

Integra Realty Resources

Detroit

Appraisal of Real Property

Former State Fairground Land

Vacant Land Property

1000 W Eight Mile Road

Detroit, Wayne County, Michigan 48202

Prepared For:

Detroit Economic Growth Corporation

Effective Date of the Appraisal:

March 1, 2020

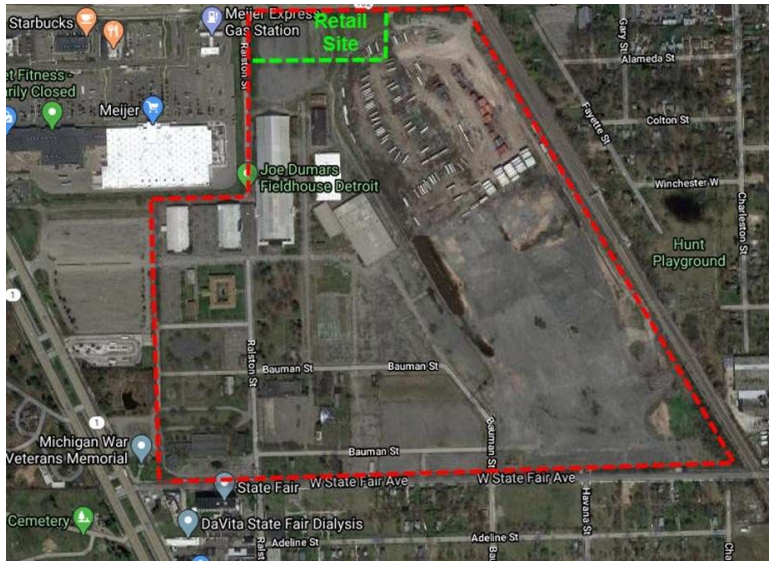
Report Format:

Appraisal Report – Standard Format

IRR - Detroit

File Number: 142-2020-0369





Former State Fairground Land
1000 W Eight Mile Road
Detroit, Michigan



October 7, 2020

Ms. Kenyatta Bridges
Executive Vice President
Detroit Economic Growth Corporation
500 Griswold Street
Detroit, MI 48226

SUBJECT: Market Value Appraisal
 Former State Fairground Land
 1000 W Eight Mile Road
 Detroit, Wayne County, Michigan 48202
 IRR - Detroit File No. 142-2020-0369

Dear Ms. Bridges:

Integra Realty Resources – Detroit is pleased to submit the accompanying appraisal of the referenced property. The purpose of the appraisal is to develop an opinion of the market value of the fee simple interest in the property. As requested, we also estimate the market value assuming a large distribution user included in a prospective development. The client for the assignment is Detroit Economic Growth Corporation, and the intended use is for property disposition purposes.

The subject is a parcel of vacant land containing a usable area of approximately 135 acres. The property is zoned B4, General Business District; a zoning change is assumed to allow most industrial uses, excepting the most noxious.

The appraisal is intended to conform with the Uniform Standards of Professional Appraisal Practice (USPAP), the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute, and applicable state appraisal regulations.

To report the assignment results, we use the Appraisal Report option of Standards Rule 2-2(a) of USPAP. As USPAP gives appraisers the flexibility to vary the level of information in an Appraisal Report depending on the intended use and intended users of the appraisal, we adhere to the Integra Realty Resources internal standards for an Appraisal Report –

Standard Format. This format summarizes the information analyzed, the appraisal methods employed, and the reasoning that supports the analyses, opinions, and conclusions.

Based on the valuation analysis in the accompanying report, and subject to the definitions, assumptions, and limiting conditions expressed in the report, our opinion of value is as follows:

Summary of Land Values

Parcel/Scenario	Unit of Comparison	Units	Indicated Value per Unit	Indicated Value	Rounded
Main Parcel	Total Acres	130.00	\$85,000	\$9,550,000	\$9,550,000
Eight Mile Retail Area	Total SF	217,800	\$7.00	\$1,524,600	\$1,520,000
					\$11,070,000
Entire Parcel With Distribution User	Total Acres	135.00	\$85,000	\$9,975,000	\$10,000,000

Note: the indicated value for the industrial site is net of remediation costs, thus the unit rate does not foot.

Value Conclusions

Appraisal Premise	Interest Appraised	Date of Value	Value Conclusion
Market Value	Fee Simple	March 1, 2020	\$11,070,000
Market Value Assuming a Large Distribution User Included in a Prospective Development	Fee Simple	March 1, 2020	\$10,000,000

Extraordinary Assumptions and Hypothetical Conditions

The value conclusions are subject to the following extraordinary assumptions that may affect the assignment results. An extraordinary assumption is uncertain information accepted as fact. If the assumption is found to be false as of the effective date of the appraisal, we reserve the right to modify our value conclusions.

1. Building demolition costs are not contemplated, and may be applicable to the valuation; the costs may result in a corresponding reduction in value, and there may be contributory value for some of the improvements.
 2. The environmental remediation costs were reported at \$1.5MM in 2012, thus may be higher at present.
 3. The alternative valuation model assumes a large distribution warehouse user utilizing a large portion of the site.
-



Ms. Kenyatta Bridges
Detroit Economic Growth Corporation
October 7, 2020
Page 3

If you have any questions or comments, please contact the undersigned. Thank you for the opportunity to be of service.

Respectfully submitted,

INTEGRA REALTY RESOURCES - DETROIT



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Table of Contents

Summary of Salient Facts and Conclusions	1	Sales Comparison Approach	43
General Information	2	Main Parcel (130.00 Acres; 5,662,800 SF)	43
Identification of Subject	2	Eight Mile Retail Area (5.00 Acres; 217,800 SF)	54
Valuation Highlights	2	Entire Parcel With Distribution User (135.00 Acres)	60
Sale History	4	Summary of Land Values	61
Pending Transactions	4	Reconciliation and Conclusion of Value	62
Purpose of the Appraisal	4	Exposure Time	62
Definition of Market Value	4	Marketing Period	62
Definition of Property Rights Appraised	5	Certification	63
Intended Use and User	5	Assumptions and Limiting Conditions	65
Applicable Requirements	5	Addenda	
Report Format	5	A. Appraiser Qualifications	
Prior Services	6	B. Property Information	
Scope of Work	6	C. Comparable Data	
Economic Analysis	7	Land Sales - Main Parcel	
Wayne County Area Analysis	7	Land Sales - Eight Mile Retail Area	
Surrounding Area Analysis	16		
Industrial Market Analysis	25		
Property Analysis	30		
Land Description and Analysis	30		
Real Estate Taxes	36		
Highest and Best Use	37		
Valuation	42		
Valuation Methodology	42		



Summary of Salient Facts and Conclusions

Property Name	Former State Fairground Land	
Address	1000 W Eight Mile Road Detroit, Wayne County, Michigan 48202	
Property Type	Vacant Land - Commercial	
Owner of Record	City of Detroit	
Tax ID	01009845.003	
Legal Description	E WOODWARD PT OF SECS 2 & 3 T1S R11E DESC AS COMM AT	
Land Area (Gross)	138.49 acres; 6,032,546 SF	
Land Area (Usable)	135.00 acres; 5,880,600 SF	
Zoning Designation	B4, General Business District	
Highest and Best Use - As if Vacant	Industrial use	
Highest and Best Use - As Improved	Demolition and redevelopment of the site	
Exposure Time; Marketing Period	12 months; 12 months	
Effective Date of the Appraisal	March 1, 2020	
Date of the Report	October 7, 2020	
Property Interest Appraised	Fee Simple	
Market Value Indications	Market Value	Market Value Assuming a Large Distribution User Included in a Prospective Development
Value of Primary Site	\$9,550,000	
Value of Eight Mile Retail Land	<u>\$1,500,000</u>	
Market Value Conclusion (Rounded)	\$11,050,000	\$10,000,000

The values reported above are subject to the definitions, assumptions, and limiting conditions set forth in the accompanying report of which this summary is a part. No party other than Detroit Economic Growth Corporation and other City of Detroit entities may use or rely on the information, opinions, and conclusions contained in the report. It is assumed that the users of the report have read the entire report, including all of the definitions, assumptions, and limiting conditions contained therein.

Extraordinary Assumptions and Hypothetical Conditions

The value conclusions are subject to the following extraordinary assumptions that may affect the assignment results. An extraordinary assumption is uncertain information accepted as fact. If the assumption is found to be false as of the effective date of the appraisal, we reserve the right to modify our value conclusions.

1. Building demolition costs are not contemplated, and may be applicable to the valuation; the costs may result in a corresponding reduction in value, and there may be contributory value for some of the improvements.
2. The environmental remediation costs were reported at \$1.5MM in 2012, thus may be higher at present.
3. The alternative valuation model assumes a large distribution warehouse user utilizing a large portion of the site.

General Information

Identification of Subject

The subject is a parcel of vacant land containing a usable area of approximately 135 acres. The property is zoned B4, General Business District; a zoning change is assumed to allow most industrial uses, excepting the most noxious. A legal description of the property as indicated by the Assessor appears below.

Property Identification	
Property Name	Former State Fairground Land
Address	1000 W Eight Mile Road Detroit, Michigan 48202
Tax ID	01009845.003
Owner of Record	City of Detroit
Legal Description	E WOODWARD PT OF SECS 2 & 3 T1S R11E DESC AS COMM AT NW COR SEC 2 TH S 01D 45M 13S E 33 FT TH N 88D 00M 34S E 1323.68 FT TO POB TH N 88D 00M 34S E 1249.15 FT TH S 31D 13M 25S E 169.96 FT TH S 44D 18M 21S E 110.43 FT TH S 31D 13M 25S E 2503.17 FT TH S 01D 15M 10S E 40.04 FT TH S 31D 13M 25S E 188.24 FT TH S 89D 09M 12S W 1405.91 FT TH S 88D 35M 20S W 1325.45 FT TH N 01D 45M 46S W 277.92 FT TH S 88D 35M 19S W 588.68 FT TH N 01D 24M 41S W 86.11 FT TH N 88D 07M 15S E 53.51 FT TH N 00D 27N 58S W 252.35 FT TH S 88D 43M 47S W 169.82 FT TH N 01D 16M 13S W 13.00 FT TH S 88D 23M 36S W 251.60 FT TH N 26D 36M 19S W 290.70 FT TH N 88D 20M 45S E 531.35 FT TH N 01D 37M 28S W 312.98 FT TH N 88D 39M 42S E 30.51 FT TH N 01D 37M 28S W 30.01 FT TH N 36D 16M 25S E 28.78 FT TH N 01D 37M 28S W 306.83 FT TH N 88D 22M 33S E 490.27 FT TH N 01D 41M 19S W 1008.14 FT TO POB 1/--- 6,032,546.00 SQFT SPLIT/COMBINED ON 03/06/2019 FROM 01009845

Valuation Highlights

- The subject represents a very large parcel, the largest we are aware of in the City, and is property that was utilized for decades as a large portion of the overall site of the Michigan State Fair.
- The subject is somewhat irregular in shape, and has approximately ¼ mile of frontage on Eight Mile Road (M-102), a divided, albeit highly accessible, eight lane highway, and is less than one mile west of I-75.
- The subject also includes approximately ½ mile of frontage along State Fair Avenue, a secondary roadway (which extends from Woodward to the Kelly Road, near the east City limits) along its southerly boundary



- The site also has approximately ½ mile of rail siding along its easterly boundary that includes four tracks along the southerly end, and five at the northerly end, with a switch yard located just north of Eight Mile in the city of Ferndale.
- A variety of uses have been proposed for the site, however, market area economics have been unable to support any of the proposed projects.
- Additional retail related projects along Woodward that were formerly part of the Fairgrounds have been in negotiation since at least 2013 remain in planning stages, with no new construction to date, also more likely attributable to market economic conditions.
- Due to its significant Eight Mile frontage, and the development of a large shopping center immediately to the west, retail use along this frontage is more likely, absent a large distribution user; a lack of progress on the Woodward frontage that was formerly part of the subject begs to the timing of such development.
- As a result of the lack of developmental progress in the immediate area, the subject more recently has been the topic of industrial development; while the site zoning and master plan do not permit such use currently, a rezoning of the site is likely. The significant rail siding, which most often accompanies industrial uses, which are evidenced throughout the immediate area, and beyond. According to the client, there is the significant prospect of a zoning change to industrial.
- An alternate valuation scenario contemplates a large distribution user consuming a substantial portion of the subject, which imputes significant truck traffic, with a large volume of freight turned over on a daily basis, which significantly reduces the option for retail use of the Eight Mile frontage, thus rendering the entire 135 acres as fully industrial use.
- The subject contains some improvements, which mostly consist of barns formerly used for State Fair events, and are generally disregarded. However, Joe Dumars Fieldhouse has leased two of the buildings for their training facility; in order to make the subject saleable, and to eliminate their lease, a cancellation fee is applicable in the valuation to clear the corresponding encumbrance on the property, to accommodate immediate development of the subject.
- The northwesterly portion of the site along Eight Mile and the rail siding has been rented, however, this agreement is terminable with 30 days' notice, thus has no impact on the valuation, but does provide interim cash flow during a marketing, or planning, period.
- An environmental report was reported to be prepared for the subject by Material Testing Corp. dated July 2012. A summary of the report indicated that there were remediation costs at that time of approximately \$1.5MM for asbestos removal, lead based paint removal, tank removal, and soils extraction. While we will reflect this amount, it is likely higher today.

Sale History

The most recent closed sale of the subject is summarized as follows:

Sale Date	April 29, 2019
Seller	State of Michigan
Buyer	City of Detroit
Sale Price	\$7,000,000
Recording Instrument Number	2019152271
Comments	The City put 50% down, with the balance to be paid when they ultimately sold the property; it is unknown whether any interest charges would be made by the State.

The transaction represents the acquisition by the client from the State. The price is below our market value conclusion due to the disposition by the State to remove from their books, and put the property in the hands of the local government for ultimate reuse. Additionally, the client/purchaser gained control of the property, and as typical will implement a development agreement as part of its repositioning efforts to ensure developmental progress on the site.

To the best of our knowledge, no sale or transfer of ownership has taken place within a three-year period prior to the effective appraisal date, although the purpose of the appraisal is to determine market pricing metrics for disposition via development agreement.

Pending Transactions

To the best of our knowledge, the property is not subject to an agreement of sale or an option to buy, nor is it listed for sale, as of the effective appraisal date.

Purpose of the Appraisal

The purpose of the appraisal is to develop an opinion of the market value of the fee simple interest in the property as of the effective date of the appraisal, March 1, 2020. As requested, we also estimate the market value assuming a large distribution user included in a prospective development of the fee simple interest, as of March 1, 2020. The date of the report is October 7, 2020. The appraisal is valid only as of the stated effective date or dates.

Definition of Market Value

Market value is defined 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 seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- Buyer and seller are typically motivated;
- Both parties are well informed or well advised, and acting in what they consider their own best interests;

- A reasonable time is allowed for exposure in the open market;
- Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.”

(Source: Code of Federal Regulations, Title 12, Chapter I, Part 34.42[g]; also Interagency Appraisal and Evaluation Guidelines, Federal Register, 75 FR 77449, December 10, 2010, page 77472)

Definition of Property Rights Appraised

Fee simple estate is defined as, “Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.”

Source: Appraisal Institute, The Dictionary of Real Estate Appraisal, 6th ed. (Chicago: Appraisal Institute, 2015)

Intended Use and User

The intended use of the appraisal is for property disposition purposes. The client is Detroit Economic Growth Corporation. The intended users are Detroit Economic Growth Corporation and other City of Detroit entities. The appraisal is not intended for any other use or user. No party or parties other than Detroit Economic Growth Corporation and other City of Detroit entities may use or rely on the information, opinions, and conclusions contained in this report.

Applicable Requirements

This appraisal is intended to conform to the requirements of the following:

- Uniform Standards of Professional Appraisal Practice (USPAP);
- Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute;
- Applicable state appraisal regulations.

Report Format

This report is prepared under the Appraisal Report option of Standards Rule 2-2(a) of USPAP. As USPAP gives appraisers the flexibility to vary the level of information in an Appraisal Report depending on the intended use and intended users of the appraisal, we adhere to the Integra Realty Resources internal standards for an Appraisal Report – Standard Format. This format summarizes the information analyzed, the appraisal methods employed, and the reasoning that supports the analyses, opinions, and conclusions.

Prior Services

USPAP requires appraisers to disclose to the client any other services they have provided in connection with the subject property in the prior three years, including valuation, consulting, property management, brokerage, or any other services. We have not performed any 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.

Scope of Work

To determine the appropriate scope of work for the assignment, we considered the intended use of the appraisal, the needs of the user, the complexity of the property, and other pertinent factors. Our concluded scope of work is described below.

Valuation Methodology

Appraisers usually consider the use of three approaches to value when developing a market value opinion for real property. These are the cost approach, sales comparison approach, and income capitalization approach. Use of the approaches in this assignment is summarized as follows:

Approaches to Value		
Approach	Applicability to Subject	Use in Assignment
Cost Approach	Not Applicable	Utilized
Sales Comparison Approach	Applicable	Utilized
Income Capitalization Approach	Not Applicable	Not Utilized

We use only the sales comparison approach in developing an opinion of value for the subject. This approach is applicable to the subject because there is an active market for similar properties, and sufficient sales data is available for analysis.

The cost approach is not applicable because there are no improvements that contribute value to the property, and the income approach is not applicable because the subject is not likely to generate rental income in its current state.

Research and Analysis

The type and extent of our research and analysis is detailed in individual sections of the report. This includes the steps we took to verify comparable sales, which are disclosed in the comparable sale profile sheets in the addenda to the report. Although we make an effort to confirm the arms-length nature of each sale with a party to the transaction, it is sometimes necessary to rely on secondary verification from sources deemed reliable.

Inspection

H. William Hansen, Jr., MAI, conducted an inspection of the property on March 1, 2020. Anthony Sanna, MAI, CRE, FRICS, also conducted an inspection of the site.

Economic Analysis

Wayne County Area Analysis

Wayne County is located in Michigan approximately 612 square miles in size and has a population density of 2,852 persons per square mile. Wayne County is part of the Detroit-Warren-Dearborn, MI Metropolitan Statistical Area, hereinafter called the Detroit MSA, as defined by the U.S. Office of Management and Budget.

Population

Wayne County has an estimated 2020 population of 1,745,849, which represents an average annual 0.4% decrease from the 2010 census of 1,820,584. Wayne County lost an average of 7,474 residents per year over the 2010-2020 period, and its downward trend in population contrasts with the State of Michigan which had a 0.1% average annual increase in population over this time.

Looking forward, Wayne County's population is projected to decrease at a 0.2% annual rate from 2020-2025, equivalent to the loss of an average of 3,505 residents per year. Wayne County's decline in population contrasts with Michigan, which is projected to increase at a 0.2% rate.

Population Trends

	Population			Compound Ann. % Chng	
	2010 Census	2020 Estimate	2025 Projection	2010 - 2020	2020 - 2025
Wayne County	1,820,584	1,745,849	1,728,324	-0.4%	-0.2%
State of Michigan	9,883,640	10,020,118	10,106,177	0.1%	0.2%

Source: EnviroNics Analytics

Employment

Total employment in Wayne County is currently estimated at 727,033 jobs. Between year-end 2008 and the present, employment rose by 16,680 jobs, equivalent to a 2.3% increase over the entire period. There were gains in employment in eight out of the past ten years despite the national economic downturn and slow recovery. Although Wayne County's employment rose over the last decade, it underperformed Michigan, which experienced an increase in employment of 9.4% or 374,722 jobs over this period.

A comparison of unemployment rates is another way of gauging an area's economic health. Over the past decade, the Wayne County unemployment rate has been consistently higher than that of Michigan, with an average unemployment rate of 10.0% in comparison to a 8.1% rate for Michigan. A higher unemployment rate is a negative indicator.

Recent data shows that the Wayne County unemployment rate is 5.0% in comparison to a 4.1% rate for Michigan, a negative sign that is consistent with the fact that Wayne County has underperformed Michigan in the rate of job growth over the past two years.

Employment Trends

Year	Total Employment (Year End)				Unemployment Rate (Ann. Avg.)	
	Wayne County	% Change	Michigan	% Change	Wayne County	Michigan
2008	710,353		3,991,756		9.3%	8.0%
2009	663,977	-6.5%	3,769,036	-5.6%	16.2%	13.7%
2010	666,295	0.3%	3,820,590	1.4%	15.5%	12.6%
2011	686,059	3.0%	3,914,219	2.5%	12.9%	10.4%
2012	697,329	1.6%	3,991,738	2.0%	11.7%	9.1%
2013	690,299	-1.0%	4,072,703	2.0%	11.5%	8.8%
2014	707,082	2.4%	4,155,638	2.0%	9.6%	7.3%
2015	709,750	0.4%	4,219,861	1.5%	6.9%	5.4%
2016	722,810	1.8%	4,283,497	1.5%	6.3%	5.0%
2017	725,591	0.4%	4,321,713	0.9%	5.4%	4.6%
2018*	727,033	0.2%	4,366,478	1.0%	5.2%	4.1%
Overall Change 2008-2018	16,680	2.3%	374,722	9.4%		
Avg Unemp. Rate 2008-2018					10.0%	8.1%
Unemployment Rate - December 2018					5.0%	4.1%

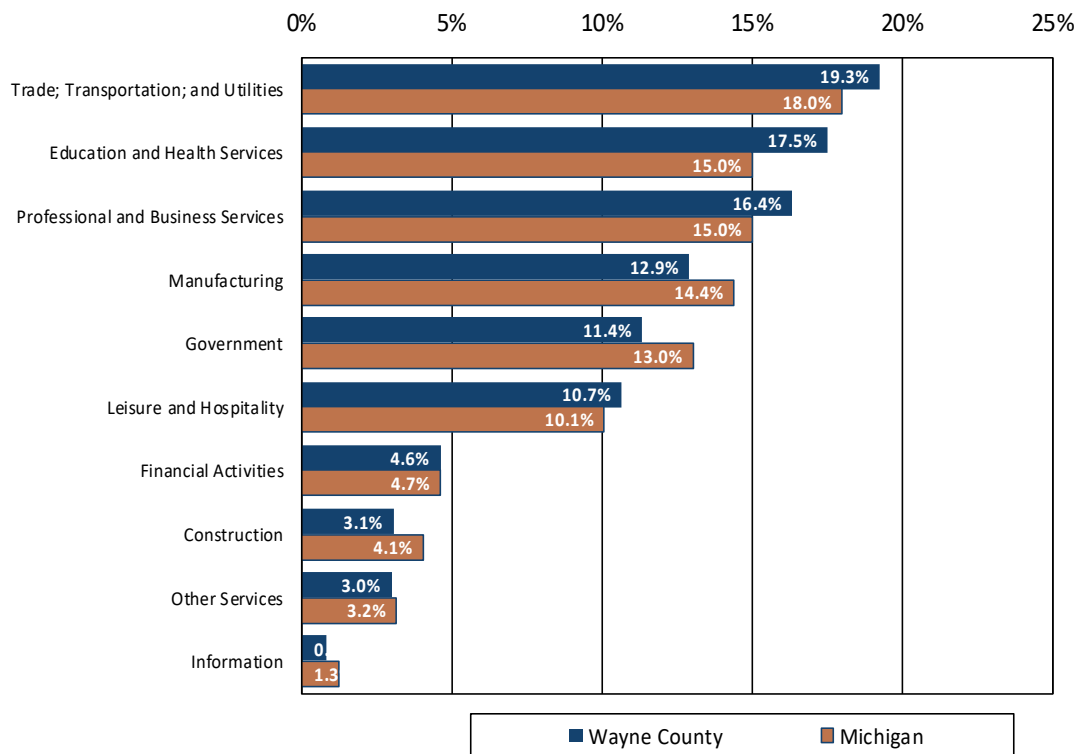
*Total employment data is as of September 2018; unemployment rate data reflects the average of 12 months of 2018.

Source: Bureau of Labor Statistics and Economy.com. Employment figures are from the Quarterly Census of Employment and Wages (QCEW). Unemployment rates are from the Current Population Survey (CPS). The figures are not seasonally adjusted.

Employment Sectors

The composition of the Wayne County job market is depicted in the following chart, along with that of Michigan. Total employment for both areas is broken down by major employment sector, and the sectors are ranked from largest to smallest based on the percentage of Wayne County jobs in each category.

Employment Sectors - 2018



Source: Bureau of Labor Statistics and Economy.com

Wayne County has greater concentrations than Michigan in the following employment sectors:

1. Trade; Transportation; and Utilities, representing 19.3% of Wayne County payroll employment compared to 18.0% for Michigan as a whole. This sector includes jobs in retail trade, wholesale trade, trucking, warehousing, and electric, gas, and water utilities.
2. Education and Health Services, representing 17.5% of Wayne County payroll employment compared to 15.0% for Michigan as a whole. This sector includes employment in public and private schools, colleges, hospitals, and social service agencies.
3. Professional and Business Services, representing 16.4% of Wayne County payroll employment compared to 15.0% for Michigan as a whole. This sector includes legal, accounting, and engineering firms, as well as management of holding companies.
4. Leisure and Hospitality, representing 10.7% of Wayne County payroll employment compared to 10.1% for Michigan as a whole. This sector includes employment in hotels, restaurants, recreation facilities, and arts and cultural institutions.

Wayne County is underrepresented in the following sectors:

1. Manufacturing, representing 12.9% of Wayne County payroll employment compared to 14.4%

- for Michigan as a whole. This sector includes all establishments engaged in the manufacturing of durable and nondurable goods.
2. Government, representing 11.4% of Wayne County payroll employment compared to 13.0% for Michigan as a whole. This sector includes employment in local, state, and federal government agencies.
 3. Construction, representing 3.1% of Wayne County payroll employment compared to 4.1% for Michigan as a whole. This sector includes construction of buildings, roads, and utility systems.
 4. Other Services, representing 3.0% of Wayne County payroll employment compared to 3.2% for Michigan as a whole. This sector includes establishments that do not fall within other defined categories, such as private households, churches, and laundry and dry cleaning establishments.

Major Employers

Major employers in Wayne County (excluding Detroit, Hamtramck and Highland Park) are shown in the following table.

Wayne County (excluding Detroit, Hamtramck & Highland Park) - Largest Employers		
Company	Employees	Industry
Ford Motor Company	41,020	Automotive manufacturer
Beaumont Health	8,905	Health care
Trinity Health Michigan	5,464	Health care
Henry Ford Health System	4,429	Health care
Dearborn Public Schools	1,984	Education
U.S. Government	1,939	Government
ZF North America Inc.	1,927	Automotive supplier
U.S. Steel - Great Lakes Works	1,895	Steel manufacturer
AAA Michigan	1,879	Insurance/Travel/Road Assistance
Plymouth-Canton Schools	1,824	Education
FCA US LLC (Fiat-Chrysler)	1,811	Automotive manufacturer
General Motors	1,740	Automotive manufacturer
U.S. Postal Service	1,600	Postal service

Source: *Crain's Detroit Business* (July 2019)

The following chart includes major employers located in the City of Detroit, as well as Hamtramck and Highland Park.

City of Detroit - Largest Employers		
Company	Employees	Industry
Rock Ventures/Quicken Loans	17,887	Real Estate/Finance
Henry Ford Health System	11,784	Health care
City of Detroit	9,749	Government
Detroit Medical Center	8,683	Health care
U.S. Government	6,352	Government
Wayne State University	5,913	Education
Detroit Public Schools Community District	5,850	Education
Blue Cross/Blue Shield of Michigan	5,577	Health care insurance
Ilitch Companies	5,340	Food/Sports/Entertainment
FCA US LLC (Fiat-Chrysler)	5,157	Automotive manufacturer
General Motors Co.	4,583	Automotive manufacturer
DTE Energy Company	4,359	Utilities
State of Michigan	3,722	Government
Ascension Michigan	3,015	Health care
U.S. Postal Service	2,800	Postal service
MGM Grand Detroit LLC	2,367	Casino/Hotel

Source: *Crain's Detroit Business* (July 2019)

Gross Domestic Product

Gross Domestic Product (GDP) is a measure of economic activity based on the total value of goods and services produced in a defined geographic area. Although GDP figures are not available at the county level, data reported for the Detroit MSA is considered meaningful when compared to the nation overall, as Wayne County is part of the MSA and subject to its influence.

Economic growth, as measured by annual changes in GDP, has been similar in the Detroit MSA and the United States overall during the past eight years. The Detroit MSA has grown at a 2.2% average annual rate while the United States has grown at a 2.1% rate. As the national economy improves, the Detroit MSA has recently performed better than the United States. GDP for the Detroit MSA rose by 2.7% in 2017 while the United States GDP rose by 2.2%.

The Detroit MSA has a per capita GDP of \$52,879, which is 5% less than the United States GDP of \$55,418. This means that Detroit MSA industries and employers are adding relatively less value to the economy than their counterparts in the United States overall.

Gross Domestic Product

Year	(\$ Mil)		(\$ Mil)	
	Detroit MSA	% Change	United States	% Change
2010	196,263		15,598,753	
2011	203,896	3.9%	15,840,664	1.6%
2012	208,204	2.1%	16,197,007	2.2%
2013	209,372	0.6%	16,495,369	1.8%
2014	213,422	1.9%	16,899,831	2.5%
2015	218,528	2.4%	17,386,700	2.9%
2016	222,087	1.6%	17,659,187	1.6%
2017	228,069	2.7%	18,050,693	2.2%
Compound % Chg (2010-2017)		2.2%		2.1%
GDP Per Capita 2017	\$52,879		\$55,418	

Source: Bureau of Economic Analysis and Economy.com; data released September 2018. The release of state and local GDP data has a longer lag time than national data. The data represents inflation-adjusted "real" GDP stated in 2009 dollars.

Household Income

Wayne County has a considerably lower level of household income than Michigan. Median household income for Wayne County is \$49,005, which is 18.4% less than the corresponding figure for Michigan.

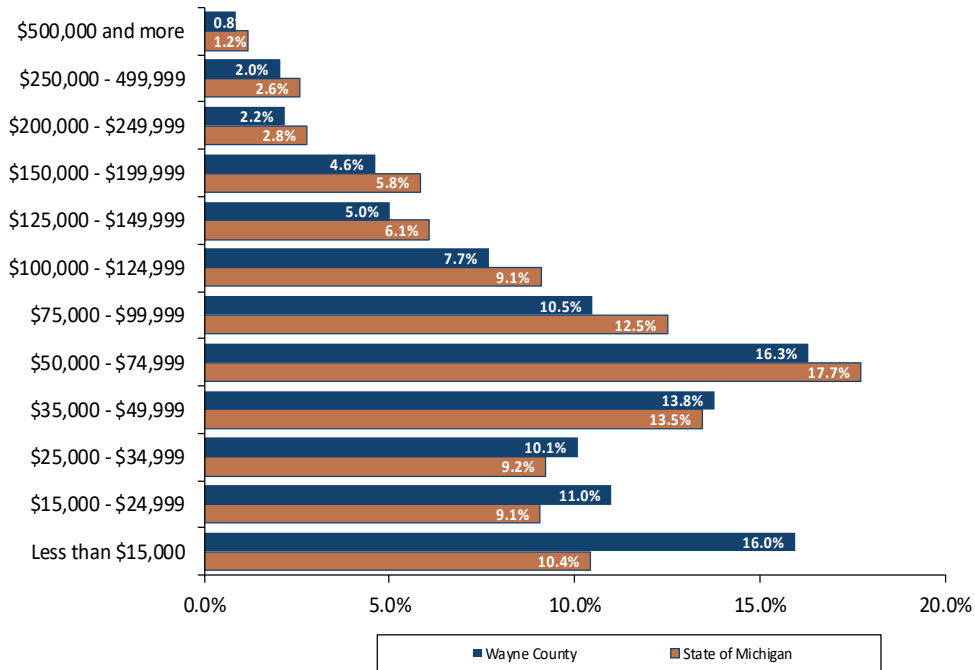
Median Household Income - 2020

	Median
Wayne County	\$49,005
State of Michigan	\$60,055
Comparison of Wayne County to State of Michigan	- 18.4%

Source: Environics Analytics

The following chart shows the distribution of households across twelve income levels. Wayne County has a greater concentration of households in the lower income levels than Michigan. Specifically, 37% of Wayne County households are below the \$35,000 level in household income as compared to 29% of Michigan households. A lesser concentration of households is apparent in the higher income levels, as 33% of Wayne County households are at the \$75,000 or greater levels in household income versus 40% of Michigan households.

Household Income Distribution - 2020



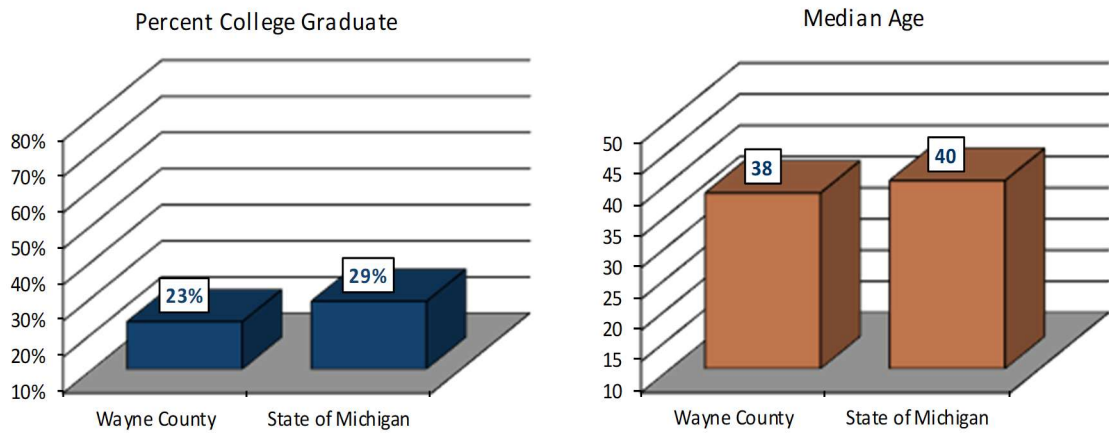
Source: Environics Analytics

Education and Age

Residents of Wayne County have a lower level of educational attainment than those of Michigan. An estimated 23% of Wayne County residents are college graduates with four-year degrees, versus 29% of Michigan residents. People in Wayne County are younger than their Michigan counterparts. The median age for Wayne County is 38 years, while the median age for Michigan is 40 years.



Education & Age - 2020



Source: Environics Analytics

Conclusion

The Wayne County economy will struggle with a flat to declining population base and lower income and education levels. Wayne County experienced growth in the number of jobs over the past decade, and it is reasonable to assume that employment growth will occur in the future. Moreover, Wayne County benefits from being part of the Detroit MSA, which has exhibited a higher rate of GDP growth than the nation overall. We anticipate that the Wayne County economy will improve and employment will grow, strengthening the demand for real estate.



Area Map



Surrounding Area Analysis

Location

The subject is located at the southeast quadrant of Eight Mile and Woodward, opposite the City of Ferndale to the north, in the State Fair market area of Detroit. Following is an excerpt from the prevailing 2008 Detroit Master Plan for Cluster 1, which is part of the overall subject planning area:

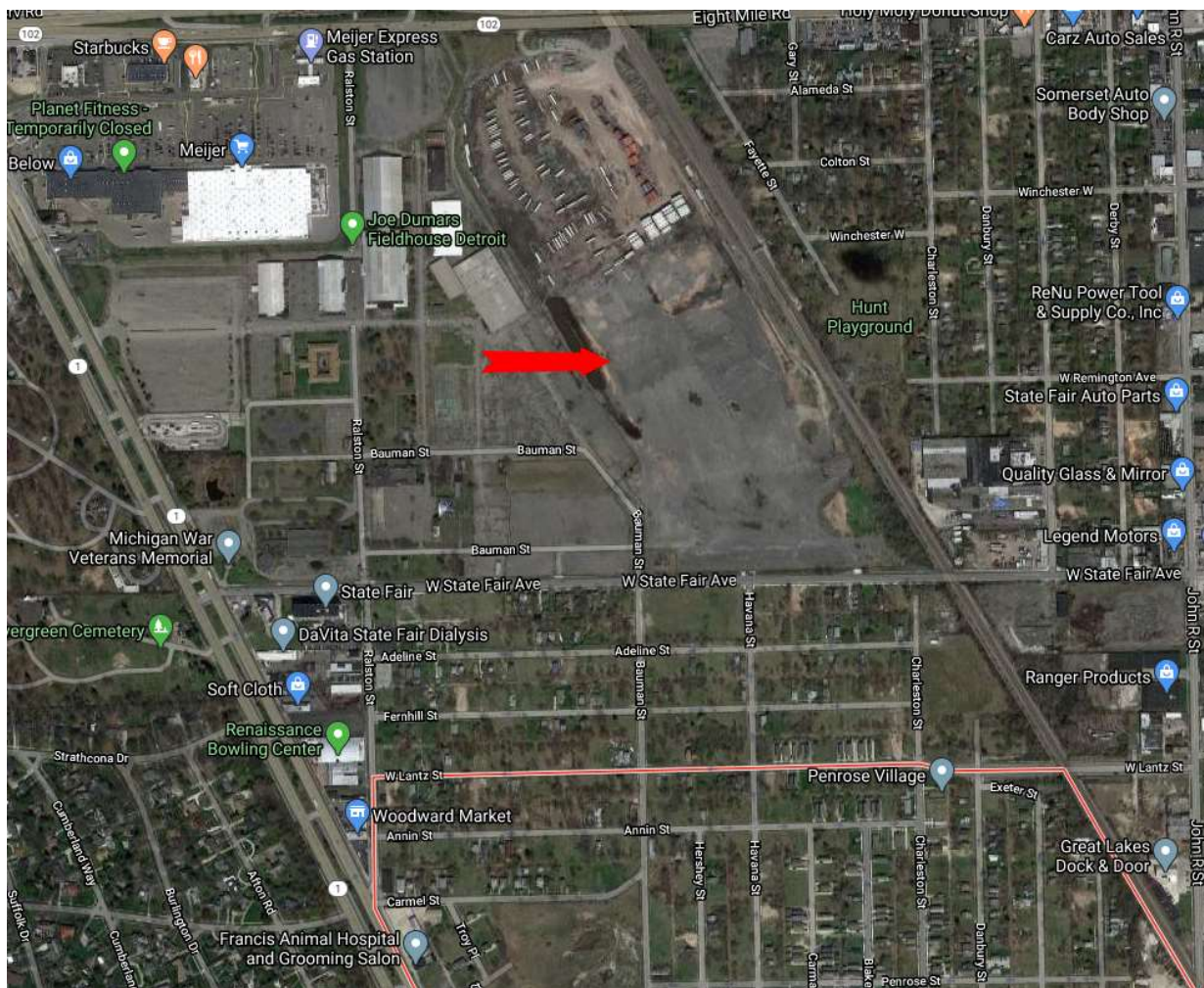
“State Fair is generally bounded by Eight Mile to the north, the Highland Park city limits to the south, the Canadian National Railroad to the east, and Woodward to the west. The Michigan State Fairgrounds occupies one-fourth of the area’s acreage.

Losing almost a quarter of its population between 1990 and 2000, State Fair has experienced one of the highest rates of population loss in the City. Accompanying the loss in population, State Fair lost more than twenty percent of its housing units between 1990 and 2000. The amount of vacant land creates considerable opportunity for reinvestment.

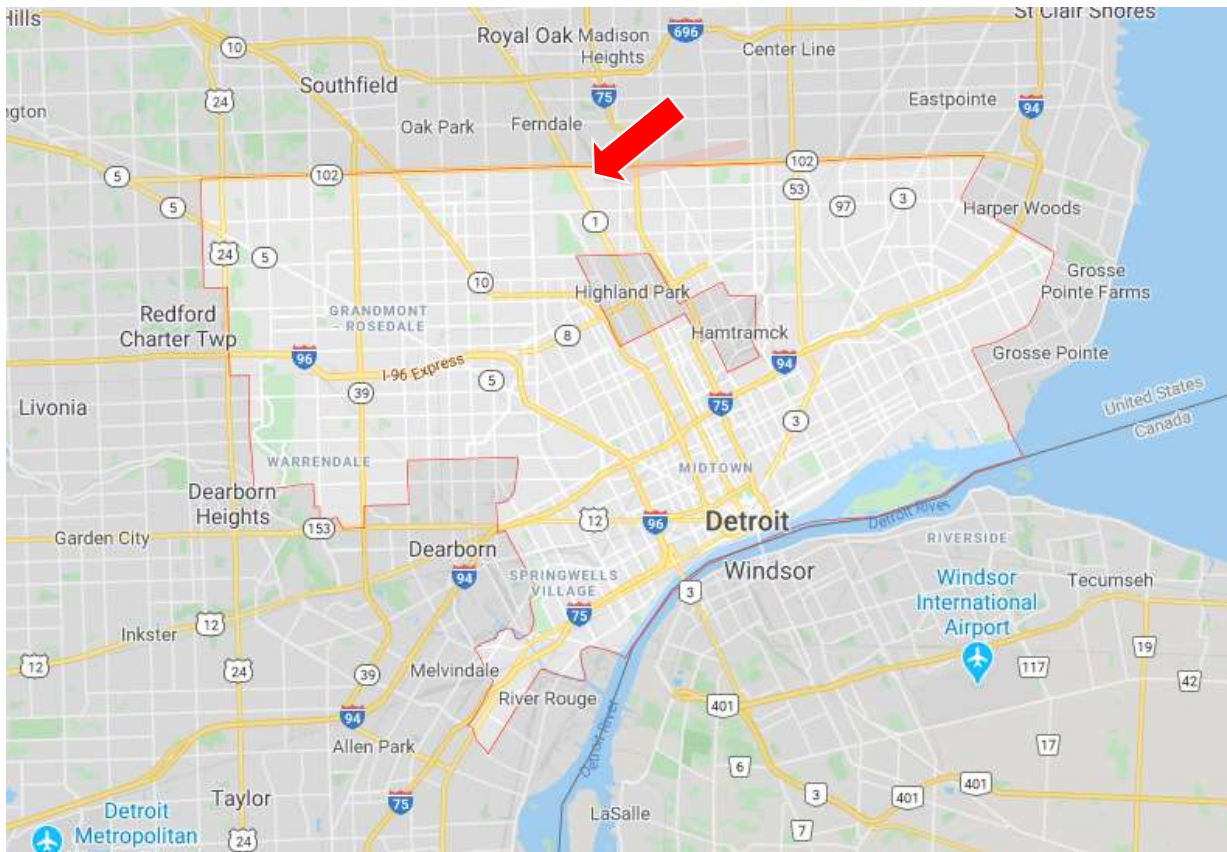
Approximately one-fourth of all residents in State Fair are foreign born, and more than eighty percent of those foreign-born residents hail from the Middle East. Over one third of State Fair residents are under the age of 19. More than fifty percent of State Fair adults have completed high school, and less than ten percent of adults have earned a college degree. State Fair contains one of the highest concentrations of low-income households in the City. Forty-four percent of households earn less than \$15,000 per year.”

In discussions with market participants in the area, the residential loss has been further extended since the Master Plan was published in 2008, and the Middle Easterners referenced in the Master Plan have all but left the area, sparing a remaining few, which has led to further degradation of the neighborhood, which is also evidenced by the proliferation of vacant residential land in the immediate area. The amount of green space indicated to the south and east of the subject on the map below indicate a significant number of demolitions of single family dwellings in the immediate market area, hence the overall depression of the nearby neighborhood.

The Penrose Village development, which consists of 36 homes constructed in 2006 and 2013 is also marked on the map. According to the website for the project, there are currently vacancies, although specifics were unavailable.



The City of Detroit is bounded by the following communities: Southfield, Oak Park, Ferndale (immediately north opposite Eight Mile), Warren and Eastpointe to the north; Grosse Pointe (GP), GP Shores, GP Farms, GP Woods, and GP Park to the east; Dearborn, Melvindale, Lincoln Park, and River Rouge to the south; and Redford Township, Dearborn Heights and Dearborn to the west. Detroit is bounded to the east and south by the Detroit River. Canada and the City of Windsor lie on the south-east side of the Detroit River. Access between Detroit and Windsor is provided by the Ambassador Bridge and the underground Detroit-Windsor Tunnel.



The City of Detroit is situated in Southeastern Michigan and is viewed as the focus of the Detroit Metropolitan Statistical Area (MSA). The City of Detroit is located within the northeastern portion of Wayne County. The City of Detroit contains 139 square miles and is the largest community in the state. Although the population in Detroit has declined significantly in recent decades, the current population of approximately 700,000 residents remains substantially larger than the next closest community of Grand Rapids with roughly 200,000 residents.

Access and Linkages

The City of Detroit benefits from convenient access to several interstate and regional expressways. These include I-96, I-75, I-94, the Lodge (M-10), and the Southfield (M-39) Freeways. These highways provide high-speed travel to major urban centers such as Port Huron to the northeast, Flint to the north, Lansing, Grand Rapids, Kalamazoo, and Ann Arbor to the west, and Toledo, Ohio, to the south.

A number of major surface roads serve Detroit including Telegraph Road (US-24), Oakman Boulevard, Woodward Avenue (M-1), Grand River Avenue (M-5), Gratiot Avenue (M-3), Michigan Avenue (US-12) and Jefferson Avenue. Detroit was laid out on a 'hub' basis, thus many major roadways emanate from the central business district and connect with surrounding communities. Although physically separate by the Detroit River, the City Detroit is connected to Windsor, Canada, via an underground tunnel and the Ambassador Bridge. A second international bridge (Gordie Howe) is currently under construction between Detroit and Windsor, Ontario, Canada.

The subject location along 8 Mile provides access to I-75, with an interchange located less than one mile to the east; interchanges to I-696, and I-94, to the north, and south, respectively, are less than five minutes from the Eight Mile interchange. The Southfield and Lodge Freeways are also accessible via Eight Mile to the west of the subject, and via the Davison Freeway, three miles to the south, which terminates at I-96. The proximity to area freeways from the subject is considered very good.

Public transportation is provided by the Detroit Department of Transportation (DDOT) and provides access throughout Detroit. DDOT has a permanent bus stops in the CBD including the Rosa Parks Transit Center, which serves as the central hub for the DDOT bus system. Connections to suburban routes are available at the Detroit perimeter routes, which include along both Eight Mile and Woodward, providing residents of the immediate area access to additional retail and commercial facilities.

The People Mover is an elevated monorail transportation system that travels in a loop throughout the downtown area with stops at major destinations such as Greektown, the GM Renaissance Place, Cobo Hall, the Financial District, and Grand Circus Park. Additional transportation along a limited portion of Woodward Avenue (M-1) is provided by the QLine (named due to a sponsorship agreement with Quicken Loans). This surface-street system opened in 2017 and provides 24-hour service between the CBD and the New Center area, located near the intersection of West Grand Boulevard.

Train services are provided by Amtrak and nearby stations are found in Ann Arbor, Birmingham, Dearborn, Detroit, Pontiac and Royal Oak. The Detroit Metropolitan-Wayne County International Airport (DTW) is the largest airport in the state and is the primary location for national and international airline service for passengers and freight for this region. Detroit Metro Airport is situated in the City of Romulus in Wayne County, thus approximately 10 miles southwest of Detroit.

Rail freight is accommodated along multiple lines, including that located adjacent to the property at the east end of the site. There are four pairs of tracks along the southerly portion of the subject, expanding to five at the north end; a rail switching yard is located less than ¼ mile north of Eight Mile in Ferndale.

Demand Generators

Wayne County has a solid employment base supported by various international, national, and local companies. Significant employment in SE Michigan is related to the auto industry with various administrative, research/design, and manufacturing facilities located throughout the region. Several large auto-related facilities are located in the City of Detroit, as well as in other communities throughout Wayne County. In addition to the administrative headquarters (Renaissance Center) for General Motors located in Downtown Detroit, Ford's world headquarters are located in Dearborn (Wayne County), the Fiat-Chrysler Technology Center is located in Auburn Hills (Oakland County), and the GM Tech Center is located in Warren (Macomb County).

The City of Detroit is considered the economic foundation for Southeast Michigan and contains a varied mix of residential development, commercial buildings, industrial facilities, institutional/public properties, and entertainment/sports facilities. The Detroit CBD contains one of the region's largest concentrations of office space and remains a major economic marketplace. The greater CBD area is

also home to the world headquarters of the General Motors Corporation, Quicken Loans, three casino and entertainment venues with hotels, and various sports, arts and entertainment venues. A variety of national companies have relocated to downtown Detroit in recent years, thus have contributed to the economic resurgence of this submarket.

A major catalyst for the City's economic restoration has been Quicken Loans and Dan Gilbert, its founder and CEO. Quicken Loans relocated its headquarters and 1,700 employees to the Detroit CBD in 2010 and has led to its revitalization. Detroit-based Rock Ventures is the corporate umbrella company that connects Dan Gilbert's portfolio of more than 100 companies including Quicken Loans, and Bedrock Real Estate Services, and also includes the NBA Cleveland Cavaliers. Gilbert-related entities control over 90 buildings (office, retail, parking, etc.) and approximately 15 million square feet in the greater downtown area. Published reports indicate Gilbert's business empire has brought more than 14,000 employees into the City of Detroit in the past decade. In addition to businesses directly tied to Quicken Loans, Gilbert has been the leader in promoting Detroit as a hub for "start-up" companies, local businesses, and emerging technologies. New companies developing in or relocating to Detroit have largely absorbed much of the available office space in the CBD submarket.

Little Caesars Arena (LCA) is a \$450 million multi sports and entertainment facility that opened in 2017; it is located along the west side of Woodward Avenue just north of the I-75 Freeway and the Detroit CBD. The arena was constructed by the Ilitch Family through its business conglomerates (Little Caesars Pizza, Olympia Entertainment, Olympia Development, and Ilitch Holdings, Inc), which have proposed the redevelopment of five abutting neighborhoods located along the north end of the CBD and just south of the Midtown District; LCA is the focal point of this larger 50-block urban redevelopment project known as District Detroit. The master plan for District Detroit includes a varied mix of residential buildings (primarily apartments and condominiums), businesses, restaurants, parks, bars, hotels, parking, and entertainment venues. The goal is to create a contiguous, walkable urban area offering housing, recreation, employment, sporting events, night life, and other public amenities. Several parking garages and surface parking lots are also situated throughout the District to serve patrons of LCA, university students, local residents, and visitors to surrounding properties.

Detroit's CBD includes a significant inventory of multi-tenant office buildings along with supporting businesses such as restaurants, banking centers, stores, bars, and service establishments. The downtown area also includes various entertainment venues including the Fox Theater, Detroit Opera House, Fisher Theater, and Detroit Music Hall, as well as a varied mix of comedy clubs, art galleries, community theaters, river walk, and historic markets. Las Vegas-style gaming and related dining, entertainment, and lodging are available at the Motor City, Greektown, and MGM Casinos located in, and abutting, the CBD.

Increased development is also occurring along E. Jefferson Avenue and the Detroit Riverfront, in the Rivertown area, which is adjacent to the CBD to the east. Many of the older vacant or under-utilized industrial facilities in this area are being retrofitted, or razed and redeveloped, with high density residential uses, commercial buildings, and public recreational amenities (parks, waterfront walkway, and other community features). New development is also occurring in the New Center area and near Wayne State University, which are neighborhoods situated just north of Midtown.

The Corktown District situated just west of the CBD along Michigan Avenue, is also experiencing substantial new development activity. The Ford Motor Company recently acquired the long-vacant Michigan Central (Train) Depot and has begun a comprehensive/multi-phase conversion of this historic 18-story, 500,000 SF building into a state-of-the-art technology campus for electric and self-driving vehicles. In addition to bring 5,000 Ford employees to this campus, various other related businesses are expected to open or expand facilities in this area. In addition to the rehabilitation of the vacant train depot, Ford also plans to construct new buildings on adjacent sites. There has been significant acquisition and redevelopment activity in Corktown and surrounding neighborhoods to support new businesses, housing, and related enterprises. Further, the site of the former Tiger Stadium has been redeveloped with a new youth baseball field, and offices for the Detroit Police Athletic League; new residential condominiums and apartments have been constructed around the perimeter of this facility.

Other major employers in greater downtown Detroit include retail, education, health care, and government. Furthermore, additional employment opportunities are easily reached in surrounding areas given Wayne County's location in SE Michigan and convenient access to the local and national freeway system. Additional employment centers are located in Ann Arbor to the west, Lansing to the northwest, Flint/Saginaw to the north, Port Huron to the northeast, and Toledo, Ohio to the south.

Services and Amenities

The City of Detroit offers a varied mix of restaurants, bars/night clubs, theaters, music venues, museums, and public parks. Sports facilities in Detroit include Ford Field, home to the Lions (NFL), Comerica Park, home to the Tigers (MLB), and Little Caesars Arena (LCA), home of both the Red Wings (NHL) and Pistons (NBA). These facilities also host numerous concerts and other special events.

The greater downtown area includes several music and entertainment facilities (Orchestra Hall, Fox Theatre, Gem Theater, etc.), cultural attractions (Detroit Institute of Arts, Michigan Science Center, Motown Museums, etc.), and the casinos offer Las Vegas-style gaming, hotels, and restaurants. Downtown Detroit also includes various public and gathering spaces such as Campus Martius Park, Beacon Park, Detroit RiverWalk, and Hart Plaza.

Public education in the City of Detroit is provided by the Detroit Community School District, as well as a variety of private and charter schools. In regard to higher education, Wayne State University (WSU), University of Detroit-Mercy, College for Creative Studies, and Wayne County Community College have campuses located in Detroit. Along with WSU, the Detroit Institute of Arts, the main Detroit Public Library, and the Detroit Science Center are located in the University-Cultural Center neighborhood.

Comprehensive health care services are available at the Detroit Medical Center (DMC) located in Detroit's Medical Center area, located easterly of Woodward Avenue, between Warren Avenue and Mack Avenue. Medical facilities on the DMC campus include Detroit Receiving Hospital, Children's Hospital, Hutzel Women's Hospital, Cardiovascular Institute (Heart Hospital), and the Rehabilitation Institute of Michigan; just north of the DMC campus is the US Veteran's Administration Hospital. Other medical facilities in Detroit include Sinai-Grace Hospital, Henry Ford Hospital, and Ascension St. John Hospital. Various specialty medical centers and out-patient facilities are located throughout this portion of Wayne County.

Public safety within Detroit is provided by the municipality's own police and fire departments, as well as Homeland Security and Emergency Management division. Other city departments include elections, finance, health and wellness, housing and revitalization, municipal parking, recreation, transportation, water, and youth services. Various public and non-profit agencies oversee economic development in the city and in specific neighborhoods such as Downtown and Midtown, as well local business, resident and trade organizations. Additional programs and assistance are provided by Wayne County, as well as various religious and non-profit organizations.

Recreational land uses in this area include various parks (city and regional), golf courses, sports fields, and biking/walking trails. Various cultural and community amenities such as museums, farmers' markets, galleries, activity centers, and theaters are present throughout this region. The MGM Grand, Greektown, and Motor City casinos are all situated within the greater downtown area. As the City of Detroit contains substantial frontage along the Detroit River, various waterfront parks, marinas, and similar features are present along the shoreline.

The overall economic decline of the City of Detroit in recent decades resulted in a shrinking population, resulting in fewer shops, stores, and service establishments for local residents. As a result of the decline, Detroit residents have traveled to surrounding communities to access regional shopping malls and larger commercial developments. Small strip centers and free-standing commercial buildings are located along major roadways in Detroit neighborhoods, but tend to include locally owned stores and businesses.

Land Use

The subject is located along the northerly boundary of Detroit, along the Eight Mile corridor, near Woodward Avenue. The market area is comprised of a varied mix of residential uses to the south and east, and commercial uses along primary roadways. Businesses supporting nearby residents include a variety of restaurants, bars, shops, convenience stores, and service establishments (dry cleaners, hair salons, copy centers, etc.) along Eight Mile, with additional significant presence along Woodward to the north in Ferndale.

Due to the adjacency to a primary rail trunk line, there is significant industrial development along this line to the north and south, which is typical.

Residents in the immediate neighborhood have above-average access to stores and services, due to the presence of the Meijer store constructed in 2013 adjacent to the subject to the west, as well as proximity to suburban options along both Woodward and Eight Mile. Meijer has plans for a smaller format store along East Jefferson Avenue.

Subject's Immediate Surroundings

North	Commercial uses along Eight Mile, with industrial adjacent to the rail trunk
South	Mid-rise apartment building, with single family residential; there is a proliferation of vacant residential lots
East	High capacity rail siding along the entire site, with three single family homes adjacent to rail, and a City park that is closed.
West	Meijer anchored retail development along Eight Mile, with land to be developed with retail and commercial use, and a bus transfer station along Woodward; cemetery located opposite Woodward

Summary

Downtown Detroit has experienced significant development activity in the past 10 years and this trend is expected to continue. The subject is in an area that had seen the 2013 development of the adjacent Meijer anchored shopping center. Additional retail and a movie theater planned on the sites along Woodward to the west of the subject has been under negotiation since 2013 with Magic Johnson and partners (Magic Plus LLC), but has yet to come to fruition. Additionally, there have been a number of proposals for redevelopment for the subject (which ceased operating as the site of the Michigan State Fair in 2009), for a variety of mixed residential and commercial developments, however, were unable to gain traction.

The subject location provides convenient access with significant frontage along Eight Mile, providing convenient access to the interstate freeway system, which provide connections to Flint and Saginaw to the north, Port Huron to the northeast, Lansing and Ann Arbor to the west, and Toledo, Ohio to the south. The subject is adjacent to a primary rail line, thus exhibiting industrial overtones, and likely availability of rail service, although the tracks are well above the current site grade.

The City of Detroit remains the economic and entertainment focal point of SE Michigan and serves as a major international crossing with Canada. The subject has close proximity to Woodward Avenue and provides additional route options for the subject, via State Fair at the south end of the site.

Surrounding Area Map



Industrial Market Analysis

Given prevailing land use patterns and the subject's recent proposed use, a likely use of the property is for industrial development. As such, the following market analysis is presented.

Metro Area Overview

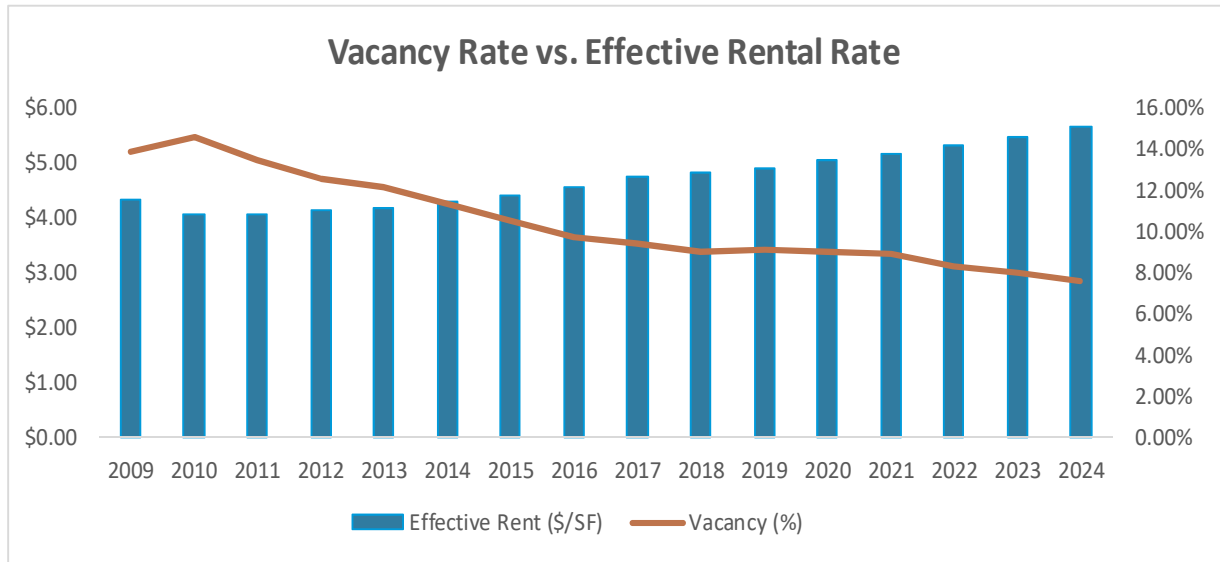
The subject is located in the Detroit metro area as defined by REIS. Supply and demand indicators, including inventory levels, absorption, vacancy, and rental rates for multi-tenant properties of 25,000 SF and greater are presented in the ensuing table.

Detroit Industrial Market Trends and Forecasts

Year	Inventory (SF)	Occupied (SF)	Vacancy (SF)	Vacancy (%)	Completions (SF)	Absorption (SF)	Effective Rent (\$/SF)	Effective Rental Rate (% Change)	Gross Revenue (\$/SF)	% Industrial Employment
2009	297,631,000	256,260,000	41,371,000	13.90%	155,000	-4,032,000	\$4.31	-8.50%	\$4.06	16.07%
2010	297,916,000	254,420,000	43,496,000	14.60%	285,000	-1,840,000	\$4.07	-5.60%	\$3.84	16.52%
2011	298,156,000	257,905,000	40,251,000	13.50%	240,000	3,485,000	\$4.06	-0.20%	\$3.86	17.15%
2012	298,221,000	260,645,000	37,576,000	12.60%	65,000	2,740,000	\$4.15	2.20%	\$3.95	17.53%
2013	298,629,000	262,196,000	36,433,000	12.20%	408,000	1,551,000	\$4.18	0.70%	\$3.99	17.70%
2014	299,079,000	265,283,000	33,796,000	11.30%	450,000	3,087,000	\$4.30	2.90%	\$4.14	18.01%
2015	299,429,000	267,989,000	31,440,000	10.50%	350,000	2,706,000	\$4.41	2.60%	\$4.28	17.99%
2016	299,629,000	270,565,000	29,064,000	9.70%	200,000	2,576,000	\$4.56	3.40%	\$4.44	18.03%
2017	301,725,000	273,363,000	28,362,000	9.40%	2,096,000	2,798,000	\$4.74	3.90%	\$4.62	18.06%
2018	303,713,000	276,379,000	27,334,000	9.00%	1,988,000	3,016,000	\$4.84	2.10%	\$4.73	18.24%
2019	304,547,000	276,833,000	27,714,000	9.10%	834,000	454,000	\$4.91	1.40%	\$4.80	17.94%
2020	306,296,000	278,423,000	27,873,000	9.00%	1,749,000	1,590,000	\$5.06	3.10%	\$4.91	17.83%
2021	308,151,000	281,342,000	26,809,000	8.90%	1,855,000	2,919,000	\$5.18	2.40%	\$5.08	17.68%
2022	309,789,000	285,625,000	24,164,000	8.30%	1,638,000	4,283,000	\$5.32	2.70%	\$5.26	17.44%
2023	311,564,000	287,574,000	23,990,000	8.00%	1,775,000	1,949,000	\$5.47	2.80%	\$5.42	17.22%
2024	313,285,000	290,728,000	22,557,000	7.60%	1,721,000	3,154,000	\$5.67	3.70%	\$5.61	17.02%
2009 - 2019 Average	299,879,545	265,621,636	34,257,909	11.44%	642,818	1,503,727	\$4.41	0.45%	\$4.25	17.57%

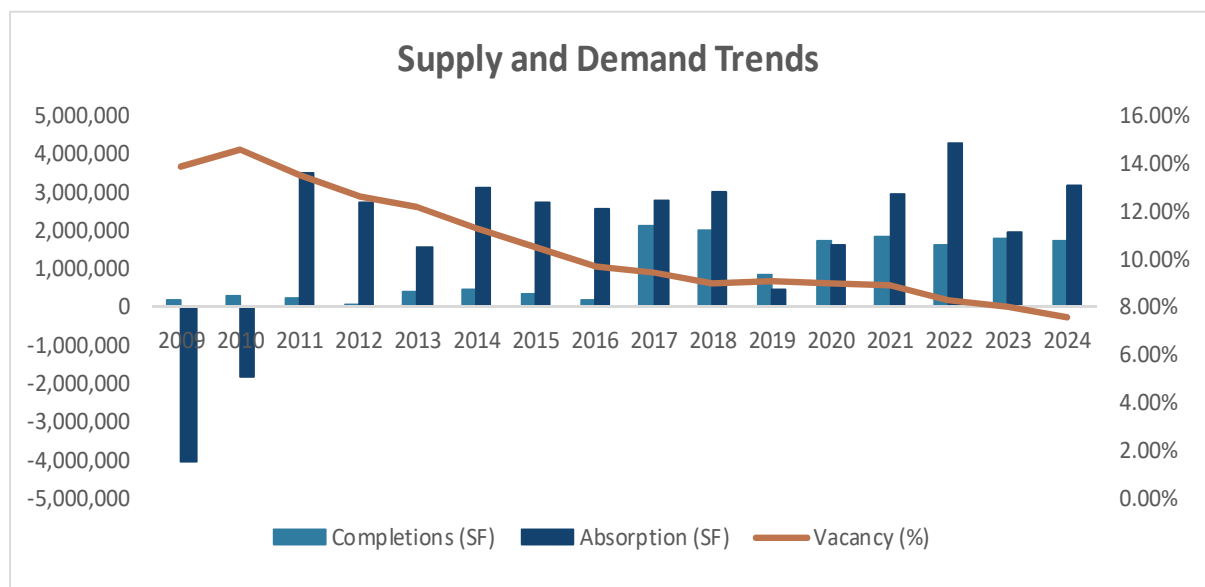
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Detroit Metro Trends and Insights



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- The current vacancy rate in the metro area is 9.1%; the vacancy rate has decreased by 220 bps from 2014.
- Four-year forecasts project a 7.6% vacancy rate in the metro area, representing a decrease of 150 bps by year end 2024.
- Effective rent averages \$4.91/SF in the metro area; future rent values are expected to increase by 15.5% to \$5.67/SF by year end 2024.>



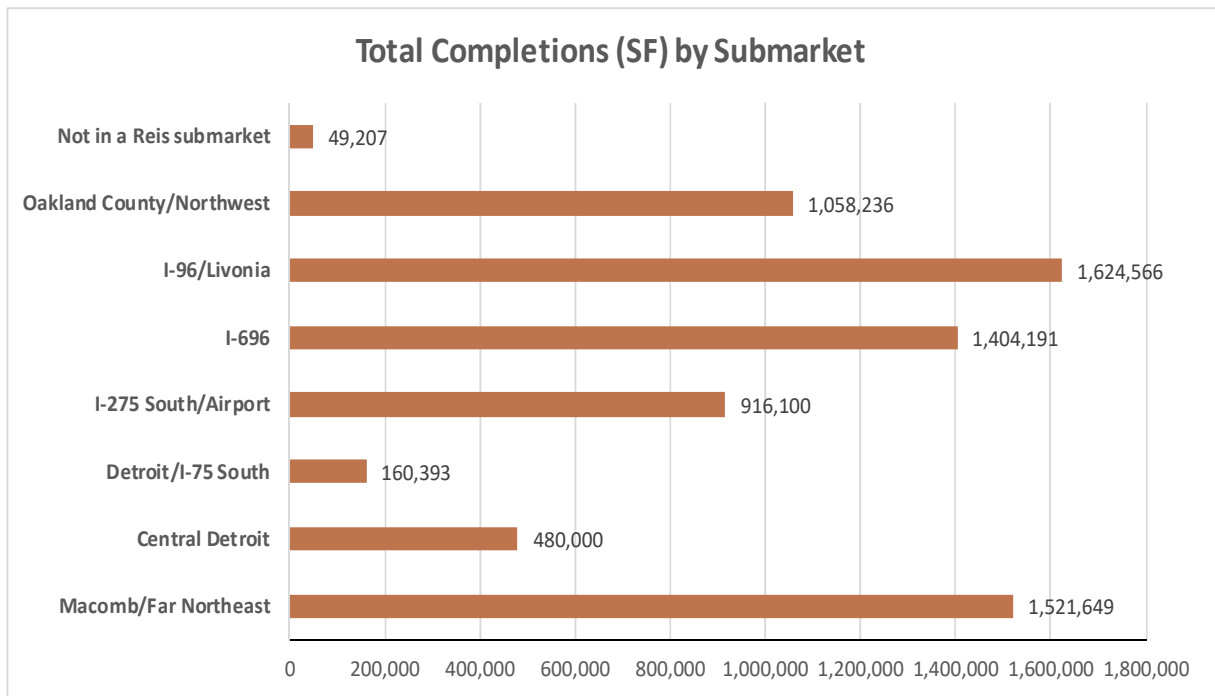
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- Inventory in the metro has increased by 1.8% from 2014, while the occupied stock has increased by 4.4%.
- Between 2014 and 2019, completions have averaged 986,333 SF annually and reached a peak of 2,096,000 SF in 2017.
- Between 2014 and 2019, absorption figures reached a peak of 3,087,000 SF in 2014 and a low of 454,000 SF in 2019.
- 17.9% of the labor force in the metro area work in industrial properties and this employment rate has decreased by 0.1% between 2014 and 2019.

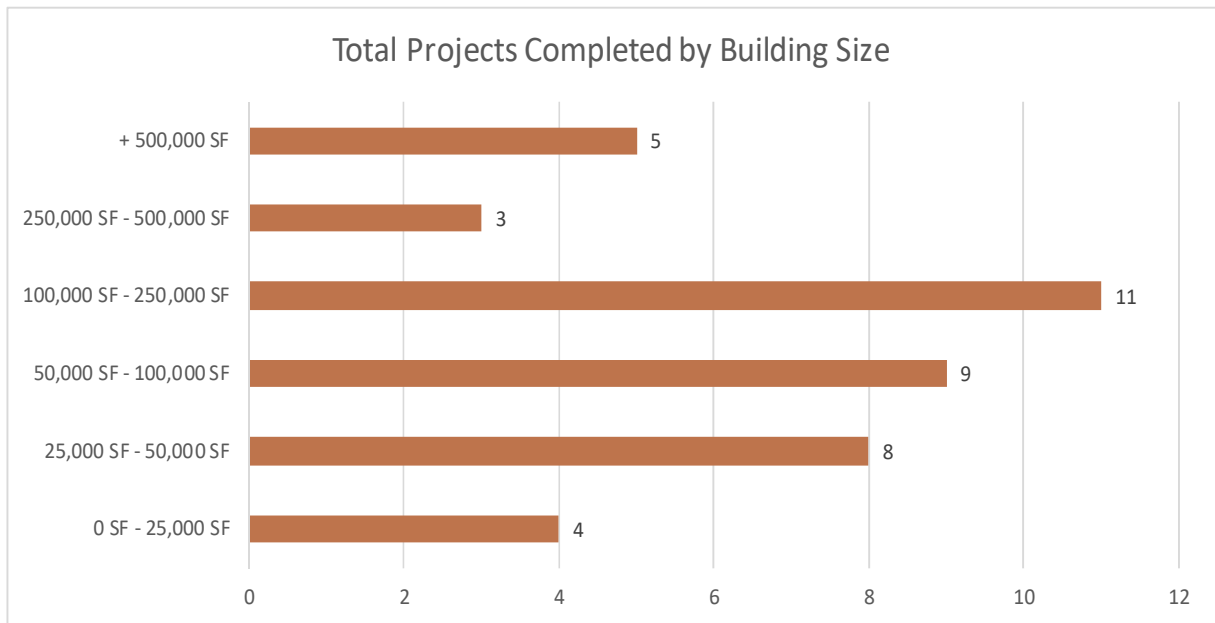
New and Proposed Construction

The following charts summarize the properties that have been completed in the Detroit metro area.



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The following table summarizes properties that are under construction, planned, and/or proposed in the Detroit metro area.

Detroit Industrial Construction by Phase and Subtype						
Industrial Subproperty Type	Under Construction		Planned Construction		Proposed Construction	
	Properties	Sq. Ft.	Properties	Sq. Ft.	Properties	Sq. Ft.
Manufacturing	2	371,000	5	973,347	3	1,581,000
Warehouse/Distribution	9	2,542,535	9	4,429,383	9	1,579,265
Flex/R&D	2	149,115	2	229,000	4	320,505
N/A	0	0	1	29,000	10	984,994
Totals	13	3,062,650	17	5,660,730	26	4,465,764

Source: REIS, Inc.; compiled by Integra Realty Resources, Inc.

Detroit Industrial Construction Insights

- There are 13 properties Under Construction, 17 properties in the Planned Construction phase, and 26 properties in the Proposed Construction phase in the metro area.
- Warehouse/Distribution properties within the under construction phase have an average size of 282,504 SF and range in size between 20,000 SF and 926,522 SF.
- Warehouse/Distribution properties within the planned construction phase have an average size of 492,154 SF and range in size between 10,000 SF and 3,500,000 SF.
- Manufacturing properties within the proposed construction phase have an average size of 527,000 SF and range in size between 10,000 SF and 1,340,000 SF.



- Of the 3,062,650 SF under construction, 12.1% are Manufacturing properties, 83.0% are Warehouse properties, and 4.9% are Flex/R&D properties.
- Of the 5,660,730 SF planned for construction, 17.2% are Manufacturing properties, 78.2% are Warehouse properties, and 4.0% are Flex/R&D properties.
- Of the 4,465,764 SF proposed for construction, 35.4% are Manufacturing properties, 35.4% are Warehouse properties, and 7.2% are Flex/R&D properties.

The following table summarizes properties that are under construction, planned, and/or proposed in the Central Detroit submarket area.

Central Detroit Submarket Construction by Phase and Subtype

Industrial Subproperty Type	Under Construction		Planned Construction		Proposed Construction	
	Properties	Sq. Ft.	Properties	Sq. Ft.	Properties	Sq. Ft.
Manufacturing	0	0	0	0	0	0
Warehouse/Distribution	0	0	0	0	0	0
Flex/R&D	0	0	0	0	0	0
N/A	0	0	0	0	0	0
Totals	0	0	0	0	0	0

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Industrial Market Outlook and Conclusions

Based on the key metro area trends, construction outlook, and the performance of competing properties, IRR expects the mix of property fundamentals and economic conditions in the Detroit market area to have a positive impact on the subject property's performance in the near-term.

The last lot within the Oakland Park industrial park in the city of Highland Park, located less than two miles southerly of the subject, is currently under construction, indicating demand for additional space in the market area. Furthermore, most industrial park projects in the urban core are eligible for property tax and additional incentives.

Property Analysis

Land Description and Analysis

Land Description

Land Area (Gross)	138.49 acres; 6,032,546 SF
Land Area (Usable)	135.00 acres (Appraiser Estimated)
Source of Land Area	Owner
Primary Street Frontage	W Eight Mile Road - 1,200 feet
Secondary Street Frontage	W. State Fair - 2,700 feet
Shape	Very Irregular
Corner	Yes
Rail Access	Yes
Topography	Generally level and at street grade
Drainage	No problems reported or observed
Environmental Hazards	None reported or observed
Ground Stability	No problems reported or observed

Flood Area Panel Number	26163C0125E
Date	February 2, 2012
Zone	X
Description	Outside of 500-year floodplain
Insurance Required?	No

Zoning; Other Regulations

Zoning Jurisdiction	Detroit
Zoning Designation	B4
Description	General Business District
Legally Conforming?	Appears to be legally conforming
Zoning Change Likely?	Yes
Permitted Uses	A zoning change is assumed to allow most industrial uses, excepting the
Minimum Lot Area	Met
Maximum Density	Met
Maximum Floor Area Ratio	Met
Parking Requirement	Met
Other Land Use Regulations	None noted

Utilities

Service	Provider
Water	Municipal
Sewer	Municipal
Electricity	DTE Energy
Natural Gas	DTE Gas
Local Phone	Lines by AT&T

Shape and Dimensions

The site is very irregular in shape, with dimensions of approximately 1,200 feet in width and 2,600+ feet in depth. Site utility based on shape and dimensions is above average for its location.

The subject is a very wide, very deep site, rarely found in urban locations, particularly along primary traffic corridors. The overall size provides many developmental options, perhaps excluding only the largest sites for projects, such as airports, military bases, and the like.

As indicated in the Highest and Best Use section which follows, the subject is divided for valuation purposes as follows:

Land Parcels			
Name	SF	Unit of	
		Acres	Comparison
Main Parcel	5,662,800	130.00	Total Acres
Eight Mile Retail Area	217,800	5.00	Total SF
Total		135.00	
Entire Parcel With Distribution User	5,880,600	135.00	Total Acres

Topography

The site is generally level and at street grade, excepting the easternmost frontage along Eight Mile, which contains a concrete retaining wall to accommodate the grade change to the rail line, which is located above the site grade. The topography does not result in any particular development limitations, excepting perhaps making rail access more challenging.

Environmental Hazards

An environmental report was reported to be prepared for the subject by Material Testing Corp. dated July 2012. A summary of the report indicated that there were remediation costs at that time of approximately \$1.5MM for asbestos removal, lead based paint removal, tank removal, and soils extraction. While we will reflect this amount, it is likely higher today.

Streets, Access and Frontage

Details pertaining to street access and frontage are provided in the following table.

Streets, Access and Frontage

Street	W Eight Mile Road	W. State Fair
Frontage Feet	1,200	2,700
Paving	Yes	Yes
Curbs	Yes	Yes
Sidewalks	Yes	Yes
Lanes	2 way, 4 lanes each way	2 way, 1 lane each way
Direction of Traffic	E/W	E/W
Condition	Average	Average
Traffic Levels	High	Moderate
Signals/Traffic Control	Yes; additional anticipated	Stop sign
Access/Curb Cuts	Four	Multiple
Visibility	Good	Excellent

Zoning

The subject is currently zoned B4, General Business District, by Detroit. The B4 zone is intended to provide for a wide variety of commercial uses, including multi family, retail and office uses.

According to the client, there is the significant prospect of a zoning change to industrial. As stated previously, a number of mixed use developments have been proposed at planning stages, but none have taken root. As the subject is located along a major rail trunk line, it would normally be expected that industrial use would be applicable, similar to sites along the trunk line to the south of the subject, as well as to the north in the adjacent community of Ferndale located opposite Eight Mile, which are used for industrial purposes. Furthermore, residential development in the immediate area is now sparse, with a large inventory of vacant residential lots to the north and south. As such, the subject is considered a prime candidate for industrial use.

We are not experts in the interpretation of zoning ordinances. An appropriately qualified land use attorney should be engaged if a determination of compliance is required.

Other Land Use Regulations

We are not aware of any other land use regulations that would affect the property, including for the retail land formerly part of the subject parent site, and adjacent to the west.

Easements, Encroachments and Restrictions

We were not provided a current title report to review. We are not aware of any easements, encroachments, or restrictions that would adversely affect value. Our valuation assumes no adverse impacts from easements, encroachments, or restrictions, and further assumes that the subject has clear and marketable title.

Site Improvements

The subject includes a number of buildings, as evidenced on the survey that follows. These include a number of uses, but largely consist of barns and sheds that are remnants of the former State Fair. The site is fully fenced, including along the rail trunk line, which is above site grade. A large portion of the

site is either paved, built upon, and the vast majority of the site contains a gravel surface that is capable of bearing industrial truck loading, as indicated by the current use on the easterly portion.

Conclusion of Land Analysis

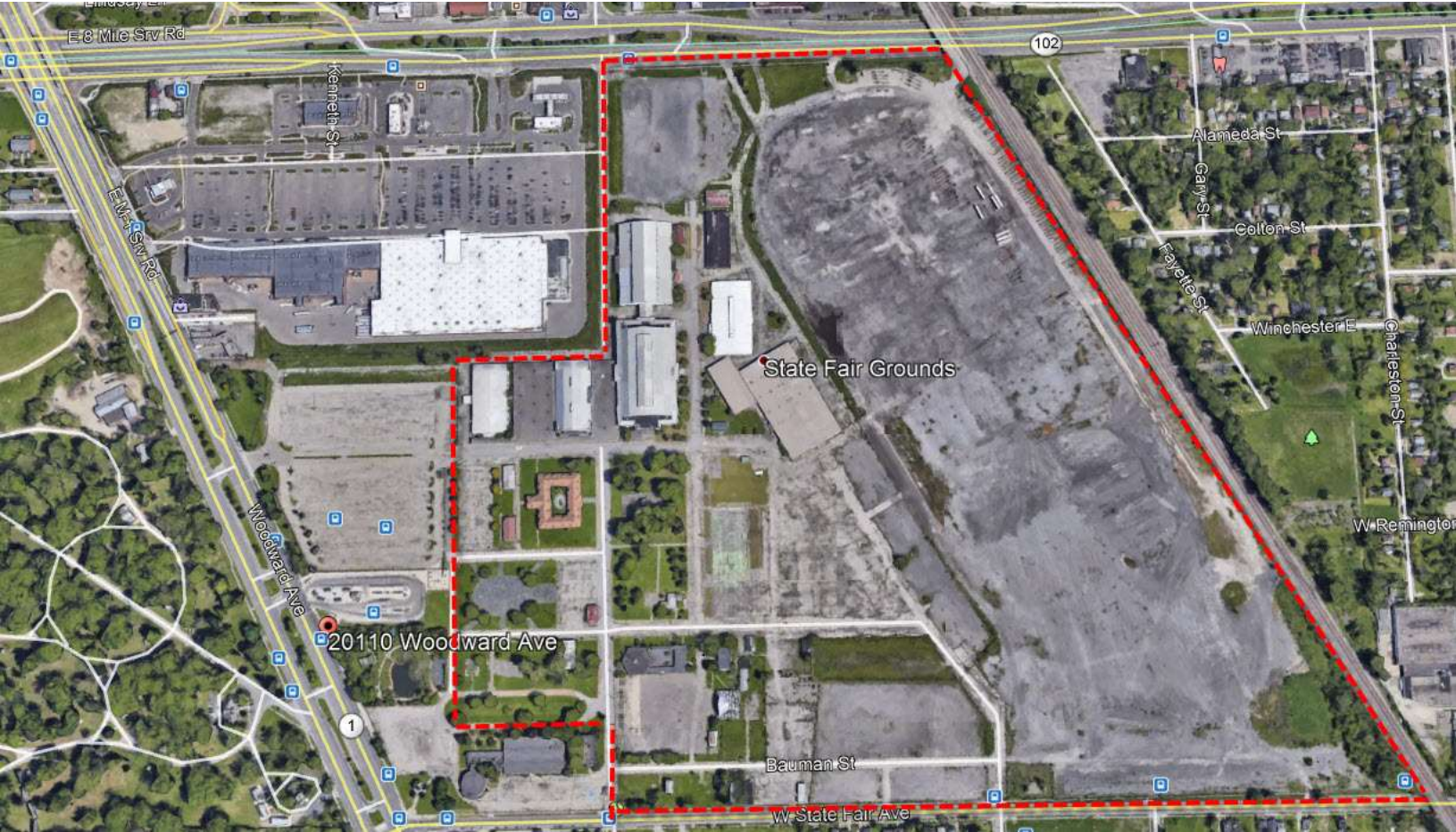
Overall, the physical characteristics of the site and the availability of utilities result in functional utility suitable for a variety of uses. The subject includes nearly a half mile wide frontage along State Fair Avenue. It also includes approximately $\frac{1}{4}$ mile of frontage along Eight Mile Road; due to the adjacency to the Meijer anchored shopping center to the west, a portion of this frontage is a candidate for retail use. The site currently has four curb cuts along the Eight Mile frontage, and an even larger number is available from State Fair.

As indicated above, the subject is currently zoned B4, General Business, which allows for a wide variety of commercial uses; it is assumed that the zoning will be changed to allow for industrial use. The site constitutes a very large parcel of land adjacent to a major rail trunk line, with rezoning likely, thus considered a candidate for future industrial use. We are not aware of any other particular restrictions on development.

The subject is one of the largest parcels of vacant land in the wider market area, with significant width and depth, and fronts on Eight Mile Road (State Highway 102), a primary traffic conductor, with four lanes in either direction, thus availing itself to a very wide variety of developmental options.

A summary of an environmental report indicated that there were remediation costs in 2012 of approximately \$1.5MM for asbestos removal, lead based paint removal, tank removal, and soils extraction. While we will reflect this amount as a cost to cure, it is likely higher today.

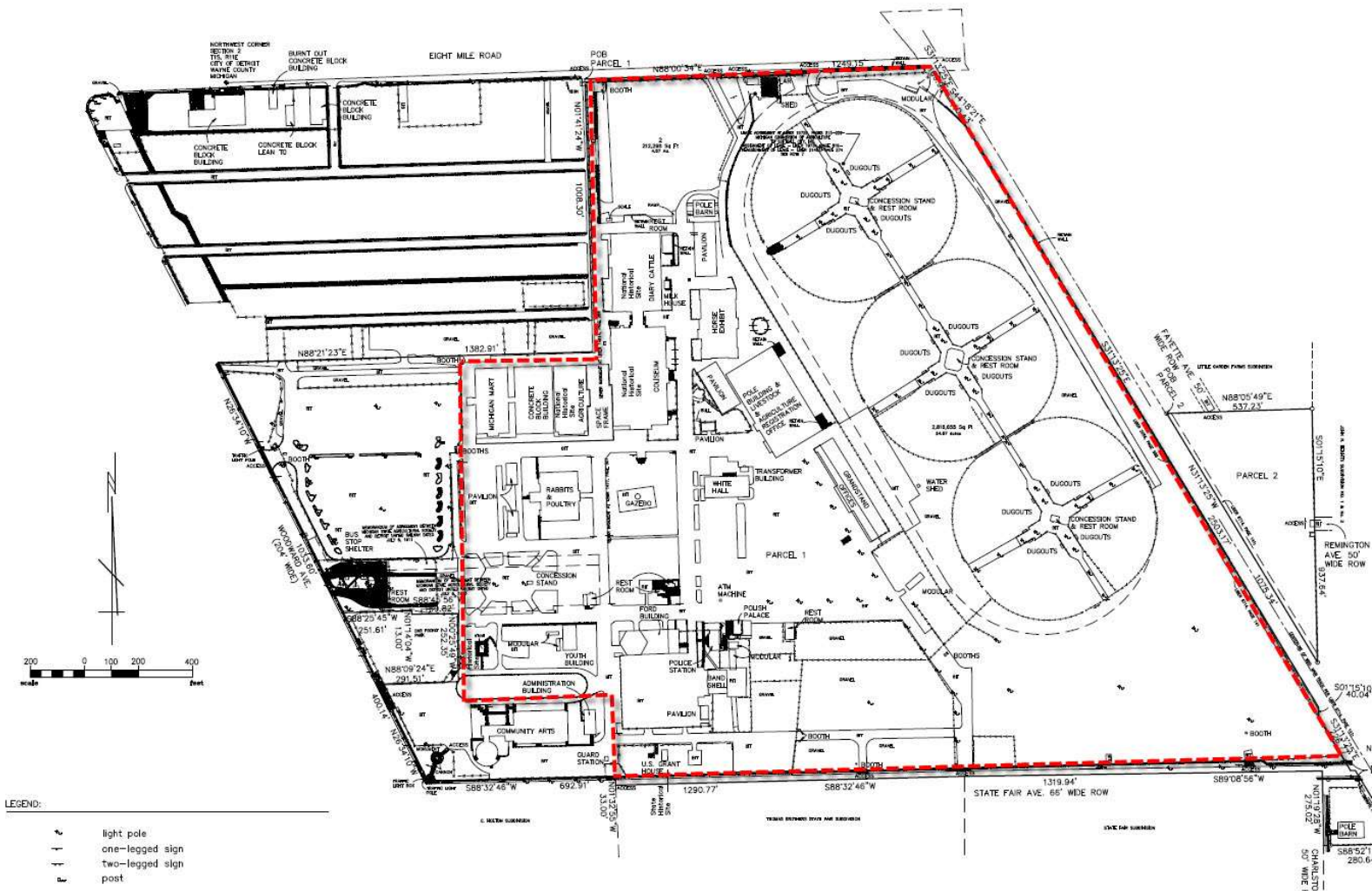
Aerial Overview



Former State Fairground Land



Survey Excerpt



Real Estate Taxes

Real estate taxes and assessments for the current tax year are shown in the following table.

Taxes and Assessments - 2020				
Tax ID	Assessed Value			Ad Valorem Taxes
	Land	Improvements	Total	
01009845.003	\$0	\$0	\$0	\$0

As the site is publicly owned, it is not subject to real estate taxes.

Highest and Best Use

Process

Before a property can be valued, an opinion of highest and best use must be developed for the subject site, both as vacant, and as improved. By definition, the highest and best use must be:

- Physically possible.
- Legally permissible under the zoning regulations and other restrictions that apply to the site.
- Financially feasible.
- Maximally productive, i.e., capable of producing the highest value from among the permissible, possible, and financially feasible uses.

As Vacant

Physically Possible

The subject includes nearly a half mile wide frontage along State Fair Avenue. It also includes approximately ¼ mile of frontage along Eight Mile Road (State Highway 102), a primary traffic conductor, with four lanes in either direction, thus availing itself to a very wide variety of developmental options. Eight Mile also constitutes the Oakland/Wayne county, and the City of Ferndale/Detroit, boundary.

The subject is one of the largest parcels of vacant land in the wider market area, with significant width and depth, rarely found in urban locations, particularly along primary traffic corridors. The site currently has four curb cuts along the Eight Mile frontage, and an even larger number is available from State Fair, providing ample access.

The physical characteristics of the site do not appear to impose any unusual restrictions on development. Overall, the physical characteristics of the site and the availability of utilities result in functional utility suitable for a variety of uses. The overall size provides many developmental options, perhaps excluding only the largest sites necessary for projects such as airports, military bases, and the like.

Legally Permissible

As indicated previously, the site is zoned B4, General Business District, which allows for a wide variety of commercial uses.

According to the client, there is the significant prospect of a zoning change to industrial. As the subject is located along a major rail trunk line, it would normally be expected that industrial use would be appropriate, similar to sites along the trunk line to the south of the subject, as well as to the north in the adjacent community of Ferndale located opposite Eight Mile.

To our knowledge, there are no legal restrictions such as easements or deed restrictions that would effectively limit the use of the property. Given prevailing land use patterns in the area, industrial use is also given consideration in determining highest and best use of the site, as though vacant.

Financially Feasible

There have been a number of proposals for redevelopment for the subject (which ceased operating as the site of the Michigan State Fair in 2009), for a variety of mixed residential and commercial developments, however, were unable to gain traction.

The amount of green space indicated to the south and east of the subject on the map below indicate a significant number of demolitions of single family dwellings in the immediate market area, hence the overall depression of the adjacent neighborhoods. In discussions with market participants in the area, the residential loss has been further extended since the Master Plan was published in 2008, which has led to additional degradation of the neighborhood. While the Penrose Village Phase 2 project was constructed approximately ½ mile to the southerly of the subject, its success is questionable.

Although there is a midrise multifamily building opposite State Fair Avenue from the subject, no new multifamily development is evidenced in the area surrounding the subject in Detroit. Successes in new multifamily development is evidenced nearby in Ferndale; however, this market exhibits completely different dynamics, as it is in a more prominent area, and in Oakland County. As such, residential use of the site is not considered feasible.

Public transportation is provided by the Detroit Department of Transportation (DDOT) and provides access throughout Detroit. Connections to suburban routes are available at the Detroit perimeter routes, which include along both Eight Mile and Woodward, providing residents of the immediate area access to employment, as well as to retail and commercial facilities. A small bus transfer center is located along the Woodward frontage.

As the subject is located along a major rail trunk line, it would normally be expected that industrial use would be applicable, similar to sites along the trunk line to the south of the subject, as well as to the north in the adjacent community of Ferndale located opposite Eight Mile, which are used for industrial purposes. There are four pairs of tracks along the southerly portion of the subject, expanding to five at the north end; a rail switching yard is located less than ¼ mile north of Eight Mile in Ferndale. The subject thus exhibits industrial overtones. However, the availability of rail service is questionable, as the tracks are well above the current site grade; nonetheless, it positions itself for industrial use. Additionally, a major portion of the subject has been utilized by a short term tenant for industrial purposes.

The subject is adjacent to the 2013 constructed Meijer anchored shopping center. Additional retail and a movie theater planned on the sites along Woodward to the west of the subject, and has been under negotiation since 2013 with Magic Johnson and partners Joel Ferguson and Marvin Beatty (Magic Plus LLC), but has yet to come to fruition. The deal closed in April 2019, thus allowing ample time to secure tenants, and submit a development plan. However, based on the inactivity, it is apparent that Magic Plus has not secured any tenants, excepting perhaps Magic Johnson Theaters, nor have they submitted any plausible site plans. As such, prospects for additional retail demand in the immediate area are somewhat in question.

The Meijer anchored shopping center to the west includes successful development of outlots along the Eight Mile frontage, although some inline vacancy is evidenced within the shopping center proper.

It is less likely that an additional community shopping center such as the Meijer development would be feasible, and the market would not likely absorb this much space, which is the likely reason the Magic Plus Woodward retail has not moved forward. Nonetheless, a portion of the subject frontage along Eight Mile is a candidate for retail use, as it exhibits shadow anchoring characteristics from the Meijer development, and is in a high visibility, high traffic location.

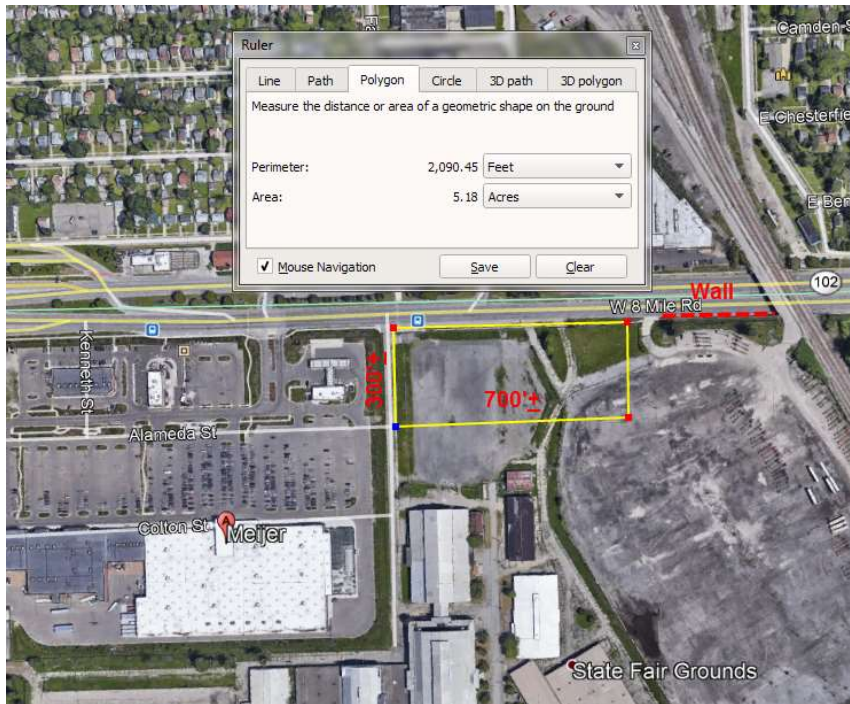
Based on our analysis of the market, also considering the physical and locational characteristics, there is currently demand for industrial use in the market area. As the subject is adjacent to a Meijer anchored shopping center, and the outlots have all been filled, it would appear that outlot, or a small roadside strip development is feasible. Therefore, retail and industrial use are considered financially feasible.

Maximally Productive

Scenario 1 – Without Distribution User

There does not appear to be any reasonably probable use of the site that would generate a higher residual land value than industrial use for the main portion of the subject site.

A small retail component is likely along the Eight Mile frontage, for a portion of the subject. Following is an estimate of the area likely to be utilized for such development. The southerly bounds is determined by the adjacent outlots to the west (Alameda St.), which include the adjacent Meijer fuel facility. The easterly bounds of the area represents the frontage that is near the grade of Eight Mile; from this point easterly, a retaining wall is located along Eight Mile, securing the earthen base of the rail trunk line; as such, it has restricted visibility, thus reduced retail appeal. It is noted that an access roadway from Eight Mile to the primary site will also have to be provided for, which is typical for a large development, thus allowing some flexibility for shifting the location of the 5 acres, east to west.



Scenario 2 – With A Large Distribution User

This scenario contemplates a large distribution user consuming a substantial portion of the subject. This type of user imputes significant truck traffic, with a large volume of freight turned over on a daily basis. As indicated previously, the subject has significant frontage along Eight Mile Road (M-102), which has the most efficient access to area freeways, via I-75, which connects with all other area freeways, thus allowing for movement in all directions metro wide, as well as out state.

The volume of truck traffic that would go in and out of the site would be persistent, and likely require a traffic light, at the northwest corner of the subject, which is also the likely location for an interior drive access. At some level, the persistent presence of the wall impact of tractor-trailers would obscure the view to the frontage. Furthermore, ingress and egress from any retail use would also be negatively impacted.

As such, the appeal of the Eight Mile frontage to a retail user in the alternate scenario is negligible, thus rendering that portion of the site applicable to an industrial user, perhaps a quasi-retail user such as a trade supply house; however, the imputed traffic may prove to be too disruptive to even this type of user.

As such, it is determined that in the alternate scenario, retail viability becomes negligible, rendering the 135 acres usable entirely for industrial purposes.

Conclusion)

It is our opinion that absent a large distribution user, industrial use for the main portion of the site, as developed to a normal market density level, with the northwesterly 5 acres utilized for shadow

anchored retail development, is the maximally productive use of the property. In the alternate scenario, wherein a large distribution user is contemplated for a large portion of the subject, the 135 acre site is most productive entirely for industrial purposes. These conclusions represent the uses that meets the four tests of highest and best use, and are therefore, concluded to be the highest and best use of the property as vacant.

As Improved

The subject is currently improved with a number of buildings that represent a variety uses, but largely consist of barns and sheds that are remnants of the former State Fair. While it is possible that some of the buildings , including the location of the Joe Dumars Fieldhouse, can be repurposed, their contribution is for the most part marginal as it relates to a large scale development, and retention of any of these aged buildings is unlikely to be harmonious with a new industrial development. Due to the scope of the assignment, we have not delved into specifics on any building in particular.

Furthermore, analysis of such contributions, and/or the alternative of demolition costs, is beyond the scope of the assignment, which is to value the land. Accordingly, the highest and best use as improved is to redevelop the large portion of the site for industrial use.

Valuation

Valuation Methodology

Appraisers usually consider three approaches to estimating the market value of real property. These are the cost approach, sales comparison approach and the income capitalization approach.

The **cost approach** assumes that the informed purchaser would pay no more than the cost of producing a substitute property with the same utility. This approach is particularly applicable when the improvements being appraised are relatively new and represent the highest and best use of the land or when the property has unique or specialized improvements for which there is little or no sales data from comparable properties.

The **sales comparison approach** assumes that an informed purchaser would pay no more for a property than the cost of acquiring another existing property with the same utility. This approach is especially appropriate when an active market provides sufficient reliable data. The sales comparison approach is less reliable in an inactive market or when estimating the value of properties for which no directly comparable sales data is available. The sales comparison approach is often relied upon for owner-user properties.

The **income capitalization approach** reflects the market's perception of a relationship between a property's potential income and its market value. This approach converts the anticipated net income from ownership of a property into a value indication through capitalization. The primary methods are direct capitalization and discounted cash flow analysis, with one or both methods applied, as appropriate. This approach is widely used in appraising income-producing properties.

Reconciliation of the various indications into a conclusion of value is based on an evaluation of the quantity and quality of available data in each approach and the applicability of each approach to the property type.

The methodology employed in this assignment is summarized as follows:

Approaches to Value		
Approach	Applicability to Subject	Use in Assignment
Cost Approach	Not Applicable	Utilized
Sales Comparison Approach	Applicable	Utilized
Income Capitalization Approach	Not Applicable	Not Utilized

Sales Comparison Approach

To develop an opinion of the subject's land value, as if vacant and available to be developed to its highest and best use, we utilize the sales comparison approach. This approach develops an indication of value by researching, verifying, and analyzing sales of similar properties.

As discussed previously in the Highest and Best use analysis, the property is divided for valuation purposes as follows:

Land Parcels		
Name	SF	Unit of Comparison
Main Parcel	5,662,800	130.00 Total Acres
Eight Mile Retail Area	217,800	5.00 Total SF
Total		135.00
Entire Parcel With Distribution User	5,880,600	135.00 Total Acres

Main Parcel (130.00 Acres)

To apply the sales comparison approach to the Main Parcel, we searched for sale transactions within the following parameters:

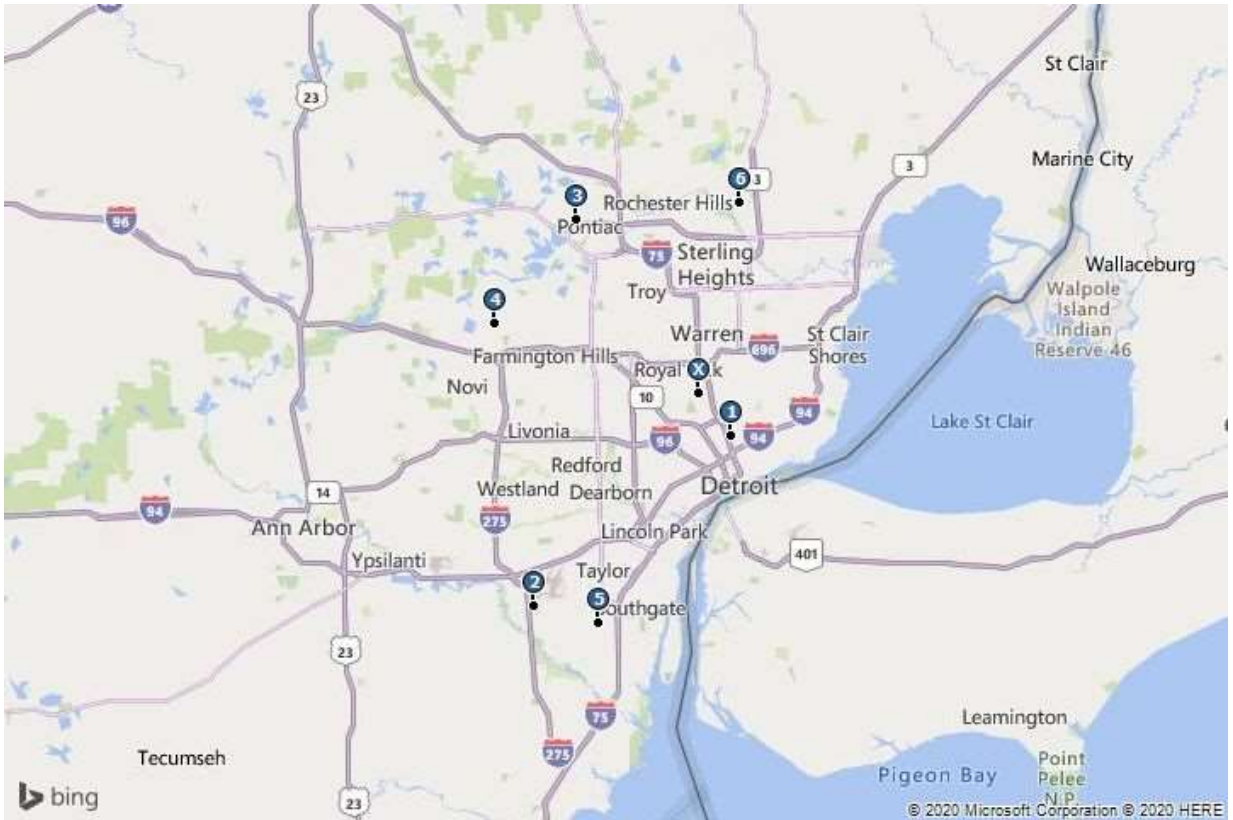
- Location: Metro Detroit
- Size: Over 50 acres
- Use: Industrial
- Transaction Date: Last three years

For this analysis, we use price per acre as the appropriate unit of comparison because market participants typically compare sale prices and property values for similar parcels on this basis. The most relevant sales are summarized in the following table.

Summary of Comparable Land Sales - Main Parcel

No.	Name/Address	Sale Date; Status	Effective Sale Price	SF; Acres	Zoning	\$/SF Land	\$/Acre
1	Vacant Industrial Land 1840 & 2140 Holbrook Ave. Detroit Wayne County MI <i>Comments: Property consists of two non-contiguous 42 acre sites; the north portion fronts the north side of Holbrook, while the south portion is approximately 350' to the south. As of July 25, 2019, the broker removed the price on the property, which had been on the market for nearly 6 years at that time.</i>	Jul-19 Listing	\$8,400,000	3,659,040 84.00	Intensive Industrial District	\$2.30	\$100,000
2	Vacant Land 16200 Wahrman Rd. Romulus Wayne County MI <i>Comments: The property had never been marketed for sale, only for build-to-suit options. Buyer had a build to suit, and is building a 600,000 SF Amazon distribution center at a cost of \$100MM.</i>	Sep-17 Closed	\$7,800,000	3,441,240 79.00	General Industrial District	\$2.27	\$98,734
3	Vacant Land 1000 Vanguard Pontiac Oakland County MI <i>Comments: Property will be a build-to-suit for Fed Ex.</i>	Dec-18 Closed	\$3,300,000	2,645,834 60.74	Mixed Use District	\$1.25	\$54,330
4	Vacant R & D Land 40000 W. Fourteen Mile Rd. Novi Oakland County MI <i>Comments: Irregular shaped site with a small drain at the south end. Property was listed at the time of the sale, although the price was undisclosed.</i>	Mar-18 Closed	\$3,000,000	2,633,420 60.46	Office, Service & Technology	\$1.14	\$49,624
5	Vacant Land 23259 Sibley Rd. Brownstown Wayne County MI <i>Comments: Included 13,500 sq. ft. of buildings, fueling station, and site improvements include 32+ acres of hard surface to accommodate semi-trailer parking. Site is 3/4 mile east of I-75.</i>	Jan-20 Closed	\$4,450,000	2,352,240 54.00	Light Industrial; Community Business at frontage	\$1.89	\$82,407
6	Amazon Industrial Site 50500 Mound Rd. Shelby Township Macomb County MI <i>Comments: Site of former Ford Shelby plant; was purchased by seller, who was a building recycler, that subsequently demolished the plant prior to the sale. Site was purchased for a build to suit for Amazon Distribution center.</i>	Sep-17 Closed	\$6,343,450	8,618,346 197.85	Heavy Manufacturing	\$0.74	\$32,062
	Subject Former State Fairground Land Detroit, MI			5,662,800 130.00	Rezoned Industrial		

Comparable Land Sales Map – Main Parcel





Sale 1
Vacant Industrial Land



Sale 2
Vacant Land



Sale 3
Vacant Land



Sale 4
Vacant R & D Land



Sale 5
Vacant Land



Sale 6
Amazon Industrial Site

Former State Fairground Land



Adjustment Factors

The sales are compared to the subject and adjusted to account for material differences that affect value. Adjustments may be considered for the following factors, in the sequence shown below.

Adjustment Factors	
Effective Sale Price	Accounts for atypical economics of a transaction, such as demolition cost, expenditures by the buyer at time of purchase, or other similar factors. Usually applied directly to sale price on a lump sum basis.
Real Property Rights	Fee simple, leased fee, leasehold, partial interest, etc.
Financing Terms	Seller financing, or assumption of existing financing, at non-market terms.
Conditions of Sale	Extraordinary motivation of buyer or seller, assemblage, forced sale, related parties transaction.
Market Conditions	Changes in the economic environment over time that affect the appreciation and depreciation of real estate.
Location	Market or submarket area influences on sale price; surrounding land use influences.
Access/Exposure	Convenience to transportation facilities; ease of site access; visibility from main thoroughfares; traffic counts.
Size	Inverse relationship that often exists between parcel size and unit value.
Shape and Topography	Primary physical factors that affect the utility of a site for its highest and best use.
Zoning	Government regulations that affect the types and intensities of uses allowable on a site.
Entitlements	The specific level of governmental approvals attained pertaining to development of a site.

When considering market conditions, we note that the sales took place from September 2017 to January 2020, and that market conditions generally had been strengthening over this period through the effective date of value. Accordingly, we apply upward adjustments to account for this trend.

Analysis and Adjustment of Sales

The comparable sales are described in the following paragraphs.

Land Sale 1 is two disjointed parcels that combined represent an 84.00 acre parcel, located at 1840 & 2140 Holbrook Ave., Detroit, Wayne County, MI. This property is part of the former American Axle plant, of which a significant portion was demolished. The property was listed from 2013 until July 2019

for \$8,400,000, or \$100,000 per acre; subsequently, the pricing was removed from the listing. A ten acre portion of the overall site was sold to auto supplier Tiberina, however, the balance remains on the market.

Land Sale 2 is a 79.00 acre, or 3,441,240 square foot, parcel located at 16200 Wahrman Rd., Romulus, Wayne County, MI. The property sold in September 2017 for \$7,800,000, or \$98,734 per acre.

Land Sale 3 is a 60.74 acre, or 2,645,834 square foot, parcel located at 1000 Vanguard, Pontiac, Oakland County, MI. The property sold in December 2018 for \$3,300,000, or \$54,330 per acre.

Land Sale 4 is a 60.46 acre, or 2,633,420 square foot, parcel located at 40000 W. Fourteen Mile Rd., Novi, Oakland County, MI. The property sold in March 2018 for \$3,000,000, or \$49,624 per acre.

Land Sale 5 is a 54.00 acre, or 2,352,240 square foot, parcel located at 23259 Sibley Rd., Brownstown, Wayne County, MI. The property sold in January 2020 for \$4,450,000, or \$82,407 per acre.

Land Sale 6 is a 197.85 acre, or 8,618,346 square foot, parcel located at 50500 Mound Rd., Shelby Township, Macomb County, MI. The property sold in September 2017 for \$6,343,450, or \$32,062 per acre.

The following table summarizes the adjustments we make to each sale.

It is noted that while adjustments for smaller parcels typical justifies downward adjustments, due to the expanded pool of buyers, and economies of scale, the contrary applies for the subject, to account for the assemblage value for a site this large, in a built up area.

Land Sales Adjustment Grid - Main Parcel							
	Subject	Comparable 1	Comparable 2	Comparable 3	Comparable 4	Comparable 5	Comparable 6
Name	Former State Fairground Land	Vacant Industrial Land	Vacant Land	Vacant Land	Vacant R & D Land	Vacant Land	Amazon Industrial Site
Address	1000 W Eight Mile Road	1840 & 2140 Holbrook Ave.	16200 Wahrman Rd.	1000 Vanguard	40000 W. Fourteen Mile Rd.	23259 Sibley Rd.	50500 Mound Rd.
City	Detroit	Detroit	Romulus	Pontiac	Novi	Brownstown	Shelby Township
County	Wayne	Wayne	Wayne	Oakland	Oakland	Wayne	Macomb
State	Michigan	MI	MI	MI	MI	MI	MI
Sale Date		Jul-19	Sep-17	Dec-18	Mar-18	Jan-20	Sep-17
Sale Status		Listing	Closed	Closed	Closed	Closed	Closed
Sale Price		\$8,400,000	\$7,800,000	\$3,300,000	\$3,000,000	\$4,450,000	\$6,343,450
Conditions of Sale Adjustment		\$0	\$0	\$0	\$0	\$0	\$0
Other Adjustment		\$0	\$0	\$0	\$0	\$0	\$0
Description of Adjustment							
Effective Sale Price		\$8,400,000	\$7,800,000	\$3,300,000	\$3,000,000	\$4,450,000	\$6,343,450
Acres	130.00	84.00	79.00	60.74	60.46	54.00	197.85
Usable Square Feet	5,662,800	0	3,441,240	2,645,834	2,474,644	0	0
Usable Acres	130.00	84.00	79.00	60.74	56.81	54.00	175.00
Zoning Code	Assume Industrial	M-4	M-2	MUD	OST	I-1; B-2 Sibley Frontage	HM
Shape	Very Irregular	Disjointed	Irregular	Irregular	Very Irregular	Rectangular	Irregular
Database ID		2152415	1948833	2172374	1948854	2348623	2439524
Price per Acre		\$100,000	\$98,734	\$54,330	\$49,624	\$82,407	\$32,062
Property Rights		Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
% Adjustment		-	-	-	-	-	-
Financing Terms		Cash to seller	Cash to seller	Cash to seller	Cash to seller	Cash to seller	Cash to seller
% Adjustment		-	-	-	-	-	-
Conditions of Sale		6 year listing	-	-	-	-	-
% Adjustment		-20%	-	-	-	-	-
Market Conditions	3/1/2020	Jul-19	Sep-17	Dec-18	Mar-18	Jan-20	Sep-17
Annual % Adjustment	3%	2%	7%	4%	6%	-	7%
Cumulative Adjusted Price		\$81,600	\$105,646	\$56,503	\$52,601	\$82,407	\$34,306
Location		-	-5%	10%	-5%	-5%	10%
Access/Exposure		-	5%	10%	-	-	-
Size		-	-	10%	10%	10%	10%
Shape/Configuration and Topography		5%	-	-	-	-	10%
Zoning		-	-	-	10%	-	-
Net \$ Adjustment		\$4,080	\$0	\$16,951	\$7,890	\$4,120	\$10,292
Net % Adjustment		5%	0%	30%	15%	5%	30%
Final Adjusted Price		\$85,680	\$105,646	\$73,454	\$60,491	\$86,528	\$44,598
Overall Adjustment		-14%	7%	35%	22%	5%	39%
Range of Adjusted Prices		\$44,598 - \$105,646					
Average		\$76,066					
Indicated Value		\$85,000					

Land Value Conclusion – Main Parcel

Prior to adjustments, the sales reflect a range of \$32,062 - \$100,000 per acre. After adjustment, the range is narrowed to \$44,598 - \$105,646 per acre, with an average of \$76,066 per acre.

To arrive at an indication of value, we place weight on sale No. 3, a parcel adjacent to the main campus of Oakland County, just east of Telegraph Road that was purchased for development of a Fed Ex distribution center. We also consider No. 5, which was largely improved with a solid surface, similar to the subject, which is in similar proximity to I-75, although in Brownstown Township, near the outer development limit of metro Detroit. No. 1 is also given weight, although it is a long term listing in Detroit; the property is in close proximity to I-75, but is a disjointed site, but had not sold in the six years it was marketed. No. 2 is the sale of a site near Detroit Metro Airport that was sold as a build to suit for Amazon, and is considered superior to the subject. No. 4 is a site in Novi purchased by Production Tool Supply for development for a warehouse and retail facility; the parcel also fronts M-5, the Haggerty Connector, providing ready access to I-96, I-696 and I-275, thus considered overall superior to the subject. No. 6 is the sale of the Amazon Distribution Center site at 23 Mile and Mound in Shelby Township, which is an outlying location; this sale is given less credence, as the low unit price tends to indicate an inferior site, and is generally out of the range of the comparables.

It is noted that the environmental remediation costs previously referenced are deducted to arrive at the value indication.

Land Value Conclusion

Main Parcel

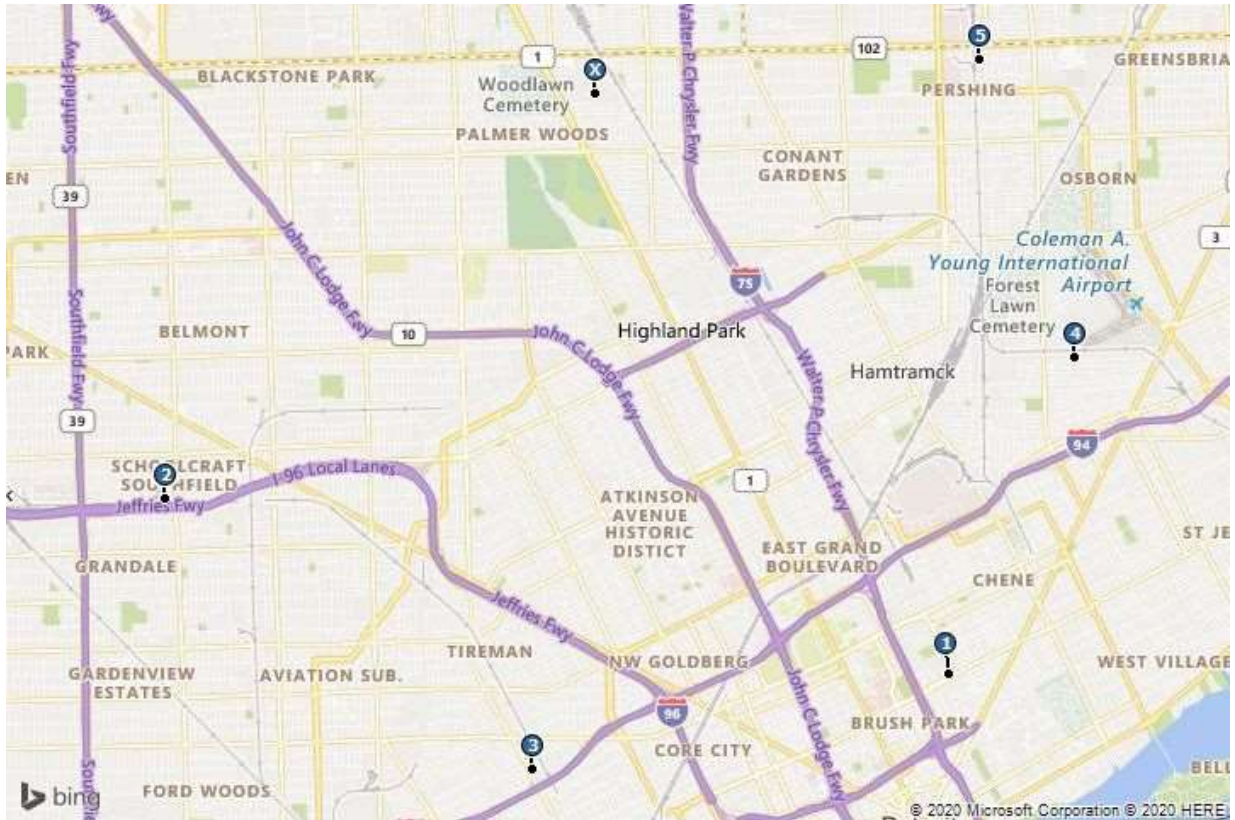
Indicated Value per Acre	\$85,000
Subject Acres	<u>130.00</u>
Indicated Value	\$11,050,000
Adjustments	
Reported Environmental Remediation Cost	<u>-\$1,500,000</u>
Net Total of Adjustments	-\$1,500,000
Indicated Value	\$9,550,000
Rounded	\$9,550,000

In support of our land value, we offer the following data relative to small industrial sites in Detroit:

Summary of Comparable Land Sales - Small Industrial Sites

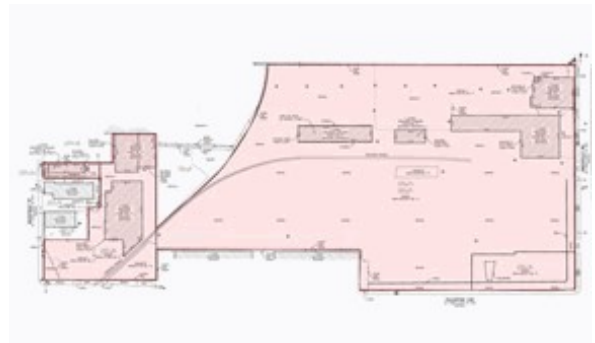
No.	Name/Address	Sale Date; Status	Effective Sale Price	SF; Acres	Zoning	\$/SF Land	\$/Acre
1	Vacant Land Commercial 4225 Dequindre St. Detroit Wayne County MI	Jan-18 Closed	\$1,150,000	333,844 7.66	Planned Developmen t	\$3.44	\$150,052
<i>Comments: Site is located at the corner of Mack Avenue, in the Eastern Market area, and was purchased by Wolverine Packing, a concern with a large presence in the area.</i>							
2	Vacant Land Industrial 12625 Greenfield Rd. Detroit Wayne County MI	Jan-19 Listing	\$1,600,000	588,496 13.51	Intensive Industrial	\$2.72	\$118,431
3	Vacant Industrial Land 5034 Military St. Detroit Wayne County MI	Jul-16 Closed	\$1,000,003	534,438 12.27	Intensive Industrial District	\$1.87	\$81,506
4	Industrial Land 8611 Grinnell Detroit Wayne County MI	Apr-18 Closed	\$100,000	252,478 5.80	Light Industrial	\$0.40	\$17,253
<i>Comments: Site is located in a Green Zone, but did not sell at a premium, nor did it gain additional interest, according to the broker.</i>							
<i>The site is fully fenced, and partially paved, and contained approximately 40,000 SF of dilapidated buildings; there were two along Erwin of approximately 18,000 SF had imploded that require hauling away, at a cost estimated at \$50,000. The building along Grinnell contains approximately 24,000 SF, and the purchaser is reserving the potential for bringing the building back online; as such, a minor contribution of \$100,000 is applied.</i>							
5	Vacant Land 6480 E. Eight Mile Rd. Detroit Wayne County MI	May-16 Closed	\$225,000	160,736 3.69	Intensive Industrial District	\$1.40	\$60,976
<i>Comments: Terms of the land contract were \$30,000 down on a 5 year term, balloon payment at the end, with 6% interest. Considered cash equivalent.</i>							

Comparable Land Sales Map – Small Industrial Sites





Sale 1
Vacant Land Commercial



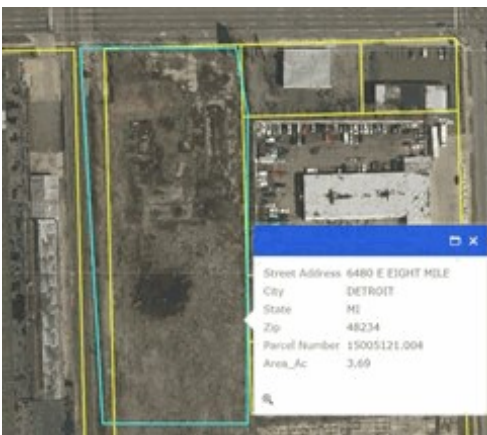
Sale 2
Vacant Land Industrial



Sale 3
Vacant Industrial Land



Sale 4
Industrial Land



Sale 5
Vacant Land

Former State Fairground Land



Eight Mile Retail Area (5.00 Acres; 217,800 SF)

To apply the sales comparison approach to the Eight Mile Retail Area, we searched for sale transactions within the following parameters:

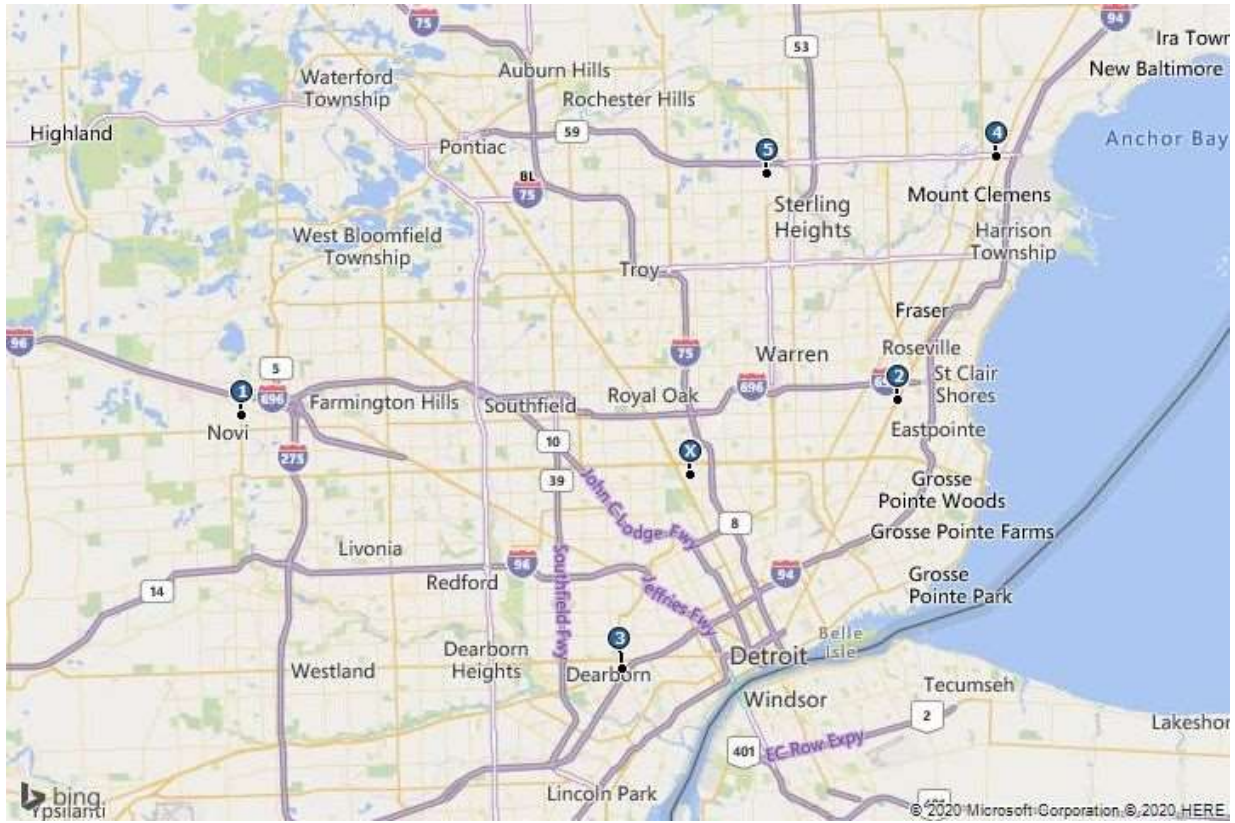
- Location: Metro Detroit
- Size: 3 to 9 acres
- Use: Retail/Commercial Land
- Transaction Date: Last two years

For this analysis, we use price per square foot as the appropriate unit of comparison. The most relevant sales are summarized in the following table.

Summary of Comparable Land Sales - Eight Mile Retail Area

No.	Name/Address	Sale Date; Status	Effective Sale Price	SF; Acres	Zoning	\$/SF Land	\$/Acre
1	Vacant Land 25445 Novi Rd. Novi Oakland County MI	Jan-19 Closed	\$2,500,000	380,322 8.73	Town Center	\$6.57	\$286,336
2	Vacant Land 25671 Gratiot Ave. Roseville Macomb County MI <i>Comments: The broker reported that the purchaser intends to construct a new medical office building on the site. The asking price was \$1,200,000.</i>	Oct-19 In-Contract	\$950,000	137,650 3.16	General Business District	\$6.90	\$300,633
3	Commercial Land 12800 Michigan Ave. Dearborn Wayne County MI <i>Comments: The SEV at time of sale was \$634,604.</i>	Feb-17 Closed	\$875,000	141,134 3.24	General Business	\$6.20	\$270,062
4	Vacant Land 23970 Hall Road Rd. Clinton Township Macomb County MI <i>Comments: The property was openly marketed by L. Mason Capitani with an asking price of \$1,300,000. The adjacent owner to the west, Morley Candy, was the purchaser and intends to expand their facility in the future. Prior to closing, the purchaser obtained a rezoning from RM-1 to B-2 and I-1. The site was improved with a 12,358 SF church. Adding estimated demolition costs of \$5/SF (\$60,000 rounded) to the sale price of \$1,175,000, results in an effective sale price of \$1,235,000.</i>	Sep-17 Closed	\$1,235,000	181,558 4.17		\$6.80	\$296,305
5	Vacant Land 44242-44294 Mound Sterling Heights Macomb County MI	Feb-17 Closed	\$925,000	238,709 5.48	Contract Zone	\$3.88	\$168,796
	Subject Former State Fairground Detroit, MI			217,800 5.00	General Business District		

Comparable Land Sales Map – Eight Mile Retail Area





Sale 1
Vacant Land



Sale 2
Vacant Land



Sale 3
Commercial Land



Sale 4
Vacant Land



Sale 5
Vacant Land

Former State Fairground Land



Analysis and Adjustment of Sales

The comparable sales are described in the following paragraphs.

Land Sale 1 is an 8.73 acre, or 380,322 square foot, parcel located at 25445 Novi Rd., Novi, Oakland County, MI. The property sold in January 2019 for \$2,500,000, or \$6.57 per square foot.

Land Sale 2 is a 3.16 acre, or 137,650 square foot, parcel located at 25671 Gratiot Ave., Roseville, Macomb County, MI. The property was sold in October 2019 for \$950,000, or \$6.90 per square foot.

Land Sale 3 is a 3.24 acre, or 141,134 square foot, parcel located at 12800 Michigan Ave., Dearborn, Wayne County, MI. The property sold in February 2017 for \$875,000, or \$6.20 per square foot.

Land Sale 4 is a 4.17 acre, or 181,558 square foot, parcel located at 23970 Hall Road Rd., Clinton Township, Macomb County, MI. The property sold in September 2017 for \$1,175,000. Adjusting for demolition costs, the effective sale price is \$1,235,000, or \$6.80 per square foot.

Land Sale 5 is a 5.48 acre, or 238,709 square foot, parcel located at 44242-44294 Mound, Sterling Heights, Macomb County, MI. The property sold in February 2017 for \$925,000, or \$3.88 per square foot.

The following table summarizes the adjustments we make to each sale.

Land Sales Adjustment Grid - Eight Mile Retail Area						
	Subject	Comparable 1	Comparable 2	Comparable 3	Comparable 4	Comparable 5
Name	Former State Fairground Land	Vacant Land	Vacant Land	Commercial Land	Vacant Land	Vacant Land
Address	1000 W Eight Mile Road	25445 Novi Rd.	25671 Gratiot Ave.	12800 Michigan Ave.	23970 Hall Road Rd.	44242-44294 Mound
City	Detroit	Novi	Roseville	Dearborn	Clinton Township	Sterling Heights
County	Wayne	Oakland	Macomb	Wayne	Macomb	Macomb
State	Michigan	MI	MI	MI	MI	MI
Sale Date		Jan-19	Oct-19	Feb-17	Sep-17	Feb-17
Sale Status		Closed	In-Contract	Closed	Closed	Closed
Sale Price		\$2,500,000	\$950,000	\$875,000	\$1,175,000	\$925,000
Price Adjustment		-	-	-	-	-
Description of Adjustment					Demolition costs \$60,000	
Effective Sale Price		\$2,500,000	\$950,000	\$875,000	\$1,235,000	\$925,000
Square Feet	217,800	380,322	137,650	141,134	181,558	238,709
Acres	5.00	8.73	3.16	3.24	4.17	5.48
Zoning Code	B4	TC-1	B-3	BC	B-2 & I-1	C-1
Shape	Wide rectangle	Irregular	Irregular	Rectangular	Rectangular	Rectangular
Database ID		2300790	2282231	2142735	1880658	1947569
Price per Square Foot		\$6.57	\$6.90	\$6.20	\$6.80	\$3.88
Property Rights		Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
% Adjustment		-	-	-	-	-
Financing Terms		Cash to seller	Cash to seller	Cash to seller	Cash to seller	Cash to seller
% Adjustment		-	-	-	-	-
Conditions of Sale		-	-	-	Adjacent	-
% Adjustment		-	-	-	-10%	-
Market Conditions	3/1/2020	Jan-19	Oct-19	Feb-17	Sep-17	Feb-17
Annual % Adjustment	3%	3%	1%	9%	7%	9%
Cumulative Adjusted Price		\$6.77	\$6.97	\$6.76	\$6.55	\$4.22
Location		-10%	-	-	-10%	10%
Size		-	-	-	-	-
Shape and Topography		-	5%	5%	10%	-
Zoning		-	-	-	-	-
Net \$ Adjustment		-\$0.68	\$0.35	\$0.34	\$0.00	\$0.42
Net % Adjustment		-10%	5%	5%	0%	10%
Final Adjusted Price		\$6.09	\$7.32	\$7.10	\$6.55	\$4.65
Overall Adjustment		-7%	6%	14%	-4%	20%
Range of Adjusted Prices		\$4.65 - \$7.32				
Average		\$6.34				
Indicated Value		\$7.00				

Land Value Conclusion – Eight Mile Retail Area

Prior to adjustments, the sales reflect a range of \$3.88 - \$6.90 per square foot. After adjustment, the range is narrowed to \$4.65 - \$7.32 per square foot, with an average of \$6.34 per square foot. To arrive at an indication of value, we place primary emphasis on sales 1 through No. 4; No. 5 is considered inferior, as it was a commercially zoned site that is not in a traditional retail corridor.

Based upon the above, we reach a value conclusion as follows:

Land Value Conclusion	
Indicated Value per Square Foot	\$7.00
Subject Square Feet	217,800
Indicated Value	\$1,524,600
Rounded	\$1,500,000

Entire Parcel With Distribution User (135.00 Acres)

As this alternative valuation contemplates the presence of a large distribution warehouse user, it is implicit that a significant amount of truck traffic will accompany such a user, with most traffic being accommodated via Eight Mile Road, which has the most direct route to I-75. As such, the appeal of the Eight Mile frontage to a retail user is negligible, thus rendering that portion of the site also applicable to an industrial use.

To apply the sales comparison approach to the Entire Parcel With Distribution User, we again utilize the same industrial land comparables, which results in essentially the same analysis, but of a 3.8% larger site, for which no additional adjustment is deemed necessary.

Based upon the above, we reach a value conclusion as follows, again considering the applicable remediation costs:

Land Value Conclusion	
Entire Parcel With Distribution User	
Indicated Value per Acre	\$85,000
Subject Acres	135.00
Indicated Value	\$11,475,000
Adjustments	
Reported Environmental Remediation Cost	-\$1,500,000
Total Adjustments	-\$1,500,000
Indicated Value	\$9,975,000
Rounded	\$10,000,000

Summary of Land Values

As previously stated, the property was divided for valuation purposes, to account for the Highest and Best Use of the bulk of the Eight Mile frontage, at a depth similar to that of the outlots within the adjacent shopping center to the west.

Additionally, the subject was valued in an alternate scenario, which includes a large distribution warehouse consuming a large portion of the site; the accompanying high level of truck traffic significantly reduces the appeal for retail use, rendering the Eight Mile frontage usable as industrial land.

Based on the analyses, the individual values are recapped as follows:

Summary of Land Values					
Parcel/Scenario	Unit of Comparison	Units	Indicated Value per Unit	Indicated Value	Rounded
Main Parcel	Total Acres	130.00	\$85,000	\$9,550,000	\$9,550,000
Eight Mile Retail Area	Total SF	217,800	\$7.00	\$1,524,600	\$1,500,000
					\$11,050,000
Entire Parcel With Distribution User	Total Acres	135.00	\$85,000	\$9,975,000	\$10,000,000

Note: the indicated value for the industrial site is net of remediation costs, thus the unit rate does not foot.

Reconciliation and Conclusion of Value

As discussed previously, we use only the sales comparison approach in developing an opinion of value for the subject. The cost and income approaches are not applicable, and are not used.

Based on the preceding valuation analysis and subject to the definitions, assumptions, and limiting conditions expressed in the report, our value opinion follows:

Value Conclusions			
Appraisal Premise	Interest Appraised	Date of Value	Value Conclusion
Market Value	Fee Simple	March 1, 2020	\$11,070,000
Market Value Assuming a Large Distribution User Included in a Prospective Development	Fee Simple	March 1, 2020	\$10,000,000

Extraordinary Assumptions and Hypothetical Conditions

The value conclusions are subject to the following extraordinary assumptions that may affect the assignment results. An extraordinary assumption is uncertain information accepted as fact. If the assumption is found to be false as of the effective date of the appraisal, we reserve the right to modify our value conclusions.

1. Building demolition costs are not contemplated, and may be applicable to the valuation; the costs may result in a corresponding reduction in value, and there may be contributory value for some of the improvements.
2. The environmental remediation costs were reported at \$1.5MM in 2012, thus may be higher at present.
3. The alternative valuation model assumes a large distribution warehouse user utilizing a large portion of the site.

Exposure Time

Exposure time is the length of time the subject property would have been exposed for sale in the market had it sold on the effective valuation date at the concluded market value. Based on the concluded market value stated previously, it is our opinion that the probable exposure time is 12 months.

Marketing Period

Marketing time is an estimate of the amount of time it might take to sell a property at the concluded market value immediately following the effective date of value. We estimate the subject's marketing period at 12 months.

Certification

We certify that, to the best of our knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, 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.
3. 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.
4. We have not performed any 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.
5. We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. 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.
8. Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice as well as applicable state appraisal regulations.
9. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
10. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
11. H. William Hansen, Jr., MAI, made a personal inspection of the property that is the subject of this report. Anthony Sanna, MAI, CRE, FRICS, has personally inspected the subject.
12. No one provided significant real property appraisal assistance to the person(s) signing this certification.
13. We have experience in appraising properties similar to the subject and are in compliance with the Competency Rule of USPAP.
14. As of the date of this report, H. William Hansen, Jr., MAI and Anthony Sanna, MAI, CRE, FRICS have completed the continuing education program for Designated Members of the Appraisal Institute.

15. Appraisers in Michigan are required to be licensed by the Department of Licensing and Regulatory Affairs, P.O. Box 30004, Lansing, MI 48909.



H. William Hansen, Jr., MAI
State Certified General Real Estate Appraiser
Michigan Certificate # 1201001420



Anthony Sanna, MAI, CRE, FRICS
State Certified General Real Estate Appraiser
Michigan Certificate # 1201001324

Assumptions and Limiting Conditions

This appraisal and any other work product related to this engagement are limited by the following standard assumptions, except as otherwise noted in the report:

1. The title is marketable and free and clear of all liens, encumbrances, encroachments, easements and restrictions. The property is under responsible ownership and competent management and is available for its highest and best use.
2. There are no existing judgments or pending or threatened litigation that could affect the value of the property.
3. There are no hidden or undisclosed conditions of the land or of the improvements that would render the property more or less valuable. Furthermore, there is no asbestos in the property.
4. The revenue stamps placed on any deed referenced herein to indicate the sale price are in correct relation to the actual dollar amount of the transaction.
5. The property is in compliance with all applicable building, environmental, zoning, and other federal, state and local laws, regulations and codes.
6. The information furnished by others is believed to be reliable, but no warranty is given for its accuracy.

This appraisal and any other work product related to this engagement are subject to the following limiting conditions, except as otherwise noted in the report:

1. An appraisal is inherently subjective and represents our opinion as to the value of the property appraised.
2. The conclusions stated in our appraisal apply only as of the effective date of the appraisal, and no representation is made as to the effect of subsequent events.
3. No changes in any federal, state or local laws, regulations or codes (including, without limitation, the Internal Revenue Code) are anticipated.
4. No environmental impact studies were either requested or made in conjunction with this appraisal, and we reserve the right to revise or rescind any of the value opinions based upon any subsequent environmental impact studies. If any environmental impact statement is required by law, the appraisal assumes that such statement will be favorable and will be approved by the appropriate regulatory bodies.
5. Unless otherwise agreed to in writing, we are not required to give testimony, respond to any subpoena or attend any court, governmental or other hearing with reference to the property without compensation relative to such additional employment.
6. We have made no survey of the property and assume no responsibility in connection with such matters. Any sketch or survey of the property included in this report is for illustrative purposes only and should not be considered to be scaled accurately for size. The appraisal

- covers the property as described in this report, and the areas and dimensions set forth are assumed to be correct.
7. No opinion is expressed as to the value of subsurface oil, gas or mineral rights, if any, and we have assumed that the property is not subject to surface entry for the exploration or removal of such materials, unless otherwise noted in our appraisal.
 8. We accept no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal descriptions and other legal matters such as legal title, geologic considerations such as soils and seismic stability; and civil, mechanical, electrical, structural and other engineering and environmental matters. Such considerations may also include determinations of compliance with zoning and other federal, state, and local laws, regulations and codes.
 9. The distribution of the total valuation in the report between land and improvements applies only under the reported highest and best use of the property. The allocations of value for land and improvements must not be used in conjunction with any other appraisal and are invalid if so used. The appraisal report shall be considered only in its entirety. No part of the appraisal report shall be utilized separately or out of context.
 10. Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraisers, or any reference to the Appraisal Institute) shall be disseminated through advertising media, public relations media, news media or any other means of communication (including without limitation prospectuses, private offering memoranda and other offering material provided to prospective investors) without the prior written consent of the persons signing the report.
 11. Information, estimates and opinions contained in the report and obtained from third-party sources are assumed to be reliable and have not been independently verified.
 12. Any income and expense estimates contained in the appraisal report are used only for the purpose of estimating value and do not constitute predictions of future operating results.
 13. If the property is subject to one or more leases, any estimate of residual value contained in the appraisal may be particularly affected by significant changes in the condition of the economy, of the real estate industry, or of the appraised property at the time these leases expire or otherwise terminate.
 14. Unless otherwise stated in the report, no consideration has been given to personal property located on the premises or to the cost of moving or relocating such personal property; only the real property has been considered.
 15. The current purchasing power of the dollar is the basis for the values stated in the appraisal; we have assumed that no extreme fluctuations in economic cycles will occur.
 16. The values found herein are subject to these and to any other assumptions or conditions set forth in the body of this report but which may have been omitted from this list of Assumptions and Limiting Conditions.
 17. The analyses contained in the report necessarily incorporate numerous estimates and assumptions regarding property performance, general and local business and economic

- conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates, and the variations may be material.
18. The Americans with Disabilities Act (ADA) became effective January 26, 1992. We have not made a specific survey or analysis of the property to determine whether the physical aspects of the improvements meet the ADA accessibility guidelines. We claim no expertise in ADA issues, and render no opinion regarding compliance of the subject with ADA regulations. Inasmuch as compliance matches each owner's financial ability with the cost to cure the non-conforming physical characteristics of a property, a specific study of both the owner's financial ability and the cost to cure any deficiencies would be needed for the Department of Justice to determine compliance.
 19. The appraisal report is prepared for the exclusive benefit of the Client, its subsidiaries and/or affiliates. It may not be used or relied upon by any other party. All parties who use or rely upon any information in the report without our written consent do so at their own risk.
 20. No studies have been provided to us indicating the presence or absence of hazardous materials on the subject property or in the improvements, and our valuation is predicated upon the assumption that the subject property is free and clear of any environment hazards including, without limitation, hazardous wastes, toxic substances and mold. No representations or warranties are made regarding the environmental condition of the subject property. Integra Realty Resources – Detroit, Integra Realty Resources, Inc., Integra Strategic Ventures, Inc. and/or any of their respective officers, owners, managers, directors, agents, subcontractors or employees (the "Integra Parties"), shall not be responsible for any such environmental conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because we are not experts in the field of environmental conditions, the appraisal report cannot be considered as an environmental assessment of the subject property.
 21. The persons signing the report may have reviewed available flood maps and may have noted in the appraisal report whether the subject property is located in an identified Special Flood Hazard Area. We are not qualified to detect such areas and therefore do not guarantee such determinations. The presence of flood plain areas and/or wetlands may affect the value of the property, and the value conclusion is predicated on the assumption that wetlands are non-existent or minimal.
 22. Integra Realty Resources – Detroit is not a building or environmental inspector. Integra Detroit does not guarantee that the subject property is free of defects or environmental problems. Mold may be present in the subject property and a professional inspection is recommended.
 23. The appraisal report and value conclusions for an appraisal assume the satisfactory completion of construction, repairs or alterations in a workmanlike manner.
 24. It is expressly acknowledged that in any action which may be brought against any of the Integra Parties, arising out of, relating to, or in any way pertaining to this engagement, the appraisal reports, and/or any other related work product, the Integra Parties shall not be

- responsible or liable for any incidental or consequential damages or losses, unless the appraisal was fraudulent or prepared with intentional misconduct. It is further acknowledged that the collective liability of the Integra Parties in any such action shall not exceed the fees paid for the preparation of the appraisal report unless the appraisal was fraudulent or prepared with intentional misconduct. Finally, it is acknowledged that the fees charged herein are in reliance upon the foregoing limitations of liability.
25. Integra Realty Resources – Detroit, an independently owned and operated company, has prepared the appraisal for the specific intended use stated elsewhere in the report. The use of the appraisal report by anyone other than the Client is prohibited except as otherwise provided. Accordingly, the appraisal report is addressed to and shall be solely for the Client's use and benefit unless we provide our prior written consent. We expressly reserve the unrestricted right to withhold our consent to your disclosure of the appraisal report or any other work product related to the engagement (or any part thereof including, without limitation, conclusions of value and our identity), to any third parties. Stated again for clarification, unless our prior written consent is obtained, no third party may rely on the appraisal report (even if their reliance was foreseeable).
26. The conclusions of this report are estimates based on known current trends and reasonably foreseeable future occurrences. These estimates are based partly on property information, data obtained in public records, interviews, existing trends, buyer-seller decision criteria in the current market, and research conducted by third parties, and such data are not always completely reliable. The Integra Parties are not responsible for these and other future occurrences that could not have reasonably been foreseen on the effective date of this assignment. Furthermore, it is inevitable that some assumptions will not materialize and that unanticipated events may occur that will likely affect actual performance. While we are of the opinion that our findings are reasonable based on current market conditions, we do not represent that these estimates will actually be achieved, as they are subject to considerable risk and uncertainty. Moreover, we assume competent and effective management and marketing for the duration of the projected holding period of this property.
27. All prospective value opinions presented in this report are estimates and forecasts which are prospective in nature and are subject to considerable risk and uncertainty. In addition to the contingencies noted in the preceding paragraph, several events may occur that could substantially alter the outcome of our estimates such as, but not limited to changes in the economy, interest rates, and capitalization rates, behavior of consumers, investors and lenders, fire and other physical destruction, changes in title or conveyances of easements and deed restrictions, etc. It is assumed that conditions reasonably foreseeable at the present time are consistent or similar with the future.

28. The appraisal is also subject to the following:

Extraordinary Assumptions and Hypothetical Conditions

The value conclusions are subject to the following extraordinary assumptions that may affect the assignment results. An extraordinary assumption is uncertain information accepted as fact. If the assumption is found to be false as of the effective date of the appraisal, we reserve the right to modify our value conclusions.

1. Building demolition costs are not contemplated, and may be applicable to the valuation; the costs may result in a corresponding reduction in value, and there may be contributory value for some of the improvements.
 2. The environmental remediation costs were reported at \$1.5MM in 2012, thus may be higher at present.
 3. The alternative valuation model assumes a large distribution warehouse user utilizing a large portion of the site.
-

Addendum A
Appraiser Qualifications



H. William Hansen, Jr., MAI

Experience

A Senior Director of Integra Dean Appraisal – Detroit (formerly Dean Appraisal). Duties consist of preparing commercial real estate appraisals and market analyses. Employed as a full time commercial real estate appraiser since 1987.

Valuations have been performed on various properties including, but not limited to, marinas and marine terminals, schools, funeral homes, truck terminals and repair garages, parking garages, industrial buildings, office buildings, shopping centers, restaurants, apartments, subdivisions, condominiums, mini-storage facilities, cemeteries, casino, concrete batch plant, hotels, automobile factories, billboards, cellular tower, campgrounds, mixed used facilities, vacant land and various other commercial and industrial facilities.

Valuations have been performed for condemnation purposes, estates, financing, equity participation, litigation, ad valorem, and due diligence support. Valuations have been done on proposed, partially completed, renovated and existing structures.

Additional experience includes over ten years in construction and property management.

Professional Activities & Affiliations

Appraisal Institute, Member (MAI) Appraisal Institute

Licenses

Michigan, State Certified General Real Estate Appraiser, 1201001420, Expires July 2019

Michigan, State Certified General Real Estate Appraiser, 1201001420, Expires July 2021

Education

Bachelor of Science, Management (Real Estate emphasis), Metropolitan State College, Denver, Colorado, 1983. Associate of Arts, Accounting, Oakland Community College Farmington Hills, Michigan, 1981.

Successfully completed numerous real estate related courses sponsored by the Appraisal Institute, including Courses 530, Advance Sales Comparison and Cost Approaches; 2-2, Report Writing; 2-1, Case Studies in Real Estate Valuation; 1B- A & B, Capitalization Theory Parts A & B; SPP, Standards of Professional Practice A, B & C; 1A-2, Basic Valuation Procedures; 1A-1, Real Estate Appraisal Principles

Appraisal Institute sponsored seminars include Highest & Best Use Applications, Analyzing Operating Expenses, Appraising Troubled Properties, Report Writing, Retail Properties, Separating Real and Personal Property from Intangible Business Assets, Special Purpose Properties

Other Real Estate Courses include Commercial & Investment Real Estate, Real Estate Law, Real Estate Finance, Principles of Real Estate, Broker's Preparation Course, Project Training Seminar, Argus Training Seminar, HUD Valuation Seminar.

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N940178

STATE OF MICHIGAN
DEPARTMENT OF LICENSING AND REGULATORY AFFAIRS
BUREAU OF PROFESSIONAL LICENSING

CERTIFIED GENERAL APPRAISER
LICENSE

H WILLIAM HANSEN, JR

LICENSE NO.
1201001420

EXPIRATION DATE
07/31/2021

AUDIT NO
3417066

THIS DOCUMENT IS DULY ISSUED
UNDER THE LAWS OF THE STATE
OF MICHIGAN

Anthony Sanna, MAI, CRE, FRICS

Experience

Mr. Sanna, Executive Director has actively counseled and advised clients on issues relating to the sale, leasing, valuation, management, and development of commercial real estate assets since 1989. Mr. Sanna served as the Managing Director of IRR Detroit from 2003-2018.

He has a diversified background in real estate with primary emphasis in the areas of valuation for investment property, institutional assets, portfolio asset management and complex real estate issues. Conversely, Mr. Sanna continually manages a re-occurring volume of traditional mortgage loan appraisal work on all varieties of properties, large and small, focusing on core real estate assets including hotel, office, industrial, retail, and multifamily properties.

Mr. Sanna has extensive consulting and valuation experience relating to corporate and private clients on an array of issues pertaining to estate and property trust matters, partnership disputes, air rights, partial and fractional interests, contract disputes, and mediation/arbitration disputes. Mr. Sanna's experience in these matters provides clients with a well-rounded framework for valuation and consulting solutions.

Professional Activities & Affiliations

Appraisal Institute, Member (MAI)
Counselor of Real Estate (CRE)
Royal Institute of Chartered Surveyors, Fellow (FRICS)
Board of Director: Integra Realty Resources - 2005-2008 and 2012-2017
Board of Director: Commercial Board of Real Estate - Michigan Chapter

Licenses

Michigan, State Certified General Real Estate Appraiser, 1201001324, Expires July 2021

Education

Bachelor of Science (Business Administration) Wayne State University

Appraisal Institute Courses:

- Principals of Real Estate Appraisal
- Procedures of Real Estate Appraisal
- Uniform Standards of Professional Practice
- Basic Income Capitalization
- Advanced Income Capitalization
- Report Writing
- Advanced Applications/Case Studies

Qualified Before Courts & Administrative Bodies

Qualified expert witness before the Michigan Tax Tribunal, various Circuit Courts, planning boards, commissioner hearings and County Tax Boards.

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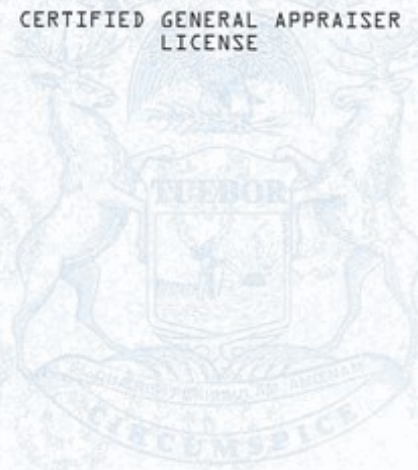
GRETCHEN WHITMER
GOVERNOR

P026037

STATE OF MICHIGAN
DEPARTMENT OF LICENSING AND REGULATORY AFFAIRS
BUREAU OF PROFESSIONAL LICENSING

CERTIFIED GENERAL APPRAISER
LICENSE

ANTHONY SANNA



LICENSE NO.
1201001324

EXPIRATION DATE
07/31/2021

AUDIT NO
3430800

THIS DOCUMENT IS ONLY ISSUED
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OF MICHIGAN

About IRR

Integra Realty Resources, Inc. (IRR) provides world-class commercial real estate valuation, counseling, and advisory services. Routinely ranked among leading property valuation and consulting firms, we are now the largest independent firm in our industry in the United States, with local offices coast to coast and in the Caribbean.

IRR offices are led by MAI-designated Senior Managing Directors, industry leaders who have over 25 years, on average, of commercial real estate experience in their local markets. This experience, coupled with our understanding of how national trends affect the local markets, empowers our clients with the unique knowledge, access, and historical perspective they need to make the most informed decisions.

Many of the nation's top financial institutions, developers, corporations, law firms, and government agencies rely on our professional real estate opinions to best understand the value, use, and feasibility of real estate in their market.

Local Expertise...Nationally!

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Addendum B
Property Information



Addendum C
Comparable Data



Land Sales - Main Parcel





Location & Property Identification

Property Name:	Vacant Industrial Land
Sub-Property Type:	Commercial, Industrial
Address:	1840 & 2140 Holbrook Ave.
City/State/Zip:	Detroit, MI 48212
County:	Wayne
Market Orientation:	Urban
Property Location:	Just east of Chrysler Freeway (I-75)
IRR Event ID:	2152415



Source of Land Info.: Owner

Sale Information

Listing Price:	\$8,400,000
Effective Listing Price:	\$8,400,000
Listing Date:	07/25/2019
Sale Status:	Listing
\$/Acre(Gross):	\$100,000
\$/Land SF(Gross):	\$2.30
Grantor/Seller:	IRGICP, LLC
Grantee/Buyer:	Listing
Property Rights:	Fee Simple
Exposure Time:	70 (months)
Financing:	Cash to seller
Terms of Sale:	Listing
Verification Type:	Secondary Verification

Comments

Property consists of two non-contiguous 42 acre sites; the north portion fronts the north side of Holbrook, while the south portion is approximately 350' to the south. As of July 25, 2019, the broker removed the price on the property, which had been on the market for nearly 6 years at that time.

Former American Axle site.

Improvement and Site Data

MSA:	Detroit-Warren-Dearborn, MI
Legal/Tax/Parcel ID:	09004727-29
Acres(Gross):	84.00
Land-SF(Gross):	3,659,040
Shape:	Irregular
Topography:	Level
Zoning Code:	M-4
Zoning Desc.:	Intensive Industrial District
Flood Plain:	No
Utilities:	, Rail

Location & Property Identification

Property Name:	Vacant Land
Sub-Property Type:	Commercial, Industrial
Address:	16200 Wahrman Rd.
City/State/Zip:	Romulus, MI 48174
County:	Wayne
Market Orientation:	Suburban
Property Location:	E side, S of Eureka; also fronts Wayne
IRR Event ID:	1948833



Sale Information

Sale Price:	\$7,800,000
Effective Sale Price:	\$7,800,000
Sale Date:	09/06/2017
Sale Status:	Closed
\$/Acre(Gross):	\$98,734
\$/Land SF(Gross):	\$2.27
\$/Acre(Usable):	\$98,734
\$/Land SF(Usable):	\$2.27
Grantor/Seller:	BKG Wahrman (Burton Katzman)
Grantee/Buyer:	Insite Real Estate Investment Properties, LLC
Property Rights:	Fee Simple
Exposure Time:	0 (months)
Financing:	Cash to seller
Terms of Sale:	Listed as BTS
Document Type:	Other
Recording No.:	PTA
Verification Type:	Secondary Verification

Land-SF(Usable/Gross):	3,441,240/3,441,240
Usable/Gross Ratio:	1.00
Shape:	Irregular
Topography:	Level
Corner Lot:	No
Frontage Feet:	1320
Frontage Desc.:	E side Wahrman; 200' W side Wayne
Zoning Code:	M-2
Zoning Desc.:	General Industrial District
Comm. Panel No.:	26163C0370F
Utilities:	Electricity, Water Public, Sewer, Gas
Source of Land Info.:	Broker

Improvement and Site Data

MSA:	Detroit-Warren-Dearborn, MI
Legal/Tax/Parcel ID:	80-130-99-0003-701, 80-130-99-0003-702
Acres(Usable/Gross):	79.00/79.00

Comments

The property had never been marketed for sale, only for build-to-suit options. Buyer had a build to suit, and is building a 600,000 SF distribution center at a cost of \$100MM.

Functional Utility: Good

The site has a drain that traverses the northern portion of the site, and can be put underground. The site has sewer on Wayne Road, and water on both Wayne and Wahrman.

Location & Property Identification

Property Name:	Vacant Land
Sub-Property Type:	Commercial, Industrial
Address:	1000 Vanguard
City/State/Zip:	Pontiac, MI 48341
County:	Oakland
Market Orientation:	Urban
Property Location:	E side of Vanguard Drive with exposure along railroad tracks.
IRR Event ID:	2172374



Sale Information

Sale Price:	\$3,300,000
Effective Sale Price:	\$3,300,000
Sale Date:	12/01/2018
Sale Status:	Closed
\$/Acre(Gross):	\$54,330
\$/Land SF(Gross):	\$1.25
\$/Acre(Usable):	\$54,330
\$/Land SF(Usable):	\$1.25
Property Rights:	Fee Simple
% of Interest Conveyed:	100.00
Financing:	Cash to seller
Terms of Sale:	Arm's length
Verified By:	Maxwell G. Katsarelas
Verification Date:	12/13/2018
Confirmation Source:	Paul Gyarmati, Newmark Knight Frank
Verification Type:	Confirmed-Seller Broker

Vegetation:	Minimal
Corner Lot:	No
Zoning Code:	MUD
Zoning Desc.:	Mixed Use District
Flood Plain:	No
Utilities Desc.:	All available
Source of Land Info.:	Public Records

Comments

Property will be a build-to-suit for Fed Ex.

Improvement and Site Data

Legal/Tax/Parcel ID:	64-14-19-351-024
Acres(Usable/Gross):	60.74/60.74
Land-SF(Usable/Gross):	2,645,834/2,645,834
Usable/Gross Ratio:	1.00
Shape:	Irregular
Topography:	Level

Location & Property Identification

Property Name: Vacant R & D Land
 Sub-Property Type: Commercial, Industrial
 Address: 40000 W. Fourteen Mile Rd.
 City/State/Zip: Novi, MI 48375
 County: Oakland

Market Orientation: Suburban
 Property Location: SEC Haggerty Connector
 IRR Event ID: 1948854



Sale Information

Sale Price: \$3,000,000
 Effective Sale Price: \$3,000,000
 Sale Date: 03/23/2018
 Sale Status: Closed
 \$/Acre(Gross): \$49,624
 \$/Land SF(Gross): \$1.14
 \$/Acre(Usable): \$52,808
 \$/Land SF(Usable): \$1.21
 Grantor/Seller: Sehn Novi (Francis Sehn)
 Grantee/Buyer: Production Tool Supply Co., LLC

Property Rights: Fee Simple
 Financing: Cash to seller
 Terms of Sale: Arms Length
 Document Type: Deed
 Recording No.: 51682-568
 Verification Type: Secondary Verification

Topography: Gently Sloping
 Corner Lot: Yes
 Frontage Desc.: Also fronts Haggerty Rd
 Accessibility Rating: Above average
 Visibility Rating: Excellent
 Zoning Code: OST
 Zoning Desc.: Office, Service & Technology

Flood Plain: No
 Utilities: Electricity, Water Public, Sewer, Gas
 Source of Land Info.: Public Records

Comments

Irregular shaped site with a small drain at the south end. Property was listed at the time of the sale, although the price was undisclosed. Site has a small drain at the south end that can be culverted.

Improvement and Site Data

MSA: Detroit-Warren-Dearborn, MI

Legal/Tax/Parcel ID: 22-01-200-018,22-01-200-026, 22-01-200-027

Acres(Usable/Gross): 56.81/60.46
 Land-SF(Usable/Gross): 2,474,643/2,633,419
 Usable/Gross Ratio: 0.94
 Shape: Very Irregular

Location & Property Identification

Property Name: Vacant Land
Sub-Property Type: Other
Address: 23259 Sibley Rd.
City/State/Zip: Brownstown, MI 48174
County: Wayne

Market Orientation: Suburban
Property Location: S side of Sibley, SEQ Emit Rd, E of I-75
IRR Event ID: 2348623



Sale Information

Sale Price: \$4,450,000
Effective Sale Price: \$4,450,000
Sale Date: 01/15/2020
Listing Price: \$4,590,000
Sale Status: Closed
\$/Acre(Gross): \$82,407
\$/Land SF(Gross): \$1.89
Grantor/Seller: Sibley Holdings, LLC
Grantee/Buyer: Capital Real Estate Management, LLC

Property Rights: Fee Simple
Financing: Cash to seller
Terms of Sale: Arms Length
Verified By: H. William Hansen, Jr., MAI
Verification Date: 03/20/2020
Confirmation Source: Broker, Signature Assoc.
Verification Type: Confirmed-Seller Broker

Frontage Feet: 1350
Frontage Desc.: S side Sibley
Zoning Code: I-1; B-2 Sibley Frontage
Zoning Desc.: Light Industrial; Community Business at frontage

Flood Plain: No
Utilities: Water Public, Sewer, Gas, Telephone
Source of Land Info.: Broker

Comments

Included 13,500 sq. ft. of buildings, fueling station, and site improvements include 32+ acres of hard surface to accommodate semi-trailer parking. Site is 3/4 mile east of I-75.

Improvement and Site Data

Legal/Tax/Parcel ID: 70-028-99-0001-000,
70-028-99-0003-001,
70-028-99-0002-001

Acres(Gross): 54.00
Land-SF(Gross): 2,352,240
Shape: Rectangular
Topography: Level

Location & Property Identification

Property Name:	Amazon Industrial Site
Sub-Property Type:	Commercial, Industrial
Address:	50500 Mound Rd.
City/State/Zip:	Shelby Township, MI 48317
County:	Macomb
Market Orientation:	Suburban
Property Location:	SEC 23 Mile
IRR Event ID:	2439524



Sale Information

Sale Price:	\$6,343,450
Effective Sale Price:	\$6,343,450
Sale Date:	09/22/2017
Sale Status:	Closed
\$/Acre(Gross):	\$32,062
\$/Land SF(Gross):	\$0.74
\$/Acre(Usable):	\$36,248
\$/Land SF(Usable):	\$0.83
Grantor/Seller:	Zebra Holdings, LLC
Grantee/Buyer:	23 Mile Commerce Center Project, LLC
Property Rights:	Fee Simple
Financing:	Cash to seller
Terms of Sale:	Build to Suit
Document Type:	Deed
Recording No.:	24957/3
Verified By:	H. William Hansen, Jr., MAI
Verification Date:	03/20/2020
Verification Type:	Secondary Verification

Shape:	Irregular
Topography:	Level
Corner Lot:	Yes
Zoning Code:	HM
Zoning Desc.:	Heavy Manufacturing
Flood Plain:	No
Flood Zone Designation:	X
Utilities:	Electricity, Water Public, Sewer, Gas
Source of Land Info.:	Other

Comments

Site of former Ford Shelby plant; was purchased by seller, who was a building recycler, that subsequently demolished the plant prior to the sale. Site was purchased for a build to suit for Amazon Distribution center.

Southwesterly angled property line represents Shelby Rd frontage; located 1/2 mile west of Van Dyke Freeway. A high tension power line crosses the southerly end of the site, perpendicular to, and basically bisecting, the Shelby frontage, and extends to a substation at the easterly site boundary, reducing the usable area; the cited usable area is estimated.

Improvement and Site Data

MSA:	Detroit-Warren-Dearborn, MI
Legal/Tax/Parcel ID:	23-07-21-100-009
Acres(Usable/Gross):	175.00/197.85
Land-SF(Usable/Gross):	7,623,000/8,618,346
Usable/Gross Ratio:	0.88

Land Sales - Eight Mile Retail Area



Location & Property Identification

Property Name: Vacant Land
 Sub-Property Type: Commercial
 Address: 25445 Novi Rd.
 City/State/Zip: Novi, MI 48375
 County: Oakland

Market Orientation: Suburban

IRR Event ID: 2300790



Sale Information

Sale Price: \$2,500,000
 Effective Sale Price: \$2,500,000
 Sale Date: 01/15/2019
 Sale Status: Closed
 \$/Acre(Gross): \$286,336
 \$/Land SF(Gross): \$6.57
 Grantor/Seller: Hunter Development
 Grantee/Buyer: Bond at Novi LLC
 Assets Sold: Real estate only
 Property Rights: Fee Simple
 Financing: Cash to seller
 Verified By: Bradley G. Conkey
 Verification Date: 12/03/2019
 Confirmation Source: Mark Szerlag 248-476-3700
 Verification Type: Confirmed-Seller Broker

Zoning Desc.: Town Center
 Source of Land Info.: Public Records

Comments

The parcel has 11 feet of frontage along Novi Road and 950 feet of frontage along Flint Street.

Improvement and Site Data

Legal/Tax/Parcel ID: 22-22-226-003 & 005
 Acres(Gross): 8.73
 Land-SF(Gross): 380,322
 Shape: Irregular
 Topography: Level
 Frontage Feet: 111
 Frontage Desc.: Novi
 Accessibility Rating: Below average
 Visibility Rating: Below average
 Zoning Code: TC-1

Location & Property Identification

Property Name:	Vacant Land
Sub-Property Type:	Commercial
Address:	25671 Gratiot Ave.
City/State/Zip:	Roseville, MI 48066
County:	Macomb
Market Orientation:	Suburban
Property Location:	NE side of Gratiot Ave.; north of E. 10 Mile Rd.
IRR Event ID:	2282231



Sale Information

Sale Price:	\$950,000
Effective Sale Price:	\$950,000
Sale Date:	10/17/2019
Sale Status:	In-Contract
\$/Acre(Gross):	\$300,633
\$/Land SF(Gross):	\$6.90
\$/Acre(Usable):	\$300,633
\$/Land SF(Usable):	\$6.90
Grantor/Seller:	Luu Properties
Grantee/Buyer:	Not Disclosed
Assets Sold:	Real estate only
Property Rights:	Fee Simple
Financing:	Cash to seller
Verified By:	Bradley G. Conkey
Verification Date:	10/17/2019
Confirmation Source:	Leo Gonzalez 734-846-8045
Verification Type:	Confirmed-Seller Broker

Acres(Usable/Gross):	3.16/3.16
Land-SF(Usable/Gross):	137,649/137,649
Usable/Gross Ratio:	1.00
Shape:	Irregular
Vegetation:	Minimal
Corner Lot:	No
Frontage Feet:	250
Frontage Desc.:	Gratiot
Visibility Rating:	Good
Zoning Code:	B-3
Zoning Desc.:	General Business District
Utilities:	Water Public, Sewer
Source of Land Info.:	Public Records

Comments

The broker reported that the purchaser intends to construct a new medical office building on the site. The asking price was \$1,200,000.

Occupancy

Occupancy at Time of Sale:	0.00%
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Improvement and Site Data

MSA:	Detroit-Warren-Livonia, MI Metropolitan Statistical Area
Legal/Tax/Parcel ID:	14-20-304-020

Vacant Land



Location & Property Identification

Property Name:	Commercial Land
Sub-Property Type:	Commercial
Address:	12800 Michigan Ave.
City/State/Zip:	Dearborn, MI 48126
County:	Wayne
Market Orientation:	Urban
Property Location:	North side of Michigan Avenue, west of Miller Road.



IRR Event ID: 2142735

Sale Information

Sale Price:	\$875,000
Effective Sale Price:	\$875,000
Sale Date:	02/10/2017
Sale Status:	Closed
\$/Acre(Gross):	\$270,062
\$/Land SF(Gross):	\$6.20
Grantor/Seller:	Lakritz Ventures
Grantee/Buyer:	Dearborn Lacrosse 505 LLC
Assets Sold:	Real estate only
Property Rights:	Fee Simple
Financing:	Cash to seller
Terms of Sale:	Arm's Length
Document Type:	Deed
Verified By:	Bradley G. Conkey
Verification Date:	10/22/2018
Confirmation Source:	City of Dearborn Assessor
Verification Type:	Confirmed-Other

Topography:	Level
Frontage Feet:	400
Frontage Type:	2 way, 2 lanes each way
Zoning Code:	BC
Zoning Desc.:	General Business
Flood Plain:	No
Flood Zone Designation:	X
Utilities:	Electricity, Water Public, Sewer
Source of Land Info.:	Public Records

Comments

The SEV at time of sale was \$634,604.
 Located the Michigan Avenue commercial corridor in East Dearborn.

Improvement and Site Data

MSA:	Detroit-Warren-Dearborn, MI
Legal/Tax/Parcel ID:	81-10-171-16-017
Acres(Gross):	3.24
Land-SF(Gross):	141,134
Shape:	Rectangular

Location & Property Identification

Property Name:	Vacant Land
Sub-Property Type:	Commercial
Address:	23970 Hall Road Rd.
City/State/Zip:	Clinton Township, MI 48036
County:	Macomb
Market Orientation:	Suburban
Property Location:	South Side of Hall Road, west of Gratiot
IRR Event ID:	1880658



Sale Information

Sale Price:	\$1,175,000
Effective Sale Price:	\$1,235,000
Sale Date:	09/27/2017
Sale Status:	Closed
\$/Acre(Gross):	\$296,305
\$/Land SF(Gross):	\$6.80
Grantor/Seller:	Macomb Baptist Church
Grantee/Buyer:	Morley Candy Makers
Property Rights:	Fee Simple
Financing:	Cash to seller
Verified By:	Bradley G. Conkey
Verification Date:	12/14/2017
Confirmation Source:	Tony Sorgi - Plante Moran
Verification Type:	Confirmed-Buyer Broker

Corner Lot:	No
Frontage Feet:	248
Zoning Code:	B-2 & I-1
Source of Land Info.:	Public Records

Comments

The property was openly marketed by L. Mason Capitani with an asking price of \$1,300,000. The adjacent owner to the west, Morley Candy, was the purchaser and intends to expand their facility in the future. Prior to closing, the purchaser obtained a rezoning from RM-1 to B-2 and I-1. The site was improved with a 12,358 SF church. Adding estimated demolition costs of \$5/SF (\$60,000 rounded) to the sale price of \$1,175,000, results in an effective sale price of \$1,235,000.

Sale Analysis

Adjust. Comments:	Demolition costs for the 12,358 SF building are estimated at \$5/SF or \$60,000 rounded
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Improvement and Site Data

Legal/Tax/Parcel ID:	16-11-01-100-036
Acres(Gross):	4.17
Land-SF(Gross):	181,558
Shape:	Rectangular

Location & Property Identification

Property Name: Vacant Land
 Sub-Property Type: Commercial
 Address: 44242-44294 Mound
 City/State/Zip: Sterling Heights, MI 48314
 County: Macomb

Market Orientation: Suburban
 Property Location: East side of Mound Road,
 South of M-59

IRR Event ID: 1947569



Sale Information

Sale Price: \$925,000
 Effective Sale Price: \$925,000
 Sale Date: 02/27/2017
 Recording Date: 05/02/2018
 Sale Status: Closed
 \$/Acre(Gross): \$168,796
 \$/Land SF(Gross): \$3.88
 Grantor/Seller: Poplar Properties LLC
 Grantee/Buyer: 44444 Mound Road LLC
 Assets Sold: Real estate only
 Property Rights: Fee Simple
 Financing: Cash to seller
 Terms of Sale: Multiple Parcel Sale
 Document Type: Warranty Deed
 Recording No.: L 24591/P 369
 Verified By: Mr. Richard Sanna
 Confirmation Source: Municipal Records
 Verification Type: Confirmed-Other

Frontage Desc.: 550 ft on Mound Rd, 265 ft on Poplar Ave
 Frontage Type: 2 way, 3 lanes each way
 Traffic Control at Entry: None
 Zoning Code: C-1
 Zoning Desc.: Contract Zone
 Flood Plain: No
 Flood Zone Designation: X
 Comm. Panel No.: 26099C0306G
 Date: 09/29/2006
 Source of Land Info.: Public Records

Improvement and Site Data

Legal/Tax/Parcel ID: 10-04-151-041-000
 Acres(Gross): 5.48
 Land-SF(Gross): 238,708
 Shape: Rectangular
 Topography: Level
 Vegetation: Trees and grasses

