

APPRAISAL REPORT



ASSIGNMENT:	Estimate Market Value of the Fee Simple Interest Assuming Two Scenarios
PROJECT:	NSD – 35th Avenue & McDowell Road; CC8850110000
ASSESSOR'S PARCEL NOS.:	108-24-068, 069 086, 087, 088
OWNER:	City of Phoenix
LOCATION:	Northwest corner of 35th Avenue and McDowell Road, Phoenix, Arizona
TYPE:	Vacant Land
EFFECTIVE DATE OF THE APPRAISAL:	December 3, 2025
CLIENT:	Mr. Christopher F. Rocca, Sr. Review Appraiser Finance Department Real Estate Division 251 West Washington Street, 8 th Floor Phoenix, Arizona 85003
APPRAISER:	Dennis L. Lopez, MAI, SRA <i>Dennis L. Lopez & Associates, LLC</i>
OUR FILE No.:	250175



DENNIS L. LOPEZ & ASSOCIATES, LLC
REAL ESTATE APPRAISERS AND CONSULTANTS

December 4, 2025

Mr. Christopher F. Rocca, Sr.
Review Appraiser
Real Estate Division
Finance Department
251 West Washington Street, 8th Floor
Phoenix, Arizona 85003

Re: Assignment: Estimate Market Value of the Fee Simple Interest Under Two Scenarios
Project: NSD – 35th Avenue & McDowell Road; CC8850110000
APNs: 122-39-001B, 012B, 012C 022A
Owner: City of Phoenix
Property Type: Vacant Land
Location: Northwest corner of 35th Avenue and McDowell Road, Phoenix, Arizona
Our File No.: 250175

Dear Mr. Rocca:

Per to your request, I have inspected the above-referenced property for the purpose of estimating the market value of the fee simple interest, as of the effective date of the appraisal (date of valuation), December 3, 2025, under two scenarios—first subject to WU, Walkable Urban, Low Intensity Mixed-use District, T5:5, 56-to 100-foot height for multi-family residential use, then “as is”. The intended use of the appraisals and report will be for internal decisions. I expect that the intended user of the appraisals and report will be you and the City of Phoenix (the client).

My opinions of market value assumed a cash transaction or one involving financing at market terms after a reasonable exposure time as of the effective date of the appraisal. The opinions expressed were subject to the underlying assumptions and limiting conditions, definitions and certification set forth in the body of the accompanying appraisal report. The appraisals and report were prepared in conformity with the appraisal guidelines of the City of Phoenix, the Uniform Standards of Professional Appraisal Practice, 2024 (USPAP) and the Uniform Relocation Assistance & Real Property Acquisition Policies Act (“Uniform Act”) (49 CFR Part 24) and amendments and the Arizona Department of Transportation Infrastructure Delivery and Operations Division’s Right-of-way Procedures Manual, Federal Highway Administration (FHWA)-certified, July 16, 2018. Please note that the ADOT manual is a complete set of appraisal requirements that was certified by FHWA for Uniform Act compliance. The ADOT appraisal requirements have long represented the most complete compilation and documentation of requirements for compliance.

Mr. Christopher F. Rocca, Sr.
December 4, 2025
Page 2

During the course of the appraisal and analysis, I became thoroughly familiar with the subject property and its location. Documented market data from the applicable market segment to which the subject belongs were analyzed and I spoke with well-informed persons familiar with current real estate values, all for the purpose of estimating the market value of this property under two scenarios.

Based on the information found in my investigation and by my professional analysis as presented in the accompanying appraisal report, my opinion of the market value of the fee simple interest as of the effective date of the appraisal (date of valuation), December 3, 2025, subject to WU, Walkable Urban, Low Intensity Mixed-use District, T5:5, 56-to 100-foot height for multi-family residential use, was:

FOUR HUNDRED FIFTY THOUSAND DOLLARS

(\$450,000 or \$12.84/s.f. of net site area)

My appraisal was subject to a special limiting condition stated on page 12 of the accompanying report.

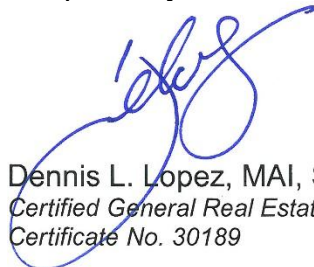
My opinion of the market value of the fee simple interest as of the effective date of the appraisal (date of valuation), December 3, 2025, "as is", was:

EIGHT HUNDRED FIFTY THOUSAND DOLLARS

(\$850,000 or \$24.25/s.f. of net site area)

The opportunity to assist you has been appreciated.

Respectfully submitted,



Dennis L. Lopez, MAI, SRA
Certified General Real Estate Appraiser - State of Arizona
Certificate No. 30189

DLL:dll

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Qualifications of the Appraiser

UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS

1. This report is the confidential and private property of the client and the appraiser. Neither all nor any part of the contents of this report shall be conveyed to any person or entity, other than the appraiser's or firm's client, through advertising, solicitation materials, public relations, news, sales, or other media without the written consent and approval of the authors, particularly as to valuation conclusions, the identity of the appraiser or firm with which the appraiser is connected, or any reference to the Appraisal Institute or the MAI and SRA designations. Further, the appraiser or firm assumes no obligation, liability, or accountability to any third party. If this report is placed in the hands of anyone but the client, client shall make such party aware of all the assumptions and limiting conditions of the assignment.
2. Neither this report, nor any of its contents, may be used for the sale of shares or similar units of ownership in the nature of securities, without specific prior approval of the appraiser. No part of this appraisal may be reproduced in any promotional materials without the permission of the appraiser.
3. The information furnished by the property owner, agent, management or the client is assumed to be correct as received.
4. The appraiser is not responsible for the accuracy of the opinions furnished by others and contained in this report, nor is he responsible for the reliability of government data utilized in the report.
5. The title to the property is assumed to be marketable and free and clear of all liens.
6. The property is appraised as if owned in fee simple title without encumbrances, unless otherwise mentioned in this report.
7. The fee simple estate in the property contains the sum of all fractional interests which may exist.
8. The legal description obtained by the appraiser was assumed correct and descriptive of the subject property. No responsibility is assumed for the legal description provided or for matters including legal or title considerations. A survey and title report should be obtained to verify its accuracy.
9. No site survey was provided to the appraiser unless otherwise noted. It is assumed that the sources for dimensions and size relied upon are correct.

10. The utilization of the land by the improvements is assumed to be within the boundaries or property lines described and that no encroachments exist unless otherwise noted in the report.
11. No hidden or unapparent conditions of the property, subsoil, or structures that render it more or less valuable were assumed to exist. No responsibility is assumed for such conditions or arranging engineering studies that may be required for their discovery.
12. Subsurface rights (mineral, oil, etc.) and their potential impact upon value were not considered in this appraisal, unless stated otherwise.
13. This appraisal assumes the subject property, as vacant or as improved, has no historical or archeological significance. The value estimate is predicated on the assumption that no such condition exists. Should the client have a concern over the subject's status, he or she is urged to retain the services of a qualified independent specialist to determine the extent of either significance, if any, and the cost to study the condition or the benefit or detriment such a condition brings to the property. The cost of inspection and study must be borne by the client or owner of the property. Should the development of the property be restricted or enhanced in any way, the appraiser reserves the right to modify the opinion of value indicated by the market.
14. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless nonconformity has been stated, defined and considered in the appraisal report.
15. This appraisal assumes the subject property complies with the requirements under the *ADA, Americans With Disabilities Act*. The appraisers are not qualified to detect each and every item of compliance or lack thereof. The value estimate is predicated on the assumption that there is no lack of compliance that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them.

Should the client have a concern over the subject's state of compliance, he or she is urged to retain the services of a qualified independent ADA specialist to determine the extent of compliance and the cost to bring the property into compliance if needed. The cost of inspection, study and compliance must be borne by the client or owner of the property. The cost could be deducted from the estimate of market value of the subject property if indicated by the market.

16. The subject property is assumed not to be in violation of any government regulations or laws pertaining to the environment.
17. Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the property, was not observed by the appraiser.

The appraiser has no knowledge of the existence of such materials on or in the property. The appraiser, however, is not qualified to detect such substances as asbestos, PCB transformers, urea-formaldehyde foam insulation, or other toxic, hazardous, or contaminated substances and/or underground storage tanks (containing hazardous materials). Mold may be present in areas the appraiser cannot see. The value estimate is predicated on the assumption that there is no such material or growth on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them.

Should the client have a concern over the existence of such substances, he or she is urged to retain the services of a qualified independent environmental specialist to determine the extent of the contamination, if any, and the cost of treatment or removal. The cost of detection, treatment or removal and permanent storage must be borne by the client or owner of the property. This cost can be deducted from the estimate of market value of the subject property if requested by the client.

18. Responsible ownership and competent management are assumed to exist for the subject property.
19. The values assigned to the improvements, if shown in this report, are in proportion to the contribution they make to the value of the property as a whole. The separate estimates of value for the land and building must not be used in conjunction with any other appraisal and are invalid if so used, or if used separately.
20. All furnishings and equipment (or other personal property), except those specifically indicated and/or typically considered as a part of real property (under common accepted definitions) have been disregarded in this valuation. Only the real estate, as permanently affixed to the subject site, has been valued herein.
21. This report is not considered a legal document and the appraiser assumes no responsibility for matters of a legal nature except for his obligations under the contract to provide the appraisal and report.
22. The appraiser is not required to testify regarding this report in deposition or in court unless arrangements were previously made.
23. The appraiser cannot predict or evaluate the possible effects of future wage or price control actions of the government upon rental income or financing of the subject property; hence, it is assumed that no controls will apply which would nullify contractual agreements, thereby changing property values.

24. The appraiser did not base a conclusion or opinion of value on the following:
- a. Racial, ethnic, or religious homogeneity of the inhabitants of an area or of a property
 - b. Racial, religious, and ethnic factors as predictors of value trends or price variance
 - c. Neighborhood trends analyzed upon stereotyped or biased presumptions relating to race, color, religion, sex, or national origin, or upon unsupported presumptions relating to the effective age or remaining life of the property being appraised or the life expectancy of the neighborhood in which it is located.

North



ASSESSOR'S AERIAL PHOTOGRAPH



SUMMARY OF IMPORTANT FACTS AND OPINIONS

ASSIGNMENT:	Estimate market value of the fee simple interest assuming two scenarios
PROJECT:	NSD – 35th Avenue & McDowell Road; CC8850110000
ASSESSOR’S PARCEL NOS.:	108-24-068, 069 086, 087, 088
OWNER:	City of Phoenix
LOCATION:	Northwest corner of 35th Avenue and McDowell Road, Phoenix, Arizona
TYPE:	Vacant land
OWNER CONTACT AND PROPERTY INSPECTION:	The owner was the client. The property was inspected unaccompanied on December 3, 2025.
PURPOSE AND INTENDED USE AND USER:	The purpose of this assignment was to estimate the market value of the fee simple interest in the subject property as of the effective date of the appraisal, December 3, 2025, under two scenarios—first subject to WU, Walkable Urban, Low Intensity Mixed-use District, T5:5, 56-to 100-foot height for multi-family residential use, and second, “as is”. The intended use of the appraisal will be for internal decisions. I expect that the intended user of this appraisal and report will be you and the City of Phoenix (the client).
SITE AREA:	35,055 square feet or 0.805 net acre (Assessor)
ZONING:	
Subject to Rezoning:	WU, Walkable Urban
As Is:	43% C-2, Intermediate Commercial 57% C-3, General Commercial
IMPROVEMENTS:	Fence and slabs with no contributory market value

HIGHEST AND BEST USE: Speculative investment for appreciation upon resale or future multi-family residential development under the first scenario and commercial/retail development under the second scenario

INDICATIONS OF MARKET VALUE
OF THE FEE SIMPLE INTEREST:

Cost Approach	Not applicable
Sales Comparison Approach	
Subject to Rezoning	\$450,000 or \$12.84 per square foot of net site area
As Is	\$850,000 or \$24.25 per square foot of net site area
Income Approach	Not applicable

FINAL OPINIONS OF
MARKET VALUE OF THE
FEE SIMPLE INTEREST:

Subject to Rezoning	\$450,000 or \$12.84 per square foot of net site area
As Is	\$850,000 or \$24.25 per square foot of net site area

My first appraisal was subject to a special limiting condition stated on page 12 of the report.

EXPOSURE TIME: 6 months

TYPE OF REPORT: Appraisal Report (per USPAP 2024)

DATE OF INSPECTION: December 3, 2025

EFFECTIVE DATE
OF THE APPRAISAL: December 3, 2025 (date of valuation)

DATE OF THE REPORT: December 4, 2025 (date of transmittal)

APPRAISER: Dennis L. Lopez, MAI, SRA
Dennis L. Lopez & Associates, LLC
8631 South Priest Drive, Suite 103
Tempe, Arizona 85284
480-838-7332 office
602-620-6298 cell
dennis@lopezappraisal.com

SUBJECT PROPERTY PHOTOGRAPHS

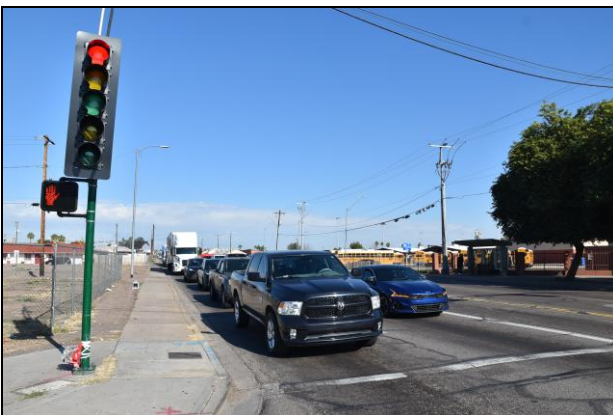
(December 3, 2025)



Subject Looking Northwest from 35th Avenue and McDowell Road and Northeast from McDowell Road



Subject Looking South from Almeria Road and Alley Making the Subject Non-contiguous Looking West



35th Avenue Looking North and South – Subject on Left and Right



McDowell Road Looking West and East – Subject on Right and Left



Almeria Road Looking West and East - Subject on Left and Right

INTRODUCTION

Scope of Work

Scope of work is defined by USPAP as follows:

The type and extent of research and analyses in an appraisal or appraisal review assignment.

This written appraisal report leads the reader through two appraisals of a parcel of real property in Phoenix, Arizona. I provided an "Appraisal Report" which provides all the introduction, description, data, analysis and conclusions that the reader requires to understand the opinions of market value. The appraisals and report were prepared in conformity with the appraisal guidelines of the City of Phoenix and the Uniform Standards of Professional Appraisal Practice, 2024 (USPAP) and the Uniform Relocation Assistance & Real Property Acquisition Policies Act ("Uniform Act") (49 CFR Part 24) and amendments. This appraisal report has an accompanying workfile. A workfile is defined by USPAP as:

Documentation necessary to support an appraiser's analyses, opinions and conclusions

Thus, where my description, data, analysis and conclusions are summarized in the report, my workfile contains supporting documentation.

The scope of work included an analysis of the physical and legal characteristics of the subject property, the influences of the surrounding region and neighborhood on the property, and supply and demand in the subject's market segment which led to my opinion of highest and best use. Once my opinion of highest and best use was established, I studied recent sales and current listings of comparable parcels of land and I spoke with knowledgeable market participants who are familiar with properties like the subject. How the market viewed the subject was critical to my supported opinions of market value and a reasonable exposure time. Their comments also helped provide further support for quantitative and qualitative sales adjustments.

The appraisals documented in this report supported final opinions of market value by the Sales Comparison Approach. Sufficient data were contained within this report for an adequate understanding of the data considered, as well as the methodology and reasoning utilized to reach my opinions of market value.

Assumptions and limiting conditions plus my certification set forth the boundaries in which my opinions of market value were contained.

Special Limiting Conditions

Extraordinary Assumptions

According to USPAP 2024, an extraordinary assumption is defined as follows:

An assignment specific assumption as of the effective date regarding uncertain information used in an analysis, which found to be false, could alter the appraiser's opinions or conclusions.

Extraordinary assumptions presume as fact *otherwise uncertain information* about physical, legal or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis. My opinions of market value were not subject to any extraordinary assumptions.

Hypothetical Conditions

According to USPAP 2024, a hypothetical condition is defined as follows:

A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis.

Hypothetical conditions assume conditions *contrary to known facts* about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis. My first opinion of market value was subject to the following hypothetical condition:

Subject to Rezoning – At the client's direction for the first scenario, I have assumed the subject property has been rezoned to WU, Walkable Urban, Low Intensity Mixed-use District, T5:5, 56-to 100-foot height for multi-family residential use.

Property Identification

The property appraised was a non-contiguous 35,055 net square foot, or 0.805-net acre, parcel of vacant land located at northwest corner of 35th Avenue and McDowell Road in Phoenix Arizona. The property was referred to as the "subject property" in the body of the report.

Legal Description

A legal description for the subject property was not available. My narrative and exhibits in this report are assumed to provide a reliable description of the property for the purpose of this appraisal. Obtaining a survey and title report is recommended.

Ostensible Owner

According to the information provided by the client, the subject property was owned by the City of Phoenix.

Ownership and Marketing History

The City of Phoenix has owned the property for over 10 years. There have been no listings of the property for sale or lease in the last five years.

Owner Contact and Property Inspection

The owner was the client. The property was inspected unaccompanied on December 3, 2025.

Leasehold Interest

The property was not leased.

Purpose of the Appraisal

The purpose of this assignment was to estimate the value of the fee simple interest in the subject property as of the effective date of the appraisal (date of valuation), December 3, 2025, under two scenarios—first subject to WU, Walkable Urban, Low Intensity Mixed-use District, T5:5, 56-to 100-foot height for multi-family residential use, and second, “as is”.

Intended Use, Client, and Intended Users of the Appraisal

The intended use of the appraisals and report will be for internal decisions. I expect that the intended user of this appraisals and report will be you and the City of Phoenix (the client).

Definitions

Market Value

"Market Value" means the most probable price estimated in terms of cash in United States dollars or comparable market financial arrangements that the property would bring if exposed for sale in the open market, with reasonable time allowed in which to find a purchaser, buying with knowledge of all of the uses and purposes to which it was adapted and for which it was capable.¹

¹ Arizona Revised Statutes 12-1122(C)

Fee Simple Interest

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.²

Exposure Time

The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal (Comment: a retrospective estimate based on an analysis of past events assuming a competitive and open market.)³

Date of Inspection

December 3, 2025

Effective Date of the Appraisal

December 3, 2025 (date of valuation)

Date of the Report

December 4, 2025 (date of transmittal)

² Appraisal Institute, The Dictionary of Real Estate Appraisal, Seventh Edition, (Chicago, Illinois: Appraisal Institute, 2022), page 73.

³ Uniform Standards of Appraisal Practice 2024, Appraisal Standards Board, Definitions, page 4.

REGIONAL ANALYSIS

As real estate is fixed in location, it is important to analyze the external forces which affect its highest and best use and market value. This section introduces the four interrelated forces that have both a direct and indirect effect upon the marketability of real estate in metropolitan Phoenix:

- *Environmental Forces:* This category of market forces includes an analysis of topography, climate, land-use patterns, water availability, transportation and street patterns as well as constraints on future growth and development potential.
- *Economic Forces:* This category includes an analysis of population and employment trends, wage levels, local market trends (including supply/demand characteristics of major market segments), availability of financing, and the availability of goods and services.
- *Governmental Forces:* This category includes an analysis of local/regional governmental attitudes and policies regarding growth, development, provision of services, taxation, city planning and incentives to commerce, industry and real estate development.
- *Social Forces:* This category includes an analysis and discussion of the demographic composition of the population and its demand for real estate. Consideration is also given to attitudes of the population regarding education, growth, development and lifestyle options.

Environmental Forces

Physical factors including land area, topography, climate, availability of water, and surrounding land uses have a direct impact the general desirability of a city or town.

The subject is located in Phoenix, Arizona, one of 23 incorporated cities in the Phoenix metropolitan area. Phoenix is located in a river valley within the desert that covers the southwest portion of the state. The metropolitan area covers an area of approximately 2,500 square miles. The incorporated area of Phoenix covers about 517 square miles. Maricopa County is 9,222 square miles in size with 29% privately-held.

Topography

The metropolitan area is located in a river valley and on highlands within the desert that covers the southwest portion of the state. Development comes easily to Phoenix and other cities in the area as the mostly-level topography allows for construction without costly site preparation. With the relatively unobstructed terrain, street patterns have taken on a north/south, east/west grid orientation. Along nearly every section line is a major arterial criss-crossing the valley. These major arterials carry the bulk of everyday traffic.

Climate

Climate alone attracts thousands of people to the state annually as residents or as visitors. This in turn creates great increases in demand for goods, services and housing, thereby bolstering the local economy and contributing to the growth cycle. Located at an elevation of 1,117 feet, Phoenix enjoys a dry subtropical climate with an average yearly precipitation of 6.74 inches, an average maximum temperature of 84.9 degrees and an average minimum temperature of 55.3 degrees. The sun shines on approximately 300 days of the year.

Land Use

Phoenix and its incorporated satellite cities were once separated by open land, however explosive growth over the past 80 years has caused their borders to become blurred. Although largely surrounded, Phoenix itself has sufficient room to grow, especially to the north. Incorporated portions of the region are estimated to be only 70 percent developed. Given the large supply of undeveloped infill and outlying land, Phoenix does not appear overly restricted in terms of increasing its tax base, and funding existing and new growth.

Water Availability

As metropolitan Phoenix is within the Sonoran desert, water and its continued availability are a concern to the continued growth of the area and quality of life. The sources of the area's water supply are estimated to be groundwater (50%) and surface water (50%).

Groundwater is pumped from basins located beneath the surface of Maricopa County. The metropolitan area had been consuming nearly 500,000 acre-feet more than was being replenished. In response to this overdraft, the Arizona State Legislature enacted the 1980 Groundwater Management Code to safeguard groundwater supplies. According to the code, the goal is to reach "safe yield" by the year 2025, which assumes that there will be no more groundwater withdrawn than is recharged. State and local municipal governments coordinate efforts to ensure an adequate water supply will meet forecasted demand/growth in this century.

Local surface water supplies come from reservoirs located on the Salt, Verde, and Agua Fria Rivers and are delivered by canal systems. The area also receives allocations of Colorado River water through the Central Arizona Project (CAP).

Although the present water supply appears adequate for the needs of the region, the rapid population growth has raised concern among planners as to the future capacity of the area to absorb population. Also, a prolonged drought has brought additional concerns regarding future water supply and management. For these reasons, water conservation and apportionment of water rights have become two major issues facing residents of the region and impacting the potential for growth.

Transportation

Highways and Freeways - The metropolitan area is served by Interstates-10 and -17, U.S. Highways 60 and 93, together with State Routes 51, 74, 85, 87, 101, 143, 202, and 303. Personal vehicles and trucks have been, and will continue to be, the primary means of transportation in the metropolitan area.

Major Streets - Major section-line arterials still carry the bulk of everyday traffic given the development sprawl. Most are improved with four or six lanes and carry traffic at speeds from 35 to 45 m.p.h.

Airports - The largest airport in the Phoenix metropolitan area is Sky Harbor International Airport. It is one of the ten busiest in the country for passenger traffic. FAA records show the airport had 52,325,266 commercial passenger boardings (enplanements and deplanements) in 2024. In 2020, the number was 21,928,708 commercial passenger boardings (enplanements and deplanements). The effect of the COVID-19 pandemic on air travel was evident. In fiscal year 2024, the airport handled 339,149 tons of cargo. In fiscal year 2021-22, the airport handled 269,763 tons of cargo. There are 22 domestic and international airlines operating at the airport serving 100 cities in the U.S. and 16 cities internationally. In addition to Sky Harbor, there are eight smaller satellite airports in the metropolitan area.

Railroads - The area is served by two railroad companies--*Union Pacific Railroad* and *BNSF Railway Company*. Commerce and industry depend little on rail transportation although large areas of industrial development are served by the rail system. None of the rail lines are used for mass transit.

Mass Transit - The Phoenix metropolitan area lacks a mass transit system serving all of the metropolitan area. However, the *Valley Metro* bus lines serve a large portion of the metropolitan area. The cities of Phoenix, Tempe and Mesa have built *Metro*, a 23-mile mass transit light rail line serving central Phoenix and linking the downtown areas of Phoenix and Tempe and Mesa. It became operational in late 2008 and has met with good acceptance by the public.

Economic Forces

Population and Growth Statistics

Strong gains in population are due to an upturn in net in-migration. Net in-migration currently accounts for two thirds of the change in the population. Strong net in-migration is expected to continue as Arizona is an attractive destination due to climate, lifestyle, affordable housing and job availability. The Maricopa County Association of Governments (MAG) provided the following population and growth statistics for cities and towns in Maricopa County along with Pinal County data (most recent):

MAG Planning Area Total: 4,974,380 (July 1, 2024 Estimate)			
Jurisdiction	Population Estimate July 1, 2023	Population Estimate July 1, 2024	Population Growth (2023-2024)
Apache Junction	39,488	41,643	5.5%
Avondale	94,821	96,803	2.1%
Buckeye	109,591	113,349	3.4%
Carefree	3,726	3,738	0.3%
Cave Creek	5,233	5,259	0.5%
Chandler	285,171	286,342	0.4%
El Mirage	36,514	36,958	1.2%
Florence	23,880	24,175	1.2%
Fort McDowell	1,152	1,152	0.0%
Fountain Hills	24,061	24,163	0.4%
Gila Bend	1,892	1,894	0.1%
Gila River	14,053	14,053	0.0%
Gilbert	289,453	292,116	0.9%
Glendale	257,784	260,878	1.2%
Goodyear	112,540	116,694	3.7%
Guadalupe	5,327	5,327	0.0%
Litchfield Park	7,016	7,016	0.0%
Maricopa	69,258	73,300	5.8%
Mesa	520,579	524,892	0.8%
Paradise Valley	12,740	12,781	0.3%
Peoria	201,947	203,065	0.6%
Phoenix	1,679,464	1,697,696	1.1%
Queen Creek	77,291	81,778	5.8%
Salt River	6,383	6,411	0.4%
Scottsdale	248,207	249,935	0.7%
Surprise	160,176	165,916	3.6%

Tempe	192,988	193,336	0.2%
Tolleson	7,316	8,627	17.9%
Wickenburg	8,280	8,450	2.1%
Youngtown	7,086	7,161	1.1%
Unincorporated Maricopa County	323,015	325,858	0.9%
Unincorporated Pinal County*	153,025	154,332	0.9%
Maricopa County	4,669,740	4,726,247	1.2%
Pinal County	468,304	483,944	3.3%

The following table summarizes past and projected population growth of municipal planning areas in Maricopa County:

Maricopa Association of Governments Table 1: Total Population by Municipal Planning Area July 1, 2015 and Projections July 1, 2020 to July 1, 2050					
Municipal Planning Area	Total Population				
	2015	2020	2030	2040	2050
Apache Junction	55,100	58,100	68,500	95,900	125,400
Avondale	80,500	86,800	95,600	112,400	126,300
Buckeye	72,900	87,700	147,600	310,800	488,000
Carefree	3,500	4,100	5,000	5,300	5,500
Cave Creek	5,600	6,400	7,400	8,800	9,800
Chandler	263,100	286,000	312,300	327,700	338,700
El Mirage	33,300	35,300	35,700	38,200	41,800
Florence	71,200	82,300	106,000	134,300	164,500
Fort McDowell	1,000	1,000	1,000	1,100	1,100
Fountain Hills	23,300	26,000	28,300	30,400	32,600
Gila Bend	2,400	2,900	3,500	4,900	6,600
Gila River	11,900	12,100	12,200	12,200	12,200
Gilbert	246,300	260,800	286,200	299,800	304,100
Glendale	262,600	282,800	305,600	323,900	343,800
Goodyear	80,200	98,600	154,200	207,400	293,100
Guadalupe	6,100	6,500	6,700	6,800	6,800
Litchfield Park	12,600	14,000	14,200	15,000	15,600
Maricopa	56,500	74,800	102,600	127,600	161,100
Maricopa County Areas	96,200	105,100	115,000	141,800	208,900
Mesa	505,200	555,000	620,100	661,200	684,300
Paradise Valley	13,700	14,200	14,900	15,100	15,500
Peoria	177,400	200,900	271,200	309,700	342,600
Phoenix	1,579,700	1,731,300	1,988,800	2,160,200	2,277,700
Pinal County Areas	96,000	101,900	119,600	149,600	181,800
Queen Creek	45,500	57,500	83,000	92,700	98,200
Salt River-Pima	6,600	6,800	7,100	7,600	8,000
Scottsdale	231,300	255,000	290,800	308,700	312,000
Surprise	136,400	148,000	239,000	362,200	452,300
Tempe	172,100	188,100	222,800	255,500	264,500
Tolleson	6,800	7,600	10,800	14,000	14,800
Wickenburg	8,000	9,700	14,100	14,600	14,800
Youngtown	6,500	6,800	7,500	8,100	8,400

The 2000 resident population in Arizona was 5,130,632 which indicated a 40% gain over the number in 1990. By July 1, 2023, the number was estimated to be 7,365,684 or a gain of 43.56 percent according to the US Census Bureau. As of July 1, 2023, Maricopa County had an estimated population of 4,665,020 or 63.34% of the state's population.

Demographics

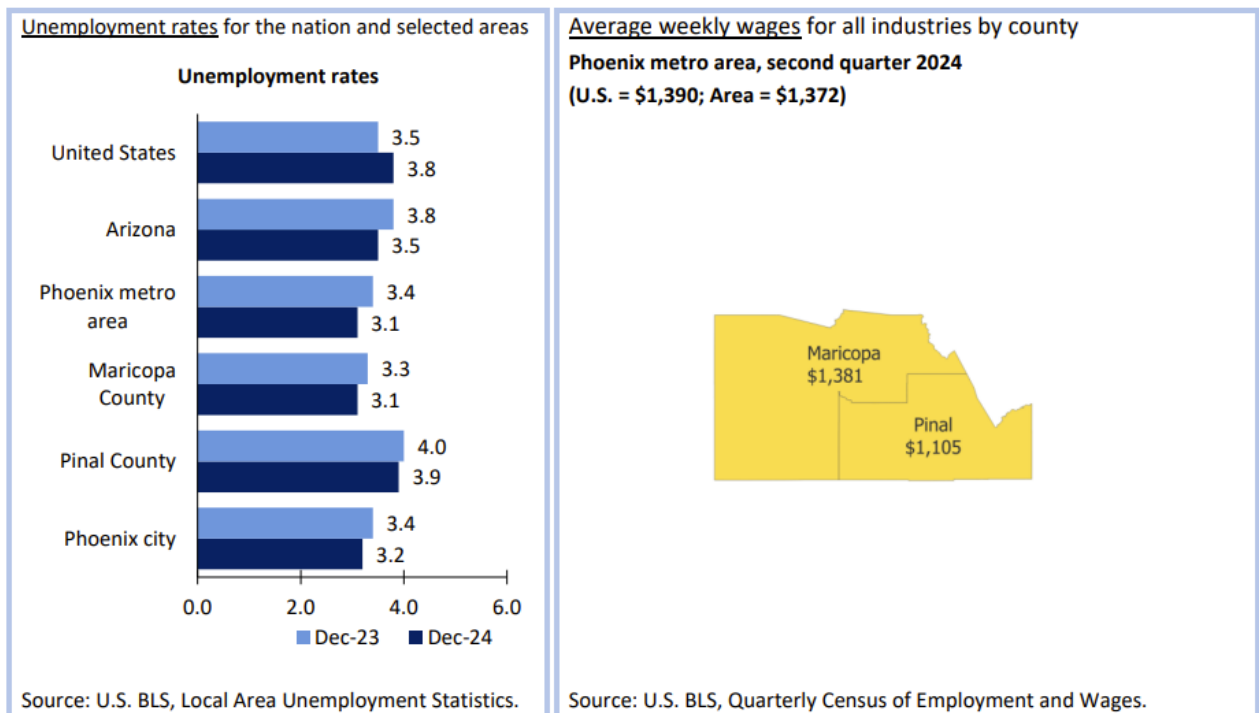
The following July 1, 2024 (most recent) statistics for Maricopa County, Arizona and Phoenix are from the US Bureau of the Census:

	Maricopa Co.	Arizona	Phoenix
Population estimates, July 1, 2024, (V2024)	4,673,096	7,582,384	NA
PEOPLE			
Population			
Population estimates, July 1, 2024, (V2024)	4,673,096	7,582,384	NA
Population estimates, July 1, 2023, (V2023)	4,585,871	7,431,344	1,650,070
Population estimates base, April 1, 2020, (V2024)	4,425,315	7,158,110	NA
Population estimates base, April 1, 2020, (V2023)	4,425,102	7,157,902	1,608,215
Population, percent change - April 1, 2020 (estimates base) to July 1, 2024, (V2024)	5.6%	5.9%	NA
Population, percent change - April 1, 2020 (estimates base) to July 1, 2023, (V2023)	3.6%	3.8%	2.6%
Population, Census, April 1, 2020	4,420,568	7,151,502	1,608,139
Population, Census, April 1, 2010	3,817,117	6,392,017	1,445,632
Age and Sex			
Persons under 5 years, percent	5.5%	5.3%	6.1%
Persons under 18 years, percent	22.1%	21.3%	24.1%
Persons 65 years and over, percent	16.6%	19.3%	11.9%
Female persons, percent	50.3%	50.1%	49.8%
Housing			
Housing Units, July 1, 2023, (V2023)	1,913,901	3,239,581	X
Owner-occupied housing unit rate, 2019-2023	65.0%	67.0%	57.1%
Median value of owner-occupied housing units, 2019-2023	\$414,700	\$358,900	\$381,900
Median selected monthly owner costs - with a mortgage, 2019-2023	\$1,870	\$1,739	\$1,772
Median selected monthly owner costs -without a mortgage, 2019-2023	\$550	\$500	\$538
Median gross rent, 2019-2023	\$1,587	\$1,431	\$1,458
Building Permits, 2023	38,292	58,433	X
Families & Living Arrangements			
Households, 2019-2023	1,697,342	2,796,790	601,397
Persons per household, 2019-2023	2.61	2.54	2.66
Living in the same house 1 year ago, percent of persons age 1 year+ , 2019-2023	85.3%	85.1%	85.3%
Language other than English spoken at home, percent of persons age 5 years+, 2019-2023	25.8%	25.7%	35.9%
Computer and Internet Use			
Households with a computer, percent, 2019-2023	96.9%	95.9%	96.3%
Households with a broadband Internet subscription, percent, 2019-2023	92.1%	90.4%	89.8%

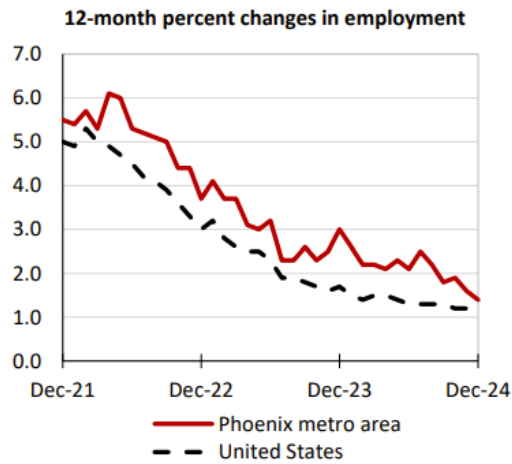
	Maricopa Co.	Arizona	Phoenix
Economy			
❶ In civilian labor force, total, percent of population age 16 years+, 2019-2023	64.7%	60.1%	67.9%
❶ In civilian labor force, female, percent of population age 16 years+, 2019-2023	59.1%	55.6%	62.8%
❶ Total accommodation and food services sales, 2022 (\$1,000) (c)	18,797,471	27,613,720	6,420,972
❶ Total health care and social assistance receipts/revenue, 2022 (\$1,000) (c)	46,171,475	66,572,509	21,532,515
❶ Total transportation and warehousing receipts/revenue, 2022 (\$1,000) (c)	17,948,170	21,696,444	11,691,560
❶ Total retail sales, 2022 (\$1,000) (c)	111,556,823	157,466,082	37,904,957
❶ Total retail sales per capita, 2022 (c)	\$24,487	\$21,378	\$23,058
Geography			
❶ Population per square mile, 2020	480.4	62.9	3,104.5
❶ Population per square mile, 2010	414.9	56.3	2,797.8
❶ Land area in square miles, 2020	9,201.79	113,653.42	518.00
❶ Land area in square miles, 2010	9,200.14	113,594.08	516.70

Employment

Arizona, as well as the Phoenix metropolitan area, has enjoyed strong economic job growth and job gains in the long term. The metropolitan area possesses a diversified economic base. The following information is from the US Bureau of Labor Statistics, Regions, West Summary as of December, 2024, and 2nd Quarter, 2024:



Employment on nonfarm payrolls and employment by major industry sector, over-the-year changes



Phoenix metro area employment (number in thousands)	Dec. 2024	Change from Dec. 2023 to Dec. 2024	
		Number	Percent
Total nonfarm	2,503.4	33.5	1.4
Mining and logging	4.0	0.3	8.1
Construction	169.1	-5.1	-2.9
Manufacturing	147.2	-2.6	-1.7
Trade, transportation, and utilities	499.6	9.3	1.9
Information	40.9	-1.2	-2.9
Financial activities	215.8	0.3	0.1
Professional and business services	398.2	0.9	0.2
Education and health services	434.7	24.0	5.8
Leisure and hospitality	251.3	-0.4	-0.2
Other services	78.9	0.8	1.0
Government	263.7	7.2	2.8

Source: U.S. BLS, Current Employment Statistics.

Phoenix-Mesa-Scottsdale Employment

Data Series	Back Data	Sept 2024	Oct 2024	Nov 2024	Dec 2024
Labor Force Data					
Civilian Labor Force ⁽¹⁾		(2) 2,707.6	(2) 2,698.8	(2) 2,706.1	(2) 2,699.3
Employment ⁽¹⁾		(2) 2,615.8	(2) 2,607.5	(2) 2,615.8	(2) 2,614.9
Unemployment ⁽¹⁾		(2) 91.8	(2) 91.3	(2) 90.2	(2) 84.4
Unemployment Rate ⁽³⁾		(2) 3.4	(2) 3.4	(2) 3.3	(2) 3.1

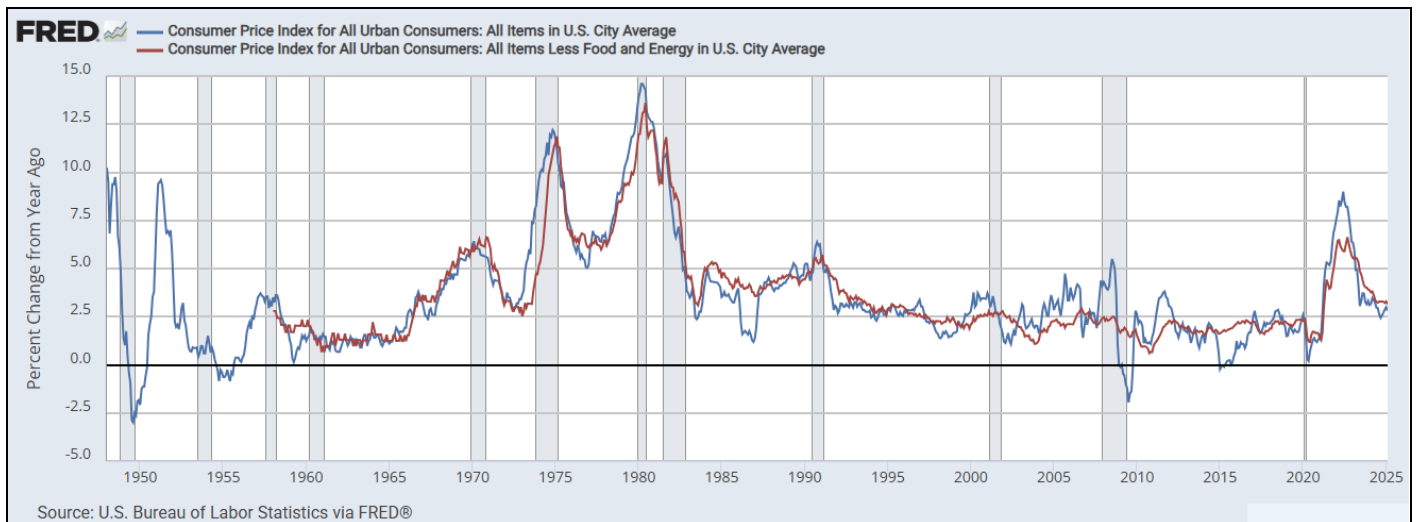
2. in thousands

Economy

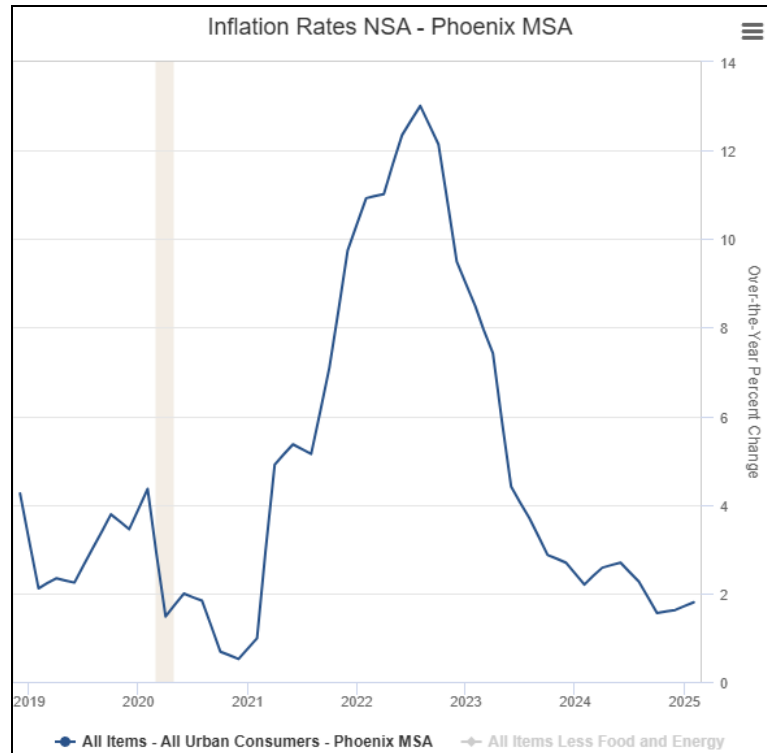
Arizona has ranked among the leading states in three important economic indices of growth for more than a decade--growth in personal income; growth in population; and growth in non-farm wage and salary employment. Among all Arizona counties, Maricopa County has the largest and most diverse economic base. Construction, manufacturing, service and trade, government, and agriculture are all important factors contributing to a diverse economy. The following is from the US Census 2022 (most recent):

BUSINESSES			
Businesses			
Total employer establishments, 2022	107,648	159,857	X
Total employment, 2022	1,940,767	2,787,701	X
Total annual payroll, 2022 (\$1,000)	119,706,554	162,647,099	X
Total employment, percent change, 2021-2022	7.8%	7.2%	X
Total nonemployer establishments, 2022	391,119	585,251	X
All employer firms, Reference year 2022	80,655	116,651	29,356
Men-owned employer firms, Reference year 2022	45,155	64,372	16,810
Women-owned employer firms, Reference year 2022	17,677	25,786	5,825
Minority-owned employer firms, Reference year 2022	14,769	22,370	5,577
Nonminority-owned employer firms, Reference year 2022	59,106	84,545	20,507
Veteran-owned employer firms, Reference year 2022	3,992	5,876	1,341
Nonveteran-owned employer firms, Reference year 2022	70,295	101,623	24,821

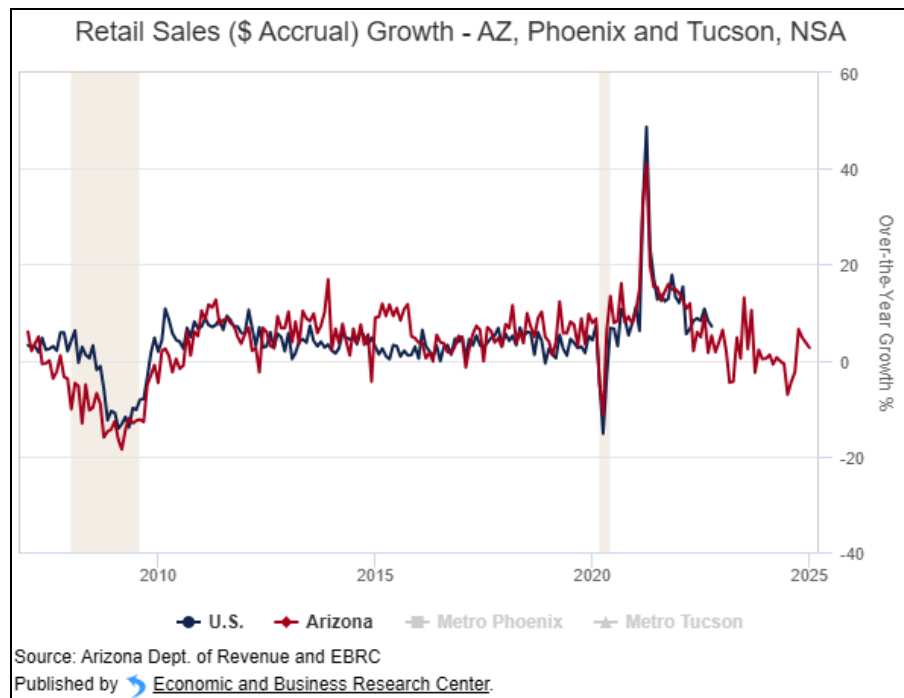
The change in the Consumer Price Index for All Urban Consumers (all items in US City Average) from 1950 to 2024 is shown in the chart below:



The chart on the next page from University of Arizona Economic and Business Research Center. The graph shows historical rates of inflation in the Phoenix MSA from 2019 to 2025:



The following is from the Arizona Department of Revenue and University of Arizona which shows improvement in retail sales in the United States and Arizona from 2008 to 2025. Shown is the decline during the depths of the recession from 2008 through 2010 and a sharp spike downward due the COVID-19 pandemic with a dramatic increase thereafter:



Construction

The construction industry was one of the primary strengths of the Phoenix economy. However, the construction activity in the single-family market segment took a significant downturn from 2008 until 2012. With a severe decline in demand for new homes, single-family residential construction activity came to a near standstill. However, improvement over the last thirteen years has been noted in nearly all Phoenix metropolitan areas due to very low interest rates and continued population growth. But with high interest rates, construction has receded in all sectors.

Manufacturing

Manufacturing in Arizona is represented by the categories of electronics, transportation equipment, industrial machinery, scientific instruments, fabricated metals, rubber and plastics, primary metals, chemicals, paper food, “green” products, solar energy and miscellaneous.

Tourism

Tourism is one of the leading industries in the state and in the metropolitan area. Arizona's warm weather and natural beauty made tourism the number one export industry in Arizona. According to the University of Arizona Economic Business and Research Center, the following statistics represent the recent state of travel and tourism in Arizona:

Arizona - Travel and Tourism	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Jan 2025
<i>Employment, Thousands, 12-Month Moving Averages*, BLS</i>					
Leisure and Hospitality	362.2	362.7	363.3	363.7	364.1
% Chg from Year Ago	2.4%	2.3%	2.2%	2.0%	1.7%
Accommodation	45.5	45.7	45.9	46.0	46.1
% Chg from Year Ago	2.1%	2.6%	2.9%	3.1%	3.0%
<i>Sales, \$ Thousands, Accrual, 12-Month Moving Average*, ADOR</i>					
Hotel/Motel	379,098.8	381,635.9	383,389.2	385,023.5	385,182.6
% Chg from Year Ago	-0.7%	-0.2%	0.3%	0.8%	1.4%

Government

Government agencies fulfill an enormous economic role in Arizona and the Phoenix metropolitan economy. According to the Bureau of Labor Statistics, governmental agencies employed 434,300 people in the state in 2025. In the Phoenix metropolitan area, 259,400 people worked directly for government in 2025. Governments not only employ many thousands of people, but they also are users of many professional services.

Agriculture

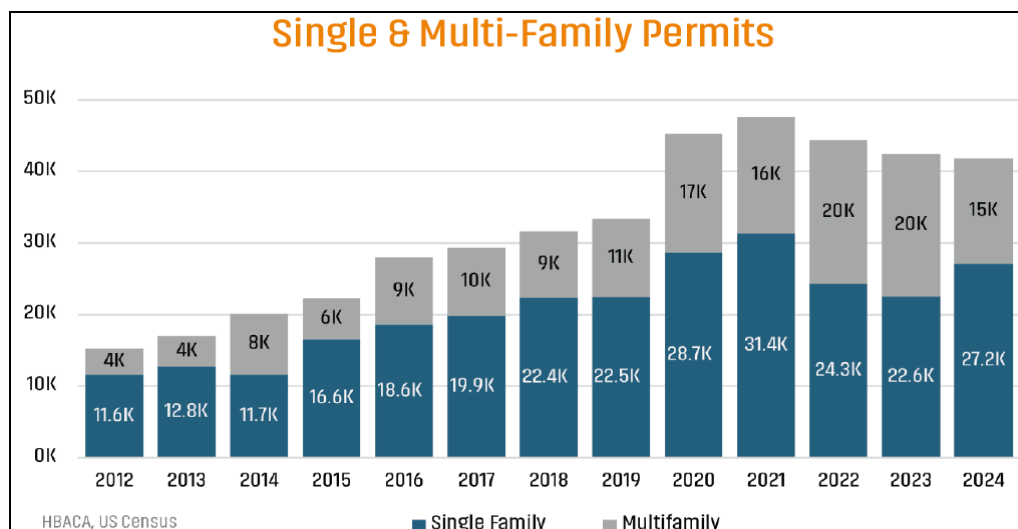
As of 2022 there were 26.1 million acres of land in agriculture in Arizona. Maricopa County is the largest agricultural county in the State of Arizona which has about 502,029 acres, or 1.9% of the total crop acreage in Arizona. The industry added \$30.9 billion to the state's economy in 2024. Major commodities produced in Maricopa County include hay, cotton, grains, vegetables and fruits. The supply is shrinking, though, given the unprecedented growth the county continues to experience. Given the most recent statistics from 2017, the industry supported 138,000 full time and seasonal workers and 162,000 workers in related businesses.

Real Estate Development, Supply, and Demand

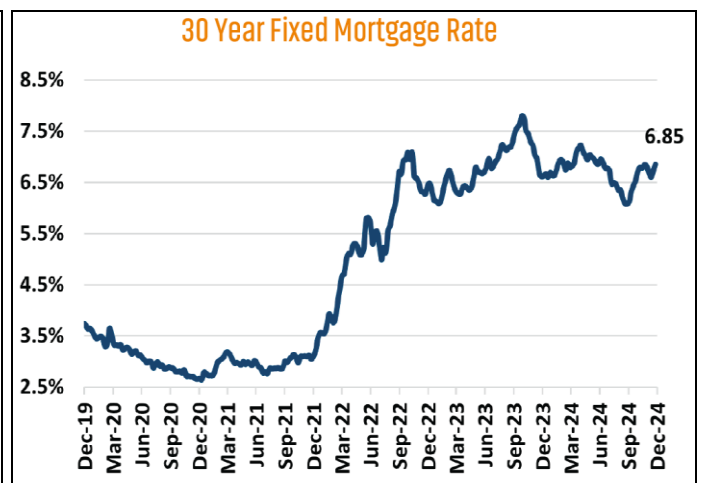
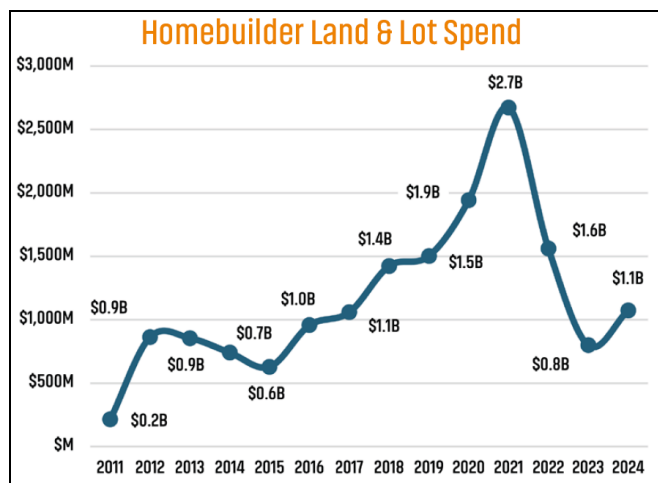
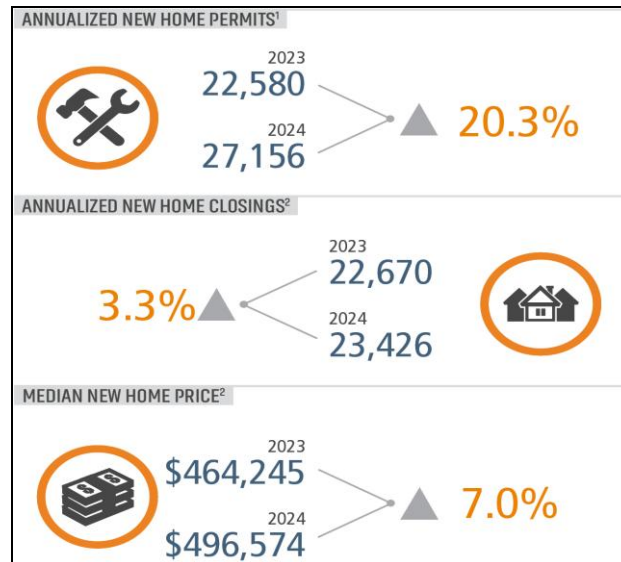
Single-family Residential Detached Housing – Residential development still appears in planned subdivisions, generally 10 acres to 160 acres in size. Some developers still prefer to build within appealing masterplanned communities of 100 to 1,000 ± acres which include a variety of land uses and attractive common amenities and recreational features, but many are looking for smaller developments. The majority of large builders are now interested in building out parcels from 10 to 100 acres in size.

For 2019, the Homebuilders Association of Central Arizona reported 24,476 new single-family housing permits. 2020 experienced the largest increase in new home permits in over ten years, increasing 17.6 percent to 27,891 permits.

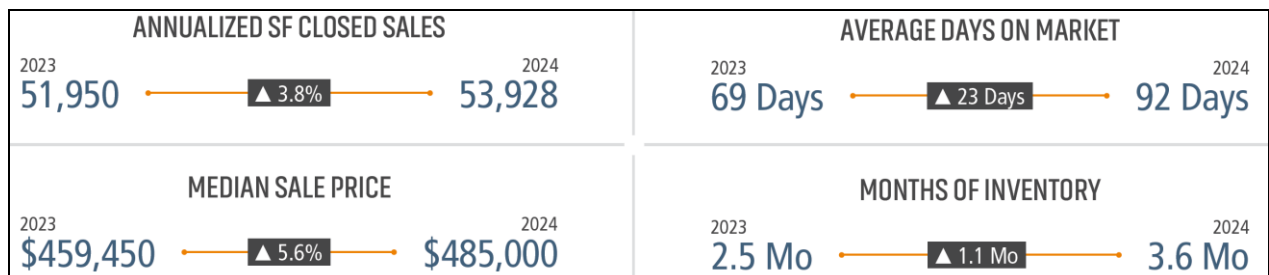
The following information regarding housing permits was provided by Zillow, HBACA, US Census, Home Builders Association of Central Arizona, RL Brown and the Cromford Report through Land Advisors Organization 4th Quarter 2024. The study indicated about 27,156 housing permits were issued in Maricopa County in 2024 up from 22,580 permits in 2023.



The group also provided the following statistics regarding the new home market:



Existing home market:

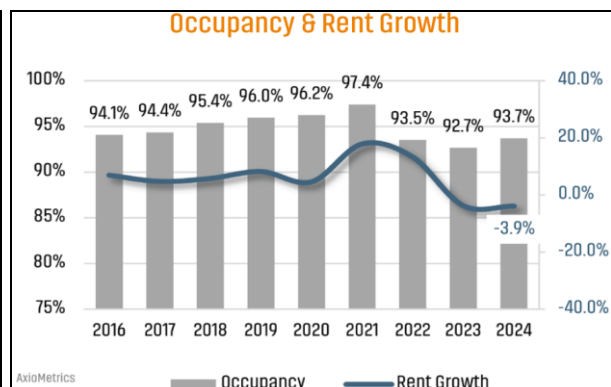
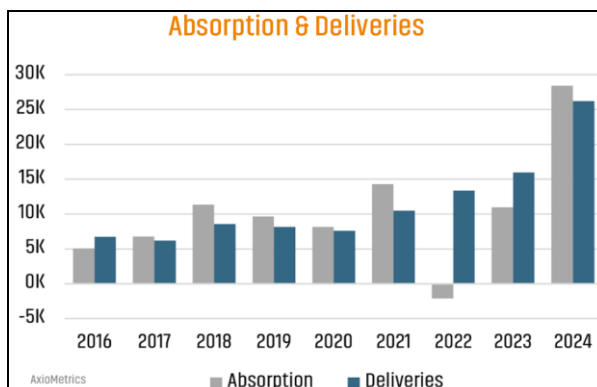


As can be seen, despite higher interest rates, the single-family residential market has improved as shown by a number of measures.

The information in the chart below, assimilated by Elliot Pollack for 4th Quarter 2024, shows estimates and predictions of homebuilding, both single- and multi-family in the Phoenix metropolitan area. As can be seen, permitting will remain sluggish in the foreseeable future as interest rates are expected to remain high.

GREATER PHOENIX BLUE CHIP: RESIDENTIAL												
	2024				2025				2026			
	Single Family Permits	Multi-Family Permits	Apt. Vacancy (Q4 %)	Apt. Absorp.	Single Family Permits	Multi-Family Permits	Apt. Vacancy (Q4 %)	Apt. Absorp.	Single Family Permits	Multi-Family Permits	Apt. Vacancy (Q4 %)	Apt. Absorp.
CBRE	30,580	17,150	7.0%	N/A	36,530	15,300	5.7%	N/A	38,940	15,390	5.6%	N/A
Elliott D. Pollack & Co.	25,000	13,000	9.5%	14,000	28,000	10,000	10.0%	15,000	29,000	14,000	9.5%	16,000
Griffin Consulting	26,750	12,250	6.9%	20,000	27,750	13,000	7.1%	19,500	28,750	14,500	7.0%	21,000
Land Advisors	27,000	9,000	8.0%	18,000	28,000	7,000	6.0%	19,000	29,000	9,000	5.0%	19,000
Nathan & Associates	24,400	18,000	N/A	N/A	26,500	8,000	N/A	N/A	26,500	N/A	N/A	N/A
Southwest Growth Partners	27,500	9,800	8.2%	10,400	28,000	10,000	9.0%	8,000	26,000	8,000	9.2%	6,000
Univ. of Arizona Eller College	33,032	14,730	N/A	N/A	32,783	12,538	N/A	N/A	30,845	11,963	N/A	N/A
CONSENSUS	27,752	13,419	7.9%	15,600	29,652	10,834	7.6%	15,375	29,862	12,142	7.3%	15,500

Multi-family Residential - Multi-family residential development generally follows new single-family residential, commercial and employment development and the extension of freeways. Class A and B apartment development typically occurs on parcels of land ranging from 5 to 15 acres in size. New projects typically contain between 150 and 400 units with densities of 17 to 23 units per gross acre to allow for a balance between income and expense. Land Advisors and Colliers International provided the following 2016-2024 statistics for this market segment:



According to CoStar, a real estate data service, the following statistics apply for the Phoenix metropolitan area of 1st Quarter 2025:

Phoenix - AZ USA \$117B Asset Value						
Inventory Units	414,119	↑	Market Asking Rent/Unit	\$1,594	↓	
Under Constr Units	24,754	↓	Annual Rent Growth	-1.8%	↓	
12 Mo Absorp Units	20,375		Market Sale Price/Unit	\$267K	↑	
Vacancy Rate	11.7%	↑	12 Mo Sales Vol	\$3.8B	↑	

AVAILABILITY	MARKET	NATIONAL INDEX
Vacancy Rate	11.7% ↑	8.1% ↑
Vacant Units	48.3K ↑	1.6M ↑
Market Asking Rent/Unit	\$1,594 ↓	\$1,751 ↑
Market Effective Rent/Unit	\$1,564 ↓	\$1,733 ↑
Concession Rate	1.8% ↑	1.1% ↓
Studio Asking Rent	\$1,190 ↓	\$1,574 ↑
1 Bedroom Asking Rent	\$1,421 ↓	\$1,575 ↑
2 Bedroom Asking Rent	\$1,697 ↓	\$1,835 ↑
3 Bedroom Asking Rent	\$2,217 ↓	\$2,249 ↑




DEMAND	MARKET	NATIONAL INDEX
12 Mo Absorption Units	20,375	552,577
12 Mo Absorption % of Inv	5.0%	2.7%
Median Household Income	\$89,811	\$80,367
Population Growth 5 Yrs	10.4%	2.8%
Pop Growth 5 Yrs 20-29	4.8%	-0.4%
Pop Growth 5 Yrs 30-39	7.6%	-0.1%
Pop Growth 5 Yrs 40-54	12.8%	3.8%
Pop Growth 5 Yrs 55+	15.6%	7.2%

INVENTORY	MARKET	NATIONAL INDEX
Inventory Units	414,119 ↑	20,411,666 ↑
Existing Buildings	4,323 ↑	426,597 ↑
Avg Units Per Bldg	96 ↑	48 ↑
12 Mo Demolished Units	19 ↑	3,443 ↑
12 Mo Occupancy % At Delivery	22.0% ↑	24.9% ↓
Under Construction Units	24,754 ↓	676,817 ↓
12 Mo Construction Starts Units	11,333 ↓	305,674 ↓
12 Mo Delivered Units	27,313 ↑	655,676 ↑
12 Mo Avg Delivered Units	220 ↑	167 ↑

SALES	MARKET	NATIONAL INDEX
Market Sale Price/Unit	\$267K ↑	\$228K ↑
12 Mo Asking Sale Price/Unit	\$205K ↑	\$186K ↓
12 Mo Sale to Asking Price Diff	-8.8% ↓	-8.2% ↑
Market Cap Rate	4.8% ↑	6.1% ↑
12 Mo Sales Volume	\$3.8B ↑	\$106B ↑
12 Mo Transactions	148 ↓	14,532 ↑
Months To Sale Past Year	4.4 ↓	5.4 ↓
For Sale Listings	103 ↑	7,853 ↑
For Sale Units	2,721 ↑	121,643 ↑

As can be seen by these statistics, the market is weakening with an increase in vacancy, a decrease in average rent, increasing inventory and an increasing overall capitalization rate. The weakening can be attributed to overbuilding and higher interest rates.

Industrial – CoStar provided the following statistics for this market segment for 1st Quarter 2025:

Phoenix - AZ USA \$91.9B Asset Value						
Inventory SF	499M	↑	Market Asking Rent/SF	\$13.72	↑	
Under Constr SF	16.9M	↓	Market Asking Rent Growth	3.2%	↑	
12 Mo Net Absorp SF	18.7M		Market Sale Price/SF	\$178	↑	
Vacancy Rate	12.2%	↑	12 Mo Sales Vol	\$4.3B	↑	

AVAILABILITY	MARKET	NATIONAL INDEX
Market Asking Rent/SF	\$13.72 ↑	\$12.14 ↑
Vacancy Rate	12.2% ↑	7.0% ↑
Vacant SF	61.1M ↑	1.3B ↑
Availability Rate	14.7% ↑	9.4% ↑
Available SF Direct	67.6M ↑	1.6B ↑
Available SF Sublet	8.3M ↑	215M ↑
Available SF Total	75.7M ↑	1.8B ↑
Months on Market	4.7	6.8

DEMAND	MARKET	NATIONAL INDEX
12 Mo Net Absorption SF	18.7M ↑	140M ↑
12 Mo Leased SF	23.8M ↓	763M ↓
6 Mo Leasing Probability	53.4%	45.9%

INVENTORY	MARKET	NATIONAL INDEX
Existing Buildings	11,989 ↑	487,665 ↑
Inventory SF	499M ↑	19.4B ↑
Average Building SF	41.6K ↑	39.7K ↑
Under Construction SF	16.9M ↓	295M ↓
12 Mo Delivered SF	37.1M ↓	350M ↓

SALES	MARKET	NATIONAL INDEX
12 Mo Transactions	658 ↑	18,694 ↑
Market Sale Price/SF	\$178 ↑	\$153 ↑
Average Market Sale Price	\$7.6M ↑	\$6.2M ↑
12 Mo Sales Volume	\$4.3B ↑	\$67.5B ↑
Market Cap Rate	6.6% ↑	7.3% ↑

As can be seen by these statistics, the market is still positive with only weakness with rising vacancy.

Commercial/Retail – CoStar provided the following statistics for this market segment for 1st Quarter 2025:

Phoenix - AZ USA \$62.5B Asset Value						
Inventory SF	247M	↑	Market Asking Rent/SF	\$25.39	↑	
Under Constr SF	2.2M	↓	Market Asking Rent Growth	3.3%	↑	
12 Mo Net Absorp SF	379K		Market Sale Price/SF	\$251	↑	
Vacancy Rate	4.8%	↑	12 Mo Sales Vol	\$1.8B	↑	

AVAILABILITY	MARKET	NATIONAL INDEX
Market Asking Rent/SF	\$25.39 ↑	\$25.52 ↓
Vacancy Rate	4.8% ↑	4.2% ↑
Vacant SF	12M ↑	509M ↑
Availability Rate	5.0% ↑	4.8% ↑
Available SF Direct	12.1M ↑	566M ↑
Available SF Sublet	374K ↑	19.1M ↑
Available SF Total	12.5M ↑	584M ↑
Months on Market	10.0	10.7

INVENTORY	MARKET	NATIONAL INDEX
Existing Buildings	16,889 ↑	1,094,558 ↑
Inventory SF	247M ↑	12.2B ↑
Average Building SF	14.6K ↓	11.2K ↓
Under Construction SF	2.2M ↓	44.7M ↓
12 Mo Delivered SF	2.1M ↑	41.8M ↓

SALES	MARKET	NATIONAL INDEX
12 Mo Transactions	624 ↓	39,902 ↓
Market Sale Price/SF	\$251 ↑	\$247 ↑
Average Market Sale Price	\$3.7M ↑	\$2.8M ↑
12 Mo Sales Volume	\$1.8B ↑	\$57.6B ↑
Market Cap Rate	6.8% ↑	7.1% ↑

DEMAND	MARKET	NATIONAL INDEX
12 Mo Net Absorption SF	379K ↓	12.5M ↓
12 Mo Leased SF	6.3M ↓	196M ↓
6 Mo Leasing Probability	30.0%	33.7%

As can be seen by these statistics, the market is strong with rising rents, low vacancy, an increase in price per square foot but a rising average overall capitalization rate.

Office Market - CoStar provided the following statistics for this market segment for 1st Quarter 2025:

Phoenix - AZ USA \$39.5B Asset Value			
Inventory SF	196M ↑	Market Asking Rent/SF	\$29.37 ↑
Under Constr SF	577K ↓	Market Asking Rent Growth	1.6% ↑
12 Mo Net Absorp SF	(851K)	Market Sale Price/SF	\$201 ↓
Vacancy Rate	16.6% ↑	12 Mo Sales Vol	\$1.9B ↑

AVAILABILITY	MARKET	NATIONAL INDEX
Market Asking Rent/SF	\$29.37 ↑	\$35.95 ↑
Vacancy Rate	16.6% ↑	13.9% ↑
Vacant SF	32.5M ↑	1.2B ↑
Availability Rate	18.0% ↓	16.1% ↓
Available SF Direct	28.9M ↓	1.2B ↓
Available SF Sublet	6.7M ↓	174M ↓
Available SF Total	35.4M ↓	1.4B ↓
Months on Market	10.5	14.2

DEMAND	MARKET	NATIONAL INDEX
12 Mo Net Absorption SF	(851K) ↑	(3M) ↑
12 Mo Leased SF	8.9M ↓	333M ↓
6 Mo Leasing Probability	34.4%	35.0%

INVENTORY	MARKET	NATIONAL INDEX	SALES	MARKET	NATIONAL INDEX
Existing Buildings	9,069 ↑	352,406 ↑	12 Mo Transactions	606 ↑	15,573 ↑
Inventory SF	196M ↑	8.5B ↑	Market Sale Price/SF	\$201 ↓	\$258 ↓
Average Building SF	21.6K ↑	24.1K ↑	Average Market Sale Price	\$4.4M ↓	\$6.3M ↓
Under Construction SF	577K ↓	69.5M ↓	12 Mo Sales Volume	\$1.9B ↑	\$44.9B ↑
12 Mo Delivered SF	547K ↓	42.1M ↓	Market Cap Rate	8.8% ↑	9.0% ↑

As can be seen by these statistics, the market is positive with increasing rents and decreased construction, but negative with high vacancy, a decrease in price per square foot and rising average overall capitalization rate.

Lodging

The Arizona Department of Tourism provides statistics for the lodging industry nationwide, regionally, statewide and locally in the major markets in Arizona tabulated by Smith Travel Research. The following charts indicate a lodging industry continuing recovery after the damage done by the effects of COVID-19 pandemic given a significant decrease in tourism and business travel in Arizona. The statistics for Arizona, Maricopa County and Phoenix appear good and indicating a healthy market.

January 2025

Arizona Office of Tourism

Monthly Lodging Report



Statewide Lodging Performance										
Market	Current Month-January					January Year-to-Date				
	Occupancy	ADR	RevPAR	Demand	Supply	Occupancy	ADR	RevPAR	Demand	Supply
State of Arizona										
2025	61.4%	\$167.51	\$102.87	2,392,920	3,896,452	61.4%	\$167.51	\$102.87	2,392,920	3,896,452
% Ch January 2025 vs. 2024	-0.9%	1.5%	0.5%	0.3%	1.3%	-0.9%	1.5%	0.5%	0.3%	1.3%

Statewide Lodging Performance by County Fourth Quarter 2024 (October, November, December)										
County	Occupancy		ADR (\$)		RevPAR (\$)		Demand		Supply	
	2024	% Ch Q4 2024 vs 2023	2024	% Ch Q4 2024 vs 2023	2024	% Ch Q4 2024 vs 2023	2024	% Ch Q4 2024 vs 2023	2024	% Ch Q4 2024 vs 2023
Apache	52.1%	2.6%	125.71	0.0%	65.55	2.5%	48,502	-0.5%	93,012	-3.0%
Cochise	54.1%	1.3%	99.51	1.7%	53.79	3.0%	134,566	0.8%	248,952	-0.4%
Coconino	64.6%	0.6%	145.73	1.6%	94.17	2.2%	791,829	0.9%	1,225,369	0.2%
Gila	53.0%	2.2%	115.07	6.6%	60.94	9.0%	58,325	2.1%	110,124	0.0%
Graham	62.8%	9.8%	120.85	9.1%	75.95	19.9%	36,079	9.4%	57,408	0.0%
Greenlee	N/A		N/A		N/A		N/A		N/A	
La Paz	59.3%	4.9%	104.17	1.3%	61.76	6.3%	39,328	5.1%	66,332	0.0%
Maricopa	67.6%	-0.1%	172.90	2.6%	116.83	2.5%	4,282,534	1.6%	6,338,060	1.5%
Mohave	57.1%	-2.8%	104.09	-3.6%	59.42	-6.3%	237,750	-1.0%	416,484	1.7%
Navajo	55.1%	-0.2%	101.41	4.2%	55.85	4.0%	171,811	0.8%	311,972	1.0%
Pima	60.5%	0.6%	149.39	4.8%	90.38	5.6%	922,857	2.3%	1,525,456	1.6%
Pinal	63.1%	-5.3%	102.07	-4.0%	64.41	-9.1%	138,403	-7.7%	219,328	-2.6%
Santa Cruz	54.3%	-1.6%	99.01	-1.1%	53.77	-2.7%	46,166	-1.6%	85,008	0.0%
Yavapai	64.2%	1.3%	215.03	1.8%	138.14	3.1%	306,812	1.3%	477,599	0.0%
Yuma	61.6%	4.9%	108.52	-7.3%	66.86	-2.7%	205,236	4.4%	333,132	-0.7%

Quarter 4 2024

Arizona Office of Tourism

Arizona Lodging Performance



Statewide Lodging Performance Fourth Quarter 2024 (October, November, December)					
Market Year	Occupancy	ADR	RevPAR	Demand	Supply
United States					
2023	59.0%	\$155.46	\$91.65	303,580,136	514,938,573
2024	60.0%	\$158.50	\$95.05	310,424,943	517,648,863
% change Q4	1.7%	2.0%	3.7%	2.3%	0.5%
Mountain Region					
2023	62.1%	\$168.03	\$104.27	36,802,244	59,309,688
2024	60.8%	\$166.24	\$101.03	36,200,978	59,569,895
% change Q4	-2.1%	-1.1%	-3.1%	-1.6%	0.4%
State of Arizona					
2023	64.3%	\$154.89	\$99.55	7,324,001	11,395,664
2024	64.5%	\$158.66	\$102.29	7,423,761	11,514,676
% change Q4	0.3%	2.4%	2.8%	1.4%	1.0%
Metro Phoenix					
2023	67.5%	\$166.32	\$112.28	4,366,899	6,468,931
2024	67.4%	\$170.69	\$115.08	4,420,937	6,557,388
% change Q4	-0.1%	2.6%	2.5%	1.2%	1.4%
Metro Tucson					
2023	60.1%	\$142.31	\$85.50	901,824	1,501,072
2024	60.5%	\$149.40	\$90.38	922,857	1,525,456
% change Q4	0.7%	5.0%	5.7%	2.3%	1.6%
Flagstaff AZ					
2023	68.3%	\$122.35	\$83.57	347,851	509,249
2024	68.7%	\$121.35	\$83.41	348,811	507,472
% change Q4	0.6%	-0.8%	-0.2%	0.3%	-0.3%
AZ Northeast & Holbrook					
2023	54.2%	\$103.44	\$56.05	220,296	406,576
2024	54.4%	\$106.61	\$58.01	221,368	406,824
% change Q4	0.4%	3.1%	3.5%	0.5%	0.1%
AZ Southeast & Sierra Vista					
2023	53.8%	\$101.91	\$54.81	242,266	450,484
2024	55.2%	\$104.15	\$57.51	248,142	449,420
% change Q4	2.7%	2.2%	4.9%	2.4%	-0.2%
Non-metro AZ					
2023	59.9%	\$134.70	\$80.71	2,184,625	3,645,909
2024	60.3%	\$135.51	\$81.70	2,208,318	3,662,840
% change Q4	0.6%	0.6%	1.2%	1.1%	0.5%

Financial and Lending Industry

Interest rates are high resulting in a somewhat subdued real estate market but financing remains widely available.

Governmental Forces

There are basically three levels of government servicing metropolitan Phoenix: state, county and municipal (city) levels. Additionally, other special districts, such as school systems and irrigation districts, levy taxes and provide services. Primary revenue sources utilized by state government include a personal state income tax and a sales tax on retail items purchased in the state. Property taxes and a retail sales tax are the primary funding for the lower levels of government.

It appears that the factors of government and regulation do not unfairly burden real estate development. Local governments are generally well-staffed, organized and funded to support most community services and facilities. They are fairly liberal regarding change in land use. The cities and counties restrict commercial and industrial development more than before with strong requirements for attractive design, open space, sign size and type, parking, and compatibility with surrounding residential areas. Although their requirements may drive up developers' costs, the end product has proven to be more appealing and marketable.

Education/Schools

The Phoenix metropolitan area is served by 55 school districts with 353 ± elementary schools and 60 ± high schools. Additionally, there are roughly 200 parochial and private schools in the area. As of 2024, 183,000 students attended Arizona State University on five campuses, online and in person, and 88,920 students attend Maricopa County Community Colleges at 10 campuses for credit courses in person and digitally. A significant number of these students are from outside the Phoenix metropolitan area. University of Arizona Colleges of Medicine and Pharmacy and Northern Arizona University College of Health and Human Services also have branch campuses in downtown Phoenix.

Grand Canyon University is located on the west side of Phoenix at 3300 West Camelback Road and has an enrollment of over 48,000 students on seven campuses including Albuquerque and Tucson.

Utilities

Water, electricity, and gas availability has not generally been a problem in the Phoenix area, but utility companies can affect the demand for real estate. The Phoenix area has had the least problems with water supply as it is well protected by acquired water rights and deep untainted wells. The metropolitan area is primarily served by Salt River Project and Arizona Public Service, the two principal suppliers of electricity in the metropolitan area. Sewer service is provided by each city and gas is primarily distributed by

Southwest Gas and the City of Mesa. Overall, utility costs in the neighborhood are average when compared with similar large metropolitan areas. Lumen Technologies, Inc. (CenturyLink) and Cox provide telephone, cable and internet services.

Real Estate Taxes

Taxes are another operating expense incurred in the operation of real estate. Commercial and industrial properties top the scale with a 25 percent assessment of current value. Residential properties are assessed at 10 percent of current value; 10 percent for residential rentals; and 16 percent for vacant land. Developers and investors indicate that the tax burden is not generally repressive to the operation of real property and an effective tax appeal system allows for adjustment.

Social Factors

Recreation

A full range of recreational amenities are available in the Phoenix metropolitan area including more than 100 golf courses, two water parks, and several major and minor league sports teams. Spring training is a major attraction and significant contributor to the economy.

Mortgage Matchup (formerly Footprint Arena), a 19,100-seat arena, was built in June, 1992, in downtown Phoenix. It is host to the Phoenix Suns, Mercury, and Rattlers. The Phoenix Coyotes occupied a temporary facility after a long tenure at the Gila River Arena in Glendale, now the Desert Diamond Arena. But the Coyotes have left Phoenix for Salt Lake City.

In 1994, Arizona was awarded a baseball expansion franchise. To accommodate the *Diamondbacks*, a new 48,500-seat stadium, Chase Field was built on a 24.84-acre site at the southwest corner of Jefferson and 7th Street in March, 1998. The facility hosted the World Series in 2001.

In January, 1996, the nation's largest sporting event, Superbowl XXX, was hosted in Tempe at Sun Devil Stadium, an open-air facility. Superbowl XLII was held in February, 2008, at the State Farm Stadium, a domed stadium completed in 2006 for the Arizona Cardinals in Glendale, Arizona, next door to Desert Diamond Arena. The championship game returned in 2015 and then in 2023.

Conclusion and Outlook

The real estate market, economic and real estate growth will be stronger than the country's average in the long run given the appealing location, climate, available buildable land, educated and young work force and history of in-migration of commerce, industry and people.

NEIGHBORHOOD ANALYSIS

Neighborhood Boundaries

The subject property is located at the northwest corner of McDowell Road and 35th Avenue. The subject's immediate neighborhood is developed with a mix of modest single and multi-family residential, industrial, and commercial uses. The neighborhood boundaries were set as follows:

North -	Camelback Road
South -	Van Buren Street
East -	Interstate-17 and Grand Avenue
West -	75 th Avenue

Land uses to the east and south are dominated by industrial uses. Although land uses to the north are similar to those in the defined neighborhood, Camelback Road is the boundary between the City of Phoenix and the City of Glendale. Land uses west of 75th Avenue are also similar to those within the defined neighborhood. However, the area is generally newer, with newer single-family development.

Transportation

Major Arterial Streets

Major arterials follow section lines within the area. For the most part, roadways in the neighborhood are improved with four to six-lanes and include curb, gutter, sidewalk, and streetlights. Van Buren Street, McDowell Road, Thomas Road, Indian School Road and Camelback Road are the major east/west arterials that serve the neighborhood.

67th Avenue, 59th Avenue, 51st Avenue, 43rd Avenue, 35th Avenue, and 27th Avenue are north/south section-line major arterials that serve the neighborhood well. Grand Avenue enters the northeast portion of the neighborhood at 27th Avenue and continues northwest, exiting the neighborhood at 43rd Avenue.

The commute from the subject neighborhood to major employment centers is only from 15 to 30 minutes during prime commuting hours over the major arterials described.

Freeways

Crossing through the south portion of the neighborhood, Interstate-10 serves as the primary connector between east and west Maricopa County and the Phoenix metropolitan area. Full interchanges are found at 35th, 43rd, 51st, 59th and 67th Avenues. A half-diamond interchange is found at 27th Avenue.

North



Interstate-10 serves as a direct link between Phoenix and Los Angeles. It ties into most other segments of the metropolitan freeway system.

Interstate-17 (Black Canyon Freeway) is located 1.5 miles east of the subject, one-half mile east of 27th Avenue. It serves as the primary north/south corridor through the Phoenix metropolitan area. As well as serving the metropolitan Phoenix area, it is part of the Interstate freeway system with a travel time between Phoenix and Flagstaff of 2.5 hours. It has junctions with three important segments of the metropolitan freeway system.

Public Transportation

Public transportation is provided by *Valley Metro* bus lines which have routes along the busier major arterials traversing the neighborhood. However, most residents depend on private vehicles for transportation. Light rail has not reached the neighborhood, nor is it scheduled to.

Airport

Phoenix Sky Harbor International Airport is located ten miles to the southeast of the subject neighborhood. It is the largest and most significant airport in the Phoenix metropolitan area.

Rail

Rail serves the industrial areas of the neighborhood along Grand Avenue. No passenger rail is provided.

Land Uses and Neighborhood Characteristics

Single-Family Residential Development

Except for a few infill locations, homes in the neighborhood were generally built from 1945 to 1970. The majority of the homes are located on 6,000 to 10,000 square foot lots. Residences range from 800 to 1,500 square feet for the most part and in price from \$300,000 to \$500,000 for the most part.

Most of the neighborhood is built-out. Only a few parcels remain available for development. However, old uses which are under-improvement of land are being razed and removed to allow more profitable use of the land.

Multi-family Residential Housing

Multiple family development is a major component of the market. In addition to numerous smaller complexes, there are over 40 apartment projects with than 100 units within the neighborhood boundaries. Built primarily during the booms of the 1980s and 2000s, these projects contain over 9,000 average quality housing units.

Retail Development

The neighborhood is well-served by over a dozen grocery-anchored neighborhood shopping centers anchored by *Fry's* and *Food City*. Other neighborhood centers are anchored by *Walmart Supercenter*, *Ross Dress-for-Less*, *Goodwill*, *Dollar Store & More*, *Petsmart*, *Factory 2U* and *Home 2 House*. Big box anchors include *The Home Depot* and *Costco Business*. Numerous strip centers and minor commercial/retail business line the arterials of the neighborhood and cluster at major intersections.

Desert Sky Mall, with 970,000 square feet of retail space anchored by *Dillard's Clearance* and *Curacao* is located just west of the neighborhood at the southwest corner of Thomas Road and 75th Avenue.

Office

There is no significant office development within the neighborhood. Of the few small office buildings there are, they are found in the Class C category. They are generally occupied by professional and service providers serving the needs of local residents. Most other office use is related to the commercial or industrial uses it accompanies.

Industrial Development

Light and heavy industrial development is found in are located in the northeast portion of the neighborhood along Grand Avenue and south Interstate-10. Much the industrial development is aged and unattractive, but it remains popular with manufacturers, contractors, warehouse, truckers, and those needing open storage and parking areas. During the latter development stage of the neighborhood, more planned and attractive light industrial development has appeared at the southwest corner of the neighborhood.

Support Facilities

Schools - Children in the neighborhood attend six elementary schools governed by four different school districts—Cartwright, Isaac, Alhambra. The Phoenix Union High School District oversees the entire area. Carl Hayden High School serves the neighborhood.

Employment - Because of the industrial and manufacturing uses found in the neighborhood, it is an employment center in itself. Yet many of the employable population must travel north or east of the neighborhood to stronger business and industrial districts in the more developed areas of Phoenix.

Medical – The neighborhood is well served by *Valleywise Health* hospital at the northwest corner of 51st Avenue and Campbell Avenue.

Parks and Recreation – Six small neighborhood public parks serve the residents of the neighborhood. The Desert West Sport Complex located at the northwest 67th Avenue and Encanto Boulevard is a large regional park with multiple municipal baseball and soccer fields and a skateboard park.

Completed in 1998, Maryvale Baseball Park on 51st Avenue, south of Indian School Road seat 10,000 and is the winter training facility for the Milwaukee Brewers.

Maryvale Municipal Golf Course, a modest public course, is located at the northwest corner of Indian School Road and 59th Avenue.

Other – A large cemetery occupies about 160 acres in the southeast corner of the neighborhood.

Vacant Land

The neighborhood is nearing complete build-out with only a few small tracts at or near the intersections of arterials remaining vacant. Most of these parcels are designated for commercial development and range from 1 to 5 acres in size.

Conclusion and Outlook

The neighborhood consists of older residential, commercial and industrial uses. Like most areas of the metropolitan area, land values, the value of improved properties, and rents have improved over the last ten years. The neighborhood is not expected to experience any significant change in the foreseeable future.

SITE ANALYSIS

LOCATION: Northwest corner of McDowell Road and 35th Avenue, Phoenix, Arizona

ASSESSOR'S PARCEL NOS.: 108-24-068, 069, 086, 087 and 088

SITE AREAS: 35,055 square feet (Assessor) or 0.805 acre

South of Alley	20,005 square feet
North of Alley	<u>15,000</u> square feet
	35,005 square feet or 0.805 acre

Although it is large enough to allow various forms of development, it is smaller than what is commonly required for convenience commercial uses which requires 1.25 to 2.00 acres generally. Thus, its highest and best use excludes this use.

SHAPE/DIMENSIONS: The subject consists of two rectangular parcels separated by a 16-foot city alleyway. The alley makes the subject non-contiguous and limits developability. Abandoning the alley right-of-way may be possible if property owners along both side from 35th to 36th Avenues agree. Otherwise, alley right-of-way would have to turn north within the west portion of the subject property to reach Almeria Road. Utility easements in the alley are problematic as well.

TOPOGRAPHY: Level

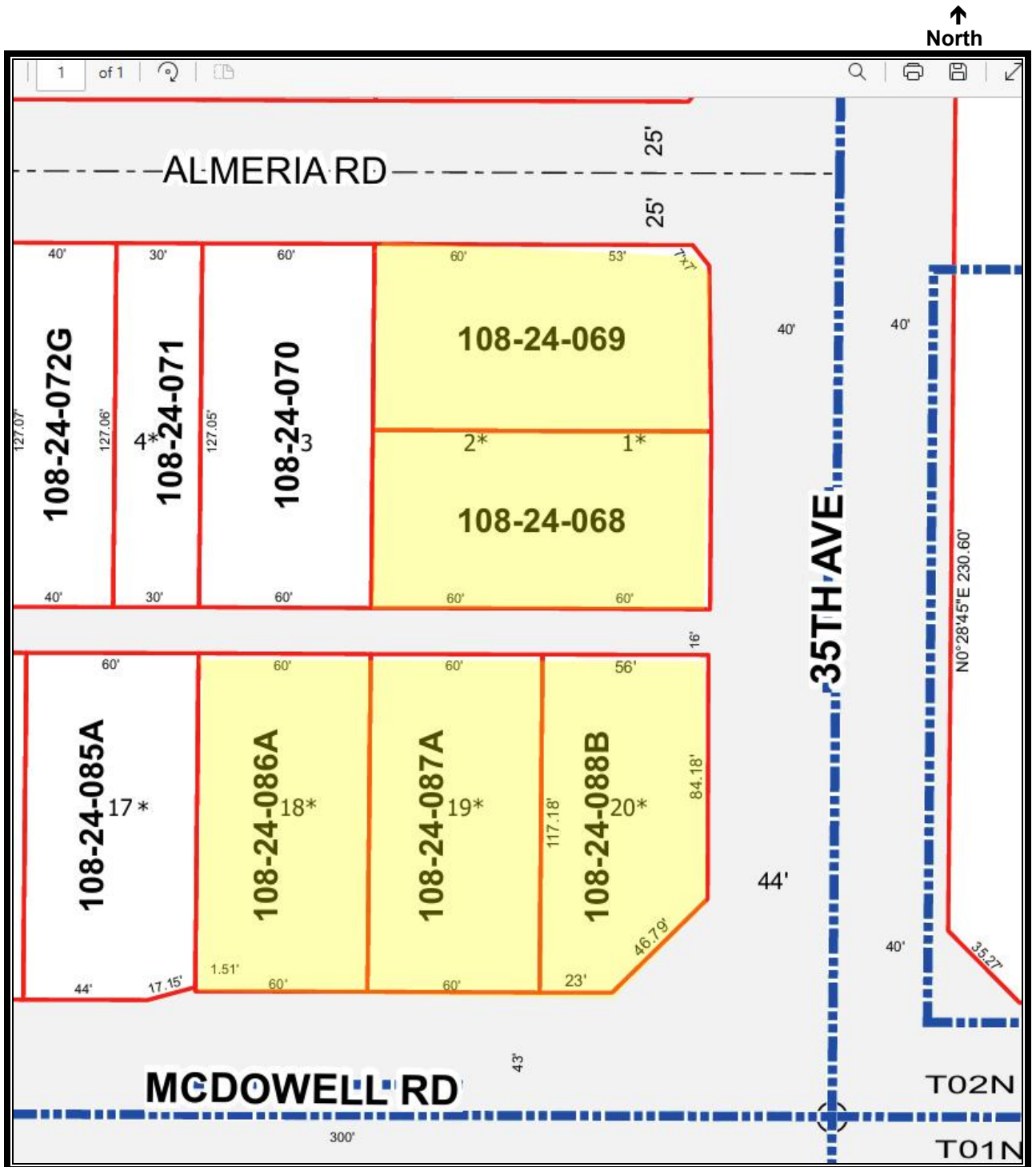
DRAINAGE: The subject was not observed either during or immediately after any minor or major storms, however, drainage appears adequate. A survey by an engineer is recommended to determine if any adverse drainage conditions exist.

FLOOD ZONE: According to FEMA flood map number 04013C2185L, effective October 16, 2013, the subject property is within Flood Zone X where flooding is not expected, insurance is not required by lenders for improved properties and the land requires no special grading to elevate building pads out of flooding danger.

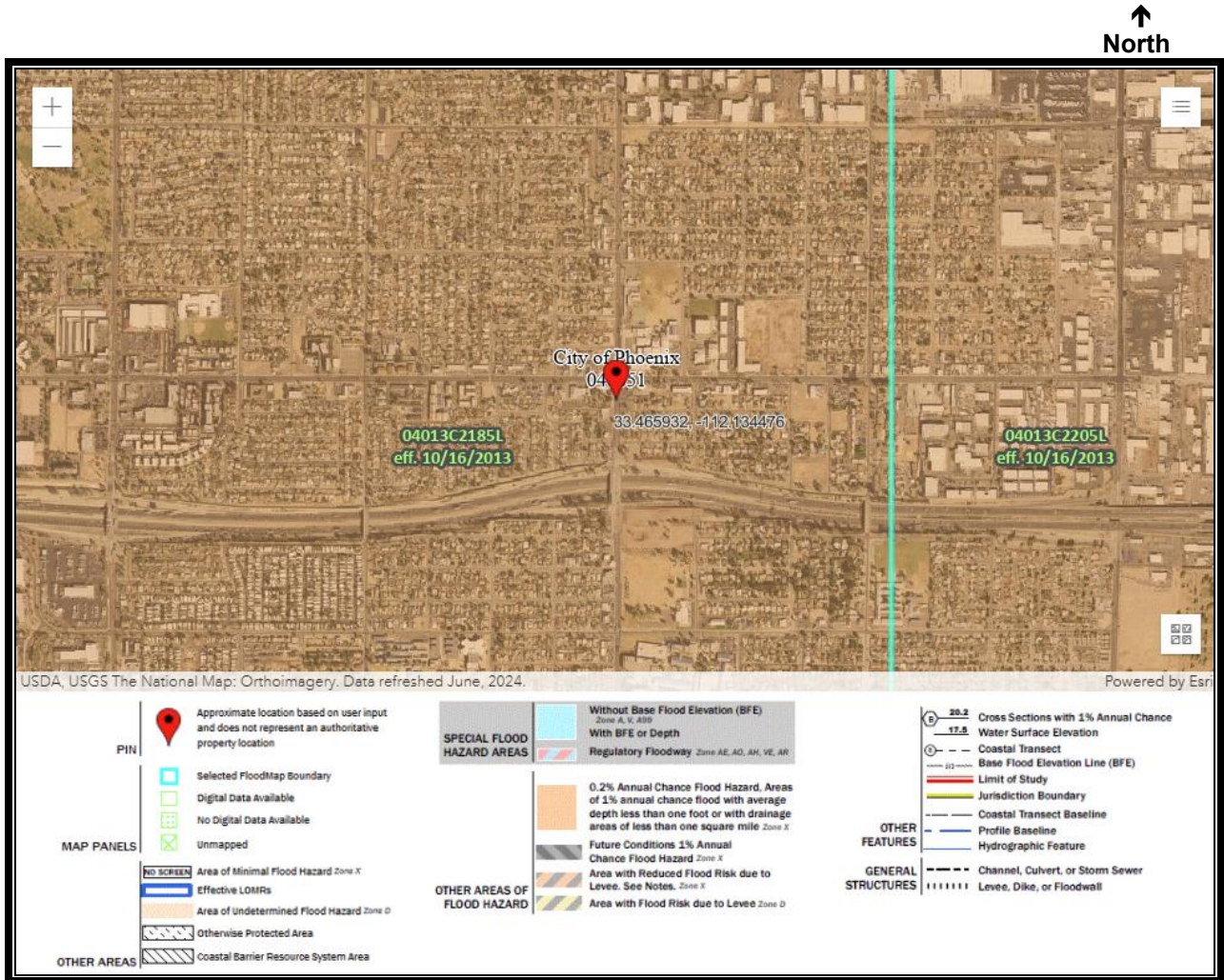
North



ASSESSOR'S PLAT MAP



FEMA FLOOD ZONE MAP



CONTAMINATION: No environmental study was provided for my review. I assumed no contamination.

SOIL: This appraisal assumes no adverse soil conditions which would preclude development of the site.

ARCHEOLOGICAL: No archeological study was provided for my review. This appraisal assumed no ruins, burials, or artifacts that would result in study/removal costs and construction delays. Should any be found, then at the minimum, any associated costs should be deducted from my opinion of market value.

FRONTAGE/ACCESS: 143 ± feet on McDowell Road, a major east/west arterial; 204.17 ± feet on 35th Avenue, a major north/south arterial; 113 ± feet on Almeria Road, a minor street

STREET IMPROVEMENTS:	<u>McDowell Road</u>	<u>35th Avenue</u>
Right-of-Way	43 feet to centerline	44 feet to centerline
Traffic Lanes	3 east/2 west	3 north/2 south
Median	Painted	Painted
Surface	Asphalt	Asphalt
Curb/gutter	Yes	Yes
Sidewalk	Yes	Yes
Streetlights	Yes	Yes
Storm Sewer	None	None
Speed Limit	35 m.p.h.	35 m.p.h.
Curbside Parking	No	No

	<u>Almeria Road</u>
Right-of-Way	25 feet to centerline
Traffic Lanes	1 east/1 west
Median	None
Surface	Asphalt
Curb/gutter	Yes
Sidewalk	Yes
Streetlights	Yes
Storm Sewer	None
Speed Limit	25 m.p.h.
Curbside Parking	No

Graveled alley access from 35th Avenue and 36th Avenue

TRAFFIC COUNT:	McDowell Road - 25,945 v.p.d. (2015) 35 th Avenue – 32,332 v.p.d. (2016) Almeria Road – Light, unmeasured
FUTURE ROW REQUIREMENTS:	As the roadways appear to have been widened and improved to municipal standards, no additional right-of-way dedications or acquisitions appear necessary.
UTILITIES:	
Gas	Southwest Gas
Water	City of Phoenix
Electric	Arizona Public Service
Sanitary Sewer	City of Phoenix
Telephone	Lumen Technologies, Inc.
EASEMENTS:	No title report was provided for my review.
Utility	Typical utility easements, which do not unduly restrict the subject's marketability, were assumed.
Other	The south portion of the subject property along McDowell Road appears to be encumbered by a transit easement and sidewalk easement affecting 1,400 ± square feet of net site area (4%) by my measurement with the Assessor's website. Although they are easements, the land is dominated by public use.
ADJACENT LAND USES:	
North	Single-family residential and commercial uses
East	Isaac Middle School
South	City of Phoenix neighborhood learning center
West	Commercial uses
ENCROACHMENTS:	None noted
EXTERNAL INFLUENCES:	None noted
MARKETABILITY:	Physical factors which enhanced marketability included: <ul style="list-style-type: none"> ➤ No soil or sub-soil problems known ➤ Sufficient size to allow development ➤ Publicly-dedicated and maintained access ➤ Major intersection frontage and visibility

- High traffic count
- Electricity, water and sewer available
- Level topography
- Flood Zone X

Physical features which limited marketability included:

- Undersized for convenience commercial uses
- Non-contiguous

ZONING AND LEGAL RESTRICTIONS ANALYSIS

General Plan

The City of Phoenix General Plan designates the subject for “commercial” development. This category provides for office, retail, service and multi-family development at varying scales and intensity of uses.

Current Zoning Classification

The portion of the subject fronting McDowell Road (57%) was zoned C-3, General Commercial. The portion fronting Almeria Road (43%) was zoned C-2, Intermediate Commercial. The zoning is consistent with the General Plan.

C-3 Permitted Uses

The C-3 district zoning was designed to provide for intensive commercial uses. This allows all of the uses which are permitted in the C-2 district as well as some warehousing and manufacturing uses. Some of the uses include automotive repair/body shops, building materials sales and storage, bottling plants, carpenter and cabinet shops, drive-in restaurant, drive-in theater, food processing and warehousing, lumber yards, mobile home sales, self-service storage warehouses and truck freight movers.

C-2 Permitted Uses

The C-2 zoning district allows medium-intensity uses designed to be compatible with each other and to provide for a wide range of types of commercial activity. This zoning allows all of the uses which are permitted in the R1-6, R-3, R-4, R-5 and C-1 district as well as most medium-intensity commercial uses. Some of the uses include general and professional offices, banks and financial institutions, most forms of retail sales, most service and repair-oriented businesses, limited wholesaling uses and a variety of entertainment uses including adult-oriented entertainment.

Rezoning Potential

At the client’s direction, for the first appraisal (hypothetical condition), I have assumed the subject property has been rezoned to WU, Walkable Urban, Low Intensity Mixed-use District, T5:5, 56-to 100-foot height for multi-family residential use. Please note that the Walkable Urban Code does not eliminate any overlay zoning district, redevelopment area, special planning district, or specific plan. Where conflicts occur between the requirements of the Walkable Urban Code and overlay zoning districts, redevelopment areas, special planning districts, or specific plans, the requirements of the overlay zoning district, redevelopment area, special planning district, or specific plan shall apply.

The purpose of WU is encourage an appropriate mixture and density of activity; to increase transit ridership in general and along transit corridors; to promote multiple modes of transportation; to improve pedestrian safety from crime; to avoid or mitigate nuisances; to promote public health; to decrease automobile dependence; and to mitigate the effects of congestion and pollution. These regulations seek to achieve these purposes by providing the following:

1. An increase of population and employment through infill development within transit oriented districts.
2. A walkable, bikeable, and transit supportive development environment.
3. The integration of auto-oriented and industrial uses with a complementary mix of land uses.
4. High level of connectivity of pedestrian and vehicular routes, which entails small block sizes.
5. Comfortable, safe, and economically productive districts surrounding light rail stations, providing for walking and bicycling between and within the transect districts.
6. The protection of property value.

T5:5 is a medium-high-intensity mixed-use fabric characterized by a broad mix of buildings that integrate retail, offices, live-work and residential units adjacent to the Light Rail Corridor, averaging 56 feet to 100 feet in height.

Development Standards

The Walkable Urban Code does not eliminate any overlay zoning district, redevelopment area, special planning district, or specific plan. Where conflicts occur between the requirements of the Walkable Urban Code and overlay zoning districts, redevelopment areas, special planning districts, or specific plans, the requirements of the overlay zoning district, redevelopment area, special planning district, or specific plan shall apply.

Density – The text of WU does not appear to specify or allocate residential density. Thus, I assume density will be dictated by the overlay zoning district and market demand. In this case, density up to 43.5 dwelling units per acre appears allowed. But at the subject's location and given its relatively small size, a lighter density is expected.

Setbacks – WU calls for setbacks of 25 feet from development zoned R1-6, Single-Family Residential assuming a height of 48 feet or greater. The subject sides this use.

3. The minimum side and rear yard setback requirements in Table 1303.1 shall apply to all structures 48 feet height or greater:

Table 1303.1 Setback Requirements. Buildings Over 48 Feet.

BUILDING HEIGHT	Rear and side setbacks, if adjacent to the following: R1-10, R1-8, R1-6, and historic preservation properties and districts.
40—80 feet	Minimum 25-foot building setback from property line.
80 feet and above	Minimum 30-foot building setback from property line plus one-foot setback for each two-foot increase in height, up to 75 feet setback.

MAIN BUILDING SETBACKS		
a	Primary Frontage	20-foot minimum
b	Secondary Frontage	12-foot minimum
c	Side Lot Line	3-foot and 10-foot minimum
d	Rear Lot Line	20-foot minimum

Entitlements

The subject had no entitlements beyond assumed zoning and existing zoning.

Private Restrictions

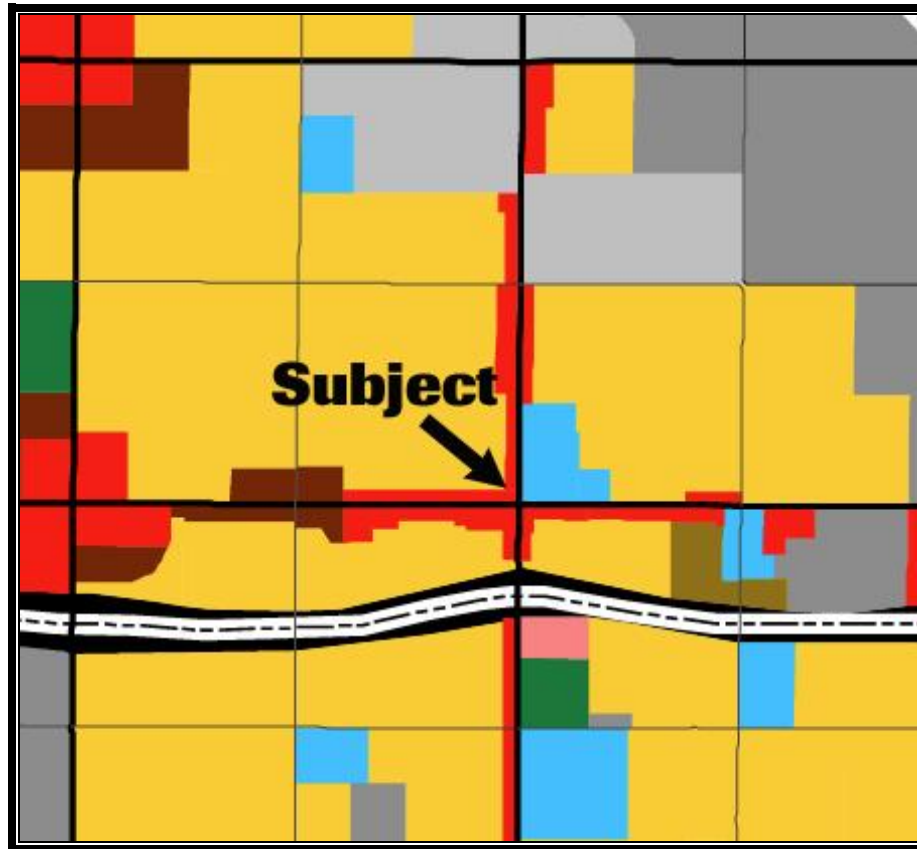
No title report was provided for my review. I assumed no adverse deed or private restrictions that would prevent the highest and best use of the land.

Off-Title Restrictions

At times, a property can be restricted by agreements with adjoining property owners, customary use, encroachments, adverse possession, trespass, etc. In this case, there appeared to have been none.

GENERAL PLAN MAP

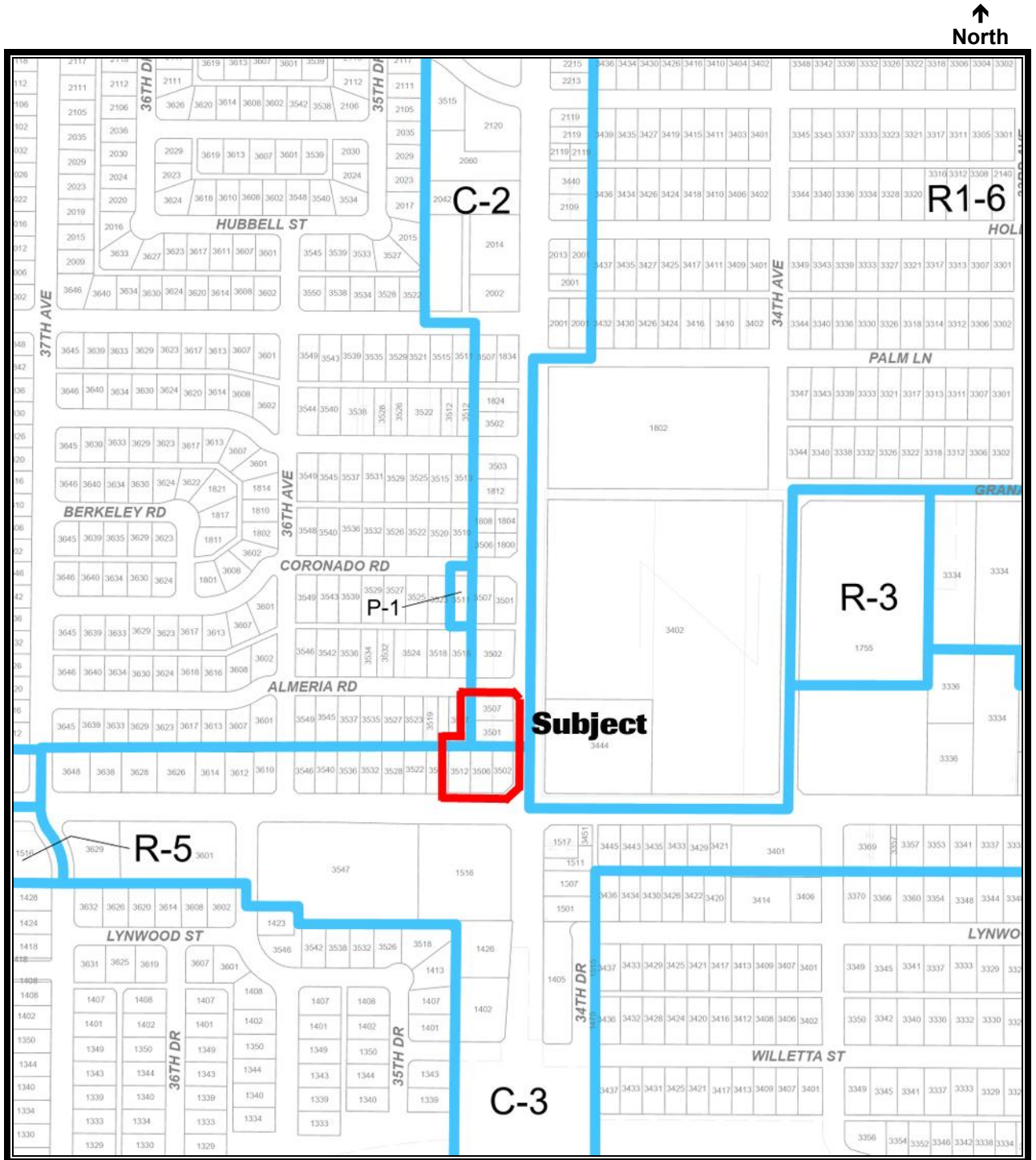
↑
North



LAND USE

- 0 to 1 du/acre - Large Lot
- 1 to 2 du/acre - Large Lot
- 2 to 3.5 du/acre - Traditional Lot
- 3.5 to 5 du/acre - Traditional Lot
- 5 to 10 du/acre - Traditional Lot
- 10 to 15 du/acre - Higher density attached townhouses, condos, or apartments
- 15+ du/acre - Higher density attached townhouses, condos, or apartments
- Parks/Open Space - Publicly Owned
- Parks/Open Space - Privately Owned
- Future Parks/Open Space or 1 du/acre
- Mixed Use Agricultural
- Nurseries/Flower Gardens with alternative 3.5 to 5 du/acre
- Commercial
- Mixed Use (MU)
- Mixed Use (Areas C, D and Northwest Area only)
- Industrial
- Commerce / Business Park
- Public/Quasi-Public
- Floodplain
- Undesignated Area

EXISTING ZONING MAP



REAL ESTATE TAX AND ASSESSMENT ANALYSIS

Introduction

Most real property in the county is assessed by the Assessor and the tax liability is collected by the Treasurer. Assessed values are typically established in November or December of each year, with tax rates in the following September. Taxes are paid in equal bi-annual installments, due October 1 of the current tax year and March 1 of the following year.

Assessment and Full Cash Value

The Assessor identified the subject with numbers 108-24-068, 069 086, 087, 088. The Assessor's 2025 opinion of full cash value for the entire property was \$648,300 or \$18.49 per square foot of net site area.

Real Estate Tax Liability

The property is tax exempt given its ownership. However, I have assumed a typical tax liability for my appraisals of market value.

Delinquent Tax Liability

None

Special Assessment

No unusual special assessment was reported.

HIGHEST AND BEST USE ANALYSIS

Highest and best use reflects a basic assumption about real estate market behavior--that the price a buyer will pay for a property is based on his or her conclusions about the most profitable use of the land or property. The determination of a property's highest and best use may or may not conform to the existing use. The determination of highest and best use must be based upon careful consideration of prevailing market conditions, trends affecting market participation and change, and the existing use of the subject property.

Highest and best use may be defined as:

The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity. ⁴

Because the use of land can be limited by the presence of improvements, highest and best use is determined separately for the land as though vacant and available to be put to its highest and best use, and then for the property as it is currently improved.

The first determination reflects the fact that land value is derived from potential land use. Land has limited value or no value unless there is a present or anticipated use for it. The amount of value depends on the nature of the land's anticipated use according to the concept of surplus productivity. Among all reasonable alternative uses, the use that yields the highest present value, after payments are made for labor, capital, and coordination, is generally regarded as the highest and best use of the land as though vacant.

The highest and best use of a property as improved refers to the optimal uses that could be made of the property including all existing structures. The implication is that the existing improvements should be retained "as is" so long as they continue to contribute to the total market value of the property, or until the return from a new improvement would more than offset the cost of demolishing them and the construction of the new improvement.

The highest and best use of both as though vacant and property as improved must meet four criteria. The highest and best use must be:

1. Physically possible,
2. Legally permissible,
3. Financially feasible, and
4. Maximally productive.

⁴ Appraisal Institute, The Dictionary of Real Estate Appraisal, Seventh Edition, (Chicago, Illinois: Appraisal Institute, 2022), page 88.

These four criteria are considered in reference to the subject property in the following analysis.

Highest and Best Use, Subject to Rezoning and “As Is”

Physically Possible

The subject property is 35,055 square feet, or 0.805 acre, of vacant land located at northwest corner of 35th Avenue and McDowell Road in Phoenix, Arizona. Physical features which enhanced marketability:

- Publicly-dedicated and -maintained frontage and access
- Sufficient size to allow a variety of development
- All utilities available
- No sub-soil problems known
- Level topography
- Complete offsites
- FEMA Flood Zone X
- High traffic count
- Major intersection frontage and visibility

Physical features that limited marketability:

- Non-contiguous
- Undersized for convenience commercial use

Legally Permissible

Public Restrictions – The City of Phoenix General Plan designates the subject for “commercial” development. This category provides for office, retail, service and multi-family development at varying scales and intensity of uses.

The portion of the subject fronting McDowell Road (57%) was zoned C-3, General Commercial. The portion fronting Almeria Road (43%) was zoned C-2, Intermediate Commercial. The zoning is consistent with the General Plan.

Rezoning Potential - At the client’s direction, for the first appraisal (hypothetical condition), I have assumed the subject property has been rezoned to WU, Walkable Urban, Low Intensity Mixed-use District, T5:5, 56-to 100-foot height for multi-family residential use.

For the second appraisal, I appraised the property “as is”.

Entitlements – The subject had no entitlements beyond the proposed and existing zoning.

Private Restrictions – No title report was provided for my review. I assumed no adverse deed or private restrictions that would prevent the highest and best use of the land.

Off-Title Restrictions - At times, a property can be restricted by agreements with adjoining property owners, customary use, encroachments, adverse possession, trespass, etc. In this case, there appeared to have been none.

Financially Feasible

Given the physical and legal restrictions, the use suggested by the rezoning of the subject property would be for multi-family residential development.

Multiple-family Residential Market – The metropolitan area’s multi-family residential housing market continues to be weak given high interest rates and other factors. CoStar, a real estate data service, provides current supply and demand statistics for this market segment on a metropolitan-wide basis and a more localized view. For 4th Quarter 2025, Costar provided the following statistics for the Phoenix metropolitan area:

Phoenix - AZ USA \$121B Asset Value						
Inventory Units	426,270 ↑	Market Asking Rent/Unit	\$1,557 ↓			
Under Constr Units	23,091 ↓	Annual Rent Growth	-3.4% ↓			
12 Mo Absorp Units	16,641	Market Sale Price/Unit	\$269K ↑			
Vacancy Rate	12.4% ↑	12 Mo Sales Vol	\$4.5B ↑			

AVAILABILITY	MARKET	NATIONAL
Vacancy Rate	12.4% ↑	8.3% ↑
Vacant Units	52.8K ↑	1.7M ↑
Market Asking Rent/Unit	\$1,557 ↓	\$1,758 ↑
Market Effective Rent/Unit	\$1,523 ↓	\$1,737 ↑
Concession Rate	2.2% ↑	1.2% ↑
Studio Asking Rent	\$1,159 ↓	\$1,589 ↑
1 Bedroom Asking Rent	\$1,384 ↓	\$1,579 ↑
2 Bedroom Asking Rent	\$1,655 ↓	\$1,839 ↑
3 Bedroom Asking Rent	\$2,175 ↓	\$2,272 ↑

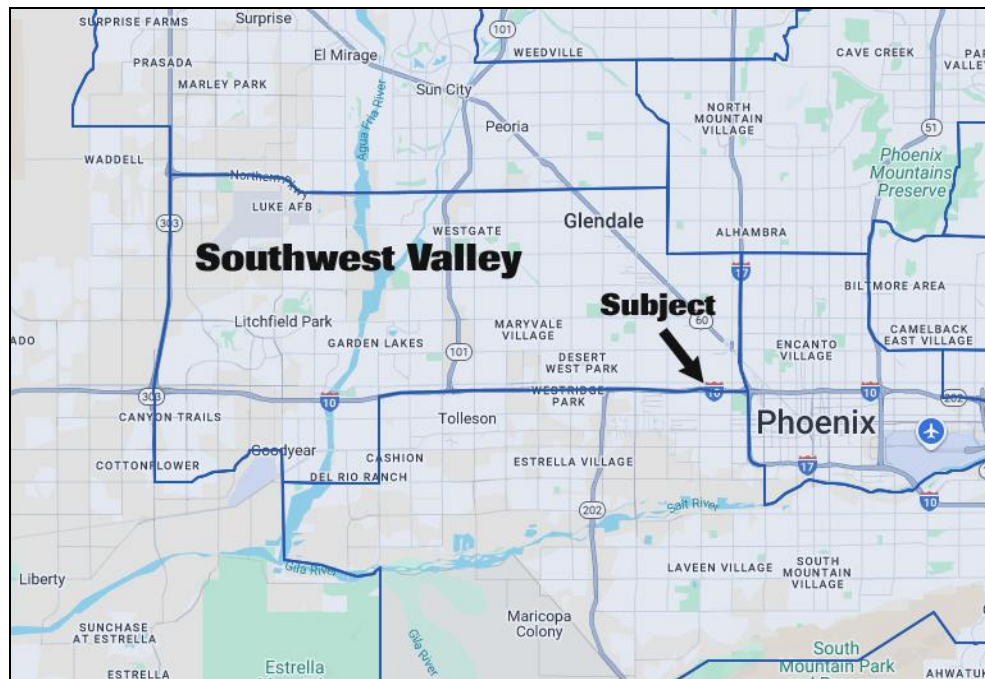
SALES	MARKET	NATIONAL
Market Sale Price/Unit	\$269K ↑	\$233K ↑
12 Mo Asking Sale Price/Unit	\$216K ↓	\$241K ↑
12 Mo Sale to Asking Price Diff	-7.3% ↓	-7.2% ↑
Market Cap Rate	4.9% ↑	6.1% ↓
12 Mo Sales Volume	\$4.5B ↑	\$120B ↑
12 Mo Transactions	187 ↑	16,828 ↑
Months To Sale Past Year	4.6 ↓	5.5 ↓
For Sale Listings	106 ↑	8,749 ↑
For Sale Units	2,846 ↑	217,426 ↑

INVENTORY	MARKET	NATIONAL
Inventory Units	426,270 ↑	20,750,209 ↑
Existing Buildings	4,381 ↑	432,732 ↑
Avg Units Per Bldg	97 ↑	48 ↑
12 Mo Demolished Units	182 ↑	5,155 ↑
12 Mo Occupancy % At Delivery	13.9% ↓	20.8% ↓
Under Construction Units	23,091 ↓	543,519 ↓
12 Mo Construction Starts Units	11,735 ↓	291,479 ↓
12 Mo Delivered Units	22,829 ↓	557,946 ↓
12 Mo Avg Delivered Units	229 ↑	164 ↑

DEMAND	MARKET	NATIONAL
12 Mo Absorption Units	16,641	485,134
12 Mo Absorption % of Inv	4.0%	2.4%
Median Household Income	\$91,132	\$83,335
Population Growth 5 Yrs	10.4%	2.8%
Pop Growth 5 Yrs 20-29	4.8%	-0.4%
Pop Growth 5 Yrs 30-39	7.6%	-0.1%
Pop Growth 5 Yrs 40-54	12.8%	3.8%
Pop Growth 5 Yrs 55+	15.6%	7.2%

Conclusion – Metropolitan Phoenix – The market appears weak given rising inventory, increasing vacancy rate, falling rents and higher overall capitalization rates. Strength is seen with increasing price per unit and fewer units being permitted and built.

CoStar places the subject, in the *Southwest Valley* subject market. For 4th Quarter 2025, CoStar provided the statistics on the next page. The *Southwest Valley* submarket is shown on the map below:



South West Valley | \$13.5B Asset Value

Phoenix - AZ USA



Inventory Units	55,810 ↑	Market Asking Rent/Unit	\$1,413 ↓
Under Constr Units	2,242 ↓	Annual Rent Growth	-4.5% ↓
12 Mo Absorp Units	2,611	Market Sale Price/Unit	\$232K ↓
Vacancy Rate	16.4% ↑	12 Mo Sales Vol	\$525M ↑

AVAILABILITY	SUBMARKET	MARKET
Vacancy Rate	16.4% ↑	13.0% ↑
Vacant Units	9.2K ↑	55.8K ↑
Market Asking Rent/Unit	\$1,413 ↓	\$1,555 ↓
Market Effective Rent/Unit	\$1,372 ↓	\$1,519 ↓
Concession Rate	2.9% ↑	2.3% ↑
Studio Asking Rent	\$938 ↓	\$1,148 ↓
1 Bedroom Asking Rent	\$1,227 ↓	\$1,383 ↓
2 Bedroom Asking Rent	\$1,489 ↓	\$1,653 ↓
3 Bedroom Asking Rent	\$1,984 ↓	\$2,165 ↓




SALES	SUBMARKET	MARKET
Market Sale Price/Unit	\$232K ↓	\$269K ↓
12 Mo Asking Sale Price/Unit	\$146K ↑	\$223K ↓
12 Mo Sale to Asking Price Diff	-16.4% ↓	-7.3% ↑
Market Cap Rate	4.8% ↑	4.9% ↑
12 Mo Sales Volume	\$525M ↑	\$4.6B ↑
12 Mo Transactions	16 ↑	191 ↑
Months To Sale Past Year	2.6 ↓	4.6 ↓
For Sale Listings	10 ↑	103 ↑
For Sale Units	329 ↑	2,804 ↑

INVENTORY	SUBMARKET	MARKET
Inventory Units	55,810 ↑	428,733 ↑
Existing Buildings	397 ↑	4,390 ↑
Avg Units Per Bldg	141 ↑	98 ↑
12 Mo Demolished Units	0 ↓	182 ↑
12 Mo Occupancy % At Delivery	12.8% ↓	13.3% ↓
Under Construction Units	2,242 ↓	20,797 ↓
12 Mo Construction Starts Units	1,203 ↑	11,157 ↓
12 Mo Delivered Units	4,096 ↓	23,408 ↓
12 Mo Avg Delivered Units	207 ↓	231 ↑

DEMAND	SUBMARKET	MARKET
12 Mo Absorption Units	2,611	15,400
12 Mo Absorption % of Inv	4.8%	3.7%
Population Growth 5 Yrs	8.3%	10.4%
Pop Growth 5 Yrs 20-29	2.5%	4.8%
Pop Growth 5 Yrs 30-39	12.6%	7.6%
Pop Growth 5 Yrs 40-54	10.3%	12.8%
Pop Growth 5 Yrs 55+	19.1%	15.6%

Conclusion – Southwest Valley – The market appears weak given rising inventory, decreasing price per unit, higher vacancy, falling rents, more concessions, and higher overall capitalization rates. Strength is only seen with decreasing new construction. The statistics do not indicate financial feasibility for new development at this time.

Commercial/Retail Market – For the second appraisal “as is”, I have studied the metropolitan area’s commercial/retail market which continues to be somewhat weak given high interest rates. CoStar, a real estate data service, provides current supply and demand statistics for this market segment on a metropolitan-wide basis and a more localized view. For 4th Quarter 2025, Costar provided the following statistics for the Phoenix metropolitan area:

Phoenix - AZ USA \$64.2B Asset Value				  	
Inventory SF	244M ↑	Market Asking Rent/SF	\$26.56 ↑		
Under Constr SF	3.7M ↑	Market Asking Rent Growth	4.4% ↑		
12 Mo Net Absorp SF	2M	Market Sale Price/SF	\$259 ↑		
Vacancy Rate	4.6% ↓	12 Mo Sales Vol	\$2.1B ↑		

AVAILABILITY	MARKET	NATIONAL
Market Asking Rent/SF	\$26.56 ↑	\$25.82 ↑
Vacancy Rate	4.6% ↓	4.3% ↑
Vacant SF	11.3M ↓	513M ↑
Availability Rate	4.9% ↑	4.8% ↑
Available SF Direct	11.9M ↑	557M ↑
Available SF Sublet	345K ↑	19.8M ↑
Available SF Total	12.2M ↑	576M ↑
Months on Market	8.8	10.2


DEMAND	MARKET	NATIONAL
12 Mo Net Absorption SF	2M ↑	(3.5M) ↓
12 Mo Leased SF	4.9M ↓	190M ↓
6 Mo Leasing Probability	30.0%	33.8%

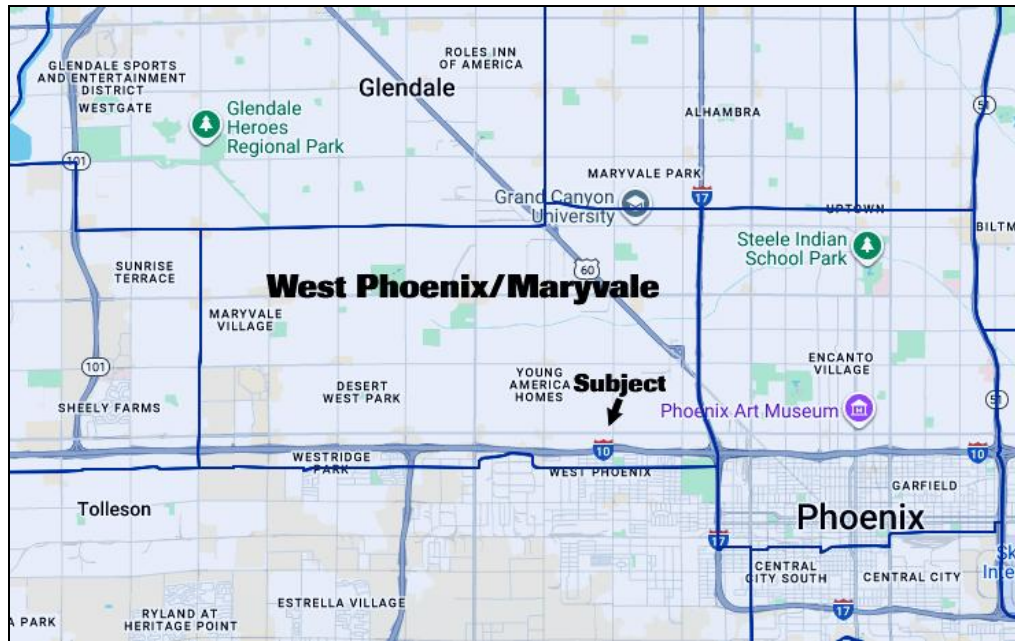
INVENTORY	MARKET	NATIONAL
Existing Buildings	16,984 ↑	1,089,626 ↑
Inventory SF	244M ↑	11.9B ↑
Average Building SF	14.4K ↓	10.9K ↑
Under Construction SF	3.7M ↑	51.7M ↓
12 Mo Delivered SF	2.5M ↑	46M ↓

SALES	MARKET	NATIONAL
12 Mo Transactions	766 ↑	45,058 ↑
Market Sale Price/SF	\$259 ↑	\$246 ↑
Average Market Sale Price	\$3.8M ↑	\$2.8M ↑
12 Mo Sales Volume	\$2.1B ↑	\$67.8B ↑
Market Cap Rate	6.9% ↓	7.2% ↑

Conclusion – Metropolitan Phoenix – The market appears moderately-strong given rising prices, rising rents, declining vacancy rate, and falling overall capitalization rates. A limiting factor is increasing inventory.

CoStar places the subject, in the *West Phoenix/Maryvale* subject market. For 4th Quarter 2025, CoStar provided the statistics on the next page. The *Southwest Valley* submarket is shown on the map on the next page.

West Phoenix/Maryvale \$1.8B Asset Value 			
Phoenix - AZ USA			
Inventory SF	8.5M ↑	Market Asking Rent/SF	\$22.24 ↑
Under Constr SF	0 ↑	Market Asking Rent Growth	4.3% ↑
12 Mo Net Absorp SF	147K	Market Sale Price/SF	\$214 ↑
Vacancy Rate	2.9% ↓	12 Mo Sales Vol	\$25.7M ↓



AVAILABILITY	SUBMARKET	MARKET
Market Asking Rent/SF	\$22.24 ↑	\$26.56 ↑
Vacancy Rate	2.9% ↓	4.6% ↓
Vacant SF	248K ↓	11.3M ↓
Availability Rate	3.8% ↓	4.9% ↑
Available SF Direct	316K ↓	11.9M ↑
Available SF Sublet	8.4K ↑	345K ↑
Available SF Total	324K ↓	12.2M ↑
Months on Market	11.1	8.8

DEMAND	SUBMARKET	MARKET
12 Mo Net Absorption SF	147K ↑	2M ↑
12 Mo Leased SF	54.8K ↓	4.9M ↓
6 Mo Leasing Probability	34.2%	30.0%

INVENTORY	SUBMARKET	MARKET
Existing Buildings	550 ↓	16,984 ↑
Inventory SF	8.5M ↓	244M ↑
Average Building SF	15.4K ↓	14.4K ↓
Under Construction SF	0 ↓	3.7M ↑
12 Mo Delivered SF	0 ↓	2.5M ↑

SALES	SUBMARKET	MARKET
12 Mo Transactions	17 ↓	766 ↑
Market Sale Price/SF	\$214 ↑	\$259 ↑
Average Market Sale Price	\$3.3M ↑	\$3.8M ↑
12 Mo Sales Volume	\$25.7M ↓	\$2.1B ↑
Market Cap Rate	6.9% ↓	6.9% ↓

Conclusion – West Phoenix/Maryvale – The market appears moderately-strong given stable inventory, rising prices, rising rents, declining vacancy, and falling overall capitalization rates.

Conclusion – Financially Feasible - The statistics do not indicate financial feasibility for new multi-family residential development at this time. Commercial/retail development appears financially-feasible given the statistics and analysis presented above.

Maximally Productive

Market indicators show a somewhat weak market for multi-family residential development. Coupled with high interest rates and lenders' reluctance to finance new construction, the subject is unlikely to be developed in the near term. Future development would likely be in the range from 18-22 dwelling units per acre.

For commercial/retail development, the market is more positive. As such, the subject property was maximally productive for commercial/retail development.

Conclusion

Therefore, after considering the physical, legal and financial limitations of the site, it was my opinion that the highest and best use of the subject under the first scenario would be speculative investment.

For the second scenario, commercial/retail development appears much more likely currently.

VALUATION PROCESS

The use of the Cost, Sales Comparison, and Income Approaches to Value depend on the type of property, the use of the appraisal, and the quality and quantity of data available for analysis. They are defined as follows:

Cost Approach: *A set of procedures through which a value indication is derived for the fee simple interest in a property by estimating the current cost to construct a reproduction of (or replacement for) the existing structure, including an entrepreneurial incentive, deducting depreciation from the total cost; and adding the estimated land value. The contributory value of any site improvements that have not already been considered in the total cost can be added on a depreciated-cost basis. Adjustments may then be made to the indicated fee simple value of the subject property to reflect the value of the property interest being appraised.*⁵

Sales Comparison Approach: *The process of deriving a value indication for the subject property by comparing sales of similar properties to the property being appraised, identifying appropriate units of comparison, and making adjustments to the sale prices (or unit prices, as appropriate) of the comparable properties based on relevant, market-derived elements of comparison. The sales comparison approach may be used to value improved properties, vacant land, or land being considered as though vacant when an adequate supply of comparable sales is available.*⁶

Income Approach: *Specific appraisal techniques applied to develop a value indication for a property based on its earning capability and calculated by the capitalization of property income.*⁷

Reconciliation: *A phase of a valuation assignment in which two or more value indications are processed into a value opinion derived from market data are resolved into a final value opinion, which may be a range of value, a single point estimate, or a reference to a benchmark value.*⁸

All three approaches to value are based upon the Principle of Substitution. This is a valuation principle that states a prudent purchaser would pay no more for real property than the cost of acquiring an equally desirable substitute on the open market. The principle presumes that the purchaser will consider the alternatives available to him or her, that the buyer will act rationally and prudently on the basis of the information available about these alternatives, and that time is not a significant factor. Substitution may assume the form of the purchase of an existing property with the same utility and income potential or the acquisition of vacant land and the construction of a structure upon the land having the same general utility as the subject property.

⁵ Appraisal Institute, The Dictionary of Real Estate Appraisal, Seventh Edition, (Chicago, Illinois: Appraisal Institute, 2022), page 43.

⁶ Ibid., page 170.

⁷ Ibid., page 94.

⁸ Ibid., page 157

Applied Method

Because the subject property was vacant land, the Cost Approach was not considered applicable. The Income Approach was not utilized as I found no rented comparable properties with which to estimate market rent and no properties that were rented at the time sale that would provide capitalization rates with which to capitalize net income into an indication of land value. Therefore, in the following analysis, only the Sales Comparison Approach was applied in the estimation of the subject property's market value under both scenarios.

SALES COMPARISON APPROACH

Theory

This approach calls for the typical buyer or appraiser to compare the subject property with similar properties which have either recently sold or is currently listed for sale. The comparables are compared and adjusted to the subject property on the basis of physical, legal, and economic factors that affect value. Superior differences in the comparables indicate downward adjustments to their sales prices. Inferior differences result in upward adjustments to their sales prices. After adjustment, the range of adjusted prices indicates a range of market value for the subject. Typically, the most important unit of measure in estimating the value of land in this market segment is price per square foot.

This approach gives an excellent indication of current market prices when sales data are plentiful and easily confirmed. Recent sales and listings show where the market has been and where it may be going. The data reveal the trends not only in price, but in the trends of investment and development as well as current seller and buyer behavior.

Data

My search of the market was conducted by reviewing sales compiled by the county recorder's office, subscription data services, and obtaining sales in escrow and listings from real estate agents, brokers and other market participants. Of numerous sales and listings discovered, the following comparables were documented and discussed which represented the most current and comparable data for the estimation of market value. Other comparable sales and listings, in addition to those documented and analyzed here, were also considered and influenced my opinion of value as part of my workfile.

For the first appraisal, my sales were multi-family residential-oriented. The second set of comparable sales were oriented to commercial/retail development.

My data were arranged from newest to oldest to emphasize those sales which best reflect current market conditions. If listings were used, they were presented last. Please note that "Date of Sale" as shown in the documentation of the comparables on the following pages, reflects the date the price was agreed upon by buyer and seller, the contract signed and placed in escrow. Even though the sales closed later, sometimes months or even years afterward, the date of sale is important to understand market conditions and for judging and adjusting for appreciation and depreciation.

LAND COMPARABLE NO. 1

(In Escrow)

Type: Vacant Multi-family Residential Land
Location: 1516 North 37th Avenue, Phoenix, Arizona

Sale Data

Grantor: Linh Nga Ding, et al.
Grantee: Not revealed

Date of Sale: November 13, 2025
Recorded Date: To close January, 2026

Instrument: In escrow
Instrument No.: In escrow

Sales Price: \$240,000

Terms: Cash

Unit Price: **\$15.42** per square foot

Site Data

Assessor's Parcel No.: 106-07-122

Legal Description: Part of Tract E, WESTVIEW MANOR.

Site Area: 15,563 square feet or 0.357 net acre

Shape/Dimensions: Irregular; see exhibit

Zoning/Entitlements: R-5, Multi-Family Residence; none

Frontage/Access: 88.00 ± feet on McDowell Road, a major arterial street;
140.00 ± feet on 37th Avenue, a minor street, alley
access

Offsites: McDowell Road - Asphalt-paved for two lanes
eastbound and three lanes westbound, painted
median, curb, gutter, sidewalk and streetlights

	37 th Avenue – Asphalt-paved for one lane in each direction, curb, gutter, sidewalk and streetlights; no median
Traffic Count:	McDowell Road - 25,945 v.p.d. (2015) 37 th Avenue – Light, unmeasured
Topography/Soil:	Level; typical
Utilities:	Water, sewer, electricity
Flood Zone:	X
Improvements/Other:	None
History:	The property was listed for 274 days at a price of \$250,000. No other sales or listings were noted in the past five years.
Intended Use:	The buyer is considering multi-family residential development but likely to wait until market conditions improve. A previous buyer at a price of \$240,000 was also intending multi-family residential development.
Confirmation:	Public records; Jason Miszuk, listing agent, Realty ONE Group, 602-363-5058, December 1, 2025
Comments:	An apartment complex is to the west, single-family residences to the south, and commercial/retail to the north and east.

LAND COMPARABLE NO. 1



LAND COMPARABLE NO. 2

Type: Vacant Multi-family Residential Land
Location: 5939 West Missouri Avenue, Glendale, Arizona

Sale Data

Grantor: Pinnacle Real Estate Six, LLC
Grantee: 59th Parc, LLC

Date of Sale: January 27, 2025
Recorded Date: April 30, 2025

Instrument: Warranty Deed
Instrument No.: 25-0245994

Sales Price: \$1,200,000

Terms: Cash

Unit Price: **\$11.82** per square foot

Site Data

Assessor's Parcel No.: 144-28-155

Legal Description: Part of the NE4 SE4 of Section 8, T-2N, R-2E of the G&SRB&M, Maricopa County, Arizona.

Site Area: 101,500 square feet or 2.330 net acres

Shape/Dimensions: Rectangular; 350.00' x 290.00'

Zoning/Entitlements: R-4, Multiple Residence; approved and entitled for 33 2-story townhomes which added "\$3.00" per square foot to the price paid

Frontage/Access: 350.00 ± feet on Missouri Avenue, a mid-section-line arterial; 290.00 ± feet on 60th Avenue, a minor street

Offsites:	Missouri Avenue - Asphalt-paved for one lane in each direction, curb, gutter, sidewalk and streetlights; no median 60 th Avenue – Asphalt-paved for one lane in each direction, streetlights; no median, curb, gutter, or sidewalk
Traffic Count:	Missouri Avenue – 3,650 v.p.d. (2021) 60 th Avenue – Light, unmeasured
Topography/Soil:	Level; typical
Utilities:	Water, sewer, electricity
Flood Zone:	X
Improvements/Other:	None

History: The property was listed for 60 days for a price of \$1,200,000. It sold in July, 2022, for \$550,000. The buyer then had the property approved and entitled for the proposed use. No other sales or listings were noted in the past five years.

Intended Use: 33 two-story townhomes

Confirmation: Public records; Carrick Sears, listing broker and seller, SVN Desert Commercial Advisors, 602-327-0325, December 1, 2025

Comments: A manufactured housing park is to the north, a parking lot for a house of worship is to the east and multi-family residential is to the west and south.

LAND COMPARABLE NO. 2



LAND COMPARABLE NO. 3

Type: Vacant Multi-family Residential Land
Location: 6543 North 67th Avenue, Glendale, Arizona

Sale Data

Grantor: Darrin Travis Nunns
Grantee: Duarte Realty Sales, LLC

Date of Sale: November, 2024
Recorded Date: December 10, 2024

Instrument: Warranty Deed
Instrument No.: 24-0656144

Sales Price: \$895,000

Terms: Cash

Unit Price: **\$12.27** per square foot

Site Data

Assessor's Parcel No.: 144-14-015A

Legal Description: N2 N2 of Lot 5, Block 7, ORCHARD ADDITION TO GLENDALE; EXCEPT N1/5 of the N2 of N2 of said Lot 5.

Site Area: 72,917 square feet or 1.674 net acres

Shape/Dimensions: Rectangular; 125.01' x 583.29'

Zoning/Entitlements: R-4, Multiple Residence; approved and entitled for 24 unit, 2-story apartment project with 1BR and 2BR units

Frontage/Access: 125.01 feet on 67th Avenue, a major arterial

Offsites: Asphalt-paved for two lanes in each direction, painted median, curb, gutter, sidewalk and streetlights

Traffic Count:	25,900 v.p.d. (2020)
Topography/Soil:	Level; typical
Utilities:	Water, sewer, electricity
Flood Zone:	X
Improvements/Other:	None
History:	The property sold in June, 2022, for \$830,000. No other sales or listings were noted in the past five years.
Intended Use:	24 unit, 2-story apartment project with 1BR and 2BR units
Confirmation:	Public records; Jeems Lochridge, listing broker, Cushman & Wakefield, 520-609-5382, December 1, 2025
Comments:	An industrial use is to the north, apartments to the south and east and a 55+ apartment complex under construction to the west.

LAND COMPARABLE NO. 3



LAND COMPARABLE NO. 4

Type: Vacant Multi-family Residential Land
Location: 4007 West McDowell Road, Phoenix, Arizona

Sale Data

Grantor: RD Capital, LLC
Grantee: 4007 West McDowell, LLC

Date of Sale: October 26, 2024
Recorded Date: December 9, 2024

Instrument: Warranty Deed
Instrument No.: 24-0653076

Sales Price: \$260,000

Terms: Cash

Unit Price: **\$14.33** per square foot

Site Data

Assessor's Parcel No.: 106-30-127

Legal Description: Lot 623, WINONA PARK UNIT FIVE

Site Area: 18,150 square feet or 0.417 net acre

Shape/Dimensions: 110.00' x 165.00'

Zoning/Entitlements: R-5, Multifamily Residence; none

Frontage/Access: 110.00 feet on McDowell Road, a major arterial street, alley access

Offsites: Asphalt-paved for two lanes eastbound and three lanes westbound, painted median, curb, gutter, sidewalk and streetlights

Traffic Count:	25,945 v.p.d. (2015)
Topography/Soil:	Level; typical
Utilities:	Water, sewer, electricity
Flood Zone:	X
Improvements/Other:	Chain link fence with no contributory market value

History: The property was listed for 82 days at prices of \$298,000 and \$288,000. It sold in 2020 for \$98,000. No other sales or listings were noted in the past five years.

Intended Use: The buyer is considering multi-family residential development but likely to wait until market conditions improve.

Confirmation: Public records; Gunnar Sinnet, co-listing broker, LevRose Realty, 314-651-0322, December 1, 2025

Comments: Commercial/retail is to the east and north, an office building to the west, and single-family residences to the south.

LAND COMPARABLE NO. 4



LAND COMPARABLE NO. 5

Type: Vacant Multi-family Residential Land
Location: 7155 North 53rd Avenue, Glendale, Arizona

Sale Data

Grantor: Diana Alejandra Arana Galindo
Grantee: Alexis Andrade

Date of Sale: March 12, 2024
Recorded Date: March 25, 2024

Instrument: Special Warranty Deed
Instrument No.: 24-0093471

Sales Price: \$275,000

Terms: Cash

Unit Price: **\$15.28** per square foot

Site Data

Assessor's Parcel No.: 147-16-022A

Legal Description: Parcel A, Minor Land Division – Lot Combination

Site Area: 18,000 square feet or 0.413 net acre

Shape/Dimensions: Rectangular; 125.00' x 144.00'

Zoning/Entitlements: R-3, Multiple Residence; none

Frontage/Access: 125.00 on Myrtle Avenue, a minor street; 144.00 feet on 53rd Avenue, a minor street

Offsites:	<p>Mrytle Avenue - Asphalt-paved for one lane in each direction, curb, gutter, sidewalk and streetlights; no median</p> <p>53rd Avenue - Asphalt-paved for one lane in each direction, curb, gutter, sidewalk and streetlights; no median</p>
Traffic Count:	Both Streets – Light, unmeasured
Topography/Soil:	Level; typical
Utilities:	Water, sewer, electricity
Flood Zone:	X
Improvements/Other:	None
History:	The property sold in March, 2021, for \$199,000. No other arm's length sales or listings were noted in the past five years.
Intended Use:	The buyer intends to build 4-plexes.
Confirmation:	Public records; Alan Arana Galindo, listing agent, HomeSmart, 915-356-9453, December 1, 2025
Comments:	A manufactured home park is to the north with multi-family residential in all other directions along with a vacant lot to the west.

LAND COMPARABLE NO. 5



LAND COMPARABLE NO. 6

Type: Vacant Multi-family Residential Land
Location: 6819 North 27th Avenue, Phoenix, Arizona

Sale Data

Grantor: Thu T. Nguyen
Grantee: Richman Glendale Senior, LLC

Date of Sale: November 28, 2023
Recorded Date: November, 2024

Instrument: Warranty Deed
Instrument No.: 24-0601684

Sales Price: \$949,000

Terms: Cash

Unit Price: **\$22.55** per square foot

Site Data

Assessor's Parcel No.: 156-01-048 (now 048A)

Legal Description: Part of the NW4 NW4 NW4 of Section 12, T-2N, R-2E of the G&SRB&M, Maricopa County, Arizona.

Site Area: 42,080 square feet or 0.966 net acre

Shape/Dimensions: Rectangular; 100.00' x 420.80'

Zoning/Entitlements: R-5, Multifamily Residence; approved and entitled for 55+ 45-unit apartment complex

Frontage/Access: 100.00 feet on 27th Avenue, a secondary arterial

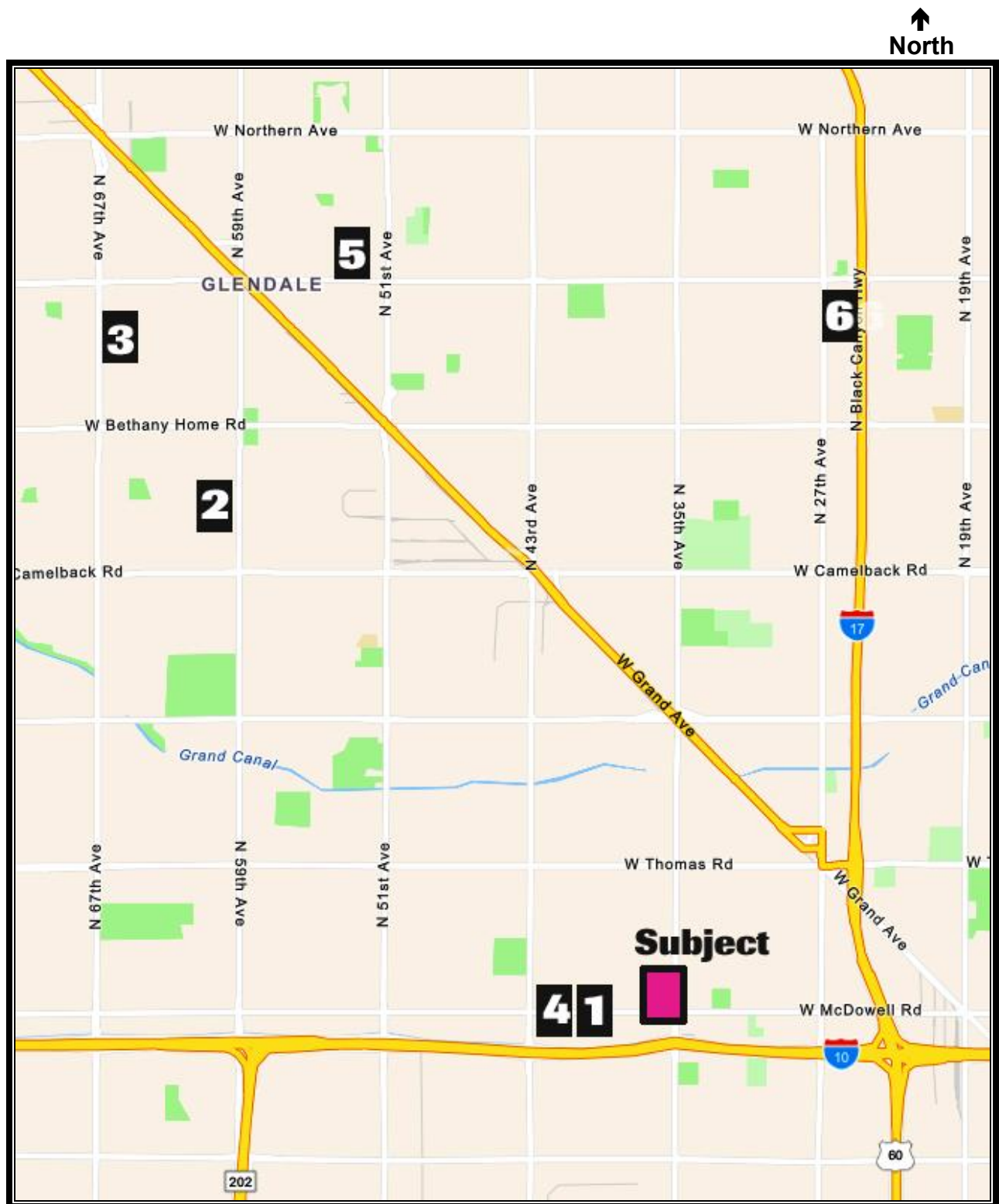
Offsites: Asphalt-paved for three lanes northbound, two lanes southbound, painted median, curb, gutter, sidewalk and streetlights

Traffic Count:	10,000 v.p.d. est.
Topography/Soil:	Level; typical
Utilities:	Water, sewer, electricity
Flood Zone:	X
Improvements/Other:	None
History:	No other sales or listings were noted in the past five years.
Intended Use:	55+ apartment complex with 45 one-bedroom, one bathroom units, large percentage of units approved for HUD subsidy
Confirmation:	Public records; Francine Dinh, listing agent, Real Broker, 623-628-8043, December 1, 2025
Comments:	A shopping center is to the north, trailer park to the east, an apartment complex to the south and an office building and modest commercial/retail to the west.

LAND COMPARABLE NO. 6



VACANT LAND COMPARABLES LOCATION MAP



Summary of Multi-family Residential Vacant Land Comparables

Sale No.	Location/Address	Date	Cash Equiv. Price	Size	Unit Price	Zoning	Entitlements
1	1516 N. 37 th Ave., Phoenix	11-25	\$ 240,000	0.357 ac.	\$15.42/s.f.	R-5	None
2	5939 W. Missouri Ave., Glendale	1-25	\$1,200,000	2.330 ac.	\$11.82/s.f.	R-4	33 THs
3	6543 N. 67 th Ave., Glendale	11-24	\$ 895,000	1.674 ac.	\$12.27/s.f.	R-4	24 Units
4	4007 W. McDowell Rd., Phoenix	10-24	\$ 260,000	0.417 ac.	\$14.33/s.f.	R-5	None
5	7155 N. 53 rd Ave., Glendale	3-24	\$ 275,000	0.413 ac.	\$15.28/s.f.	R-3	None
6	6819 N. 27 th Ave., Phoenix	11-23	\$ 949,000	0.966 ac.	\$22.55/s.f.	R-5	45 Units
Subj.	NWC 35 th Ave. & McDowell Rd., Phoenix	12-25	----	0.805 ac.	----	WU	None

Factors Affecting Marketability and Discussion of Adjustments, Subject to Rezoning

Property Rights Conveyed

The market value of the fee simple interest was estimated for the subject property. As the fee simple rights were conveyed, or will be, for Comparable Nos. 1, 2, 3, 4, 5 and 6, no adjustments were indicated.

Terms of Sale

The subject property was appraised assuming a cash sale or one with cash equivalent terms. Seller-carried terms generally influence the price paid as they are more generous than terms available for first or second mortgage lenders. The seller receives a premium over market value in order to counter the risk of a carryback. Since market value is estimated for the real estate only, any premium paid for generous terms must be deducted.

As Comparable Nos. 1, 2, 3, 4, 5 and 6 were cash or cash equivalent sales, no adjustments were indicated.

Conditions of Sale

The subject property was appraised assuming normal conditions of sale in which a sale is arm's length, the price was not unduly influenced by distress situations or inter-related party transfers and the property had adequate exposure to the market.

As Comparable Nos. 1, 2, 3, 4, 5 and 6 were arm's length transactions selling under normal conditions of sale, no adjustments were indicated.

Market Conditions

The subject was appraised as of the effective date of the appraisal, December 3, 2025. Given the passage of time, market prices generally change given fluctuations in supply and demand. Prices tend to move up or down in stair-step fashion, quickly changing and then stabilizing for a period of time. Thus, adjustments to older sales whether up or down, must be considered.

Comparable Nos. 1, 2, 3, 4, 5 and 6 sold between November, 2023, and November, 2025. As illustrated by the comparables, the subject's submarket has experienced little appreciation over the last two years given high interest rates which has put a damper on new development. As such, no adjustments, up or down, were needed.

Buyer Motivation

A number of factors may affect buyer motivation. The most important in the market segment are user v. speculator, assemblage and special factors. For the subject property, I assumed that the buyer is typically motivated--whether an owner-user or speculator.

User v. Speculator - In many real estate markets, users are often willing to pay a premium over the prices that investors or speculators pay. In general, users are examining the immediate potential or value of a site for a specified use and do not anticipate the holding or marketing costs that are incurred by an investor. The subject property appeals to a speculator or a user anticipating development in the future.

Comparable Nos. 1, 2, 3, 4, 5 and 6 were purchased for immediate use or future use. Given the good comparison, no adjustments were necessary.

Assemblage - When buyers have a need to expand an existing location or if they are assembling land for new development, they usually are forced to pay a premium over market value for their lack of substitution. The subject property was not appraised assuming assemblage.

Comparable Nos. 1, 2, 3, 4, 5 and 6 were not purchased for assemblage. Thus, no adjustments were necessary.

Special Need – Buyers may have a special need that prevents them from choosing a substitute property available on the open market. As such, they may pay a premium over market value for their lack of substitution. The subject parcel was not appraised assuming special need.

As the prices paid for Comparable Nos. 1, 2, 3, 4, 5 and 6 were not affected by special needs, no adjustments were needed.

Location

Locational factors which affect land values include general locational attributes and district or specific locational attributes such as the appeal or quality of surrounding development.

General Location – General locational factors include the market's perception of a particular neighborhood or area of the community, support facilities, growth and development potential. The subject property was in a modest area of west Phoenix which gave it an "average" location.

As Comparable Nos. 1, 2, 3, 4, 5 and 6 had general locations with similar appeal, no adjustments were indicated.

Specific – Specific locational features relate to setting. For example, land within appealing planned developments with amenities or adjacent to some physical or man-made attraction may sell at a premium. On the other hand, land that is surrounded by less attractive improvements may sell at a reduced price. The subject property is not located in a planned development or themed setting. Thus, its specific location was "average".

Comparable Nos. 1, 2, 3, 4, 5 and 6 had average specific locations as well. Thus, no adjustments were made.

Frontage/Access

Frontage is important to the marketability of land as it generally provides publicly-dedicated and -maintained access. Access can be judged from streets immediate to the subject property or from adjacent or nearby boulevards, expressways or freeways. This grouping includes categories that are closely related but the distinction is important.

Frontage – The subject had publicly-dedicated and –maintained frontage.

As Comparable Nos. 1, 2, 3, 4, 5 and 6 had similar frontage, no adjustments were necessary.

Access - Some buyers prefer a corner property with the potential for dual access. But factors such as added setbacks, street dedications and street improvement costs often offset any advantage. The subject may have the potential for triple access, but added access limits unit and amenity placement so more access is not typically advantageous. The alley access did not enhance access as the alley will likely be abandoned. Overall, the subject had "average" access from its frontage.

Comparable Nos. 1, 2, 3, 4, 5 and 6 were similar to the subject property in regards to access. Thus, no adjustments were necessary.

Traffic Count/Visibility

Traffic Count – An accessible traffic count can be beneficial for multiple-family residential use. It can help with marketing, property identification, and occupancy. The subject property had frontage on two major arterials and a minor neighborhood street. In all, the subject saw 58,277 vehicles per average weekday. But such a traffic count does not mean the subject is especially valuable. Residential tenants do not pay more rent for a higher traffic count.

Comparable Nos. 1, 2, 3, 4, 5 and 6 had traffic counts of 25,945, 3,650, 25,900, 25,945, “light, unmeasured” and 10,000 v.p.d., respectively. While all are far less than the subject’s combined count, their traffic counts were not inferior to the subject’s count as I found differences in traffic count had no influence on price paid in this market segment.

Visibility – At times, the visibility of a parcel can be blocked by adjoining buildings, terrain or the frontage can be too narrow to take advantage of the traffic count. The subject property had average visibility from its frontage.

Comparable Nos. 1, 2, 3, 4, 5 and 6 also had average visibility from their frontages, no adjustments were needed.

Size

Size usually influences the price paid for vacant land. Larger sites have better appeal. Smaller parcels have limited marketability given the lessened density and height and the limited building pad placement. In this market segment, larger parcels may sell at a higher unit price than smaller parcels. But on the other hand, larger parcels can sell for less on a unit price basis given reduced demand. Typically, buyers do not adjust for every square foot or acre difference so in general, size can differ within a range and the unit price is not affected. But for substantial differences between ranges, unit prices will usually vary given the general rule. The subject property was 0.805 acre, in size which made it a typically-sized parcel of land in this market segment.

Comparable Nos. 1, 2, 3, 4, 5 and 6 ranged from 0.357 to 2.330 acres in size which bracketed the size of the subject well.

Nos. 1, 4 and 5 are the smallest. Nos. 2 and 3 are the largest. A comparison of prices after a few adjustments tends to indicate the general rule of size affecting price holds true. Thus, no adjustment was needed for the slight difference in size for No. 6. But downward adjustments were needed for Nos. 1, 4, 5 and 6 given their smaller sizes, and upward adjustments were needed for Nos. 2 and 3 for their larger sizes.

Shape/Contiguity

Shape - The typical buyer prefers a square or rectangularly-shaped parcel with broad dimensions as planning and development is made easier. The subject property consists of two rectangularly-shaped portions giving it typical developability.

As Comparable Nos. 1, 2, 3, 4, 5 and 6 had similar shapes, no adjustments were needed.

Contiguity – Buyers generally prefer contiguous parcels of land as the parcel can be developed without interruption in ownership or use. Contiguity makes development planning easier and the finished product cohesive. But many projects are developed in phases or may be mixed-use. Thus, in many cases, non-contiguous holdings lend themselves well to phased or mixed-use. Given the advantage, the negative effects of non-contiguity can be offset. The subject property consists of two portions separated by an alley. It is likely that the alley can be abandoned, making the subject one contiguous site. However, the costs, delays, utility easements and uncertainty of abandonment reduce marketability.

Comparable Nos. 1 through 6 were all contiguous parcels. Given their superior utility and market appeal, downward adjustments were made.

Topography/Soil

Topography – If topography is varied and rough to develop, marketability is generally adversely affected. But in every case, land needs site work to one extent or another as part of its development. With its easily buildable topography, the subject had “average” utility for development.

Comparable Nos. 1 through 6 shared similar topography. Thus, no adjustments were needed.

Soil – If soil is difficult to grade and excavate (“hard dig”), then construction costs are greater which lessens the amount that can be paid for the land. Developers in this area appear to find the soil easily developable given the numerous examples of successful development. As such, the subject property was assumed to have typical and buildable soil.

As Comparable Nos. 1, 2, 3, 4, 5 and 6 did not appear to have had a soil problem, no adjustments were indicated.

Offsite Improvements

If the frontage is not widened or improved to modern standards, the county or the city usually requires dedication of street rights-off-way and improvement of the frontage with curb, gutter, sidewalk and streetlights as part of granting development approval.

Because of the added costs of development, the buyer expects and receives a discount in the price paid. The subject's frontages were fully improved to modern standards.

Comparable Nos. 1, 3, 4, 5 and 6 fronted roadways with similar offsite improvements. Given their similarity, no adjustments were needed.

No. 2 lacked curb, gutter and sidewalk along its second broad frontage. For its inferiority, an upward adjustment was needed.

Utilities

Without utilities extended to a property, development is made more costly given extension costs. The subject property had electricity, water and sewer service available.

Comparable Nos. 1, 2, 3, 4, 5 and 6 all had electricity, water and sewer available. Given their similarity, no adjustments were necessary.

Zoning/Entitlements

Zoning - The necessary zoning that will allow the buyer's intended use is an entitlement that has value. The entitlement can be obtained by either the buyer or seller. If the land is already entitled or if the land is entitled during the escrow period, the buyer will pay more for the land. Even if the buyer pays all the costs of entitlement, the seller has to wait for an extended period before the sale closes. Thus, the seller will receive a premium for the time value of money and the risk in the event that the buyer fails and the property has been unavailable to the market.

At the client's direction, I have assumed the subject property has been rezoned to WU, Walkable Urban, Low Intensity Mixed-use District, T5:5, 56-to 100-foot height to allow multi-family residential use for this first appraisal of the subject property.

Comparable Nos. 1, 2, 3, 4, 5 and 6 had various zoning designations that allowed multi-family residential development at various popular densities. Thus, no adjustments were needed.

Entitlements – The inclusion of specific entitlements (approvals) for immediate development and completed engineering can enhance the marketability of a property resulting in a higher sales price. However, this only occurs when the buyer purchases the property for the use for which it has been entitled and engineered. The subject property had no entitlements beyond zoning.

Comparable Nos. 1, 4 and 5 sold also without approvals and entitlements. Thus, no adjustments were required.

Nos. 2, 3 and 6 sold with entitlements which gave the buyer certainty in their planned use and saved time in the development process. My discussion with the confirming agents and brokers indicated that entitlements add 10 to 25 percent to the value of raw land. Thus, the first two sales received downward adjustments of 15% for their superior developability and marketability and the last one 25% for its affordable housing entitlement which is difficult to obtain.

Density

With the zoning assumption, the subject has the potential for high density but developers in this market segment are building in the range from 14 to 25 dwelling units per acre typically.

Comparable Nos. 1, 2, 3, 4, 5 and 6 had various zoning designations that allowed multi-family residential development at various popular densities. Those with entitlements, Nos. 2 and 3, indicated densities of 14.16 and 14.34 du./ac. which fall within the typical range. No. 6 achieved an atypical density of 46.58 du./ac. The other sales, yet unentitled, will also be developed with lighter density in the typical range. Thus, no adjustments were needed.

Flood Zone

Inclusion within a designated flood hazard zone can detract from the marketability of a property. Inclusion within a designated floodplain and/or floodway can severely limit the developmental potential of a property. If an owner chooses to build within a floodplain, he or she will generally be required to raise the level of the improvements above the designated flood elevation. Given the potential for flooding, site improvement costs are atypical and flood insurance is usually required by lenders. The subject property was located within FEMA Flood Zone X, an area in which no flooding is anticipated.

Comparable Nos. 1, 2, 3, 4, 5 and 6 were also located in FEMA Flood Zone X, where no flooding is expected. Given their similarity, no adjustments were needed.

Improvements/Other

Improvements - If a property is improved at the time of sale, the improvements have the potential to either enhance or detract from the price paid. If a parcel of land has improvements such as a restorable building, outbuildings, fencing, paving, landscaping, or some other usable improvement, they may contribute to the marketability of the property. But, with improvements that require demolition, the cost may factor into the price paid depending on the amount and the motivation of the seller and buyer. If the demolition cost is excessive, the price of the land is reduced. The subject was improved with old slabs and fencing with no contributory market value. It is seen as vacant land.

Comparable Nos. 1, 2, 3, 4, 5 and 6 were vacant land as well. As such, no adjustments were needed.

Other – Other influences include easements, overflights, deed and off-title restrictions, billboard and telecommunication site leases, etc. The subject property had a transit easement and a sidewalk easement lessening its marketability. The south portion of the subject property along McDowell Road appears to be encumbered by a transit easement and sidewalk easement affecting 1,400 ± square feet of net site area (4%) by my measurement with the Assessor's website. Although they are easements, the land is dominated by public use.

Comparable Nos. 1, 2, 3, 4, 5 and 6 had no "Other" factors affecting their marketability, downward adjustments were necessary.

Summary of Adjustments

The adjustment grid on the next page charted the subject property and the sales and the relevant information about each one. Differences between the subject property and the sales were identified. The sales prices for each were adjusted in accordance with the discussion related above. The adjusted prices indicated a range of estimated market value for the subject property. Following the presentation of the grid is my conclusion and opinion of market value.

SALES COMPARISON APPROACH - SUBJECT TO WU ZONING

APNS 108-24-068, 069, 086, 087, 088 (City of Phoenix)
Effective Date of the Appraisal - December 3, 2025

File No. 250175

ADJUSTMENT GRID							
Comparable No.	Subject	1	2	3	4	5	6
Location	NWC 35th Ave. & McDowell Rd., Phoenix	1516 N. 37th Ave., Phoenix	5939 W. Missouri Ave., Glendale	6543 N. 67th Ave., Glendale	4007 W. McDowell Rd., Phoenix	7155 N. 53rd Ave., Glendale	6819 N. 27th Ave., Phoenix
Sales Price	NA	\$240,000	\$1,200,000	\$895,000	\$260,000	\$275,000	\$949,000
Unit Price (Price/S.F.)	NA	\$15.42	\$11.82	\$12.27	\$14.33	\$15.28	\$22.55
Property Rights Conveyed <i>Adjustment</i>	Fee Simple	Fee Simple 0%	Fee Simple 0%	Fee Simple 0%	Fee Simple 0%	Fee Simple 0%	Fee Simple 0%
Terms of Sale <i>Adjustment</i>	Cash	Cash 0%	Cash 0%	Cash 0%	Cash 0%	Cash 0%	Cash 0%
Conditions of Sale <i>Adjustment</i>	Normal	Normal 0%	Normal 0%	Normal 0%	Normal 0%	Normal 0%	Normal 0%
Market Conditions (Time) <i>Adjustment</i>	Dec-25	Nov-25 0%	Jan-25 0%	Nov-24 0%	Oct-24 0%	Mar-24 0%	Nov-23 0%
Buyer Motivation <i>Adjustment</i>	Investor	User 0%	User 0%	User 0%	User 0%	User 0%	User 0%
Assemblage/Special Need <i>Adjustment</i>	None/None	None/None 0%	None/None 0%	None/None 0%	None/None 0%	None/None 0%	None/None 0%
Adjusted Unit Price (Price/S.F.)		\$15.42	\$11.82	\$12.27	\$14.33	\$15.28	\$22.55
Location - General/Specific <i>Adjustment</i>	Average/Average	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%
Frontage/Access <i>Adjustment</i>	Public/Average	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%
Traffic Count/Visibility <i>Adjustment</i>	58,277 v.p.d./Average	25,945 v.p.d./Similar 0%	3,650 v.p.d./Similar 0%	25,900 v.p.d./Similar 0%	25,945 v.p.d./Similar 0%	Light/Similar 0%	10,000 v.p.d./Similar 0%
Size (Net Acres) <i>Adjustment</i>	0.805	0.3573 -5%	2.330 20%	1.674 20%	0.416667 -5%	0.4132 -5%	0.966 0%
Shape/Contiguity <i>Adjustment</i>	Buildable/Non-contiguous	Similar/Superior -10%	Similar/Superior -10%	Similar/Superior -10%	Similar/Superior -10%	Similar/Superior -10%	Similar/Superior -10%
Topography/Soil <i>Adjustment</i>	Level/Typical	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%
Offsite Improvements <i>Adjustment</i>	Complete	Similar 0%	Similar 0%	Similar 0%	Similar 0%	Similar 0%	Similar 0%
Utilities <i>Adjustment</i>	All Necessary	Similar 0%	Similar 0%	Similar 0%	Similar 0%	Similar 0%	Similar 0%
Zoning/Entitlements <i>Adjustment</i>	WU/Not Entitled	R-5/None 0%	R-4/Entitled -15%	R-4/Entitled -15%	R-5/None 0%	R-3/None 0%	R-5/Entitled -25%
Density <i>Adjustment</i>	14-25 du/ac.	Similar 0%	Similar 0%	Similar 0%	Similar 0%	Similar 0%	Similar 0%
Flood Zone <i>Adjustment</i>	Zone X	Zone X 0%	Zone X 0%	Zone X 0%	Zone X 0%	Zone X 0%	Zone X 0%
Improvements/Other <i>Adjustment</i>	None/Transit Easement	None/None -4%	None/None -4%	None/None -4%	None/None -4%	None/None -4%	None/None -4%
Overall Adjustment		-19%	-9%	-9%	-19%	-19%	-39%
Estimated Range of Value (Price/S.F.)		\$12.49	\$10.76	\$11.17	\$11.60	\$12.38	\$13.76

Conclusion to the Analysis – Subject to Rezoning and a Multi-family Residential Use

The sales data represented a comparable and current sample of relevant sales in the subject property's market segment. Unadjusted, the comparables indicated a price range from \$11.82 to \$22.55 per square foot of net site area. Adjusted, they presented a range from \$10.76 to \$13.76 per square foot. Applying the adjusted range to the subject's net site area provided the following range of market value:

$$35,055 \text{ square feet} \times \$10.76/\text{s.f.} = \$377,192$$

- to -

$$35,055 \text{ square feet} \times \$13.76/\text{s.f.} = \$482,357$$

Opinion of Market Value – Subject to Rezoning

Given the predominant range of adjusted prices, a value above, the middle of the range was indicated. Acknowledging that buyers and sellers negotiate to round numbers, my opinion of the market value of the fee simple interest in the subject, as of the effective date of the appraisal, December 3, 2025, was **\$450,000**, or **\$12.84** per square foot ($\$450,000 \div 35,055 \text{ s.f.}$). My appraisal was subject to a special limiting condition stated on page 12 of the report.

Exposure Time

The exposure time for the subject depends on many factors including past and current market conditions, the factors of supply and demand, pricing and professional marketing. From my study of the exposure time in the subject's market segment, my opinion of market value for the subject property assumed that the subject had been exposed to the market for sale for six months, priced at no more than 10 percent above the appraised value.

LAND COMPARABLE NO. 7

Type: Vacant Commercial Land
Location: 314-326 North 16th Street, Phoenix, Arizona

Sale Data

Grantor: Sarwark Enterprises Limited Partnership
Grantee: Toys Investments, LLC

Date of Sale: September 23, 2024
Recorded Date: November 25, 2024

Instrument: Special Warranty Deed
Instrument No.: 24-0406314

Sales Price: \$800,000

Terms: \$200,000 cash downpayment with the remainder carried back by the seller with terms unrevealed

Cash Equivalent Adj. Given the large downpayment and a comparison of the price at which it sold, it did not appear the buyer paid a premium over market value for the terms of sale.

Unit Price: **\$27.14** per square foot

Site Data

Assessor's Parcel No.: 116-18-052, 053, 054, 055
Legal Description: Part of Lots 31, 32, 33 and 34, Block 1, CLOVIS PLACE.

Site Area: 29,472 square feet or 0.677 acre

Shape/Dimensions: Rectangular; 200.00' x 147.36' ±

Zoning: C-3, General Commercial

Frontage/Access: 200.00 feet on 16th Street, a major arterial; alley access

Offsites:	Asphalt-paved for two lanes in both directions, painted median, curb, gutter, sidewalk and streetlights
Traffic Count:	21,286 v.p.d. (2023)
Topography/Soil:	Level; typical
Flood Zone:	X
Utilities:	Electricity, water, sewer
Improvements/Other:	Perimeter chain link fencing, concrete slabs, shed and awning with no contributory market value

History: The property was listed for 191 days for prices of \$900,000 and \$875,000. No other sales or listings were noted in the prior five years.

Intended Use: Used car lot

Confirmation: Public records; calls to Martin Chacon, buyer, 623-444-7249, and Nicholas Sarwark, seller, 602-258-6071, July 7, 2025, went unreturned

Comments: Commercial properties are to the north, east and south with residential uses to the west.

LAND COMPARABLE NO. 7



LAND COMPARABLE NO. 8

Type: Vacant Commercial Land
Location: 3550 West Camelback Road, Phoenix, Arizona

Sale Data

Grantor: Gala Development Partners, LLC
Grantee: Speedway Blvd & 6th Ave, LLC

Date of Sale: January, 2024
Recorded Date: February 22, 2024

Instrument: Special Warranty Deed
Instrument No.: 24-0090255

Sales Price: \$900,000

Terms: Cash

Unit Price: **\$26.43** per square foot

Site Data

Assessor's Parcel No.: 145-15-110

Legal Description: Part of Lot 3, FINAL PLAT FOR "LOTS 3, 4 & 5 AT THE NORTHWEST CORNER OF 35TH AVENUE AND CAMELBACK ROAD."

Site Area: 34,049 square feet or 0.782 acre

Shape/Dimensions: Rectangular; 134.12' x 255.14', less corner radius

Zoning: C-2, Intermediate Commercial

Frontage/Access: 113.53 feet on Camelback Road, a major arterial; 253.17 feet on 36th Avenue, a minor street

Offsites: Camelback Road - Asphalt-paved for three lanes westbound and two eastbound, painted median, curb, gutter, sidewalk and streetlights

	36 th Avenue - Asphalt-paved for one lane in each direction, curb, gutter, and streetlights; no median or sidewalk
Traffic Count:	Camelback Road – 37,576 v.p.d. (2016) 36 th Avenue - Light, unmeasured
Topography/Soil:	Level; typical
Flood Zone:	X
Utilities:	Electricity, water, sewer
Improvements/Other:	Driveway paving with no contributory market value
History:	No other sales or listings were noted in the prior five years.
Intended Use:	Commercial use
Confirmation:	Public records; calls to Mark Bramlett, listing broker, Lee & Associates, 602-834-3111, July 7, 2025, went unreturned
Comments:	Commercial properties are to the west and east with vacant land to the north and apartments to the south.

LAND COMPARABLE NO. 8



LAND COMPARABLE NO. 9

Type: Vacant Commercial Land

Location: Southwest corner of 67th Avenue and Montebello Avenue, Glendale, Arizona

Sale Data

Grantor: Kemad, LLC
Grantee: Matthew Mark, LLC

Date of Sale: December, 2023
Recorded Date: July 10, 2024

Instrument: Special Warranty Deed
Instrument No.: 24-0367050

Sales Price: \$990,000

Terms: Cash

Unit Price: **\$18.55** per square foot

Site Data

Assessor's Parcel No.: 144-25-001D (001G after sale)

Legal Description: Part of the N420 feet of the NE4 SE4 NE4 of Section 13, T-2N, R-1E of the G&SRB&M, Maricopa County, Arizona.

Site Area: 53,377 square feet or 1.225 acre (at sale)

Shape/Dimensions: Rectangular; 122.16' x 436.94' ±

Zoning: C-2, General Commercial

Frontage/Access: 436.94 ± feet on 67th Avenue, a major arterial; 122.16 ± feet on Montebello Avenue, a minor street

Offsites:	67 th Avenue - Asphalt-paved for two lanes in both directions, painted median, curb, gutter, sidewalk and streetlights Montebello Avenue - Asphalt-paved for one lane in each direction, curb, gutter, sidewalk and streetlights; no median
Traffic Count:	67 th Avenue – 25,100 v.p.d. (2020) Montebello Avenue - Light, unmeasured
Topography/Soil:	Level; typical
Flood Zone:	X
Utilities:	Electricity, water, sewer
Improvements/Other:	None
History:	No other sales or listings were noted in the prior five years.
Intended Use:	<i>Fry's Marketplace</i> filling station (<i>Fry's</i> store 0.25 mile north)
Confirmation:	Public records; Matt Harper, listing broker, NAI Horizon, 623-692-9435, December 1, 2025
Comments:	Single-family residences are to the south and west with duplexes to the north and a school and apartment complex to the east.

LAND COMPARABLE NO. 9



LAND COMPARABLE NO. 10

Type: Vacant Commercial Land

Location: Two lots west of the northwest corner of Camelback Road and 83rd Avenue, Glendale, Arizona

Sale Data

Grantor: Boing US Holdco, Inc.
Grantee: Circle K Stores, Inc.

Date of Sale: September 23, 2023
Recorded Date: May 10, 2024

Instrument: Special Warranty Deed
Instrument No.: 24-0250058

Sales Price: \$1,500,000

Terms: Cash

Unit Price: **\$24.69** per square foot

Site Data

Assessor's Parcel No.: 102-11-947

Legal Description: Lot 6, 83RD & CAMELBACK RETAIL

Site Area: 60,746 square feet or 1.395 acres

Shape/Dimensions: Rectangular; 202.36' x 300.19'

Zoning: PAD, Planned Area Development

Frontage/Access: 202.36 feet on Camelback Road, a major arterial; shared crossover access with five other commercial lots which provides ingress and egress from 83rd Avenue

Offsites: Asphalt-paved for two lanes in each direction, painted median, curb, gutter, sidewalk and streetlights

Traffic Count:	27,400 v.p.d. (2020)
Topography/Soil:	Level; typical
Flood Zone:	X
Utilities:	Electricity, water, sewer
Improvements/Other:	Asphalt-paved shared driveways

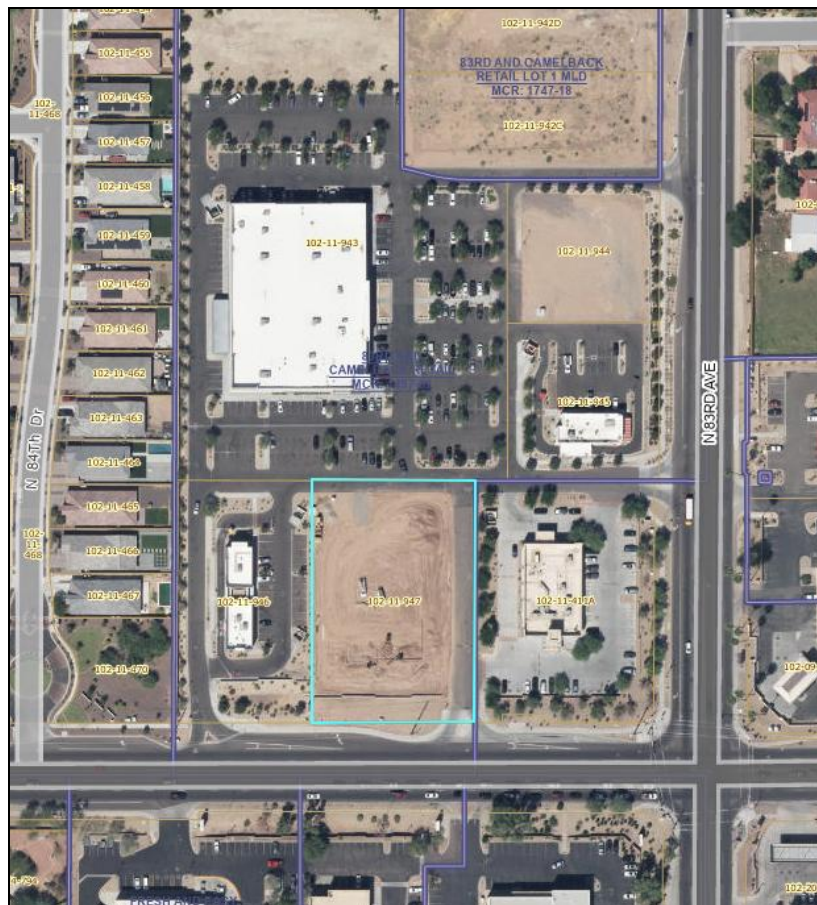
History: No other sales or listings were noted in the prior five years.

Intended Use: Car wash

Confirmation: Public records; calls to buyer and seller went unreturned, December, 2025

Comments: Two fast food outlets are to the west, an emergency medical facility to the east, a drugstore and auto parts store to the south and a fitness center and a fast food outlet to the north.

LAND COMPARABLE NO. 10



LAND COMPARABLE NO. 11

Type: Vacant Commercial Land
Location: 514 North 24th Street, Phoenix, Arizona

Sale Data

Grantor: The Palumbo/Bresin 1993 Trust
Grantee: Bloomfield Capital, LLC

Date of Sale: June, 2023
Recorded Date: August 10, 2023

Instrument: Warranty Deed
Instrument No.: 23-0418791

Sales Price: \$692,000

Terms: Cash

Unit Price: **\$18.17** per square foot

Site Data

Assessor's Parcel No.: 116-02-009A

Legal Description: Part of the N233.5 feet of Lot 3, AURORA PLACE.

Site Area: 38,077 square feet or 0.874 acre

Shape/Dimensions: Rectangular; 233.50' x 163.07' ±

Zoning: C-3, General Commercial

Frontage/Access: 233.50 feet on 24th Street, a major arterial; 163.07 ± feet on Fillmore Street, a minor street

Offsites: 24th Street - Asphalt-paved for three lanes northbound and two southbound, painted median, curb, gutter, sidewalk and streetlights

	Fillmore Street - Asphalt-paved for one lane in each direction, curb, gutter, sidewalk and streetlights; no median
Traffic Count:	24 th Street – 22,066 v.p.d. (2014) Fillmore Street - Light, unmeasured
Topography/Soil:	Level; typical
Flood Zone:	X
Utilities:	Electricity, water, sewer
Improvements/Other:	Perimeter block/stucco and metal fencing and asphalt paving with no contributory market value
History:	No other sales or listings were noted in the prior five years.
Intended Use:	Commercial use
Confirmation:	Public records; Jay Krew, listing agent, ORION Investment Real Estate, 480-887-0638, October 10, 2023
Comments:	Commercial properties are to the north, west and south with a State of Arizona facility to the east.

LAND COMPARABLE NO. 11



LAND COMPARABLE NO. 12

Type: Vacant Commercial Land

Location: Northeast corner of Glendale Avenue and Interstate-17, Phoenix, Arizona

Sale Data

Grantor: Rosann Song-Ong and Jayne L. Song-Gin, Trustees
Grantee: Genesis Interstate 17, LLC

Date of Sale: March, 2023
Recorded Date: December 29, 2023

Instrument: Special Warranty Deed
Instrument No.: 23-0661545

Sales Price: \$662,500

Terms: Cash

Unit Price: **\$14.19** per square foot

Site Data

Assessor's Parcel No.: 157-25-016, 017A, 018C, 019B, 020B, 021

Legal Description: Part of Lots 76, 77, 78, 79, 80 and 81, and part of abandoned alley, ARROWHEAD HOMES AMENDED.

Site Area: 46,703 square feet or 1.072 acres

Shape/Dimensions: Irregular; see exhibit; non-contiguous by alley

Zoning: C-2, Intermediate Commercial, R-4, Multiple Family Residential, R1-6, Single Family Residential

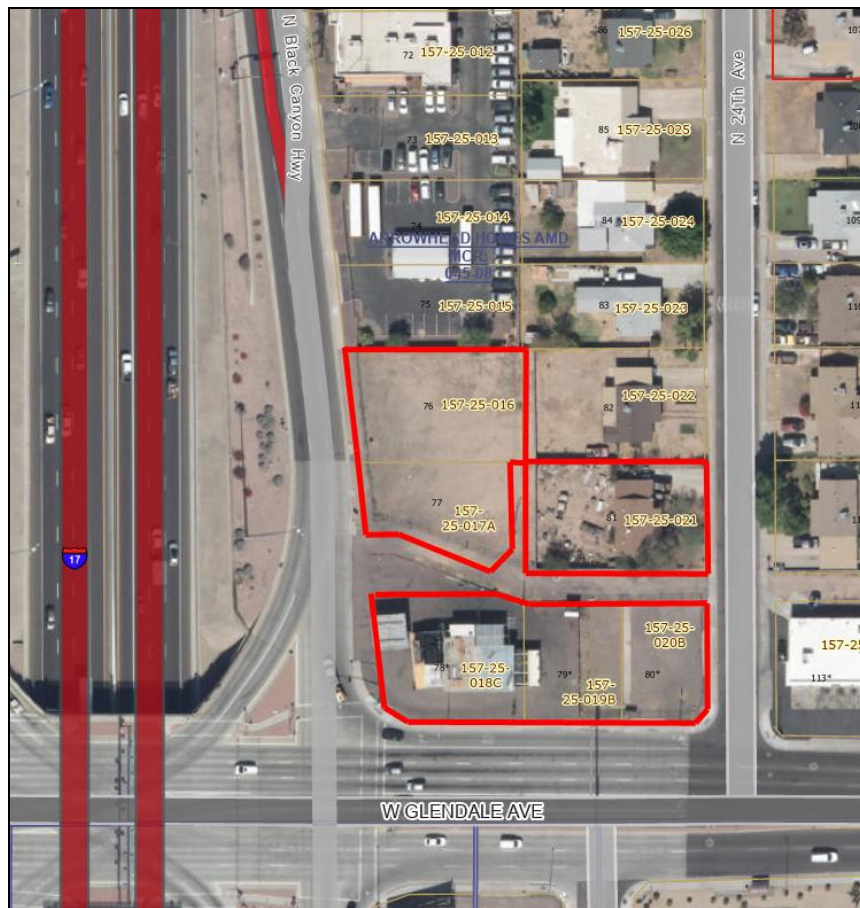
Frontage/Access: 200.00 ± feet on Glendale Avenue, a major arterial;
204.94 ± feet on I-17 on-ramp and frontage road,
155.61 feet on 24th Avenue, a minor street

Offsites:	<p>Glendale Avenue - Asphalt-paved for three lanes westbound and two eastbound, painted median, curb, gutter, sidewalk and streetlights</p> <p>Frontage Road – Concrete-paved for three lanes northbound, curb, gutter, streetlights</p> <p>24th Avenue - Asphalt-paved for one lane in each direction, curb, gutter, sidewalk and streetlights; no median</p>
Traffic Count:	<p>Glendale Avenue – 38,000 ± v.p.d. (2016)</p> <p>Frontage Road – 11,507 v.p.d. (2023)</p> <p>24th Avenue - Light, unmeasured</p>
Topography/Soil:	Level; typical
Flood Zone:	X
Utilities:	Electricity, water, sewer
Improvements/Other:	Deteriorated tire shop and single-family residence with no contributory market value (no discount for the expected cost of demolition and removal)
History:	No other sales or listings were noted in the prior five years.
Intended Use:	Not revealed
Confirmation:	Public records; calls to Chad Russell, broker, Kidder Matthews, 602-513-5200 went unreturned December, 2025; phone number for seller disconnected
Comments:	Commercial properties are in all directions with single-family residences to the north as well.

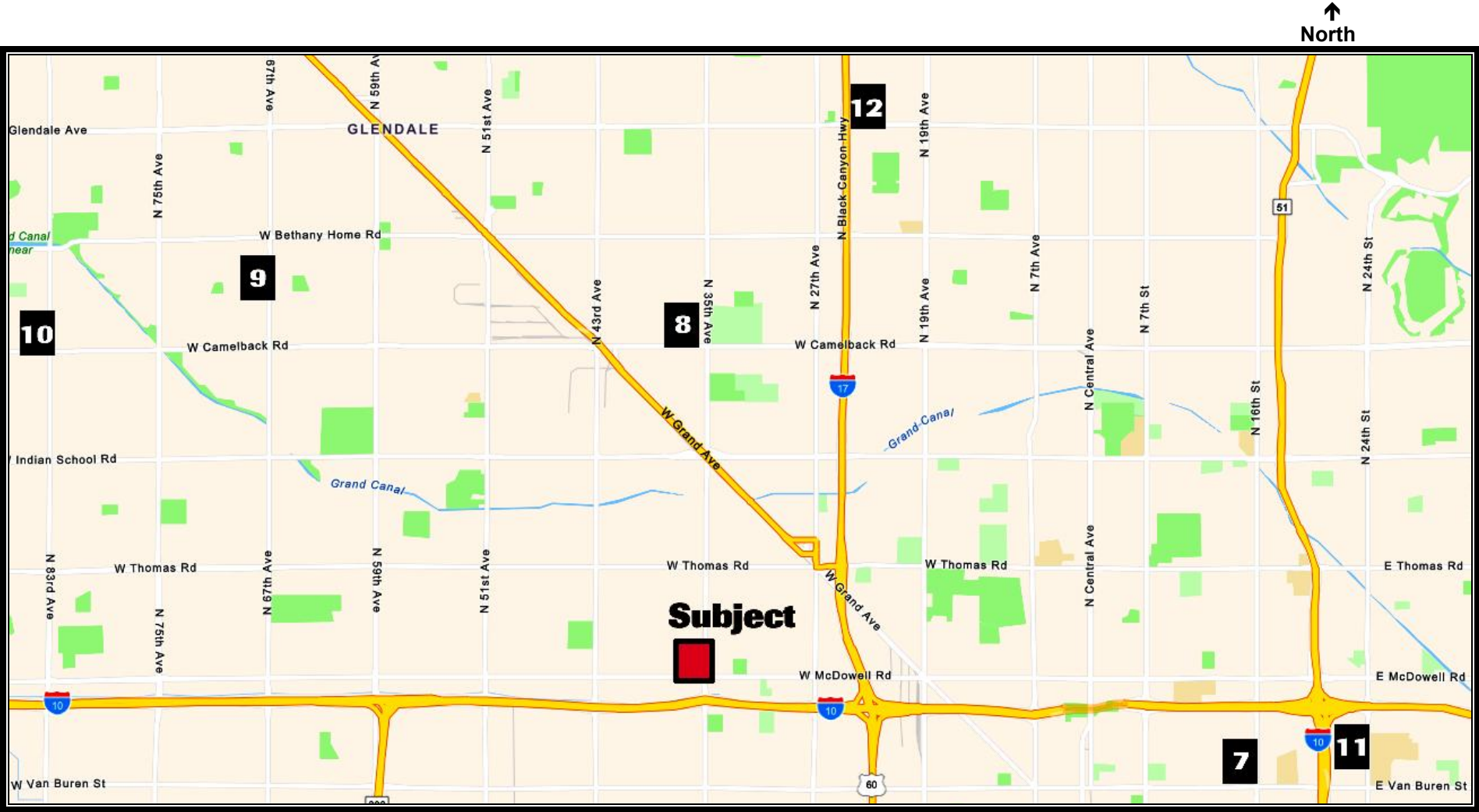
LAND COMPARABLE NO. 12



Glendale Avenue Frontage Looking West and Alley and Single-family Residence Looking West from 24th Avenue



VACANT LAND COMPARABLES LOCATION MAP



Summary of Vacant Land Comparables

Sale No.	Location/Address	Date	Cash Equiv. Price	Size	Price /S.F.	Traffic Count	Zoning/ Density
7	314-326 N. 16 th St., Phoenix	9-24	\$ 800,000	29,472 s.f.	\$27.14	21,286 v.p.d.	C-3
8	3550 W. Camelback Rd., Phoenix	1-24	\$ 900,000	34,049 s.f.	\$26.43	37,576 v.p.d.	C-2
9	SWC 67 th Ave. & Montbello Ave., Glendale	12-23	\$ 990,000	53,377 s.f.	\$18.55	25,100 v.p.d.	C-2
10	2 lots W of NWC Camelback Rd. & 83 rd Ave., Glendale	9-23	\$1,500,000	60,746 s.f.	\$24.69	27,400 v.p.d.	PAD
11	514 N. 24 th St., Phoenix	6-23	\$ 692,000	38,077 s.f.	\$18.17	22,066 v.p.d.	C-3
12	NEC Glendale Ave. & Interstate-17, Phoenix	3-23	\$ 662,500	46,703 s.f.	\$14.19	49,507 v.p.d.	C-2, R-4, R1-6
Subject	NWC 35 th Ave. & McDowell Rd., Phoenix	12-25	----	35,055 s.f.	----	58,277 v.p.d.	

Factors Affecting Marketability and Discussion of Adjustments

Property Rights Conveyed

The market value of the fee simple interest was estimated for the subject property. As the fee simple rights were conveyed for Comparable Nos. 7, 8, 9, 10, 11 and 12, no adjustments were indicated.

Terms of Sale

The subject property was appraised assuming a cash sale or one with cash equivalent terms. Seller-carried terms generally influence the price paid as they are more generous than terms available for first or second mortgage lenders. The seller receives a premium over market value to counter the risk of a carryback. Since market value is estimated for the real estate only, any premium paid for generous terms must be deducted.

Comparable Nos. 8, 9, 10, 11 and 12 were cash or cash equivalent sales, no adjustments were indicated.

Comparable No. 7 sold with a seller carryback financing which can result in the buyer paying a premium over market value for favorable terms of sale. The terms called for in this instance had a substantial downpayment. Even though the full terms were not revealed, my comparison of their unit prices (price per square foot) did not indicate the buyer paid a premium over market value. As such, no downward cash equivalency adjustment was needed.

Conditions of Sale

The subject property was appraised assuming normal conditions of sale in which a sale is arm's length, the price was not unduly influenced by distress situations or inter-related party transfers and the property had adequate exposure to the market.

As Comparable Nos. 7, 8, 9, 10, 11 and 12 were arm's length transactions selling under normal conditions of sale, no adjustments were indicated.

Market Conditions

The subject property was appraised as of the effective date of the appraisal, December 3, 2025. Given the passage of time, market prices generally change given fluctuations in supply and demand. Prices tend to move up or down in stair-step fashion, quickly changing and then stabilizing for a period of time. Thus, adjustments to older sales whether up or down, must be considered. My sample of data sold between March, 2023, and September, 2024, in a wide range of price from \$14.19 to \$27.14 per square foot.

The oldest sales, Comparable Nos. 9, 10, 11, and 12 sold in 2023 for prices from \$14.19 to \$24.69 per square foot. The newer sales, Nos. 7 and 8 in 2024 for prices of \$27.14 and \$26.43 per square foot. After adjustment for differences between these sales, my study and analysis indicate that the four older sales from 2023 require upward adjustments for appreciation. The other two do not.

Buyer Motivation

A number of factors may affect buyer motivation. The most important in the market segment are user v. speculator, assemblage and special factors. For the subject property, I assumed that the buyer was typically motivated--whether an owner-user or speculator.

User v. Speculator - In many real estate markets, users are often willing to pay a premium over the prices that investors or speculators pay. In general, users are examining the immediate potential or value of a site for a specified use and do not anticipate the holding or marketing costs that are incurred by an investor. As noted in the Highest and Best Use Analysis, the subject property has appeal to a user at this time.

Comparable Nos. 7, 8, 9, 10 and 11 were purchased by users. Thus, given the good comparison, none of the sales required adjustment.

No intended use was revealed for Comparable No. 12. It appeared to have been purchased for investment as it has sat for over two years without redevelopment.

A comparison of the prices paid did not reveal a difference in price that can say that buyers pay more for land than investors. Therefore, no adjustments were needed.

Assemblage - When buyers have a need to expand an existing location or if they are assembling land for new development, they usually are forced to pay a premium over market value for their lack of substitution. I assumed no assemblage influence for the subject property.

Comparable Nos. 7, 8, 9, 10, 11 and 12 were not purchased for assemblage. Thus, no adjustments were necessary.

Special Need – Buyers may have a special need that prevents them from choosing a substitute property available on the open market. As such, they may pay a premium over market value for their lack of substitution. I assumed no special need for the subject property.

As the prices paid for Comparable Nos. 7, 8, 9, 10, 11 and 12 were not affected by special needs, no adjustments were needed.

Location

Locational factors which affect land values include general locational attributes and district or specific locational attributes such as the appeal or quality of surrounding development.

General Location – General locational factors include the market's perception of a particular neighborhood or area of the community, support facilities, growth and development potential. The subject property had an “average” general location in west Phoenix. The subject's location does not indicate a characteristic that enhances or detracts from demand more so than elsewhere within the area of the comparable sales.

As shown on the comparables location map, Comparable Nos. 7, 8, 9, 10, 11 and 12 were similarly located. As such, no adjustments were needed.

Specific – Specific locational features relate to setting. If a parcel of land is located in a dense cluster of commercial/retail development or in front of a shopping center anchor, it may bring a premium in the marketplace. On the other hand, land that is surrounded by unattractive locational features may sell at a reduced price.

The subject property did not have specific locational features which enhanced or detracted from its marketability. As such, it had an “average” specific location.

As Comparable Nos. 7, 8, 9, 10, 11 and 12 had similar specific locations, no adjustments were needed.

Frontage/Access

Frontage is important to the marketability of land as it generally provides publicly-dedicated and -maintained access. Access can be judged from streets immediate to the subject property or from adjacent or nearby boulevards, expressways or freeways. This grouping includes categories that are closely related but the distinction is important.

Frontage - The subject property had publicly-dedicated and -maintained frontage. As Comparable Nos. 7, 8, 9, 10, 11 and 12 had similar frontages, no adjustments were necessary.

Access - Typically, access from a single street is adequate to allow for commercial/retail development. Dual frontage may be attractive but increased setback and added offsite costs can offset any advantage. However, in this market segment, corner access is an enhancement to market value. Thus, the subject property had "good" access from its two major frontages. Generally, access to a minor street like Almeria Road is disallowed for commercial/retail development.

As Comparable Nos. 8, 9, 10, 11 and 12 had similar dual access, no adjustments were needed.

No. 7 had singular access. As such, an upward adjustment was needed..

Traffic Count/Visibility

For land in the subject property's market segment, a strong and *accessible* traffic count along with visibility allows the subject to be noticed by buyer and/or tenants and can enhance lease-up and occupancy.

Traffic Count – Significant amounts of accessible traffic can enhance the marketability of land in this market segment as more prospective buyers and tenants pass by the site. The subject property had a traffic count of 58,277 vehicles per average weekday from its 35th Avenue and McDowell Road frontages. The count is high and desirable.

Comparable No. 12 had a traffic count of 49,907 vehicles per average weekday. As it compared well with the subject property's traffic count, no adjustment was necessary for the difference.

Comparable Nos. 7, 8, 9, 10 and 11 had traffic counts from 21,286 and 37,576 v.p.d. For their inferiority, upward adjustments were needed.

Visibility – At times, the visibility of a parcel can be blocked by adjoining buildings, terrain or the frontage can be too narrow to take advantage of the traffic count. In the subject property's case, its frontage was broad enough and sufficiently unblocked to allow it "average" visibility.

Comparable Nos. 7, 8, 9, 10, 11 and 12 had similar visibility from their frontages. Given their similarity, no adjustments were necessary.

Size

Size usually influences the price paid for vacant land. Generally, larger parcels of land sell at a lower unit price than smaller lots as fewer buyers compete for them and their exposure periods are longer. Typically, buyers do not adjust for every square foot or acre difference so in general, size can differ within a range and the unit price is not affected. But for substantial differences between ranges, unit prices will usually vary given the general rule.

The subject property was 35,055 square feet in size which made it a small-to-medium-sized parcel in this market segment. The market data in this comparison ranged from 29,472 to 60,746 square feet in size which bracketed the size of the subject well.

I studied the effect of size differences within this group of sales. After considering other differences between them, I found no effect of size on unit price. Thus, for Comparable Nos. 7, 8, 9, 10, 11 and 12, no adjustments were made.

Shape/Contiguity

Shape - The typical buyer prefers a square or rectangularly-shaped parcel as planning and development is made easier. The subject property was comprised of two rectangularly-shaped parcels which gave it typical developability.

Comparable Nos. 7, 8, 9, 10, 11 and 12 had shapes with similar utility when compared to the subject property. Thus, no adjustments were necessary.

Contiguity - Contiguous parcels are generally viewed by the market as superior to non-contiguous properties as they are more readily developed. Buyers prefer contiguous parcels of land as the parcel can be developed without interruption in ownership or use. Contiguity makes development planning easier and the finished product cohesive. The subject property was made non-contiguous by an alley. It is likely that the alley can be abandoned, making the subject one contiguous site. However, the costs, delays, utility easements and uncertainty of abandonment reduce marketability. Also, the alley may have to be turned north to Almeria Road which would require net site area offsetting some of the advantage of the abandonment.

The best comparable in this regard is Comparable No. 12. It is made non-contiguous by an alley just like the subject. As can be seen, it sold for the lowest price in the sample. Thus, no adjustment was needed for this comparable for its similarity.

Comparable Nos. 7, 8, 9, 10 and 11 were contiguous parcels. For their superiority, downward adjustments were necessary for their superiority.

Topography/Soil

Topography - If topography is varied and rough to develop, marketability is generally adversely affected. But in every case, land needs site work to one extent or another as part of its development. The subject property had level topography.

Comparable Nos. 7, 8, 9, 10, 11 and 12 had similar topography. Thus, when compared with the subject, no adjustments were needed.

Soil - If soil is difficult to grade and excavate ("hard dig"), then construction costs are greater which lessens the amount that can be paid for the land. Developers in this area appear to find the soil easily developable given the numerous example of successful development. As such, the subject property was assumed to have typical and buildable soil.

As Comparable Nos. 7, 8, 9, 10, 11 and 12 appeared to have had similar soil, no adjustments were indicated.

Offsite Improvements

If the frontage is not widened or improved to modern standards, the county or the city usually requires improvement of the frontage with curb, gutter, sidewalk and streetlights as part of granting development approval. Because of the added costs of development, the buyer expects and typically receives a discount in the price paid. The subject property's frontages were fully improved with all offsites.

Comparable Nos. 7, 8, 9, 10, 11 and 12 fronted streets that had been improved to modern standards. Upon development, additional minor offsites may or may not be needed. But given their similarity to the subject, no adjustments were needed.

Utilities

Without utilities extended to a property, development is made more costly given extension costs. The subject property had all necessary utilities immediately available.

Comparable Nos. 7, 8, 9, 10, 11 and 12 had all necessary utilities available for development. For their similarity, no adjustments were necessary.

Zoning

The necessary zoning that will allow the buyer's intended use is an entitlement that has value. The entitlement can be obtained by either the buyer or seller. If the land is already entitled or if the land is entitled during the escrow period, the buyer will pay more for the land. Even if the buyer pays all the costs of entitlement, the seller has to wait for an extended period before the sale closes. Thus, the seller will receive a premium for the time value of money and the risk in the event that the buyer fails and the property

has been unavailable to the market. The subject property was zoned C-2, Intermediate Commercial and C-3, General Commercial, which allows the subject's highest and best use.

As Comparable Nos. 7, 8, 9, 10 and 11 were also zoned for commercial uses. Thus, no adjustments were needed.

No. 12 requires rezoning to allow its highest and best use as it has both R-4, Multiple Family Residential and R1-6, Single Family Residential zoning which appear possible to be changed. But the effort will come with cost and delay. Because this property is inferior to the subject, an upward adjustment was needed.

Flood Zone

Inclusion within a designated flood hazard zone can detract from the marketability of a property. Inclusion within a designated floodplain and/or floodway can severely limit the developmental potential of a property. If an owner chooses to build within a floodplain, he will generally be required to raise the level of the improvements above the designated flood elevation. Given the potential for flooding, site improvement costs are atypical and flood insurance is usually required by lenders. According to the FEMA Flood Zone map, the subject property is within a Flood Zone X where flooding is not expected.

Comparable Nos. 7, 8, 9, 10, 11 and 12 were all located in FEMA Flood Zone X. Given their similarity, no adjustments were needed.

Improvements/Other

Improvements – If a property is improved at the time of sale, the improvements have the potential to either enhance or detract from the price paid. If a parcel of land has improvements such as a restorable building, outbuildings, fencing, paving, landscaping, or some other usable improvement, they may contribute to the marketability of the property. But, with improvements that require demolition, the cost may factor into the price paid depending on the amount and the motivation of the seller and buyer. If the demolition cost is excessive, the price of the land is reduced. The subject property was improved with old slabs and fencing with no contributory market value. Upon redevelopment, a cost for removing them will be incurred. But at this time, sellers are not discounting their prices for the expected costs of demolition and removal for minor improvements like these.

Comparable No. 9 was vacant land. For their similarity to the subject property which is seen as vacant land by buyers, no adjustment was needed.

Comparable Nos. 7, 8, 10 and 11 had minor improvements with no contributory market value—paving, fencing, etc. Thus, no adjustments were made.

No. 12 was improved with a fair quality tire shop and a small single-family residence with no contributory market value. As sellers do not discount their prices for the expected costs of demolition and removal currently, no adjustment was needed.

Other – Other influences include easements, overflights, deed and off-title restrictions, billboard and telecommunication site leases, etc. The subject property had a transit easement and a sidewalk easement lessening its marketability. The south portion of the subject property along McDowell Road appears to be encumbered by a transit easement and sidewalk easement affecting 1,400 ± square feet of net site area (4%) by my measurement with the Assessor's website. Although they are easements, the land is dominated by public use.

Comparable Nos. 7, 8, 9, 10, 11 and 12 had no "Other" factors affecting their marketability, thus, downward adjustments were necessary.

Summary of Adjustments

The adjustment grid on the next page charted the subject and the sales and the relevant information about each one. Differences between the subject property and the sales were identified. The sales prices for each were adjusted in accordance with the discussion related above. The adjusted prices indicated a range of estimated market value for the subject property. Following the presentation of the grid is my conclusion and opinion of market value.

SALES COMPARISON APPROACH - "AS IS"
APNS 108-24-068, 069, 086, 087, 088 (City of Phoenix)
Effective Date of the Appraisal -December 3, 2025

File No. 250175

ADJUSTMENT GRID							
Comparable No.	Subject	7	8	9	10	11	12
Location	NWC 35th Ave. & McDowell Rd., Phoenix	314-326 N. 16th St., Phoenix	3550 W. Camelback Rd., Phoenix	SWC 67th Ave. & Montebello Ave., Glendale	2 lots W of NWC Camelback Rd. & 83rd Ave., Glendale	514 N. 24th St., Phoenix	NEC Glendale Ave. & I-17, Phoenix
Sales Price	NA	\$800,000	\$900,000	\$990,000	\$1,500,000	\$692,000	\$662,500
Unit Price (Price/S.F.)	NA	\$27.13	\$26.43	\$18.55	\$24.69	\$18.17	\$14.19
Property Rights Conveyed <i>Adjustment</i>	Fee Simple	Fee Simple 0%	Fee Simple 0%	Fee Simple 0%	Fee Simple 0%	Fee Simple 0%	Fee Simple 0%
Terms of Sale <i>Adjustment</i>	Cash	Seller-carryback 0%	Cash 0%	Cash 0%	Cash 0%	Cash 0%	Cash 0%
Conditions of Sale <i>Adjustment</i>	Normal	Normal 0%	Normal 0%	Normal 0%	Normal 0%	Normal 0%	Normal 0%
Market Conditions (Time) <i>Adjustment</i>	Dec-25	Sep-24 0%	Jan-24 0%	Dec-23 5%	Sep-23 5%	Jun-23 5%	Mar-23 5%
Buyer Motivation <i>Adjustment</i>	User	User 0%	User 0%	User 0%	User 0%	User 0%	Investor 0%
Assemblage/Special Need <i>Adjustment</i>	None/None	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%
Adjusted Price/S.F.		\$27.13	\$26.43	\$19.48	\$25.93	\$19.08	\$14.90
General/Specific Location <i>Adjustment</i>	Average/Average	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%
Frontage/Access <i>Adjustment</i>	Public/Good	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Inferior 5%	Similar/Similar 0%
Traffic Count/Visibility <i>Adjustment</i>	58,277 v.p.d./Average	21,286 v.p.d./Similar 10%	37,576 v.p.d./Similar 10%	25,100 v.p.d./Similar 10%	27,400 v.p.d./Similar 10%	22,066 v.p.d./Similar 10%	49,507 v.p.d./Similar 0%
Size (ac.) <i>Adjustment</i>	0.805	0.677 0%	0.7816 0%	1.225 0%	1.3945 0%	0.8741 0%	1.072 0%
Shape/Contiguity <i>Adjustment</i>	Buildable/Non-Contiguous	Similar/Superior -10%	Similar/Superior -10%	Similar/Superior -10%	Similar/Superior -10%	Similar/Superior -10%	Similar/Similar 0%
Topography/Soil <i>Adjustment</i>	Level/Typical	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%	Similar/Similar 0%
Offsite Improvements <i>Adjustment</i>	Complete	Similar 0%	Similar 0%	Similar 0%	Similar 0%	Similar 0%	Similar 0%
Utilities <i>Adjustment</i>	Electricity, Water, Sewer	Similar 0%	Similar 0%	Similar 0%	Similar 0%	Similar 0%	Similar 0%
Zoning <i>Adjustment</i>	C-2, C-3	C-3 0%	C-2 0%	C-2 0%	PAD 0%	C-3 0%	C-2, R-4, R1-6 15%
Flood Zone <i>Adjustment</i>	Zone X	Zone X 0%	Zone X 0%	Zone X 0%	Zone X 0%	Zone X 0%	Zone X 0%
Improvements/Other <i>Adjustment</i>	None/Transit Easement	None of Value/None -4%	None of Value/None -4%	None/None -4%	None of Value/None -4%	None of Value/None -4%	None of Value/None -4%
Overall Adjustment		-4%	-4%	-4%	-4%	1%	11%
Estimated Range of Value (Price/S.F.)		\$26.04	\$25.38	\$18.70	\$24.89	\$19.27	\$16.54

Conclusion to the Analysis, “As Is”

The sales data represented a comparable and current sample of relevant sales in the subject property’s market segment. Unadjusted, the comparables indicated a price range from \$14.19 to \$27.14 per square foot of net site area. Adjusted, they presented a range from \$16.54 to \$26.04 per square foot, applied as follows:

$$35,055 \text{ s.f.} \times \$16.54/\text{s.f.} = \$579,810$$

- to -

$$35,055 \text{ s.f.} \times \$26.04/\text{s.f.} = \$912,832$$

Opinion of Market Value, “As Is”

Given the predominant range of adjusted prices in the upper range, a value above the middle of the range was indicated. Acknowledging that buyers and sellers negotiate to round numbers, my opinion of the market value of the fee simple interest in the subject property, as of the effective date of the appraisal, December 3, 2025 was **\$850,000** per square foot or **\$24.25** per square foot.

Exposure Time

The exposure time for the subject property depends on many factors including past and current market conditions, the factors of supply and demand, pricing and professional marketing. From my study of the exposure in the subject’s market segment, my opinion of market value assumed that the subject property had been exposed to the market for sale for six months, priced at no more than 10 percent above the appraised value.

RECONCILIATION AND FINAL OPINIONS OF MARKET VALUE

As described in the Valuation Process, there are three approaches of estimating the value of real property: The Cost Approach, the Sales Comparison Approach and the Income Approach. Only the Sales Comparison Approach was applicable for this property as the subject was vacant land.

The Sales Comparison Approach required me to make a comparison between recent vacant comparable sales and the subject property. A typical buyer would have considered them to be good substitution for the subject property given their many similarities. Even so, as each parcel of real estate is unique, some differences between the sales and the subject will exist. Trends in the market were studied as well as reliance placed on the opinions and comments of knowledgeable buyers, sellers and brokers. After comparison, analysis and adjustment, market value was estimated based upon cash or cash equivalent terms and a sale within a reasonable time.

Based on the information found in my investigation and coupled with my professional analysis, my opinion of the market value of the fee simple interest in the subject property, subject to rezoning, as of the effective date of the appraisal, December 3, 2025, was:

FOUR HUNDRED FIFTY THOUSAND DOLLARS

(\$450,000 or \$12.84/s.f. of net site area)

My appraisal was subject to a special limiting condition stated on page 12 of the report.

Based on the information found in my investigation and coupled with my professional analysis, my opinion of the market value of the fee simple interest in the subject property, "as is", as of the effective date of the appraisal, December 3, 2025, was:

EIGHT HUNDRED FIFTY THOUSAND DOLLARS

(\$850,000 or \$24.25/s.f. of net site area)

CERTIFICATION

Project: NSD – 35th Avenue & McDowell Road; CC8850110000
APN: 108-24-068, 069, 086, 087, 088
Owner: City of Phoenix

I hereby certify:

That I personally inspected the property herein appraised, and that I have afforded the property owner the opportunity to accompany me at the time of inspection. I also made a personal field inspection of each comparable sale relied upon in making said appraisal. The subject and the comparable sales relied upon in making the appraisal were as represented by the photographs contained in the appraisal.

That I have given consideration to the value of the property the damages and benefits to the remainder, if any; and accept no liability for matters of title or survey. That, to the best of my knowledge and belief, the statements contained in said appraisal are true and the opinions, as expressed therein, are based upon correct information; subject to the limiting conditions therein set forth.

That no hidden or unapparent conditions of the property, subsoil, or structures were found or assumed to exist which would render the subject property more or less valuable; and I assume no responsibility for such conditions, or for engineering which might be required to discover such factors. That, unless otherwise stated in this report, the existence of hazardous material, which may or may not be present in the property, was not observed by myself or acknowledged by the owner. The appraiser, however, is not qualified to detect such substances, the presence of which may affect the value of the property. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them.

That my analysis, opinions, and conclusions were developed, and this report has been prepared in conformity with the ADOT ROW Procedures Manual, Chapter 4, Appraisal Standards and Specifications (2018); the Federal Highway Administration (FHWA) Uniform Act, 49 CFR Part 24; and the Uniform Standards of Professional Appraisal Practice (USPAP 2024) guidelines.

That this appraisal has further been made in conformity with the appropriate State and Federal laws, regulations, and policies and procedures applicable to appraisal of right-of-way for such purposes; and that, to the best of my knowledge, no portion of the value assigned to such property consists of items which are non-compensable under the established laws of said State.

I understand this appraisal will not be in connection with the acquisition of right-of-way for a highway to be constructed by the City of Phoenix with the assistance of Federal aid highway funds or other Federal funds.

That neither my employment nor my compensation for making the appraisal and report are in any way contingent upon the values reported herein.

That I have no direct or indirect present or contemplated future personal interest in the property that is the subject of this report, or any benefit from the acquisition of the property appraised herein.

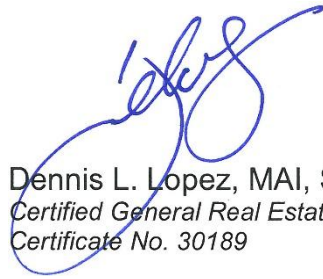
That I have not revealed the findings and results of such appraisal to anyone other than the proper officials of the City of Phoenix or officials of the Federal Highway Administration, and I will not do so unless so authorized by proper city officials, or until I am required to do so by due process of law, or until I am released from this obligation by having publicly testified as to such findings.

I certify that, to the best of my 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 my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
4. I have not performed a service 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. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
8. My analyses, opinions, and conclusions were developed, and this report have been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice, and the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
9. I have made a personal inspection of the property that is the subject of this report.
10. No one provided significant professional assistance to the person signing this report with inspection, data gathering, description, analysis, and report preparation.
11. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
12. As of the date of this report, I have completed the continuing education program of the Appraisal Institute.

My opinion of the market value of the fee simple interest in the subject property, subject to rezoning, as of the effective date of the appraisal, December 3, 2025, was **\$450,000** or **\$12.84** per square foot of net site area. My first appraisal was subject to a special limiting condition stated on page 12 of the report.

My opinion of the market value of the fee simple interest in the subject property, "as is", as of the effective date of the appraisal, December 3, 2025, was **\$850,000** or **\$24.25** per square foot of net site area.

A handwritten signature in blue ink, appearing to read 'D. Lopez', with a large, stylized flourish extending from the bottom left.

Dennis L. Lopez, MAI, SRA
Certified General Real Estate Appraiser - State of Arizona
Certificate No. 30189

APPENDIX

Qualifications of the Appraiser

QUALIFICATIONS OF DENNIS L. LOPEZ, MAI, SRA

Education

Bachelor of Science Degree, Business Administration, Arizona State University, Magna Cum Laude,
December, 1978

Real Estate Principles, Arizona State University, 1977

Real Estate Law, Arizona State University, 1977

Real Estate Management, Arizona State University, 1978

SREA 101 (Real Estate Appraisal), Arizona State University, 1978

SREA 201 (Real Estate Appraisal), Arizona State University, 1978

Real Estate Land Development, Arizona State University, 1978

Real Estate Investments, Arizona State University, 1978

Urban Planning, Arizona State University, 1978

AIREA Course VIII, "Single Family Residential Appraising," Arizona State University, 1978

SREA "Marketability and Market Analysis", 1979

SREA Seminar "Basic Money Market & Economic Analysis", 1980

SREA "Market Abstractions Seminar", 1981

AIREA "Standards of Professional Practice", 1981

AIREA "Condemnation & Litigation Valuation", 1982

IRWA "Skills of Expert Testimony", 1983

SREA FHLBB Reg. R41(b) Seminar, 1985

AIREA "Valuation Analysis and Report Writing" (Exam 2-2), March, 1986

AIREA "Case Studies in Real Estate Valuation" (Exam 2-1), March, 1986

AIREA "Highest and Best Use Analysis", April, 1986

"Eminent Domain Valuation-Procedures and Case Studies," Robert Helmandollar, Deputy Chief

Right-of-way Agent, Arizona Department of Transportation, November, 1986

"Arizona Condemnation and Zoning", Professional Education Systems, June, 1988

SREA "Environmental Waste As It Applies To Real Estate", December, 1988

SREA "Standards of Professional Practice and Conduct", December, 1988

AIREA "Rates, Ratios and Reasonableness", August, 1989

AIREA "Uniform Standards of Professional Practice", February, 1990

SREA "Income Property Valuation for the 1990s", July, 1990

AI "Reviewing Appraisals", June, 1992

IRWA "Easement Valuation" (Course 403), March, 1993

ADOT "Impact of Highway Construction on Real Estate", April, 1993

AI "Uniform Standards of Professional Appraisal Practice, Part A & B", February, 1994

AI "Advanced Income Capitalization, Course II510, ASU, February, 1995

AI "Fair Lending", October, 1995

AI "Subdivision Analysis", March, 1996

AI "New Industrial Valuation", May, 1998

Ted Whitmer, "Attacking & Defending an Appraisal in Litigation", January, 2000

AI, "710 Condemnation Appraising – Basic Principles and Applications", May, 2000

AI, "720 Condemnation Appraising – Advanced Topics and Applications", May, 2000

AI "Uniform Standards of Professional Appraisal Practice, Part C", October, 2000

AI "Litigation Appraisal: Specialized Topics and Applications, Course 705, March, 2002

IRWA "Reviewing Appraisals in Eminent Domain", May, 2005

AI "Subdivision Analysis", October, 2007

AI "Uniform Appraisal Standards for Federal Land Acquisitions ("Yellow Book")", December, 2009

AI "Fundamentals of Separating Real Property, Personal Property, Intangible Business Assets", May, 2012

AI "Business Practices and Ethics", November, 2020

AI "Complex Litigation Appraisal Case Studies", June, 2022

AI "2024 Uniform Standards of Professional Appraisal Practice (USPAP)", December, 2023

Designations, Memberships, Licenses and Certifications

MAI - Member, Appraisal Institute, May, 1988, Certificate No. 7798
SRA - Senior Residential Appraiser, Appraisal Institute, August, 1980
Certified General Real Estate Appraiser, State of Arizona, Certificate No. 30189

Professional & Civic Activities

Appraisal Institute, Admissions Committee, Experience Review, 1989-1997
Appraisal Institute, Review and Counseling Committee, 1991-2005
Society of Real Estate Appraisers, Phoenix Chapter #68, Chairman, Professional Practice Committee, 1989-1990
Society of Real Estate Appraisers, Phoenix Chapter #68, Chapter President and Supervisory Officer of the Professional Practice Committee, 1987-88
College of Business Administration, Arizona State University, Guest Lecturer, Finance and Real Estate Departments, College of Business
Mesa Community College, Scottsdale Community College, Desert Vista High School, Guest Lecturer, Real Estate Appraisal
CLE International, Guest Lecturer, Eminent Domain Conference, April, 2005
"Condemnation Summit", Eminent Domain and Condemnation Law Conference, Guest Lecturer, April, 2012

Awards

Awarded the "Employer of the Year, 2004", by the Phoenix Chapter 28, International Right-of-way Association, September, 2004
Awarded the "Minority Consultant Firm of the Year", by the City of Phoenix Minority Business Enterprise Affirmative Action Program, October, 1989
Awarded the "Phoenix Board of Realtors Outstanding Real Estate Student of the Year," by the Phoenix Board of Realtors in conjunction with the College of Business Administration, Arizona State University, 1978

Experience

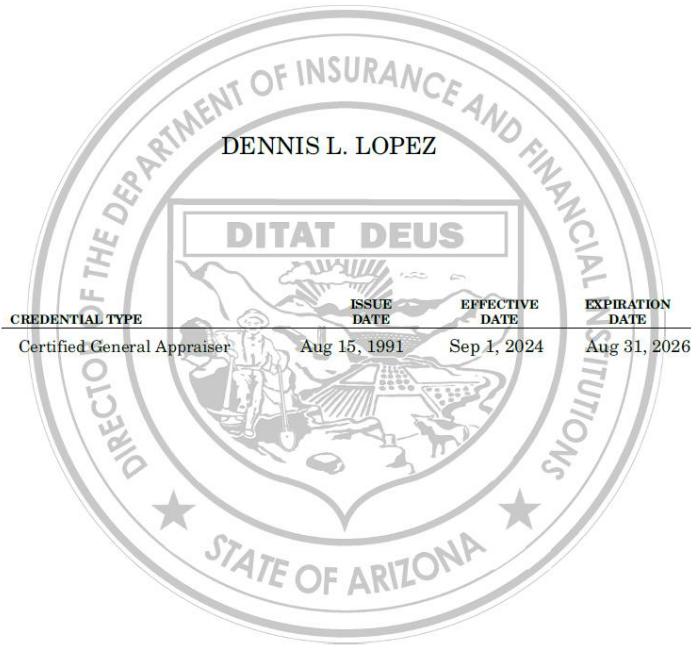
Independent fee appraiser and consultant since June, 1978, with varied experience in appraising and analyzing single-family residences, vacant land, multi-family residential properties, commercial, retail, industrial and special use properties; specialization in eminent domain valuation and expert witness testimony
Qualified as an expert witness in matters of real estate appraisal in Maricopa County, Pima County, Pinal County, Coconino County, Yavapai County, Yuma County, Santa Cruz, and Mohave County Superior Courts, and U.S. Bankruptcy Court
Currently self-employed with *Dennis L. Lopez & Associates, LLC*, Real Estate Appraisers and Consultants, 8631 South Priest Drive, Suite 103, Tempe, Arizona 85284-1912, 480-838-7332, dennis@lopezappraisal.com, www.lopezappraisal.com
Vice President, Commercial Team Leader and Residential Manager with Sell, Huish & Associates, Inc., Real Estate Appraisers and Consultants, Tempe, Arizona, January, 1980 to July, 1988
Independent fee appraiser with Diversified Property Services Limited, Phoenix, Arizona, June, 1978, to June, 1980
Licensed Real Estate Salesperson – State of Arizona, 1981 to 2025

Geographical Area

State of Arizona

ARIZONA FINANCIAL ENTERPRISE CREDENTIAL CERTIFICATE

No: CGA-30189



This certificate was printed on July 10, 2024 and will remain in effect until a change request has been approved by the Department or the credential is surrendered, suspended, revoked or expired.

Arizona Department of Insurance and Financial Institutions
dif.az.gov
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Phoenix, AZ 85007-2630