

**APPRAISAL OF REAL PROPERTY**

**CocoPlum Circle Residence**  
7000 Old Cutler Road  
Coral Gables, Florida 33143

**Assignment No. 201720**

**PREPARED FOR**

Leonard Roberts, CPA  
Economic Development Assistant Director  
The City of Coral Gables  
2121 Ponce de Leon Blvd, Suite 720  
Coral Gables, FL 33134  
305-460-5314

**PREPARED BY**

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**BLAZEJACK & COMPANY  
REAL ESTATE COUNSELORS**

July 25, 2017

**Mr. Leonard Roberts, CPA  
Economic Development Assistant Director  
The City of Coral Gables  
2121 Ponce de Leon Blvd, Suite 720  
Coral Gables, FL 33134**

Re: Appraisal of Real Property - **201720**  
CocoPlum Circle Residence  
7000 Old Cutler Road  
Coral Gables, Florida 33143

Dear Mr. Roberts:

At your request, we have completed an appraisal in a summary report format of the Fee Simple Interest in the above referenced real property. The appraisal states our opinion of the property's Market Value as is, subject to various Assumptions and Limiting Conditions set forth in the accompanying report. The physical inspection and analysis that form the basis of the report have been conducted by the undersigned.

Our analyses have been prepared in compliance with the standards and regulations of the Uniform Standards of Professional Practice (USPAP). The accompanying report includes pertinent data secured in our investigation, exhibits and the details of the processes used to arrive at our conclusion of value.

As a result of the examination and study made, it is our opinion that the Market Value of the Fee Simple Interest in the subject property, as of May 31, 2017 (the date of inspection) was:

**THREE MILLION FOUR HUNDRED THOUSAND DOLLARS  
(\$3,400,000).**

As a result of the examination and study made, it is our opinion that the Market Value of the Fee Simple Interest in the subject property, as of May 31, 2017 (the date of inspection), assuming rezoning for institutional use was:

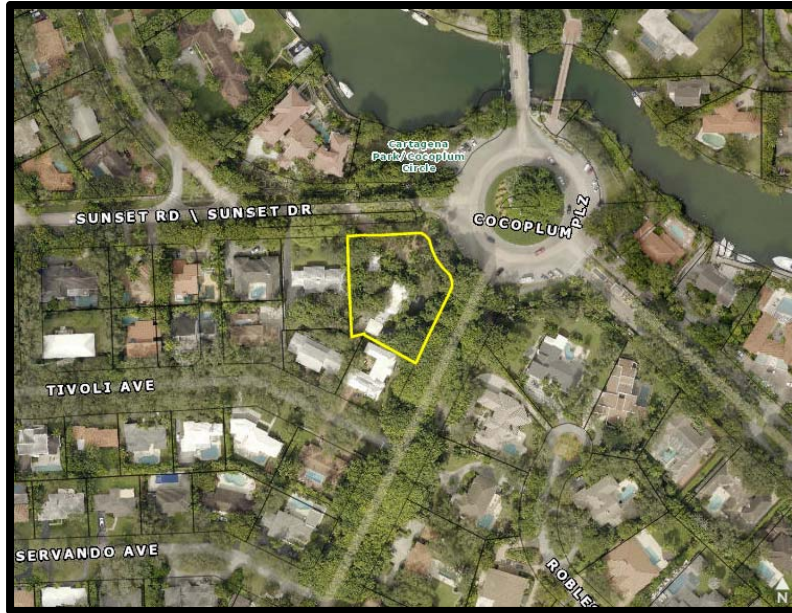
**THREE MILLION NINE HUNDRED THOUSAND DOLLARS  
(\$3,900,000).**

Respectfully submitted,  
BLAZEJACK & COMPANY



Thomas J. Blazejack, MAI, AI-GRS, CCIM  
President  
State-Certified General Appraiser  
License No. 0001015

**SUMMARY OF FACTS AND CONCLUSIONS**



Property Name:	CocoPlum Circle Residence
Property Type:	Residential – Single Family Home
Location:	7000 Old Cutler Road Coral Gables, FL 33143
Folio Number :	03-4132-006-0100
Census Tract:	79.01
Interest Appraised:	Fee Simple
Date of Appraisal:	May 31, 2017
Dates of Inspection:	May 31, 2017
Date of Report:	July 25, 2017
Zoning:	SFR by the City of Coral Gables
Property Size:	32,716 square feet or 0.751 acres
Highest and Best Use:	As Vacant - Residential Development and/or institutional use
Real Estate Taxes (2016)	
2016 Millage Rate:	19.0946
Land Assessment:	\$1,608,646

Building Assessment:	\$218,945
Extra Feature:	\$10,151
2016 Total Assessment:	\$1,837,742
2016 Taxes:	\$35,090.95

**Summary of Important Facts and Conclusions (continued)****Value Indication, as May 31, 2017:**

Final Value Estimate "As Is"	\$3,400,000 or \$103.92 per square foot
Final Value Estimate – Institutional Use	\$3,900,000 or \$119.21 per square foot
Estimated Marketing Time:	12 months

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**ADDENDA**

- Exhibit A      Photographs of Subject
- Exhibit B      Comparable Land Sales Details
- Exhibit C      Area Demographic Reports
- Exhibit D      Qualifications of the Appraisers

**CERTIFICATE OF VALUE**

I certify that, to the best of my 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 my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- 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.
- I have not performed other services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- 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 subsequent event directly related to the intended use of this appraisal.
- Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
- Thomas Blazejack has made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the persons signing this certification.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representative.
- As the date of this report Thomas Blazejack has completed the continuing education program of the Appraisal Institute.

BLAZEJACK & COMPANY



Thomas J. Blazejack, MAI, AI-GRS, CCIM  
President  
State-Certified General Appraiser  
License No. 0001015

## ASSUMPTIONS AND LIMITING CONDITIONS

The appraisal is subject to the following assumptions and limiting conditions:

- 1 No survey of the subject property was undertaken.
- 2 The subject property is free and clear of all liens except as herein described. No responsibility is assumed by the appraisers for matters, which are of a legal nature, nor is any opinion on the title rendered herewith. Good and marketable title is assumed.
- 3 The information contained herein has been gathered from sources deemed to be reliable. No responsibility can be taken by the appraisers for its accuracy. Correctness of estimates, opinions, dimensions, sketches and other exhibits which have been furnished and have been used in this report are not guaranteed. The value estimate rendered herein is considered reliable and valid only as of the date of the appraisal, due to rapid changes in the external factors that can significantly affect the property value.
- 4 This study is to be used in whole and not in part. No part of it shall be used in conjunction with any other appraisal. Publication of this report or any portion thereof without the written consent of the appraiser is not permitted.
- 5 The appraisers herein, by reason of this report, are not required to give testimony in court with reference to the property appraised unless notice and proper arrangements have been previously made therefore.
- 6 The value estimate assumes responsible ownership and competent management. The appraiser assumes no responsibility for any hidden or in apparent conditions of the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for engineering, which might be required to discover such factors.
- 7 Neither all nor any part of the contents of this report shall be conveyed to the public through advertising, 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 appraisers or firm with which they are connected, or any reference to the Appraisal Institute.
- 8 Any exhibits in the report are intended to assist the reader in visualizing the property and its surroundings. The drawings are not intended as surveys and no responsibility is assumed for their cartographic accuracy. Any drawings are not intended to be exact in size, scale, or detail. Areas and dimensions of the property may or may not have been physically measured. If furnished by the principal or from plot plans or surveys furnished by the principal, or from public records, we assume them to be reasonably accurate. No responsibility is assumed for discrepancies, which may become evident from a licensed survey of the property.
- 9 The Americans with Disabilities Act (ADA) became effective January 26, 1992 sets strict and specific standards for handicapped access to and within most commercial and industrial buildings. Determination of compliance with these standards is beyond appraisal expertise and, therefore, has not been attempted by the appraisers. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property is not in compliance with one or more of the requirements of the act. If so, this fact could have a negative effect upon the value of the property. For purposes of this appraisal, we are assuming the building is in compliance; however, we recommend an architectural inspection of the building to determine compliance or requirements for compliance. We assume no responsibility for the cost of such determination and our appraisal is subject to revision if the building is not in compliance.

**SECTION I INTRODUCTION**



### **IDENTIFICATION OF THE PROPERTY**

The property under appraisal is the fee simple interest in 7000 Old Cutler Road, a 32,716 square foot site located on the southwest corner of Old Cutler Road and Sunset Road, along CocoPlum Plaza, commonly referred to as the CocoPlum Circle, in Coral Gables, Miami-Dade County, Florida 33143. It is identified by folio number 03-4132-006-0100. The site is within the City of Coral Gables, considered to be part of the Southwest Dade area, just north of Pinecrest and South Miami, east of Biscayne Bay and Coconut Grove and south of the City of Miami. The property is currently improved with a 3 bedroom 3 bath single family home and separate 1 bedroom 1 bath cottage. The buildings contain a total of 3,381 square feet and were built in 1936 according to the Miami Dade County Property Appraiser's website.

### **INTEREST APPRAISED, AND DATE OF THE APPRAISAL**

The purpose of this appraisal is to estimate the market value of the Fee Simple interest in the subject property, under economic conditions prevailing on May 31, 2017, the date of the appraisal.

### **INTENDED USE AND INTENDER USER OF THE APPRAISAL**

It is understood that the function of this report is acquisition purposes for the proposed construction of a fire station by the client, the City of Coral Gables, or their assigns.

### **SCOPE OF THE APPRAISAL**

This is a complete appraisal presented in a narrative, summary format. USPAP define scope of the work as the type and extent of research and analysis in an assignment.

As part of this appraisal, a number of independent investigations and analyses were required. The scope of this analysis was to inspect the property, consider market characteristics and trends, collect and analyze pertinent data, develop a conclusion and estimate the property's market value.

The extent of verification consisted of assembling and analyzing raw data gathered from a variety of sources including public records data services, news periodicals and in-house files. Where possible, transactions were verified through discussions with buyers, sellers, brokers and knowledgeable third parties. Set forth all assumptions and limiting conditions that affects the analyses, opinions and conclusions.

In addition, the client has asked that the property be valued “as is” but also as a governmental use. This is essentially an Investment Value Estimate where the identified market would be the interests of any governmental body that may be seeking to provide services for the public welfare. It attempts to answer the question – “What is it worth to the City/County or State?” To provide the value estimate for governmental use, the site was analyzed from that perspective and the following characteristics were identified as most relevant.

- It is at the intersection of several primary transportation arteries - Old Cutler, LeJeune Road, Sunset Drive.
- It has an extraordinarily large swale easement, which should help mitigate noise/air/space/light issues with neighbors.
- It has three points of access on its frontage.
- Higher elevation.
- A recent survey shows over 130 mature trees on the site.
- Its landmark location is easy to identify (SWQ of Coco Plum Circle).
- When other fire/emergency facilities (all authorities) are mapped, this location is near the center of a hole in the donut of geography that is without a facility.
- The Coral Gables Waterway and the historic nature (can’t be widened to add capacity) of Old Cutler Road and Red Road tend to constrain north/south traffic flow - an impediment to emergency response. A facility at this site, being south of the Waterway, would help improve emergency response time to residential areas of south Coral Gables.
- There may be opportunity to interface with citizens participating with the numerous recreational cycling and running groups that meet at the Circle – community building.

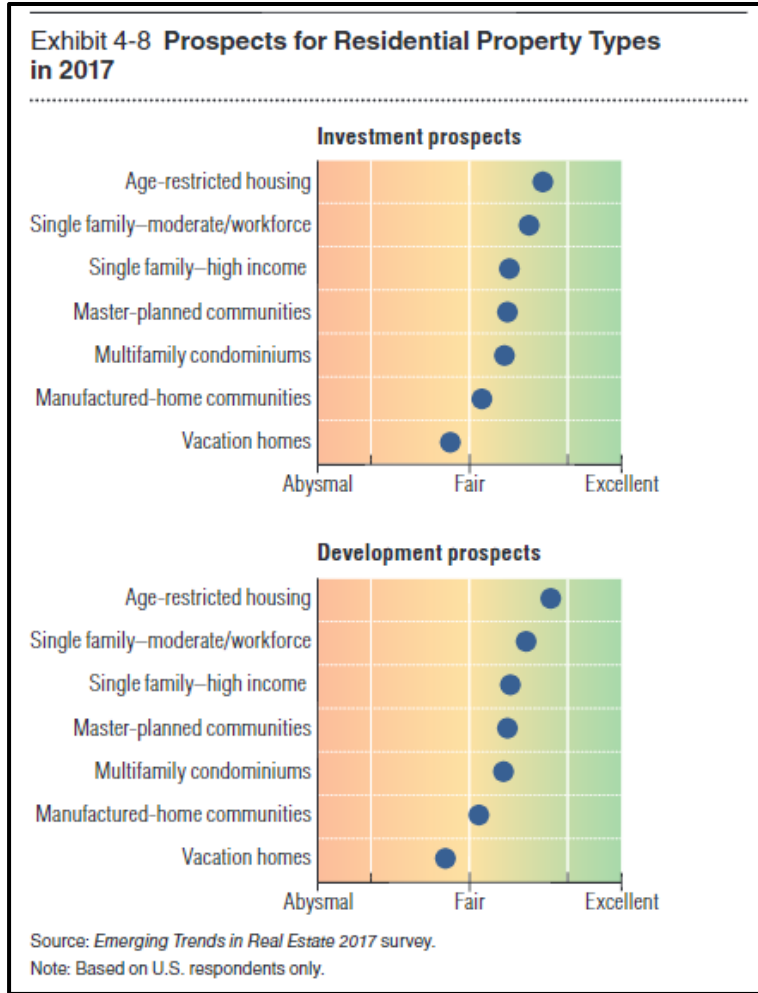
## CURRENT FINANCING

The following survey results for the National Land Development Markets was published in the fourth quarter of the 2016 issues of The PwC Real Estate Investor Survey (formerly Korpacz), the quarterly newsletter published by PricewaterhouseCoopers, LLP. Each survey reports the expectations of major investors for the current quarter. Additionally a chart on investment prospects for various residential property types from the PwC first quarter 2017 survey can be found below.

### National Development Land Market

DISCOUNT RATES (IRRS)* FOURTH QUARTER 2013	CURRENT QUARTER	SECOND QUARTER 2013
RANGE	10.00%-20.00%	10.00%-20.00%
AVERAGE	16.00%	15.50%
CHANGE		-50

\*Rate on unleveraged, all cash transactions, including developer’s profit



**HISTORY OF THE SUBJECT**

The subject property is currently owned by Old Cutler Presbyterian Church, Inc. Per Miami-Dade County records there have been no transactions involving the property in the past five years. The current owner bought the property in 1978 for \$80,000 per the Miami Dade County Property Appraiser’s website with the OR Book-Page number of 09912-1279 in the Miami Dade County records.

The current owner has added and maintained elaborate landscaping at the property which is detailed on the survey which can be found in the Addenda of the report.

**DEFINITIONS OF VALUE AND INTEREST APPRAISED**

According to the Code of Federal Regulations, Title XI of the Financial Institutions Reform, Recovery and Enforcement Act of 1989 (“FIRREA”), and according to the 12<sup>th</sup> Edition of The Appraisal of Real Estate, market value is defined as follows:

**Market Value**

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

- 1 Buyer and seller are typically motivated.
- 2 Both parties are well informed or well advised, and acting in what they consider their own best interests;
- 3 A reasonable time is allowed for exposure on the open market.
- 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 a normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

The interest under appraisal is the fee simple interest. It is defined in The Dictionary of Real Estate Appraisal 4<sup>th</sup> edition (Chicago,2002)

**Fee Simple Interest**

Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed governmental powers of taxation, eminent domain, police power, and escheat.

**Leased Fee Interest**

An ownership interest held by a landlord with the right to use and occupancy conveyed by a lease to others; usually consists of the right to receive rent and the right to possession at termination of the lease.

**Market Rent**

The rental income that a property would most probably command on the open market; indicated by current rents paid and asked for comparable space as of the date of the appraisal.

Source: American Institute of Real Estate Appraisers, The Dictionary of Real Estate Appraisal, 4<sup>th</sup> Edition, (Chicago, 2002)

**LEGAL DESCRIPTION**

In addition to the brief legal description below a site survey with a full legal description can be found in the Addenda of the report.

PB 40-22  
CORAL GABLES BISC BAY SEC 1  
PLAT A  
LOTS 8-9-10-11 & 12 & NE 22  
INCHES OF LOT 13 BLK 82

**EXPOSURE TIME AND MARKETING PERIOD**

Exposure time is that time the property is assumed to have been on the market before the sale assumed on the date of appraisal. It is our opinion that with a reasonable listing price and aggressive marketing, the subject exposure time would be approximately 12 months.

Marketing time is that time, at any price, that the property would take to sell from the date of appraisal forward, i.e., after the date of appraisal. The relationship between price and marketing time is straightforward and normally, the lower the price, the less time to market.

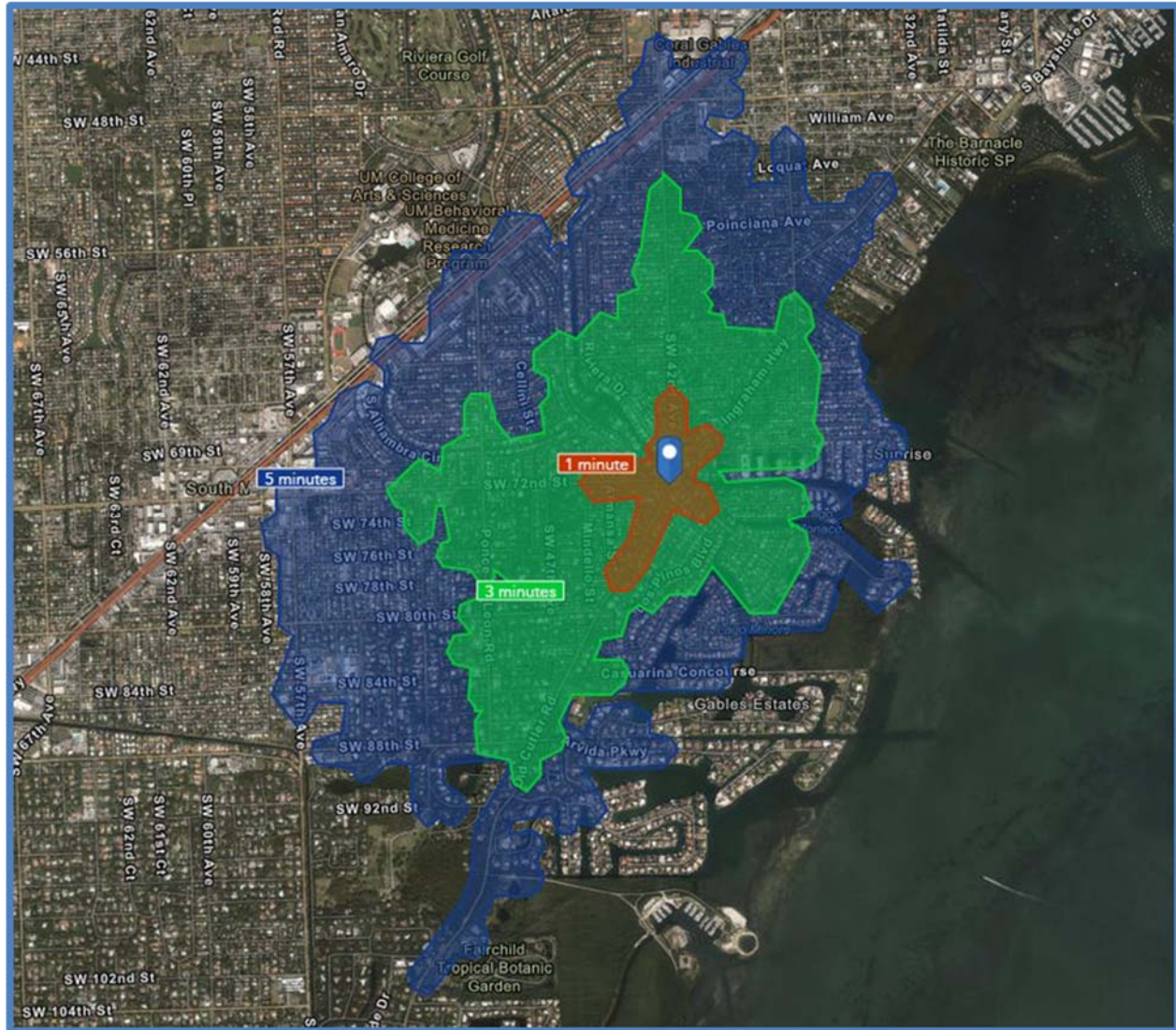
### **REGIONAL ANALYSIS**

The subject property is located in Miami-Dade. A complete demographic analysis is identified in the Addenda to this report.

This analysis outlines the demographic trends, migration patterns, buying power, labor force estimates, housing trends, and transportation networks of the County.

### **NEIGHBORHOOD ANALYSIS**

According to the *Appraisal of Real Estate*, 12<sup>th</sup> Edition, a neighborhood is a group of complimentary land uses. Social, economic, governmental and environmental forces influence property values in the vicinity of the subject property, which, in turn, directly affect the value of the subject property itself. The area of influence is the area within which the forces affect all surrounding properties in the same way. The boundaries of the neighborhood are drawn by observing the extent to which the four forces affect all properties in the same way.



The property is located on the southwest corner of Old Cutler Road and Sunset Road on the CocoPlum Circle, in Coral Gables, Miami-Dade. The City of Coral Gables encompasses 14.2 square miles; its central business district encompasses less than two square miles. Beginning in the 1920's, Coral Gables is the first fully planned community in the nation. It was designed by George Merrick and is known as "The City Beautiful". The property is located in a residential neighborhood south of the central business district.

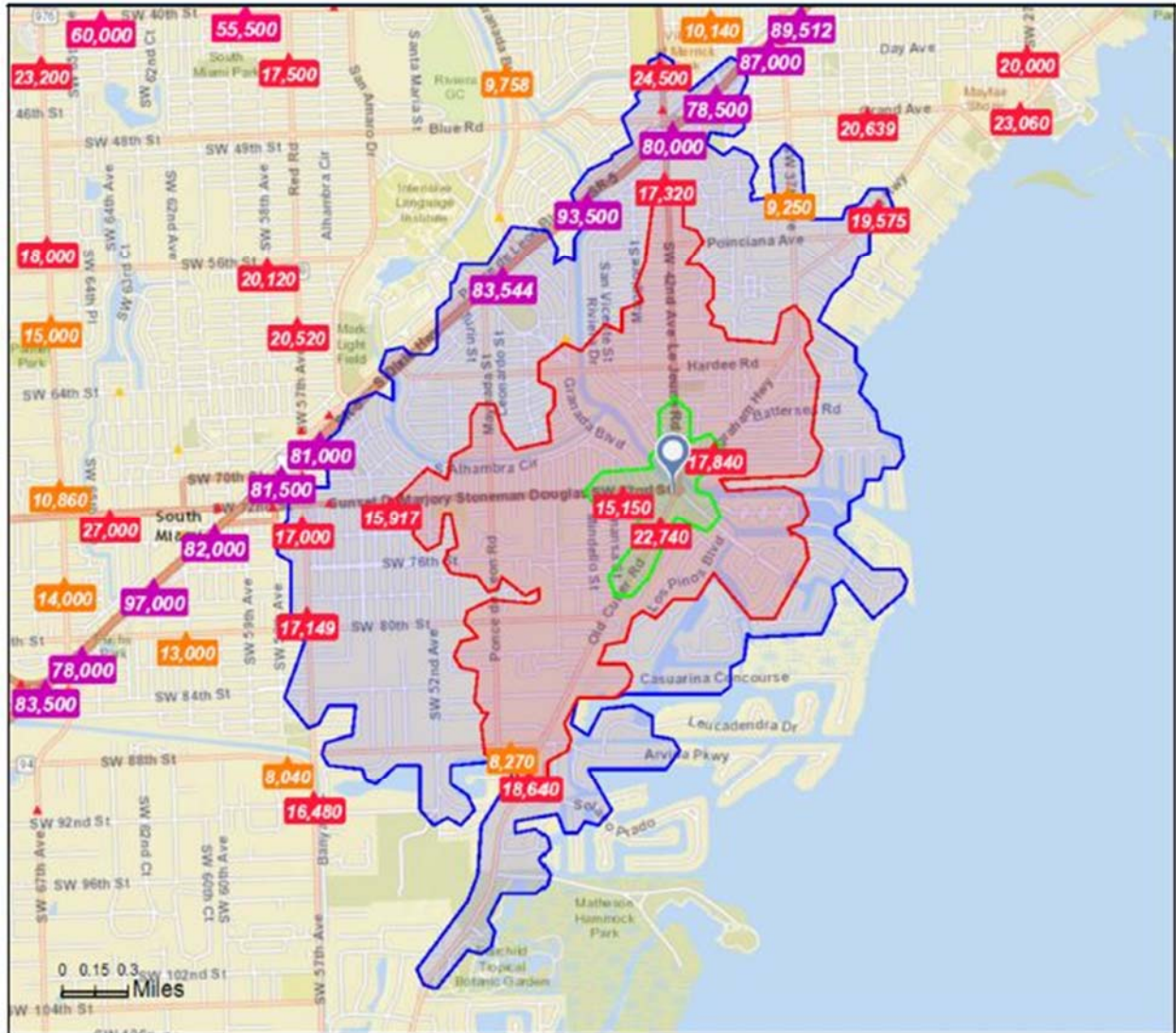
City of Coral Gables is one of the best bedroom communities in the southeast and even nationally. It is strategically located just south east of Miami international Airport and a short distance west of the Brickell Avenue financial district. The immediate area of the subject is dominated by larger single family homes and is known for its densely vegetated and historically designated streets.

Cultural and recreational facilities abound in Coral Gables with 32 private art galleries, a public library, and 22 parks and over 120 restaurants. The city also provides excellent accommodations (more than 1,400 hotel rooms) and meeting space for business and leisure travelers, with 50% of hotels having luxury or first-class status. All these factors contribute to Coral Gables attraction as a live/work city within metropolitan Miami.

### **Accessibility**

The major north/south transportation route is South Dixie Highway. US 1 is a main north-south thoroughfare, connecting with the southernmost point of I-95, approximately 5 miles north of the subject, just south of the Miami CBD, and also runs south through Homestead, into Monroe County and to the Florida Keys. LeJeune Road runs north beginning at the CocoPlum Circle and provides access to main destinations to the north which include the Miami International Airport and Miami's Central Business District via the Dolphin Expressway (SR 836). In the immediate vicinity of the subject Old Cutler Road, which is an historic north/south thoroughfare along the east coast provides access to the south and Sunset Road provides access to the west and eventually intersects with the Palmetto Exressway (SR 826). Traffic counts are shown on the following map.





Coral Gables has a fairly good public transportation system. Two Metrorail stations are located in Coral Gables: the Douglas Road Station and the University Station, though both run along the perimeter of Coral Gables and secondary transportation is necessary to reach the CBD. The Metrorail system connects to Tri-Rail, a tri-county commuter train that runs a number of trains daily on the 67-mile track from Miami International Airport to West Palm Beach.

With the inauguration of the Coral Gables Trolley System in 2003, people who work in Downtown Coral Gables can now take Metrorail and connect with the free trolley service at the Douglas Metrorail Station. There are two main trolley routes. A north/south route runs along Ponce de Leon Boulevard from the Douglas Metrorail Station, and the east/west route runs along Miracle Mile from Anderson Road to Douglas Road.



Utilities are provided by Florida Power & Light Company, operating from the Turkey Point Nuclear Power Plant, southeast of Homestead at Palm Drive. AT&T and others supply telecommunication and internet capability.

### **Surrounding Uses**

The predominant land use in the subject neighborhood is single-family detached residential homes. Commercial development in the area is minimal along Old Cutler Road; there are a several large public parks in the area such as Matheson Hammock park to the south. The Deering Estate, a historic site, is located southeast of the subject along Old Cutler Road, and Ingraham Park and Cartagena Park are located just north of the subject and connected by the pedestrian bridge which cross the Gables Waterway. Directly across from the subject both north and adjacent to the south and west are primarily single family homes with a few other residential uses. To the east of the subject lies the CocoPlum gated community which includes a private marina and beach. The closest commercial uses are to the north where LeJeune Road meets South Dixie Highway, and to the west in the downtown South Miami area.

Focus on preservation of the natural beauty of the area continues through both public and private initiatives. The Deering Estate, Matheson Hammock Park, and The Biscayne National Park are local examples of parks and recreation available in the area.

**SECTION II DESCRIPTIVE DATA**

**SITE DESCRIPTION**

- Location: 7000 Old Cutler Road  
Coral Gables, Miami-Dade County, Florida 33143  
03-4132-006-0100
- Census Tract Number: 79.01
- Areas: 32,716 square feet or 0.751 acres
- The property includes a 20' swale which is significantly more than a typical residential site. This in effect makes the property slightly larger.
- Frontage: 180 linear feet fronting along Sunset Road (SW 72<sup>nd</sup> Avenue) on the north side of the site, 165 feet on Old Cutler Road along the east side of the site, and 125 linear feet along CocoPlum Plaza along the northeast side of the site.
- Topography: The subject site is level and at street grade.
- Soil Conditions: No soil report has been reviewed of the subject parcel, however, it is assumed the soil is of sufficient load-bearing capacity to support the structure. No evidence to the contrary was observed upon our physical inspection of the property. Drainage of the tract appears to be adequate.
- Utilities: Utilities available to the subject include water, sanitary sewer, telephone and electricity.
- Access: The site has 3 access points, one on the northwest corner of the site from Sunset Road, one along the northeast side from CocoPlum Plaza, and one on the east side along Old Cutler Road

## Land Use

Restrictions: Although an authoritative report of title was not provided or reviewed, there do not appear to be any easements, encroachments or restrictions that would adversely affect the utilization of the site.

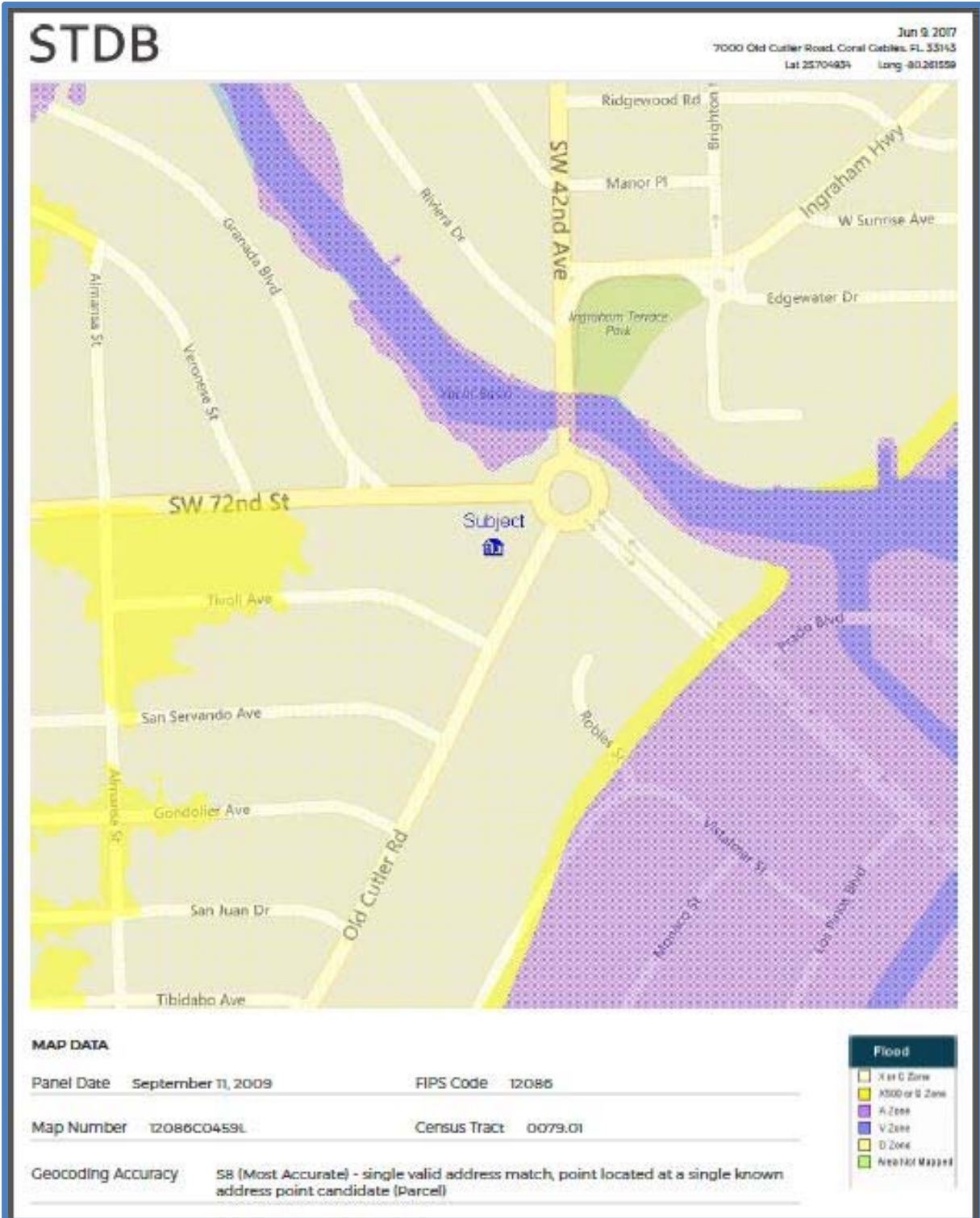
Flood Insurance: The subject property is located in Flood Zone X according to the Flood Insurance Rate Map No. 12086C0459L. The zone is described as an area of moderate flood hazard, usually the area between the limits of the 100-year and 500-year floods. Are also used to designate base floodplains of lesser hazards, such as areas protected by levees from 100-year flood, or shallow flooding areas with average depths of less than one foot or drainage areas less than 1 square mile.

Site Improvements: The site is improved with 2 buildings, the primary residence, a two-story 3 bedroom 3 bathroom residence, and an additional 1 bedroom 1 bathroom cottage.

Comments: The subject is very well situated in terms of its location, especially considering its proximity to the affluent neighborhoods of Coral Gables, Pinecrest, Coconut Grove, Palmetto Bay, and South Miami. Additionally, the site is unique in that it is the only residence with frontage on CocoPlum Plaza.

A number of characteristics make the site suitable for institutional use as well. These include:

- Three vehicular access points.
- A location that is easy to communicate and identify.
- Hole in the donut location as regards proximity to other fire and emergency substation facilities.
- Extensive, mature tropical landscaping that can hide and enhance institutional improvements that might be constructed on the footprint of the existing improvements.
- Potential for use as a support facility for the many recreational cycling and running groups that meet at Coco Plum Circle.



**REAL PROPERTY TAXES AND ASSESSMENTS**

The subject property is assessed under the jurisdiction of Miami-Dade County, Florida. The assessment for the property is established each year as of January 1<sup>st</sup> by the County Property Appraiser's Office at 100 percent of "Just Value". Just Value has been equated to Market Value less closing costs. While the State of Florida requires real estate to be assessed at 100 percent of Just Value, in reality, the ratio of the assessed value to sales price is generally below 100 percent.

Tax due is computed according to annual millage rates established by the city, county and state. Millage rates are the amount paid per \$1000 of assessed value. The 2016 calendar year is the most recent year for which assessed valuation information is available. The 2016 millage rate (latest available as of this writing) for the subject is 19.0946. Taxes are payable in November with a 4% discount and become delinquent on the following April 1st.

The owner of the subject property holds a tax exempt status so no taxes are reported, however using the millage rate and assessed value taxes can be determined. The total assessed value and taxes for the property are summarized as follows:

<b>7000 Old Cutler Road Subject Taxes</b>							<b>MILLAGE</b>	<b>19.0946</b>
<b>Folio</b>	<b>Land Size</b>	<b>Assessed Value of Land</b>	<b>Assessed Value of Building</b>	<b>Extra Feature Value</b>	<b>Total Assessment</b>	<b>Value/SF Land</b>	<b>2016 Taxes</b>	<b>Taxes/SF</b>
03-4132-006-0100	32,716	\$1,608,646	\$218,945	\$10,151	\$1,837,742	\$56.17	\$35,090.95	\$0.16

### ZONING

Under auspices of the City of Coral Gables, the property is zoned SFR- Single Family Residential District.

The purpose of the SFR District is intended to accommodate low density, single family dwelling units with adequate yards and open spaces that characterize the residential neighborhoods of the City.

Under this classification, the following applies:

	<b>SFR</b>
Density	One per site
Maximum ground area coverage	35% of the site area
Maximum building high	2 story.
Maximum square foot floor area for single-family residences	48% for the first 5,000 SF site area 35% for the next 5,000 SF site area 30% for the remainder site area.
Set backs (minimum)	
Front	15-25 feet
Side	10-20 feet
Rear	35 feet for waterways.

Municipal uses such as a fire station would not be permitted under the current zoning.

### **HIGHEST AND BEST USE**

According to The Dictionary of Real Estate Appraisal, published by the American Institute of Real Estate Appraisers, the highest and best use may be defined as:

- 1 That reasonable and probable use that supports the highest present value of vacant land or improved property, as defined, as of the date of appraisal.
- 2 The reasonably probable and legal use of land or sites as though vacant, found to be physically possible, appropriately supported, financially feasible, and that results in the highest present land value.
- 3 The most profitable use. Implied in these definitions is that the determination of highest and best use takes into account the contribution of a specific use to the community and community development goals as well as the benefits of that use to individual property owners. Hence, in certain situations the highest and best use of land may be for parks, green belts, preservation, conservation, wildlife habitats, and the like."

Highest and best use (H&BU) is analyzed under two separate applications or scenarios: (1) highest and best use of the site as though vacant and (2) highest and best use of the property as improved. The highest and best use of the site as though vacant is based on the theory that land will be put to its maximally productive use and this use will determine the highest site value. It is the basis for valuing the site.

Highest and best use of the property as improved determines what use or type of occupancy will create the highest value for the entire property, given the existing improvements. It is the basis for comparable selection in both the sales comparison and income capitalization approaches to value.

We have evaluated the site's highest and best use – which is vacant. Highest and best use must meet four criteria. The use must be (1) legally permissible, (2) physically possible, (3) financially feasible, and (4) maximally productive.

#### **Highest and Best Use as Though Vacant**

Any use of the subject site which provides a financial return to the land in excess of that required to satisfy operating and financial expenses, as well as capital payments, is considered financially feasible. The subject site is located at 7000 Old Cutler Road on the southwest corner of the CocoPlum Circle. The subject property is improved with a single-family home and a small detached cottage.

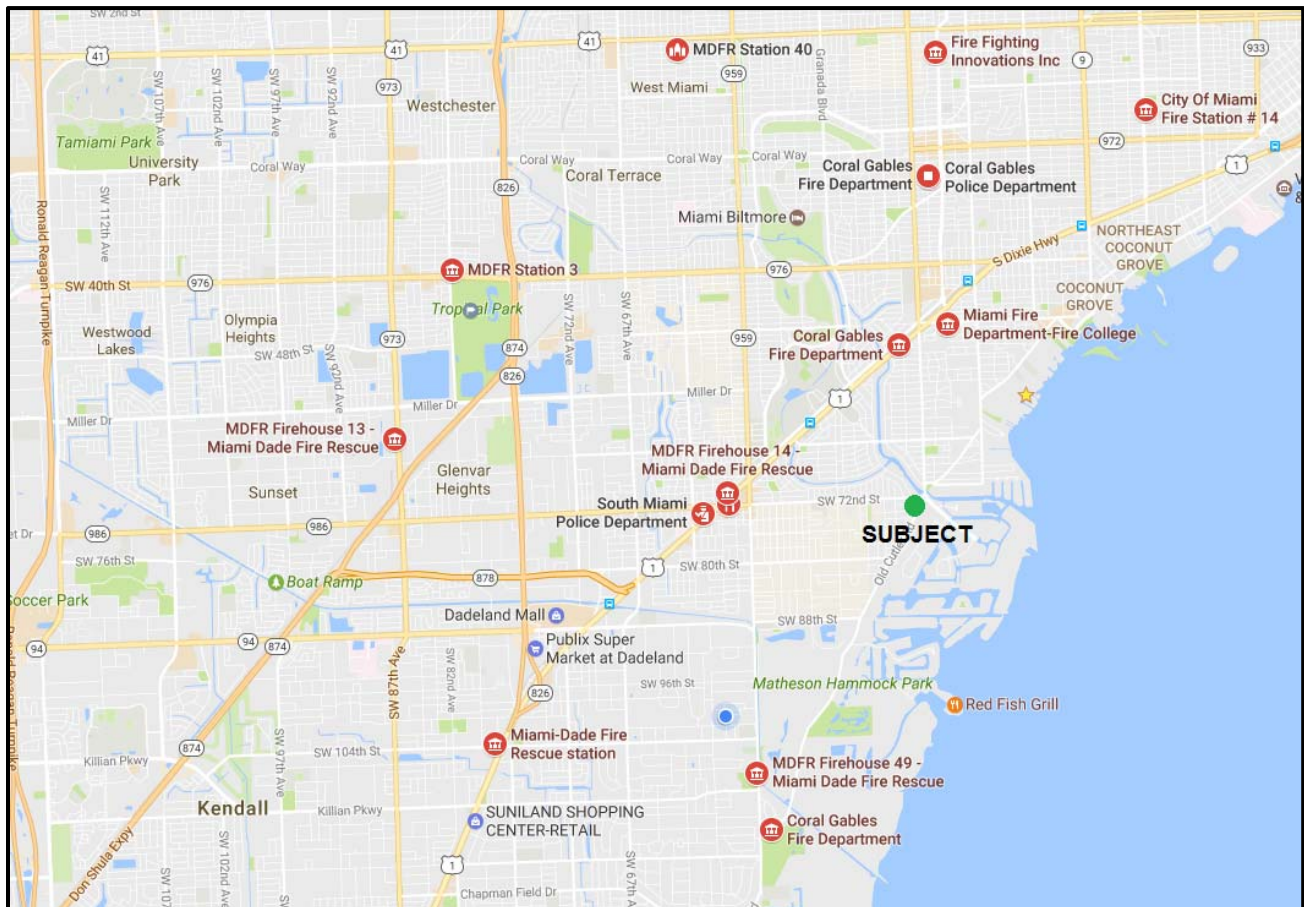
The first test concerns permitted uses. The SFR zoning permits development of single family residence. The currently legally permissible uses of the site are limited to some type of continued single family residential use. Cities have changed property zoning designations in instances where the change is judged beneficial to the community.



The second test concerns what is physically possible at the site. Overall the property is not limited by its physical features.

The third and fourth tests are, respectively, what is feasible and what will produce the highest net return. For this property returns will be minimal considering the lack of true commercial uses permitted, so the maximum productivity of the site is more important. Considering the current zoning estate development would be considered the highest and best use as vacant.

As an alternate to the legal residential use, we have considered and researched the community need for a fire station or emergency response substation. To help determine if a fire station would be appropriate for the site we have produced a map of fire stations in the area. There are 3 stations within the City of Coral Gables and 7 Miami-Dade County and City of Miami stations within a reasonable distance from the subject between 1.6 and 5.8 miles from the subject site. A map of surrounding stations and the subject is provided below with a list of addresses and distances from the subject site.



- (CGFD2) – 525 S Dixie Highway, 33146, 1.6 miles
- (MDFR 14) – 5860 SW 70<sup>th</sup> Street, 33143, 2.0 miles
- (CGFD1) – 2815 Salzedo Street, Coral Gables, 33134, 3.0 miles
- (CGFD3) – 11911 Old Cutler Road, 33156, 3.2 miles
- (MDFR 49) – 10850 SW 57<sup>th</sup> Avenue, 33156, 3.4 miles
- (CMFS 14) – 2151 SW 19<sup>th</sup> Street, 33145, 5.0 miles
- (MDFR 23) – 7825 SW 104<sup>th</sup> Street, 33156, 5.1 miles
- (MDFR 13) - 6000 SW 87<sup>th</sup> Avenue, 33173, 5.3 miles
- (MDFR 40) 975 SW 62<sup>nd</sup> Avenue, 33144, 5.7 miles
- (MDFR 3) – 3911 SW 82<sup>nd</sup> Avenue, 33155, 5.8 miles

Based upon the above analysis, it appears that a new substation at the subject location would provide improved response times to areas of South Coral Gables that are most remote from existing facilities. Further, we note that the property is situated at a landmark location, which makes conveying directions more efficient. Further, an institutional property on the CocoPlum Circle might also be leveraged to support the many recreational cycling and running groups that congregate at the circle for workouts either with additional vehicle parking on weekends and/or health and wellness support.

We considered that the highest and best use of the property as vacant would be for luxury estate development.

### **Highest and Best Use - As Improved**

Although the property is improved with a house and cottage, the improvements date to the 1930's and though they are quite attractive and functional "as is", they no longer meet the standard of luxury residents of this prestigious neighborhood demand. A typical buyer of the subject property would be a wealthy individual, likely advised by an architect, who would design a new residence to their own specifications. That type of buyer is most interested in the location, and, in this case, the premium exposure provided by the site. They would likely outbid any developer who might seek to buy the property and redevelop it with a speculative home.

Highest and Best Use – As Improved is concluded to be demolition of the existing residence and development of a new home. Again, if zoning constraints were eliminated, an institutional use of the property might be its highest and best use.

### **Institutional Use**

As stated, institutional use is largely an investment value concept. In theory, the institutional use of the property should exceed its market value if the benefit provided by the institutional use enhances or positively influences surrounding property values enough so that the revenue lost in taking the property off the tax roll is more than offset.

The characteristics of the subject site that will determine whether that level of utility might be achieved include:

- It is at the intersection of several primary transportation arteries - Old Cutler, LeJeune Road, Sunset Drive.
- It has an extraordinarily large swale easement, which should help mitigate noise/air/space/light issues with neighbors.
- It has three points of access on its frontage.
- Higher elevation.
- A recent survey shows over 130 mature trees on the site.
- Its landmark location is easy to identify (SWQ of Coco Plum Circle).
- When other fire/emergency facilities (all authorities) are mapped, this location is near the center of a hole in the donut of geography that is without a facility.
- The Coral Gables Waterway and the historic nature (can't be widened to add capacity) of Old Cutler Road and Red Road tend to constrain north/south traffic flow - an impediment to emergency response. A facility at this site, being south of the Waterway, would help improve emergency response time to residential areas of south Coral Gables.
- There may be opportunity to interface with citizens participating with the numerous recreational cycling and running groups that meet at the Circle – community building.

Based upon our review of the market, we conclude that this property would have a beneficial value to the community that exceeds its value as an estate lot.

**SECTION III VALUATION PROCESS**

### **VALUATION PROCESS**

There are three recognized approaches considered in the valuation of real property; Cost Approach, Income Approach, and the Market Data or Sales Comparison Approach. The type and age of the property, and the quantity of available data affect the applicability of each approach in a specific appraisal situation. In this instance, as we are only estimating the vacant land only the sales comparison approach was considered in the estimation of market value.

The appraisal process is concluded by a review and re-examination of the approach to value that was employed. Consideration is given to the type and reliability of data used and the applicability of data to the approach. These factors are reconciled and a final value estimate is made.

## LAND VALUATION

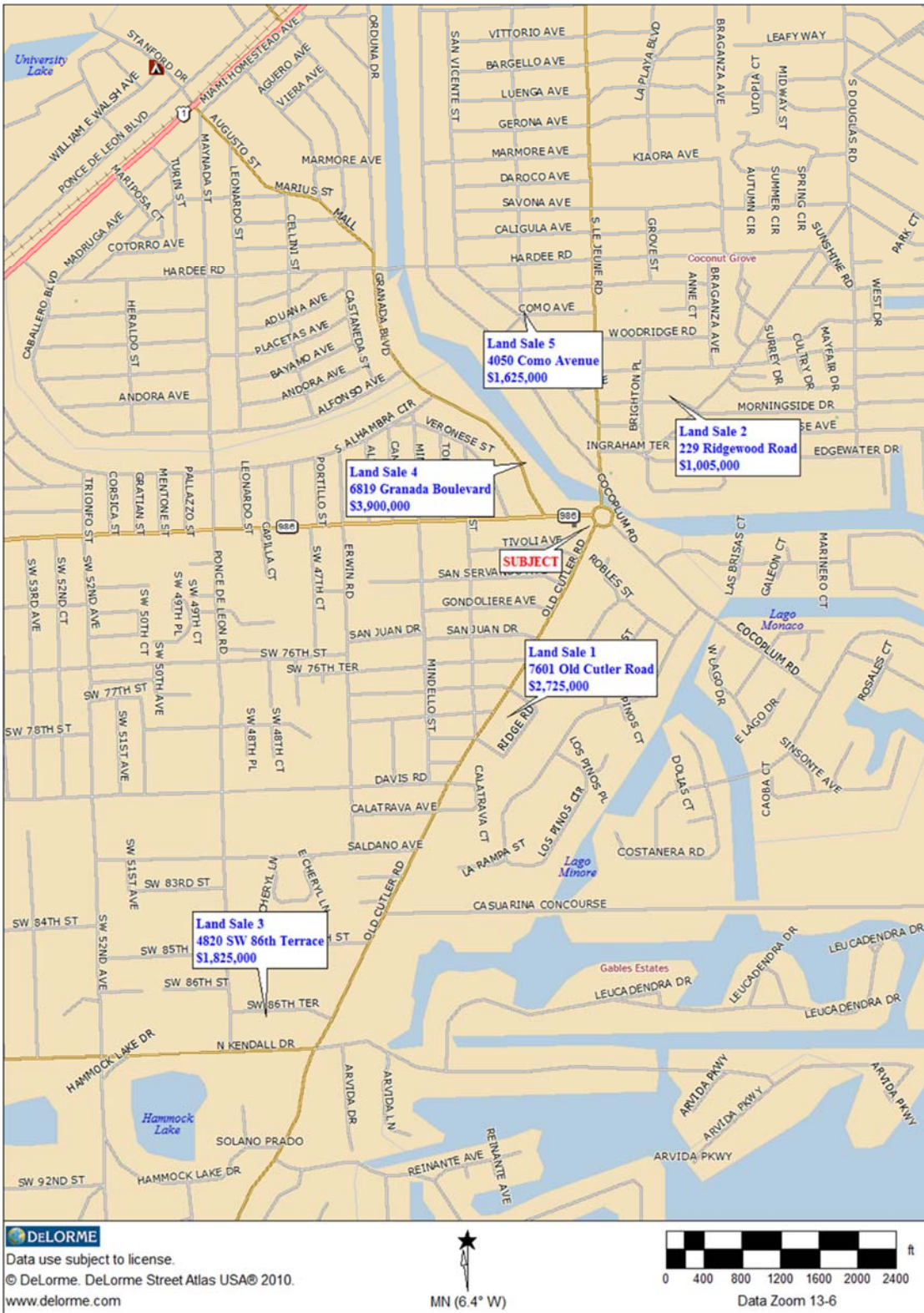
The Sales Comparison Approach is used to estimate land value. The methodology includes an analysis of what buyers in the area are paying for similar sites. The value of the subject is derived from sales of comparable sites. It is necessary to evaluate factors such as time of sale, location, size, density, frontage, access, plottage and other factors when making the comparison. Following is a summary of properties we compared with the property appraised, and a map showing their locations.

### Methodology

The subject site is valued at its highest and best use. This approach involves an analysis and comparison of vacant site sales, (each having a similar development potential as the subject's highest and best use) to the subject. In making comparisons, factors such as financing, market conditions (time), location, size, topography, density, frontage, access, physical attributes, including the water-orientation, and others were considered and evaluated. A search of the public records and a field investigation were undertaken to uncover recent transfers of land comparable to the subject. We have identified (5) primary land sales that we believe have relevance to the subject site in the current market.

Adjustments were made to the land sales based on the highest and best use on each of the subject sites. A summary of these adjustments follows. Details of the five primary sales are presented in the Addenda.

LAND SALES MAP





Land Valuation:

7000 Old Cutler Road						
LAND SALES						
Sale No.	Location	Sale Date	Size(SF) Acres	Zoning	Sales/Listing Price	Price/SF Comments
1	7601 Old Cutler Road Coral Gables, FL 33143 03-4132-005-0700	May-17	68,750 1.58	SFR	\$2,725,000	\$40 Site south of the subject on Old Cutler Road. Home built in 1926 is historically designated and therefore can not be redeveloped. Sale price was slightly above assessed value.
2	229 Ridgewood Road Coral Gables, FL 33133 03-4129-024-0170	Oct-16	16,100 0.37	SFR	\$1,005,000	\$62 Interior site just west of Ingraham Highway and north of the CocoPlum Circle. Improved with a small 2,197 SF single family home built in 1938.
3	4820 SW 86th Terrace Miami, FL 33143 30-4131-015-0070	Sep-16	37,897 0.87	EU-1	\$1,825,000	\$48 Interior site just west of Old Cutler Road. Parcel lies within unincorporated Miami Dade County.
4	6819 Granada Boulevard Coral Gables, FL 33146 03-4129-073-0020	Apr-16	46,208 1.06	SFR	\$3,900,000	\$84 Waterfront site on Granda Boulevard west of the CocoPlum Circle.
5	450 Como Avenue Coral Gables, FL 33146 03-4129-028-1790	Dec-15	24,900 0.57	SFR	\$1,625,000	\$65 Site located on the southeast corner of Como Avenue and San Vicente Street, just northwest of the CocoPlum Circle.
<b>Subject</b>	7000 Old Cutler Road Coral Gables, FL 33143 03-4132-006-0100		32,716 0.75	SFR		Subject site. Improved with a 3,381 SF single family home with 4 beds and 4 baths, built in 1936. Located on the CocoPlum Circle, at the southwestern corner between Old Cutler Road and Sunset Road.



7000 Old Cutler Road																
SUMMARY OF ADJUSTMENTS FOR PHYSICAL CHARACTERISTICS - PRICE/UNIT																
SALE NO.	PRICE /UNIT	LOCATION Comparison	Adj.	LAND SIZE Comparison	Adj.	SHAPE Comparison	Adj.	TOPOGRAPHY Comparison	Adj.	UTILITIES Comparison	Adj.	ZONING Comparison	Adj.	OTHER Comparison	Adj.	CUMULATIVE ADJUSTMENT
SUBJECT		CocoPlum		32,716 SF 0.75		Irregular		Extended Swale		Available		SFR 0				
1	\$2,752,250	Inferior	\$137,613 5.0%	68,750 1.58	\$275,225 10.0%	Regular	(\$137,613) -5.0%	Level	\$0.00 0.0%	Available	\$0.00 0.0%	SFR	\$0.00 0.0%	Historic Encumbrance	\$137,613 5.0%	\$412,838
2	\$1,025,100	Inferior	\$102,510 10.0%	16,100 0.37	\$102,510 10.0%	Regular	(\$51,255) -5.0%	Level	\$102,510 10.0%	Available	\$0.00 0.0%	SFR	\$0.00 0.0%	Similar	\$0.00 0.0%	\$256,275
3	\$1,866,063	Inferior	\$186,606 10.0%	37,897 0.87	\$0.00 0.0%	Regular	(\$93,303) -5.0%	Level	\$186,606 10.0%	Available	\$0.00 0.0%	EU-1	\$0.00 0.0%	Similar	\$0.00 0.0%	\$279,909
4	\$4,036,500	Superior Waterfront	(\$201,825) -5.0%	46,208 1.06	\$0.00 0.0%	Mostly Rectangular	(\$121,095) -3.0%	Some Trees	\$201,825 5.0%	Available	\$0.00 0.0%	SFR	\$0.00 0.0%	Similar	\$0.00 0.0%	(\$121,095)
5	\$1,702,188	Inferior	\$170,219 10.0%	24,900 0.57	\$85,109 5.0%	Irregular	\$0.00 0.0%	Level	\$170,219 10.0%	Available	\$0.00 0.0%	SFR	\$0.00 0.0%	Similar	\$0.00 0.0%	\$425,547

Summary of Adjustments to Land Sales											
SALE NO.	PRICE/UNIT	TERMS OF SALE		ADJ. PRICE /UNIT	MARKET CONDITIONS		ADJ. PRICE /UNIT	Others Comparison	Adjust.	INDICATED VALUE PER UNIT	
		Comparison	Adjustment		Comparison	Adjust.					
SUBJECT		Cash			Current						
1	\$2,725,000	Cash	\$0.00 0.0%	\$2,725,000	May-17	\$27,250 1.00%	\$2,752,250	From Other Grid	\$ 412,838	\$3,165,088	
2	\$1,005,000	Cash	\$0.00 0.0%	\$1,005,000	Oct-16	\$20,100 2.00%	\$1,025,100	From Other Grid	\$ 256,275	\$1,281,375	
3	\$1,825,000	Cash	\$0.00 0.0%	\$1,825,000	Sep-16	\$41,063 2.25%	\$1,866,063	From Other Grid	\$ 279,909	\$2,145,972	
4	\$3,900,000	Cash	\$0.00 0.0%	\$3,900,000	Apr-16	\$136,500 3.50%	\$4,036,500	From Other Grid	\$ (121,095)	\$3,915,405	
5	\$1,625,000	Cash	\$0.00 0.0%	\$1,625,000	Dec-15	\$77,188 4.75%	\$1,702,188	From Other Grid	\$ 425,547	\$2,127,734	
\$2,216,000 : Average unadjusted prices									Average adjusted prices :		\$2,527,115
								<b>Price/UNIT</b>	<b>Land Value</b>		
Minimum:								\$1,281,375			
Maximum								\$3,915,405			
<b>Chosen</b>										\$3,400,000	
								Rounded		<b>\$3,400,000</b>	

**Land Sales Analysis**

The preceding sales were confirmed to offer the best indication of value of the subject site via the Sales Comparison Approach. A number of sales were examined, and in the final analysis they were narrowed to the 5 most comparable transactions. We have researched sales of residential sites from southwest Miami Dade County, particularly Coral Gables and the surrounding areas.

There are several units of comparison generally employed in the analysis of vacant residential land. In this instance, the market dictates the most appropriate index is total sale price instead of price per square foot since the zoning allows for one unit per lot. The adjustment categories include timing, size, shape and location.

All of the transactions were either cash or financed at market terms by third party financial institutions; hence, no adjustments for financing were required. If atypical financing were involved

in the transaction, the appraiser would determine if those terms had a quantifiable effect on the sale price necessitating an adjustment.

Each transaction was confirmed to be arm's length between willing buyers and sellers; therefore, no adjustments for abnormal conditions of sale were necessary. However, if a listing is included in the analysis, a downward adjustment is considered to reflect a typical cushion for negotiations. Nonetheless, the amount of adjustment, if any, would depend on the asking price as it relates to the market at that time. Some transactions might include a bank sale sometimes referred to as "short sale". An adjustment will be made if warranted based on confirmation of that transaction.

Adjustments for time and price trends attempt to quantify changes in market conditions between the date of each sale and the date of the appraisal, based on current market conditions and available properties. All of the transactions are relatively timely, taking place from December 2015 to February 2017. Adjustment for this category would be based on any quantifiable appreciation or depreciation, typically identified through paired sales analysis.

Adjustments for location typically are associated with the general demographics of the area and property specific influences such as traffic counts, ingress/egress, proximity to linkages such as interstates and overall characteristics of an area.

Site size is an adjustment in which the comparable site size is compared to the subject. Depending on the market segment, variation in site size can have effect up to a point on the price per square foot index. Generally, in this market an ideal lot is around an acre in size or slightly smaller, as smaller lots limit development potential and larger sites don't offer additional density. This category can also include adjustments for parcels that may have off-site retention and reflect a fully buildable lot. The subject is just under 33,000 SF, but there are extraordinarily wide, heavily landscaped swale areas along its north and east sides. These areas make the lot "feel" closer to 50,000 SF.

Adjustments for topography are less common in south Florida due to the geographical features which generally include a level grade more suitable for construction. However, the subject site includes over 130 mature trees. These include banyan, varieties of Palm and Oak as well as Royal Poinciana and others. We analyzed the list of trees included in the recent survey by interviewing local nursery operators and reviewing inventory pricing provided by South Florida nursery websites. Based on these discussions, we conclude that the retail value of the trees (not including transport and installation charges) would be just under \$50,000. This is just over \$400 per mature tree and amounts

to about 1.45% of the total “as is” value estimate. Including delivery and transportation would approximately triple this cost. These figures were used as the basis for the topography adjustment since most of the comparable sale properties were level and clear at the time of sale. Notably, Sale No. 4 included some mature trees, but not at the density observed at the subject property and recorded on the recent survey.

Zoning is an important consideration in land sales analysis as it specifies the development potential of a given parcel. In this category, the comparables zoning classification relative to allowable uses, building setbacks and other restrictions are compared to the subject. Zoning classifications that allow more uses and flexible development are generally superior.

The availability of municipal services, specifically water and sewer, is an important attribute to a typical site. The adjustment would be applied if the comparable has a different availability of municipal services as the subject. This is especially true for parcels that may need to have municipal lines extended to the property at a cost.

**Conclusion – “As is”**

The unadjusted sales prices of the primary sales ranged between \$1,005,000 and \$3,900,000 per unit. After adjustments, as summarized, the adjusted price range was from \$1,281,375 to \$3,915,405 per square foot. All sales required an upwards adjustment reflecting the unique nature of the subject site. The average adjusted price of these sales was \$2,527,115. The highest weight was placed on sale 1 and 4, the most recent area sale, and the highest quality site among the sales and a value of \$3,400,000 was selected.

Value Indication “As Is” as of May 31, 2017

Indicated Land Value:	\$3,400,000
Subject Area:	32,716 SF
Land Value per SF:	\$103.92

**Value Conclusion :** **\$3,400,000**

Estimated Marketing Time: 12 Months

**Conclusion - Institutional Use**

To derive an estimate of value assuming zoning were changed to allow institutional use, we included an adjustment for the broad swale and the three access points at the subject.

The swale area is substantially larger as a percentage of the owned lot size than the swale areas at any of the sale properties. The subject’s three points of vehicular access is also a benefit for reuse of the property in an institutional capacity. There is little or no market basis for quantifying these factors and the adjustment is admittedly subjective. We applied a 15% adjustment (ten percent for the swale area – which increases the total area by over 40% and five percent for the extra point of ingress and egress.

After adjustments, the adjusted price range was from \$1,435,140 to \$4,520,880 per square foot. All sales required an upwards adjustment reflecting the unique nature of the subject site. The average adjusted price of these sales was \$2,864,493. The highest weight was placed on sale 1 and 4, the most recent area sale, and the highest quality site among the sales and a value of \$3,900,000 was selected.

Value Indication – Institutional Use as of May 31, 2017

Indicated Land Value: \$3,900,000

Subject Area: 32,716 SF

Land Value per SF: \$119.21

**Value Conclusion : \$3,900,000**

Estimated Marketing Time: 12 Months

**A D D E N D A**