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An appraisal of the Middleton farm located at the West Beltline and Donna Drive. April 30, 1980

Landmark Research, Inc.

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THE MIDDLETON FARM
PREPARED FOR
THE ESTATE OF GEORGE J. MALOOF, M.D.

Landmark
Research
Inc.

AN APPRAISAL
OF
THE MIDDLETON FARM

LOCATED AT THE
WEST BELTLINE AND DONNA DRIVE

AS OF
APRIL 30, 1980

PREPARED FOR
THE ESTATE OF GEORGE J. MALOOF

PREPARED BY
LANDMARK RESEARCH, INC.

JAMES A. GRAASKAMP

TIM WARNER

James A. Graaskamp, Ph.D., SREA, CRE
Tim Warner, MS, MAI, SRPA
Jean B. Davis, MS

October 22, 1980

R. Christian Davis
Trust Account Manager
First Wisconsin National Bank of Madison
One South Pinckney Street
Madison, Wisconsin 53703

Dear Mr. Davis:

With this letter we are delivering the appraisal of the property located in the Town of Middleton, the residue development of Northbrook Subdivision, known usually as the Middleton Farm, and further described within this report. The appraisals are requested as the measure of market value as of April 30, 1980, for the purpose of valuing the Estate of George J. Maloof.

Jean B. Davis and I have inspected the property on several occasions. Recent buyers of similar properties, brokerage firms, and other investors active in the general area were interviewed to confirm property information and to compile a buyer profile.

The most probable use of the subject site is for interim holding prior to sale for active development for general business use. The most probable buyer is an individual(s) interested in either acquiring for immediate development or speculating in the commodity of raw land. These two separate submarkets for land in the Middleton-Madison area somewhat troubles the exact specification of the most probable use and most probable buyer.

Our estimate is based upon a market comparison approach that uses recent sales of similar properties to evaluate the subject. The appraised value assumes a sale financed by the grantor, such as a land contract transaction.

There are three parcels of land involved. The largest parcel is a 5.474 acre parcel lying south of Donna Drive on the east side of the West Beltline Highway (US Highway 12). The second parcel, also lying east of the West Beltline Highway is a 1.608 acre parcel north of Donna Drive. Thirdly, there is a small 20 x 100 foot remnant lying approximately 300 feet north of the second parcel to the east of the West Beltline. As will be discussed, the zoning ordinance eliminates

Mr. R. Christian Davis
Page Two
October 22, 1980

this parcel for any independent use by its requirements of a minimum width and minimum lot size. Its disposition costs would most probably outweigh its proceeds of sale, thus resulting in no monetary gain. There are older agricultural improvements lying on the larger parcel which are accorded no marketable value. The most probable use for the land would be development to a business use. The improvements serve only as a minor interim use with their rent offsetting taxes prior to the implementation of the parcel's most probable use for development as a general business facility.

Based upon the assumptions and limiting conditions presented in the attached report and its exhibits thereto, it is our opinion that the market value of the subject property, which might be obtained as of April 30, 1980, is:

Parcel 1: \$72,000

Parcel 2: \$131,000

Total: TWO HUNDRED THREE THOUSAND DOLLARS (\$203,000)

Assuming a land contract or other similar financing from the seller with 10 to 20 percent down, 10-1/2 to 11 percent interest, for a ten-year term.

We are pleased to be of continuing service to you and we remain available to answer any specific questions that you may have regarding this report.

FOR LANDMARK RESEARCH, INC.

James A. Graaskamp, Ph.D., CRE, SREA

Tim Warner, MS, MAI, SREA

deb

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I. PROBLEM ASSIGNMENT

The content of an appraisal report is determined by the decision for which it will serve as the benchmark and by the limiting assumptions inherent in the property, the data base, and other factors of the decision context.

This appraisal was requested as a measure of the Market Value as of April 30, 1980, of the property known as the Middleton Farm located on the east side of the West Beltline Highway (US Highway 12) for the purposes of determining its value as a portion of the Estate of George J. Maloof.

A. The Legal Interests to Be Appraised

1. Property Identification

The subject properties of this appraisal assignment are three parcels of general business lands with some older remaining agricultural improvements located on the east side of the West Beltline Highway (US Highway 12) lying north and south of Donna Drive. Donna Drive is an east-west thoroughfare, serving as a collector street for the West Beltline and serving the adjacent Northbrook Subdivision lying to the east of these parcels. To the south of the subject properties is Pheasant Branch Creek, to the north is Century Boulevard, on the west is the West Beltline (US Highway 12), and to the east is Northbrook

Subdivision. (See Exhibit 1).

The Town of Middleton identification number for the 1979-1980 assessments is Parcel No. 50-01-474.42 and is described by the assessor as the part of the SW 1/4 of the SE 1/4 of Section 2, T7N, R8E.

2. Legal Description

The legal description of the subject property was defined by land surveyor Richard Rasmussen of D'Onofrio, Kottke & Associates, Inc., of Madison. It is:

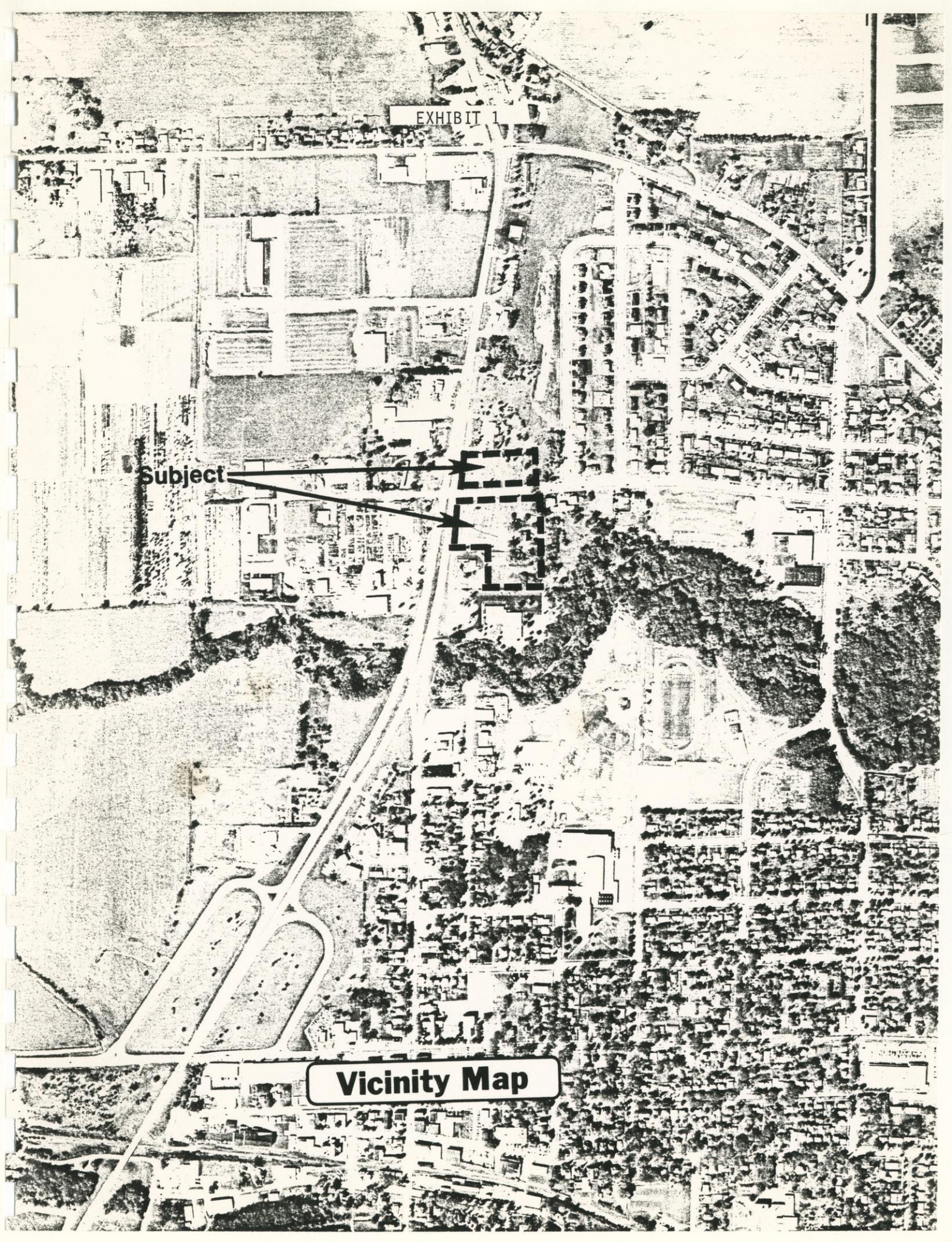
a. Parcel 1 is a parcel of land located in the SW 1/4 of the SE 1/4 of Section 2, T7N, R8E, City of Middleton, Dane County, Wisconsin, to-wit: Commencing at the Southeast corner of said Section 2; thence N88 degrees 25'25"W, 1322.63 feet to the point of beginning; thence continuing N88 degrees 25'25"W, 351.53 feet; thence N01 degrees 46'13"E, 227.22 feet; thence N88 degrees 17'53"W, 170.78 feet; thence N10 degrees 37'40"E, 313.96 feet; thence S89 degrees 52'20"E, 196.87 feet; thence N86 degrees 17'E, 263.55 feet; thence S03'43"E, 140.00 feet; thence S01 degrees 34'35"W, 427.53 feet to the point of beginning. Containing 5.474 acres.

Subject to a driveway easement as recorded in Volume 601 of Deeds on Page 289, Document No. 861620, Dane County Registry, described as follows: A parcel of land located in the SW 1/4 of the SE 1/4 of Section 2, T7N, R8E, City of Middleton, Dane County, Wisconsin, to-wit: Commencing at the Southeast corner of said

EXHIBIT 1

Subject

Vicinity Map



Section 2; thence N88 degrees 25'25"W, 1674.16 feet; thence N01 degrees 46'13"E, 227.22 feet; thence N88 degrees 17'53"W, 100.78 feet to the point of beginning; thence N01 degrees 42'07"E, 49.5 feet; thence N88 degrees 17'53"W, 62.23 feet; thence S10 degrees 37'40"W, 50.11 feet; thence S88 degrees 17'53"E, 70.00 feet to the point of beginning.

b. Parcel 2 is a parcel of land located in the SW 1/4 of the SE 1/4 of Section 2, T7N, R8E, City of Middleton, Dane County, Wisconsin, to-wit: Commencing at the Southeast corner of said Section 2, thence N88 degrees 25'25"W, 1864.09 feet; thence N03 degrees 43'00"W, 640.36 feet to the point of beginning; thence S86 degrees 17'W, 272.04 feet; thence N89 degrees 52'20"W, 181.55 feet; thence N10 degrees 37'40"E, 210.00 feet; thence S77 degrees 57'20"E, 312.86 feet; thence N86 degrees 17'E, 100.00 feet; thence S03 degrees 43'E, 130.67 feet to the point of beginning. Containing 1.608 acres.

c. Parcel 3 is a small 20 x 100 foot remnant parcel for which no description was provided. It is of minimal or no value for reasons which will be explained later.

3. Qualification of the Property Rights to be Appraised

As directed, the appraisal is to include only the real estate interests at the above location, and therefore, will exclude the value of all seasonal crops and the short temporal value of existing leasehold improvements accruing to the tenant.

As calculated by the surveyors, the subject properties will be assumed to contain, respectively, 5.474 acres and 1.608 acres as calculated as of September 26, 1980.

B. Selection of the Market Value
Appraisal Methodology

1. Value Definition

The fundamental purpose of an appraisal assignment is most usually to estimate value. The value required in this assignment is market value which is defined as:

The most probable price in terms of money which a property is expected to bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus.

Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. Buyer and seller are typically motivated.
2. Both parties are well informed or well advised, and each acting in what he considers his own best interest.
3. A reasonable time is allowed for exposure in the open market.
4. Payment is made in cash or its equivalent, if market conditions indicate that cash sales prevail.
5. Financing, if any, is on terms generally available in the community at the specified date and typical for the property type in its locale.

6. The price represents a normal consideration for the property sold unaffected by special financing amounts and/or terms, services, fees, costs,¹ or credits incurred in the transaction.

The above definition assumes a "semi-perfect market" or a number of fully informed, reasonably prudent buyers and sellers are acting rationally and logically to maximize their financial well being. The above definition departs slightly from the normally quoted definition--although both are fully acceptable currently--as it does not assume payment in cash. This definition then concurs with conditions prevailing in current markets.

In the instant case, economic and monetary conditions prevalent as of April 30, 1980, made land sales, and indeed most other types of sales, extremely difficult under conventional mortgage financing terms. Financing by the seller was the principal, if not the only, method of assuring consummation of a transaction.

For the purposes of this appraisal, the terms of market value and probable selling price will be considered consonant.

C. Implicit Assumptions

As we will be using a certain multivariate statistical technique to attempt the extraction of certain explanative variables and relationships to predict price or market value, we must operationally define market value as the average or expected value of the central tendency of a group of sales. This may be either a summary

¹THE REAL ESTATE APPRAISER, Nov.-Dec. 1977, p. 18.

statistic of transactions or the result of a regression equation which is to multiple variables what an average is to a single list of items such as selling prices.

2. Preference for the Market Comparison Approach

The appraisal process prefers to place its valuations by comparisons from actual sales of comparable properties where the buyer and seller were under no unusual duress and where there were no significant, special circumstances.

From an analysis of 19 similar sales in the immediate vicinity, eight were selected as being most comparable and relevant to the valuation of the subject property. All were within a three mile radius of the subject property and were generally residential or business properties with frontage on the major roadways of the area. These properties were examined and analyzed on the basis of seven variables which will be discussed further in the report.

3. Limitations of the Cost and Income Approach

Classical appraisal theory is supported on three valuation premises: the cost, market, and income approach. In the subject appraisal, primary reliance was on the market or direct sales comparison approach. In the instant case although the southern most parcel is improved with aging agricultural structures, these improvements are not deemed to be of an incremental value. Direct market comparison of similar parcels demonstrates that the incremental value of rental income produced by this type of improvements may go to meet property taxes and other holding costs for the short time

horizon but are offset by the cost to remove these structures for utilization at the properties' envisioned most profitable use.

Under the cost approach, a valuation is most reliable when limited to those situations where the improvements are new or represent optimum use of the site in question. In the case of the subject property, the improvements are old and a minimal part of the value of the property. The predominant value is in the underlying land. Therefore, the cost approach to value is essentially irrelevant and would be deemed inappropriate for inclusion in this evaluation.

The income approach is most appropriate for income-producing properties such as commercial farm units or buildings purchased for their future income stream. It is evident that the subject property will not be purchased for its future income stream, but for business development or arbitrage in the investment land market.

The prevailing method of financing for parcels of this type for the last two years has been by land contract. The interest rates on all land contracts observed during this period are below those charged for a cash transaction financed in the majority with a conventional mortgage. In the market as of April of 1980, virtually any transaction depended on the provision of credit by the seller. Given the definition previously quoted, no equivalencies for cash sale are necessary.

II. THE PHYSICAL ANALYSIS OF THE SUBJECT PROPERTIES

Market value of the subject property is greatly influenced by its physical attributes and improvements which include its soils, size and continuity of its acreage, its topography, the legal attributes constraining the use of the property. Also important are the connections, closeness, or linkages of the property to other sites within the urban area, such as its sewer district and recreational areas and other attributes which are determined by how the buyers and sellers perceive the property and accordingly behave relative to their perception of the subject property.

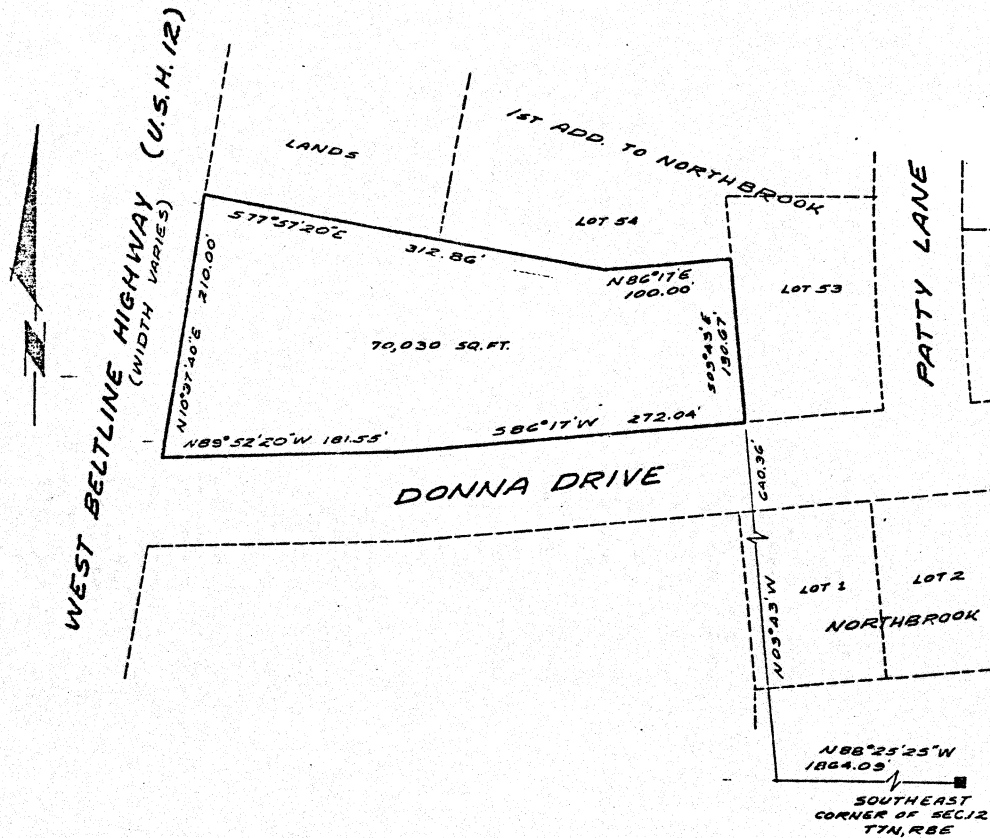
A. Shape and Area

Exhibit 2, the Surveys of the Subject Parcels, condenses the description of shape and area. The 5.474 acres lying to the south of Donna Drive is a larger parcel with older agricultural improvements and is encumbered by a driveway easement . It is trapezoidal in shape except for a portion which is missing from the southwest corner, fronting on Highway 12. This reduction somewhat reduces the innate usability of the site as it reduces its available highway frontage. The parcel to the north comprising 1.608 acres is also trapezoidal but has less frontage on Highway 12 in relationship to its depth on Donna Drive. Accordingly, it would be somewhat less valuable than a parcel of the same size which had more highway frontage. However, market indicators discussed later in the report show that in considering the

EXHIBIT 2

SURVEYS OF THE SUBJECT PARCELS

SKETCH OF RESIDUAL LAND NORTH OF DONNA DRIVE



DESCRIPTION

A parcel of land located in the SW $\frac{1}{4}$ of the SE $\frac{1}{4}$ of Section 2, T7N, R8E, City of Middleton, Dane County, Wisconsin, to-wit: Commencing at the Southeast corner of said Section 2; thence N88°25'25\"W, 1864.09 feet; thence N03°43'00\"W, 640.36 feet to the point of beginning; thence S86°17'W, 272.04 feet; thence N89°52'20\"W, 181.55 feet; thence N10°37'40\"E, 210.00 feet; thence S77°57'20\"E, 312.86 feet; thence N86°17'E, 100.00 feet; thence S03°43'E, 130.67 feet to the point of beginning. Containing 1.608 acres.

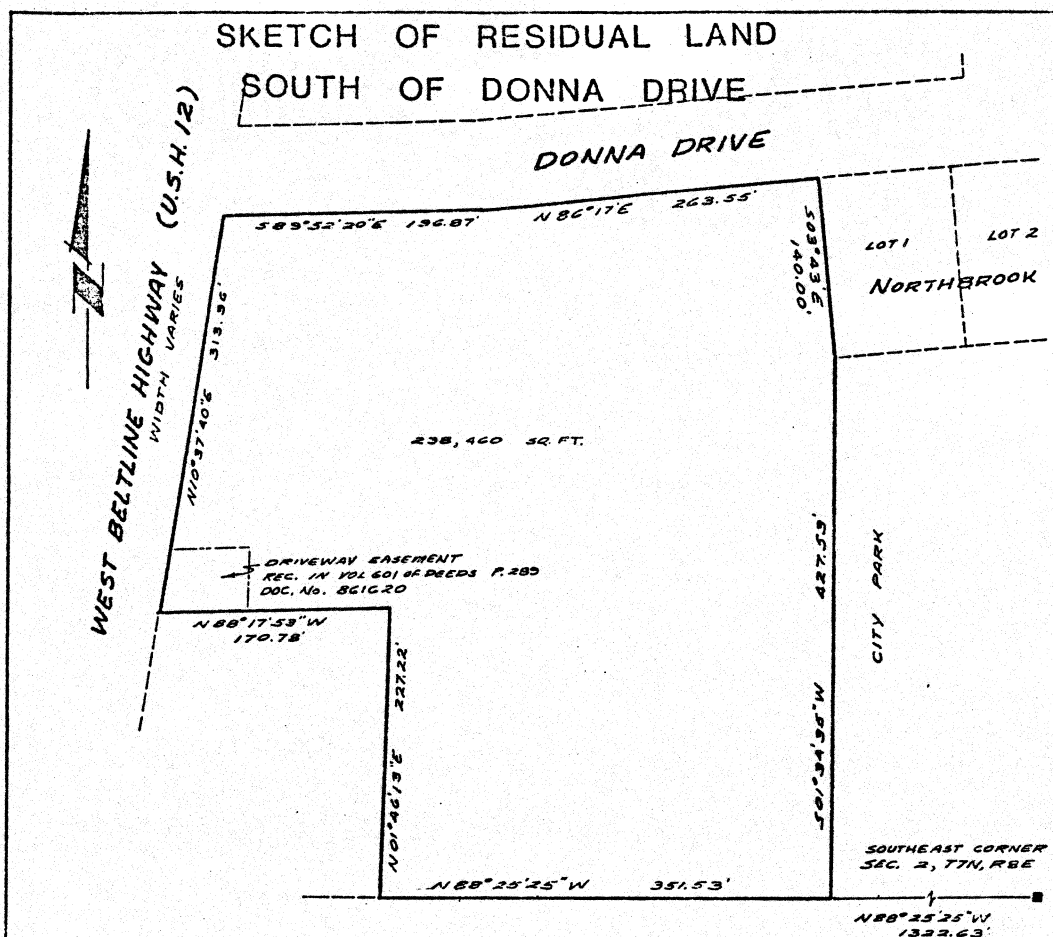


**D'ONOFRIO KOTKKE
AND ASSOCIATES, INC.**

7130 WESTWARD WAY
MADISON, WISCONSIN 53717
AREA CODE: 608-836-3241

DATE: September 26, 1980
SCALE: 1" = 100'
FN: 80 02 165

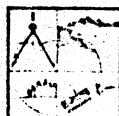
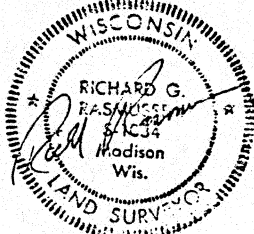
EXHIBIT 2 (Continued)



DESCRIPTION

A parcel of land located in the SW $\frac{1}{4}$ of the SE $\frac{1}{4}$ of Section 2, T7N, R8E, City of Middleton, Dane County, Wisconsin, to-wit: Commencing at the Southeast corner of said Section 2; thence N88°25'25"W, 1322.63 feet to the point of beginning; thence continuing N88°25'25"W, 351.53 feet; thence N01°46'13"E, 227.22 feet; thence N88°17'53"W, 170.78 feet; thence N10°37'40"E, 313.96 feet; thence S89°52'20"E, 196.87 feet; thence N86°17'E, 263.55 feet; thence S03°43'E, 140.00 feet; thence S01°34'35"W, 427.53 feet to the point of beginning. Containing 5.474 acres.

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**D'ONOFRIO KOTTKE
AND ASSOCIATES, INC.**

7530 WESTWARD WAY
MADISON, WISCONSIN 53717
AREA CODE: 608-838-3241

DATE: September 29, 1980

SCALE: 1" = 100'

FN: 80 02 165

size of the parcel alone, a property between one and two acres is eminently more marketable and more valuable on a dollars per square foot basis. The third parcel, lying to the north, is essentially valueless when the cost to dispose of the parcel is compared with a possible sale price. The parcel is unusable under the current zoning ordinances and would have value only to an abutting owner.

2. Topography

The general area has relatively few differences in elevation. The subject parcels generally slope off to the rear and to the south with drainage to Pheasant Branch Creek and its tributary to the east. The underlying soil types are part of a glacial drainage basin and exhibit, in general, poor soil drainage conditions. The subject property, characteristic of the surrounding topography, gently slopes from the west to the east and from the north to the south.

3. Soils

The predominant soils of the subject property are Granby Loamy Sand and Watseka Loamy Sand. Both of these soil types have a very severe limitation for septic tank absorption fields and severe limitations for dwellings with basements due to their seasonal high-water table. In fact, both soils provide severe limitations for almost all usual urban uses ranging from excavations to highway uses or local street foundations. These soils have agricultural capability units of four on a scale of one to seven with one being the best, two being good, three being average, and four being below average. Both soils have a wet condition specified under the suitability unit

classification for agricultural purposes. The map and symbols from the soil survey of Dane County, Wisconsin, by the United States Department of Agriculture Soil Conservation Service, are shown in Exhibit 3.

4. Improvements

Improvements consist of an old farm building and a dwelling unit. As the improvements are not factors contributing to the overall value, detailed description is not deemed necessary.

5. Utilities

The site receives electricity from Wisconsin Power and Light and telephone services from General Telephone Service of Madison. Water service is available from mains running east and west along Donna Drive as are sanitary and storm sewage lines and catch basins according to the Middleton Engineer's Office. Donna Drive is a sixty foot wide concrete roadway with concrete curbs and gutters.

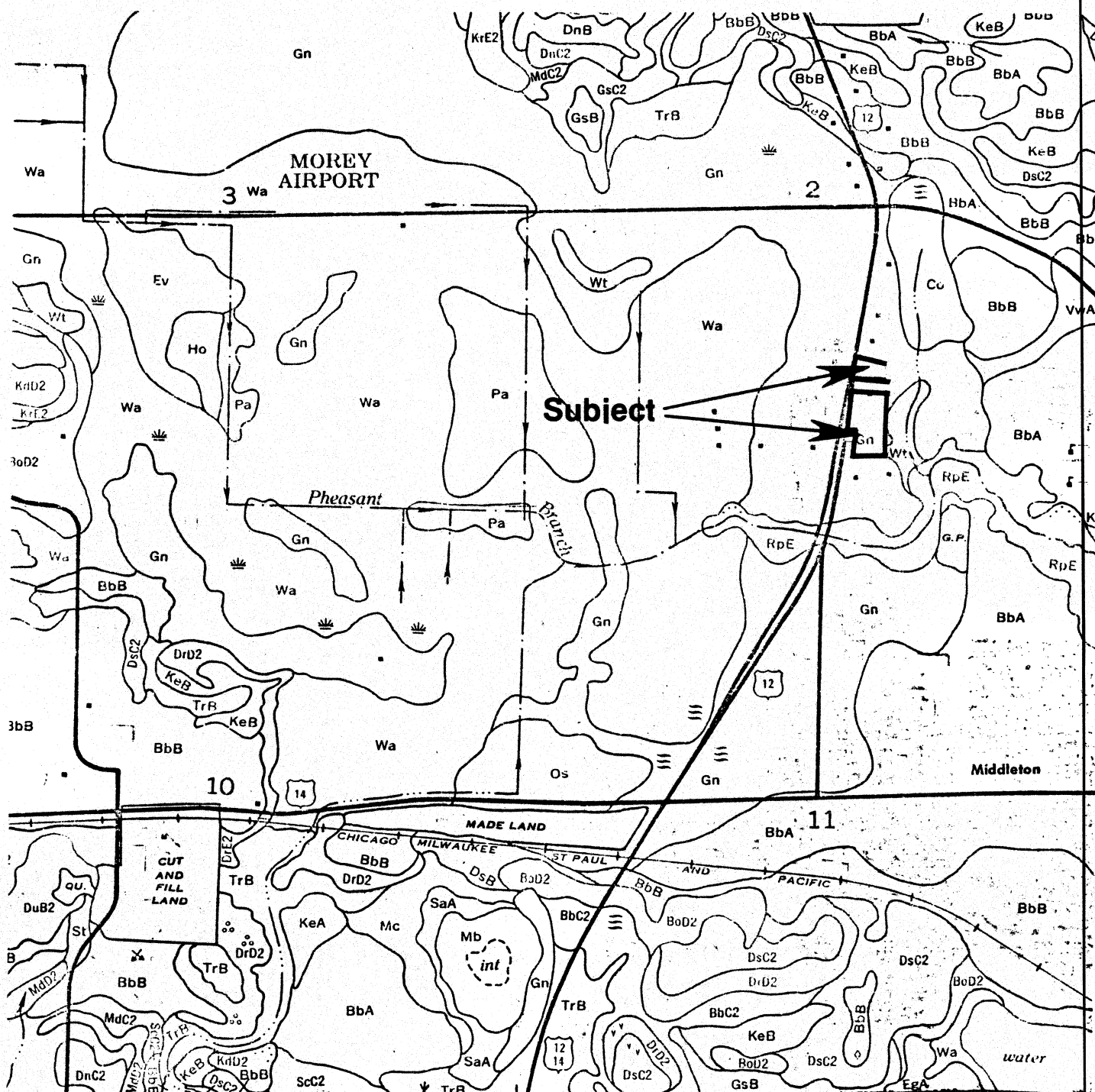
6. Adverse Influence

The subject property has two apparent adverse influences.

a. Electric and Telephone Transmission Lines

The transmission lines running north-south, paralleling the West Beltline (US Highway 12) approximately 30 feet in from the shoulder of the pavement recorded as general easements which prohibit development within the right-of-way. This may serve to discourage some users of the subject site, but this type of easement encumbrance is in harmony with contiguous parcels to the north and south for some distances.

SOIL MAP



b. Billboard

Also evident as a possible adverse influence is a 35 foot high billboard leased from Hansen Advertising. Records and a phone conversation with Hansen revealed no record of current lease payments or long-term leases and encumbrances to the subject site. As can be observed from the photographic exhibits, this billboard displays the availability of the parcels and lots in the Northbrook Subdivision, and therefore, we presume that it was erected to stimulate sales in the subdivision by the current owners and can be removed without injury to other parties at interest.

B. The Legal-Political Attributes of the Subject Property

1. City of Middleton, Wisconsin, Chapter 10
of the Zoning Code

The above referenced item establishes the current land use for Middleton. Exhibit 4, the zoning map, shows the location of the subject property. From this map it can be seen that the subject properties are zoned B3--General Business. Exhibit 5, excerpts from the ordinance, shows this area to be a general business district and describes the limitations to use. Most pertinent at this point is Paragraph 10.12 (4) of the zoning ordinance which describes the minimum lot width of 50 feet and a minimum lot area of 6,000 feet. These minimums preclude the development of the 20 x 100 foot parcel as a free-standing parcel.

The City of Middleton Master Plan shows the subject to be in Planning Neighborhood 16. This planning neighborhood is an 80 acre

EXHIBIT 4

ZONING MAP

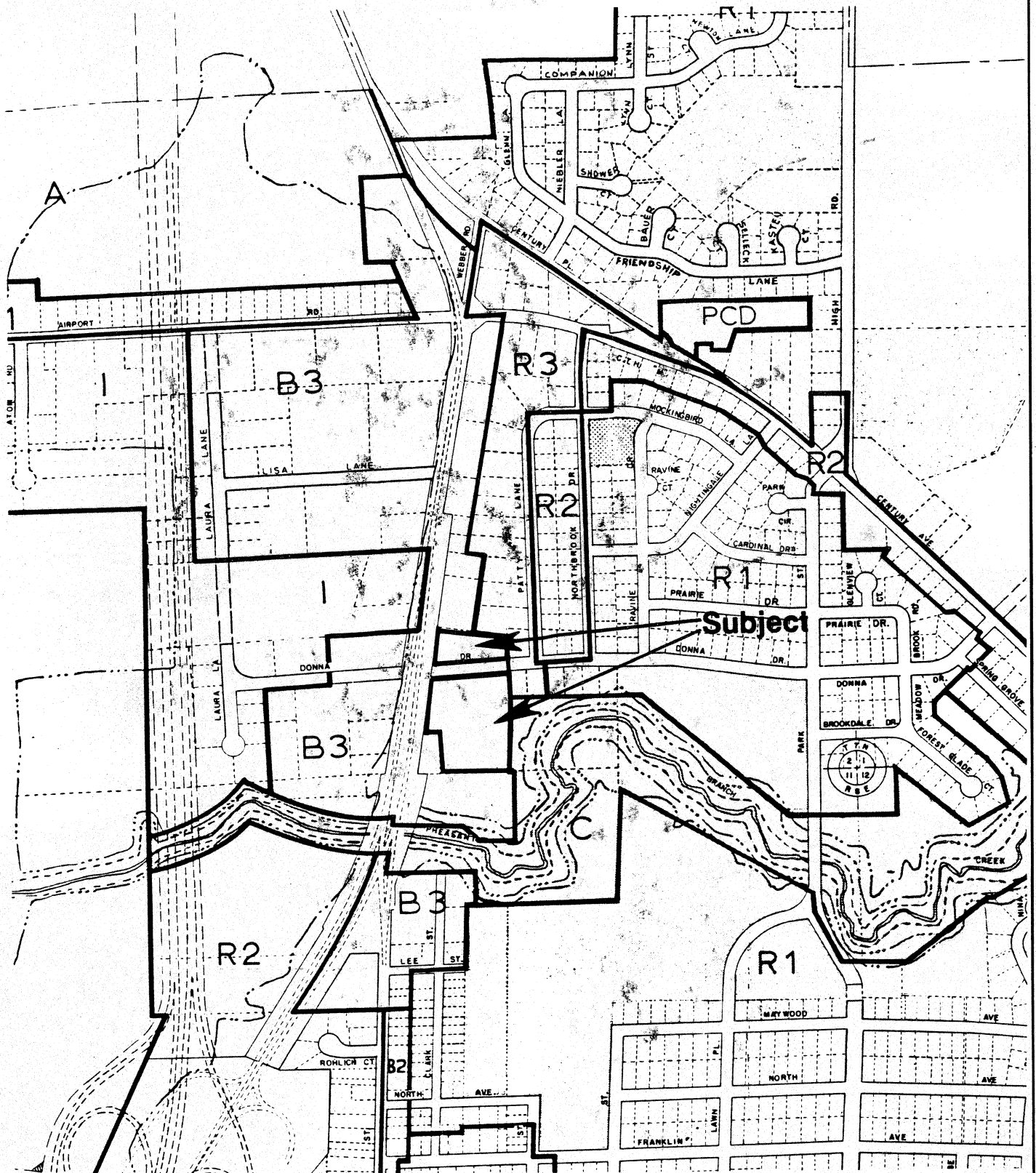


EXHIBIT 5

EXCERPTS FROM MIDDLETON ZONING ORDINANCE

(4) Lot Area, Height, Lot Width and Yard Requirements.

(a) The following minimum requirements shall be observed subject to additional requirements, exceptions and modifications as set forth:

1. Height shall be limited to three (3) stories or thirty-five (35) feet, whichever is less.
2. Minimum lot width shall be fifty (50) feet, and minimum lot area six thousand (6,000) square feet.
3. Front yard depth shall be thirty (30) feet or more.
4. Side yard shall be ten feet or more, except that on one side the yard may be reduced to zero if a mutual agreement consenting thereto is entered into between the owner and abutting owner and filed with the Zoning Administrator.
5. Side street yard lines shall be twenty (20) feet or more.
6. Rear yards when abutting an "R" District shall equal the rear yard required in the "R" District, otherwise shall be twenty (20) feet or more.

EXHIBIT 5 (Continued)

10.15 "B-4" CENTRAL BUSINESS DISTRICT.

(1) Permitted Uses. Within the "B-4" Central Business District, no structure or land shall be used except for one (1) or more of the following uses:

- (a) Any use permitted in the "B-1" and "B-2" , Districts, but not limited in scale to serving the residents of the surrounding area.
- (b) Repealed 8-16-77.
- (c) Motels, hotels and motor hotels.
- (d) Parking lots.
- (e) Municipal buildings and structures.
- (f) Sale of farm and garden produce and arts and crafts goods and other merchandise, by special permit.

(2) Conditional Uses. Within the "B-4" Central Business District, no structure or land shall be used for any of the following uses unless a Conditional Use Permit is issued:

- (a) Any use permitted by Conditional Use Permit in the "B-2" Commercial District, but not limited in scale to serving residents of the surrounding area.
- (b) Automobile sales and services.
- (c) Rail related uses.

(3) Permitted Accessory Uses. Within the "B-4" Central Business District, the following uses shall be permitted accessory uses:

- (a) Any permitted accessory uses in the "B-2" District.

(4) Lot Area, Height, Lot Width and Yard Requirements.

(a) All uses in the "B-1" Central Business District are exempt from lot area, lot width and setback requirements, but no building or structure shall exceed five (5) stories in height. Except that where a business lot is adjacent to a residentially zoned lot, the minimum building setback shall be 20'. (1-3-78)

(b) Parking Requirements. Uses permitted in the "B-1" Central Business District are exempt from all off-street parking and loading requirements.

parcel located between the proposed Beltline freeway and Parmenter Street. This plan states, "Because of the area's metropolitan wide accessibility and need for certain commercial activities to be highly visible, there is proposed to be an auto oriented commercial district. The whole area except for a portion contiguous to Pheasant Branch Creek is proposed as a general business district." (See Exhibit 6)

The valued use would conform to the current and future zoning and land use plans.

2. Assessed Value

In the opinion of the City Assessor, the Middleton assessments for 1979 were approximately 75 percent of market value and for 1980, 68 percent of market value. The 1979 and 1980 assessment is as follows:

Parcel No.	50-01-474.42
Land	\$84,300
Improvements	<u>11,800</u>
Total	\$96,100

The 1979 tax amount was \$2,254.81.

C. Linkage Attributes of the Subject Site

The subject is on the west side of Metropolitan Madison and the City of Middleton. The principal locational attribute is its frontage on the West Beltline (US Highway 12). Exhibit 7 shows historical and projected traffic volumes from the plan previously referenced. It shows that while the subject area ranked fifth in total

EXHIBIT 6

SUBJECT UNDER CURRENT LAND USE PLAN

PLANNING NEIGHBORHOOD 16

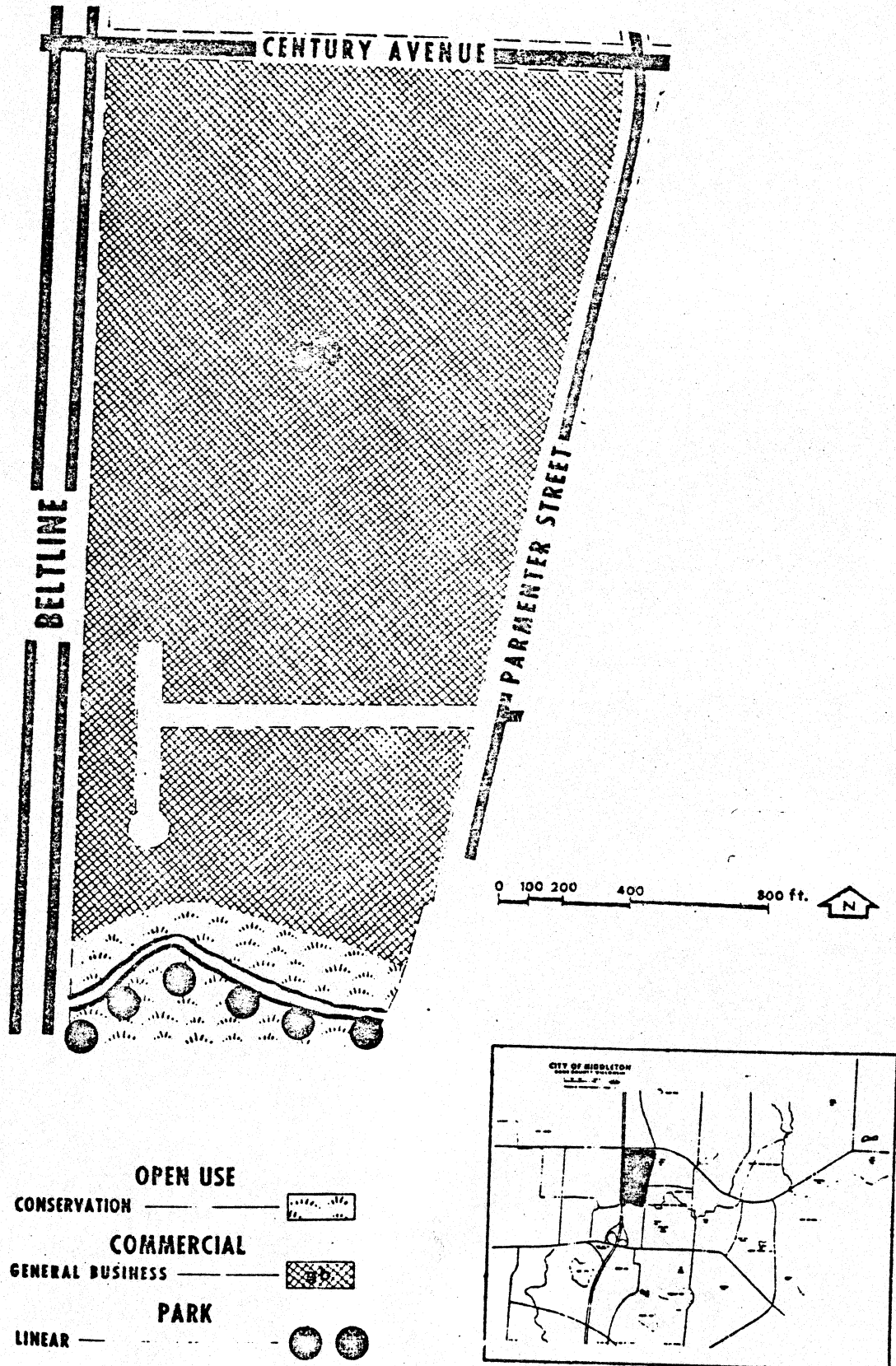


EXHIBIT 7

TRAFFIC VOLUMES HISTORICAL AND PROJECTED FOR MIDDLETON

TABLE 3
TRAFFIC VOLUMES

<u>Street</u>	<u>Link</u>	<u>1967</u>	<u>1970</u>	<u>1990</u>
Park	7-18	1,795	2,560	3,706
West Beltline	8-16	6,585	9,640	22,044
Highway 14	10-16	4,153	7,990	13,303
Century	12-13	3,160	5,370	3,015
Century	13-14	3,760	6,338	4,803
Century	14-15	6,589	10,345	4,173
Branch	13-19	2,903	3,558	2,360
Allen	14-20	4,281	8,085	11,036
University	16-17	4,833	6,515	7,522
University	17-19	10,182	12,598	13,250
University	19-20	11,307	13,668	14,267
University	20-5	15,517	15,595	27,441

Substantial volume increases are forecasted for the West Beltline and Highway 14 to the west. These increases reflect regional growth and that the principal arterials are expected to carry the brunt of intra-regional traffic movements. While computer model allocations conveniently route traffic from Highway 14 down the West Beltline, it must be remembered that drivers make individual judgements, and if excessive traffic is to be avoided on University Avenue, the configuration of the Highway 12-14 interchange must be altered to encourage use of the West Beltline.

Implicit in the forecast for only moderate increases in traffic on University Avenue is the recommendation that a directional interchange configuration be established that would find eastbound traffic on U.S. Highway 14 turning south on the West Beltline as a continuous movement and conversely traffic desiring to go into Middleton would have to make a conscious decision to do so. This would reduce the through traffic on University Avenue through Middleton to the greatest extent possible. Such an interchange would take a substantial amount of right-of-way. Determination of construction limits for such an interchange should be made at an early date to assure availability of right-of-way when it is needed.

Forecast volumes on Century Avenue are less than 1970 volumes in anticipation of relief provided by the North Beltline. However, this relief is dependent on the North Beltline being constructed in close proximity to Middleton, a factor which is not yet determined. Also, the MATS forecast did not take into account the multiple residential development near Century and Allen. The MATS forecast volume on Century should therefore be rejected. The Middleton plan is based on the evaluation that volumes on Century will not decrease and that a four lane facility will be needed by 1990. Revised forecasts by the Regional Agency should be anticipated in this corridor.

[REDACTED]

volume in 1967 and 1970, it is projected to move to second place in forecasted traffic counts. These substantial volume increases reflect regional growth, and with Highway 12 as a principal artery, this growth would be manifested in terms of traffic movements. Thus, the subject property is well situated to capture and draw upon future growth potential from throughout the area.

D. Dynamic Attributes of the Site

The subject site, as can be seen from physical inspections and photographic exhibits to this report, possesses a good approach zone and location to convey its location image to passing vehicles. The existence of Donna Drive and the volume of traffic flowing to or from Northbrook further enhances the site dynamics.

E. Market Demand for the Subject Property -- The Property Attributes

The subject property has two principal attributes, its highway location and its size. As can be seen from the sales analysis within the body of this report, 19 transactions occurring over the last three years were researched. Of these, eight were selected as being most similar to the subject property. This volume would describe this area as enjoying an active market in Madison terms. The market is almost entirely a seller financed market, which means the property would be sold typically under terms of a land contract and thus, the full cash selling price would not be immediately realizable.

Investigations into recent transactions and conversations with

market participants highlighted another significant item of price context. The Golf Green Industrial Park located north of Highway 14 at Pleasant View Road is considered to be the measuring stick and also the constraining factor on price for Middleton properties. Exhibit 11 is the current price list and map for Golf Green Industrial Park. Parcels vary in size from 1/2 to 2 acres. Unit price per square foot ranges from \$.51 to \$1.10 depending on location, configuration, and size. These prices would serve to bracket upside limits for the subjects. -

F. The Most Probable Use of the Site

The study of the attributes of the subject property and review of the market forces for this general business type of property leads to the conclusion that the most probable use of the subject property, as of April 30, 1980, is for a short interim holding period prior to, or sale for, immediate development for general business uses. The improvements could be rented as an interim use, however, a buyer of the property would generally not consider the improvements to be in a condition suitable for his own use or for reuse consistent with the size and scale of development typical of other business endeavors in the area. This interim use would serve usually as an offset to the cost of demolishing these improvements.

III. MARKET COMPARISON APPROACH TO VALUE

The preferred method of appraisal is inference of value of the subject properties from actual sales of comparable property with neither buyer nor seller under duress, the property having been exposed on the market for sale for a reasonable time, both parties knowledgeable about the property under consideration.

Recent market sales in a given area are the most reliable predictors of the most probable buyer and what he might be willing to pay for a similar property in that area.

A. Determination of the Most Probable Price

There have been several sales over the last three years of similar nearby properties, but there is a variance in property characteristics. A scale to rate differences among the subset of sales relative to the subject property will be developed to reflect the characteristics which can be demonstrated to influence buyer behavior. Certain statistical procedures are used that produce equations that allow property differences to be evaluated. The subject property is then analyzed for similarities and differences in order to select those characteristics or variables demonstrated by the sales to be most highly correlated to value. These equations can then in turn be used to value the properties.

We will now explain how certain statistical methods were applied to a subset of comparable sales to isolate and analyze the

EXHIBIT 8

STATISTICAL ANALYSIS OF COMPARABLE SALES

CURRENT DATABASE STATUS:

VARIABLE NO.	NAME	NUMBER OF CASES	MODE OF DATA
-----------------	------	--------------------	-----------------

1	\$SF	8	REAL
2	\$FF	8	INTEGER
3	SIZE	8	REAL
4	DATE	8	INTEGER
5	LOC	8	INTEGER
6	WE	8	INTEGER
7	CONV2	8	REAL
8	SR2	8	REAL
9	CONV1	8	REAL
10	SR1	8	REAL

SPACE AVAILABLE IN SYSTEM = 3920 WORDS.

READY
?RUN SREG()

NO VARIABLE SPECIFIED.

*** COMMAND NOT COMPLETED.

READY
?RUN SREG(\$SF,SIZE,DATE,LOC)

THIS ROUTINE REQUIRES 5 SCALARS.

FIRST, ENTER NUMBER OF INDEPENDENT VARIABLES --?3

VALUE OF F-RATIO TO ENTER A VARIABLE INTO REGRESSION --?3

ENTER "1" FOR YES OR "0" FOR NO. DESIRE PRINTOUT OF RESIDUALS?

YOUR CHOICE --?0

ENTER INDEX OF A FORCED VARIABLE. ENTER "0" IF NONE,

YOUR CHOICE --?0

ENTER "1" FOR YES OR "0" FOR NO. DESIRE CORRELATION MATRIX?

YOUR CHOICE --?0

EXHIBIT 8 (Continued)

PROBLEM: 1

DEP VAR: \$SF

VARIABLE	MEAN	STD DEV
\$SF	1.0700	0.48196
SIZE	1.6712	1.6955
DATE	21.375	10.433
LOC	4.0000	5.2644

STEP	ACTION	VARIABLE	INCREMENTAL F	ADJ R ²	R ²	R
1	ENTER	SIZE	6.05	0.4190	0.5020	0.7085
2	ENTER	LOC	8.36	0.7392	0.8137	0.9020

VARIABLE	COEFFICIENT	STD ERROR	PARTIAL F	SIG LEVEL
CONSTANT	1.80501	-	-	-
SIZE	-0.296994	0.640580E-01	21.50	99.43%
LOC	-0.596654E-01	0.206313E-01	8.36	96.59%

STD ERR OF ESTIMATE: 0.246152

81.37% VARIATION EXPLAINED: 2 STEPS

DIAGONAL ELEMENTS OF INVERSE OF CORRELATION MATRIX:

0.1863 1.0000 0.8777 1.0000

READY
?RUN STAT1(\$SF)

EXHIBIT 8 (Continued)

DESCRIPTIVE STATISTICS FOR \$SF

NUMBER OF OBSERVATIONS	8
MEAN = $XBR = \sum(X(I))/N$	1.0700
MEDIAN	1.2300
RANGE	1.2200
UNADJUSTED (BIASED) VARIANCE = $\sum((X(I)-XBR)**2)/N = UVR$	0.20325
UNADJUSTED STANDARD DEVIATION = $SQRT(UVR) = S$	0.45083
ADJUSTED (UNBIASED) VARIANCE = $UVR*N/(N-1) = AVR$	0.23229
ADJUSTED STANDARD DEVIATION = $SQRT(AVR)$	0.48196
SKEWNESS = $\sum((X(I)-XBR)**3)/(N*UVR**1.5)$	-0.26121
KURTOSIS = $\sum((X(I)-XBR)**4)/(N*UVR**2)$	1.5155

2-SIDED CONFIDENCE INTERVALS ON MEAN & STANDARD DEVIATION

CONFIDENCE LEVEL	MEAN		STANDARD DEVIATION	
	LOWER LIMIT	UPPER LIMIT	LOWER LIMIT	UPPER LIMIT
90.0%	0.74717	1.3928	0.33998	0.86616
95.0%	0.66707	1.4729	0.31866	0.98092
99.0%	0.47369	1.6663	0.28317	1.2821

FOR A NORMAL DISTRIBUTION

EXHIBIT 8 (Continued)

	\$SF INPUT DATA	ORDERED DATA	CUMULATIVE PERCENTAGE	CUMULATIVE NORMAL	DIFFERENCE
1	1.2600	0.41000	11.111	8.544	-2.568
2	1.6300	0.51000	22.222	12.263	-9.959
3	1.6000	0.65000	33.333	19.176	-14.158
4	0.41000	1.2000	44.444	60.632	16.187
5	0.65000	1.2600	55.556	65.329	9.774
6	1.2000	1.3000	66.667	68.340	1.673
7	1.3000	1.6000	77.778	86.426	8.649
8	0.51000	1.6300	88.889	87.737	-1.152

0.2313 = KOLMOGOROV-SHIRNOV STATISTIC

READY
?RUN STAT1 (LOC)

DESCRIPTIVE STATISTICS FOR LOC

NUMBER OF OBSERVATIONS	8
MEAN = $\bar{X} = \sum(X(I))/N$	4.0000
MEDIAN	0.50000
RANGE	11.000
UNADJUSTED (BIASED) VARIANCE = $\sum((X(I)-\bar{X})^2)/N = UVR$	24.250
UNADJUSTED STANDARD DEVIATION = $\sqrt{UVR} = S$	4.9244
ADJUSTED (UNBIASED) VARIANCE = $UVR \cdot N/(N-1) = AVR$	27.714
ADJUSTED STANDARD DEVIATION = \sqrt{AVR}	5.2644
SKEWNESS = $\sum((X(I)-\bar{X})^3)/(N \cdot UVR^{1.5})$	0.51500
KURTOSIS = $\sum((X(I)-\bar{X})^4)/(N \cdot UVR^2)$	1.2962

EXHIBIT 8 (Continued)

2-SIDED CONFIDENCE INTERVALS ON MEAN & STANDARD DEVIATION

CONFIDENCE LEVEL	MEAN		STANDARD DEVIATION	
	LOWER LIMIT	UPPER LIMIT	LOWER LIMIT	UPPER LIMIT
90.0%	0.47370	7.5263	3.7136	9.4610
95.0%	-0.40118	8.4012	3.4807	10.715
99.0%	-2.5134	10.513	3.0931	14.004

FOR A NORMAL DISTRIBUTION

	LOC INPUT DATA	ORDERED DATA	CUMULATIVE PERCENTAGE	CUMULATIVE NORMAL	DIFFERENCE
1	0	0	44.444	22.368	-22.076
2	1	0	44.444	22.368	-22.076
3	0	0	44.444	22.368	-22.076
4	0	0	44.444	22.368	-22.076
5	0	1	55.556	28.439	-27.117
6	10	10	77.778	87.280	9.502
7	10	10	77.778	87.280	9.502
8	11	11	88.889	90.819	1.930

0.3406 = KOLMOGOROV-SMIRNOV STATISTIC

READY
?STAT1(\$FF)

FILE NOT SAVED - FF

*** COMMAND NOT COMPLETED.

READY
?STAT1(\$FF)

FILE NOT SAVED - FF

*** COMMAND NOT COMPLETED.

READY
?STATUS

EXHIBIT 8 (Continued)

CURRENT DATABASE STATUS:

VARIABLE NO.	NAME	NUMBER OF CASES	MODE OF DATA
1	\$SF	8	REAL
2	\$FF	8	INTEGER
3	SIZE	8	REAL
4	DATE	8	INTEGER
5	LDC	8	INTEGER
6	#0	8	INTEGER
7	CONV2	8	REAL
8	SR2	8	REAL
9	CONV1	8	REAL
10	SR1	8	REAL

SPACE AVAILABLE IN SYSTEM = 3920 WORDS.

READY
?RUN STAT1 (\$FF)

DESCRIPTIVE STATISTICS FOR \$FF

NUMBER OF OBSERVATIONS	8
MEAN = $\bar{X} = \sum(X(I))/N$	246.50
MEDIAN	252.00
RANGE	193.00
UNADJUSTED (BIASED) VARIANCE = $\sum((X(I)-\bar{X})^2)/N = UVR$	4804.0
UNADJUSTED STANDARD DEVIATION = $\sqrt{UVR} = S$	69.311
ADJUSTED (UNBIASED) VARIANCE = $UVR*N/(N-1) = AVR$	5490.3
ADJUSTED STANDARD DEVIATION = \sqrt{AVR}	74.096
SKEWNESS = $\sum((X(I)-\bar{X})^3)/(N*UVR^{1.5})$	-0.29904
KURTOSIS = $\sum((X(I)-\bar{X})^4)/(N*UVR^2)$	1.5924

EXHIBIT 8 (Continued)

2-SIDED CONFIDENCE INTERVALS ON MEAN & STANDARD DEVIATION

CONFIDENCE LEVEL	MEAN		STANDARD DEVIATION	
	LOWER LIMIT	UPPER LIMIT	LOWER LIMIT	UPPER LIMIT
90.0%	196.87	296.13	52.269	133.16
95.0%	184.55	308.45	48.991	150.81
99.0%	154.82	338.18	43.535	197.10

FOR A NORMAL DISTRIBUTION

	\$FF INPUT DATA	ORDERED DATA	CUMULATIVE PERCENTAGE	CUMULATIVE NORMAL	DIFFERENCE
1	286	133	11.111	6.279	-4.832
2	326	168	22.222	14.470	-7.752
3	320	211	33.333	31.593	-1.740
4	168	218	44.444	35.025	-9.419
5	218	286	55.556	70.301	14.746
6	310	310	66.667	80.428	13.761
7	211	320	77.778	83.939	6.161
8	133	326	88.889	85.835	-3.054

0.2030 = KOLMOGOROV-SMIRNOV STATISTIC

READY
?STOP

USED 115.37 UNITS
/COST OFF

ACCRUED CHARGES SINCE SIGNIN

\$ 21.97 COMPUTER

19.18 CONNECT

4.61 CHARACTERS

\$ 45.76 TOTAL

EFFICIENCY = 24.0

00136.92 CRU 0001.39 TCH 0033.57 KC

OFF AT 10:55CDT 09/10/80

[REDACTED]

pertinent variables. Exhibit 8 is a display of the analysis of the variables: sales price per square foot, sales price per front foot, size of the parcels, the date of sale, and a relative location factor rating. The analysis shows that the strongest correlation between sales price and all selected variables was with size with over 50 percent of the association of price or value reflected in this characteristic alone. This analysis also developed an equation for valuing the properties using two variables, size and location. This formula will be used to value the parcels based on their size and location. This process translates supply and demand characteristics into prediction of price per unit by a relatively objective numerical method as opposed to a more subjective attribute/grid method.

Exhibit 9 is a summary chart of the comparable sales characteristics. It shows those attributes that were used for the valuation routine. Exhibit 10 is a location map of the sales which shows their location relative to the subject parcels. This exhibit also can be used to review the locational code variable assigned to each parcel. Under the hypothesis that the buyer of the subject property will want to pay no more than the market value of similar properties, the seller or buyer would make an analysis of market transactions in order to establish a benchmark of market value for the subject property. The analytical process we use seeks to replicate this.

As discussed earlier, solving for those attributes most closely associated with value to produce an equation of how characteristics relate to sale price is called regression. It is used to solve for

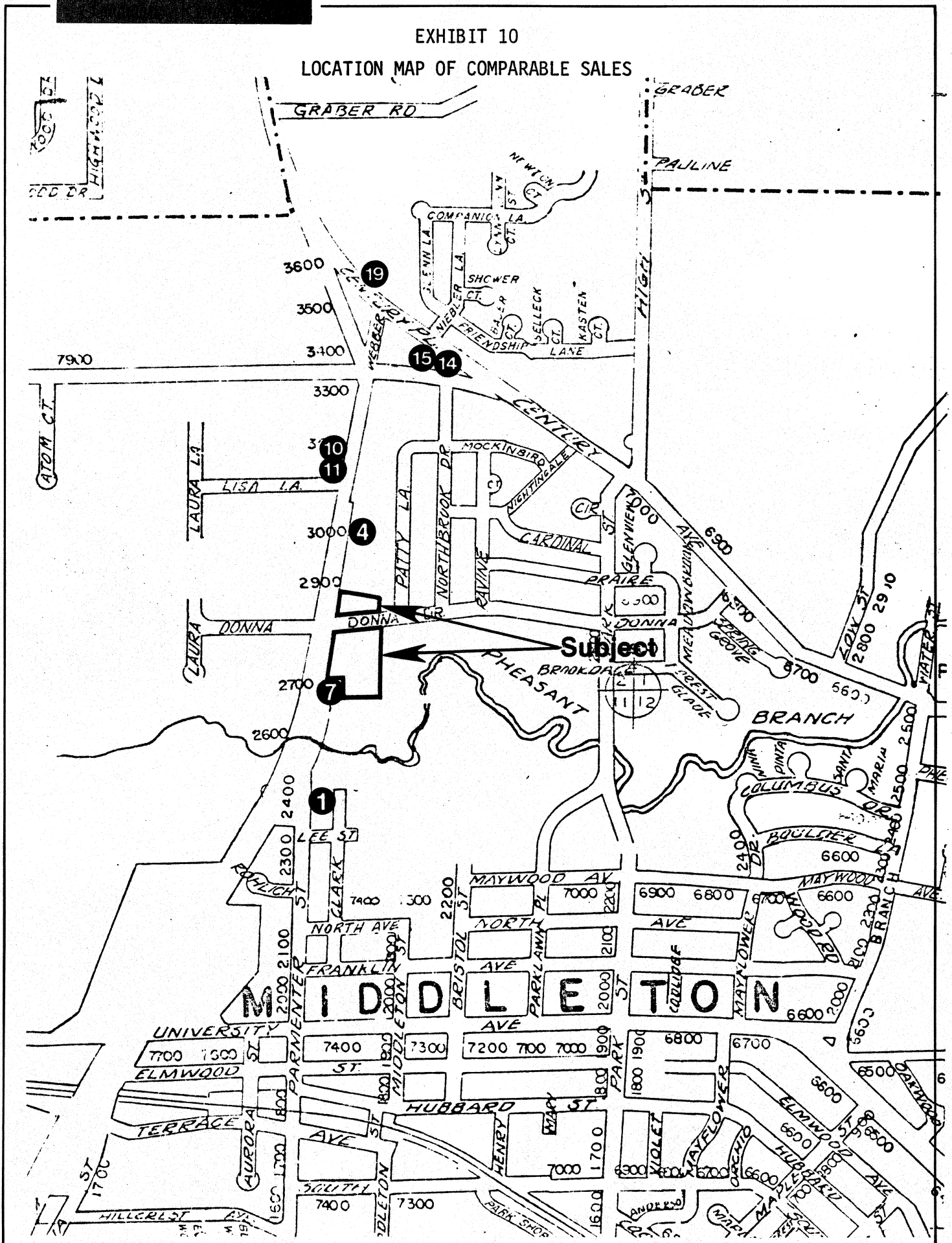
SUMMARY CHART OF COMPARABLE CHARACTERISTICS

<u>Comparable</u>	<u>Date</u>	<u>Sales Price</u>	<u>Acreage</u>	<u>Sq. Ft.</u>	<u>Frt. Ft.</u>	<u>Price Per Sq. Ft.</u>	<u>Price Per Frt. Ft.</u>	<u>Location</u>	<u>Location Rating</u>
Subject	4/80								A
1	10/78	\$100,000	1.83	79,590	350	\$1.26	\$285.71	1,250' S of Subject	B
4	10/77	44,200	0.62	27,120	135.6	1.63	325.96	500' N of Subject	A
7	8/79	24,000	0.34	15,000	75	1.60	320.00	Contiguous to Subject	A
10	3/79	85,000	4.73	206,224	505.2	0.41	168.25	NW Corner of Lisa Ln and US 12	A
11	5/80	110,000	3.86	168,142	505.2	0.65	217.74	Same as No. 10	A
14	12/78	38,800	0.74	32,234	125.24 ¹ 146.20	1.20	309.81	North side of Century Ave	C
15	2/80	29,900	0.53	22,938	141.49	1.30	211.32	North side of Century Ave	C
19	5/78	16,000	0.72	31,383	120	0.51	133.33	North side of Century Pl	D

¹\$125.24 on Century Avenue and \$146.20 on Century Place

EXHIBIT 10

LOCATION MAP OF COMPARABLE SALES



[REDACTED]

the central tendency of the probable price or market value of the subject property, as operationally defined earlier, as of April 30, 1980. The comparable properties were rated on the basis of characteristics believed to be price sensitive with statistical analysis to derive those features which are most related to the value of the property. As discussed previously, this method developed the equation for valuing the subject property. Exhibit 12 shows the calculation of the market value. The equation shown in Exhibit 8 on the first line will be used to produce the value estimate. The equation from Exhibit 8 is identified as the first line, titled MVO. MV1 shows the equation for the 5.5 acre parcel, while the equation for MV2 shows the equation used to calculate the value for the 1.6 acre parcel. Its value on a unit basis is shown to be \$1.03 a square foot. In Exhibit 8, it can be seen that the average or mean price for all the comparable sales is \$1.07 per square foot.

However, the value for the 5.5 acre parcel is complicated by one more step. Previous analysis has shown that size is the most important factor related to price. Exhibit 13 shows the plot of sales price per square foot versus size. The larger parcels on the lower right on the graph show a dramatic fall off in price as the tracts become larger in size. This could be interpreted to be a size discount, namely, that the ideal parcels would be two acres or less. If a straight line formula was applied, the value per square foot would be negative. Exhibit 13 also shows that in plotting sales prices there is, in fact, a curvilinear relationship with the central tendency lines

EXHIBIT 11

GOLF GREEN INDUSTRIAL PARK MAP AND PRICE LIST

M A D C

MIDDLETON AREA DEVELOPMENT CORPORATION

P. O. Box 192

Middleton, Wisconsin 53562

Ph. (608) 836-3151

PRICE LIST

GOLF GREEN INDUSTRIAL PARK

August 1, 1979

LOT NO.	AREA (S.F.)	UNIT PRICE	
40	56,736	\$ 1.10	\$ 62,500.00
23	22,380	\$ 1.00	\$ 22,500.00
24	22,275	\$ 1.00	\$ 22,500.00
25	22,275	\$ 1.00	\$ 22,500.00
2-CSM	95,832	\$ 0.90	\$ 86,200.00
37	28,031	\$ 0.75	\$ 21,000.00
36	37,440	\$ 0.73	\$ 27,300.00
32	37,550	\$ 0.70	\$ 26,300.00
11	43,709	\$ 0.51	\$ 23,300.00
5 SOLD	23,666	\$ 0.57	\$ 13,500.00

T OF THE NW ¼ AND THE SW ¼ OF SECTION 10, T7N,
CITY OF MIDDLETON, DANE COUNTY, WISCONSIN.

NOTE: A 16 1/2 FT UTILITY EASEMENT EXISTS ON NORTH AND EAST BOUNDARIES OF GOLF GREEN

SEWER AND WATER MAINS ARE INSTALLED IN
STREETS; NO LATERALS ARE INSTALLED WITH
RESPONSIBILITY.

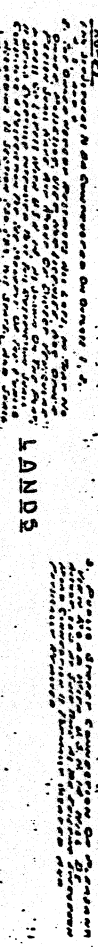


EXHIBIT 12

THE MOST PROBABLE SELLING PRICE
CALCULATION FOR MARKET VALUE

$$MV_0 = 1.80501 - (\text{size}) .296994 - (\text{loc}) .059665$$

$$MV_1 = 1.80501 - (5.5) .296994 - (00) .059665$$

$$MV_2 = 1.80501 - (1.6) .296994 - (00) .059665$$

$$MV_2 = 1.03/\text{sq. ft.}$$

$$1.6 \times 43,560 = 69,696$$

$$\$1.03 \times 69,696 = \$71,787 \quad \text{say, } \$72,000$$

Value of 1.6 acre parcel \$72,000

$$238,447 \text{ at } .55/\text{sq. ft.} = \$131,146 \quad \text{say, } \$131,000$$

Value of 5.5 acre parcel \$131,000

TOTAL MOST PROBABLE SELLING PRICE OR MARKET VALUE \$203,000

EXHIBIT 13

SIZE PLOT LINE FOR RELATION TO VALUE

OLD MIDLAND

READY
LIST

MIDLAND 15:25CDT 09/10/80

100 1.26,286,1.83,17,00,1
110 1.63,326,.62,5,01,4
120 1.60,320,.34,27,00,7
130 .41,168,4.73,22,00,10
140 .65,218,3.86,36,00,11
150 1.20,310,.74,19,10,14
160 1.30,211,.53,33,10,15
170 .51,133,.72,12,11,19

READY
RUN STATII***

STATII 15:25CDT 09/10/80

VERSION 80 JUN 23

READY
?READ(SFP,FFP,SIZE,DATE,LOC,NUM)FROM MIDLANDBY CASE

FILE NOT SAVED - MIDLANDB
ENTER DATA FILE NAME?MIDLAND

HOW ARE DATA TO BE READ? (ANS: CASE OR VARIABLE) --?CASE

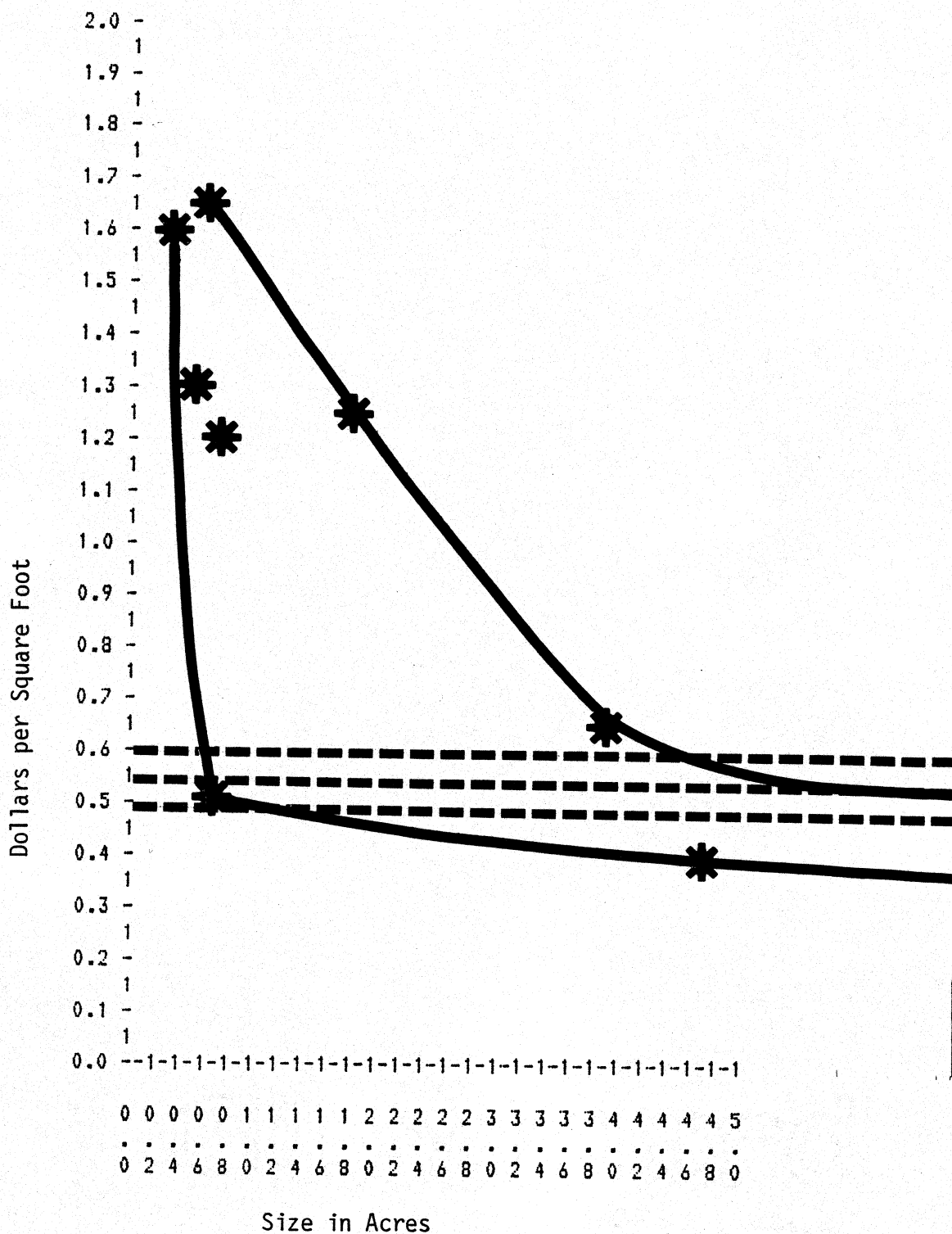
8 CASES READ.

READY
?PLOT LINE (SFP) VERSUS SIZE

09/10/80

* = SFP

EXHIBIT 13 (continued)



at around \$.55 per square foot for parcels over three acres. Since the comparable sale sold is only four acres, the exact price relationship for the larger parcel cannot be demonstrated exactly from previous market transactions. However, the best analysis of the data would indicate that the central tendency of a transaction for this type of property would be around \$.55 per square foot, and this figure is used to calculate the value for the subject property (Exhibit 12).

Some would ask why not merely sell the larger parcel as say three smaller parcels. In ways similar to price differences paid for items wholesale as opposed to retail, the sale of smaller units would necessitate the occurrence of certain additional holding, administrative, and disposition costs. Further, as the three parcels would necessitate finding three buyers instead of one, it would almost always take longer. This time delay must then be accounted for by discounting the prices to be received under the time value of money theory. This theory simply states that money received today is more valuable than money not received until a future date. Or by application here, if the parcel was sold today the money could be invested to draw interest whereas the sale proceeds of small parcels sold off in the future would not be received for one, two, three, or more years and would not be able to draw interest.

Thus, the indicated fair market value (most probable selling price) of the subject property as of April 30, 1980, is:

Parcel 1 (1.6 acres) \$72,000

Parcel 2 (5.5 acres) \$131,000

TOTAL MARKET VALUE (Most Probable Selling Price)

TWO HUNDRED THREE THOUSAND DOLLARS

(\$203,000)

STATEMENT OF LIMITING CONDITIONS

This appraisal is made subject especially to the following conditions and stipulations:

1. Contributions of Other Professionals

- . The appraiser assumes no repsonsibility for matters which are legal in nature nor is any attempt made to render an opinion on the title. The property has been appraised as if title to the subject property were in fee simple, legal ownership with no regard for mortgage loans or other liens or encumbrances.
- . A certified survey of the subject site has not been made. The area of the site has been estimated by the engineering firm of D'Onofrio Kottke and Associates, Inc., as shown in Exhibit 2.
- . The appraiser did not conduct soil analysis of the subject site; reliance was placed upon the Dane County Soil Survey maps prepared by the Soil Conservation Service in cooperation with the University of Wisconsin.
- . The maps and drawings in this report are included to assist the reader in visualizing the property. These visual aids are for illustrative purposes only and do not represent an actual survey of the property.

2. Facts and Forecasts Under Conditions of Uncertainty

- . Information furnished by others in this report, while believed to be reliable, is in no sense guaranteed by this appraiser.
- . All information furnished in this appraisal including property sales and rentals, financing, soil characteristics, land use restrictions and vacant site inventory are deemed reliable. No warranty or representation is made regarding the accuracy thereof, and it is submitted subject to errors, omissions, change of price, rental or conditions, prior sale, lease, financing, or withdrawal without notice.

3. Controls on Use of Appraisal

- Values for various components of the subject parcel and improvements as contained within the report are valid only when making a summation and are not to be used independently for any purpose and must be considered invalid if so used.
- Possession of this report or any copy thereof does not carry with it the right of publication nor may the same be used for any other purpose by anyone without the previous written consent of the appraiser or the applicant and, in any event, 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, news, sales, or other media without the written consent and approval of the author, particularly regarding the valuation conclusions, and the identity of the appraiser, or of the firm with which he is connected or any of his associates.
- The authors will not be required to give testimony or to appear in court by reason of this report, with reference to the property in question, unless timely arrangements have been previously made therefore, at prevailing per diem rates.
- Landmark Research, Inc., will expect to be held harmless from any and all claims that might be brought by third parties which might relate in any way to claims for injury or damage suffered as the result of the implementation of any advice we may have given or services we may have rendered in this connection.

CERTIFICATE OF APPRAISAL

We hereby certify that we have no interest, present or contemplated, in the property and that neither the employment to make the appraisal nor the compensation is contingent on the value of the property. We certify that we have personally inspected the property and that according to our knowledge and belief, all statements and information in the report are true and correct, subject to the underlying assumptions and limiting conditions.

Based upon the information and subject to the limiting conditions contained in this report, it is our opinion that the Fair Market Value, as defined herein, of this property as of April 30, 1980, is:

TWO HUNDRED THREE THOUSAND DOLLARS
(\$203,000)

James A. Graaskamp, Ph.D., SREA, CRE

Tim Warner, MS, MAI, SREA

Date

J A M E S A. G R A A S K A M P

PROFESSIONAL DESIGNATIONS

SREA, Senior Real Estate Analyst, Society of Real Estate Appraisers

CRE, Counselor of Real Estate, American Society of Real Estate
Counselors

CPCU, Certified Property Casualty Underwriter, College of Property
Underwriters

EDUCATION

Ph.D., Urban Land Economics and Risk Management - University of Wisconsin
Master of Business Administration - Marquette University
Bachelor of Arts - Rollins College

ACADEMIC HONORS

Chairman, Department of Real Estate and Urban Land Economics,
School of Business, University of Wisconsin
Urban Land Institute Research Fellow
University of Wisconsin Fellow, Omicron Delta Kappa
Lambda Alpha - Ely Chapter
Beta Gamma Sigma, William Kiekhofer Teaching Award (1966)

PROFESSIONAL EXPERIENCE

Dr. Graaskamp is the President and founder of Landmark Research, Inc., which was established in 1968. He is also co-founder of a general contracting firm, a land development company and a farm investment corporation. He is a member of the Board of Directors of the Wisconsin Housing Finance Agency and the co-designer and instructor of the EDUCARE teaching program for computer applications in the real estate industry. His work includes substantial and varied consulting and valuation assignments to include investment counseling to insurance companies and banks, court testimony as expert witness and the market/financial analysis of various projects, both nationally and locally and for private and corporate investors and municipalities.

T I M W A R N E R

PROFESSIONAL DESIGNATIONS

MAI, Member, American Institute of Real Estate Appraisers,
Certificate Number 5645

SREA, Senior Real Estate Analyst, Society of Real Estate Appraisers

EDUCATION

Master of Science - Real Estate Appraisal and Investment Analysis -
University of Wisconsin

Bachelor of Arts - Marquette University - Milwaukee, Wisconsin

PROFESSIONAL EDUCATION

Society of Real Estate Appraisers

Appraising Real Property	Course 101
Appraising Income Producing Property	Course 201
Special Applications of Appraisal Analysis	Course 301
Instructor's Clinic	1975

American Institute of Real Estate Appraisers

Real Estate Appraisal I	Principles
Real Estate Appraisal II	Urban Properties
Real Estate Appraisal VI	Investment Analysis
Real Estate Appraisal VII	Industrial Properties
Real Estate Appraisal VIII	Residential Properties

Contemporary Real Estate Appraisal, University of
Wisconsin, 1977

PROFESSIONAL EXPERIENCE

Mr. Warner is currently associated with Landmark Research, Inc. Previously, he was associated with The Appraisal Company of Houston, Texas, and was the Manager of Appraisal Operations for Mortgage Guaranty Insurance Corporation. His experience includes appraisal, consulting, and market and financial analysis of proposed and existing projects; reuse and conversion studies; lease analysis and structuring; analysis of equity positions for financial institutions; analysis of proposed multiple land use developments for developers, investors, and financial institutions.

COMPARABLE PROPERTY NO. 1

Grantor: Affiliated Bank of Madison
Grantee: B. and L. Investors, a partnership consisting of Leland C.
Bruce and William J. Lazarz
Date of Sale: 10/26/78
Sale Price: \$100,000
Terms of Sale: Cash to seller
Parcel Size: 79,590 square feet
Frontage: 350 feet on US 12 - Parmenter Street
Zoning: B-3
Location: 1,250 feet South of subject
Price per Square Foot: \$1.26
Price per Front Foot: \$285.71

COMPARABLE PROPERTY NO. 4

Grantor: Ruth M. Miller
Grantees: Mr. and Mrs. Richard F. Trotta
Date of Sale: 10/6/77
Sale Price: \$44,200
Terms of Sale: Land Contract, \$7,600 down, 6½% interest, \$233 per month,
4 year balloon
Parcel Size: 27,120 square feet
Frontage: 135.6 feet on US 12
Zoning: B-3
Location: 500 feet North of subject
Price per Square Foot: \$1.63
Price per Front Foot: \$325.96

COMPARABLE PROPERTY NO. 7

Grantors: Ted A. Poelma, Lloyd L. Otteson, Stephen C. Sash and
Arlie M. McDermid

Grantee: Tracor Northern, Inc.

Date of Sale: 8/79

Sale Price: \$24,000

Terms of Sale: Cash to sellers

Parcel Size: 15,000 square feet

Frontage: 75 feet on US 12

Zoning: B-3

Location: Contiguous to subject

Price per Square Foot: \$1.60

Price per Front Foot: \$320.00

COMPARABLE PROPERTY NO. 10

Grantor: Howard A. Morey

Grantee: PMB Partnership, a Wisconsin general partnership consisting of Leland C. Bruce, Keith S. Paar and M. J. Moseng, partners

Date of Sale: 5/23/79

Sale Price: \$85,000

Terms of Sale: Land Contract, \$5,500 down, 7½% interest (from 3/19/79), \$7,500 annual payments beginning 5/23/80, 10 year balloon

Parcel Size: 206,224 square feet

Frontage: 505.2 feet on US 12

Zoning: B-3

Location: Northwest corner of Lisa Lane and US 12

Price per Square Foot: \$0.41

Price per Front Foot: \$168.25

COMPARABLE PROPERTY NO. 11

Grantor: PMB Partnership, a Wisconsin general partnership consisting of Leland C. Bruce, Keith S. Paar and M. J. Moreng, partners

Grantee: Harold Maly

Date of Sale: 5/28/80

Sale Price: \$110,000

Terms of Sale: Land Contract, \$20,000 down, 10 year term, 11½% interest, \$1,265.36 per month

Parcel Size: 168,142 square feet

Frontage: 505.2 feet on US 12

Zoning: B-3

Location: Same as comparable property no. 10

Price per Square Foot: \$0.65

Price per Front Foot: \$217.74

COMPARABLE PROPERTY NO. 14

Grantor: Roy T. Haase
Grantee: Marine National Exchange Bank as Trustee Under the Will
and Testament of Oscar R. Haase
Date of Sale: 12/78
Sale Price: \$38,800
Terms of Sale: Cash to seller
Parcel Size: 32,234 square feet
Frontage: 125.24 on Century Avenue and 146.20 on Century Place
Zoning: R-3
Location: North side of Century Avenue
Price per Square Foot: \$1.20
Price per Front Foot: \$309.81

COMPARABLE PROPERTY NO. 15

Grantor: Vivian T. Cherdron
Grantees: Mr. and Mrs. Ricardo A. Sincaban
Date of Sale: 2/16/80
Sale Price: \$29,900
Terms of Sale: Cash to seller
Parcel Size: 22,938 square feet
Frontage: 141.49 on Century Avenue
Zoning: R-3
Location: North side of Century Avenue
Price per Square Foot: \$1.30
Price per Front Foot: \$211.32

COMPARABLE PROPERTY NO. 19

Grantors: Donald M. Kirner and John W. DeBeck
Grantee: Richard E. Levy
Date of Sale: 5/31/78
Sale Price: \$16,000
Terms of Sale: Cash to sellers
Parcel Size: 31,383 square feet
Frontage: 120 feet on Century Place
Zoning: R-1
Location: North side of Century Place
Price per Square Foot: \$0.51
Price per Front Foot: \$133.33



The West Beltline (US Highway 12) looking north from the intersection with Donna Drive.

5.5 acre parcel looking southwesterly from north side of Donna Drive.





5.5 acre parcel looking
northerly from south
boundary.

Older agricultural
improvements on 5.5 acre
parcels looking easterly.





Barn and ancillary improvements on 5.5 acre parcel.

Dwelling on 5.5 acre parcel.





The 1.6 acre parcel
north of Donna Drive
looking easterly.
Note location of
telephone lines and
poles with easement.

1.6 acre parcel looking
northwesterly from its
easterly boundary on
Donna Drive.





Development to rear
(easterly) of 1.6 acre
parcel on Donna Drive.

Development to rear
(easterly) of 5.5 acre
parcel on Donna Drive.

