

Appraisal Report



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File # 7096



An Appraisal Of
A Mixed Use Land Tract and
A Residential Land Tract
S Jeff Davis Dr and
Jimmie Mayfield Blvd
Fayetteville, Georgia
30214 & 30215

as of June 6, 2025

Written and Prepared By
J. Michael Smith, MAI, SRA

Commercial Real Estate Appraisers



June 12, 2025

Christopher Edwards
3317 Fayetteville Road
Griffin, Georgia 30223

Dear Client:

In accordance with your request, I have prepared an appraisal report of a vacant mixed use land tract and a vacant residential land tract generally known and located as follows:

S Jeff Davis Dr and Jimmie Mayfield Blvd
Fayetteville, Georgia 30214 & 30215
File #: 7096

The appraisal was prepared for the purpose of expressing an opinion of the market value of the above captioned property, subject to normal limitations, including typical financing. The analysis and value opinion are subject to the assumptions and limiting conditions found on pages 36-38. Also, please refer to extraordinary assumptions discussed on page 6. The use of these extraordinary assumptions may have affected the assignment results.

The appraisal complies with the *Uniform Standard of Professional Appraisal Practice (USPAP)* as promulgated by the *Appraisal Standards Board of the Appraisal Foundation*. The purpose of the appraisal is to provide information leading to an opinion of market value of the appraised property. It is my understanding that the intended use of the appraisal is for marketing purposes.

Two value opinions are expressed in the attached appraisal report which are the market values of each land tract. The valuation date is the date of my site visit on June 6, 2025. The property rights appraised are the fee-simple estate. My value opinions are expressed on the next page.

The appraised properties are a 14 acre residential land tract and a 14.6 acre mixed use land tract. The tracts are vacant. Preliminary site plans are not available for these land tracts, and an exact number of paper lots are unknown. My value opinions are based yielding approximately 70 lots (± 10 percent) on each land tract.

The 14 acre tract has a legacy R-40, low density zoning and will require rezoning prior to development. This appraisal is based on a hypothetical condition that a high density zoning that allows cottages and/or townhomes is obtained as discussed on page 7. The use of this hypothetical condition may have affected the assignment results.

Tiffany Smith, appraiser trainee, provided significant real property appraisal assistance for this assignment.



Letter of Transmittal
Page Two

Hypothetical Market Value, 14 acre Residential Tract

Within the parameters of the preceding statements, it is my opinion that the hypothetical market value of this property, as of June 6, 2025, in accordance with the attached assumptions and limiting conditions, is reasonably expressed by the amount of:

... Forty Four Thousand and Five Hundred Dollars Per Lot. . .
\$44,500 Per Lot

Market Value, As Is 14.6 acre Mixed Use Tract

Within the parameters of the preceding statements, it is my opinion that the as is market value of this property, as of June 6, 2025, in accordance with the attached assumptions and limiting conditions, is reasonably expressed by the amount of:

... Forty Four Thousand and Five Hundred Dollars Per Lot. . .
\$44,500 Per Lot

Respectfully submitted,

A handwritten signature in blue ink that reads "J. Michael Smith". The signature is written in a cursive, flowing style.

Buckhead Advisory Group, LTD.
J. Michael Smith, MAI, SRA
Certified General Appraiser #CG 000226

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SUMMARY OF IMPORTANT FACTS AND CONCLUSIONS

Date of Report: June 12, 2025

Date of Appraisal: June 6, 2025

Date of Site Visit: June 6, 2025

Property Address: S Jeff Davis Dr and Jimmie Mayfield Blvd
Fayetteville, Georgia 30214 & 30215

Legal Description: Shown as Exhibit 1 following the report appendices

Property Description: A vacant residential land tract and a vacant mixed use land tract comprising land areas of about 14± and 14.6± acres.

Tax Map Code(s): 0524 009 & 0524 012

Flood Zone: The properties appear to be located in Zone X, an area determined to be above flood elevation. A copy of the flood map, including the panel number and effective date, is shown in the site data section of this report.

Property Rights Appraised: Fee-simple estate

Zoning: R-40, Single Family Residential (14 acres) and DMU-NR, Downtown Mixed Use-Neighborhood Residential (14.6 acres), City of Fayetteville

Highest and Best Use: Residential development

Current Use: Vacant Mixed Use and Residential

Exposure and Marketing Time: 12 months

<i>Summary of the Indicated Values</i>	
Valuation Premise	Market Value
Value Indicated by the Sales Comparison Approach	\$44,500 per lot
Hypothetic Market Value, 14-acre tract	\$44,500 per lot
Value Indicated by the Sales Comparison Approach	\$44,500 per lot
As Is Market Value, 14.6-acre tract	\$44,500 per lot

PROPERTY OWNERSHIP AND HISTORY

The owner of record is Lloyd Hall Black, Jr. No market transactions involving this property were identified over the past thirty-six months and this property is not currently for sale. Pulte Homes made an offer to purchase the land tracts for \$50,000 per approved paper lot for parcel 0524 009 and \$45,000 per approved paper lot for parcel 0524 012. The offer is contingent upon obtaining land disturbance permits and rezoning of parcel 0524 009. This offer is discussed further at the conclusion of this report.

PROPERTY TAX INFORMATION

The property is valued for tax purposes and taxed in 2025 as follows:

<i>Summary of Property Tax Information</i>				
Parcel 0524 009 & 0524 012	Tax Value	Land Size/Acre	Taxes	Taxes/Acre
0524 009	\$109,782	14.00	\$3,184.67	\$227.48
0524 012	\$460,143	14.60	\$5,339.32	\$365.71

Source: Fayette County Tax Assessor and Tax Commissioner

SCOPE OF THE APPRAISAL

Scope of work is defined as “the type and extent of research and analyses in an appraisal or appraisal review assignment.”¹ The extent of which is based upon the following:

- Valuation premises
- Effective date of opinion
- Property rights appraised
- Competency of the appraiser
- Definition(s) relevant to this report
- Intended use and user of this report
- Relevant characteristics about the property being appraised
- Assignment conditions

¹The Dictionary of Real Estate Appraisal, 7th Edition, 2022, Appraisal Institute, Chicago, IL, p 171
Buckhead Advisory Group, Ltd., Atlanta, Georgia-----

Valuation Premises

Two value opinions are expressed in the attached appraisal report which are the market values of each tract.

Valuation Dates

The valuation date is June 6, 2025 which is the date of my site visit, and I considered all relevant data that was known and available as of that date. The date of report is June 12, 2025, which is the date the report was delivered to my client.

Property Rights Appraised

The property rights appraised are the fee-simple estate, which 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.²

Regulatory Compliance

This appraisal was written and performed in compliance with the standards set forth in the *Uniform Standards of Professional Appraisal Practice* (USPAP) and the Appraisal Institute's *Standards of Professional Practice and Code of Ethics*. This report is an appraisal report in accordance with Standards Rule 2-2(a) of USPAP.

Competency of the Appraiser(s)

The lead appraiser has experience in the valuation of lot portfolios similar to the subject property and is qualified by education, training and experience in the preparation of such reports to comply with the competency provisions of *Uniform Standards of Professional Appraisal Practice*. Professional qualifications are shown as an exhibit following the report appendices.

²*The Dictionary of Real Estate Appraisal*, 7th Edition, 2022, Appraisal Institute, Chicago, IL, p 73
Buckhead Advisory Group, Ltd., Atlanta, Georgia-----

Definitions of Value

For agencies that regulate federally insured financial institutions in the United States, market value is defined as:

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

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

Intended Use and User of the Appraisal

This Appraisal Report was prepared at the request of Christopher Edwards, my client, and the intended user. It may not be used or relied upon by any other party. Any party who uses or relies upon any information in this report, without the preparer's written consent, does so at their own risk. The purpose of this appraisal is to provide information leading to an opinion of market value of the subject properties. The intended use of this appraisal is for marketing purposes.

Scope of Property Identification

I collected the relevant information about the subject property from my client, public records, through a personal inspection, and several secondary sources that publish data on real property. The property was legally identified through the following sources:

- Assessor's records
- Deed records
- Legal descriptions and recorded tax plats

The land tracts have different zip codes. Parcel 0524 009 is in zip code 30214, and parcel 0524 012 is in zip code 30215.

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

Scope of the Site Visit

In developing an opinion as to the market value of the subject property, several investigative inquiries were made. First, I visited the location on June 6, 2025 noting site characteristics.

Scope of Research

I reviewed the micro and macro market environments with respect to physical and economic factors relevant to the valuation process. I have been very active in this market, and myself and my firm's staff appraisers have interviewed local market participants, analyzed published market data from CoStar, Loopnet, Crexi, FMLS and other real estate data sources over the past year. Research of current sales, lease transactions and carrying expenses was conducted to develop an opinion of value as defined herein. I also conducted regional and local research with respect to the following:

- Applicable tax data
- Zoning requirements
- Flood zone status
- Demographics
- Competitive sales
- Ownership and other pertinent data

Scope of Valuation Procedures

There are three approaches generally used in valuing real estate: the cost, sales comparison and income approaches. For purposes of this appraisal, all three approaches are *not* presented.

The cost approach recognizes that buyers of real estate often measure the price they are willing to pay for a property against the cost of reproducing, or the cost of replacing the structures minus the loss in value due to accrued depreciation, plus the land value. Since the appraised property is vacant land, the cost approach is not applicable. Omission of the cost approach has no bearing on the credibility of the market value conclusion.

The sales comparison approach to value involves an investigation into recent sales and listings of comparable properties. This approach is based on the premise that the market value of a property is directly related to the prices of competitive properties. Reliable information was obtained on six sales of competitive land tracts, and the sales comparison approach provides a valid indication of value for this assignment.

The income approach is a widely used and accepted approach in valuing income producing properties. The approach involves the capitalization of a property's net income into a value opinion. The fundamental premise is the higher the earnings, the higher the value. Basically, an investor is trading present dollars for the right to receive future dollars. The appraised properties are unencumbered by ground leases and are located in an area where ground leases are sparse. Therefore, the income approach is not considered relevant for this appraisal. Omission of the income approach does not affect the assignment results.

Scope of the Report Production

The final phase of the assignment was to produce an appraisal report that states or describes each of the aforementioned topics and establish a market value opinion(s). The pages that follow begin describing the site, market and highest and best use, and then the valuation procedure is detailed.

Tiffany Smith provided significant appraisal assistance in the form of neighborhood analysis, highest and best use analysis, and research of competitive land transactions.

Extraordinary Assumptions

An extraordinary assumption is defined as

An assignment-specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser's opinions or conclusions. Comment: Uncertain information might include physical, legal, or economic characteristics of the subject property, or conditions external to the property, such as market conditions or trends, or about the integrity of data used in analysis.⁴

Preliminary site plans are not available for these land tracts, and an exact number of lots are unknown. My value opinions are based the extraordinary assumption that each land tract can yield approximately 70 lots (+10 percent).

⁴The Dictionary of Real Estate Appraisal, 7th Edition, 2022, Appraisal Institute, Chicago, IL, p 68
Buckhead Advisory Group, Ltd., Atlanta, Georgia-----

Hypothetical Conditions

Hypothetical Condition is defined as follows:

1. A condition that is presumed to be true when it is known to be false. (SVP)
2. A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis. Comment: Hypothetical conditions are contrary to known facts about physical, legal or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of the data used in an analysis. (USPAP 2020-2021 ed.)⁵

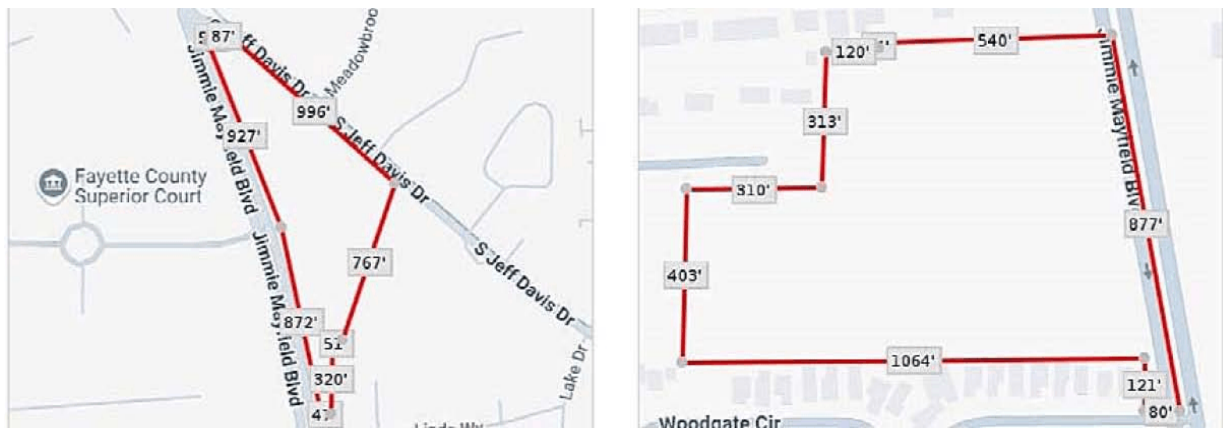
The 14 acre tract has a legacy R-40, low density zoning and will require rezoning prior to development. This appraisal is based on a hypothetical condition that a high density zoning that allows cottages and/or townhomes is obtained. The use of this hypothetical condition may have affected the assignment results.

⁵*The Dictionary of Real Estate Appraisal, 7th Edition, 2022, Appraisal Institute, Chicago, IL, p 92*
Buckhead Advisory Group, Ltd., Atlanta, Georgia-----

SITE DATA

Parcel IDs:	0524 009 & 0524 012
Zoning:	R-40, Single Family Residential and DMU-NR, Downtown Mixed Use-Neighborhood Residential, City of Fayetteville
Lot Area(s):	14 and 14.6 acres
Corner vs Interior:	Interior and corner
Road Frontage:	Parcel 0524 009 has 877' along Jimmy Mayfield Blvd (as shown in the plat on the right), and parcel 0524 012 has 996' along S Jeff Davis Dr and 1,799' along Jimmie Mayfield Blvd (as shown in the tax plat on the left).
Shape & Dimensions:	Irregular; 877'x80'x121'x1064'x403'x310'x313'x120'x5'x540' and 996'x87'x927'x872'x47'x320'x51'x767'; legal descriptions are shown as Exhibit 1 following the report appendices.
Topography:	Parcel 0524 009 has a trench along Jimmie Mayfield Blvd and tapers slightly upward towards the southern boundary. Parcel 0524 012 is mostly level but tapers downward towards the southern boundary of the land tract.
Curb-cuts:	The properties do not have curb-cuts.
Median Divider/Access:	There is a median along Jimmie Mayfield Blvd, but there is a median break north of the subject property. No median is along South Jeff Davis Drive. Access is adequate and typical of residential properties in the area.
Visibility:	Good
Utilities:	All utilities necessary for development are reportedly available to the site.
Police & Fire:	City of Fayetteville
Easements:	There is a powerline easement that traverses parcel 0524 009. No other easements that are detrimental to the site as improved are known to exist.
Subsoil:	No detrimental subsoil conditions are known to exist.
Flood Zone:	Zone X outside FEMA flood plain - see the maps at the conclusion of this section.

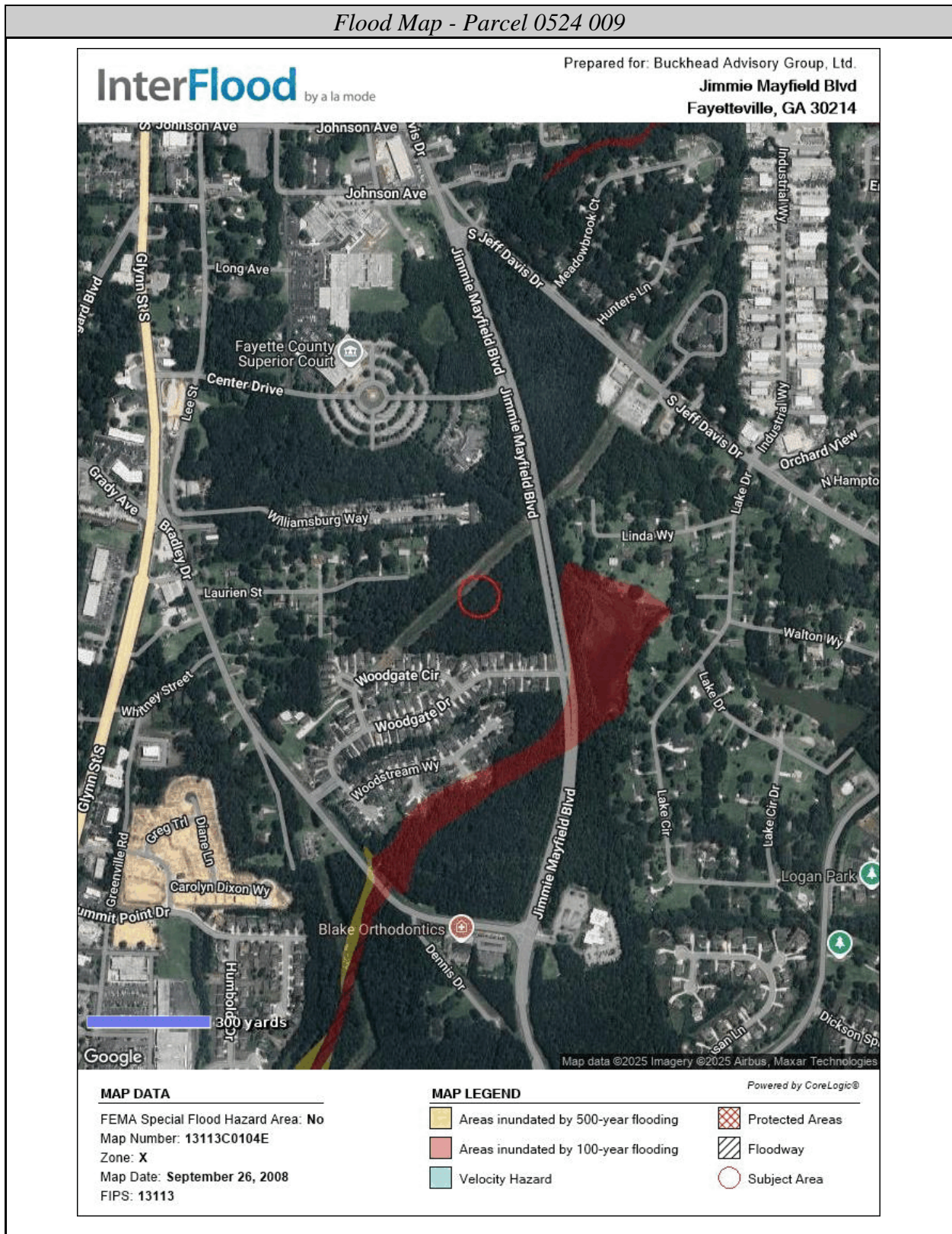
Tax Plats



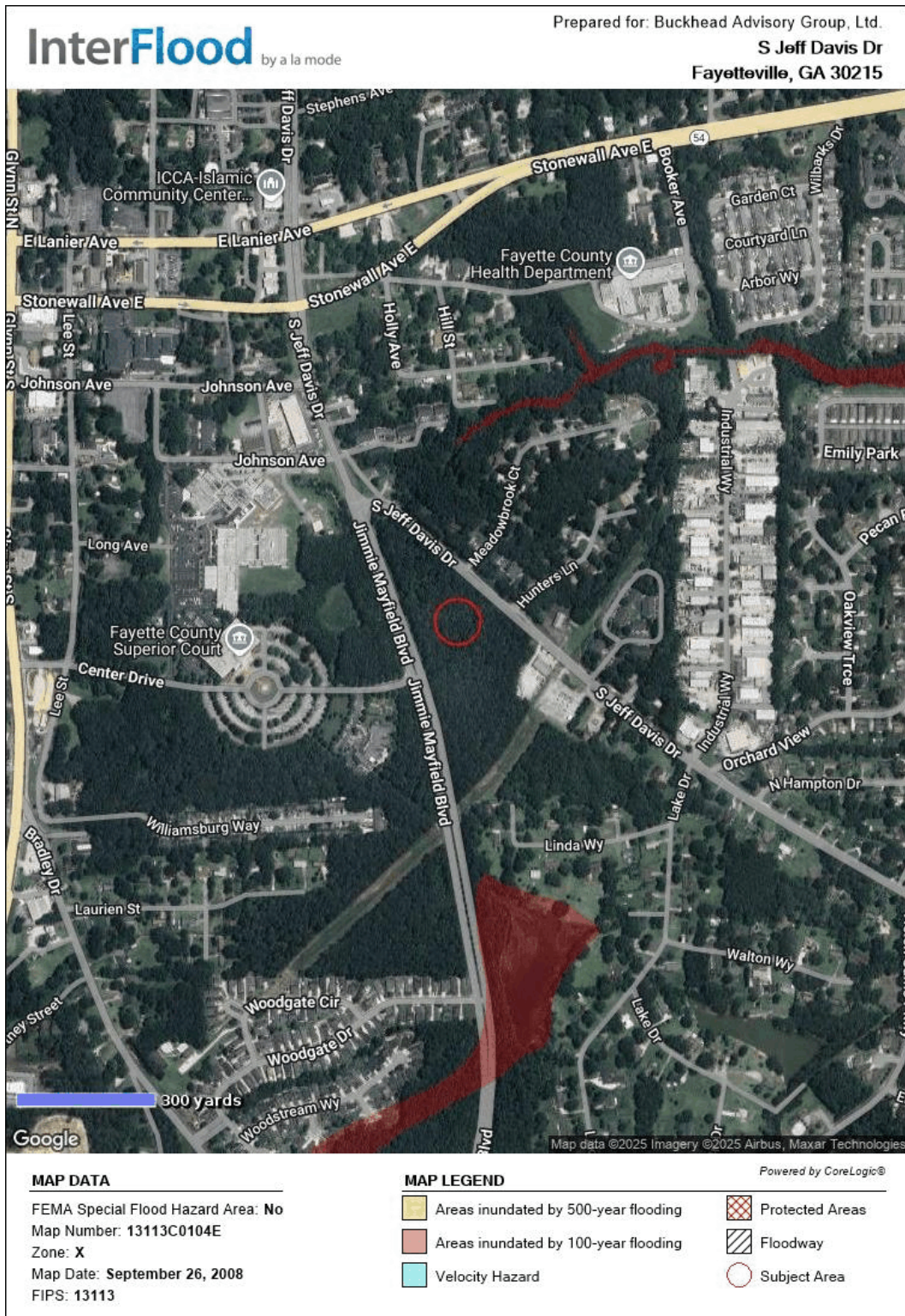
Source: Fayette County Tax Assessor

The DMU-NR zoning ordinance is shown as Exhibit 2 following the report appendices.

A copy of a flood map is illustrated below and on the following page.



Flood Map - Parcel 0524 012



MARKET ANALYSIS

For this assignment, a market analysis relying on inferred projections based on historical data was performed. Such an analysis employs area-wide data on a general property type which is then used to project the future direction of the market as well as the appraised property’s ability to capture future demand. The four steps employed to complete the market analysis for this assignment are as follows:

- 1) Analyze property productivity
- 2) Delineate market area
- 3) Analyze supply and demand
- 4) Forecast subject capture and summarize market direction

These topics are discussed below and on the pages that follow.

Property Productivity Analysis

The subjects of this report are a 14 acre residential land tract and a 14.6 acre mixed use land tract located in the city of Fayetteville. The residential land tract is located along Jimmie Mayfield Boulevard. The mixed use land tract is located at the corner of South Jeff Davis Drive and Jimmie Mayfield Boulevard and is part of downtown Fayetteville. Over the past decade, demand for residential real estate has been favorable, but transaction volume has declined due to elevated interest rates. Overall, this location is well suited for residential development. The land has favorable exposure and is well suited for a townhome development.

Macro Market

Atlanta is the principal city in the 29 county metropolitan area. Subsequent to the 2000 Census, the federal Office of Management and Budget added eight counties to the Atlanta metropolitan statistical area, and renamed it the Atlanta-Sandy Springs-Marietta, GA MSA. Presently, the metropolitan statistical area is comprised of over 130 municipalities, incorporating twenty-nine counties: Barrow, Bartow, Butts, Carroll, Cherokee, Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Haralson, Heard, Henry, Jasper, Lamar, Meriwether, Morgan, Newton, Paulding, Pickens, Pike, Rockdale, Spalding and Walton counties. The region covers a land mass of 8,379 square miles and holds a population of over 5,600,000 and includes over 120,000 businesses.

Atlanta, the largest city and the capital of Georgia, is the seat of Fulton County. It is situated in the northwest part of the state at the base of the Blue Ridge Mountains near the Chattahoochee River. Atlanta’s relatively affordable cost of living, mild climate, fine educational and art institutions, and diversity of recreational facilities have contributed to its attractiveness as a place to live. Atlanta evolved from a rail center in the early part of the nineteenth century, and the city's economic base is still closely allied with its role as a transportation hub.

Macro Demographics

A summary of the population and income demographics in Atlanta’s MSA is displayed below.

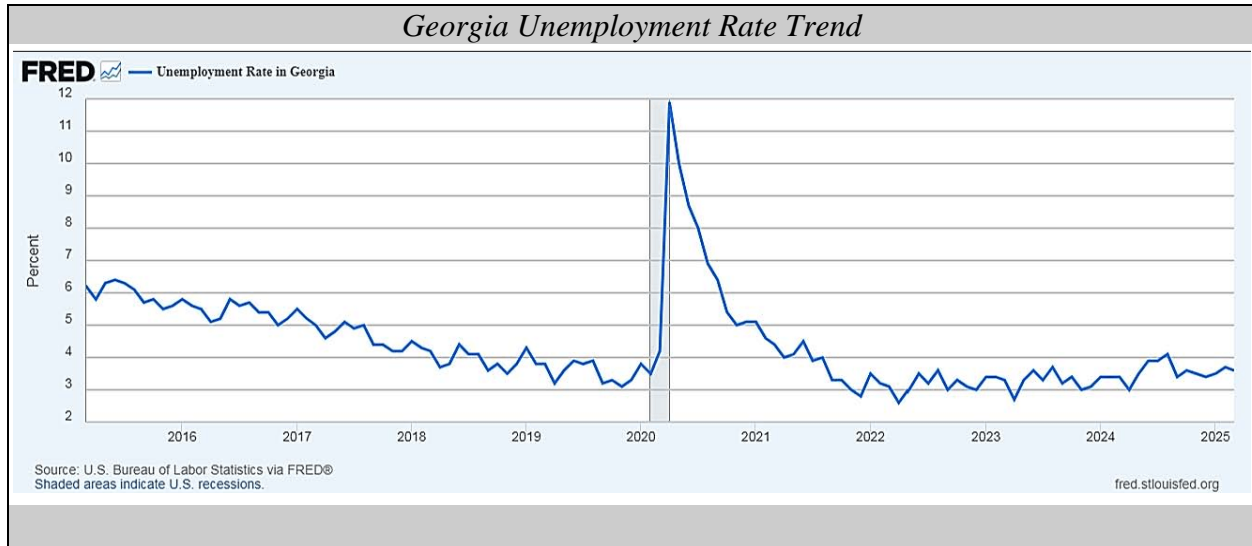
<i>Summary of Population and Income Demographics</i>			
	2024	2029 Projections	Growth
Population	6,399,274	6,649,097	
Annual Growth Rate 2020-2024			1.11%
Projected Annual Growth 2024-2029			0.77%
Households	2,390,441	2,513,468	
Annual Growth Rate 2020-2024			1.30%
Projected Annual Growth 2024-2029			1.01%
Median HH Income	\$89,276	\$104,526	
Average HH Income	\$123,829	\$143,352	
Projected Annual Growth for Avg Inc 2024-2029			2.97%

Source: U.S. Census Bureau, Census 2020 Summary File 1. ESRI forecasts for 2024 to 2029

As displayed above, the macro Atlanta area was expanding steadily from 2020 to 2024 with annual expansion rates for population and households of 1.11 and 1.30 percent. Expansion through 2029 is projected to be just below these levels with population and households projected to increase at average annual rates of 0.77 and 1.01 percent. In terms of income demographics, the projected annual growth for this area through 2029 is 2.97 percent, which is within the range of historical inflation rates (2 to 3 percent annually), indicating that income gains are projected to stay at a level in keeping with inflation. Considering that the population and income are projected to expand over the next few years, demand for commercial properties should expand as the economy, in particular the job market, and the local real estate market continue to improve.

Georgia and Metro Atlanta Employment Data

The graphic below illustrates the trend for the unemployment rate in Georgia, and the unemployment rate was tapering downward until the COVID-19 shutdown. The unemployment rate spiked to 12+ percent in early 2020, but has contracted to 3 percent in recent months.



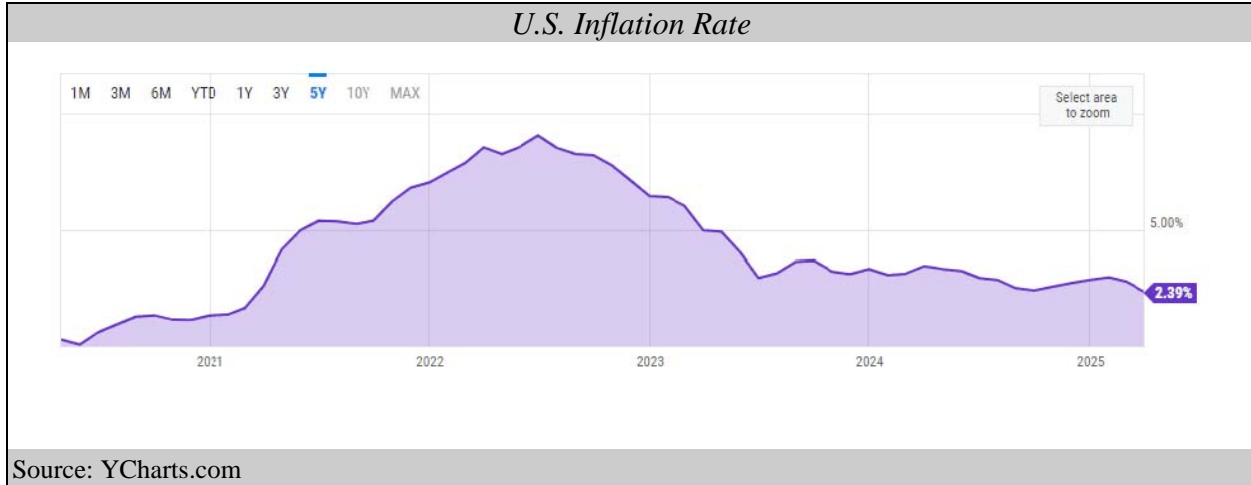
A trailing 13 month analysis of recent job trends is shown in the table below.

Macro Employment Data						
Area	Employment Statistics	April 2025	March 2025	MTM Change	April 2024	YOY Change
State Of Georgia	Civilian Labor Force	5,371,672	5,399,930	-28,258	5,393,041	-21,369
	Employed	5,207,428	5,204,103	3,325	5,232,420	-24,992
	Unemployed	164,244	195,827	-31,583	160,621	3,623
	Unemployment Rate	3.06%	3.63%	-0.57%	2.98%	0.08%
Atlanta’s MSA	Civilian Labor Force	3,287,498	3,307,610	-20,112	3,299,335	-11,837
	Employed	3,187,335	3,189,851	-2,516	3,201,910	-14,575
	Unemployed	100,163	117,759	-17,596	97,425	2,738
	Unemployment Rate	3.05%	3.56%	-0.51%	2.95%	0.09%

As shown above, Georgia's state unemployment rate increased by 8 basis points over the last 12 months, losing 24,992 jobs, with a decrease of 21,369 to the labor force. Atlanta’s MSA lost 14,575 jobs, and the labor force decreased by 11,837, resulting in an increase in the unemployment rate of 9 basis points. Over the last month, the state and metro areas’ unemployment decreased by 57 and 51 basis points.

Inflation

The annual inflation rate for the United States was 2.4 percent for the 12 month period ending May 31, 2025 which is up 0.1 from the previous period.⁶ As shown below, inflation peaked at 8 percent in mid-year 2022 and declined sharply in 2023. The inflation rate recorded an interim low of 2.5 percent in the 3rd quarter of 2024 and then tapered upward to 3.0 percent in January before contracting to the current level.



While higher interest rates have a negative affect on real estate prices due to higher mortgage rates, real estate investors can benefit from inflation. “Inflation can lead to higher property prices and higher rents. Inflation can also increase the cost of construction, which can lead to higher prices for new homes and commercial properties. As the value of money decreases, the value of real estate assets may increase, leading to higher returns on investment. Also, the decreasing value of the dollar is a natural phenomenon when there is a rise in inflation. Thus, making current debt cheaper as the inflation boosts.”⁷

Post COVID-19, inflation has been a concern for markets due the effect on interest rates. Inflation has crested and is trending downward. However, new tariffs were announced by the White House on April 2, 2025. Tariffs will likely increase the cost of building materials, and supply chain disruptions could place upward pressure on material prices. This could potentially impact the commercial real estate market and needs to be monitored closely.

⁶U.S. Labor Department data published on June 11, 2025

⁷Forbes.com

Metro Atlanta New Attached Home Sales Trends

Statistics from FMLS for new attached home sales and listings from 2016 to year-to-date 2025 in the metro Atlanta area are analyzed beginning below.



Transaction volume increased from 2015 to 2021 setting a decade high of over 3,500 sales. However, transaction volume declined in 2022. In 2023, transaction volume increased by 13 percent. Volume recorded a slight contraction in 2024. There have been 908 sales in year-to-date 2025 and at the pace, the year will record another contraction. Supply has increased, and there are currently 1,299 new attached homes available for sale in the FMLS database, a 6+ month supply based on 2024's absorption rates.

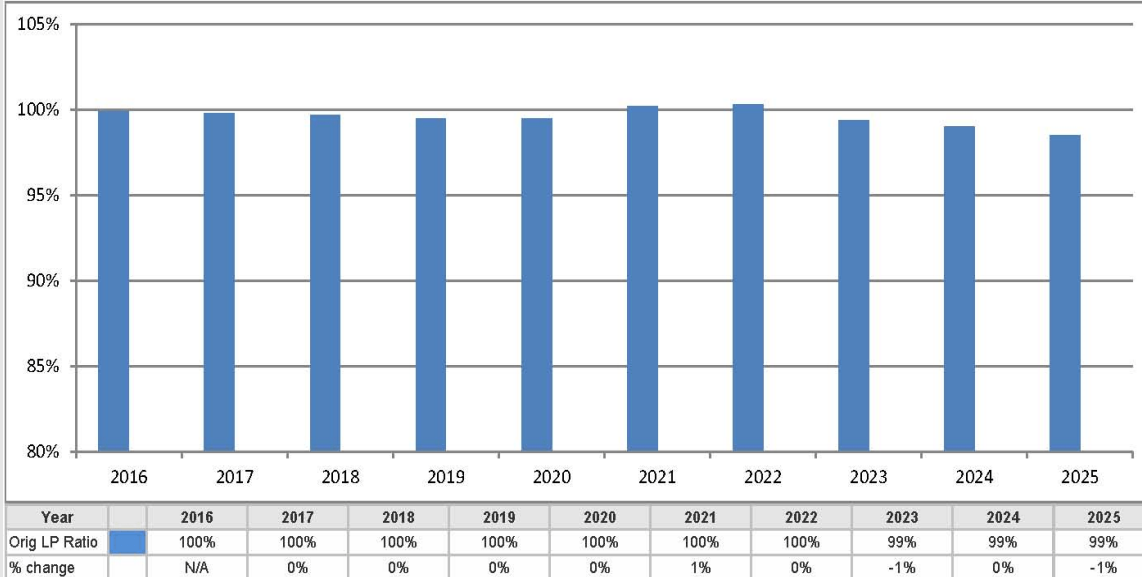


The average and median selling prices trended upward from 2016 to 2019 and then decreased in 2020 during COVID-19. However, in 2021 and 2022, the average and median selling prices increased to a 10 year high. In 2023 and 2024, the median new home price decreased 2 percent per year, but the average increased 2 percent in 2024. The average new home price has increased 2 percent, and the median new home price has declined 3 percent in 2025. The average and median list prices are 9 and 2 percent below 2025. This data suggests the new attached home market has stabilized.

Source: FMLS

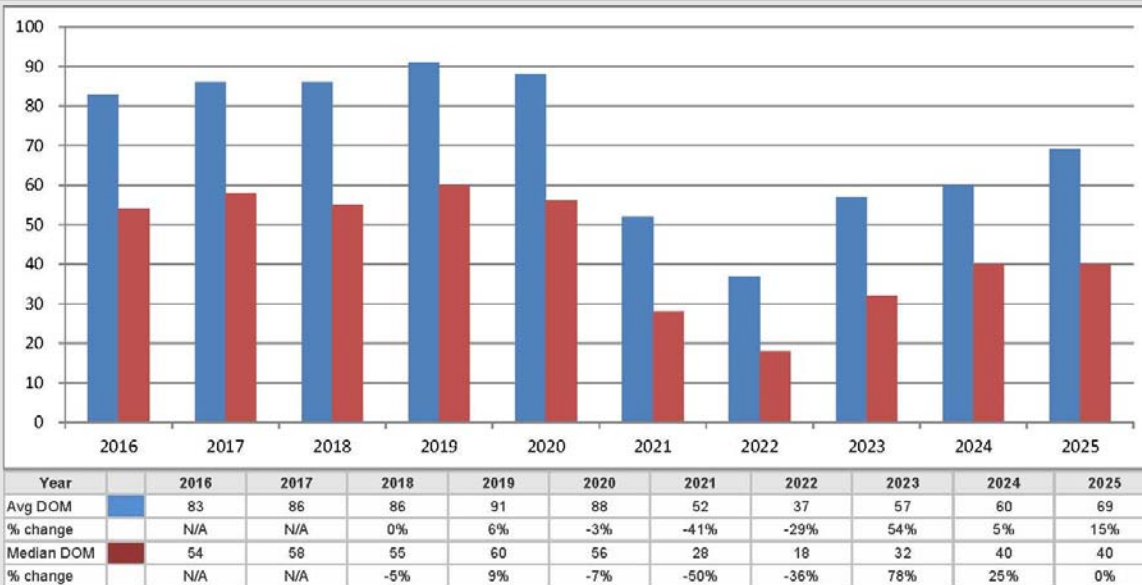
Metro Atlanta New Attached Home Sales Trends - continued

Average Sale-to-List Price Ratio



As shown above, the sale-to-list price ratio was 100 percent from 2015 to 2022. In 2023, the sale-to-list price ratio decreased to 99 percent and has held stable in 2024 and 2025. This high ratio still favors a builder’s position.

Exposure Times



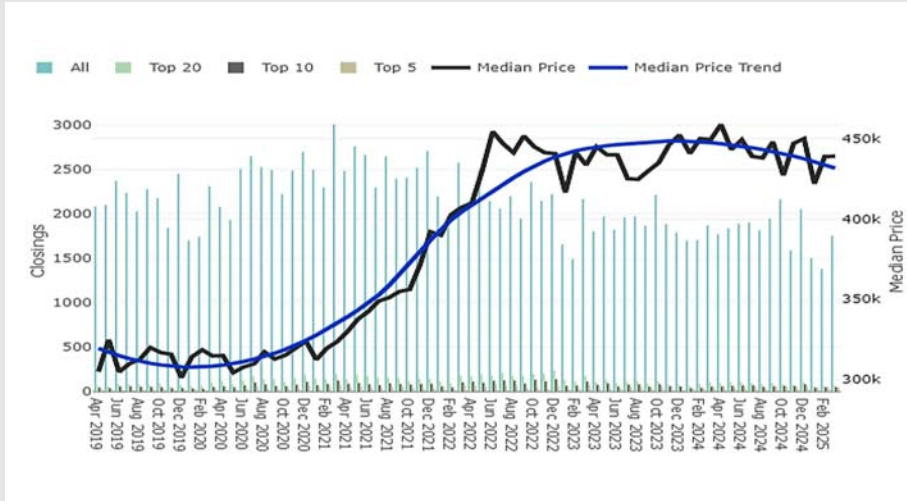
Exposure times remained relatively stable from 2016 through 2020. In 2021 and 2022, exposure times declined to decade lows. From 2023 to 2025, the average and median exposure times increased and currently stand at 2± and 1± month(s). This trend should be monitored closely over the next year, and this is a sign that the new attached home market is holding stable despite elevated interest rates.

Source: FMLS, May 20, 2025

Statistics from Groundwork By Smart Data for new townhome home sales in the Metro Atlanta area are analyzed and discussed below.

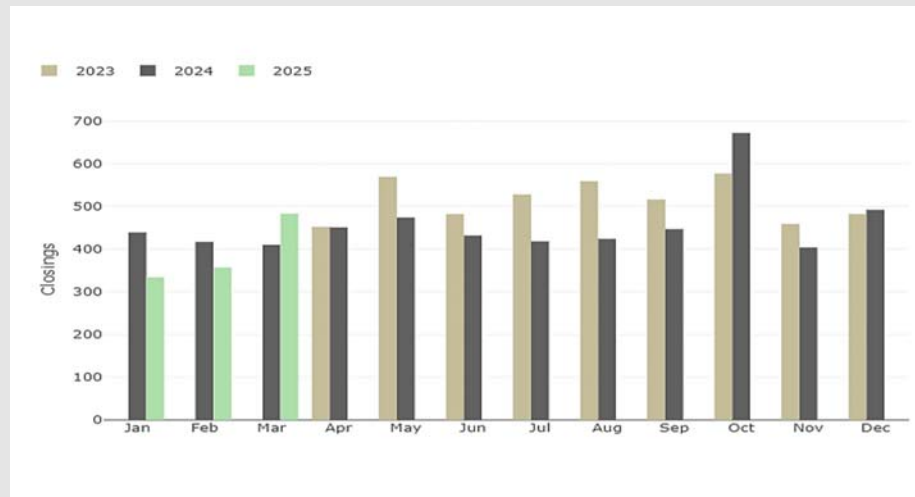
Metro Atlanta New Attached Homes Sales Trends - continued

New Attached Home Price Trend



As shown in the above chart, the median new attached home price point remained stable from 2019 to late 2020. In 2021, prices began to increase and continued through mid 2022. New attached home prices decreased in late 2022 and again in mid 2023. After a brief increase in late 2020, prices have been declining. The median price trend line peaked in midyear 2023 and has started declining. Also, Smart Data shows a new attached home inventory of 1,054 units, and 2,903 units sold in the past year giving the macro area a 4.4 month supply.

Sale Transaction Volume



The above chart is a 24 month new attached home absorption analysis. Transaction volume in 2023 outperformed transaction volume in 2024. Fewer transactions have taken place in January and February 2025 than March. This data suggests the attached home market is cooling.

Source: Groundwork By Smart Data, March 24, 2025 Report

Macro Vacant Lot Inventory

The number of platted attached lots in metro Atlanta stands at 13,114 units. Smart Real Estate Data quotes the current lot inventory is a 31.7 month supply.⁸ However, this inventory includes lots held by builders and cul lots in older developments. Lots available and marketable to builders are in low supply.

National Housing Data

In October 2024, Paul Romanowski, President and CEO of D.R. Horton, stated “For the quarter, despite continued affordability challenges and competitive market conditions, our net sales orders increased slightly from the prior year. Our sales pace was in line with normal seasonality from the third to fourth quarter, but below our expectations. While mortgage rates have decreased from their highs earlier this year, many potential homebuyers expect rates to be lower in 2025. We believe that the volatility of rates, combined with general uncertainty during the election season, is causing some buyers to stay on the sidelines in the near term.

To help spur demand and address affordability, we are continuing to use incentives such as mortgage rate buy-downs and we have continued to start and sell more of our smaller floor plans. With 46 percent of fourth quarter closings also sold in the same quarter, our sales, incentive levels and gross margin are generally representative of current market conditions. We typically experience seasonally slower demand during the fall and our tenured local operators seek to find the right balance of sales pace, pricing, and incentives in each community that will best position our returns and inventory levels before we enter the spring. For the full year of fiscal 2025, our homebuilding volume and profit margins will largely be dependent on the strength of the upcoming spring selling season.

Overall, the demographic supporting housing demand are favorable, and we continue to see a generally limited supply of both new and existing homes at affordable price points in addition to a limited supply of finished lots available for new home construction. With our focus on affordable product offerings, 37,400 homes in inventory, continued improvement in our construction cycle times, and adequate finished lots available on our pipeline, we are well positioned for fiscal 2025.”⁹

On February 28, 2025, Jeffrey Mezger, Chairman and Chief Executive Officer of KB Homes stated “Consumers are working through affordability concerns and uncertainties related to macroeconomic and geopolitical issues, which are causing them to move slowly in their homebuying decisions. Demand at the start of this Spring’s selling season was more muted than what we have seen historically, despite a healthy level of traffic in our communities. In mid-February, we took steps to reposition our communities to offer the most compelling value, and buyers responded favorably to these adjustments. Although we missed our sales goals for the first quarter, we are encouraged by the significant improvement in weekly sales and normalizing absorption pace over the last five weeks.”

⁸Groundwork By Smart Data, May 20, 2025 Report

⁹Q4 2024 Earnings Report, Conference Call

“While our sales trends have improved, we are reducing our revenue guidance for fiscal 2025 primarily to reflect the lower level of net orders we generated in the first quarter. I am confident that our experienced team will effectively navigate the variability in market conditions and execute on our objectives for this year, while continuing to deliver high levels of customer satisfaction,” concluded Mezger.¹⁰

In April, new residential construction rose to 1.361 million annualized units. Over the year, starts are down 1.7 percent. Single-family housing starts are down 2 percent as multi-family has risen more than 11 percent. It should be noted that homebuilding is still running above its pre-pandemic average. Permits are down 4.6 percent.¹¹

Homebuilders confidence fell 6 points in May to 34. This decline is due to tariff concerns, building material cost uncertainty, and elevated interest rates. The confidence is falling significantly below the 50-point threshold that marks poor building conditions over the next 6 months. However, 90 percent of the survey responses were recorded prior to the May 12th announcement to temporarily pause tariffs with China for 90-days. The uncertainty around tariffs makes it difficult for homebuilders to price homes. Also, buyer traffic is down to 23 with buyers having difficulty with affordability and elevated interest rates.¹²

New home sales in the US increased 10.9 percent in April and are running above the pre-pandemic average. Over the past year, sales are up 3.3 percent. However, the supply has declined, and the median price point is 2 percent lower than a year ago, but up 1 percent from the prior month. In the south, new home sales rose from 428,000 annualized units in March to 478,000 annualized units in April which is an 11.7 percent increase.¹³

Overall, the US housing market is being affected by affordability and elevated interest rates but is holding above pre-pandemic averages for new home sales and new residential construction.

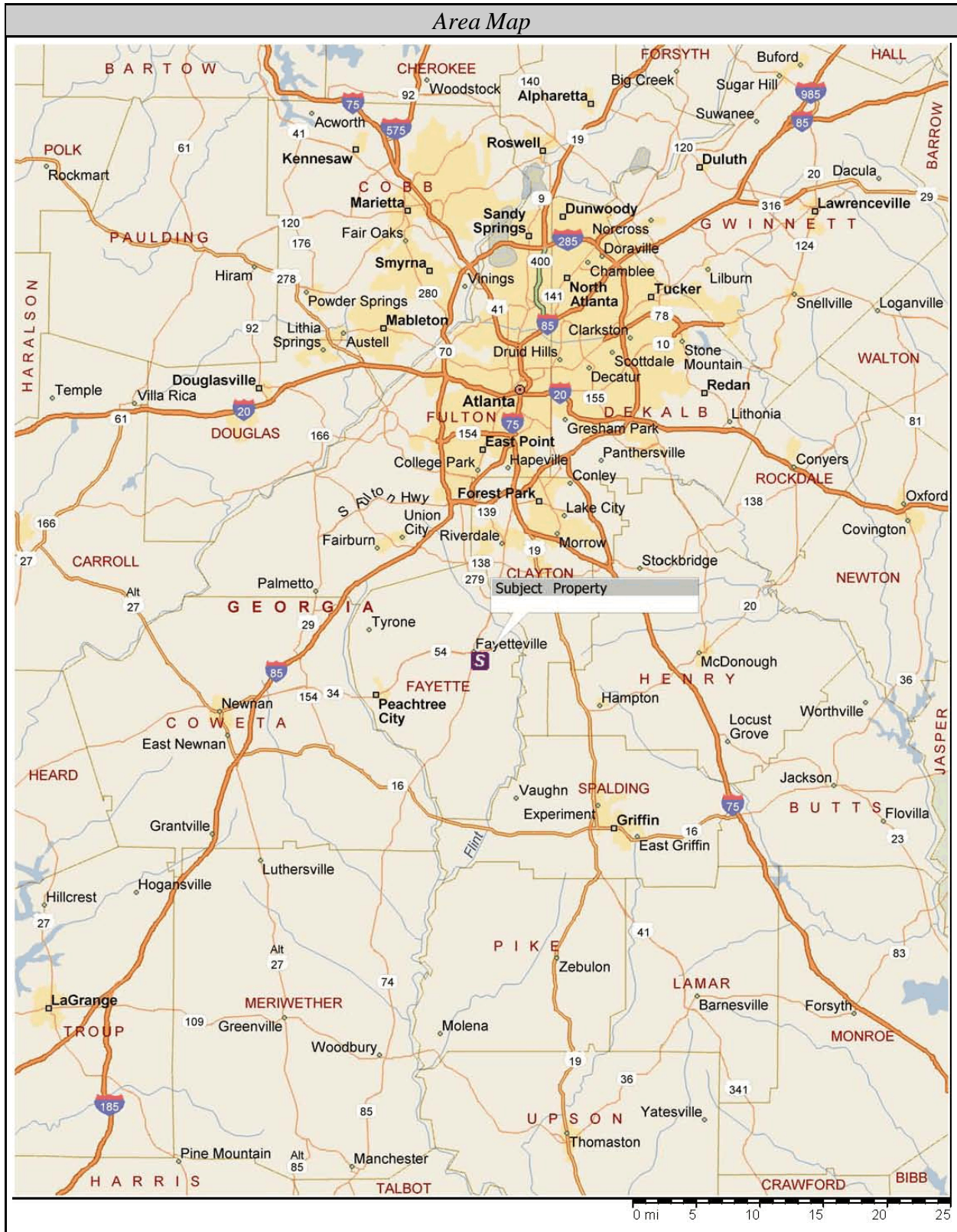
An area map is shown on the next page.

¹⁰Investor,kbhome.com

¹¹Moody’s Analytics, New Residential Construction

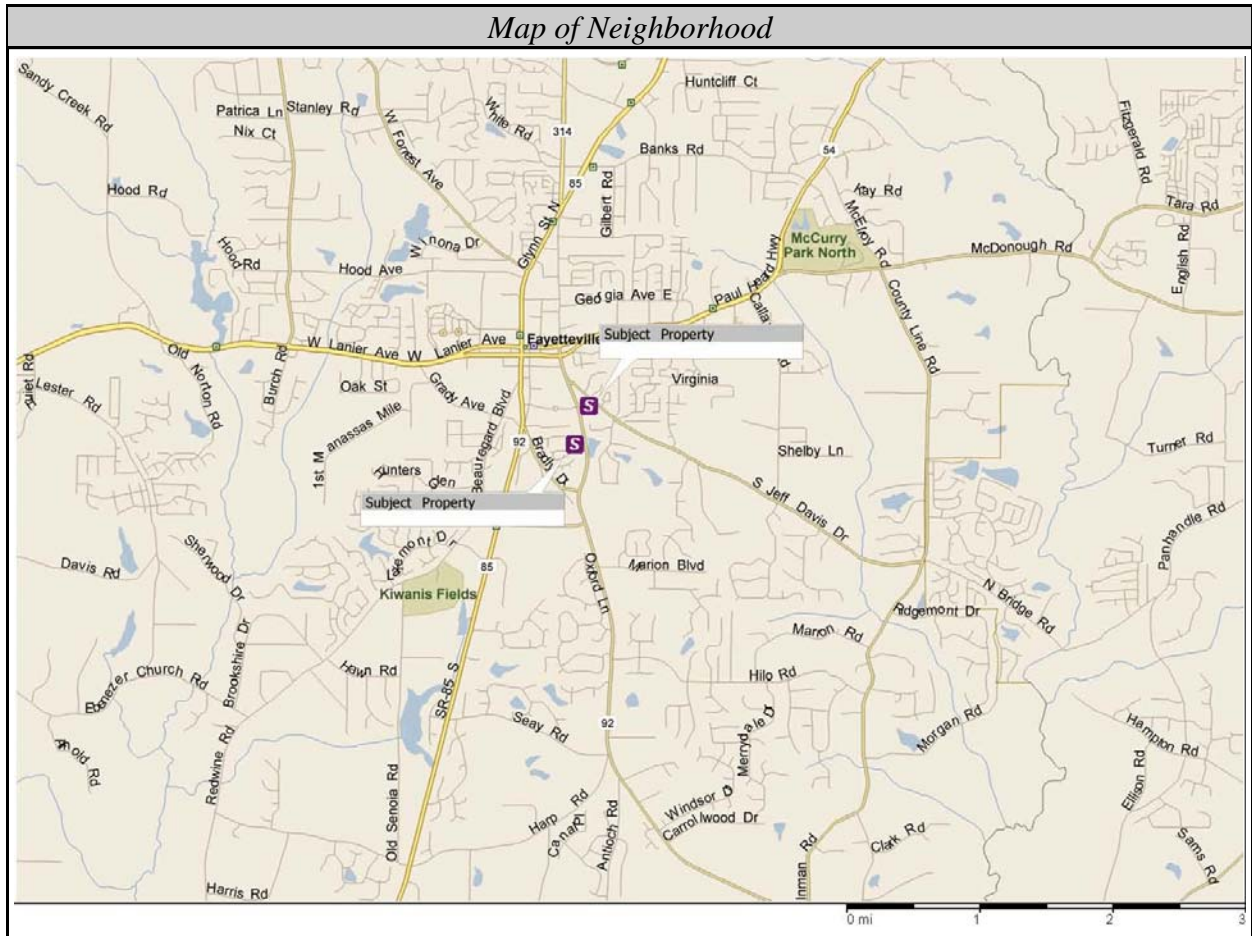
¹²Moody’s Analytics, NAHB Housing Market Index

¹³Moody’s Analytics, New-Home Sales



Neighborhood Analysis

The properties being appraised are located approximately 22 air-miles south of downtown Atlanta and within the city limits of Fayetteville. The subject neighborhood is considered to be bounded by West Lanier Ave to the north, Glynn Street to the west, County Line Road to the east, and Marion Boulevard to the south. The appraised properties' locations are marked on the map below.



The City was founded in 1823, and a courthouse square is the town's nexus. The circa 1825 Fayette County Courthouse is the oldest in Georgia and stands today in the center of the square. Many surrounding buildings date from the late 1800s to early 1900s, with the antebellum Holliday Dorsey Fife House preserved as a museum. City Center Park (8 acres) is adjacent to a new 34,000 square foot City Hall that was constructed in 2021. The park features playgrounds, splash pads, dog parks, walking trails, picnic pavilions, and an open space used for special events.

Downtown supports restaurants, shops, public art, green landscaping, and annual events such as the Dickens Tree Lighting, Art Shows, food tastings. The former City Hall now houses eateries (Rooted Café, Hummingbird Wine Bar), a pottery studio, and event space. Triumph Station revitalized a former school and bus barn into venues like "The Dottie," Line Creek Brewing, a BBQ spot, wine bar, and ice cream parlor. A new mixed-use development "Walton Fayetteville" adds walkable apartments with high-end finishes and proximity to downtown retail.

The following are commercial projects that are underway within 1 mile of the appraised property and they include retail, office and apartments.

<i>New Commercial Development</i>					
Property Name/ Address	City	Type	Size	SF Available	Asking Rent
305 Favor Rd	Fayetteville	Office	8,830 SF	-	Withheld
Meridian on the Square 150 N Glynn St	Fayetteville	Retail	18,500 SF	-	Withheld
Meridian on the Square 150 N Glynn St	Fayetteville	Apartments	221 Units	-	Withheld

Source: CoStar Group

Major surface roads traversing the city include State Highway 85/Glynn Street, State Highway 54/W Lanier Avenue and State Highway 92. State Highway 85 is a four- to six-lane thoroughfare that traverses the area in a north-south direction and connects to Clayton County and the cities of Jonesboro and Riverdale to the north. To the south, State Highway 85 provides access to south Fayette County. State Highway 54 bisects downtown Fayetteville in an east-west direction. This two- to four-lane thoroughfare connects the area to Peachtree City and Coweta County to the west and south Clayton County to the east. State Highway 92 is a two- to four-lane thoroughfare that traverses the city in a northwest-southeast direction and connects to S Fulton County and the cities of Fairburn and Union City to the north. To the south, State Highway 92 provides access to the city of Griffin in adjacent Spalding County.

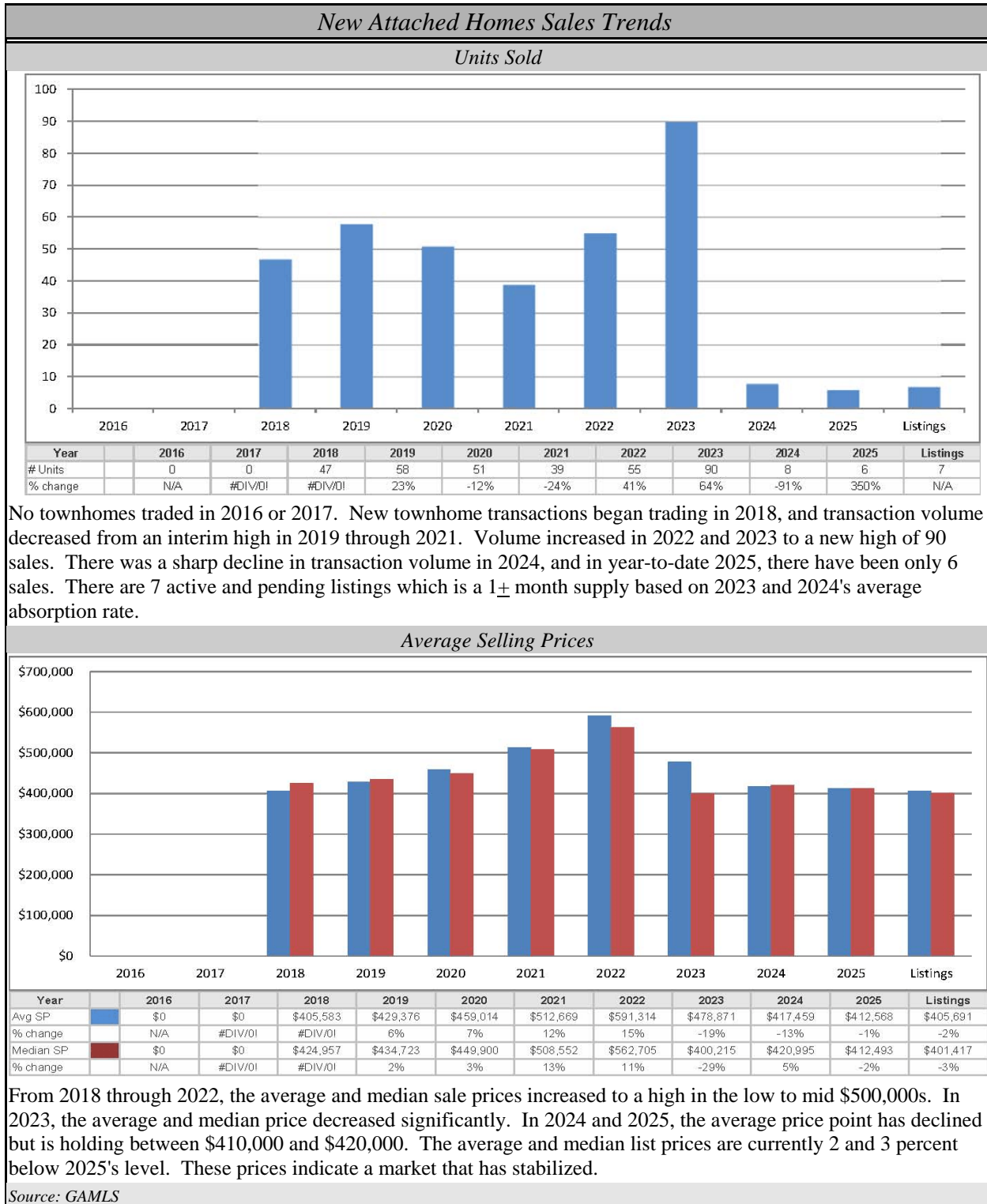
Schools

The assigned school for elementary-aged children is Spring Hill Elementary School, which is ranked 352 of 1,248 public elementary schools (28th percentile). The assigned middle school, Bennett’s Mill Middle School, is ranked 120 of 588 schools (20th percentile). Lastly, the assigned high school, Fayette County High School, is ranked 130 of 458 high schools (28th percentile). Therefore, these lots have access to above average schools which is a positive selling point to families with school-aged children.¹⁴

¹⁴www.schooldigger.com

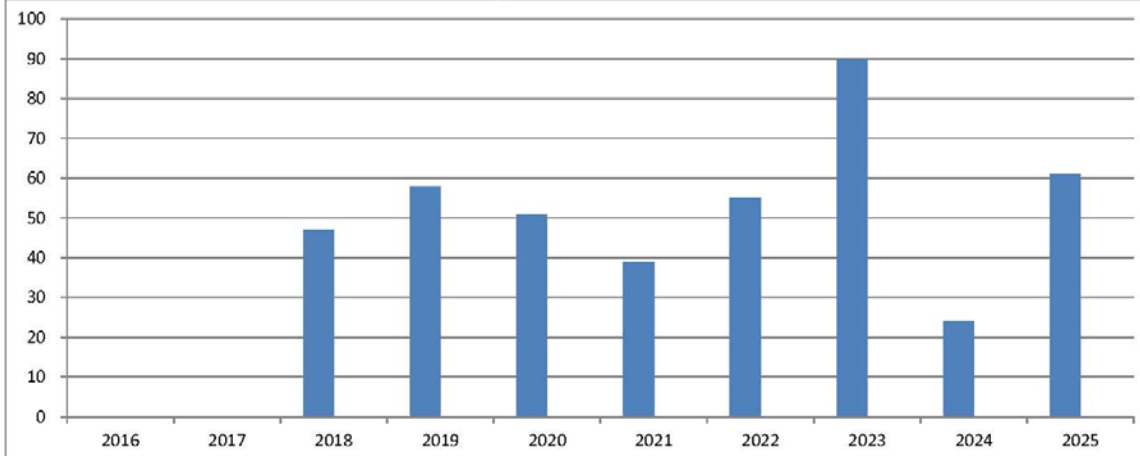
Neighborhood New Attached Home Sales Trends

Statistics from MLS for new attached home sales and listings from 2016 to 2025 in the Fayette County High School District are analyzed and discussed beginning below.



New Attached Homes Sales Trends - continued

Exposure Times



Year	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Avg DOM	0	0	47	58	39	55	90	24	61	
% change	N/A	N/A	#DIV/0!	23%	-12%	-24%	41%	64%	-73%	154%

From 2019 through 2021, the average exposure time declined but increased in 2022 and 2023. In 2024, the average exposure time reached a decade low at less than 1 month. In year-to-date 2025, the average exposure time increased but still only remains around 2 months which indicates there is favorable demand for new attached homes in this market.

Source: GMLS, June 10, 2025

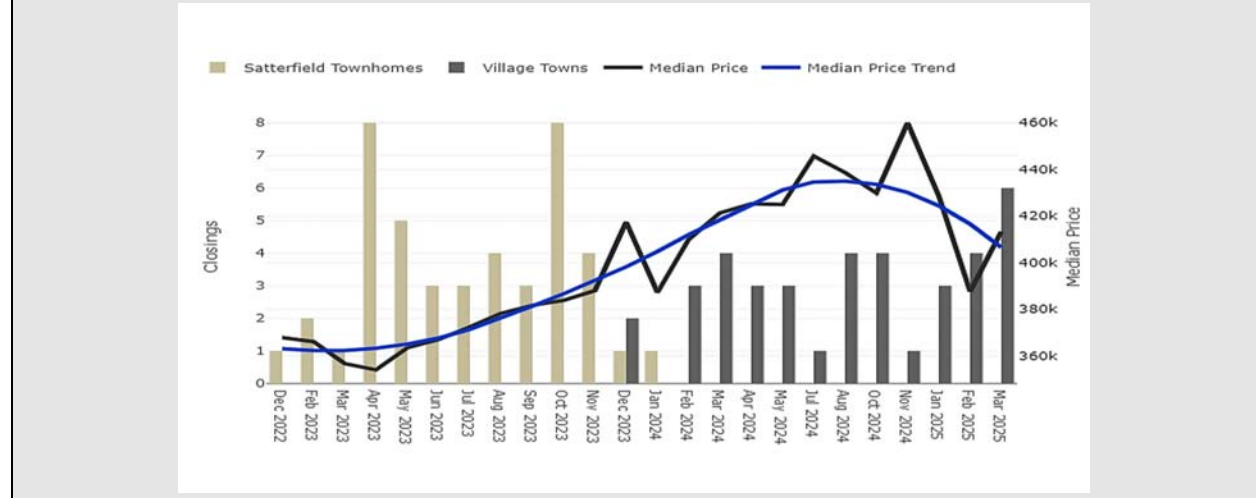
Statistics from Groundwork By Smart Data for new attached home sales in the Fayette County High School District are analyzed and discussed below and on the next page.

Fayette County High School District / New Homes Sales Trends - continued



As shown in the above chart, over the past 24 months, new attached homes were primarily priced between \$400,000 and \$450,000. New attached homes priced between \$350,000 and \$400,000 are the next largest segment.

Median New Attached Home Price Trend



As shown above, new attached home prices increased from 2023 through mid 2024. In early 2025, the median price declined sharply but appears to be tapering upward again. The median price line (blue) is trending downward. However, this data source has a two month lag time. Also, Smart Data shows a new attached home inventory of 6 units, and 8 units sold in the past year giving the macro area a 9 month supply. Also, the supply of available townhome lots in this high school district stands at 44 which is only a 20 month supply.

Source: Groundwork By Smart Data, June 10, 2025 Report

Demand Analysis

In this market, the main demand generators for townhomes are available financing, employment, demographics, traffic counts and access. Each are analyzed in an effort to forecast demand.

Financing

The Federal Reserve increased the Funds Rate numerous times in 2022 and 2023, and as a result, interest rates are off their 2021 lows and the prime lending rate has increased considerably. The 10 year yield rate peaked in 2023 and then contracted to 3.8 percent in 2024 in anticipation of rate cuts. The Fed cut interest rates ½ percent on September 18, 2024 and ¼ percent on November 6, 2024. Also, market participants are anticipating additional cuts in 2025. However, the bond market was holding at a rate near 4.5 percent (10 year bond) despite the Fed’s rate cuts, but in March 2025, the yield dropped to <4 percent amid tariff announcements and concerns about a tariff war. In April 2025, the 10 year yield ricocheted back to 4.5 percent due to weak bond auctions and is holding near 4.4 percent at this time. A reduction in interest rates should elevate demand, but the direction of lending rates is uncertain at this time.

Employment Data

Over the past year, Fayette County lost 272 jobs, and the labor force decreased by 169, resulting in a net increase of 18 basis points in the unemployment rate. Over the last few years, job growth has been mostly positive.

<i>Fayette County Employment Data</i>						
<u>Area</u>	<u>Employment Statistics</u>	<u>April 2025</u>	<u>December 2024</u>	<u>MTM Change</u>	<u>April 2024</u>	<u>YOY Change</u>
Fayette County	Civilian Labor Force	58,816	59,321	-505	58,985	-169
	Employed	57,125	57,210	-85	57,397	-272
	Unemployed	1,691	2,111	-420	1,588	103
	Unemployment Rate	2.88%	3.56%	-0.68%	2.69%	0.18%

Source: Georgia Department Of Labor

Traffic Counts

Parcel 0524 012 is exposed located at the corner of South Jeff Davis Drive and Jimmie Mayfield Boulevard and is exposed to around 8,300 vehicles per day along South Jeff Davis Drive. Jimmie Mayfield Boulevard does not have published traffic counts.¹

¹Site To Do Business

Neighborhood Demographics

Neighborhood demographics are discussed below.

<i>Neighborhood Demographic Profile - 3 Mile Radius</i>		
2024 Population		29,855
Annual Growth Rate 2010-2020		1.21%
Annual Growth Rate 2020-2024		0.87%
Projected Annual Growth 2024-2029		0.85%
2024 Households		11,199
Annual Growth Rate 2010-2020		1.26%
Annual Growth Rate 2020-2024		1.02%
Projected Annual Growth 2024-2029		1.15%
2024 Median Household Income		\$96,124
Projected Annual Growth of Median Inc 2024-2029	(Typical Historical Inflation - 1% to 3%)	2.07%
2024 Average Household Income		\$114,705
Projected Annual Growth of Avg Inc 2024-2029	(Typical Historical Inflation - 1% to 3%)	2.62%
Owner Occupied - Percent		71%
Median Home Value		\$327,798
<i>Source: U.S. Census Bureau, Census 2010 Summary File 1. ESRI forecasts for 2024 and 2029</i>		

As displayed above, the population and households in this neighborhood are projected to expand at annual rates of 0.85% and 1.15%, over the next few years. Median and average household incomes in this area are projected to be \$96,124 and \$114,705 in 2024, and the projected income growth over the next few years is above the range of historical inflation rates (1%-3%), indicating that a positive change in disposable income is forecast.

Demand Forecast

Most demand generators in the neighborhood are positive, and as a result, demand for townhomes should expand in 2025 at a pace that is commensurate with population growth.

Conclusion

In summary, the new home market in metro Atlanta appears to be stabilizing after a long upward cycle. The macro market is poised to remain stable into Q3 2025 due to a balanced supply; however, the market will remain tied to the economy, jobs market and interest rates. In high demand areas, existing lot inventories available for purchase by builders remain low in supply as inflation and high interest rates have resulted in less development.

New attached home transactions in the micro market decreased in 2024. The average and median prices have declined from their high in 2022 but held near stable from 2024 to date in 2025. There has been a limited supply of new attached homes available in this market. The new projects with homes priced competitively are being well received at this time.

An analysis of the projected new home price point begins on the following page.

New Home Price Point

In order to forecast a proposed new home price point, recent townhome sales from the Fayetteville area are analyzed, as shown below.

<i>Competitive Townhome Transactions</i>				
<i>Development</i>	<i>Median Price</i>	<i>Median Price/SF</i>	<i># of Units</i>	<i>Time Span</i>
<i>Active Listings - New Homes</i>				
1) Trilith	\$781,000	\$407	2	
2) Village Towns	\$400,000	\$219	7	
3) Cottages at East Lanier	\$322,977	\$269	3	
<i>Closed Transactions - New Homes</i>				
1) Trilith	\$800,000	\$417	3	12 months
2) Village Towns	<u>\$410,000</u>	\$210	7	12 months
Mean-New	\$542,795			
<i>Closed Transactions - Resales</i>				
1) Trilith	\$750,000	\$412	8	12 months
4) Lafayette Park	\$360,000	\$158	3	12 months
5) Habersham	<u>\$380,000</u>	\$162	1	12 months
Mean-Resale	\$496,667			

Source: MLS and FMLS

As shown above, there are 3 active new townhome developments in the Fayetteville market. Development 1 offers large luxury units that are priced around \$781,000. This development is located north of downtown in a more suburban setting. Development 2 is located on the west side of downtown and is priced in the low \$400,000s. This development is less convenient to downtown Fayetteville as compared to the appraised property. Development 3 offers a mixture of single-family homes, townhomes, duplexes, and micro cottages. These homes range from 625 to 1,537 square feet. This development is close in proximity and compares well to the subject land tracts. Of the resale closed transactions, there have been 3 in Development 4 and 1 in Development 5. Development 4 is located on the west side of the city and further in proximity to downtown than the subject tracts. These townhomes were constructed in the 1990s. Development 5 is located slightly north of downtown Fayetteville, but the homes were constructed in the 1980s.

Pulte Homes typically offers new attached homes ranging from 1,600 to 2,800 square feet in their Georgia developments. The subject properties have superior locations when compared to Development 2. Development 3 is a similar location, but the homes are significantly smaller and due to economies of scale, support a higher per square foot price. Developments 2 and 3 have an average price of \$244 per square foot. Therefore, a median projected new home price point of \$488,000 (2,000-sf avg townhome * \$244 per square foot) for the subject property is supported by the market data analyzed.

Exposure and Marketing Times

A requirement of *Uniform Standards of Professional Appraisal Practice* is to address Reasonable Exposure Time in Market Value opinions. Exposure time is defined as:

1. The time a property remains on the market.
2. The estimated 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.²

According to *Uniform Standards of Professional Appraisal Practice*:

The opinion may be expressed as a range and can be based one or more of the following:

- Statistical information about days on the market;
- information gathered through sales verification;
- and interviews of market participants.

A reasonable exposure period is a function of price, time and use, and not an isolated estimate of time alone.³

Sales 1, 5 and 6 traded with exposure times of 28, 690 and 1,083 days, respectively. Sale 6 had a prolonged escrow period due to needing a zoning change. According to CoStar Group, there have been 83 residential land transactions (up to 20 acres) in metro Atlanta that have sold with information available on exposure times in the past 2 years. These 83 sale transactions have average and median exposure times of 621 and 304 days. Based on this data, an exposure time for the subject facility is considered to be about 12 months and a marketing time of 12 months.

²*The Dictionary of Real Estate Appraisal*, 7th Edition, 2022, Appraisal Institute, Chicago, IL, pg 67-68

³Uniform Standards of Professional Appraisal Practice, Statement on Appraisal Standards No. 6

HIGHEST AND BEST USE

Highest and best use is defined as:

1. The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, an maximum productivity.
2. The use of an asset that maximizes its potential and that is possible, legally permissible, and financially feasible. The highest and best use may be for continuation of an asset’s existing use or for some alternative use. This is determined by the use that a market participant would have in mind for the asset when formulating the price that it would be willing to bid. (IVS)
3. [The] highest and most profitable use for which the property is adaptable and needed or likely to be needed in the reasonably near future. (*Uniform Appraisal Standards for Federal Land Acquisitions*)⁴

When selecting the highest and best use of a property, consideration must be given to the following:

1. Possible use - what uses of the site are physically possible?

Parcel 0524 009 - This tract has favorable accessibility and visibility for a residential user, and possible uses on a lot of this size would single or multi-family homes.

Parcel 0524 012 - This tract has favorable accessibility and visibility for a commercial or residential user, and possible uses on a lot of this size would be an office, retail, single or multi-family residential use.

2. Permissible use (legal) - what uses are legally permitted on the site?

Parcel 0524 009 - This tract is zoned R-40, Single Family Residential, by the City of Fayetteville, and the permitted uses are limited to low density single family residential. This is a legacy zoning that is intended for rural and outlying locations. This land will require a new zoning prior to development.

Parcel 0524 012 - This tract is zoned DMU-NR, Downtown Mixed Use-Neighborhood Residential, by the City of Fayetteville, and permitted uses include general retail, single family detached homes, cottages, duplexes, and multiplexes. For the full list of permitted uses, please see Exhibit 2.

3. Feasible use - which possible and permissible uses are financially feasible, i.e., will produce a net return to the owner of the site?

⁴*The Dictionary of Real Estate Appraisal*, 7th Edition, 2022, Appraisal Institute, Chicago, IL, pg 88-89
Buckhead Advisory Group, Ltd., Atlanta, Georgia-----

Parcel 0524 009 - The only feasible use is to hold the land as an interim investment until a high density residential zoning can be obtained.

Parcel 0524 012 - The feasible uses include general retail, high density residential development or hold the land as an interim investment.

4. Maximally productive use - of the financially feasible uses, what use which will produce the highest price, or value?

Parcel 0524 009 - The maximally productive and highest and best use for this property is to hold the land as an interim investment until a high density zoning can be obtained.

Parcel 0524 012 - The maximally productive and highest and best use for this property is high density residential development.

SALES COMPARISON APPROACH

The sales comparison approach is an appraisal technique in which the market value opinion is based on prices paid in actual market transactions. Sales comparison is a process of analyzing sales of similar properties. The reliability of this technique is dependent upon (1) the comparability of the sales, (2) the time of sale, (3) the verification of the sale data, and (4) the absence of unusual conditions affecting the sales.

Price Per Lot

A reliable unit of comparison for a land tract competitive to the appraised land is judged to be the sales price per lot. The "dollar per lot" is calculated by dividing a comparable property's sales price by the number of residential lots to be developed on the land. In the price per lot valuation, the subject land and each of the comparable sales were placed on a grid, and adjustments were made to each of the comparable's sales price per lot for all recognizable differences to formulate an indicated value for the land being appraised. As such, search parameters in terms of time and location were expanded to include land sales in similar metro Atlanta areas.

Adjustments

When compared to the subject property, the sales applied have recognizable differences and adjustments may be needed. When possible, quantitative adjustments are preferred over qualitative adjustments, as they can more accurately adjust the comparables' sales prices to help estimate a value for the subject property. To calculate quantitative adjustments, paired data analysis, statistical analysis, cost related adjustments and capitalization of income differences can be used.⁵ Adjustments calculated using paired data analysis involves pairing the sales used in the sales comparison approach with each other to assess the difference. Statistical analysis, cost related adjustments and capitalization of income differences are well suited alternatives that can be used as additional support or applied if paired data does not produce credible results.

The six land sales are analyzed on in the sales comparison grid on the following page. Full profiles are shown as Appendix B.

⁵*The Appraisal of Real Estate*, 14th Edition, 2013, Appraisal Institute, Chicago, IL, p 402
Buckhead Advisory Group, Ltd., Atlanta, Georgia-----

Land Sales Comparison Grid

Element	Subject	Sale 1	Sale 2	Sale 3	Sale 4	Sale 5	Sale 6						
Address/Location	Fayetteville Land Tracts	260 Lee Street, Fayetteville, GA	2037 Newnan X-ing Bypass, Newnan, GA	Highway 92, Douglasville, GA	Off Jonesboro Road, McDonough, GA	245 & 255 E Georgia Ave, Fayetteville, GA	E Lanier Ave, Fayetteville, GA						
Sale Price		\$700,000	\$3,528,000	\$1,480,000	\$5,510,000	\$575,000	\$900,000						
# Lots Planned	70	13	144	37	202	12	63						
Price/Lot		\$53,846	\$24,500	\$40,000	\$27,277	\$47,917	\$14,286						
<i>Transactional Adjustments</i>													
Property Rights	FS	FS	FS	FS	FS	FS	FS						
Financing		Cash =	Cash =	Cash =	Cash =	Cash =	Cash =						
Conds of Sale		Market	Market	Market	Market	Market	Market						
Expend after Sale		N/A	N/A	N/A	N/A	N/A	N/A						
Mkt Conditions		12/23	6/24	10/23	Pending	5/25	2/24						
Indicated Value Prior to Property Adjustments		\$53,846	\$24,500	\$/Lot \$40,000	\$27,277	\$47,917	\$14,286						
<i>Property Adjustments</i>													
Size/Lots	70	13	-11%	144	15%	37	-7%	202	26%	12	-12%	63	-1%
Location	Good	Good		Good		Good		Good		Good		Average	
Zoning	DMU-NR*	DMU-MUC		RMH		R-HD-C		MU, C-3		DMU-NR, DMU-TR		DMU-TR	
Shape	Irregular	Regular		Irregular		Irregular		Irregular		Irregular		Irregular	
Topography	Tapering	Level		Gently Sloping		Level		Gently Rolling		Level		Rear Sloping	
Site Improvements	Wooded	Old House		Wooded		Mostly Cleared		Wooded		Old Houses		Old Houses	
Avg Price Point	\$488K	N/A		\$345K	31%	\$340K	33%	\$353K	29%	N/A		\$323K	38%
Type Residence	Cottages/Att	Attached		Attached		Attached		Attached		Cottages, Attached		Cottages, Attached	
LVR	N/A	N/A		0.07		0.12		0.08		N/A		0.04	
Net Property Adjustments		-11%		46%		26%		55%		-12%		37%	
Adjusted \$/Lot		\$47,923		\$35,709		\$50,400		\$42,143		\$42,167		\$19,607	
▼													
Mean Price/Lot					\$39,658								
Median Price/Lot					\$42,155								

*The appraisal of Parcel 0524 009 is based on a hypothetical condition that zoning will allow high density residential development.

Discussion of Adjustments

Market Conditions - The appraised property is located in an area where developers are seeking land for high density subdivisions. Land prices were moving upward prior to the 2022 rate hikes. Also, the median new attached home price increased at an average rate of 4 percent per year from 2020 through 2024 in metro Atlanta. However, most of this growth took place in 2022 as the median new home price decreased 2 percent in 2023 and 2024. The median list price has declined 3 percent. Based on the foregoing, market conditions adjustments are not supported for Sales 1-5. The broker for Sale 6 stated that the land was in escrow for a prolonged period awaiting zoning approval. A market conditions adjustment could not be quantified for this difference, but market conditions are factored in the value conclusion.

Size - Due to economies of scale, a smaller land tract typically trades at a higher per lot price. Paired data sets indicate a 2 percent adjustment per a 10 lot difference. For example, Land Sale 1 is comprised of 13 lots and the adjustment is calculated as $(13 \text{ lots less } 70 = -57 \text{ lots}/10 * 2\% = -11\%)$.

Location and Price Point - The sales applied were drawn from areas of southwest metro Atlanta that are ranked similar in terms of overall location characteristics. There is some variance in price points between the proposed developments, and pairing the sales supports adjustments for differences in proposed new home price points. The price point adjustment is based on the difference between each comparable's projected new home price point and the \$488,000 median price point projected for the appraised lots. However, the data set does not support a dollar for dollar adjustment, and therefore, only $3/4$ of the difference is applied. The new home price point factors-in residence type as well as detached homes typically sell for more than attached homes.

New home price points are not available for Sales 1 and 5. These properties are located in downtown Fayetteville, and their locations will likely support a new home price point that is similar to the appraised land's potential price point.

Site Improvements - There are old houses on Sales 1, 5, and 6 that will need to be razed. The demolition costs are a small percentage of the overall development costs, and no adjustment is considered necessary for these structures.

Conclusion

As displayed on page 33, the land sales support a range of values from \$19,607 to \$50,400 per lot with a mean and median that bracket \$40,900. Sales 1, 5 and 6 are located in downtown Fayetteville and bracket a value of \$36,600 per lot, but as stated, Sale 6 was in escrow for a prolonged period awaiting zoning approval; therefore, Sales 1 and 5 support amounts of \$47,923 and \$42,167. Also, Land Sales 2, 3, 4 and 6 herein support lot-to-value ratios (LVR) of 0.04 to 0.12. Again, less emphasis is placed on Sale 6, and the other transactions support LVRs of 0.07, 0.12 and 0.08. Therefore, a value of \$45,000 per lot and an LVR of 0.09 are forecast, and the land value indication via direct sales comparison is calculated as displayed below.

<i>Land Value Indication</i>					Value Per Lot
Lots		Bulk LVR		New Home Price Point	Totals
70	*	0.090	*	\$488,000	= \$3,074,400
					\$44,500
70			*	\$45,000	= \$3,150,000

Therefore, it is my opinion that the hypothetical market value of Parcel 0524 009, as of June 6, 2025, is best expressed by the following amount:

\$44,500 Per Paper Lot

Also, it is my opinion that the market value of Parcel 0524 012, as of June 6, 2025, is best expressed by the following amount:

\$44,500 Per Paper Lot

Analysis of a Recent Offer

Pulte Homes made an offer to purchase parcel 0524 009 for \$50,000 per approved paper lot. The offer estimates a range of 60 to 80 paper lots. This offer is contingent upon the land disturbance permit and rezoning the land to permit townhomes. Due to the cost of holding the land during this process, a higher per lot value is justified.

Pulte Homes made an offer to purchase parcel 0524 012 for \$45,000 per approved paper lot. The offer estimates a range of 60 to 80 paper lots. This offer is contingent upon the land disturbance permit. This offer appears to be near market and adds a layer of support to our value opinion.

Assumptions and Limiting Conditions

The certification of the appraiser appearing in this appraisal report is subject to the following conditions and to such other specific and limiting conditions as are set forth by the Appraiser(s) in the report.

This analysis has relied on information provided which is assumed to be correct. Should significantly different information be indicated or discovered at a later date, this analysis should be reexamined.

The property is appraised free and clear of any or all liens or encumbrances unless otherwise stated. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless noncompliance is stated, defined, and considered in the appraisal report.

The appraiser is not an expert in the field of environmental hazards, so this appraisal report must not be considered as an environmental assessment of the property.

The appraiser is not a professional property inspector, and this appraisal report is not a property inspection. The appraiser only performed a visual observation of accessible areas and the appraisal report cannot be relied upon to disclose conditions and/or defects in the property. The client may wish to hire a professional property inspector for a more through analysis of the physical condition of the property.

The appraiser has made no survey of the property as I am not a surveyor and make no guarantees, express or implied, regarding this determination.

The appraiser assumes that there are no hidden or unapparent conditions of the property, subsoil or structures which would render it more or less valuable. The appraiser assumes no responsibility for any such conditions or for engineering which might be required to discover such factors.

Information, engineering, estimates, and opinions furnished to the appraiser and contained in this report were obtained from sources considered reliable and believed to be true and correct. However, no responsibility for accuracy of such items furnished can be assumed by the appraiser.

The appraiser is not qualified to detect the existence of hazardous materials or other harmful substances, nor the existence of environmentally protected plants and wildlife which may be present on or in the property. The presence of substances such as asbestos, urea-formaldehyde foam insulation, lead based paint, gases, or other potentially hazardous materials may affect the value of the property. The value opinion is predicated on the assumption that there are no such materials, substances, or environmentally protected plants, wildlife, etc., on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them.

It is assumed that the utilization of the land and improvements is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless

noted in the report. No test borings or type and analysis of sub-soils were made or caused to be made by the appraiser. Soil of the parcel under appraisal appears typical of the area and subsidence in the area is unknown. The appraiser, however, cannot warrant against such condition or occurrence.

The appraiser assumes no responsibility for matters of a legal nature affecting the property appraised or the title thereto, nor does the appraiser render any as to the title, which is assumed to be good and marketable.

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

The appraiser is not required to give testimony or appear in court because of having made this appraisal, with reference to the property in question, unless arrangements have been previously made thereof.

Any sketches, plans, or photographs appearing in this report are included to assist the reader in visualizing the property, and the appraiser assumes no responsibility for their accuracy or interpretive quality.

Any tracts that, according to survey, map or plat, indicate riparian and/or littoral rights, are assumed to go with the property unless easements or deeds are found by the appraiser to the contrary.

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

It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a nonconformity has been stated, defined, and considered in the appraisal report. It is assumed that all required licenses, certificates of occupancy, consents, or 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 opinion contained in this report is based.

Unless specifically stated in the report, the appraiser did not determine the flood plain status of the property appraised other than referencing flood plain maps published by the Federal Emergency Management Agency. If such data is available, it is recommended it be obtained prior to any development that might be contemplated.

Sub-surface rights (mineral, oil, or water) were not considered in this report.

The Americans with Disabilities Act of 1990 (ADA) went into effect in January 1992. The appraiser is not an expert with regard to the ADA requirements and have not made a specific compliance survey of the property under review. Neither the client nor the property owner has provided information indicating any impending improvements designed to meet the ADA requirement. In addition, the appraiser have not determined whether or not the subject property is in compliance and conformity with the various detailed requirements of the ADA. Therefore, this analysis does not consider possible non-compliance, if any, with the requirements of ADA in

estimating the value of the property.

Neither all nor part of the contents of this report, or copy thereof (conclusions as to property value, the identity of the appraiser, professional designations, reference to any professional appraisal organizations, or the firm with which he is connected) shall be used for any purposes by anyone but the applicant or his assigns without the previous written consent of the appraiser; nor shall it be conveyed by anyone to the public through advertising, public relations, news, sales, or other media, without the written consent and approval of the appraiser.

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

Consideration for preparation of this appraisal report is payment in full by the employer of all charges due the appraiser in connection herewith. Any responsibility by the appraiser for any part of this report is conditioned upon full and timely payment.

Certification of Appraiser(s)

I certify that, to the best of my knowledge and belief:

1. An appraisal and personal inspection have been made of a mixed use land tract and a residential land tract located at S Jeff Davis Dr and Jimmie Mayfield Blvd, Fayetteville, Georgia 30214 & 30215.
2. My engagement in this assignment was not contingent upon developing or reporting predetermined results. My 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 the appraisal.
3. The statements of fact contained in the report are true and correct. No pertinent information has knowingly been withheld.
4. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial and unbiased professional analyses, opinions, and conclusions.
5. I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest with respect to the parties involved.
6. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
7. The reported analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
8. My analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.
9. My analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the Georgia Real Estate Appraiser Classification and Regulation Act and the Rules and Regulations of the Georgia Real Estate Appraisers Board.
10. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
11. I have made a personal inspection of the property that is the subject of this report on June 6, 2025. My firm and I have performed no other services, as 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.
12. Tiffany Smith, Appraiser Trainee (License #406308), provided significant real property appraisal assistance to the person(s) signing this report. Tiffany Smith did not make a personal inspection of the property.
13. The Appraisal Institute conducts a voluntary program of continuing education for their designated members. As of the date of this report, I, J. Michael Smith, have completed the continuing education program for Designated Members of the Appraisal Institute.
14. The State of Georgia conducts voluntary licensing of real estate appraisers. As of the date of this report, I, J. Michael Smith, have completed all requirements for education, appraisal experience, and testing, and I hold a valid license as Certified Real Estate Appraiser (License #000226). The use of this report is subject to the requirements of the State of Georgia relating to review by the Real Estate Appraisal Board.



Buckhead Advisory Group, LTD
J. Michael Smith, MAI, SRA
Certified General Appraiser #CG 000226

Appendix A - Property Photographs

Parcel 0524 009



Property Photographs - continued

Parcel 0524 012



Property Photographs - continued

Street Scenes (S Jeff Davis Dr on the right and Jimmie Mayfield Blvd on the left)



Appendix B - Competitive Sales

Land Sale 1)

Location: 260 Lee Street, Fayetteville, GA



Transaction Data

Grantor:	Lee Street, LLC	Sales Price:	\$700,000
Grantee:	Johnnie Boima Cannon	Land Size (Acres):	1.55
Date of Sale:	12/13/2023	Price Per Acre:	\$451,613
Financing:	Bank Note	Price Per Land SF:	\$10.37
Deed Ref:	Deed Book 5680 pg 77	Lots:	13
Source:	Broker, CoStar, Site Visit, Deed, County Records	Price per lot:	\$53,846
Exposure Time	28 Days	Zoning:	DMU-MUC
		Planned Density:	8.39

Remarks

This transaction consists of a 1.55± acre land tract along Lee Street in Fayetteville. The 1.55 acre site was improved with a dated residence at the time of sale and sold for land value. The buyer plans to raze the residence and redevelop the land with a mix of commercial and residential lots. There will be 11 residential lots and 2 commercial lots after development. No other transactions involving this property were noted within one year of its sale date.

Land Sale 2)

Location: 2037 Newnan Crossing Bypass, Newnan, Coweta County



Transaction Data

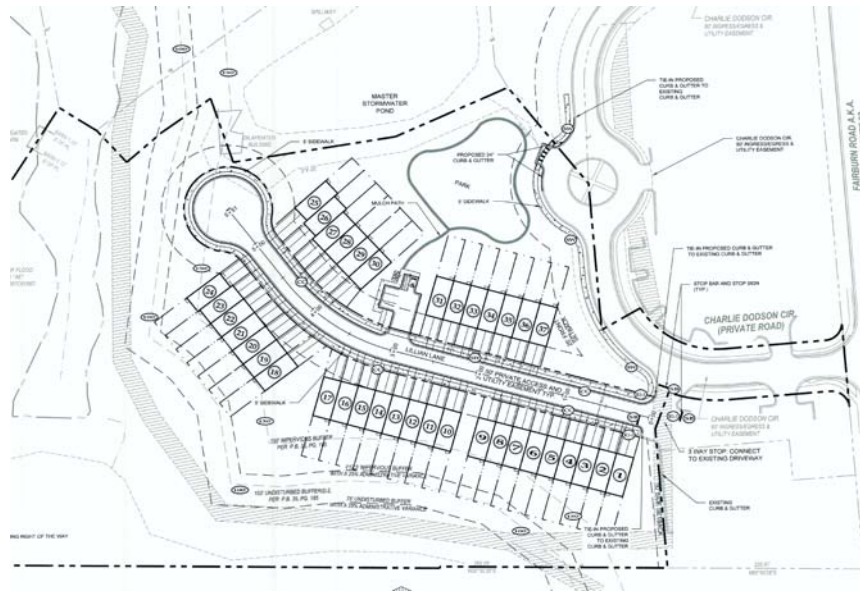
Grantor:	Cates Family Partner	Sales Price:	\$3,528,000
Grantee:	Newnan Crossing 35, LLC	Land Size (Acres):	44.6
Date of Sale:	06/06/2024	Price Per Acre:	\$79,103
Financing:	Bank Note	Lots:	144
Deed Ref:	Deed Book 5677, Page 1378	Price per lot:	\$24,500
Source:	CoStar, Deed, Site Plan, and County Records	Zoning:	RMH
		Planned Density:	3.23

Remarks

This transaction consists of a 44.6 acre land tract that is to be developed with 144 attached lots. We are not privy to the developer’s proposed new home price point, but a price near the average of the other new attached homes in the area is forecast or \$345,000. This land sale has an LVR of 0.07. At the time of sale, the land was wooded and gently sloping. No other transactions involving this property were noted within one year of its sale date.

Land Sale 3)

Location: Highway 92 / Fairburn Road, Douglasville, Douglas County



Transaction Data

Grantor:	Blue River Development Acquisitions	Sales Price:	\$1,480,000
Grantee:	DNSB, LLC	Land Size (Acres):	9.63
Date of Sale:	10/27/2023	Price Per Acre:	\$153,686
Financing:	Cash to seller	Lots:	37
Deed Ref:	Deed Book 4283, Page 948	Price per lot:	\$40,000
Source:	Buyer, Settlement Statement, Site Plan, and County Records	Zoning:	R-HD-C
		Planned Density:	3.84

Remarks

This transaction consists of a 9.63 acre land tract that is to be developed with 37 attached lots. The estimated the new home price point for this development is \$340,000. This property has a LVR of 0.12. The land was in double escrow and traded from Sherrie Robinson Stephens to Blue River Development Acquisitions for \$425,000.⁶ Blue River Development Acquisitions obtained the zoning and entitlements which adds value to the land. The land was mostly cleared at the time of sale, and the topography is level. No other transactions involving this property were noted within one year of its sale date.

⁶Deed Book 4285; Page 935

Land Sale 4)

Location: Off Jonesboro Road, McDonough, GA, Henry County

Confidential

Transaction Data

Grantor:	Confidential	Sales Price:	\$5,510,000
Grantee:	Confidential	Land Size (Acres):	20.65
Date of Sale:	Pending	Price Per Acre:	\$266,828
Financing:	Cash to seller	Lots:	202
Deed Ref:	Pending	Price per lot:	\$27,277
Source:	Buyer, Contract, Site Plan, and County	Zoning:	MU and C-3
	Records	Planned Density:	9.78

Remarks

This transaction consists of a 20.65 acre land tract that is to be developed with 202 attached lots. The projected new home price point for this development is \$353,000. This property has a LVR of 0.08. The land is wooded, and the topography is gently rolling. The property is in double escrow, and the above pending transaction is the second leg. No other transactions involving this property were noted within one year of its sale date.

Land Sale 5)

Location: 245 and 255 East Georgia Avenue, Fayetteville, GA



Transaction Data

Grantor:	245 E Georgia Ave, LLC et al	Sales Price:	\$575,000
Grantee:	Unity Partners Acquisition, LLC	Land Size (Acres):	1.5
Date of Sale:	05/30/2025	Price Per Acre:	\$383,333
Financing:	Bank Note	Price Per Land SF:	\$8.80
Deed Ref:	Deed Book 5837 pg 372 and 374	Lots:	12
Source:	Broker, CoStar, Broker's Flyer, Deed, and County Records	Price per lot:	\$47,917
Exposure Time:	690 days	Zoning:	DMU-TR and DMU-NR
		Planned Density:	8.00

Remarks

This transaction consists of a 1.5± acre land tract. The zoning permits up to 12 attached homes or cottages. There were two old office buildings/residences on the property at the time of sale. The site has an irregular shape and level topography. No other transactions involving this property were noted within one year of its sale date.

Land Sale 6)

Location: East Lanier Avenue, Fayetteville, GA



Transaction Data

Grantor:	Jane P Strickland	Sales Price:	\$900,000
Grantee:	Peachtree Building Group, LLC	Land Size (Acres):	8.34
Date of Sale:	02/28/2024	Price Per Acre:	\$107,914
Financing:	Cash	Price Per Land SF:	\$2.48
Deed Ref:	Deed Book 5699 pg 256	Lots:	63
Source:	Broker, MLS, Deed, and Website	Price per lot:	\$14,286
Exposure Time:	1,083 Days	Zoning:	DMU-TR
		Planned Density:	7.55

Remarks

This transaction consists of a 8.34 acre land tract that is being developed with 63 detached lots. The homes are a mix of single-family homes, townhomes, duplexes, and micro cottages. The active homes have a median list price of \$323,000. There was an old home and garage on the site at the time of sale that were uninhabitable. The buildings have been razed, and redevelopment has started. This property has a LVR of 0.04. The broker stated that the property was in escrow for a prolonged period awaiting zoning approval. No other transactions involving this property were noted within one year of its sale date.

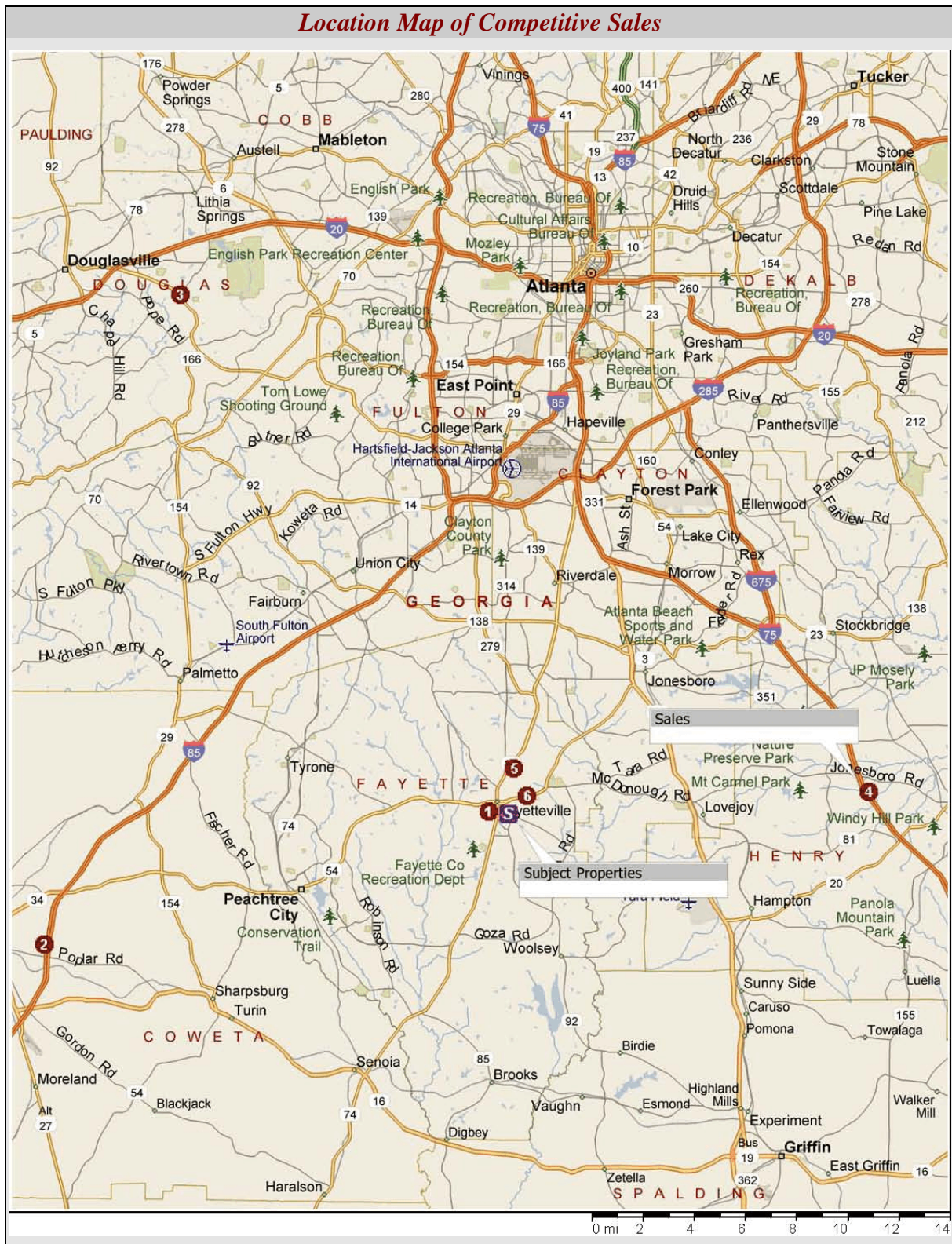


Exhibit 1 - Legal Description

TRACT D. 14.6 acres located on South Jeff Davis Drive and Jimmie Mayfield Boulevard, Fayetteville, Fayette County, Georgia

RTV: LOYD HALL BLACK, JR.(as to a partial undivided interest)

Vesting Deed: Deed Book 1701, pages 310-316 (Exhibit A)

Legal Description: All those tracts or parcels of land lying and being in Land Lots 103 and 122 of the 5th District of Fayette County, Georgia and being more particularly described as follows: TRACT ONE: From the point of intersection of the southerly right of way of Johnson Avenue (at this point a forty (40') foot right of way) with the westerly right of way of Jeff Davis Drive (at this point a seventy (70') foot right of way) as these rights of way existed at April 29, 1988, run thence along the westerly right of way of Jeff Davis Drive in an arc to the left a distance of 835.55 feet (said arc having a chord distance of 824.81 feet and running South 30^o 58' 33" East) to a point on the westerly right of way of said Jeff Davis Drive, which is sixty feet in width at said point; run thence along the westerly right of way of Jeff Davis Drive South 46^o 55' 19" East a distance of 27.69 feet to an iron pin set, said iron pin being the Point of Beginning; and running thence from said Point of Beginning along the westerly right of way of Jeff Davis Drive South 46^o 55' 19" East a distance of 964.71 feet to a one inch O. T. found; running thence South 19^o 33' 13" West a distance of 771.10 feet to an iron pin set; running thence South 75^o 32' 26" West a distance of 50.21 feet to an iron pin set; running thence South 03^o 40' 04" West a distance of 304.00 feet to a #4 rebar found; running thence South 00^o 22' 48" West a distance of 17.49 feet to an iron pin set; running thence South 87^o 08' 37" West a distance of 48.06 feet to an iron pin set on the easterly right of way of the Georgia Highway 92 Connector (Jimmy Mayfield Boulevard); running thence North 08^o 34' 27" West a distance of 540.63 feet to a point on the easterly right of way of said Georgia Highway 92 Connector; running thence in an arc to the left along the easterly right of way of said Georgia Highway 92 Connector a distance of 565.47 feet (said arc having a chord distance of 564.60 feet on a bearing of North 14^o 05' 04" West and a radius of 2939.79 feet) to a point; running thence along the easterly right of way of said Georgia Highway 92 Connector North 19^o 35' 42" West a distance of 639.79 feet to an iron pin set; running thence North 70^o 24' 18" East a distance of 103.00 feet to an iron pin set; and running thence from said iron pin set 5.47 feet to the Point of Beginning.

TRACT TWO: From the Point of Beginning of the above-described Tract One run along the westerly right of way of Jeff Davis Drive South 46^o 55' 19" East a distance of 964.71 feet to a one inch O.T. found; run thence South 19^o 33' 13" West a distance of 771.10 feet to an iron pin set; run thence South 75^o 32' 26" West a distance of 50.21 feet to an iron pin set; run thence South 03^o 40' 04" West a distance of 304.00 feet to a #4 rebar found; run thence South 00^o 22' 48" West a distance of 17.49 feet to an iron pin set; run thence South 87^o 08' 37" West a distance of 48.06 feet to an iron pin set on the easterly right of way of the Georgia Highway 92 Connector (Jimmy Mayfield Boulevard); run thence South 87^o 08' 37" West a distance of 30.38 feet to a point; run thence North 14^o 38' 19" West a distance of 156.84 feet to a point; run thence North 88^o 07' 42" West a distance of 104.94 feet to an iron pin set on the westerly right of way of said Georgia Highway 92 Connector said iron pin being the Point of Beginning of Tract Two; and running thence North 88^o 07' 42" West a distance of 55.17 feet to a one-half inch O. T. found; running thence North 01^o 57' 27" West a distance of 455.41 feet to an iron pin set on the westerly right of way of said Georgia Highway 92 Connector; running thence along the westerly right of way of said Georgia Highway 92 Connector in an arc to the right a distance of 99.79 feet to a point (said arc having a chord distance of 99.78 feet on a bearing of South 09^o 35' 56" East and a radius of 2789.79 feet);

running thence along the westerly right of way of said Georgia Highway 92 Connector South $08^{\circ} 34' 27''$ East a distance of 362.61 feet to the Point of Beginning of Tract Two.

Tract One and Tract Two are described on that certain plat of survey prepared by 2020 Surveying Company for 3B/The Black Group dated March 15, 1988, and amended April 29, 1988, and August 24, 1990, which plat of survey is incorporated herein by reference.

Tax Map Parcel No. 0524 012

TRACT E. 14 acres located on Jimmie Mayfield Boulevard, Fayetteville, Fayette County, Georgia

RTV: LOYD HALL BLACK, JR.(as to a partial undivided interest)

Vesting Deed: Deed Book 1701, pages 310-316 (Exhibit B)

Legal Description: All those tracts or parcels of land lying and being in Land Lots 102 and 103 of the 5th District of Fayette County, Georgia and being more particularly described as follows:

TRACT ONE: Beginning at an iron pin found on the land lot line separating Land Lots 102 and 103 of said 5th District a distance of 199.00 feet northerly from the point of intersection of Land Lots 102, 103, 91, and 90 and from said Point of Beginning running North $88^{\circ} 37' 56''$ West a distance of 236.00 feet to an iron pin found; running thence North $01^{\circ} 54' 22''$ East a distance of 417.80 feet to an iron pin set; running thence South $87^{\circ} 50' 30''$ East a distance of 478.23 feet to a one inch pipe found; running thence North $02^{\circ} 45' 57''$ East a distance of 304.67 feet to an axle found; running thence North $87^{\circ} 08' 37''$ East a distance of 578.30 feet to an iron pin set on the westerly right of way of Georgia Highway 92 Connector; running thence along the westerly right of way of said Georgia Highway 92 Connector South $08^{\circ} 34' 27''$ East a distance of 769.92 feet to an iron pin set; running thence North $88^{\circ} 37' 56''$ West a distance of 963.20 feet to the Point of Beginning;

TRACT TWO: From the Point of Beginning of the above-described Tract One run South $88^{\circ} 37' 56''$ East a distance of 963.20 feet to an iron pin set; run thence along the westerly right of way of said Georgia Highway 92 Connector North $08^{\circ} 34' 27''$ West a distance of 769.92 feet to an iron pin set; run thence North $87^{\circ} 08' 37''$ East a distance of 150.75 feet to an iron pin set, said iron pin being the Point of Beginning of Tract Two; and running thence North $87^{\circ} 08' 37''$ East a distance of 48.07 feet to an iron pin set; running thence South $00^{\circ} 22' 48''$ West a distance of 134.25 feet to an iron pin found; running thence South $10^{\circ} 34' 38''$ East a distance of 52.77 feet to an iron pin set; running thence South $80^{\circ} 41' 48''$ West a distance of 28.78 feet to an iron pin set; running thence North $08^{\circ} 34' 27''$ West a distance of 190.50 feet to the Point of Beginning.

Tract One and Tract Two are described on that certain plat of survey prepared by 2020 Surveying Company for 3B/The Black Group dated March 15, 1988, and amended April 27, 1988, and August 24, 1990, which plat of survey is incorporated herein by reference.

Tax Map Parcel No. 0524 009

Exhibit 2 - Mixed Use Zoning Ordinance

ARTICLE 3. MIXED USE DISTRICTS.

DIVISION 1. GENERAL PROVISIONS.

Sec. 203.1. Purpose.

This article outlines the Mixed Use Zoning Districts and contains basic information pertaining to land use regulation and spatial requirements for buildings and lots.

Sec. 203.2. - 5. Reserved.

DIVISION 2. DOWNTOWN MIXED USE ZONING DISTRICT AND ASSOCIATED SUBDISTRICTS.

Sec. 203.6. DMU - Downtown Mixed Use.

The Downtown Mixed Use (DMU) Zoning District is established to protect and cultivate the unique environment of Fayetteville's historic downtown and surrounding residential neighborhoods. The district is envisioned as the community's commercial, civic, cultural, and transportation hub and includes spaces for public gatherings, civic and cultural events, and public art, while providing opportunities for infill development surrounding the historic downtown.

The DMU District is intended to preserve, protect, and enhance the unique character of the city's downtown neighborhoods, corridors and business districts as they complement the Courthouse Square. The district allows for a wide range of uses and encourages vertical mixed use development while providing standards related to building massing, form, architectural features, and their relationship to the public realm.

Rather than being based on principles of Euclidean zoning (i.e., separating land uses by type - residential commercial, retail, industrial, etc. with associated dimensional standards), development within the Mixed Use District achieves this by regulating building types, building envelopes, and building frontage types within 8 distinct subdistricts.

The DMU district is designed and intended to promote the goals and objectives identified within the 2021 Livable Centers Initiative (LCI) Moving Fayetteville Forward planning study, the 2022 Downtown Fayetteville Visioning Plan, and the 2022 Update to the city's Comprehensive Plan (as amended), each of which envisions a unique, creative and walkable mix of retail, commercial, civic and residential uses throughout the downtown core.

Sec. 203.7. Establishment of subdistricts.

The DMU District is further subdivided into eight (8) subdistricts, each of which includes an intent statement describing the general vision for the future of that subdistrict with respect to development, scale, open space and other attributes.

The following subdistricts are hereby established and are collectively referred to as the Downtown Mixed Use District:

1. Historic Core (DMU-HC)
2. Mixed-Use Core (DMU-MUC)
3. Gateway Commercial (DMU-GC)
4. Mixed-Use Neighborhood (DMU-MUN)
5. Boulevard Commercial (DMU-BC)
6. Transitional Residential (DMU-TR)
7. Neighborhood Residential (DMU-NR)
8. Open Space and Conservation (DMU-OS)

Sec. 203.8. - 11. Reserved.

DIVISION 3. SCHEDULE OF USES.

Sec. 203.12. Permitted uses.

Land and buildings in the Downtown Mixed Use District shall only be used in accordance with schedule of land uses below.

- Principal use (P). Authorized by-right, subject to all other applicable provisions of this ordinance.
 Accessory use (P+) Authorized subject to supplemental use regulations as identified in the referenced section.
 Conditional use (C). Authorized pursuant to supplemental regulations identified in the referenced section and in accordance with the provisions of Sec. 207.26.
 Not Permitted. A blank cell indicates the specified use is not permitted.

Schedule of land uses: Downtown Mixed Use District									
Use	DMU-HC	DMU-MUC	DMU-GC	DMU-MUN	DMU-BC	DMU-TR	DMU-NR	DMU-OS	See Section
Accommodations, hospitality and entertainment									
Bed and breakfast	C	C	C	C	C	C	C		207.27.
Commercial indoor recreation facility	P	P	P	P	P				
Event center	P	P	P	P	P				
Hotel	P	P	P						
Maker space	P	P	P	P	P	P	P		
Microbrewery	P	P	P		P				
Restaurant	P	P	P	P	P				
Short-term rental	C	C	C	C	C	C	C		207.28.
Tap house/brewpub/wine bar	P	P	P	P	P	P	P		
Theater	P	P	P	P					

Schedule of land uses: Downtown Mixed Use District

Use	DMU-HC	DMU-MUC	DMU-GC	DMU-MUN	DMU-BC	DMU-TR	DMU-NR	DMU-OS	See Section
Civic and institutional									
Park	P	P	P	P	P	P	P	P	
Place of worship	C	C	C	C	C	C	C	C	207.34.
School (K-12), private	C	C	C	C	C	C	C	C	207.35.
School (K-12), public	P	P	P	P	P	P	P	P	
School, college or university	P	P	P	P	P	P	P	P	
Group living									
Adult day center			C		C				207.40.
Assisted living/memory care facility			C						207.41.
Community living arrangement					C	C	C		207.42.
Narcotic treatment facility			C						207.43.
Personal care home					C	C	C		207.44.
Skilled nursing facility			C						207.45.
Office and services									
Animal services			P						
Child daycare facility			P	P	P	P	P		207.51.
Child daycare home	P+	P+		P+	P+	P+	P+		207.9.
Customary home occupation	P+	P+	P+	P+	P+	P+	P+		207.8.
Fitness club	P	P	P	P	P	P			
Funeral home and accessory crematory			P		P				
Office, professional	P	P	P	P	P	P			
Personal services	P	P	P	P	P				
Retail and commercial.									
General retail (single tenant <16,000 SF)	P	P	P	P	P	P	P	P	
General retail, single tenant >16,001 SF)			P						
General retail, outdoor display and sales	P+	P+	P+			P+			207.12.
Nurseries and greenhouses						P			
Industrial and infrastructure									
Essential public services and utilities	P	P	P	P	P	P	P	P	
Small wireless facilities in the public right-of-way	C	C	C	C	C	C	C	C	207.71.
Wireless communication facility	C	C	C	C	C	C	C	C	207.70.

Sec. 203.13. Specific uses not permitted within the DMU District.

The following uses shall not be permitted within the DMU District:

1. Animal daycare, boarding or kennels.
2. Auto parts stores.
3. Automobile rental.
4. Automobile dealerships.
5. Automobile service or repair.
6. Bail bonds establishments.
7. Blood/plasma facilities.
8. Convenience stores with gasoline and diesel fuel sales.
9. Drive-thru facilities for automated teller machines, banks and pharmacies.
10. Dry cleaning plants and/or commercial laundry facilities without a storefront.
11. Junkyards and/or salvage operations.
12. Pawn shops.
13. Restaurants with a drive-thru.
14. Self-storage facilities.
15. Sexually-oriented businesses.
16. Small box discount stores.
17. Small loan businesses.
18. Teen club.
19. Tire sales and/or repair.
20. Vapor cigarette sales.

Sec. 203.14. Permitted building types.

The following table identifies the building types permitted within the DMU district. A blank cell indicates that

Schedule of permitted building types: Downtown Mixed Use District									
Building type	DMU-HC	DMU-MUC	DMU-GC	DMU-MUN	DMU-BC	DMU-TR	DMU-NR	DMU-OS	See Section
Building types - Residential									
House		P		P	P	P	P		203.41.
Carriage House		P		P	P	P	P		203.42.
Cottage Court		P		P	P	P	P		203.43.
Duplex		P		P	P	P	P		203.44.
Multiplex (Fourplex)	P	P		P	P	P	P		203.45.
Multiplex (Five to Twelve units)		P							203.46.
Townhouse (Attached)				P		P			203.47.
Townhouse (Stacked)	P	P		P		P			203.48.
Courtyard Building				P	P	P			203.49.

building type is not permitted. Refer to Sec. 203.32. for information specific to each building type.

Schedule of permitted building types: Downtown Mixed Use District

Building type	DMU-HC	DMU-MUC	DMU-GC	DMU-MUN	DMU-BC	DMU-TR	DMU-NR	DMU-OS	See Section
Building types - mixed use									
Main Street Building	P								203.50.
Live/Work Building	P	P		P	P	P			203.51.
Mixed Use Building		P		P					203.52.
Building types - commercial									
Commercial House	P	P			P				203.53.
Commercial Building (Small)	P	P	P		P				203.54.
Commercial Building (Prominent)			P						203.55.
Mixed Commercial Building		P	P						203.56.
Flex Commercial Building			P						203.57.
Building type - civic									
Civic Building (Small)	P	P	P	P	P	P	P		203.58.
Civic Building (Prominent)	P	P	P	P	P	P	P		203.59.

Sec. 203.15. - 16. Reserved.

DIVISION 4. DMU DISTRICT DEVELOPMENT GUIDELINES.

Sec. 203.17. How to use the DMU District Development Guidelines.

This Article is intended to be used in the following manner:

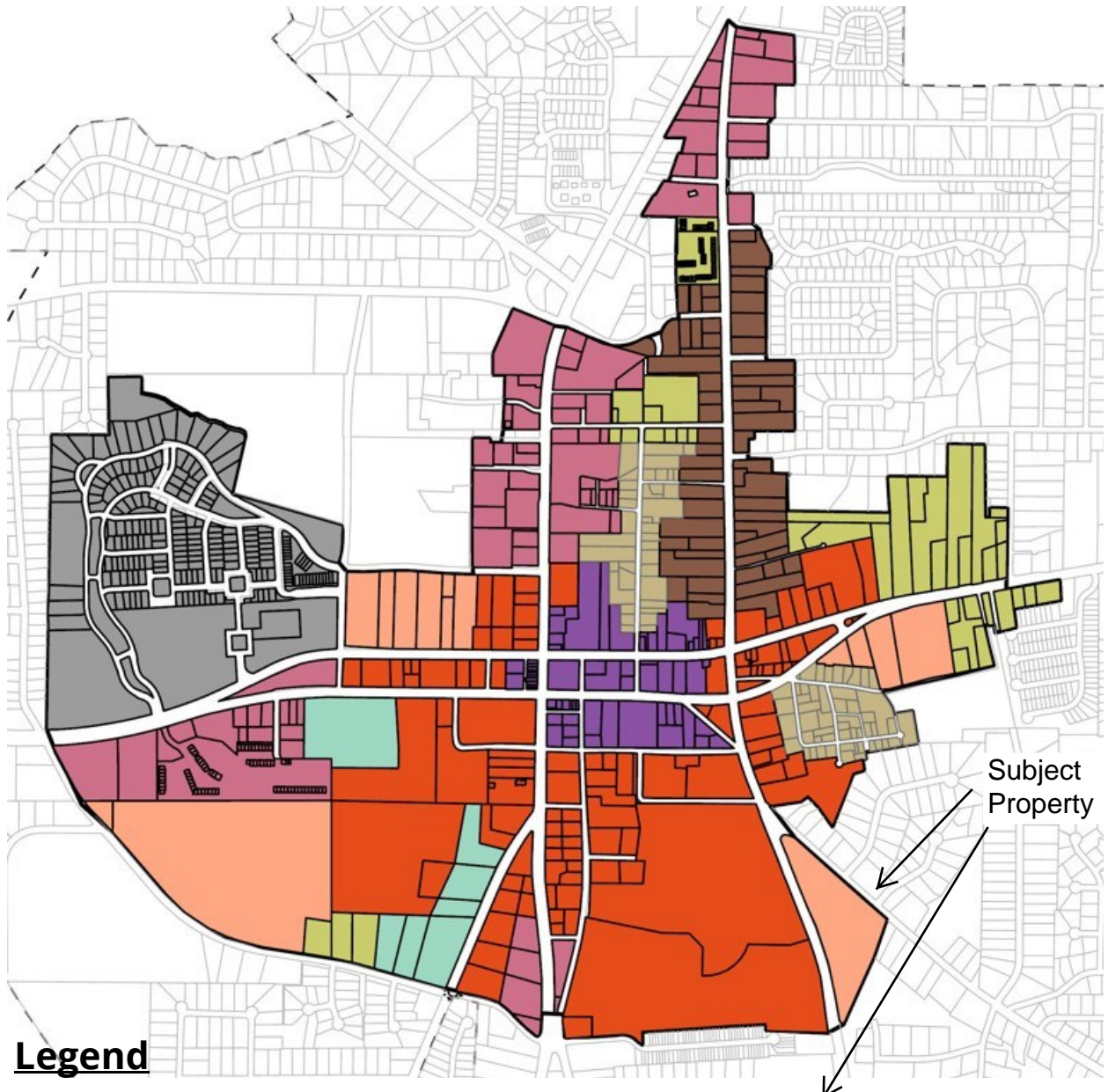
1. *Zoning.* Locate the property's subdistrict on the Regulating DMU District Map.
2. *Intent.* Review the intent statement associated with each subdistrict.
3. *Spatial requirements.* Determine dimensional standards (setbacks, step back, building height, etc.) associated with building types permitted within each subdistrict.
4. *Building types.* Determine building types allowed within each subdistrict.
5. *General building design principles.* Identify basic design principles for development within the DMU district as they relate to a building's size, scale, massing, fenestrations, rhythm, setback, materials and context.
6. *Building standards.* Identify required building standards for each building type within the DMU district, to include the principal structure as well as accessory buildings.
7. *Frontage types.* Determine frontage type requirements permitted and/or required within each subdistrict.

Sec. 203.18. Rezoning of parcels within DMU District.

Refer to Sec. 104.13.

Sec. 203.19. DMU District and associated subdistrict boundaries.

The following graphic identifies the boundaries of the DMU District as well as the boundaries of each subdistrict. The requirements and regulating principles associated with each subdistrict are further refined in subsequent sections of this ordinance.



Legend

	DMU-HC	Downtown Mixed Use - Historic Core
	DMU-MUC	Downtown Mixed Use - Mixed Use Core
	DMU-GC	Downtown Mixed Use - Gateway Commercial
	DMU-MUN	Downtown Mixed Use - Mixed Use Neighborhood
	DMU-BC	Downtown Mixed Use - Boulevard Commercial
	DMU-TR	Downtown Mixed Use - Transitional Residential
	DMU-NR	Downtown Mixed Use - Neighborhood Residential
	DMU-OS	Downtown Mixed Use - Open Space
		The Villages

Exhibit 3 - Appraiser's Qualifications and License

Appraisal Qualifications of J. Michael Smith, MAI, SRA

Professional Experience

(1986 to 1992) Employed by Real Estate Appraisal Services, Inc. as a fee appraiser. Scope of appraisal assignments included both commercial and residential properties in the metro Atlanta area. Primary focus was on single-family homes, and from 1989 to 1994, held a position as an FHA staff appraiser. From 1990 to 2003, held a position as a VA panel appraiser.

(1992 to 1997) Employed by Valuation Services, Inc. as a fee appraiser. Scope of appraisal assignments included both commercial and residential properties in the metro Atlanta area. Primary focus was on commercial properties.

(1997 to present) President of Buckhead Advisory Group, LTD. Appraisal assignments over the past five years include freestanding retail buildings, lodging facilities, grocery anchored retail shopping centers, strip retail shopping centers, office buildings, office condominiums, office parks, small and large industrials, child care centers, automotive repair facilities, restaurants, convenience stores, package stores, religious facilities and self-storage facilities.

Residential appraisal assignments over the past five years include in-town condominium developments, suburban condominium developments, numerous apartment complexes and numerous subdivision developments. The majority of the residential assignments have been bulk properties or apartment complexes.

Clientele includes Regions Bank, Wells Fargo Bank, Embassy National Bank, Truist, City National Bank, PNC Bank, United Community Bank, Cadence Bank, South State Bank, Metro City Bank, First IC Bank, First Continental Investment Co. and several other community banks, attorneys, AMCs and individuals.

Professional Education

BBA from Georgia Southern

Successfully completed numerous courses and examinations offered by the American Institute of Appraisers, the Appraisal Institute and the Institute of Business Appraisers. The course dates range from 1988 to 2014 and exceed 500 classroom hours in real estate and business valuations. Also, the Appraisal Institute membership requires 20 hours per year of continuing education which have been maintained since 1991.

Professional Affiliations

MAI membership/designation with the Appraisal Institute, member since 1997
SRA membership/designation with the Appraisal Institute, member since 1991
Certified Real Estate Appraiser in the State of Georgia, Certification #CG 000226, licensed since 1991

Territory Served

Available for assignments in Metro Atlanta and surrounding counties or the State of Georgia for large retail or lodging facilities



6300 Powers Ferry Road
Suite 600, #126
Atlanta, Georgia 30339
Phone (404) 874-6888

Michael@buckheadadvisorygroup.com

State Certification

JERRY MICHAEL SMITH

226
Status ACTIVE

END OF RENEWAL
07/31/2026

CERTIFIED GENERAL REAL PROPERTY
APPRAISER

THIS LICENSE EXPIRES IF YOU FAIL TO PAY
RENEWAL FEES OR IF YOU FAIL TO COMPLETE ANY
REQUIRED EDUCATION IN A TIMELY MANNER.

State of Georgia
Real Estate Commission
Suite 1000 - International Tower
229 Peachtree Street, N.E.
Atlanta, GA 30303-1605



LYNN DEMPSEY
Real Estate Commissioner
1066026165044232

TIFFANY NICOLE SMITH

406308
Status ACTIVE

END OF RENEWAL
08/31/2025

STATE TRAINEE REAL ESTATE
APPRAISER

THIS LICENSE EXPIRES IF YOU FAIL TO PAY
RENEWAL FEES OR IF YOU FAIL TO COMPLETE ANY
REQUIRED EDUCATION IN A TIMELY MANNER.

State of Georgia
Real Estate Commission
Suite 1000 - International Tower
229 Peachtree Street, N.E.
Atlanta, GA 30303-1605



LYNN DEMPSEY
Real Estate Commissioner
2035436657152731

Exhibit 4 - Engagement Letter



May 20, 2025

Client:
Christopher Edwards
3317 Fayetteville Road
Griffin, Georgia 30223

RE: Real Estate Appraisal Assignment

Dear Client,

This letter will serve as an engagement to provide an appraisal report on the property listed below. The content of the report shall conform to the *Uniform Standard of Professional Appraisal Practice (USPAP)* as promulgated by the *Appraisal Standards Board of the Appraisal Foundation*.

The specifics of the engagement, including the agreed upon fee and delivery date, are listed below. The appraisal report must be addressed and sent to the client at the address shown below.

Property Description: 28.6 Acre Townhome Site (Parcels 0524 012, 0524 009)

Property Address: Along South Jeff Davis Drive and Jimmie Mayfield Boulevard, Fayetteville, Georgia

The Appraiser agrees to perform appraisal service under the following conditions:

The appraiser agrees to deliver the appraisal by June 11, 2025. The client agrees to pay the Appraiser, as total compensation for the professional services required to be performed herein, an appraisal fee of \$2,900 for an appraisal report.

The intended use of the appraisal is for marketing purposes. The intended user is Christopher Edwards (client). The appraisal will have one valuation premise, which is the as is market value.

The deadline may be waived should circumstances beyond the control of the Appraiser or Client that preclude delivery by the above completion date.

The undersigned Appraiser and Client accept the terms and conditions of this engagement letter:

J. Michael Smith, MAI, SRA

A handwritten signature in black ink, appearing to read "J. Michael Smith".

Date: May 20, 2025
Buckhead Advisory Group
6300 Powers Ferry Road
Suite 600, #126
Atlanta, Georgia 30339

Christopher Edwards

A handwritten signature in black ink, appearing to read "Chris Edwards".

Date: 5/20/25
3317 Fayetteville Road
Griffin, Georgia 30223
chris@christophercharlesedwards.com
(770) 710-6440