

**APPRAISAL REPORT**

**±95.02-ACRE PARCEL  
2770 RUSSELL ROAD  
GREEN COVE SPRINGS, FLORIDA 32043**

**FOR:**

**LANCE ADDISON  
COORDINATOR, PLANNING & INTERGOVERNMENTAL RELATIONS  
CLAY COUNTY DISTRICT SCHOOLS  
925 CENTER STREET  
GREEN COVE SPRINGS, FLORIDA 32073**

**PREPARED BY:**

**DUNCAN R. ENNIS, SR., MAI, SRA  
ENNIS APPRAISAL ASSOCIATES, INC.  
4511 LEXINGTON AVENUE  
JACKSONVILLE, FLORIDA 32210  
PH. (904) 387-4467  
FAX (904) 387-0177**

# ENNIS APPRAISAL ASSOCIATES, INC.

## Real Estate Appraisers & Consultants

Duncan R. Ennis, Sr., MAI, SRA  
State-Certified General Real Estate Appraiser RZ619



February 24, 2023

Lance Addison  
Coordinator, Planning & Intergovernmental Relations  
Clay County District Schools  
925 Center Street  
Green Cove Springs, FL 32073

**RE: APPRAISAL REPORT**

**+95.02-Acre Parcel  
2770 Russell Road  
Green Cove Springs, FL 32043  
Ennis Appraisal File No. 2023-004.CE**

Dear Mr. Addison,

At your request, this report has been prepared to convey my opinion of the "as is" market value of the fee simple interest in the property referenced above. The effective date of my opinion of market value developed and reported herein is February 17, 2023, the date of my inspection of the subject property.

The subject property is a ±95.02-acre parcel along Russell Road, about 1.1 mile northwesterly of the intersection of Russell Road and Sandridge Road. The parcel, which is comprised of approximately 21.95 acres of wetlands, 1.75 acres of surface waters, and 71.32 acres of uplands, is improved with a 22-year, 2,928 square foot single-family dwelling, out buildings, fencing, dirt and gravel driveways, and other horizontal improvements.

In accordance with the appraiser's determination of an appropriate scope of work for this assignment, the best method for developing an opinion of the market value of the property is the Sales Comparison Approach.

The Cost Approach and Income Approach are not useful to this assignment and are omitted. The appraisal process was developed in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP).

4511 Lexington Avenue • Jacksonville, Florida 32210  
(904) 387-4467 • Fax 387-0177  
ennisappraisal.com

Lance Addison  
Clay County District Schools

February 24, 2023

In conformity with the appraisal engagement for this assignment, the results of the appraisal process are communicated in an Appraisal Report that is intended to comply with the reporting requirements set forth under Standards Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice for an Appraisal Report. This report presents summary discussions of the data and analyses utilized in developing the opinion of "as is" market value. Additional data and analyses are maintained in my file. The depth of discussion contained in this report is specific to the needs of the client and for the intended use as stated within the report. I am not responsible for unauthorized use of this report.

You are the client of this appraisal assignment and the intended user of this appraisal report. Additional intended users of this report are other employees of Clay County District Schools and your consultants, if any. Use of this report by anyone else is not intended. The intended use of this appraisal report is to assist you with evaluating a potential purchase price for the subject property. Any other use of this report or the conclusions or opinions reported herein is not intended. I will not be responsible for any unintended use of this report, or the conclusions or opinions reported herein. The appraisal report and the opinions and conclusions rendered herein will be held in confidence by me and others associated with my firm.

The appraisal analyses, opinions, and conclusions were developed, and this appraisal has been prepared in conformance with the requirements of the Standards of Professional Appraisal Practice of the Appraisal Institute, the Uniform Standards of Professional Appraisal Practice (USPAP) as adopted by The Appraisal Foundation, and with the requirements of the State of Florida for State Certified Appraisers.

The property was personally inspected, and the neighborhood trends and development patterns were analyzed. As a result of these investigations and subject to Assumptions and Limiting Conditions beginning on page 9, my opinion of the "as is" market value of the subject property is as follows:

**"As Is" Market Value,  
of Fee Simple Interest,  
As of February 17, 2023:**

**\$7,000,000 (\*)**

(\*) See extraordinary assumption on page 10.

If you desire any additional information pertaining to this appraisal report or if I may be of any further assistance to you, please call.

Yours truly,  
**Ennis Appraisal Associates, Inc.**



Duncan R. Ennis, Sr., MAI, SRA  
State-Certified General Real Estate Appraiser RZ619

## Certification

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

- The statements of fact contained in this report are true and correct.
- 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.
- I have no present or prospective interest in the property that is the subject of this report, and no personal interest with respect to the parties involved.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- 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 this appraisal.
- My analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the requirements of the *Uniform Standards of Professional Appraisal Practice* of the Appraisal Foundation (USPAP); the requirements of the State of Florida for State-Certified General Real Estate Appraisers; and the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- I made a personal inspection of the property that is the subject of this appraisal.
- This report was not based on a requested minimum valuation, a specific valuation, or the approval of a loan.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives and to the requirements of the State of Florida relating to review by the State Real Estate Appraisal Board.
- I currently hold a State-Certified General Real Estate Appraiser license allowing the performance of real estate appraisals in connection with federally related transactions in the State of Florida in which the subject property is located.
- I have performed no services as an appraiser or in any other capacity regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.

- As of the date of this report, I have completed the requirements of the continuing education program for Designated Members of the Appraisal Institute.
- This appraisal recognizes the following definition of market value:

Market Value: as defined in Chapter 12, Code of Federal Regulation, Part 34.42 (f) is, "the most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition are 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 U.S. dollars or in terms of financial arrangements comparable thereto; and
- 5) The price represents the normal consideration for the property sold unaffected by special or creative financing or sale concessions granted by anyone associated with the sale."



Duncan R. Ennis, Sr., MAI, SRA  
State-Certified General Real Estate Appraiser RZ619

## Table of Contents

Certification .....	4
Table of Contents .....	6
Summary of Important Facts and Conclusions.....	8
Assumptions and Limiting Conditions.....	9
Extraordinary Assumptions.....	10
Hypothetical Conditions .....	10
Client and Intended Users .....	10
Intended Use of this Appraisal.....	11
Identification of the Real Estate Appraised.....	11
Owner of Record and Sales History .....	11
Purpose of this Appraisal.....	12
Real Property Interest Appraised.....	12
Type of Value Evaluated.....	12
Scope of Work .....	12
Photographs and Maps of Subject Property .....	13
Neighborhood Data.....	33
Parcel Data .....	37
Future Land Use Category and Zoning District .....	40
Utilities .....	42
Census Tract .....	42
Flood Zone.....	42
Soil Survey.....	43
Hazardous Materials.....	43
Improvements.....	44
Just Market Value, Taxable Value, and Taxes .....	44
Concurrency .....	44
Highest and Best Use.....	47
Valuation Methods.....	51
Sales Comparison Approach (Market Value Assuming Entitlements are in Place).....	53
Summary of Comparable Land Sales.....	53
Comparable Land Sales Map .....	60
Analysis of Comparable Land Sales .....	61
Summary of Adjustments to Land Sales.....	65
Conclusion of Sales Comparison Approach, Assuming Entitlements are in Place.....	66
Income Approach (“As Is” Market Value).....	66
Holding Period .....	66
Income .....	67
Holding Costs.....	67
Costs of Sale.....	67
Discount Rate .....	68
Discounted Cash Flow Scenario #1 .....	70
Discounted Cash Flow Scenario #2.....	71
Check on Reasonableness.....	72
Summary of Values .....	72
Reconciliation of Values .....	72

Appraised Value .....73  
Estimate of Normal Marketing Period and Exposure Time.....74  
A D D E N D U M.....75  
    Appraisal Engagement Letter and Purchase Order .....76  
    Legal Description .....79  
    Appraiser’s Qualifications.....80  
    Appraiser’s License.....81

## Summary of Important Facts and Conclusions

Legal Description	Part of Blocks 2 and 3, Florida Farmers Land Company's Subdivision, Plat Book 1, Page 49, Clay County, Florida. See complete legal description in the Addendum.
RE #	39-05-25-010097-009-00
Address	2770 Russell Road, Green Cove Springs, Florida 32043
Location	Russell Road, about 1.1 mile to the northwest of the intersection of Sandridge Road, Green Cove Springs, Florida
Property Rights Appraised	Fee Simple Interest
Date of Inspection	February 17, 2023
Effective Date of Appraisal	February 17, 2023
Date of Appraisal Report	February 24, 2023
Owner of Record	William D. Gardner, Jr. and Chelsea R. Gardner, husband and wife
Approximate Land Area	Wetlands: 21.95 acres Surface Waters: 1.75 acres Upland: <u>71.32</u> acres Total: 95.02 acres
Future Land Use Category	Lake Asbury Master Planned Community (LA MPC)
Zoning District	Lake Asbury Master Planned Community (LA MPC)
Improvements	22-year old, 2,928 square foot single-family dwelling, out buildings, fencing, dirt and gravel driveways, well, and septic system.
Highest and Best Use, As Vacant	Speculative hold until such time as single-family residential development is financially feasible.
As Improved	Demolition and removal of existing improvements and speculative hold until such time as single-family residential development is financially feasible.
"As Is" Market Value <sup>1</sup>	\$7,000,000

---

<sup>1</sup> The opinions of value reported herein are subject to Assumptions and Limiting Conditions beginning on page 9.



## Assumptions and Limiting Conditions

- The legal description of the subject property included in the Addendum was obtained from Warranty Deed recorded in Official Record Book 4348, Page 435 of the public records of Clay County, Florida. Said deed, dated August 28, 2020, conveyed the subject property from Edward Huamin Ma and Jade Qi Han, husband and wife, to William D. Gardner, Jr. and Chelsea R. Gardner, husband and wife. The size of the subject parcel and the delineation of the parcel between uplands and wetlands reported herein are based on the "Preliminary Due Diligence Wetland and Protected Species Assessment", dated August 27, 2021, prepared by Environmental Resource Solutions (ERS Job No. 21166) and the Conceptual Site Plan, known as "Russell Road Residential", created by Kimley-Horn and Associates, and the companion Written Statement, reviewed by the Development Review Committee of Clay County, dated November 28, 2022. If the subject property's legal description, total land size, or usable upland area is other than reported herein, the appraiser's opinion of the "as is" market value of the subject property may be other than reported herein.
- The appraiser is not responsible for the title or survey and has disregarded any liens, encumbrances and/or encroachments unless specifically set forth.
- The property is presumed to be marketable, free and clear, under responsible ownership and competent management.
- Any sketch or photo is approximate and is merely intended to assist the client in visualizing the premises.
- No obligation is assumed for the accuracy of tax data, zoning information, or similar information supplied by others.
- Disclosure of the contents of this report is governed by the Code of Ethics and Standards of Professional Practice of the Appraisal Institute. Neither all nor any part of this report shall be disseminated to the public through advertising media, public relations media, news media, sales media or any other means of public communication, without the prior written consent and approval of the author.
- The appraiser does not agree to give testimony in court relating to this appraisal, except by previous agreement.
- This appraisal covers only the premises described herein. Neither the figures therein, nor any analysis thereof, nor any unit values thereby derived are to be construed as applicable to any other property, however similar the same may be.
- The appraiser has no present or contemplated interest in the subject property.
- This report is not contingent upon any predetermined value or finding.
- Valuation is made in conformity with the Standards of Professional Practice of the Appraisal Institute, a professional organization of which Duncan R. Ennis, Sr., MAI, SRA is a member.

- Unless otherwise stated in this report, the appraiser did not observe the existence of hazardous material, which may or may not be present on the property. The appraiser has no knowledge of the existence of such materials on or in the property. The appraiser, however, is unqualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation, radon or other potentially hazardous materials may affect the value of the property. The opinions of value developed herein are predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise of engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired.
- This report contains 81 pages.

### **Extraordinary Assumptions**

The 2020-2021 edition of the Uniform Standards of Professional Appraisal Practice (USPAP) defines extraordinary assumption 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”. Per the Appraisal Foundation, the 2020-2021 USPAP is effective until December 31, 2023.

- The Conceptual Site Plan found on page 32, which illustrates a 235-lot single-family residential subdivision on the subject parcel, was relied upon in this appraisal analysis. Accordingly, the opinion of “as is” market value developed and reported herein is based on the **extraordinary assumption** the subject parcel is suitable for development of a single-family subdivision having 235 lots. If it is later determined the subject parcel is not suitable for development of a single-family subdivision with 235 lots, the appraiser’s opinion of the “as is” market value of the subject property may be other than reported herein.

### **Hypothetical Conditions**

The 2020-2021 edition of the Uniform Standards of Professional Appraisal Practice (USPAP) defines hypothetical condition as, “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”. Per the Appraisal Foundation, the 2020-2021 USPAP is effective until December 31, 2023.

- None

### **Client and Intended Users**

Lance Addison, Coordinator, Planning & Intergovernmental Relations, Clay County District Schools, is the client of this appraisal assignment. Additional intended users of this report are other employees of Clay County District Schools and their consultants, if any. Use of this report by anyone else is not intended.

## **Intended Use of this Appraisal**

The intended use of this appraisal report is to assist the client with evaluating a potential purchase price for the subject property. Any other use of this report or the conclusions or opinions reported herein is not intended. I will not be responsible for any unintended use of this report, or the conclusions or opinions reported herein.

This appraisal report and the opinions and conclusions rendered herein will be held in confidence by me and others associated with my firm.

## **Identification of the Real Estate Appraised**

The subject property is a ±95.02-acre parcel of land along the southwesterly side of Russell Road about 1.1 mile to the northwest of the intersection of Sandridge Road in the Lake Asbury section of Clay County, Florida.

Improvements include a 22-year old, 2,928 square foot single-family dwelling, out buildings, fencing, dirt and gravel driveways, well and septic system.

The property's future land use category and zoning district are Lake Asbury Master Planned Community (LA MPC). The Lake Asbury Master Plan permits detached single-family residential development of the subject parcel

## **Owner of Record and Sales History**

According to the 2022 Clay County Property Appraiser's records, the subject parcel is owned by William D. Gardner, Jr. and Chelsea R. Gardner, husband and wife. Evidence of this ownership is Warranty Deed dated August 27, 2020 and recorded in Official Record Book 4348, Page 435 of the public records of Clay County, Florida. The was an arm's-length transaction.

According to Will Gardner, son of the property owners, the subject parcel had been under contract to be acquired by Toll Brothers, a national builder, for approximately \$7,500,000. The property went under contract in August 2021 and the sale was scheduled to close November 7, 2022. Prior to closing, Toll Brothers backed out of the sale. Prior to backing out, Toll Brothers engaged Environmental Resource Solutions to prepare a Preliminary Due Diligence Wetland and Protected Species Assessment of the subject parcel. Two of the exhibits from this report are found on pages 30 and 31. A Conceptual Site Plan prepared by Kimley-Horn & Associates, a planning, surveying, engineering, and design consulting firm, which illustrates a 235-lot single-family subdivision for the subject parcel, is found on page 32.

According to Zell Jones, an individual assisting the property owners with selling the subject property, other builders are interested in the subject parcel.

The appraiser is not aware of any other sales, listings for sale, offers, contracts, options, leases, or easements pertaining to the subject parcel within the past three years. The

appraiser, however, has not conducted a title search. Should more thorough title history be desired please consult a title insurance company or other qualified source.

## **Purpose of this Appraisal**

The purpose of this appraisal assignment is to convey an opinion of the “as is” market value of the fee simple interest of the subject property.

## **Real Property Interest Appraised**

The property rights appraised herein are the fee simple interest. Fee simple is defined by The Appraisal of Real Estate, Twelfth Edition 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".

## **Type of Value Evaluated**

The opinion of “as is” market value is developed herein and is subject to the Assumptions and Limiting Conditions beginning on page 9. Market value is defined on page 5 of this appraisal report

## **Scope of Work**

The problem to be solved, and the purpose of this appraisal assignment, is to develop an opinion of the “as is” market value of the subject property. As defined in the Uniform Standards of Professional Appraisal Practice (USPAP), the scope of work is “the type and extent of research and analyses in an assignment.” In preparing this appraisal, the appraiser:

- Inspected and photographed portions of the subject property;
- Gathered regional, city, county, and neighborhood data;
- Researched the subject’s legal and physical characteristics;
- Gathered information regarding sales of comparable properties;
- Analyzed the data to develop the opinion of market value.

After analyzing the data collected, and considering the subject’s legally permissible, physically possible, economically feasible and maximally productive uses, the appraiser developed an opinion of the highest and best use of the subject parcel, as if vacant, and as improved.

In accordance with the appraiser’s determination of an appropriate scope of work for this assignment, the best method for developing an indication of the market values of the parcel are the Sales Comparison Approach and Income Approach (Discounted Cash Flow Analysis).

The Cost Approach is not useful to this assignment and is omitted. The appraisal process was developed in conformity with the Uniform Standards of Professional Appraisal Practice

(USPAP).

In accordance with the written engagement for this appraisal assignment, the results of the appraisal process are communicated to the client in an Appraisal Report that is intended to comply with the reporting requirements set forth under Standards Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice (USPAP). This report presents summary discussions of the data and analyses utilized in developing the opinion of “as is” market value. The data and analyses are maintained in my work file. The depth of discussion contained in this report is specific to the needs of the client and for the intended use as stated within the report. I am not responsible for unauthorized use of this report. The appraisal process was developed in conformity with the requirements of the USPAP, and the results are considered credible.

### **Photographs and Maps of Subject Property**

The following were taken by the appraiser on February 17, 2023.

**95.02-Acre Parcel  
2770 Russell Road  
Green Cove Springs, Florida 32043**



Upland area with residential cut



Driveway entrance near middle of frontage  
along Russell Road



View southeasterly along Russell Road;  
subject at right



View northwesterly along Russell Road;  
subject at left



**95.02-Acre Parcel  
2770 Russell Road  
Green Cove Springs, Florida 32043**



Driveway entrance at northwesterly end of subject parcel



View southeasterly along Russell Road; subject at right



View northwesterly along Russell Road; subject at left



Driveway leading from Russell Road to vacated residential improvements



**95.02-Acre Parcel  
2770 Russell Road  
Green Cove Springs, Florida 32043**



Vacated residential improvements



1.75-acre man-made pond



Demolished pole barn near northwesterly end of parcel



Wetland at extreme northwesterly end of parcel



**95.02-Acre Parcel  
2770 Russell Road  
Green Cove Springs, Florida 32043**



Upland pasture bisected by finger of wetland



Wooded wetland along southeasterly portion of parcel just beyond the cleared upland



Wetland area in southeasterly portion of parcel



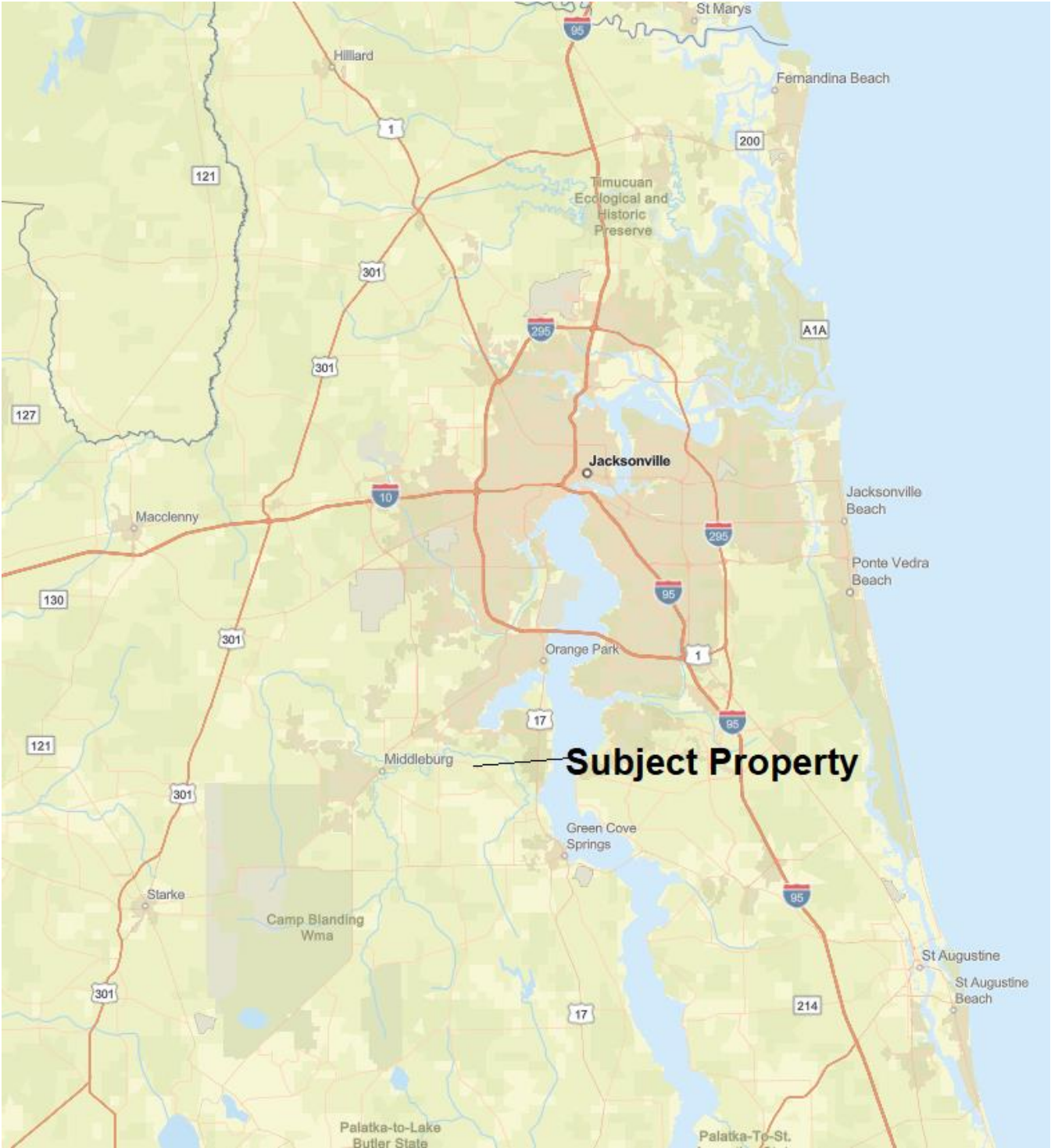
Upland area in southeasterly portion of parcel

# Florida Area

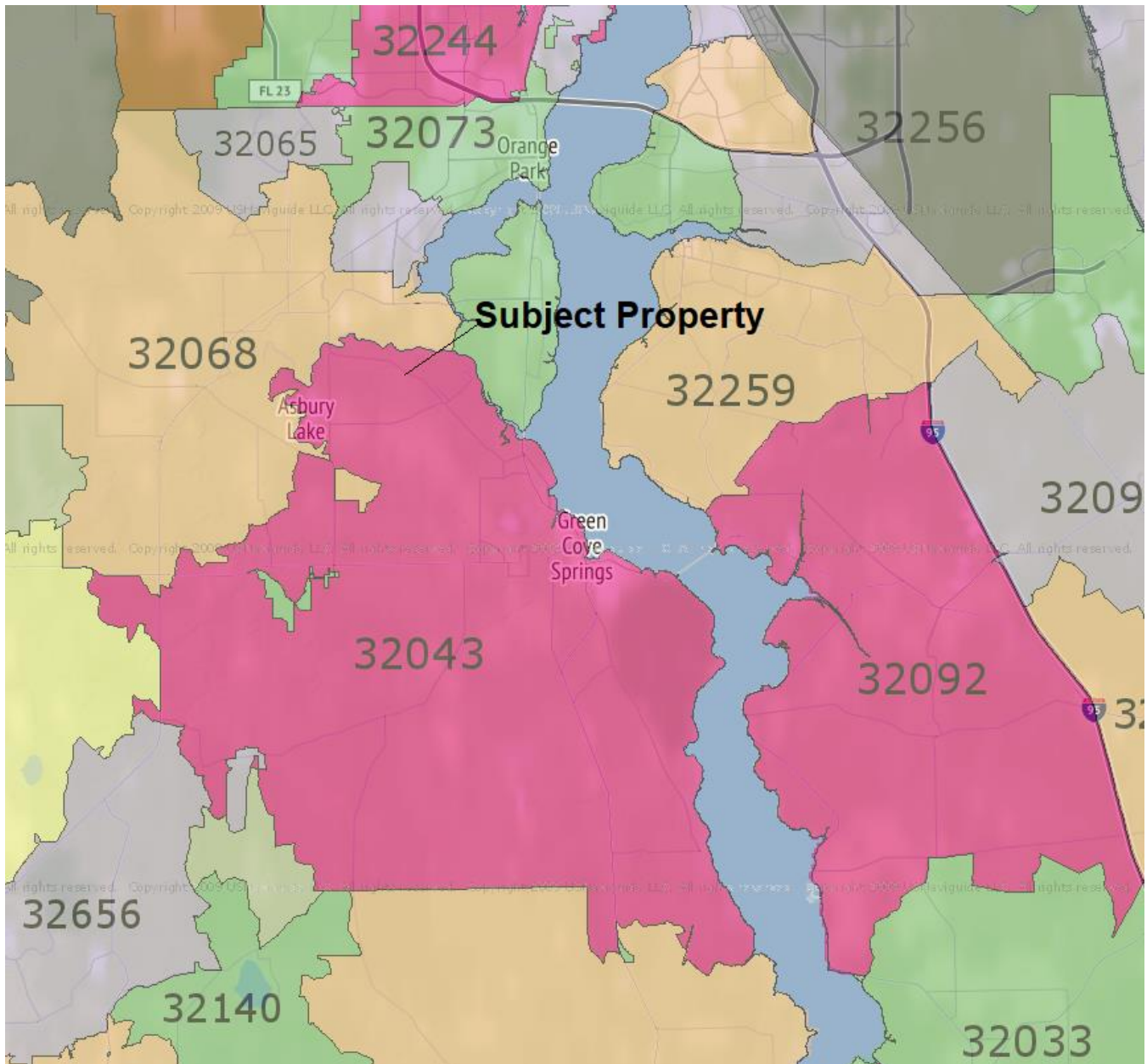




# Duval County & Clay County Area

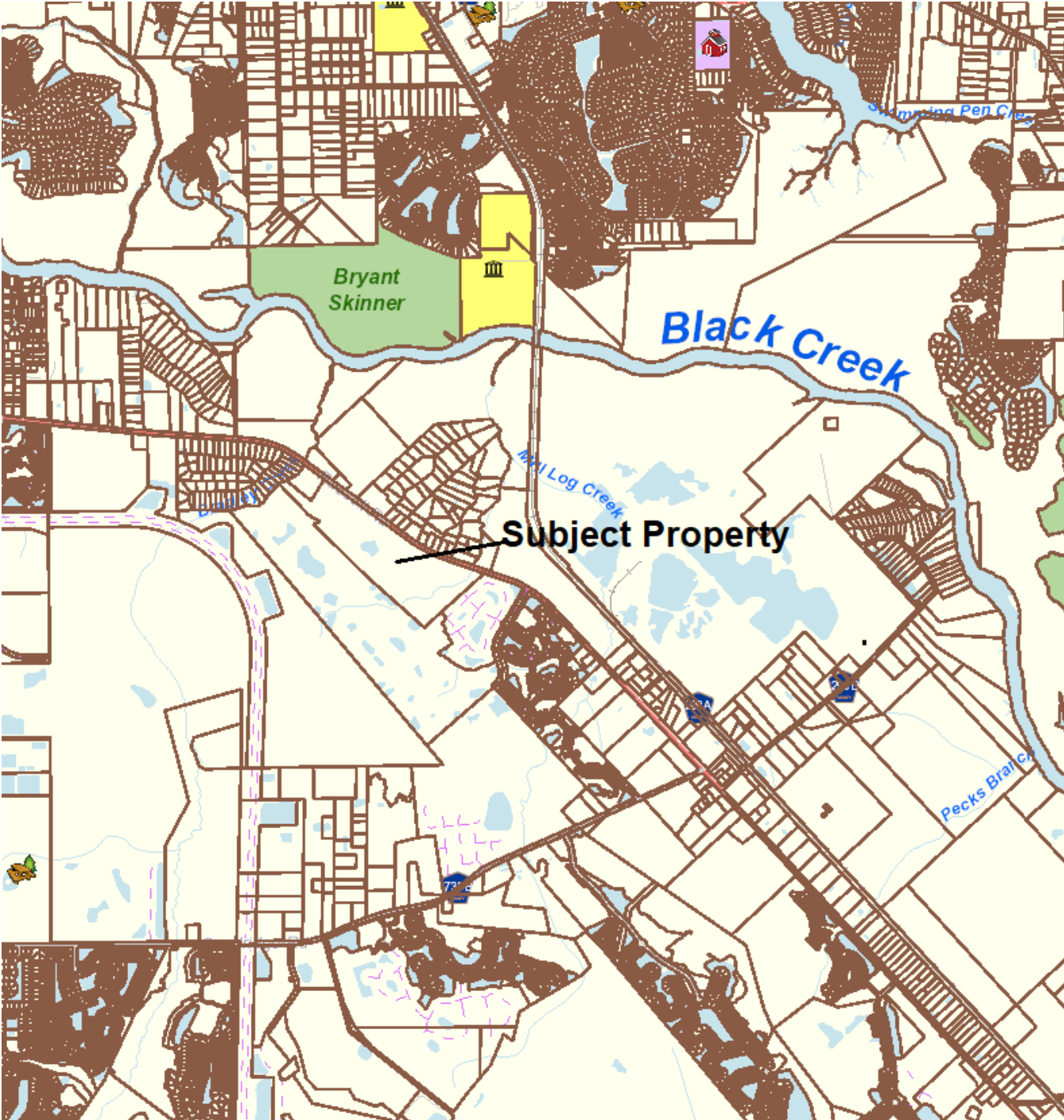


## Neighborhood Area



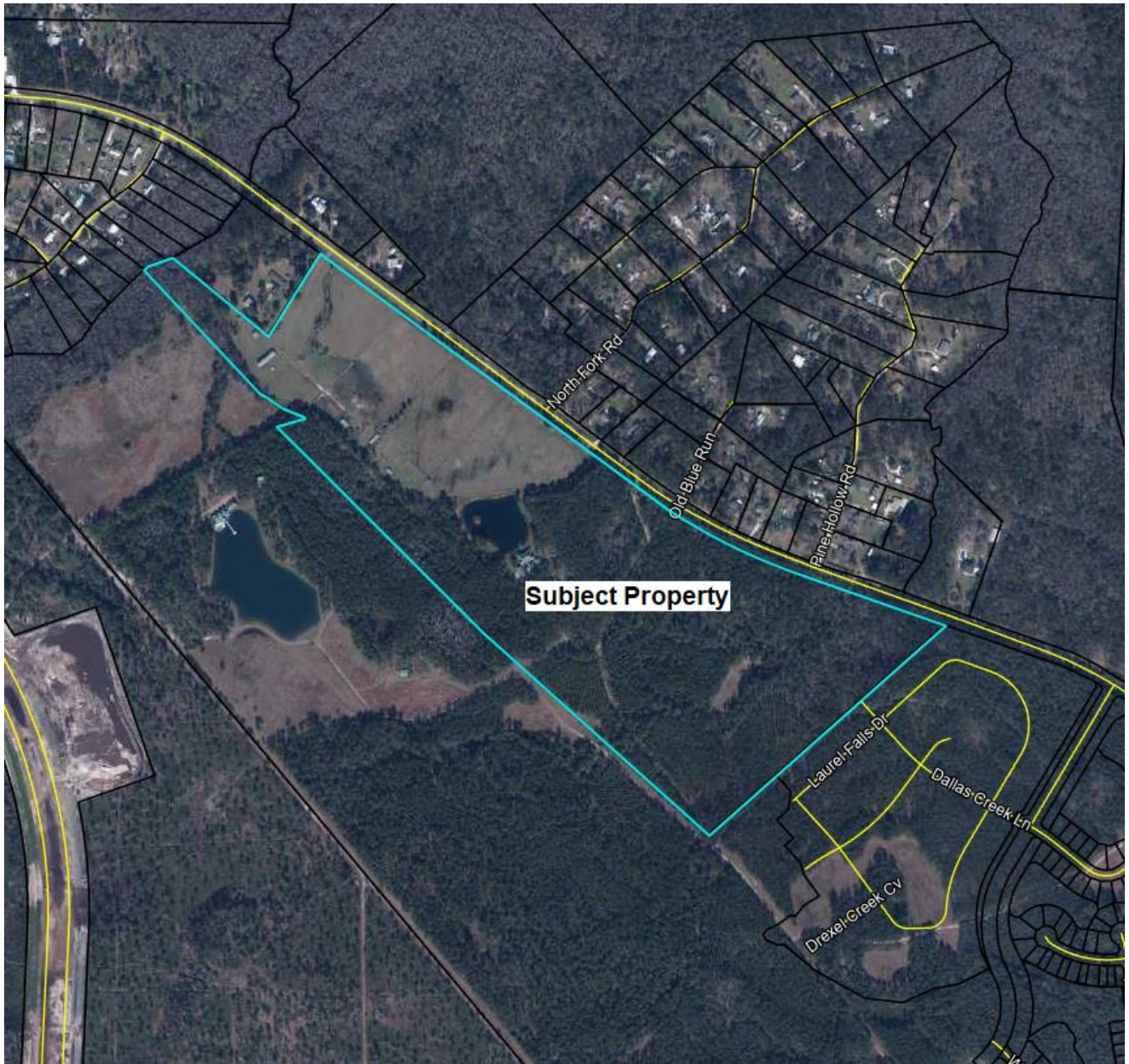
The subject neighborhood, as defined herein, is the Lake Asbury Master Plan Area (see exhibit on page 23), which is similar the boundaries of Zip Code 32043 depicted above.

# Clay County GIS Map



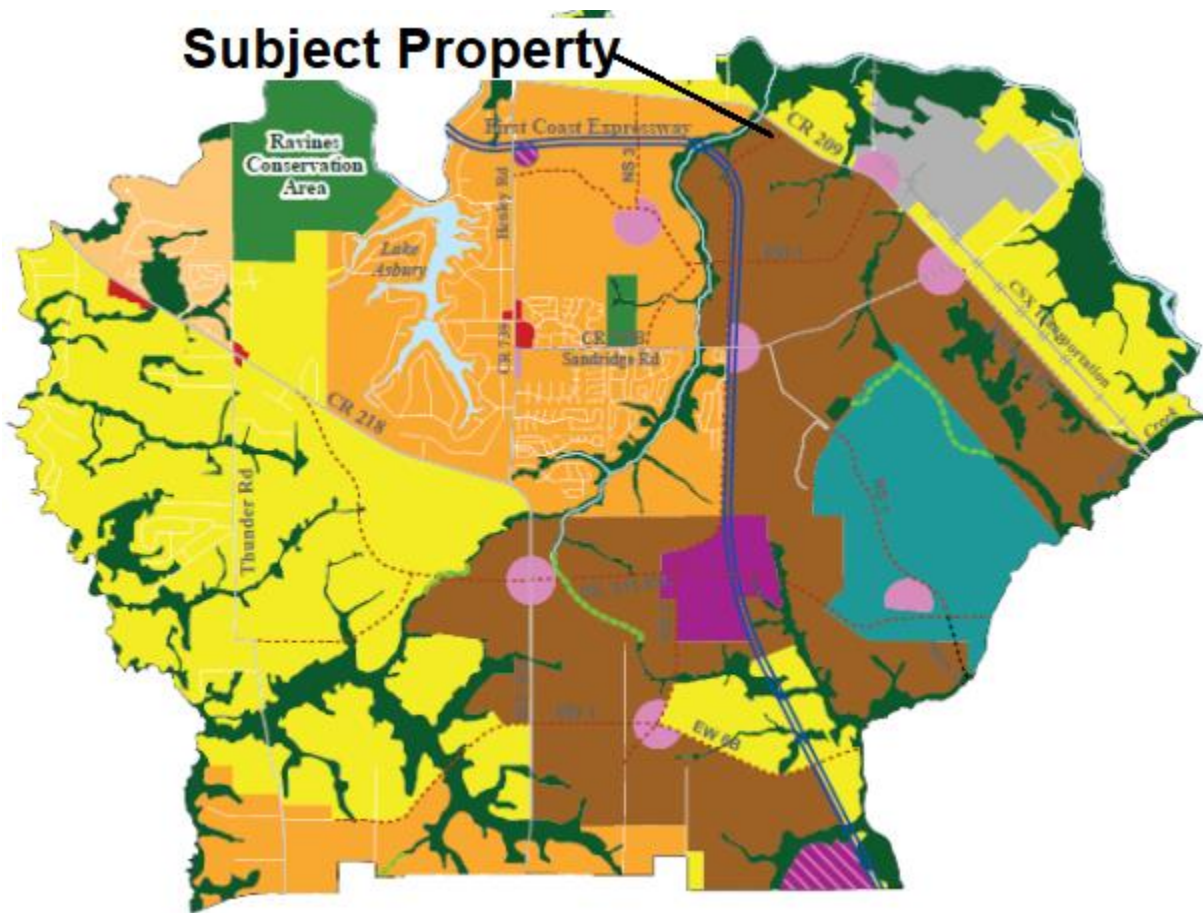


# Clay County GIS Map with Aerial Overlay



## 2040 Lake Asbury Master Plan Area

### Subject Property



#### Misc. Legend

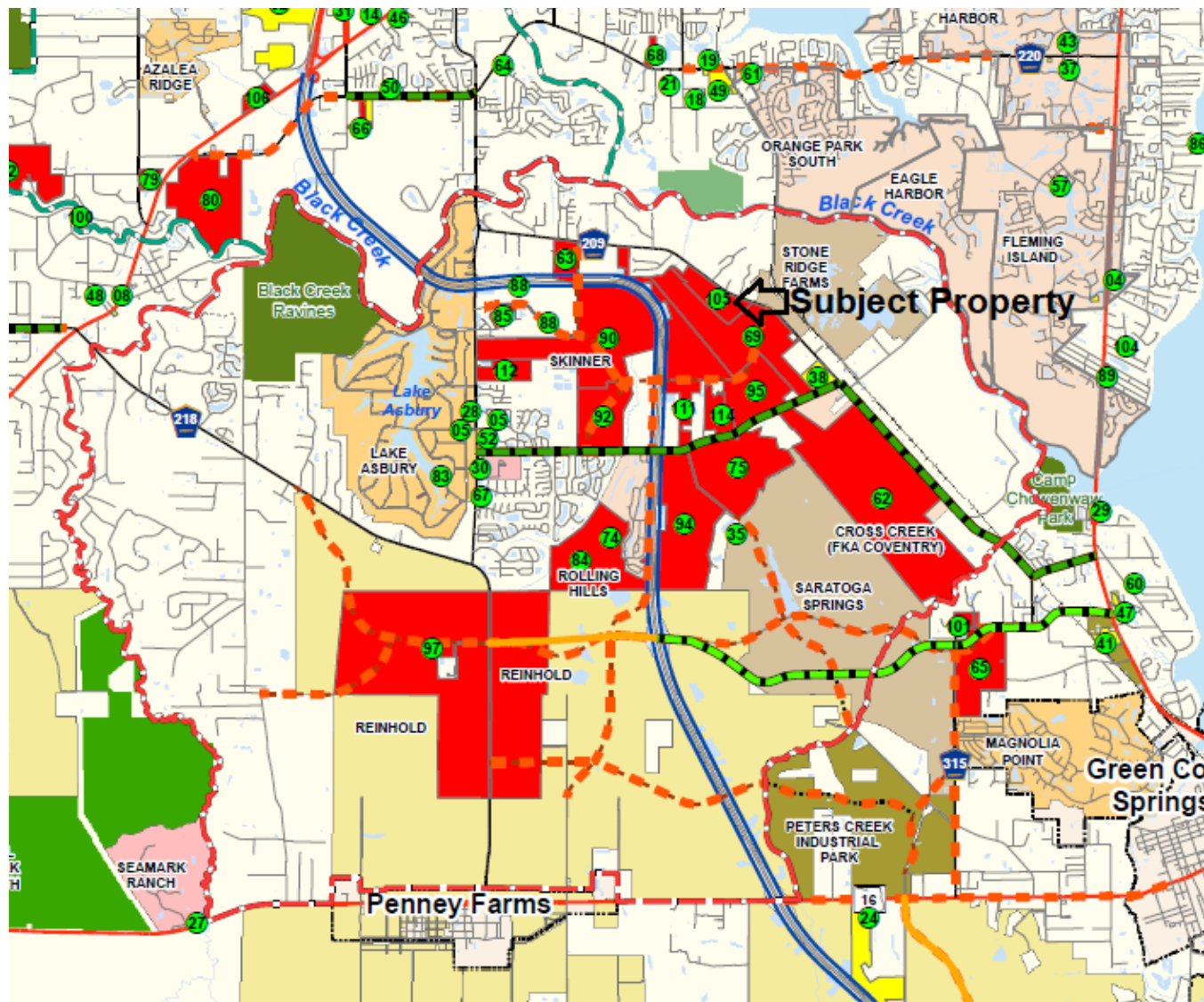
- Greenbelt Zoning Overlay
- Future Roads
- First Coast Expressway
- Local Roads
- Collector Roads
- Arterial Roads
- Rail Road
- County Boundary
- Peter's Creek Business Park Improvements
- Municipal Boundary
- Masterplan Boundary
- Water

#### Future Land Use Legend

- LA RC
- LA RRSV
- LA RF
- LA MPC
- LA COM
- LA SOL
- LA VC
- LA AC
- LA IVC
- PC
- LA GW
- RP

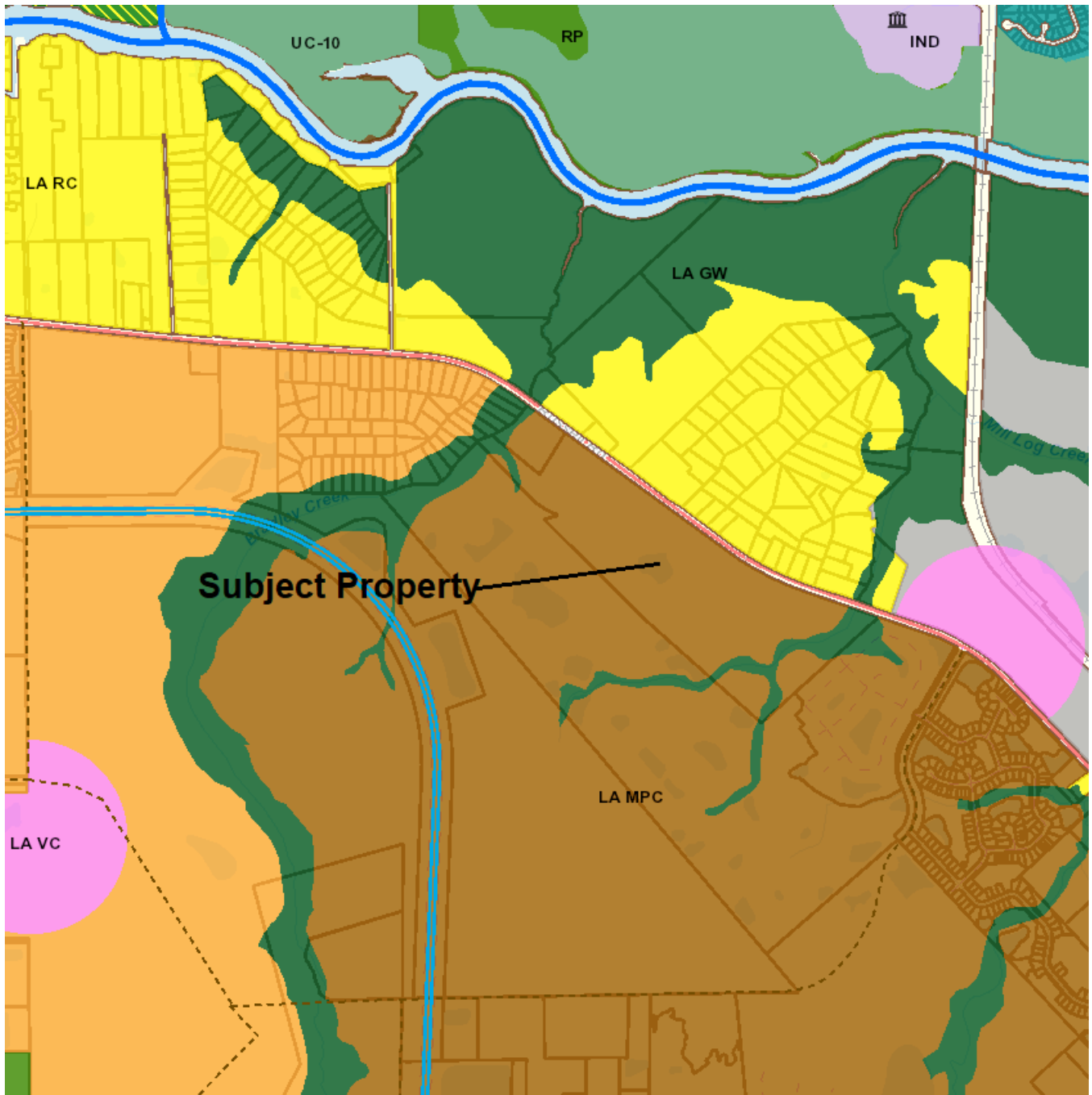


Portion of Planned Development Projects (09/15/21 – 01/11/23) Showing the Lake Asbury Area; Created by Clay County GIS Department 1/11/23



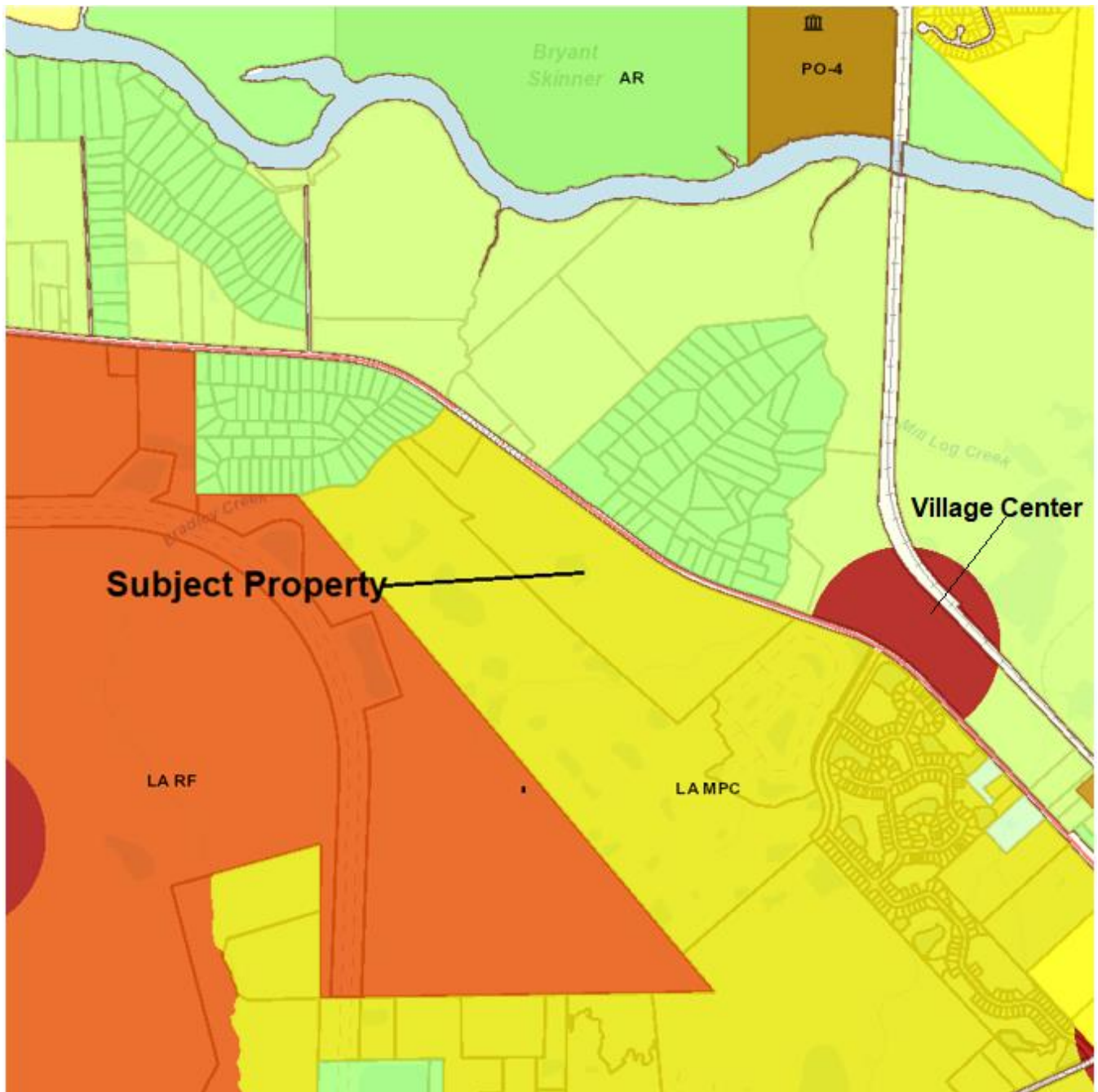


## Clay County GIS Map with Future Land Use Category Overlay



The subject parcel's future land use category is Lake Asbury Master Planned Community (LA MPC)

## Clay County GIS Map with Zoning District Overlay



The subject parcels' zoning district is Lake Asbury Master Planned Community (LA MPC).

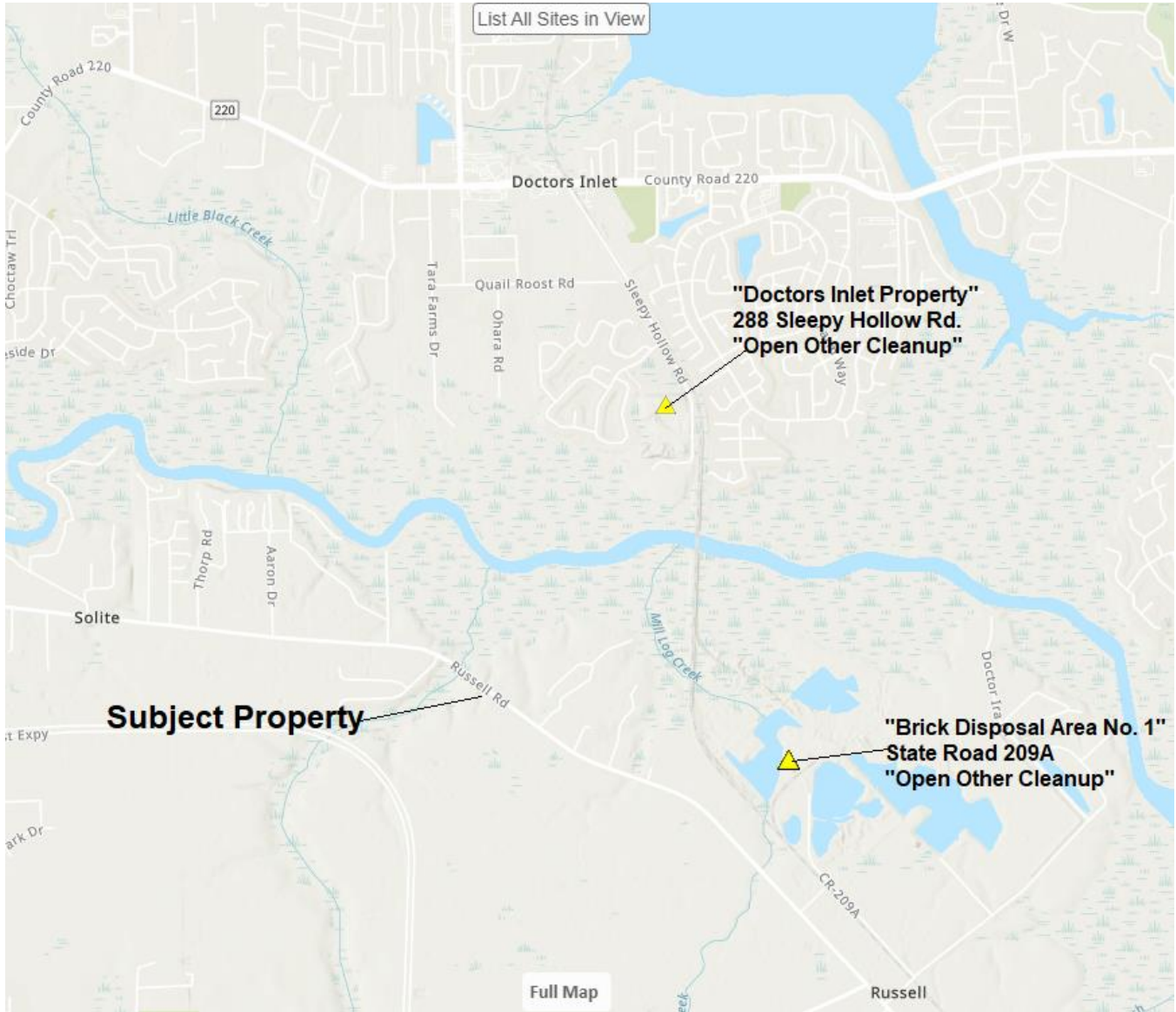
**Flood Zone Map  
12019C0160E, Dated March 17, 2014**



It appears portions of the property are in Flood Zone "X", a minimal flood hazard area. It also appears portions of the property are in Flood Zone "AE", a special flood hazard area.

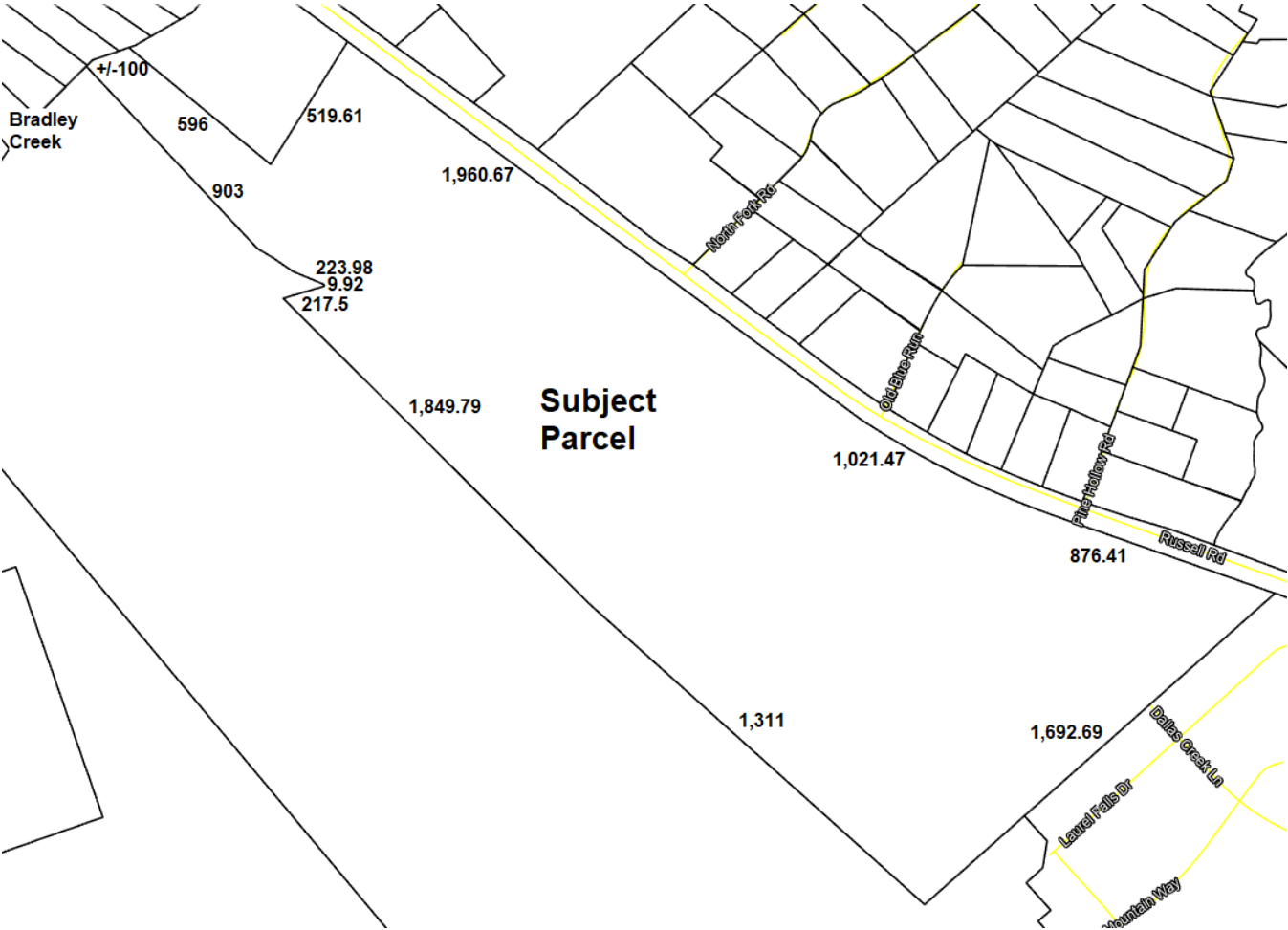


# Florida Department of Environmental Protection Contamination Locator Map



As shown, while no contamination on the subject property is indicated, there are contaminated properties in the area.

# Illustration of the Subject Parcel's Boundaries according to the Legal Description Found in the Addendum



# Exhibit No. 3 Prepared by Environmental Resource Solutions, Dated August 18, 2021, for Toll Brothers

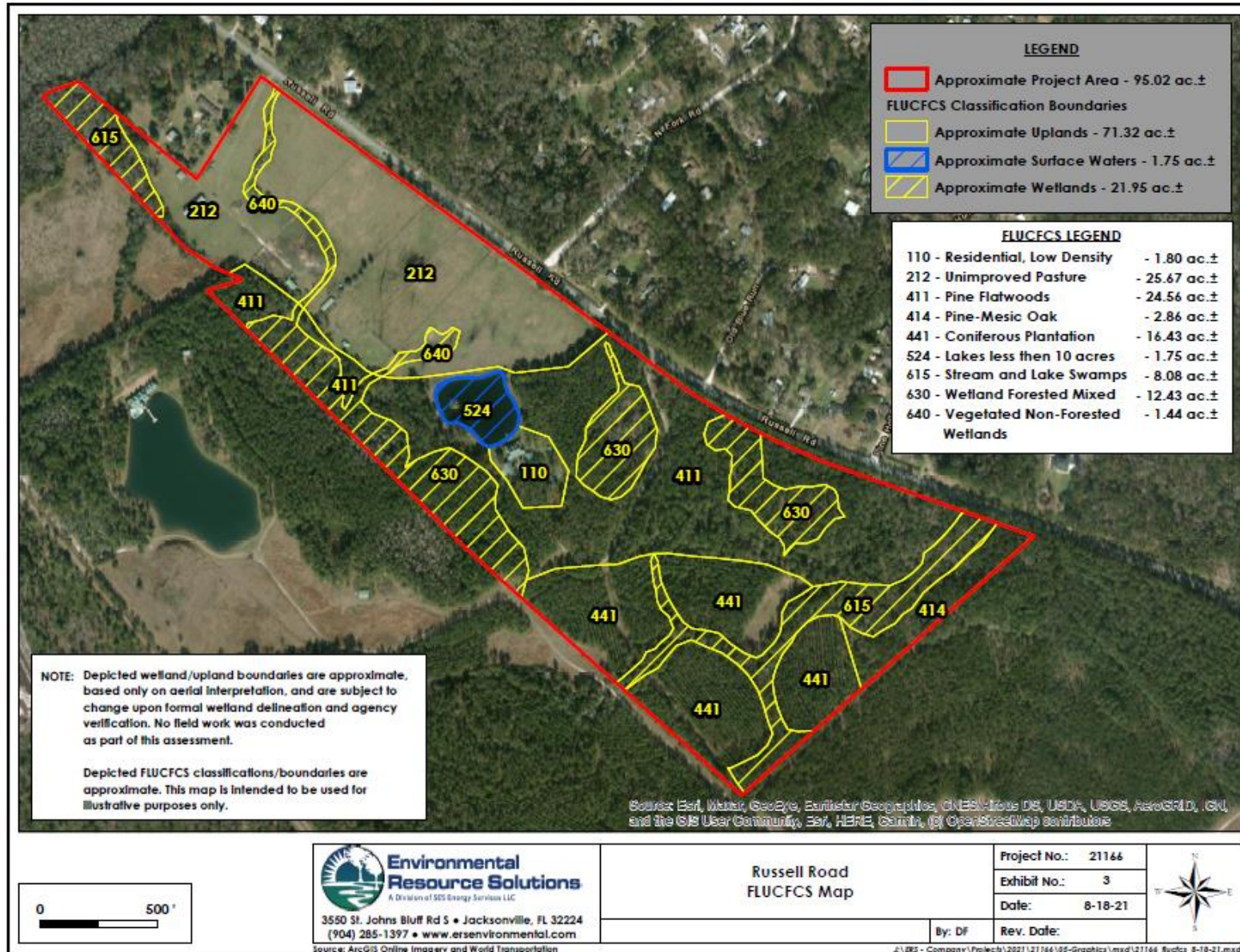
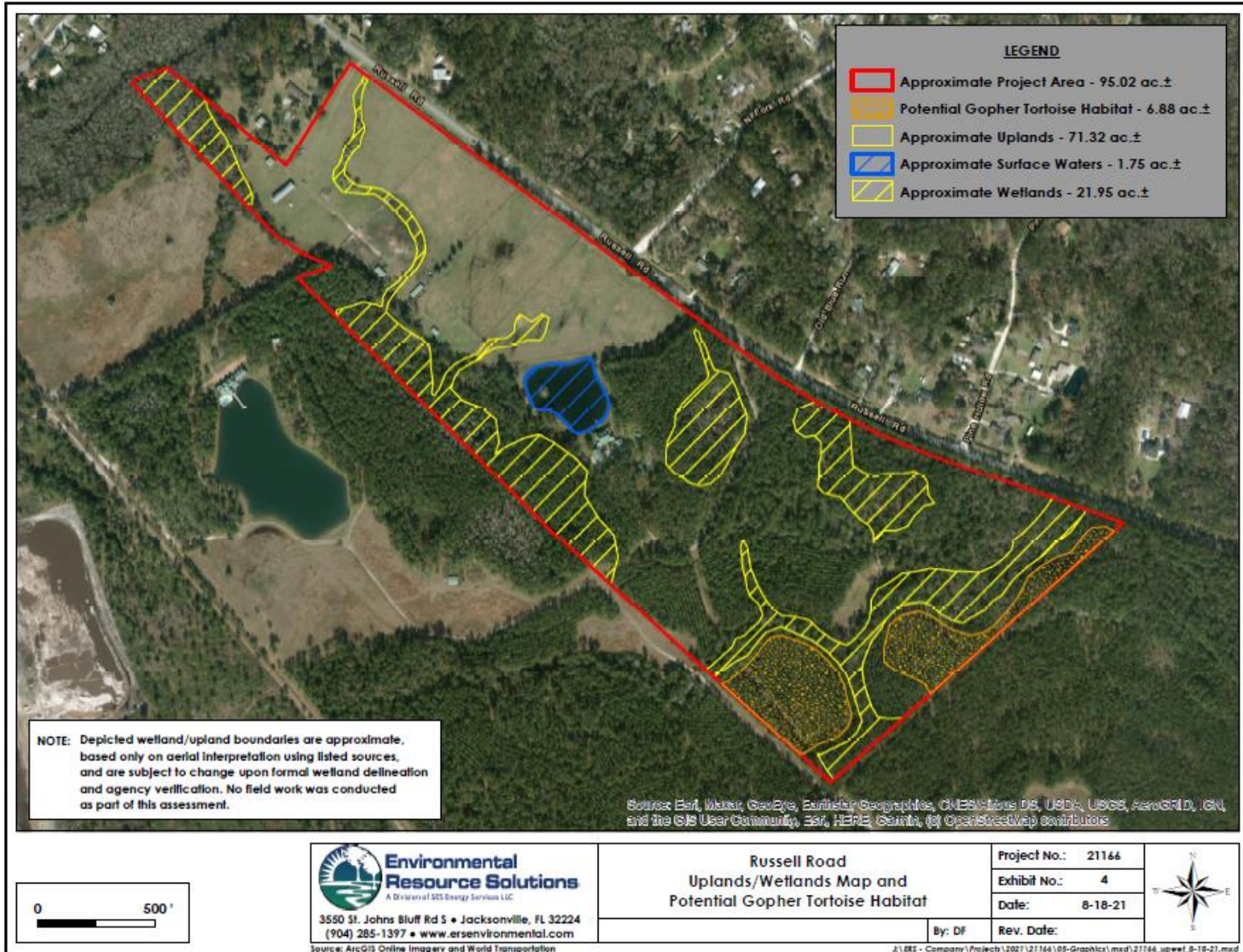
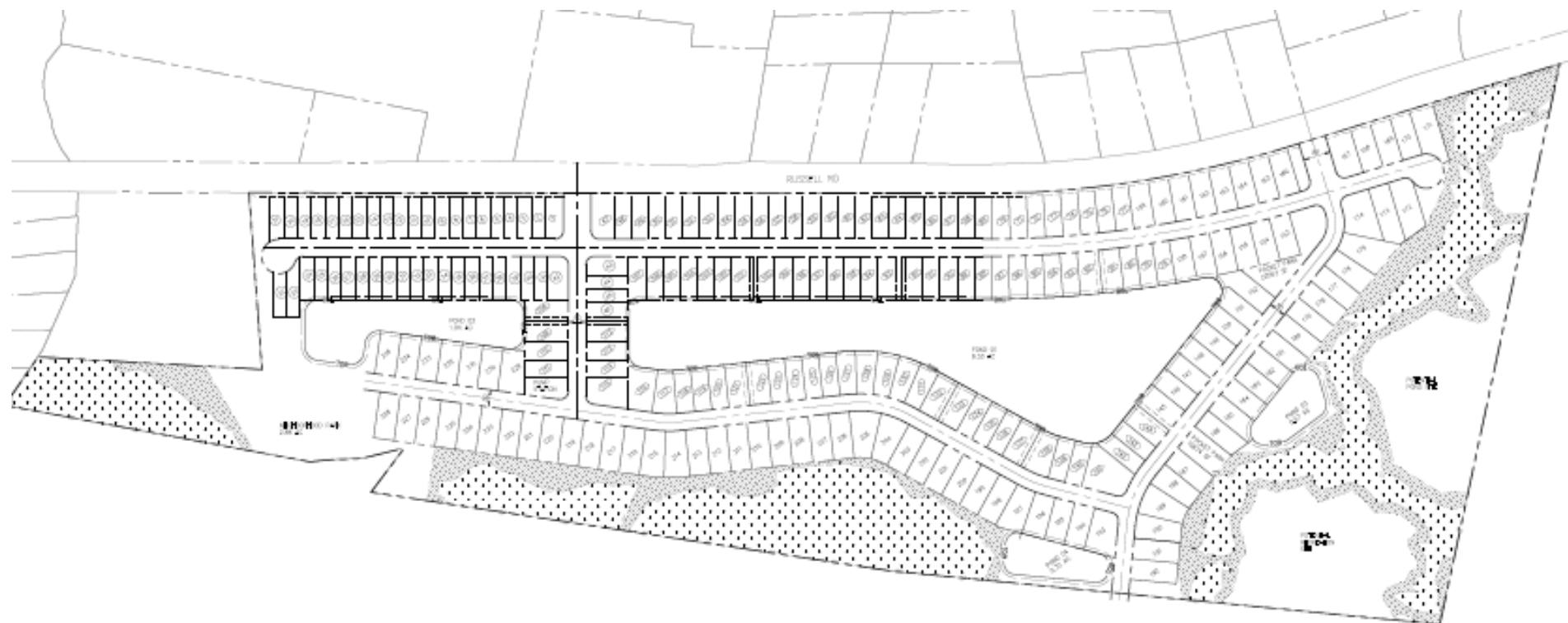




Exhibit No. 4 Prepared by Environmental Resource Solutions, Dated August 18, 2021, for Toll Brothers



# Conceptual Site Plan Prepared by Kimley-Horn and Associates, Inc., for Toll Brothers



<b>40' lots:</b>	<b>46</b>
<b>50' lots:</b>	<b>98</b>
<b>60' lots:</b>	<b><u>91</u></b>
<b>Total Lots:</b>	<b>235</b>



## Neighborhood Data

The subject of this appraisal is a 95.02-acre parcel of land located along the southwesterly side of Russell Road (CR 209) about 1.1 miles to the northwest of the intersection of Russell Road and Sandridge Road in the Lake Asbury section of Clay County, Florida. In this instance, neighborhood boundaries coincide with the boundaries of the Lake Asbury Master Planned Area (LAMPAs), which are illustrated on page 20 and 23.

The following description of the subject neighborhood was obtained from the Introduction to the Lake Asbury Master Plan.

The Lake Asbury Master Development Plan project was initiated as a partnership between County government and the community in consensus building and visioning. The project consisted of the preparation of a master development plan representing the ultimate buildout of the Lake Asbury Master Plan Area (LAMPAs). The residents of the greater Lake Asbury area expressed concern regarding protection of the area's natural resources, maintaining the quality of life they currently enjoy, and the ability of the community to grow in a controlled manner. This process brought together people with diverse interests to build a consensus for growth management, urban form, long range planning and environmental protection.

The LAMPAs consists of 30,293 acres of which roughly 18,000 acres are largely undeveloped. The area consists of unincorporated portions of central Clay County within the Lake Asbury/Penney Farms Planning District. The area is bounded by Peters Creek on the east, Black Creek to the north and west, and State Road 16 to the south.

Northeast Florida continues to experience suburban sprawl. Conventional planning has failed to contain the spread of ex-urban growth around the greater Jacksonville metropolitan area. The sector study or "buildout" plan provides a long-term response to future growth. This approach can ensure that growth will occur in a more orderly and attractive way than the piecemeal development that would normally occur. This plan promotes a community designed to reduce the importance of the automobile. This is accomplished by design that allows a greater variety of land uses closer to work and home and provides ample opportunities to connect those land uses with walkways and bicycle paths.

The Master Development Plan for Lake Asbury recommends a blend of rural and planned suburban growth. The eastern half of the LAMPAs will include mixed-use master planned communities that are more urban in character, along with an employment district. The Plan designates the western half of the LAMPAs as primarily low-density areas, with rural residential lands complimented by the conservation network of greenways. The Lake Asbury plan provides for a self-supporting community that consists of a mix of recreational, commercial, civic and residential uses. This Plan reduces the need to utilize the regional road network by providing a greater variety of land uses, preserving the area's natural resources, and creating opportunities for pedestrian and bicycle uses. The goal of providing improved

accessibility between home, work, schools and shopping will in turn, translate into reduced commuting time, decreased reliance on the automobile, and protection of natural resources. The Plan acts to discourage sprawl by guiding development into the form of villages, with central places of higher densities and intensities and peripheral neighborhoods of lower density.

Greenways and “Greenbelts” are utilized as village boundaries, further providing a sense of place. This edge exists around the greater LAMPA area and will also be utilized within the area to form natural edges to villages. Greenbelts and conservation areas will add to the greater greenway system to provide for an extensive network of protected open space and wildlife corridors. The Asbury Greenway guidelines support wildlife, enhance water quality, capture stormwater, and provide scenic vistas as well as passive recreational opportunities. In short, the Lake Asbury Master Plan will help to preserve the distinctive character of the area in the face of future steady population growth.

At the subject’s location, Russell Road (CR 209) is a ±130-foot-wide right-of-way improved with two paved travel lanes, open roadside drainage ditches, and overhead electric lines. Near the subject’s location, shoulder work and installation of guard rails along Russell Road between Sandridge Road and Bradley Creek were recently completed. Future nearby roadway projects include adding lanes to Russell Road between Sandridge Road and Peters Creek and adding lanes to Sandridge Road between Russell Road and Henley Road. While these projects are in the design phase, the Russell Road project is scheduled to be completed in the Fall of 2025 and the Sandridge Road project is scheduled to be completed in the Fall of 2024. The 2021 annual average daily traffic (AADT) along Russell Road at the subject’s location was 11,000.

A major nearby roadway project is the extension of the First Coast Expressway between Blanding Boulevard (SR 21) and Shands Bridge, which crosses the St. Johns River between Clay County and St. Johns County. At present, the First Coast Expressway is open between Blanding Boulevard in Clay County and Interstate Highway 10 in Duval County (Jacksonville). The extension of the expressway through Clay County is scheduled for completion by 2025. The nearest access to the expressway will be an interchange with Henley Road, about 2.5 road miles from the subject property. Sandridge Road passes beneath the expressway, about three road miles from subject property. The expressway’s new bridge across the St. Johns River is scheduled for completion in 2029.

As stated above, the Lake Asbury area is a developing rural area that has experienced very considerable residential development in recent years. Some of the recent subdivision activity in the Lake Asbury area is summarized below. Each of these subdivisions is for detached single-family dwellings. The exhibit on page 24 illustrates recent subdivision development in the Lake Asbury area.

<b>Name</b>	<b>Location</b>	<b>Date of Land Sale</b>	<b># Acres</b>	<b># Lots</b>	<b>Builder</b>
Lee East	N. side Sandridge Rd. 1.1 miles W. of Russell Rd.	Jun-2022	63.97	193	Lennar
Russell Retreat	S. side Russell Rd. 2.5 miles NW of Sandridge Rd. & 1.3 miles E. of Henley Rd.	May-2022	19.27	51	Lennar
Sandridge Hills	N. side Sandridge Rd. 1.5 miles W. of Russell Rd.	Mar-2022	66	197	Mattamy
Hyland Trail	E. side of Henley Rd. 1 mile south of Russell Rd. & .9 mile north of Sandridge Rd.	Dec-2021	747.52	1,500	Green Pointe Developers
Shadow Crest at Rolling Hills	South end of existing units in Rolling Hills, along S. side of Sandridge Rd. 2 miles west of Russell Rd.	Oct-2021	79.84	247	Adams
Robinson Ranch	N. side Sandridge Rd. 1/2 mile west of Russell Rd.	Jul-2021	200	347	American Homes 4 Rent
Bradley Creek	S. side Russell Rd. 3 miles NW of Sandridge Rd. & .7 mile E. of Henley Rd.	Apr-2021	55.13	100	Pulte
Granary Park Phase 1	S. side Sandridge Rd. 1.2 miles W. of Russell Rd.	Dec-2020	129.98	238	Lennar

While extensive subdivision development for detached single-family dwellings has occurred in recent years in the Lake Asbury area, no development for attached single-family dwellings has occurred. However, according to Beth Carson, Chief Planner, Planning and Zoning Division, of the Economic & Development Services Department of Clay County, two townhome developments are currently under consideration in Lake Asbury, summarized as follows:

- The 40-acre tract at the northwest corner of Russell Road and Sandridge Road, which is 8/10-mile to the southeast of the subject property, is one of the Village Centers in the Lake Asbury Master Planned Community. As such, commercial development of this parcel is legally permissible. According to Joseph Lentz, with Cushman & Wakefield, 34 acres are under contract for development of 274 townhome units, which reflects density of about 8 units per acre. The contract price is \$8,220,000, or \$30,000 per unit. The remaining 6 acres at the immediate intersection of Russell Road and Sandridge Road, which is commercially zoned, will be sold later.
- A 9.33-acre parcel in the northeast quadrant of Sandridge Road and First Coast Expressway, which is also part of a designated Village Center in the Lake Asbury Planned Community, is under consideration for development of 80 townhomes.

This project reflects density of 8 units per acre. The appraiser was unable to obtain any information regarding a pending sale of the property. As stated above, upon completion of the expressway, Sandridge Road will pass beneath the expressway. There will not be an interchange at this location.

As depicted on pages 23, 25, and 26, the nearest other designated Village Center is along the northeasterly side of Russell Road just to the south and east of the subject property.

Properties along Russell Road near the subject include rural type single-family dwellings, Clay County Shrine Club, River City K-9, and a small plant nursery. Anabelle Island subdivision, which is currently undergoing horizontal construction and construction of detached single-family dwellings, will have entrances along Russell Road and Sandridge Road. This subdivision is adjacent to the southeast of the subject property.

Construction of homes is also underway in Cross Creek, a subdivision for detached single-family dwellings. The subdivision has entrances along the south side of Sandridge Road and the westerly side of Russell Road.

Other development along Sandridge Road includes Russell Baptist Church, Russell Haven Cemetery, Russell Haven Funeral Home, Ronnie Van Zant Memorial Park, and three older, built-out subdivisions known as Silver Creek, Russell Oaks, and Meadow Lake.

Development at the intersection of Sandridge Road and Henley Road includes Lake Asbury Food Mart, which has fuel sales, and Asbury Commons, a neighborhood shopping center anchored by Winn Dixie Supermarket. More extensive retail development is along CR 220 at US Highway 17 on Fleming Island, approximately 10 miles to the northeast of the subject property.

By roadways, the nearest public schools to the subject property are as follows:

Lake Asbury Elementary School: Sandridge Road, 4.6 miles to the west;

Lake Asbury Junior High School: Sandridge Road, 4.4 miles to the west; and

Clay High School: State Road 16 West, 8.2 miles to the south.

According to Beth Carson, Chief Planner, Clay County Zoning Department, public schools serving the Lake Asbury area are at capacity. As such, development of any parcels not having reserved capacity, will have to “pay to play”, that is, make a payment to fund construction of additional schools to serve the Lake Asbury area.

Selected demographics for the subject neighborhood, which are shown in the following table, were obtained from the Home Town Locator website and other sources.

Census Data										
	Zip Code 32043					Clay County				
	2000	2010	%Δ	2022	%Δ	2000	2010	%Δ	2022	%Δ
Population	19,272	24,632	28%	33,540	36%	140,814	190,854	36%	223,799	17%
Total Households	7,057	8,825	25%	12,001	36%	50,243	68,792	37%	80,920	18%
Per Capita Income	\$19,588			\$39,129		\$20,868			\$37,811	
Median Home Value	\$96,400			\$255,004		\$97,400			\$244,083	

As shown above, between 2000 and 2010, the county’s population increased 36%, and the neighborhood’s population increased 28%. Between 2010 and 2022, the county’s population increased 17%, while the neighborhood’s population increased 36%.

Between 2000 and 2010, the number of households in the county increased 37%. During the same period, the number of households in the neighborhood increased 25%. Between 2010 and 2022, the number of households in the county increased 18%, while the number of households in the neighborhood increased 36%

As evidenced by these figures, between 2010 and 2022, the subject neighborhood outpaced the county in terms of population and household gains. In consideration of the number of single-family subdivisions currently under development, or planned for development, in Lake Asbury, future gains of population and households should be expected.

Per capita income in the subject neighborhood was slightly lower than per capita income in the county in 2000, but by 2022 per capita income in the neighborhood was higher than per capita income in the county.

Similarly, in 2000, median home value in the subject neighborhood was slightly lower than median home value in the county, but by 2022, median home value in the neighborhood was higher than median home value in the county.

No adverse neighborhood characteristics are known. It is anticipated the Lake Asbury area continue to experience strong gains of population and households. With the influx of new housing, commercial development in the neighborhood should be expected.

## Parcel Data

The following description of the subject property is based on the legal description found in the Addendum, the Preliminary Due Diligence Wetland and Protected Species Assessment (“PDDWPSA”) prepared by Environmental Resource Solutions, the Conceptual Site Plan known as Russell Road Residential (“RRR”) and the companion Written Statement, created by Kimley-Horn and Associates, and the appraiser’s on-site inspection. Note the PDDWPSA and RRR were prepared for Toll Brothers, a national

home builder.

The subject parcel is located along the southwesterly side of Russell Road (CR 209), about 1.1 miles to the northwest of the intersection with Sandridge Road. The right-of-way of Russell Road at the subject's location has width of about 130 feet. The right-of-way is improved with a two-lane asphalt-paved roadway, open road-side drainage ditches, and overhead electric lines. The 2021 annual average daily traffic (AADT) along Russell Road near the subject parcel was 11,000.

The subject parcel extends approximately 3,858.55 feet along the southwesterly side of Russell Road. The southeasterly boundary has depth of 1,692.69 feet. The northwesterly boundary, which is irregular, has total depth of about 619.61 feet. The southwesterly, or rear, boundary extends a total distance of 4,515.19. feet.

At present, two dirt and lime rock driveways extend into the subject parcel from Russell Road.

Bradley Creek, a tributary of Black Creek, extends along a portion of the subject parcel's northwesterly boundary.

Elevation of the parcel is between about sea level and 22 feet or so above sea level. The lower elevations are within Bradley Creek at the northwesterly end of the parcel, and within the small creeks in the southeasterly end of the parcel. Portions of the parcel have been cleared and portions of the parcel are wooded. Man-made ditches also traverse portions of the subject parcel. Some of the upland areas at the southeasterly end of the parcel are isolated, that is, cut off by wetland from the interior upland areas.

Wetlands are defined by the State of Florida as follows:

“Wetlands,” as defined in Section 373.019(25), F.S., means those areas that are inundated or saturated by surface water or ground water at a frequency and a duration sufficient to support, and under normal circumstances do support, a prevalence of vegetation typically adapted for life in saturated soils. Soils present in wetlands generally are classified as hydric or alluvial, or possess characteristics that are associated with reducing soil conditions. The prevalent vegetation in wetlands generally consists of facultative or obligate hydrophytic macrophytes that are typically adapted to areas having soil conditions described above. These species, due to morphological, physiological, or reproductive adaptations, have the ability to grow, reproduce or persist in aquatic environments or anaerobic soil conditions. Florida wetlands generally include swamps, marshes, bayheads, bogs, cypress domes and strands, sloughs, wet prairies, riverine swamps and marshes, hydric seepage slopes, tidal marshes, mangrove swamps and other similar areas. Florida wetlands generally do not include longleaf or slash pine flatwoods with an understory dominated by saw palmetto.

*Rulemaking Authority 373.421 FS. Law Implemented 373.421, 373.4211 FS. History—New 7-1-94, Formerly 17-340.200.*

The opinion of “as is” market value developed and reported herein assumes the subject’s wetlands cannot be impacted, such as draining, clearing, filling, paving, etc. unless mitigated. Wetlands Mitigation is defined by the Florida Department of Environmental Protection as follows:

A wetland enhancement, restoration, creation and/or preservation project that serves to offset unavoidable wetland impacts is known as wetland mitigation or compensatory mitigation. The ecological benefits of a mitigation project should compensate for the functional loss resulting from the permitted wetland impact. The Uniform Mitigation Assessment Method (UMAM) provides a standardized procedure for assessing the ecological values and functions of wetlands and other surface waters. Compensatory mitigation activities may include, but are not limited to, onsite mitigation, offsite mitigation, Regional Offsite Mitigation Areas (R.O.M.A) and the purchase of mitigation credits from permitted mitigation banks. A breakdown of habitat types and available credits for each bank permitted by the department is available on our Mitigation Bank Ledger page.

According to the Preliminary Due Diligence Wetland and Protected Species Assessment (PDDWPSA), the subject parcel is comprised of five distinct upland areas totaling approximately 71.32 acres and four distinct wetland or surface water areas totaling approximately 23.70 acres. The PDDWPSA indicates the subject parcel contains a total of 95.02 acres. The upland areas are comprised of a  $\pm 1.80$ -acre home site,  $\pm 25.67$  acres of mowed and maintained pasture,  $\pm 24.56$  acres of upland forest, which is predominantly pine-dominated canopy,  $\pm 2.86$  acres of a mixture of pine, hard woods, wax myrtle and other trees and underbrush, and  $\pm 16.43$  acres of planted pine. The wetland areas are comprised of a  $\pm 1.75$ -acre man-made lake,  $\pm 8.08$  acres of stream and lake swamp wetland located at the westerly end of the parcel,  $\pm 12.43$ -acres comprised of two isolated wetlands in the northeastern portion of the parcel and a contiguous wetland strand along the southern boundary in the central portion of the parcel, and  $\pm 1.44$  acres comprised of two non-forested wetland. According to the PDDWPSA, all the 21.95 acres of wetland communities are jurisdictional under the Florida Statewide Environmental Resource Permitting (“SWERP”) program administered by the St. Johns River Water Management District (“STRWMD”). SWERP permitting with STRWMD will be required for any proposed impacts to on-site wetland, and mitigation will be required for wetland impacts.

According to the Conceptual Site Plan (see page 32), known as Russell Road Residential (RRR), the subject parcel contains  $\pm 95.6$  acres, comprised of  $\pm 23$  acres of wetlands and  $\pm 72.5$  acres of upland. The Conceptual Site Plan found, which illustrates a 235-lot single-family residential subdivision on the subject parcel, was relied upon in this appraisal analysis. Accordingly, the opinion of “as is” market value developed and reported herein is based on the **extraordinary assumption** the subject parcel is suitable for development of a single-family subdivision having 235 lots. If it is later determined the subject parcel is not suitable for development of a single-family subdivision with 235 lots, the appraiser’s opinion of the “as is” market value of the subject property may be other than reported herein.

## Future Land Use Category and Zoning District

As shown on pages 25 and 26, the subject property's future land use category and zoning district are Lake Asbury Master Planned Community (LA MPC).

### Lake Asbury Master Planned Community (LA MPC) Land Use

The Base Zoning is LA MPC, permitting single family detached dwellings. Single-family attached dwellings are also permitted subject to locational criteria. All development must submit site plans for review to ensure conformance with LDR standards, and shall be bound by such site plans. Other Zoning Districts permitted in the LA MPC Land Use (consistent Zoning Districts) are PO-1, PO-2, PO-3, PO-4, PS-1, PS-2, PS-3, PS-4, and PS-5. Development within the Lake Asbury Master Planned Community category will be in the form of walkable neighborhoods. Walkability shall be achieved through sidewalks on both sides of streets, connected neighborhoods, parks within walking distance, and traffic calming techniques. Local and collector streets and pedestrian/bicycle paths will contribute to a connected system of routes from individual neighborhoods to village centers, the activity center and other neighborhoods. Street design shall encourage pedestrian and bicycle use. Neighborhoods shall contain a diversity of housing types through lot size varieties and are encouraged to provide for affordable housing utilizing garage apartments; small lot subdivisions, and townhomes. To create a sense of neighborhood identity, neighborhoods within this category shall have primary neighborhood parks as well as pocket parks where neighbors can interact.

All development is subject to the Lake Asbury Overlay Standards.

Allowable uses are single-family detached dwellings, with single-family attached dwellings uses allowed adjacent to village centers. Single-family attached units may not exceed ten percent of potential units in the Lake Asbury Master Planned Community within each village, and are subject to the Dimensional Standards of the Village Center. Central water and sewer is required in this land use category.

The maximum base density for single-family detached development is 3 units per net acre (net calculated as uplands only). Single-family detached density may go up to five units per net acre through the dedication of wetland-upland buffers and/or environmentally significant lands. Single-family attached density is allowed at a range between six and ten units per acre, and may go up to 12 units per acre through additional density associated with wetland-upland buffers and/or environmentally significant land dedication as described in paragraph 4 of Subsection D.

- a. Permitted uses:



- i. Single-family detached dwellings and customary accessory buildings incidental thereto, meeting the standards of this code.
  - ii. Single family attached, subject to locational criteria.
  - iii. Accessory apartments, meeting the standards of this code.
  - iv. Satellite dish receivers to serve the development in which located.
  - v. On-premises consumption of alcoholic beverages within recreation- and clubhouse-type facilities developed as part of a unified plan of development and only for use by the residents and their guests and licensed under Chapter 11-C of the Florida Division of Alcoholic Beverage and Tobacco.
  - vi. Neighborhood parks.
  - vii. Places of worship, allowed on minor and major collectors. Forty thousand square foot limitation and additional 10,000 square foot allowed for classrooms, meeting space, and other ancillary uses on minor collectors; no size limitations on major collectors.
  - viii. Washing facilities for use by residents.
  - ix. Storage of travel trailers, recreational vehicles and boats for residents of a subdivision, within that subdivision, provided such units are stored in a separate area that is landscaped, visually screened, and maintained. Storage of these units shall not be permitted on individual lots.
  - x. Public and private educational facilities subject to locational criteria in the 2015 Plan.
  - xi. The non-commercial keeping and raising of horses, cattle, sheep, goats, swine and other similar animals; provided, however, that no more than one horse, cattle, sheep, swine, goat or other large farm animal six months of age or older shall be permitted to be kept or maintained per two acres of land. No animal pen, stall, stable, or other similar animal enclosure shall be located nearer than fifty feet to the property.
  - xii. Agricultural classification for ad valorem tax purposes.
  - xiii. Public and/or Private Utility Sites.
- b. Conditional Uses. The following uses are permitted subject to the conditions specified in Sec. 20.3-5 of the Zoning Code.
- i. Home occupations.
  - ii. Swimming pools.
  - iii. Private ponds.
  - iv. Temporary structures or buildings (excluding mobile homes).
  - v. Recreation vehicle parking for temporary use.

- e. Dimensional Standards.
- i. Minimum Density: 1 unit per net acre.
  - ii. Maximum Density: 2.5 units per net acre; 3 with density bonuses.
  - iii. Minimum Lot Size: 4,000 square feet (applied to a maximum of 20% of the lots within in given development) 5,500 square feet; 3,500 with rear alleys
  - iv. Minimum Lot Width at Building Line: 40 feet (applied to a maximum of 20% of the lots within in given development); 30 feet with rear alleys
  - v. Minimum Front Setback: 5 feet for front porches; 10 for front façade; 20 feet for front facing garages
  - vi. Minimum Side Setback: 5 feet.
  - vii. Minimum Rear Setback: 10 feet14 with rear alleys
  - viii. Maximum Percent of Lot Coverage: 50 percent (total for all primary and accessory buildings), 70 with rear alleys

It is believed and assumed development of the subject parcel in a manner otherwise permitted by the LA MPC future land use category and zoning district is legally permissible.

## Utilities

Clay Electric Cooperative, Inc. provides electric utility to the subject property.

Community water and sewer utilities are not currently connected to the subject property. At present, water utility is provided by on-site well and site septic systems.

Clay County Utility Authority has community water and sewer utilities in the immediate neighborhood, including Annabel Island, a single-family subdivision that is adjacent to the southeast of the subject property. That portion of Annabel Island immediately adjacent to the subject parcel has not yet been subdivided.

Extension of community water and sewer utilities to the property will be necessary if the property is to be developed with a residential subdivision.

## Census Tract

According to the Bureau of Census website, the subject is in Census Tract 12 109 312, where: 12 = Florida, 109 = Clay County, and 312 = Census Tract.

## Flood Zone

According to the [www.fema.gov](http://www.fema.gov) website,

Flood hazard areas identified on the Flood Insurance Rate Map are identified as a Special Flood Hazard Area (SFHA). SFHA are defined as the area that will be inundated by the flood event having a 1-percent chance of being equaled or

exceeded in any given year. The 1-percent annual chance flood is also referred to as the base flood or 100-year flood. SFHAs are labeled as Zone A, Zone AO, Zone AH, Zones A1-A30, Zone AE, Zone A99, Zone AR, Zone AR/AE, Zone AR/AO, Zone AR/A1-A30, Zone AR/A, Zone V, Zone VE, and Zones V1-V30. Moderate flood hazard areas, labeled Zone B or Zone X (shaded) are also shown on the FIRM, and are the areas between the limits of the base flood and the 0.2-percent-annual-chance (or 500-year) flood. The areas of minimal flood hazard, which are the areas outside the SFHA and higher than the elevation of the 0.2-percent-annual-chance flood, are labeled Zone C or Zone X (unshaded).

As shown on page 27, portions of the subject parcel are in Flood Zone "X", a minimal flood hazard area, and portions of the parcel are in Flood Zone "AE", a special flood hazard area. The flood prone areas are associated with creeks that flow northerly into Black Creek.

Note the appraiser is not qualified to certify the subject's flood zone(s). Should certification be desired please consult a surveyor or other qualified source.

## **Soil Survey**

No soil boring tests or composition analysis was supplied to determine the developmental potential or the soil carrying capacity of the subject parcel.

A soil analysis is beyond the appraiser's scope of expertise; therefore no responsibility is taken for the detection of hidden or unapparent subsoil conditions. A qualified engineer should be consulted to determine the soil composition and carrying capacity.

The opinion of "as is" market value developed and reported herein assumes development of a 235-lot single-family residential subdivision is physically possible and legally permissible as allowed by the LA MPC future land use category and zoning district.

## **Hazardous Materials**

The appraiser was not informed of any hazardous materials on the subject site, nor did inspection indicate the presence of any hazardous materials. However, it is recommended an environmental audit be undertaken to verify if any site contamination exists.

As shown on the Contamination Locator Map found on page 28, no contamination is indicated to be on the subject parcel.

An environmental audit is beyond the appraiser's scope of expertise. Therefore, no responsibility is taken for the detection of any hidden or unapparent hazardous conditions. The opinion of value developed in this report is predicated on the assumption there are no materials on or in the subject parcel that would cause a loss in value.

## Improvements

The subject property is improved with a 22-year old, 2,928 square foot single-family dwelling, out buildings, fencing, dirt and gravel driveways, well, and septic system.

The buildings have been vacated and any remaining value in the existing improvements is considered off set by the cost of demolition and removal.

## Just Market Value, Taxable Value, and Taxes

The subject property is on the 2022 Clay County Tax Roll as follows:

RE#	2022 Just Market Value	2022 Assessed Value	2022 Taxable Value	2022 Millage Rate	2022 Gross Taxes (1)	Non-Ad Valorem Fees (2)	Total Taxes and Fees	Paid
010097-009-00	\$4,850,122	\$612,922	\$562,922	0.0087984	\$4,952.81	+ \$210.30	= \$5,163.11	no
	\$4,850,122	\$612,922	\$587,922	0.0064190	\$3,773.87	+ \$0.00	= \$3,773.87	no
<b>Total</b>				0.0152174	\$8,726.68	\$210.30	\$8,936.98	

(1) Taxes for county services and the St. Johns River Water Management District are based on the subject's total taxable value of \$562,922. Taxes for the Clay County School District are based on the total taxable value of \$587,922.

(2) Non-Ad Valorem Fees are for solid waste disposal and recycling.

No delinquent taxes pertaining to prior years are shown on the Clay County Tax Collector's website.

Assessments in the State of Florida are required to be 100% of estimated market value, less certain allowable reductions such as closing costs. Taxes are due in March of the year following the assessment. If paid in November of the tax-year, a 4% discount is applied. Lesser discounts are applied if taxes are paid after November of the tax-year and before March of the following year.

## Concurrency

Growth Management and Concurrency are extremely important issues to all property owners in the State of Florida. Each local government, by State law, will have to meet minimum "levels of service" for City Departments such as Public Utilities, Public Works, Recreation and the Transportation Division to satisfy State requirements. Before a proposed development receives necessary permitting, a process to determine the impact of upon the levels of service is required. If the proposed development meets minimum standards required by the State and the City, the proposed development is said to be **concurrent**. If the level of service is not concurrent, then the proposed development of the site will be detained until the level of service is adequate. The State is hopeful this plan will eliminate problems that stem from uncontrolled growth. For example, during the

1980's, high growth communities as Orlando, Tampa/St. Petersburg, Miami/Ft. Lauderdale and the Southeast District of Jacksonville were weakened in terms of infrastructure and quality of life; a prime example of ineffectual growth management and city planning.

A column in the September 15, 1991 issue of "Realtor News", discussed the concurrency issue. Don Neal, a member of the Commercial investment Division, states:

"Every newly planned project is faced with the question of whether capacity still exists on roads, in water and sewer service and in the host of other services which must be provided under concurrency."

### **The Concurrency Process**

The Local Government Comprehensive Planning and Land Development Regulation Act, Chapter 163 (Part II), Florida Statutes, 1989, requires all local governments to adopt a comprehensive plan. This plan will regulate the development of land within each local government's jurisdiction.

### **Changes to Concurrency**

As reported in the April 29, 2011 edition of the *Jacksonville Business Journal*, "the laws that govern Florida's growth and development patterns are getting an overhaul". On April 28, 2011, Governor Rick Scott signed legislation that repeals the state's concurrency laws. In the same article, Tim Chaplin, Chairman of the Department of Urban and Regional Planning at Florida State University stated, "The new legislation removes the state's role in the planning process". Bill Killingsworth, Jacksonville's Director of Planning and Development, stated, "There's still a requirement to demonstrate concurrency. The legislation didn't get rid of that – it gives greater flexibility at the local level."

In an article in the February 11, 2011 edition of the *Jacksonville Business Journal*, Wyman Duggan, chairman, Governmental and Regulatory Law Department, Rogers Towers, P.A., stated, "There's no question [the mobility fee] can help spur in-fill and urban redevelopment because it will simply be less expensive".

### **Clay County Concurrency**

On July 22, 2008, the Board of County Commissioners of Clay County, Florida adopted Ordinance 2008-31, thereby creating Article XI of the Clay County Land Development Code to adopt public school concurrency management and proportionate share mitigation requirements. One of the purposes of this Ordinance is to ensure that adequate Public School Facilities will be in place or under actual construction as new development occurs, or within 3 years after the issuance of a building permit, by providing a mechanism to implement Proportionate Share Mitigation for Public School Facilities where needed. No Development Proposal will be approved by the County unless a Finding of Available School Capacity and the School Concurrency Letter is first obtained.

If the School District Designee determines that no Available School Capacity exists to accommodate the Development Proposal and no Proportionate Share Mitigation Agreement has been accepted for the School District's and County's execution, the School District Designee shall issue a School Concurrency Deficiency Letter, and no School Concurrency Allocation shall be reserved on the Development Review Table.

The amount of Proportionate Share Mitigation required from an applicant shall be calculated by applying the student generation rate multiplier to the Cost per Student Station Estimate for each school type (elementary, middle and high) for which there is not sufficient School Capacity.

Even when the public schools have capacity to facilitate additional development, new single-family development incurs school Impact Fees, which are currently \$7,034 per single-family dwelling unit.

All new development in Clay County results in Impact Fees for government jails & constitutional facilities, fire & rescue facilities, law enforcement facilities, community parks, regional park facilities, and libraries & cultural services.

When Proportionate Share Mitigation is necessary, the Impact Fees are credited.

**Conclusion**

According to Beth Carson, Chief Planner, Clay County Zoning Department, and Lance Addison, Coordinator, Planning & Intergovernmental Relations, Clay County District Schools, the three public schools serving the Lake Asbury area are at capacity. According to Mr. Addison, the cost of Proportionate Share Mitigation, or fair share cost, to obtain concurrency for the subject property is calculated as follows:

	<u># Seats</u>	x	<u>Cost per Seat</u>	=	<u>Fair Share Cost</u>
Elementary school:	69		\$41,000	=	\$2,829,000
Junior high school:	22		\$48,300	=	1,062,600
High school:	<u>43</u>		\$50,500	=	<u>2,171,500</u>
Total Seats:	134				
Gross Cost:					\$6,063,100
Less Credit for Impact Fees: 235 lots x \$7,034 =					<u>-1,652,990</u>
Net Cost:					\$4,410,110

Also according to Mr. Addison, the soonest one or two new schools can be constructed in the Lake Asbury area is 2026-2027. Until sufficient classroom space exists in the Lake Asbury area, concurrency for development of the 235-lot subdivision illustrated on page 32

can be attained only by paying fair share costs as illustrated above.

This net fair share cost for the subject property of \$4,410,110 equates to \$18,766 per lot for the 235-lot subdivision that had been considered for the property.

## **Highest and Best Use**

Highest and Best Use" is defined by Real Estate Appraisal Terminology as:

“that reasonable and probable use that will support the highest present value, as defined, as of the effective date of appraisal. Alternatively, that use, from among reasonably probable and legal alternative uses, found to be physically possible, appropriately supported, financially feasible, and which results in the highest land value.

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

Implied within these definitions is recognition of the contribution of that specific use to community environment or to community development goals in addition to wealth maximization of individual property owners. Also implied is that the determination of highest and best use results from the appraiser's judgment and analytical skill, i.e., that the use determined from analysis represents an opinion, not a fact to be found. In appraisal practice, the concept of highest and best use represents the premise upon which value is based. In the context of investment value an alternative term would be most profitable use."

In highest and best use analysis, four criteria are considered. The criteria are that the highest and best use be (1) legally permissible, (2) physically possible, (3) financially feasible and (4) maximally productive. These tests have been applied to the subject property in arriving at an opinion of the highest and best use of the subject parcel.

### **Highest and Best Use, as if Vacant**

#### **Legally Permissible**

The primary factors that determine legally permissible uses of a parcel are the parcel's future land use category and zoning district. As discussed, the subject parcel has Lake Asbury Master Planned Community (LA MPC) future land use category and zoning district. As discussed in the Future Land Use Category and Zoning District section of this report, detached single-family dwellings are the most common use of property in the LA MPC zoning district. Development in Lake Asbury is also subject to the Lake Asbury Overlay Standards.

In addition to single-family residential, the LA MPC zoning district also permits houses of worship, public and private schools, parks, utility sites, and other uses.

The maximum base density for detached single-family development in the LA MPC zoning district is 3 units per usable upland acre. Maximum base density for detached single-family development may go up to 5 units per usable upland acre through the dedication (preservation) of wetland/upland buffers. This increased allowable density is sometimes referred to as “bonus density”.

The maximum allowable density of a parcel can only be determined after an environmental assessment of the parcel has been completed.

The Conceptual Site Plan (see page 32) and the companion Written Statement prepared by Kimley-Horn and Associates, Inc., which were discussed earlier in this report, is considered a reasonable representation of potential single-family subdivision development of the subject parcel. Clay County’s Development Review Committee reviewed the proposed project on November 18, 2021 and approved the project subject to additional comments provided by the Committee. The Concept Plan, which was approved for a period of three (3) years, will expire November 19, 2024. If there is any deviation from the approved Concept Plan, a new plan and written statement will need to be submitted and evaluated for approval.

As discussed in the Concurrency section of this report, until sufficient public school facilities are in place to support single-family residential development of the subject parcel, concurrency for the development can be attained only by paying fair share costs. As shown earlier, based on the proposed 235-lot subdivision illustrated on page 32, the total net fair share costs would be \$4,410,110, or \$18,766 per lot.

The appraiser knows of no other legal factors that might impact use of the subject parcel, as if vacant.

### **Physically Possible**

A physical description of the subject parcel is found in the Parcel Data section of this report.

Water and sewer utilities are currently provided by an on-site well and septic systems.

Electric utility is currently provided by Clay Electric Cooperative, Inc.

Clay County Utility Authority has community water and sewer utilities in the immediate neighborhood, including Annabel Island, a single-family subdivision adjacent to the southeast of the subject property. For single-family development to be permitted, community water and sewer utilities must be extended to the subject property.

Other than the subject’s unusable wetland and isolated upland areas, no adverse physical site conditions are known to exist.



There are no known conditions of a physical nature that would prevent development of the property in a manner permitted by the LA MPC future land use category, the LA MPC zoning district, the Lake Asbury Overlay Standards, and Concurrency requirements.

### **Financially Feasible and Maximally Productive**

As discussed earlier, in the Neighborhood Data section of this report, the Lake Asbury area experienced very considerable single-family residential development in recent years. Horizontal construction of single-family lots and construction of new single-family dwellings are still underway in the neighborhood. Although the most likely legally permissible and physically possible use of the subject parcel is single-family residential development, current market conditions are somewhat less favorable today because of changes in market conditions during 2021 and 2022.

#### **Concurrency**

As a result of all public schools in the Lake Asbury neighborhood being at capacity, sometime in mid-2022, permits for the creation of numerous subdivision lots were no longer available until the cost of Proportionate Share Mitigation was paid. As demonstrated earlier, these costs can be substantial.

#### **Mortgage Interest Rates**

The average interest rate for 30-year fixed-rate mortgages at the end of 2020 was 2.67%. By the end of 2021, the interest rate had increased slightly to 3.11%, but by the end of 2022, the interest rate had increased significantly to 6.42%. By mid-February 2023, the average interest rate for a 30-year fixed-rate mortgage was 6.32%. The last time the year-end average interest rate for a 30-year fixed-rate mortgage was above 6% was at the end of 2007, which marked the beginning of the Great Recession.

#### **Inflation (Consumer Price Index)**

Between 2013 and March 2021, the annualized monthly consumer price index (CPI) ranged between -.200% and 2.950%. Between 2013 and 2020, the annual CPI was between .119% (2015) and 2.443% (2018). In April 2021, the annualized monthly CPI had increased significantly, to 4.160% and by December 2021, the annualized monthly CPI had risen to 7.036%. During 2022, the annualized monthly CPI ranged between 6.454% (December) and 9.060% (June). The annual CPI for 2022 was 8.003%. The annualized monthly CPI for January 2023 was 6.410%. Note the CPI figure for February 2023 is not yet available.

#### **Single-Family Market**

With the average interest rate for a 30-year fixed-rate mortgage now being above 6% and with the CPI being above 6%, some would be first-time home buyers cannot afford to purchase a home.

According to data extracted from the Northeast Florida Multiple Listing Service database,

year-over-year comparison of the six-month period from 8/17/22-2/17/23 (“this year”) with the six-month period from 8/17/21-2/17/22 (“last year”), 30% fewer single-family dwellings were sold in the Lake Asbury area “this year” compared with “last year”. Although fewer single-family dwellings were sold “this year”, the average sale price was 8% greater “this year” compared with “last year”. When considering the entire market area in the Northeast Florida MLS database, 23% fewer single-family dwellings were sold “this year” compared with “last year” and the average sale price was 13% greater “this year” compared with “last year”.

A shorter year-over-year comparison from 1/1/23-2/17/23 (“this year”), compared with the period from 1/1/22-2/17/22 (“last year”), shows 14% fewer single-family dwellings were sold in the Lake Asbury area “this year” compared with “last year”. This shorter year-over-year comparison also shows the average sale price in the Lake Asbury area was 12% greater “this year” compared with “last year”. When considering the entire market area in the Northeast Florida MLS database, 28% fewer single-family dwellings were sold “this year” compared with “last year” and the average sale price was 9% greater “this year” compared with “last year”.

While the preceding MLS data shows the number of sales of single-family dwellings has been declining, the average sale price continued to rise.

(1) Zell Jones, the individual assisting the owner of the subject property with selling the property, (2) Jason Sessions, a developer active in Lake Asbury, and (3) Joseph Lentz, Senior Director, Cushman & Wakefield, and active land broker in the Lake Asbury area, point out demand for land suitable for development of single-family residential lots has slowed because the cost of horizontal development has risen around 30% over the past few years. The rising costs are likely attributable to elevated inflation and supply chain issues.

As summarized in the following Sales Comparison Approach, the most recent sales of land acquired for development of single-family residential lots in Lake Asbury were between March and June 2022. These three sales reflect prices in the range of approximately \$40,001 to \$45,001 per proposed lot. Two of these sales were properties that, at the time of sale, had entitlements (concurrency) enabling development of lots. One of the sales, a relatively small parcel, did not have entitlements at the time of sale. Each of these parcels remains undeveloped today.

If a developer wants to develop lots today on a parcel that does not already have entitlements, in addition to purchasing land, the developer will also have to pay Proportionate Share Mitigation, referred to as “pay to play”. In the case of the subject parcel, based on the conceptual site plan found on page 32, the net cost of Proportionate Share Mitigation equates to \$18,766 per lot.

## **Conclusion**

In consideration of the legally permissible, physically possible, and financially feasible uses for the subject parcel, and assuming entitlements are in place that would facilitate development of a single-family residential subdivision on the subject parcel, it is estimated

the highest and best use of the subject parcel would be for development of single-family residential lots in a manner permitted by the LA MPC zoning district.

However, at present, entitlements are not currently in place. To obtain entitlements that would facilitate single-family residential development, a developer will incur the additional cost of Proportionate Share Mitigation, which would result in single-family residential subdivision development not being financially feasible.

Although the client of this appraisal is interested in acquiring the subject parcel for development of a public school, or perhaps two public schools, there is not an active and discernable market for potential school sites. Additionally, there is not an active and discernable market for any of the other uses permitted in the LA MPC zoning district, such as houses of worship, private schools, parks, and utility sites.

The highest and best use of the subject parcel, as if vacant, is estimated to be for speculative hold until such time as single-family residential subdivision development is financially feasible.

### **Highest and Best Use, as Improved**

The subject parcel is improved with a 22-year, 2,928 square foot single-family dwelling, out buildings, fencing, dirt and gravel driveways, well, and septic system.

The buildings have been vacated and any remaining value in the existing improvements is considered off set by the cost of demolition and removal.

As discussed above, it is estimated the highest and best use of the subject property is for speculative hold until such time as single-family residential subdivision development is financially feasible.

## **Valuation Methods**

### **Cost Approach**

The Cost Approach is based on the premise that the value of a property can be indicated by estimating the current cost to construct a reproduction or replacement, less the amount of depreciation evident in the improvements, to which is added the value of the underlying land. This approach to value is particularly useful when applied to new or nearly new improvements where there is little measurable depreciation. It can also be useful as a test of the feasibility of constructing proposed improvements. Current costs for constructing improvements are derived from cost estimators, cost estimation publications, builders, and contractors. Accrued depreciation is measured by physical observation and market research. As previously discussed, any remaining value in the improvements on the subject parcel is considered offset by the cost of demolition and removal. As such, the Cost Approach is not useful to this assignment and is omitted.

## **Sales Comparison Approach**

The Sales Comparison Approach is properly used where an adequate number of similar properties have sold recently or are currently for sale in the subject market. The value rendered by this approach results from comparisons of recent sales involving similar properties, with adjustments made to the sales prices for various dissimilar elements or features, which, in the appraiser's opinion, would influence the value of the property. The Sales Comparison Approach is developed below to provide an indication of the market of the subject property assuming entitlements are in place that would facilitate single-family subdivision development of the parcel.

## **Income Approach**

The Income Approach is utilized to measure the present value of the future benefits of property ownership. The indication of value by this approach results from analyses of historical operating data for the subject (when available) and for similar comparable properties. From analysis of this data, income and expenses for the subject property are estimated and the resulting net operating income is converted into a present value estimate by the process of capitalization. The rates or factors used for capitalization are derived by the investigation of acceptable rates of return reflected by recent transfers of comparable properties.

The subject parcel is evaluated herein as vacant land. While the parcel has ability to generate rental income from ground rent, considering the typical purchaser of the property would be a developer seeking to acquire the parcel for residential subdivision development rather than an investor seeking to acquire the property for its ability to generate rental income, direct income capitalization is not useful to this assignment and is also omitted.

Discounted cash flow (DCF) analysis, a technique of the Income Approach, however, is utilized to provide an indication of the "as is" market value of the subject property. The DCF analysis follows the Sales Comparison Approach.

## **Sales Comparison Approach (Market Value Assuming Entitlements are in Place)**

An indication of the value of the subject parcel can be developed with the Sales Comparison Approach. The Sales Comparison Approach is based on the economic Principle of Substitution. The Substitution Principle is established on the theory that the value of a property will generally not exceed the cost of acquiring a similar substitute of equal desirability. There are three basic steps to the Sales Comparison Approach.

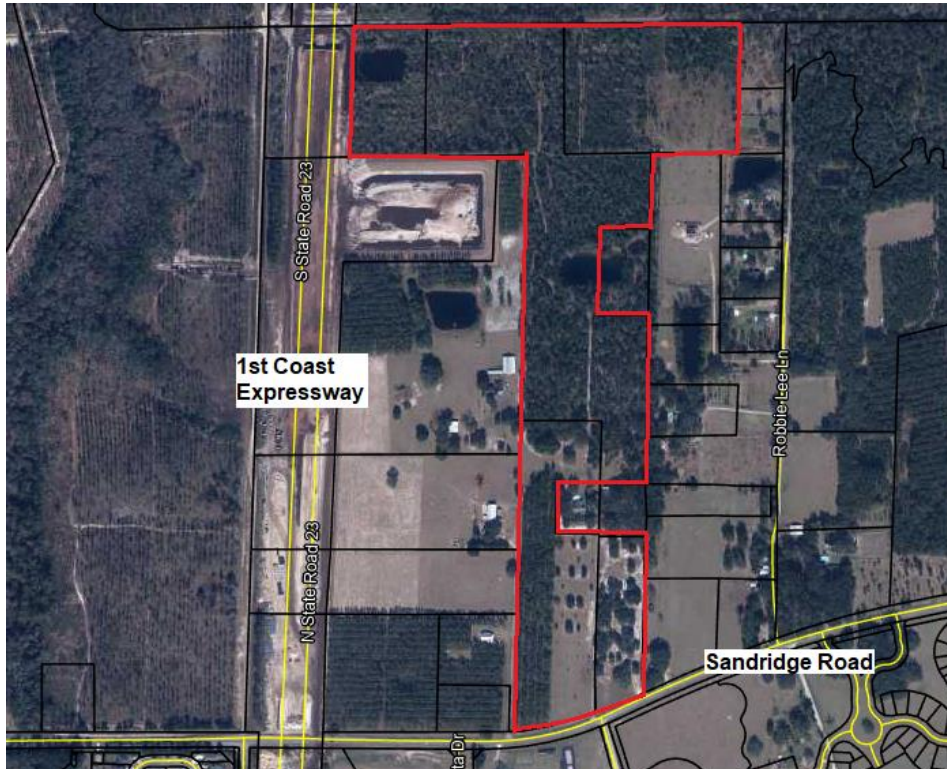
- Locate comparable properties in the area that have recently sold or are currently for sale.
- Compare each sale and listing with the subject property and adjust each sale price to compensate for any significant differences as compared to the subject.
- Draw a conclusion as to the value of the subject based on the adjusted prices of the comparable properties.

### **Summary of Comparable Land Sales**

Recent sales of parcels acquired for development of detached single-family dwellings in the Lake Asbury area were researched and analyzed. The most recent sales occurred between March 3, 2022 and June 1, 2022. At the time of sale, two of the three sales summarized and analyzed on the following pages are parcels that had entitlements facilitating single-family residential development. One of the sales, a much smaller parcel, did not have entitlements at the time of sale. No active listings of sufficiently similar parcels were available for inclusion in this report.

The sales are analyzed to support an indication of the value of the subject parcel assuming entitlements are available without the extra expense of Proportionate Share Mitigation (“pay to play”).

## Comparable Land Sale 1



Location	Northerly side of Sandridge Road 1.6-miles west of Russell Road, Green Cove Springs, FL 32043
Date	March 2, 2022
Land Size	67.236 acres (all usable upland)
# Proposed Lots	197 40' to 50' lots
Price	\$7,880,100; \$40,001 per lot; \$117,201 per usable acre
Grantor	Johnny C. Lee, Melanie Lee, Walter M. Rountree, Linda Diana Rountree, Janice Redding Claxton, Kathie Redding Lange, Ray Lee, and Marilyn Lee
Grantee	Mattamy Jacksonville LLC (Cliff Nelson, Vice President)
Recorded	Official Record Book 4580, Pages 165, 169, 176, and 180
Legal	Part of Section 23, Township 5 South, Range 25 East, Clay County, FL
Parcel #	Part of Tax Parcels 23-05-25-010099-002-00,

23-05-25-010099-006-00, 23-05-25-010099-003-00,  
23-05-25-010099-004-00, 23-05-25-010100-001-00, and  
23-05-25-010100-002-00

Future Land Use Category	Lake Asbury Master Planned Community (LA MPC)
Zoning District	Lake Asbury Master Planned Community (LA MPC)
Public Utilities	Electricity, community water, and sewer utilities were nearby
Financing	Cash transaction; estimated to have no effect on sale price
Confirmed	Press Release (4/4/22), Lance Addison (Coordinator, Planning & Intergovernmental Relations, Clay County District Schools), public records, and drive-by inspection
Sales History	According to the Clay County Property Appraiser's records, no sales of this property occurred within the three-year period prior to this sale and no subsequent sales have occurred.
Remarks	<p>This parcel, which has frontage of 706.33' along Sandridge Road, was partially cleared and partially wooded. The subdivision proposed for this parcel is known as Sandridge Hills.</p> <p>According to Lance Addison, at the time of sale, this parcel had entitlements for single-family residential development. As of the effective date of this appraisal, horizontal development of the parcel had not commenced.</p>



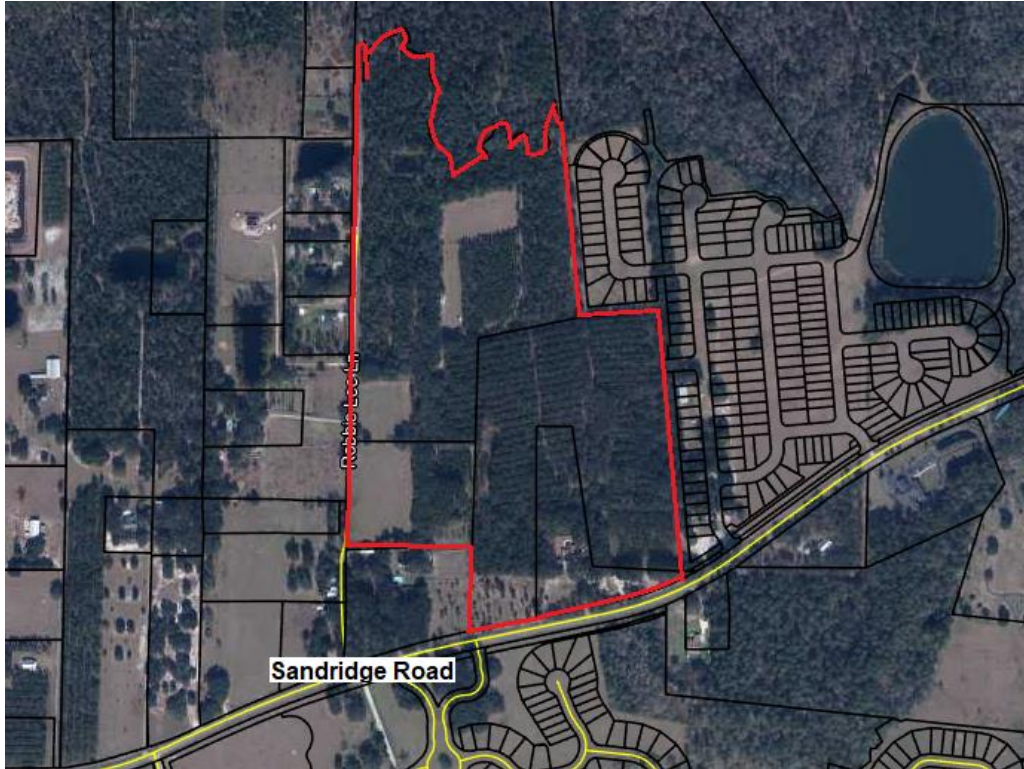
## Comparable Land Sale 2



Location	Southerly side of Russell Road, 1.4 miles east of Henley Road, Green Cove Springs, Clay County, FL 32043
Date	May 19, 2022
Land Size	Wetland and Unusable Upland: 1.00 acre Usable Upland: <u>18.36</u> acres Total: 19.36 acres
# Proposed Lots	51 (all 50' lots)
Price	\$2,142,000; \$42,000 per lot; \$116,667 per usable acre
Grantor	Bradley Creek Holdings, LLC (Allen F. Skinner, Manager)
Grantee	Lennar Homes, LLC (U. S. Home LLC, Richard Beckwitt, CEO)
Recorded	Official Record Book 4610, Page 726
Legal	Part of Sections 10 and 15, Township 5 South, Range 25 East, Clay County, FL
Parcel #	16-05-25-009339-000-00

Future Land Use Category	Lake Asbury Master Planned Community (LA MPC)
Zoning District	Lake Asbury Master Planned Community (LA MPC)
Public Utilities	Electricity, community water, and sewer utilities were nearby
Financing	Cash transaction; estimated to have no effect on sale price
Confirmed	Jason Sessions (developer), Lance Addison (Coordinator, Planning & Intergovernmental Relations, Clay County District Schools), public records, and drive-by inspection
Sales History	According to the Clay County Property Appraiser's records, no sales of this property occurred within the three-year period prior to this sale and no subsequent sales have occurred.
Remarks	<p>This parcel, which has frontage of 619.31' along Russell Road, was mostly wooded. The subdivision proposed for this parcel is known as Russell Retreat.</p> <p>According to Jason Sessions, site plan approval and zoning were in place at the time of sale, but civil engineering was not. According to Lance Addison, entitlements enabling single-family development of this parcel were not in place at the time of sale. As of the effective date of this appraisal, horizontal development of the parcel had not commenced.</p>

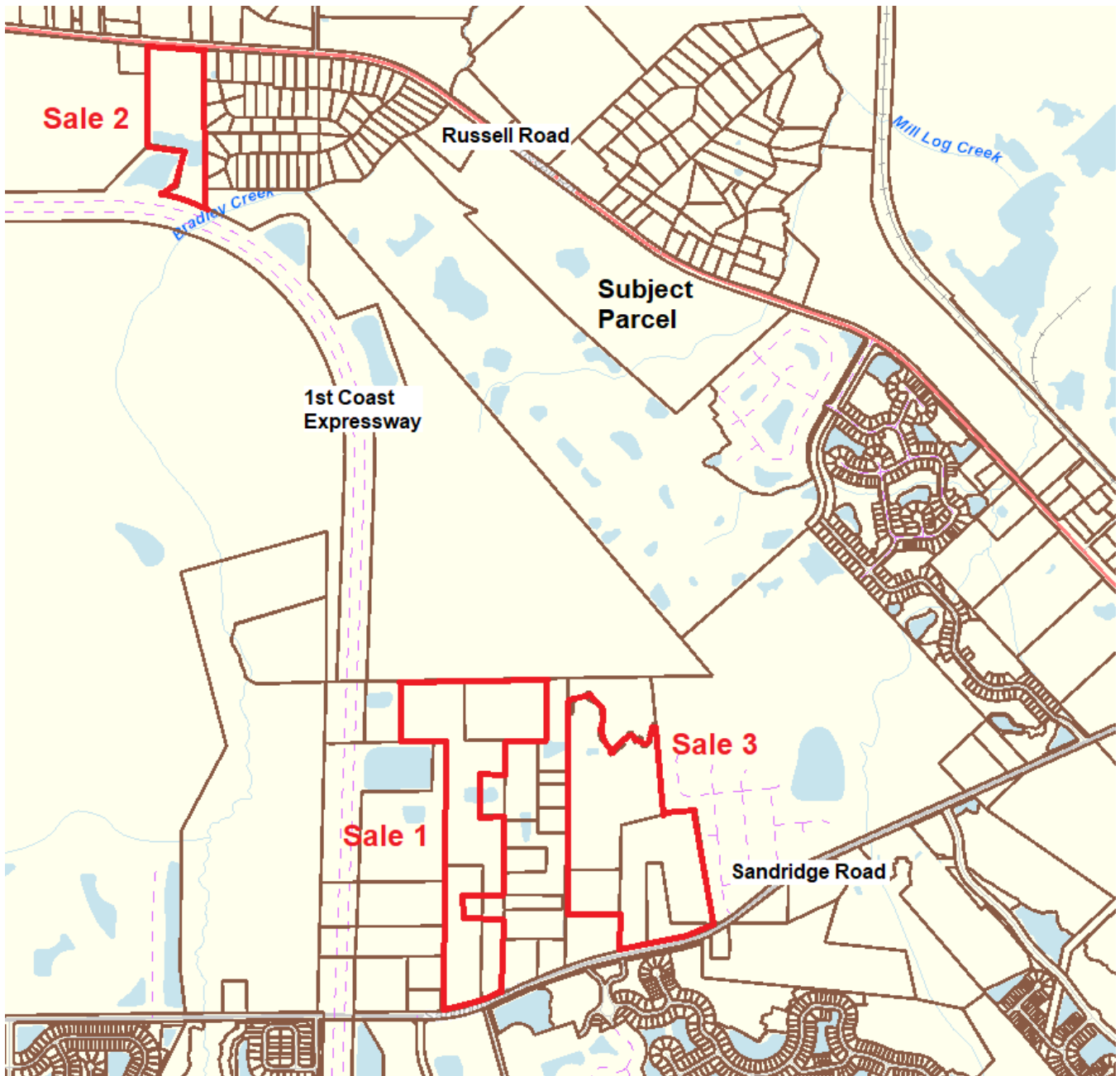
### Comparable Land Sale 3



Location	Northerly side of Sandridge Road, 1.1 mile west of Russell Road and ½-mile east of First Coast Expressway, Green Cove Springs, Clay County, FL 32043
Date	June 1, 2022
Land Size	Wetland: .70 acre Usable Upland: <u>63.27</u> acres Total: 63.97 acres
# Proposed Lots	40' lots: 38 50' lots: <u>155</u> Total lots: 193
Price	\$8,685,200; \$45,001 per lot; \$137,272 per usable acre
Grantor	Charles Randall Lee; Earl W. Lee & Olive E. Lee, husband and wife; and Gerald David Livingston & Nancy Earlene Livingston, husband & wife
Grantee	Lennar Homes, LLC (Scott Keiling, Vice President)
Recorded	Official Record Book 4615, Pages 337, 342, and 349

Legal	Part of Section 23, Township 5 South, Range 25 East, Clay County, FL
Parcel #	23-05-25-010099-005-01, 23-05-25-010099-008-00, 23-05-25-010099-001-00, and 23-05-25-010099-001-01
Future Land Use Category	Lake Asbury Master Planned Community (LA MPC)
Zoning District	Lake Asbury Master Planned Community (LA MPC)
Public Utilities	Electricity, community water, and sewer utilities were nearby
Financing	Cash transaction; estimated to have no effect on sale price
Confirmed	Jason Sessions (developer), Lance Addison (Coordinator, Planning & Intergovernmental Relations, Clay County District Schools), public records, and drive-by inspection
Sales History	According to the Clay County Property Appraiser's records, no arm's-length sales of this property occurred within the three-year period prior to this sale and no subsequent sales have occurred.
Remarks	<p>This parcel, which has frontage of 644.01' along Sandridge Road, was mostly wooded. The subdivision proposed for this parcel is known as Lee East.</p> <p>According to Jason Sessions, site plan approval and zoning were in place at the time of sale, but civil engineering was not. According to Lance Addison, entitlements enabling single-family development of this parcel were in place at the time of sale. As of the effective date of this appraisal, horizontal development of the parcel had not commenced.</p>

# Comparable Land Sales Map





## **Analysis of Comparable Land Sales**

The land sales reflect prices in the range of \$40,001 to \$45,001 per lot. Sales of other vacant parcels acquired for detached single-family units were evaluated, but the data described above are considered most comparable to the subject.

The data selected are used in estimating the market value of the subject by making two general categories of adjustments. The first category of adjustments is required to estimate the market values of the comparable sales as of the date of this appraisal. These adjustments are necessary because real estate sometimes sells at a price which is not equivalent to its market value at the time it is sold and/or because the market value of the comparable property may have changed between the date of sale and the date of the appraisal. To accomplish this adjustment, each comparable sale is analyzed in terms of real property rights conveyed, financing terms, conditions of sale, and market conditions (date of sale).

After the preceding factors have been addressed, each of the comparable sales is then compared to the subject property for legal factors, location characteristics, and physical characteristics. Because of the imperfect nature of the real estate market, relative comparison analysis was used in analyzing the comparable sales. Although the adjustments are expressed in the following adjustment grid as percentage amounts, the percentages are the result of the appraiser's judgment based on experience with similar properties in the northeast Florida market and on the information received when researching the market. Because the heterogeneity of the sites that have sold precludes the isolation of individual elements of comparison, precise quantified adjustments could not be derived by paired-sales analysis or other quantitative analytical techniques. The adjustments are summarized in the following table. Rationales for the adjustments made are discussed below.

### **Financing Terms**

An adjustment for financing terms may be warranted in such cases as the assumption of an existing mortgage at a below market rate, an interest buy-down, or new financing at above market or below market rate. A higher than market price is sometimes paid in exchange for a lower interest rate and a higher than market interest rate is sometimes charged in exchange for a below market selling price.

Each of the sales was a cash transactions, thus no adjustments for financing terms are warranted.

### **Conditions of Sale**

These adjustments result from the motivation of the buyer and seller. If either the buyer or seller is under duress, or is otherwise atypically motivated, a proper adjustment must be made. The appraiser attempts to utilize sales in which both the buyer and seller are typically motivated.

Each of the sales appears to have involved typically motivated buyers and sellers. These buyers and sellers do not appear to have been influenced by incentives or atypical

conditions of sale. These sales are not adjusted for conditions of sale.

### **Real Property Rights Conveyed**

If other than the fee simple interest is conveyed, for example, if a property is sold subject to a lease, the sale should be adjusted to account for the effect, either positive or negative, of the lease. The unencumbered fee simple interest in the subject property is evaluated herein.

Based on analysis, each of the sales appears to have conveyed a fee simple interest, subject only to typical easements for ingress & egress, drainage, or utilities. Adjustments to these sales for real property rights conveyed are not warranted.

### **Market Conditions (Date of Sale/Time)**

Various market forces such as inflation, deflation, and supply and demand affect the value of real property over time. In cases where current market conditions indicate that the value of a property has changed between the date of sale and the effective date of appraisal, an adjustment can be necessary.

While the effective date of this appraisal is February 17, 2023, the three sales occurred between March 2022 and June 2022. These are believed to be the most recent sales of similar parcels in the Lake Asbury area.

As summarized earlier, with 30-year fixed-rate mortgage interest rates having been above 6% since the end of 2022, and with the CPI having been above 6% since the end of 2021, the number of sales of single-family dwellings has been slowing, but average sale prices have continued to rise.

As previously stated, the sales are analyzed to support an indication of the market value of the subject parcel assuming entitlements are available without the extra expense of Proportionate Share Mitigation ("pay to play"). On this basis, it is estimated market conditions are similar today compared with market conditions at the time of the three sales. Hence, no adjustments for market conditions are made when developing an opinion of the market value of the subject parcel prior to considering Proportionate Share Mitigation.

In consideration of the Multiple Listing Service data, each of the sales is adjusted upward 10% per year to account for rising prices between the date of each sale and the effective date of this appraisal. The adjustments are applied daily, based on the number of days between the date of each sale and the effective date of this appraisal.

### **Legal Factors**

A parcel's zoning largely dictates its possible uses. Some zoning classifications permit more intensive uses than other zoning classifications, and thus, provide a higher income-producing potential. For example, the uses permitted on a parcel of land zoned for

intensive commercial use have the potential to generate a higher return to the land than those uses permitted on a parcel of land zoned for residential use. Where significant differences exist between the market values of properties with different zonings, this will be reflected in the market selling prices.

The subject property, Sale 1, and Sale 3 are parcels having Lake Asbury Master Planned Community (LA MPC) future land use category and zoning district. No adjustments to Sales 1 and 3 for future land use category or zoning district are warranted. These two parcels had entitlements in place at the time of sale and are good indicators of the market value of the subject parcel assuming entitlements were in place as of the effective date of this appraisal.

Sale 2 is a parcel having Lake Asbury Rural Fringe (LA RF) future land use category and zoning district. Analysis of this sale indicates an adjustment for future land use category or zoning district is not warranted. Although this parcel did not have entitlements in place at the time of sale, when evaluating the market value of the subject property assuming entitlements were in place as of the effective date of this appraisal, an adjustment to the sale is not made. Rather, this sale is given least weight.

Other legal factors may include private restrictions, building codes, historic district controls, and environmental regulations. When these factors have been determined to affect the ability to utilize a site, an adjustment may be warranted. It is believed none of these other legal factors have any measurable impact on the value of the subject parcel.

### **Location Factors**

Location factors are primarily a function of time-distance relationships and consumer exposure (visibility). Time-distance relationships are based on factors such as proximity to major centers of employment, number and availability of community support services (e.g. hospitals, schools and parks), presence of service establishments (e.g. shopping centers, regional malls, gas and convenience stores), character of neighborhood and neighborhood trends (e.g. new construction, land use transitions), etc.

As shown on the map on page 60, the subject parcel and each of the land sales is a property within the Lake Asbury area. No location adjustments are warranted.

### **Access/Visibility**

Access and visibility factors are primarily a function of consumer exposure (visibility). Exposure criteria consider frontage along primary, secondary, or tertiary traffic arterials, as well as corner characteristics, adjacent land uses, etc.

The subject parcel is located along Russell Road, a county maintained two-lane paved roadway having 2021 AADT of 11,000.

Sales 1 and 3 are parcels along Sandridge Road between Russell Road and 1<sup>st</sup> Coast Expressway. This section of Sandridge Road is a county maintained, two-lane paved

roadway having 2021 AADT of 7,800. No adjustments are warranted to these sales of access/visibility.

Sale 2 is a parcel along Russell Road, just to the north and west of the subject property. An adjustment to this sale for access/visibility is not warranted.

### **Land Size**

Where other factors are similar, size adjustments are made when market information indicates there are differences in selling prices based on differences in parcel area. Typically, when other characteristics are similar, large properties tend to reflect lower prices per acre than small properties. The inverse can be true when a larger parcel can support more profitable development.

The subject parcel contains 95.02 acres. The sales are parcels containing between 19.26 and 67.236 total acres. These parcels were acquired for development of between 51 and 197 single-family lots. Analysis of these sales indicates size adjustments are not warranted.

### **Utilities**

Electric utility is available to the subject parcel and to each of the sales. Community water and sewer utilities are nearby to subject parcel and to each of the sales. Adjustments for utilities are not warranted.

## Summary of Adjustments to Land Sales

	Subject	Sale 1	Sale 2	Sale 3
Location	2770 Russell Rd., Green Cove Springs, FL 32043	Sandridge Rd., Green Cove Springs, FL 32043	Russell Rd., Green Cove Springs, FL 32043	Sandridge Rd., Green Cove Springs, FL 32043
Appraisal/Sale Date	02/17/23	03/03/22	05/19/22	06/01/22
Sale Price	N/A	\$7,880,100	\$2,142,000	\$8,685,200
Future Land Use Category	LA MPC	LA MPC	LA RF	LA MPC
Zoning District	LA MPC	LA MPC	LA RF	LA MPC
Wet & Unusable Acres	12.920	0.000	1.000	0.700
Usable Upland Acres	82.100	67.236	18.260	63.270
Total Acres	95.020	67.236	19.260	63.970
\$/Usable Upland Acre	N/A	\$117,201	\$117,306	\$137,272
# SF Lots	235	197	51	193
Sale Price Per Lot	N/A	\$40,001	\$42,000	\$45,001
Financing Terms		0%	0%	0%
Conditions of Sale		0%	0%	0%
Property Rights Conveyed		0%	0%	0%
Total Transactional Adj.		0%	0%	0%
Adjusted Price Per Lot		\$40,001	\$42,000	\$45,001
Market Condition Adj.		9.62%	7.51%	7.15%
Time Adjusted Lot Price		\$43,847	\$45,153	\$48,219
Legal Factors		0%	0%	0%
Location Characteristics		0%	0%	0%
Visibility/Access		0%	0%	0%
Land Size		0%	0%	0%
Utilities		0%	0%	0%
Total Property Adj.		0%	0%	0%
Adjusted Price Per Lot		\$43,847	\$45,153	\$48,219



## Conclusion of Sales Comparison Approach, Assuming Entitlements are in Place

After adjustments, the sales reflect prices of between \$43,847 and \$48,219 per lot.

Sale 3, the most recent sale, is one of the two larger parcels and required the least gross adjustment. Sale 3 is given greater weight.

Sale 2, a parcel that did not have entitlements at the time of sale, is given least weight.

Using this data as a guide, the indicated value of the subject parcel, assuming entitlements are in place, is approximately \$48,000 per lot, calculated as follows:

235 lots @ \$48,000 = \$11,280,000

<b>Market Value, Assuming Entitlements are in Place, Indicated by Sales Comparison Approach</b>	<b>\$11,280,000</b>
---	---------------------

## Income Approach (“As Is” Market Value)

The Income Approach is based on the premise that the value of a property may be determined by the amount of net income that can reasonably be produced over its remaining economic life. The rationale of this approach is that the present worth of the future income stream is equivalent to the value of the property that produces that income. Thus, the Income Approach really is an evaluation of the income stream.

Discounted cash flow (DCF) analysis, an Income Approach technique, is developed below. With this technique the appraiser supports an estimate of a reasonable holding period for the property before the sale of the property is projected to occur. During the holding period income and expenses for the property are estimated. Net income during the holding period and net proceeds from the sale of the property at the end of the estimated holding period are estimated. The estimated cash flows are discounted back to a present value with an appropriate discount rate.

The opinion of market value developed in the preceding section of this report assumes entitlements are in place. As discussed, entitlements for the subject property cannot be secured unless Proportionate Share Mitigation costs are paid, which would result in single-family residential subdivision development not being financially feasible.

## Holding Period

As previously discussed, the highest and best use of the subject property is estimated to be speculative hold until such time as single-family subdivision development is financially feasible. According to Lance Addison, Coordinator, Planning & Intergovernmental Relations Clay County District Schools, the soonest one or two new schools can be constructed in the Lake Asbury area is 2026-2027, or three to four years subsequent the effective date of this appraisal.

An indication of the “as is” market value of the subject property can be derived with discounted cash flow analysis, which will take into consideration the holding costs during the projected holding period, the sale of the property at the end of the projected holding period, as well as the costs of sale at the end of the holding period. Considering the soonest new schools can be built in Lake Asbury, for the purposes of this analysis, a five-year holding period is projected.

Two DCF scenarios are developed below. Scenario #1 assumes the value of the subject parcel remains \$11,280,000 throughout the holding period. Scenario #2 assumes the value of the subject parcel increases at a rate of 2.5% per year, which is the 20-year average change in the CPI from 2003 through 2022.

### **Income**

No income is projected during the holding period.

### **Holding Costs**

Holding costs are projected to consist of real estate taxes, maintenance, management, and liability insurance.

Real estate taxes during the holding period are estimated based on the subject’s taxable value with full agricultural exemption. For the purposes of this analysis, it is assumed the existing improvements have no contributory value and it is assumed there is no homestead exemption. The 2022 taxable value of the subject property, based on these assumptions is \$35,934. The 2022 millage rate is 15.2174. The annual expense for real estate taxes during the first year is estimated as follows:  $\$35,934 \times .0152174 = \$547$ . Real estate taxes during Scenario #1 are projected to remain \$547 per year. During Scenario #2, real estate taxes are projected to increase 2.5% per year.

Maintenance of the property during the holding period is limited to mowing the ±40 acres of pasture a minimum of four times per year. According to Will Gardner, the son of the property owners, the cost for mowing is about \$60 per acre. The annual maintenance expense is estimated as follows:  $40 \text{ acres} \times \$60 \times 4 \text{ times a year} = \$9,600$ .

Management of the property includes overseeing all requirements of the property, including paying real estate taxes, arranging for mowing the pasture, paying liability insurance, and handling any incidental occurrences. Annual management fee is budgeted at \$20,000.

According to Will Gardner, the premium for liability insurance is approximately \$3,000 per year.

### **Costs of Sale**

At the time of sale, presumed to be at the end of the fifth year, the costs of sales are projected to include real estate commission, State documentary stamps on the deed, title insurance, and closing fee.

Real estate commission is budgeted at 5% of the sale price.

State documentary stamps on the deed are \$7.00 per \$1,000 of the sale price.

Utilizing the promulgated rates for title Insurance in the State of Florida, the cost of title insurance for Scenario #1 are summarized as follows:

Title Insurance Promulgated Rates for Florida	
\$5.75 per \$1,000 value up to \$100,000: 100 x \$5.75 =	\$ 575
\$5.00 per \$1,000 value up to \$1,000,000: 900 x \$5.00 =	\$ 4,500
\$2.50 per \$1,000 value up to \$5,000,000 = 4,000 x \$2.50 =	\$ 10,000
\$2.25 per \$1,000 value up to \$10,000,000 = 5,000 x \$2.25 =	\$ 11,250
\$2.00 per \$1,000 over \$10,000,000 value = 1,280 x \$2.00 =	\$ 2,560
Total Title Insurance Premium	\$ 28,885

Utilizing the promulgated rates for title Insurance in the State of Florida, the cost of title insurance for Scenario #2 are summarized as follows:

Title Insurance Promulgated Rates for Florida	
\$5.75 per \$1,000 value up to \$100,000: 100 x \$5.75 =	\$ 575
\$5.00 per \$1,000 value up to \$1,000,000: 900 x \$5.00 =	\$ 4,500
\$2.50 per \$1,000 value up to \$5,000,000 = 4,000 x \$2.50 =	\$ 10,000
\$2.25 per \$1,000 value up to \$10,000,000 = 5,000 x \$2.25 =	\$ 11,250
\$2.00 per \$1,000 over \$10,000,000 value = 2,451 x \$2.00 =	\$ 4,902
Total Title Insurance Premium	\$ 31,227

According to Clay Philips, with First Coast Title Services, Inc., a reasonable estimate for deed preparation and closing fee is \$1,000.

## Discount Rate

Although it is impossible to dissect a discount rate into its components based on market evidence, every discount (yield) rate should compensate the investor for time preference ("risk-free" rate), the relative non-liquidity of the asset, investment management, and risk. "Risk" may be further broken down into market risk, purchasing power (inflation) risk, interest rate risk, and legal risk (e.g., future down-zoning, growth moratorium, etc.) All these factors are implicitly compensated for in market-derived discount rates.

There are basically three practical methods for developing market-based discount rates:

- . Extraction from comparable sales data
- . Surveying market participants
- . Construction of discount rates as a weighted cost of capital

There is a major obstacle to the first method. The properties and the terms of the transactions must be, in fact, comparable. Further, market participants are seldom willing to share such details. The second method is facilitated by organizations that regularly survey real estate investors on a local, regional, or national basis. The appraiser referred to RealtyRates.com's *Developer Survey* for 1<sup>st</sup> Quarter 2023. This survey, which reflects 4<sup>th</sup> Quarter 2022 data, reports an average actual discount rate for single-family subdivision development having between 100 and 500 lots of 30.58%, including developer's profit. When deducting a reasonable developer's profit of around 20%, the indicated discount rate without developer's profit is indicated to be around 10%.

The construction of a discount rate as a weighted cost of capital is based on the fact most real estate transactions involve the use of debt for financing. In these transactions, the lender requires a return on its "investment". This return is realized in the debt interest rate. The equity investors seek a return on invested funds at least equal to their target equity yield rate. The total property investment must produce a net operating income at a rate sufficient to cover the lender's debt interest rate requirement and the equity investor's expected equity yield rate. Therefore, the required minimum yield rate is the discount rate ( $Y_o$ ), which is the weighted average of the debt interest rate ( $Y_m$ ) and the equity yield rate ( $Y_e$ ). The discount rate is the return on investment, and is the weighted average cost of capital wherein the debt interest rate is the investor's cost of borrowing funds, and the equity yield rate is the opportunity cost to the investor of using equity funds.

Following is the weighted average cost of capital formula:

$$Y_o = (M \times Y_m) + [(1-M) \times Y_e]$$

Where  $Y_o$  = Discount Rate

$Y_m$  = Debt Interest Rate

$Y_e$  = Equity Yield Rate

$M$  = Loan-to-Value Ratio

$$Y = (.50 \times .065) + (.50 \times .13)$$

$$Y = .0325 + .0650$$

$$Y = .0975, \text{ rounded to } 10\%$$

A reasonable discount rate to apply to the subject's estimated holding period is estimated to be 10%. Because expenses are projected to occur throughout the year, not just at the end of the year, mid-year factors are utilized in this analysis.

## Discounted Cash Flow Scenario #1

	Year 1 Beginning 2/17/23	Year 2 Beginning 2/17/24	Year 3 Beginning 2/17/25	Year 4 Beginning 2/17/26	Year 5 Beginning 2/17/2027
Land Value During Holding Period (assuming entitlements are in place and assuming land value remains unchanged)	\$11,280,000	\$11,280,000	\$11,280,000	\$11,280,000	\$11,280,000
Income	\$0	\$0	\$0	\$0	\$0
Sale Price					\$11,280,000
<u>Holding Costs</u>					
Real Estate Taxes	\$547	\$547	\$547	\$547	\$547
Maintenance	\$9,600	\$9,600	\$9,600	\$9,600	\$9,600
Management	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000
Liability Insurance	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
<u>Costs of Sale</u>					
Real Est. Commission					\$564,000
Deed Stamps					\$78,960
Title Insur., Deed Prep, & Closing					\$29,885
Total Expenses	\$33,147	\$33,147	\$33,147	\$33,147	\$705,992
Net Proceeds	-\$33,147	-\$33,147	-\$33,147	-\$33,147	\$10,574,008
Present Value Factor @ 10% (use mid-year factors)	0.9524	0.8658	0.7871	0.7155	0.6505
Present Values	-\$31,569	-\$28,699	-\$26,090	-\$23,717	\$6,878,392
<u>Conclusion</u>					
Present Value of Income Stream					\$6,768,318
<b>Indication of "As Is" Market Value (Rounded)</b>					<b>\$6,800,000</b>



## Discounted Cash Flow Scenario #2

	Year 1 Beginning 2/17/23	Year 2 Beginning 2/17/24	Year 3 Beginning 2/17/25	Year 4 Beginning 2/17/26	Year 5 Beginning 2/17/2027
Land Value During Holding Period (assuming entitlements are in place & assuming land value increases 2.5%/yr)	\$11,280,000	\$11,562,000	\$11,851,050	\$12,147,326	\$12,451,009
Income	\$0	\$0	\$0	\$0	\$0
Sale Price					\$12,451,009
<u>Holding Costs</u>					
Real Estate Taxes	\$547	\$560	\$575	\$589	\$604
Maintenance	\$9,600	\$9,600	\$9,600	\$9,600	\$9,600
Management	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000
Liability Insurance	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
<u>Costs of Sale</u>					
Real Est. Commission					\$622,550
Deed Stamps					\$87,157
Title Insur., Deed Prep, & Closing					\$32,227
Total Expenses	\$33,147	\$33,160	\$33,175	\$33,189	\$775,138
Net Proceeds	-\$33,147	-\$33,160	-\$33,175	-\$33,189	\$11,675,871
Present Value Factors @ 10% (use mid-year factors)	0.9524	0.8658	0.7871	0.7155	0.6505
Present Values	-\$31,569	-\$28,710	-\$26,112	-\$23,747	\$7,595,154
<u>Conclusion</u>					
Present Value of Income Stream					\$7,485,017
<b>Indication of "As Is" Market Value (Rounded)</b>					<b>\$7,500,000</b>

## Check on Reasonableness

The two discounted cash flow scenarios reflect indications of “as is” market value of \$6,800,000 and \$7,500,000.

Another methodology that can provide an indication of the “as is” market value of the subject property is to deduct the Cost of Proportionate Share Mitigation from the indicated value of the subject property assuming entitlements are in place, as follows:

Market Value, Assuming Entitlements are in Place (previously addressed)	\$11,280,000
Less Net Cost of Proportionate Share Mitigation\ (previously addressed)	- <u>4,410,110</u>
	\$ 6,869,890
<b>Indication of “As Is” Market Value (Rounded)</b>	<b>\$ 6,900,000</b>

## Summary of Values

Cost Approach	Not applicable/omitted
Sales Comparison Approach (Market Value Assuming Entitlements are in Place)	\$11,280,000
Income Approach (“As Is” Market Value)	
DCF Scenario #1	\$6,800,000
DCF Scenario #2	\$7,500,000
Check on Reasonableness (“As Is” Market Value)	\$6,900,000

## Reconciliation of Values

As previously discussed, the Cost Approach is not useful to this assignment and is omitted.

The Sales Comparison Approach provides a well-supported indication of the market value of the subject property assuming entitlements are in place.

The Income Approach, utilizing two discounted cash flow scenarios, provides two well-supported indications of the “as is” market value of the property.

The check on the reasonableness of the two discounted cash flow scenarios also provides a meaningful indication of the “as is” market value of the property by deducting

the Cost of Proportionate Share Mitigation from the indication of the market value of the property assuming entitlements are in place.

The two discounted cash flow methodologies and the check on reasonableness are given similar weight in developing the final opinion of the “as is” market value.

## **Appraised Value**

It is my opinion that, subject to Assumptions and Limiting Conditions beginning on page 9, as of February 17, 2023 the “as is” market value of the subject property is as follows:

**\$7,000,000**

## Estimate of Normal Marketing Period and Exposure Time

Normal **marketing period** is defined as:

"The most probable amount of time necessary to expose a property, in its entirety, to the open market in order to achieve a sale. Implicit in this definition are the following characteristics:

- The property will be actively exposed and aggressively marketed to potential purchasers through marketing channels commonly used by seller of similar type properties.
- the property will be offered at a price reflecting the most probable markup over market value used by sellers of similar type properties.
- a sale will be consummated under the terms and conditions of the definition of market value set forth in this policy."

Local real estate professionals are hesitant to speculate as to the normal marketing period for any type of real estate due to the variety of factors that can affect the marketing period. In consideration of current market conditions for residential tracts throughout Northeast Florida, it is my opinion that the normal marketing period for the subject property, according to the above definition, is 6 to 12 months.

Per the Uniform Standards of Professional Appraisal Practice, Statement No. 6, **exposure time** is always presumed to precede the effective date of the appraisal and is defined as follows: The estimated length of time 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; a retrospective estimate based upon an analysis of past events assuming a competitive and open market. For the same reasons discussed above, exposure time is estimated to be within 12 months.

# ADDENDUM



## Appraisal Engagement Letter and Purchase Order

# ENNIS APPRAISAL ASSOCIATES, INC.

### Real Estate Appraisers & Consultants

Duncan R. Ennis, Sr., MAI, SRA  
State-Certified General Real Estate Appraiser RZ619



February 3, 2023

Lance Addison  
Coordinator, Planning & Intergovernmental Relations  
Clay County District Schools  
925 Center Street  
Green Cove Springs, FL 32073

**RE: APPRAISAL PROPOSAL**

±95.64-Acre Property  
2770 Russell Road  
Green Cove Springs, FL 32043  
Clay County Tax Parcel: 39-05-25-010097-009-00

Dear Mr. Addison,

At your request, this letter has been prepared to propose appraisal services regarding the property referenced above.

According to the 2022 Clay County Property Appraiser's records, the subject parcel contains 95.64 acres, of which a small portion is identified as wetlands. The Property Appraiser's records also indicate the parcel is improved with a 2-story single-family dwelling containing 2,928 square feet of living area and three out-buildings containing a total of 1,164 square feet of finished space and 3,706 square feet of other space. Other improvements identified by the Property Appraiser's records include sidewalk, barns, canopies, patio, fish pool, swimming pool, and more.

So that I can provide credible assignment results, I recommend you obtain and provide a wetland survey that illustrates the configuration, size, and location of each of the subject parcel's upland and wetland areas. If a wetland survey cannot be provided, I recommend you obtain and provide a preliminary wetland assessment that illustrates the configuration, size, and location of each of the subject parcel's upland and wetland areas.

In consideration of an appropriate scope of work for this assignment, the Sales Comparison Approach will be utilized to support my opinion of the market value of the property. The Cost Approach and Income Approach will not be useful to this assignment and will be omitted.

The appraisal process will be developed in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP).

4511 Lexington Avenue • Jacksonville, Florida 32210  
(904) 387-4467 • Fax 387-0177  
ennisappraisal.com

Lance Addison  
Clay County District Schools

February 3, 2023

I propose to convey the results of the appraisal process in an Appraisal Report that will be prepared in compliance with the reporting requirements set forth under Standards Rule 2-2(a) of the USPAP. The report will include summary discussion of the data, reasoning, and analyses used in the appraisal process to develop my opinion of market value. Additional data, reasoning and analyses will be maintained in my work file.

You are the client of this appraisal assignment and will be the intended user of the appraisal report. Additional intended users of the appraisal report are other employees of Clay County District Schools and your consultants, if any. There are no other intended users of the appraisal report. Use of the report or the conclusions or opinions reported therein by anyone else is not intended. It is my understanding the intended use of the report is to assist you with evaluating a potential purchase price for the property. Any other use of the report is not intended. I will not be responsible for unintended use of the report.

The appraisal report and the opinions and conclusions rendered therein will be held in confidence by me and others associated with my firm.

My total fee for this assignment is \$3,000 and I anticipate completing this assignment within approximately four (4) weeks from your instruction to proceed. If at the time you engage me for this assignment my estimated date of completion is other than four (4) weeks, I will call you to discuss. Upon completion of the appraisal report, I will email a PDF copy of the report and an invoice to you.

**If you want me to proceed with this appraisal assignment in accordance with the terms outlined in this letter, please sign this letter below and return the executed letter to me via email or fax.**

I appreciate this opportunity to be of service. If you have any questions, please call. My appraisal qualifications are attached.

Yours truly,

**Ennis Appraisal Associates, Inc.**

**Clay County District Schools**



Duncan R. Ennis, Sr., MAI, SRA  
State-Certified General Appraiser RZ619

Lance Addison  
Coordinator, Planning & Intergovernmental  
Relations



THE SCHOOL BOARD OF CLAY COUNTY, FLORIDA  
PURCHASE ORDER

Florida State Sales Tax Exemption No. 06-001307361 1C-0

PURCHASE ORDER NO.  
**P2306932**  
PURCHASE ORDER NUMBER ABOVE  
MUST APPEAR ON ALL INVOICES,  
SHIPPING PAPERS, AND PACKAGES.

Date: 02/08/23      Ordering School/Department: 9023      Requisition: R067945

Vendor: V004915  
ENNIS APPRAISAL ASSOCIATES INC  
EMAIL: PURCHASE ORDER TO  
DUNCAN@ENNISAPPRAISAL.COM

Ship to: FACILITY PLANNING AND CONSTRUCT  
925 CENTER STREET  
GREEN COVE SPRINGS, FL 32043

Phone: (904) 387-4467      Phone: (904) 336-6850

Bill to: SBCC ACCOUNTS PAYABLE DEPARTMENT      Email: accounts payable@myoneclay.net  
814 WALNUT STREET, GREEN COVE SPRINGS, FL 32043      Fax: (904) 336-0523

ALL INVOICES MUST BE SENT TO ABOVE ADDRESS, EMAIL OR FAX REGARDLESS OF SHIPPING DESTINATION

ITEM #	QUANTITY	UNIT	DESCRIPTION	UNIT PRICE	AMOUNT
0001	1	NONE	LAND APPRAISAL FOR POSSIBLE SCHOOL SITE FOR APPROXIMATELY 96 ACRES ON RUSSELL RD., PARCEL NUMBER 39-05-25-010097-009-00 AS REQUIRED BY P.S. 1013.14 (1)(B).  BID OR BID #: 2/3/2023 QUOTE: 2/3/2023	3,000.00	3,000.00

The terms and conditions found on the SBCC Purchasing webpage: <https://www.oneclay.net/purchasing> shall apply for this order and the Seller accepts and acknowledges that it is and it will continue to be in compliance with said terms and conditions for the term of the purchase. CONDITIONS ON THE BACK - READ CAREFULLY

NET TOTAL: 3,000.00

APPROVED FOR ISSUANCE  
*Bruce Starke*  
Supervisor of Purchasing      Phone: (904) 336-6736

PURCHASING DEPARTMENT

## Legal Description

The following legal description was obtained from Warranty Deed recorded in Official Record Book 4348, Page 435 of the public records of Clay County, Florida. Said deed, dated August 28, 2020, conveyed the subject property from Edward Huamin Ma and Jade Qi Han, husband and wife, to William D. Gardner, Jr. and Chelsea R. Gardner, husband and wife.

### Exhibit "A"

A PARCEL OF LAND CONSISTING OF A PORTION OF BLOCKS 2 AND 3, FLORIDA FARMERS LAND COMPANY'S SUBDIVISION, ACCORDING TO PLAT BOOK 1, PAGE 49, OF THE PUBLIC RECORDS OF CLAY COUNTY, FLORIDA; TOGETHER WITH THAT PORTION OF THAT CERTAIN PLATTED ROAD LYING BETWEEN OR ADJACENT TO THE AFORESAID BLOCKS (SAID PORTION OF PLATTED ROADS VACATED AND ABANDONED ACCORDING TO OFFICIAL RECORDS BOOK 1633, PAGE 1483, OF SAID PUBLIC RECORDS); SAID PARCEL BEING MORE PARTICULARLY DESCRIBED AS FOLLOWS:

COMMENCE AT THE MOST NORTHERLY CORNER OF LOT 9, BLOCK 19, SAID FLORIDA FARMERS LAND COMPANY'S SUBDIVISION; THENCE ON THE NORTHEASTERLY LINE THEREOF SOUTH 42 DEGREES 35 MINUTES 40 SECONDS EAST 605.24 FEET TO THE NORTHWESTERLY LINE OF COUNTY ROAD NO. C-739-B; THENCE ON LAST SAID LINE RUN THE FOLLOWING 2 COURSES: 1) NORTH 66 DEGREES 22 MINUTES 14 SECONDS EAST 190.65 FEET; 2) NORTH 66 DEGREES 08 MINUTES 34 SECONDS EAST 538.26 FEET; THENCE NORTH 42 DEGREES 36 MINUTES 20 SECONDS WEST 2553.84 FEET; THENCE NORTH 47 DEGREES 27 MINUTES 41 SECONDS EAST 660.24 FEET TO THE MOST WESTERLY CORNER OF LOT 2, BLOCK 15, SAID FLORIDA FARMERS LAND COMPANY'S SUBDIVISION; THENCE ON THE NORTHWESTERLY LINE THEREOF NORTH 47 DEGREES 26 MINUTES 05 SECONDS EAST 606.94 FEET TO THE SOUTHWESTERLY LINE OF COUNTY ROAD NO. C-209; THENCE ON LAST SAID LINE NORTH 42 DEGREES 52 MINUTES 31 SECONDS WEST 153.79 FEET; THENCE SOUTH 47 DEGREES 07 MINUTES 29 SECONDS WEST 345.00 FEET; THENCE NORTH 42 DEGREES 52 MINUTES 31 SECONDS WEST 378.78 FEET; THENCE NORTH 47 DEGREES 07 MINUTES 29 SECONDS EAST 345.00 FEET TO SAID SOUTHWESTERLY LINE OF COUNTY ROAD NO. C-209; THENCE ON LAST SAID LINE RUN THE FOLLOWING 3 COURSES: 1) NORTH 42 DEGREES 52 MINUTES 31 SECONDS WEST 983.60 FEET; 2) NORTHWESTERLY ON THE ARC OF A CURVE CONCAVE TO THE SOUTHWESTERLY AND HAVING A RADIUS OF 2251.83 FEET, A CHORD DISTANCE OF 1066.52 FEET, THE BEARING OF SAID CHORD BEING NORTH 56 DEGREES 34 MINUTES 26 SECONDS WEST; 3) NORTH 70 DEGREES 16 MINUTES 20 SECONDS WEST 515.07 FEET TO THE POINT OF BEGINNING; THENCE SOUTH 47 DEGREES 36 MINUTES 21 SECONDS WEST 1692.69 FEET; THENCE NORTH 47 DEGREES 42 MINUTES 59 SECONDS WEST 1311.00 FEET; THENCE NORTH 45 DEGREES 51 MINUTES 27 SECONDS WEST 1849.79 FEET; THENCE NORTH 61 DEGREES 16 MINUTES 32 SECONDS EAST 217.50 FEET; THENCE NORTH 50 DEGREES 40 MINUTES 33 SECONDS WEST 9.92 FEET; THENCE NORTH 79 DEGREES 15 MINUTES 08 SECONDS WEST 223.98 FEET; THENCE NORTH 36 DEGREES 40 MINUTES 38 SECONDS WEST 903 FEET, MORE OR LESS, TO THE CENTERLINE OF BRADLEY CREEK; THENCE ALONG SAID CENTERLINE, IN A GENERAL NORTHEASTERLY DIRECTION, FOLLOWING THE MEANDERINGS THEREOF, 100 FEET, MORE OR LESS, TO A NORTHWESTERLY PROLONGATION OF THE SOUTHWESTERLY LINE OF LANDS DESCRIBED IN OFFICIAL RECORDS BOOK 869, PAGE 362, OF SAID PUBLIC RECORDS; THENCE ON SAID PROLONGATION AND THEN ON SAID SOUTHWESTERLY LINE SOUTH 45 DEGREES 32 MINUTES 52 SECONDS EAST 596 FEET, MORE OR LESS, TO THE SOUTHEASTERLY LINE THEREOF; THENCE ON LAST SAID LINE NORTH 36 DEGREES 16 MINUTES 21 SECONDS EAST 519.61 FEET TO SAID SOUTHWESTERLY LINE OF COUNTY ROAD NO. C-209; THENCE ON LAST SAID LINE, RUN THE FOLLOWING 3 COURSES: 1) SOUTH 53 DEGREES 22 MINUTES 57 SECONDS EAST 1960.67 FEET; 2) SOUTHEASTERLY ON THE ARC OF A CURVE CONCAVE TO THE NORTHEASTERLY AND HAVING A RADIUS OF 3477.75 FEET, A CHORD DISTANCE OF 1021.47 FEET, THE BEARING OF SAID CHORD BEING SOUTH 61 DEGREES 49 MINUTES 39 SECONDS EAST; 3) SOUTH 70 DEGREES 16 MINUTES 20 SECONDS EAST 876.41 FEET TO THE POINT OF BEGINNING.

## **Appraiser's Qualifications**

Duncan R. Ennis, Sr., MAI, SRA  
Ennis Appraisal Associates, Inc.  
4511 Lexington Avenue  
Jacksonville, Florida 32210  
Ph. (904) 387-4467  
Fax (904) 387-0177  
ennisappraisal.com

Lifetime resident of Jacksonville, Florida

Have been in real estate appraisal business since 1974

Bachelor of Science in Business Administration from the University of Florida

SRA designation from the Appraisal Institute; Certificate No. 1333

MAI designation from the Appraisal Institute; Certificate No. 6774

The Appraisal Institute conducts a voluntary program of continuing education for its designated members. MAI's and SRA's who meet the minimum standards of this program are awarded periodic educational certification. I am currently certified under this program.

Have passed the following courses offered by the Appraisal Institute:

- Course VIII - Single-family Residential Appraisal
- Course I-A - Basic Appraisal Principles, Methods & Techniques
- Course I-B - Capitalization Theory & Techniques
- Case Studies in Real Estate Valuation
- Valuation Analysis and Report Writing
- Industrial Valuation
- Standards of Professional Practice

Registered Real Estate Broker in the State of Florida

State-Certified General Real Estate Appraiser RZ619 (Florida)

Member of the Northeast Florida Association of Realtors

Past-President of the Northeast Florida Chapter of the Appraisal Institute

Prepare appraisals of residential, commercial, industrial, vacant land and special purpose properties



# Appraiser's License



Ron DeSantis, Governor

Melanie S. Griffin, Secretary



## STATE OF FLORIDA DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

### FLORIDA REAL ESTATE APPRAISAL BD

THE CERTIFIED GENERAL APPRAISER HEREIN IS CERTIFIED UNDER THE  
PROVISIONS OF CHAPTER 475, FLORIDA STATUTES

**ENNIS, DUNCAN R**

4511 LEXINGTON AVE  
JACKSONVILLE FL 32210

**LICENSE NUMBER: RZ619**

**EXPIRATION DATE: NOVEMBER 30, 2024**

Always verify licenses online at [MyFloridaLicense.com](http://MyFloridaLicense.com)



Do not alter this document in any form.

This is your license. It is unlawful for anyone other than the licensee to use this document.