APPRAISAL REPORT

Midtown/Tangerine Plaza
A Retail Strip Center
1794 22nd Street South
St. Petersburg, Florida 33712

PREPARED FOR:

Mr. Bruce E. Grimes
Director Real Estate & Property Management
City of St. Petersburg
P.O. Box 2842
St. Petersburg, Florida 33701-2842

AS OF:

April 16, 2018

Prepared by:

McCORMICK, SEAMAN & TERRANA

Scott W. Seaman, SRA
State-Certified General
Real Estate Appraiser RZ1758
Licensed Real Estate Broker

MST FILE #18202
April 23, 2018

Mr.Bruce E. Grimes
Director Real Estate & Property Management
City of St. Petersburg
P.O. Box 2842
St. Petersburg, Florida 33701-2842

RE: Appraisal Report
Midtown/Tangerine Plaza
A Retail Strip Center
1794 22nd Street South
St. Petersburg, Florida 33712

Dear Mr.Grimes:

In response to your request, we have prepared an appraisal report on Midtown/Tangerine Plaza, an un-anchored retail/office strip center located at 1794 22nd Street South, in the City of St. Petersburg, Pinellas County, Florida.

This appraisal report is intended to comply with the reporting requirements set forth under the Uniform Standards of Professional Appraisal Practice (USPAP), Financial Institutions Reform Recovery and Enforcement Act of 1989 (FIRREA) and the appraisal requirements of City of St. Petersburg. This report presents only summary discussions of the data, reasoning, and analyses that were used in the appraisal process to develop the appraiser's opinion of value. Supporting documentation concerning the data, reasoning, and analyses is retained in the appraiser's file. The depth of discussion contained in this report is specific to the needs of the client and for the intended use as an aid in asset decisions. The appraiser is not responsible for unauthorized use of this report.

The scope of work in this appraisal included gathering comparable rental and sales data from the subject’s market area. However, in the absence of adequate data, we expanded our search to other areas of Pinellas County. The rentals were analyzed and summarized. A potential gross income (PGI) was estimated. A vacancy and collection loss was estimated from the market and subtracted from the PGI to determine an effective gross income (EGI). Expenses were subtracted from the EGI, resulting in a net operating income which was then capitalized into a value via the Income Approach. The improved sales comparables were adjusted to the subject on a Sales Comparison Grid based on several factors. The per square foot multiplier was then applied to the subject and the "As Is" Leased Fee market value was determined via the Income Capitalization and Sales Comparison Approaches. Since properties such as the subject are typically purchased for the income potential, market participants do not typically rely on the Cost Approach but as requested we have included one in this report.
RE: Appraisal Report
Midtown/Tangerine Plaza
A Retail Strip Center
1794 22nd Street South
St. Petersburg, Florida 33712

According to the tax records a survey was not provided, the subject’s rectangular shaped site has a total of 156,940 SF more or less (MOL) or 3.6 acres. The site is improved with a one-story retail strip center constructed in 2005 that contains a leasable and gross total of 47,390 SF more or less.

This report should be read in its entirety, in order to fully understand the values being reported herein.

Leased Fee Title “As Is”: It is our opinion, considering the various factors contained within this report, that the estimated Market Value of the subject property, subject to the Limiting Conditions as noted on pages 3 - 6 of this report, as encumbered by current leases, "As Is", In Leased Fee Title, as of April 16, 2018 was:

THREE MILLION ($3,000,000) DOLLARS

Divided As Follows:

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Land:</td>
<td>$1,175,000</td>
</tr>
<tr>
<td>Improvements:</td>
<td>$1,825,000</td>
</tr>
</tbody>
</table>

Extraordinary Assumptions: In estimating the "As Is" value of the subject, we made the extraordinary assumption that the unit we could not inspect is in the same condition as the units inspected. If not, it could affect the subject’s value.

Hypothetical Conditions: In estimating the "As Is" value of the subject, we have not assumed any hypothetical conditions.

Note: The values stated herein do not include any business value, equipment or furniture and assumes that the site and building are free of any environmental contamination.

Thanks you for the opportunity to be of service.

McCORMICK, SÉAMAN & TERRANA

Scott W. Seaman, SRA
State-Certified General
Real Estate Appraiser RZ1758
Licensed Real Estate Broker
# TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>ITEM</th>
<th>PAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Certification</td>
<td>1</td>
</tr>
<tr>
<td>Contingent and Limiting Conditions and Special Assumptions</td>
<td>3</td>
</tr>
<tr>
<td>Summary</td>
<td>7</td>
</tr>
<tr>
<td>Subject Location Map</td>
<td>12</td>
</tr>
<tr>
<td>Subject Plat Map</td>
<td>13</td>
</tr>
<tr>
<td>Site Plan</td>
<td>14</td>
</tr>
<tr>
<td>Flood</td>
<td>15</td>
</tr>
<tr>
<td>Subject Photographs</td>
<td>16</td>
</tr>
<tr>
<td>Cost Approach</td>
<td>23</td>
</tr>
<tr>
<td>Income Approach</td>
<td>34</td>
</tr>
<tr>
<td>Sales Comparison Approach</td>
<td>46</td>
</tr>
<tr>
<td>Reconciliation</td>
<td>54</td>
</tr>
<tr>
<td>Insurable Value</td>
<td>55</td>
</tr>
</tbody>
</table>

**EXHIBITS**

<table>
<thead>
<tr>
<th>EXHIBITS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Appraiser Qualifications</td>
<td>Exhibit “A”</td>
</tr>
<tr>
<td>Zoning</td>
<td>Exhibit “B”</td>
</tr>
<tr>
<td>Client Furnished</td>
<td>Exhibit “C”</td>
</tr>
<tr>
<td>Marshall &amp; Swift</td>
<td>Exhibit “D”</td>
</tr>
<tr>
<td>Sembler Data</td>
<td>Exhibit “E”</td>
</tr>
</tbody>
</table>
McCORMICK, SEAMAN & TERRANA

CERTIFICATION

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 analysis, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, impartial and unbiased professional analyses, opinions, and conclusions.

* 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 no bias with respect to the property that is the subject of this appraisal 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.

* We have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three year period immediately preceding acceptance of this assignment.

* The reported analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics & Standards of Professional Appraisal Practice of the Appraisal Institute.

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

* The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.

* Scott W. Seaman, SRA 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.
CERTIFICATION (Continued):

Date: 4/23/18

Scott W. Seaman, SRA
State-Certified General
Real Estate Appraiser RZ1758
Licensed Real Estate Broker
CONTINGENT AND LIMITING CONDITIONS AND SPECIAL ASSUMPTIONS:

Limiting Conditions:

This report is for no purpose other than a property valuation, and the appraiser(s) are neither qualified nor attempting to go beyond that narrow scope. The reader should be aware that there are inherent limitations to the accuracy of the information and analysis contained in this report. Before making any decisions based on the information and analysis contained in this report, it is critically important to read this entire report.

This Report is not a survey:

*** It is assumed that the utilization of the land and improvements (if any) is within the boundaries of the property lines of the property described and that there is no encroachment unless so noted within the report.

*** No survey has been made by the appraiser(s) and no responsibility is assumed in connection with such matters. Any maps, plats, or drawings reproduced and included in this report are intended only for the purpose of showing spatial relationships. A surveyor should be consulted, if there are any concerns on boundaries, set-backs, encroachments or other survey matters.

This Report is not a legal opinion:

*** No responsibility is assumed for matters of a legal nature that affect title to the property, nor is an opinion of title rendered. The title is assumed to be good and marketable. The value estimate is given without regard to any questions of title, boundaries, encumbrances or encroachments.

*** It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations laws unless non-compliance is defined and considered in the report.

*** It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless noncompliance/nonconformity is stated, defined, and considered in this report. Any significant question(s) should be addressed to local zoning and land use officials or an attorney.
ASSUMPTIONS, CONTINGENT, AND LIMITING CONDITIONS (Continued):

This Report is not an engineering or property inspection report:

*** This report should not be considered a report on the physical items that are a part of this property. Although the report may contain information about the physical items being appraised, it should be clearly understood that this information is only to be used as a general guide for property valuation and is not a complete or detailed physical report. The appraiser(s) are not construction, engineering, environmental, or legal experts, and any statement given on these matters in the report should be considered preliminary in nature.

*** The observed conditions of the foundation, roof, exterior walls, interior walls, floors, heating systems, plumbing, insulation, electrical service and all mechanical and construction is based on a visual inspection only and no detailed inspection was made. The structures were not checked for building code violations, and it is assumed that all buildings meet the applicable building codes unless so stated in the report.

*** It is assumed that there are no hidden or unapparent conditions of the property, sub-soil, or structures that would render it more or less valuable. No engineering or sub-soil tests were provided. No responsibility is assumed for such conditions.

*** We do not have the expertise necessary to determine the existence of environmental hazards such as the presence of formaldehyde foam insulation, toxic wastes, toxic mold, asbestos or hazardous building materials or any other environmental hazard on the subject or surrounding properties. An expert in the field should be consulted if any interested party has questions on environmental factors.

*** No chemical or scientific tests were performed by the appraiser(s) on the subject property, and it is assumed that the property presents no physical or health hazard. This includes but is not limited to: toxic molds, radon gas, lead based paints, air-borne pollutants or any other environmental contaminants.

*** The age of any improvement on the subject property mentioned in this report should be considered a rough estimate. We are not sufficiently skilled in the construction trades to be able to reliably estimate the age of the improvement by observation. Parties interested in knowing the exact age of improvements on the property may wish to pursue additional investigation.

*** Because no detailed inspection was made, and such knowledge goes beyond the scope of this report, any observed condition or comments given in this report should not be taken as a guarantee that a problem does not exist specifically. If any interested party is concerned about the existence, condition, or adequacy of any particular item, we suggest that a construction expert be hired for a detailed investigation.
The Americans with Disabilities Act went into effect on January 26, 1992. Among other goals, this legislation is intended to eradicate discrimination regarding access to public and commercial facilities. The requirements of the Act are extensive and complex and it is beyond the appraiser(s) expertise to evaluate the effects, if any, on the subject property. The value estimate is based upon the assumption that there is no significant effect on the value of the property by virtue of the American with Disabilities Act. The reader is urged to retain an expert in this field, if desired.

This Report is made under conditions of uncertainty with limited data:

Information (including projections of income and expenses) provided by local sources is assumed to be true, correct, and reliable.

The comparable sales data relied upon in the report is believed to be from reliable sources, and our best efforts have been made to confirm the data used. A diligent effort was made to verify the comparables used in this report.

All values shown in the report are projections based on our analysis as of the date of the report. These values may not be valid in other time periods or as circumstances change. We take no responsibility for events, conditions, or circumstances that take place subsequent to the date of value of this report.

Since mathematical models and other projections are based on estimates and assumptions which are inherently subject to uncertainty and variations depending upon evolving events, we do not represent them as results that will actually be achieved.

Report limitations:

These reports are technical documents addressed to the specific technical needs of clients. Casual readers should understand that this report does not contain all the information concerning the subject property or the real estate market. While no factor we believe to be significant to the client has been knowingly withheld, it is always possible that we have information of significance which may be important to others. Casual readers are cautioned about their limitation and cautioned against possible misunderstanding of the information contained in these reports.

This report was prepared at the request of and for the exclusive use of the client to whom the report is addressed. No third party shall have any right to use or rely upon this report for any purpose.

Value and conclusions for various components of the subject property as contained with this report are valid only when making a summation; they are not to be used independently for any purpose, and must be considered invalid if so used.
ASSUMPTIONS, CONTINGENT, AND LIMITING CONDITIONS (Continued):

*** There is no requirement by reason of this report to give testimony or to appear in court with reference to the property, unless sufficient notice is given to allow preparation, and additional fees paid by the client.

*** The only intended user(s) of the appraisal shall be Client and those parties who are identified expressly as intended users in the report. Appraiser does not intend or anticipate that any other parties will use or rely on the appraisal. The appraisal is provided for Client’s and the intended user’s benefit alone and solely for the use identified in the report. The appraisal may not, without Appraiser’s express written authorization, be used or relied on by any other party, even if that party pays all or part of the appraisal fee, or receives or sees a copy of the report. If Appraiser has granted authorization for other parties to use or rely on the appraisal, that authorization will be subject to additional terms which may be stated by Appraiser.

*** Unauthorized Use or Publication. No part of the appraisal report or the Appraiser’s opinions or conclusions may be published or used in any advertising materials, property listings, investment offerings or prospectuses, or securities filings or statements without Appraiser’s written authorization. Any party who publishes or uses the report or Appraiser’s work product without such authorization or who provides the report or Appraiser’s work product for such unauthorized use or publication agrees to indemnify and hold Appraiser harmless from and against all damages, expenses, claims and costs, including attorneys’ fees, incurred in Appraiser’s investigation and/or defense of any claim arising from or in any way connected to the unauthorized use or publication.

*** No Third Party Beneficiaries of the Appraisal Services Agreement. Unless identified expressly in the agreement, there are no third party beneficiaries of any Appraisal Services Agreement between Client and Appraiser pertaining to the appraisal, and no other person or entity shall have any right, benefit or interest under such agreement. The identification of a party as an intended user of the appraisal does mean that the party is a third party beneficiary of the Appraisal Services Agreement.
**SUMMARY**

Appraisal Problem: Provide an estimate of the “As Is” market value of the subject property.

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

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

Intended Use of Report: Intended to assist the client in asset decisions.

Intended User of the Report: City of St. Petersburg, Florida

Interest Valued: Leased Fee “As Is”

Effective Date of Value: April 16, 2018

Date of Report: April 23, 2018

---

SUMMARY (Continued):

Scope of Work: Inspected the subject site, interior and the exterior of the improvements. Market research was gathered from numerous sources including but not limited to: Public Records of Pinellas County, Property Appraiser’s office of Pinellas County, The Planning & Zoning Departments of the City of St. Petersburg and Pinellas County, Xceligent and the appraiser’s files and database.

The emphasis in the data research, centered on the subject’s market area of St. Petersburg. In the absence of adequate data, the search was expanded to all of Pinellas County.

Each rental and sale was inspected and verified. The comparable rentals were analyzed and a potential gross income was determined. A vacancy rate was estimated and deducted from the potential gross income resulting in an Effective Gross Income. Expenses were estimated and deducted from the effective gross income. A capitalization rate was estimated and applied to the net operating income to establish a value via the Income Approach.

The improved sales were adjusted to the subject on a Sales Comparison Grid based on several factors. The per square foot multiplier was then applied to the subject and the estimated value via the Sales Comparison Approach was determined. We then reconciled the two values into an overall estimated “as is” value of the Leased Fee Interest.

Market participants do not typically rely on the Cost Approach but it was included in this report. We also included an Insurable Replacement Cost of the improvements only.

Competency Provision: The appraisers have appraised numerous properties similar to the subject and are qualified in education and experience to perform this assignment.

Owner of Record: City of St. Petersburg

Property Address: 1794 22nd Street South, St. Petersburg, Florida 33712

Legal Description: Parke Sub Partial Re-plat and Addition Blk. 1, Lot 1 as recorded in Plat Book 128, Page 099 of the public records of Pinellas County, Florida.

Parcel Number: 25-31-16-66311-001-0010
Flood Plain Map: According to the Pinellas County FEMA Flood Map #12103C0281G, map revised 9/3/2003, the subject is located in Flood Zone "X" which are minimal flood areas.

Census Tract: 212.00

Land Area: 156,940 SF MOL (3.6 acres) according the tax records as a survey was not provided.

Market Area, Participants & Analysis: The subject is located at the northeast corner of 22nd Street South and 18th Avenue South which is a traffic light controlled intersection. The subject’s market area could be considered 34th Street South to the west, Dr. MLK Street to the east, 22th Avenue North to the north and 62nd Avenue South to the south. The surrounding land uses are predominately commercial. Within the subject’s market area are schools, retail strip centers, other commercial uses and residential uses. According to the Metropolitan Planning Organization, the average daily traffic count in the subject’s area of 18th Avenue South is 4,300 vehicles.

According to Co-Star, the online commercial real estate database service, there are three retail strip centers listed for sale on the open market in Pinellas County.

Listing #1 is an un-anchored retail/office center located on Missouri Avenue in Largo. It contains approximately 46,987 SF and is offered for $4,100,000 or $87.26 PSF. Tenants include a Pizza Hut, a cash-advance service, hair and nail salon and other small retail shops. According to the Realtor Stanton Englander there has been investor interest in re-developing the site but there is no offer on the table.

Listing #2 is located on U. S. Highway 19 in a limited access area. It has some waterfrontage and contains approximately 30,800 SF. It is listed for $3,186,000 or $103.45 PSF. There are currently three tenants that include a deli-restaurant, a kayak and canoe store and a blood bank. There is no pending sale.

Listing #3 is an 11,000 SF retail/office center located at U. S. Highway 19 North and Curlew Road, a signalized intersection. Tenants include a veterinary clinic, pharmacy, a furniture store and other small shops. It is an un-anchored center. The asking price is $2,000,000 or $181.82 PSF. There is no offer on the table.
SUMMARY (Continued):

Market Area, Participants & Analysis (cont’d): According to the 1\textsuperscript{st} Quarter 2018 issue of the Marcus & Millichap Retail Market Research Report, investor demand for the retail market remained steady. Landlords are holding firm on asking rates. The overall asking triple net rate for southern Pinellas County excluding downtown St. Petersburg was $11.28 PSF. The average pass-through was $6.50 PSF and the vacancy rate was 8%.

Gross Building Area: 47,390 SF more or less

Type of Improvements: A Retail Strip Center Facility

Age of Improvements: Built - 2005, Effective Year Built - 2005

Construction:
- Roof Type: Flat roof with metal deck and built-up tar and gravel cover
- Exterior Walls: Concrete block with stucco
- Floors: Concrete with paint, tile or carpet
- HVAC: Package Systems
- Restrooms: 17 (one or two per unit) with multiple fixtures and some with handicapped accessible features

Zoning: "CCT-1" – Corridor Commercial Traditional District - City of St. Petersburg - Land Use – “PR-MU” – Planned Redevelopment, Mixed Use.

The subject's 156,940 SF MOL lot meets the minimum lot size of 4,500 SF. Present improvements are a legally permissible and conforming use. Based on the gross area of 47,390 SF the subject's floor area ratio is 30.0% which is less than the maximum allowed of 55%.

Parking: According to the data provided, there are 183 asphalt-paved parking spaces which appear adequate for the current use.

Access: Access is available to the site from 22nd Street South.

Five Year Sales History: According to the public records, there have been no transfers in the past five years.
<table>
<thead>
<tr>
<th><strong>SUMMARY (Continued):</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Listing Data:</strong></td>
</tr>
<tr>
<td><strong>Tax Information:</strong></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td><strong>Leases:</strong></td>
</tr>
<tr>
<td><strong>Estimated Marketing Time:</strong></td>
</tr>
<tr>
<td><strong>Reasonable Exposure Time:</strong></td>
</tr>
<tr>
<td><strong>Comments:</strong></td>
</tr>
<tr>
<td><strong>Highest &amp; Best Use</strong></td>
</tr>
<tr>
<td><strong>As though Vacant:</strong></td>
</tr>
</tbody>
</table>
Parcel ID #: 25-31-16-66311-001-0010
1794 22nd Street South
St. Petersburg, Florida 33712
The scale of all drawings and figures are tentative and subject to changes as may be directed by architect, landlord, or governmental authorities without notice.
SUBJECT FLOOD MAP
VIEW OF SUBJECT LOOKING NORTHEAST

VIEW OF SUBJECT LOOKING NORTHWEST
PHOTOGRAPHS

VIEW OF SUBJECT LOOKING NORTH

INTERIOR VIEW OF THE CHINA RESTAURANT
PHOTOGRAPHS

INTERIOR VIEW OF METRO STORE

INTERIOR VIEW HAIR UNIT
PHOTOGRAPHS

INTERIOR VIEW OF WALMART

INTERIOR VIEW OF THE WALMART
PHOTOGRAPHS

VIEW OF THE PARKING AREAS

STREET SCENE LOOKING WEST ON 18TH AVENUE SOUTH
PHOTOGRAPHS

REAR VIEW OF THE SUBJECT

STREET SCENE LOOKING EAST ON 18TH AVENUE SOUTH
PHOTOGRAPHS

STREET SCENE LOOKING NORTH ON 22ND STREET SOUTH

STREET SCENE LOOKING SOUTH ON 22ND STREET SOUTH
COST APPROACH

"The cost approach, a property is valued based on a comparison with the cost to build a new or substitute property. The cost estimate is adjusted for the depreciation evident in an existing property." The basic steps are as follows:

1. Estimate site value as if vacant and available to be put to its highest and best use.
2. Estimate the replacement cost new of the improvements.
3. Estimate the accrued depreciation or diminished utility experienced by the improvements, as of the valuation date.
4. Deduct accrued depreciation from the replacement cost new in order to estimate the depreciated cost.
5. Add estimated depreciated replacement cost new of all improvement to estimate site value to reach an indication of market value of the real estate portion of the subject property via the Cost Approach.

LAND VALUE ESTIMATES:

In estimating the Market Value of the subject site, we have looked at sales throughout the area in an attempt to determine the property value range. Due to the economic downturn in the real estate market in general, there have been very few recent land sales in the subject's market area, particularly larger sales of larger tracts. As a result, we expanded our search to include a larger geographic area including all of Pinellas County, went back in time to July 2016.

We located four fairly recent vacant land sales in the Pinellas County area that we felt were capable of being adjusted to the subject parcel, and we feel they are the best indicators available for the value of the subject site. The following pages include a map and details of these four sales.

---

Date of Sale: September, 2016
Location: NEC of 9th Avenue North and 66th Street North, St. Petersburg, FL 33710
Grantor: Robert N. Lynch as Bishop of the Diocese of St. Petersburg
Grantee: DSSA, LLC
Recording: 19359/0751
Sale Price: $3,250,000
Financing: $3,200,000 Private Lender
Cash equivalency: No adjustment required
Land Size: 520,978 SF (11.960 acres MOL)
Price PSF: $6.24 PSF
Parcel Number: 17-31-16-19691-001-0030
Zoning: “CG” – Commercial General
Flood Zone: “X”
Verification: Warranty Deed & Public Records

Comments: This was the sale of vacant commercial land at the NEC of 9th Avenue North and 66th Street. According to the registered agent of the buyer, a mixed use retail/office complex is being designed for this site. It has a corner location and multi-point access and is rectangular in shape, level at road grade and with utilities available.
Date of Sale: July, 2016
Location: 2500 34th Street North, St. Petersburg, FL 33711
Grantor: 2500 34th Street, LLC
Grantee: Piedmont Companies, Inc.
Recording: 19288/0128
Sale Price: $3,075,000
Financing: None Indicated
Cash equivalency: No adjustment required
Land Size: 178,120 SF (4.089 acres MOL)
Price PSF: $17.26 PSF
Parcel Number: 10-31-16-00000-440-0100
Zoning: “CG” – Commercial General
Flood Zone: “X”
Verification: Warranty Deed & Carlos Yepes, Selling Realtor

Comments: This was the sale of a commercial site on U. S. Highway 19 (34th Street North) in St. Petersburg that was the former location of an auto dealership. The improvements had been demolished before the sale. It is rectangular in shape and level at road grade with utilities available. Access is adequate.
Date of Sale: May 2017
Location: 3845 Park Boulevard, Pinellas Park, FL 33781
Grantor: M Sean Moyles
Grantee: Pinellas Park Hospitality
Recording: 19646/0014
Sale Price: $1,000,000
Financing: None Indicated
Cash equivalency: No adjustment required
Land Size: 92,347 SF (2.12 acres MOL)
Price PSF: $10.83 PSF
Parcel Number: 27-30-16-00000-420-1400
Zoning: “R-4” – Multi-Family
Flood Zone: “X”
Verification: Warranty Deed & Public Records

Comments: This was the sale of a rectangular shaped site with limited access on the north side of Park Boulevard just to the west of US-19.
Date of Sale: February 2017
Location: SE corner 30th Avenue & 34th Street South, St. Pete., FL 33711
Grantor: Home Depot USA, Inc.
Grantee: Phillips Development & Realty
Recording: 19522/0181
Sale Price: $4,200,000
Financing: $2,000,000 Private Loan
Cash equivalency: No adjustment required
Land Size: 389,539 SF (8.94 acres MOL)
Price PSF: $10.78 PSF
Parcel Number: 35-31-16-49734-001-0010-0020-0030
Zoning: “C-1”
Flood Zone: “AE”
Verification: Warranty Deed & Public Records

Comments: This was the sale a three parcel piece of land just two blocks south of the subject on 34th Street South. The property is slated for a mixed use development of retail, restaurant and apartments.
<table>
<thead>
<tr>
<th>SALE NUMBER</th>
<th>SUBJECT</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>DATE OF SALE</td>
<td>N/A</td>
<td>Sep-16</td>
<td>Jul-16</td>
<td>May-17</td>
<td>Feb-17</td>
</tr>
<tr>
<td>SALE PRICE</td>
<td>N/A</td>
<td>$3,250,000</td>
<td>$3,075,000</td>
<td>$1,000,000</td>
<td>$4,200,000</td>
</tr>
<tr>
<td>SIZE (SF)</td>
<td>156,940</td>
<td>520,978</td>
<td>178,120</td>
<td>92,347</td>
<td>389,539</td>
</tr>
<tr>
<td>SALE PRICE PSF</td>
<td>N/A</td>
<td>$6.24</td>
<td>$17.26</td>
<td>$10.83</td>
<td>$10.78</td>
</tr>
</tbody>
</table>

**ELEMENTS REQUIRING ADJUSTMENT**

- **FINANCING/ CONDITIONS OF SALE**: 0% 0% 0% 0%
- **FINANCE ADJUSTMENTS PSF**: N/A $0.00 $0.00 $0.00 $0.00
- **ADJUSTED SALE PRICE PSF**: N/A $6.24 $17.26 $10.83 $10.78

**MARKET CONDITIONS**

- **NUMBER OF MONTHS**: 17 20 11 13
- **DATE OF VALUE**: Apr-18
- **ADJUSTED SALE PRICE PSF**: N/A $6.24 $17.26 $10.83 $10.78

**PHYSICAL ELEMENTS OF ADJUSTMENT**

- **LOCATION**: 22nd St. S. -5% -40% -20% -30%
- **ACCESS**: Average 0% 0% 5% 0%
- **SIZE (SF)**: 156,940 10% 0% -5% 5%
- **SHAPE**: Rectangular 0% 0% 0% 0%
- **TOPOGRAPHY**: Level 0% 0% 0% 0%
- **UTILITIES**: Available 0% 0% 0% 0%
- **FLOOD ZONE**: "X" 0% 0% 0% 5%
- **ZONING**: "CCT-1" 0% 0% 5% 0%
- **NET ADJUSTMENTS (PSF)**: N/A $0.31 ($6.91) ($1.62) ($2.16)
- **ADJUSTED PRICE PSF**: N/A $6.55 $10.36 $9.20 $8.63
McCORMICK, SEAMAN & TERRANA

LAND SALES ADJUSTMENT GRID DISCUSSION

The comparable land sales were adjusted to the subject site as necessary on the "Land Sales Adjustment Grid" shown on page 28 to make the sales similar to the subject site. If the comparable is superior to the subject property, a negative adjustment is made to make the comparable sale or listing similar to the subject. If the comparable is inferior, a positive adjustment is made.

Prior to making any adjustments to the comparable sales, the price per square foot ran from a low of $6.24 to a high of $17.26.

FINANCING AND CONDITION OF SALE: We are not aware of any atypical financing or abnormal conditions which would affect the Sales, so no adjustments were necessary.

MARKET CONDITIONS/NUMBER OF MONTHS: The market for similarly located vacant land has been level during the past two years. Since all of the comparable Sales closed within the past 20 months, they were not adjusted for market conditions.

PHYSICAL UNIT COMPARISONS

Each of the sales and listings were then analyzed and adjusted to the subject parcel based on several elements of physical comparison and these elements have been detailed as follows:

LOCATION: The subject is located on 22nd Street South in St. Pete., Florida. Sale #1 is located on 9th Avenue North just east of 66th Street, a location considered to be superior and was adjusted downward 5%. Sale #2 is located on 34th Street or U.S. 19 in our opinion, a superior location when compared to the subject and it was adjusted downward 40%. Sale #3 is located on Park Boulevard a superior location to the subject and was adjusted downward 20%. Sale #4 is located on 34th Street South in a superior location and was adjusted downward 30%.

ACCESS: The subject site has average access from 22nd Street South. Sales #1, #2 and #4 have similar access and were not adjusted. Sales #3 has limited access from Park Boulevard and was adjusted upward 5%.

SIZE: According to tax records, the subject site contains 156,940 SF MOL. Sales #1 and #4 are larger than the subject and were adjusted upward 10% and 5% for size because larger properties tend to sell for less per square foot. Sales #2 is similar in size to the subject and was not adjusted. Sale #3 is smaller than the subject and was adjusted downward 5%.

SHAPE: The subject has a rectangular shape. All of the Sales are basically rectangular in shape with similar utility as the subject and were not adjusted.

TOPOGRAPHY: All Sales have similar type topography when compared to the subject and no adjustments were made.

UTILITIES: All of the Sales have utilities available as does the subject and no adjustments were made.
COST APPROACH (Continued):

FLOOD ZONE: The subject is in Flood Zone “X”, which are not areas of flooding. Sales #1, #2 and #3 are in a flood zone “X” which are not Flood Zones and they were not adjusted. Sale #4 is in an “AE” zone and was adjusted upward 5%.

ZONING/LAND USE: The subject is zoned “CCT-1” with a “PR-MU” Land use. Sales #1, #2 and #4 have similar zoning classification and no adjustments were made. Sale #3 is Zoned “R-4”, in our opinion, a more restrictive zoning and it was adjusted upward 5%.

SUMMARY: The adjusted values of the comparable sales ranged from a low of $6.55 per square foot to a high of $10.36 per square foot. Based on the above analysis, it is our opinion that the market value of the subject on a per square foot basis via the Sales Comparison Approach is $7.50 PSF. We have valued the subject site as follows:

156,940 SF @ $7.50 Per Square Foot = $1,177,050

ROUNDED TO: $1,175,000

LAND VALUE “As If Vacant”:$1,175,000

IMPROVEMENT VALUATION:

The replacement cost new of the subject has been estimated using the Marshall and Swift Cost Service. This service provides computer access to a data base in California, where statistical information is kept on construction costs throughout the United States and adjusted using multipliers for local areas such as Pinellas County. This information is utilized to provide an estimate of replacement costs new of the improvements. The Marshall and Swift estimated replacement cost of the improvements includes Indirect Costs which include: architect's and engineer's fees, fire, liability and unemployment insurance, and contractors profit.

The cost ranking to be utilized is determined by the appraiser after careful review of the fair to excellent types of construction shown within this service. The service also provides the estimated economic lives for these types of properties. After careful consideration of the descriptions of the various categories of construction, it appears that the subject improvements have features to be most representative of the "Above Average" quality construction in the guide's rating category. According to Marshall and Swift, the replacement cost new for the subject buildings is $4,191,171. A copy of the estimated replacement costs via Marshall and Swift is included in the addenda.

ENTREPRENEURIAL PROFIT: The "pay" that a developer receives for taking the risk to build a building with the hopes of leasing it. In discussions with developers of projects similar to the subject, the consensus was that the entrepreneurial profit for industrial buildings typically ranges from 3% to 7% of the replacement costs, depending on the type of project. In our opinion, we have estimated entrepreneurial profit to be 3% of the replacement cost new, which is $125,735.
COST APPROACH (Continued):

IMPACT FEES: The fees charged for the impact that the improvements will have on the infrastructure. We have estimated that the impact fees for the subject (47,390 SF MOL) to be $3,396 per thousand square feet or $160,936.

PHYSICAL DEPRECIATION CALCULATIONS: According to the Marshall and Swift Cost Estimating Service, improvements similar to the subject typically have a total economic life of 50 years. We have estimated the subject’s effective age to be 13 years. Using the Age/Life depreciation method results in physical incurable depreciation of 13/50ths or 26.0%, which is calculated to be $1,164,239.

FUNCTIONAL OBSOLESCENCE: No elements of functional obsolescence were noted in the subject.

EXTERNAL OBSOLESCENCE: External obsolescence was noted via the market approach to be 30% or $1,343,352.

SITE IMPROVEMENTS: We have estimated the depreciated value of the site improvements, including the patio, paving, sidewalks, lighting, landscaping, signage, etc. to total $200,000.

ESTIMATED LAND VALUE: As discussed previously, the estimated value of the land “As If Vacant” has been estimated to be $1,175,000.

SUMMARY: When the depreciated replacement cost new of the improvements of $1,970,251 is added to the estimated site improvements of $200,000 and the estimated value of the land of $1,175,000, the value of the subject via the Cost approach is $3,345,251 rounded to $3,345,000.
Estimated Cost New of the Improvements: $4,191,171

Plus: Entrepreneurial Profit: $125,735

Plus: Impact Fees: $160,936

LESS:

Physical Incurable Depreciation (26.0%): $1,164,239
Functional Obsolescence: $0
External Obsolescence: $1,343,352

TOTAL DEPRECIATION: $2,507,591

Depreciated Cost New of the Improvements: $1,970,251

Plus: Depreciated Value of the Site Improvements: $200,000

Plus Estimated Land Value: $1,175,000

Value Via The Cost Approach: $3,345,251

VALUE VIA THE COST APPROACH: (Rounded) $3,345,000
INCOME APPROACH TO VALUE

“In the income capitalization approach, an appraiser analyzes a property’s capacity to generate future benefits and capitalizes the income into an indication of present value.”

There are several steps involved in the Income Approach to Value. Briefly, they are as follows:

1. Estimate Potential Gross Income at 100 percent occupancy at the economic rental level.
2. Estimate appropriate Vacancy and Collection Loss Allowance.
3. Deduct the Vacancy Allowance from the Potential Gross Income to derive the Effective Gross Income.
4. Deduct operating expenses including both fixed and variable charges from the Effective Gross Income to develop Net Operating Income.
5. Capitalize Net Operating Income at an appropriate rate.

The income used for capitalization is referred to as the Net Operating Income. Net Operating Income is that money which remains after all operating and fixed expenses are deducted from the Effective Gross Income. Effective Gross Income is the total gross income less vacancy and collection losses.

We are aware that the subject is encumbered by leases and as such, we have estimated the value of the Leased Fee Estate. A definition of a Leased Fee Estate is as follows: “The ownership interest held by the lessor and includes the right to receive the contract rent specified in the lease plus the reversionary right when the lease expires.” (Dictionary of Real Estate Appraisal, 6th Edition, 2015, Page 128)

MARKET RENTS:

A retail/office strip center space rental survey was conducted on facilities in the subject’s market area. The subject currently has five tenants leasing units with lease expirations ranging from May 1, 2006 to December 3, 2026. There are three vacant units. The Walmart is also vacant but the lease runs thru 12/3/26. We will impute market rent for the vacant units. We located four properties that we felt were similar to the subject.

On the following pages are a rental location map and a summary of each of the selected properties. This data is proprietary from owners and summarized to protect their information.

---

Property Name: Retail/Office Strip Center
Location: 34th Street North, St. Petersburg, FL
Building Size: 15,240 SF more or less (7 tenants)
Year Built: 1989 & 90
Verification: Rent roll & leases. Our office appraised this property.

Comments: This is a two-building, 7 unit retail/office strip center with a corner location that is in overall average condition. Tenants include two restaurants, clothing stores, a hair and nail salon and offices. Rents range from $11.28 PSF for a hair and nail salon of 2,660 SF to $23.53 PSF for an office of 3,500 SF. Restaurant leases 2,800 SF for $21.79 PSF. All rents are modified gross. Leases expire between January 2018 and May 2021. Parking and access are both adequate. The center is 93% occupied.
<table>
<thead>
<tr>
<th>Property Name:</th>
<th>Retail Plaza</th>
</tr>
</thead>
<tbody>
<tr>
<td>Location:</td>
<td>34th Street North, St Petersburg, Florida</td>
</tr>
<tr>
<td>Building Size:</td>
<td>8,100 SF more or less</td>
</tr>
<tr>
<td>Year Built:</td>
<td>1960</td>
</tr>
<tr>
<td>Verification:</td>
<td>Owner</td>
</tr>
</tbody>
</table>

**Comments:**

This is a 10 unit, 7 tenant retail/office strip center with a corner location. It is currently 92% occupied. It is in fair condition. It contains 8,100 SF with an average per unit size of 800 SF more or less. According to the owner retail rents are $10.50 PSF plus a CAM of $2.50 PSF. Parking and access are adequate. There are no restaurants. There is one tax accountant office leased for $15.00 PSF modified gross.
Rent Comparable No. 3

Property Name: Retail/Office Strip Center
Location: 22nd Avenue North, St. Petersburg, FL
Building Size: 18,380 SF more or less (8 units)
Year Built: 1989
Verification: Tenant
Comments: This is an 8 unit un-anchored retail/office facility that is in overall average to above average condition. The retail/office units front 22nd Avenue North and a storage building is at the northern elevation. It is 100% occupied. According to the Manager, the company leases 1,600 SF MOL for $17.00 PSF including a $3.00 PSF CAM. Parking and access are adequate.
RENT COMPARABLE NO. 4

Property Name: Retail Plaza
Location: Belcher Rd and Ulmerton Road, Largo, FL
Building Size: 61,696 SF more or less (15 units)
Year Built: 1964-92
Verification: LoopNet, Public Records

Comments: This is an unanchored retail/office strip center. There are 4 retail spaces ranging in size from 1,720 SF to 2,219 SF MOL. The asking lease rates are $13.40 PSF to $15.40 PSF on a modified gross basis. The improvements are in average condition. The buildings have been retrofitted for fire sprinklers. Parking and access are adequate.
### Rent Roll - Occupancy Summary

**As of Date:** 01/01/2018  
**Show Excluded Units:** No  
**Show All Amounts:** Annual

<table>
<thead>
<tr>
<th>Unit</th>
<th>Lease Name</th>
<th>Lease Type</th>
<th>Lease From</th>
<th>Lease To</th>
<th>Term (Months)</th>
<th>Area</th>
<th>Base Rent</th>
<th>Rent Per Area SF</th>
<th>Recovery Per Area CAM</th>
<th>Misc Per Area</th>
<th>Total Per Area</th>
<th>Deposit</th>
</tr>
</thead>
<tbody>
<tr>
<td>01754</td>
<td>VACANT</td>
<td>All Net</td>
<td>02/01/2007</td>
<td>01/31/2018</td>
<td>132</td>
<td>1,310</td>
<td>14,174.20</td>
<td>10.82</td>
<td>9.18</td>
<td>0.00</td>
<td>20.00</td>
<td>0.00</td>
</tr>
<tr>
<td>01762</td>
<td>Bao Yu Ren</td>
<td>All Net</td>
<td>05/01/2006</td>
<td>-</td>
<td></td>
<td>1,293</td>
<td>19,395.00</td>
<td>15.00</td>
<td>9.18</td>
<td>0.00</td>
<td>24.18</td>
<td>0.00</td>
</tr>
<tr>
<td>01766</td>
<td>Cell Touch, Inc.</td>
<td>All Net</td>
<td>12/01/2014</td>
<td>11/30/2019</td>
<td>60</td>
<td>1,293</td>
<td>18,748.56</td>
<td>14.50</td>
<td>9.18</td>
<td>0.00</td>
<td>23.68</td>
<td>0.00</td>
</tr>
<tr>
<td>01778</td>
<td>Hussein Kaisi</td>
<td>All Net</td>
<td>07/01/2014</td>
<td>06/30/2019</td>
<td>60</td>
<td>1,293</td>
<td>18,748.56</td>
<td>14.50</td>
<td>9.18</td>
<td>0.00</td>
<td>23.68</td>
<td>0.00</td>
</tr>
<tr>
<td>01782</td>
<td>Jamekka R. Harris</td>
<td>All Net</td>
<td>05/01/2007</td>
<td>-</td>
<td></td>
<td>1,293</td>
<td>16,809.00</td>
<td>13.00</td>
<td>9.18</td>
<td>0.00</td>
<td>22.18</td>
<td>0.00</td>
</tr>
<tr>
<td>01794</td>
<td>Wal-Mart Stores East</td>
<td>All Net</td>
<td>12/03/2013</td>
<td>12/03/2026</td>
<td>157</td>
<td>39,079</td>
<td>214,934.52</td>
<td>5.50</td>
<td>2.56</td>
<td>0.00</td>
<td>8.06</td>
<td>0.00</td>
</tr>
<tr>
<td>01790</td>
<td>VACANT</td>
<td>N/A</td>
<td>-</td>
<td>-</td>
<td></td>
<td>1,293</td>
<td>13,990.26</td>
<td>10.82</td>
<td>9.18</td>
<td>0.00</td>
<td>20.00</td>
<td>0.00</td>
</tr>
<tr>
<td>01786</td>
<td>VACANT</td>
<td>N/A</td>
<td>-</td>
<td>-</td>
<td></td>
<td>536</td>
<td>5,799.52</td>
<td>10.82</td>
<td>9.18</td>
<td>0.00</td>
<td>20.00</td>
<td>0.00</td>
</tr>
</tbody>
</table>

**TOTALS**  
- **47,390**  
- **322,599.62**  
- **94.96**  
- **66.84**  
- **161.80**

### Summary

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Units</th>
<th>Percentage</th>
<th>Total Area</th>
<th>Percentage</th>
<th>Total Base Rent</th>
<th>Total Rent Per Area SF</th>
<th>Total Recovery Per Area CAM</th>
<th>Total Misc Per Area</th>
<th>Total Charges Per Area</th>
<th>Total Deposit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Occupied</td>
<td>6</td>
<td>75%</td>
<td>45,561</td>
<td>96.14%</td>
<td>308,285.64</td>
<td>6.77</td>
<td>3.50</td>
<td>0.00</td>
<td>10.27</td>
<td>0.00</td>
</tr>
<tr>
<td>Vacant</td>
<td>2</td>
<td>25%</td>
<td>1,829</td>
<td>3.86%</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>Totals</td>
<td>8</td>
<td></td>
<td>47,390</td>
<td></td>
<td>308,285.64</td>
<td>3.36</td>
<td>0.00</td>
<td>9.87</td>
<td>0.00</td>
<td>0.00</td>
</tr>
</tbody>
</table>

**Wednesday, April 4, 2018**
INCOME APPROACH (Continued):

Summary of Rental Comparables:

Due to the fact that the subject includes retail, general office and grocery store build-out tenants and therefore a wider range of actual rental rates. We have summarized the rental comparables which included strip centers with street retail, office and restaurant space. The subject’s rent roll indicates base rents and a common area maintenance fee (CAM). Due to this fact, we will include the CAM in each rental and assume modified gross rents for all of the units.

The various rental comparables have street retail tenants such as restaurants, nail and hair salons, tobacco shops, mobile phone sales and service and check cashing services, etc. Modified gross rental rates range from $14.00 PSF to $17.00 PSF. Office space such as tax services, check cashing and loan services rental rates are between $21.00 PSF and $27.00 PSF. Restaurant space is leased from $24.00 PSF to $30.00 PSF. The rents for older facilities are typically lower with renovated or newer space leased at higher rents.

Based on our rental survey and considering the location, condition, size and build-out of the subject as compared to the comparables, it is our opinion that the subject’s rents are at market. Since we are estimating the leased fee value we used the actual rents including CAM and imputed rent for the vacant space.

Subject’s Actual Rents: The subject is encumbered by one lease that expires in 11/19/19, one that expires in 6/30/19 and one lease that expires in 12/03/26. There also are two leases that did not have an expiration dates indicated. The remaining vacant units are for lease. The subject’s current rent roll is on the previous page. The subject’s contract rents are as follows: Walmart $5.50 PSF Net for 39,079 SF, Bao Yu Ren $15.00 PSF Net for 1,293 SF, Cell Touch, Inc. $14.50 PSF Net for 1,293 SF, Jamekka R. Harris $13.00 PSF Net for 1,293 SF and Hussein Kaisi $14.50 PSF Net for 1,293 SF. The total rental income for the occupied units is $288,636 and the CAM is $147,521 for a total income for the occupied units of $436,157. We are making an assumption that the vacant units with 1,310 SF, 1,293 SF and 536 SF would lease for $20.00 PSF with CAM or $62,780. This results in a total potential gross income of $498,937.

Vacancy and Collection Loss Allowance: The subject is currently operating at 6.6% vacancy (93.4% occupancy). According to the 4th Quarter Colliers International Tampa Bay Retail Research Report, the vacancy rate for retail/office and restaurant space was 8%. We have used a stabilized vacancy of 8.0% or $39,915 indicating an Effective Gross Income (EGI) of $459,022.
INCOME APPROACH (Continued):

EXPENSES: We have been provided with the 1/01/18 income data and 01/18 thru 03/18 expense statement. We are utilizing this statement and also estimating some of the expenses.

FIXED EXPENSES:

Insurance: This annual expense is reported by the has been estimated at $0.50 PSF or 47,390 SF x $0.50 = $23,695

Real Estate Taxes: The 2017 real estate taxes are $93,344 with a discounted amount for early payment of $89,610.

VARIABLE EXPENSES:

Management/Leasing: The subject is a single-building, multi-tenant retail, grocery property, which typically have management/leasing expenses that run between 5% and 10% of the EGI. We have estimated the annual management and leasing expenses at 5% of the EGI or $22,951.

Utilities: Utility expenses, which include common area electricity, water, sewer and trash collection are estimated to be $0.75 PSF or 47,390 x $0.50 = $23,695.

Repairs & Maintenance: This is the expense for general repairs and to clean and vacant units for rental, also the expenses for pest control and landscaping. We are estimating this expense of $12,480.

Administrative/Miscellaneous: This expense which includes fire security, legal fees, accounting, security, office expense and miscellaneous cost are estimated at $35,000.

Reserves: This is the setting aside of funds for major repairs such as replacing the roof, heating and cooling systems, re-surfacing the parking area etc. We estimate this expense to be $0.50 PSF or $23,695 (47,390 SF leasable space X $0.50 = $23,695).

Summary: The estimated expenses total $242,974 which is 52.9% of the effective gross income and $4.38 PSF. This is within the range for similar type properties that are leased on a modified gross basis.

CAPITALIZATION RATE: The capitalization rate is defined as "A method used to convert an estimate of a single year’s income expectancy into an indication of the value in one direct step, either by dividing the net income estimate by an appropriate capitalization rate or by multiplying the income estimate by an appropriate factor."

---

INCOME APPROACH (Continued):

DEVELOPMENT OF THE CAPITALIZATION RATE: Capitalization is the process of converting an income stream into a single capital value. Several methods and techniques of capitalization exist which allow for the processing of a future income stream into a present worth estimate. We have utilized two methods in order to estimate a capitalization rate for the subject. The first method utilized is the Direct Market Extraction.

DIRECT MARKET EXTRACTION: The development of a capitalization rate (or Overall Rate) can be derived directly from the market from evidence of recent sales of similar competitive properties which have sold under conditions similar to the property being appraised. In order to extract the Overall Rate, the appraiser must obtain verified data relative to the sales price and Net Operating Income for the comparable properties under analysis. The Overall Rate is derived by dividing the Net Operating Income by the Indicated Sales Price. RealtyRates.com reports overall capitalization rates for acquisition properties from their nationwide survey, which includes limited service properties. Such rates are exclusive of reserves.

According to RealtyRates.com Investor Survey, 1st Quarter 2018, the Overall Capitalization Rate Averages for Acquisitions of unanchored retail properties are as follows:

| Low 5.37% | High 14.74% | Average 11.19% |

Considering the subject’s age, condition and location, we feel that the subject capitalization rate should be below the national average.

In addition to direct market extraction, we have also used the Band of Investment Method to estimate the capitalization rate applicable to the subject property.

BAND OF INVESTMENT METHOD:

Utilizing the Band of Investment Method, we have assumed a 75% loan-to-value loan at 7.00% for 20 years and have estimated the equity of 25% to have a return on equity of 7.00%. This is considered a reasonable assumption, since during the present period of lower interest rates and the higher risk associated with the current real estate market; equity rates are higher when compared to other alternate investments. It should be noted that this is a simple Band of Investment technique which does not take into account equity build-up over the holding period of the loan. Factoring in inflation, as low as it has been over the last few years, will still increase the Internal Rate of Return.

\[
\begin{array}{l|c|c|c|c}
\text{Position} & \text{Percentage} & \text{Constant} & \text{Composite} \\
\hline
\text{First Mortgage} & .75\% & \times & .093036 & = .069777 \\
\text{Equity} & .25\% & \times & .070000 & = .017500 \\
\hline
\end{array}
\]

\[
.087277 = 8.7277
\]

Rounded to 8.7%
McCORMICK, SEAMAN & TERRANA

INCOME APPROACH (Continued):

DEBT COVERAGE RATIO (DCR) METHOD:

We have also given consideration to a method used by most lending institutions and life insurance companies. The same facts are applicable as in the Band of Investment method except that a lender would require a minimum debt coverage ratio, (DCR = net operating income divided by the annual debt service). In most cases, the minimum required DCR by lenders for properties similar to the subject is 1.25.

Utilizing the same loan terms used in the Band of Investment Method with an annual constant of 0.093036 and a DCR of 1.25, this Underwriters method indicates the following rate:

<table>
<thead>
<tr>
<th>Loan to Value Ratio</th>
<th>Annual Constant</th>
<th>DCR</th>
<th>Overall Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.75</td>
<td>X</td>
<td>0.093036 x 1.25</td>
<td>0.87221 = 8.7221</td>
</tr>
</tbody>
</table>

Rounded to 8.7%

CAPITALIZATION RATE SUMMARY: The mean capitalization rate obtained from the Realty Rates Investor Survey was 11.19%. The capitalization rate obtained from the Band of Investment Method was 8.7%, and from the Underwriters Method was 8.7%. Taking into consideration all of the above methods and putting equal weight on all three, we have utilized a 9.0% capitalization rate for our calculations.

CONCLUSION: Deducting the expenses of $207,431 from the Effective Gross Income of $459,022 results in a Net Operating Income (NOI) of $251,591. Capitalizing the NOI by the capitalization rate of 9.0% results in an estimated value via the Income Approach of $2,795,456 which we have rounded to $2,800,000.

A computation of the Income Approach can be found on the following page.
Potential Gross Income Estimate: $ 498,937

LESS: Vacancy and Collection Loss (8%) $ 39,915

Effective Gross Income: $ 459,022

LESS: Expenses

<table>
<thead>
<tr>
<th>Expense</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Insurance</td>
<td>$23,695</td>
</tr>
<tr>
<td>Taxes</td>
<td>$89,610</td>
</tr>
<tr>
<td>Management/Leasing</td>
<td>$22,951</td>
</tr>
<tr>
<td>Utilities</td>
<td>$23,695</td>
</tr>
<tr>
<td>Repairs &amp; Maintenance</td>
<td>$12,480</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$35,000</td>
</tr>
<tr>
<td>Reserves</td>
<td>$23,695</td>
</tr>
</tbody>
</table>

Total Expenses (45.2%) $ 207,431

Net Operating Income $ 251,591

Capitalized at 9.0% indicates a value of: $2,795,456

Rounded To: $2,800,000

VIA THE INCOME APPROACH (Direct Capitalization): $2,800,000
SALES COMPARISON APPROACH

According to The Appraisal of Real Estate, 14th Edition, The sales comparison approach is:
“The process of deriving a value indication for the subject property by comparing similar
properties that have sold recently with the property being appraised, identifying appropriate units
of comparison, and making adjustments to the sale pricing (or unit prices, as appropriate) of the
comparable properties based on relevant, market-derived elements of comparison.”

The Direct Sales Comparison Approach involves a number of logical steps.

(1) The gathering of sales data and information from appropriate sources.
(2) Analyzing and verifying data; or sorting out of valid value indications from
(3) Then an adjustment process is applied. The adjustment process basically
compares each comparable sale to the subject property in terms of physical
characteristics as well as items such as financing.
(4) A summation is made of all measurable differentials into a single adjusted
indication of value for each comparable property.
(5) A reconciliation of each indicated comparable value into a final estimate of value
via the Direct Sales Comparison Approach.

In the reconciliation, all factors are reviewed in terms of their strengths and weaknesses in order
to assess the overall quality and comparability of the data. In this way, the greatest weight is
typically placed on those comparable sales which would be the best indications of value for the
subject property.

This approach measures directly the actions and attitudes of buyers and sellers in the market
through analysis of properties which have recently sold and have characteristics similar to the
property being appraised. No two properties are exactly alike and thus are unique to them-selves.
Because of this fact the process of comparing properties to the subject involve making necessary
adjustments for dissimilarities. Adjustments normally made consist of but are not limited to:
time of sale, conditions of sale or financing terms, physical and income characteristics, location,
and zoning.

We conducted a search of the subject’s market area to locate sales of retail/office strip centers
similar to the subject. We were unable to find any recent sales that were exactly like the subject
and as a result, we expanded our search to all of Pinellas County. We located four sales that we
felt were capable of being adjusted to the subject.

Included on the following pages are a sales location map and details of the four comparables.

---

5The Appraisal of Real Estate, 14th Edition, Appraisal Institute, Chicago, IL, 2013, Page 377
Date of Sale: December, 2016
Location: 9601 Bay Pines Boulevard, Seminole, FL 33708
Grantor: Bay Pines Joint Venture
Grantee: Bay Pines Plaza, LLC
Recording: 19433/2313
Sale Price: $3,250,000
Financing: $2,437,000 Wells Fargo Bank
Cash equivalency: No adjustment required
Land Size: 184,292 SF (4.231 acres MOL)
Building Size: 33,880 SF more or less
Year Built: 1987
Floor Area Ratio: 0.18
Flood Zone: “X”
Price PSF: $95.93
Parcel Number: 02-31-15-00000-240-0110
Verification: Christopher Soukas, Buyer's Representative Warranty Deed & Mortgage

Comments: This was the sale of an un-anchored, 16 unit retail/office strip center with Bay Pines Boulevard frontage and access. It is a multi-building center in average condition with all structures connected. Tenants include restaurants, a fitness center, independent shops and offices. Parking and access are both adequate.
Date of Sale: November, 2016  
Location: 14100 US Highway 19 N., Clearwater, FL 33764  
Grantor: Oakwood Center, L.C.  
Grantee: National Auto Collision Centers, Inc.  
Recording: 19423/0801  
Sale Price: $3,400,000  
Financing: Cash Indicated  
Cash equivalency: No adjustment required  
Land Size: 283,084 SF (6.5 acres MOL)  
Building Size: 64,388 SF more or less  
Year Built: 1986  
Floor Area Ratio: .23  
Flood Zone: “X”  
Price PSF: $52.80  
Parcel Number: 05-30-16-70920-300-0601  
Verification: Buyer, Warranty Deed & Mortgage  

Comments: This was the sale of an un-anchored, multi-unit retail building on US 19. It was in overall average condition at the time of sale. Parking is adequate and access is adequate. There also was a pole sign on the property.
Date of Sale: September, 2016
Location: 2141 Drew Street, Clearwater, FL 33765
Grantor: Raim Tzekas
Grantee: MHC Realty Corporation
Recording: 19334/0724
Sale Price: $1,690,000
Financing: None Indicated
Cash equivalency: No adjustment required
Land Size: 92,800 SF (2.130 acres MOL)
Building Size: 17,800 SF more or less
Year Built: 1979
Floor Area Ratio: 0.19
Flood Zone: “X”
Price PSF: $94.94
Parcel Number: 13-29-15-00000-110-0600
Verification: Christopher Soukas, Manager of MHC Realty and Warranty Deed

Comments: This was the sale of an un-anchored 11 unit retail/office strip center. It was in overall average condition at the time of sale. Tenants include a restaurant, retail stores and offices. It is 100% occupied. Parking and access are both adequate.
Date of Sale: April, 2016
Location: 1300 34th Street North, St. Petersburg, FL 33713
Grantor: Jay, Inc.
Grantee: RAD Alliance, LLC
Recording: 19165/2275
Sale Price: $2,225,000
Financing: $1,780,000 Platinum Bank
Cash equivalency: This was a leased Fee Purchase. An adjustment was made on the Sales Comparison Grid.
Land Size: 64,617 SF (1.483 acres MOL)
Building Size: 15,680 SF more or less
Year Built: 1989
Floor Area Ratio: 0.24
Flood Zone: “X”
Price PSF: $141.90
Parcel Number: 15-31-16-28227-001-0010
Verification: Warranty Deed & Mortgage. Our office appraised this property.

Comments: This was the Leased Fee Purchase of an un-anchored, two-building, 7 unit retail/office strip center that was in overall average condition at the time of sale. Tenants include an Amscot office, two restaurants, a hair and nail salon, cell phone store and a tobacco store. It has a corner location with adequate access and parking.
# IMPROVED SALES ADJUSTMENT GRID

**Midtown/Tangerine Plaza**  
1794 22nd Street South  
St. Petersburg, FL 33712

<table>
<thead>
<tr>
<th>SALE NUMBER</th>
<th>SUBJECT</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
</tr>
</thead>
<tbody>
<tr>
<td>DATE OF SALE</td>
<td>N/A</td>
<td>Dec-16</td>
<td>Nov-16</td>
<td>Sep-16</td>
<td>Apr-16</td>
</tr>
<tr>
<td>SALE PRICE</td>
<td>N/A</td>
<td>$3,250,000</td>
<td>$3,400,000</td>
<td>$1,690,000</td>
<td>$2,225,000</td>
</tr>
<tr>
<td>SIZE (SF)</td>
<td>47,390</td>
<td>33,880</td>
<td>64,388</td>
<td>17,800</td>
<td>15,680</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>DATE OF SALE</th>
<th>Nov-16</th>
<th>Sep-16</th>
<th>Apr-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>SALE PRICE PSF</td>
<td>$95.93</td>
<td>$52.80</td>
<td>$94.94</td>
</tr>
</tbody>
</table>

## ELEMENTS REQUIRING ADJUSTMENT

<table>
<thead>
<tr>
<th>FINANCING/ CONDITIONS OF SALE</th>
<th>0%</th>
<th>-5%</th>
<th>0%</th>
<th>-20%</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINANCE ADJUSTMENTS PSF</td>
<td>N/A</td>
<td>$0.00</td>
<td>($2.64)</td>
<td>$0.00</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MARKET CONDITIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>NUMBER OF MONTHS</td>
</tr>
<tr>
<td>16</td>
</tr>
<tr>
<td>DATE OF VALUE</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MARKET CONDITIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>NUMBER OF MONTHS</td>
</tr>
<tr>
<td>16</td>
</tr>
<tr>
<td>DATE OF VALUE</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PHYSICAL ELEMENTS OF ADJUSTMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>LOCATION 22nd St. S.</td>
</tr>
<tr>
<td>EFFECTIVE AGE</td>
</tr>
<tr>
<td>SIZE (SF)</td>
</tr>
<tr>
<td>CONSTRUCTION Masonry</td>
</tr>
<tr>
<td>CONDITION Avg/Abv</td>
</tr>
<tr>
<td>BUILD-OUT Retail Strip</td>
</tr>
<tr>
<td>FIRESPRINKLERS Yes</td>
</tr>
<tr>
<td>FLOOD ZONE &quot;X&quot;</td>
</tr>
<tr>
<td>FLOOR AREA RATIO</td>
</tr>
<tr>
<td>NET ADJUSTMENTS (PSF)</td>
</tr>
</tbody>
</table>

| ADJUSTED PRICE PSF | N/A | $81.54 | $62.71 | $66.46 | $79.46 |
SALES COMPARISON APPROACH (Continued):

The four comparable sales, as unadjusted, indicate a value range from a low of $52.80 PSF to a high of $144.76 PSF. Please see the previous page for a copy of the Adjustment Grid.

Financing/Conditions of Sale: We are not aware of any conditions of sales or atypical financing that would require adjustments to Sales #1, #2 and #3. Sale #4, which our office appraised for the sale, was adjusted downward 20% due to the value of the leases purchased which was higher than a fee simple purchase of this property. Sale #2 did have a pole sign on the property and was adjusted downward 5% for this.

Market Conditions: The market for un-anchored retail strip centers has been fairly stable during the past 24 months. As a result, no adjustments were made for market conditions.

Additional adjustments were made for overall differences or physical characteristics that may affect the overall sales price. If the comparable is superior to the subject property, a negative adjustment is made to make the comparable sale equal with the subject. If the comparable sale is inferior, a positive adjustment is made. The idea is to make the sales equal to the subject. These elements of adjustment are discussed below:

Location: The subject is located at 22nd Street South and 18th Avenue South. Sale #2 has a location similar in area to the subject and was not adjusted. Sales #1, #3 and #4 are in superior locations and were adjusted downward 20% each.

Effective Age: We have estimated the subject’s overall effective age to be 2005. Sales #1, #3 and #4 are have similar effective ages and were not adjusted. Sale #2 has an older effective age and was adjusted upward 10%.

Size (SF): The plans provided indicated the subject contains 47,390 SF more or less. Sale #1 is a smaller facility at 33,880 SF MOL and was adjusted downward 5% since smaller buildings typically sell for more per square foot than larger ones. Sales $4 and #4 are 17,800 SF & 15,680 SF and were adjusted downward 20% each. The opposite is true of larger buildings, so we adjusted Sale #2 upward 5%.

Construction: The subject is of masonry construction. All of the comparables are of similar construction and no adjustments were made.

Condition: The subject is in overall above average condition. All the comparables were in average condition at the time of their sales and were adjusted upward 5% each.

Build-Out: The subject is a retail strip center with mixed use tenants. The Sales are all similar to the subject and were not adjusted.

Fire Sprinklers: The subject has a fire sprinkler system. None of the Sales have fire sprinklers and were adjusted upward 5%.
SALES COMPARISON APPROACH (Continued):

**Flood Zone:** The subject is in Flood Zone “X”, which are areas of minimal flooding. All of the comparables are in a similar flood zone and no adjustments were made.

**Floor Area Ratio:** The subject has a Floor Area Ratio (FAR) of 30%. The higher the FAR the less land that is available for parking, expansion, etc. All four Sales have similar FAR’s and were not adjusted.

**Summary:** The adjusted values of the four comparable improved sales range from a low of $62.71 PSF to a high of $81.54 PSF. Based on the above analysis, it is our opinion that the market value of the subject on a square foot basis via the Sales Comparison Approach is $70.00.

\[
47,390 \text{ SF} \times 70.00 \text{ PSF} = 3,317,300
\]

Rounded To: $3,320,000

**RECONCILIATION:**

The estimated value via the Cost Approach was $3,340,000 using land Sales and the replacement cost less depreciation. The estimated value via the Income Approach was $2,800,000. The Income Approach is supported by similar rent comparables, market vacancy and expenses. Since this is an income producing property, the Income Approach has been weighted equally with the Sales Comparison Approach. The estimated value via the Sales Comparison Approach was $3,320,000. The Sales Comparison Approach is supported by four recent sales and is indicative of the current market for similar retail/office strip centers. Based on the previous discussion, we have estimated the current fee simple market value of the subject to be $3,000,000.

**Leased Fee Title “As Is”:**

It is our opinion, considering the various factors contained within this report, that the estimated Market Value of the subject property, subject to the Limiting Conditions as noted on pages 3 - 6 of this report, as encumbered by current leases, "As Is", In Leased Fee Title, as of April 16, 2018 was:

**THREE MILLION ($3,000,000) DOLLARS**

**Extraordinary Assumptions:** In estimating the "As Is" value of the subject, we made the extraordinary assumption that the unit we could not inspect was in the same condition as the units inspected.

**Hypothetical Conditions:** In estimating the "As Is" value of the subject, we have not assumed any hypothetical conditions.

**Note:** The values stated herein do not include any business value, equipment or furniture and assume that the site and building are free of any environmental contamination.
INSURABLE REPLACEMENT COST DISCUSSION:

The replacement cost new of the subject improvements has been estimated using the Marshall and Swift National Cost Service. This service provides computer access to a data base in California, where statistical information is kept on construction costs throughout the United States. This service provides national replacement cost for properties which are adjusted based on national and local multipliers for certain areas. The estimated replacement cost of the subject includes architect and engineer's fees, fire, liability, unemployment insurance and contractors overhead and profit. This information is utilized to provide an estimate of replacement costs new of the subject improvements.

The costs to be utilized are determined by the appraiser after careful review of the fair to excellent types of construction shown within this service. The service also provides the estimated economic live for these types of properties. After careful consideration of the descriptions of the various categories of construction, it appears that the subject improvements have features to be most representative of the "average" quality construction in the guide's rating category. According to Marshall and Swift, the replacement cost for the subject is $4,191,171. When the exclusions of Architect fees, foundation and piping below ground of $477,794 are subtracted from the replacement cost new of $4,191,171, it indicates an Insurable Replacement Cost of $3,713,307 which we have rounded to $3,715,000. A copy of the indicated insurable replacement cost for the subject improvement is located in the addendum.

It is our opinion, after considering the various factors contained within this report, that the estimated Replacement Cost of the Building and Canopies only located on the subject site, subject to the Limiting Conditions as noted on pages 3 - 6 of this report, as unencumbered, as of April 16, 2018 was:

THREE MILLION SEVEN HUNDRED FIFTEEN THOUSAND ($3,715,000) DOLLARS

No consideration has been given to the value of the land or the site improvements.

NOTE: The estimated replacement cost is based on typical market conditions. In the event of a catastrophic event, such as a direct hit by a major hurricane, the replacement costs could be impacted by the availability of material and workmen and could be substantially higher.
EXHIBIT “A”

APPRAISER QUALIFICATIONS
APPRAISER QUALIFICATIONS

SCOTT W. SEAMAN

EDUCATION: Bachelor of Science, 1981
Florida State University, Tallahassee, Florida

APPRAISAL COURSES:
- Law Update 2018
- The Workfile: Compliance and Support
- Cool Tools: Digging Your Data 2018
- USPAP Update 2018
- Business Practices & Ethics 2017
- 2016-2017 National USPAP Update Course
- Managing Appraiser Liability 2016
- New FHA Handbook 4000.1 2016
- Florida Appraisal Laws and Regulations 2016
- Avoiding Mortgage Fraud for Appraisers 2016
- Business Practices and Ethics/2015
- Supervisory Appraiser/Trainee Appraiser Course/2015
- Real Estate Continuing Education/2014
- Litigation Assignments for Residential Appraisers: Doing Expert Work on Atypical Cases/2014
- Methodology & Application of Sales Comparison/2014
- Appraisal Review of Residential Properties/2014
- Florida Law Update for Real Estate Appraisers/2014
- National USPAP/2014
- Front of House/Back of House/2013
- Real Estate Continuing Education Exams 20-33/2012
- Critical Issues/2012
- Commercial Appraisal Productivity Seminar/2012
- Loss Prevention/2011
- Discounted Cash Flow Model/2011
- Business Practices & Ethics/2011

TYPES OF PROPERTIES APPRAISED:
Office, Retail, Industrial, Multi-Family, ALF, Motel/Hotel, Special Purpose & Subdivisions, Residential

PROFESSIONAL MEMBERSHIPS:
- SRA Member Appraisal Institute, West Coast, FL Chapter
- Ethics and Counseling Regional Panel Member since 1993
- MAI Candidate West Coast, FL Chapter #M932499
- Pinellas Realtor Organization

FLORIDA REGISTRATION:
- State-Certified General Real Estate Appraiser RZ1758
- Licensed Real Estate Broker 0366435

EMPLOYMENT:
- McCormick, Seaman & Terrana
- Formerly McCormick, Braun & Seaman
- Staff Appraiser
- January 1996 – Present
- St. Petersburg, Florida

- Glenn E. McCormick Company, Inc.
- Vice President/May 1985 - December 1995
- Appraisal and Consulting Firm, St. Petersburg, Florida

- City of St. Petersburg
- Acquisition Agent/January 1983 - April 1985
- Real Estate Department, St. Petersburg, Florida
The CERTIFIED GENERAL APPRAISER
Named below is CERTIFIED
Under the provisions of Chapter 475 FS.
Expiration date: NOV 30, 2018

SEAMAN, SCOTT WARNER
1262 DR MARTIN LUTHER KING JR ST N
ST. PETERSBURG, FL 33705

ISSUED: 11/15/2016
DISPLAY AS REQUIRED BY LAW
SEQ # L1611150002333
EXHIBIT “B”

ZONING
SECTION 16.20.080. CORRIDOR COMMERCIAL TRADITIONAL DISTRICTS ("CCT")

Typical Buildings in the CCT District

Sections:

16.20.080.2. Purpose and intent.
16.20.080.3. Permitted uses.
16.20.080.4. Introduction to CCT districts.
16.20.080.5. Development potential.
16.20.080.7. Building design.


A. The corridor commercial traditional development pattern includes the design aesthetics, densities and uses found in the various neighborhood shopping districts of the early 20th Century Main Street.

B. These districts are characterized by a collection of compatible, interrelated uses that include shopping, service, employment and residential opportunities. The symbiotic relationship of these mixed uses creates a more balanced community, reduces traffic, consolidates service delivery, and benefits the surrounding residential areas that are within walking distance.

C. The buildings in the corridor commercial traditional districts often exhibit architecture of the early 20th Century Main Street. Buildings typically feature vertically oriented architecture and are constructed close to the street, as these uses depend upon pedestrian access. Architectural details such as large display windows, awnings, an articulated base course and cornice, use of natural materials and other fenestrations are common. Primary entries face the street and are enhanced with architecturally appropriate features.

D. Driveways and parking areas in front yards are not typical in most traditional corridors. Consequently, alleys and secondary roadways are the primary routes for utilities and access to off-street parking to the rear of properties. Rear parking areas are often connected to the building by rear entrances, arcades within buildings or small pedestrian paths, courtyards or plazas between buildings.
PART II - ST. PETERSBURG CITY CODE
Chapter 16 - LAND DEVELOPMENT REGULATIONS

SECTION 16.20.080. CORRIDOR COMMERCIAL TRADITIONAL DISTRICTS ("CCT")

(Code 1992, § 16.20.080.1)

16.20.080.2. Purpose and intent.

The purpose of the CCT district regulations is to protect the traditional commercial character of these corridors while permitting rehabilitation, improvement and redevelopment in a manner that encourages walkable streetscapes. The regulations include urban design guidelines, including zero setbacks, building design (e.g., requiring windows and entryways at ground level), cross-access, and other standards, to reflect and reinforce the unique character within each of the districts.

(Code 1992, § 16.20.080.2)

16.20.080.3. Permitted uses.

Uses in these districts shall be allowed as provided in the Matrix: Use Permissions and Parking Requirements.

(Code 1992, § 16.20.080.3)

16.20.080.4. Introduction to CCT districts.

The CCT districts are the CCT-1 and the CCT-2 districts.

16.20.080.4.1. Corridor Commercial Traditional-1 (CCT-1).

This district generally allows one-story to three-story development containing mixed uses with multifamily structures. Additional density is possible when affordable workforce housing is provided.

Typical Residential Uses in CCT-1 District

16.20.080.4.2. Corridor Commercial Traditional-2 (CCT-2).

This district generally allows one to five story development containing mixed uses with multifamily structures. Additional density is possible when affordable workforce housing is provided.
Typical Multi-Family Uses in CCT-2 District

(Code 1992, § 16.20.080.4)

16.20.080.5. Development potential.

Development potential is slightly different within the districts to respect the character of the neighborhoods. Achieving maximum development potential will depend upon market forces, such as minimum desirable unit size, and development standards, such as minimum lot size, parking requirements, height restrictions, and building setbacks.

Minimum Lot Size, Maximum Density and Maximum Intensity

<table>
<thead>
<tr>
<th></th>
<th>CCT-1</th>
<th>CCT-2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minimum lot area (sq ft.)</td>
<td>4,500</td>
<td>4,500</td>
</tr>
<tr>
<td>Maximum residential density (units per acre)</td>
<td>Residential density</td>
<td>24</td>
</tr>
<tr>
<td></td>
<td>Residential density within activity center</td>
<td>36</td>
</tr>
<tr>
<td></td>
<td>Workforce housing density bonus</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>Hotel density (rooms per acre)</td>
<td>45</td>
</tr>
<tr>
<td>Maximum nonresidential intensity (floor area ratio)</td>
<td>Nonresidential intensity</td>
<td>1.0</td>
</tr>
<tr>
<td></td>
<td>Nonresidential intensity within activity center</td>
<td>1.5</td>
</tr>
</tbody>
</table>
Workforce housing intensity bonus: All units associated with this bonus shall be utilized in the creation of workforce housing units as prescribed in the City's workforce housing program and shall meet all requirements of the program.

Refer to technical standards regarding measurement of lot dimensions, calculation of maximum residential density, nonresidential floor area and impervious surface.

Maximum impervious surface (site area ratio)

<table>
<thead>
<tr>
<th></th>
<th>CCT-1</th>
<th>CCT-2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maximum impervious surface (site area ratio)</td>
<td>0.95</td>
<td>0.95</td>
</tr>
</tbody>
</table>


Maximum Building Height (All Districts)

<table>
<thead>
<tr>
<th>Building Height</th>
<th>CCT-1</th>
<th>CCT-2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Primary building</td>
<td>42 ft.</td>
<td>60 ft.</td>
</tr>
<tr>
<td>Primary building within activity center</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small lot (&lt; one acre in size)</td>
<td>48 ft.</td>
<td>60 ft.</td>
</tr>
<tr>
<td>Medium lot (between one and two acres in size)</td>
<td>60 ft.</td>
<td>60 ft.</td>
</tr>
<tr>
<td>Large lot (&gt; two acres in size)</td>
<td>84 ft.</td>
<td>60 ft.</td>
</tr>
</tbody>
</table>

Refer to technical standards regarding measurement of building height and height encroachments.

Minimum Building Setbacks
SECTION 16.20.080. CORRIDOR COMMERCIAL TRADITIONAL DISTRICTS ("CCT")

<table>
<thead>
<tr>
<th>Building Setbacks</th>
<th>CCT-1</th>
<th>CCT-2</th>
<th>CCT-2</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Building height in setback up to 42 ft.</strong></td>
<td><strong>Building height in setback up to 42 ft.</strong></td>
<td><strong>Building height in setback 42 ft. to 60 ft.</strong></td>
<td></td>
</tr>
<tr>
<td>Front yard</td>
<td>0 ft. from the property line or 10 ft. from the curb, whichever is greater</td>
<td>0 ft. from the property line or 10 ft. from the curb, whichever is greater</td>
<td>10 ft. from the property line or 10 ft. from the curb, whichever is greater</td>
</tr>
<tr>
<td>Interior side yard</td>
<td>0 ft.</td>
<td>0 ft.</td>
<td>0 ft.</td>
</tr>
<tr>
<td>Street side yard</td>
<td>0 ft. from the property line or 5 ft. from the curb, whichever is greater</td>
<td>0 ft. from the property line or 5 ft. from the curb, whichever is greater</td>
<td>10 ft. from the property line or 10 ft. from the curb, whichever is greater</td>
</tr>
<tr>
<td>Rear yard</td>
<td>With alley</td>
<td>0 ft.</td>
<td>0 ft.</td>
</tr>
<tr>
<td>No alley</td>
<td>10 ft.</td>
<td>10 ft.</td>
<td>10 ft.</td>
</tr>
</tbody>
</table>

For measurements from the curb, if there is no curb, the measurement shall be from the edge of the street pavement.

Additional criteria may affect setback requirements including design standards and building or fire codes.

Refer to technical standards for yard types and setback encroachments.


16.20.080.7. Building design.

The following design criteria allows the property owner and design professional to choose their preferred architectural style, building form, scale and massing, while creating a framework for good urban design practices which create a positive experience for the pedestrian. For a more complete introduction, see section 16.10.010.
SECTION 16.20.080. CORRIDOR COMMERCIAL TRADITIONAL DISTRICTS ("CCT")

Site layout and orientation. The City is committed to creating and preserving a network of linkages for pedestrians. Consequently, pedestrian and vehicle connections between public rights-of-way and private property are subject to a hierarchy of transportation, which begins with the pedestrian.

Building and parking layout and orientation.

1. New multi-building development shall relate to the development of the surrounding properties. This means there shall be no internally oriented buildings which cause a rear yard or rear facade to face toward abutting properties.
2. Buildings shall create a presence on the street. This means that a minimum of 60 percent of the principal structure’s linear frontage, per street face, shall be on the building setback line.
3. All service areas and loading docks shall be located behind the front facade line of the principal structure.
4. All principal structures shall be oriented toward the primary street. A building on a corner property may be oriented to the secondary street so long as all street facades are articulated as primary facades. Buildings at the corner of two intersecting streets are encouraged to highlight and articulate the corner of the building.
5. All mechanical equipment and utility functions (e.g. electrical conduits, meters, HVAC equipment) shall be located behind the front façade line of the principal structure. Mechanical equipment that is visible from the primary street shall be screened with a material that is compatible with the architecture of the principal structure.
6. Parking, detention and retention ponds, drainage ditches, and accessory structures shall be located behind the principal building to the rear of the property. Detention and retention ponds and drainage ditches shall comply with the design standards set forth in the drainage and surface water management section.
7. Parking structures shall be internal to the site and include architectural features related to the principal structure. Parking structures that abut the street shall contain retail, offices or residential uses along the street sides.

Vehicle connections.

1. Nonresidential development within CCT-1:
   Access to parking shall be from the street. If the primary street is utilized for vehicular access, the driveway shall serve the entire complex, not individual units, and shall not exceed one lane in each direction.
2. Residential development within CCT-1:
   Access to parking shall be designed to take advantage of the first available alternative in the following prioritized list:
   a. Access shall be made from the alley or secondary street.
   b. Where no alley or secondary street are present, access shall occur from the primary street.
   c. For multi-unit structures, the driveway shall serve the entire complex, not individual units and shall not be wider than one lane in each direction.
3. All development within CCT-2:
   Access to parking shall be made from the alley or secondary roadway. No new curb cuts shall be allowed on Central Avenue.
Pedestrian connections.

1. Each ground floor multifamily unit or commercial unit that faces a primary street shall contain a primary entry which faces the primary street. The primary entry shall include decorative door surrounds, porches, porticos and/or stoops.

2. Where a single building includes separate commercial and residential entrances, the residential entrances shall be raised at least 16 inches above ground level or recessed within the facade to reinforce a privacy zone and distinguish it from the commercial entrances.

3. Doors shall be a commercial size and style.

Building and architectural design standards. All buildings should present an inviting, human scale facade to the streets roadway, internal drives, parking areas and surrounding neighborhoods. The architectural elements of a building should give it character, richness and visual interest.

Building style.

1. New construction shall utilize an identifiable architectural style which is recognized by design professionals as having a basis in academic architectural design philosophies.

2. Renovations, additions and accessory structures shall utilize the architectural style of the existing structure, or the entire existing structure shall be modified to utilize an identifiable architectural style which is recognized by design professionals as having a basis in academic architectural design philosophies.

3. All accessory structures, including, but not limited to, drive-throughs, canopies, storage buildings, and solid waste container enclosures shall be compatible with the architectural design of the principal structure. Compatibility shall be determined by reviewing building materials, finishes and other significant features.

Building form.

1. Buildings should create a width to height ratio of no more than 1:1. Buildings that exceed the width to height ratio of 1:1 shall feature architectural fenestration creating a bay system that divides the building design into a maximum ratio of 1:1. This may be done through pilasters, arcades, building line and roof line off-sets, materials and other appropriate architectural features.

2. The first floor of each multi-story building shall be at least 12 feet in height as measured to the bottom of the second floor.

Wall composition. Wall composition standards ensure that ground level storefronts and multifamily and single-family residential buildings offer attractive features to the pedestrian. Wall composition also mitigates blank walls and ensures that all sides of a building have visual interest.

1. Buildings shall be articulated and fenestrated with vertical proportioning.

2. At least 50 percent of street facades shall have fenestration. At least 30 percent of the interior side and rear facades shall have fenestration. Entry doors shall be counted as toward fenestration if side panels or decorative windows or lights are provided. Garage doors shall not count towards fenestration percentage on street facing facades.

3. A zero lot line building, abutting another zero lot line building, is exempt from providing fenestration on any portion of the facade concealed by the abutting building. Portions of facades which are not concealed by another zero lot line building shall meet fenestration requirements, but do not need to provide transparency.
4. Where fire or Florida Building Codes prohibit the use of transparency along interior side or rear facades, total fenestration percentages must still be met, but without the transparency percentage.

5. Structures which are situated on corner lots, through lots, or by the nature of the site layout are clearly visible from rights-of-way shall be designed with full architectural treatment on all sides visible from public rights-of-way. Full architectural treatment shall include roof design, wall materials, and architectural trim, and door and window openings. While it is recognized that buildings have primary and secondary facades, the construction materials and detailing should be similar throughout.

**Transparency.** The provision of transparency enhances visual connections between activities inside and outside buildings, thereby improving pedestrian safety.

1. At least 50 percent of street level facades of commercial units shall be transparent. The bottom of windows shall begin no higher than two feet above grade level, and the top of all windows and doors shall be no lower than eight feet above grade level. Taller windows are encouraged.

2. At least two-thirds of the fenestration on all facades shall be transparent.

3. Windows on the street side facades shall be evenly distributed in a consistent pattern.

4. Windows shall not be flush mounted. Windows recessed less than three inches shall feature architectural trim including a header, sill and side trim or decorative shutters. Windows recessed three inches or more shall feature a window sill.

5. Window sashes and glass shall be square or vertical, unless a different proportion is permitted or required by an identifiable architectural style.

**Roofs.** Rooflines add visual interest to the streetscape and establish a sense of continuity between adjacent buildings. When used properly, rooflines can help distinguish between residential and commercial land uses, reduce the mass of large structures, emphasize entrances, and provide shade and shelter for pedestrians.

1. Buildings shall provide a pitched roof or a flat roof with a decorative parapet wall compatible with the architectural style of the building.

**Garages.** Garage standards maintain and enhance the attractiveness of the streetscape and are influenced by a hierarchy of transportation, which begins with the pedestrian.

1. Garage doors should face the rear or side of the property. Garage doors facing the primary roadway shall be set back behind the principal facade line at least 20 feet.

**Building materials.** Building material standards protect neighboring properties by holding the building's value longer, thereby creating a greater resale value and stabilizing the value of neighboring properties.

1. Building materials shall be appropriate to the selected architectural style and shall be consistent throughout the project.

(Code 1992, § 16.20.080.7; Ord. No. 1029-G, § 21, 9-8-2011)

**16.20.080.8. Demolition of buildings.**

A. **Purpose.** Vacant lots along streets within the CCT-2 zoning district are generally detrimental to the goal of promoting a pedestrian oriented area. Vacant lots which are not maintained to certain minimum standards promote visual blight, property maintenance concerns and erosion of soil into the public stormwater management system. The purpose of this section is to minimize the creation of
vacant land parcels and ensure the proper treatment and maintenance of any vacant parcels resulting from voluntary demolition within the CCT-2 zoning district.

B. **Definition(s).** For the purposes of this section, the term “structure of general public interest” means the existing primary or principal building or buildings on any land parcel within the CCT-2 zoning district. Accessory structures, structures over submerged land or structures within right-of-way are not included in this definition.

C. **Issuance of demolition permit for a structure of general public interest (SGPI).** A demolition permit may be issued for a SGPI, if a site plan has been approved, any pre-demolition conditions of the approval have been complied with and a complete application for building permits has been submitted. However, a demolition permit may be issued without meeting any of the foregoing requirements if the Building Official determines that a building is structurally unsafe.

D. **Vacant lots resulting from demolition.** Vacant lots created in the CCT-2 zoning district after September 8, 2011 shall be improved and maintained subject to the following standards:

1. **All sites.** Vacant lots abutting resulting from a demolished building within the CCT-2 zoning district shall comply with the following:
   a. **Fence requirements.** All fences shall be decorative and shall be a minimum height of three feet and a maximum height of six feet. Required fences shall be of an “open” design and shall not exceed the maximum opacity standard of 25 percent as defined in the fence regulations section.
   b. **Lanscaping.**
      1. The applicant shall submit a scaled plan showing the vacant lot layout, the proposed landscaping and irrigation, and the proposed maintenance plan which shall include provisions for trash removal, erosion management, and landscape maintenance.
      2. Surface shall include grass or other living ground cover, in any combination, provided that the total site is covered. A five foot wide perimeter landscape buffer shall be provided along all streets which shall consist of a continuous row of foundation landscaping and one shade tree for every 35 feet, or portion thereof, along the street. A corner landscape feature shall be provided at each street corner which shall be a minimum of 100 square feet and shall be densely planted with trees, low shrubs and ground cover to meet the planting standards provided in the landscaping and irrigation section.
      3. Irrigation shall be provided consistent with the applicable standards for such systems as described in this chapter.

2. **Permit and inspections required.** A permit and inspections of the required improvements to the vacant lot are required.

3. **Guarantee required.** Prior to and as a condition of issuance of a demolition permit, the applicant shall furnish to the City a performance bond or an irrevocable and unconditional letter of credit, cash, or a combination thereof, or other instrument acceptable to the City, in the amount sufficient to insure that the requirements set forth in this section are met.

4. **Recorded notice required.** Prior to and as a condition of issuance of a demolition permit, the applicant shall execute and record in the public records a notice, which shall be provided by the City, identifying the required site improvements and associated conditions of approval.

5. **Posted sign.** A sign identifying a 24-hour contact person's name, address and telephone number for the site shall be posted on the site. The sign shall be designed in accordance with the standards of the City's sign regulations. Such person shall be the owner or site manager and shall have the authority to make decisions concerning the property.
SECTION 16.20.080. CORRIDOR COMMERCIAL TRADITIONAL DISTRICTS ("CCT")

E. **Procedure if demolition permit is denied for a SGPI.** If an application for a demolition permit within the CCT-2 zoning district is denied, the applicant may request an exemption according to the procedures and criteria provided under section 16.70.040.1.9, "Exemptions, Demolition of Structures of General Public Interest within DC and CCT-2 Zoning Districts."

F. For demolition applications involving designated historic landmarks or structures within designated local landmark historic districts, where demolition requires certificate of appropriateness (COA) approval, this section 16.20.080.8 shall not apply.

(Ord. No. 1029-G, § 63, 9-8-2011; Ord. No. 81-H, §§ 1, 2, 9-19-2013)
### Section 16.10.020.2 Matrix: Zoning Districts and Compatible Future Land Use Categories

<table>
<thead>
<tr>
<th>Zoning District</th>
<th>Max. Density/Intensity Permitted by Right, per acre</th>
<th>Compatible Land Use Category</th>
<th>Maximum FLUP Density, per acre</th>
</tr>
</thead>
<tbody>
<tr>
<td>NT-1</td>
<td>15/.50 FAR</td>
<td>Planned Redevelopment-Residential (PR-R)</td>
<td>15/.50 FAR (2)</td>
</tr>
<tr>
<td>NT-2</td>
<td>15/.50 FAR</td>
<td>Planned Redevelopment-Residential (PR-R)</td>
<td>15/.50 FAR (2)</td>
</tr>
<tr>
<td>NT-3</td>
<td>7/.40 FAR</td>
<td>Residential Urban (RU)</td>
<td>7.5/.40 FAR</td>
</tr>
<tr>
<td>NT-4</td>
<td>15/.85 FAR</td>
<td>Planned Redevelopment-Mixed Use (PR-MU)</td>
<td>24/1.25 FAR (2)</td>
</tr>
<tr>
<td>NSE</td>
<td>2/.20 FAR</td>
<td>Residential Low (RL)</td>
<td>5/.40 FAR</td>
</tr>
<tr>
<td>NS-1</td>
<td>7.5/.35 FAR</td>
<td>Residential Urban (RU)</td>
<td>7.5/.40 FAR</td>
</tr>
<tr>
<td>NS-2</td>
<td>5.30 FAR</td>
<td>Residential Low (RL)</td>
<td>5.40 FAR</td>
</tr>
<tr>
<td>NSM-1</td>
<td>15/.50 FAR</td>
<td>Residential Medium (RM)</td>
<td>15/.50 FAR</td>
</tr>
<tr>
<td>NSM-2</td>
<td>24/.60 FAR</td>
<td>Residential High (RH)</td>
<td>30/.60 FAR</td>
</tr>
<tr>
<td>NMH</td>
<td>8/.30 FAR</td>
<td>Residential Medium (RM)</td>
<td>15/.50 FAR</td>
</tr>
<tr>
<td>NPUD-1</td>
<td>7.5/.30 FAR</td>
<td>Residential Urban (RU)</td>
<td>7.5/.40 FAR</td>
</tr>
<tr>
<td>NPUD-2</td>
<td>10.30 FAR</td>
<td>Residential Low Medium (RLM)</td>
<td>10.50 FAR</td>
</tr>
<tr>
<td>CRT-1</td>
<td>24/1.0 FAR</td>
<td>Planned Redevelopment-Mixed Use (PR-MU)</td>
<td>24/1.25 FAR (2)</td>
</tr>
<tr>
<td>CRT-2</td>
<td>40/1.5 FAR</td>
<td>Community Redevelopment District (CRD)</td>
<td>Per Redevelopment Plan</td>
</tr>
<tr>
<td>CRS-1</td>
<td>15.50 FAR</td>
<td>Residential/Office General (R/OG)</td>
<td>15.50 FAR</td>
</tr>
<tr>
<td>CRS-2</td>
<td>24.65 FAR</td>
<td>Planned Redevelopment-Mixed Use (PR-MU)</td>
<td>24/1.25 FAR (2)</td>
</tr>
<tr>
<td>CRS-2 (activity center)</td>
<td>30.70 FAR</td>
<td>Planned Redevelopment-Mixed Use (PR-MU)</td>
<td>30.70 FAR (2)</td>
</tr>
<tr>
<td>CCT-1</td>
<td>24/1.0 FAR</td>
<td>Planned Redevelopment-Mixed Use (PR-MU)</td>
<td>24/1.25 FAR (2)</td>
</tr>
<tr>
<td>CCT-2</td>
<td>40/1.5 FAR</td>
<td>Community Redevelopment District (CRD)</td>
<td>Per Redevelopment Plan</td>
</tr>
<tr>
<td>CCS-1</td>
<td>15.55 FAR</td>
<td>Planned Redevelopment-Mixed Use (PR-MU)</td>
<td>24/1.25 FAR (2)</td>
</tr>
<tr>
<td>CCS-1 (activity center)</td>
<td>22.82 FAR</td>
<td>Planned Redevelopment-Mixed Use (PR-MU)</td>
<td>22.82 FAR (2)</td>
</tr>
<tr>
<td>CCS-2</td>
<td>40/7.5 FAR</td>
<td>Planned Redevelopment-Commercial (PR-C)</td>
<td>55/1.25 FAR (2)</td>
</tr>
<tr>
<td>CCS-2 (activity center)</td>
<td>60/1.12 FAR</td>
<td>Planned Redevelopment-Commercial (PR-C)</td>
<td>60/1.12 FAR (2)</td>
</tr>
<tr>
<td>CCS-3</td>
<td>24/0.55 FAR</td>
<td>Commercial General (CG)</td>
<td>24/.55 FAR</td>
</tr>
<tr>
<td>IS</td>
<td>None/.65 FAR</td>
<td>Industrial Limited (IL)</td>
<td>None/.65 FAR</td>
</tr>
<tr>
<td>IT</td>
<td>None/.75 FAR</td>
<td>Industrial General (IG)</td>
<td>None/.75 FAR</td>
</tr>
<tr>
<td>DC-Core</td>
<td>Central Business District (CBD)</td>
<td>See footnote (3)</td>
<td></td>
</tr>
<tr>
<td>DC-1</td>
<td>Central Business District (CBD)</td>
<td>See footnote (3)</td>
<td></td>
</tr>
<tr>
<td>DC-2</td>
<td>Central Business District (CBD)</td>
<td>See footnote (3)</td>
<td></td>
</tr>
<tr>
<td>DC-3</td>
<td>Central Business District (CBD)</td>
<td>See footnote (3)</td>
<td></td>
</tr>
<tr>
<td>DC-P</td>
<td>Central Business District (CBD)</td>
<td>See footnote (3)</td>
<td></td>
</tr>
<tr>
<td>IC (I)</td>
<td>12.5/.55 FAR</td>
<td>Institutional (I)</td>
<td>12.5/.55 FAR</td>
</tr>
<tr>
<td>IC (R/OG)</td>
<td>15.50 FAR</td>
<td>Residential/Office General (R/OG)</td>
<td>15.50 FAR</td>
</tr>
<tr>
<td>IC (CRD, activity center)</td>
<td>24/1.35 FAR</td>
<td>Community Redevelopment District (CRD)</td>
<td>Per Redevelopment Plan</td>
</tr>
<tr>
<td>IC (T/U)</td>
<td>None/.60 FAR</td>
<td>Transportation/Utility (T/U)</td>
<td>None/.60 FAR</td>
</tr>
<tr>
<td>EC</td>
<td>75/1.37 FAR (1)</td>
<td>Industrial Limited (IL)</td>
<td>75/1.5 FAR (1)</td>
</tr>
<tr>
<td>RC-1</td>
<td>30.75 FAR</td>
<td>Planned Redevelopment - Commercial (PR-C)</td>
<td>55/1.25 FAR (2)</td>
</tr>
<tr>
<td>RC-1 (activity center)</td>
<td>45/1.12 FAR</td>
<td>Planned Redevelopment - Commercial (PR-C)</td>
<td>45/1.12 FAR (2)</td>
</tr>
<tr>
<td>RC-2</td>
<td>55/1.0 FAR</td>
<td>Planned Redevelopment - Commercial (PR-C)</td>
<td>55/1.25 FAR (2)</td>
</tr>
<tr>
<td>RC-2 (activity center)</td>
<td>82/1.5 FAR</td>
<td>Planned Redevelopment - Commercial (PR-C)</td>
<td>82/1.5 FAR (2)</td>
</tr>
<tr>
<td>PRES</td>
<td>(4)</td>
<td>Preservation</td>
<td>0.10 FAR</td>
</tr>
</tbody>
</table>

**Footnotes:**

1. Residential density pertains only to the property formerly known as the Sod Farm
2. Per Vision 2020 Special Area Plan
3. Per Areawide Development of Regional Impact (ADRI) and Redevelopment Plan
4. TDR, E shall equal 1.0 unit per acre/.05 FAR
5. Federal, State and local government buildings and grounds, and cemeteries, hospitals, houses of worship and schools in any zoning district are also compatible with the Institutional (I) land use category.

This Matrix is a reference only. In any conflict between this and another regulation, the other regulation shall control.
APPRAISAL AGREEMENT

THIS APPRAISAL AGREEMENT, ("Agreement"), made and entered into by and between the CITY OF ST. PETERSBURG, a municipal corporation of the State of Florida, ("City") and MCCORMICK, SEAMAN & TERRANA ("Appraiser"), (collectively, "Parties"):

WITNESSETH

WHEREAS, the City desires to obtain an appraisal substantially in compliance with the appraisal instructions set forth in Exhibit "A", attached hereto, for the real property described in Exhibit "B" ("Property"), attached hereto and made a part hereof; and

WHEREAS, the Appraiser represents that the Appraiser is authorized and qualified to make such appraisal in accordance with recognized appraisal practices and standards and is a currently certified by the State of Florida as a Certified Appraiser.

NOW THEREFORE, in consideration of the promises and covenants contained herein the Parties hereto agree as follows:

1. RECITALS. The above recitals are true and accurate and are incorporated herein.

2. EFFECTIVE DATE; FACSIMILE. The effective date of this Agreement shall be the latest of the dates that the Appraiser and the appropriate City signatories have approved and signed this Agreement ("Effective Date"). A facsimile copy of this Agreement and any signatures thereon shall be considered for all purposes as originals.

3. APPRAISAL COMPLETION DATE; DELIVERY.
   A. Completion Date. The Appraiser, in conformance with recognized appraisal practices, shall perform the appraisal of the Property and prepare three (3) copies, one unbound and two bound, of the appraisal report ("Appraisal Report") on or before April 16, 2018 ("Completion Date"). Unless otherwise specified herein, the Appraisal Report shall include the market value of any and all interests and rights held by anyone, including but not limited, to leasehold interests and any market rent.

   B. Delivery. Appraiser shall not deliver the Appraisal Report to the City until notifying City of its completion.

4. INSPECTION BY SUPERVISING APPRAISER. The undersigned appraiser, as supervising appraiser or as any status requiring the co-signing of the appraisal report, does hereby affirm the undersigned appraiser has physically and personally inspected the subject property and the individual properties used as comparable sales.

5. LATE COMPLETION. The Appraiser agrees that, in the event the Appraiser fails to complete said Appraisal Report by the Completion Date, the City may assess liquidated damages in the amount of one quarter of one percent (0.25%) of the Appraisal Fee, as set forth below, up to a maximum liquidated damages of $300.00 per day, for each day or part of a day beyond which said reports remain uncompleted. Said assessment shall be deducted from the amount to be paid to the Appraiser by the City. The Completion Date may be extended without assessment of liquidated damages only with the written approval of the City.
6. **APPRaisal FEE.** In consideration for the performance of said appraisal services and furnishing of said Appraisal Report, the City shall pay the Appraiser the sum of Thirty-five hundred dollars ($3,500.00) within thirty (30) days following the receipt by the City of an invoice for the amount. The Appraiser agrees to update the Appraisal Report at no cost within one (1) year.

7. **APPRaiser'S TESTIMONY.** In the event the testimony of the Appraiser is required in any legal proceeding in connection with the City's use of the Appraisal Report, the Appraiser agrees to appear as a witness on behalf of the City and to accept as compensation from the City the sum of Three hundred, fifty dollars ($350.00) for each half day or less required attendance in court and for preparation in connection with such appearance.

8. **TERMINATION.** If through any cause, the Appraiser shall fail to fulfill in a timely and proper manner the Appraiser's obligation under this Agreement, the City shall have the right to terminate this Agreement upon the giving of five (5) working days written notice to the Appraiser of said termination and the City shall be relieved of all other obligations hereunder.

9. **ENTIRE AGREEMENT.** The drafting, execution and delivery of this Agreement by the Parties have not been induced by representations, statements, warranties or agreements other than those expressed herein. This Agreement embodies the entire understanding of the Parties, and there are no further or other agreements or understandings, written or oral, in effect between the Parties relating to the subject matter hereof, unless expressly referred to herein.

10. **NO MODIFICATIONS.** This Agreement may not be modified unless such modification is in writing and signed by both Parties hereto.

11. **NO DISCRIMINATION.** The Appraiser shall not discriminate against anyone in the performance of duties under this Agreement because of race, color, religion, gender, national origin, marital status, age, disability, sexual orientation, genetic information or other protected category.

12. **INDEMNIFICATION.** The Appraiser agrees to pay, indemnify, save and hold the City harmless from any and all claims, demands, damages, loss or liability, actions and suits occurring by reason of any act, error or omission in professional services rendered or that should have been rendered by the Appraiser, its officers, agents, consultants, employees or subcontractors or by any other person or whose acts, errors or omissions the Appraiser is responsible and arising out of the Appraiser's conduct as a real estate appraiser or occurring by reason of any injury to any person or property occasioned by an act or omission, neglect or wrong doing of the Appraiser or any of Appraiser's agents, consultants, employees or subcontractors or by any other person for whom the Appraiser is responsible and the Appraiser shall, at Appraiser's own cost and expense, defend and protect the City against any and all such claims or demands which may be claimed to have arisen as a result of or in connection with the services rendered by the Appraiser.

13. **DEFAULT.** If any claim, demand, liability, damage, loss, action or suit of any nature whatsoever arises due to the breach of, out of, or because of this agreement by the Appraiser, its agents, consultants, employees or subcontractors or due to any action or occurrence of omission or commission of the Appraiser, its agents, consultants, employees or subcontractors the City may, in its discretion, immediately and permanently suspend the Appraiser from its appraiser rotation list without penalty to the City.

14. **APPLICABLE LAWS.** This Agreement shall be governed by and interpreted in accordance with the laws of the State of Florida.
IN WITNESS WHEREOF, the Parties hereto have caused this document to be signed on the date(s) as expressed hereinafter.

WITNESSES AS:

Sign: Jo Anne Exton
Print: Jo Anne Exton

TO APPRAISER:
McCormick, Seaman & Terrana

By: Scott Seaman, SRA

Date: 3/26/18

AS TO CITY:

ATTEST:

Chan Srinivasa, City Clerk

CITY OF ST. PETERSBURG

By: Bruce Grimes, Director
Real Estate and Property Management
as Mayor's Designee

Date

APPROVED AS TO CONTENT:

City Attorney (Designee)
By: Bradley S. Tennant
Assistant City Attorney

APPROVED AS TO FORM:

City Attorney (Designee)
By: Assistant City Attorney
EXHIBIT "A"

APPRAISAL INSTRUCTIONS

Appraise the market value of the subject property using the sales comparison approach, income approach, and the cost approach.
EXHIBIT "B"

Property Address: 1794 – 22nd Street South, St. Petersburg, FL

Parcel ID No.: 25/31/16/66311/001/0010

Legal Description: Lot 1, Block 1, Parke Sub Partial Replat and Addition

Zoning: CCT -1, Corridor Commercial Traditional
## Income Statement (Quarterly)

**Period = Jan 2018-Mar 2018**  
**Book = Cash,Non-Csh Adjs**

<table>
<thead>
<tr>
<th></th>
<th>Jan-Mar 2018</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rent And Charges</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Minimum Rent</td>
<td>45,622.43</td>
<td>45,622.43</td>
</tr>
<tr>
<td>CAM/CAC</td>
<td>18,226.10</td>
<td>18,226.10</td>
</tr>
<tr>
<td>Insurance</td>
<td>1,164.74</td>
<td>1,164.74</td>
</tr>
<tr>
<td>Real Estate Taxes</td>
<td>1,140.90</td>
<td>1,140.90</td>
</tr>
<tr>
<td>Electric Utility</td>
<td>2,061.56</td>
<td>2,061.56</td>
</tr>
<tr>
<td>Real Estate Tax-Year End</td>
<td>43,324.48</td>
<td>43,324.48</td>
</tr>
<tr>
<td><strong>Total Rent And Charges</strong></td>
<td><strong>111,540.21</strong></td>
<td><strong>111,540.21</strong></td>
</tr>
<tr>
<td>Other Income</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Tax Discounts</td>
<td>68.81</td>
<td>68.81</td>
</tr>
<tr>
<td><strong>Total Other Income</strong></td>
<td><strong>68.81</strong></td>
<td><strong>68.81</strong></td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>111,609.02</strong></td>
<td><strong>111,609.02</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Jan-Mar 2018</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>G&amp;A Expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Photocopy Expenses</td>
<td>8.70</td>
<td>8.70</td>
</tr>
<tr>
<td>Management Fees</td>
<td>9,214.86</td>
<td>9,214.86</td>
</tr>
<tr>
<td>Utilities</td>
<td>44.92</td>
<td>44.92</td>
</tr>
<tr>
<td>Repairs &amp; Maintenance</td>
<td>525.75</td>
<td>525.75</td>
</tr>
<tr>
<td><strong>Total G&amp;A Expenses</strong></td>
<td><strong>9,794.23</strong></td>
<td><strong>9,794.23</strong></td>
</tr>
<tr>
<td>Common Area Expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property Insurance</td>
<td>11,542.00</td>
<td>11,542.00</td>
</tr>
<tr>
<td>Electrical Utility</td>
<td>3,656.40</td>
<td>3,656.40</td>
</tr>
<tr>
<td>Water/Sewer Utility</td>
<td>302.62</td>
<td>302.62</td>
</tr>
<tr>
<td>Dumpster</td>
<td>2,491.84</td>
<td>2,491.84</td>
</tr>
<tr>
<td>Landscaping &amp; Irrigation</td>
<td>3,290.94</td>
<td>3,290.94</td>
</tr>
<tr>
<td>Irrigation Water</td>
<td>195.26</td>
<td>195.26</td>
</tr>
<tr>
<td>Parking Lot &amp; Common Areas</td>
<td>3,120.00</td>
<td>3,120.00</td>
</tr>
<tr>
<td>Fire Protection</td>
<td>34.80</td>
<td>34.80</td>
</tr>
<tr>
<td>Security Service</td>
<td>13,564.98</td>
<td>13,564.98</td>
</tr>
<tr>
<td><strong>Total Common Area Expenses</strong></td>
<td><strong>38,198.84</strong></td>
<td><strong>38,198.84</strong></td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>47,993.07</strong></td>
<td><strong>47,993.07</strong></td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td><strong>63,615.95</strong></td>
<td><strong>63,615.95</strong></td>
</tr>
</tbody>
</table>
### Income Statement

Period = Dec 2017  
Book = Cash, Non-Cash Adj  

<table>
<thead>
<tr>
<th></th>
<th>Period to Date</th>
<th>%</th>
<th>Year to Date</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rent And Charges</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Minimum Rent</td>
<td>169,049.86</td>
<td>67.69</td>
<td>169,049.86</td>
<td>67.69</td>
</tr>
<tr>
<td>CAM/CAC</td>
<td>64,910.30</td>
<td>25.99</td>
<td>64,910.30</td>
<td>25.99</td>
</tr>
<tr>
<td>Insurance</td>
<td>4,658.96</td>
<td>1.87</td>
<td>4,658.96</td>
<td>1.87</td>
</tr>
<tr>
<td>Real Estate Taxes</td>
<td>2,662.10</td>
<td>1.07</td>
<td>2,662.10</td>
<td>1.07</td>
</tr>
<tr>
<td>Electric Utility</td>
<td>8,246.24</td>
<td>3.30</td>
<td>8,246.24</td>
<td>3.30</td>
</tr>
<tr>
<td>Total Rent And Charges</td>
<td>249,527.46</td>
<td>99.92</td>
<td>249,527.46</td>
<td>99.92</td>
</tr>
<tr>
<td><strong>Other Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Tax Discounts</td>
<td>205.02</td>
<td>0.08</td>
<td>205.02</td>
<td>0.08</td>
</tr>
<tr>
<td>Interest Income</td>
<td>4.04</td>
<td>0.00</td>
<td>4.04</td>
<td>0.00</td>
</tr>
<tr>
<td>Total Other Income</td>
<td>209.06</td>
<td>0.08</td>
<td>209.06</td>
<td>0.08</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>249,736.52</td>
<td>100.00</td>
<td>249,736.52</td>
<td>100.00</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>G&amp;A Expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Advertising And Promotions</td>
<td>898.40</td>
<td>0.36</td>
<td>898.40</td>
<td>0.36</td>
</tr>
<tr>
<td>Photocopy Expenses</td>
<td>98.11</td>
<td>0.04</td>
<td>98.11</td>
<td>0.04</td>
</tr>
<tr>
<td>Postage &amp; Mailing</td>
<td>76.23</td>
<td>0.03</td>
<td>76.23</td>
<td>0.03</td>
</tr>
<tr>
<td>Management Fees</td>
<td>16,854.84</td>
<td>6.75</td>
<td>16,854.84</td>
<td>6.75</td>
</tr>
<tr>
<td>Utilities</td>
<td>83.44</td>
<td>0.03</td>
<td>83.44</td>
<td>0.03</td>
</tr>
<tr>
<td>Repairs &amp; Maintenance</td>
<td>313.54</td>
<td>0.13</td>
<td>313.54</td>
<td>0.13</td>
</tr>
<tr>
<td>Roof Repairs &amp; Maintenance</td>
<td>3,975.00</td>
<td>1.59</td>
<td>3,975.00</td>
<td>1.59</td>
</tr>
<tr>
<td>Total G&amp;A Expenses</td>
<td>22,299.56</td>
<td>8.93</td>
<td>22,299.56</td>
<td>8.93</td>
</tr>
<tr>
<td>Common Area Expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property Insurance</td>
<td>6,661.00</td>
<td>2.67</td>
<td>6,661.00</td>
<td>2.67</td>
</tr>
<tr>
<td>Electrical Utility</td>
<td>7,084.14</td>
<td>2.84</td>
<td>7,084.14</td>
<td>2.84</td>
</tr>
<tr>
<td>Water/Sewer Utility</td>
<td>197.98</td>
<td>0.08</td>
<td>197.98</td>
<td>0.08</td>
</tr>
<tr>
<td>Dumpster</td>
<td>3,334.67</td>
<td>1.34</td>
<td>3,334.67</td>
<td>1.34</td>
</tr>
<tr>
<td>Landscaping &amp; Irrigation</td>
<td>12,035.56</td>
<td>4.82</td>
<td>12,035.56</td>
<td>4.82</td>
</tr>
<tr>
<td>Irrigation Water</td>
<td>417.37</td>
<td>0.17</td>
<td>417.37</td>
<td>0.17</td>
</tr>
<tr>
<td>Parking Lot &amp; Common Areas</td>
<td>7,891.77</td>
<td>3.16</td>
<td>7,891.77</td>
<td>3.16</td>
</tr>
<tr>
<td>Fire Protection</td>
<td>1,077.17</td>
<td>0.43</td>
<td>1,077.17</td>
<td>0.43</td>
</tr>
<tr>
<td>Security Service</td>
<td>21,371.25</td>
<td>8.56</td>
<td>21,371.25</td>
<td>8.56</td>
</tr>
<tr>
<td>Total Common Area Expenses</td>
<td>60,070.91</td>
<td>24.05</td>
<td>60,070.91</td>
<td>24.05</td>
</tr>
<tr>
<td>Real Estate Taxes And Assessments</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Real Estate Taxes</td>
<td>52,538.38</td>
<td>21.04</td>
<td>52,538.38</td>
<td>21.04</td>
</tr>
<tr>
<td>Total R/E Taxes And Assessments</td>
<td>52,538.38</td>
<td>21.04</td>
<td>52,538.38</td>
<td>21.04</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>134,908.85</td>
<td>54.02</td>
<td>134,908.85</td>
<td>54.02</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>114,827.67</td>
<td>45.98</td>
<td>114,827.67</td>
<td>45.98</td>
</tr>
</tbody>
</table>
### Site Overview

<table>
<thead>
<tr>
<th>Unit</th>
<th>Tenant</th>
<th>Size (SF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1754</td>
<td>Suite World of Urban City</td>
<td>1,310</td>
</tr>
<tr>
<td>1762</td>
<td>China Star</td>
<td>1,293</td>
</tr>
<tr>
<td>1766</td>
<td>Cell Touch</td>
<td>1,293</td>
</tr>
<tr>
<td>1770</td>
<td>Available</td>
<td>1,293</td>
</tr>
<tr>
<td>1778</td>
<td>My Beauty Supply</td>
<td>1,293</td>
</tr>
<tr>
<td>1782</td>
<td>Meme's Beauty Supply</td>
<td>1,293</td>
</tr>
<tr>
<td>1786</td>
<td>Available</td>
<td>536</td>
</tr>
<tr>
<td>1794</td>
<td>Wal-Mart Neighborhood Store</td>
<td>39,079</td>
</tr>
</tbody>
</table>

### Site Aerial

![Site Aerial Image]

### Area Map

![Area Map Image]

The scale of all drawings and figures are tentative and subject to changes as may be directed by architect, landlord, or governmental authorities without notice.

**REV. OCT. 2015**
EXHIBIT “D”

MARSHALL & SWIFT
**Summary Report**

<table>
<thead>
<tr>
<th>Estimate Number</th>
<th>1006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Policy Number</td>
<td>18202</td>
</tr>
<tr>
<td>Property Owner</td>
<td>Retail</td>
</tr>
<tr>
<td>Property Address</td>
<td>1794 22nd Street South</td>
</tr>
<tr>
<td>Property City</td>
<td>St.Petersburg</td>
</tr>
<tr>
<td>State/Province</td>
<td>Florida</td>
</tr>
<tr>
<td>ZIP/Postal Code</td>
<td>33712</td>
</tr>
</tbody>
</table>

**Section 1**

**Occupancy**

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Class</th>
<th>Height</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>100% Retail Store</td>
<td>Masonry bearing walls</td>
<td>12.00</td>
<td>3.0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Area</th>
<th>Number of Stories (Section)</th>
<th>Shape</th>
</tr>
</thead>
<tbody>
<tr>
<td>47,390</td>
<td>1.00</td>
<td>2.00</td>
</tr>
</tbody>
</table>

**Components**

<table>
<thead>
<tr>
<th>Exterior Walls:</th>
<th>Units/%</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>Block with Stucco</td>
<td>100%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>HVAC (Heating):</th>
<th>Units/%</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>Package Unit</td>
<td>100%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Sprinklers:</th>
<th>Units/%</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wet Sprinklers</td>
<td>100%</td>
<td></td>
</tr>
</tbody>
</table>

Cost as of 01/2018

<table>
<thead>
<tr>
<th>Units/%</th>
<th>Cost</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>47,390</td>
<td>60.98</td>
<td>2,889,842</td>
</tr>
<tr>
<td>47,390</td>
<td>19.97</td>
<td>946,378</td>
</tr>
<tr>
<td>47,390</td>
<td>4.41</td>
<td>208,990</td>
</tr>
<tr>
<td>47,390</td>
<td>3.08</td>
<td>145,961</td>
</tr>
<tr>
<td>47,390</td>
<td>88.44</td>
<td>4,191,171</td>
</tr>
</tbody>
</table>

Less Exclusions

<table>
<thead>
<tr>
<th>Units/%</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>7.1%</td>
<td>297,573</td>
</tr>
<tr>
<td>3.3%</td>
<td>138,309</td>
</tr>
<tr>
<td>1.0%</td>
<td>41,912</td>
</tr>
</tbody>
</table>

Insurable Replacement Cost

<table>
<thead>
<tr>
<th>Units/%</th>
<th>Cost</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>47,390</td>
<td>78.36</td>
<td>3,713,377</td>
</tr>
</tbody>
</table>

Cost Data by Marshall & Swift