

APPRAISAL REPORT

**VACANT DOWNTOWN ZONED ACREAGE
MLK JR. AVENUE S.
NORTH OF GOULD STREET
CLEARWATER, FLORIDA**

DATE OF VALUATION

APRIL 30, 2024

PREPARED FOR

**MR. DYLAN MAYEUX
CITY OF CLEARWATER
REAL ESTATE SERVICES COORDINATOR II
ECONOMIC DEVELOPMENT AND HOUSING DEPARTMENT
509 EAST AVENUE, SUITE 227
CLEARWATER, FLORIDA 33756**

E-MAIL: DYLAN.MAYEUX@MYCLEARWATER.COM

PREPARED BY

**JAMES M. MILLSPAUGH, MAI
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110 TURNER STREET
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REAL ESTATE APPRAISERS & CONSULTANTS
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May 7, 2024

Mr. Dylan Mayeux
City Of Clearwater
Real Estate Services Coordinator II
Economic Development and Housing Department
509 East Avenue, Suite 227
Clearwater, Florida 33756
E-Mail: dylan.mayeux@myclearwater.com

RE: Appraisal Services
Vacant Downtown Zoned Acreage
MLK Jr. Avenue S.
North of Gould Street
Clearwater, Florida

Dear Mr. Mayeux:

At your request, I have made an appraisal of the current market value of the fee simple estate of the above-referenced real property. The property and methods utilized in arriving at the final value estimate are fully described in the attached report, which contains 24 pages and Addenda.

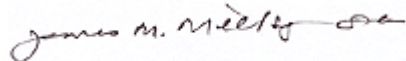
This Appraisal Report has been made in conformance with and is subject to the requirements of the Code of Professional Ethics and Uniform Standards of Professional Practice of the Appraisal Institute and the Appraisal Foundation. The Appraisal Report and final value estimate are subject to all attached Contingent and Limiting Conditions.

I have made a careful and detailed analysis of the subject property and after analyzing the market data researched for this report, I estimate that the market value of the referenced real property only and subject to the stated limitations, definitions, and certifications as of April 30, 2024, was:

TWO MILLION FIVE HUNDRED THIRTY-FIVE THOUSAND DOLLARS
(\$2,535,000)

Respectfully submitted,

JAMES MILLSPAUGH & ASSOCIATES, INC.



James M. Millspaugh, MAI
JMM:sg

JAMES M. MILLSPAUGH, MAI
State-Certified General Real Estate Appraiser RZ58

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EXISTING CONDITIONS

VACANT DOWNTOWN ZONED ACREAGE
MLK JR. AVENUE S.
NORTH OF GOULD STREET
CLEARWATER, FLORIDA

DATE OF PHOTOGRAPHS: APRIL 30, 2024



SITE VIEW NORTHEAST FROM INTERSECTION



SITE VIEW LOOKING SOUTHWEST FROM WASHINGTON AVENUE

IDENTIFICATION OF THE PROPERTY:

The subject site fronts the east side of MLK Jr. Avenue S. north of Gould Street and extending to Washington Avenue. The subject comprises Parcel #s 15-29-15-65196-000-0030, 0034, 0035, 0060, 0061, 0062, and 0063 that are part of Lots 3 and 6, R. H. Padgett's Re-Sub in the SE/4 of the NE/4, Plat Book 45, Page 27 and in detail in the Addenda.

CENSUS TRACT LOCATION/ZIP CODE: #259/33756

FLOOD ZONE LOCATION: Pinellas County, Florida
Map #12103C0108J
Effective Date: 8/24/21

The subject and immediate surrounding district east of MLK Jr. Avenue are located in a zone X which is not a special flood hazard area. The elevation here, in fact, is noted in the 40'-50' range on the Clearwater Storm Atlas Page #287-A.

ENVIRONMENTAL AUDIT DATA:

The Appraisal has been performed without the benefit of an environmental audit and presumes that no problems exist, however, I reserve the right to review and/or alter the value reported herein should a subsequent audit reveal problems. Given the previous auto salvage yard use and proximate light manufacturing facilities and auto service space, a transfer of the property would likely require at a minimum, a level one environmental audit. While previous City sources have reported that remediation has been completed, they now believe a buried vault has been discovered and remediation will be required. Any cost determined now would likely reduce the current market value estimate.

OBJECTIVE AND INTENDED USE/USERS OF THE APPRAISAL:

The objective of the report is to estimate the current market value including likely municipal support as of April 30, 2024 (date of inspection and photographs). It is my understanding that the intended use of the report is to estimate a value base for the Clearwater Community Re-development Agency (CRA) in their offering of the property via an RFP for re-development subject to the existing development rules. The intended users include the City representative and no others. I previously appraised the subject in October 2018.

EXPOSURE PERIOD ESTIMATE:

This is the past period of time required to have sold the subject property at my value estimate on the appraisal date. Prior to the 2020-2022 pandemic, the downtown market had been active in land assemblage use plus the major infrastructure along the bayfront including Coachman Park, the Sound performance venue, and the Seminole boat basin. That also included the proximate condo complexes at the Seminole Boat basin and at Sunset Point Road and Edgewater Drive. They were all successfully developed and sold out while the Woodlawn affordable apartment complex was also developed and the 1100 Apex was completed and leased up during 2022-2023 and currently reports a 94% occupancy. The Nolen opened earlier but occupancy data is not readily available.

At this point in late Spring 2024, after both inflation and interest rates have increased along with storm-related insurance issues, the interest in downtown has notably cooled. As such, it appears that an exposure period would now be in the 12-24 months range as an affordable complex with high density and required structured parking, while a lower density complex in the 35-40 PA range with surface parking would likely fall in the 6-12 month range.

STATEMENT OF OWNERSHIP AND RECENT SALES HISTORY:

The subject is owned by the Clearwater CRA which assembled the site over the past decade or so and demolished the improvements. It had been subject to a proposed 171-unit apartment complex during 2020-2021 that was site plan approved but did not advance to development when inflation/interest rates and construction costs rendered the proposal not financially feasible. It is now being proposed by another NGO (non-government organization) seeking public funding assistance for affordable housing.

SCOPE OF THE APPRAISAL:

The extent of my research effort for the sale of vacant land has focused on the downtown Clearwater market in particular and mid to north Pinellas in general. Specifically, I have researched the Pinellas Clerk's and Property Appraiser's data, the local MLS files, various business periodicals, local Internet sources, and my newspaper clipping files. I have inspected the subject, the noted markets, and the Land Sales Comparisons and verified the details of the sales with a related party. The appraisal will only include a Land Sales Comparison analysis which is the most reliable for valuing vacant land.

DEFINITION OF MARKET VALUE:

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

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

1 Federal Deposit Insurance Corporation, 12 CFR, Part 323, RIN 3064-AB05, August 20, 1990, Section 323.2, Definitions.

STANDARD CONTINGENT AND LIMITING CONDITIONS:

This Appraisal is subject to the following limiting conditions and contingencies:

This Appraisal Report in no way represents a guaranty or warranty of estimated market value as reported herein. The Appraisal Report represents the opinion of the undersigned as to "one figure" based upon the data and its analysis contained herein.

The legal description furnished is assumed to be correct and unless otherwise noted, no survey or title search has been made. No responsibility is assumed by the Appraiser(s) for these or any matters of a legal nature and no opinion of the title has been rendered. The property is appraised as though under responsible ownership and management. The Appraiser(s) believe(s) that information contained herein to be reliable, but assume(s) no responsibility for its reliability.

The Appraiser(s) assume(s) there are no hidden or unapparent conditions of the property, subsoil, or structure which would affect the value estimate. Unless otherwise noted, the Appraiser(s) has not commissioned termite or structural inspection reports on any improvements nor subsoil tests on the land.

The attached photos, maps, drawings, and other exhibits in this report are intended to assist the reader in visualizing the property and have been prepared by the Appraiser(s) or his staff. These exhibits in no way are official representations/surveys of the subject property.

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

In this appraisal assignment, the existence of potentially hazardous material used in the construction or maintenance of the building, such as the presence of urea-formaldehyde foam insulation, and/or the existence of toxic waste, which may or may not be present on the property, was not observed by the Appraiser; nor does he/she have any knowledge of the existence of such materials on or in the property. The Appraiser, however, is not qualified to detect such substances. The existence of urea-formaldehyde insulation or other potentially hazardous waste material may have an effect on the value of the property. The Appraiser urges the client to retain an expert in the field if desired.

The Appraiser(s) will not be required to appear in court unless previously arranged. The Appraiser's duties pursuant to his employment to make the Appraisal are complete upon delivery and acceptance of the Appraisal Report.

Possession of this report or copy thereof does not carry the right of publication. Neither all nor any part of the contents of this report (especially any; conclusions as to value, the identity of the Appraiser(s), or the firm with which he is connected, or any reference to the Appraisal Institute or to the MAI or SRA designation) shall be disseminated to the public through advertising media, public relations media, news media, sales media, or any other public means of communication without the prior written consent and approval of the undersigned.

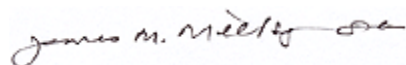
The Americans with Disabilities Act ("ADA") became effective January 26, 1992. The Appraiser(s) has (have) not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance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

CERTIFICATION

The undersigned does hereby certify that, except as otherwise noted in this appraisal report:

1. As of the date of this report, I, James M. Millspough, have completed the requirements under the continuing education program of the Appraisal Institute.
2. I have personally inspected the subject property and have considered all factors affecting the value thereof, and to the best of my knowledge and belief, the statements of fact contained in this appraisal report, upon which the analyses, opinions and conclusions expressed herein are based, are true and correct, subject to all attached Contingent and Limiting Conditions.
3. I have no present or contemplated future interest in the real estate that is the subject of this appraisal report.
4. I have no personal interest or bias with respect to the subject matter of this appraisal report or the parties involved.
5. My fee for this appraisal report is in no way contingent upon my findings. The undersigned further certifies that employment for this appraisal assignment was not based on a requested minimum valuation or an approval of a loan.
6. This appraisal report sets forth all of the limiting conditions (imposed by the terms of my assignment or by the undersigned) affecting the analyses, opinions, and conclusions contained in this report.
7. This appraisal report has been made in conformity with and is subject to the requirements of the Code of Professional Ethics and Uniform Standards of Professional Practice of the Appraisal Institute and the Appraisal Foundation and may be subject to peer review. Further, I have met USPAP's competency provision and am capable of completing this appraisal assignment.
8. No one other than the undersigned prepared the analyses, conclusions, and opinions concerning the real estate that are set forth in this appraisal report.
9. In my opinion, the estimated current market value of the fee simple estate of the subject real property only and subject to the stated limitations, definitions, and certifications as of April 30, 2024, was:

TWO MILLION FIVE HUNDRED THIRTY-FIVE THOUSAND DOLLARS
(\$2,535,000)



James M. Millspough, MAI
State-Certified General Real Estate Appraiser RZ58

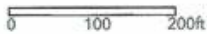
AREA DESCRIPTION:

The downtown market suffered an abrupt halt as the City Hall parcel attracted no condo developers and City leaders renegotiated the pending \$15,400,000 potential sale to one development entity that was also under contract for the Harborview Center site adjacent to the library. The City Hall parcel was now to sell as a 400-unit apartment complex with some structured parking at \$3,650,000 or around \$9,000 per unit. Clearly, the event has created questions about the viability of this market where a variety of assembled parcels exist here with no promise of short-term development. In summary, the market then has an oversupply of development acreage now plus the planned vacation of the County Courthouse complex off Court/Chestnut Streets. That is planned for the next five years or so and has been widely anticipated for the past five years or so. As such, it is clear that the outlook for the downtown is likely at a low point going forward and may decline notably with any further financial, geopolitical, or global impacts. During this environment, however, the demand for affordable housing continues but requires substantial public investment which is in evidence in Clearwater.

SITE DATA:

The site is essentially a rectangle except for a small 65' diagonal frontage on the narrow (30') of Washington Avenue. Frontages include 480' on MLK Jr. Avenue S., 307' on Gould and 440' plus 65' on Washington. These public map dimensions include 147,360 SF or 3.38 acres MOL and absent a formal current site survey will be used for this report.

The site is basically level, above the main roadways but below Washington Avenue, due to pass excavation, and does not appear to have any extraordinary storm drainage problems. The locale per City Storm Atlas #287-A notes elevations here in the 40'-50' range with a slope to the west towards Prospect Lake that serves as a master retention pond for the immediate area where new development can purchase use credits to satisfy off-site storm drainage. Otherwise, all standard public (water, sanitary sewer, and natural gas) and private (electricity, telephone, and cable television) are available at no offsite cost. The street access includes three narrow two-lane roads ranging from 30'-45' rights-of-way with MLK Jr. being the major artery for this district that has three proximate traffic signals and a 2022 Forward Pinellas Traffic Counts Map of 5,600 south of Druid Road to 4,300 north of Drew Street and 700 near the subject. These counts are among the lowest in the downtown where little retail demand would be expected.



27°57'50"N 82°14'03"W

Surrounding improvements include auto service to the south and north, older less valuable single-family and mixed service uses to the east, and a recently built senior affordable housing mid-rise building plus other development sites to the west with Prospect Lake and the Nolen complex beyond. Collectively, the area's reputation and ratio of new, more modern space, is improving with the potential for more as various parties are assembling large parcels along Cleveland Street that could positively impact the potential development of the subject and the locale. A bright spot for the locale included a redevelopment of the 1100 Cleveland Street offices to a 134-unit apartment building that was leased up in 2022-2023. A specific negative is the adjacent north auto repair facility whose ownership has declined to be assembled for full block ownership. This scenario then likely will require an outsized purchase price to be included with the likely high price then potentially negatively impacting the subject parcel.

Overall, the site rating for new development is likely above average for the downtown core with there being an oversupply of alternatives at this point in late Spring 2024.

ASSESSMENT AND TAX DATA:

<u>Pinellas County Parcel #</u>	<u>2023 Assessment</u>
15-29-15-65196-000-0030	\$1,050,889
15-29-15-65196-000-0034	\$ 93,415
15-29-15-65196-000-0035	\$ 93,415
15-29-15-65196-000-0060	\$ 57,120
15-29-15-65196-000-0061	\$ 89,250
15-29-15-65196-000-0062	\$ 89,250
15-29-15-65196-000-0063	\$ 280,345
Totals	\$1,753,584

Based upon the 2023 millage rate of \$20.2462 per \$1,000 the gross tax bill would be \$35,503.

ZONING AND LAND USE DATA:

The site is currently zoned D for downtown with a CBD – Central Business District classification on the Comprehensive Land Use Plan. This area is the Prospect Lake character district where development intensity is lower than the core district west of Myrtle to the bayfront. This locale has a Type B street with Cleveland Street being a key corner. Maximum FAR is at 1.5 with 50 PA residential and 35 PA hotel plus mixed-use exceptions and a 75’ height maximum.

Level 1 minimum required approval BCP uses include attached dwellings, community residential homes, alcohol beverage sales, bars, brew pubs, community gardens, indoor recreation, light assembly, medical clinic, museum, offices, open space, overnight accommodations (bed and breakfast) plus hotels, parking garages, parks and recreation facilities, places of worship, research and technology, restaurants, retail plazas, retail sales and service, schools, social and community centers, telecommunication towers, utility/infrastructure facilities, vehicle sales/display, and veterinary offices.

Level 1 Flexible Standard Development (staff approved) uses include educational facilities, government uses, microbreweries, nightclubs, public transportation facilities, self-storage warehouses, and TV/radio studios.

Level 2 Flexible Development Uses (community development board approval) include animal boarding.

Not permitted uses include assisted living facilities, congregate care, convention center, Marinas, public facilities, and social/public service facilities.

The zoning density here has shifted the area to generally required structured parking which has a major negative impact on the traditional price per unit of multiple family-type land. As such, the excess site density here has likely slowed development. As shown by several Largo-based land sales which are now normally occupied, they have densities below 30 units per acre. Further, the recent sale on Cleveland at N. Betty Lane was at 35 PA density and did not require structured parking, while the Chestnut sale at roughly 72 PA sold at a notably lower price per unit after a long-term listing/sale agreement (days on the market).

HIGHEST AND BEST USE: (Defined in Addenda)

The actual development trend plus expectations of speculative buyers here is for multi-family housing. Several knowledgeable developers have reported interest here for townhomes (two to three floors on grade) that are customarily developed at a 15-20 per acre density while the Nolen was developed at a 43.5 PA density with mostly four-story buildings on grade but relatively short parking at only 1 space per unit while most modern complexes on grade have 1.5 per unit approximate ratios. The recently-built Madison Point affordable housing is in a seven-story structure developed at an 84 PA density plus 72-grade level and below-building parking spaces. The density here was increased by units from the downtown multi-family density pool.

In essence, the zoning regulations allow 50 PA or basically 169 units (3.38 Acres @ 50 = 169) while townhome and typical apartment complexes are both developed in the 15-20 PA range with several lately falling in the 20-25 PA range for four-story buildings and grade level parking. If structured parking (concrete decks) is used the cost of the parking deck represents an offset to the land value from the lower density price per unit basis.

The subject location is not prime and in spite of the Nolen and APEX 1100, represents something of a pioneering effort where the price points will be at the low end of the existing range. Further, the 169-unit size is typically below the 200-400 size range which attracts major developers. Given that demand feature plus the likely benefits to be provided by City incentives plus federal “opportunity zones” that include the subject locale, it appears likely that a mid-rise building with structured parking will be required. In spite of the so-called backstreet location, the area includes many affordable housing preferred services such as shopping and mass transportation that will soon be nearby on Myrtle Avenue. Grocery shopping is roughly ½ mile southwest and east while restaurants are loosely scattered but generally available and the major hospital is within roughly 1 ½ miles. It appears then and given the two prospective affordable housing developers that the maximum density use here would be achievable but requires structured parking. Therefore, the price point for this concept would fall at the low end of the historical price per unit range.

LAND VALUE ESTIMATE:

This methodology values the site by comparison to proximate parcel sales of similar zoning, size, and location. These examples are the best known to me, are described here on separate detail sheets, and then analyzed and adjusted below in relation to the subject. I have also considered an extensive list of downtown transactions during the past three to four years during which demand/activity had increased. Unless otherwise noted, they sold for cash or terms equivalent and did not require adjustment for cash equivalency. The most reliable unit of comparison in the downtown market is the price per unit reflecting the high cost for structured parking. The subject zip code for 33756 has a 2024 AMI of \$49,911.



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Scale 1 : 200,000
0 1 2 3 4 5
mi
1" = 3.16 mi Data Zoom 10-0

LAND SALE #1

Location: SW corner of Clearwater-Largo and Rosery Roads, Largo

Legal Description: Blocks A & B, Alta Vista Subdivision, Plat Book 12, Page 76 plus street vacations

Date of Sale: January 2019

Sale Price: \$4,975,000

Size: 8.8 Acres MOL, Includes .96 Acre road vacations

Price PSF: \$12.92

Price Per Unit: \$22,210

Grantor/Grantee: Largo Belleair, LLC. and Biltmore Trails, LLC./P.S.R.E.G. Clearwater Owner, LLC.

Recording Data: O.R. Book 20440, Page 1648

Data Confirmed With: A. Everette, Grantor Rep.

Zoning: Clearwater-Largo Road Re-development

Comments: This site had been improved with two aging trailer parks that were subsequently demolished to allow development of a 224-unit apartment complex in four-story buildings having 20% at affordable rates. The negotiated plan has a 30-year time frame that runs with the property and allows for increasing the site density from 15 to 27 units per acre. The street vacations widened the site and combined the previous two separate blocks. The property also fronts the Pinellas Trail. The developer had no cost for re-locating previous residents but had \$120,000 costs for asbestos abatement plus \$200,000 for offsite fill to level the parcel after removing the interior roadways. These costs would raise the per unit price by roughly \$1,400 per unit to roughly \$23,600 with grade-level parking. The site is located in an Opportunity Zone and the 2024 AMI is \$49,911.

LAND SALE #2

Location: 19400 US Highway 19, Clearwater

Legal Description: Metes and Bounds #14/01 and #14/03 located in the SE/4 of the NE/4 of Section 19, Township 29 South, Range 16 East.

Date of Sale: December 2019

Sales Price: \$10,900,000

Size: 16.9 acres; 736' x 1005' MOL

Price PSF: \$14.81

Price Per Unit: \$34,713

Grantor/Grantee: Kenyon Dodge, et al/CRP WP Alta Clearwater Owner, LLC.

Recording Data: O.R. Book 20808, Page 0482 and 0487

Sale Confirmed With: T. Karpenski, Broker

Zoning: US 19 Corridor, Clearwater

Comments: These sites were marginally improved with two closed auto dealerships that were to be demolished to allow the development of a 314-unit, four-story 10 10-building apartment complex having roughly 1,000 SF average unit size to be known as Alta Clearwater. While demolition costs are part of site development, the existing traffic impact fees for the dealership of some \$210,000 are basically considered to offset. The site zoning would have allowed considerably greater density/height, however, the developer opted for the area development trend at 18.5 units per acre ($314/16.9 = 18.58$). 2024 AMI is at \$56,530.

LAND SALE #3

Location: 1650 Clearwater-Largo Road, Southwest Quadrant Clearwater-Largo and Belleair Roads, Largo

Legal Description: Metes and Bounds #11/05 located in the NE/4 of the NE/4 of Section 28, Township 29 South, Range 15 East

Date of Sale: March, 2020

Sale Price: \$6,120,000

Size: 9.11 Acres MOL Slightly irregular with 530' of diagonal frontage and average depth of 700'.

Price Per PSF: \$15.42

Price Per Unit: \$24,000

Grantor/Grantee: Cay Ventures, LLC. et al./PRII/Wood Belleair, LLC.

Recording Data: O.R. Book 20944, Page 1937

Sale Confirmed With: D. Thompson, Grantee Rep.

Land Use: Clearwater-Largo Road Re-development Land Use

Comments: This former trailer park site had been cleared and trailer owner rights had been satisfied. The site land use allowed a maximum density of 15 units PA that was increased to 28 units PA to entice affordable housing with a four-story complex of 255 units with a 28 PA density and having grade-level parking. 2024 AMI is at \$49,911.

LAND SALE #4

Location: 24339 US Highway 19 N., Clearwater

Legal Description: Lot 2, Aventon in Clearwater, Plat Book 145, Page 140

Date of Sale: September 2021

Sales Price: \$15,559,300

Size: 22.762 Acres MOL, Including 2 drive lanes off US Highway 19

Price PSF: \$15.69 PSF

Price Per Unit: \$39,291

Grantor/Grantee: Southern Comfort Park, Inc./Aventon Clearwater Owner, LLC.

Recording Data: O.R. Book the 21731, Page 0598

Sale Confirmed With: Coastal Bay Reality

Zoning: US 19 Corridor Clearwater

Comments: This former mobile home park was purchased for redevelopment into a 396-unit apartment complex to be housed in 10 four-story buildings having units ranging from 752-1,488 SF with an approximate 1,300 SF average size. The mobile homes and owner interests had been satisfied before the transaction with some contamination issues representing credits at the time of closing after a Fall 2020 initial contract. The site is generally of conventional rectangular shape with a 2.2-acre wetland area located along the eastern site boundary and enclosed by wetland buffers plus several retail-use parcels fronting the US 19 service road. 2024 AMI is at \$57,259.

LAND SALE #5

Location: SW corner of Chestnut Street and East Avenue, Clearwater

Legal Description: East 2' of Lot 2, all of Lots 3-5, Block 19, Magnolia Park Subdivision,
Plat Book 3, Page 43

Date of Sale: March 2022

Sale Price: \$960,000

Size: 146' x 217'; 31,682 SF

Price PSF: \$30.30

Price Per Unit: \$18,462

Grantor/Grantee: Chestnut Development Assoc./Chestnut and Trail, LLC.

Recording Data: O.R. Book 22015, Page 2062

Data Confirmed With: G. Tave, Grantee Rep.

Zoning: D - Downtown Zoning, CBD - Central Business District, Clearwater

Comments: This cleared parcel was acquired in August 2005 for \$865,000 and has been on the market continuously. It was purchased here and approved for 52 apartments and 4,000 SF of retail in a mixed-use concept which was allowed by the 75 PA density in the downtown core district. The mixed-use also allowed an increase in the maximum density. The development, however, required structured parking. 2024 AMI is at \$49,911.

LAND SALE #6

Location: Northeast corner Seminole Boulevard and 21st Avenue SE, Largo

Legal Description: Lot 1, Block 1, Seminole Square, Plat Book 147, Page 9

Date of Sale: November 2022

Sales Price: \$3,800,000 (Includes Incentives)

Size: 613' frontage, 473 depth L-shaped 4.8 Acres MOL

Price PSF: \$18.23

Per Unit: \$39,583

Grantor/Grantee: 2075 S., LLC./Pinellas Housing Finance Authority

Recording Data: O.R. Book 22269, Page 2117

Sale Confirmed With: R. Fisher, Broker

Zoning: ROG- Residential Office General and CG- Commercial General within Special Area Plan for Largo Mall that increased the site density, Largo

Comments: The site backs up to Home Depot/Publix on Ulmerton Road with adjacent modern mobile home parks. It was acquired for an apartment project for affordable housing having 96 units. A special grant for all affordable units was allowed by the City and benefited the financial benefit for the developer. The site allowed grade-level parking. 2024 AMI is at \$51,138.

LAND SALE #7

Location: 1800 S. Pinellas Avenue, Tarpon Springs

Legal Description: Lots 12-13, Hillcrest Park Subdivision, Plat Book 5, Page 68 plus parts of Lots 21 and 24, Tampa and Tarpon Springs Subdivision located in the NW/4 of Section 24, Township 27 South, Range 15 East

Date of Sale: September 2023

Sales Price: \$2,435,000 (\$900,000 PMM)

Size: 3.542 Acres MOL

Price PSF: \$15.78

Per Unit: \$30,437.50

Grantor/Grantee: CAPON Corp. and J. Mills, Sr./PCHA Mills Project

Recording Data: O.R. Book 22560, Pages 0670 and 0687

Sale Confirmed With: Wilke Real Estate, Broker

Zoning: RPD Zoning, RLM – Residential Low Median, Land Use per 11/13 Development Agreement

Comments: This marginally improved property was purchased for development of an 80-unit affordable apartment complex to be housed in a four-story building supported by grade-level parking with a 23 PA density. The site plan as of May 2024 has not been formally approved (Site Plan #SPP-053-SDP-11-22-23.). 2024 AMI is at \$56,155.

LAND SALE #8

Location: 1250 Cleveland Street, Clearwater

Legal Description: Part of Lots 18-19, Padgetts Estates, Plat Book 4, Page 11 plus part of Lots 27-31, Resubdivision of Lots 11-15 Padgetts Estates Plat Book 12, Page 24

Date of Sale: April 2024

Sales Price: \$1,350,000

Size: 387' x 210' plus 73' x 217', 97,212 SF

Price PSF: \$13.89

Price Per Unit: \$16,667

Grantor/Grantee: Community Redevelopment Agency/Archway Clearwater Garden, LLC.

Recording Data: O.R. Book 22749, Page 0576

Sale Confirmed With: D. Mayeux, Grantor Rep.

Zoning: D – Downtown Zoning plus CBD Land Use Plan in the Town Lake Character District with a 35 PA density

Comments: This cleared parcel was purchased for the development of an affordable apartment complex of 81 units having 620-870 SF, one- and two-bedroom apartments. It is located about one mile from the central business district near the proximate shopping and public bus routes. This locale has included little or no redevelopment for multiple decades after the site had been improved with older motel rooms and residences demolished by the CRA after acquisition. The structure is to be a four-story fronting Cleveland Street for 81 units with 81 parking spaces on grade. 2024 AMI is at \$47,013.

Land Sales Re-Cap Chart

Sale #	Date Of Sale	Sales Price	Site Size Acres	# Of Units	Density PA	Price Per Unit
1	1/19	\$ 4,975,000	8.8	224	25.5	\$22,210
2	12/19	\$10,900,000	16.9	314	18.6	\$34,713
3	3/20	\$ 6,120,000	9.11	255	28.0	\$24,000
4	9/21	\$15,559,300	22.762	396	17.4	\$39,291
5	3/22	\$ 960,000*	0.73	52	71.0	\$18,462
6	11/22	\$ 3,800,000	4.8	96	20.0	\$39,583
7	9/23	\$ 2,435,000	3.542	80	22.6	\$30,437
8	4/24	\$ 1,350,000	2.32	81	35	\$16,667
Subject	--	--	3.38	173	51.2	--

*Required Structured Parking

LAND SALES ANALYSIS AND CONCLUSIONS:

These are the best-known proximate examples to value the subject as proposed for a maximum site density would use structured parking to support the proposed 173 apartments plus 30 additional parking spaces for the immediate locale. These area parking spaces are required for the Nolen and 1100 APEX which are short parking plus the retail components for both complexes. The 1100 APEX includes several ground floor spaces for a restaurant and hair salon, and the Nolen food hall on Cleveland Street has been built out by City funding per the original development agreement. Further, the former auto electric facility located at the northeast corner of MLK, Jr. and Pierce Street had been considered by the City as a brewpub that would also require additional public parking when and if developed.

From the price per unit perspective, it appears that roughly \$15,000-\$20,000 per unit would be realistic for the 169 maximum zoned units but that would require structured parking that lowers the per unit price related to the extra costs. A recent example on Tampa Bay along Gulf to Bay/US 19 illustrates the difference between on-grade and structured parking that allows increased densities. The grade level complex there sold at \$38,889 per unit or \$18.74 PSF at an approximate 20 PA density versus \$17,736 per unit or \$20.62 PSF at an approximate 70 PA density. So from the per unit metric the structured parking complex sold at roughly 45% of the grade-level price. The \$38,889 per unit was for 360 units versus 265 for the \$17,736 per unit

complex. From this data then, it appears that the higher density structured parking proposal would market at roughly 50% of the grade level concept. Further, the 169 units maximum density on the subject site would likely be increased by the density pool to some extent with a popular minimum size being at a rounded 200 units. Therefore, the required structured parking appears to support a 50% discount from the on-grade examples with Land Sale #6 being a downtown example of this developer-known concept where the \$18,462 per unit metric was well below the market expectations. While there is no planned public parking at this Land Sale #6 location, parts of the ground floor will be non-residential space. As such, this metric then is considered a good direct example for the subject as proposed at the maximum zoning density but has a superior frontage location in relation to the subject.

These Land Sale Comparisons form a price range from \$18,462-\$39,291 with the lowest being the most comparable to the subject due to its high-density approval. Sale #1, #3, and #6 are located in Largo where the density ranged from 20-28 PA with none requiring structured parking. They sold from roughly \$23,000-\$39,500 per unit with the highest having an exceptional location adjacent to the Publix/Home Depot and fronting Seminole Boulevard. They sold at an average of \$28,850 per unit which adjusts down roughly 50% for subject structured parking to below \$15,000 per unit.

Land Sales #2 and #4 both front US Highway 19 near the two main malls. They ranged in price from \$34,713 to the most recent at \$39,291 per unit with densities below 20 PA and no required structured parking. Interestingly enough both were zoned US 19 and had a high FAR allowed but were developed at the prior market trend density. So, once again the City high densities were ignored by the developers who, given the choice, selected grade-level parking. The US Highway 19 market demand is notably superior to the subject but the outsized densities ignored are part of a citywide trend.

Land Sale #7 is located in Tarpon Springs where density was transferred from large, owned wetland areas where this density was at 22.6 PA with no structured parking. At the 50% ratio, this recent transaction for a smaller complex would indicate roughly \$15,000 per unit for the subject maximum density.

Land Sale #8 was at a low metric due to the neighborhood scale where the 35 PA density did not require structured parking. This \$16,637 per unit price is inferior to the growing subject market and requires upward price adjustment but not offsetting the 50% for the structured parking. This sale then has an inferior location in spite of the main roadway frontage.

After a thorough review of the data and its relation to the subject in a stressed downtown market, I would estimate the land value here at the \$15,000 per unit figure for the 169 maximum allowed zoning.

169 Units @ \$15,000 Per Unit = **\$2,535,000**

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ADDENDA

QUALIFICATIONS OF THE APPRAISER
JAMES M. MILLSPAUGH, MAI

APPRAISAL EXPERIENCE:

Appraisal experience in Pinellas County, Florida since 1968 when associated with Ross A. Alexander, MAI of Clearwater. Formed James Millspaugh & Associates, June 1980, in Clearwater. The firm concentrates the majority of its appraisal activities in Pinellas County with experience throughout the Tampa/St. Petersburg/ Clearwater MSA.

APPRAISAL PLANT DATA:

In addition to maintaining its location near the main Pinellas County Courthouse complex for easy access to governmental offices and the official public records maintained in the Clerk's office for in-depth background research, the firm maintains Marshall Valuation Service Cost Data, online real estate transactions from RealQuest as provided by CoreLogic and MLS sales data provided by MFR.MLSMatrix plus national surveys on lodging, food service, offices, industrial parks, mini-storage, shopping center markets, investor return rates and others.

COMMERCIAL APPRAISAL ASSIGNMENTS performed include golf courses, postal facilities, commercial buildings, shopping centers, warehouse/manufacturing buildings, mobile home and R.V. parks, financial institutions, nursing homes, motels, timeshares, restaurants, houses of worship, office buildings, apartment buildings, commercial and residential condominium projects (both proposed and conversions), marinas, theaters, fraternal buildings, school facilities, seaport facilities, railroad corridors, easements, leasehold and leased fee estates, life estates, vacant sites, including environmentally sensitive lands, and condemnation cases involving partial and total takings. Feasibility/market studies have been performed for industrial, office, retail, residential and timeshare markets.

APPRAISAL EDUCATION:

American Institute of Real Estate Appraisers (AIREA) courses successfully completed:

I-A: Basic Principles, Methods and Techniques - 1973

VIII: Single Family Residential Appraisal - 1973

I-B: Capitalization Theory and Techniques - 1974

II: Urban Properties - 1975

IV: Condemnation - 1978

: Standards of Professional Practice - 1992, Parts A & B

Society of Real Estate Appraisers (SREA) courses successfully completed:

301: Special Applications of Appraisal Analysis – 1980

JAMES M. MILLSPAUGH, MAI

(Qualifications Continued)

RECENT SEMINARS ATTENDED: Sponsored by The Appraisal Institute

Valuation of Wetlands, 2004.

Commercial Highest and Best Use – Case Studies, 2005.

Uniform Standards (Yellow Book) for Federal Land Acquisitions, 2007.

Condominiums, Co-Ops and PUDS, 2007.

Analyzing Distressed Real Estate, 2007.

Appraisal Curriculum Overview, Two-Day General, 2009.

Cool Tools: New Technologies for Real Estate Appraisers, 2010.

Valuation of Detrimental Conditions, 2010.

Analyzing Tenant Credit Risk/Commercial Lease Analysis, 2011.

Fundamentals of Separating Real and Personal Property and Intangible Business Assets, 2012.

Marketability Studies: Advanced Considerations and Applications, 2013.

Lessons From the Old Economy: Working in the New, 2013.

Critical Thinking in Appraisals, 2014.

Litigation Appraising, 2015.

Webinars on the FEMA 50% Rule, Wind Turbine Effects on Value and Contamination and The Valuation Process, 2015.

Business Practice and Ethics, 2017.

Parking and its Impact on Florida Properties, 2018.

Solving Land Valuation Puzzles, 2018.

Insurance Appraisals, 2018.

Evaluating Commercial Leases, 2019.

Artificial Intelligence, AVMs and Blockchain, 2019.

Appraising Donated Real Estate Conservation Easements, IRS, 2020.

Florida State Law Update, 2024.

National USPAP Update, 2024.

EDUCATION:

Bachelor of Science in Business Administration, University of Florida

Associates of Arts, St. Petersburg Junior College

PROFESSIONAL AFFILIATIONS AND CERTIFICATION

Member: Appraisal Institute with the MAI designation, Certificate #6087, awarded April, 1980. Mr. Millspaugh is a past President of The Gulf Atlantic Florida Chapter of the AI (formerly Florida Chapter No. 2), served as an admissions team leader for the West Coast Florida Chapter, is the past Chairman for the National Ethics Administration Division of the Appraisal Institute and served as the Region X Member of the Appellate Division of the Appraisal Institute. Mr. Millspaugh is a State-Certified General Real Estate Appraiser (RZ58) and has served as a pro-bono expert witness for the Florida Real Estate Appraisal Board.

Member: Pinellas Realtors Organization, National Association of Realtors

Note: The AIREA and SREA merged into one organization on January 1, 1991, that is now known as the AI - Appraisal Institute.

STANDARD DEFINITIONS

HIGHEST AND BEST USE:

1. **The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity.**
2. The use of an asset that maximizes its potential and that is possible, legally permissible, and financially feasible. The highest and best use may be for continuation of an assets existing use or for some alternative use. This is determined by the use that a market participant would have in mind for the asset when formulating the price that it would be willing to bid. (IVS)
3. [The] highest and most profitable use for which the property is adaptable and needed or likely to be needed in the reasonably near future. (Uniform Appraisal Standards for Federal Land Acquisitions)
4. [For fair value determination] The use of a nonfinancial asset by market participants that would maximize the value of the asset or the group of assets and liabilities (for example, a business) within which the asset would be used. (FASB Glossary) The highest and best use of a nonfinancial asset takes into account the use that is physically possible, legally permissible, and financially feasible. (FASB 820-10-35-10B). The highest and best use of a nonfinancial asset establishes the valuation premise used to measure the fair value of the asset, as follows: (a) The highest and best use of a nonfinancial asset might provide maximum value to market participants through its use in combination with other assets as a group (as installed or otherwise configured for use) or in a combination with other assets and liabilities (for example, a business). (b) The highest and best use of the asset might provide maximum value to market participants on a standalone basis. (FASB 820-10-35-10E)

FEE SIMPLE ESTATE: Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.

LEASEHOLD ESTATE: The right held by the lessee to use and occupy real estate for a stated term and under conditions specified in the lease.

LEASED FEE INTEREST: The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversionary right when the lease expires.

REPLACEMENT COST: The estimated cost to construct, at current prices as of a specific date, a substitute for a building or other improvements, using modern materials and current standards, design and layout.

REPRODUCTION COST: The estimated cost to construct, at current prices as of the effective date of the appraisal, a duplicate or replica of the building being appraised, using the same or similar materials, construction standards, design, layout and quality of workmanship and embodying all the deficiencies, super-adequacies, and obsolescence of the subject building.

2. Appraisal Institute, The Dictionary of Real Estate Appraisal - Seventh Edition, 2022. pages 83, 88, 105 and 163.

EXHIBIT "A"

Parcel Descriptions

Parcel I. D. No. 15/29/15/65196/000/0030 – Part of Lot 3, R. H. PADGETT'S SUB described as the North 330 feet of the West 150 feet of Lot 3, and the East 157 feet of the West 307 feet Less the South 100 feet of Lot 3, together with the North 18 feet of the West 150 feet of Lot 6, Less right-of-ways

Parcel I. D. No. 15/29/15/65196/000/0034 – R. H. PADGETT'S SUB., the South 50 feet of the East 157 feet of the West 307 feet of Lot 3

Parcel I. D. No. 15/29/15/65196/000/0060 – R. H. PADGETT'S SUB., the South 32 feet of the North 50 feet of the West 150 feet of Lot 6

Parcel I. D. No. 15/29/15/65196/000/0061 – R. H. PADGETT'S SUB., the North 50 feet of the South 100 feet of the North 150 feet of the West 150 feet of Lot 6

Parcel I. D. No. 15/29/15/65196/000/0062 – R. H. PADGETT'S SUB., the South 50 feet of the North 150 feet of the West 150 feet of Lot 6

Parcel I. D. No. 15/29/15/65196/000/0063 – R. H. PADGETT'S SUB., the East 157 feet of the West 307 feet of the North 150 feet of Lot 6

ALL according to the map of plat thereof as recorded in Plat Book H5, Page 27 of the Public Records of Hillsborough County, Florida, of which Pinellas County was formerly a part.

National Flood Hazard Layer FIRMette



82°47'45"W 27°58'57"N



82°47'8"W 27°57'33"N

Legend

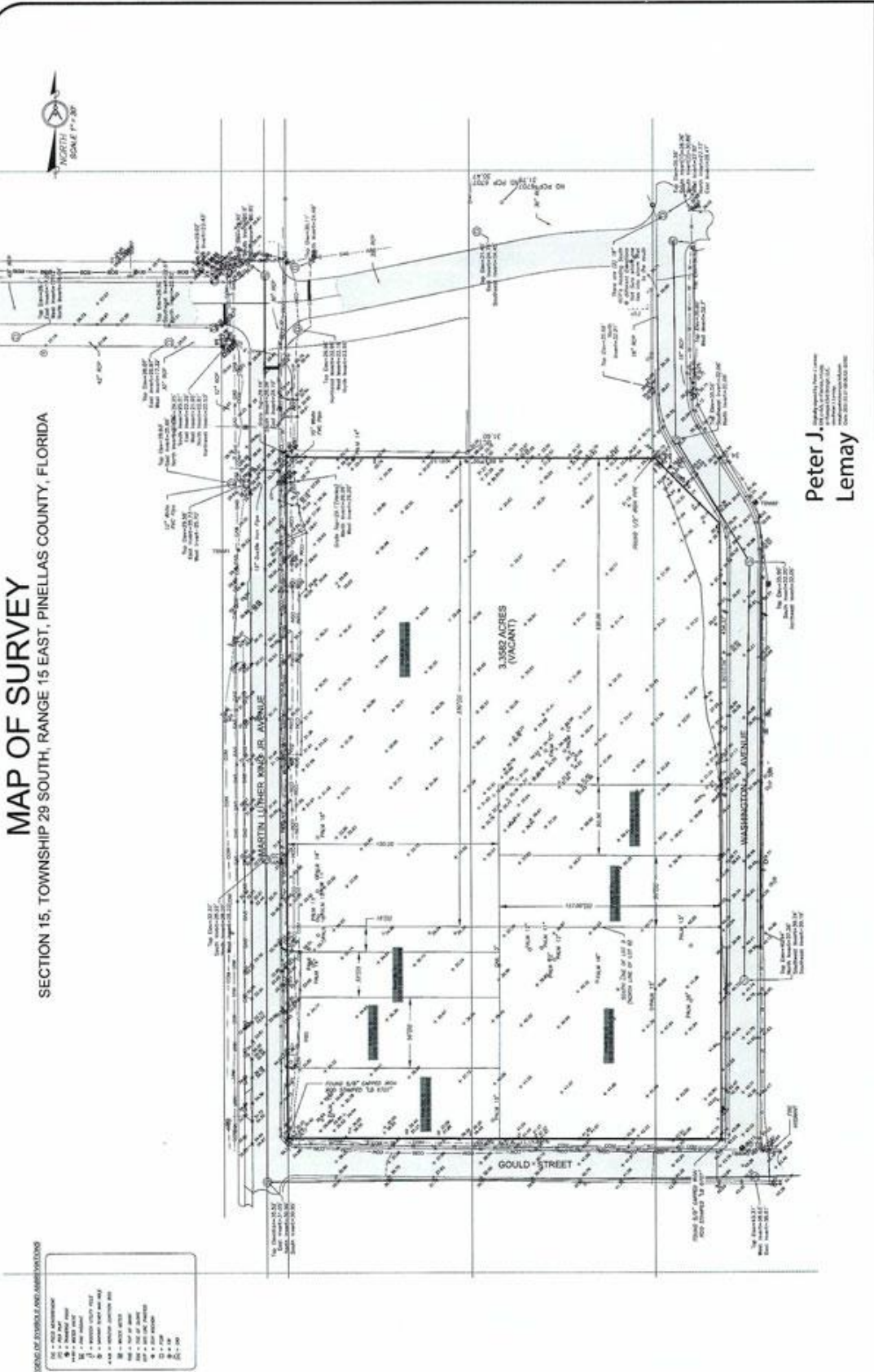
SEE FIS REPORT FOR DETAILED LEGEND AND INDEX MAP FOR FIRM PANEL LAYOUT

- SPECIAL FLOOD HAZARD AREAS**
- Without Base Flood Elevation (BFE) Zone A, V, AE, AH, VE, AR
 - With BFE or Depth Zone AE, AO, AH, VE, AR
 - Regulatory Floodway
 - 0.2% Annual Chance Flood Hazard, Area of 1% annual chance flood with average depth less than one foot or with drainage areas of less than one square mile (Zone X)
 - Future Conditions 1% Annual Chance Flood Hazard (Zone X)
 - Area with Reduced Flood Risk due to Levees. See Notes, Zone X
 - Area with Flood Risk due to Levee (Zone 0)
- OTHER AREAS OF FLOOD HAZARD**
- NO SCREEN Area of Minimal Flood Hazard (Zone X)
 - Effective LOMRs
 - Area of Undetermined Flood Hazard (Zone X)
- OTHER AREAS**
- Channel, Culvert, or Storm Sewer Levee, Dike, or Floodwall
- GENERAL STRUCTURES**
- Cross Sections with 1% Annual Chance
 - 17.5 Water Surface Elevation
 - 20.2 Coastal Transect
 - Base Flood Elevation Line (BFE)
 - Limit of Study
 - Jurisdiction Boundary
 - Coastal Transect Baseline
 - Profile Baseline
 - Hydrographic Feature
- OTHER FEATURES**
- Digital Data Available
 - No Digital Data Available
 - Unmapped
- MAP PANELS**
- The pin displayed on the map is an approximate point selected by the user and does not represent an authoritative property location.

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

The flood hazard information is derived directly from the authoritative NFHL web services provided by FEMA. This map was exported on 4/23/2024 at 1:02 PM and does not reflect changes or amendments subsequent to this date and time. The NFHL and effective information may change or become superseded by new data over time.

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



MAP OF SURVEY

SECTION 15, TOWNSHIP 28 SOUTH, RANGE 15 EAST, PINELLAS COUNTY, FLORIDA

Peter J. Lemay
 Licensed Professional Surveyor
 State of Florida, License No. 18897

LEGEND OF SYMBOLS AND MARKINGS

- 1 - 1/4" SECTION
- 2 - 1/4" SUBSECTION
- 3 - 1/4" ADJUTANT
- 4 - 1/4" QUARTER
- 5 - 1/4" QUARTER
- 6 - 1/4" QUARTER
- 7 - 1/4" QUARTER
- 8 - 1/4" QUARTER
- 9 - 1/4" QUARTER
- 10 - 1/4" QUARTER
- 11 - 1/4" QUARTER
- 12 - 1/4" QUARTER
- 13 - 1/4" QUARTER
- 14 - 1/4" QUARTER
- 15 - 1/4" QUARTER
- 16 - 1/4" QUARTER
- 17 - 1/4" QUARTER
- 18 - 1/4" QUARTER
- 19 - 1/4" QUARTER
- 20 - 1/4" QUARTER
- 21 - 1/4" QUARTER
- 22 - 1/4" QUARTER
- 23 - 1/4" QUARTER
- 24 - 1/4" QUARTER
- 25 - 1/4" QUARTER
- 26 - 1/4" QUARTER
- 27 - 1/4" QUARTER
- 28 - 1/4" QUARTER
- 29 - 1/4" QUARTER
- 30 - 1/4" QUARTER
- 31 - 1/4" QUARTER
- 32 - 1/4" QUARTER

REQUIREMENTS FOR RECORDING SURVEY		
TYPE OF SURVEY:	RECORDING NUMBER:	DATE OF LAST FIELD SURVEY:
PROJECT NUMBER/NAME: ZONING APPLICANTS:	PARCEL IDENTIFICATION NUMBER(S):	PROJECT LOCATION:
FIELD BOOK NAME:	PROJECT LOCATION:	CLEARWATER, FLORIDA
DATE OF LAST FIELD SURVEY: 12/01/2019		M.L.K. JR. AVE. AND GOULD STREET
TAMPA CIVIL DESIGN		
ENGINEERING - SURVEYING - DESIGN 17297 LUTZ FL 33658 (813) 340-3008 FAX (813) 340-3000 CERTIFICATE OF AUTHORIZATION NUMBER 18897		
STATE OF FLORIDA, PROFESSIONAL SURVEY & MAPPING NO. 18897		
I HEREBY CERTIFY THAT THIS MAP OF SURVEY WAS MADE UNDER MY SUPERVISION AND MEETS OR EXCEEDS THE STANDARDS OF PRACTICE SET FORTH BY THE FLORIDA BOARD OF PROFESSIONAL SURVEYING AND MAPPING, A BOARD OF REGULATION AND ADMINISTRATION OF THE FLORIDA ADMINISTRATIVE CODE PURSUANT TO SECTION 492.07 FLORIDA STATUTES.		
Peter J. Lemay		
SIGNED: [Signature]		