

**RBA**

# Randy Button & Associates

## Valuation Services



### An Appraisal Report of

Vacant Land located at

O Brick Church Pike, Davidson County, Tennessee

### Prepared For

Metropolitan Nashville Public Schools

Attn: David Proffitt

2601 Bransford Avenue

Nashville, Tennessee 37204

### Prepared By

Randy Button, MAI, SRA, AI-GRS

Adam Hill

### Effective Date of Appraisal

November 18, 2020

### Date of Report

December 2, 2020



**RANDY BUTTON & ASSOCIATES, INC.**

December 2, 2020

Metropolitan Nashville Public Schools  
Attn: David R. Proffitt, AIA, LEED AP, CCCA  
Architect  
Executive Director of Facilities, Maintenance and Construction  
2601 Bransford Avenue  
Nashville, Tennessee 37204

Re: 0 Brick Church Pike, Nashville, Tennessee. Also known as Tax ID 060-00/070.00

Dear Mr. Proffitt:

At your request and authorization, Randy Button & Associates, Inc. has prepared an appraisal of the fee simple market value of vacant residential land located in north Nashville and referenced above. Our analysis is presented in the following appraisal report. Based on this analysis, the market value of the subject, is concluded as follows:

<b>MARKET VALUE CONCLUSION</b>				
<b>Subject</b>	<b>Appraisal Premise</b>	<b>Interest Appraised</b>	<b>Date of Value</b>	<b>Value Conclusion</b>
12 Acres of Vacant Residential Land	"As Is" Vacant	Fee Simple Estate	November 18, 2020	\$ 1,209,500

The following appraisal sets forth the most pertinent data gathered, the techniques employed, and the reasoning leading to the opinion of value. The analyses, opinions and conclusions were developed based on, and this report has been prepared in conformance with, the guidelines and recommendations set forth in the 2020-2021 Uniform Standards of Professional Appraisal Practice (USPAP), the requirements of the Code of Professional Ethics and Standards of Valuation Appraisal Practice of the Appraisal Institute.

The intended use and user of our report are specifically identified in the Scope of Work section of this report as agreed upon in our contract for services. No additional use or user of the

report is permitted by any other party for another purpose. The Addenda section of this report also states assumptions and limiting conditions associated with the findings.

This transmittal letter is accompanied by and based upon the appraisal report included on the following pages. Dissemination of this report by any party to an unnamed client or intended user(s) does not extend reliance to any other party and Randy Button & Associates will not be responsible for unauthorized use of the report, its conclusions or contents used partially or in its entirety.

It has been a pleasure to assist you in this assignment. If you have any questions concerning the analysis, or if Randy Button & Associates can be of further service, please contact us.

Respectfully submitted,  
Randy Button & Associates, Inc.

A handwritten signature in black ink that reads "Randy Button". The letters are cursive and fluid.

Randy Button, MAI, SRA, AI-GRS (CG#3)  
Certified General Real Estate Appraiser

A handwritten signature in black ink that reads "Adam L. Hill". The signature is highly stylized and cursive.

Adam L. Hill (CG# 4698)  
Certified General Real Estate Appraiser

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# Photograph of Subject Property



# Summary of Important Facts and Conclusions

**Subject:** 0 Brick Church Pike, Nashville, Tennessee

**Tax Identification:** 060-00-0-070.00

**Land Area:** 12.00 Acres or 522,720 SF

**Improvement:** Vacant Land

**Owner:** Metropolitan Nashville Public Schools

**Sale History:** In the last three years the subject property has not sold and the most recent transaction(s) is the following:

\$48,000      02/28/1975      4893/633

Seller: Trinity Hills Village, Inc.  
Buyer: Metropolitan Government of Nashville and Davidson County, Tennessee

**Current Listings, Options or Contracts:** The property is not believed to be currently listed for sale or under contract. The property owner is considering the disposition of this surplus property.

**Date of Report:** December 2, 2020

**Effective Date:** November 18, 2020

**Property Rights:** Fee Simple

**Value Conclusion:** *Land Value:*                    \$    1,209,500

Implied Units of Comparison  
Value per Acre:            \$    100,791.67  
Max. Lot Density:            59 lots  
Value per Max. Lot:        \$    20,500

## Scope of Work

In accordance with the Uniform Standards of Professional Appraisal Practice, it is the appraiser's responsibility to develop and report a scope of work that results in credible results that are appropriate for the appraisal problem and intended user(s). Therefore, the appraiser must identify and consider:

<b>Client and Intended User:</b>	This appraisal is only intended for the use by Metropolitan Government of Nashville and Davidson County, Tennessee, the client and its agents or staff.
<b>Intended Use of the Report:</b>	The intended use is to assist the Client in making asset management decisions concerning this land holding.
<b>Type and Definitions of Value:</b>	Market value as used in this appraisal is defined as "the most probable price that the specific property interest should sell for in a competitive market after a reasonable exposure time, as of a specified date, in cash, or in terms equivalent to cash, under all conditions requisite to a fair sale, with the buyer and seller each acting prudently, knowledgeable, for self-interested, and assuming that neither is under duress. (Source: The Dictionary of Real Estate Appraisal, <i>Appraisal Institute</i> , 6 <sup>th</sup> Edition.)
<b>Effective Date of Value(s):</b>	November 18, 2020
<b>Report Type:</b>	This is an Appraisal Report as defined by Uniform Standards of Professional Appraisal Practice under Standards Rule 2-2(a).
<b>Property Rights Appraised:</b>	Real property is defined as "the interest, benefits, and rights inherent in the ownership of real estate (Source: The Dictionary of Real Estate Appraisal, 6 <sup>th</sup> Edition). The subject tract is being appraised in fee simple, which reflects a 100% ownership position.

Fee simple estate is defined as, “absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.” (Source: The Dictionary of Real Estate Appraisal, 6<sup>th</sup> Edition).

**Subject of the Appraisal:**

The subject of this appraisal was defined in the Summary of Important Facts and Conclusions. For additional details please see Land Description and/or Improvement Description for more specific information on the subject of this appraisal.

**Assignment Conditions:**

This appraisal is subject to the Assumptions and Limiting Conditions stated in the addenda of this report. There are no known laws, regulations, jurisdictional exceptions or other conditions that affect the scope of work. The exceptions are Hypothetical Conditions and/or Extraordinary Assumptions (stated below when applicable):

**Hypothetical Conditions:**

A hypothetical condition is directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the value, but is used for the purpose of analysis. This assignment is not predicated on a hypothetical condition.

**Extraordinary Assumptions:**

An extraordinary assumption is 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 appraisers’ opinions and conclusions. This appraisal report is not subject to an extraordinary assumption.

**Typical Expectations:**

This appraisal report has been created to meet the expectations of the client and written in a manner



to effectively communicate to the client and intended user(s) creditable assignment results for the specified intended use. Assignment results that are creditable for one intended use may not be creditable for another intended use. This report has also been created in accordance with accepted appraisal practice as established by peers within the appraisal industry and applicable professional standards.

**Inspection:**

Adam Hill did personally make a visual inspection of the subject property on November 18, 2020. This included a visual inspection of the site, any improvements, and notes on those observations as could be discovered from publicly accessible locations. Photographic evidence of the present condition was taken and it included in this report.

We also obtained site-specific information pertaining to the subject property from the client, public records, and reviewed furnished materials, including legal descriptions. Our research included analyzing recorded ownership, tax assessment and zoning data, as well as analyzing the subject's market area.

**Market Area and Analysis of Market Conditions:**

A level "B" analysis which employed an area wide market data of the subject's general property class. Data from area wide market surveys which were prepared by proprietary firms or public agencies were relied upon.

**Furniture, Fixtures, and Equipment:**

This report represents a fee simple only value. Any furniture, fixtures and equipment have not been included in this valuation.

## Market Analysis and Marketability Study

***The market determines the use; the use determines the value.***

(Appraisal Institute Course Manual, *General Appraiser Market Analysis and Highest and Best Use*, Part 1-7.)

The value of a commercial property is not derived from the definition of fee simple estate or leased fee estate. The value of a property is based on the highest and best use of a property. How property rights are perceived does not change a property's highest and best use or the process of evaluating site specific economics to support a highest and best use conclusion.

The highest and best use study does not assume a transaction, it is only concerned with which one of the alternative uses of a property creates the highest present value of future benefits to the owner (Fanning, Stephen F., Wright, Larry T., and Muenks, Rick J., *Highest and Best Use and Property Rights – Does it Make a Difference?*, The Appraisal Journal, Summer 2018, p. 168). Subsequently, the three approaches to value are used to quantify the market value of that use.

The highest and best use study is more often called a marketability study and this process uncovers actual market evidence to support the answers to the four questions of the maximally productive use:

1. ***What physical use brings the highest value to the property?*** This use must be identified because this use is what is measured in the three approaches to value (cost approach, sales comparison approach, and income approach).
2. ***What is the timing of this use?*** If the market does not support the use today, then evidence should support when the subject could capture adequate market share.
3. ***What are the motivations of the most likely buyer?*** Is the most likely buyer of this physical use a local investor, owner-occupant, speculator, national or regional buyer/REIT? The definition of market value begins with the “most probable price.” It is illogical to believe the most probable price could be attained from a buyer that is not the most probable buyer. The most likely buyer type must be identified to establish what is important to the buyer and what prices the buyer type has paid in the past.
4. ***Who is the most likely user (or tenant) of a property?*** The most likely user type must be identified to ascertain what characteristics of the property are important to the user type, and what rents that user type has paid in the past.

Therefore, by answering these four questions, the evidence found in the market will support the highest and best “use” of a property; this “use” effectuates what the market is and what the market is willing to pay.

### **What is a Market Analysis and Marketability Study?**

As discussed above, market value of a property is influenced by its competitive position in its market. Market analysis and marketability studies provide the data and analysis required to support the highest and best use conclusions, as well as, in the development of the approaches to value.

Although the process is commonly referred to as market analysis, **all appraisers must** develop what is more precisely labeled a marketability study (USPAP Standards Rule 1-3, Market Analysis and Highest and Best Use). A marketability study includes an identification of the subject and its competitive market area, a study of the economic conditions presents in this market area, and a conclusion on the subject’s market appeal in the present environment.

These terms are defined by the Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 6th ed., as follows:

*Market Analysis* - The study of the supply and demand in a specific area for a specific type of property.

*Marketability Analysis* - The study of how a specific property is expected to perform in a specific market.

A marketability analysis expands on a market analysis by addressing a specific property and not just the market in which the property is located.

This market analysis and marketability study is focused on the fundamental market of the user of real estate and not the influence capital markets or asset management may have on users of real estate.

# Property Analysis

This section of the Market Analysis and Marketability Study will analyze the subject site for competitive strengths and weaknesses to identify legal characteristics for the property. This section of the report will also analyze the subject’s location in order to identify land uses and linkages, determine the position of the subject property within the patterns of growth, and identify the location of the competitive supply.

## Site Description

The following description is based on our property inspection, assessment records, and the information found in public records.

Location:	0 Brick Church Pike, Nashville, Davidson County, Tennessee
GPS Coordinates:	Approximately longitude/latitude coordinates: 36.226022°, - 86.792009°
Site Size:	12.00 Acres or 522,720 SF
Access:	The site can be accessed from public roads. Access is provided off of Ewing Drive via the Park Preserve subdivision. The street providing access to the subject tract is Sophie Spring Court. Access is adequate for residential use.
Visibility:	Residential
Corner or Interior:	Interior Tract. No prominent road frontage.
Road Frontage:	Width of Sophie Spring Court’s right-of-way
Width in Middle of Site:	+/- 945 LF
Depth in Middle of Site:	+/- 545 LF
Topography:	Somewhat level with mild variations
Utilities:	All utilities typical of a metropolitan area.
Site Improvements:	None. Tract is covered in timber.

Drainage: Appeared adequate

Encumbrance / Easements: Typical.

Adjacent Land Uses: North: Park  
South: Vacant land. See comments on the Rogers Group  
East: Industrial warehousing  
West: Habitat for Humanity developed subdivision

Flood Zone: The subject is located in FEMA flood zone X, outside the flood zone.

FEMA Map Number: 47037C0231H

FEMA Map Date: 04/05/2017

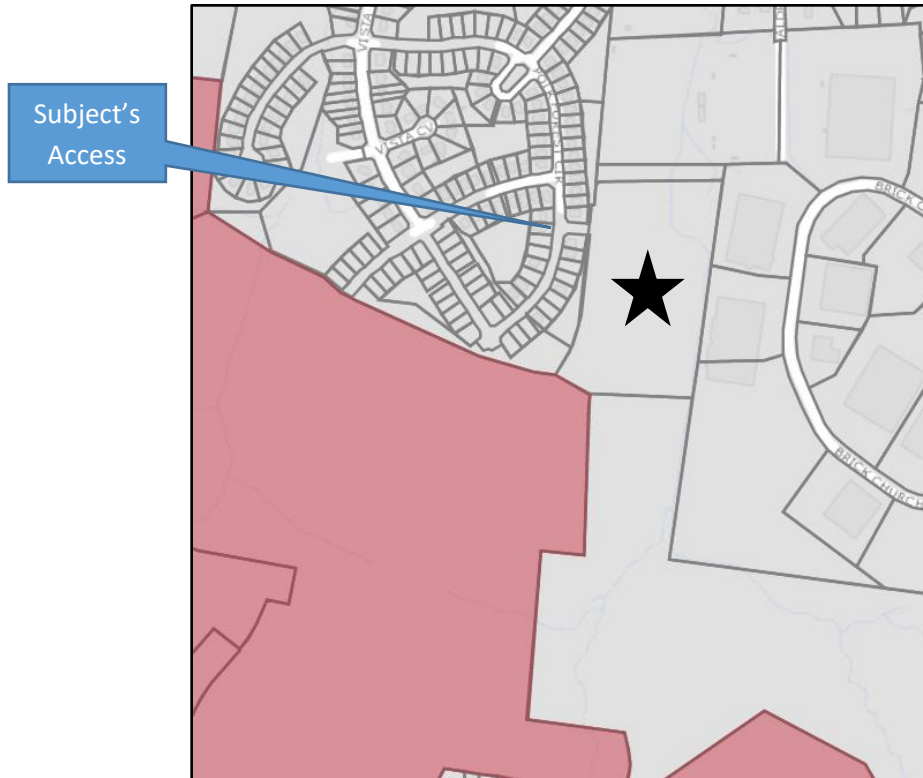
**Comments:**

The subject of this appraisal is a vacant tract of land covered in timber. The site is only accessible by driving through the Park Preserve subdivision. This subdivision was recently developed by Habitat for Humanity. They developed single unit residential dwellings that sell for finished home prices -8% below the lowest market values being exhibited in the immediate area for new homes by private developers. This neighborhood also serves as an access point for utilities to the subject tract.

To the north of the site is a park owned by Parkwood Community Club, Inc. which is improved with four baseball fields. Between this park and the subject is a +/- 70-foot-wide strip of land owned by Habitat for Humanity and is positioned along the entirety of the subject's northern property line. This strip of land has little development potential and has two likely buyers: most likely buyer would be the owner of the subject tract and the least likely buyer would be Parkwood Community Club, Inc.

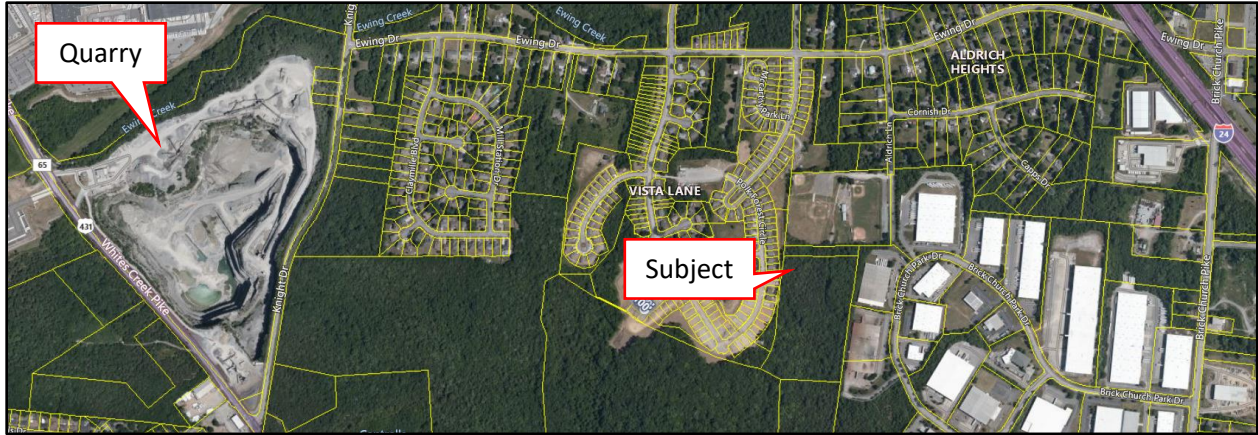
To the east is an industrial warehouse district known as Brick Church Business Park. This business park is filled with large office-warehouse uses. These large buildings have tractor trailer traffic that transports items to and from these facilities. These structures do not emit noxious smells or chemicals. This use is not anticipated to change and is not considered a nuisances, hazards, or detrimental influence to the subject's market appeal. However, it may slightly diminish the overall market appeal of the subject tract to a developer.

There is a potential for a negative influence to the south of the subject tract. One neighboring parcel is owned by Metro and another by the Rogers Group, Inc. The Rogers Group, Inc. property is highlighted in red on the image on the following page:



The tract owned by Metro is also zoned RS 7.5 and would most likely be developed with a government use or single-family residential subdivision.

The other southern tract adjacent to the subject is owned by the Rogers Group, Inc. This site is zoned RM-9 which is a residential or multi-family zoning classification and would allow for higher density than is presently allowed on the subject tract. However, the potential negative influence, or risk, associated with the Rogers Group, Inc.'s land holding is their operation of a quarry. This may or may not be a feasible use immediately adjacent to the subject tract but the economics of their quarry is such that the transportation of limestone requires relatively close proximity to their projects. Therefore, there is risk to a prospective residential developer which may influence their perspective of market appeal of the site.



It is our opinion that the subject tract has a somewhat inferior location compared to the comparable sales used in this report. This is because of the limited access to the subject tract requiring access through a subdivision that is seeking a maximum improved dwelling sales price that is 15% below the predicted affordability for the median household in the subject’s competitive market area, and adjacent land uses such as industrial warehousing and the owner of a quarry may somewhat reduce the overall market appeal of the site in comparison to other recent land sales that do not share these limits on access and adjoining property uses.

The subject tract is not impacted by flooding. There are no known easements or encroachments that would impact the development potential of the site.

In evaluating the unit of comparison that most appropriately reflects the behavior of market participants, it was found that the price per maximum lot (i.e. the maximum number of lots that can be developed on a site) was twice as reliable as the sales price per acre. Therefore, in order to estimate the maximum number of lots that zoning allows for a site, we first determined the usable area. We deducted 15% of the usable area to account for the development of roads and stormwater retention. Then divided the minimum lot size allowed by the developable area to estimate the maximum number of lots a site could reasonably be permitted to develop. For the subject this calculation was made as follows:

12.0 acres	X	43,560 SF (in an acre)	=	522,720 SF
% of Tract with Development Potential	x	<u>0.85</u>		
		Developable Area		444,312 SF
		Min. Lot Size	÷	<u>7,500 SF</u>
			=	59.24
<b>Maximum Number of Lots Allowed</b>				<b>59</b>

## Legal Analysis

This section analyzes the legal characteristics of the subject.

### Existing Leases

The subject is not legally constrained by an existing lease that prevents owner-occupancy or leasing of the subject tract.

### Deed

The subject tract was last recorded in Deed Book 4893, page 633. There were no deed restrictions considered detrimental to the market value.

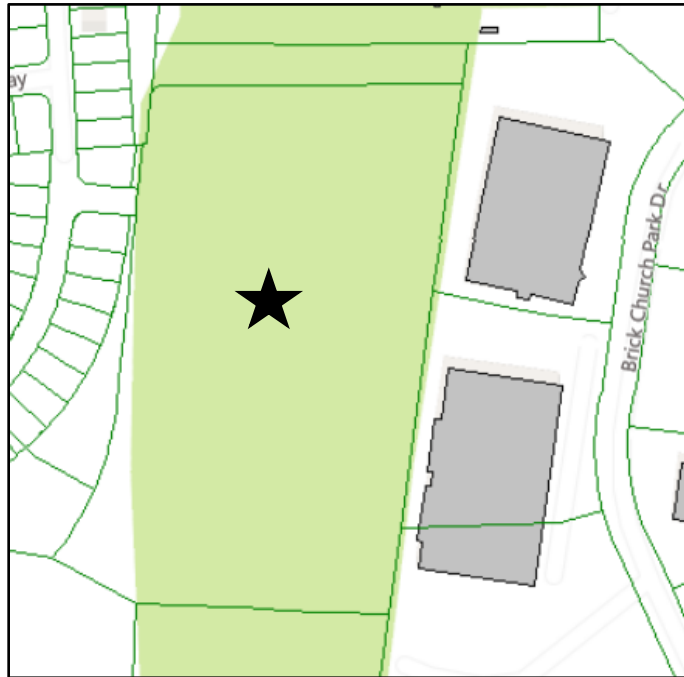
## Legal Description

A parcel of land in the 12<sup>th</sup> Civil District of Davidson County, Tennessee, being more particularly described as follows:

BEGINNING at an iron pin in the east margin of a proposed street, said point being S 2° 19' 40" W. 92.72 feet from an existing iron pin located at the southwest corner of Cumberland Sertoma Club of Nashville property as of record in Book 4139, page 999, R.O.D.C., said existing iron pin being the northwest corner of a parcel of land conveyed to Trinity Hills Village, Inc., of record in Book 4231, page 858, R.O.D.C.; thence northeasterly 36.35 feet with a curve to the right having a radius of 25 feet and a central angle of 83° 18' 50" to an iron pin 70 feet south of the south line of said Sertoma Club property and being in the proposed south margin of Trinity Hills Parkway; thence with said proposed street margin, N 85° 38' 30" E 498.5 feet parallel with an 70 feet south of said Sertoma Club's southern property line to an iron pin; thence easterly 46.20 feet with a curve to the right having a radius of 681.20 feet and a central angle of 3° 53' 9" to an iron pin; thence S 4° 48' 35" W 811.3 feet to an iron pin; thence S 28° 00' E. 166.0 feet to an iron pin; thence 89° 16' 18" W 553.1 feet to an iron pin; thence N 57° 25' 21" W 152.6 feet to an iron pin in said proposed street margin; thence northerly 279.82 feet with a curve to the left having a radius of 530 feet and a central angle of 30° 14' 59" to an iron pin in said proposed street margin; thence N 2° 19' 40" E 552.8 feet to the point of beginning, containing 12.0 acres, more or less.



## Assessment and Taxes



Tax Year 2019  
Tax Identification Number 060-00-0-070.00

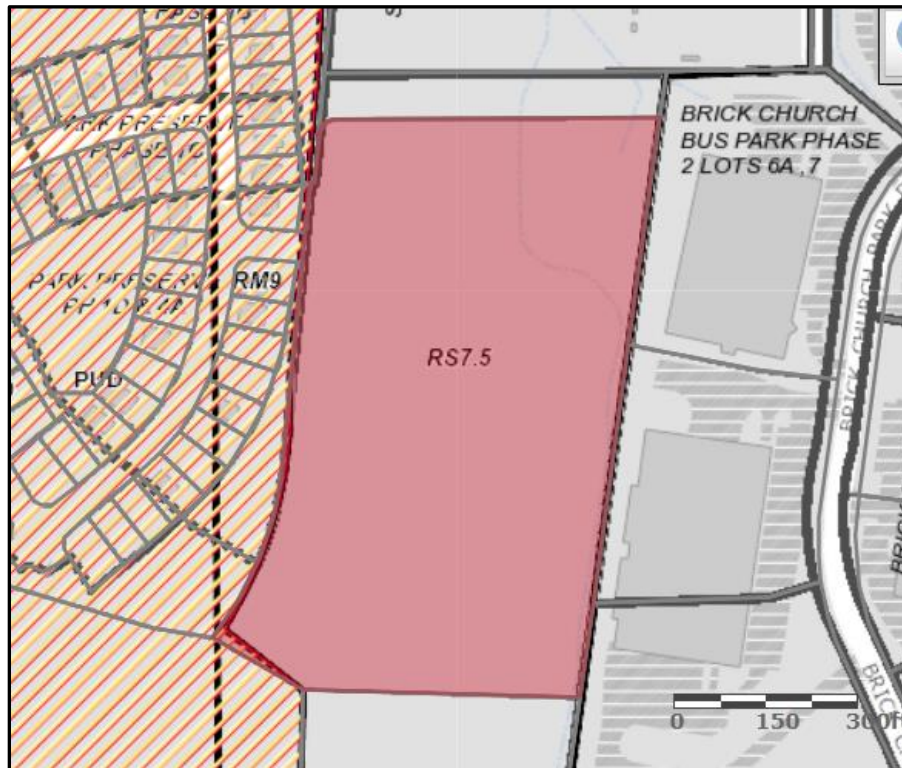
### Comments:

The subject tract is owned by the property taxing authority and is therefore exempt from property taxes. The tract has a tax appraised value of \$107,900. This is equal to \$8,991.67 per acre or \$1,828.81 per maximum developable lot allowed under RS 7.5 zoning.

The tax appraisal for the subject tract is not considered to represent a market value and is not reflective of the market sales in the immediate area.

## Zoning

The subject tract is zoned RS7.5, Medium density residential



This district is intended for medium density residential, requiring a minimum 7,500 square foot lot. This district is designed for higher intensity single-family development, these areas are appropriate for implementing the residential medium density polices. As a general rule, these districts should have good access to either arterial or collector streets, located in proximity to mass transit service.

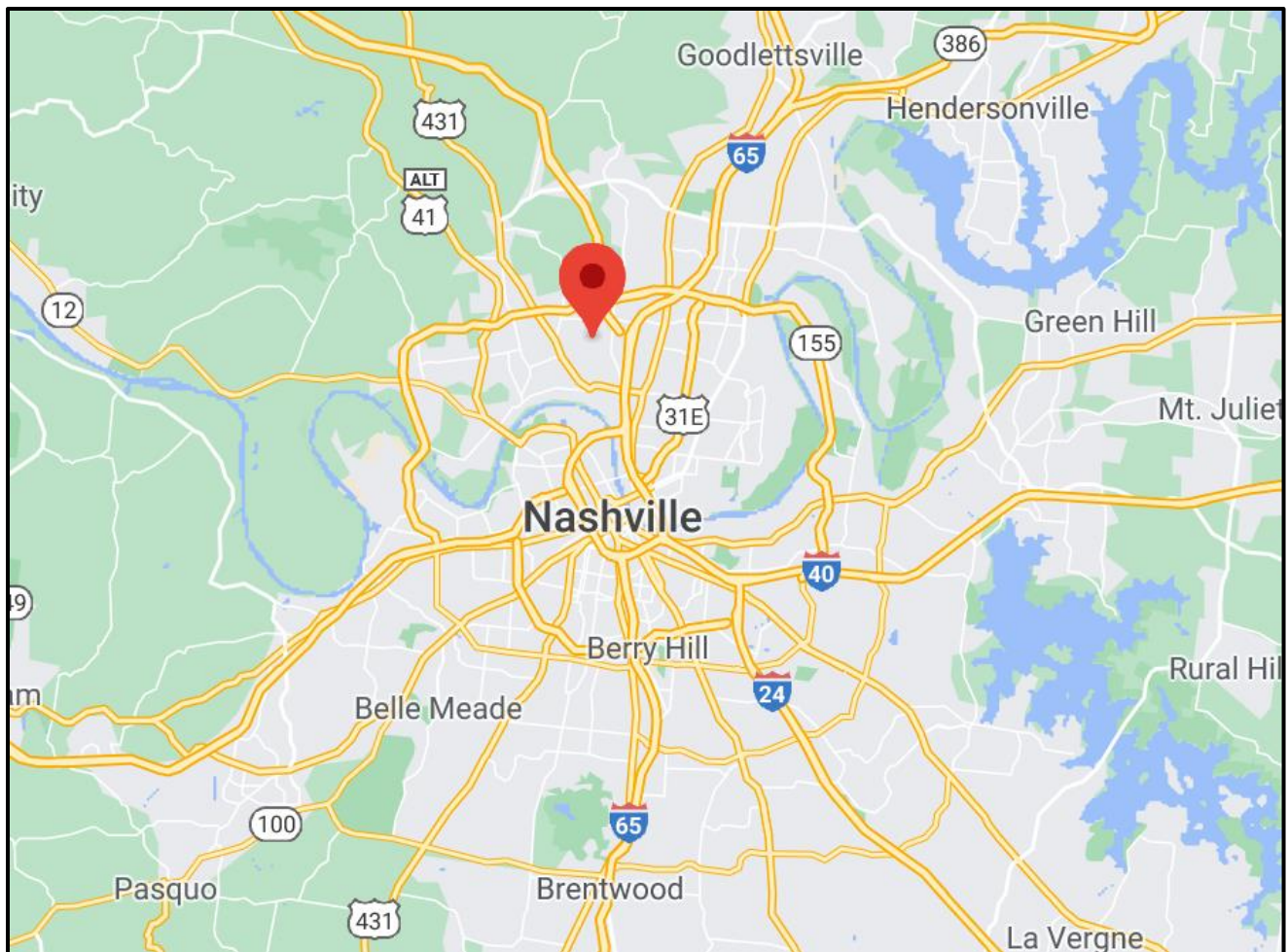
<i>Min. Lot Size</i>	7,500 SF
<i>Min. Lot Width</i>	None
<i>Front Setback</i>	20 feet
<i>Side Setback</i>	5 feet
<i>Rear Setback</i>	20 feet
<i>Max. Height</i>	3 stories
<i>Max. FAR</i>	None
<i>Max. Lot Coverage</i>	0.45

### **Zoning Analysis**

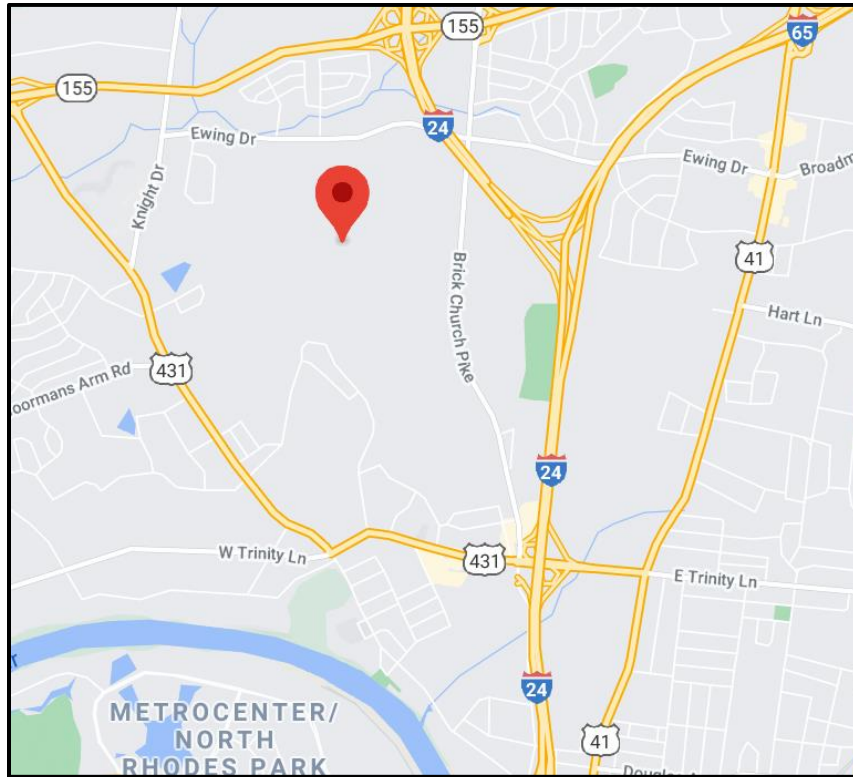
The subject appears to be legally conforming, so its use can continue. The owner can also change the use as long as it is consistent with other zoning regulations, deed restrictions, easements, etc. There were no restrictions found that would prohibit development of the site with single family residential dwellings.

### **Locational Analysis**

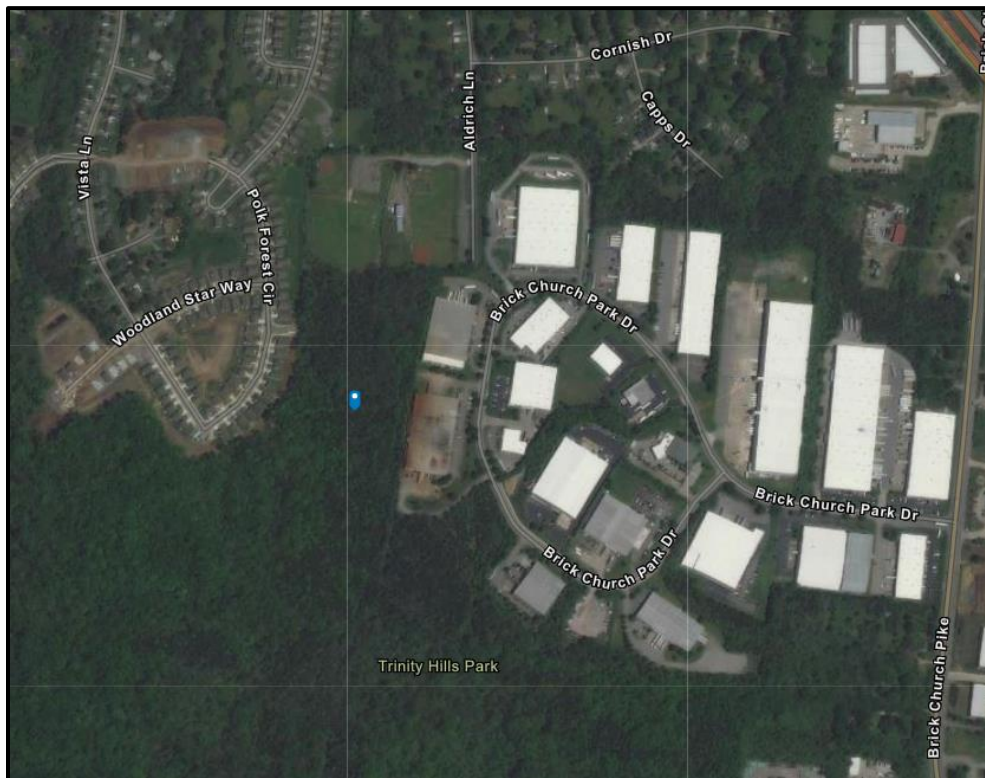
City Map



Neighborhood Map



Aerial Photo



### **Linkage**

The site has good access to some big box retailers such as Wal-Mart and Lowes. The site has good access to downtown Nashville and many of the large employment nodes within Nashville. The site has fair access to restaurants. The following time and distance relationships were found to directly affect the micro-location.

<b>Location</b>	<b>Travel Time</b>	<b>Travel Distance</b>
Interstate 24 @ Brick Church Pike	4 minutes	1.5 miles
Kroger	6.8 minutes	11 miles
Downtown Nashville, Tennessee	13 minutes	6.9 miles
Metro Center	12 minutes	5.9 miles
Nashville-International Airport	17 minutes	11.5 miles
Maryland Farms -Brentwood TN	21 minutes	16.2 Miles.

## Market Delineation

Market delineation is the process of identifying the competitive market where the subject is located. This includes demand sources, and location, where equally desirable properties tend to compete, most probable consumer profile of the end user, most probable end user of the subject property and segmentation of consumer groups.

The first step in this process is to identify the market area where other vacant or improved sites would compete with the subject tract. We have identified the subject's market as follows:



The Competitive Market Area is further refined as the area between Briley Parkway, north of County Hospital Road on the west side and bordered by Interstate 24/65 on the east side. The general observations within this section of the report is based on the subject's market area as illustrated above.

### ***Market Area***

The market area that includes the subject property and the primary and direct competition of the subject is considered to be the area within the five U.S. Census tracts illustrated above:

- **What is There:** This area is predominately comprised of hilly and rolling terrain. Most of the area has access to utilities and adequate access to downtown.
- **What is not There:** According to the Site To Do Business and ESRI there many classifications established by the North American Industry Classification System (NAICS) where there is a significant leakage of businesses relevant to residential users: Building Materials, Garden Equipment and Supply Stores with potential sales of \$10.5 million in annual sales leaving the market area, Clothing and Clothing Accessories Stores with potential sales of \$5.65 million in annual sales leaving the market area, Sporting Goods, Hobby, and Musical Instrument Stores with potential sales of \$3.1 million in annual sales leaving the market area, General Merchandise Stores with potential sales of \$28 million in annual sales leaving the market area, and Restaurants and other Eating Places with potential sales of \$4.98 million in annual sales leaving the market area.
- **What is Changing:** The area along Trinity Lane is being completely redeveloped with older homes being demolished as they no long serve the highest and best use of the land as public policy has trended toward higher residential density along this corridor which has all utilities in place to support such development. Other portions within this market area are undeveloped or underdeveloped and are beginning to see trends toward development and redevelopment of existing residential uses. This is in part due to the close proximity to downtown and lower housing cost in relations to other residential areas that surround the Nashville Central Business District.

### ***Consumer Profile***

According to ESRI, the subject's Competitive Market Area has the following Tapestry Segmentation. Tapestry Segmentation classifies areas into 67 unique segments based not only on demographics but also socioeconomic characteristics. It describes the community of people living within this market area in easy-to-visualize terms.

## WHO ARE WE?

Family and faith are the cornerstones of life in these communities. Older children, still living at home, working toward financial independence, are common within these households. Neighborhoods are stable: little household growth has occurred for more than a decade. Many residents work in the health care industry or public administration across all levels of government. Style is important to these consumers, who spend on clothing for themselves and their children, as well as on smartphones.

## OUR NEIGHBORHOOD

- *Family Foundations* residents are a mix of married couples, single parents, grandparents, and children, young and adult.
- Average household size is slightly higher at 2.71.
- Neighborhoods are found in principal cities of major metropolitan areas throughout the South and West.
- More than two-thirds are homeowners living in single family houses built before 1970.
- Nearly three-fourths of all households have one or two vehicles at their disposal; average commute time is slightly higher.

## SOCIOECONOMIC TRAITS

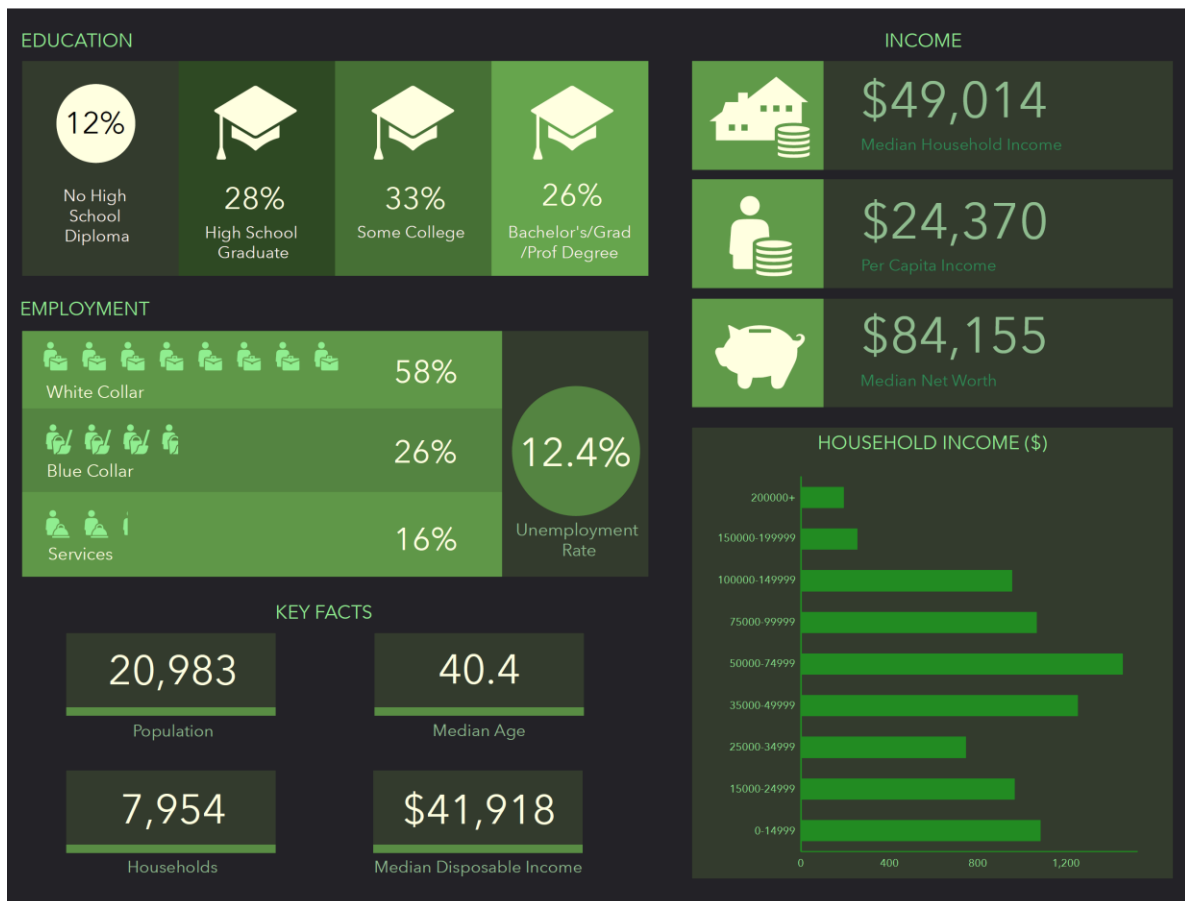
- More than half have either attended college or obtained a degree; one-third have only finished high school.
- Unemployment rate is high at 10% (Index 191); labor force participation rate is slightly lower at 58% as workers begin to retire.
- Over one-third of households currently receive Social Security benefits; just under a quarter draw income from retirement accounts.
- A strong focus is on religion and character.
- Style and appearance is important.



Note: The Index represents the ratio of the segment rate to the US rate multiplied by 100. Consumer preferences are estimated from data by GfK MR.

## Demographics Summary

The following infographic illustrates the education levels, income, employment, population, age, and spending for the population living in the subject's Competitive Market Area. More detailed demographic information is used in the following Demand Analysis.





Presently, 30-year fixed mortgage rates range between 2.75% and 3%. Banks typically require that mortgage expenses remain at or below 28% of gross family income. Based on the median Household Income in the subject's market area this suggest the median home price should be between \$271,000 and \$280,000. As we will see below, this range in values is slightly higher than the actual median sales price within the subject's competitive market area which is closer to \$260,000. This would suggest there is room for newer homes toward the top of the range.

**Employment**

Unemployment rates in Davidson County were estimated to be at 6.9% (unemployed % of able population), which represents a 0.8% change from the previous month, as last reported on October 22, 2020. This is slightly below the state and the same as the national averages.

		October 2020 Pre.			September 2020 Rev.		October 2019	
Seasonally Adjusted *	Labor Force	Employed	Unemployed	Rate	Rate	Change	Rate	Change
TENNESSEE	3,339,126	3,090,789	248,337	7.4%	6.5%	0.9%	3.3%	4.1%
UNITED STATES	160,867,000	149,806,000	11,061,000	6.9%	7.9%	-1.0%	3.6%	3.3%

\* Tennessee and the United States are the only seasonally adjusted data on these pages.

## Demand Analysis

The overall real estate market is seeing appreciation, increased rents, low cost of capital and significant demand which should keep pricing stable if not increasing in the near term. The following economic measures influence these aspects of demand for real estate. Each move independent of each other and have varying importance depending on property type.

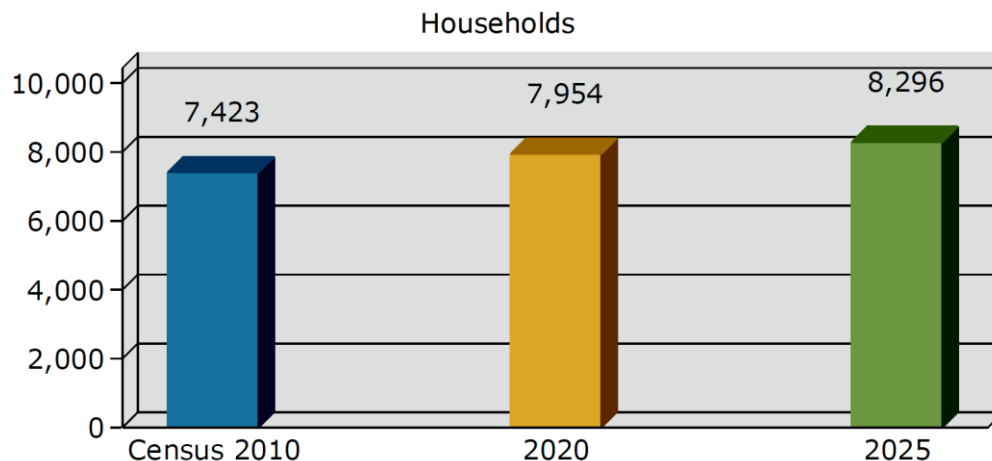
### **General Market Trends**

Observations within the subject's Competitive Market Area indicate both sales and leasing activity for developed properties of similarly zoned properties. Evidence of these trends are described in more detail in the Valuation Methodology section of this report. Additionally, Area Growth Trends subsection establishes that existing industries and businesses generate employment and income in the Competitive Market Area. Projected population and income growth, which are drivers of demand, are expected to not only sustain the demand inferred in this market but are expected to increase future economic activity which implies a positive effect on real estate values and land use.

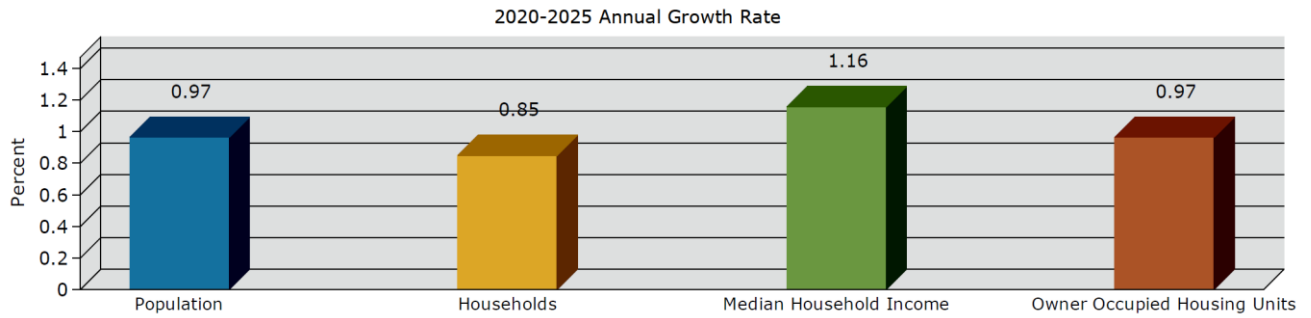
### **Area Growth Trends**

The following data was taken from the Site-to-do-Business and ERSI and is relevant specifically to the subject's market area.

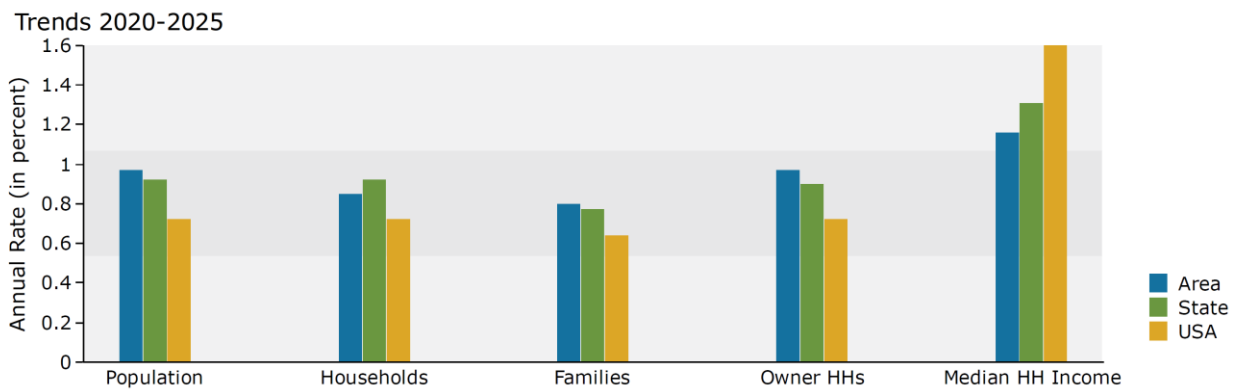
The total number of households has grown from the last U.S. Census to date, and is expected to continue to grow over the next five years.



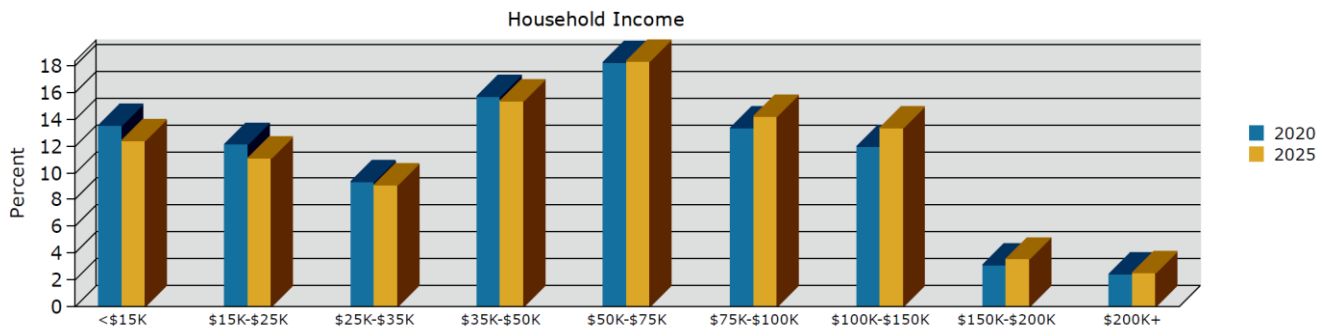
In the next five years, the market area is expected to see growth in total population of 0.97%, the total number of households by 0.85%, median household income of 1.16% and owner-occupant housing units of 0.97%.



In comparing the expected growth rate for the subject's market area against the state and national projections, it is clear the subject's market area (in blue) is expected to see more growth in all population and owner households in this market area compared to the state (green) and the USA (yellow).



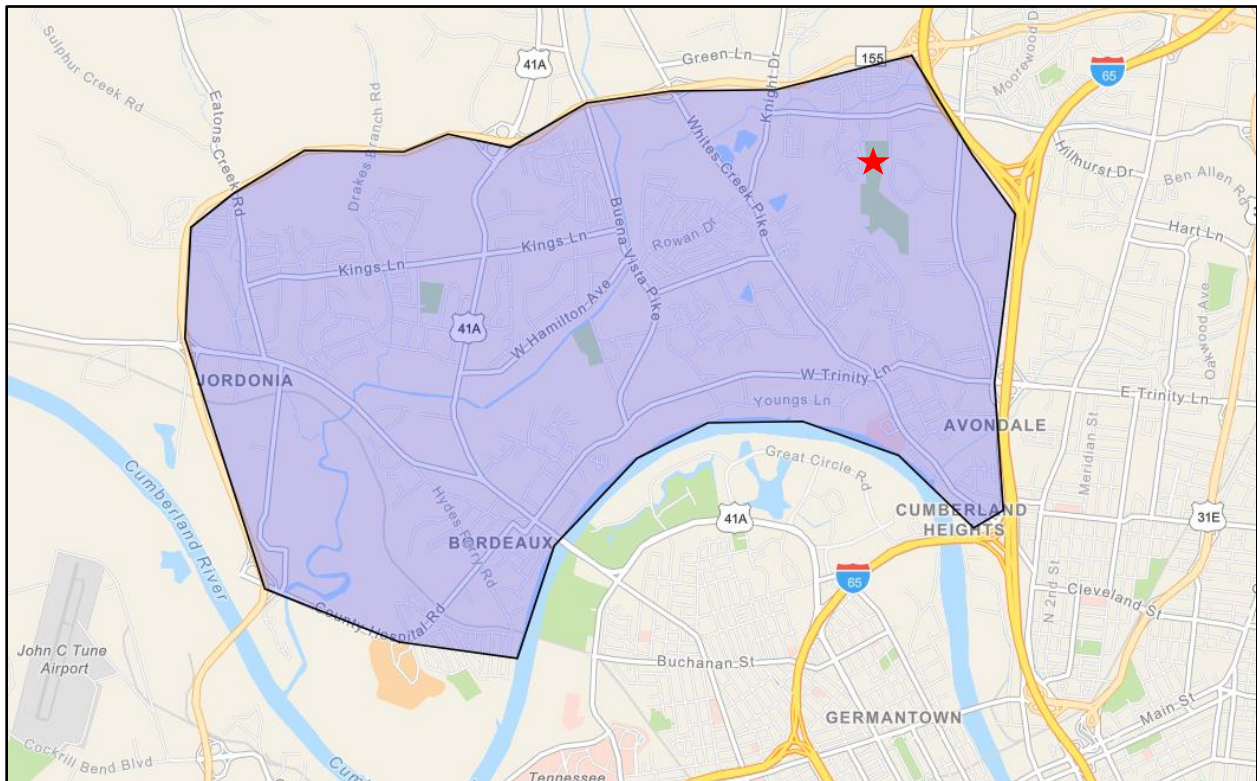
Taking a closer look at the expected five-year growth in household income the subject tract's market area is expected to see a reduced percent of the households making  $\leq$  \$100,000 and an increase in the percentage of the households making  $\geq$  \$100,000 per year.



### ***Analysis of Overall Market Trends***

The general economy has exhibited growth for the past decade. Unemployment rates were at record lows prior to the Covid-19 Pandemic. The long-term economic effects of this pandemic are not clear. Especially for businesses like restaurants that enrich the neighborhood experience for residents. However, Nashville is expected to continue to outpace the national average in terms of growth in population and new jobs. And the jobs that the city has been attracting are better paying jobs. Those trends are positive for the long-term growth of residential uses in the subject's market area.

We took a closer at the subject's competitive market area or the area in direct competition with the subject site. This research focused on existing single-family residential dwellings. The competitive market area can be described as the area north of the Cumberland River and County Hospital Road and inside Briley Parkway, boarded by Interstate 24 and 65 to the east, or as indicated in the following image (the subject's location is indicated by the red star):



There was a total of 284 residential sales within the last 12-month period. Sales prices ranged from \$100,000 to \$832,000. There was a total of 21 sales over \$500,000 which is equal to 7.37% of the total number of sales evaluated.

After excluding the outliers, the sales ranged from \$100,000 to \$534,900. Fifty percent of the sales ranged between \$209,250 and \$344,900. This range is considered to be the primary range market value within the competitive area. The median sales price was \$260,000 and the mean was \$293,123.

As stated earlier, the median household income in the subject’s market area this suggest the median home price should be between \$271,000 and \$280,000 under prevailing market interest rates. This range falls between the actual median and mean indications in the data set.



The higher valued dwellings, especially those above \$600,000 are located in the southeast corner of the competitive market area and are comprised of tall, modern designed dwellings, constructed on a bluff along Fern Avenue that overlooks downtown and the Cumberland River. These are the outlier properties within the larger Competitive Market Area.

Present demand is equal to 23.67 single-family units being absorbed per month, over the past 12-month period.

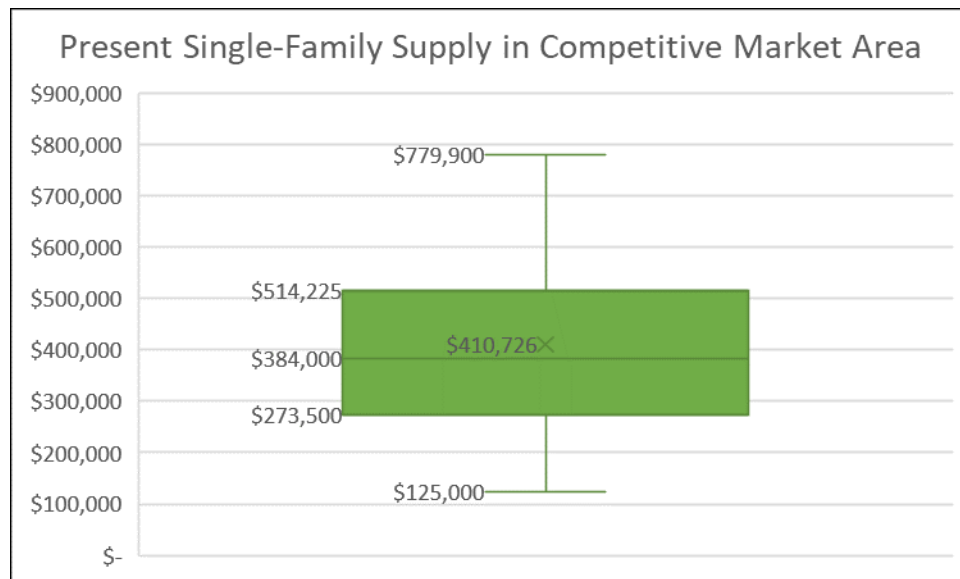
## Supply Analysis

This section of the report evaluates the competitive supply for the most probable use of the subject property. Inferences from this information can be made to conclude how the subject is likely to perform within its Competitive Market Area.

### Competitive Supply Analysis

Presently there are 50 active listings of single-family residential dwellings in the subject's Competitive Market Area. Over the past 12-months the market area has absorbed 23.67 units per month. This suggests a 2.11-month supply. A market is generally considered at equilibrium when there is a 6-month supply. Therefore, the subject's competitive market is presently under supplied, which reflects favorable market conditions, construction is induced, end-users are prevalent, occupancy rates, prices and rents are rising.

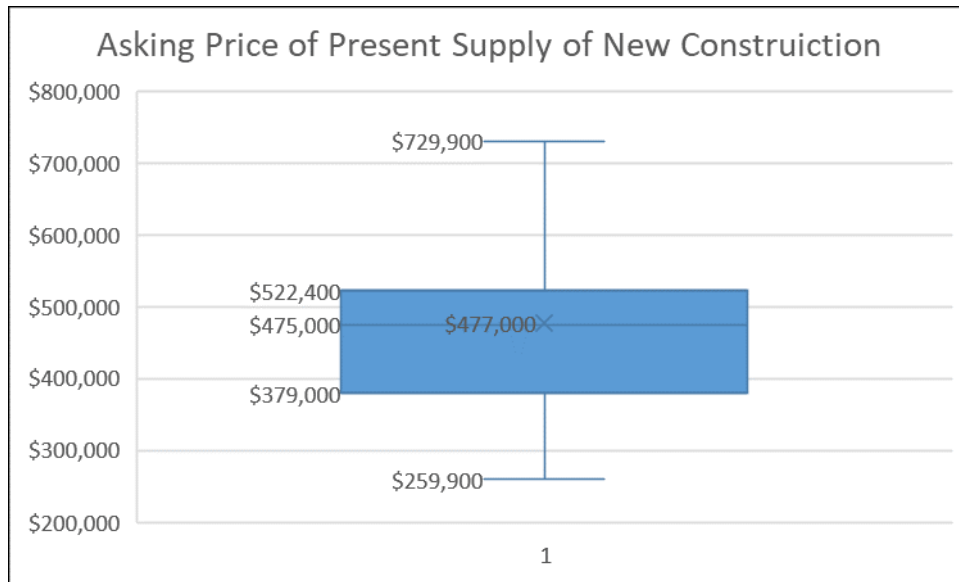
Further observation indicates the bottom 25% (starting at \$273,500) is priced squarely within the affordability range of the median household, which was estimated to be between \$271,000 and \$280,000. The median asking price is \$104,000 above what is affordable for the median household.



This suggests that much of the present supply is new builds. This is in fact the case with 34% (or 17 properties) being constructed between 1909 and 2017. And the remaining 66% being constructed in 2019 or 2020.

Of this new construction, the middle 50% of listings range between \$379,000 and \$522,000 with a median asking price of \$475,000. Again, the higher end of the range is associated with

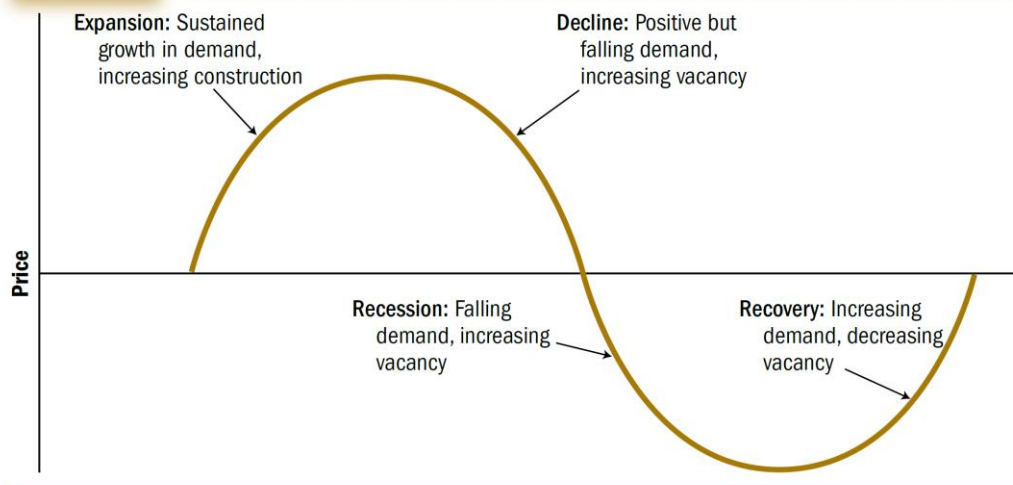
properties at or along Fern Avenue. The following chart illustrates the range in asking prices for the new builds in the subject's Competitive Market Area.



### Market Condition Analysis

The overall real estate market in Nashville is in a state of expansion.

**Figure 11.2** The Real Estate Market Cycle



*Note:* Taken from the Appraisal of Real Estate, 15<sup>th</sup> Edition, page 140.

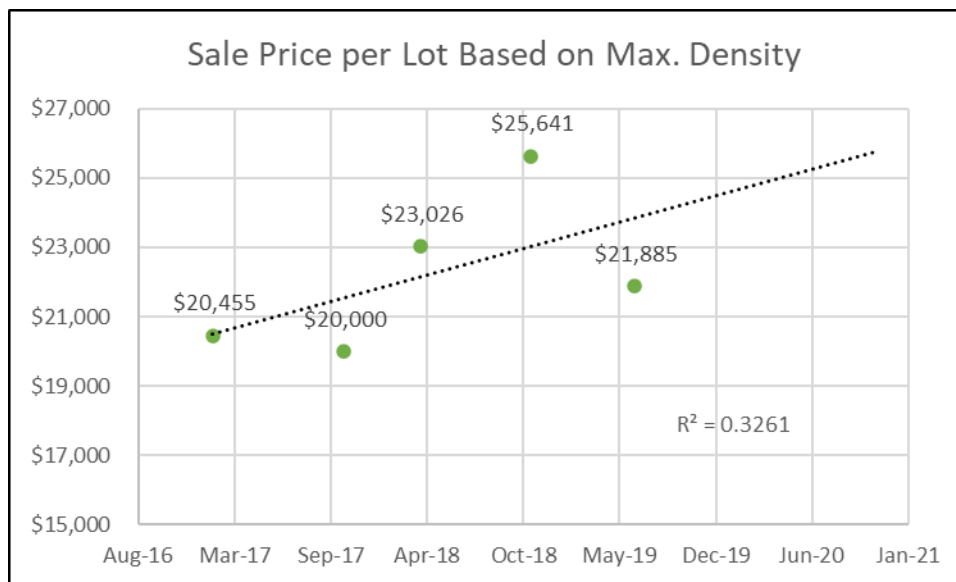
The subject's competitive market is a stage of growth, where prices typically rise as favorable market acceptance occurs, allowing the market expand and develop to maturity.

### Market Conditions Adjustments

Prices do not change because of the passage of time. Prices change due to the change in supply and demand resulting from change in the fundamental forces of supply and demand, the availability of debt capital, or changes in consumer attitudes and preferences. As illustrated above, change in market conditions is continuous because markets move in cycles rather than one constant direction.

In looking at sales of vacant land intended for residential subdivision development the prices remained relatively steady. The best comparable sales involved transactions occurring between 2017 and 2019. In looking at the differences between Sale 1 (2017) and Sale 5 (2019), both of which are zoned R 8, indicated a total appreciation of 2.867% per year. Without any adjustments the sales data, when observed based on a maximum lot value allowed by zoning, exhibited a very tight variance of 10% in the total range in values over this three-year period. While improved residential dwellings have exhibited appreciation between 5-6% in the subject market, there is little data to support this rate of appreciation for vacant land.

In looking at the unadjusted sale price of the maximum density allowed under each comparable sale used in this appraisal report, a clear trend of appreciation is evident:



However, this relationship is statistically weak. And data set, once extrapolated to the date of value, suggest appreciation near 5.8%.

Without strong support for this adjustment, but with an obvious trend indicating appreciation, **we have conservatively applied a 3% per year or 0.25% per month, rate of appreciation** to the



comparable sales. This is in-line with the actual trend exhibited between Sale 1 and 5, prior to the Covid-19 pandemic. It should be noted the drastic change in economic conditions resulting from this pandemic make extrapolating a market conditions adjustment riskier and without actual market evidence to support. Therefore, we are applying a more conservative appreciation that does have support with both market data and obvious trend as illustrated above.

## Marketability Conclusion

The previous sections of this Market Analysis and Marketability Study provided a general description of the subject property and the primary attributes being valued in this appraisal report. The location of the property was evaluated. Inferences concerning demand for the subject property and the Competitive Market Area were identified and inferences of supply in the market were presented. The overall market conditions were analyzed in order to help draw conclusions on the marketability of the subject property.

Overall, the market has exhibited a trend toward absorbing vacant residential land and converting it to single-family residential dwellings. These new dwellings are commanding prices just at and significantly above what is affordable to the existing median household. This suggest the increasing density and residential development is bringing in higher income households to the subject's market area.

This increase in household income, population and number of households, will increase the complementary commercial endeavors that cater to residents; such as general merchandise stores, grocers, restaurants, bars and entertainment venues. Many of these categories are already undersupplied. However, present market conditions are not considered to encourage such developments, until the Covid-19 pandemic is more manageable and there are less threats of government intervention seeking to slow the spread of this disease.

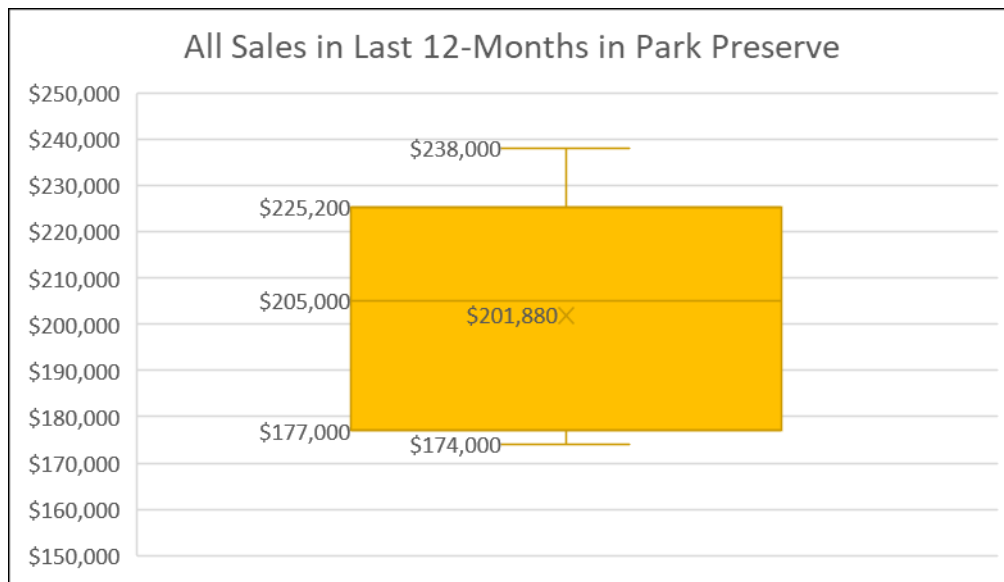
However, these same conditions have improved the cost of money (interest rates) and have provided an opportunity for some to buy new housing stock. Within the complete market area there is a 2.11-month supply of which 66% of this supply was constructed in the past year.

As suggested in the property analysis section of this report, the subject's adjacent land uses do provide some constraints on the subject's overall market appeal.

It is unlikely the subject's location adjacent to an industrial warehousing district would have a significant negative influence on the overall market appeal for the subject tract's potential as a

residential subdivision. But there would be some diminished appeal that is not easily quantified.

Further, the access to the subject tract appears to be the largest constraint on the market appeal of the site. The property is accessed through a relatively new subdivision known as Park Preserve. This subdivision has one-story single-family residential dwellings typically ranging in size between 1,100 SF and 1,300 SF. Over the past year, there have been five sales that have ranged from \$174,000 to \$238,000 with a median sale price of \$205,000.



Conversely, of the active listings of new builds within the subject's competitive market area new single-family residential dwellings are often 2-stories with garages, ranging in size from 1,100 SF to 2,772 SF (average of 1,790 SF). The bottom 25% of these new build active listings ranges between \$259,900 and \$379,000. This is well above the highest sale price of \$238,000 within Park Preserve.

At issue is how it is necessary to meander through Park Preserve to get to the subject tract. Once developed the subject tract would need some parity to the surrounding residential developments. And the site will still remain adjacent to an industrial warehousing district and a property owner (Rodgers Group, Inc.) who operates a quarry on part of this land holding which adds further risk to a developer or purchaser of a newly developed single-family residential dwelling on the subject tract.

In our experience, it is typical to observe raw vacant residential land selling between 5% and 9% of the finished dwellings sale price. With consideration of finished home prices in the

immediate area, more specifically the subdivision that must be driven through to access the subject, it is most likely newly developed single-family residential dwellings could achieve a base sale price at the top and above of the present affordability for the median household income in the subject's competitive market area. This means the finished dwellings on the subject tract could be expected to exceed \$280,000 per dwelling and likely below the present 25-percentile of active listings which is approximately \$380,000. By applying the least risk to the lower value (i.e. 9% of a \$280,000 dwelling) and the most risk to the higher value (i.e. 5% of a \$380,000 dwelling), we would expect a possible range in per lot value of \$19,000 to \$25,000 per lot for raw undeveloped residential land.

There is definite market appeal for the subject site as a residential subdivision. There is ample support for this use in the immediate area which is supported by similar land sales. This evidence supplies significant support for the demand of such a development within the subject's competitive market area.

## Highest and Best Use

The preceding Market Analysis and Marketability Study provide evidence and reasoning for following opinion of the Highest and Best Use of the real estate. The Highest and Best Use of a property is the reasonably probable use of vacant land or an improved property that is physically possible, legally supported, financially feasible, and results in the maximally productive use. The maximally productive use represents the most probable use that brings the highest value to the real estate and becomes the basis for the valuation of the subject.

### Highest and Best Use As Vacant

1. **Legally Permissible:** The subject tract is not believed to be leased which could delay the Highest and Best Use of the site. There were no deed restrictions identified that are considered non-typical in this market. Nothing was identified to indicate legal constraints, easements, or encroachments that would affect the market appeal or development appeal of the site. There was nothing identified by the taxation of the property that would prevent development. Building codes are not considered so restrictive to prevent or inhibit development. The subject is not believed to be affected by any conditional use permits. The subject tract is zoned RS 7.5. This zoning classification allows for single family residential dwelling with a minimum lot size of 7,500 SF. It is considered likely that the community character classification of Civic would change to Neighborhood Evolving. It is not considered probable for the base zoning classification would change to a higher density zoning classification.
2. **Physically Possible:** The physical characteristics for the site were established in the Land Description subsection of the Market Analysis and Marketability Study section of this report. The site was determined to have no significant limits due to shape, size, access, physical topography or access to utilities. Therefore, the site is considered to exhibit adequate physical attributes for the development of up to 59 residential subdivision lots on the site.
3. **Financially Feasible:** As stated throughout the Market Analysis and Marketability Study section of this report, the present physical attributes, legal considerations, locational characteristics, supply and demand dynamics, and overall market conditions, support a residential subdivision development. This use is further supported by favorable raw land sales and new residential construction sales activity. There have been a number of successful new construction in the immediate area. Presently, surrounding land uses

include a new residential subdivision that is mostly absorbed. Therefore, a residential development is considered financially feasible.

4. **Maximally Productive.** The maximally productive use of the subject property as vacant land is the use that creates the highest land value. This is considered to be the development of the site into a residential subdivision with single-family residential dwellings selling at or above \$280,000 per dwelling which represents what can be presently be afforded by the median household in the subject competitive market area.

#### **The Four Conclusions for Highest and Best Use As Vacant**

1. The ideal physical use for the site is considered to be for a single-family residential subdivision.
2. The timing for such use is now.
3. The most likely buyer is considered to be a developer who purchases this vacant site in order to improve it with a single unit residential dwelling in order to make a profit through the development process for taking on significant financial risk. A developer typically has a short to medium-term ownership horizon.
4. The most likely user type is an owner-user.

## Valuation Methodology

Three basic approaches may be used to arrive at an estimate of market value. They are:

### 1. Cost Approach

The Cost Approach is summarized as follows:

$$\begin{aligned} & \text{Cost New} \\ & - \text{Depreciation} \\ & + \text{Land Value} \\ & = \text{Value} \end{aligned}$$

### 2. Sales Comparison Approach

The Sales Comparison Approach compares sales of similar properties with the subject property. Each comparable sale is adjusted for its inferior or superior characteristics. The values derived from the adjusted comparable sales form a range of value for the subject. By process of correlation and analysis, a final indicated value is derived.

### 3. Income Approach

The Income Approach converts the anticipated flow of future benefits (income) to a present value estimate through a capitalization and or a discounting process.

## Reconciliation

The appraisal process concludes with the Reconciliation of the values derived from the approaches applied for a single estimate of market value. Different properties require different means of analysis.

## Analyses Applied

A **cost approach** was not considered because there are no improvements on the subject tract.

A **sales comparison approach** was applied. There is adequate market data to develop this approach in order to estimate a supportable value for the subject tract.

An **income capitalization approach** was not applied as this is a vacant land appraisal and vacant land does not typically command rental fees high enough to justify the land prices observed in this market.

## Land Valuation Applying Sales Comparison Approach

The Sales Comparison Approach is based on the premise that a buyer would pay no more for a specific property than the cost of obtaining a property with the same quality, utility, and perceived benefits of ownership. It is based on the principle of supply and demand, balance, substitution and externalities. The following steps describe the applied process of the Sales Comparison Approach.

- The market in which the subject property competes is investigated; comparable sales, contracts for sale and active listings are reviewed.
- The most pertinent data is further analyzed and the quality of the transaction is determined.
- The most meaningful unit of value for the subject property is determined.
- Each comparable sale is analyzed and where appropriate, adjusted to equate with the subject property.
- The value indication of each comparable sale is analyzed and the data reconciled for a final indication of value via the Sales Comparison Approach.

This section of the appraisal is necessary to establish an opinion of value for the subject tract as Land Only (vacant land).

### Sales Comparison Analysis

All comparable sales are located within the subject's competitive market area with the exception of Land Sale 4 which is considered to be in North Nashville. Land Sale 4 is located west of Ellington Parkway but is considered to be influenced by the Inglewood and South Inglewood neighborhoods, which is considered somewhat superior location within trendy East Nashville. All sales exhibit the comparable zoning as the subject tract.

It is typical for raw residentially zoned land to be valued on a cost per square acre (20% variance in unit price) or cost per lot basis (10% variance in unit price). The cost per lot was determined to be the most statistically significant unit of measure.

The objective of sales comparison is to select the most comparable sales and then adjust those sales for differences. The following comparable sales were selected for being the most recent

and most comparable transactions that could be identified. The following chart summarizes these sales (before considering any adjustments):

No.	Address	City	Max. Lots	Zoning	Usable Land (SF)	Date Sold	Sale Price	SP/Max Lots
1	869 W. Trinity Lane	Nashville	77	R 8	728,759	1/20/2017	\$ 1,575,000	\$ 20,455
2	Monticello Drive	Nashville	35	RS 7.5	335,412	10/18/2017	\$ 700,000	\$ 20,000
3	4775 Drakes Branch Road	Nashville	76	RS 15	1,349,489	3/28/2018	\$ 1,750,000	\$ 23,026
4	301 Ben Allen Road	Nashville	39	RS 10	466,571	11/11/2018	\$ 1,000,000	\$ 25,641
5	Buena Vista Pike	Nashville	61	R 8	581,326	6/14/2019	\$ 1,335,000	\$ 21,885
<i>Subject</i>			59		522,720			
<b>Mean Indications</b>					<b>692,311</b>		<b>\$ 1,272,000</b>	<b>\$ 22,201.43</b>

**Elements of Comparison**

This refers to the characteristics of comparable land sales that cause prices to vary. There are two types of adjustments: (1) transactional adjustments, and (2) property adjustments. Transactional adjustments are only including adjustments for property rights conveyed, financing, conditions of sale, expenditures immediately after the sale, and market conditions. Property adjustments can vary depending on the elements of comparison that are market-sensitive. The following analysis describes these adjustments and their application.

**Transactional Adjustments**

Transactional adjustments involve some attribute of the negotiation process which caused prices to change. Consideration was given as follows:

**Property Rights Conveyed Adjustment**

A property rights conveyed adjustment may be appropriate to apply to comparable sales when ownership rights are different between the comparable property and the subject. Situations that separate the bundle of rights which may warrant this type of adjustment. These include situations where a property is encumbered by a below market lease, differences in encroachments, easements. Adjustments for easements and portions of a tract within a floodway were made by deducting unusable space from the land size for the purposes of estimating a land vale per maximum allowable unit. These adjustments were made as follows:

No.	Total Acres	Total SF	Unusable	Usable Acres	Usable SF
1	20.33	885,575	3.60	16.73	728,759
2	7.93	345,431	0.23	7.70	335,412
3	31.70	1,380,852	0.72	30.98	1,349,489
4	10.71	466,571	-	10.71	466,571
5	13.35	581,326	-	13.35	581,326



Land Sale 1 has an overhead electrical easement that runs along the northern property line and renders approximately 3.6 acres of the site unusable. Land Sale 2 has 0.23 acres on the southernmost corner of the tract impacted by this same overhead electrical easement. And Land Sale 3 exhibited a 0.72-acre portion of the site (all along its road frontage) which was located within the floodway of Drakes Creek. These unusable areas have no development potential and are considered to provide no contributory value to the site. Therefore, these unusable areas were deducted from the total land area to estimate the usable area or area that can be developed or contribute to the development of a residential subdivision.

This adjustment does not appear in the preceding sales grid as a dollar adjustment, but instead in the land area used to estimate the maximum number of lots that a site could legally have based on the zoning at the time of the sale. After making this adjustment, the sales price per maximum allowable lot (according to each tract’s zoning regulations) was computed for each comparable sale, as follows:

No.	Address	City	Max. Lots	SP/Max Lots
1	869 W. Trinity Lane	Nashville	77	\$ 20,455
2	Monticello Drive	Nashville	35	\$ 20,000
3	4775 Drakes Branch Road	Nashville	76	\$ 23,026
4	301 Ben Allen Road	Nashville	39	\$ 25,641
5	Buena Vista Pike	Nashville	61	\$ 21,885
<i>Subject</i>			59	
<b>Mean Indications</b>				<b>\$ 22,201.43</b>

Any addition adjustments will be applied to the per unit value.

**Financing Adjustment**

The financing terms involving a sale can affect the sales price. When this occurs, the prices paid with advantageous non-market financing should be adjusted for parity. The definition of market value used in this report assumes cash-equivalent terms. This means a sale price that equals the amount paid by a cash buyer who did not need any assistance or advantages from the seller. In reviewing paired sales, there was no quantitative evidence to support an adjustment for cash equivalency or to support this condition being recognized in the market. All of the comparable sales were considered to have market financing.

**Conditions of Sale Adjustment**

This adjustment is considered when either buyers or sellers have atypical motivations. An adjustment for conditions of sale usually reflects the motivations of either a buyer or seller who is under undue duress to complete the transaction. Because of these atypical motivations, the

transaction price can be significantly affected. If the direction and size of this adjustment cannot be verified, the sale should not be used as a comparable sale. Therefore, no sales were considered to have atypical motivations by either the buyer or seller and no adjustment for this condition is warranted.

**Expenditures Immediately After the Sale**

A knowledgeable buyer considers expenditures that will have to be made upon purchase of a salable property because these costs affect the price the buyer agrees to pay. In order to apply this adjustment, the buyer of a comparable sale must know about the expenditure during negotiations. The adjustment is based on the cost anticipated by both the buyer and seller at the time of the sale; not the actual cost that was incurred. There were no atypical expenditures found, by the buyers after the sale, in the comparable sales used in this analysis. Land Sale 4 received an adjustment for demolition of existing structures. The demolition of these structures is considered to add to the land development costs. However, this site has not been developed and these improvements remain (i.e. were not an expenditure after the sale) and an adjustment for the needed demolition was made as a physical characteristic adjustment.

**Market Conditions Adjustment**

The market conditions were analyzed in the Market Analysis and Marketability section of this report. An adjustment for land appreciation of 3% per year or 0.25% per month was chosen to be applied to the comparable sales.

The comparable sales were adjusted first for these market conditions, as follows:

Market Conditions Adjustment						
No.	Date Sold	Days Diff.	Mo. Diff.	%Δ	After Adj.	Adjustment
1	1/20/2017	1,320	43.40	10.85%	\$ 22,673.86	\$ 2,219.32
2	10/18/2017	1,049	34.50	8.63%	\$ 21,725.00	\$ 1,725.00
3	3/28/2018	888	29.20	7.30%	\$ 24,707.24	\$ 1,680.92
4	11/11/2018	660	21.70	5.43%	\$ 27,032.05	\$ 1,391.03
5	6/14/2019	445	14.60	3.65%	\$ 22,684.06	\$ 798.81

**Property Adjustments**

Property adjustments represents some element of comparison found in the sales data that was found to be a significant attribute to value and that is found to affect value from the perspective of market participants. Consideration was given to the following:

**Location:** All of the comparable sales were located in the subject’s competitive market area. Typically, comparable properties within the same market area have similar locational characteristics, but variations may exist. As summarized in the Property Characteristics and Marketability Conclusion, the subject tract is considered to have a slightly lower locational rating than all of the comparable sales.

All of the comparable sales, except Land Sale 4, are located in the subject’s competitive market area. Land Sale 4 is located closer to East Nashville and is considered to have the highest locational rating. Land Sale 2 is considered the most similar, is located in very close proximity to the subject and is also adjacent to IWD zoned land. However, Land Sale 2 is still considered slightly superior in terms of location due to access and being closer to downtown.

Because of the locational similarities within the competitive market and of the comparable sales in general, this was considered on a qualitative basis. The subject’s location was rated on a scale from 1-5 and each comparable sale was rated similarly. Each numerical difference between the comparable sale and the subject resulted in a 5% adjustment per tier. The adjustments for location were made as follows:

Location Rating of Compable Sales and Subject		
No.	Rating	Adjustment
1	4	-10%
2	3	-5%
3	4	-10%
4	5	-15%
5	4	-10%
<hr/>		
<i>Subject</i>	2	

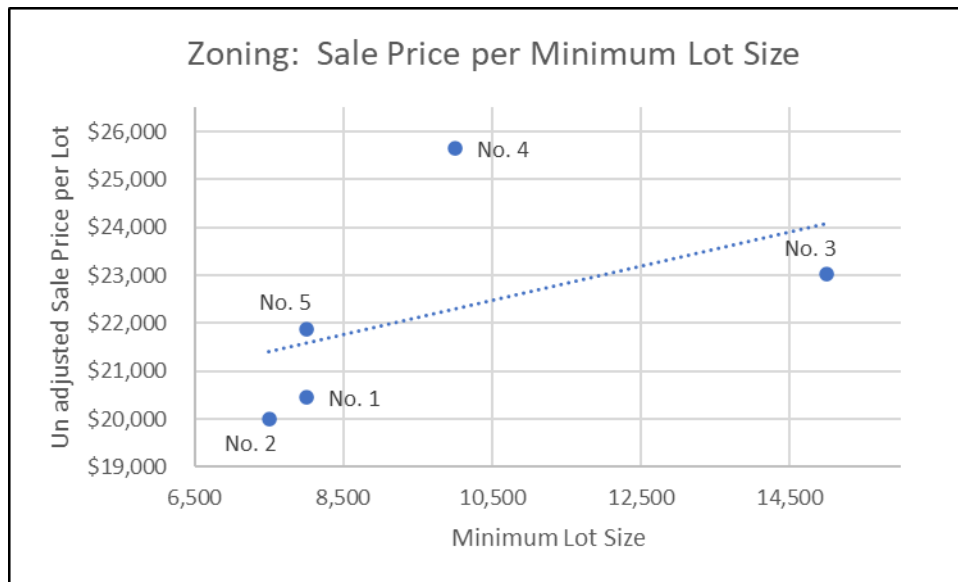
**Physical Characteristics**

**Development Costs:** The subject tract and comparable sales are similar in topography, timber coverage, size, shape, access to utilities and most physical characteristics. However, Land Sale 4 has a number of structures that are considered to increase development cost above the typical cost associated with the subject. This includes an estimated \$12,300 in demolition cost. Because these adjustments are made on a per lot basis, this equates to a positive \$315.38 per lot adjustment ( $\$12,300 / 39 \text{ lots} = \$315.38$  per lot). There were no other adjustments considered for physical characteristics.

### Economic Characteristics

An economic characteristic adjustment compensates for differences in operating expenses and represents a micro-economic comparison between the subject tract and each comparable sale. This adjustment is most often made to income producing properties. Because the subject tract and comparable sales are not considered to have a highest and best use as an income producing property, no adjustments for this characteristic were considered appropriate. Any of differences that maybe considered as an economic characteristic are reflected in the adjustment for location.

**Use or Zoning:** The most comparable properties are ones that share the same highest and best use. When comparable properties are scarce, less comparable properties with different uses or zoning may be analyzed and the sales prices may be adjusted accordingly. When valuing vacant land, zoning is one of the primary determinants of use because it confirms what is legally permissible. Because the subject tract is considered to have similar zoning as the comparable properties, and a change in zoning is not anticipated for the subject tract, no adjustments were considered appropriate. There is evidence that tracts sale more per lot for large minimum lot sizes and less per lot when the minimum lot size is smaller. This relationship is illustrated in the following chart using unadjusted sales price per maximum allowable lot:



Because this relationship is statistically weak, consideration for this effect on value will be applied through ranking the sales and the subject similarity to them after all adjustments have been made.

## Non-Realty

Non-realty items involve personal property, like furniture, fixtures, and equipment, business value or going-concern value. It is typical for these items, which are not real property, to be valued separately. This analysis represents a fee simple only value of land and does not include non-realty items. Similarly, there were no non-realty items identified that contributed value to the sales prices of the comparable sales. Therefore, no adjustments for this condition were applied.

## Land Valuation Conclusion

In conclusion, the comparable sales used in this analysis provided a reasonable range of values which were supported by market evidence. The following charts illustrate the values of the comparable sales before and after adjustments:

### *Before Adjustment Price Indication*

No.	Address	Max. Lots	Zoning	Usable Land (SF)	Date Sold	Sale Price	SP/Max Lots
1	869 W. Trinity Lane	77	R 8	728,759	1/20/2017	\$ 1,575,000	\$ 20,455
2	Monticello Drive	35	RS 7.5	335,412	10/18/2017	\$ 700,000	\$ 20,000
3	4775 Drakes Branch Road	76	RS 15	1,349,489	3/28/2018	\$ 1,750,000	\$ 23,026
4	301 Ben Allen Road	39	RS 10	466,571	11/11/2018	\$ 1,000,000	\$ 25,641
5	Buena Vista Pike	61	R 8	581,326	6/14/2019	\$ 1,335,000	\$ 21,885
Subject		59		522,720			
<b>Mean Indications</b>				<b>692,311</b>		<b>\$ 1,272,000</b>	<b>\$ 22,201.43</b>

*See following page*

### **After Adjustments Price Indication**

Comparable Sale Summary						
Subject	No. 1	No. 2	No. 3	No. 4	No. 5	No. 5
Location	0.0%	Nashville	Nashville	Nashville	Nashville	Nashville
State	TN	TN	TN	TN	TN	TN
<b>Sale Data</b>						
Date of Sale	Jan-17	Oct-17	Mar-18	Nov-18	Jun-19	
Property Rights	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple	
Conditions of Sale	Cash Eqiv.	Cash Eqiv.	Cash Eqiv.	Cash Eqiv.	Cash Eqiv.	
<b>Unit of Comparison</b>						
Sale Price	\$ 1,575,000	\$ 700,000	\$ 1,750,000	\$ 1,000,000	\$ 1,335,000	
Sale Price per Lot	\$ 20,454.55	\$ 20,000.00	\$ 23,026.32	\$ 25,641.03	\$ 21,885.25	
<b>Transactional Adjustments</b>						
Property Rights	\$ -	\$ -	\$ -	\$ -	\$ -	
Financing	\$ -	\$ -	\$ -	\$ -	\$ -	
Conditions of Sale	\$ -	\$ -	\$ -	\$ -	\$ -	
Expenditures After Sale	\$ -	\$ -	\$ -	\$ -	\$ -	
Market Conditions	\$ 2,219.32	\$ 1,725.00	\$ 1,680.92	\$ 1,391.03	\$ 798.81	
<b>Unit Value After Transactional Adjustments</b>						
	<b>\$ 22,673.86</b>	<b>\$ 21,725.00</b>	<b>\$ 24,707.24</b>	<b>\$ 27,032.05</b>	<b>\$ 22,684.06</b>	
<b>Property Adjustments</b>						
Location	\$ (2,267.39)	\$ (1,086.25)	\$ (2,470.72)	\$ (4,054.81)	\$ (2,268.41)	
Physical Characteristics	\$ -	\$ -	\$ -	\$ 315.38	\$ -	
Economic Characteristics	\$ -	\$ -	\$ -	\$ -	\$ -	
Use or Zoning	\$ -	\$ -	\$ -	\$ -	\$ -	
Non-Realty	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Sum of Property Adjustments</b>	<b>\$ (2,267.39)</b>	<b>\$ (1,086.25)</b>	<b>\$ (2,470.72)</b>	<b>\$ (3,739.43)</b>	<b>\$ (2,268.41)</b>	
<b>Adjusted Unit of Value</b>						
<b>Value Indication</b>	<b>\$ 20,406.48</b>	<b>\$ 20,638.75</b>	<b>\$ 22,236.51</b>	<b>\$ 23,292.62</b>	<b>\$ 20,415.65</b>	

Before adjustments the comparable sales had a 10.2% variance in the exhibited prices and after adjustments the sales had a 6.1% variance in their adjusted sales prices. This suggest the comparable data set is statistically more reliable after adjusting for differences.

After adjustments the comparable sales exhibited a range in values from \$20,406/per lot to \$23,293/per lot.

In terms of similarity, the subject tract is least similar to Land Sale 4 which is somewhat influenced by its proximity to East Nashville, though still in what we would consider North Nashville where the subject tract is located. The location of Land Sale 3 is relevant, but overall, the subject is most similar in terms of location to Land Sales 1, 2, and 5. The most weight was given to adjusted sale price of Land Sales 1, 2, and 5.

The subject tract and Land Sale 2 are both zoned RS 7.5. And Land Sales 1 and 5 are zoned R 8. These tracts have a minimum lot size that is within 500 square feet of one another, which is considered similar. These sales ranged in adjusted value from \$20,406 per lot to \$20,638 per lot. These three sales have a mean indication of \$20,487 per lot and a standard deviation of \$131.53. This represents a variance of 0.64%; suggesting the subject tract most likely has a per lot value ranging from \$20,356 per lot to \$20,618 per lot.

All comparable sales per unit value is based on the maximum allowable number of lots for the usable area of the site. Before any adjustments this was considered a statistically strong unit of comparison. After adjustments and after ranking the sales by their similarity to the subject, the likely value for the subject tract is considered to have a strong and well supported relationship.

Based on the subject tract having a maximum number of developable lots equal to 59 lots, the subject's market value ranges between \$1,201,004 and \$1,216,462.

After considering all the preceding potential influences on value, we have selected a market value of \$20,500 per maximum developable lot for the subject's 59 maximum number of lots, calculated as follows:

$$59 \text{ Lots} \times \$20,500 \text{ per lot} = \$1,209,500$$

**Rounded to: \$1,209,500**

### Reconciliation

The process of reconciliation involves the analysis of each approach to value. The quality of data applied, the significance of each approach as it relates to market behavior and defensibility of each approach are considered. Finally, each is considered separately and comparatively with each other as illustrated in the chart below.

### Value Indications

Reconciliation	
<i>Approach to Value</i>	<i>Value Indication</i>
<i>Land Only Value</i>	
Land Value	\$ 1,209,500.00
<b>Reconciled Value</b>	<b>\$ 1,209,500.00</b>

### Analyses Applied

A **land value** was developed using the sales comparison approach. This approach is most often used in the valuation of land. This approach also reflects the actions and due diligence of real estate brokers and their clients, the buyers and sellers. The per unit value for the subject was based on evaluating comparable land sales on a sales price per maximum lot permissible. This resulted in an overall value indication that was rounded and is stated in the chart above.

A **cost approach** was not developed because the tract has no improvements.

A **sales comparison approach** was applied. There is adequate market data to develop this approach in order to estimate a well-supported market for the subject tract.

An **income capitalization approach** was not applied as this is a vacant land appraisal and vacant land does not typically command rental fees high enough to justify the land prices observed in this market.



**Reconciled Value Conclusion**

Based on the data and analyses developed in this appraisal report, we have reconciled to the following value conclusion, as of November 18, 2020, subject to the Assumptions and Limiting Conditions of this appraisal:

**\$1,209,500**

***One Million, Two-Hundred and Nine Thousand, Five-Hundred Dollars***

Thank you for the opportunity to perform this valuation service.



Randy Button, MAI, SRA, AI-GRS (CG#3)  
State Certified General Real Estate Appraiser



Adam L. Hill (CG# 4698)  
State Certified General Real Estate Appraiser

## Certification Statement

We certify that, to the best of our 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 our personal, impartial, unbiased professional analyses, opinions, and conclusions.
- I/We have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- We have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding the agreement to perform this assignment.
- I/We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
- Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.
- Adam Hill made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification.
- We certify sufficient competence to appraise this property through education and experience, in addition to the internal resources of the appraisal firm.
- The value conclusion(s) and other opinions expressed herein are not based on a requested minimum value, a specific value or approval of a loan.

- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of the Professional Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, Randy Button, MAI, SRA, AI-GRS has completed the continuing education program for Designated Members of the Appraisal Institute.
- As of the date of this report, Adam Hill has completed the Standards and Ethics Education Requirements for Candidates of the Appraisal Institute.



Randy Button, MAI, SRA, AI-GRS (CG#3)  
State Certified General Real Estate Appraiser



Adam L. Hill (CG# 4698)  
State Certified General Real Estate Appraiser

## Addenda

## Statement of Assumptions and Limiting Conditions

1. Unless otherwise specifically noted in the body of the report, it is assumed that title to the property or properties appraised is clear and marketable and that there are no recorded or unrecorded matters or exceptions to title that would adversely affect marketability or value. Randy Button and Associates are not aware of any title defects nor has it been advised of any unless such is specifically noted in the report. The property is appraised assuming it to be under responsible ownership and competent management and available for its highest and best use. Insurance against financial loss resulting in claims that may arise out of defects in the subject's title should be sought from a qualified title company that issues or insures title to real property.
2. Unless otherwise specifically noted in the body of this report, it is assumed: that the existing improvements on the property or properties being appraised are structurally sound, seismically safe and code conforming; that all building systems (mechanical/electrical, HVAC, elevator, plumbing, etc.) are in working order with no major deferred maintenance or repair required; that the roof and exterior are in a similar condition to that noted in the report for the entirety of the property and they are free from intrusion by the elements; that the property or properties have been engineered in such a manner that the improvements, as currently constituted, conform to all applicable local, state, and federal building codes and ordinances. Randy Button and Associates professionals are not engineers and are not competent to judge matters of an engineering nature. If questions in these areas are critical to the decision process of the reader, the advice of competent engineering consultants should be obtained and relied upon. If engineering consultants retained should report negative factors of a material nature, or if such are later discovered, relative to the condition of improvements, such information could have a substantial negative impact on the conclusions reported in this appraisal. Accordingly, if negative findings are reported by engineering consultants, Randy Button and Associates reserves the right to amend the appraisal conclusions reported herein.
3. Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the property, was not observed by the appraiser. Randy Button and Associates has no knowledge of the existence of such materials on or in the property. Randy Button and Associates, however, is not qualified to detect such substances. The presence of substances such as asbestos, urea formaldehyde foam insulation, contaminated groundwater or other potentially hazardous materials may affect the value of the property. The value estimate is predicated on the assumption

that there is no such material on or in the property that would cause a loss in value. The client is urged to retain an expert in this field, if desired. we have inspected, as thoroughly as possible by observation, the land; however, it was impossible to personally inspect conditions beneath the soil. Therefore, no representation is made as to these matters unless specifically considered in the appraisal. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless noncompliance is stated, defined and considered in the appraisal report.

4. All furnishings, equipment and business operations, except as specifically stated and typically considered as part of real property, have been disregarded with only real property being considered in the report unless otherwise stated. This report may be subject to amendment upon re-inspection of the subject subsequent to repairs, modifications, alterations and completed new construction. Any estimate of Market Value is as of the date indicated; based upon the information, conditions and projected levels of operation.
5. It is assumed that all factual data furnished by the client, property owner, owner's representative, or persons designated by the client or owner to supply said data are accurate and correct unless otherwise specifically noted in the appraisal report. Unless otherwise specifically noted in the appraisal report, Randy Button and Associates has no reason to believe that any of the data furnished contain any material error. Any material error in any data could have a substantial impact on the conclusions reported. Thus, Randy Button and Associates reserves the right to amend conclusions reported if made aware of any such error.
6. The date of value to which any of the conclusions and opinions expressed in this report apply, is set forth in the Letter of Transmittal. Further, that the dollar amount of any value opinion herein rendered is based upon the purchasing power of the American Dollar on that date. Under the terms of the engagement, we will have no obligation to revise this report to reflect events or conditions which occur subsequent to the date of the appraisal. However, Randy Button and Associates will be available to discuss the necessity for revision resulting from changes in economic or market factors affecting the subject.
7. Randy Button and Associates assumes no private deed restrictions, limiting the use of the subject in any way.

8. Unless otherwise noted in the body of the report, it is assumed that there are no mineral deposits or subsurface rights of value involved in this appraisal, whether they are gas, liquid, or solid. Nor are the rights associated with extraction or exploration of such elements considered unless otherwise stated in this appraisal report. Unless otherwise stated it is also assumed that there are no air or development rights of value that may be transferred.
9. Randy Button and Associates is not aware of any contemplated public initiatives, governmental development controls, or rent controls that would significantly affect the value of the subject.
10. Any cash flows included in the analysis are forecasts of estimated future operating characteristics and are predicated on the information and assumptions contained within the report. The achievement of the financial projections will be affected by fluctuating economic conditions and is dependent upon other future occurrences that cannot be assured. Actual results may vary from the projections considered herein.
11. Also, unless otherwise noted in the body of this report, it is assumed that no changes in the present zoning ordinances or regulations governing use, density, or shape are being considered. The property is appraised assuming that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, nor national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimates contained in this report is based, unless otherwise stated.
12. This study may not be duplicated in whole or in part without the specific written consent of Randy Button and Associates nor may this report or copies hereof be transmitted to third parties without said consent, which consent Randy Button and Associates reserves the right to deny. Any third party who may possess this report, is advised that they should rely on their own independently secured advice for any decision in connection with this property. Randy Button and Associates shall have no accountability or responsibility to any such third party.
13. Any value estimate provided in the report applies to the entire property, and any pro ration or division of the title into fractional interests will invalidate the value estimate, unless such pro ration or division of interests has been set forth in the report.
14. The distribution of the total valuation in this report between land and improvements

applies only under the existing program of utilization. Component values for land and/or buildings are not intended to be used in conjunction with any other property or appraisal and are invalid if so used.

15. The maps, plats, sketches, graphs, photographs and exhibits included in this report are for illustration purposes only and are to be utilized only to assist in visualizing matters discussed within this report. Except as specifically stated, data relative to size or area of the subject and comparable properties has been obtained from sources deemed accurate and reliable. It is further assumed that no encroachments to the realty exist.
16. No opinion is intended to be expressed on matters which may require legal expertise or specialized investigation or knowledge beyond that customarily employed by real estate appraisers. Values and opinions expressed presume that environmental and other governmental restrictions/conditions by applicable agencies have been met. Randy Button and Associates assumes no responsibility for any costs or consequences arising due to the need, or the lack of need, for flood hazard insurance. An agent for the Federal Flood Insurance Program should be contacted to determine the actual need for Flood Hazard Insurance.
17. Acceptance and/or use of this report constitutes full acceptance of the Contingent and Limiting Conditions and special assumptions set forth in this report. It is the responsibility of the Client, or client's designees, to read in full, comprehend and thus become aware of the aforementioned contingencies and limiting conditions. Neither the Appraiser nor Randy Button and Associates assumes responsibility for any situation arising out of the Client's failure to become familiar with and understand the same. The Client is advised to retain experts in areas that fall outside the scope of the real estate appraisal/consulting profession if so desired.
18. The Americans with Disabilities Act (ADA) became effective January 26, 1992. Notwithstanding any discussion of possible readily achievable barrier removal construction items in this report, Randy Button and Associates has not made a specific compliance survey and analysis of this property to determine whether it is in conformance with the various detailed requirements of the ADA. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property is not in compliance with one or more of the requirements of the ADA. If so, this fact could have a negative effect on the value estimated herein. Since Randy Button and Associates has no specific information relating to this issue, nor is Randy Button and Associates qualified to make



such an assessment, the effect of any possible non-compliance with the requirements of the ADA was not considered in estimating the value of the subject.

19. The Appraiser shall have no obligation under this Section with respect to any loss that is caused solely by the active negligence or willful misconduct of a Client and is not contributed to by any act or omission (including any failure to perform any duty imposed by law) by Appraiser. Client shall indemnify and hold Appraiser harmless from any claims, expenses, judgments or other items or costs arising as a result of the Client's failure or the failure of any of the Client's agents to provide a complete copy of the appraisal report to any third party. In the event of any litigation between the parties, the prevailing party to such litigation shall be entitled to recover, from the other, reasonable attorney fees and costs.
20. The appraiser(s) are not required to give testimony in Court in connection with this appraisal. If the appraisers are subpoenaed pursuant to a court order, the client agrees to pay the appraiser(s) Randy Button & Associates Inc.'s regular per diem rate plus expenses.

## Summary of Qualifications

**Randall A. Button, MAI, SRA, AI-GRS**  
Appraiser and Review Specialist



**Randy Button & Assoc., Inc.**  
223 Rosa Parks Avenue, # 402  
Nashville, TN 37203  
(615) 324-6081  
[ranbutton@aol.com](mailto:ranbutton@aol.com)

### Professional Experience

Randall (Randy) Button, MAI, SRA, AI-GRS has more than thirty years of experience as an appraiser and valuation consultant. Assignments have included diverse residential and commercial properties throughout the southeastern US. Recently, his primary emphasis has been on commercial review appraisals for financial institution compliance. Litigation and complex condemnation assignments have continually been an area of emphasis for him.

### Professional Designations & Affiliations

- MAI, SRA and AI-GRS member of the Appraisal Institute
- Realtor® member of the National Association of Realtors®
- Member of the International Right of Way Association

Randy Button is a Designated Member of the Appraisal Institute and is affiliated with the Greater Tennessee Chapter. He is a State Certified General Real Estate Appraiser in Tennessee and holds certification number CG-03. Other licenses include a current Real Estate Broker license and registration to practice property tax appeal in Tennessee. He has previously been licensed as a General Contractor, which is currently in temporary retirement.

Randy is a member of the International Right of Way Association, which is the predominant organization, associated with condemnation appraisal practice. Tennessee Department of Transportation has pre-approved him to complete appraisal assignments for transportation projects. Pre-approval has also been granted to complete FHA appraisal assignments for the US Department of Housing and Urban Development.

### Education and Accomplishments

- B.S. Business Administration (Finance & Real Estate) - University of Tennessee, 1985
- Vice Chair of the Tennessee State Board of Equalization - 2005 to 2014
- Property Assessor in Roane County, TN - 1992 to 1994
- Board Member and Chairman of the Tennessee Real Estate Appraiser Commission - 1990 to 1994
- Board of Directors member of the Association of Appraiser Regulatory Officials (AARO) - 1993 to 1994
- Approved Instructor for the Appraisal Institute - 1989 to Present

# Adam L. Hill

PHONE (615) 934-2756

EMAIL AdamLHill@iCloud.com

ONLINE [linkedin.com/in/AdamLonHill](https://www.linkedin.com/in/AdamLonHill)

I am a Certified General Real Estate Appraiser who focuses on eminent domain appraisals and consultation to public entities with condemning authority.

## EXPERTISE

### Eminent Domain

- Experienced in eminent domain appraisals for utilities, local, state and federal agencies
- Knowledgeable on application of Uniform Appraisal Standards for Federal Land Acquisition
- Practiced in Tennessee eminent domain law and TDOT policies and procedures
- Actively manage right-of-way appraisers, acquisition agents and acquisition process

### Eminent Domain Appraisal Experience

- Residential land/improvement valuations and subdivisions
- Industrial, commercial, multifamily, and retail properties
- Raw land

## SELECTED EXPERIENCE

### Real Estate Appraiser

July 2011 to Present

#### **State Certified General Real Estate Appraiser (#4698)**

All Three Grand Divisions

Qualified to appraise all types of real property. Provide objective, impartial, and unbiased opinions about the value of real property. Research into appropriate market areas; the assembly and analysis of information pertinent to a property; and the knowledge, experience, and professional judgment to produce creditable assignment results. Experience with single-family homes, residential and commercial subdivisions, apartments, office buildings and condominiums, shopping centers, industrial sites, golf courses and farms.

### Tennessee Department of Agriculture

November 2007 to June 2011

#### **Assistant Commissioner**

Nashville, Tennessee

Under general direction, responsible for work of considerable complexity; manage supervisors; assist in administration of the department; directed development, coordination, origination and execution of policy having significant impact upon the goals of state government. Served as Ethics Compliance Officer.

## EDUCATION

### **Appraisal Institute** (2011 to Present)

Successfully obtained over 300 hours of qualifying education focusing all aspects of real estate appraisals.

### **Greater Nashville Association of Realtors. Inc.** (2006)

Successfully completed education designed to understand principles and terminology involving acquisition.

### **Bachelor's of Science in Organizational Communication; Minor in Political Science** (2003)

School of Business and Public Affairs, Murray State University, Kentucky. **Major study in management and organizing people** to effectively achieve goals by being able to build relationships, promote ideas, bridge differences, resolve conflicts, guide teams, facilitate collaboration, motivate action, and provide leadership.

## Subject Photographs



**SUBJECT  
11/18/2020  
AREIAL VIEW. TOP  
OF PICTURE IS IN THE  
WEST DIRECTION.  
NOTE THE SOPHIE  
SPRING COURT  
ACCESS TO THE  
SUBJECT TRACT**



**SUBJECT  
11/18/2020  
ACCESS TO THE  
SUBJECT TRACT AND  
THE TRACT'S ACCESS  
TO UTILITIES**

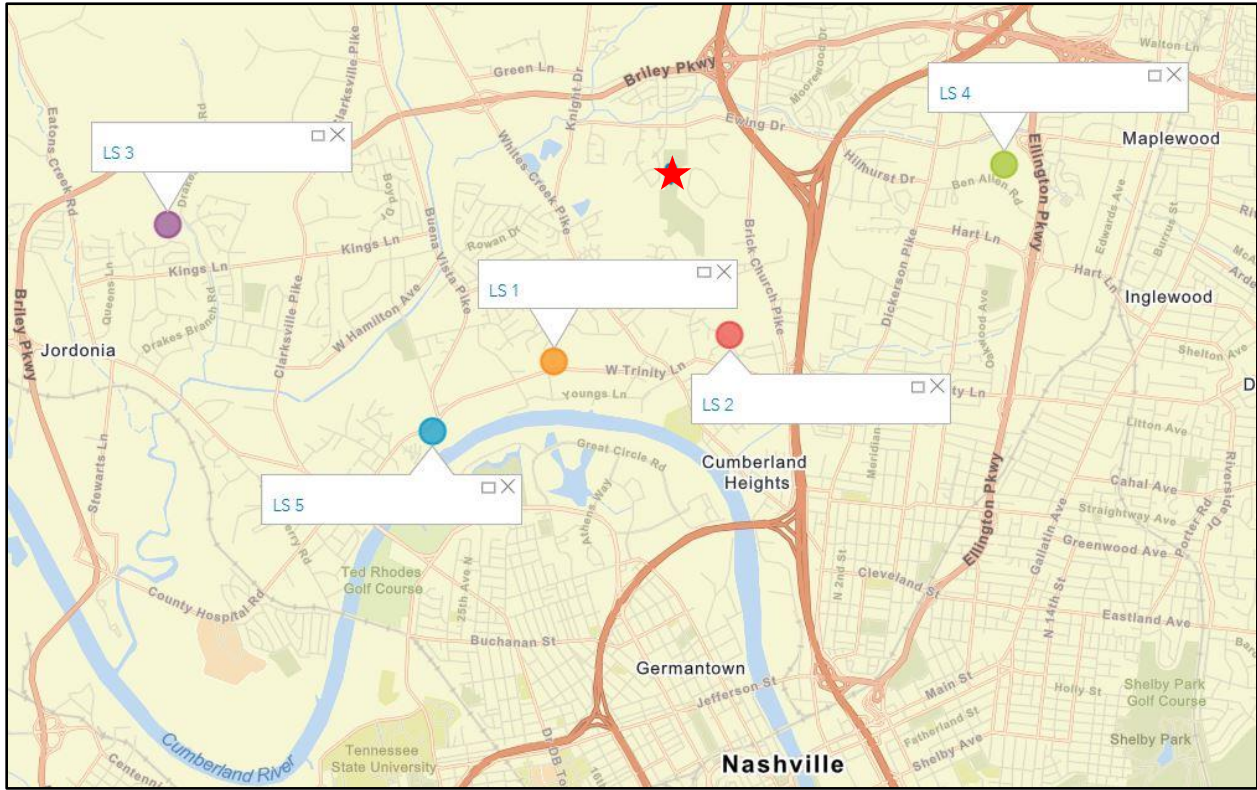


**SUBJECT  
11/18/2020  
SUBJECT TRACT IS IN  
THE FORGROUND  
BEYOND THE FIRST  
ROW OF TREES**



**SUBJECT  
11/18/2020  
THE SUBJECT TRACT  
FROM 550 BRICK  
CHURCH PARK DR.  
WHICH IS LOCATED  
IN THE BRICK  
CHURCH BUSINESS  
PARK**

## Comparable Land Sales



No.	Address	Max. Lots	Zoning	Usable Land (SF)	Date Sold	Sale Price	SP/Max Lots
1	869 W. Trinity Lane	77	R 8	728,759	1/20/2017	\$ 1,575,000	\$ 20,455
2	Monticello Drive	35	RS 7.5	335,412	10/18/2017	\$ 700,000	\$ 20,000
3	4775 Drakes Branch Road	76	RS 15	1,349,489	3/28/2018	\$ 1,750,000	\$ 23,026
4	301 Ben Allen Road	39	RS 10	466,571	11/11/2018	\$ 1,000,000	\$ 25,641
5	Buena Vista Pike	61	R 8	581,326	6/14/2019	\$ 1,335,000	\$ 21,885
<i>Subject</i>		59		522,720			
<b>Mean Indications</b>				<b>692,311</b>		<b>\$ 1,272,000</b>	<b>\$ 22,201.43</b>

## Land Sale 1



Location: 869 W. Trinity Lane, Nashville, Davidson County, Tennessee  
Map/Parcel: 070-03/6, 7, 61, 62 & 63

Total Size: 20.33 acres / 885,575square feet  
Unusable Area: 3.60 acres  
Usable Area: 16.73 acres / 728,759 square feet  
Zoning: R 8  
Max. Units Allowed: 77  
Utilities: All typical of a metropolitan area.

Grantor: Trinity Lane Realty, LLC  
Grantee: TTF Investments, LLC  
Date of Sale: 1/20/2017  
Instrument: 20170125-0008148  
Sale Price: \$1,575,000

**Sale Price per Maximum Allowable Lot: \$20,455**

**COMMENTS:**

This tract was zoned R8 at the time of the 2017 sale. The tract was subsequently rezoned MUN-A in August of 2018 (Ordinance No. BL2018-1274). The site was then sold again in May-2020 for \$1,886,200 (DB-20200526-0054152). The tract was resold again in May-2020 for \$2,900,000 (DB-20200526-0054153). In July 2020 the tract was rezoned SP (Ordinance No. BL-2020-212). The northern portion of Parcels 6, 7 and 61 are affected by an overhead electrical easement that renders approximately 3.6 acres unusable. There were plans for 66 single family residential units on this site.



## Land Sale 2



Location: Monticello Drive, Nashville, Davidson County, Tennessee

Map/Parcel: 071-01/77 & 78

Total Size: 7.93 acres / 345,431 square feet

Unusable Area: 0.23 acres

Usable Area: 7.70 acres / 335,412 square feet

Zoning: RS 7.5

Max. Units Allowed: 35

Utilities: All typical of a metropolitan area.

Grantor: Monticello Valley Partners, LLC

Grantee: HPA Investments, LLC

Date of Sale: 10/18/2017

Instrument: 20171020-0107540

Sale Price: \$700,000

**Sale Price per Maximum Allowable Lot: \$20,000**

**COMMENTS:**

This undeveloped tract of land is similar to the subject in its location west of Brick Church Pike and is adjacent to land zoned for Industrial Warehousing and residential uses. This tract is located less than three-quarters of a mile south-southeast of the subject tract. Two vacant parcels lie between this sale and the subject tract. The southeastern portion of the tract is impacted by an overhead electrical easement containing approximately 0.23 acres.

### Land Sale 3



Location: 4775 Drakes Branch Road, Nashville, Davidson County, Tennessee  
Map/Parcel: 058-00-0-068.00

Total Size: 31.70 acres / 1,380,852 square feet  
Unusable Area: 0.72 acres  
Usable Area: 30.98 acres / 1,349,489 square feet  
Zoning: RS 15  
Max. Units Allowed: 76  
Utilities: All typical of a metropolitan area.

Grantor: Hybrid Phoenix Holdings, LLC  
Grantee: Builder Mighty, LLC  
Date of Sale: 3/28/2018  
Instrument: 20180402-0030068  
Sale Price: \$1,750,000

**Sale Price per Maximum Allowable Lot: \$23,026**

**COMMENTS:**

This tract is located south of Briley Parkway, north of Ashland City Highway and east of Clarksville Pike. This undeveloped tract has a little over 600 LF of road frontage which is also in the Drakes Creek floodway. This area contains approximately 0.72 acres of the site which is considered unusable (the floodway is located within approximately 60 LF from the right-of-way). The property owner reportedly applied for the approval of a 68 lot subdivision.

## Land Sale 4



Location: 301 Ben Allen Road, Nashville, Davidson County, Tennessee

Map/Parcel: 061-00/17 and 84

Total Size: 10.71 acres / 466,571 square feet

Unusable Area: 0 acres

Usable Area: 10.71 acres / 466,571 square feet

Zoning: RS 10

Max. Units Allowed: 39

Utilities: Located along Ben Allen Road one tract to the west

Grantor: James T. Ralph and Connie J. Ezell-Ralph

Grantee: 301 Ben Allen, LLC

Date of Sale: 11/11/2018

Instrument: 20181106-0110041

Sale Price: \$1,000,000

**Sale Price per Maximum Allowable Lot: \$25,641**

**COMMENTS:**

This tract was listed for sale for \$3,330,000 on April 20, 2017 (MLS#1820294) and remained on the market for 373 days. The site was listed for sale again on July 25, 2018 for \$1,500,000 (MLS#1953920) before selling for \$1,000,000. The broker stated the buyer paid closing cost. There were no utilities at the road. Demolition of functional improvements is estimated at \$12,3000. Buyer intended a residential develop for the site. There is a small farm pond on the property that could be filled or used as part of the required green space; this area was not deducted from the usable area.

**Land Sale 5**



Location: Buena Vista Pike, Nashville, Davidson County, Tennessee  
Map/Parcel: 070-10-0-005.00

Total Size: 13.35 acres / 581,326 square feet  
Unusable Area: 0 acres  
Usable Area: 13.35 acres / 581,326 square feet  
Zoning: R 8  
Max. Units Allowed: 61  
Utilities: All typical of a metropolitan area.

Grantor: Civil Constructors, LLC  
Grantee: Summit Development, Inc.  
Date of Sale: 6/14/2019  
Instrument: 20190617-0057683  
Sale Price: \$1,335,000

**Sale Price per Maximum Allowable Lot: \$21,885**

**COMMENTS:**

This sale represents a transaction between two knowledgeable parties. The site fronts the Cumberland River across from Metro Center. The site is entirely located outside of the floodway, but is partially impacted by an AE floodplain. The tract was zoned R8 at the time of this sale. The tract has since had a PUD overlay placed on the tract. The tract later sold for \$2,227,590.99 on January 1, 2020 (DB-20200130-0011090). However, this more recent sale is not considered comparable to the subject because of the PUD overlay. The tract also fronts Buena Vista Pike/Trinity Lane near where the road name changes, east of Clarksville Pike.