

**APPRAISAL REPORT**

**PROXIMATE VACANT PARCELS  
900 AND 918 PALMETTO STREET  
CLEARWATER, FLORIDA 33755**

**DATE OF VALUATION**

**JUNE 17, 2022**

**PREPARED FOR**

**MS. SUZANNE KRAMER  
CITY OF CLEARWATER  
REAL ESTATE SERVICES COORDINATOR  
CLEARWATER, FLORIDA 33756**

**E-MAIL: SUZANNE.KRAMER@MYCLEARWATER.COM**

**PREPARED BY**

**JAMES M. MILLSPAUGH, MAI  
JAMES MILLSPAUGH & ASSOCIATES, INC.  
110 TURNER STREET  
CLEARWATER, FL 33756-5211**

**JAMES MILLSPAUGH & ASSOCIATES, INC.**  
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June 30, 2022

Ms. Suzanne Kramer  
City Of Clearwater  
Real Estate Services Coordinator  
Clearwater, Florida 33756  
E-Mail: suzanne.kramer@myclearwater.com

RE: Appraisal Report  
Proximate Vacant Parcels  
900 and 918 Palmetto Street  
Clearwater, Florida 33755

Dear Ms. Kramer:

At your request, I have made an appraisal report of the current market value of the fee simple estate of the above referenced real properties only. The properties and methods utilized in arriving at the final value estimates are fully described in the attached report, which contains 20 pages and Addenda.

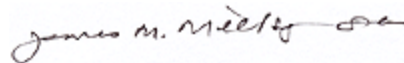
This Appraisal Report has been made in conformance with and is subject to the requirements of the Code of Professional Ethics and Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Institute and the Appraisal Foundation. The Appraisal Report and final value estimate are subject to all attached Contingent and Limiting Conditions.

I have made a careful and detailed analysis of the subject properties and after analyzing the market data researched for this report, I estimate that the current market value of the referenced real properties only and subject to the stated limitations, definitions and certifications set forth in the attached appraisal report as of June 17, 2022, was:

<b>PARCEL #900:</b>	<b>(\$63,000)</b>
<b>PARCEL #918:</b>	<b>(\$43,000)</b>

Respectfully submitted,

JAMES MILLSPAUGH & ASSOCIATES, INC.



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James M. Millspaugh, MAI  
JMM:sg

**JAMES M. MILLSPAUGH, MAI**  
**State-Certified General Real Estate Appraiser RZ58**

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EXISTING CONDITIONS

PROXIMATE VACANT PARCELS  
900 AND 918 PALMETTO STREET  
CLEARWATER, FLORIDA 33755

DATE OF PHOTOGRAPHS: JUNE 17, 2022



#918 INTERIOR SITE VIEW



STREET SCENE LOOKING WEST BEYOND SUBJECT ON RIGHT

EXISTING CONDITIONS

PROXIMATE VACANT PARCELS  
900 AND 918 PALMETTO STREET  
CLEARWATER, FLORIDA 33755

DATE OF PHOTOGRAPHS: JUNE 17, 2022



#900 CORNER SITE VIEW



STREET SCENE LOOKING EAST BEYOND SUBJECT ON LEFT

IDENTIFICATION OF THE PROPERTY:

The #900 parcel is located at the northeast corner of Palmetto Street and Vine Avenue about ¼ mile east of Myrtle Avenue (US 19 A) about 1 mile north of downtown Clearwater. The second parcel #918 is located roughly 250' east also on the north side of Palmetto. They are legally described as follows:

#900: Lots 4-5, Block F, Jurgen's Addition to Clearwater, Plat Book 4, Page 17

#918: Lot 5, Pennsylvania Subdivision, Plat Book 21, Page 80

CENSUS TRACT LOCATION/ZIP CODE: #262/33755

FLOOD ZONE LOCATION: Pinellas County, Florida  
Map No. 12103C0106J  
Effective Date: 8/24/21

Both parcels are located on an AE flood hazard area where finished floor areas must be above 21'.

ENVIRONMENTAL AUDIT DATA:

The Appraisal has been performed without benefit of an environmental audit and presumes that no problems exist, however, I reserve the right to review and/or alter the value reported herein should a subsequent audit reveal problems.

OBJECTIVE AND INTENDED USE/USERS OF THE APPRAISAL:

The objective is to estimate the current market value for each vacant parcel separately in fee simple estate of June 17, 2022 (date of inspection and photographs). It is my understanding that the intended use of the report is to value the parcels for a land swap between the 2 owners and the intended users are the 2 owners and no others.

### EXPOSURE PERIOD ESTIMATE:

This is the past period of time required to have sold the subject parcels at my value estimate as of the date of appraisal. There is an active vacant land market in this neighborhood that has grown in activity and value levels during the past several years with residential housing being the largest trend as a result of the affordable housing demand that has largely been satisfied by “Habitat for Humanity”. While #900 is zoned commercial and #918 as residential, both are suitable for single-family residential use as evidenced by the building trends during the recent past. After considering the pace of demand here, it appears that a realistic exposure period would have been in the 6-12 month range.

### STATEMENT OF OWNERSHIP AND RECENT SALES HISTORY:

The #900 parcel was acquired in December 2019 at a recorded price of \$44,400 as recorded in O.R. Book 20809, Page 1143, while the #918 parcel has been in City ownership from 1992 as recorded at O.R. Book 07813, Page 0112. The #900 parcel is relatively current and considered to generally reflect a fair market value in relation to the attached data. The City parcel is currently leased at a moderate rate to the adjacent daycare center that would likely have no major value impact on the current market value.

### SCOPE OF THE APPRAISAL:

The extent of my research effort for the sale of similar lots has focused on the proximate neighborhoods by researching the Clerk’s and Property Appraiser’s data, local MLS file data and my newspaper clipping files and by inspecting the market and the noted transactions. The sale data has been verified with a party associated with the sale if possible. The report will include a Land Sale Comparison Analysis for each property that is the most reliable for valuing vacant sites.

DEFINITION OF MARKET VALUE:

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in the 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 in the open market;
- (4) Payment is made in terms of cash in US dollars or in terms of financial arrangements comparable thereto; and
- (5) The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

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 1 Federal Deposit Insurance Corporation, 12 CFR, Part 323, RIN 3064-AB05, August 20, 1990, Section 323.2, Definitions.

STANDARD CONTINGENT AND LIMITING CONDITIONS:

This Appraisal is subject to the following limiting conditions and contingencies:

This Appraisal Report in no way represents a guaranty or warranty of estimated market value as reported herein. The Appraisal Report represents the opinion of the undersigned as to "one figure" based upon the data and its analysis contained herein.

The legal description furnished is assumed to be correct and unless otherwise noted, no survey or title search has been made. No responsibility is assumed by the Appraiser(s) for these or any matters of a legal nature and no opinion of the title has been rendered. The property is appraised as though under responsible ownership and management. The Appraiser(s) believe(s) that information contained herein to be reliable, but assume(s) no responsibility for its reliability.



The Appraiser(s) assume(s) there are no hidden or unapparent conditions of the property, subsoil, or structure which would affect the value estimate. Unless otherwise noted, the Appraiser(s) has not commissioned termite or structural inspection reports on any improvements nor subsoil tests on the land.

The attached photos, maps, drawings, and other exhibits in this report are intended to assist the reader in visualizing the property and have been prepared by the Appraiser(s) or his staff. These exhibits in no way are official representations/surveys of the subject property.

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

In this appraisal assignment, the existence of potentially hazardous material used in the construction or maintenance of the building, such as the presence of urea-formaldehyde foam insulation, and/or the existence of toxic waste, which may or may not be present on the property, was not observed by the Appraiser; nor does he/she have any knowledge of the existence of such materials on or in the property. The Appraiser, however, is not qualified to detect such substances. The existence of urea-formaldehyde insulation or other potentially hazardous waste material may have an effect on the value of the property. The Appraiser urges the client to retain an expert in the field if desired.

The Appraiser(s) will not be required to appear in court unless previously arranged. The Appraiser's duties pursuant to his employment to make the Appraisal are complete upon delivery and acceptance of the Appraisal Report.

Possession of this report or copy thereof does not carry the right of publication. Neither all nor any part of the contents of this report (especially any; conclusions as to value, the identity of the Appraiser(s), or the firm with which he is connected, or any reference to the Appraisal Institute or to the MAI or SRA designation) shall be disseminated to the public through advertising media, public relations media, news media, sales media, or any other public means of communication without the prior written consent and approval of the undersigned.

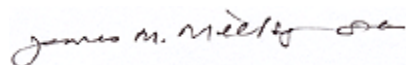
The Americans with Disabilities Act ("ADA") became effective January 26, 1992. The Appraiser(s) has (have) not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance 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. Since the Appraiser(s) has (had) no direct evidence relating to this issue, the Appraiser(s) did not consider possible noncompliance with the requirements of ADA in estimating the value of the property.

CERTIFICATION

The undersigned does hereby certify that, except as otherwise noted in this appraisal report:

1. As of the date of this report, I, James M. Millspaugh, have completed the requirements under the continuing education program of the Appraisal Institute.
2. I have personally inspected the subject property and have considered all factors affecting the value thereof, and to the best of my knowledge and belief, the statements of fact contained in this appraisal report, upon which the analyses, opinions and conclusions expressed herein are based, are true and correct, subject to all attached Contingent and Limiting Conditions.
3. I have no present or contemplated future interest in the real estate that is the subject of this appraisal report.
4. I have no personal interest or bias with respect to the subject matter of this appraisal report or the parties involved.
5. My fee for this appraisal report is in no way contingent upon my findings. The undersigned further certifies that employment for this appraisal assignment was not based on a requested minimum valuation or an approval of a loan.
6. This appraisal report sets forth all of the limiting conditions (imposed by the terms of my assignment or by the undersigned) affecting the analyses, opinions, and conclusions contained in this report.
7. This appraisal report has been made in conformity with and is subject to the requirements of the Code of Professional Ethics and Uniform Standards of Professional Practice of the Appraisal Institute and the Appraisal Foundation and may be subject to peer review. Further, I have met USPAP's competency provision and am capable of completing this appraisal assignment.
8. No one other than the undersigned prepared the analyses, conclusions and opinions concerning the real estate that are set forth in this appraisal report.
9. In my opinion, the estimated market value of the subject real properties only in fee simple estate as of June 17, 2022, was:

<b>PARCEL #900:</b>	<b>(\$63,000)</b>
<b>PARCEL #918:</b>	<b>(\$43,000)</b>




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James M. Millspaugh, MAI  
State-Certified General Real Estate Appraiser RZ58

### AREA DESCRIPTION:

This is a small suburban district located on the northeastern fringe of downtown Clearwater that extends north from Drew Street to the Stephenson's Creek near Fairmont and east of Myrtle Avenue to N. Betty Lane. It is dissected by the only active railroad line in Pinellas that includes a small cluster of light industrial/service space that typically remains fully occupied. That area is bordered by the former Jack Russell baseball stadium (now Campbell Park) that also now includes a public pool, recreation complex, a City library branch and various public agencies and a redeveloped apartment complex. The areas north of Palmetto also include three former public schools, two of which are not operating as such due to lack of Florida certification to aging and contamination. One of these is now being considered for use as a technical training facility to benefit the youth not planning for college. This entity is intended to benefit the immediate locale whose many residents do not have transportation access. N. Betty Lane also includes the homeless emergency complex, veterans housing and abused spouse facility. These entities all increase daily activity but not much business demand.

Martin Luther King, Jr. Avenue (MLK) includes the main commercial area with a food/convenience store, several restaurants, childcare facility and a variety of public support entities. There are also other similar stores further south on MLK and along Palmetto Street east of Myrtle Avenue near the subject parcels. Major shopping for residents here then is located primarily along N. Highland Avenue about one mile east with minor space on N. Betty Lane and N. Myrtle Avenue. There are several dollar stores on Myrtle and Highland Avenues. Essentially then, this suburban neighborhood has limited walking-distance shopping for what can best be classified as a low to moderate income demographic. Public transportation serves the entire district with the hub location downtown. All of the interior roads are two-laned with ample pedestrian improvements.

Clearly, the area location does not favor the subject #900 site retail value due to reduced demand from the larger district plus heavy retail vacancy in larger public/church occupancy and former retail/office space.

 AIRS Aerial Image Retrieval System Pinellas County Main W



0 50 100ft 27°58'35"N 82°47'26"W

SITE DATA:

Both parcels are comprised of small platted lots with public dimensions noted below absent recent site surveys.

#900: 111' on Palmetto, 71' on Vine with total land area of 7,881 SF or .1809 acre.

#918: 50' Palmetto to a 104' depth with total land area of 5,200 SF or .1194 acre MOL.

The #900 is a corner site with Vine extending back into the neighborhood with both single-family and non-residential uses adjacent. None of these uses are considered to be detrimental to the site with the mix of uses being consistent in this locale.

The #918 is off the corner with adjacent housing/daycare uses none of which are considered to be detrimental to the subject parcel or the locale. Both parcels, however, benefit from the public use and related security for the municipal pool/recreation center, library and other open space ball fields plus a heavy concentration of long-term churches serving the community.

Both sites are essentially level, even with surrounding properties and the two-lane roadways and do not appear to have any extraordinary storm drainage problems. All public and private utilities are available at no offsite cost. There are no proximate traffic signals while Palmetto is an active feeder street from Myrtle to Highland Avenue and beyond. #900 is naturally treed but does not appear to suffer from a heavy clearing cost while #918 has no substantial tree cover.

Both parcels appear to have relatively equal location, size and market demand in spite of the commercial and residential zoning.

ASSESSMENT AND TAX DATA:

<u>Street #</u>	<u>Pinellas County Parcel #</u>	<u>2021 Assessment</u>	<u>2021 Tax</u>
900	10-29-15-45000-000-0040	\$38,519	\$782.77
918	10-29-15-68346-000-0050	\$33,083	\$672.30*

\* Tax Exempt

The 0040 parcel is assessed at \$5.75 PSF while the 0050 parcel is assessed at \$750 PFF or \$7.21 PSF.

### ZONNING AND LAND USE DATA:

The #900 site is zoned C for commercial with a CG- General Commercial land use designation. The subject then would allow a maximum residential density of 24 units PA with a .55 FAR and .9 ISR plus 40 units PA for lodging units. Minimum standard development uses per zoning with staff approval includes community gardens (no size requirements), funeral homes, government uses, indoor recreation, medical clinic, mixed-use, offices, overnight accommodations, parks and recreational facilities, places of worship, restaurants, retail sales/services, social/community centers, telecommunication towers, vehicle sales/display and veterinary offices. Most require a 10,000 SF minimum site, with vehicle sales/display, places of worship, and overnight accommodations requiring a 40,000 SF site and retail plazas 15,000 SF. All except community gardens and telecommunication towers have a 25' height and setbacks of 25' front, 10' side and rear. Parking varies according to use with many of these concepts being qualified for the subject site. Retail plazas can have a medical marijuana treatment center and several uses cannot exceed five acres.

Approval of Level I Flexible Standard Development (FLS) planning application (Approved by the Community Development Coordinator/Planning & Development Director) expands the uses to include accessory dwellings, alcoholic beverage sales, auto service stations, bars, brew pubs, educational facilities, microbreweries, nightclubs, off-street parking, public transportation facilities, retail plaza, schools and utility/infrastructure facilities. Many of the uses such as veterinary office, vehicle sales/display, social/community services, nightclubs, microbreweries, auto service and alcohol beverage sales are prohibited here due to the adjacent residential land.

Approval of a Level II Flexible Development (FLD) planning application (approved by the Community Development Board at a public hearing) expands the uses to be requested; however, several additional uses are allowed with most noted having the adjacent residential restriction. The added uses include self-storage, off-street parking (screening required), limited vehicle services, light assembly, and comprehensive infill redevelopment (CIRP). The use category of CIRP allows for innovative uses of land which are not listed as permitted but allowed by the underlying future land use.

The subject #918 and surrounding lands are zoned MDR for Medium Density Residential with a Residential Urban-RU land use plan that allows up to a 7.5 PA density. Regulations also have a maximum FAR (Floor Area Ratio) of 0.5 and ISR (Impervious Surface Ratio) of 0.75. The permitted uses include community gardens, residential homes to maximum of 6 residents and detached dwellings.

Flexible standard Level 1 uses include attached dwellings, community homes to 14, detached dwellings, schools and utility infrastructure with these concepts subject to greater scrutiny.

Flexible Level 2 uses include ALF, attached dwellings, congregate care, overnight accommodations, parking and residential infill with these concepts requiring additional scrutiny and restrictions. Most concepts require 5,000-40,000 SF site sizes with a variety of setbacks, lot dimensions and 30'-40' height. The existing uses here are all allowable and consistent with the surrounding trends.

HIGHEST AND BEST USE: (Defined in Addenda)

The actual land use trends here are predominantly residential due to proximate residential services and public infrastructure. The vast majority of the non-residential businesses here have been in place for decades and housed in low to moderate quality space. As such, little or no modern retail/service space exists with light industrial uses along the railroad tracks also well occupied but in better condition. The most recent new use there has been for the Jolly Trolley bus storage just off Myrtle at Pennsylvania. New retail/office space has simply not been developed in the market for decades. As such, while the #900 site is zoned commercial with a wide variety of uses, the multi-family density of 24 PA is likely the best use for this parcel at a maximum of four units (.1809 Acres at 24 PA = 4.34) in the form of smaller 1-2 bedroom apartments facing Palmetto that can benefit from bus routes, the nearby recreation center and other public service agencies. Other concepts here may include parking for the numerous churches/daycare centers.

The #918 parcel is zoned residential with single-family or duplex being realistic here due to the same proximate services noted above. From this viewpoint then, the land values for both parcels are heavily weighted towards residential values. The proliferation of Habitat for Humanity residences do not appear to have any negative impact from adjacent non-residential uses that are readily available to the neighborhood.



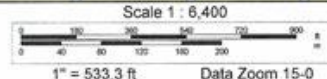
Overall then, value levels for commercial or residential appear to be relatively equal with size, shape, location and other geographical features having the most value impact.

LAND VALUE ESTIMATE:

This group of proximate lot sales is the best available and are described below on separate detail sheets. Unless otherwise noted, they sold for cash or terms equivalent and did not require adjustment for cash equivalency. The most common value metric is the overall price PSF.



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LAND SALE #1

Location: 1201 N. Garden Avenue, Clearwater

Legal Description: S. 50' of Lot 19 plus S. 48' of Lot 21, Palm Bluff, 1<sup>st</sup> Addition, Plat Book 5, Page 14

Date of Sale: January, 2021

Sale Price: \$70,000

Size: 49' x 112'

Price PSF: \$12.76

Price Per Unit: \$23,333

Grantor/Grantee: A. Janicki/B. Tran

Recording Data: O.R. Book, 21343 Page 1574

Sale Confirmed With: Property Leader RE, Broker - MLS

Zoning: C, Commercial Clearwater

Comments: This small retail zoned parcel backs up to a dollar store with typical retail/office allowed uses but restricted by a small site size located outside of the Old Bay Character District. The zoning then would allow 3 units.

LAND SALE #2

Location: 1118 Carlton Street on the north side just east of MLK, Jr. Avenue,  
Clearwater

Legal Description: Lot 25, Block B, Greenwood Park Subdivision, Plat Book 8, Page 22

Date of Sale: June, 2021

Sale Price: \$37,000

Size: 40' x 91'; 3,640 SF

Price PSF: \$10.16

Grantor/Grantee: J. Shackelford/Habitat for Humanity

Recording Data: O.R. Book 21574, Page 0733

Sale Confirmed With: Bayline Realty - MLS

Zoning: MDR – Median Density Residential, Clearwater

Comments: This cleared residential lot was acquired at a \$38,000 listing for development of a single-family residence. This neighborhood is relatively crowded with a heavy ratio of older moderately priced improvements.

LAND SALE #3

Location: 711 Vine Street southeast corner Seminole Street and Vine Avenue,  
Clearwater

Legal Description: Lot 20, Block 8, Pine Crest Subdivision, Plat Book 1, Page 66

Date of Sale: September 2021

Sales Price: \$40,000

Size: 50' x 140'; 7,000 SF

Price PSF: \$5.71

Grantor/Grantee: J. L. Ward, Trust/Habitat for Humanity

Recording Data: O.R. Book 21723, Page 0798

Sale Confirmed With: REMAX Action 1<sup>st</sup> Realty - MLS

Zoning: MDR – Median Density Residential, Clearwater

Comments: This site was acquired for a residence homesite at a \$45,000 listing price in an active, well located residential district near public infrastructure. Seminole Street leads to a major public boat ramp with this lot within walking distance of a public recreation center with pool.

LAND SALE #4

Location: Southwest corner of MLK, Jr. Avenue and Engman Street, Clearwater

Legal Description: Lot 8 less east 10', Block D, Palm Park Subdivision, Plat Book H-4, Page 86

Date of Sale: December 2021

Sales Price: \$35,000

Size: 40' x 150'

Price PSF: \$5.83

Grantor/Grantee: W.A. Lewis, Inc./City of Clearwater

Recording Data: O.R. Book 21859, Page 0876

Sale Confirmed With: C. Lane, Grantee Rep.

Zoning: C – Commercial, Clearwater

Comments: This small site borders the Elks Lodge and had benefited their parking shortage and also for access to the local bus route. The City had recently purchased the large facility and wanted to enlarge that site for future development. The seller was located out of town and basically agreed with an appraisal of the Elks Lodge site. While the site would likely be approved with special exception for individual use, its narrow depth likely reduced the PSF land price.

LAND SALE #5

Location: North side of Nicholson Street approximately 200' west of Pennsylvania Avenue, Clearwater

Legal Description: Lot 10, plus S/2 of alley on north, Block 2, Pine Crest Subdivision Plat Book 1, Page 66

Date of Sale: March, 2022

Sale Price: \$119,900

Size: 50' x 152' MOL; 7,904 SF

Price PSF: \$15.17

Grantor/Grantee: DHW Holdings, LLC./Alexandra Investments, LLC.

Recording Data: O.R. Book, 21992 Page 0580

Sale Confirmed With: Charles Rutenberg Realty, Inc. - MLS

Zoning: MDR – Medium Density Residential, Clearwater.

Comments: This clearly vacant lot is located just west of the neighborhood recreation center/pool complex while the major use trend is for single-family but allows duplexes, etc. The ratio of new/modern homes in this locale has notably increased during the past several years with the lot selling previously at roughly \$40,000 in mid-2021 and appears to be an “outlier” currently. The sale includes plans for a 3/2 residence.

LAND SALES RE-CAP CHART

Sale #	Date Of Sale	Sales Price	Size In SF	Price PSF
1	1/21	\$ 70,000	5,488	\$12.76
2	6/21	\$ 37,000	3,640	\$10.16
3	9/21	\$ 40,000	7,000	\$ 5.71
4	12/21	\$ 35,000	6,000	\$ 5.83
5	3/22	\$119,900	7,904	\$15.17
#900	12/19	\$ 44,400	7,881	\$ 5.63
#918	--	--	5,200	--

LAND SALES ANALYSIS AND CONCLUSIONS:

From the commercial standpoint #1 at \$12.76 PSF has a more prominent location along N. Garden Avenue just off Myrtle where redevelopment trends are evident. As such, the small lot has a notably superior location to both subject parcels. Sale #4 has a relatively shallow depth and was acquired by the City to enhance the Elks Lodge acquisition. The \$5.83 PSF price, however, is at the same approximate level of the subject #900 parcel. As such, it appears given the brisk pace of recent sales here after 2019, that some appreciation is logical with a likely current commercial value in the \$6.00-\$7.00 PSF range or say at \$6.50 PSF. Therefore, this view would value the subject #900 parcel at 7,881 SF @ \$6.50 PSF or \$51,227 or a rounded \$51,000.

Given the potential residential use and greater demand than the residential land sales would appear to have the greatest weight for both parcels. The lot sales range from \$37,000-\$119,900 with the highest appearing to be an “outlier” as it had sold at roughly \$40,000 in mid-2021 that was then similar to the other sales. The Clearwater market near downtown has been overwhelmed with small residential lot and residence sales (below \$200,000 total) as the demand there was historic. As such, the general market exhibits price escalation but not similar to Land Sale #5. The lot prices then from \$5.71 for the larger lots to \$10.16 for the smaller is more appropriate here with some upward price momentum. In reality, the subject #900 is 2 smaller lots that are being valued as a package at \$8.00 PSF for 2 and otherwise at \$10.00 PSF separately. From that basis then, the subject #900 value would be at 7,881 SF @ \$8.00 PSF or \$63,048 or say \$63,000 versus \$51,000 for retail use.



The #918 parcel then is a larger single lot likely valued in the \$8.00-\$8.50 PSF range or say \$8.25 PSF @ 5,200 SF or \$42,900 rounded at \$43,000.

FINAL VALUE SUMMARY: Highest and Best Use

Parcel #900	\$63,000
Parcel #918	\$43,000

## **ADDENDA**

QUALIFICATIONS OF THE APPRAISER  
JAMES M. MILLSPAUGH, MAI

APPRAISAL EXPERIENCE:

Appraisal experience in Pinellas County, Florida since 1968 when associated with Ross A. Alexander, MAI of Clearwater. Formed James Millspaugh & Associates, June 1980, in Clearwater. The firm concentrates the majority of its appraisal activities in Pinellas County with experience throughout the Tampa/St. Petersburg/ Clearwater MSA.

APPRAISAL PLANT DATA:

In addition to maintaining its location near the main Pinellas County Courthouse complex for easy access to governmental offices and the official public records maintained in the Clerk's office for in-depth background research, the firm maintains Marshall Valuation Service Cost Data, online real estate transactions from RealQuest as provided by CoreLogic and MLS sales data provided by MFR.MLSMatrix plus national surveys on lodging, food service, offices, industrial parks, mini-storage, shopping center markets, investor return rates and others.

COMMERCIAL APPRAISAL ASSIGNMENTS performed include golf courses, postal facilities, commercial buildings, shopping centers, warehouse/manufacturing buildings, mobile home and R.V. parks, financial institutions, nursing homes, motels, timeshares, restaurants, houses of worship, office buildings, apartment buildings, commercial and residential condominium projects (both proposed and conversions), marinas, theaters, fraternal buildings, school facilities, seaport facilities, railroad corridors, easements, leasehold and leased fee estates, life estates, vacant sites, including environmentally sensitive lands, and condemnation cases involving partial and total takings. Feasibility/market studies have been performed for industrial, office, retail, residential and timeshare markets.

APPRAISAL EDUCATION:

American Institute of Real Estate Appraisers (AIREA) courses successfully completed:

I-A: Basic Principles, Methods and Techniques - 1973

VIII: Single Family Residential Appraisal - 1973

I-B: Capitalization Theory and Techniques - 1974

II: Urban Properties - 1975

IV: Condemnation - 1978

: Standards of Professional Practice - 1992, Parts A & B

Society of Real Estate Appraisers (SREA) courses successfully completed:

301: Special Applications of Appraisal Analysis – 1980

JAMES M. MILLSPAUGH, MAI  
(Qualifications Continued)

RECENT SEMINARS ATTENDED: Sponsored by The Appraisal Institute

Valuation of Wetlands, 2004.

Commercial Highest and Best Use – Case Studies., 2005.

Uniform Standards (Yellow Book) for Federal Land Acquisitions, 2007.

Condominiums, Co-Ops and PUDS, 2007.

Analyzing Distressed Real Estate, 2007.

Appraisal Curriculum Overview, Two-Day General, 2009.

Cool Tools: New Technologies for Real Estate Appraisers, 2010.

Valuation of Detrimental Conditions, 2010.

Analyzing Tenant Credit Risk/Commercial Lease Analysis, 2011.

Fundamentals of Separating Real and Personal Property and Intangible Business Assets, 2012.

Marketability Studies: Advanced Considerations and Applications, 2013.

Lessons From the Old Economy: Working in the New, 2013.

Critical Thinking in Appraisals, 2014.

Litigation Appraising, 2015.

Webinars on the FEMA 50% Rule, Wind Turbine Effects on Value and Contamination and The Valuation Process, 2015.

Business Practice and Ethics, 2017.

Parking and its Impact on Florida Properties, 2018.

Solving Land Valuation Puzzles, 2018.

Insurance Appraisals, 2018.

Evaluating Commercial Leases, 2019.

Artificial Intelligence, AVMS and Blockchain, 2019.

Appraising Donated Real Estate Conservation Easements, IRS, 2020.

Florida State Law Update, 2020.

National USPAP Update, 2020.

EDUCATION:

Bachelor of Science in Business Administration, University of Florida  
Associates of Arts, St. Petersburg Junior College

PROFESSIONAL AFFILIATIONS AND CERTIFICATION

Member: Appraisal Institute with the MAI designation, Certificate #6087, awarded April, 1980. Mr. Millspaugh is a past President of The Gulf Atlantic Florida Chapter of the AI (formerly Florida Chapter No. 2), served as an admissions team leader for the West Coast Florida Chapter, is the past Chairman for the National Ethics Administration Division of the Appraisal Institute and served as the Region X Member of the Appellate Division of the Appraisal Institute. Mr. Millspaugh is a State-Certified General Real Estate Appraiser (RZ58) and has served as a pro-bono expert witness for the Florida Real Estate Appraisal Board.

Member: Pinellas Realtors Organization, National Association of Realtors

Note: The AIREA and SREA merged into one organization on January 1, 1991, that is now known as the AI - Appraisal Institute.

## STANDARD DEFINITIONS

### HIGHEST AND BEST USE:

1. The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximal productivity.
2. The use of an asset that maximizes its potential and that is possible, legally permissible, and financially feasible. The highest and best use may be for continuation of an assets existing use or for some alternative use. This is determined by the use that a market participant would have in mind for the asset when formulating the price that it would be willing to bid. (IVS)
3. [The] highest and most profitable use for which the property is adaptable and needed or likely to be needed in the reasonably near future. (Uniform Appraisal Standards For Federal Land Acquisitions)

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

LEASEHOLD INTEREST: The right held by the lessee to use and occupy real estate for a stated term and under conditions specified in the lease.

LEASED FEE INTEREST: The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversionary right when the lease expires.

REPLACEMENT COST: The estimated cost to construct, at current prices as of a specific date, a substitute for a building or other improvements, using modern materials and current standards, design and layout.

REPRODUCTION COST: The estimated cost to construct, at current prices as of the effective date of the appraisal, an exact duplicate or replica of the building being appraised, using the same materials, construction standards, design, layout and quality of workmanship and embodying all the deficiencies, super-adequacies, and obsolescence of the subject building.

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2. Appraisal Institute, The Dictionary of Real Estate Appraisal - Sixth Edition, 2015. pages 109, 90, 128, 197 and 198.

