



## **Real Estate Appraisal Report**

Commercial Land

384 Elm Street  
Stamford, Connecticut 06902

Prepared for:  
City of Stamford  
Laura La Bosky  
888 Washington Boulevard  
Stamford, CT 06901

Effective Date of Value:  
October 29, 2021

Prepared by:  
Vincent OBrien  
David Herbst, MAI



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Fairfield, CT 06824  
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[www.kfvg.com](http://www.kfvg.com)



November 2, 2021

Ms. Laura La Bosky  
City of Stamford  
888 Washington Boulevard  
Stamford, CT, 06901

Re: Appraisal of vacant land at: 384 Elm Street  
Stamford, Connecticut 06902

Dear Ms. La Bosky,

At your request and authorization, Kerin & Fazio, LLC has prepared a Real Estate Appraisal Report of the above referenced real property. We have provided the current market value of the fee simple interest on an As Is basis. The intended use is to assist Client and intended users in establishing a value to be used for the reimbursement of 80% of the parcels fair market value to the Federal Transit Administration (FTA) in connection with the Stamford Urban Transitway project.

The subject is comprised of a 0.29 acre site, in Stamford, Connecticut. There are 94.12 feet of frontage on Elm Street. The site has level topography, and all public utilities are available. The property is located primarily within the C-N (Neighborhood Business) zone (a small portion of the rear of the site lies within the M-L, Light Industrial, zone). The highest and best use is development of a mixed use property.

The property was inspected by and the report was prepared by Vincent OBrien, under the supervision of David Herbst, MAI. Based upon the results of the analyses contained in the following report, the current market value of the As Is fee simple interest as of October 29, 2021 is concluded:

**Eight Hundred Fifty Thousand Dollars**  
**(\$850,000)**

The appraisal was completed in accordance with the current issue of the Uniform Standards of Professional Appraisal Practice (USPAP) FIRREA regulations, and in compliance with the Appraisal and Evaluation Interagency Guidelines dated December 2, 2010. The marketing/exposure period corresponding with the value conclusion is 9-12 months

You will find the data, analyses and conclusions in support of this opinion in the following report. It has been a pleasure to assist you in this assignment. If you have any questions, or if we can be of further service, please feel free to contact us.

Respectfully submitted,  
Kerin & Fazio, LLC



Vincent O'Brien  
State Certified General Appraiser,  
Connecticut No. RCG.1476  
04-30-2022



David Herbst, MAI  
State Certified General Appraiser,  
Connecticut No. RCG.1252  
04-30-2022

## Certification of Value

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

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, impartial and unbiased professional analyses, opinions and conclusions.
- We have no present or prospective interest in the property that is the subject of this report, and no personal interest with respect to the parties involved.
- We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- Our engagement in this assignment was not contingent upon developing or reporting predetermined results. Furthermore, our engagement was not conditioned upon the appraisal producing a specific value, a value within a given range or the approval of a loan.
- Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- Our analysis, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Practice of the Appraisal Institute as well as the Uniform Standards of Professional Appraisal Practice.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- No one provided significant professional assistance to the person(s) signing this report.
- Vincent OBrien has personally inspected the subject property. David Herbst, MAI did not personally inspect the subject property.
- As of the date of this report, David Herbst, MAI has completed the requirements of the continuing education program of the Appraisal Institute.
- As of the date of this report, Vincent OBrien has completed the Standards and Ethics Education Requirements for Candidates of the Appraisal Institute
- Vincent OBrien and David Herbst, MAI have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding the acceptance of this assignment.



Vincent OBrien  
State Certified General Appraiser,  
Connecticut No. RCG.1476  
04-30-2022



David Herbst, MAI  
State Certified General Appraiser,  
Connecticut No. RCG.1252  
04-30-2022

## Table of Contents

CERTIFICATION OF VALUE .....	4
TABLE OF CONTENTS .....	5
SUBJECT PHOTOGRAPHS .....	6
SUMMARY OF SALIENT FACTS .....	10
INTRODUCTION .....	11
LOCAL AREA ANALYSIS .....	14
RETAIL MARKET ANALYSIS.....	22
APARTMENT MARKET ANALYSIS.....	23
NEIGHBORHOOD ANALYSIS .....	24
SITE ANALYSIS.....	25
ZONING ANALYSIS.....	29
REAL PROPERTY TAXES & ASSESSMENTS .....	31
HIGHEST & BEST USE ANALYSIS .....	32
APPRAISAL METHODOLOGY .....	33
SALES COMPARISON APPROACH .....	34
RECONCILIATION OF VALUE.....	47
ASSUMPTION & LIMITING CONDITIONS.....	48
DEFINITIONS AND OTHER TERMS .....	54
ADDENDA.....	59

## Subject Photographs



View of subject looking north



View of subject looking northwest





View of subject looking northeast



Looking northeast along Myrtle Avenue



Looking southwest along Myrtle Avenue



Looking northwest along Elm Street





Looking southeast along Elm Street

## Summary of Salient Facts

Identification and Property Summary	
Address	384 Elm Street, Stamford, Connecticut
Tax ID	004/1561
Current Owner	City of Stamford
Site Summary	
Site Size	0.29 acres
Usable Acres	0.29 acres
Topography	Level
Utilities	All public utilities are available
Traffic Count	21,751
Zoning	C-N (Neighborhood Business)
Permitted Uses	Apartments, retail, offices, etc.
Highest & Best Use	
Present Use	Land
As Vacant	Development of a mixed use property
Valuation Summary	
Valuation Premise	As Is
Date of Valuation	October 29, 2021
Interest Appraised	Fee Simple
Exposure Time	9-12 months
Value Indications	
Sales Comparison Approach	\$850,000
Income Capitalization Approach	N/A
Cost Approach	N/A
Reconciled Value	
Reconciled Value	\$850,000
Extraordinary Assumptions:	No extraordinary assumptions
Hypothetical Conditions:	There are no hypothetical conditions

## Introduction

### Property Identification

Address:	384 Elm Street Stamford, Connecticut 06902
Location Description:	The subject is located on the northeast side of Elm Street.
Assessor's Parcel Number:	004/1561
Legal Description:	Contained in deed filed in Stamford land records in Volume 10280 Page 183.

### Dates and Interest Appraised

Inspection Date:	October 29, 2021
Date of the Report:	November 2, 2021
Effective Date of Value:	October 29, 2021
Interest Appraised:	As Is - Fee Simple

### Client and Intended Users

Client:	City of Stamford
Intended Use:	The intended use is to assist Client and intended users in establishing a value to be used for the reimbursement of 80% of the parcels fair market value to the Federal Transit Administration (FTA) in connection with the Stamford Urban Transitway project
Intended Users:	City of Stamford

### Ownership and Property History

Current Owner:	City of Stamford
Sales History:	The property has not sold in the previous three years.
Current Listing/Contract:	The subject is not currently listed for sale or lease.

### Extraordinary Assumptions and Hypothetical Conditions

Extraordinary Assumptions:	No extraordinary assumptions
Hypothetical Conditions:	There are no hypothetical conditions

**Exposure/Marketing Time**

Exposure and marketing time describe the length of time necessary to sell the subject property at the concluded market value. Exposure time is a retrospective estimate. It assumes that the subject had been openly and effectively marketed for a specified period prior to the date of valuation in order to sell for the concluded market value as of the effective date of valuation. Marketing time is the period a prospective investor would forecast to sell the subject property immediately after the date of value, at the estimated value.

Estimates of exposure/marketing time are based on one or more of the following:

- statistical and survey information
- information gathered through sales verification
- interviews of market participants

Based on the foregoing, the exposure/marketing time is concluded as follows:

Valuation Premise	Exposure/Marketing Time
As Is	9-12 months

**Scope of the Appraisal**

**Elements of Assignment**

The scope of work relates to the type and extent of research and analysis applied in an assignment, based upon the following elements:

- |                                                                                                                                                    |                                                                                                                                      |
|----------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>▪ Client and intended users</li> <li>▪ Type of value</li> <li>▪ Subject property characteristics</li> </ul> | <ul style="list-style-type: none"> <li>▪ Intended use</li> <li>▪ Effective date of value</li> <li>▪ Assignment conditions</li> </ul> |
|----------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|

**Summary of Appraisal Problem**

The intended use is to assist Client and intended users in establishing a value to be used for the reimbursement of 80% of the parcels fair market value to the Federal Transit Administration(FTA) in connection with the Stamford Urban Transitway project; the current market value of the fee simple interest is concluded.

**Type and Extent of Research**

The subject is identified via the postal address, assessor’s records, GIS maps, and the legal description contained in the most recent deed. An on-site inspection of the subject, and the surrounding neighborhood was completed on October 29, 2021. The recent sales history of the subject is researched, including identification of any active or expired listings for sale or lease.



Market research includes real estate market trends, property tax data, flood zone status, comparable market data, and zoning regulations. Data sources include public records, local market participants, proprietary databases, and the Kerin & Fazio, LLC transaction database.

#### Type and Extent of Analysis

The opinion of market value is concluded via the Sales Comparison Approach.

#### Type and Extent of Reporting

To convey the opinion of value to the intended users, a As Is Appraisal Report is developed in accordance with Standard 2 of USPAP.



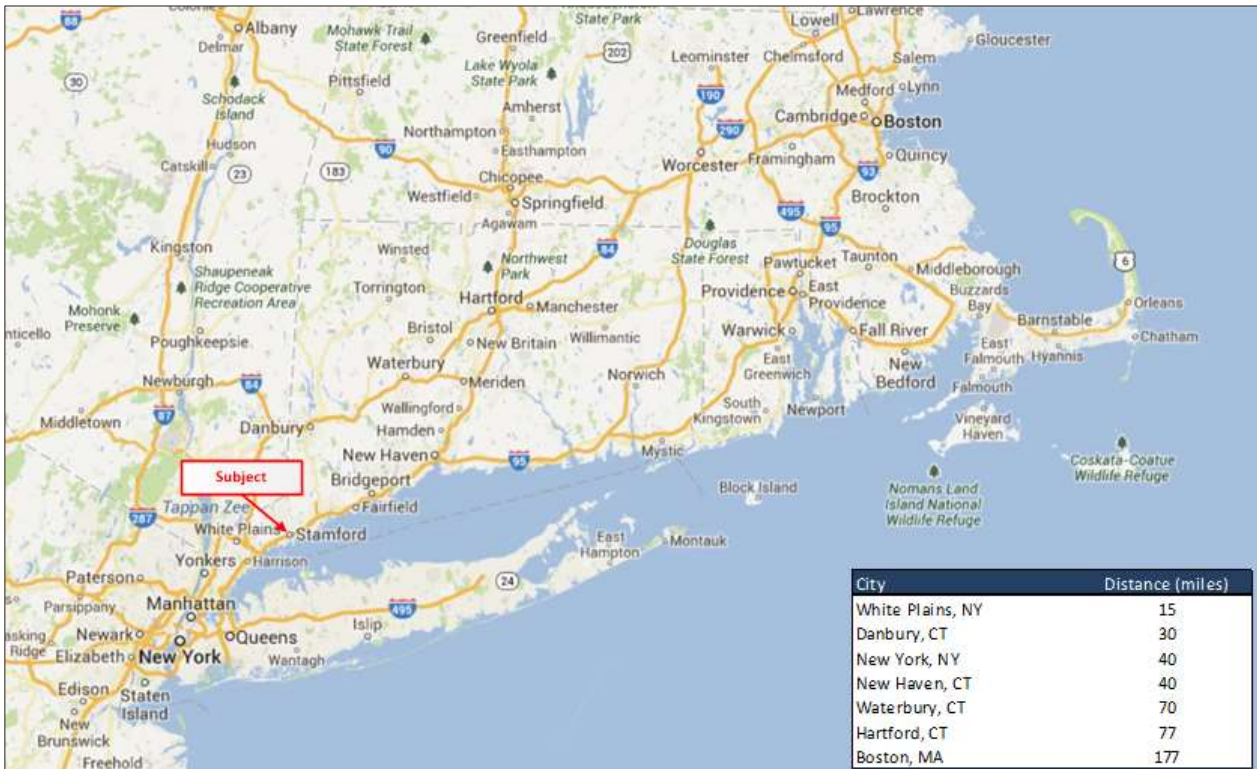
# Local Area Analysis

## Local Area Map



**Location and Linkages**

Stamford is located in Fairfield County in the southwestern section of the State of Connecticut. This region falls within the Western Planning District, which also includes the cities of Norwalk and Danbury and the towns of Greenwich, Darien, New Canaan, Weston, Westport, and Wilton. Stamford benefits from its proximity to major commercial centers in the Northeastern United States.



**Transportation and Access**

In terms of linkage and access, several modes of transportation are readily available to Stamford.

- **Interstate #95 (I-95):** A major, limited-access highway running through Connecticut from Greenwich, northeast through New Haven, and on to Rhode Island; I-95 passes through the southerly portion of the city.
- **Connecticut Route #15:** A major, limited-access highway running north/south through the central section of Connecticut. This highway extends north from the Hutchinson River Parkway in New York, connecting with Interstate #91 north of New Haven.

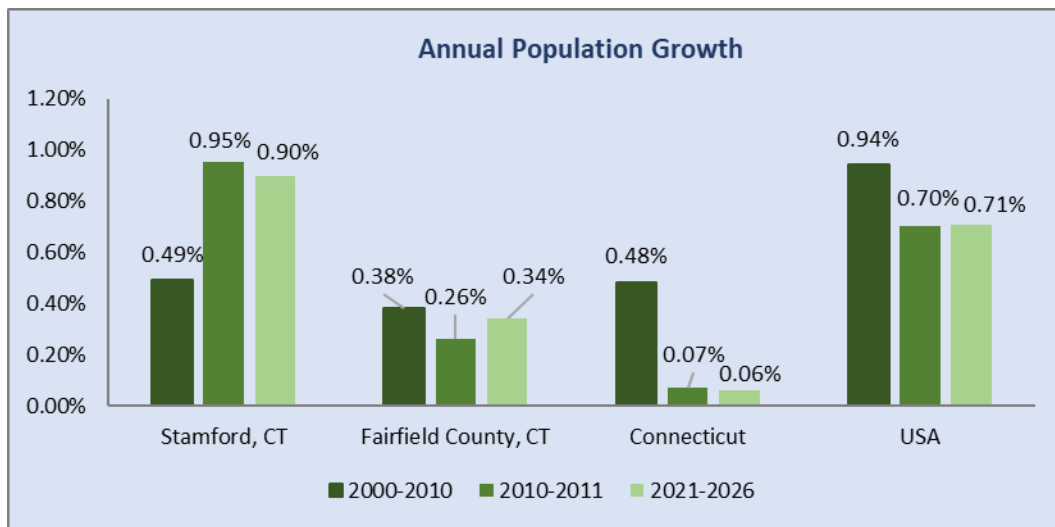
Stamford is on the New Haven Line of MTA Metro-North Railroad, which provides frequent commuter service to Grand Central Station in New York City as well as local service. Amtrak is available for travel to Boston, Washington DC and beyond. CT Transit provides fixed route bus transportation to the Stamford metro area.

Airports providing national service are located in Bridgeport (Sikorsky Memorial Airport), White Plains (Westchester Airport) and New York (LaGuardia Airport) while both national and international flights are available from Bradley International Airport in Windsor Locks, Connecticut, John F. Kennedy International Airport in New York, and Newark International Airport in New Jersey.

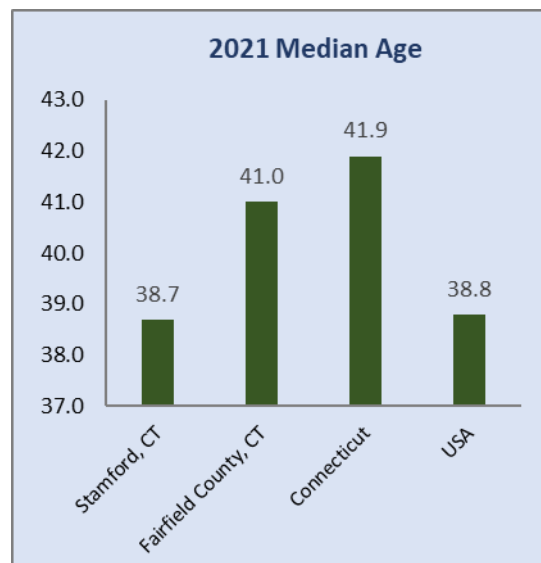
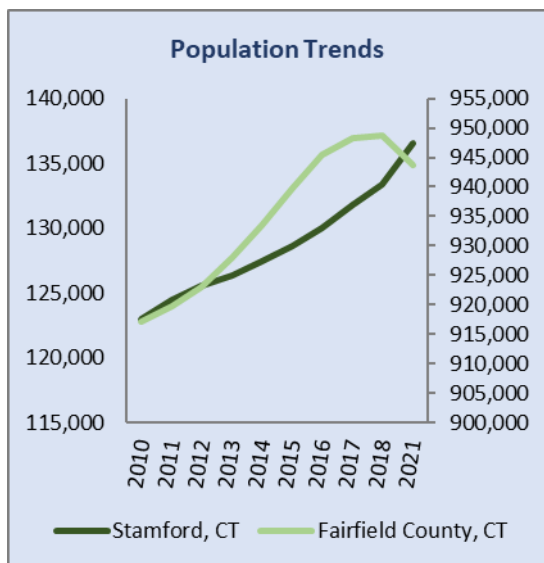
**Stamford Demographics**

**Population**

As of 2021, the total population in Stamford is 136,500. Annual population growth was 0.49% between 2000 and 2010, and 0.95% between 2010 and 2011, and 0.90% between 2010 and 2021. Annual population growth in Stamford is projected to increase 0.90% through 2026, which is 165% more than the projected growth rate in Fairfield County.



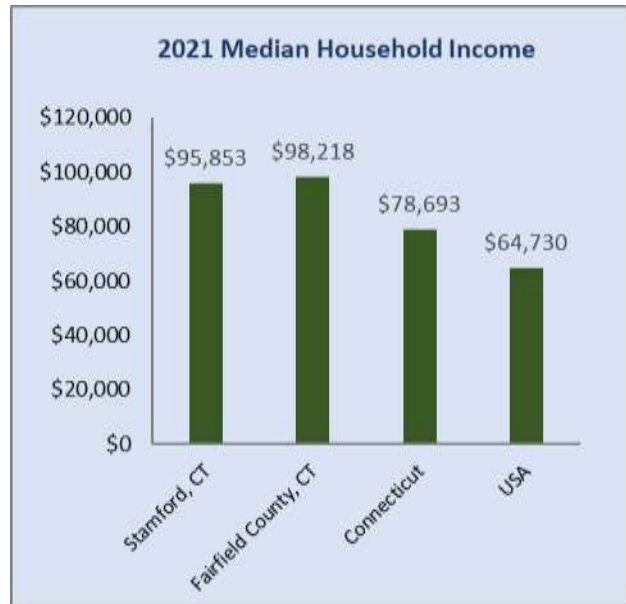
Source: STDB



Source: STDB

**Household Income**

As of 2021, the median household income in Stamford is \$95,853, which is 2.4% lower than Fairfield County, and 22% higher than Connecticut.

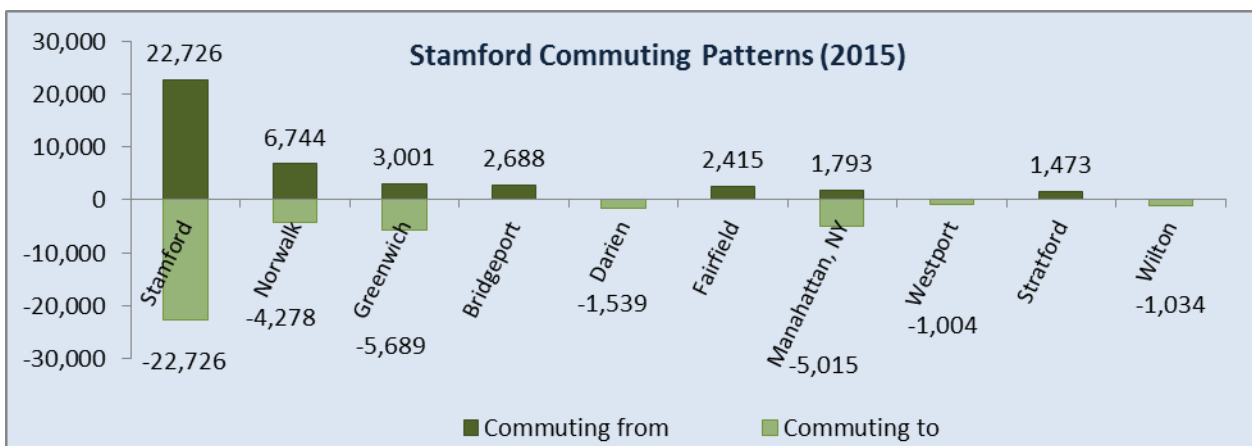


Source: STDB

**Employment Trends**

**Commuting Patterns**

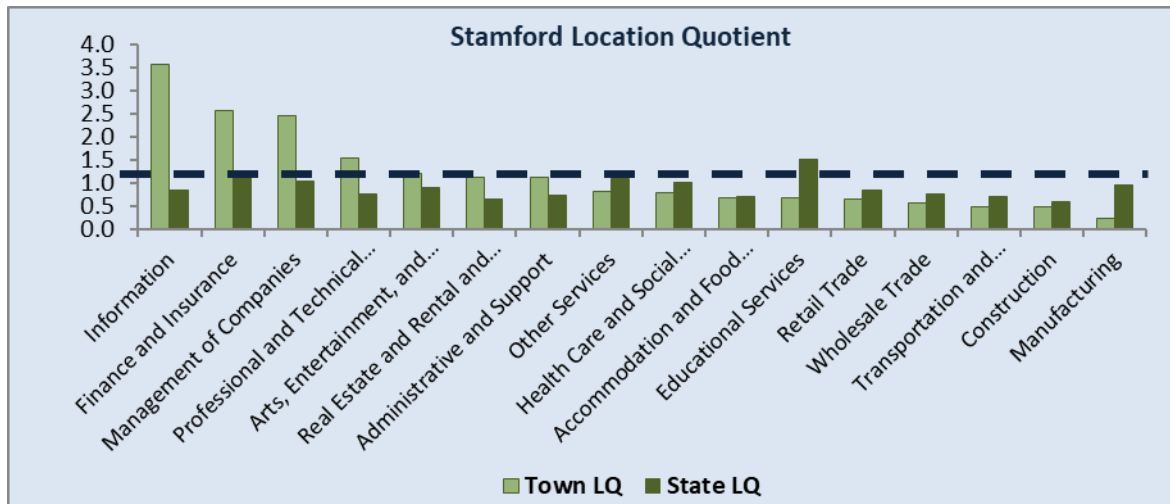
The majority of Stamford residents are employed inside the city, the surrounding lower Fairfield County communities, and New York. Major commuter locations for Stamford residents within Connecticut include Greenwich, Norwalk, and Darien. In addition to local residents, the labor force within the city is largely supplied by Norwalk, Greenwich, Bridgeport, and Fairfield. The following table highlights commuting pattern in Stamford.



Source: CERC

**Identifying Areas of Basic Employment – Location Quotient**

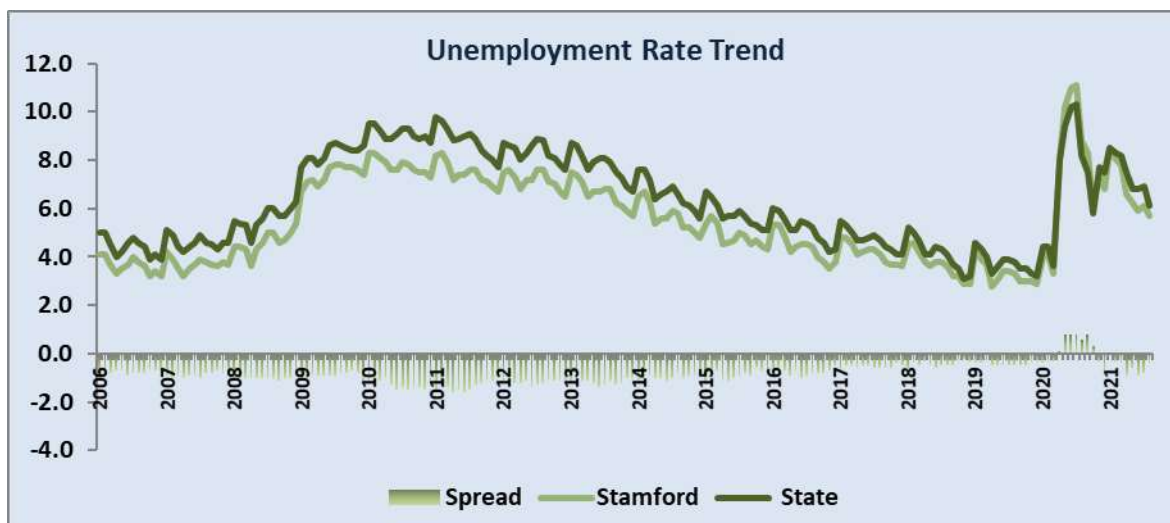
The location quotient is a measure to identify sectors of basic employment. Basic goods and services are exported to areas outside the local community, providing the primary sources of economic activity. A location quotient greater than 1.0 indicates basic employment, a higher ratio of employment within the sector relative to the nation as a whole. Stamford has a high density of employment in information, finance/insurance, management, professional/technical services, real estate rental/leasing, and administrative/support.



Source: CT DOL

**Unemployment Rate Trend**

As of August 2021, the Stamford Unemployment Rate is 5.7% compared to the statewide rate of 6.1%. The recent spike in the unemployment rate is due to the temporary closure of sectors of the economy in response to the COVID-19 pandemic. The economic recovery following the pandemic is uncertain.



Source: CT DOL



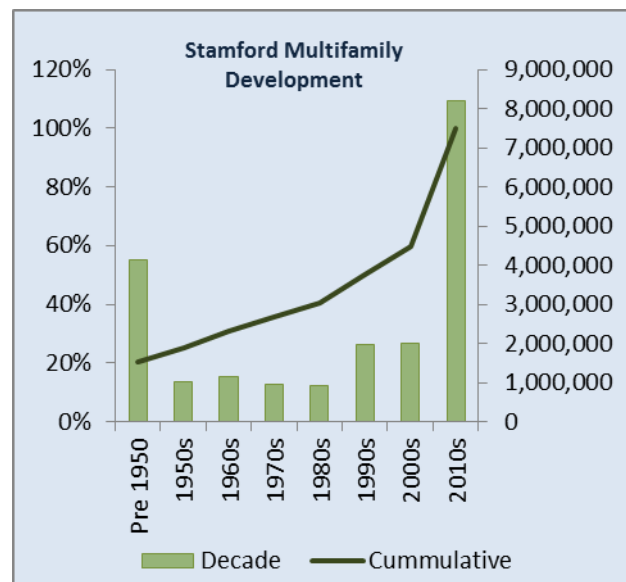
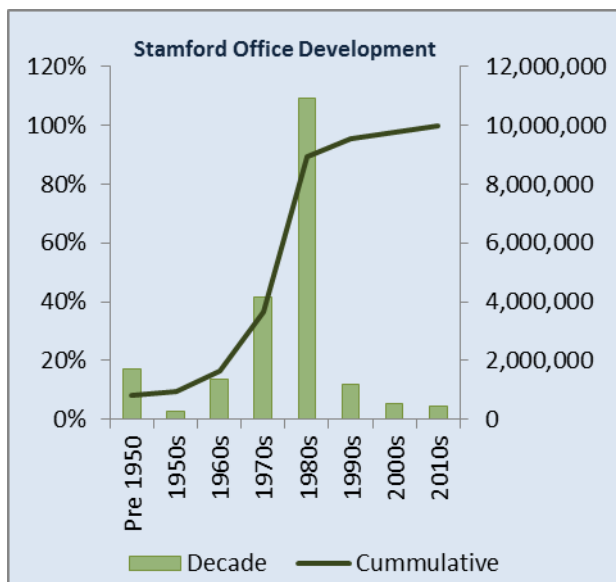
**Commercial Real Estate Markets**

Stamford’s economy was primarily manufacturing based until a corporate office influx during the 1970’s and 1980’s spurred large-scale office development. Since the 1970’s, the economy has transitioned to financial services.



**Commercial Development**

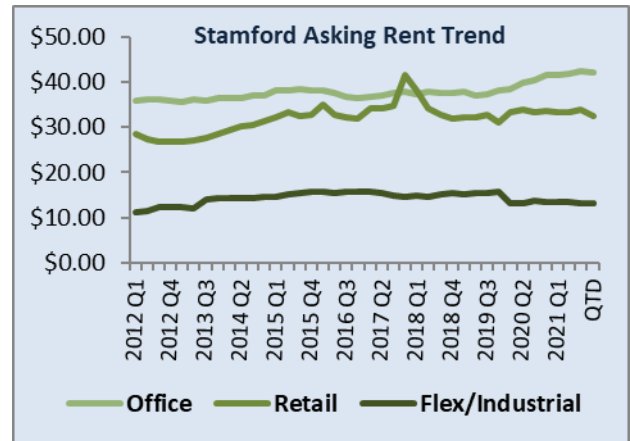
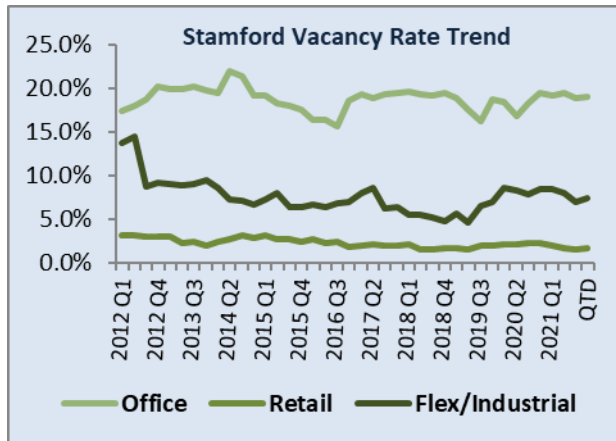
The majority of office inventory was developed in the 1980’s. There was a surge of development during the 1980’s, with over 10,900,000 square feet developed. Historically, the majority of apartment development occurred prior to 1950 with moderate development since 1960. Since 2010, there has been a surge in new apartment development with over 8,100,000 square feet of new or proposed space.



Source: CoStar

**Vacancy and Rental Rate Trends**

The Stamford Commercial Real Estate Markets have generally followed the regional trend. The office vacancy rate remains relatively high. Vacancy rates in the retail market are the lowest of any sector at 1.6%, although asking rents are 22% below their ten-year peak. Office properties in Stamford have the highest vacancy rate with a rate of 19% and rental rates are 1% below their ten-year peak. The vacancy rate in the flex/industrial market is currently 7.4% and rental rates have generally trended upwards over the last ten years.

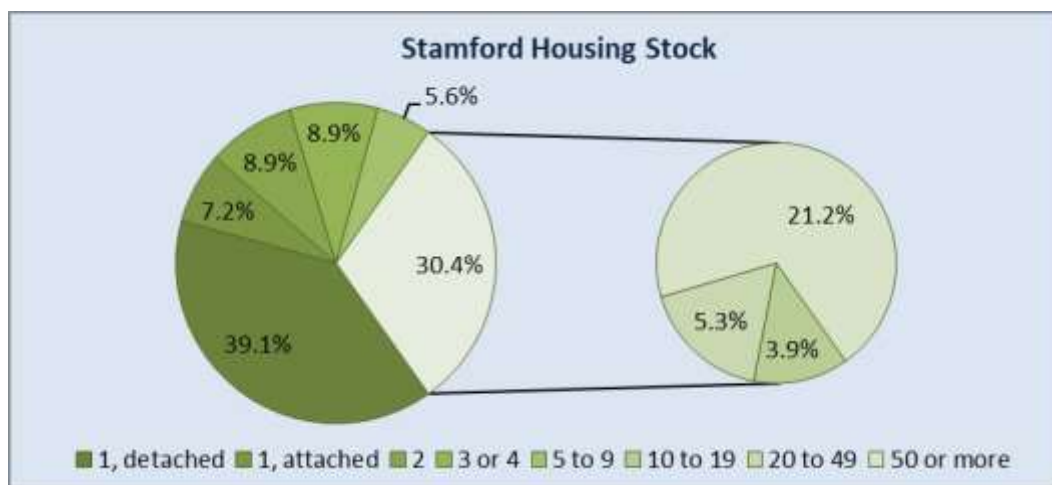


Source: CoStar

**Residential Real Estate Markets**

**Housing Stock**

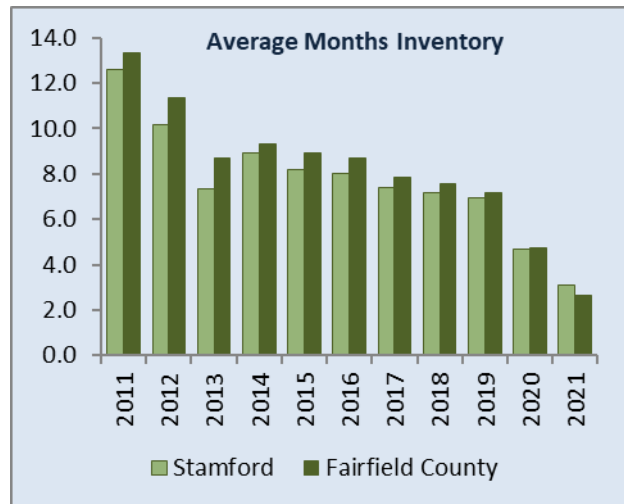
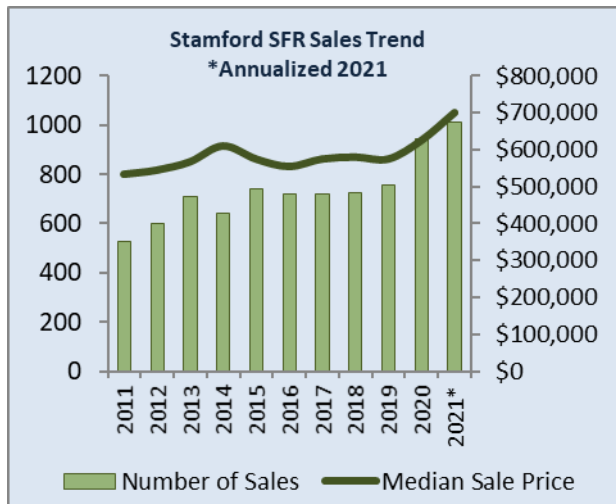
Stamford has a diverse housing stock. Attached/detached single-family residences comprise approximately 46.3% of stock, and housing within buildings of 10 or more units is 30.4%. The following chart summarizes the Stamford housing stock.



Source: STDB

**Single Family Housing Sales Trend**

Following the national trend, median home prices increased steadily through 2007, and fell sharply in 2008 and 2009. The median sale price trended downward in 2015 and 2016, after gains since 2011. The Stamford median sale price has since stabilized. The 2021 Stamford median sale price is up 11.8% year-over-year and at a ten-year peak, similar to a ten-year peak in Fairfield County. Sales volume is projected to increase in Stamford for 2021. Average months inventory within Stamford and Fairfield County has stabilized since 2013.



Source: CMLS

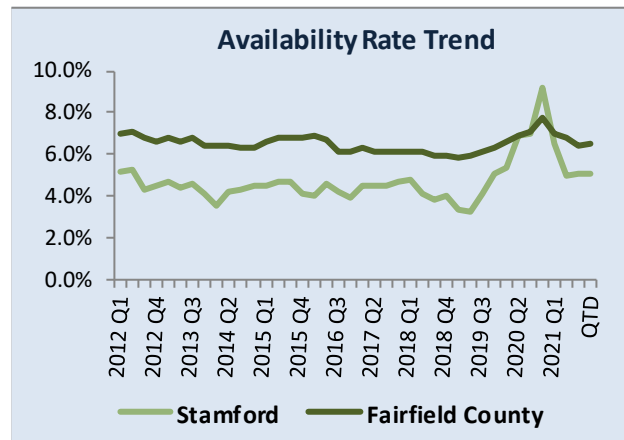
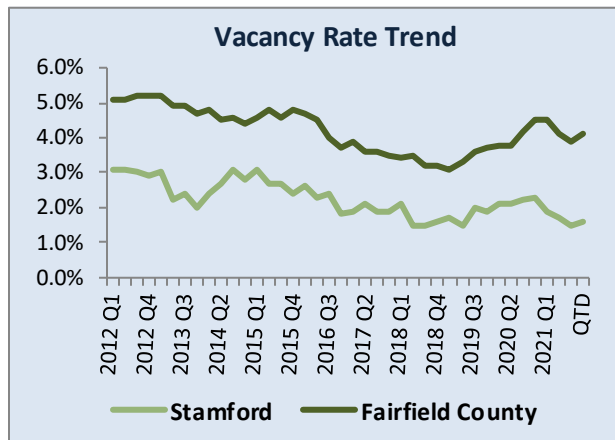
**Conclusion**

The Stamford real estate markets are performing well, fueled by a relatively high median household income. Multifamily development has been at an all-time high since 2010 and the median sale price for single family homes is currently at a ten-year peak. The city’s population is projected to increase through 2026, exceeding the projected growth rates for Fairfield County and Connecticut. A negative sign is a persistently high office vacancy rate and unemployment rate that, despite a recent decline, remains above pre-pandemic rates. Overall, Stamford’s commercial real estate markets are stable and the single-family market is strong, although uncertainty remains over the economic recovery following the COVID-19 pandemic.

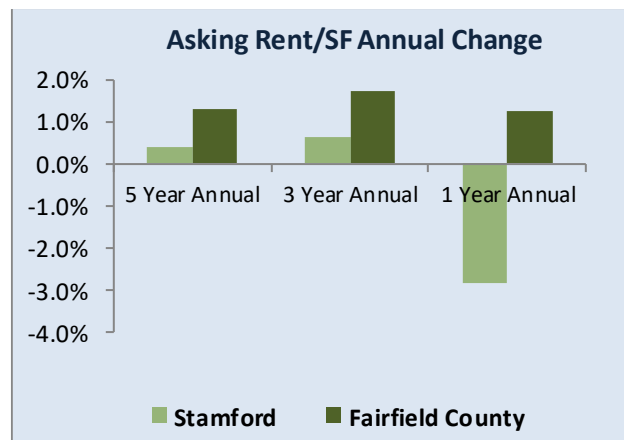
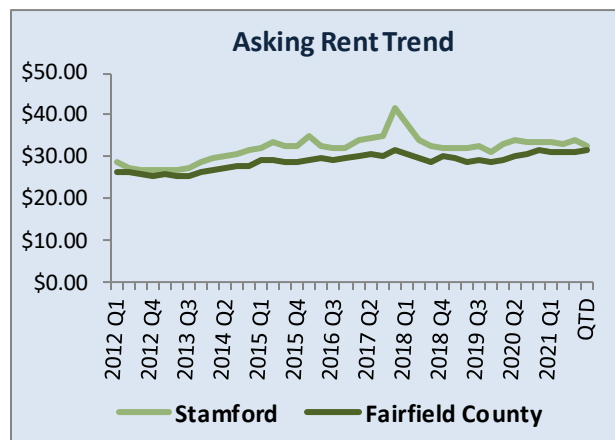
## Retail Market Analysis

### Stamford Retail Market Overview

According to CoStar, the Stamford Retail Market is comprised of 7,000,000 square feet of inventory, within the 52,400,000 square foot Fairfield County market. As of the effective date the vacancy rate in Stamford is 1.6%, 250 basis points lower than the Fairfield County market. The current Stamford vacancy rate is 64 basis points lower than the ten year average. The availability rate, which includes space being marketed that is not yet vacant, is 5.1% in Stamford and 6.5% in Fairfield County.

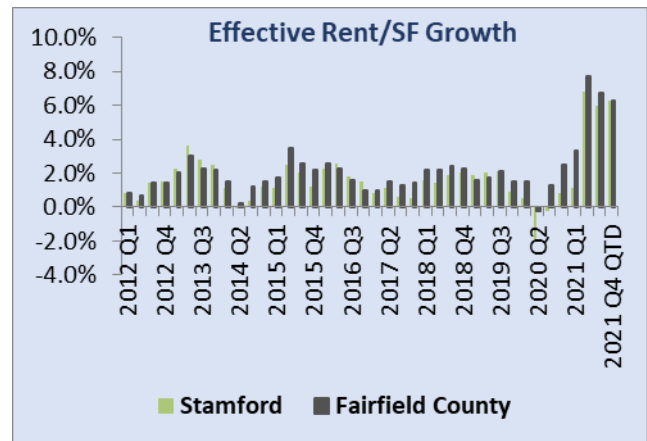
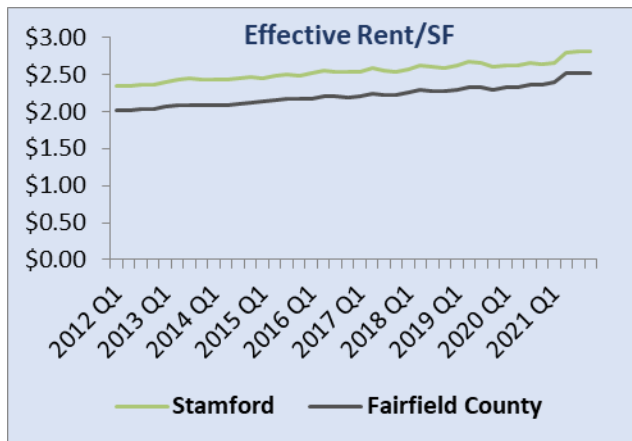
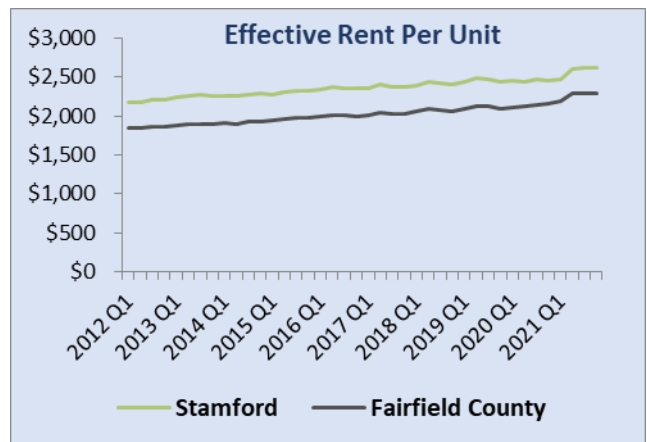
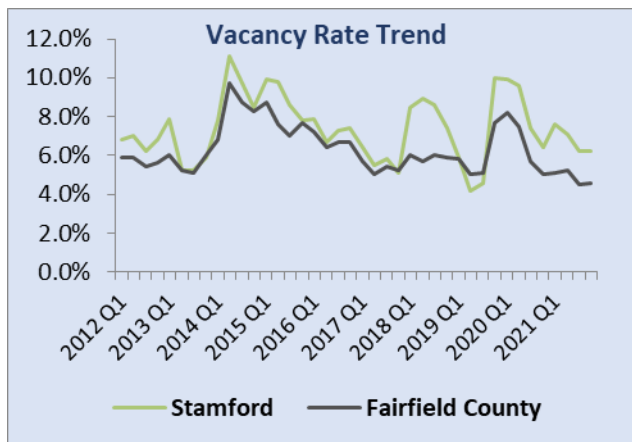


The average retail asking rent in Stamford is \$32.54 per square foot triple net, 2.5% higher than the entire Fairfield County retail market. Over the last five years, the average asking rent has changed 0.4% annually in Stamford and 1.3% annually in Fairfield County.



## Apartment Market Analysis

Stamford is a part of the Fairfield County market. Demand for rental apartment housing has steadily increased since 2014, with a current vacancy rate of 6.2% in the Stamford submarket, and 4.6% in Fairfield County. Periods of increases in the vacancy rate is largely due to an influx of newly constructed units, which have since been absorbed. The current average effective rent is \$2,624 per unit in the Stamford submarket and \$2,287 per unit in Fairfield County. Asking rents have steadily increased since 2011. The following charts summarize the vacancy rate and effective rent trend for the market area.

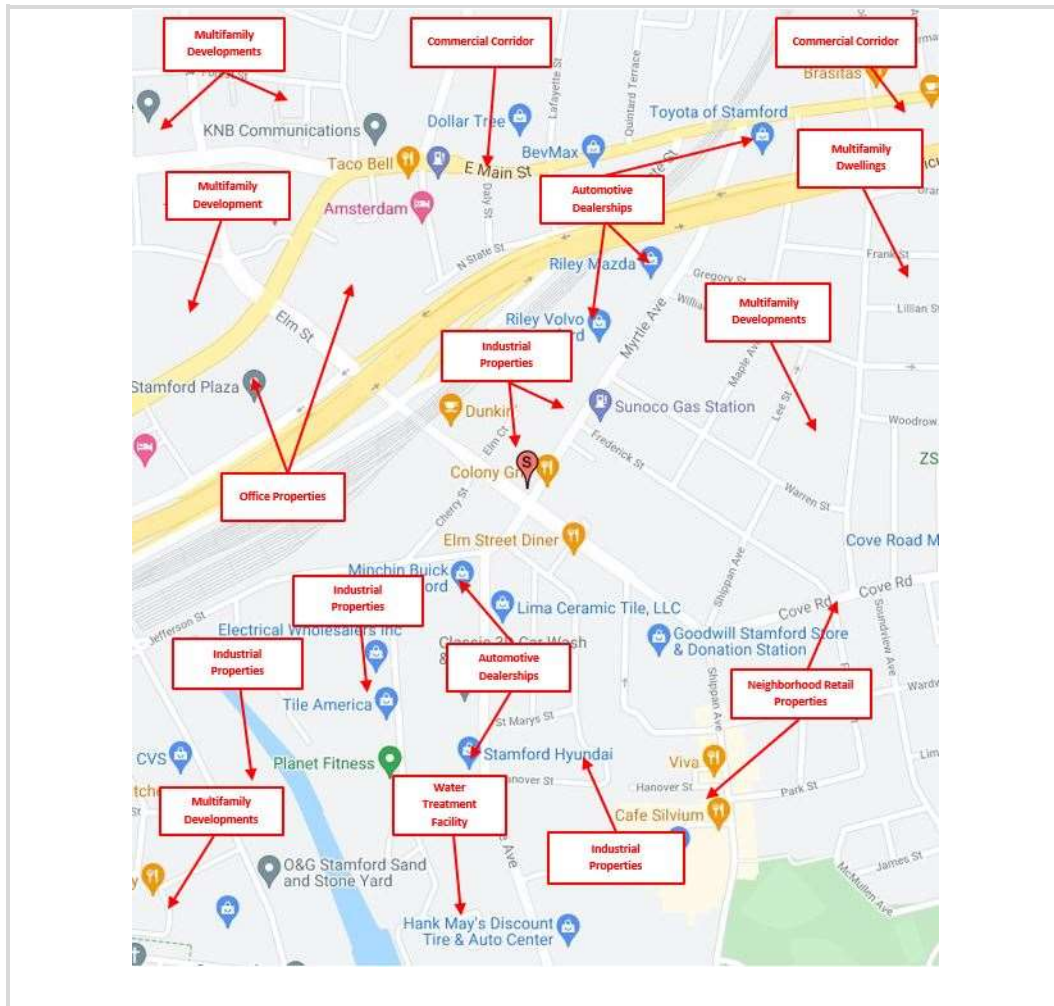


Source: CoStar



## Neighborhood Analysis

## Neighborhood Map

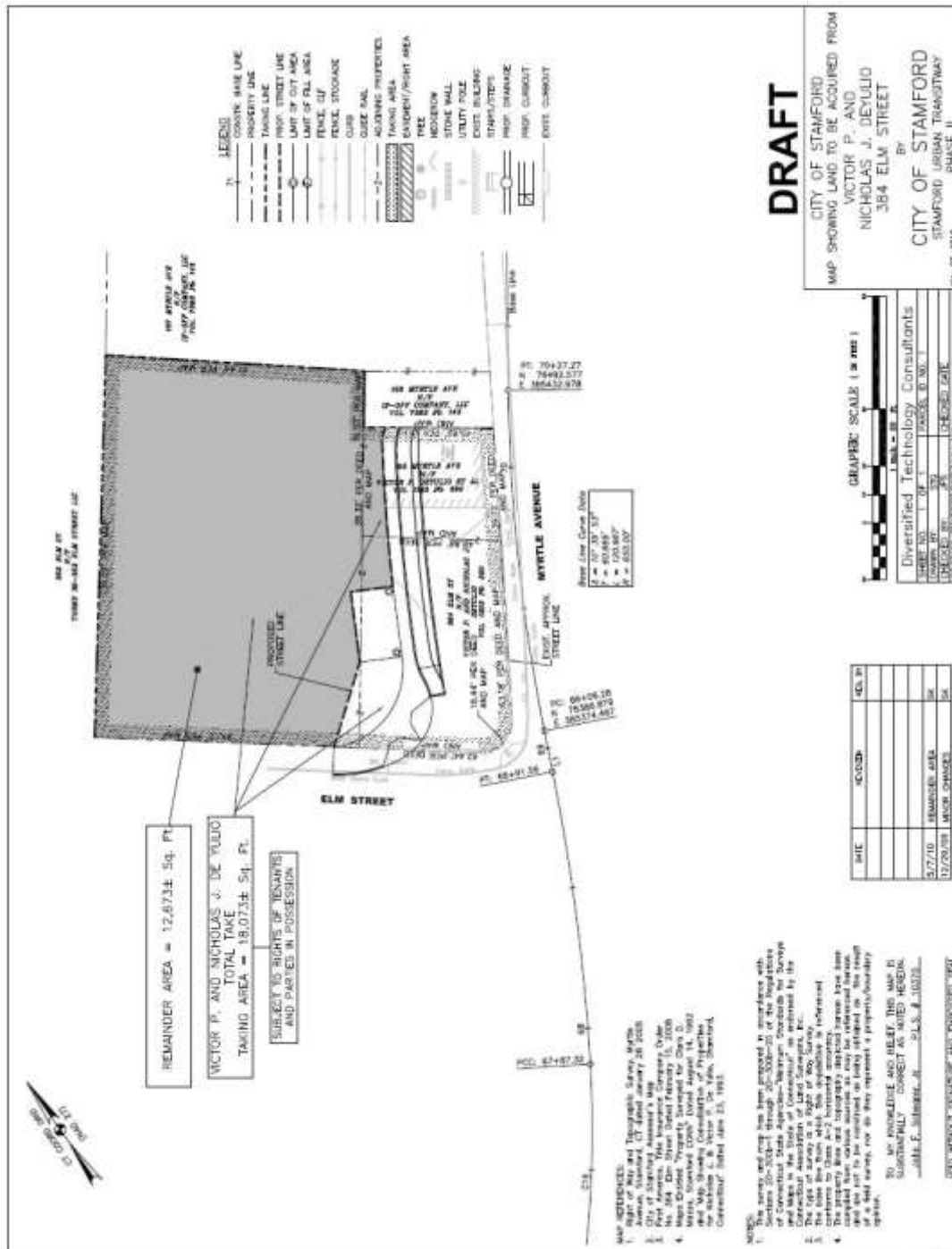


## Neighborhood Description

The subject property is located along Elm Street, just south of Interstate 95, in Stamford. Property use in the area is varied. Neighborhood retail uses line Elm Street and Cove Road. To the south of the subject are industrial properties and automotive dealerships. Industrial properties and automotive dealerships are also located to the north along Myrtle Avenue. Multifamily dwellings and larger multifamily developments are located to the north of Cove Road and the east of Myrtle Avenue. West of the subject's neighborhood is the South End neighborhood of Stamford which has undergone significant redevelopment in recent years including new mixed use and multifamily developments. To the north of Interstate 95 is East Main Street (Route 1). East Main Street is a commercial corridor. To the north and west of the subject is downtown Stamford, a regional employment hub.

Site Analysis

Subject Map



Site Map



Aerial View





**Site Description****Location Description**

Address:	384 Elm Street Stamford, Connecticut
Description:	The subject is located on the northeast side of Elm Street.
Parcel Type:	Mid-Block
Traffic Count:	21,751 along Elm Street

**Physical Description**

Gross Land Area:	0.29 acres /12,632 SF
Usable Land Area:	0.29 acres /12,632 SF
Frontage:	94.12 linear feet on Elm Street with 1 curb cut
Shape:	Irregular
Topography:	Level
Easements:	None Adverse
Utilities to Site:	All public utilities are available

Flood Map Number & Date:	Map # 09001C0517G, dated 07-08-2013
Flood Zone:	X
Flood Zone Description:	The subject lies in flood zone "X", area of minimal flooding.

Soil Conditions:	Assumed adequate to support the highest and best use
Environmental Issues:	There does not appear to be any adverse environmental conditions.

**Site Improvements**

Site Comments:	The subject property is vacant land.
----------------	--------------------------------------

**Site Rating**

Access:	Access to the subject property is good due to the proximity of Interstate 95.
Visibility:	The subject has good visibility along Elm Street.
Overall Site Rating:	Overall, the site is given a rating of average to good. The subject is located along a thoroughfare in an area of commercial and industrial development. The site has good access to Interstate 95.

## Zoning Analysis

### Zoning Map





**Zoning Summary**

Zoning Description

Zoning District: C-N, Neighborhood Business  
 Permitted Uses: Permitted uses include apartments, retail, offices, etc.

Bulk Requirements	Required	Actual
Minimum Lot Area:	5,000 SF	12,632 SF
Minimum Frontage:	50 feet	94.12 feet
Maximum Height:	2 stories, 25 feet	N/A
Maximum Floor Area Ratio:	0.30	N/A
Building Coverage:	30%	N/A
Residential Density:	2,500 SF per family	N/A

Parking Requirements	Required	Actual
Office:	3 per 1,000 SF	
Retail:	4 per 1,000 SF	N/A
Restaurant:	1 per 100 SF	
Multifamily:	Studio: 1 per MR: 0.75 per BMR	N/A
	1BR: 1.5 per MR: 1 per BMR	
	2BR: 1.75 per MR: 1 per BMR	
	3BR: 2 per MR: 1.25 per BMR	
Industrial:	1 per 3 employees	
	Whse: 1 per 2,000 SF	
Medical Office:	3 per 1,000 SF	

**Subject Approvals and Conclusion**

There are no applications on file for development of the subject property. The subject property is a legal, developable, lot.

Conclusion:

It should be noted that the a small portion of the rear of the site lies within the M-L, Light Industrial, zone.



## Real Property Taxes & Assessments

### Current Assessment

The property is subject to the taxing jurisdiction of the city of Stamford. Per state statute, municipalities within Connecticut conduct a Revaluation of all real estate on a five year cycle. Stamford underwent a Revaluation as of October 1, 2017. The most recent information pertains to the Grand List of 2020. The subject's assessment and corresponding tax burden is allocated as follows:

Current Property Tax Data	Tax Parcel No. 004/1561
Land Assessed Market Value	\$746,790
Improvements Assessed Market Value	
Total Market Value	\$746,790
Assessment Ratio	70%
Total Assessed Value	\$522,753
Mill Rate	26.9400
Total Property Taxes	\$14,083
Total Property Taxes per Acre	\$48,562
Taxes Current	Exempt

The subject's taxes are based on a total acreage of 0.42 acres; however, the subject totals only 0.29 acres.

The subject property is owned by the city of Stamford and is tax exempt. However, it should be noted that the mill rate changes for the city of Stamford have been comparable to other municipalities in Connecticut.

## Highest & Best Use Analysis

Highest and best use is defined in the Dictionary of Real Estate Appraisal (Fifth Edition) as:

*The reasonably probable and legal use of vacant land or an improved property that is physically possible, appropriately supported, financially feasible, and that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity. Alternatively, the probable use of land or improved property-specific with respect to the user and timing of the use-that is adequately supported and results in the highest present value.*

### Highest and Best Use as Vacant

#### Legally Permissible

The subject is located in the C-N zone (and a small portion of the rear of the site lies within the M-L, Light Industrial, zone), which allows for a variety of uses including apartments, retail, offices, etc. Based on our review of the zoning restrictions, the most reasonable probable legal use of the site is for any of the permitted uses, or the approved use.

#### Physically Possible

The subject site has an average to good overall rating with level topography and all public utilities are available. The subject site can support any of the legally permissible uses.

#### Financially Feasible/ Maximum Profitability

Financial feasibility is dependent on the relationship between supply and demand and the cost to create the use. In order to meet the test of financial feasibility, a use must provide a positive return on investment. The retail and apartment markets are generally stabilized; current rent levels are sufficient to support new construction. New construction is financially feasible. Development of a mixed use property is the most profitable use.

## Appraisal Methodology

There are three generally accepted approaches to value; the Cost Approach, the Income Capitalization Approach, and the Sales Comparison Approach. An approach to value is included or omitted based on its applicability to the appraisal problem and the availability of relevant market data. Once each approach to value is developed, the value indications are reconciled into a single opinion of value. The reconciliation considers the strengths and weaknesses of each approach, and their significance and applicability as it relates to the type of property being appraised. Following is a brief description of each approach to value.

### Cost Approach

In the Cost Approach, the current cost to construct a reproduction or replacement of the improvements is developed including entrepreneurial profit. Physical, functional, and economic depreciation are deducted to conclude the depreciated value contribution of the improvements. The site value is developed and added to the value contribution of the improvements to conclude the fee simple interest in the property. An adjustment may be necessary, if property rights other than the fee simple interest are appraised.

### Sales Comparison Approach

The Sales Comparison Approach is developed by comparing the subject property to recent sales of similar properties. This approach is used to value improved properties and is the preferred method to value vacant land when comparable data is available. To develop the Sales Comparison Approach, a common unit of comparison is selected, and adjustments are applied to the comparable sales to reflect differences including property rights conveyed, market conditions, and physical characteristics.

### Income Capitalization Approach

The Income Capitalization Approach converts the anticipated benefits (cash flows and reversion) into a value indication. There are two methods of applying the Income Capitalization Approach; direct capitalization, and yield capitalization (discounted cash flow analysis). Direct capitalization converts income into value by dividing one year's income by an appropriate capitalization rate. The capitalization rate implicitly considers expected changes in income and value. Yield capitalization projects the annual cash flows for the holding period and a reversion value. The resulting cash flows are discounted back to a single present value using a discount rate.

### Methodology Applicable to the Subject

The subject is being appraised on the basis of its "As Is" value utilizing the Sales Comparison Approach. The Cost Approach is not applicable to the valuation of vacant land. The Income Approach is not applicable to the valuation of vacant land.

## Sales Comparison Approach

The Sales Comparison Approach develops an opinion of value by comparing the subject to similar properties that have sold in the competitive market area. This approach is based on the principle of substitution, which states that no commodity has a value greater than a similar commodity offering similar uses, utility, and function that can be purchased within a reasonable time frame.

### Units of Comparison

Using a common unit of comparison allows the application of adjustments to comparable sales while controlling for scale or some other factor. For commercial land such as the subject, the predominant unit of comparison is sale price per acre, which is used in this analysis.

### Elements of Comparison

There are 10 major comparison categories considered in the Sales Comparison Approach. These include the following:

- Property Rights Conveyed
- Conditions of Sale
- Market Conditions
- Physical Characteristics
- Use/Zoning
- Financing
- Expenditures Made Immediately After Purchase
- Location
- Economic Characteristics
- Non-realty Components

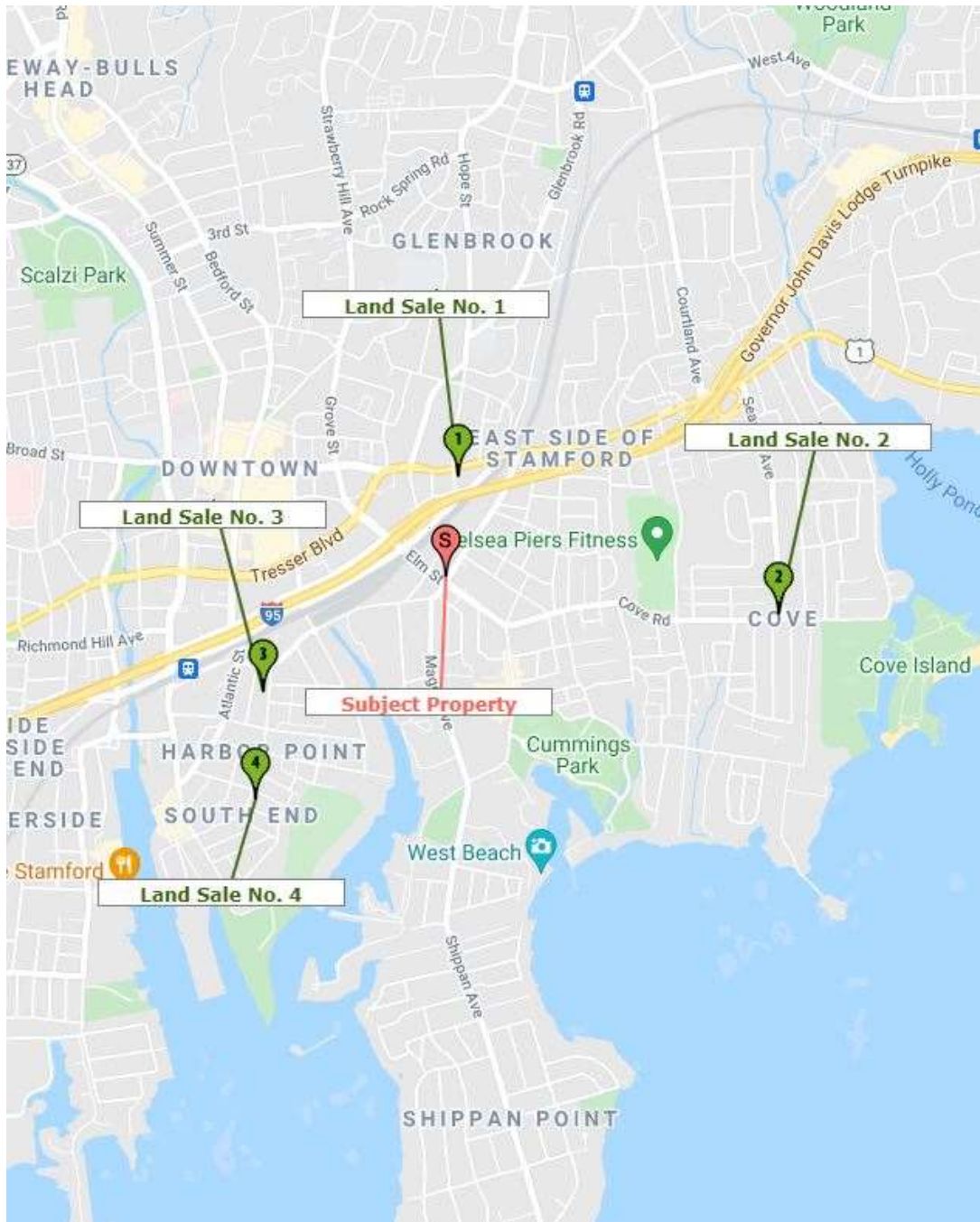
### Sale Selection Criteria

Sale Period:	1/1/2018 through the effective date of value
Location / Neighborhood:	Stamford
Physical Attributes:	Between 0.10 and 1.00 acres
Highest and Best Use:	Commercial or multifamily development

### Sale Collection Results

Of the sales reviewed, based on the above criteria, the following sales represent the best available from the market to determine the subject's market potential under this valuation approach.

Comparable Sales Map





**Land Sale No. 1**



27 Lafayette Street, etal  
 Stamford, Connecticut 06902  
 Fairfield County

Property Type: Land  
 Property Use: Multi-Family Land

**Site Data**

<b>Gross Land Acres:</b>	0.56	<b>Usable Land Acres:</b>	0.56
<b>Approved GBA:</b>	N/A	<b>Achievable Units:</b>	63
<b>Utilities:</b>	All public utilities are available		
<b>Frontage:</b>	296.00	<b>Traffic Count:</b>	17,215
<b>Zoning Code:</b>	MX-D	<b>Zoning Type:</b>	Mixed Use Development
<b>Site Comment:</b>	The property is comprised of five contiguous parcels located on the southeast corner of East Main Street and Lafayette Street, in Stamford. The shape of the combined site is irregular and access to the area is good due to the proximity of Interstate 95. There are no wetlands on the site and the property has level topography. At the time of sale, the property was improved with a retail building and multifamily dwellings totaling 9,996 square feet.		

**Sale Transaction**

<b>Sale Price:</b>	\$2,140,000	<b>Sale Price/Acre:</b>	\$3,821,429
<b>Sale Price/Unit:</b>	\$33,968	<b>Sale Price/SF GBA:</b>	N/A
<b>Date of Sale:</b>	January 23, 2019	<b>Recording Date:</b>	January 23, 2019
<b>Sale Conditions:</b>	Arm's Length	<b>Rights Conveyed:</b>	Fee Simple
<b>Days on Market</b>	1,041	<b>Confirmed With:</b>	Public Records, CoStar
<b>Grantor:</b>	Marilyn Burriesci		
<b>Grantee:</b>	819 East Main Street, LLC		
<b>Sale Financing:</b>	\$1,900,000 mortgage from The First Bank of Greenwich at 5.125% becoming adjustable to the FHLBB 5-year rate plus 265 basis points due February 2029.		
<b>Sale Remarks:</b>	According to CoStar, the property was listed on the market for 1,041 days prior to selling. The asking price at the time of sale was \$2,500,000. Prior to the sale, on September 24, 2018, the property was approved for a zone change from C-1 to MX-D and for the development of a mixed use property containing 63 apartments and ground floor retail space. There will be seven below market rate units. Subsequent to the sale, the buyer partnered with the owner of the abutting property, 831 East Main Street, to obtain approvals for a mixed use development on all of the properties totaling 85 apartments with ground floor retail space.		

Site Maps



**Land Sale No. 2**



882 Cove Road  
 Stamford, Connecticut 06902  
 Fairfield County

Property Type: Land  
 Property Use: Commercial Land

**Site Data**

<b>Gross Land Acres:</b>	0.19	<b>Usable Land Acres:</b>	0.19
<b>Approved GBA:</b>	N/A	<b>Achievable Units:</b>	N/A
<b>Utilities:</b>	All public utilities are available		
<b>Frontage:</b>	53.00	<b>Traffic Count:</b>	4,200
<b>Zoning Code:</b>	C-N	<b>Zoning Type:</b>	Neighborhood Business
<b>Site Comment:</b>	The property is located on the northwest corner of Cove Road and Seaside Avenue, in the Cove neighborhood of Stamford. Property use along Cove Road in the immediate area is a mix of multifamily and neighborhood retail. The shape of the parcel is rectangular, and access to the site is average. The site has level topography and no wetlands.		

**Sale Transaction**

<b>Sale Price:</b>	\$475,000	<b>Sale Price/Acre:</b>	\$2,500,000
<b>Sale Price/Unit:</b>	N/A	<b>Sale Price/SF GBA:</b>	N/A
<b>Date of Sale:</b>	April 5, 2018	<b>Recording Date:</b>	April 5, 2018
<b>Sale Conditions:</b>	Arm's Length	<b>Rights Conveyed:</b>	Fee Simple
<b>Days on Market</b>	N/A	<b>Confirmed With:</b>	Public Records
<b>Grantor:</b>	Pamela & James Love		
<b>Grantee:</b>	BD Cove, LLC & GD Cove, LLC		
<b>Sale Financing:</b>	No public financing.		
<b>Sale Remarks:</b>	The property was purchased by a local electrical contractor. The property was utilized as a parking lot at the time of sale.		

Site Maps





**Land Sale No. 3**



553 Pacific Street, etal.  
 Stamford, Connecticut 06902  
 Fairfield County

Property Type: Land  
 Property Use: Multi-Family Land

**Site Data**

<b>Gross Land Acres:</b>	0.42	<b>Usable Land Acres:</b>	0.42
<b>Approved GBA:</b>	N/A	<b>Achievable Units:</b>	30
<b>Utilities:</b>	All public utilities are available		
<b>Frontage:</b>	140.00	<b>Traffic Count:</b>	N/A
<b>Zoning Code:</b>	R-MF	<b>Zoning Type:</b>	Multiple Family Residence Design

**Site Comment:** The property is comprised of three contiguous parcels located on the west side of Pacific Street in the South End neighborhood of Stamford. The shape of the combined site is rectangular and access to the area is good. The site has level topography and no wetlands. At the time of sale, the property was improved with a 3,943 square foot automotive repair garage.

**Sale Transaction**

<b>Sale Price:</b>	\$1,400,000	<b>Sale Price/Acre:</b>	\$3,333,333
<b>Sale Price/Unit:</b>	\$46,667	<b>Sale Price/SF GBA:</b>	N/A
<b>Date of Sale:</b>	July 1, 2021	<b>Recording Date:</b>	July 1, 2021
<b>Sale Conditions:</b>	Arm's Length	<b>Rights Conveyed:</b>	Fee Simple
<b>Days on Market</b>	289	<b>Confirmed With:</b>	Public Records, CoStar
<b>Grantor:</b>	Thomas DeMott, Jr. & Salvatore DeMott		
<b>Grantee:</b>	553 Pacific Street Stamford, LLC		
<b>Sale Financing:</b>	No public financing.		
<b>Sale Remarks:</b>	The property was listed on the market for 289 days prior to selling. The asking price at the time of sale was \$1,550,000. According to CoStar, the buyer plans to develop the site with a 30-unit apartment building. The buyer is a local real estate developer. There were no approvals in place at the time of sale.		



Site Maps





**Land Sale No. 4**



Pacific Street  
 Stamford, Connecticut 06902  
 Fairfield County

Property Type: Land  
 Property Use: Commercial Land

**Site Data**

<b>Gross Land Acres:</b>	0.76	<b>Usable Land Acres:</b>	0.76
<b>Approved GBA:</b>	N/A	<b>Achievable Units:</b>	N/A
<b>Utilities:</b>	All public utilities are available		
<b>Frontage:</b>	529.97	<b>Traffic Count:</b>	4,100
<b>Zoning Code:</b>	SRD-S	<b>Zoning Type:</b>	South End Redevelopment District South

**Site Comment:** The property is located on the southern corner of Pacific Street and East Walnut Street and the eastern corner of Pacific Street and Remington Street. The parcel is situated in a transitional neighborhood, bordered on the west by significant new multifamily and mixed use development. The site is rectangular in shape and the topography is level. There are no wetlands.

**Sale Transaction**

<b>Sale Price:</b>	\$2,000,000	<b>Sale Price/Acre:</b>	\$2,631,579
<b>Sale Price/Unit:</b>	N/A	<b>Sale Price/SF GBA:</b>	N/A
<b>Date of Sale:</b>	December 22, 2020	<b>Recording Date:</b>	December 22, 2020
<b>Sale Conditions:</b>	Arm's Length	<b>Rights Conveyed:</b>	Fee Simple
<b>Days on Market</b>	N/A	<b>Confirmed With:</b>	Public Records
<b>Grantor:</b>	Walter Wheeler Drive SPE, LLC		
<b>Grantee:</b>	Waterside School, Inc.		
<b>Sale Financing:</b>	No public financing.		
<b>Sale Remarks:</b>	The property does not appear to have been listed on the market prior to selling. The buyer is the Waterside School, which is located across Remington Street from the sale property. The property sold with a land use restriction imposed by the seller which prohibited any multifamily use (not including dormitory or faculty housing) for a 20-year term.		

Site Maps



## Sales Adjustment Grid

	Subject	Sale # 1	Sale # 2	Sale # 3	Sale # 4
CompID	11071	11074	7113	11075	10055
Address	384 Elm Street	27 Lafayette Street, etal	882 Cove Road	553 Pacific Street, etal.	Pacific Street
City	Stamford	Stamford	Stamford	Stamford	Stamford
Date of Sale	N/A	1/23/2019	4/5/2018	7/1/2021	12/22/2020
Sale Price	N/A	\$2,140,000	\$475,000	\$1,400,000	\$2,000,000
Land Acres	0.29	0.56	0.19	0.42	0.76
Zone	C-N	MX-D	C-N	R-MF	SRD-S
<b>Price/Acre</b>	<b>N/A</b>	<b>\$3,821,429</b>	<b>\$2,500,000</b>	<b>\$3,333,333</b>	<b>\$2,631,579</b>
Property Rights Conveyed		Fee Simple	Fee Simple	Fee Simple	Deed Restriction
Adjustment		0.0%	0.0%	0.0%	15.0%
Financing Terms		Typical	Cash to Seller	Cash to Seller	Cash to Seller
Adjustment		0.0%	0.0%	0.0%	0.0%
Conditions of Sale		Arm's Length	Arm's Length	Arm's Length	Arm's Length
Adjustment		0.0%	0.0%	0.0%	0.0%
Expenditures Immediately After Purchase					
Adjustment		2.5%	0.0%	2.5%	0.0%
Time/Market Conditions (months elapsed)		33.2	42.8	3.9	10.2
Market Conditions Adjustment		8.3%	10.7%	1.0%	2.6%
<b>Subtotal Price/Acre</b>		<b>\$4,242,126</b>	<b>\$2,767,739</b>	<b>\$3,450,365</b>	<b>\$3,103,673</b>
Location		0.0%	20.0%	-15.0%	-5.0%
Physical Characteristics - Shape		0.0%	0.0%	0.0%	0.0%
Physical Characteristics - Topography		0.0%	0.0%	0.0%	0.0%
Zoning		-35.0%	0.0%	0.0%	-15.0%
Parcel Size		5.0%	-5.0%	0.0%	5.0%
<b>Net Percent Adjustment</b>		<b>-30.0%</b>	<b>15.0%</b>	<b>-15.0%</b>	<b>-15.0%</b>
<b>Adjusted Price/Acre</b>		<b>\$2,969,488</b>	<b>\$3,182,900</b>	<b>\$2,932,810</b>	<b>\$2,638,122</b>

## Discussion and Analysis

### Property Rights Conveyed

The fee simple interest of the subject is appraised. Sales #1 through #3 transferred as fee simple estates. No adjustments for property rights conveyed are indicated. Sale #4 was purchased by an adjacent property owner. The seller placed a deed restriction that the site could not be used for multifamily development for 20 years. Overall, the sale requires a positive adjustment.

### Financing Terms

The sale price of a property can be impacted by non-market financing terms. Favorable financing terms, such as below market interest rates or above market loan to value ratios can result in higher sale prices. Conversely, interest rates at above-market levels can result in lower sales prices. The sales transferred in all cash transactions or with market financing. No adjustment for financing terms is indicated.

### Conditions of Sale

Adjustments for conditions of sale reflect atypical motivations of the buyer and/or seller. The sales sold with no evidence of non-market conditions of sale; no adjustments are indicated.

### Expenditures Immediately after Purchase

Expenditures after purchase can impact sale price; a knowledgeable buyer will factor in these expenditures during the negotiation process. Such expenditures may include the building demolition, tenant fit-up costs, leasing costs, or environmental remediation costs. If the sale requires expenditures upon purchase, the sale is adjusted upward to compensate. Sales #2 and #4 did not have any extraordinary expenditure needed immediately after purchase. No adjustments for expenditures after purchase are indicated. Sales #1 and #3 required demolition of existing improvements and are adjusted upwards.

### Market Conditions

All of the sales occurred after 4/5/2018. Market conditions within the Stamford commercial and multifamily markets have generally improved since then. The sales are adjusted upwards at an annual rate of 3%.

### Location

The subject has good access. Sale #1 has a similar location to the subject, just north, along East Main Street. The sale requires no adjustment. Sale #2 has a neighborhood retail location with less exposure and requires a positive adjustment. Sales #3 and #4 are located in the South End neighborhood of Stamford and require negative adjustments for their superior locations.

### Physical Characteristics – Shape

Typically, rectangular shaped parcels of commercial land sell for more on a per acre basis compared to sales of commercial land which are irregular in shape due to greater flexibility in site configuration. Each of the sales has a similar location to the subject and requires no adjustment.

**Physical Characteristics – Topography**

Typically, commercial land which is level with no wetlands sells for more on a per acre basis compared to sales of commercial land which has sloping topography and wetlands due to greater flexibility in site configuration and ease of development. Each of the sales has similar topography to the subject and requires no adjustment.

**Zoning**

The zone a property is in may have a positive or negative impact on value. Typically, zones which are less restrictive have a positive impact on value whereas zones which are more prohibitive have a negative impact on value. The subject is located in C-N zone. Sale #2 is also located in the C-N zone. No adjustment is necessary. Sale #3 is located within the R-MF zone. Overall, the zone is considered similar to the C-N; no adjustment is indicated.

Sale #1 is located within the MX-D zone. The zone permits greater development density than the C-N zone. Additionally, the property sold with approvals in place for a large multifamily development. The sale is adjusted downwards. Sale #4 is located within the SRD-S zone. The zone permits greater development density than the C-N zone. The sale is adjusted downwards.

**Parcel Size**

There is typically an inverse relationship between parcel size and sale price per acre for commercial land due to economies of scale and a smaller pool of purchasers for larger properties. Sale #3 is similar in size and requires no adjustment. Sale #2 is smaller and is adjusted downwards. Sales #1 and #4 are larger and are adjusted upwards.

**Conclusion**

The subject property is compared to sales of comparable land in Stamford. All sales are given equal weight.

Price/Acre		Indicated Subject Value	
Maximum	\$ 3,182,900	Concluded Value Per Acre	\$ 2,930,000
Average	\$ 2,930,830	Acres	0.29
Minimum	\$ 2,638,122	Indicated Value	\$ 849,700
		<b>Rounded</b>	<b>\$ 850,000</b>

## Reconciliation of Value

The value indications from the approaches to value are summarized as follows:

Summary of Value Conclusions	
As Is on October 29, 2021	
Sales Comparison Approach	\$850,000
Cost Approach	N/A
Income Approach	N/A
Reconciled Value	\$850,000

The Sales Comparison Approach is based upon an analysis of actual sales of other similar properties. Comparable sales represent the actions of typical buyers and sellers in the marketplace. When there are an adequate number of sales of truly similar properties with sufficient information for comparison, a range of value for the subject property can be developed. Strengths in the approach include the availability of recent sales in the subject market. Overall, the Sales Approach provides a good indication of value.

Based on the foregoing, the "As Is" market value of the subject is concluded as follows:

Value Type	Value Premise	Value Perspective	Interest Appraised	Effective Date	Market Time	Exposure Time	Indicated Value
Market Value	As Is	Current	Fee Simple	10/29/2021	9-12 months	9-12 months	\$850,000



## Assumption & Limiting Conditions

We suggest that anyone using this appraisal read the following limiting conditions and assumptions thoroughly. The acceptance and/or use of the appraisal report constitutes acceptance of the following conditions.

In rendering my opinions, we have made certain assumptions and our opinions are conditioned upon and are subject to certain qualifications including, but not limited to, the following:

### Information Used

No responsibility is assumed for accuracy of information furnished by others or from others, including the client, its officers and employees, or public records. I am not liable for such information or for the work of contractors, subcontractors and engineers. The comparable data relied upon in this appraisal has been confirmed with one or more parties familiar with the transaction unless otherwise noted; all are considered appropriate for inclusion to the best of my factual judgment and knowledge.

Certain information upon which the opinions and values are based may have been gathered by research staff working with the appraiser. Names, professional qualifications and extent of their participation can be furnished to the client upon request.

### Legal, Engineering, Financial, Structural or Mechanical Nature, Hidden Components, Soil

No responsibility is assumed for matters legal in character or nature, nor matters of survey, nor of any architectural, structural, mechanical or engineering nature. No opinion is rendered as to the legal nature or condition of the title to the property, which is presumed to be good and marketable. The property is appraised assuming it is free and clear of all mortgages, liens or encumbrances, unless otherwise stated in particular parts of this report.

The legal description is presumed to be correct, but I have not confirmed it by survey or otherwise. I assume no responsibility for the survey, any encroachments or overlapping or other discrepancies that might be revealed thereby.

We have inspected, as far as possible by observation, the land and improvements thereon; however, it was not possible to personally observe conditions beneath the soil or hidden structural or other components, or any mechanical components within the improvement; as a result, no representation is made herein as to such matters unless otherwise specifically stated. The estimated market value assumes that no such conditions exist that would cause a loss of value. I do not warrant against the occurrence of problems arising from any of these conditions.

It is assumed that there are no hidden or unapparent conditions to the property, soil, subsoil or structures, which would render them more or less valuable. No responsibility is assumed for any such conditions or for any expense or engineering to discover them. All mechanical components are assumed to be in operating condition standard for the properties of the subject's type. The condition of the heating, cooling, ventilation, electric and plumbing equipment is considered to be commensurate with the condition of the balance of the improvements, unless otherwise stated. No judgment is made as to the adequacy of insulation, engineering or energy efficiency of the improvements or equipment.

Information relating to the location or existence of public utilities has been obtained through verbal inquiry to the appropriate utility authority, or has been ascertained from visual evidence. No warranty has been made regarding the exact location or capacities of public utility systems. Subsurface oil, gas or mineral rights were not considered in this report unless otherwise stated.

#### Legality of Use

The appraisal is based on the premise that there is or will be full compliance with all applicable Federal, State and local environmental regulations and laws, unless otherwise stated in the report; and that all appropriate zoning, building and use regulations and restrictions of all types have been or will be complied with, unless otherwise stated in the report. It is assumed that all require licenses, consent, permits or other legislative or administrative authority, whether local, State, Federal and/or private, have been or can be obtained or renewed for the use intended and considered in the value estimate.

#### Component Values

The distribution of the total valuation of this report between land and improvements applies only under the proposed program of utilization. The separate valuations of land and buildings must not be used in conjunction with any other appraisal, and are invalid if so used.

A report related to an estate that is less than the whole fee simple estate applies only to the fractional interest involved. The value of this fractional interest, plus the value of all other fractional interests, may or may not equal the value of the entire fee simple estate considered as a whole.

A report relating to the geographic portion of a larger property applies only to such geographic portion and should not be considered as applying with equal validity to other portions of the larger property or tract. The value for such geographic portions, plus the value of all other geographic portions, may or may not equal the value of the entire property or tract considered as a single entity.

All valuations in the report are applicable only under the estimated program of the highest and best use and are not necessarily appropriate under other programs of use.

**Auxiliary and Related Studies**

No environmental or impact studies, special market study or analysis, highest and best use analysis study or feasibility study has been requested or made by us unless otherwise specified in this report or in my agreement for services. I reserve the unlimited right to alter, amend, revise or rescind any of these statements, findings, opinions, values, estimates or conclusions upon any subsequent study or analysis or previous study or analysis that subsequently becomes available to us.

**Dollar Values, Purchasing Power**

The value estimates and the costs used herein are as of the date of the estimate of value. All dollar amounts are based on the purchasing power and price of the United States dollar as of the date of value estimate.

**Inclusions**

Furnishings and equipment or business operations, except as otherwise specifically indicated, have been disregarded, with only the real estate being considered.

**Proposed Improvements Conditioned Value**

For the purpose of this appraisal, on- or off-site improvements proposed, if any, as well as any repairs required, are considered to be completed in a good and workmanlike manner according to information submitted and/or considered by us. In cases of proposed construction, the report is subject to change upon inspection of the property after construction is complete. The estimate of value, as proposed, is as of the date shown, as if completed and operating at levels shown and projected.

**Value Change, Dynamic Market Influences**

The estimated value is subject to change with market changes over time. Value is highly related to interest rates, exposure, time, promotional effort, supply and demand, terms of sale, motivation and conditions surrounding the offering. The value estimate considers the productivity and relative attractiveness of the property both physically and economically in the marketplace.

The estimate of value in this report is not based in whole or in part upon race, color or national origin of the present owners or occupants of the properties in the vicinity of the property appraised.

In the event this appraisal includes the capitalization of income, the estimate of value is a reflection of such benefits and my interpretation of income and yields and other factors which were derived from general and specific market information. Such estimates are made as of the date of the estimate of value. As a result, they are subject to change, as the market is dynamic and may naturally change over time. The date upon which the value estimate applies is only as of the date of valuation, as stated in the letter of transmittal. The appraisal assumes no responsibility for economic or physical factors occurring at some later date which may affect the opinion stated herein.

An appraisal is the product of a professionally trained person, but nevertheless is an opinion only, and not a provable fact. As a personal opinion, a valuation may vary between appraisers based upon the same facts. Thus, the appraiser warrants only that the value conclusions are his best estimate as of the date of valuation. There are no guaranties, either written or implied, that the property would sell for the expressed estimate of value.

### **Sales History**

Unless otherwise stated, the appraiser has not reviewed an abstract of title relating to the subject property. No title search has been made, and the reader should consult an attorney or title company for information and data relative to the property ownership and legal description. It is assumed that the subject title is marketable, but the title should be reviewed by legal counsel. Any information given by the appraiser as to a sales history is information that the appraiser has researched; to the best of my knowledge, this information is accurate, but not warranted.

### **Management of the Property**

It is assumed that the property which is the subject of this report will be under prudent and competent ownership and management over the entire life of the property. If prudent and competent management and ownership are not provided, this would have an adverse effect upon the value of the property appraised.

### **Confidentiality**

We are not entitled to divulge the material (evaluation or valuation) content of this report and analytical findings or conclusions, or give a copy of this report to anyone other than the client or his designee, as specified in writing, except as may be required by the Appraisal Institute, as they may request in confidence for ethic enforcement, or by a court of law with the power of subpoena.

All conclusions and opinions concerning the analyses as set forth herein are prepared by the appraisers whose signatures appear. No change of any item in the report shall be made by anyone other than the appraiser, and the firm shall have no responsibility if any such unauthorized change is made.

Whenever our opinion herein with respect to the existence or absence of fact is qualified by the phrase or phrases "to the best of our knowledge", "it appears" or "indicated", it is intended to indicate that, during the course of our review and investigation of the property, no information has come to our attention which would give us actual knowledge of the existence or absence of such facts.

The client shall notify the appraiser of any error, omission or invalid data herein within 10 days of receipt and return of the report, along with all copies, to the appraiser for corrections prior to any use whatsoever. Neither our name nor this report may be used in connection with any financing plans which would be classified as a public offering under State or Federal Security Laws.

#### **Copies, Publication, Distribution, Use of Report**

Possession of this report, or any copy thereof, does not carry with it the right of publication, nor may it be used for other than its intended use. The physical report remains the property of the firm for the use of the client, with the fee being for the analytical services only. This report may not be used for any purpose by any person or corporation other than the client or the party to whom the report is addressed. Additional copies may not be made without the written consent of an officer of the firm, and then only in its entirety.

Neither all nor any part of the contents of this report shall be conveyed to the public through advertising, public relations effort, news, sales or other media without my prior written consent and approval of the client.

It has been assumed that the client or representative thereof, if soliciting funds for his project, has furnished to the user of this report complete plans, specifications, surveys and photographs of land and improvements, along with all other information which might be deemed necessary to correctly analyze and appraise the subject property.

#### **Trade Secrets**

This appraisal was obtained from Kerin & Fazio, LLC or related companies and/or its individuals and consists of "trade secrets and commercial or financial information" which is privileged and confidential. Notify the appraisers signing the report or an officer of Kerin & Fazio, LLC of any request to reproduce this report in whole or in part.

#### **Testimony, Consultation, Completion of Contract for Appraisal Services**

A contract for appraisal, consultation or analytical services is fulfilled and the total fee payable upon completion of the report. The appraisers or those assisting in the preparation of the report will not be asked or required to give testimony in court or hearing because of having made the appraisal in full or in part, nor will they be asked or required

to engage in post appraisal consultation with client or third parties except under separate and special arrangement and at an additional fee.

Any subsequent copies of this appraisal report will be furnished on a cost plus expenses basis, to be negotiated at the time of request.

**Client's Duty to Indemnify Appraiser**

Client agrees to defend, indemnify and hold harmless Appraiser from any damages, losses or expenses, including attorneys' fees and litigation expenses at trial or on appeal, arising from allegations asserted against Appraiser by any third party that if proven to be true would constitute a breach by Client of any of Client's obligations, representations or warranties made in this Agreement, or any violation by Client of any federal, state or local law, ordinance or regulation, or common law (a "Claim"). In the event of a Claim, Appraiser shall promptly notify Client of such Claim, and shall cooperate with Client in the defense or settlement of any Claim. Client shall have the right to select legal counsel to defend any Claim, provided that Appraiser shall have the right to engage independent counsel at Appraiser's expense to monitor the defense or settlement of any Claim. Client shall have the right to settle any Claim, provided that Appraiser shall have the right to approve any settlement that results in any modification of Appraiser's rights under this Agreement, which approval will not be unreasonably withheld, delayed or conditioned.



## Definitions and Other Terms

### Assessed value

Assessed value applies in ad valorem taxation and refers to the value of a property according to the tax rolls. Assessed value may not conform to market value, but it is usually calculated in relation to a market value base. <sup>i</sup>

### Cash equivalency

The procedure in which the sale of prices of comparable properties sold with atypical financing are adjusted to reflect typical market terms.

### Contract, coupon, face, or nominal rent

The nominal rent payment specified in the lease contract. It does not reflect any offsets for free rent, unusual tenant improvement conditions, or other factors that may modify the effective rent payment.

### Coupon rent

See Contract, Coupon, Face or Nominal Rent

### Effective rent

1) The rental rate net of financial concessions such as periods of no rent during a lease term; may be calculated on a discounted basis, reflecting the time value of money, or on a simple, straight-line basis. <sup>ii</sup> 2) The economic rent paid by the lessee when normalized to account for financial concessions, such as escalation clauses, and other factors. Contract, or normal, rents must be converted to effective rents to form a consistent basis of comparison between comparables.

### Excess land

In regard to an improved sit, the land not needed to serve or support the existing improvement. In regard to a vacant site or a site considered as though vacant, the land not needed to accommodate the site's primary highest and best use.

Such land may be separated from the larger site and have its own highest and best use, or it may allow for future expansion of the existing or anticipated improvement.

See also surplus land <sup>ii</sup>

### Face rent

See Contract, Coupon, Face or Nominal Rent

### Fee simple estate

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. <sup>ii</sup>

### Floor area ratio (FAR)

The relationship between the above-ground floor area of a building, as described by the building code, and the area of the plot on which it stands; in planning and zoning, often expressed as a decimal, e.g., a ratio of 2.0 indicates that permissible floor area of a building is twice the total land area; also called building-to-land ratio. <sup>‡</sup>

### Full service lease

A lease in which rent covers all operating expenses. Typically, full service leases are combined with an expense stop, the expense level covered by the contract lease payment. Increases in expenses above the expense stop level are passed through to the tenant and are known as expense pass-throughs.

### Going concern value

Going concern value is the value of a proven property operation. It includes the incremental value associated with the business concern, which is distinct from the value of the real estate only. Going concern value includes an intangible enhancement of the value of an operating business enterprise which is produced by the assemblage of the land,

building, labor, equipment, and marketing operation. This process creates an economically viable business that is expected to continue. Going concern value refers to the total value of a property, including both real property and intangible personal property attributed to the business value. i

**Gross building area (GBA)**

The sum of all areas at each floor as measured to the exterior walls.

**Insurable value**

Insurable Value, is based on the replacement and/or reproduction cost of physical items that are subject to loss from hazards. Insurable value is that portion of the value of an asset or asset group that is acknowledged or recognized under the provisions of an applicable loss insurance policy. This value is often controlled by state law and varies from state to state. i

**Investment value**

Investment value is the value of an investment to a particular investor based on his or her investment requirements. In contrast to market value, investment value is value to an individual, not value in the marketplace. Investment value reflects the subjective relationship between a particular investor and a given investment. When measured in dollars, investment value is the price an investor would pay for an investment in light of its perceived capacity to satisfy his or her desires, needs, or investment goals. To estimate investment value, specific investment criteria must be known. Criteria to evaluate a real estate investment are not necessarily set down by the individual investor; they may be established by an expert on real estate and its value, that is, and appraiser. i

**Leased fee**

See leased fee interest

**Leased fee interest**

An ownership interest held by a landlord with the rights of use and occupancy conveyed by lease to others. The rights of the lessor (the leased fee owner) and the lessee are specified by contract terms contained within the lease. ii

**Leasehold**

See leasehold interest

**Leasehold interest**

The interest held by the lessee (the tenant or renter) through a lease transferring the rights of use and occupancy for a stated term under certain conditions. ii

**Load factor**

The amount added to usable area to calculate the rentable area. It is also referred to as a "rentable add-on factor" which, according to BOMA, "is computed by dividing the difference between the usable square footage and rentable square footage by the amount of the usable area. Convert the figure into a percentage by multiplying by 100.

**Market rent**

The most probable rent that a property should bring in a competitive and open market reflecting all conditions and restrictions of the specified lease agreement including term, rental adjustment and revaluation, permitted uses, use restrictions, and expense obligations. ii

**Market value**

Market value is one of the central concepts of the appraisal practice. Market value is differentiated from other types of value in that it is created by the collective patterns of the market. Market value means the most probable price which

a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions where by: 1) A reasonable time is allowed for exposure in the open market; 2) Both parties are well informed or well advised, and acting in what they consider their own best interests; 3) buyer and seller are typically motivated; 4) Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and 5) The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale. <sup>iii</sup>

#### **Marketing period**

The time it takes an interest in real property to sell on the market subsequent to the date of an appraisal. <sup>ii</sup>

#### **Net lease**

Lease in which all or some of the operating expenses are paid directly by the tenant. The landlord never takes possession of the expense payment. In a *Triple Net Lease* all operating expenses are the responsibility of the tenant, including property taxes, insurance, interior maintenance, and other miscellaneous expenses. However, management fees and exterior maintenance are often the responsibility of the lessor in a triple net lease. A Modified net lease is one in which some expenses are paid separately by the tenant and some are included in the rent.

#### **Net rentable area (NRA)**

1) The area on which rent is computed. 2) The Rentable Area of a floor shall be computed by measuring to the inside finished surface of the dominant portion of the permanent

outer building walls, excluding any major vertical penetrations of the floor. No deductions shall be made for columns and projections necessary to the building. Include space such as mechanical room, janitorial room, restrooms, and lobby of the floor.<sup>iv</sup>

#### **Nominal rent**

See Contract, Coupon, Face, or Nominal Rent

#### **Occupancy rate**

The relationship or ratio between the income received from the rented units in a property and the income that would be received if all the units were occupied. <sup>ii</sup>

#### **Prospective future value “upon completion of construction”**

Prospective future value “upon completion of construction” is the prospective value of a property on the future date that construction is completed, based upon market conditions forecast to exist, as of that completion date. The value estimate at this stage is stated in current dollars unless otherwise indicated.

#### **Prospective future value “upon reaching stabilized occupancy”**

Prospective future value “upon reaching stabilized occupancy” is the prospective value of a property at a future point in time when all improvements have been physically constructed and the property has been leased to its optimum level of long-term occupancy. The value estimate at this stage is stated in current dollars unless otherwise indicated.

#### **Reasonable 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; a retrospective estimated based upon an analysis of past events assuming a competitive and open market. <sup>v</sup>

### Rent

See

full service lease

net lease

market rent

contract, coupon, face, or nominal rent

effective rent

### Shell space

Space which has not had any interior finishing installed, including even basic improvements such as ceilings and interior walls, as well as partitions, floor coverings, wall coverings, etc..

### Surplus land

Land not necessary to support the highest and best use of the existing improvement but, because of physical limitations, building placement, or neighborhood norms, cannot be sold off separately. Such land may or may not contribute positively to value and may or may not accommodate future expansion of an existing or anticipated improvement. *See also excess land.*<sup>ii</sup>

### Usable area

1) The area actually used by individual tenants. 2) The Usable Area of an office building is computed by measuring to the finished surface of the office side of corridor and other permanent walls, to the center of partitions that separate the office from adjoining usable area, and to the inside finished surface of the dominant portion of the permanent outer building walls. Excludes areas such as mechanical rooms, janitorial room, restrooms, lobby, and any major vertical penetrations of a multi-tenant floor.<sup>iv</sup>

### Use value

Use value is a concept based on the productivity of an economic good. Use value is the value a specific property has for a specific use. Use value focuses on the value the real estate contributes to the enterprise of which it is a part, without regard to the property's highest and best use of the monetary amount that might be realized upon its sale. <sup>i</sup>

### Value appraised

During the real estate development process, a property typically progresses from a state of unimproved land to construction of improvements to stabilized occupancy. In general, the market value associated with the property increases during these stages of development. After reaching stabilized occupancy, ongoing forces affect the property during its life, including a physical wear and tear, changing market conditions, etc. These factors continually influence the property's market value at any given point in time.

### See also

market value "as is" on the appraisal date

market value "as if compete" on the appraisal date

prospective future value "upon completion of construction"

prospective future value "upon reaching stabilized occupancy"

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<sup>i</sup> The Appraisal of Real Estate, Twelfth Edition, Appraisal Institute, 2001.

<sup>ii</sup> The Dictionary of Real Estate Appraisal, Fourth Edition, 2002.

<sup>iii</sup> The Office of the Comptroller of the Currency, 12 CFR Part 34, Subpart C, §34.42 (f), August 24, 1990. This definition is compatible with the definition of market value contained in *The Dictionary of Real Estate Appraisal*, Third Edition, and the Uniform Standards of Professional Appraisal Practice adopted by the Appraisal Standards Board of The Appraisal Foundation, 1992 edition. This definition is also compatible with the OTS, RTC, FDIC, NCUA, and the Board of Governors of the Federal Reserve System definition of market value.

<sup>iv</sup> 2000 BOMA Experience Exchange Report, Income/Expense Analysis for Office Buildings (Building Owners and Managers Association, 2000)

<sup>v</sup> *Statement on Appraisal Standard No. 6*, Appraisal Standards Board of The Appraisal Foundation, September 19, 1992.

## Addenda



Assessor's Field Card

PROPERTY INFORMATION			MIP ID: 004/156117			Bldg # 1			Cart# 1 of 1			Sheet Use 901V					
354 ELM STREET			Account # 004-1561			Bldg # 1			Cart# 1 of 1			4/15/2021 3:30:49P					
<p><b>CITY OF STAMFORD</b>                  880 WASHINGTON BOULEVARD                  STAMFORD CT 06904</p>																	
<p><b>RECORD OF OWNERSHIP</b></p> <p>GIS ID: N 014 2750</p>			<p><b>BC POLYPAGE</b></p> <p>10280 0183 11-25-2011 U V 1,145,000 11</p> <p>1229 0339 04-13-1971 U V 0 25</p>			<p><b>SALE PRICE</b></p> <p>VAC</p>			<p><b>LOCATION</b></p> <p>E X VC R L</p>			<p><b>CURRENT ASSESSMENT</b></p> <p>6135</p>			<p><b>VISION</b></p>		
<p><b>UTILITIES</b></p> <p>3 PUBLIC Sewer 4 Proposed</p> <p>1 GAS Public 1 Proposed</p> <p>4 Water</p>			<p><b>START / ROAD</b></p> <p>1 Proposed</p>			<p><b>TOPO</b></p> <p>125 101A</p> <p>12474</p> <p>7420</p> <p>211</p> <p>1005</p> <p>Sewer Acct</p>			<p><b>APPROXIMATED VALUE</b></p> <p>746,790</p>			<p><b>ASSESSOR'S HISTORY</b></p> <p>51 522,750 2020 51 522,750 2019 51 522,750</p>			<p><b>PREVIOUS ASSESSMENTS HISTORY</b></p> <p>522,750</p>		
<p><b>EXEMPTIONS</b></p> <p>2012 BAAX Municipal</p>			<p><b>OTHER ASSESSMENTS</b></p> <p>Amount: 522,750.00</p>			<p><b>ASSESSING INFORMATION</b></p> <p>Amount: 522,750.00</p>			<p><b>APPRAISED VALUE SUMMARY</b></p> <p>Appraised Bldg Value (Card) 0</p> <p>Appraised XT (B) Value (Bldg) 0</p> <p>Appraised Ch (B) Value (Bldg) 0</p> <p>Appraised Land Value (Bldg) 746,790</p> <p>Special Land Value 0</p> <p>Total Appraised Parcel Value 746,790</p> <p>Valuation Method C</p>			<p><b>VISIT / CHANGE HISTORY</b></p> <p>746,790</p>					
<p><b>BUILDING PERMIT RECORD</b></p> <p>Permit ID: B-14-345 03-19-2014 DE Demolish</p> <p>76857 08-04-1995 OB</p>			<p><b>LAND LINE VALUATION SECTION</b></p> <p>Land Units: 18,201 SF</p> <p>Land Price: 37.3</p> <p>Size Adj: 1,50000</p> <p>Site Index: C</p>			<p><b>NOTES</b></p> <p>RECEIVED (AE VICANT LOT</p> <p>1/111 CITY TOOK OWNER SHIP OF BLDG</p> <p>PER TENANT</p> <p>DEYULIN SAUSAGE = BAS</p>			<p><b>VALUATION ADJUSTMENTS</b></p> <p>Location/Adjustment: 41.03</p> <p>Adj Use: 41.03</p> <p>Land Value: 746,790</p>			<p><b>VALUATION ADJUSTMENTS</b></p> <p>Location/Adjustment: 41.03</p> <p>Adj Use: 41.03</p> <p>Land Value: 746,790</p>					



Property Location: 384 ELM STREET Vision ID: 19077		Account # 004-1951		Map ID 004119611 /		Blkg # 1		Blkg Name Sec # 1 of 1		Card # 1 of 1		State Use 901V 4/15/2021 3:30:59 PM	
<b>CONSTRUCTION DETAIL</b>													
Element	Ud	Description	Element	Ud	Description								
00		Vacant Land											
00		Vacant											
<b>CONDO DATA</b>													
Parcel ID		Code	Description	Orn									
Adjust Type		Code	Description	Factors									
Condo Flr													
Condo Unit													
<b>COST / MARKET VALUATION</b>													
Building Value New					0								
Year Built					0								
Effective Year Built													
Depreciation Code													
Renovated Rating					0								
Year Renovated					0								
Depreciation %					0								
Functional Obad					0								
External Obad					0								
Trend Factor					1								
Condition					100								
Condition %					70								
Percent Good					0								
RCNLD													
Dep % Our													
Dep Our Comment													
Misc Imp Our													
Misc Imp Our Comment													
Cost to Cure Our													
Cost to Cure Our Comment													
<b>DB - OUTBUILDING &amp; YARD ITEMS (U7 AP - BUILDING EXTRA FEATURES)</b>													
Code	Description	Ud	Ud	Ud	Ud	Ud	Ud	Ud	Ud	Ud	Ud	Ud	Ud
Ud	Ud	Ud	Ud	Ud	Ud	Ud	Ud	Ud	Ud	Ud	Ud	Ud	Ud
<b>BUILDING SUB-AREA SUMMARY SECTION</b>													
Code	Description	Living Area	Floor Area	EF Area	Unit Cost	Undep Rec Value							
<b>TR Gross Livr/ Lease Area</b>													
		0	0	0	0	0							

FEMA Flood Map





## Vincent O'Brien - Outline of Qualifications, Education, and Experience

### Biographical Data

Vincent has experience in the commercial appraisal field. A graduate of the University of Connecticut, Vincent holds a Bachelor's degree in Business Management with a concentration in Entrepreneurship. He has earned his Certified General Real Estate Appraiser license.

### Professional Affiliations

General Real Estate Appraiser, State of Connecticut #RCG.1476

### Education and Training

Graduate, University of Connecticut, Storrs, CT – Earned BS in Business Management, Entrepreneurship  
Completed courses and seminars offered by the University of Connecticut and the Appraisal Institute, including the following:

- Basic Appraisal Principles
- General Appraiser Income Approach I
- General Appraiser Sales Approach
- Appraisal Law
- Real Estate Investments
- Site Valuation & Cost Approach
- Advanced Income Capitalization Approach
- Advanced Market Analysis and Highest & Best Use
- Uniform Standards for Federal Land Acquisitions: Practical Applications
- Basic Appraisal Procedures
- General Appraiser Income Approach II
- USPAP
- Real Estate Finance
- Market Analysis and Highest & Best Use
- Report Writing and Case Studies
- Real Estate Finance Statistics and Valuation Modeling
- Business Practices & Ethics
- Advanced Concepts & Case Studies

### Representative Property Types

Office, retail centers, industrial, multi-family, single-family residential/subdivisions, commercial land, nursing homes, assisted living facilities, condominium developments, easements, golf courses, marinas, auto dealerships, and hospitality

### Recent Employment

6/2013-7/2017: Provisional Real Estate Appraiser - Kerin & Fazio, LLC, Fairfield, CT

7/2017-Present: General Real Estate Appraiser - Kerin & Fazio, LLC, Fairfield, CT

Connecticut License



## David J. Herbst, MAI - Outline of Qualifications, Education, and Experience

### Biographical Data

David has a diverse real estate background that includes commercial leasing and sales, construction management, and appraisal. A graduate of the University of Michigan, David holds a Bachelor's degree in Economics. He has earned the Appraisal Institute's distinguished MAI membership designation, indicating an advanced level of expertise in the valuation of commercial, industrial and other property types.

### Professional Affiliations

Appraisal Institute – MAI Designation, Certificate #497388

Certified General Real Estate Appraiser, State of Connecticut # RCG.1252

Certified General Real Estate Appraiser, State of New York # 46000050523

Revaluation License-Commercial/Industrial, Connecticut OPM Certificate No. 983

### Education and Training

Graduate, University of Michigan, Ann Arbor, MI – Earned BA in Economics

Completed courses and seminars offered by the University of Michigan, the Appraisal Institute, as well as other real estate institutions, including the following:

- Appraisal I
- Real Estate Economics
- International Finance
- General Appraiser Income Approach II
- Advanced Applications
- Tenant Credit Analysis
- Separating Real Property, Personal Property, and Intangible Business Assets
- Analyzing Distressed Real Estate
- Appraisal of Medical Office Buildings
- Appraising Auto Dealerships
- Appraisal II
- Money & Banking
- International Trade Theory
- Real Estate Finance and Statistics
- Market Analysis and Highest & Best Use
- Advanced Income Capitalization
- Advanced Sales Comparison and Cost Approach
- Report Writing and Valuation Analysis
- Appraising Convenience Stores
- Fundamentals of the Uniform Appraisal Standards for Federal Land Acquisitions

### Representative Property Types

Office, retail centers, industrial, multi-family, single-family residential/subdivisions, commercial land, nursing homes, assisted living facilities, condominium developments, easements, golf courses, marinas, auto dealerships, and hospitality



**Expert Witness Background**

Qualified as expert witness in Fairfield County and New Britain Superior Courts

**Recent Employment**

- 2014-present: Partner of Kerin & Fazio, LLC, Fairfield, CT (Fee Appraisal Firm)  
Partner of Municipal Valuation, LLC, Fairfield, CT (Municipal Revaluation Firm)
- 2007-2013: Commercial Appraiser - Kerin & Fazio, LLC, Fairfield, CT
- 2005-2006: Commercial Real Estate Agent / Appraiser – John D. Hastings, Inc. Westport, CT

**Connecticut Appraisal License**

