, and conclusions that were used in the appraisal process to develop our opinion of value. Some of the supporting documentation concerning the information, reasoning, and analyses is retained in our file. The depth of discussion contained in this report is specific to the needs of the intended user (client) and for the intended use stated within the report. The appraisers are not responsible for unauthorized use of this report.

The legal description provided is assumed to be correct. We assume no responsibility for legal matters, and render no opinion of property title, which is assumed to be good and merchantable.

We did not independently research the presence of liens, easements, covenants, restrictions, judgments, or other encumbrances. Unless specifically stated, it is assumed no encumbrances of this type exist in relation to this property. The user of this appraisal report should consult legal counsel to determine the presence of any of these items which may have an adverse effect on the subject and report any such findings to the appraiser for the analysis of effect on value.

The ownership of this property, as may be stated in this report, is based upon public records or information provided by the client, and is assumed to be accurate. However, as appraisers, we have not researched or confirmed title to this property and are not trained to do so. Confirmation as to the legal ownership of this property, if pertinent, is the responsibility of the user of this appraisal report.

No survey of the property has been made by the appraisers and no responsibility is assumed in connection with such matters. Any sketches in this report are included only to assist the reader in visualizing the property.

Information furnished by others is assumed to be true, correct, and reliable. A reasonable effort has been made to verify such information; however, no responsibility for its accuracy is assumed by the appraiser. Specifically, sale prices utilized in comparable sales are many times extracted from deeds and are assumed to be factual when confirmation with participating or related parties is not possible.

If these stated prices do not reflect the actual transfer of money, opinions based upon these supposed facts may be inaccurate. If the client has any question regarding this information, it is the client's responsibility to seek whatever independent verification is deemed necessary.

Any distribution of the total valuation in this report between land and improvements applies only under the reported highest and best use of the property. The allocation of value for land and improvements must not be used in conjunction with any other study or appraisal and are not valid if so used.

Subsurface rights (minerals, oil, etc.) were not considered in making this appraisal.

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All furnishings and equipment have been disregarded by the appraisers and only the real estate has been considered in the value estimate, except when specifically indicated.

The appraisers reserve the right to change and revise valuations in this report if any undisclosed information or errors, especially those of a mathematical or typographical nature, come to their attention at a later date.

The property is appraised as though under responsible ownership and competent management.

All estimates, projections and forecasts contained in this report are considered to be reasonable probabilities but are in no manner guaranteed, and we assume no liability for any deviation in these estimates, projections, and forecasts.

We are prepared but not required to give testimony or attendance in legal or other proceedings relative to this appraisal or to the appraised property unless satisfactory additional arrangements are made prior to the need for such services.

We are not qualified to detect hazardous waste and/or toxic materials. Unless otherwise noted within the appraisal report, an environmental assessment report was not provided for review. We have not conducted any tests to determine whether or not such hazardous materials and/or related conditions exist. We recommend that the user of this appraisal direct any questions concerning this issue to a firm of registered professional engineers specializing in providing such testing and analysis. We assume that the site is free from hazardous waste contamination. Any contamination subsequently found on the subject site, however, automatically renders this appraisal null and void.

No study has been made available to determine whether structures may have an infestation such as termites or dry rot. In the absence of such a study, it is assumed the property is free from such problems.

It is assumed that there are no structural defects hidden by floor or wall coverings or any other hidden or unapparent condition of the property; that all mechanical equipment and appliances are in good working condition; and that all electrical components and the roofing are in good condition. If the client has any questions regarding these items, it is the client's responsibility to order the appropriate inspections. The appraisers do not have the skill or expertise needed to make such inspections. The appraisers assume no responsibility for these items.

Possession of this report, or a copy thereof, does not carry with it the right of publication.

Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraiser, or the firm with which the appraiser is connected) shall be disseminated to the public through advertising, public relations, news, sales, or other media without the prior written consent and approval of the appraiser.

It is assumed that the property is in full compliance with all applicable federal, state, and local environmental regulations and laws unless the lack of compliance is stated, described, and considered in the appraisal report.

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It is assumed that the property conforms to all applicable zoning and use regulations and restrictions unless a nonconformity has been identified, described, and considered in this appraisal report.

It is assumed that all required licenses, certificates of occupancy, consents, and other legislative or administrative authority from any local, state, or national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.

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

It is assumed that the utilization of the land and improvements is within the boundaries of property lines of the property described and that there is no encroachment or trespass unless otherwise stated in this report.

The term inspection as utilized in this appraisal report refers to a viewing or an examination of the property. It is not the same type of inspection that a person skilled in construction or an engineer might make. If the user of this appraisal needs information or knowledge about any type of construction deficiencies, such as foundation problems or structural defects, he should consult with an individual or company with expertise in that field.

Any proposed improvements are assumed to be completed in a good workmanlike manner in accordance with the submitted plans and specifications.

Because this report is specifically for the client and for the intended use as stated, the appraisers are not responsible for unauthorized use. The intended user of this report, or anyone in possession of it, is specifically prohibited from disseminating only portions of this report that pertain to expressed opinions, to any other party (including orally disclosing the value conclusions or other pertinent opinions expressed), without providing the report in its entirety.

Acceptance of and/or use of this report constitutes understanding and acceptance of all Assumptions and Limiting Conditions as outlined above.

**PART III – PRESENTATION OF DATA
LEGAL IDENTIFICATION**

The subject may be legally described as follows:

Beginning at an iron pin found in the southerly right of way line of Poplar Avenue (U.S. Highway #72 - 80 R.O.W.) A distance of 314.90 Ft. southeastwardly, as measured along said southerly right of way line, from its tangent intersection with the easterly right of way line of Bhalia Road, said point being the northeasterly corner of the Joe H. Looney tract (DB. 6311, Pg. 794); Thence south 88 degrees, 33 minutes, 57 seconds east along the southerly right of way line of said Poplar Avenue a distance of 100.00 Ft. to an iron pin found at the northwesterly corner of the Oliver & Ruth Fitzgerald (DB. 6278, Pg. 706); Thence south 00 degrees, 24 minutes, 27 seconds east along the westerly line of said Fitzgerald tract a distance of 296.00 Ft. to an iron pin found in the northerly line of Fitzgerald-Webb Properties Ltd. (CB-1235); Thence north 88 degrees, 33 minutes, 57 seconds west along the northerly line of said Fitzgerald-Webb tract a distance of 100.00 Ft. to an iron pin found in the easterly line of said Looney tract; Thence north 00 degrees, 24 minutes, 27 seconds west along the easterly line of said Looney tract a distance of 296.00 Ft. to the point of beginning, containing 0.679 acres or 29,584.710 square feet.

Being the same property conveyed to Richard E. Gibbons and wife Eleanor F. Gibbons by Warranty Deed of record in the Shelby County Registers Office of Book 4399; Page 283.

Less & Except:

Commencing at a iron pin found in the southerly line of Poplar Avenue (80.0 Ft. R.O.W.) A distance of 314.90 feet southeastwardly as measured along said southerly line of Poplar Avenue from its Intersection with the easterly line of Bhalia Road (60.0 Ft. R.O.W.) Said point also being the northeasterly corner of the Joe Looney tract (DB. 631, Pg. 794);
Thence on a bearing of South 00 degrees 24 minutes 27 seconds east along the easterly line of said Joe Looney tract a distance of 190.21 feet to a 1/2 inch rebar set said rebar being the true point of beginning.
Thence on a bearing of north 89 degrees 41 minutes 32 seconds east a distance of 99.95 feet to a 1/2 inch rebar set in the westerly line of the Oliver & Ruth Fitzgerald tract (DB. 6278, Pg. 706);
Thence on a bearing of south 00 degrees 24 minutes 27 seconds east along the westerly line of said Oliver & Ruth Fitzgerald tract a distance of 108.83 feet to a iron pin found in the northerly line of the Fitzgerald-Webb Properties Ltd. tract (CB-1235);
Thence on a bearing of north 88 degrees 33 minutes 57 seconds west along the northerly line of said Fitzgerald-Webb Properties Ltd. tract a distance of 100.00 feet to a iron pin found in the easterly line of said Joe Looney tract;
Thence on a bearing of north 00 degrees 24 minutes 27 seconds west along the easterly line of said Joe Looney tract a distance of 105.79 feet to the point of beginning and containing 0.246 acres or 10,725.457 square feet.
This Deed prepared without benefit of title examination

The legal description or identification utilized as the subject of this appraisal, either provided by the owner or obtained from public records, or other sources, is assumed to be correct, but its accuracy is not the responsibility of the appraiser. The identification of this property is a legal matter that may involve or require a title search, which the appraiser is not trained to perform and has no expertise in. It is recommended that the user of this appraisal consult an attorney or engineer or both about the correctness or accuracy of the legal identification utilized.

GIS

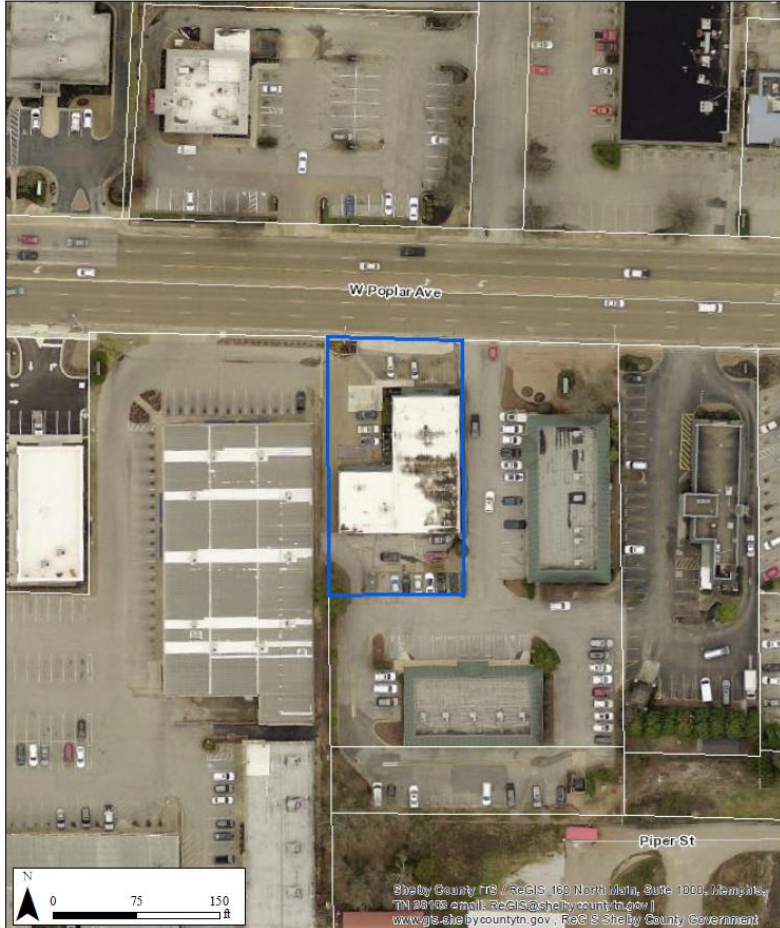


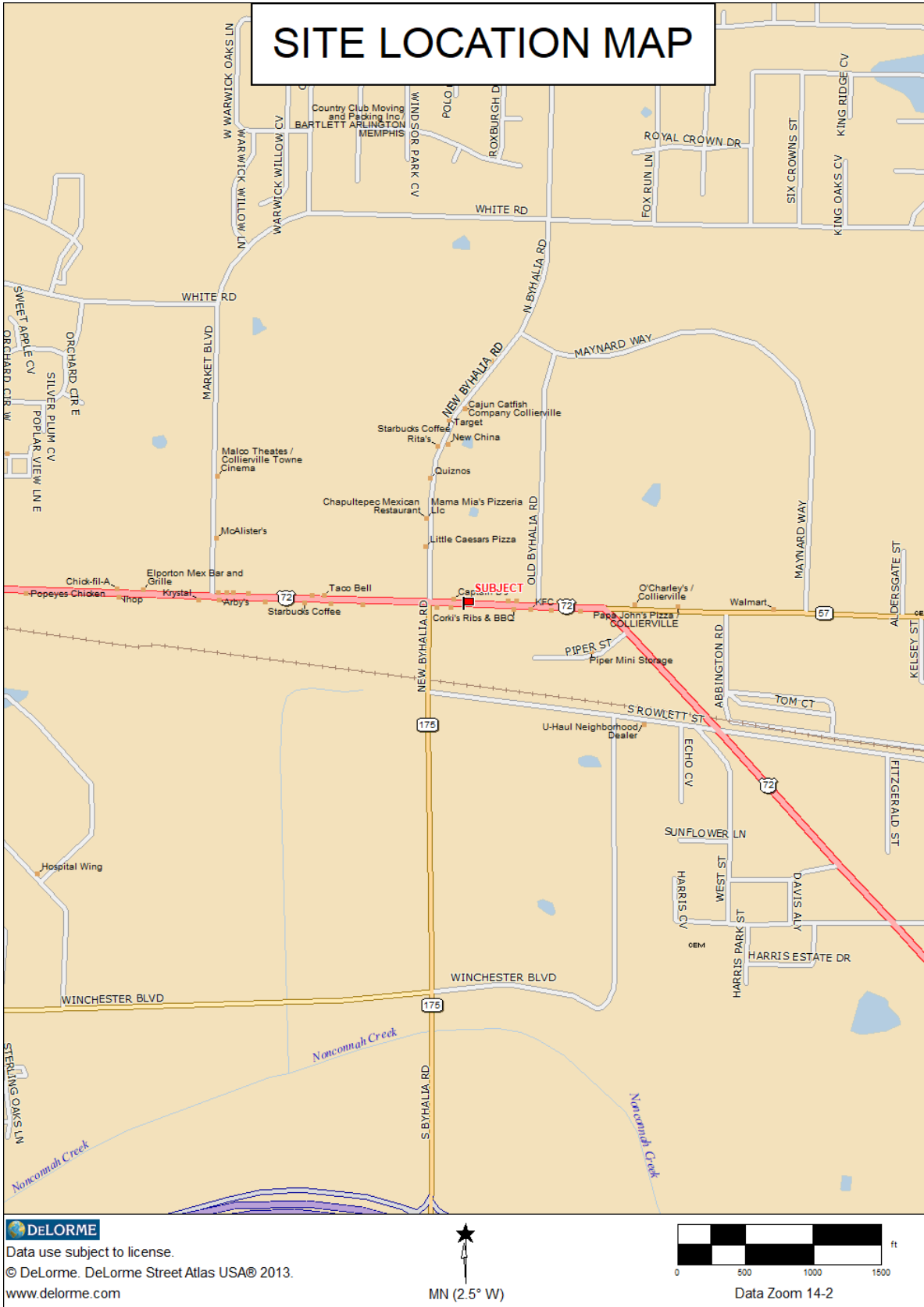
Willie F. Brooks, Jr.
Shelby County Register of Deeds

Owner: GIBBONS ENTERPRISES
Parcel Address: 763 W POPLAR
Parcel ID: C0244 A00451
2024 Appraisal: \$946,500
Tax District: COLLIERVILLE
Year Built:
Lot Number:
Subdivision:

Plat BK & PG: UNKNOWN
Dimensions: 18731 SF 100 X 209
Total Acres: 0.43
Owner Address: 2501 BAYTOWNE AVE E
MIRAMAR BEACH FL
32550 5840

Map prepared on 12/2/2024





MEMPHIS METROPOLITAN AREA DATA

Memphis is located in the southwestern corner of the state of Tennessee and is a major center for trade and distribution. It is situated on the east bank of the Mississippi River, and it has very good access to all primary transportation methods. Memphis is the largest city between St. Louis and New Orleans. It serves as the center of commerce for the Mid-South region, a 105-county area in Tennessee, Arkansas, and Mississippi. The metro area is in the top 50 largest in the United States.

Due to its location near the states of Arkansas and Mississippi, the Standard Metropolitan Statistical Area includes counties from both states. The Memphis SMSA includes Shelby County, Tennessee; Tipton County, Tennessee; Fayette County, Tennessee; Crittenden County, Arkansas; DeSoto County, Mississippi, Tate County, Mississippi, Tunica County, Mississippi; and Marshall County, Mississippi. Population figures for these areas are as follows:

Counties in Memphis SMSA	1990 Census	2000 Census	2010 Census	2020 Census	% Change From 2010 to 2020
Shelby County, TN	826,330	897,472	927,644	929,744	0.23%
Tipton County, TN	37,568	51,271	61,081	60,970	-0.18%
Fayette County, TN	25,559	28,806	38,413	41,990	9.31%
Crittenden County, AR	49,939	50,866	50,902	48,163	-5.38%
DeSoto County, MS	67,910	107,199	161,252	185,384	14.97%
Tunica County, MS	8,164	9,227	10,778	9,782	-9.24%
Tate County, MS	21,432	25,370	28,886	28,064	-2.84%
Marshall County, MS	30,361	34,993	37,144	33,752	-9.13%
TOTAL	1,067,263	1,205,204	1,316,100	1,337,849	1.65%

Memphis' strategic geographic location provides it with a strong economic base. It is located in the heart of the Mid-South area. It has natural advantages for manufacturing, distribution, and retailing. Memphis' primary businesses are related to agribusiness and distribution. In recent years, the city has been recognized for its distribution capabilities due to the presence of Federal Express Corporation and high-quality rail service, truck service, and barge service. Memphis is one of the largest distribution centers in the United States. Throughout the 21st century, Memphis has been consistently listed as the first or second busiest cargo airport in the world.

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As a result of a significant national population shift southward, increased carrying costs for inventories, and its superb location, Memphis has rapidly become the distribution center for multi-regional markets located in the Southeast, Southwest, and Midwest. There are three Fortune 500 companies located in the Memphis metropolitan area, Federal Express, International Paper Company, and AutoZone. In addition, there are five Fortune 1000 companies headquartered in Memphis, the three mentioned above with the addition of ServiceMaster and Mueller Industries.

St. Jude Children's Research Hospital is internationally recognized for treatment of children with cancer and other life-threatening diseases. It is highly regarded as one of the best pediatric specialty hospitals in the United States. St. Jude is also a leader in research and treatment of cancers, life-threatening blood disorders, and infectious diseases in children. For 9 years, *Fortune* Magazine named St. Jude as one of the 100 Best Companies to Work For, and for 6 years, Glassdoor listed St. Jude as one of the nation's best places to work.

Ducks Unlimited is a world leader in wetlands conservation. It is a non-profit organization with 684,000 members and over 16 million acres of waterfowl habitat conserved. Ducks Unlimited, Inc. moved its headquarters to Memphis in 1992 from Chicago. Currently the organization has over 30,000 volunteers nationwide and 202 local employees in Memphis.

Population Trends

The Memphis metropolitan area population for 2020 is estimated to be 1,337,849, according to the US Census Bureau. This is a 1.65% increase over the 2010 population of 1,316,100. The Memphis population has been moving eastward into east Shelby County and southward into DeSoto County, Mississippi.

Employment Trends

Memphis' employment base is well diversified but is dominated by the service sector. The Regional Medical Center supports much of the service sector. Other strong employment sectors include retail and wholesale trade, transportation, healthcare, and a small but relatively stable manufacturing base. Tourism is a major contributor to the Mid-South economy, with the region being known as the birthplace of rock-and-roll and home of the blues. Millions of people visit Beale Street, one of the most significant and popular streets in the city of Memphis, each year. The Memphis Zoo has many visitors every year and is considered one of the best zoos in America. Another major attraction is Graceland, the home of the late "King of Rock 'n' Roll," Elvis Presley. With over 600,000 visitors each year, it is the second-most visited house in America, behind the White House. As of April 2024, the unemployment rate was 3.1%, which is significantly lower than the 2010 unemployment rate of 10%.

Transportation Facilities

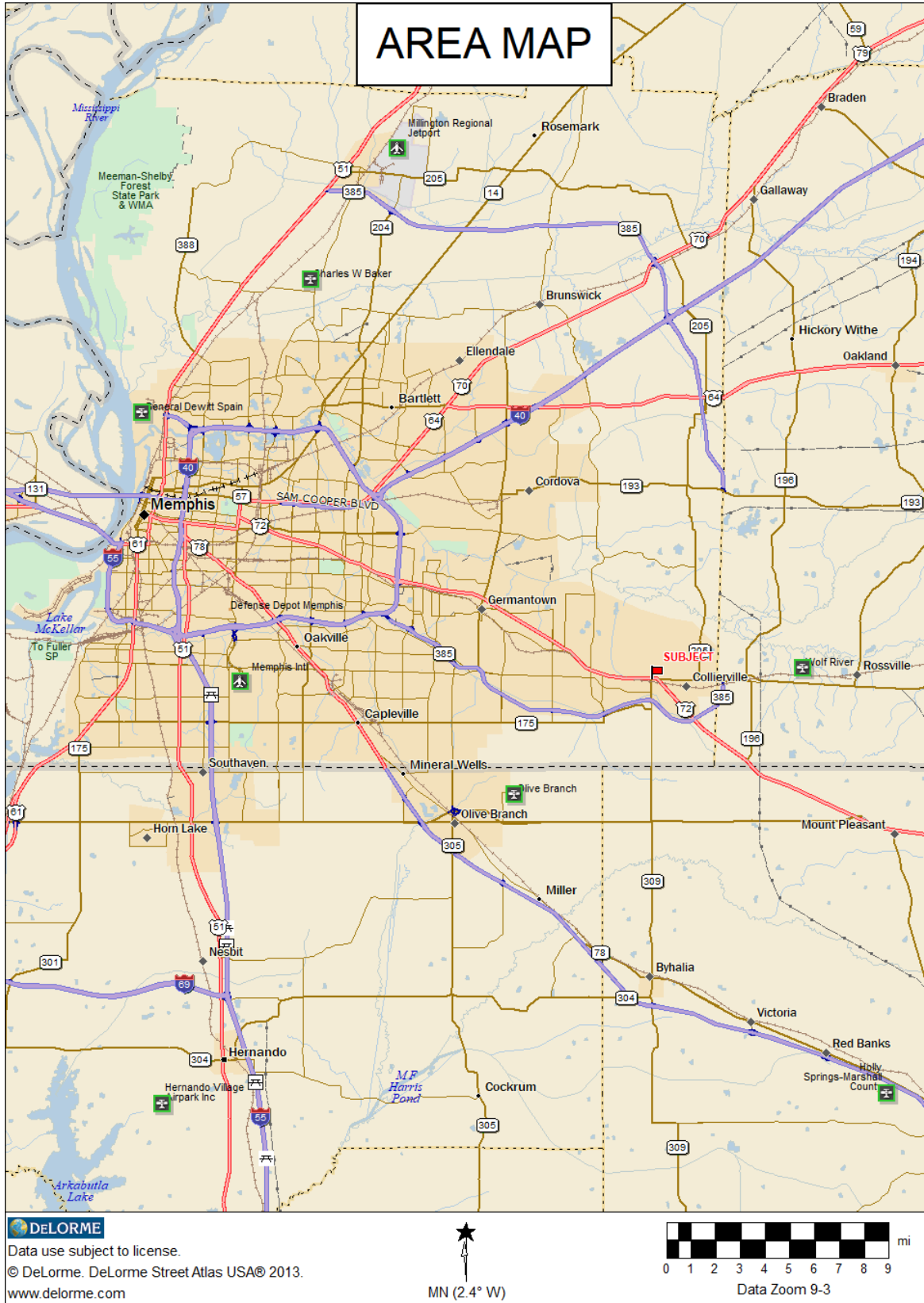
Memphis International Airport is the busiest cargo airport in the Western Hemisphere and the second-busiest in the world. Memphis International Airport has nonstop service to many cities, served by several major commercial airlines.

The railroad system is a primary artery for the flow of goods, and Memphis was built around the railroad. Memphis serves as a major hub for railroad activity. It is the third largest rail center in the United States, and it, along with only three other cities in the United States, is serviced by five of the nation's six long-haul class I rail systems. These rail systems are as follows: Norfolk Southern, Burlington Northern/Santa Fe (BNSF), Union Pacific/Southern Pacific, CSX, and Canadian National (CN). There are nine fully operational rail yards located in the city. These rail yards have a combined total container capacity of over 2 million annual lifts. Memphis has single system shipment to all 48 contiguous states, as well as Mexico, Canada, and Alaska. Due to BSNF's \$200 million intermodal facility, five of the largest wide-span cranes in the country are housed in Memphis.

The International Port of Memphis is the fifth largest inland port in the United States and the second largest inland port on the shallow draft portion of the Mississippi River. Located at around the halfway point between St. Louis and New Orleans, the port generates more customs duties than most major U.S. seaports and stays free of ice year-round. Memphis is home to the sole petroleum refinery in the state of Tennessee, the Valero Memphis Refinery.

A critical part of the Memphis' intermodal infrastructure is the ability to move cargo from planes and barges to trucks for distribution. Memphis' trucking corridor, located on I-40 between Little Rock and Memphis, is considered to be the third busiest trucking corridor in the United States. I-40 serves as a connection between the Atlantic and Pacific Coasts. I-55, the primary north/south corridor for the Midwest, runs through Memphis. The I-22 corridor (U.S. Highway 78) is a straight shot from Memphis to Birmingham and Atlanta. The new I-69 superhighway, predicted to be finished in late 2024, will connect Canada to Mexico. At its completion, Memphis will serve as the halfway point of the 2,600 mile superhighway.

The Memphis metropolitan area enjoys a strategic geographical location that has strongly contributed to a rapidly expanding economy and population. Known as "America's Distribution Center," Memphis has excellent transportation facilities and is home to some of the nation's largest corporations.



NEIGHBORHOOD DATA

A neighborhood is defined as “a group of complementary land uses; a congruous grouping of inhabitants, buildings, or business enterprises.”⁵ Neighborhoods are defined by a combination of many factors such as physical features, demographic and socioeconomic characteristics of inhabitants, conditions of improvements on properties, and land use trends.

There are typically four stages in the life cycle of a neighborhood: growth, stability, decline, and revitalization. Some neighborhoods may pass over a particular stage onto another one. For instance, a neighborhood may go directly from a growth stage to a decline stage. The neighborhood in which the subject property is located is considered to be in the latter growth to stable stage of its life cycle due to the moderate amount of new property development that has occurred within the surrounding area over the last decade and the somewhat built up nature of the neighborhood today.

The neighborhood for the subject property is bound by Wolf River Boulevard to the north, Houston Levee Road to the west, Highway 385 to the south, and the Shelby/Fayette County Line to the east. The subject is located towards the eastern portion of the defined neighborhood.

The major north/south thoroughfares in the neighborhood are Houston Levee Road, Byhalia Road, and Collierville-Arlington Road. The primary east/west corridors are Wolf River Boulevard, Poplar Avenue, Winchester Road, and Highway 385.

This neighborhood is comprised primarily of single family residential and commercial properties. The commercial uses are heavily located along Poplar Avenue, particularly between Houston Levee Road and Byhalia Road. Houston Levee is also improved with commercial uses, primarily between Winchester and Poplar. Byhalia Road has also seen some commercial development, particularly north of Poplar and south of Marketplace Drive. Commercial uses are much more limited on Wolf River Boulevard and are primarily located at the intersection of Houston Levee Road. Commercial uses are even more limited on Collierville Arlington Road and are located at the intersection of Poplar Avenue and at the southeast corner of Tara Oaks Drive.

The remainder of the neighborhood is heavily improved with single family residential development. There are a large number of mostly upscale subdivision developments in this neighborhood. There are also a number of religious facilities in the area, many of which are located at secondary corners along Byhalia Road. Other uses include schools and parks.

As mentioned above, the primary commercial development in this neighborhood has occurred on or near Poplar Avenue, particularly within proximity to the intersections of Byhalia Road, as well as the intersection of Houston Levee Road. Poplar Avenue is the major east/west thoroughfare through Collierville and is heavily improved with a variety of commercial uses. These uses include a number of retail strip centers, as well as convenience stores, restaurants, service uses, single tenant big box, and nearly every brand of fast food franchise in the area.

⁵ The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, 2022, p. 130.

Realty Valuation Group, LLC

The subject is located along the south side of West Poplar Avenue (State Highway 57), just east of Byhalia Road. There are several major retailers in this area, including Wal-Mart, Target, and Kroger. There are a variety of other commercial uses, such as Walgreen's, convenience stores, restaurants, and banks.

In summary, this neighborhood is considered to be stable economically, and well suited for commercial uses. The outlook for the neighborhood is considered good, and property values are expected to at least remain stable in the foreseeable future.

DESCRIPTION OF THE PROPERTY

SITE

According to the information furnished, the Shelby County Tax Assessor, and based upon our inspection, the subject site consists of 0.43 of an acre, or 18,731 square feet of land located on the south side of West Poplar Avenue, east of Byhalia Road in Collierville, Tennessee.

The subject has a generally level topography and is rectangular in shape. The property has approximately 100 feet of frontage along the south side of West Poplar Avenue. All city utilities are available to the site. It appears there are ingress/egress easements with the properties to the east, south and west. No other easements or encroachments are known to exist that would adversely affect the property.

According to FIRM flood map #47157C0490G, effective February 6, 2013, the subject is located in Zone X, which is an area determined to be outside of the 500-year flood plain.

According to the U.S. Fish and Wildlife Service National Wetlands Inventory online map, the subject tract does not consist of any wetlands. A copy of this map is included on the following pages.

The subject property is zoned GC, General Commercial District by the town of Collierville. Please refer to the *Zoning* section of this report for a more detailed description of this zoning ordinance and to the *Highest and Best Use* section for its effect on the subject.

An environmental audit is recommended. Although no potential environmental hazards were noted, all former uses of the site are unknown, and as appraisers, we are not trained to recognize possible environmental contamination. The value conclusions in this report are subject to any findings from such an audit.

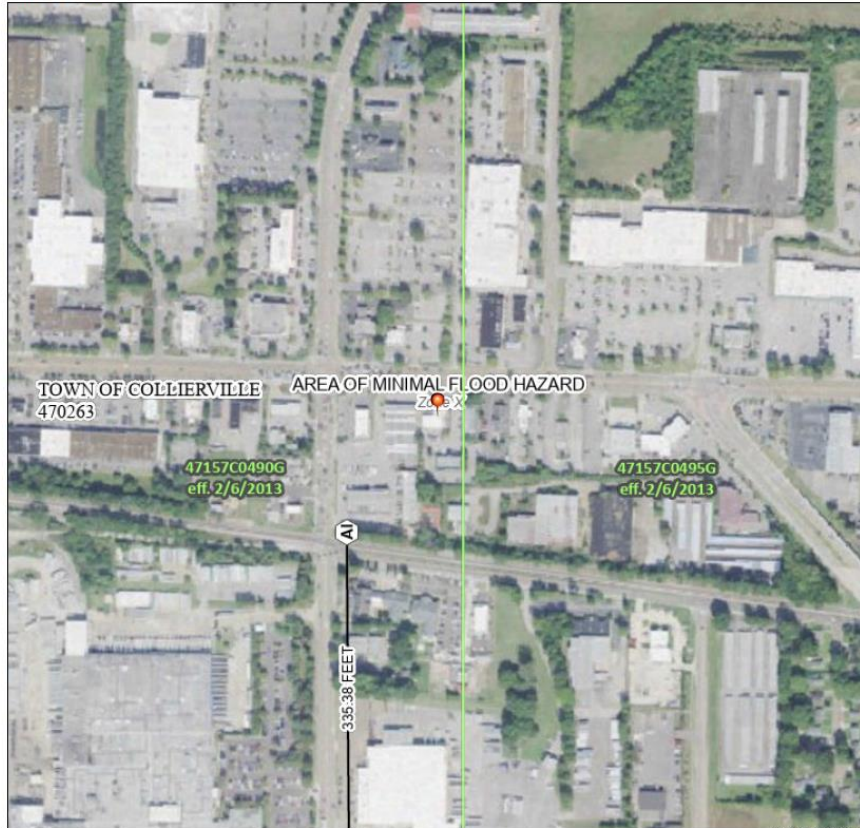
Overall, the subject site is functional for commercial use due to its location on West Poplar Avenue, east of Byhalia Road in Collierville, Tennessee.

FLOOD MAP

National Flood Hazard Layer FIRMette



89°41'35"W 35°2'39"N



0 250 500 1,000 1,500 2,000 Feet 1:6,000 89°40'57"W 35°2'30"N
 Basemap Imagery Source: USGS National Map 2023

Legend

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

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

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

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

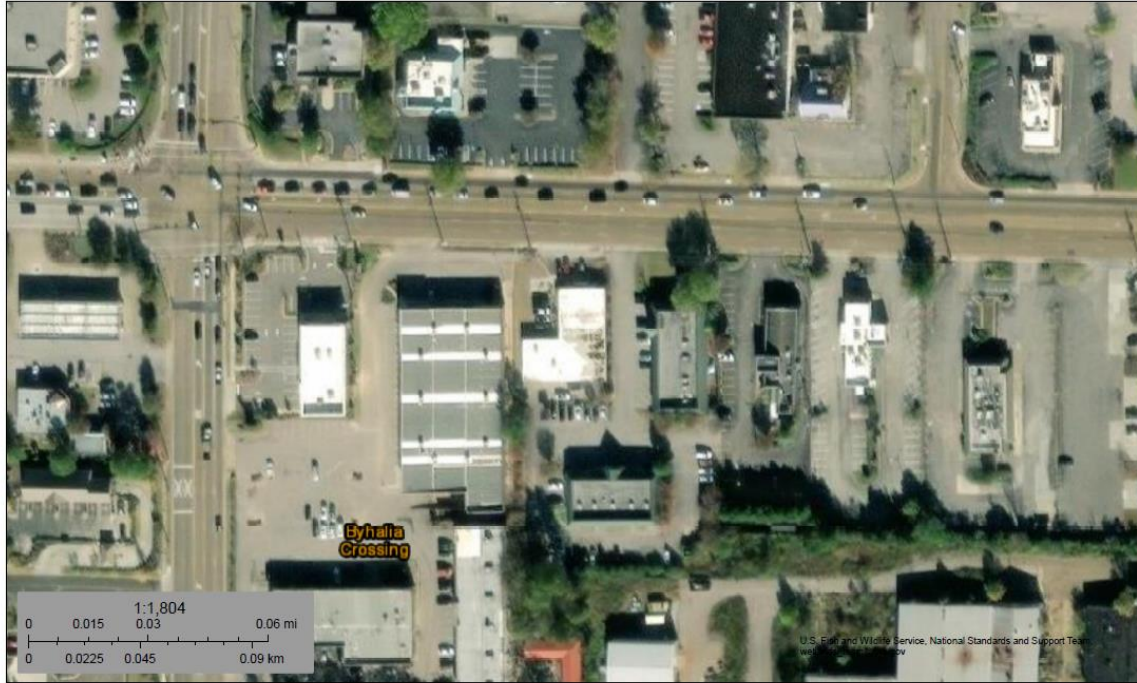
The flood hazard information is derived directly from the authoritative NFHL web services provided by FEMA. This map was exported on 12/2/2024 at 4:42 PM and does not reflect changes or amendments subsequent to this date and time. The NFHL and effective information may change or become superseded by new data over time.

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

WETLANDS MAPPER



Wetlands



December 2, 2024

Wetlands

- Estuarine and Marine Deepwater
- Estuarine and Marine Wetland

- Freshwater Emergent Wetland
- Freshwater Forested/Shrub Wetland
- Freshwater Pond

- Lake
- Other
- Riverine

This map is for general reference only. The US Fish and Wildlife Service is not responsible for the accuracy or currentness of the base data shown on this map. All wetlands related data should be used in accordance with the layer metadata found on the Wetlands Mapper web site.

National Wetlands Inventory (NWI)
This page was produced by the NWI mapper

IMPROVEMENTS

The subject site is improved with an approximate 6,885 square foot, one story brick and concrete block single-tenant commercial building. According to the Shelby County Tax Assessor it was constructed in approximately 1962. It was in average condition at the time of inspection.

The subject is currently occupied by Southern Security Federal Credit Union and is utilized as a bank branch. This space has carpet and ceramic tile floors, gypsum board walls, and drop in acoustical tile ceilings with lighting provided by recessed florescent fixtures. The layout consists of open lobby area, a teller area, several offices around the perimeter, conference room, cubical area, storage room, break room, and four restrooms. This space is heated and cooled by a central unit.

Site improvements include asphalt paved parking areas on the south, west, and north sides of the building, concrete paved sidewalks and curbs, and adequate landscaping. There is an ATM located on the south side of the site.

Please refer to the following building sketch and photographs to better visualize the description of this property.

SKETCH

SUBJECT	Property Address: 763 W. Poplar Avenue					
	City: Collierville	State: TN	Zip: 38017			
	Borrower					
	Lender/Client					
Appraiser Name						
IMPROVEMENTS SKETCH						
	Scale: 1" = 40'					
AREA CALCULATIONS	AREA CALCULATIONS SUMMARY			BUILDING AREA BREAKDOWN		
	Code	Description	Net Size	Net Totals	Breakdown	Subtotals
	GBA1	First Floor	6885.0000	6885.0000	First Floor	
					50.0000 x 54.9000	2745.0000
					90.0000 x 46.0000	4140.0000
		Net BUILDING Area	(rounded)	6885	2 Items	(rounded) 6885

PHOTOGRAPHS OF SUBJECT



WEST ALONG POPLAR AVENUE FROM SUBJECT



EAST ALONG POPLAR AVENUE FROM SUBJECT

PHOTOGRAPHS OF SUBJECT



VIEW OF SUBJECT FROM POPLAR AVENUE



EAST SIDE OF SUBJECT

PHOTOGRAPHS OF SUBJECT



SOUTH SIDE OF SUBJECT

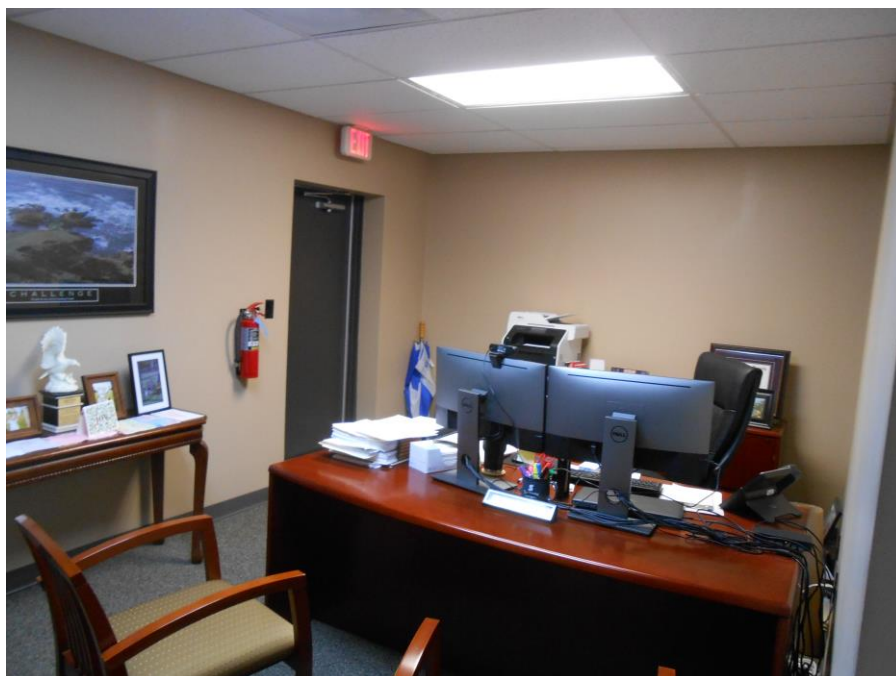


WEST SIDE OF SUBJECT

PHOTOGRAPHS OF SUBJECT



OPEN LOBBY AREA

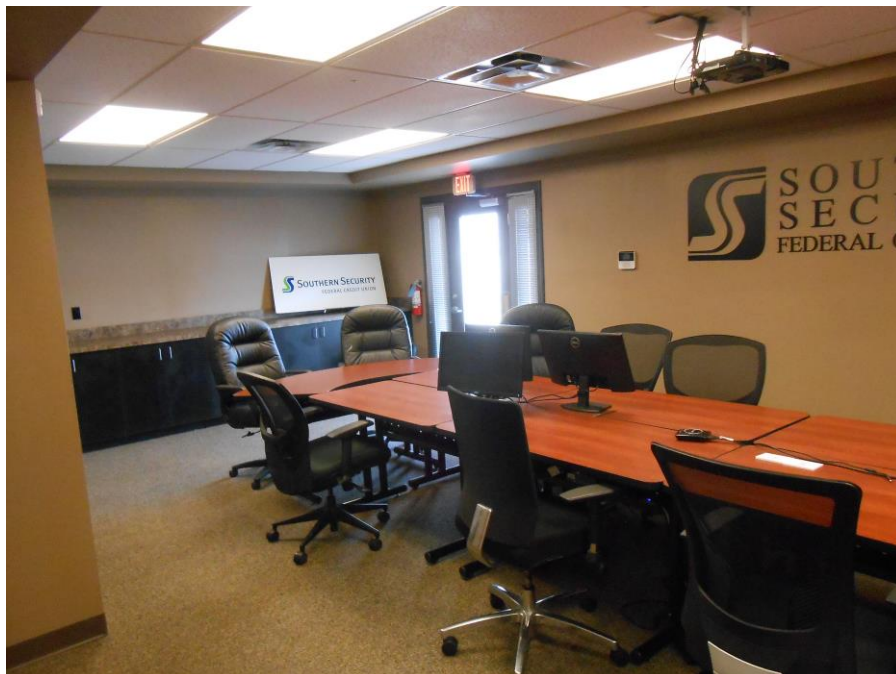


TYPICAL OFFICE

PHOTOGRAPHS OF SUBJECT



BREAK ROOM



CONFERENCE ROOM

PHOTOGRAPHS OF SUBJECT



STORAGE ROOM



TYPICAL RESTROOM

PROPERTY HISTORY

The subject is owned by Gibbons Enterprises and has been for over 14 years. To our knowledge, there have been no transactions relevant to market value within the last three years.

TAX INFORMATION

The current tax information on the property is summarized as follows:

Property Address:	763 W. Poplar Avenue
Ownership:	Gibbons Enterprises
Parcel ID #:	C0244 A00451
Land Appraisal:	\$262,200
Building Appraisal:	<u>\$684,300</u>
Total Appraised Value:	\$946,500
Assessed Value:	\$378,600
Tax Rate:	
Shelby County	3.39
Memphis	<u>1.84</u>
Total	5.23
Tax:	\$19,800.78

ZONING

The subject property is located in the GC, General Commercial District by the town of Collierville. This district is designed to provide adequate space in appropriate locations for the establishment of a wide variety of uses, including commercial trade and service uses, entertainment facilities, offices and establishments engaged in wholesale trade. Since these activities tend to generate relatively large volumes of traffic and have other characteristics detrimental to residential districts, their locations should be removed from the proximity of residential districts as much as possible.

PART FOUR- ANALYSIS OF DATA AND CONCLUSIONS HIGHEST AND BEST USE

Highest and best use may be defined as “that use which results in the highest net return to the land. It is the most probable likely use for which there will be a demand in the foreseeable future.”

It is also “that use of land which may reasonably be expected to produce the greatest net return over a given period of time, or that legal use which would yield to the land the highest present value, sometimes called “optimum use.”

The four criteria for testing highest and best use are the uses that are:

- 1) **Legally permissible** – Private restrictions, zoning, building codes, historic district codes, and environmental regulations may prevent specific uses of a property.
- 2) **Physically possible** – The size, shape, area, terrain, and accessibility affect the use of property.
- 3) **Financially feasible** – Those uses that pass the first two tests are considered further to determine if the uses will bring a positive return to the property.
- 4) **Maximally productive** – The use that brings the highest return from Criteria 3 is the highest and best use.

The definition above applies specifically to the highest and best use of land. It is to be recognized that in cases where a site has an existing improvement on it, the highest and best use may very well be determined to be different from the improved use. The existing use will continue, however, unless and until land value in its highest and best use exceeds the total value of the property in its existing use.

We have made an investigation of all the property uses in the neighborhood and their relation to the subject. The subject is zoned GC, General Commercial District by the town of Collierville.

AS VACANT

This property must meet four criteria in the analysis of its highest and best use as though vacant or improved. First, the property as if vacant will be analyzed. The highest and best use must be physically possible. In other words, it must have a size, topography, availability of utilities, etc., in order for any proposed development to be possible. Due to its size a variety of uses could be facilitated. It is suitably shaped, has city utilities, and a good topography.

Secondly, the highest and best use must be legally permissible. This refers mainly to zoning, private restrictions, building codes, etc. The subject property is zoned GC, General Commercial District, which permits and promotes commercial use.

Third, the highest and best use must be financially feasible. This refers to the abilities of the use to provide a positive return. Potential income, operating expenses, and the percentage of vacancy are important factors. If the revenue projected is not capable of satisfying a required rate of return, the use may not be financially feasible. Commercial uses such as those near the subject could easily produce a positive return if they are constructed in a functional manner. A demand for this type of use in the area, taking into consideration its population, income level, etc., supports such a use.

The fourth criteria is that the highest and best use must be maximally productive. Of the uses that are physically possible, legally permissible, and financially feasible, the use that produces the highest price or value is the highest and best use. Considering the subject's location and zoning, the maximally productive use of the subject property as vacant is for commercial use.

AS IMPROVED

This property is improved with an approximate 6,885 square foot, brick, and concrete block, one story single-tenant commercial building. Therefore, the property as improved is analyzed upon the basis of its current use.

As improved, this property must meet the same four criteria in the analysis of its highest and best use as though vacant. This property is zoned GC, General Commercial District, which permits its commercial use. Therefore the current use of this property is considered legally permissible. This building has an adequate size, all utilities available, and is functional for its current use; therefore, the building's use is considered also to be physically possible. The use can also be considered financially feasible and maximally productive because of the attainable rental rates for similar properties in the area and/or its potential of producing income through the operation of a business.

Consequently, it is concluded that the highest and best use of this property is for its current commercial use.

METHODOLOGY

There are primarily three approaches to value in the appraisal process which may be utilized in the estimation of market value of real estate. They are:

COST APPROACH, in which the estimated replacement cost of the improvements is depreciated and added back to the estimated value of the land. This approach affirms the principle of substitution; a person will not pay more for a property than it would cost to reproduce that same property new. This approach is seldom used when appraising vacant land or other land that is sparsely improved.

SALES COMPARISON APPROACH, in which all recent sales in the area are investigated and compared to the subject for differences and rights conveyed, date of sale, location, physical characteristics, and any financing or conditions of sale that may affect the price. Adjustments are made to these prices for dissimilarities. These value indications are then reconciled into a value estimate.

INCOME CAPITALIZATION APPROACH, in which the expected income stream from the property is capitalized into an indication of value. This process analyzes what a prospective purchaser would pay for an income stream which the property is capable of producing.

Due to the age of the improvements and the amount of subjective depreciation applicable, the cost approach is considered less reliable in this situation. It is not necessary for credible appraisal results in this appraisal and was excluded. Only the sales comparison approach and Income capitalization Approaches are utilized.

SALES COMPARISON APPROACH

The sales comparison approach is a method of estimating the market value of a property by comparing it to similar properties that have recently sold. The comparative analysis focuses on similarities and differences among properties that affect value.

The sales comparison approach is based on the principle of substitution. Similarly located properties with similar characteristics will tend to sell for similar prices.

The sales comparison approach is applicable when sales of comparable properties are available. They are compared to derive an indicated market value. Focus is placed on property characteristics that tend to affect the sales price.

Extensive research was conducted to determine recent sales of similar properties in the subject's area. They are analyzed in this report as a basis for estimating the market value of the subject property. These comparable improved property sales are identified on the following pages.

Improved Sale No. 1



Record ID 9812
Property Type Commercial
Address 1121 Poplar View Lane, Collierville, Shelby County, Tennessee 38017
Location South side of Poplar View Lane N, just east of Poplar View Parkway
Tax ID C0244 A00209

Sale Data

Grantor RAN, LLC
Grantee JEEZ Properties, LLC
Sale Date December 06, 2023
Deed Book/Page 23103056
Property Rights Leased Fee
Conditions of Sale Typical
Financing Cash to seller
Verification Register, Chandler, Broker

Sale Price \$459,000

Land Data

Land Size 0.091 Acres or 3,964 SF
Zoning MPO, Medical Professional Office
Topography Level
Utilities All Available
Shape Rectangular
Flood Info Zone X

Improved Sale No. 1 (Cont.)

General Physical Data

Building Type	Single Tenant
Gross SF	2,439
Construction Type	Wood Frame/BV
Roof Type	Composition Shingle
Foundation	Concrete
HVAC	Central
Stories	1
Year Built	1988
Condition	Average

Income Analysis

Net Operating Income	\$35,163
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Indicators

Sale Price/Gross SF	\$188.19
Floor Area Ratio	0.62
Land to Building Ratio	1.63:1
Overall or Cap Rate	7.66%
Net Operating Income/Sq. Ft.	\$14.42

Remarks

Average quality office condominium in the Poplar View Office Park. Property purchased as an investment and was 100% occupied by 2 tenants at the time of purchase.

Improved Sale No. 2



Record ID 9804
Property Type Commercial, Office condominium
Address 319 Poplar View Lane, Collierville, Shelby County, Tennessee 38017
Location North side of W Poplar View Lane, E of Poplar View Parkway
Tax ID C0244 A00313

Sale Data

Grantor Ran LLC
Grantee Zachary Jaworski
Sale Date September 13, 2023
Deed Book/Page 23081479
Property Rights Fee Simple
Conditions of Sale Typical
Financing Cash to Seller
Verification Office Files, Chandler, Broker

Sale Price \$449,000

Land Data

Land Size 0.089 Acres or 3,877 SF
Zoning MPO
Topography Level
Utilities All available
Shape Rectangular
Flood Info Zone X

Improved Sale No. 2 (Cont.)

General Physical Data

Building Name	Office Condos
Building Type	Single Tenant
Gross SF	2,420
Construction Type	Brick veneer
Roof Type	Composition Shingle
Foundation	Concrete slab
HVAC	Central
Stories	1
Year Built	1994
Condition	Average

Indicators

Sale Price/Gross SF	\$185.54
Floor Area Ratio	0.62
Land to Building Ratio	1.60:1

Remarks

Average quality office condominium in the Poplar View Office Park. Property was listed for sale approximately 2 months. Purchased primarily for owner occupancy. Layout consists of 2 private offices, reception/waiting area, meeting room, conference room, break area, and two restrooms.

Improved Sale No. 3



Record ID 9803
Property Type Commercial, Retail Center
Address 547 W. Poplar Avenue, Collierville, Shelby County, Tennessee 38017
Location South side of Poplar Avenue, E of Abbington Road
Tax ID C0244 00888

Sale Data

Grantor Ballew E Ling TR
Grantee Poplar Partners, LLC
Sale Date May 01, 2023
Deed Book/Page 23037945
Property Rights Leased Fee
Conditions of Sale Typical
Financing Cash to Seller
Verification Office Files, Broker

Sale Price \$1,310,000

Land Data

Land Size 0.725 Acres or 31,581 SF
Front Footage 130 ft Total Frontage: 130 ft Poplar Avenue ;
Zoning GC
Utilities All available
Shape Rectangular
Flood Info Zone X

Improved Sale No. 3 (Cont.)

General Physical Data

Building Name	Commercial Building
Building Type	Single Tenant
Gross SF	7,520
Construction Type	Wood Frame/EIFS
Roof Type	Metal
Foundation	Concrete slab
HVAC	Central
Stories	1
Year Built	1964
Condition	Average

Indicators

Sale Price/Gross SF	\$174.20
Floor Area Ratio	0.24
Land to Building Ratio	4.20:1

Remarks

Retail center that was vacant at the time of purchase.

Center was leased to two tenants after the acquisition. Suite 1 Lula's fashion- 5 year term, option of two (5) year periods with 3% annual increase. \$150,012 annual rent. Suite 2 Life Event Center- 7 year term, option of two (5) year periods with 3% annual increase \$68,988 annual rent.

Annual Operating Expenses \$32,790

Annual Rent- \$219,000

Improved Sale No. 4



Record ID 8744
Property Type Commercial, Office condominium
Address 3169 Professional Plaza, Germantown, Shelby County, Tennessee
38138
Location West side of Professional Plaza, south of Poplar Avenue
Tax ID G0232 00449

Sale Data

Grantor Clark Homes
Grantee David J. Kellenberger
Sale Date November 07, 2022
Deed Book/Page 22125693
Property Rights Fee Simple
Conditions of Sale Typical
Financing Cash to seller
Verification Register, Contract, CoStar

Sale Price \$705,000

Land Data

Land Size 0.100 Acres or 4,356 SF
Zoning SC-1, Planned Unit Commercial Development
Topography Level
Utilities All available
Shape Irregular
Flood Info Zone X

Improved Sale No. 4 (Cont.)**General Physical Data**

Building Type	Single Tenant
Gross SF	3,802
Construction Type	Wood Frame/Brick
Roof Type	Composition Shingle
Foundation	Concrete
HVAC	Central
Stories	1
Year Built	2001
Condition	Average

Indicators

Sale Price/Gross SF	\$185.43
Floor Area Ratio	0.87
Land to Building Ratio	1.15:1

Remarks

Property purchased for owner occupancy as a chiropractic clinic. Building was listed for sale at \$794,500 for 11 months. Purchaser proposed to renovate the property for their use at a cost of approximately \$215,000, indicating a total cost of \$920,000 or \$241.98/sf.



SUMMARY OF IMPROVED SALES

<u>ELEMENTS OF COMPARISON</u>	SUBJECT	SALE #1	SALE #2	SALE #3	SALE #4
LOCATION	763 W. Poplar Avenue, Collierville	1121 Poplar View Lane, Collierville	319 Poplar View Lane, Collierville	547 W. Poplar Avenue, Collierville	3169 Professional Plaza, Germantown
DATE OF SALE	N/A	12/23	09/23	05/23	11/22
PRICE		\$459,000	\$449,000	\$1,310,000	\$705,000
BLDG. SIZE (SF)	6,885	2,439	2,420	7,520	3,802
YEAR BUILT	1962	1988	1994	1964	2001
LAND/BLDG RATIO	2.72:1	1.63:1	1.60:1	4.20:1	1.15:1
PRICE/SF		\$188.19	\$185.54	\$174.20	\$185.43
<u>TRANSACTIONAL ADJUSTMENTS</u>					
PROPERTY RIGHTS	Fee Simple	Similar	Similar	Similar	Similar
FINANCING TERMS	-----	Similar	Similar	Similar	Similar
CONDITIONS OF SALE	-----	Similar	Similar	Similar	Similar
EXPENDITURES AFTER SALE	-----	None Noted	None Noted	None Noted	\$215,000
MARKET CONDITIONS		Similar	Similar	Similar	Similar
ADJUSTED PRICE / SF	-----	\$188.19	\$185.54	\$174.20	\$241.98
<u>ADJUSTMENTS</u>					
LOCATION	-----	Inferior	Inferior	Slightly Inferior	Slightly Inferior
SIZE	-----	Superior	Superior	Slightly inferior	Superior
CONDITION	-----	Similar	Similar	Similar	Superior
QUALITY		Similar	Similar	Similar	Similar
LAND/BLDG RATIO	-----	Slightly Inferior	Slightly Inferior	Superior	Slightly Inferior
OVERALL COMPARISON	-----	Slightly Inferior	Slightly Inferior	Slightly Inferior	Superior

ANALYSIS OF IMPROVED SALES

Included are five sales of improved properties that are considered comparable to the subject. They range in size from 2,420 square feet to 7,520 square feet and in price per square foot from \$174.20 to \$271.17 per square foot. They are further analyzed in relation to the subject below. As of the date of these transactions the market conditions were considered similar, and no adjustments were necessary for property rights, financing, or conditions of sale.

Improved Sale #1 is located in Poplar View Office Park in Collierville. According to the broker this property was purchased as an investment. This sale is adjusted upward for its inferior location. A downward adjustment is required for its smaller size. Typically a smaller building will sell for more on a per square foot basis than larger ones with all else being equal. It is similar in condition and quality. An upward adjustment is required for its slightly lower land to building ratio. Overall, this sale is considered to be slightly inferior to the subject.

Improved Sale #2 is located in Poplar View Office Park in Collierville. According to the broker this property was purchased for owner occupancy. This sale is adjusted upward for its inferior location. A downward adjustment is required for its smaller size. It is similar in condition and quality. An upward adjustment is required for its slightly lower land to building ratio. Overall, this sale is considered to be slightly inferior to the subject.

Improved Sale #3 is located on the south side of Poplar Avenue, just west of Market Boulevard in Collierville. This building was purchased for owner occupancy. This sale is adjusted upward for its slightly inferior location and slightly larger size. It is similar in condition and quality. A downward adjustment is required for its greater land to building ratio. Overall, this sale is considered to be slightly inferior to the subject.

Improved Sale #4 is located on the west side of Professional Plaza, south of Poplar Avenue in Germantown. This building was purchased for owner occupancy. This sale is adjusted upward for its slightly inferior location compared to the subject's location. A downward adjustment is required for its smaller size. A downward adjustment is required for its superior condition after renovation. It is similar in quality. An upward adjustment is required for its slightly lower land to building ratio. Overall, this sale is considered to be superior to the subject.

Based primarily upon these sales, although others were analyzed and compared, it is concluded that the market value of the subject is within a range of \$180.00 to \$200.00 per square foot, and is best represented by figure within the middle of this range at \$190.00 per square foot, which can be calculated as follows:

6,885 SF @ \$190.00/SF	\$1,308,150
Rounded	\$1,310,000

INCOME CAPITALIZATION APPROACH

The income capitalization approach to value is an approach whereby the expected income from a property is capitalized or discounted into a value indication. In other words, what would a buyer pay for a certain property based upon its income producing ability?

In this method of valuation, estimates are made of the gross income that might be expected from rental or other sources and of the expenses that might be incurred in operating the property. The resulting net income is then capitalized or discounted to indicate the value of the property as an investment. This approach is predicated on the economic principle of anticipation. This principle states that value is established and measured by calculating the present worth of the anticipated future benefits due to the owner over a specified period of time.

On the following pages are comparable rentals that are used to estimate the market rent of the subject. Market rent is defined as the rental income that a property would most probably command in the open market as indicated by current rentals being paid for comparable space.

Improved Lease No. 1



Record ID 4068
Property Type Commercial, Office condominium
Address 1121 Poplar View Lane, Collierville, Shelby County, Tennessee 38017
Location South side of Poplar View Lane, just east of Poplar View Parkway
Tax ID C00244 A00209

Physical Data

Land Size 0.091 Acres or 3,964 SF
Gross SF 2,439
Gross SF 2,439

Construction Type Wood Frame/BV
Roof Type Composition Shingle
Foundation Concrete
HVAC Central
Stories 1
Year Built 1988
Condition Good

Tenant Rent Roll

<u>Suite No.</u>	<u>Tenant Name</u>	<u>Size</u>	<u>Rent/SF</u>	<u>Lease Type</u>	<u>Beg. Date</u>	<u>Term</u>
	Seago	1,220	\$17.21	Mod Gross	12/22	3 years
2	Dr. Raich	1,219	\$16.78	Modified	03/22	3 Years

Improved Lease No. 1 (Cont.)

General Tenant Summary

Owner	JEEZ Properties
Management Co.	Self
Verification	Register, broker

Rent Analysis

Rent	\$16.78 - \$17.21/SF; \$17.00/SF Average
Effective Rent	\$16.78 - \$17.21/SF; \$17.00/SF Average
Occupancy	100%

Remarks

Property 100% leased to two tenants on a modified gross basis. Tenants are responsible for interior maintenance, utilities, and janitorial services.

Improved Lease No. 2



Record ID 4067
Property Type Commercial, Office condominium
Address 319 Poplar View Lane, Collierville, Shelby County, Tennessee 38017
Location North side of W. Poplar View Lane, east of Poplar View Parkway
Tax ID C0244 A00313

Physical Data

Land Size 0.089 Acres or 3,877 SF
Gross SF 2,420
Gross SF 1,220

Construction Type Wood Frame/BV
Roof Type Composition Shingle
Foundation Concrete
HVAC Central
Stories 1
Year Built 1994
Condition Good

Tenant Rent Roll

<u>Suite No.</u>	<u>Tenant Name</u>	<u>Size</u>	<u>Rent/SF</u>	<u>Lease Type</u>	<u>Beg. Date</u>	<u>Term</u>
	Streets Bookkeeping	1,220	\$21.00	Modified	January 2024	5 Years

Improved Lease No. 2 (Cont.)

General Tenant Summary

Owner	Zachary Jaworski
Management Co.	Colliers
Verification	Register, Broker
Escalations	2.5% annually

Rent Analysis

Rent	\$21.00 - \$21.00/SF; \$21.00/SF Average
Effective Rent	\$21.00 - \$21.00/SF; \$21.00/SF Average
Occupancy	100%

Remarks

Tenant lease is on a modified gross basis where they are only responsible for janitorial and utilities. Lease has 2.5% annual increases.

Improved Lease No. 3



Record ID 4057
Property Type Commercial, Single Tenant Retail Building
Address 547 W. Poplar Avenue, Collierville, Shelby County, Tennessee 38017
Location South side of W. Poplar Avenue
Tax ID C0244 00888

Physical Data

Land Size 0.725 Acres or 31,581 SF
SF 7,520
SF 7,520

Foundation Concrete slab
Electrical All available
HVAC Central
Stories 1
Year Built 1964

Tenant Rent Roll

<u>Suite No.</u>	<u>Tenant Name</u>	<u>Size</u>	<u>Rent/SF</u>	<u>Lease Type</u>	<u>Beg. Date</u>	<u>Term</u>
Suite1	Lula's Fashion	4,513	\$27.70	Mod Gross		5 year
Suite2	Life Event Center	3,007	\$21.95	Mod Gross		7 year

Improved Lease No. 3 (Cont.)

General Tenant Summary

Owner Poplar Partners, LLC.
Verification Office Files

Rent Analysis

Rent \$21.95 - \$27.70/SF; \$24.82/SF Average
Effective Rent \$21.95 - \$27.70/SF; \$24.82/SF Average
Occupancy 100%

Remarks

Leased retail strip center. Suite 1 Lula's fashion- 5 year term, option of two (5) year periods with 3% annual increase. \$150,012 annual rent. Suite 2 Life Event Center- 7 year term, option of two (5) year periods with 3% annual increase \$68,988 annual rent.
Annual Operating Expenses \$32,790 or \$4.36 per square foot.

Improved Lease No. 4



Record ID 4027
Property Type Commercial, Dog Daycare & Grooming
Property Name Collierville Canine Club
Address 168 Highway 72, Collierville, Shelby County, Tennessee 38017
Location NE side of Highway 72, south of Distribution Parkway
Tax ID C0244 A00062C

Physical Data

Land Size 1.238 Acres or 53,927 SF
Gross SF 4,288
Gross SF 4,288

Construction Type Brick
Roof Type Flat
Foundation Concrete
HVAC Central
Stories 1
Year Built 2018
Condition Good

Tenant Rent Roll

<u>Suite No.</u>	<u>Tenant Name</u>	<u>Size</u>	<u>Rent/SF</u>	<u>Lease Type</u>	<u>Beg. Date</u>	<u>Term</u>
	Collierville Canine	4,288	\$16.91	Net	06/2021	15 Years

Improved Lease No. 4 (Cont.)

General Tenant Summary

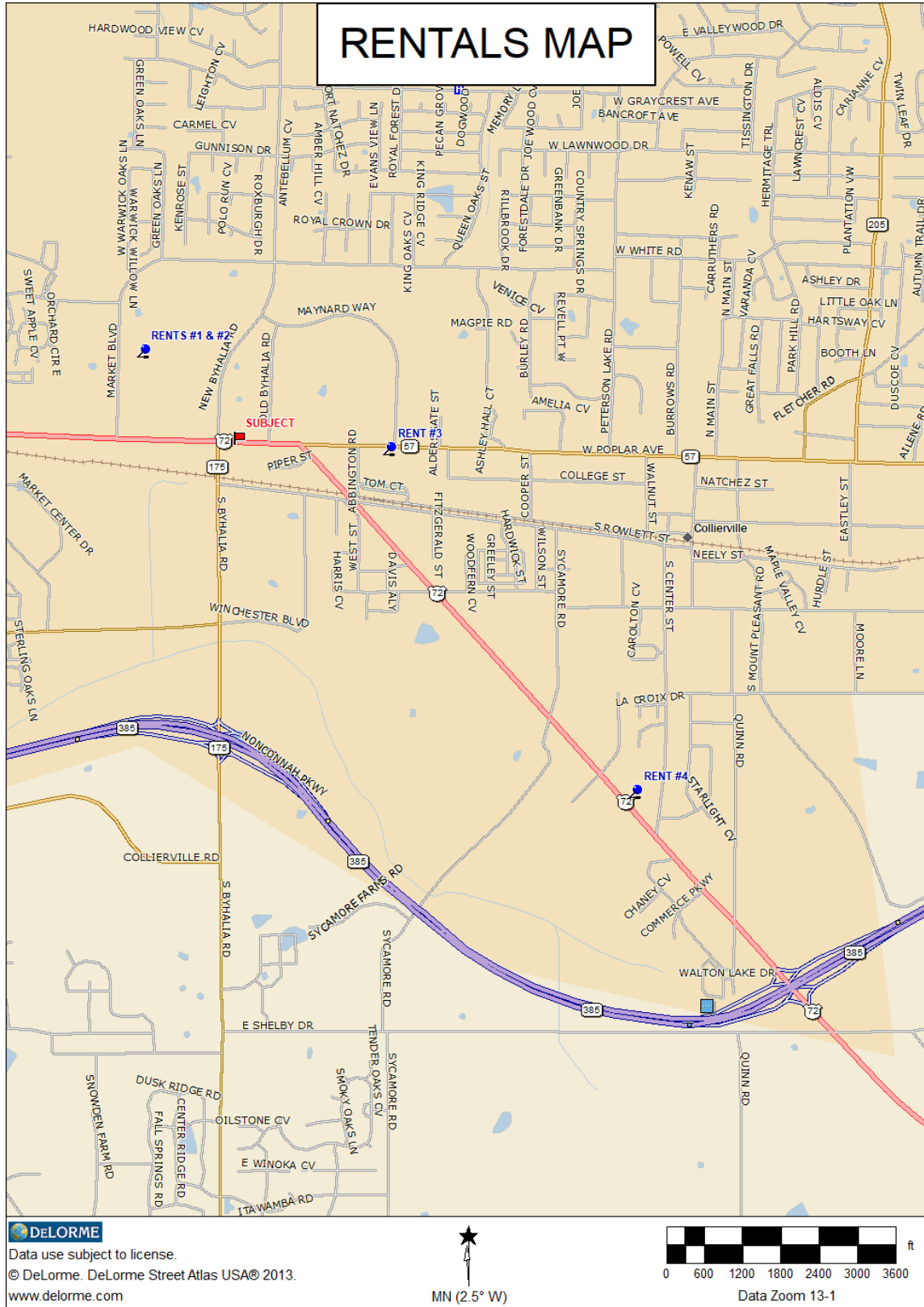
Owner EPRT, Tennessee Properties, LL
Verification Office Files

Rent Analysis

Rent \$16.91 - \$16.91/SF; \$16.91/SF Average
Effective Rent \$16.91 - \$16.91/SF; \$16.91/SF Average
Occupancy 100%

Remarks

Single tenant canine day care and kennel leased on a net basis.



SUMMARY OF COMPARABLE RENTALS

COMPARABLE RENT NO.	SF	RENTAL RATE PER SQ. FT.	EXPENSES	LOCATION
1	2,439	\$17.00	Modified	1121 Poplar View Lane
2	2,420	\$21.00	Modified	319 Poplar View Lane
3	7,520	\$24.82	Modified	547 W. Poplar Avenue
4	4,288	\$16.91	Net	168 Highway 72
SUBJECT	6,885	\$13.42	Modified	763 W. Poplar Avenue

ANALYSIS OF MARKET RENT

In order to estimate market rent, which is the rental income that a property would most probably command in the open market, a comparison of several office/retail properties subject to lease has been made. Included for comparison to the subject are four similar properties, ranging in average rent from approximately \$16.91 to \$24.82 per square foot on a modified gross to net basis.

Also considered are properties listed in CoStar that are being offered for lease. The following tables indicate spaces at similar properties in the area and the asking rental rate.

CURRENT COSTAR LISTINGS

Address	City	Property Type	Property Size	Space Avail	Rent/SF/Yr
574 Greentree Cv	Collierville	Class B Office	10,748 SF	1,269 SF	\$19.75
356-366 New Byhalia Rd	Collierville	Class B Office/Medical	21,090 SF	6,350 SF	\$14.00-\$17.85
890-942 W Poplar Ave	Collierville	Retail/Freestanding (Community Center)	98,967 SF	1,949 SF	\$20.00

Additionally, the subject is being rented on a month to month basis. The tenant has occupied space in this building for over a decade and is paying \$7,700 per month, \$92,400 annually, or \$13.42 per month on a modified gross basis. The tenant is building their own building and will be leaving in the first half of 2025.

Since the tenant has occupied this space for many years and will vacate, little emphasis is given to the current rent. Based upon the comparables and considering the size of the subject, the market rent of the subject space is considered to be on the lower end of the range indicated or \$19.00 per square foot on a modified gross basis. The potential gross income of the subject is calculated below:

POTENTIAL GROSS INCOME

$$6,885 \text{ SF} \quad \times \quad \$19.00/\text{SF} \quad = \quad \$130,815$$

VACANCY AND COLLECTION LOSS

Vacancy and Collection Loss is defined as “A deduction from potential gross income (PGI) made to reflect income reductions due to vacancies, tenant turnover, and nonpayment of rent; also called *vacancy and credit loss or vacancy and contingency loss*.”⁶The allowance is typically expressed as a percentage of the potential gross income.

A building in this market that was being rented would be expected to have potentially extended vacancy during turnover. The subject is currently 100% occupied; however, the tenant is on a month to month lease and plans to vacate during the first half of 2025. There is some vacancy in the immediate area. According to the current CoStar Market Report the 385 Corridor Office submarket has an overall vacancy of 8.6% with an availability rate of 10.1%. From observation of the immediate neighborhood, some vacancy is present.

Based upon this information, the current occupancy of the subject, and due to the subject’s location, age, condition, and the tenant previously discussed, a stabilized vacancy rate of 8% is projected. Operating expenses must then be deducted to derive a net operating income.

OPERATING EXPENSES

Operating expenses is defined as “The periodic expenditures necessary to maintain the real estate and continue production of the effective gross income, assuming prudent and competent management.”⁷ Since the subject is proposed to be leased on a modified gross basis, applicable operating expenses include real estate taxes, insurance, and maintenance/repair. Also considered are management expenses and a reserve for replacements. Some emphasis has been placed on the expense information provided. Certain expense items are typical for similar properties but because of management methods, building types, etc., these expenses can vary significantly. The individual expenses that should be deducted from the effective gross income are discussed below.

Property Taxes

Property taxes are estimated at \$19,801 per year based on the current property taxes.

Insurance

The insurance premium is based upon an annual rate, which is for fire and extended coverage plus comprehensive liability. According to the information provided this expense is approximately \$5,412, or approximately \$0.79 per square foot. This expense is similar to comparable properties and is utilized.

Common Area Maintenance and Repairs

This category is combined to include maintenance, repair, services, common utilities, etc. Based upon the comparable properties, this expense is projected at \$3,443 annually, or approximately \$0.50 per square foot.

⁶ The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, 2022, p. 200.

⁷ The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, 2022, p. 135.

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Management

Professional management for this type of property typically runs from 3% to 7% of Effective Gross Income on a nationwide basis. The management expense utilized is 5% of effective gross income.

Replacement Reserves

Replacement reserves are projected to be approximately \$0.30 per square foot, or \$2,066 annually based upon the age and condition of the subject. This amount is consistent with estimates obtained from comparable properties and developers.

After these items are deducted from the effective gross income, the net operating income figure is produced. A projected operating statement is shown on the following table.

PROJECTED OPERATING STATEMENT

Potential Gross Rental Income	\$130,815
Less: Vacancy and Collection Loss – 8%	<u>(\$10,465)</u>
<i>Effective Gross Income</i>	\$120,350
Less: Operating Expenses	
Real Estate Taxes	\$19,801
Insurance	\$5,412
Maintenance/Repair/CAM	\$3,443
Management-5%	\$6,018
Replacement Reserve	<u>\$2,066</u>
Total Operating Expenses	\$36,740
<i>Net Operating Income</i>	\$83,610

After estimating the net operating income, a market derived capitalization rate must be utilized to convert the NOI into a value estimate. Capitalization rates for similar properties are discussed on the following pages.

DIRECT CAPITALIZATION METHOD

CAPITALIZATION RATES

After reviewing the various methods and techniques of converting the projected NOI into a present worth, a direct capitalization method has been chosen. Direct capitalization is a method used to convert a single year's income into a value indication.

We have utilized the Real Estate Report, 3rd Quarter, 2024, published by Real Estate Research Corporation (RERC). These indications are shown below.

Regional Investment Criteria | Second-Tier¹ Investment Properties

	Office		Industrial			Retail			Apt	Student Housing	Hotel
	CBD	SUB	WHSE	R&D	FLEX	RGNL MALL	PWR CNTR	NEIGH/ COMM			
SOUTH INVESTMENT CRITERIA											
Pre-Tax Yield Rate (IRR) (%)											
Range	9.3-13.5	9.5-13.5	7.8-13.0	8.3-13.5	7.8-14.5	9.3-14.0	8.5-13.0	8.5-13.0	7.5-13.0	8.0-8.8	10.3-11.5
Average	10.3	10.4	8.8	9.6	9.4	10.8	10.1	9.7	8.9	8.3	10.7
Going-In Cap Rate (%)											
Range	7.8-12.5	8.0-12.5	6.0-12.0	7.3-12.5	6.0-13.5	8.3-13.0	7.3-12.0	7.0-12.0	6.0-12.0	6.9-7.5	8.3-9.5
Average	8.9	8.8	7.6	8.3	8.1	9.7	9.0	8.5	7.1	7.1	9.1
Terminal Cap Rate (%)											
Range	8.3-13.0	8.5-13.0	6.3-12.5	7.3-13.0	6.3-14.0	8.8-13.5	7.8-12.5	7.5-12.5	6.0-12.5	7.4-8.0	8.8-10.0
Average	9.2	9.3	8.1	8.7	8.5	10.1	9.4	8.9	7.5	7.6	9.5

According to the RERC report, going-in capitalization rates for Second Tier Neighborhood Commercial Properties range from 8.00% to 12.5% with an average of 8.8% in the south region.

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We have also utilized the *Real Estate Investor Survey, 4th Quarter 2024*, published by RealtyRates.com, for market indications of capitalization rates. These indications are shown below.

RealtyRates.com INVESTOR SURVEY - 4th Quarter 2024*						
OFFICE - SUBURBAN						
Item	Input					OAR
Minimum						
Spread Over 10-Year Treasury	1.10%	DCR Technique	1.10	0.057467	0.80	5.06
Debt Coverage Ratio	1.10	Band of Investment Technique				
Interest Rate	4.95%	Mortgage	80%	0.057467	0.045973	
Amortization	40	Equity	20%	0.072487	0.014497	
Mortgage Constant	0.057467	OAR				6.05
Loan-to-Value Ratio	80%	Surveged Rates				5.68
Equity Dividend Rate	7.25%					
Maximum						
Spread Over 10-Year Treasury	5.57%	DCR Technique	1.90	0.124728	0.60	14.22
Debt Coverage Ratio	1.90	Band of Investment Technique				
Interest Rate	9.42%	Mortgage	60%	0.124728	0.074837	
Amortization	15	Equity	40%	0.142085	0.056834	
Mortgage Constant	0.124728	OAR				13.17
Loan-to-Value Ratio	60%	Surveged Rates				12.38
Equity Dividend Rate	14.21%					
Average						
Spread Over 10-Year Treasury	3.34%	DCR Technique	1.50	0.083494	0.70	8.77
Debt Coverage Ratio	1.50	Band of Investment Technique				
Interest Rate	7.19%	Mortgage	70%	0.083494	0.058446	
Amortization	28	Equity	30%	0.103806	0.031142	
Mortgage Constant	0.083494	OAR				8.96
Loan-to-Value Ratio	70%	Surveged Rates				8.86
Equity Dividend Rate	10.38%					

As shown in the table, capitalization rates for suburban office buildings similar to the subject have ranged from 5.68% to 12.38%, with an average capitalization rate of 8.86%.

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Another method of estimating a capitalization rate is by the band of investment method. This is a weighted rate based upon both lender requirements and investor expectations and requirements. This rate is built up by multiplying lenders' required returns (mortgage constant - Rm) by the loan to value ratio then adding that to the investors equity yield rate (Re) by the required equity to value ratio. Based upon interviews with local lenders, a required equity contribution for such an investment would be 20% to 30% of value at a 20 to 25 year amortization and an interest rate from 6.50% to 7.00% interest rate. Utilizing a 6.75% interest rate with a 20 year amortization, a mortgage constant (Rm) of 0.0912 is indicated.

The second aspect of a band of investment is the equity capitalization rate. This is the annual "return on" invested capital that prospective investors desire today. Prospective investors can currently deposit their money in safe, no risk investments, and earn anywhere from 3% to as much as 8% or more at the current time. Many times, real estate investors are willing to accept a much lower equity dividend simply because, in return for lower cash on cash return, they can take advantage of the tax benefits inherent with the ownership of real estate and hopefully appreciation of the property over the holding period. Considering the quality, condition, and location of the subject, an equity capitalization rate of 10% is considered appropriate.

Based upon this reasoning, an overall capitalization rate can be derived from the band of investment method, whereby the loan to value ratio is applied to the mortgage constant and the equity portion applied to the equity capitalization rate:

Loan Amount	0.80	x	.0912	=	0.0730
<u>Equity Requirement</u>	0.20	x	.1000	=	<u>0.0200</u>
Overall Cap Rate (Ro)					0.0930 or 9.30%

The most accurate method for obtaining an appropriate capitalization rate is by deriving one from the market from similar comparable properties. Improved Sale #1 produced a capitalization rate of 7.66%.

Based upon all of these methods, the indicated capitalization rate of the subject is estimated to be within a range of 7.75% to 8.50%. A rate within the lower middle of that range, or 8.00%, will be utilized. The projected NOI for the subject is \$83,610. Utilizing an 8.00% capitalization rate, the value is calculated below:

Direct Capitalization Method	
Net Operating Income - NOI	\$83,610
Capitalization Rate	8.00%
Capitalized Value	\$1,045,125
Rounded	\$1,045,000

RECONCILIATION AND FINAL VALUE ESTIMATE

The two approaches to value utilized in this appraisal indicate the following estimates of value for the subject property:

Sales Comparison Approach	\$1,310,000
Income Capitalization Approach	\$1,045,000

Each of these approaches has various strengths and weaknesses and each should be weighed accordingly to arrive at a final value conclusion.

In many types of property the sales comparison approach provides the best indication of value because it is a direct reflection of what prospective purchasers in the marketplace are willing to pay. We have included the sale of several buildings in the subject area although the physical characteristics vary in all of them. The comparables provide a relatively narrow range once adjustments are considered, and they provide an accurate indication of the value of the subject.

The income capitalization approach is considered directly applicable in valuing the subject since this property type is often utilized as an investment property. Comparable properties subject to leases were investigated to derive an estimate of market rent for the subject property. Each property was personally inspected, and leasing data was confirmed to the fullest extent possible. A net operating income was projected and was converted into a present worth through a direct capitalization process.

Overall, equal emphasis is placed upon the sales comparison approach and the income capitalization approach.

We have carefully considered the value indications of both approaches, placing equal emphasis on each approach. After our complete investigation and analysis, and after considering all other factors which affect value, it is our opinion that the fee simple market value of this property, as of December 23, 2024, is:

\$1,200,000

ADDENDA

***APPRAISAL QUALIFICATIONS
OF
RIP WALKER, MAI***

Designations and Associations:

MAI - Member, Appraisal Institute - Certificate #7163

Certified General Real Estate Appraiser, Mississippi, #GA-191

Certified General Real Estate Appraiser, Tennessee, #CG-1063

Member of the Memphis - Tennessee Chapter of the Appraisal Institute. Served as Chairman of Admissions Committee, Louisiana/Mississippi Chapter (1989-1990) and Mississippi Chapter (1993-1994). Served as Treasurer/Secretary (1995-1996), Vice-President (1997), President (1998) for Mississippi Chapter. Served as President (2009) for the Memphis-Tennessee Chapter.

Education and Professional Training:

Bachelor of Business Administration Degree in Accounting, Delta State University, Cleveland, Mississippi. Completed 1977.

Special Appraisal Courses Include:

AIREA Course I-A - Basic Appraisal Principles, Methods, and Techniques (3/78).

AIREA Course I-B - Capitalization Theory & Techniques (1/79).

AIREA Course VIII - Single Family Residential Appraisals (5/78).

AIREA Case Studies in Real Estate Valuation (8/81).

AIREA Industrial Valuation (3/84).

AIREA Valuation Analysis and Report Writing (6/84).

AIREA Real Estate Investment Analysis (8/84).

Society of Farm Managers & Rural Appraisers, Rural Appraising (6/79).

Society of Farm Managers & Rural Appraisers, Eminent Domain (6/80).

Society of Farm Managers & Rural Appraisers, Advanced Rural Appraisal (9/93).

One and two day seminars attended on appraising real estate since 2000 include: Appraisal of Local Retail Properties, Real Estate Fraud, Subdivision Analysis, Evaluating Commercial Construction, Real Estate Disclosure, Analyzing Operating Expenses, Appraisal Consulting, Online Small Hotel/Motel Valuation, Feasibility, Market Value, Investment Timing, Analyzing Commercial Lease Clauses, Online Business Practices and Ethics, Forecasting Revenue, Scope of Work: Expanding Your Range of Services, What Clients Would Like Their Appraisers to Know, Condominiums, Co-ops, PUDs, Real Estate Value, Finance & Investment Performance, Online Business Practices and Ethics, Online An Introduction to Valuing Commercial Green Buildings, Online Supervising Appraisal Trainees, Online Appraising Convenience Stores, The Lending World in Crisis: What Clients Want Their Appraiser to Know Today, Online Appraisal Curriculum Overview – Residential, MS License Law, Contract Law, Mississippi Agency Law, Fundamentals of Separating Real Property, Personal Property And Intangible Business Assets, Appraising the Appraisal:

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Appraisal Review – General, Marketability Studies: Six-Step Process & Basic Applications, Online Cool Tools: New Technology for Real Estate Appraisers, Online Comparative Analysis, Online Subdivision Valuation, Appraiser’s Guide to Covering Your Appraisals, Online Business Practices and Ethics, Online Small Hotel/Motel Valuation, Eminent Domain and Condemnation, and Compliance, Completeness & Competency.

Business Experience:

Member of real estate appraisal and consulting firm of Realty Valuation Group, LLC with an office in Hernando, Mississippi.

Appraisal assignments have encompassed all types of property, both urban and rural, private, and institutional, as well as governmental. Appraisal expertise specializing in commercial, industrial, and agricultural properties such as motels/hotels, retail shopping centers, office buildings, apartment complexes, subdivisions, industrial facilities, restaurants, condominiums, agricultural farmland, and special purpose properties such as hospitals, nursing homes, and abandoned rail road right-of-way. Other assignments include acquisition appraisals through eminent domain by government agencies, encompassing a wide variety of valuation problems.

Clients include numerous financial institutions, both local and national, government agencies, developers, accountants, and attorneys.

Qualified expert witness for County Court, Federal Court, Special Court of Eminent Domain, and Bankruptcy Court.

State of Tennessee

TENNESSEE REAL ESTATE APPRAISER COMMISSION
CERTIFIED GENERAL REAL ESTATE APPRAISER
RIP WALKER

This is to certify that all requirements of the State of Tennessee have been met.

ID NUMBER: 1063
LIC STATUS: ACTIVE
EXPIRATION DATE: May 21, 2026



IN-1313
DEPARTMENT OF
COMMERCE AND INSURANCE

***APPRAISAL QUALIFICATIONS
OF
TROY VANDYKE, MAI***

Designations:

MAI - Member, Appraisal Institute
Certified General Real Estate Appraiser, Tennessee, CG 3827
Certified General Real Estate Appraiser, Mississippi, #GA-945

Education and Professional Training:

Bachelor of Business Administration Degree in Finance, University of Memphis, Memphis Tennessee. Completed 1999.

Special Appraisal Courses Include:

Appraisal Institute – Basic Appraisal Principles (09/05) 30 hours
Appraisal Institute – Basic Appraisal Procedures (02/06) 30 hours
Appraisal Institute – General Market Analysis/Highest & Best Use (06/07) 30 hours
Appraisal Institute - General Income Approach Part I (09/07) 30 hours
Appraisal Institute - General Income Approach Part II (10/07) 30 hours
Appraisal Institute – Real Estate Investment & Development Seminar (12/05) 4 hours
Appraisal Institute – Real Estate Statistics and Valuation Modeling (11/07) 15 hours
Appraisal Institute – Real Estate Finance, Value, and Investment Performance (09/09) 7 hours
Appraisal Institute – Business Practices and Ethics Online (09/10) 7 hours
Appraisal Institute – Appraisal Curriculum Overview (02/11) 15 hours
Appraisal Institute – The Discounted Cash Flow Model (10/11) 7 hours
Appraisal Institute – Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets (04/12) 14 hours
Appraisal Institute – Online Cool Tools: New Technology for Real Estate Appraisers Seminar (01/14) 7 hours
Appraisal Institute - Advanced Income Capitalization (05/14) 35 hours
Appraisal Institute – General Appraiser Report Writing and Case Studies (10/14) 30 hours
Appraisal Institute - Advanced Concepts and Case Studies (07/15) 40 hours
Appraisal Institute – Business Practices and Ethics (03/17) 7 hours
Appraisal Institute – Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications (09/17) 15 hours
Appraisal Institute – Advanced Land Valuation: Sound Solutions to Perplexing Problems (09/17) 7 hours
Appraisal Institute – Solving Land Valuation Puzzles (10/18) 7 hours
Appraisal Institute – Subdivision Valuation (12/19) 7 hours
Appraisal Institute – Appraising Automobile Dealerships (01/20) 7 hours
USPAP (10/05) 15 hours
USPAP Update (11/08) 7 hours

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USPAP Update (04/11) 7 hours
USPAP Update (04/13) 7 hours
USPAP Update (05/15) 7 hours
USPAP Update (05/17) 7 hours
USPAP Update (05/19) 7 hours
CCIM Institute – CI101: Financial Analysis for Commercial Investment Real Estate (10/04)
40 hours

Business Experience:

Associate of real estate appraisal and consulting firm of Realty Valuation Group, LLC with an office in Hernando, Mississippi.

Appraisal assignments have encompassed all types of property, both urban and rural, private, and institutional, as well as governmental. Appraisal expertise specializing in commercial, industrial, residential, and agricultural properties such as motels/hotels, retail shopping centers, office buildings, apartment complexes, subdivisions, industrial facilities, restaurants, condominiums, and agricultural farmland. Other assignments include acquisition appraisals through eminent domain by government agencies, encompassing a wide variety of valuation problems.

Previous business experience as a Commercial Real Estate Lender for First Tennessee Bank and SunTrust Bank.

