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Southern Wisconsin Appraisal

Narrative Appraisal Report

PROJECT ID: 2788-00-22

USH-18, WEST WAUKESHA BYPASS

WAUKESHA COUNTY, WISCONSIN

Parcel No. 118

City of Waukesha (Owner)

Park on Kisdon Hill Road

City of Waukesha, Waukesha Co., WI

Tax Key No. WAKC 1314068

A 12.596-acre park known as Kisdon Hill Park

Zoned P-1: Park

As of September 30, 2015

Prepared for:
Waukesha County Dept. of Public Works
515 West Moreland Blvd
Waukesha, WI 53188

Appraised By:
Gene A Bock, SRA, ASA, CRA,

*Providing Wisconsin with over
39 Years of Professional Service*

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Southern Wisconsin Appraisal

October 5, 2015

Karen Braun
Waukesha County Dept. of Public Works
515 West Moreland Blvd
Waukesha, WI 53188

Re: *Standard Before and After - Appraisal Report*
Parcel No. 118, (City of Waukesha)
Project I. D. 2788-00-22 (West Waukesha Bypass)

Dear Ms. Braun:

In accordance with your request, this firm appraised the real estate located in the City of Waukesha, Waukesha County, Wisconsin, identified above. The appraisal is intended to assist you (Waukesha Co.) with negotiations regarding acquisition of a portion of the property in conjunction with a planned highway improvement project. In keeping with your instructions, the appraisal was made in compliance with the Uniform Relocation and Real Property Acquisition Policies Act of 1970 and follows the minimal guidelines set by Uniform Appraisal Standards for Federal Land Acquisitions.

A careful inspection of the exterior of the subject property was made on several occasions during the past several months. The final viewing was made on September 30, 2015. The attached appraisal report contains the appraiser's estimate of compensation due the owner as well as a summary of the major factors considered when developing this estimate. Please note the limiting conditions and special assumptions under which this value estimate is made. They are found within the report.

Based on my analysis, it is my professional opinion that the amount of compensation due the owner of the subject property as of September 30, 2015 is:

Fifteen Thousand Four Hundred Dollars
\$15,400

Should you require additional information or have any questions, please call.

Sincerely,



Gene A. Bock, SRA, ASA, CRA
Senior Appraiser, Southern Wisconsin Appraisal
Wisconsin Certified General Appraiser No. 311-010
Illinois Certified General Appraiser No. 553.002116

Enc.

*Providing Wisconsin with over
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SUBJECT PHOTOGRAPH



PROJECT OVERVIEW MAP



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Summary Of Salient Facts & Conclusions

General Information

Property Owner:	City of Waukesha
Property Address:	Park on Kisdon Hill Road, Waukesha, WI
Owner's Address:	201 Delafield St, Waukesha, WI 53188
Contact:	Mr. Ron Grall, Director Parks & Recreation (262-524-3734)
Site Size:	12.596-acre (net acres)
Existing Right of Way:	0.412-acre present
Present Use:	Single Family Development
Zoning:	P-1: Park
Highest & Best Use – Before:	Single Family Development
Highest & Best Use – After:	Single Family Development
Five Year Sales History:	No sale in past 5-years
Start of Project Construction:	May 2016
Est. Construction Completion:	June 2017
Term of Construction (Approx.):	14-months
Term of Proposed TLE:	27-month (late Oct. 2015 to late Dec. 2017, Approx.)

Area & Interests To Be Acquired

Parcel Number of Subject:	Parcel 118
Right of Way Plat & Page:	2788-00-22, Plat Sheet 4.22 (Plat Date May 21, 2015 & Revision Date August 28, 2015)
Fee Acquisition:	0.458-acre being acquired
Temporary Limited Easement	0.126-acre (27-month term) being acquired
Permanent Limited Easement:	None being acquired
Access Rights:	Access Rights to Merrill Hills Rd (CTH TT)
Existing Right of Way (R/W):	0.412-acre present
Improvements:	None being acquired

Conclusions

Date of Value:	September 30, 2015
Before Value:	\$409,400
After Value:	<u>\$394,500</u>
Loss in Value:	\$14,900
Plus: Value TLE:	\$500
Value Existing R/W (0.412-acre):	<u>\$0</u> (No Value)
Total Compensation (Damages):	\$15,400 (Rounded)

* Note *: The reported value does not include any personal property or any business value. It does not include any items located within the existing street right of way. The value reported is based on clear title of the real property (land and improvements).

Certificate Of The Appraisal

- To the best of my knowledge and belief, the statements contained in the appraisal report are true and the information upon which the opinions expressed herein are based are correct, subject to the limiting conditions herein set forth.
- This appraisal has been made in conformity with appropriate Wisconsin statutes, regulations, policies, and procedures applicable to the appraisal of right of way. To the best of my knowledge, no portion of the value assigned to this property consists of items that are non-compensable under Wisconsin laws.
- The reported analysis, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, unbiased professional analyses, opinions, and conclusions.
- I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the property that is the subject parcel or to the parties involved with this assignment.
- Neither my compensation nor my employment are contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of the appraisal.
- Any decrease or increase in the market value of the real property prior to the date of valuation caused by the public improvement for which this property is to be acquired, or by the likelihood that this property would be acquired for such improvement, other than that due to physical deterioration within the reasonable control of the owner, was disregarded in determining compensation for this property.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the "Relocation Assistance and Real Property Acquisition Policy Act of 1970" and is intended to be consistent with the Uniform Standards of Professional Appraisal Practice (USPAP) by use of the Supplemental Standards Rule and the Jurisdictional Exception Rule of USPAP, where applicable.
- No one provided significant real property appraisal assistance to me in making this report.
- I have not revealed the findings or results of this appraisal to anyone other than the proper officials of the acquiring agency or the Federal Highway Administration and I will not until authorized by to do so, or until required to do so by due process of law, or until I am released from this obligation by having publicly testified as to such findings.
- I have not given consideration to nor included in this appraisal any relocation assistance benefits.

I invited the owner's representative, Mr. Ron Grall, Park Director City of Waukesha, (verbally in writing) to accompany me on an inspection of the property. My invitation was accepted declined. I had the opportunity to view the property on several occasions during the past several months. My final inspection was made, without the owner's representative, on September 30, 2015. I have made a field inspection of and verified the sales relied upon in making this appraisal. The subject and sales relied upon in making this appraisal are as represented in this appraisal. It is my opinion that as of September 30, 2015, the total amount of compensation due to the owner for property and property rights acquired herein described is Fifteen Thousand Four Hundred Dollars (\$15,400).

October 5, 2015



Gene A. Bock, SRA, ASA, CRA

Senior Appraiser, Southern Wisconsin Appraisal
Wisconsin Certified General Appraiser No. 311-010
Illinois Certified General Appraiser No. 553.002116

Narrative Appraisal Report

Identification of the Subject Property

Property Address: Park on Kisdon Hill Road, Waukesha, WI 53188
Property Owner: City of Waukesha
Owner's Contact: Mr. Ron Grall, Director Parks & Recreation (262-524-3734)
Owner Address: 201 Delafield St, Waukesha, WI 53188
Tax Parcel Number(s): WAKC 1314068
Property Description: A 12.596-acre park known as Kisdon Hill Park.

Subject's Five (5) Year Sales History

Doc. No.	Grantor	Grantee	Sales Date	Sales Price
	NO SALE	IN PAST FIVE	YEARS	

Present Use: Park Use as Wooded Green Space
Zoning: P-1: Park
Highest & Best Use Before: Single Family Development
Highest & Best Use After: Single Family Development

Summary of Area and Interest being Acquired

LAND	0.458-acre	Fee Acquisition
	None	Permanent Easement
	0.126-acre	Temporary Easement
	0.412-acre	Existing Right of Way (No Value)
IMPROVEMENTS	None	
LANDSCAPING	None	
OTHER	Access Rights to Merrill Hills Rd (CTH TT)	
The subject is indicated as Parcel No. 118 of Waukesha County Project Plat No. 2788-00-22, Plat Sheet 4.22. This plat was approved on May 21, 2015 with a revision date of August 28, 2015. It was prepared for Waukesha County by Kapur & Associates, Consulting Engineers. Note: As per Wisconsin Guidelines no compensation can or was given for the existing right of way or items within the existing right of way.		

Acquiring Agency: Waukesha County Dept. of Public Works (County)
Date of Final Inspection: September 30, 2015
Date of Value: September 30, 2015
Date of Report: October 5, 2015
Estimated Compensation: \$15,400

Project Influence

The subject of this report is a vacant parcel that is located in the northeastern corner of the intersection of Merrill Hills Road with Kisdon Hill Drive in the City of Waukesha. Kisdon Hill Drive is an interior street of an established residential development. Merrill Hills Road is a heavily traveled county highway that provides the area with access to nearby I-94. The subject site is a large vacant tract that contains 12.596-net acres (excluding any existing street right of way). It is a partly wooded tract that is irregular in its shape. It has roughly 544 feet of street frontage along Merrill Hills Road and roughly 240-feet along Kisdon Hill Drive. It has an overall length of more than more 1,575-feet and a width of over 290-feet. This tract had originally been part of the abutting single family subdivision but was split from this development and transferred to the City of Waukesha whom now uses it as a nature park with walking trails and open green space. It is a level to rolling parcel that appears to have been used as a nature park since the City's acquisition of this parcel. It also appears to be well suited for development as part of the abutting existing single family subdivision. The subject is currently vacant and does not contain any buildings or structures.

The subject is located within the general area of the planned route of the West Waukesha Bypass project. The West Waukesha Bypass has been in the Waukesha County and the regional transportation plans for decades. In April 2009, a joint Memorandum of Understanding was signed by Waukesha County, the City of Waukesha, the Town of Waukesha, and the Wisconsin Department of Transportation (WisDOT), identifying the need for the Bypass as well as identifying the local, county, and state responsibilities for the study and construction of the West Waukesha Bypass. To complete this project Waukesha County Dept. of Public Works needs to acquire lands and/or property rights from a number of properties that abut the route of the proposed Bypass. The proposed project is to improve traffic flow, traffic safety as well as bicycle and pedestrian safety. The proposed project will not be a specific benefit to any one property or property owner but will benefit the general area.

The proposed route of the West Waukesha Bypass identifies the subject property as one of the parcels that will be influenced by the construction of this highway. This appraisal was completed to provide an independent estimate of the loss in market value (damages) that will likely occur as a result of the acquisition of land and/or property rights required to complete this project.

Land and Property Rights Being Acquired: The acquiring agency currently plans to purchase a small area that contains 0.458-acre of land from the subject property. This is a strip of land that lies adjacent to and that runs parallel with the existing right of way to Merrill Hills Road. This strip is to be roughly 33.5-feet wide and run along the subject's full street frontage. The fee simple title to this 0.458-acre strip is to be acquired from the subject and transferred to the County. This area is to be used for road purposes and become part of the Merrill Hills Road right of way. Once the fee acquisition of 0.458-acre has been completed the subject tract/site will contain 12.138-acre.

Waukesha County also plans to acquire the temporary use of a small portion of the subject site. This acquisition is known as a Temporary Limited Easement (TLE). This area is several small strips that extend along a portion of the proposed fee acquisition, the newly created Merrill Hills Road right of way as well as along the subject's Kisdon Hill Drive frontage. That portion of the TLE area that extends along Merrill Hills Road is to be 5-feet wide and extends just over 350-feet south from the subject's northern lot line but does not extend across the full Merrill hills Road frontage. The second portion of the proposed TLE area is a slightly irregular shaped strip that extends along the subject's full Kisdon Hill Drive frontage. This portion of the TLE is 30-feet wide at the subject's western lot line and narrows

to 10-feet in width as it extends east. In total the proposed TLE is to contain 0.126-acre. The owner will retain ownership to this area but the County will have the right to use this area during the construction of this project. The proposed TLE area is needed for grading, sloping, blending, and to allow the County workers the right to enter the area to work within the TLE area. The County's usage or rights to this land will be only temporary and will terminate and dissolve shortly after construction of the highway has been completed, say by late December 2017. Although not a loss in value, the owner is due compensation for the County's use of the lands located within the proposed TLE. As a part of this appraisal assignment, the appraiser will value the proposed 0.126-acre TLE.

The acquiring agency reports that there is 0.412-acre that is located within the existing street right of way (R/W). This area will also be transferred to the acquiring agency as part of this project. This is being done to clarify the ownership of the lands located within the road and to remove these lands from the tax roll. As the existing street right of way is under State and/or municipal control and not under the owner's control, it offers no utility and no value to the subject property. The net lot size (size without lands in the right of way) is considered to be the actual and true size of the subject site.

As a part of the acquisition, the County will also be eliminating the future legal access to the subject site from Merrill Hills Road. At the time of this appraisal, it appears that the subject's access is from its southern abutting street (Kisdon Hill Drive) and not from Merrill Hills Road. As the subject currently does not exercise its right to access along Merrill Hills Road, this restriction will not reflect a change to the subject's use or current access. The appraiser would note that the restriction of access to this road does not limit the subject's use as it has adequate and reasonable access from its southern abutting street, Kisdon Hill Drive. The removal of access along Merrill Hills Road does not damage the property and does not alter the site's currently exercised use or its existing access. There will be no loss in market value to the subject as a result of the restriction of access from Merrill Hills Road.

As the subject site is a vacant lot, the proposed acquisition contains no buildings, no structures, and no improvements. It does include some of the untended naturalized trees (woods) located on the tract as well as a small portion of a walking path. The trees and walking path located within the fee acquisition area will be removed as a result of construction. The value of these naturalized trees and small path area will be accounted for in the valuation of the land that is to be acquired.

Photographs of the acquisition area and several maps depicting the area and the subject property, before the acquisition, have been included within the addendum section of this report.

General Information

Property Rights Appraised: The property rights being appraised as well as the basis of the rights being acquired are the fee simple interest of the subject property. The fee simple estate as presented in the 14th Edition of The Appraisal of Real Estate as published by the Appraisal Institute is defined as:

A fee simple estate implies 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.

The subject has been appraised under the assumption that its title is free and clear of all liens encroachments or cloud-on-title. It further assumes that the property is not tenant occupied and no consideration was offered for any tenant rights that may or may not exist. Should there be a business or

going-concern within the boundary of the subject property, this report does not consider nor does it value any going-concern that may be present.

The 14th Edition of The Appraisal of Real Estate identifies a going-concern value as “the value created by a proven property operation. It includes the incremental value associated with the business concern, which is distinct from the value of the real estate only. Going-concern value includes an intangible enhancement of the value of an operating business enterprise which is produced by the assemblage of the land, building, labor, equipment, and marketing operation. This process leads to an economically viable business that is expected to continue. Going-concern value refers to the total value of a property, including both real property and intangible personal property attributed to business value.” As this is an appraisal of real estate only, no consideration was given to any personal property or going-concern.

Scope of the Appraisal: This appraisal has been prepared in order to offer an estimate of the loss in value that may occur to the subject property as a result of planned highway construction project that is known as the West Waukesha Bypass improvement project in Waukesha County on the western fringe of the City of Waukesha. The appraiser has been requested to follow both State and Federal guidelines in the determination of property loss. Federal Rules require that damages be determined by the difference in the value of the property both before and after the project has been completed. The State Rule determines loss as the value of the part taken (part acquired). State policy also considers the loss in value to be whichever is greater, the loss calculated by the Federal Rule or the State Rule.

As the proposed acquisition is to slightly reduce the size of the subject site by 0.458-acre and as smaller parcels generally hold a slightly higher unit value than larger sites, the use of the Federal Rule (Before and After Analysis) will likely reflect a smaller loss in value than the use of the State Rule (Value of the Part Taken). As such, the appraiser has placed greatest emphasis on the “value of the part taken” (State Rule) in estimating the owner’s damages.

The scope of this assignment also includes an investigation of the market area to discover factors affecting property value, a search of the market area for sales of comparable property, an analysis and determination of the highest and best use of the subject, an inspection of the subject to determine the physical characteristics of the area to be acquired and any improvements that are being acquired or affected. In order to prepare this value estimate, the appraiser contacted the owner’s representative, by mail and attempted to contact the owner’s representative via phone, inviting the owner’s representative to accompany the appraiser during the inspection of the property. The owner’s representative did not respond and did not accept the appraiser’s invitation. The appraiser had the opportunity to view the site on several occasions during the past several months. These inspections were made without the owner’s representative. The final inspection was made on September 30, 2015 which is the date of value (also known as the effective date of the report). The report itself is dated October 5, 2015, the day on which the appraiser completed his work.

The appraiser also examined and viewed the survey stakes/markings that were placed by the acquiring agency’s survey crew. These markings were set to mark or outline the area of the proposed acquisition. The appraiser also reviewed page 4.22 of the proposed project plat, viewed the title work, the schedule of lands and interest required, the preliminary construction plans, the project description and other data provided by the project engineers and the acquiring agency. The size of the subject site was supplied by the acquiring agency and was confirmed with the City of Waukesha’s assessor’s office and/or verified with public records. A Certified Survey Map, CSM No. 4649, provided by the County, indicates that the subject contains 13.008-gross acres, including the existing street right of way of 0.412-acres. The net

acreage, excluding the existing street right of way, was stated by the County as being 12.596-acres (13.008- less 0.412-acre, rounded). The net size of 12.596-acres is assumed to be correct. The size of the proposed acquisition was provided by the acquiring agency and is also assumed to be correct. As the appraiser is not a surveyor or engineer, neither was independently confirmed by the appraiser.

As stated above, the acquiring agency reports that the subject parcel includes 0.412-acre that is located within the existing street right of way. This 0.412-acre is to be transferred to the acquiring agency as a part of this project. This is being done to clarify ownership of the road and to remove the existing street right of way from the tax roll. As these lands are located in the existing street right of way and as the existing right of way is under State and/or municipal control and is not under owner's control, the land in the right of way offers no utility or value to the subject property. As such, the net lot size of 12.596-acres is considered to be the actual and true size of the subject site.

The appraiser contacted the local assessor for basic information about the subject and relied on a county plat map to identify the subject before the acquisition. He also investigated sales and uses of improved sites and of vacant land in the area. These investigations included, but were not limited to, the local MLS service, county records, state assessment records, interviews with sellers and buyers of land, review of rental data, and general public information obtained from the county courthouse, newspapers, as well as several governmental websites. The appraiser made a curbside inspection of each of the comparable parcels used in this report. The appraiser primarily used the land value per acre and the "Part of the Whole" as the primary valuation method to value the real estate in the proposed acquisition. The value estimate derived is based on the information outlined in this report and on sales activity in the area.

As requested by the acquiring agency, this Standard Before and After Appraisal Report is presented as a summary of the appraiser's findings. This format is more concise than other report formats but is considered appropriate considering the minor nature of the proposed acquisition. Because the owner and acquiring agency each are familiar with the subject and because the acquisition will not significantly affect the property, a complete description of the property and improvements has *not been* included. Also, as directed by the acquiring agency, the summaries of the appraiser's data presented are more concise than typical.

Intended Use of the Appraisal: The purpose of this appraisal is to assist Waukesha County in estimating the amount of compensation due the owner for the acquisition of real property and property rights as indicated above in accordance with the provisions of Section 32.09 Wisconsin Statutes, which states that compensation shall be based on fair market value. The appraisal is intended for use by employees and/or agents of the Waukesha County Dept. of Public Works (County) in negotiations and subsequent acquisition of the real estate specifically identified in this report.

The County is the intended user of this appraisal report. As the proposed project is partly funded by the State of Wisconsin, the report will also be reviewed and approved by employees or representatives of the Wisconsin Department of Transportation (WisDOT). WisDOT is also considered to be an intended user of the report. Also, under state law, the property owner will be given a copy of this appraisal report. The owner is cautioned to read the report in its entirety. Although the owner will receive a copy of the report, the owner is considered to be a secondary user of the report and should address any questions or concerns to the acquiring agency's negotiation agent. The possession of a copy of the report does not confer client or intended user status upon the holder, and no use other than that described above is

authorized by the appraiser. As an example, this report is not intended to be used for mortgage financing.

Classification of Appraisal Report Type: The Uniform Standards of Professional Appraisal Practice defines two distinct appraisal reporting formats. These vary as to their level of detail. This analysis is being reported as a narrative appraisal report, i.e., a report format in which all significant data is reported in tabular or abbreviated narrative format. It is considered by USPAP to be an appraisal report suitable for multiple readers. The acquiring agency as well as the Federal Highway Administration considers this report format to be a Standard Before and After Appraisal Report.

Fair Market Value is defined as:

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

1. Buyer and seller are typically motivated;
2. Both parties are well informed or well advised, and acting in what they consider their best interest;
3. A reasonable time is allowed for exposure in the open market;
4. Payment is made in terms of cash in United States dollars or in terms of financial arrangements comparable thereto;
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.

Source: 12 C.F.R. Part 34.42(g); 55 Federal Register 34696, August 24, 1990, as amended at 57 Federal Register 12202, April 9, 1992; 59 Federal Register 29499, June 7, 1994; Appraisal Institute, *The Dictionary of Real Estate Appraisal*, Fifth Edition, (Chicago, 2010) Page 75.

Because this is an eminent domain appraisal made under the jurisdictional exception to USPAP, the above definition is also influenced by federal and state statutes, codes and judicial precedent related to the acquisition of private real estate for a public purpose. As such, the market value definition is amended per the provisions of Section 32.09(5)(b) of Wisconsin Statutes, which states that "any increase or decrease in fair market value of real property prior to the date of evaluation caused by the public improvement for which the property is acquired, or *by the likelihood that the property would be acquired for such improvement*, other than physical deterioration within the reasonable control of the property owner, *may not be taken into account* in determining just compensation for the property."

Exposure Time: The concept of market value assumes the hypothetical sale of a property given reasonable exposure on the market. Further, the exposure time is presumed to precede the effective date of the appraisal. Exposure time is defined in Uniform Standards of Professional Appraisal Practice ("USPAP") Statement on "Reasonable Exposure Time in Market Value Estimates" (Appraisal Standards No. 6) as:

The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date

of the appraisal; a retrospective estimate based upon an analysis of past events assuming a competitive and open market. Exposure time is different for various types of real estate and under various market conditions. It is noted that the overall concept of reasonable exposure encompasses not only adequate, sufficient, and reasonable time but also adequate, sufficient, and reasonable effort. The best estimate of exposure time is a function of price, time, use, and current market conditions for the cost and availability of funds. This is seen as an integral part of the appraisal process and the estimate of market value.

In estimating the length of time the property would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of this appraisal, the appraiser considers information gathered on comparable sales and historical and current market conditions. As it can be seen from many of the sales used in this report, as well as other sales from within the area, the area's market has been slow with extended marketing times. These times vary greatly during the past several years and a property often remains on the market for one to two years before selling. However, the market has shown signs of improving. Marketing times have begun to decline and sales activity has been improving since early 2012. The market is expected to continue to improve and with this continued improvement, marketing times will decline. The market value conclusion of the subject property is based upon a market exposure time of five to twenty months, assuming a reasonable and diligent effort has been made to market the property at the indicated market value. It also assumes that the market's improvements will continue and that no major changes in the economy will occur that would affect the market exposure time negatively.

The appraiser has based this rationale primarily upon sales from within the market area as well as those stated within this report. Although the comparable sales provided in this report were considered in determining the subject's marketing time, they were not the only market activity analyzed. Again, the value conclusion as stated in this report is based on a market exposure time of five to twenty months. This amount of time is considered a reasonable interval to prudently market the subject property, accept a reasonable offer after negotiations, and proceed toward the sale, which may include other normal contingencies typical in most offers.

Jurisdictional Exception: Under the Jurisdictional Exception rule of USPAP, and as required by Wisconsin Statute 32.09(5)(b), the definition of market value has been modified to include the fact that "any increase or decrease in fair market value of real property prior to the date of evaluation caused by the public improvement for which the property is acquired, or *by the likelihood that the property would be acquired for such improvement*, other than physical deterioration within the reasonable control of the property owner, *may not be taken into account* in determining just compensation for the property." In doing so, this will not diminish the owner's estimated compensation and may, indeed, slightly increase it.

Extraordinary Assumptions: In forming this opinion of value it was necessary to make assumptions that can neither be proven nor disproved with information currently available to the appraiser. Such suppositions are allowed under USPAP providing they are clearly labeled as extraordinary assumptions.

The client may wish to consult the appropriate experts to confirm these assumptions as the value estimates could be adversely affected if one or more is in error. For example, should the site be found to be contaminated or contain soil contaminants, the value of the property would likely be adversely affected.

The major extraordinary assumptions made in this appraisal include:

- (1) The appraiser was informed by a representative of the City of Waukesha that sanitary sewer service and municipal water are both available for the subject's use. It is assumed that these services are adequate to support the residential development of the subject tract.
- (2) The appraiser is aware of no soil absorption, contamination, or bearing tests made on the subject site. It is assumed that the site has no adverse soil conditions or contaminants that would adversely influence the marketability and value of the property. The property is assumed to have no atypical or adverse environmental soil conditions.
- (3) The acquiring agency did supply the subject's current lot size to the appraiser. The appraiser, when possible, verified the size with other public sources. The appraiser was informed that the subject site contains 12.596-acre (excluding any existing road right of way). For the purpose of this appraisal, this size is assumed to be correct.
- (4) The subject is a 12.596-acre tract that is currently zoned and used as a park. The current park zoning of the site does not allow for residential use, however, it appears obvious that the subject would have been placed into residential use if it had not been used as a park. Or if the park use were to be abandoned, the primary and likely use of the site would be for development into multiple single family home sites. As such, for the purpose of this appraisal, the appraiser has considered the special purpose use of the subject (park use) could offer equal utility on a similar sized residential developmental tract. Because of this, it is assumed that the subject tract could be rezoned and developed as a residential subdivision with multiple residential home sites (lots).
- (5) The acquiring agency reports that the site may include 0.412-acre that is located within the existing street right of way. The existing right of way is assumed to be under the control of the State and/or local municipality. As the existing street right of way is under municipal control it is not under owner's control, and offers no utility and no value to the subject property. As such, the net lot size of the subject site is considered to be the actual and true size of the site. The net size 12.596-acre is assumed to be the subject's correct lot size.
- (6) The appraiser understands that the 0.412-acre of existing right of way is to be transferred to the acquiring agency as a part of this project. This is being done to clarify the ownership of the lands located within the road and to remove these lands from the tax roll. It is assumed that this will occur prior to the completion of the proposed project. It should be noted that as the 0.412-acre of right of way offers no value to the subject property, this will not reduce or negatively impact the value of the property.
- (7) The proposed project is to include the acquisition of the temporary use of a small portion of the subject site. This area is known as a Temporary Limited Easement (TLE). Any TLE area that is located on the subject site is to be used temporarily and primarily during construction of this project. As the County's use of the land within the proposed TLE area is only temporary, title to the land will remain with the owner at all times. Even though no permanent rights to the TLE lands are to be exchanged, the owner is due compensation for the County's temporary use of the TLE area.
- (8) At the time of this appraisal, the construction of Phase I of the West Waukesha Bypass, as well as the associated streets and intersections involved in this project, is expected to take 14- consecutive months to complete. Although the exact start of construction is currently

unknown, this 14-consecutive month construction term is to take place between early May 2016 and say the end of December 2017. Currently the County is considering a project construction date that is to start early May 2016 and is to be finished by the end of June 2017, within 14-consecutive months. For the purpose of this appraisal, the actual term of construction is considered to be 14-consecutive months.

- (9) The project includes a proposed TLE area that is to be encumbered, assumable, from the date of the appraiser's final inspection of the subject property (September 30, 2015) for the 14-month construction term that is to be completed by the end of December 2017. Therefore, for the purpose of this appraisal the full term of the proposed TLE is considered to be 27-month (September 30, 2015 to December 31, 2017, rounded). The County will have the right to use the lands located within the TLE area during the consecutive 14-month term of construction as well as for a short time both before and after the time of actual construction. For the purpose of this appraisal, the full term of the TLE area is assumed to be 27-month and will terminate on or before December 31, 2017.
- (10) The project engineer has informed the appraiser that construction in the immediate area of the subject property is expected to be completed within a much shorter time-frame than the full 27-month term of construction. The project engineer also stated that there is to be very limited use, if any, prior to May 2016 as well as after June 2017. For the purpose of this appraisal, it is assumed that the primary use of the lands within the proposed TLE area will be during the actual construction of the road, say for 14-months. Also, it is assumed that only minimal use will take place during the 13-months that are outside of the actual construction term (27-month less 14-months, rounded). As the County will have the right to use the TLE area and limit the owner's use during the full term of the TLE, the owner's loss in use is considered to be loss that is compensable.

Hypothetical Conditions: In forming an opinion of value it is sometimes necessary to complete an appraisal assignment under an assumption that is known to be erroneous. Such suppositions are allowed under USPAP providing they are clearly labeled and are needed for the purpose of analysis or required for legal purposes.

As defined by the Appraisal Institute hypothetical conditions are:

“That which is contrary to what exists but is supposed for the purpose of analysis. Hypothetical conditions assume conditions contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis.”¹

As hypothetical conditions often lead to misunderstandings or mislead the reader they are seldom considered to be applicable. However, to follow State and Federal Guidelines the appraiser must consider the subject's after condition under the assumption that the proposed project has been completed. In addition, State Guidelines (49 CFR Part 241.03(b)) further requires the appraiser to disregard any decrease or increase in the market value of the property that has been caused directly by the project. In following this directive, this appraisal uses the hypothetical condition (in the “before

¹ Source: Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 5th ed. (Chicago: Appraisal Institute), 2010. (USPAP, 2010-2011 ed.)

condition”) that the proposed public improvements do not exist, and have not been proposed, and have not yet been started. The proposed public improvement project is a condition external to the subject property, and as the before value does not recognize the existence of this proposed project, contrary to known fact, this hypothetical condition is required. The use of this hypothetical condition may have a positive influence on the appraisal results and likely increase the appraiser’s estimated of damages.

Also, in accordance with Wisconsin Statute 32.09, the subject is appraised in the “after condition” under the hypothetical condition that construction for the proposed public project is complete as of the effective date of this appraisal. As the highway construction, has obviously not yet begun, the appraiser needs to make the hypothetical condition to value the property in its after condition under the assumption that the roadwork has been completed. The use of this hypothetical condition may have also influenced the appraiser’s results and most likely has increased the appraiser’s estimate of damages.

Project Description

In April 2009, a joint Memorandum of Understanding was signed by Waukesha County, the City of Waukesha, the Town of Waukesha, and the Wisconsin Department of Transportation (WisDOT), identifying the need for the Bypass as well as identifying the local, county, and state responsibilities for the study and construction of the West Waukesha Bypass. The West Waukesha Bypass has been in the Waukesha County construction plans, as well as in the regional transportation plans, for decades and is finally coming to actuality. In general, the proposed West Waukesha Bypass is to follow a route that extends from the intersection of STH 59 with County Road X northerly along the Pebble Creek area and across Sunset Drive (CTH D) near its intersection with Merrill Hills Road (CTH TT). It then is to extend northerly across STH 18 and along CTH TT across Northview Road and along Merrill Hills Road to the I-94 interchange with CTH TT/G.

Currently there is no circumferential route around the city of Waukesha and this has created increased traffic and congestion on local roads along the western fringe of the City. This impedes traffic flow and reduces safe travel into and out of the area. A more reliable north-south arterial is necessary on the west side of Waukesha to connect the area south of Waukesha with I-94 to the north. Currently, Waukesha County Dept. of Public Works (County) intends to construct and replace some of the existing roadways, mainly Merrill Hills Road (CTH TT), Meadowbrook Road, as well as many area intersections, to create a four-lane highway that is to connect I-94 to the north. This new road will form the circumferential route around Waukesha and provide an easier route to the area’s arterial streets. The new roadway will be a four-lane highway with median. It will have new pavement and is to also rebuild many of its intersections to modern standards.

Design work on the bypass began shortly after the joint Memorandum of Understanding was signed in 2009. Design work will likely continue through 2015 and into 2016. All design work is scheduled for completion in 2016. Construction of this project will begin with Phase I, north of Summit Avenue, with construction beginning in May 2016 and scheduled for completion in December 2017, or sooner. Construction of Phase I is to take 14 consecutive months from beginning to end. Additional construction phases will follow. The phase south of Summit Avenue is to begin in late 2016 or early 2017. Real estate acquisition throughout the project corridor will begin in 2015 and is to be completed prior to the start of construction in May 2016.

The proposed Bypass will influence a good number of property types including developed lands, agricultural lands, woodlands, wetlands and uplands. In late 2014, the Army Corps of Engineers

identified the need for some areas of woodlands and wetlands to be protected and preserved from likely damages that may be created by construction of the bypass. They also identified the need for wetlands, woodlands, and low lands to be maintained for future public benefit. To do so, they have directed the County to place woodlands and wetlands into conservation easements to assure their protection and preservation.

The West Waukesha Bypass project, a transportation improvement project, is being undertaken to address the growing local and regional traffic needs of the area as well as to improve safety for traffic that now enters the project area. It is also intended to enhance traffic flow and safety for the area and to improve ingress and egress for area residents. The proposed project is considered to be an improvement for the area and a general benefit for all area property owners and residents. This project will not be a specific benefit to any one property or property owner. The cost of this project is to be shared between the State of Wisconsin and Federal Government as well as Waukesha County and the City of Waukesha.

Market Area Analysis

The proposed project is to run along the western fringe of the City of Waukesha, the County seat of Waukesha County. Although a small portion of the project is located in the City of Pewaukee, most of the project lies within the boundary of the City of Waukesha. The 2010 US Census population for Waukesha County was 389,891, up nearly 30,000 since the 2000 US Census. Waukesha County's population grew by over 56,000 in the 1990's. There are more than 12,000 employers employing more than 200,000 workers in the County. The largest employment sectors in the county are represented by manufacturing with 26%, services with 25% and retail with 16%. The current unemployment rate (June 2015), not seasonally adjusted, for Waukesha County is 4.2% compared to the state and national rate of 4.9% and 5.5%, respectively. Waukesha County consistently has one of the lowest unemployment rates in the state.

The City of Waukesha, population 70,720, is the largest community of County and the seventh largest in the State. It is part of the Milwaukee Metropolitan area and is often referred to as the heart of the Milwaukee Metropolitan area, just minutes from downtown Milwaukee. The City of Waukesha offers commercial development, office development, industrial development and open lands for future development. The local economy relies on a regional workforce. In 2004 the MSA had a total labor work force of 835,000. The total labor workforce for Waukesha County was 210,000 as of February 2006. The unemployment rate for the City is estimated to be 4.5% (June 2015) with the State unemployment rate of 4.9% for the same period. City residents are highly educated with nearly 46% of adults having attained a Bachelor, Graduate or Professional degree and 93% graduating high school. Single-family residences represent 95% of all housing in the City with less than 10% being multi-family, condominiums, apartments, or senior housing. The median income for a household in the city was just under \$51,000 with a family median income of just under \$61,000.

Historically the Waukesha area has been one of the strongest growing areas in the State. The City and Town of Waukesha have had steadily appreciating market as the area is considered, by many, as a sound and desirable location that is highly prized by many of the area residents. However, during the past several years, the real estate market within the area has begun to soften and slow along with the nation's slowing economy. The local MLS service has indicated that the time needed to sell a home has increased slightly in the area but only modestly so. The greater time needed to sell a home along with the strong supply of homes currently offered for sale would indicate soft market conditions. This condition appears to have started in early 2008 and had continued into early 2012. The market appears to have declined

roughly 1% to 5% per year since 2008 and in early 2012, has begun to stabilize and improve. Although some market segments still show soft and slightly declining values, most have stabilized. Most market segments have stabilized but no noticeable appreciation or depreciation is seen. This condition is expected to improve within the near future and will likely improve with the nation's economy.

Subject Information (Property Analysis)

Whole or Larger Parcel – The concept of *larger parcel* or *whole parcel* is an analytical principle unique to eminent domain valuation and is an essential step in determining the property to be appraised and therefore, essential to the determination of damages.

The “larger parcel” is defined in the Dictionary of Real Estate Appraisal Third Edition as follows:

In Condemnation, that tract or tracts of land which are under the beneficial control of a single individual, or entity and have the same, or an integrated, highest and best use. Elements for consideration by the appraiser in making a determination in this regard are contiguity, or proximity, as it bears on the highest and best use of the property, unity of ownership, and unity of highest and best use.

The Uniform Appraisal Standards for Federal Land Acquisitions indicated the following about the larger parcel:

It should be noted, however, that since unity of use is one of the elements for an integrated unit, it would not necessarily follow that a continuous body of land in the same ownership constitutes a unit for valuation if the highest and best use for various parts are different. Failure to value the property as an integrated unit should, however always be explained and supported.

In determining the larger parcel to be appraised, the appraiser must consider three main factors in his analysis. These primary factors are as follows:

Unity of Title: This is generally referred to as the equal legal control over the ownership and future use of the lands or tracts in question.

Contiguous Location (Unity of Location): In general separate parcels or tracts can be considered as parts of the larger parcel if they are neighboring parcels and only reasonably physically separated so that they are or can be used as one.

Unity of Use: Unity of use typically is not restricted to parcels that are not reasonably separated. The appraiser must determine if it is reasonably probable that separated parcels or tracts would sell as one integrated single entity even when reasonably separated. When it can be shown that parcels would be sold separately as individual tracts and not as one larger parcel then each parcel should be considered as a separate larger parcel.

The local assessor's office has indicated that the owner of the subject parcel does own some additional tax parcels within the immediate area of the parcel being appraised. The closest is located south of Kisdon Hills Drive and is separated from the subject tract by a public street. As it is separated from the subject by this street, it is not considered to share unity of location with the subject. As such, it would appear that the owner's lands that are being considered as the subject property or the whole or larger parcel appraised, is the subject property known as the nature park of 12.596-acres in the northeastern

quadrant of Kisdon Hill Drive and Merrill Hills Rd. Therefore, the subject parcel is considered to be one larger parcel that contains 12.596-acres. There are several plat maps and aerial photographs located within the addendum that depict the subject's whole or larger parcel (subject property). For simplicity, it will be referred to in this report as the subject property

Subject Identification: The whole or larger parcel being appraised (subject property) has been identified by a legal description. A copy of this legal description can be found in the addenda of this report. It identifies the subject property before the acquisition (Before Condition). This legal was provided by the County and is presumed to be correct. The subject is also known as, and identified as, the Park on Kisdon Hill Drive, in the City of Waukesha, Waukesha County, Wisconsin. The subject is further identified as the City of Waukesha tax key number WAKC 1314068 as well as Parcel No. 118 of the Waukesha County Dept. of Public Works project plat number 2788-00-22.

Subject's Assessment Data: The subject property is identified by the City of Waukesha as tax key number WAKC 1314068. As it owned by the City of Waukesha it is not taxed nor is it assessed.

Property Size & Type: The subject property is a vacant parcel that is located in the northeastern corner of the intersection of Merrill Hills Road with Kisdon Hill Drive in the City of Waukesha. Kisdon Hill Drive is an interior street of an established residential development. Merrill Hills Road is a heavily traveled county highway that provides the area with access to nearby I-94. The subject site is a large vacant tract that contains 12.596-net acres (excluding any existing street right of way) that is currently used as a park. It is known as Kisdon Hill Park. It is a partly wooded tract that is irregular in its shape. It has roughly 544 feet of street frontage along Merrill Hills Road and roughly 240-feet along Kisdon Hill Drive. It has an overall length of more than more 1,575-feet and its width is over 290-feet. This tract had originally been part of the abutting single family subdivision but was split from this development and transferred to the City of Waukesha whom now uses it as a nature park with walking trails and open green space. It is a level to rolling parcel that appears to have been used as a nature park since the City's acquisition of this parcel. It also appears to be well suited for residential development as part of the abutting existing single family subdivision. The subject is currently vacant and does not contain any buildings or structures. It is partly wooded and contains a good number of untended and naturalized trees as well as some open green spaces. It also contains several walking trails that meander across the parcel. These walking paths or nature trails are unfinished or mown trails that meander across the green space and extend through the subject's wooded area.

The subject property is located in a growing residential area on the west side of the City of Waukesha. Both municipal water and sanitary sewer are available for this tract. It appears to be well suited for residential development as a single family subdivision. This tract is currently vacant and does not contain any buildings or structures. Photos of the subjects can be found in the addendum section to this report.

The appraiser would note that there is a single pole wood sign that displays the name of the subject's park located near the intersection of Merrill Hills Road with Kisdon Hills Road. This sign is located within the existing street right of way and on municipal lands. As it is located in the existing street right of way it is considered to have been illegally placed. It is considered to be of no value. A photo of this sign can be found in the addendum section to this report.

Following is an aerial/sketch obtained from the Google Earth website that shows the general configuration of the subject site as well as its street frontage. Please note that this sketch is not to scale

and that lot line locations are approximate. Additional photos of the subject and maps showing the site can be found in the addendum section of this report.

Aerial/Sketch – Before the Acquisition



This sketch is not to scale and shows approximate lot line locations.

Zoning: The subject is located in the City of Waukesha. The City of Waukesha maintains and administers its own zoning code. This code has been updated and revised several times since its inception. The appraiser was informed that the subject is located in the P-1, Park zoning district.

The subject is located within the P-1: Park zoning district. This district is intended to provide for areas that are to be used as open space as well as for recreational needs of the public as well as for private citizens of the City of Waukesha. There are a good number of permitted uses within the P-1 district; however, all are recreational in nature, such as park and playground use, golf courses, hiking trails, picnicking areas, swimming pools, as well as other public recreational uses.

Buildings are allowed within the P-1 zoning district if these structures are to be utilized in conjunction with the recreational use located on the site. No buildings shall exceed 35-feet in height. No accessory (secondary building) can be built that would exceed 15-feet in height. All buildings need to be at least 40-feet from a lot line and at least 75-feet from the ordinary high-water mark of a navigable body of water.

The appraiser should note that the P-1 zoning district is used to identify areas in which public or recreational uses such as parks, open green spaces, and play areas may be located. It is common to see the P-1 district as an overlay or change from basic residential district to established additional permissive uses and regulatory standards without disturbing the regulations of the surrounding area. The effect is similar to that of a conditional use permit in that it grants special rights in specially defined areas. The P-1 district requires similar setback and lot size requirements as many residential uses. In fact, many of the area's park uses are located within residential areas and appear to have been created from lands that were once slated for residential use.

Residential uses are not allowed within the P-1, Park Zoning District. It should be noted that the site would have to be rezoned to allow for residential development as a single family subdivision; however,

such uses are common and typical in this area. It appears that rezoning of the site could possibly be accomplished and at modest cost.

Based on these municipal requirements, and from an exterior viewing of the subject property, without a current survey, the property appears to meet the minimum requirements of its current zoning district. It would appear that the site is of sufficient size to be developed as a multi-lot single family subdivision. The proposed acquisition will not detract from the likelihood of developing the subject tract into a residential subdivision. The subject appears to be a legal and conforming property to the current zoning code. It should be noted that the proposed acquisition will not change the legal conforming status of the subject property.

Highest & Best Use: Real estate is always valued at its Highest and Best Use, and as such, the Highest and Best Use of the subject parcel needs to be determined. In determining the subject's highest and best use the appraiser needs to take into consideration the desirability of the site's current use and whether or not that use should be continued. According to the Eleventh Edition of the Appraisal of Real Estate, published by the Appraisal Institute, highest and best use may be defined as:

"The reasonably probable and legal use of vacant land or an improved property that is physically possible, appropriately supported, financially feasible, and that results in the highest value."

In cases where a site has existing improvements, the highest and best use may be different from the existing use. However, the existing or interim use will continue until the property value as improved is less than the value of the vacant land including razing costs. When a property's highest and best use can reasonably be expected to change, in the near future, the site's current use is an interim one. The site's value would be that of the anticipated use. The anticipated use should be the most profitable among the alternatives that are legally permissible, physically possible, and economically feasible.

Implied within the definition of Highest and Best Use is the recognition that specific use to community, environment or to community development goals are considered in addition to wealth maximization of individual property owners. Also implied is that the determination of highest and best use results from the appraiser's judgment and analytical skill, and therefore represents an opinion not a fact to be found. In appraisal practice, the concept of highest and best use represents the premise upon which value is based. In all instances the conclusion of highest and best use must meet the following criteria:

1. Is the use physically possible on the site?
2. Is the use legally permissible or reasonably possible?
3. Is the use economically and financially feasible under existing and projected market conditions?
4. Is the use estimated to be the most profitable among the alternatives that are legally permissible, physically possible, and economically feasible?

Highest and Best Use Conclusion: In many areas of Waukesha County recreational uses such as parks and green space uses are allowed within residential areas or even within residentially zoned district as long as such use conforms to applicable setback and restrictions. A park or similar recreational use need not be located on more costly lands such as those zoned for commercial or business use. It appears that a similar concept has been adopted by the City of Waukesha as park land (P-1) zoning and uses have been granted in many residential areas.

The appraiser must consider that such a special purpose use could offer equal utility on a similar sized residential developmental tract. Because of this factor, the subject parcel has been valued as though it were residential developmental land as it appears to be well suited for such use. The site's highest and best use, if vacant, would be for residential development, assuming the site could legally be put to such a use. If such a zoning change could not be obtained, then the highest and best use would be as currently used, for park and recreational use. As park lands are seldom sold or purchased in this market, the subject's value would still be established by sales of area residential development land of similar size vacant tracts.

Residential development represents the subject's highest and best use. Again this assumes that rezoning could be accomplished. The proposed acquisition will not alter or change the subject's highest and best use. The current park use appears to be a legal and conforming use under current zoning and temporary in nature. Again, it appears that the park use could easily be changed (physically and assumed legally) to allow for future development of the tract. The current use of the subject and the likely/possible developmental use will not change as a result of the proposed project or acquisition.

Proposed Acquisition

Description of the Acquisition: The County did provide a complete written legal description of the proposed acquisition for the appraiser's use. A copy can be found in the addenda to this report. The acquisition is known as Parcel 118 on page 4.22 of the County's Project Plat No. 2788-00-22. A copy of the plat showing the proposed acquisition can be found in the addenda of this report. The appraisal is based on this information and on the appraiser's observation of survey stakes placed by agents of the acquiring agency to mark the proposed acquisition.

As stated earlier in this report, there will be a fee or permanent acquisition of 0.458-acre of land from the subject parcel. No air rights are to be acquired. There will be no change in the subject's zoning or loss of its status with zoning (i.e. legal or legal non-conforming status will be retained). There will be no severed lands created by the proposed project nor any severance damage to the owner's remaining property. There will be no fencing lost as a result of the proposed project and there will be no need for the owner to install any fencing to separate the remaining property from the project area. In general, the County proposes to buy the following rights from the subject property:

- ◆ The County proposes a **Fee Purchase** of a small and narrow strip of land that contains 0.458-acre. This area is shown as a striped area on the acquisition plat in the addenda to this report. This area lies immediately adjacent and runs parallel to the existing right of way of Merrill Hills Road. It is to be roughly 33.5-feet wide and run along the subject's full Merrill Hills Road frontage. Title and all rights to this strip of land will be purchased by the acquiring agency and will be transferred from the owner to the County. This area is to become part of the road right of way.

There are no improvements or landscaping located within this area, only some untended trees, brush, and a small portion of one of the nature trails that meanders across the subject tract. The items located in the fee acquisition area will very likely be removed as a result of construction. The value of these naturalized trees and small path area will be accounted for in the valuation of the land that is to be acquired.

- ◆ The County also proposes to purchase the temporary use, also known as a **Temporary Limited Easement (TLE)**, of a small and narrow strip of land that contains 0.126-acre. This is several small

strips as shown as the lightly dotted area on the acquisition plat located in the addenda. These strips that extends along a portion of the proposed fee acquisition, the newly created Merrill Hills Road right of way as well as along the subject's Kisdon Hill Drive frontage. That portion of the TLE area that extends along Merrill Hills Road is to be 5-foot wide and extends just over 350-feet south from the subject's northern lot line. This portion of the TLE does not extend across the full Merrill hills Road frontage. The second portion of the proposed TLE area is a slightly irregular shaped strip that extends along the subject's full Kisdon Hill Drive frontage. This portion of the TLE is 30-foot wide at the subject's western lot line and narrows to 10-foot in width as it extends east.

The TLE area is needed to allow the acquiring agency the right to temporarily enter a small portion of the subject site. The TLE will be used primarily for back sloping and grading as well as to match the grade of the owner's land to that of the new street and sidewalk that is to be installed within the road right of way. The TLE will also offer the acquiring agency the right to enter the TLE area to repair any likely damages that may occur to the lands located within the TLE area. The acquiring agency will also have the right to enter this area, plant or remove vegetation, operate necessary equipment on, the right of ingress and egress, and to have its employees enter and work within this strip of land. As such, the TLE will temporarily reduce the owner's ability to use the lands in the TLE area during the term of the TLE.

As stated earlier, the TLE will be used by the acquiring agency for a limited period of time and only during the time of construction of this project. Full ownership of the area covered by the temporary easement will remain with the owner at all times. The acquiring agency will terminate its use once construction is completed.

There are no improvements or landscaping located within this area, only some untended trees, brush, and a small portion of one of the nature trails that meander across the subject tract. The items located in the TLE acquisition area will very likely be removed as a result of construction. The value of these naturalized trees and small path area will be accounted for in the valuation of the land that is to be acquired.

- ◆ The County proposes to limit access by **Acquiring Access Rights** to the newly constructed roadway and not allow any future driveways to be placed between the subject site and Merrill Hills Road. As such, the owner will no longer have the opportunity to request access points along this road. The owner will retain access rights to the site's southern abutting street, Kisdon Hill Drive, and will retain the ability to request a driveway along this interior street. As the site is a corner lot, it is very likely that should a driveway be requested, access to the site would be granted off Kisdon Hill Drive and not Merrill Hills Road. As such, the limitation on access placed along Merrill Hills Road will not change or detract from the site's future access or its use. The site's access will remain typical and adequate for a corner lot located in this area. There will be no loss in the subject's market value resulting from the access rights being acquired/retained by the County.
- ◆ The acquisition also includes the lands located within the **Existing Road Right of Way**. The lands located in the abutting road are to be transferred to the County to clarify the ownership of the road right of way and to remove this area from the tax roll. As this area, 0.412-acre of land, is located within the existing road it is under the full control of the municipality (acquiring agency and/or local municipality) and is not under the control of the property owner. It contributes no utility and no value to the subject property.

Effects of the Acquisition: As a result of the proposed acquisition, the subject site will become slightly smaller than before but will remain typical for the neighborhood. Although its size will be reduced by 0.458-acre, its utility, marketability, and appeal will not be significantly altered. The property's compliance with zoning will not change as a result of the acquisition nor will its highest and best use. As the subject tract does not contain any structures or buildings, none will be affected by the proposed project.

The acquiring agency will be controlling access to the newly installed street by restricting access points (i.e., drives) along the subject's Merrill Hills Road frontage. No access points will be allowed along the subject's Merrill Hills Road frontage; however, the subject will retain its current access from its southern abutting road. As there will be no actual physical alteration to the subject's drive or access, the subject will not see a change in its utility of its use. There will be no loss in utility or in value to the subject as a result of the site's access to its western abutting street being controlled. Once the project has been completed, the site's access will be typical and adequate.

There will be a change in the grade of the affected area as a result of the reconstruction of Merrill Hills Road; however, this change will be minimal and will create no damage to the subject's remaining property. No permanent damages will result to the site because of the temporary use of the land in the temporary limited easement (TLE). The County will re-grade and re-seed the TLE area once construction is finished as part of the project. The owner will not be able to re-plant or landscape the lands within the TLE area until the project has been completed.

It should be noted that the single-pole frame sign that is located within the existing street right of way will be removed as a result of construction. As this sign is located within the existing street right of way, it appears to have been illegally placed. As it is illegal, there can be no compensation for its removal.

There are no improvements or landscaping located within the subject site or within the acquisition area. The acquisition area does contain some untended trees, brush, and a small portion of a nature trail that meanders across the subject tract. The items located in the acquisition areas will be removed as a result of construction. The value of the naturalized trees and portion of the walking path that are to be removed will be accounted for in the valuation of the land that is to be acquired, that is their value will be included within the subject's land value.

Inspection Date: The appraiser contacted the owner's representative by mail, inviting the representative to accompany the appraiser on the inspection of the property. The representative did not respond to this invitation. The appraiser had the opportunity to view the exterior of the property on several occasions during the past several months. The final inspection of the property was on September 30, 2015, without the owner's representative being present.

Valuation Process

Estimating market value involves a systematic process in which a problem is defined and data classified, analyzed and interpreted. The process generally involves three traditional approaches to value. Each relates in a different way to the actions of a typical buyer. Each has its own requirements, strengths, applications, and limitations. The three approaches are:

- ◆ **Cost Approach** is based on the premises that a buyer will not pay more for something than it would cost to replace it with an item. In this approach, the appraiser obtains an indication of

value for a property by adding the depreciated cost of the improvements to the estimated value of the land. To do so requires the collection of data regarding land values, construction costs to determine a reasonable estimate of the replacement costs new of the building based on its type of construction and a determination of the amount of depreciation that exists. This approach generally works well for newer buildings as depreciation estimates are often unreliable. The cost approach is not used in the valuation of land. As the subject is a vacant lot, the cost approach does not apply in the valuation of the subject. It was not used in this appraisal report.

- ◆ **Income Capitalization or Income Approach** is based on a property's ability to produce an income, (usually by leasing it to another party). In this analysis the appraiser evaluates potential income flow and capitalizes it to an estimate of present worth. It requires the collection of data to ascertain economic or market rent, vacancy rates, expenses and capitalization rates for similar properties. This approach is based on the assumption that the subject property could easily become available for lease and/or sold to an investor. The data used is obtained from actual market transactions of similar space as of the effective date valuation. This information is generally obtained from participants in the transactions, brokers, public records, or from documents pertinent to the transaction. This approach is not considered to be applicable for a property such as the subject and was not used in this report.
- ◆ **Market Data Approach or Sales Comparison Approach** determines a property's value by comparing it with similar properties that have recently sold or those that are currently offered for sale. The Sales Comparison Approach utilized recent comparable sales of similar facilities. This data is obtained from buyers, sellers, real estate agents, public records, data gathering services, and other appraisers. In addition, a survey of market trends is determined by discussions with real estate owners, brokers, and leasing agents active in the subject property type and marketing area. Sales are verified by both examinations of records and interviews with participants in the sale. These sales are compared with the subject for differences in features and adjustments made for these differences. Once reasonably adjusted for variance with the subject this information was utilized to reconcile a value indication from the market as of the effective date of value. This approach is typically the best indication of value for a property such as the subject and works well in the valuation of vacant land. It is the sole approach considered in the instant case.

When multiple approaches are used, the value indicated by each of the three approaches must be correlated into a single estimate of the property's worth. A simple mathematical average is not used. Instead, the appraiser must weigh the relative strengths and weaknesses of each approach as it relates to the subject and balance each with his knowledge of the market.

Separate Entity: The appraiser considered evaluating the area of the proposed fee acquisition as a separate entity. However, in the appraiser's opinion, the proposed acquisition is too oddly shaped (elongated and narrow at only 33.5-feet wide) and too small to hold utility in itself and is not marketable as an individual parcel. Its only possible use would be in conjunction with an abutting property, primarily the subject site. As the area of acquisition has no distinct and separate use other than to the subject, the separate entity analysis was *not* considered applicable and was *not* used.

Land Valuation (Market Analysis)

The subject site (land) is the sole segment of the subject that is to be affected by the proposed acquisition, as such; full consideration was given to valuing the subject's land in determining the

subject's loss created by the proposed acquisition. The appraiser has relied solely on the market analysis in determining the market value of the subject site. As is typical for an appraisal assignment such as this, the income and cost analysis were not found to be applicable and were not used.

As noted earlier in the highest and best use section of this report, valuing the subject site requires special consideration in this case. The subject is located in a residential area but is zoned for park use and this zoning does not allow for residential use. It appears obvious that the subject would have been placed into residential use (development) if it had not been used as a park. Or, if the park use were to be abandoned, the primary and likely use of the site would be development into multiple single family home sites. As such, the appraiser must consider that the special purpose use of the subject (park use) could offer equal utility on a similar sized residential developmental tract. Because of this factor, the subject site has been valued as though it were residential development land. In this analysis, the appraiser used sales of similar sized developmental tracts in establishing the subject's market value. Adjustments were made for differences in features and amenities.

Land Valuation: The appraiser utilized the market approach to value the subject site (whole or larger parcel). To do so the appraiser identified a number of sales and offerings of area vacant developmental tracts located in the City of Waukesha and the surrounding area. These comparable properties were selected from the general area of the subject and from the market from which the subject would be sold, if the subject were placed on the market. The primary selection criteria considered was their location, acreage, and proximity to urban amenities. Features such as amount of wetland (if any), lot configuration, and date of sale were also found to be the primary factors considered important in the market. It should be noted that no land sales were knowingly excluded from the analysis that would contribute to a final estimate of value different from that presented in the appraisal. A detailed description of each of the comparable sales used in this report may be found in the addenda.

A summary description of each of the comparable sales used in this analysis follows. A more detailed description may be found in the addenda of this report.

COMPARABLE LAND SALES SUMMARY TABLE

No.	Location	Sale Date	Price	Size in Acres	Price/ Acre
1.	Maple Ave	10/2014	\$800,000	26.380	\$30,326
2.	Lindsay Road	07/2014	\$1,100,000	29.640	\$37,112
3.	845 Concord Rd	10/2013	\$330,000	12.610	\$26,170
4.	Lilly Rd	06/2014	\$1,142,160	25.312	\$45,123

Land Sale - 1 is the October 2014 sale of a 26.38-acre wooded tract that is located in the Village of Hartland. This irregular tract is a mostly level parcel that is fully wooded. The buyer purchased the property for development and has begun a development known as the Sanctuary of Hartland. This development is to contain 34-home sites that range in size from near 11,000 sq ft to 16,500 sq ft. The buyer indicated that he felt he did not pay a premium for this wooded parcel. Although greater development costs are expected, the developer anticipated greater selling price for the lots as they are wooded lots. This transaction was an arm's length sale at market value. This 26.38-acre tract sold for \$800,000 in September 2014. This price equates to \$30,326 per acre.

Land Sale - 2 is the July 2014 sale of a 29.64-acre tract in the City of Pewaukee. This tract is located south of Lindsay Road and west of Duplainville Road in an area of residential

development. This parcel is slightly irregular in its shape with a gently sloping topography. It has sanitary sewer available and is slated for development as a single family subdivision. Shortly after sale, the buyer began the first phase of the Victoria Station subdivision. This phase is to contain 51 single family lots. The standard lot will contain 15,000-sq ft to 20,000 sq ft. Buyer felt that the sale was at a reasonable price and that it was an arm's length transaction at fair market value. The buyer intends to continue developing this parcel. This 29.64-acre tract sold for \$1,100,000 on July 8, 2014. This price equates to \$37,112 per acre. This tract is well suited for development. An existing single family development abuts this tract along its southern lot line.

Land Sale - 3 is the October 2013 sale of a 12.61-acre developmental tract that is located in the City of Oconomowoc. It is located a short distance south of the City in an area of strong residential uses. This 12.61-acre tract abuts residential uses on three sides and is in the path of development. It has sanitary sewer available along its street lot line and is well suited for residential use. It is a wooded parcel that has an older home that is currently tenant occupied. This building is considered by the realtor as being of no value and easily removed. The area's land use plan calls for this parcel to be developed as residential home sites. This tract has no wetlands, no floodplain areas and lies mostly level. It sold in October 2013 for \$330,000 or \$26,170 per acre. It remains tenant occupied. It was originally offered for sale at \$550,000. It sold after several price reductions and 734 days of market exposure.

Land Sale - 4 is the 2014 sale of a developmental parcel that is located on Lilly Road in Menomonee Falls in the northern portion of Waukesha County. This tract was part of a larger agricultural parcel that abuts newer residential subdivisions on all sides. Harmony Hills subdivision, a large single family development abuts this tract along its eastern lot line. This is a level tract that is rectangular in its shape. It has sanitary sewer available from several of its lot lines. Its location and the availability of sewer make this parcel readily available for development. The area's land use plan calls for this 25.312-acre tract to be put to residential use as a subdivision. This property was placed on the market at \$1,900,000 and marketed as a residential development parcel. It sold in June 2013 for \$1,142,160 to a local developer who intends to develop the parcel. This price equates to \$45,123 per acre.

The sales were then compared to the subject for differences in features and characteristics. The differences were used to establish the subject's site value. To do so, percentage adjustments have been made for differences between the sales and the subject site. The adjustments and differences found are outlined in the Market Analysis Summary Chart that follows:

Market Analysis - Direct Sales Analysis

Land Sales - Summary

Value As of: Sep-15		BEFORE CONDITION			
Item	SUBJECT	LAND SALE NO. 1 DEV 214-10	LAND SALE NO. 2 DEV 214-09	LAND SALE NO. 3 DEV 212-04	LAND SALE NO. 4 DEV 214-07
Sale I.D.		4168	4167	4018	4019
Street		Maple Ave	Lindsay Rd	Concord Rd	Lilly Rd
City		Hartland	Pewaukee	Oconomowoc	Menomonee Falls
County		Waukesha Co.	Waukesha Co.	Waukesha Co.	Waukesha Co.
Grantor (Seller)		T. Caestecker	Moor Haven	Kohlenberg	Weyer
Sales Price		\$800,000	\$1,100,000	\$330,000	\$1,142,160
Price/Acre		\$30,326	\$37,112	\$26,170	\$45,123
Price/Sq Ft		\$0.70	\$0.85	\$0.60	\$1.04
Days on Market		150-Days	200 Days	734 Days	337 Days
Sale Date	Sep-15	Oct-14	Jul-14	Oct-13	Jun-14
Time Adj. (Rnd)	0%	0% \$0	0% \$0	0% \$0	0% \$0
Motivation		Arms Length	Arms Length	Arms Length	Arms Length
Financing		Conv Mtg	Conv Mtg	Conv Mtg	Conv Mtg
Market Adj.		0% \$0	0% \$0	0% \$0	0% \$0
Adjusted Price		\$800,000	\$1,100,000	\$330,000	\$1,142,160
Adj. \$ / Acre		\$30,326	\$37,112	\$26,170	\$45,123
Adj. \$ / Sq Ft		\$0.70	\$0.85	\$0.60	\$1.04
Features	Subject	Desc. %	Desc. %	Desc. %	Desc. %
Size (Acre)	12.596	26.380	29.640	12.610	25.312
Size (Sq Ft)	548,682	1,149,113	1,291,118	549,292	1,102,591
Shape	Irregular	Slightly Irreg -5%	Standard	Standard	Rectangular -5%
Topography	Level/Rolling	Level	Level/Rolling	Level	Level
Corner vs. Interior	Corner	Interior	Interior	Interior	Interior
Location	Outer Sub	Outer Sub	Outer Sub	Outer Sub	City/Superior -15%
Zoning	P-1, Park	Rs-4, Res	Rs-5	AG, Res	PRD, Res
Future Use	Res Devl	Res Devl	Res Devl	Res Devl	Res Devl
H & B Use	Res Devl	Res Devl	Res Devl	Res Devl	Res Devl
Sewer Availability	A available	Available	Available	Available	Available
Woods	Part Wooded	Wooded 5%	Not Wooded -10%	Wooded 5%	Not Wooded -10%
Walking Trails	Some Trails	No Trails 5%	No Trails 5%	No Trails 5%	No Trails 5%
View/Orientation	Outer Area	Outer Area	Outer Area	Outer Area	Outer Area
Access	Standard	Standard	Standard	Standard	Standard
Wetlands/Flood Area	None	None	None	None	None
Improvements	As Vacant	Vacant	Vacant	As Vacant	Vacant
Net Adj. (%)		5%	-10%	5%	-25%
Net Adj. (\$)		\$1,516	-\$3,711	\$1,308	-\$11,281
Indicated \$/Acre		\$31,842	\$33,401	\$27,478	\$33,842

Note: All calculations within this analysis were completed to 13-digits for accuracy. The displayed numerals are truncated values that represent the product of the original 13-digit calculation.

Comments on Land Value - Before Condition: The appraiser found that the unit of comparison most recognized by the market is the price per acre. In this appraisal, and analysis, comparisons are based on this standard. As it can be seen from the chart above, the sales differed slightly in features and amenities. Adjustments for differences between the subject and the sales were made to offer an indication of the subject's unit value. A brief summary of the major adjustments required follows.

Market Conditions (Time): Due largely to the current over supply condition within the subject's market, the area has seen a decline in land values. It was determined that the market had appreciated steadily during 2004, 2005, 2006, and into 2007. Market activity shows the market had a noticeable slow-down in 2008. After reviewing the market, it is the professional opinion of the appraiser that the market appreciated steadily prior to January 2008 but declined after that time until earlier of 2013. There has been no noticeable appreciation or depreciation since that time and values appear to have stabilized in January 2012. Sales taking place in 2013 and 2014 did not receive an adjustment as the market is

considered to be stable, but soft, since January of 2012. It should be noted that all of the sales used occurred after January 2012, all are considered to be recent transactions and no adjustments were required for changing market conditions.

Configuration/Shape: As indicated earlier, the subject is an irregular shaped tract. Development costs are often greater on irregular shaped parcels when compared to standard or rectangular shaped tracts. As such, the market shows a preference for standard or rectangular shaped tracts for development. A slight downward adjustment was made to each of the sales to reflect the subject's irregular configuration.

Location: All the sales are from the subject's general neighborhood, and are influenced by the same economic conditions and neighborhood factors as the subject. However, Land Sale No. 4 is located in an area that has seen greater growth and development of residential subdivisions than the subject's immediate area. As a result, the market considered this location to be slightly superior to that of the subject. A slight downward adjustment was made to reflect this market preference.

Woods: Unlike the subject, Land Sales No. 2 and 4 are not wooded parcels and lack wooded areas. Development costs of wooded tracts are generally higher than non-wooded tracts and the market commonly pays less for these tracts as a result. A slight downward adjustment was made to Land Sales No. 2 and 4 as they do not have woods and the subject is a partly wooded tract. Land Sales No. 1 and 3 are wooded tracts and as they are wooded, their development costs would likely be greater than that of the subject that is partly wooded. A minor upward adjustment was made to these two sales to reflect this fact.

Walking Trails: As indicated earlier, the subject has some walking trails that meander across or around the subject parcel. Many new developments have added similar trails and paths to establish a natural surrounding and atmosphere. The market appears to offer such developments a slightly stronger appeal and higher value. As the sales used lack this amenity, an upward adjustment was made to each sale to reflect their lack of walking trails.

Conclusion of Land Value: After adjusting for differences, the sales indicated a unit value for the subject site that ranged from \$27,500 per acre (rounded) to \$33,800 per acre (rounded). The average unit value was found to be \$31,600 per acre (rounded) with a median value of \$32,600 per acre (rounded). Three of the four comparable land sales used indicated a unit value for the subject site that fell above \$31,800 per acre with many being above the average. This offers strong support for a likely unit value for the subject site that is within the upper portion of the indicated value range or say, slightly above the average.

Considering the sales activity in the area and the data shown in the analysis above, it is the appraiser's opinion that the base unit value of the subject site is slightly above the average, say \$32,500 per acre. The market value of the subject site was found to be \$409,400 (12.596-acre x \$32,500 per acre, rounded). This calculation and the unit value range set by the sales can be found in the following table:

Indicated Site Value		
Minimum	\$27,478	Per Acre
Median	\$32,622	Per Acre
Average	\$31,641	Per Acre
Maximum	\$33,842	Per Acre
Concluded Value	\$32,500	Per Acre
Site Size	12.596	Acre
Indicated Value	\$409,370	
Value (Rnd)	\$409,400	

Based on this analysis, it is the opinion of the appraiser that, prior to the proposed acquisition, the subject site had a market value of \$409,400. Again, this equates to \$32,500 per acre.

Statement of Value - Before the Acquisition: The appraiser used the market analysis (value per acre) identified above to calculate the contributory value of the subject site at \$409,400 (12.596-acre x \$32,500 per acre, rounded). As the subject is a vacant tract, this market analysis is considered to be an excellent indication of the subject’s current market value. The appraiser concludes the subject’s market value, before the proposed acquisition, to be \$409,400.

Value of the Part Acquired

The appraiser primarily used the land value per acre, as discussed earlier and the “Part of the Whole” valuation method to value the real estate included in the proposed acquisition (part taken). The value of the real estate included in the proposed acquisition was then used to calculate the subject’s value in the after condition (After Value). In this technique, the appraiser considered the unit value of land in a proposed acquisition to be equal and proportional to the unit value of the whole site before acquisition. This process is recommended for appraisal problems such as the instant case (partial acquisition) as it maintains the balance between the values of the “part taken” in relation to the total or “whole property” value. That is to say, the summation of the parts must equal the value of the property as a whole.

Value of the Fee Purchase: As a part of the whole, the price per acre of the land in the proposed 0.458-acre fee acquisition is considered to be equal and proportional to the value per acre of the site as a whole, before the acquisition. In the after condition, the market indicates no further adjustments to the site’s unit value. It is therefore the opinion of the appraiser that the 0.458-acre of land the County wishes to purchase in fee also holds a unit value of \$32,500 per acre. The value of the fee acquisition was determined to be \$14,885 (0.458-acre x \$32,500 per acre, rounded). The subject property will be diminished in its market value by \$14,885 as a result of the direct acquisition of 0.458-acre of land from the subject parcel.

Value of the TLE: This project also requires the County to make temporary use of a small area that contains 0.126-acre. The County’s use of this area will not necessitate an actual purchase of land but will require the County to purchase the rights to temporarily use the land within the proposed TLE area. The County’s use of this land is an encumbrance that will allow the County to work within the TLE area during the time of project construction. This encumbrance will begin, assumable, on the date of the appraiser’s final physical inspection of the property (September 30, 2015) and will end, say late December 2017.

Based on discussions with the project engineer, Ms. Karen Braun, currently construction is scheduled to begin in May 2016 and is expected to be completed before the end of June 2017, say within 14-consecutive months. The project engineer also indicated that there may be minor clean-up work after construction has been completed as well as some minor preliminary work being undertaken several months prior to the start of construction. For the purpose of this appraisal, the County's use of the TLE area is considered as starting on the appraiser's final inspection of the parcel (September 30, 2015) and will extend up to the end of December 2017. The actual time of construction (14-consecutive months) is when the County will have intensive use (intensive encumbrance) of the lands located within the TLE area. Again, this intensive use is to be for 14-months. The 13-months of use outside of the actual time of construction (27-months less 14-months) are to be very minor and limited use. This limited use will be a minor encumbrance on the lands located within the TLE. For the purpose of this appraisal the full term of the TLE is considered to be divided between, (a) the intensive use of the lands in the TLE area during the consecutive 14-months of construction, and (b) the 13-month outside of actual construction. The 13-months outside of the actual construction are to be a term of minor or minimal use of the land within the TLE area. Thus the total usage of 27-month is to be split between 14-months of actual construction and 13-months of minor use.

The County's use of the 0.126-acre of land that is located within the proposed TLE area will not necessitate an actual purchase of land but represents an encumbrance that will allow the County to use the land during this project. The TLE will require the County to purchase the rights to temporarily use the land located within the proposed TLE area. However, fee ownership of this area will remain with the owner at all times.

To value the proposed TLE, the appraiser searched for market transactions of temporary easements for comparison to the subject's TLE, but no such transactions were found. Without direct market activity, the appraiser then considered an anticipated economic rental rate as an indication of value for the subject's TLE. Again, no direct market rental information was available for a property such as the subject. The appraiser estimated its rental rate by reviewing other established market rates. One such rate reviewed was the guaranteed rate currently offered by local banks for short term deposits. This rate was found to range from 1% to 3%. However, as these rates are guaranteed they do not reflect risk that is associated with real estate ownership. As such, the subject's rate will fall above the guaranteed rate of 3%. In a recent report published by the Appraisal Institute it was reported that a common real estate rental rate anticipated for major Midwest markets ranges from 7% to 10% of value. As these rates are commonly higher risk investments, the subject's anticipated rental rate would be expected to fall within the lower portion of this range or near 8%.

These two indicators suggest that the economic rent likely expected for the subject's TLE to range from 3% to 8% of the land's value per year. Taking into account current economic conditions, interest rates, as well as the subject's use and low risk, the appraiser considers an 8% annual return as a reasonable return for the land located within the subject's proposed TLE during the actual construction phase of 14-months. During the remainder of the TLE term, the 13-months outside of the actual construction, the TLE area will see only minimal or minor loss of the owner's right of use. As such, the return to the owner would be expected to be minor. The appraiser considers a minimal or minor rate of 2% to 3%; say 3%, as appropriate for the use of the time of minor or minimal use of the TLE during the 13-months outside of actual construction.

Assuming an 8% annual rate of return to the market value of the land during the 14-months of intensive TLE usage (during construction) and a minor 3% annual rate of return for the 13-months of minor use, a

weighted average analysis indicates a 5.5% annual return for the full 27-month (2.25-year) term of the proposed TLE. This calculation can be seen below:

TLE Rate - Weighted Average				
Term	Months	% of Term	Annual Rate	Weighted
Minor Encumbrance	13	48.1%	3%	1.4%
Actual Construction	14	51.9%	8%	4.1%
Total(s)	27	100.0%		5.5%
<i>Concluded Annual Rate for TLE (Rounded)</i>				5.5%

Based on this analysis, the appropriate rate of return for the subject's proposed 27-month (2.25-years) TLE is considered to be 5.5% per year.

As a part of the whole, the price per acres of the land in the proposed TLE is considered to be equal and proportional to the value per acre of the site as a whole. It is therefore the opinion of the appraiser that the land the County, wishes to purchase as a TLE also holds a unit value of \$32,500 per acre. The land located within the 0.126-acre TLE is estimated to have a fee or full market value of \$4,095 (\$32,500 per acre x 0.126-acre, rounded). At a 5.5% annual return the value of the proposed TLE was determined to be \$500 (\$32,500 per acre x 0.126-acre x 5.5% per year x 2.25-years, rounded to \$500.00). The amount of \$500 appears appropriate for the limited and short term use of the TLE area.

Woods & Walking Trails: As indicated earlier, the subject tract is a large tract that contains untended naturalized tree growth and some walking trails. This naturalized tree growth is not considered to be landscaping. As a result of its naturalized tree growth, the subject tract is considered to be a partly wooded parcel with walking trails. In the instant case, the value of the subject's woods/trees and walking trails have been included within the subject's land value. As there is no landscaping or improvements located within the proposed acquisition area, there would not be any separate consideration of the subject's trees or walking trails that are to be removed as a result of construction.

Value of Existing Road Right of Way: The acquisition also includes the existing right of way that is located within the abutting street. The lands that are located within the street are to be transferred to the County as a part of this project. This is being done to clarify its ownership of the road and to remove the road right of way from the tax roll. The acquiring agency reports that 0.412-acre is located within the existing road right of way. As the existing road right of way is under the control of the State and/or municipality and not under the control of the property owner, it contributes no value to the subject property. Therefore, the 0.412-acre of existing road right of way that is to be transferred to the County has no market value (i.e. holds no value). The inclusion of this area as part of the acquisition will not detract from the value or appeal of the subject property.

Access Rights: The acquiring agency will restrict or eliminate the subject's access along the newly installed bypass (Merrill Hills Road) as a part of this project. The site will not be allowed to have any future access to this highway once the proposed acquisition has been completed. As it currently does not have a drive to this street, this restriction will not change the property or impact the parcel. The subject will retain its access from the southerly abutting street which will continue to provide good and reasonable access to the subject site. Access restrictions along heavily traveled streets are generally needed to assure traffic safety and are typical, standard for this area. The lack of access along Merrill Hills Road will not detract from the subject's market value nor will it detract from the subject's use. There will be no loss in market value to the subject as a result of its lack of access to Merrill Hills Road.

As such, the access rights being acquired as a part of this project are considered to hold no monetary value (\$0).

Severance Damages: The dictionary of Real Estate Appraisal Fifth Edition published by the Appraisal Institute defines Severance Damages as follows: “In a partial taking, a decline in the market value of the remainder that arises as a result of the taking and/or the construction of the proposed improvement”. The Wisconsin Real Estate Program manual published by the State of Wisconsin Department of Transportation defines Severance Damages as “The diminution of the market value of the remaining area because of a partial acquisition of property or property rights”. After considering the subject’s highest and best use, area sales, and the proposed acquisition, there will be *no* severance damages created as a result of the proposed acquisition or project.

Allocation of Damages:

The following chart summarizes the items acquired as well as the value of part acquired (taken). It offers an indication of the subject’s loss as a result of the proposed project as well as an estimate of the compensation due to the owner.

Item Acquired	Area Size	Damage
Land (Fee)	0.458-acre	\$14,885
Land (TLE)	0.126-acre	\$500
Land (Right of Way)	0.412-acre of <i>no value</i>	\$0
Signs	One illegal sign to be removed	\$0
Other	None	\$0
Value of Part Acquired (Damages)		\$15,385
TOTAL DAMAGES (Rounded)		\$15,400

The damages are totaled and then rounded to avoid the appearance of over precision. Based on this analysis, the value of the part taken and the amount of damages due the owner are estimated to be \$15,400.

Before and After Analysis (After Value)

There is no change of highest and best use resulting from the proposed acquisition. Therefore, it has been determined that a full and separate “after value” analysis is not necessary. Since the subject’s site is the same or slightly smaller in the after condition, there is no market evidence to support a change in its unit value (price per acre) once the acquisition has been completed. Also, as the comparable parcels used above remain the best indication of the subject’s unit value in its after condition, it is the appraiser’s opinion that a separate analysis of the “after” condition is not warranted for this property acquisition. Therefore, the subject’s unit value (price per acre) is the same in the “before condition” and the “after condition”. Therefore, the unit value for the subject site was determined to be \$32,500 per acre in the after condition (after the acquisition has been completed). Once the project has been completed, the subject site will contain 12.138-acre and will have a market value of \$394,500 (12.138-acre x \$32,500

per acre, rounded). This is slightly less than before the project began and represents a direct loss in market value (damage). The following chart summarizes the appraiser's findings of the subject's market value after the acquisition has taken place.

Summary After Value	
Acres	12.138
Price / Ac	<u>\$32,500</u>
Value	\$394,485
Value (Rnd)	\$394,500

Once the proposed project has been completed, the subject property will have a market value of \$394,500.

Before and After Value Calculation: Wisconsin eminent domain law statutes specify that damages are the difference between the value of the subject before and the value of the remainder after the acquisition. The appraiser has previously valued the subject before and after the acquisition. In this type of comparison, the compensation due the owner for loss of real estate is then calculated by subtracting the value after from the value before the acquisition. To this difference is added the value of any temporary interests acquired (TLE). This is seen in the following table:

Compensation Calculation	
Before Value	\$409,400
Less: After Value	<u>\$394,500</u>
Loss in Value:	\$14,900
Plus Value TLE (If Any):	<u>\$500</u>
Est. Compensation Due:	\$15,400
Total (Rnd)	\$15,400

Conclusion of Estimated Compensation: Based on the analysis summarized in this report, it is the professional opinion of the appraiser that the owner is due Fifteen Thousand Four Hundred Dollars (\$15,400) in compensation for the proposed acquisition (\$409,400 less \$394,500, plus value of the 0.126-acre TLE, rounded).

Summary and Conclusion

Date of Final Inspection:	September 30, 2015
Date of Value:	September 30, 2015
Date of Report:	October 5, 2015
Interest Appraised:	Fee Simple
Value - Before Acquisition:	\$409,400
Less Value - After Acquisition (Remainder):	<u>\$394,500</u>
Loss in Fair Market Value:	\$14,900
Plus: Existing Right of Way (0.412-acre):	\$0 (No Value)
Plus: Value of TLE (0.126-acre):	<u>\$500</u>
Total Difference and Losses:	\$15,400
Total Loss or Est. Compensation:	\$15,400 (Rounded)

USPAP Certificate of the Appraiser

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have performed no services, as an appraiser or in any other capacity regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
- I have made a personal inspection of the exterior of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification.

October 5, 2015



Gene A. Bock, SRA, ASA, CRA
Senior Appraiser, Southern Wisconsin Appraisal
Wisconsin Certified General Appraiser No. 311-010
Illinois Certified General Appraiser No. 553.002116

Additional Certificate of the Appraiser

- *The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.*
- *As of the date of this report, Gene A. Bock has completed the requirements of the continuing education program of the Appraisal Institute.*
- *The appraiser certifies that during the past three (3) years he has not appraised nor completed any analysis or work that included the subject parcel.*

It is my opinion that as of September 30, 2015, the total damages due to the owner for items acquired herein described is Fifteen Thousand Four Hundred Dollars (\$15,400).

October 5, 2015



Gene A. Bock, SRA, ASA, CRA
Senior Appraiser, Southern Wisconsin Appraisal
Wisconsin Certified General Appraiser No. 311-010
Illinois Certified General Appraiser No. 553.002116

Limiting Conditions

The certification of the appraiser and estimates of value contained in this report are subject to the following conditions and to such other specific and limiting conditions as were set forth by the appraiser in the report:

1. This is a narrative appraisal report intended to comply with the general reporting requirements set forth under Standard Rule 2-2(b) of the Uniform Standard of Appraisal Practice. As requested by the acquiring agency, this a narrative appraisal report, this report contains a brief synopsis of the data, opinions and reasoning used by the appraiser in estimating value; additional information is retained in the appraiser's file.
2. This report is intended only for use by Waukesha County as well as the State of Wisconsin in negotiation and the subsequent acquisition of portions of the subject specifically identified in this report. The depth of information contained in this report is specific to the needs of the County and to the use stated. The appraiser is not responsible for unauthorized use of this report.
3. The size of the proposed acquisition was provided by the County. The appraiser assumes it to be correct but cannot independently confirm it.
4. The appraiser assumes no responsibility for legal or title considerations. Title to the property is assumed to be good and marketable unless otherwise stated in this report.
5. Responsible ownership and competent property management are assumed unless otherwise stated in this report.
6. Any sketch in the report may show approximate dimensions and is included to assist the reader in visualizing the property. The appraiser has made no survey of the property. All engineering by the acquiring agency is assumed to be accurate.
7. Any distribution of the valuation in the report between land and improvements applies only under the existing program of utilization. The separate valuations for land and buildings must not be used in conjunction with any other appraisal and are invalid if so used.
8. The appraiser assumes that there are no hidden or unapparent conditions of the property, subsoil, or structures, which would render it more or less valuable. The appraiser assumes no responsibility for such conditions or for engineering which might be required to discover such factors.

9. Information, estimates, and opinions furnished to the appraiser and contained in the report were obtained from sources considered reliable and believed to be true and correct. However, no responsibility for the accuracy of such items furnished the appraiser can be assumed by the appraiser.
10. The bylaws and regulations of the professional appraisal organizations with which the appraiser is affiliated govern disclosure of the contents of this report.
11. Unless otherwise indicated in the appraisal report, it is assumed that any affected mechanical components of the subject property, including well and septic system (if present), are in operating condition and adequately serve the subject property. This is not a home inspection report, and the appraiser did not conduct the detailed investigation needed to determine problems or deficiencies with major components.
12. This appraisal assumes that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless otherwise stated in this report.
13. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless nonconformity has been stated, defined, and considered in this report.
14. It is assumed that all required licenses, certificates of occupancy, or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimates contained in this report are based.
15. It is assumed that the utilization of the land and improvements is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless otherwise stated in this report.
16. The appraiser is not qualified to detect hazardous waste and/or toxic materials. However, if any indication of possible hazardous substance or toxic waste was noted by or has been presented to this appraiser, the appraiser has pictured it and noted it in the subsequent report. Any comment by the appraiser that might suggest the possibility of the presence of such substances should not be taken as confirmation of the presence of hazardous waste and/or toxic materials. Such determination would require investigation by a qualified expert in the field of environmental assessment. The presence of substances such as asbestos, urea-formaldehyde foam insulation or other potentially hazardous materials may affect the value of the property. Unless otherwise stated in this report, the appraiser's value estimate is predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for any environmental conditions or for any expertise or engineering knowledge required discovering them. The appraiser's descriptions and resulting comments are the result of the routine observations made during the appraisal process.
17. Unless otherwise stated in this report, the subject is appraised without conducting a specific compliance survey to determine if it is or is not in conformance with the requirements of the Americans with Disabilities Act (ADA). The presence of architectural and communications barriers that are structural in nature that would restrict access by disabled individuals may adversely affect the property's value, marketability, or utility.
18. Neither all nor any part of the contents of this report shall be conveyed to any person or entity through advertising, solicitation materials, public relations, news, sales, or other media without the written consent and approval of the authors. This includes, but is not limited to, valuation conclusions, the identity of the appraiser or the appraiser's firm, any reference to the Appraisal Institute, American Society of Appraiser or other professional appraisal organization with which the appraiser is affiliated, or to the SRA, ASA, or other professional appraisal designations held by the appraiser. Further, the appraiser or firm assumes no obligations, liability, or accountability to any third party. If this report is placed in the hands of anyone but the client, the client shall convey this report in its entirety (including addenda) and shall make such party aware of all the assumptions and limiting conditions of the assignment.
19. Possession of this report, or a copy thereof, does not carry with it the right of publication. It may not be used for any purpose by any person other than the party to whom it is addressed without the written consent of the appraiser. If such written consent has been obtained, the report may be used only in its entirety (including addenda). This report is the intellectual property of Southern Wisconsin Appraisal and no other. Southern Wisconsin Appraisal retains its exclusive rights to this work and their work. Unauthorized reproduction or use of all or portions of this report are strictly prohibited without consent of Southern Wisconsin Appraisal.

ADDENDUM

- ◆ Plat Before Acquisition
- ◆ Certified Survey Map
- ◆ Aerial Photograph
- ◆ Legal Description Before Acquisition
- ◆ Subject Photographs Before Acquisition
- ◆ Legal Description of Acquisition
- ◆ Acquisition Plat
- ◆ Photos of Acquisition
- ◆ Invite Letter
- ◆ Comparables Sales Map
- ◆ Comparable Sales
- ◆ Appraiser Qualifications

Note: All subject photographs were taken by Gene A. Bock. Digital photographs were taken with a Canon EOS Digital Rebel camera with 35 to 90 mm zoom lens or a Canon Power Shot Digital camera with 4.6-17.3 mm zoom lens; 35mm photographs were taken with a Nikon N50-SFR with 35 to 80mm zoom lens.

PLAT BEFORE ACQUISITION



*Excluding any existing right of way.

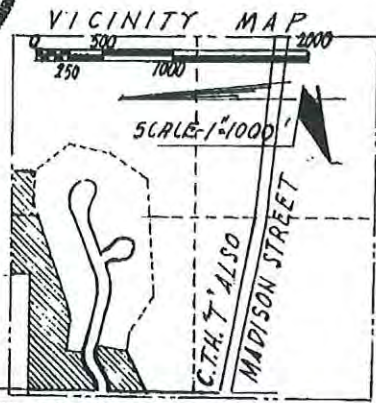
CERTIFIED SURVEY MAP

CERTIFIED SURVEY MAP NO. 4649

1 OF 5

BEING A DIVISION OF THAT PART OF THE NW 1/4 AND THE NE 1/4 OF THE NW 1/4 OF SECTION 5, T 6 N, R 19 E, IN THE CITY OF WAUKESHA, WAUKESHA COUNTY, WISCONSIN.

PARCELS 1 AND 2
DEDICATED TO THE
CITY OF WAUKESHA FOR
PARK PURPOSES



C.T.H. "TT" ALSO MERRILL HILLS ROAD
N.W. 1/4 OF SEC. 5, T. 6 N., R. 19 E.

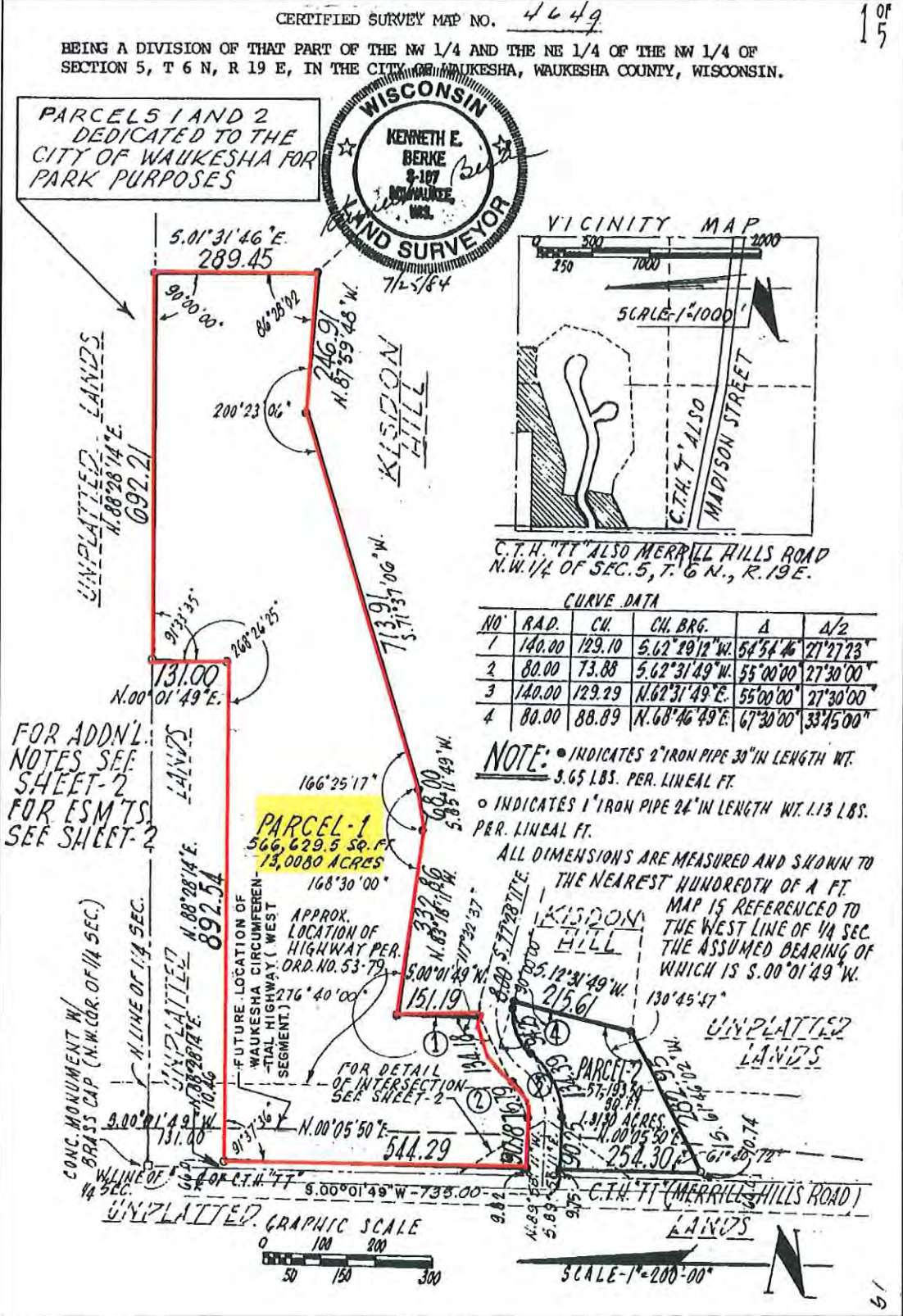
CURVE DATA

NO.	RAD.	CH.	CH. BRG.	Δ	Δ/2
1	140.00	129.10	S. 62° 29' 12" W.	54° 54' 46"	27° 27' 23"
2	80.00	73.88	S. 62° 31' 49" W.	55° 00' 00"	27° 30' 00"
3	140.00	129.29	N. 62° 31' 49" E.	55° 00' 00"	27° 30' 00"
4	80.00	88.89	N. 68° 46' 49" E.	67° 30' 00"	33° 45' 00"

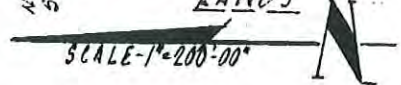
NOTE: ● INDICATES 2" IRON PIPE 30" IN LENGTH WT. 3.65 LBS. PER LINEAL FT.
○ INDICATES 1" IRON PIPE 24" IN LENGTH WT. 1.13 LBS. PER LINEAL FT.

ALL DIMENSIONS ARE MEASURED AND SHOWN TO THE NEAREST HUNDREDTH OF A FT.
MAP IS REFERENCED TO THE WEST LINE OF 1/4 SEC. THE ASSUMED BEARING OF WHICH IS S. 00° 01' 49" W.

FOR ADDNL. NOTES SEE SHEET-2
FOR FSMTS. SEE SHEET-2



CONC. MONUMENT W/ BRASS CAP (N.W. COR. OF 1/4 SEC.)
A-LINE OF 1/4 SEC.
UNPLATTED LANDS
N. 88° 28' 14" E. 892.21
N. 00° 01' 49" E. 131.00
N. 00° 05' 50" E. 544.29
S. 00° 01' 49" W. 733.00



AERIAL PHOTOGRAPH



*Excluding any existing right of way.

LEGAL DESCRIPTION BEFORE ACQUISITION

Parcel One (1) of Certified Survey Map No. 4649, recorded in the Office of Register of Deeds for Waukesha County, Wisconsin on December 19, 1984 in Volume 37 of Certified Survey Maps on Pages 199-203, as Document No. 1281448, being a Division of that part of the Northwest One-quarter (1/4) and the Northeast One-quarter (1/4) of the Northwest One-quarter (1/4) of Section Five (5), Township Six (6) North, Range Nineteen (19) East, in the City of Waukesha, Waukesha County, Wisconsin.

SUBJECT PHOTOGRAPHS BEFORE ACQUISITION

Taken by Gene Bock

Subject Front



Subject Front-Walking Path



SUBJECT PHOTOGRAPHS BEFORE ACQUISITION

Taken by Gene Bock

Street Scene Facing East-Kisdon Hill



Street Scene Facing South-CTH TT



LEGAL DESCRIPTION OF THE ACQUISITION

Fee Title in and to the following tract of land in the City of Waukesha, Waukesha County, State of Wisconsin, described as:

That part of Parcel 1 of Certified Survey Map 4649, recorded in Waukesha County Register of Deeds office as document 1281448, and being located in the Northwest 1/4 of the Northwest 1/4 of Section 5, Town 6 North, Range 19 East, City of Waukesha, Waukesha County, State of Wisconsin, described as follows:

Beginning at the northwest corner of said Parcel 1 of Certified Survey Map 4649; thence N 89°42'16" E coincident with the north line said Parcel 1, 66.53 feet; thence S 00°38'29" W, 360.54 feet to a point on a curve; thence southwesterly 184.93 feet, coincident with the arc of said curve to the right, having a radius of 8100.00 feet and a chord bearing and length of S 01°17'52" W, 184.93 feet to the north line of Kisdon Hill Dr.; thence N 88°44'08" W coincident with said north line of Kisdon Hill Dr., 70.97 feet to the west line of said Parcel 1; thence N 01°19'53" E coincident with said west line, 543.64 feet to the point of beginning.

The above described parcel contains \pm 0.870 acres, (37879 sq. ft.) more or less, \pm 0.458 acres, (19929 sq. ft.) of new right of way and \pm 0.412 acres, (17950 sq. ft.) of existing right of way.

Also, all existing, future, or potential common law or statutory easements or rights of vehicular access between the right of way of the highway, currently designated as CTH TT/(Merrill Hills Rd.), and all abutting remaining real property of the owner, whether acquired by separate conveyance or otherwise, where the above described real-estate abuts on the said highway:

LEGAL DESCRIPTION OF THE ACQUISITION

Also, a **Temporary Limited Easement** for the public purpose and right to construct a highway project, including the placement or removal of soil, grading of roadway slopes, and the creation of fill or cut slopes in the temporary limited easement area to match the new roadway grade, as well as the right of ingress and egress as long as required for the construction of the highway project, including the right to operate the necessary equipment thereon, and the right to preserve, protect, remove or plant thereon any vegetation that the highway authorities may deem necessary or desirable. Said easement is more particularly described as follows:

That part of Parcel 1 of Certified Survey Map 4649, recorded in Waukesha County Register of Deeds office as document 1281448, and being located in the Northwest 1/4 of the Northwest 1/4 of Section 5, Town 6 North, Range 19 East, City of Waukesha, Waukesha County, State of Wisconsin, described as follows:

Commencing at the southwest corner of said Parcel 1 of Certified Survey Map 4649, also being a point on the north line of Kisdon Hill Dr.; thence N 88°44'08" W coincident with said north line of Kisdon Hill Dr., 70.97 feet to a point on a curve and the point of beginning; thence northeasterly 30.00 feet, coincident with the arc of said curve to the left, having a radius of 8100.00 feet and a chord bearing and length of N 01°51'28" E, 30.00 feet; thence S 88°44'08" E, 46.43 feet; thence N 57°17'43" E, 62.85 feet to a point on a non-tangent curve; thence northeasterly 110.00 feet, coincident with the arc of said curve to the right, having a radius of 150.00 feet and a chord bearing and length of N 70°10'34" E, 107.55 feet; thence S 01°15'52" W, 10.00 feet to the northerly line of said Kisdon Hill Dr. and a point on a non-tangent curve; thence southwesterly 134.18 feet, coincident with the arc of said curve to the left and said northerly line of Kisdon Hill Dr., having a radius of 140.00 feet and a chord bearing and length of S 63°43'15" W, 129.10 feet to a point on a curve; thence southwesterly 76.79 feet, coincident with the arc of said curve to the right and said northerly line of Kisdon Hill Dr., having a radius of 80.00 feet and a chord bearing and length of S 63°45'45" W, 73.88 feet, thence N 88°44'08" W, 19.22 feet to the point of beginning.

The above described parcel contains, ± 0.085 acres (3709 sq. ft.) more or less

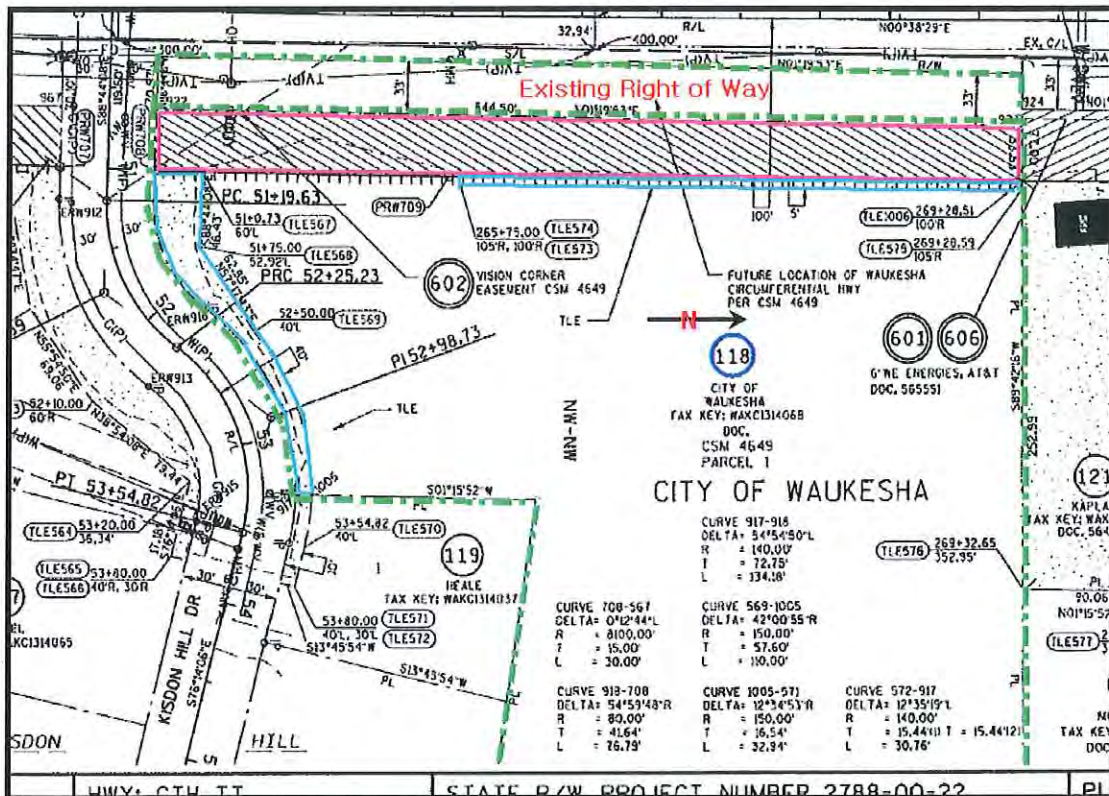
Also, commencing at the northwest corner of said Parcel 1 of Certified Survey Map 4649; thence N 89°42'16" E coincident with the north line said Parcel 1, 66.53 feet to the point of beginning; thence continue N 89°42'16" E coincident with the north line of said Parcel 1, 5.00 feet; thence S 00°38'29" W, 353.59 feet; thence S 89°42'16" W, 5.00 feet; thence N 00°38'29" W, 353.51 feet to the point of beginning.

The above described parcel contains ± 0.041 acres, (1768 sq. ft.) more or less.

The above temporary limited easement is to terminate upon the completion of this project or on the day the highway is open to the traveling public, whichever is later.

ACQUISITION PLAT

- Property Line
- Fee
- TLE



ACQUISITION PHOTOGRAPHS

Taken by Gene Bock

Acquisition Area Facing North



Acquisition Area Facing North-Mid-Lot



ACQUISITION PHOTOGRAPHS

Taken by Gene Bock

TLE Area Facing North



Existing Right of Way facing North and Encroaching Sign



INVITE LETTER

SOUTHERN WISCONSIN APPRAISAL

A DIVISION OF G. A. BOEK & ASSOCIATES



September 23, 2015

Parks, Recreation & Forestry Dept.
c/o Mr. Ron Grall
1900 Aviation Dr
Waukesha, WI 53188

Parcel #: 118 Project: 2888-00-22 West Waukesha ByPass
Property Address: Park on Kisdon Hill Road

Dear Property Owner:

As you know, Waukesha County wants to acquire property you own for improvements for the West Waukesha ByPass. Our firm has been hired to provide an independent evaluation of the compensation due you for your property.

In July 2015, you were sent a letter giving you the opportunity to meet with our appraiser. For one reason or another, you chose not to contact our office. We are, therefore, giving you another opportunity to view your property with the appraiser.

The appraiser will view your property on Wednesday, September 30th. Please contact Lisa or Paulette of my office at (262) 886-2450 if you would like to accompany the appraiser. Once we have viewed your property, a report will be submitted to the County, and they will then contact you.

Should you have any questions or concerns, please feel free to call.

Sincerely,

Gene A. Boek, SRA, ASA, CRA
Wisconsin Certified General Appraiser #311
Senior Appraiser, Southern Wisconsin Appraisal

1055 PRAIRIE DR., SUITE C, RACINE, WI 53406
PHONE (262) 886-2450
FAX (262) 886-6145

COMPARABLE SALES MAP



Land Sale 4168



Property Identification

Record No	4168
Sale ID No.	DEVL 214-10
Property Type	Development
Address	Maple Ave
City/County	Hartland, Waukesha County, WI
Location	South of Hwy 16, south of the corner of Maple Ave with Lisbon Ave
Tax ID	HAV 0726-982
Intended Use	Residential
Legal Description	Township 7 North, Range 28 East, Section 2

Sale Data

Grantor	Thomas E Caestecker
Grantee	Sanctuary of Hartland, LLC
Sale Date	October 10, 2014
Recorded Doc.	WD: 4104754
Property Rights	Fee Simple
Condition	Arms Length
Days on Market	150-Days
Financing	Cash/Cash to Seller
Sale History	No other sale in past 5 years
Verification	Chris Miller (Buyer), Assessor, Deeds
Verified by	Gene Bock, July 2015
Sale Price	\$800,000

Land Data

Zoning	Rs-4
Topography	Level
Utilities	Sewer/Private well needed
Dimension	26.38-Acres
Shape	Irregular
Landscaping	Wooded
Flood Info	Not in a Floodplain
View	Outer Area
Curb/Gutter	Open Ditch
Corner/Interior	Interior

Land Sale 4168 cont.

Land Size Information

Gross Land Size	26.380 acres
Useable Land Size	26.380 acres or 1,149,113 sq ft
Front Footage	60 feet

Indicators

Price/Gross Acres	\$30,326
Price/Gross Sq Ft	\$0.70
Price/Useable Acres	\$30,326
Price/Useable Sq Ft	\$0.70
Price/Front Foot	\$13,333

Remarks

This is the October 2014 sale of a 26.38-acre wooded tract that is located in the Village of Hartland. This irregular tract is a mostly level parcel that is fully wooded. The buyer purchased the property for development and has begun a development known as the Sanctuary of Hartland. This development is to contain 34-home sites that range in size from near 11,000 sq ft to 16,500 sq ft. The buyer indicated that he felt he did not pay a premium for this wooded parcel. Although greater development costs are expected, the developer anticipated greater selling price for the lots as they are wooded lots. This transaction was an arm's length sale at market value. This 26.38-acre tract sold for \$800,000 in September 2014. This price equates to \$30,326 per acre.



Land Sale 4167



Property Identification

Record No	4167
Sale ID No.	DEV 214-09
Property Type	Development
Address	Lindsay Road
City/County	Pewaukee, Waukesha County, WI
Location	S side Lindsay Road west of Duplainville Rd
Tax ID	PWC 0866-995-001
Intended Use	Residential
Legal Description	Township 7 North, Range 19 East, Section 1

Sale Data

Grantor	Pewaukee Associates, LP
Grantee	Victoria Station Phase 4, LLC
Sale Date	July 08, 2014
Recorded Doc.	WD: 4088176
Property Rights	Fee Simple
Condition	Arms Length
Days on Market	200-Days
Financing	Cash/Cash to Seller
Sale History	No other sale in past 5 years
Verification	Matt Neumann (Seller), Assessor, Deeds
Verified by	Gene Bock, July 2015
Sale Price	\$1,100,000

Land Data

Zoning	Rs-5
Topography	Level/Rolling
Utilities	Municipal Water/Sewer
Dimension	29.64-Acres
Shape	Standard
Landscaping	Not Wooded
Flood Info	Not in a Floodplain
View	Outer Area
Curb/Gutter	Open Ditch
Corner/Interior	Interior

Land Sale 4167 cont.

Land Size Information

Gross Land Size	29.640 acres
Useable Land Size	29.640 acres or 1,291,118 sq ft
Front Footage	381 feet

Indicators

Price/Gross Acres	\$37,112
Price/Gross Sq Ft	\$0.85
Price/Useable Acres	\$37,112
Price/Useable Sq Ft	\$0.85
Price/Front Foot	\$2,887

Remarks

This is the July 2014 sale of a 29.64-acre tract in the City of Pewaukee. This tract is located south of Lindsay Road and west of Duplainville Road in an area of residential development. This parcel is slightly irregular in its shape with a gently sloping topography. It has sanitary sewer available and is slated for development as a single family subdivision. Shortly after sale, the buyer began the first phase of the Victoria Station subdivision. This phase is to contain 51 single family lots. The standard lot will contain 15,000-sq ft to 20,000 sq ft. Buyer felt that the sale was at a reasonable price and that it was an arm's length transaction at fair market value. The buyer intends to continue developing this parcel. This 29.64-acre tract sold for \$1,100,000 on July 8, 2014. This price equates to \$37,112 per acre. This tract is well suited for development. An existing single family development abuts this tract along its southern lot line.



Land Sale 4018



Property Identification

Record No	4018
Sale ID No.	Dev 212-04
Property Type	Development - Future
Address	845 Concord Rd
City/County	Oconomowoc, Waukesha County, WI 53066
Location	South of the corner of Concord Rd and Allen Rd
Tax ID	OCOC-0594-965
Intended Use	Residential Development

Sale Data

Grantor	Cora J Griffin
Grantee	Mary L & Gary Kohlenberg
Sale Date	October 16, 2013
Recorded Plat	Doc:4049974
Property Rights	Fee Simple
Condition	Arms Length
Days on Market	734-Days
Financing	Cash/Cash to Seller
Sale History	Conv Mtg/Cash to Seller
Verification	Oconomowoc Rlt/Mike Herro, MLS, Assessor, Deeds

Sale Price	\$330,000
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Land Data

Zoning	AG/Res
Topography	Level
Utilities	Municipal Water/Sewer
Dimension	12.61-Acres
Shape	Standard
Landscaping	Wooded
Flood Info	Not in a Floodplain
View	Outer Area
Curb/Gutter	Open Ditch
Corner/Interior	Interior

Land Sale 4018 cont.

Land Size Information

Gross Land Size 12.610 acres
Useable Land Size 12.610 acres or 549,292 sq ft

Indicators

Price/Gross Acres \$26,170
Price/Gross Sq Ft \$0.60
Price/Useable Acres \$26,170
Price/Useable Sq Ft \$0.60

Remarks

This is the October 2013 sale of a 12.61-acre tract that is located in the City of Oconomowoc. It is located a short distance south of the City in an area of strong residential uses. This 12.61-acre tract abuts residential uses on three sides and is in the path of development. It has sanitary sewer available along its street lot line and is well suited for residential use. It is a wooded parcel that has an older home that is currently tenant occupied. This building is considered by the realtor as being of no value and easily removed. The area's land use plan calls for this parcel to be developed as residential home sites. This tract has no wetlands, no floodplain areas and lies mostly level. It sold in October 2013 for \$330,000 or \$26,170 per acre. It remains tenant occupied. It was originally offered for sale at \$550,000. It sold after several price reductions and 734 days of market exposure.



Land Sale 4019



Property Identification

Record No	4019
Sale ID No.	Dev 214-07
Property Type	Development - Future
Address	Lilly Rd
City/County	Menomonee Falls, Waukesha County, WI 53051
Location	NE corner Lilly Rd & Manhardt Drive
Tax ID	MNFV 0098-997-005
Intended Use	Residential Development

Sale Data

Grantor	Florence Weyer Rev Trust
Grantee	Weyerhaven LLC
Sale Date	June 06, 2014
Recorded Plat	Doc: 4083186
Property Rights	Fee Simple
Condition	Arms Length
Days on Market	337-Days
Financing	Conv Mtg/Cash to Seller
Sale History	No previous sale in past 5 years
Verification	Coldwell Banker/Kim Ronn, MLS, Assessor, Deeds
Sale Price	\$1,142,160

Land Data

Zoning	Residential
Topography	Level
Utilities	Municipal Water/Sewer
Dimension	25.312-Acres
Shape	Rectangular
Landscaping	Not Wooded
Flood Info	Not in a Floodplain
View	Outer Area
Curb/Gutter	Open Ditch
Corner/Interior	Interior

Land Sale 4019 cont.

Land Size Information

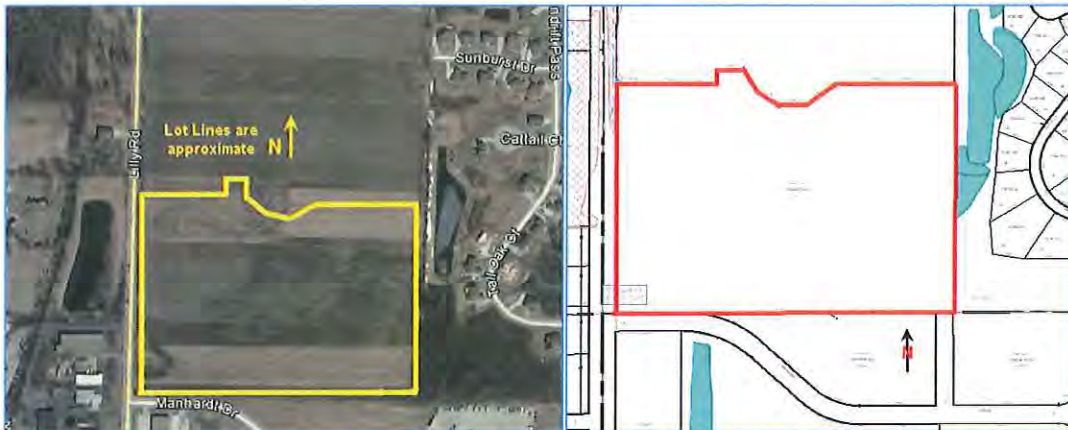
Gross Land Size	25.312 acres
Useable Land Size	25.312 acres or 1,102,591 sq ft

Indicators

Price/Gross Acres	\$45,123
Price/Gross Sq Ft	\$1.04
Price/Useable Acres	\$45,123
Price/Useable Sq Ft	\$1.04

Remarks

This is the 2014 sale of a developmental parcel that is located on Lilly Road in Menomonee Falls in the northern portion of Waukesha County. This tract was part of a larger agricultural parcel that abuts newer residential subdivisions on all sides. Harmony Hills subdivision, a large single family development abuts this tract along its eastern lot line. This is a level tract that is rectangular in its shape. It has sanitary sewer available from several of its lot lines. Its location and the availability of sewer make this parcel readily available for development. The area's land use plan calls for this 25.312-acre tract to be put to residential use as a subdivision. This property was placed on the market at \$1,900,000 and marketed as a residential development parcel. It sold in June 2013 for \$1,142,160 to a local developer who intends to develop the parcel. This price equates to \$45,123 per acre.



QUALIFICATIONS OF THE APPRAISER

GENE A. BOCK

1055 Prairie Drive, Ste C
Racine, Wisconsin 53406
(262) 886-2450
gene@gabock.com

PROFESSIONAL AFFILIATIONS

Appraisal Institute (since 1980)

Designation: Senior Residential Appraiser (SRA)

Appraisal Institute, MAI Candidate

Continuing Education: Certified through December 31, 2015

Activities: Past President, Vice President, and Director of Racine Chapter

American Society of Appraisers (since 1982)

Designation: Senior Member (ASA)

National Association of Review Appraisers and Mortgage Underwriters (since 1980)

Designation: Certified Review Appraiser (CRA)

NARA/MU Approved Appraiser #55089

Employee Relocation Council

Designation: Certified Relocation Professional (CRP) (1995-2007)

State of Wisconsin Certifications

Certified General Appraiser #311-010 (November, 1992)

Assessor II Level (1980-2002)

Energy Efficiency Inspector (1984-2005)

State of Illinois Certifications

Certified General Appraiser #553.002116 (May, 2011)

Real Estate Organizations

Racine Board of Realtors

Kenosha Board of Realtors

Multiple Listing Service of Metro Milwaukee

Multiple Listing Service of Racine

Multiple Listing Service of Kenosha

Lake Area Multiple Listing Service (Walworth)

National Association of Realtors

Wisconsin Realtors Association

National Association of Realtors Appraiser Section

An appointed member of the Racine County Land Commission, a committee formed to conduct hearings regarding eminent domain issues.

COLLEGE EDUCATION

Graduated from the University of Wisconsin-River Falls in February, 1975, with a Bachelor of Science Degree in Scientific Land Management. Studies emphasized land use, soil science, and economics.

Activities included Alpha Gamma Rho Fraternity, concert choir and Alpha Zeta Honorary Fraternity.

POST-COLLEGE

Appraisal Institute: Uniform Standards of Professional Appraisal Practice - Parts A & B

Understanding Limited Appraisals – Residential Case Studies in Real Estate Valuation

Narrative Report Writing & Valuation Analysis

Courses 101, 102, 201, and R-2 exam
Narrative Report Seminar
Computer Application Seminar
Subdivision Analysis
(All tests were successfully completed.)

FNMA Appraisal Issues
New URAR Form & Procedures
Creative Financing Seminar
Cash Equivalency Seminar

University of Wisconsin: Residential Design and Construction
Appraiser's Testimony in Court
Real Estate Finance and Appraisals
Comprehensive & Advanced Lotus 1-2-3

TEACHING EXPERTISE **(1994-1998)**

Taught courses in Real Estate Appraisal for Gateway Technical Institute, Racine and Kenosha Campuses.

MILITARY SERVICE

Served in the Wisconsin Air National Guard, Milwaukee, Wisconsin, (1971 to 1977) as an Administrative Specialist with the rank of Staff Sergeant. Awarded The Milwaukee Journal Achievement Award (1974) for meritorious service.

EMPLOYMENT EXPERIENCE

August 1986 to Present

Senior Appraiser of Southern Wisconsin Appraisal, Racine, Wisconsin. Major clients include lending institutions and municipalities in southern Wisconsin and northern Illinois and national transfer companies. Specialize in commercial, condemnation, ERC and complex appraisals. Technologically proficient – thirty years experience with computer-assisted analysis including automated valuation models, regression analysis, in-house and on-line databases, income & capitalization analysis.

January 1984 to August 1986

Chief Appraiser for Pioneer Savings and Loan Association, a local lender with offices in Racine, Kenosha, and Walworth counties. Performed appraisals and appraisal review for mortgage lending. Assignments included single family and multi-family homes, commercial and industrial properties. Duties included management of appraisal department and review of appraisals performed by staff and fee appraisers.

September 1978 to January 1984

Performed real estate appraisals in southeastern Wisconsin as a partner in United Appraisal Service, Racine, Wisconsin. Performed residential, commercial and narrative appraisals for mortgage lending and eminent domain. Testified in court for local municipalities and various clients.

February 1976 to September 1978

Worked as an independent fee appraiser for a private firm located in Racine, Wisconsin. Received training and performed real estate appraisals in Racine area. In March, 1979 received Real Estate Broker's License, but hold license inactive.

