

## **APPRAISAL REPORT**

Jones Road Holding & Project Vacant Land
East and West Side of Jones Road, South of U.S. 290
Houston, TX 77044

Effective Dates of Value: June 22, 2018

Date of Report: August 7, 2018

Submitted to:
Mr. John J. Hightower
Olson & Olson, LLP
Wortham Tower, Suite 600
2727 Allen Parkway
Houston, TX 77019

Submitted by:

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August 7, 2018

Mr. John J. Hightower Olson & Olson, LLP Wortham Tower, Suíte 600 2727 Allen Parkway Houston, TX 77019-2133

Re: Appraisal Report of Jones Road Holding & Project Vacant Land

East and West Sides of Jones Road, South of U.S. 290

Houston, TX 77041

Dear Mr. Hightower:

In accordance with our Engagement Agreement dated June 5, 2018, between Olson & Olson, LLP and Alvarez & Marsal Disputes and Investigations, LLC ("A&M") in reference to land parcels noted herein in Jersey Village, Texas, this letter is to transmit A&M's appraisal report of the property rights identified within the report, concerning the property referenced above.

The date of the report is August 7, 2018. The effective date of value is June 22, 2018.

The attached report has been prepared in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP) and the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.

The intended use of this report is to develop an as-is market value opinion of the Fee Simple Interest as of June 22, 2018 for the property referenced above for informational purposes, subject to the hypothetical conditions noted herein. This report is intended solely for Olson and Olson LLP ("Client"). Any party receiving the Alvarez & Marsal ("A&M") report other than Client ("Recipient") is being provided a copy of the A&M report for information purposes only in connection with the Recipient's overall due diligence efforts. The Recipient acknowledges that (i) it is either an "Institutional Accredited Investor", a "Qualified Institutional Buyer" or other prudent sophisticated investor, and (ii) it will not be relying exclusively on the A&M report or information conveyed during discussions with A&M, if any, but rather it will be performing its own independent due diligence, consistent with its customary practices with respect to similar investments, including inspections, analyses, report reviews, and evaluations of all relevant facts and circumstances. The Recipient understands that A&M makes no representations or warranties regarding the accuracy of the conclusions contained in the A&M report or conveyed during discussions relating to the A&M report, other than that A&M exercised its professional judgment in reaching such conclusions and that the A&M report shall remain subject to each of the conditions, limitations and assumptions stated within the A&M report. By receiving this report, the Recipient agrees that A&M shall under no circumstances be liable to the Recipient or any party that receives the A&M report from the Recipient for any monetary amount.

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Mr. John J. Hightower Olson & Olson, LLP August 7, 2018 Page 2

The market value opinions reported are qualified by certain definitions, limiting conditions, and certifications which are set forth within this report. The reader is directed to review all assignment conditions set forth in the introduction section of this report. Those included are the General Assumptions and Limiting Conditions, Extraordinary Assumptions, and Hypothetical Conditions which may affect the final retrospective market value opinion. Descriptions of the property, together with the sources of information and the basis of A&M's estimates, are stated in the accompanying sections of this report. The report sets forth supporting data and reasoning which form the basis of A&M's opinion of market value.

Respectfully Submitted,

Alvarez & Marsal Disputes & Investigations, LLC

## Appraisal Report Jones Road Holding & Project Vacant Land East and West Sides of Jones Road, South of U.S. 290 Houston, Harris County, Texas

## **TABLE OF CONTENTS**

Table of Contents	i
Executive Summary	ii
Certification	iii
Extraordinary Assumptions	iv
Hypothetical Conditions	iv
General Assumptions and Limiting Conditions	٧
Representative View of the Property	vi
Property Identification	2
Legal Description	2
Client and Intender User	2
Intended Use	2
Effective Date of Value	2
Property Inspection and Site Visit	2
Date of Report	3
Prior Services	3
Definition of Market Value	3
Property Rights Appraised	4
Scope of Work	4
Property Specific Information	4
Research and Analysis	5
Exposure Time	6
Ownership and Sale History of the Property	6
Market Analysis	7
Metropolitan Area Overview	7
Metropolitan Retail Analysis	8
Retail Submarket Analysis – Addicks Submarket	10
Retail Submarket Analysis – Jersey Village Submarket	14
Metropolitan Office Analysis	17
Office Submarket Analysis	19
Metropolitan Industrial Analysis	23
Industrial Submarket Analysis	25
Site Description	29
Zoning Analysis	32
Real Property Tax and Assessment Analysis	35
Highest and Best Use	36
Sales Comparison – Scenario 1	38
Sales Comparison – Scenario 2	43
Addenda	47



Property Summary	
Jones Road Holding & Project	Vacant Land

Name of Property:

Jones Road Holding & Project Vacant Land

Location:

Address East and West Sides of Jones Road, South of U.S. 290
City Houston
County Harris
State Texas

Valuation Dates:

Date of Inspection22-Jun-18Date of Valuation22-Jun-18Date of Report07-Aug-18Real Property Interest AppraisedFee Simple Estate

Site Data:

	Parcel Number	Gross Acres	Net Acres	Net SF
Parcel 1A	1318410010001	4.98	4.98	216,981
Parcel 1B	1318410020004	5.58	5.58	242,960
Parcel 2A	1318410010002	10.89	10.42	453,895
Parcel 2B	1318410020002	9.13	7.31	318,424
Parcel 2C	1318410010003	3.32	3.32	144,619
Total		33.89	31.61	1,376,879

## Zoning Data:

Zoning Classification

Zone "D" Jersey Village Crossing District

Parcel	Specific Zoning	Net Acres	Net SF
Parcel 1A	District D Highway Mixed Use	3.19	138,805
Parcel 1A	District D Mixed Use	1.79	78,176
Parcel 1B	District D Core	5.58	242,960
Parcel 2A	District D Highway Mixed Use	4.55	198,168
Parcel 2A	District D Mixed Use	5.87	255,727
Parcel 2B	District D Core	4.93	214,555
Parcel 2B	District D Mixed Use	2.38	103,869
Parcel 2C	District D Mixed Use	3.32	144,619
Total		31.61	1,376,879

Retrospective Value Conclusions		
Date of Value	Value Conclusion	PSF
June 22, 2018		
1) As if zoned District F	\$8,610,000	\$6.25
June 22, 2018		
2) As if zoned District K	\$8,950,000	\$6.50



## **CERTIFICATION**

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 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 requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- My analyses, opinions and conclusions were developed, and this report has need prepared, in conformity with the Uniform Standards of Professional Appraisal Practice (USPAP).
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- Scott Fowler, MAI, CRE, FRICS, and Michael Minix, MAI have made a personal inspection the property that that is the subject of this report.
- Michael Minix, MAI provided significant real property appraisal assistance to the person signing this certification
- As of the date of this report, Scott Fowler, MAI, CRE, FRICS and Michael Minix, MAI, have completed the requirements of the continuing education program of the Appraisal institute.
- Scott Fowler, MAI, CRE, FRICS and Alvarez & Marsal Disputes and Investigations, LLC have performed services, as a consultant and appraiser, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.

Scott Fowler, MAI, CRE, FRICS

Texas Certification No. 1380254-G



## **EXTRAORDINARY ASSUMPTIONS**

An extraordinary assumption is defined by the *Uniform Standards of Professional Appraisal Practice* (2018-2019 Edition, The Appraisal Foundation, page 4) as "an assignment-specific assumption as of the effective date regarding uncertain information used in an analysis, which, if found to be false, could alter the appraiser's opinions or conclusions. Uncertain information might include physical, legal, or economic characteristics of the subject property; or conditions external to the property, such as market conditions or trends; or the integrity of data used in an analysis."

This report does not include any extraordinary assumptions.

## **HYPOTHETICAL CONDITIONS**

A hypothetical condition is defined by the *Uniform Standards of Professional Appraisal Practice* (2018-2019 Edition, The Appraisal Foundation, page 4) as "a condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis. Hypothetical conditions are 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."

- The valuation includes the following scenarios:
  - 1) As of June 22, 2018, with District F zoning in place.
  - 2) As of June 22, 2018, with District K zoning in place.

The above scenarios include the hypothetical condition that District F or District K zoning is in place as of the date of value. Districts F & K are use-based zoning classifications, allowing a variety of commercial or residential uses, with District K also allowing industrial uses. The property is currently zoned District D, which is a formed-based zoning classification. These are assumptions which we know to be false but have assumed for purposes of our analysis.



## **GENERAL ASSUMPTIONS AND LIMITING CONDITIONS**

"Report" means the appraisal or consulting report and conclusions stated therein, to which these Assumptions and Limiting Conditions are annexed.

"A&M" means Alvarez & Marsal Disputes and Investigations, LLC. or its subsidiary that issued the Report.

"Appraiser(s)" means the employee(s) of A&M who prepared and signed the Report.

The Report has been made subject to the following assumptions and limiting conditions:

- No opinion is intended to be expressed and no responsibility is assumed for the legal description or for any matters that are legal in nature or require legal expertise or specialized knowledge beyond that of a real estate appraiser. Title to the Property is assumed to be good and marketable and the Property is assumed to be free and clear of all liens unless otherwise stated. No survey of the Property was undertaken.
- The information contained in the Report or upon which the Report is based has been gathered from sources the Appraiser assumes to be reliable and accurate. The owner of the Property may have provided a portion of such information. Neither the Appraiser nor A&M shall be responsible for the accuracy or completeness of such information, including the correctness of estimates, opinions, dimensions, sketches, exhibits and factual matters. Any authorized user of the Report is obligated to bring to the attention of A&M any inaccuracies or errors that it believes are contained in the Report.
- The opinions are only as of the date stated in the Report. Changes since that date in external and market factors or in the Property itself can significantly affect the conclusions in the Report.
- The Report is to be used in whole and not in part. No part of the Report shall be used in conjunction with any other analyses. Publication of the Report or any portion thereof without the prior written consent of A&M is prohibited. Reference to the Appraisal Institute or to the MAI designation is prohibited. Except as may be otherwise stated in the letter of engagement, the Report may not be used by any person(s) other than the party(ies) to whom it is addressed or for purposes other than that for which it was prepared. No part of the Report shall be conveyed to the public through advertising, or used in any sales, promotion, offering or SEC material without A&M's prior written consent. Any authorized user(s) of this Report who provides a copy to, or permits reliance thereon by, any person or entity not authorized by A&M in writing to use or rely thereon, hereby agrees to indemnify and hold A&M, its affiliates and their respective shareholders, directors, officers and employees, harmless from and against all damages, expenses, claims and costs, including attorneys' fees, incurred in investigating and defending any claim arising from or in any way connected to the use of, or reliance upon, the Report by any such unauthorized person(s) or entity(ies).
- The Report assumes (a) responsible ownership and competent management of the Property; (b) there are no hidden or unapparent conditions of the Property, subsoil or structures that render the Property more or less valuable (no responsibility is assumed for such conditions or for arranging for engineering studies that may be required to discover them); (c) full compliance with all applicable federal, state and local zoning and environmental regulations and laws, unless noncompliance is stated, defined and considered in the Report; and (d) all required licenses, certificates of occupancy and other governmental consents have been or can be obtained and renewed for any use on which the value opinion contained in the Report is based.



- The physical condition of the improvements considered by the Report is based on visual inspection by the Appraiser or other person identified in the Report. A&M assumes no responsibility for the soundness of structural components or for the condition of mechanical equipment, plumbing or electrical components.
- The forecasted potential gross income referred to in the Report may be based on lease summaries or rent rolls provided by the owner or third parties. The Report assumes no responsibility for the authenticity or completeness of lease information provided by others. A&M recommends that legal advice be obtained regarding the interpretation of lease provisions and the contractual rights of parties.
- The forecasts of income and expenses are not predictions of the future. Rather, they are the Appraiser's best opinions of current market thinking on future income and expenses. The Appraiser and A&M make no warranty or representation that these forecasts will materialize. The real estate market is constantly fluctuating and changing. It is not the Appraiser's task to predict or in any way warrant the conditions of a future real estate market; the Appraiser can only reflect what the investment community, as of the date of the Report, envisages for the future in terms of rental rates, expenses, and supply and demand.
- Unless otherwise stated in the Report, the existence of potentially hazardous or toxic materials that may have been used in the construction or maintenance of the improvements or may be located at or about the Property was not considered in arriving at the opinion of value. These materials (such as formaldehyde foam insulation, asbestos insulation and other potentially hazardous materials) may adversely affect the value of the Property. The Appraisers are not qualified to detect such substances. A&M recommends that an environmental expert be employed to determine the impact of these matters on the opinion of value.
- Unless otherwise stated in the Report, compliance with the requirements of the Americans with
  Disabilities Act of 1990 (ADA) has not been considered in arriving at the opinion of value. Failure
  to comply with the requirements of the ADA may adversely affect the value of the Property.
  A&M recommends that an expert in this field be employed to determine the compliance of the
  Property with the requirements of the ADA and the impact of these matters on the opinion of
  value.
- In the event of a claim against A&M or its affiliates or their respective officers or employees or the Appraisers in connection with or in any way relating to this Report or this engagement, the maximum damages recoverable shall be the amount of the monies actually collected by A&M or its affiliates for this Report and under no circumstances shall any claim for consequential damages be made.
- If the Report is referred to or included in any offering material or prospectus, the Report shall be deemed referred to or included for informational purposes only and A&M, its employees and the Appraiser have no liability to such recipients. A&M disclaims any and all liability to any party other than the party that retained A&M to prepare the Report.
- By use of this Report each party that uses this Report agrees to be bound by all of the Assumptions and Limiting Conditions, Hypothetical Conditions and Extraordinary Assumptions stated herein.



## REPRESENTATIVE VIEW OF THE PROPERTY







vii

## **APPRAISAL REPORT**



## INTRODUCTION

## **Property Identification**

According to the Harris County Appraisal District, the subject property consists of 33.39 acres of gross land situated on the east and west side of Jones Road, south of Highway 290. The subject is encumbered by various drainage and pipeline easements totaling 2.279 acres, or 99,250 square feet. As a result, the usable net acreage is 31.61 acres. The subject property is identified as five separate parcels by the Harris County Appraisal District as noted below.

	Parcel Number	Gross Acres	Net Acres	Net SF
Parcel 1A	1318410010001	4.98	4.98	216,981
Parcel 1B	1318410020004	5.58	5.58	242,960
Parcel 2A	1318410010002	10.89	10.42	453,895
Parcel 2B	1318410020002	9.13	7.31	318,424
Parcel 2C	1318410010003	3.32	3.32	144,619
Total		33.89	31.61	1,376,879

## **Legal Description**

Per the Harris County Appraisal District (HCAD) real property account information, the property is described as 31.61 net acres being Restricted Reserve "E" Block 1, Restricted Reserve "D" Block 2, Restricted Reserve "F" Block 1, Restricted Reserve "B" Block 2, and Restricted Reserve "G" Block 1 of the Jones Road 290 Commercial Reserves, John M Dement Survey, Abstract 228, Harris County, TX.

## **Client and Intended User**

The client and intended user for this assignment is Olson & Olson, LLP. No other party shall have any right to rely on any service provided by A&M without prior written consent.

## **Intended Use**

The intended use of this report is to develop a market value opinion of the Fee Simple Estate as of the date presented below. The report will be used for informational purposes.

## **Effective Date of Value**

The effective date of value is June 22, 2018.

## **Property Inspection and Site Visit**

The subject site was visited and observed on June 22, 2018 by Michael Minix, MAI, and Scott Fowler, MAI, CRE, FRICS.

## **Date of Report**



The date of this report is August 7, 2018.

## **Prior Services**

Scott Fowler. MAI, CRE, FRICS has performed services, as a consultant and appraiser, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.

## **Definition of Market Value**

## 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, 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:

- a) buyer and seller are typically motivated;
- b) both parties are well informed or well advised, and acting in what they consider their own best interest;
- c) a reasonable time is allowed for exposure in the open market;
- d) payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- e) 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)



## **Property Rights Appraised**

The property right of ownership appraised in this report is Fee Simple Estate, with market value opinions as of the date previously presented. Fee Simple Estate is defined as an: "absolute ownership interest 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." (Source: The dictionary of Real Estate Appraisal, Fifth Edition, 2010, p.78).

## Scope of Work

In accordance with the Engagement Agreement dated June 5, 2018 between Olson & Olson, LLP and Alvarez & Marsal Disputes and Investigations, LLC, A&M has been asked to:

- 1. Perform an as-is valuation of the subject property under specific zoning scenarios, which requires the use of a hypothetical condition.
- 2. Complete the valuations as required by the Uniform Standards of Professional Appraisal Practice (USPAP) subject to the Standard Conditions in Attachment A of the engagement letter as well as the hypothetical conditions, extraordinary assumptions, and general assumptions and limiting conditions herein.

The Scope of this appraisal included collecting general, specific and competitive supply and demand data that is relevant in developing a retrospective market value opinion as of the respective dates of value. General data consisted of information outside of the property and pertains to the social, economic, environmental and government forces that have an impact on value. Specific data includes detailed information about the property being appraised, local market characteristics, competitive supply and demand data and detailed information regarding market data, which usually includes comparable sales for vacant land as well as other pertinent information.

A&M considered numerous land sales in the market area. The regional economy, the macro and the property's sub market were researched for information relevant to the subject property as of the effective date of value. Our market data research was confirmed with sources active and deemed to be reliable in the market place.

In developing the retrospective market value opinions for the subject property, the Sales Comparison Approach was used. Given the subject property is vacant land, the sales approach was the only approach considered in developing the value conclusions.

## **Property Specific Information**

A&M received the following property specific information pertaining to the subject property from our client, which was also confirmed with online resources. A&M read and relied on the following items to develop or opinions and conclusions.

- Zoning Map of the City of Jersey Village
- Jersey Village Zoning Ordinance No. 2011-25
- Amended Jersey Village Zoning Ordinance No. 2013-28



## **Research and Analysis**

During the course of this assignment, A&M's research and analysis included the use of the following sources:

- CoStar
- Loopnet
- Moody' Analytics / Précis U.S. Metro Report
- Information obtained from the Harris County Appraisal District (HCAD).
- Discussions with market participants and real estate professionals

The following report sets forth the data and reasoning used to form the opinions, conclusions and develop a retrospective market value opinion of the Fee Simple interest in the property, as of the dates previously presented.

A&M reserves the right to reconsider the opinions and conclusions expressed in this report based upon any additional data and information which may be provided or discovered in the future.



## **Exposure Time**

Exposure time is defined as:

- 1. The time a property remains on the market.
- 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 on an analysis of past events assuming a competitive and open market.

Considering the investment activity for similar type properties in the subject area, taking the subject's location into consideration and the value conclusion, a typical exposure period of 12 to 24 months is considered to be appropriate for the property.

## Ownership and Sale History of the Property

According to the Harris County Appraisal District ("HCAD") and information provided by the client, the property is owned by Jones Road Project LP (Parcels 1A & 1B), and Jones Road Holding Ltd (2A, 2B, 2C). HCAD ownership history information indicates that Parcels 1A and 1B have been under current ownership since January 1, 2010, with Parcels 2A, 2B, and 2C under current ownership since July 7, 2010 when the current owners acquired the property from OKC Development CO., Ltd., a related party. To the best of our knowledge and based on our research, there were no transfers or sale of the subject property within the three years prior to the effective date of value. As of the date of this report, the subject property did not appear to be listed for sale on the open market.



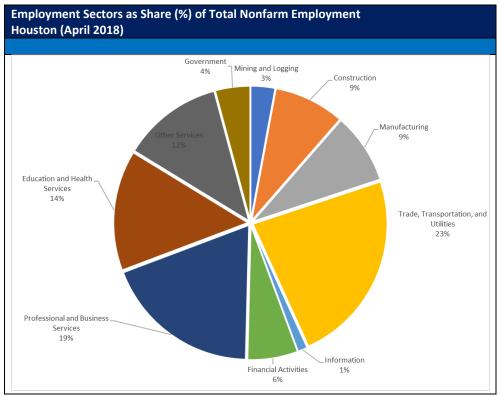
## **MARKET ANALYSIS**

## **METROPOLITAN AREA OVERVIEW**

An overview of the area and local market conditions is needed in analyzing the marketability and value of the subject properties. According to the U.S. Census Bureau's Current Population Survey<sup>1</sup>, the estimated population of the Houston-The Woodlands-Sugar Land metropolitan statistical area was 6.057 million in 2011, increasing to 6.89 million in 2017, averaging 2.2% per year from 2011 to 2017.

## **Employment Trends**

- Nonfarm employment growth rates for Houston ranged from -1.9% in 2009, to a high of 4.1% in 2013. Annual employment growth for Houston averaged 1.7% from April 2009 to April 2018 while the nation's employment growth averaged 0.7% over this same period.
- The year-over-year nonfarm employment growth rate as of April 2018 was 2.8% for Houston vs. 1.6% for the U.S.<sup>2</sup>
- The largest employment sectors in the Houston metropolitan area, according to the Bureau of Labor Statistics as of the April 2018 projections, are noted below.



Source: Bureau of Labor Statistics, Alvarez & Marsal



<sup>&</sup>lt;sup>1</sup> Source: Texas A&M Real Estate Center [July 3, 2018]

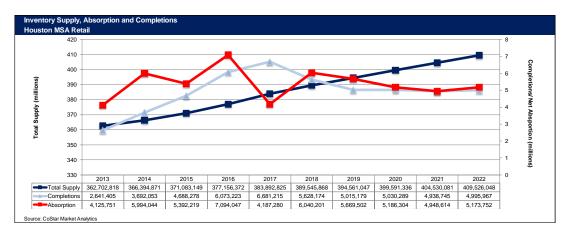
<sup>&</sup>lt;sup>2</sup> Source: Bureau of Labor Statistics <a href="http://www.bls.gov">http://www.bls.gov</a> [July 3, 2018]

## **RETAIL MARKET ANALYSIS**

## **Houston Retail Market**

## **Supply and Demand Analysis**

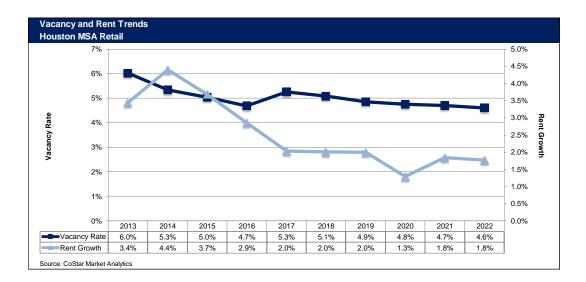
- Total retail inventory increased from 363 million square feet in 2013 to 384 million square feet in 2017.
- Completions averaged approximately 4.75 million square feet annually from 2013 to 2017, and are projected to average 5.1 million square feet from 2018 to 2022.
- Completions decreased dramatically after the Great Recession in 2008, but continued to add new supply.
- Retail net absorption was 4.2 million square feet in 2017 and averaged 5.35 million square feet per year between 2013 and 2017.



## **Vacancy and Rental Rate Analysis**

- Vacancy rates declined from 6.0% in 2013 to 4.7% in 2016, before increasing to 5.3% in 2017.
- CoStar reports that asking rents increased from \$17.57 per square foot in 2013 to \$19.96 per square foot in 2017.
- Annual average rental rate growth was steady however on an overall downward trent from 2013 to 2017, and averaged 3.3% annually over that period. Going forward, rent growth is projected to average 1.8% from 2018 to 2022.







## Retail Submarket Analysis – Addicks Submarket

The subject properties are in the Addicks retail submarket as defined by CoStar's geographic boundaries. As the subject properties border the Jersey Village retail submarket, separate analyses of the Addicks and Jersey Village submarkets are presented in order to provide a broader context of significant retail trends.

## Addicks | Clay Rd | Color Flore | Color Flo

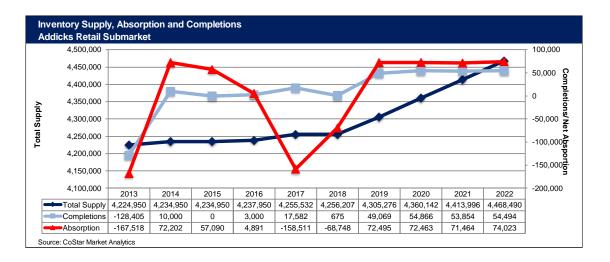
**Addicks Retail Submarket Boundary Map** 

Source: CoStar (star indicates location of subject properties)

## **Supply and Demand Analysis**

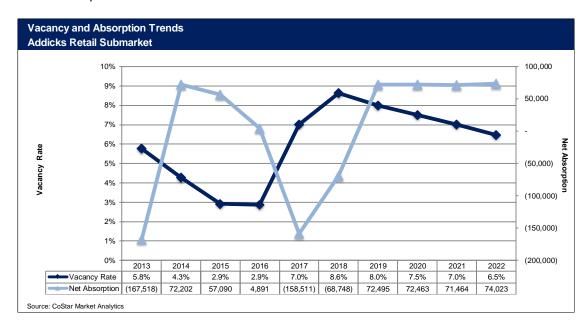
- Total supply in the Addicks retail submarket increased from approximately 4.22 million square feet in 2013 to 4.26 million square feet in 2017. Annually, net completions averaged negative 19,565 square feet due to the demolition of retail buildings.
- Annual absorption of retail space averaged -38,369 square feet from 2013 through 2017, and is
  projected to be negative in 2018 before becoming positive for an annual average of 72,611
  square feet from 2019 to 2022.





## **Absorption and Vacancy Analysis**

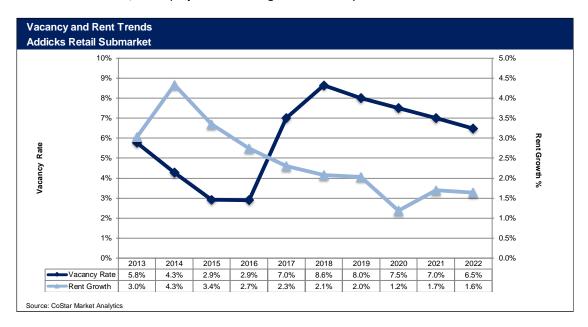
- Vacancy rates in the Addicks retail submarket averaged 4.6% annually from 2013-2017, with 2017 jumping up to 7.0%.
- Absorption was largely negative in 2013 and 2017, accounting for this highest vacancy rates over that period.
- Going forward, vacancy is expected to increase in 2018 before gradually beginning to decrease each year.





## **Rental Rate Analysis**

- Rent growth was positive from 2008 to 2017 except for 2009, which was likely caused by the overall downturn in the market as vacancy actually decreased.
- Rental growth has remained positive despite the negative net absorption, averaging 3.2% from 2013 to 2017, and is projected to average 1.7% annually from 2018 to 2022.





## **Fair Share Analysis**

- The fair market share is the ratio of total supply in the submarket over the total supply in the MSA. The actual market share is the ratio of occupied inventory in the submarket over occupied inventory in the MSA.
- A penetration rate analysis indicates whether a submarket is achieving its fair share of absorption relative to the other submarkets in the metropolitan area. The penetration rate is the ratio of the actual market share over the fair market share. A penetration rate of 1.00 or greater indicates a submarket is achieving its fair share of absorption.
- From 2008 to 2017, the Addicks retail submarket achieved above its fair market share, with an average penetration rate of 1.01 per. However going forward, it is anticipated to capture slightly below its fair share, averaging 0.97 from 2018 to 2022.

Fair Share	Fair Share Analysis					
Addicks Re	Addicks Retail Submarket					
	Fair Market	<b>Actual Market</b>	Penetration	Submarket	Vacancy	
Year	Share	Share	Rate	Absorption	Rate	
2008	1.2%	1.3%	1.01	72,506	6.8%	
2009	1.2%	1.3%	1.02	53,872	6.0%	
2010	1.2%	1.3%	1.03	77,769	4.2%	
2011	1.2%	1.2%	1.02	-21,107	4.7%	
2012	1.2%	1.2%	1.02	837	4.7%	
2013	1.2%	1.2%	1.00	-167,518	5.8%	
2014	1.2%	1.2%	1.01	72,202	4.3%	
2015	1.1%	1.2%	1.02	57,090	2.9%	
2016	1.1%	1.1%	1.02	4,891	2.9%	
2017	1.1%	1.1%	0.98	-158,511	7.0%	
2018	1.1%	1.1%	0.96	-68,748	8.6%	
2019	1.1%	1.1%	0.97	72,495	8.0%	
2020	1.1%	1.1%	0.97	72,463	7.5%	
2021	1.1%	1.1%	0.98	71,464	7.0%	
2022	1.1%	1.1%	0.98	74,023	6.5%	
2008-2017	1.2%	1.2%	1.01	-797	4.9%	
2018-2022	1.1%	1.1%	0.97	44,339	7.5%	
Source: CoStar	Source: CoStar Market Analytics					



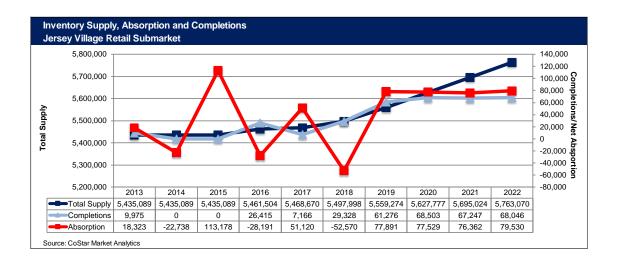
## Cypress | Part of the Part of

## Retail Submarket Analysis – Jersey Village Submarket

Source: CoStar (star indicates location of subject properties)

## **Supply and Demand Analysis**

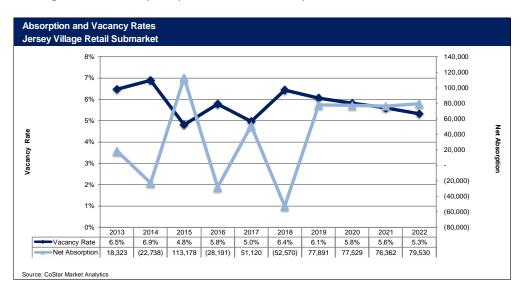
- Jersey Village total supply increased from approximately 5.435 million square feet in 2013 to 5.468 million square feet in 2017. Completions averaged 8,711 square feet annually during this period.
- Annual absorption of retail space averaged 26,338 square feet from 2013 through 2017. From 2019-2022, absorption is projected to average 77,828 square feet per year, after becoming negative in 2018.





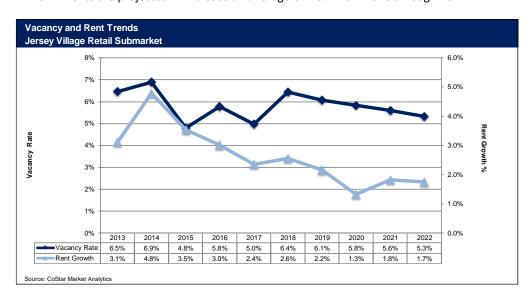
## **Absorption and Vacancy Analysis**

- Vacancy rates in the Jersey Village retail submarket averaged 5.8% annually from 2013 to 2017, on an overall downward trend during this period.
- Absorption was negative in 2014, 2016, and 2017, years in which vacancy increased over the prior year accordingly.
- Going forward, vacancy is expected to decline each year from 2018 to 2022.



## **Rental Rate Analysis**

- Rental rate growth has remained relatively stable over the time period analyzed. The largest rent growth occurred from 2013-2014 at 4.8%.
- Asking rents averaged \$16.48 per square foot in 2013, increasing to \$18.86 per square foot in 2017. Rents are projected in increase an average of 1.9% from 2018 through 2022.





## **Fair Share Analysis**

• From 2008 to 2017, the Jersey Village submarket achieved just below its fair market share, with an average penetration rate of 0.99 per year. From 2018 to 2022 the submarket is projected to continue penetrating at this rate.

Fair Share Analysis Jersey Village Retail Submarket					
Jersey Villa	ge Ketali Subi	пагкет			
	Fair Market	Actual Market	Penetration	Submarket	Vacancy
Year	Share	Share	Rate	<b>Absorption</b>	Rate
2008	1.6%	1.6%	1.00	-54,651	N/A
2009	1.5%	1.5%	0.98	-85,246	N/A
2010	1.5%	1.5%	1.00	113,169	N/A
2011	1.5%	1.5%	1.00	21,703	N/A
2012	1.5%	1.5%	1.00	21,211	6.6%
2013	1.5%	1.5%	1.00	18,323	6.5%
2014	1.5%	1.5%	0.98	-22,738	6.9%
2015	1.5%	1.5%	1.00	113,178	4.8%
2016	1.4%	1.4%	0.99	-28,191	5.8%
2017	1.4%	1.4%	1.00	51,120	5.0%
2018	1.4%	1.4%	0.99	-52,570	6.4%
2019	1.4%	1.4%	0.99	77,891	6.1%
2020	1.4%	1.4%	0.99	77,529	5.8%
2021	1.4%	1.4%	0.99	76,362	5.6%
2022	1.4%	1.4%	0.99	79,530	5.3%
2008-2017	1.5%	1.5%	0.99	14,788	5.9%
2018-2022	1.4%	1.4%	0.99	51,748	5.9%
Source: CoStar Market Analytics					

## **ADDITIONAL MARKET OVERVIEWS**

• Given the permissible uses for the subject site under the hypothetical conditions, it is also necessary to consider the state of the office and industrial markets for the subject's area. These additional overviews are presented on the following pages.

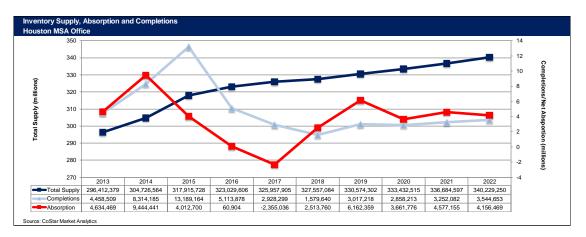


## **OFFICE MARKET ANALYSIS**

## **Houston Office Market**

## **Supply and Demand Analysis**

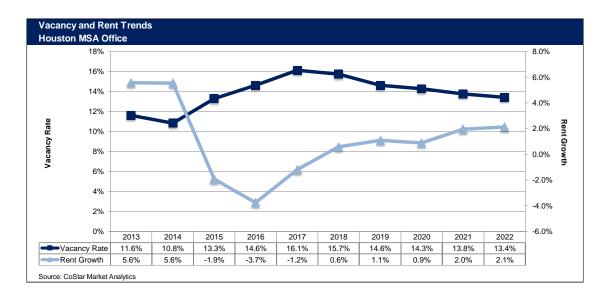
- Total office inventory increased from 296 million square feet in 2013 to 326 million square feet in 2017.
- Completions averaged approximately 6.8 million square feet annually from 2013 to 2017, and are projected to average 2.85 million square feet from 2018 to 2022.
- Completions decreased dramatically after the Great Recession in 2008, but continued to add new supply at an increasing rate after the drop, until the oil downturn slowed completions again.
- Office net absorption was -2.4 million square feet in 2017 however averaged 4.5 million square feet per year between 2013 and 2017.



## **Vacancy and Rental Rate Analysis**

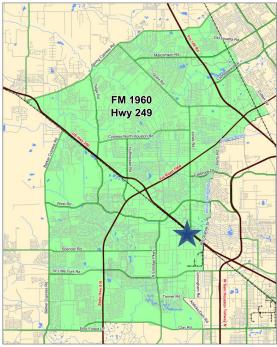
- Vacancy rates increased from 11.6% in 2013 to 16.1% in 2017, however is projected to decrease annually going forward.
- CoStar reports that asking rents decreased slightly from \$27.74 per square foot in 2013 to \$27.32 per square foot in 2017.
- Annual average rental rate growth was strong in 2013 and 2014, however became negative from 2015 to 2017 after the oil downturn and averaged -2.3% annually over that period. Going forward, rent growth is projected to become positive again and average 1.3% from 2018 to 2022.







## Office Submarket Analysis - FM 1960/Hwy 249 Submarket

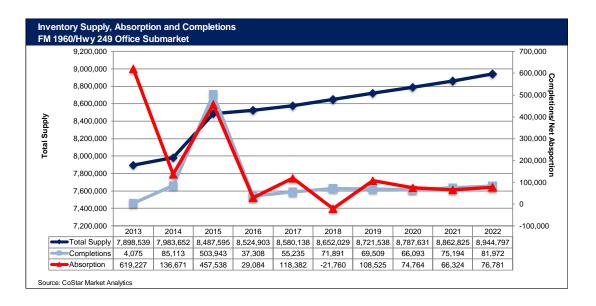


Source: CoStar (star indicates location of subject properties)

## **Supply and Demand Analysis**

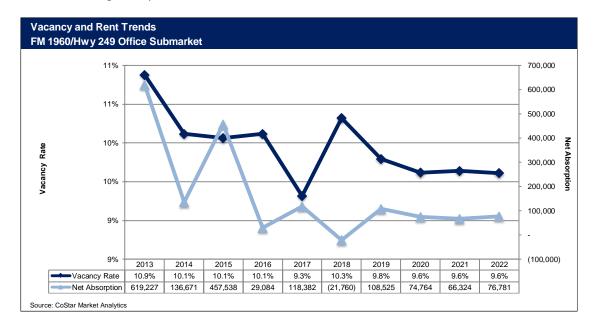
- FM 1960/Hwy 249 total supply increased from approximately 7.95 million square feet in 2013 to 8.6 million square feet in 2017. Completions averaged 137,135 square feet annually during this period.
- Annual absorption of office space averaged 272,180 square feet from 2013 through 2017. From 2019-2022, absorption is projected to average 81,599 square feet per year, after becoming negative in 2018.





## **Absorption and Vacancy Analysis**

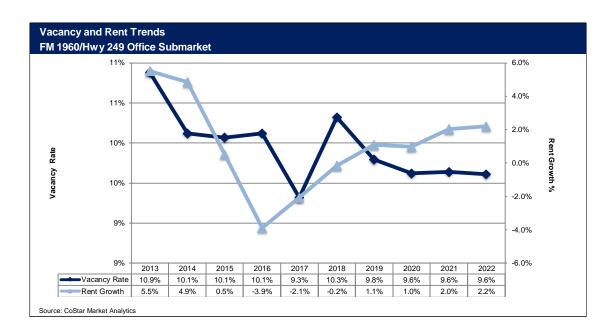
- Vacancy rates in the FM 1960/Hwy 249 submarket averaged 10.1% annually from 2013 to 2017, remaining steady during this period.
- Absorption was positive over the past five years however, which led to the eventual decrease in vacancy rate to 9.3% in 2017.
- Going forward, vacancy is expected to decline in 2018 and 2019, before remaining flat the following three years.





## **Rental Rate Analysis**

- Rental rate growth was strong in 2013 and 2014, however began a downward trend and was negative in 2016 and 2017.
- Asking rents averaged \$25.55 per square foot in 2013, decreasing slightly to \$25.35 per square foot in 2017. Rents are projected to decrease slightly in 2018, then increase an average of 1.6% from 2019 through 2022.





## **Fair Share Analysis**

• From 2008 to 2017, the FM 1960/Hwy 249 submarket achieved below its fair market share, with an average penetration rate of 0.96 per year. From 2018 to 2022 the submarket is projected to improve and capture well above its fair share at an average rate of 1.05.

Fair Share	Fair Share Analysis					
FM 1960/Hv	vy 249 Office	Submarket				
	Fair Market	<b>Actual Market</b>	Penetration	Submarket	Vacancy	
Year	Share	Share	Rate	Absorption	Rate	
2008	2.9%	2.2%	0.78	-439,305	31.2%	
2009	2.8%	2.5%	0.88	726,739	23.5%	
2010	2.8%	2.6%	0.91	237,548	20.9%	
2011	2.7%	2.5%	0.91	-132,287	20.9%	
2012	2.7%	2.5%	0.92	174,547	18.7%	
2013	2.7%	2.7%	1.01	619,227	10.9%	
2014	2.6%	2.6%	1.01	136,671	10.1%	
2015	2.7%	2.8%	1.04	457,538	10.1%	
2016	2.6%	2.8%	1.05	29,084	10.1%	
2017	2.6%	2.8%	1.08	118,382	9.3%	
2018	2.6%	2.8%	1.06	-21,760	10.3%	
2019	2.6%	2.8%	1.06	108,525	9.8%	
2020	2.6%	2.8%	1.05	74,764	9.6%	
2021	2.6%	2.8%	1.05	66,324	9.6%	
2022	2.6%	2.7%	1.04	76,781	9.6%	
2008-2017	2.7%	2.6%	0.96	192,814	16.6%	
2018-2022	2.6%	2.8%	1.05	60,927	9.8%	
Source: CoStar	Source: CoStar Market Analytics					

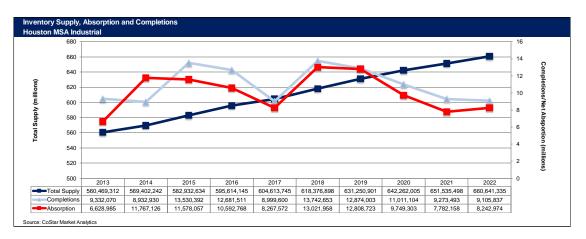


## **INDUSTRIAL MARKET ANALYSIS**

## **Houston Industrial Market**

## **Supply and Demand Analysis**

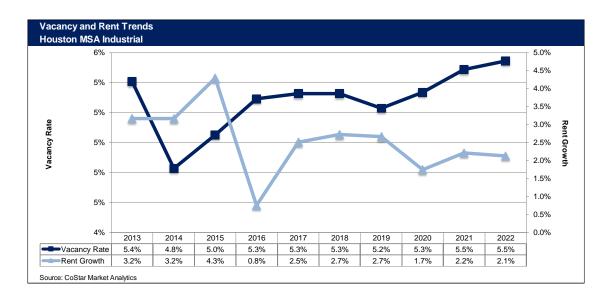
- Total industrial inventory increased from 560 million square feet in 2013 to 605 million square feet in 2017.
- Completions averaged approximately 10.7 million square feet annually from 2013 to 2017, and are projected to average 11.2 million square feet from 2018 to 2022.
- Industrial completions have remained relatively high over the past decade, with the lowest period being from 2010 to 2012.
- Industrial net absorption was 8.3 million square feet in 2017, and averaged 8.9 million square feet per year between 2013 and 2017. It is projected to average 10.3 million square feet over the next five years.



## **Vacancy and Rental Rate Analysis**

- Vacancy rates remained relatively flat from 2013 to 2017, averaging 5.2% annually, and is projected to remain steady going forward.
- CoStar reports that asking rents increased from \$6.37 per square foot in 2013 to \$7.08 per square foot in 2017.
- Annual average rental rate growth peaked in 2015 at 4.3% before slowing down, however has remained positive since 2010. Industrial rent growth averaged 2.8% annually from 2013-2017, and going forward is projected to average 2.3% from 2018 to 2022.







# Northwest Outler Loop Ind US. Hwy 90 Northwest Rd Willie York Rd Clay Rd Northwest Dillinner Loop Ind Northwest Rd Northw

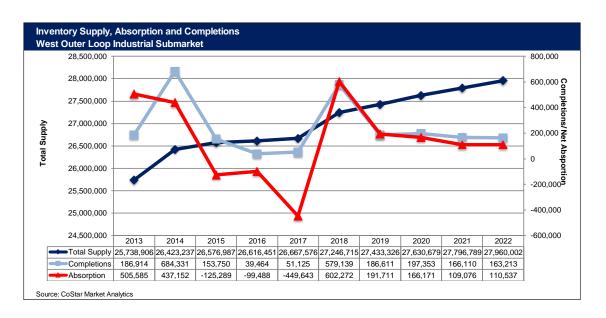
## Industrial Submarket Analysis – West Outer Loop Submarket

Source: CoStar (star indicates location of subject properties)

## **Supply and Demand Analysis**

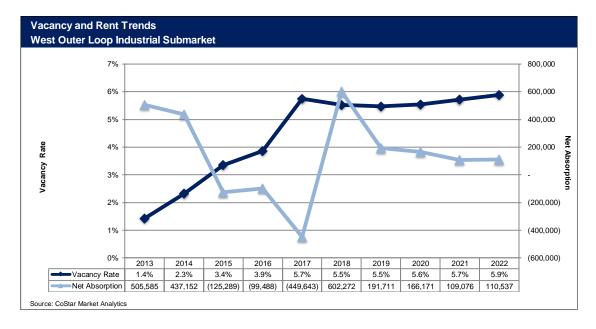
- West Outer Loop total supply increased from approximately 25.7 million square feet in 2013 to 26.7 million square feet in 2017. Completions averaged 223,117 square feet annually during this period.
- Annual absorption of industrial space averaged 53,663 square feet from 2013 through 2017, as net absorption was negative from 2015-2017. From 2018-2022, absorption is projected to average 235,953 square feet per year.





## **Absorption and Vacancy Analysis**

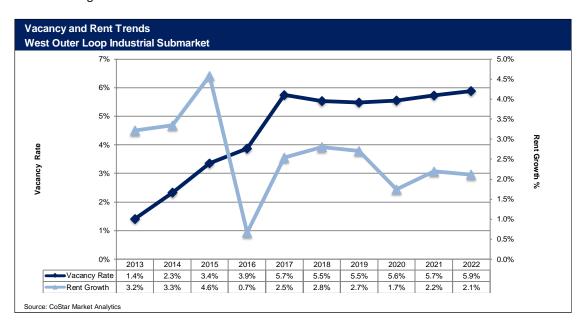
- Vacancy rates in the West Outer Loop submarket averaged 3.3% annually from 2013 to 2017, however increased during this period from 1.4% in 2013 to 5.7% in 2017.
- Going forward, vacancy is expected to remain relatively flat, as net absorption is expected to keep up with new supply.





### **Rental Rate Analysis**

- Rental rate growth was 4.6% in 2015, before dropping to 0.7% in 2016 and rising to 2.5% for 2017 as vacancy increased and absorption was negative.
- Asking rents averaged \$6.71 per square foot in 2013, increasing to \$7.49 per square foot in 2017. Rents in the submarket are projected to then increase an average of 2.3% from 2018 through 2022.





# **Fair Share Analysis**

• From 2008 to 2017, the West Outer Loop submarket achieved just above its fair market share, with an average penetration rate of 1.01 per year. From 2018 to 2022 the submarket is projected to remain steady and capture its exact fair share.

Fair Share	Analysis				
West Outer	Loop Indust	rial Submarket			
	Fair Market	<b>Actual Market</b>	Penetration	Submarket	Vacancy
Year	Share	Share	Rate	Absorption	Rate
2008	4.5%	4.6%	1.02	1,000,594	4.3%
2009	4.5%	4.5%	1.00	-101,648	7.4%
2010	4.5%	4.5%	1.00	448,519	6.3%
2011	4.6%	4.6%	1.00	671,573	6.1%
2012	4.6%	4.8%	1.02	1,252,149	2.7%
2013	4.6%	4.8%	1.04	505,585	1.4%
2014	4.6%	4.8%	1.03	437,152	2.3%
2015	4.6%	4.6%	1.02	-125,289	3.4%
2016	4.5%	4.5%	1.02	-99,488	3.9%
2017	4.4%	4.4%	1.00	-449,643	5.7%
2018	4.4%	4.4%	1.00	602,272	5.5%
2019	4.3%	4.3%	1.00	191,711	5.5%
2020	4.3%	4.3%	1.00	166,171	5.6%
2021	4.3%	4.3%	1.00	109,076	5.7%
2022	4.2%	4.2%	1.00	110,537	5.9%
2008-2017	4.5%	4.6%	1.01	353,950	4.4%
2018-2022	4.3%	4.3%	1.00	235,953	5.6%
Source: CoStar	Market Analytics				



### SITE DESCRIPTION

An aerial view of the subject property is presented below.



The description of the site is based on the following.

- Site visit and physical property inspection on June 22, 2018.
- Site Survey
- Aerial photography

Location:

The subject parcels are located along the east and west sides of Jones Road, south of Highway 290 in the city of Jersey Village in Harris County, Texas.

**Brief Legal:** 

Per the Harris County Appraisal District (HCAD) real property account information, the property is described as 31.61 net acres being Restricted Reserve "E" Block 1, Restricted Reserve "D" Block 2, Restricted Reserve "F" Block 1, Restricted Reserve "B" Block 2, and Restricted Reserve "G" Block 1 of the Jones Road 290 Commercial Reserves, John M Dement Survey, Abstract 228, Harris County, TX.



**Size:** 1,376,879 sq. ft. or ±31.61 acres

	Parcel Number	Gross Acres	Net Acres	Net SF
Parcel 1A	1318410010001	4.98	4.98	216,981
Parcel 1B	1318410020004	5.58	5.58	242,960
Parcel 2A	1318410010002	10.89	10.42	453,895
Parcel 2B	1318410020002	9.13	7.31	318,424
Parcel 2C	1318410010003	3.32	3.32	144,619
Total		33.89	31.61	1,376,879

Shape: Irregular.

**Topography:** Level, heavily wooded, slightly above street grade.

**Frontage:** The total frontage from all parcels is summarized below.

US Hwy 290 Frontage Road:  $\pm$  1,545 linear front feet E side of Jones Road:  $\pm$  1,383 linear front feet W side of jones Road:  $\pm$  1,470 linear front feet

Street Improvements: Jones Road was constructed as a 4-lane thoroughfare with a

divided median and was completed in August 2011.

The Highway 290 frontage road is a 2-lane, one-way feeder road providing access to Highway 290, a main artery through Houston connecting Houston's inner loop 610 to Hwy 6 in Hempstead. Hwy 290 provides access to the Sam Houston

Tollway just southeast of the subject site.

Access: The property is bordered to the north by the Union Pacific

railroad along the US 290 frontage road which prohibits access to the parcel via Highway 290. However, the sites are accessible

via the completed Jones Road extension.

Visibility: The Parcels 1A and 2A have excellent visibility given the location

along Hwy 290. The visibility of Parcel B is considered average, as it does have frontage along 290, however the frontage is limited relative to its overall size. Parcels 2B and 2C lack visibility from Hwy 290 given their location, however have visibility from

their Jones Road frontage.

**Utilities & Services:** All utilities are available at the subject and are assumed

adequate for development.

**Site Improvements:** None.

Easements / Restrictions: The subject property is encumbered by pipeline and drainage

easements totaling 2.279 acres (99,250 square feet), located

throughout the back three parcels.



Flood Plain / Drainage: FEMA Map Number: 48201C0440M

Effective Date: June 9, 2014
Flood Zone: X and AE
Source: FEMA

A&M has read the flood plain map for the property and portions of the subject tracts are located within both the 500-year and 100-year flood plains. However, A&M is not qualified to render an opinion regarding the subject site's flood plain status and it is beyond A&M's ability or expertise to determine such.

As a result of the subject's location near the floodplain, drainage ditches and easements are present at the site. As such, drainage appears to be adequate and similar to other properties located in the immediate area.

**Soil Conditions:** A&M was not provided with any soil reports for the property.

However, A&M has assumed that the site does not have any

adverse soil conditions.

**Environmental Issues:** A&M was not provided any environmental site assessments or

reports. Based on A&M's property visit, there does not appear to be evidence of any recognized environmental conditions on the subject site. However, it is beyond A&M's ability or expertise to determine such. If any subsequent information divulges the presence of environmental issues or hazardous substances, such matters could influence A&M's opinions, conclusions and materially impact A&M's assignment results. A&M has assumed that the site does not have any

environmental issues or concerns.

**Adjacent Land Use:** 

West:

North: Railroad and Highway

South: Vacant Land

East: Across Highway 290, Retail Shopping Center

Industrial uses with some residential

**Functional Utility:** The site is functional for development.

Conclusion: The site is located in Jersey Village, south of Highway 290 on

either side of Jones Road. Its location, topography and other physical characteristics are conducive to commercial and/or

retail development.



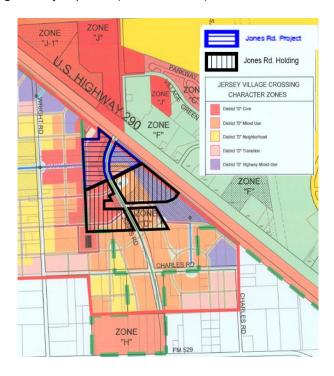
### **ZONING ANALYSIS - As Is**

The property is located in City of Jersey Village, and as such is subject to municipal zoning ordinances. According to the city of Jersey Village, as of May 23, 2011, the subject tracts are located in Jersey Village Crossing District D. Jersey Village Crossing District D regulations were put in place to "support development of the area along 290 in Jersey Village into a pedestrian-oriented, mixed use urban development environment, with convenient access to transportation, shopping, employment, housing, and regional retail services."

Specifically, the subject tracts are located in specific character zones within Jersey Village Crossing District D. These character zones are District D Core, District D Mixed Use, and District D Highway Mixed Use. A detailed estimate of the area within each of the specific character zones is presented below.

Parcel	Specific Zoning	Net Acres	Net SF
Parcel 1A	District D Highway Mixed Use	3.19	138,805
Parcel 1A	District D Mixed Use	1.79	78,176
Parcel 1B	District D Core	5.58	242,960
Parcel 2A	District D Highway Mixed Use	4.55	198,168
Parcel 2A	District D Mixed Use	5.87	255,727
Parcel 2B	District D Core	4.93	214,555
Parcel 2B	District D Mixed Use	2.38	103,869
Parcel 2C	District D Mixed Use	3.32	144,619
Total		31.61	1,376,879

A zoning map including the subject parcels (outlined in blue) is shown below.





The specific character zones applicable to the subject property are District D Mixed Use, District D Core, and District D Highway Mixed Use.

Uses permitted in the District D Mixed Use zone include: retail sales or services with no drive through facility, finance, insurance, and real estate establishments; offices for business, professional, and technical uses; research laboratory headquarters; food service with no drive through facility; arts, entertainment, and recreation uses; educational, public administration, health care and other institutional uses; residential uses; publishing; motion pictures and sound recording, information services and data processing; model homes, hotels; surface and structured parking, kiosk sales, vet clinics, community gardens.

Uses permitted in the Highway Mixed Use zone include nearly all of the Mixed Use permitted uses with the addition of auto-related sales and services, telecommunications and broadcasting as well as parking as a primary use.

Uses permitted in District D Core also include the Mixed Use permitted uses with the exception of publishing, motion picture and sound recording, and vet clinics.

On August 1, 2013, the zoning ordinance was amended to allow for warehouse and storage uses within the District D Highway Mixed Use special character zone. According to the zoning ordinance, these additional uses are allowed upon approval of a Special Development Plan permit from the City of Jersey Village.



### **ZONING ANALYSIS – Hypothetical Conditions**

At the request of the client, we are valuing the subject property as if it were zoned to districts other than its current classification. The current zoning discussed previously is considered a form based zoning, in which not only are the uses restricted under each specific character zone, but the intent is to also establish design guidelines on the form, character, and intensity of the development. The assumed zoning districts under the appraisal are Districts F and K, which are considered use based zoning classifications, in which development is restricted to only the specific uses allowed and applicable building codes. A discussion of Districts F and K are provided below.

### District F - First Business District

This district allows a variety of residential and commercial uses, however no industrial uses. This district allows uses such as townhomes/patio homes, hotels or motels, theaters, gas stations, parking/garages, golf courses, churches, healthcare facilities, grocery stores, education facilities, and a variety of general retail uses. Buildings shall not exceed 56 feet in height, with gas stations limited to one-story, and building areas not less than 1,000 square feet.

#### District K - Fifth Business District

This district allows all the uses permitted under district F, in addition to a variety of industrial uses. These include service centers with at least 25 percent office, such as for assembling, R&D, and light manufacturing, though limited to manufacturing that is less intrusive to the surroundings. Distribution warehouses are also allowed, but limited to specific uses as well such as assembling, communication, data processing, food service, nonretail sales, and others. Service center buildings shall not exceed 16 feet in height, with warehouse buildings not to exceed 40 feet. Office buildings, education buildings, retail stores, parking garages, hospitals, and hotels can exceed four stories only if they are located at least 425 feet from the boundary of district A.



### **REAL PROPERTY TAX AND ASSESSMENT ANALYSIS**

The subject property's assessed value is established by the Harris County Appraisal District (HCAD). According to HCAD, the owners of record for subject properties are Jones Road Holding Ltd and Jones Road Project LP.

The following summarizes the certified assessed value history for the subject property parcels for the past five years.

Year	Parcel ID	Net SF	As	sessed Value	Per	SF
2014	1318410010001	216,981	\$	623,943		2.88
	1318410020004	242,960	\$	692,436		2.85
	1318410010002	453,895	\$	1,185,397		2.61
	1318410020002	318,424	\$	753,963		2.37
	1318410010003	144,619	\$	361,677		2.50
		1,376,879	\$	3,617,416	\$	2.63
2015	1318410010001	216,981	\$	623,943		2.88
	1318410020004	242,960	\$	692,436		2.85
	1318410010002	453,895	\$	1,210,000		2.67
	1318410020002	318,424	\$	770,000		2.42
	1318410010003	144,619	\$	370,000		2.56
		1,376,879	\$	3,666,379	\$	2.66
2016	1318410010001	216,981	\$	623,943		2.88
	1318410020004	242,960	\$	692,436		2.85
	1318410010002	453,895	\$	1,422,477		3.13
	1318410020002	318,424	\$	904,756		2.84
	1318410010003	144,619	\$	434,013		3.00
		1,376,879	\$	4,077,625	\$	2.96
2017	1318410010001	216,981	\$	623,943		2.88
	1318410020004	242,960	\$	692,436		2.85
	1318410010002	453,895	\$	1,422,477		3.13
	1318410020002	318,424	\$	904,756		2.84
	1318410010003	144,619	\$	434,013		3.00
		1,376,879	\$	4,077,625	\$	2.96
2018	1318410010001	216,981	\$	623,943		2.88
	1318410020004	242,960	\$	692,436		2.85
	1318410010002	453,895	\$	1,422,477		3.13
	1318410020002	318,424	\$	904,756		2.84
	1318410010003	144,619	\$	434,013		3.00
		1,376,879	\$	4,077,625	\$	2.96



### **HIGHEST AND BEST USE**

The Dictionary of Real Estate Appraisal, Fifth Edition, 2010, published by the Appraisal Institute, defines highest and best use as:

The reasonably probable and legal use of vacant land or an improved property that is physically possible, appropriately supported, financially feasible, and results in the highest value. The four criteria the highest and best use must meet are legally permissibility, physically possibility, financially feasibility, and maximum productivity.

The subject site is vacant as of the dates of value and therefore the highest and best use of the site "as vacant" is analyzed. Four tests have been applied in order to determine highest and best use and include:

- (1) Legally permissible use;
- (2) Physically possible use;
- (3) Financially feasible use; and
- (4) Maximally productive use.

#### As Vacant

Legally Permissible: The property is located in the City of Jersey Village, and therefore is subject to municipal zoning ordinances. The property is currently zoned to the Jersey Village Crossing Special District D. However as described in the zoning analysis, this appraisal is being performed under the hypothetical conditions of the subject being zoned to either District F or District K. As such a legally permissible use would comply with the uses permitted by each zoning classification as previously described.

*Physically Possible:* Physically possible uses of a site are determined by several attributes that include, but are not limited to, size, topography, configuration, utility availability/capacity, road frontage and other physical traits. The subject site consists of 31.61 net acres or 1,376,879 square feet. Land use in the immediate area of the property is mixed. The predominate land uses include retail, industrial, and residential. The site is irregular in shape and has a generally level, though heavily wooded topography that is slightly above street grade. All public utilities are available to the site. Overall, the utility of the site is considered to be good. Physically, the site can accommodate a variety of commercial, industrial, or residential uses.

Financially Feasible: The financially feasible use of the subject site examines the possible uses of the site remaining after elimination of any uses which are not legally permissible or physically possible. Based on the data presented in the market analysis section and discussions with market participants active in the area, new commercial construction for a variety of uses is considered to be economically feasible as of the date of value, given the improving economic conditions.

Maximally Productive: As of the dates of value herein, commercial uses consistent with those allowed by the hypothetical zoning represent the likely development scenarios. The maximally productive use of the site is considered to be primarily retail with possible components of other uses such as office, hospitality, or other permitted uses. Given current construction along U.S. 290, development may be delayed until highway construction is complete. Furthermore, while District K allows industrial uses, we feel these would be limited to the back three parcels, as the location and



frontage of parcels 1A and 1B would likely command a higher price PSF than an industrial user would be willing to pay.

Conclusion: After considering the legally permissible and physically possible uses of the site, as well as the financially feasible and maximally productive uses, it is A&M's opinion the highest and best use of the site, as vacant, as of the date of value herein is for general commercial development, which could be a combination of retail, office, hospitality, and industrial.



### SALES COMPARISON APPROACH - VACANT LAND

The Sales Comparison Approach is a direct approach to estimating the value of the real property. The value of a given property is estimated by comparison with other similar properties in the same or similar vicinities, which have recently sold in the open market. The Sales Comparison Approach applies the principle of substitution since typical buyers will not purchase a property at a price higher than the prices of similar properties with comparable locations, characteristics and future earning capabilities.

The Sales Comparison Approach involves comparing the prices paid for similar properties by certain common denominators or units of comparison. At the request of the client, we have estimated the value of the subject properties under the following hypothetical scenarios:

- 1) As if zoned District F
- 2) As if zoned District K

A&M researched recent improved sales in the metropolitan Houston area. A map illustrating the location of these sales is included below for Scenario 1, followed by a summary of the sales. Individual sale writeups are located in the Addenda.

# Scenario 1 – District F Zoning

### **Land Sales Map**





· · · · · · · · · · · · · · · · · · ·				COMPARABLE LA							
	SUBJECT	SALE NO. 1		SALE NO. 2		SALE NO. 3		SALE NO. 4		SALE NO. 5	
											_
Current or Proposed Use	Vacant Land	Commercial		Commercial		Commercial/Hotel		Retail		Commercial	
ocation	E and W side of Jones Rd, S of 290	11930 Barker Cypress Rd		Wortham Center Dr & Wortham Blvd		11011 Jones Rd		8802 Jones Rd		W Tidwell & NW Central Dr	
City	Houston, TX	Cypress, TX		Houston, TX		Houston, TX		Houston, TX		Houston, TX	
Grantor	11003011, 12	Campbell Concrete Materials LP		Wortham Dev LTD		Sai Shanti, Inc.		Wyndham Lake Development, Inc.		Gusma Investments	
Grantee		N/A		SM Houston PBR LLC		ND Hospitality LLC		Lidi US, LLC		N/A	
Actual Sale Price		\$4,500,000		\$600,000		\$1,000,000		\$2,232,973		\$480,000	
- Adjustments	****	\$0		\$0		\$0		\$0		\$0	
Adjusted Sale Price		\$4,500,000		\$600,000		\$1,000,000		\$2,232,973		\$480,000	,
Price per SF		\$8.88		\$6.82		\$9.30		\$12.63		\$5.02	
Adjustments		•									
Property Rights Conveyed	Fee Simple	Fee Simple	=	Fee Simple	=	Fee Simple	=	Fee Simple	=	Fee Simple	:
Financing Terms		Cash	=	Cash	=	Cash	=	Cash	=	Cash	
Conditions of Sale		Normal	=	Normal	=	Normal	=	Normal	=	Normal	
Market Conditions/Date of Sale	6/22/2018	Listing		Jan-18	=	Dec-17	=	Feb-17	=	Nov-16	Ł
Total Conditions Adjustment					=		=		=		
Physical Adjustments											_
Location		Superior	-	Similar	=	Superior	-	Similar	=	Inferior	
Acess/Visibility		Similar	=	Inferior	+	Inferior	+	Superior	-	Inferior	1
Site Size (Acres)	31.61	11.63	-	2.02	-	2.47	-	4.06	-	2.20	
Utilities		Available	=	Available	=	Available	=	Available	=	Available	
Flood Plain	Partial	No	=	No	=	No	=	No	=	100 yr	

### **Adjustment Process**

The sales used were considered the best available comparables to the subject property. The major points of comparison for this type of analysis include the property rights conveyed, the financial terms incorporated into the transaction, the conditions or motivations surrounding the sale, changes in market conditions since the sale, the location of the real estate, and its physical traits, including availability of utilities and flood zone

The first adjustment made to the market data takes into account differences between the subject property and the comparable property sales with regard to the legal interest transferred. Advantageous financing terms or atypical conditions of sale are then adjusted to reflect a normal market transaction. Next, changes in market conditions are accounted for, creating a time adjusted price. Lastly, adjustments for location, access, and physical traits are made in order to generate the final adjusted unit price for the subject property.

We made downward adjustments to those comparables considered superior to the subject and an upward adjustment to those comparables considered inferior.

### **Property Rights Conveyed**

The property rights conveyed in a transaction typically have an impact on the price that is paid. Acquiring the fee simple interest implies that the buyer is acquiring the full bundle of rights. Acquiring a leased fee interest typically means that the property being acquired is encumbered by at least one lease, which is a binding agreement transferring rights of use and occupancy to the tenant. A leasehold interest involves the acquisition of a lease, which conveys the rights to use and occupy the property to the buyer for a finite period of time. At the end of the lease term, there is typically no reversionary value to the leasehold interest. Since we are valuing the fee simple interest as reflected by each of the comparables, an adjustment for property rights is not required.

### **Financial Terms**

The financial terms of a transaction can have an impact on the sale price of a property. A buyer who purchases an asset with favorable financing might pay a higher price, as the reduced cost of debt creates a favorable debt coverage ratio. A transaction involving above-market debt will typically involve a lower purchase price tied to the lower equity returns after debt service. We analyzed all of the transactions to account for atypical financing terms. All of the sales used in this analysis were accomplished with cash or market oriented financing. Therefore, no adjustments were required.

### **Conditions of Sale**

Adjustments for conditions of sale usually reflect the motivations of the buyer and the seller. In many situations the conditions of sale may significantly affect transaction prices. All sales used in this analysis are considered to be "arm's-length" market transactions between both knowledgeable buyers and sellers on the open market. Therefore, no adjustments were required.



#### **Market Conditions**

The sales that are included in this analysis occurred between November 2016 and January 2018. Sale 5, which occurred in November 2016, is adjusted upward given improving market conditions since the date of sale. Note that we also considered an adjustment for Sale 1 being an active listing as a market conditions adjustment given that asking prices are frequently greater than sold prices.

#### Location

An adjustment for location is required when the locational characteristics of a comparable property differ from those of the subject property. The location of the subject property is rated good, and each comparable was adjusted accordingly.

### **Access/Visibility**

Each property has various physical traits that determine its appeal. The subject's accessibility and visibility have an impact on the price a potential buyer is willing to pay. All of the comparables have varying access and visibility as compared to the subject and as a result, adjustments are made accordingly.

### Size

The subject property parcels total 31.6 acres. Generally, due to economies of scale larger properties tend to sell less per square feet with smaller properties selling for more. The comparable sales have thus been adjusted based on their size relative to the subject. It is important to note however that while the subject consists of a large area, it is really divided into five separate parcels, with each likely requiring divided uses from the others. While there will be economies with buying the parcels in bulk, it is still reasonable to consider that a buyer would look at the maximally productive use for each site. Because of this we feel the size adjustment is impacted to a lesser extent, though still applicable as shown in the adjustments.

### **Utilities**

The subject property has access to all utilities at the site. Comparables were adjusted based on whether adequate utility infrastructure was available at time of sale.

## **Flood Area**

The subject property has portions within the floodplain but appropriate drainage ditches and easements are present at the site. As a result, drainage appears to be adequate and similar to other properties located in the immediate area. If a sale is within the floodplain, adjustments were made as warranted.

### **Individual Sale Analysis**

<u>Sale 1</u> is a property listed for sale at the corner of Hwy 290 and Barker Cypress. The 11.63-acre triangle-shaped parcel is listed for sale at \$8.88 per square foot. It has similar access to the subject being behind the railroad tracks with no direct access to the frontage road and Barker Cypress providing the only entrance points. However, Barker Cypress is a busier thoroughfare, with retail and residential uses in close proximity. This sale price is adjusted downward for market conditions given that it is a listing, and typically sells below the asking price. It is also adjusted downward for location being off a busier thoroughfare and smaller in



size, however considered similar in terms of access/visibility. It is one of the few tracts considered similar to the subject in terms of being on the south side of 290, and behind the railroad tracks. Overall, this comparable is adjusted downwards relative to the subject.

<u>Sale 2</u> is located northwest of the subject at Wortham Center Drive and Wortham Blvd, near the intersection of Hwy 6 and Hwy 290. The 2.02-acre parcel sold for \$6.82 per square foot, with a likely use of office. This sale price is adjusted upward for access/visibility since it does not have any highway frontage, and downwards for its smaller size. Overall, this sale is considered similar to the subject.

<u>Sale 3</u> is located north of the subject property at 11011 Jones Road. The sale price for the 2.47-acre parcel is adjusted downward for its smaller size and for location, since it is at a busy intersection, and upward for inferior access/visibility due to its location behind other parcels with no street frontage. The buyer intends to build a motel on the property. Overall, the sale is considered superior to the subject and is adjusted downward.

<u>Sale 4</u> is located north of the subject at 8802 Jones Road. The 4.06-acre parcel sold for \$12.63 per square foot. This sale price is adjusted downward for location and access/visibility, as this is considered a busier section of Jones Road with the surrounding residential areas, and thus more attractive for commercial/retail use. It is also adjusted downwards for is smaller size relative to the subject. Overall a downward adjustment is warranted.

<u>Sale 5</u> is located southeast of the subject at W. Tidwell and NW Central Drive, on a corner lot. While it is located closer to the CBD, it is considered an inferior location based on its surrounding area and distance from the highway. It is also adjusted upwards for lack of visibility. At the time of inspection it appeared a small commercial building was being constructed, though it was unclear of whether it was retail or office. Overall this sale is considered inferior and requires an upward adjustment.

### Summary

Considering the adjustments made to the comparable sales, an appropriate value for the subject per square foot would fall above \$5.02 and below \$8.88 per square foot. We conclude to a range for the subject between \$6.00 and \$6.50 per square foot, and have reconciled to a value of \$6.25 per square foot. The following chart details the concluded fee simple market value for the subject as of June 22, 2018:

Date of Value:	June 22, 2018		
As if Zoned District F			
Concluded Price/SF Min:	\$6.00		
Concluded Price/SF Max:	\$6.50		
Concluded Land Value Min:	\$8,261,274		
Concluded Land Value Max:	\$8,949,714		
Average	\$8,605,494		
Rounded	\$8,610,000		
Rounded PSF	\$6.25		

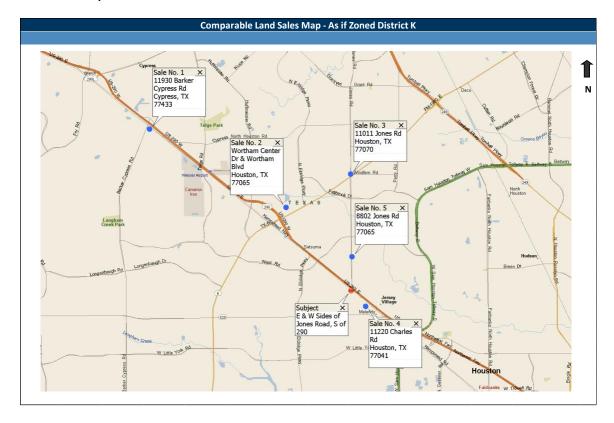
Source: Alvarez & Marsal Disputes and Investigations, LLC

The value opinion of the Fee Simple Interest for the property as of June 22, 2018, via the Sales Comparison Approach, is \$8,610,000 (rounded), or \$6.25 psf.



### Scenario 2 - District K Zoning

# **Land Sales Map**





				COMPARABLE LA	AND SA	LES					
	SUBJECT	SALE NO. 1		SALE NO. 2		SALE NO. 3		SALE NO. 4		SALE NO. 5	
Current or Proposed Use	Vacant Land E and W side of Jones Rd, S	Commercial		Commercial Wortham Center Dr & Wortham		Commercial/Hotel		Commercial/Industrial		Retail	
ocation	of 290	11930 Barker Cypress Rd		Blvd		11011 Jones Rd		11220 Charles Rd		8802 Jones Rd	
City	Houston, TX	Cypress, TX		Houston, TX		Houston, TX		Houston, TX		Houston, TX	
Grantor		Campbell Concrete Materials LP		Wortham Dev LTD		Sai Shanti, Inc.		Arsham Metal Industries		Wyndham Lake Development, Inc.	
Grantee		N/A		SM Houston PBR LLC		ND Hospitality LLC		Bassamco LLC		Lidl US, LLC	
Actual Sale Price		\$4,500,000		\$600,000		\$1,000,000		\$1,200,000		\$2,232,973	
- Adjustments		\$0		\$0		\$0		\$0		\$0	
Adjusted Sale Price		\$4,500,000		\$600,000		\$1,000,000		\$1,200,000		\$2,232,973	
Price per SF		\$8.88		\$6.82		\$9.30		\$5.51		\$12.63	
Adjustments											
Property Rights Conveyed	Fee Simple	Fee Simple	=	Fee Simple	=	Fee Simple	=	Fee Simple	=	Fee Simple	=
Financing Terms		Cash	=	Cash	=	Cash	=	Cash	=	Cash	=
Conditions of Sale		Normal	=	Normal	=	Normal	=	Normal	=	Normal	=
Market Conditions/Date of Sale	6/22/2018	Listing	-	Jan-18	=	Dec-17	=	Apr-17	=	Feb-17	=
Total Conditions Adjustment			-		=		=		=		=
Physical Adjustments								1			
Location		Superior	-	Similar	=	Superior	-	Similar		Similar	
Acess/Visibility		Similar	=	Inferior	+	Inferior	+	Inferior	+	Superior	-
Site Size (Acres)	31.61	11.63	-	2.02	-	2.47	-	5.00	-	4.06	-
Utilities		Available	=	Available	=	Available	=	Available	=	Available	=
Flood Plain	Partial	No	=	No	=	No	=	500 yr	+	No	=
Fotal Location/Physical Adjustment			-		=		-		+		



### **Adjustment Process**

The sales used were considered the best available comparables to the subject property. The major points of comparison for this type of analysis include the property rights conveyed, the financial terms incorporated into the transaction, the conditions or motivations surrounding the sale, changes in market conditions since the sale, the location of the real estate, and its physical traits, including availability of utilities and flood zone. These adjustments were described in detail in the prior sales comparison section.

### **Individual Sale Analysis**

<u>Sale 1</u> is a property listed for sale at the corner of Hwy 290 and Barker Cypress. The 11.63-acre triangle-shaped parcel is listed for sale at \$8.88 per square foot. It has similar access to the subject being behind the railroad tracks with no direct access to the frontage road, and Barker Cypress providing the only entrance points. However, Barker Cypress is a busier thoroughfare, with retail and residential uses in close proximity. This sale price is adjusted downward for market conditions given that it is a listing, and typically sells below the asking price. It is also adjusted downward for location being off a busier thoroughfare and smaller in size, however considered similar in terms of access/visibility. It is one of the few tracts considered similar to the subject in terms of being on the south side of 290, *and* behind the railroad tracks. Overall, this comparable is adjusted downwards relative to the subject.

<u>Sale 2</u> is located northwest of the subject at Wortham Center Drive and Wortham Blvd, near the intersection of Hwy 6 and Hwy 290. The 2.02-acre parcel sold for \$6.82 per square foot, with a likely use of office. This sale price is adjusted upward for access/visibility since it does not have any highway frontage, and downwards for its smaller size. Overall, this sale is considered similar to the subject.

<u>Sale 3</u> is located north of the subject property at 11011 Jones Road. The sale price for the 2.47-acre parcel is adjusted downward for its smaller size and for location, since it is at a busy intersection, and upward for inferior access/visibility due to its location behind other parcels with no street frontage. The buyer intends to build a motel on the property. Overall, the sale is considered superior to the subject and is adjusted downward.

<u>Sale 4</u> is the sale of a 5.0-acre site directly southeast of the subject site at 11220 Charles Road, which is only 0.6 miles from the subject. It was reported the land was purchased with the intent to use as a concrete recycling facility. The \$5.51 per square foot sale price is adjusted upward for access/visibility since it is located farther from Hwy 290, and is also located in the floodplain without the drainage and retainage pond the subject benefits from. Overall the sale is considered inferior, though is most similar in terms of size and location of the individual parcels.

<u>Sale 5</u> is located north of the subject at 8802 Jones Road. The 4.06-acre parcel sold for \$12.63 per square foot. This sale price is adjusted downward for location and access/visibility, as this is considered a busier section of Jones Road with the surrounding residential areas, and thus more attractive for commercial/retail use. It is also adjusted downwards for is smaller size relative to the subject. Overall a downward adjustment is warranted.



### Summary

Considering the adjustments made to the comparable sales, an appropriate value for the subject per square foot would fall above \$5.51 and below \$8.88 per square foot. We conclude to a range for the subject between \$6.25 and \$6.75 per square foot, and have reconciled to a value of \$6.50 per square foot. This conclusion also considers what each individual parcel would be valued at. This conclusion is slightly higher than that of the valuation assuming District F zoning. By allowing industrial uses, we believe this increases the value to the back parcels and makes them more marketable to a wider range of buyers, however we do not believe it has an impact on the front parcels. The following chart details the concluded fee simple market value for the subject as of June 22, 2018:

Date of Value:	June 22, 2018		
As if Zoned District K			
Concluded Price/SF Min:	\$6.25		
Concluded Price/SF Max:	\$6.75		
Concluded Land Value Min:	\$8,605,494		
Concluded Land Value Max:	\$9,293,933		
Average	\$8,949,714		
Rounded	\$8,950,000		
Rounded PSF	\$6.50		

Source: Alvarez & Marsal Disputes and Investigations, LLC

The value opinion of the Fee Simple Interest for the property as of June 22, 2018, via the sales comparison approach, is \$8,950,000 (rounded), or \$6.50 psf.



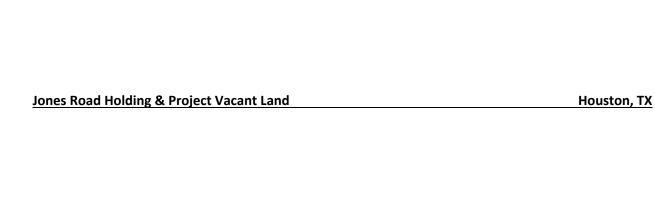
# **ADDENDA**

Addendum A: Zoning Map of the City of Jersey Village

Addendum B: Tax Plat Map – Harris County Appraisal District

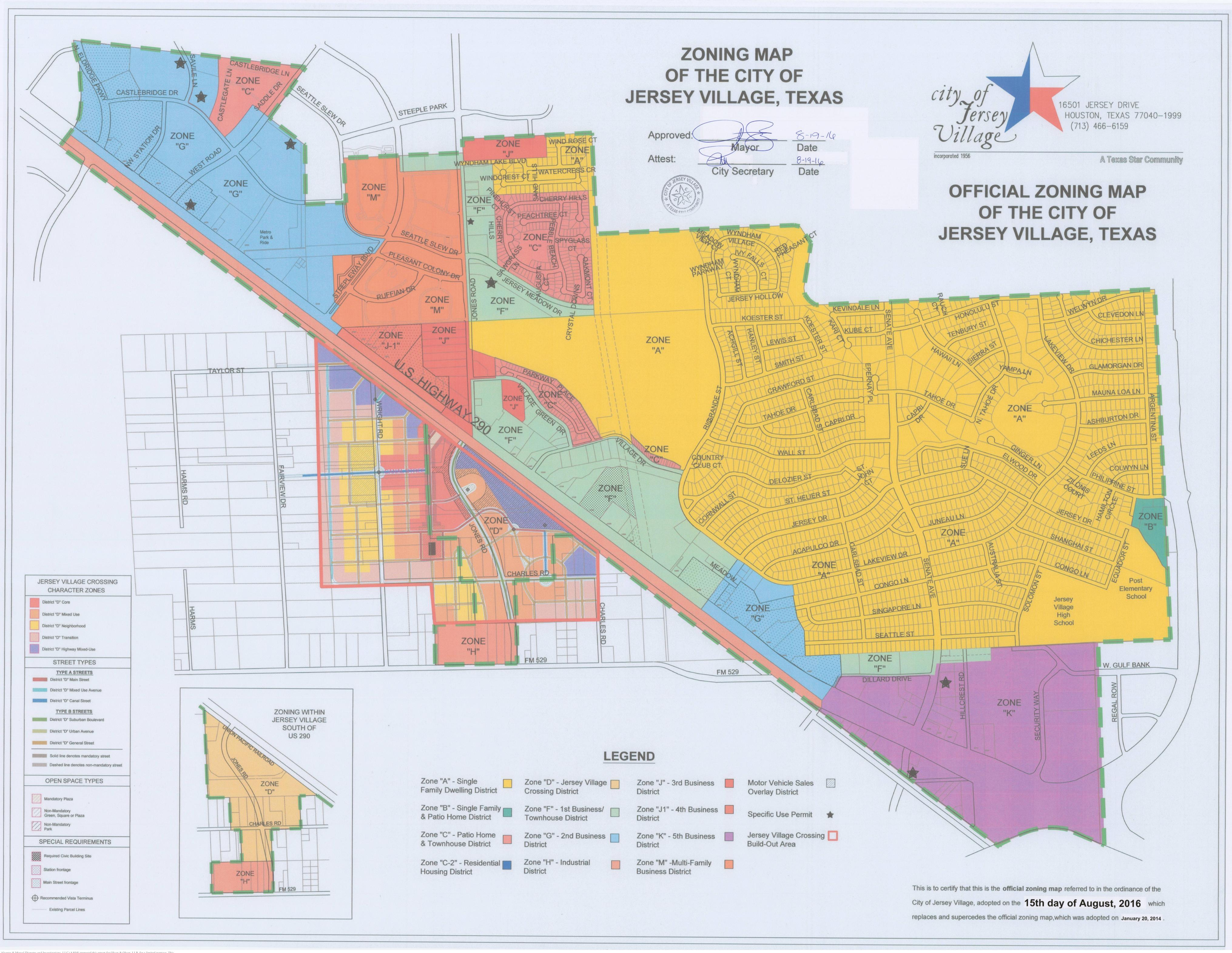
Addendum C: Flood Plain Map
Addendum D: Subject Photos
Addendum E: Land Sales
Addendum F: Qualifications





# Addendum A

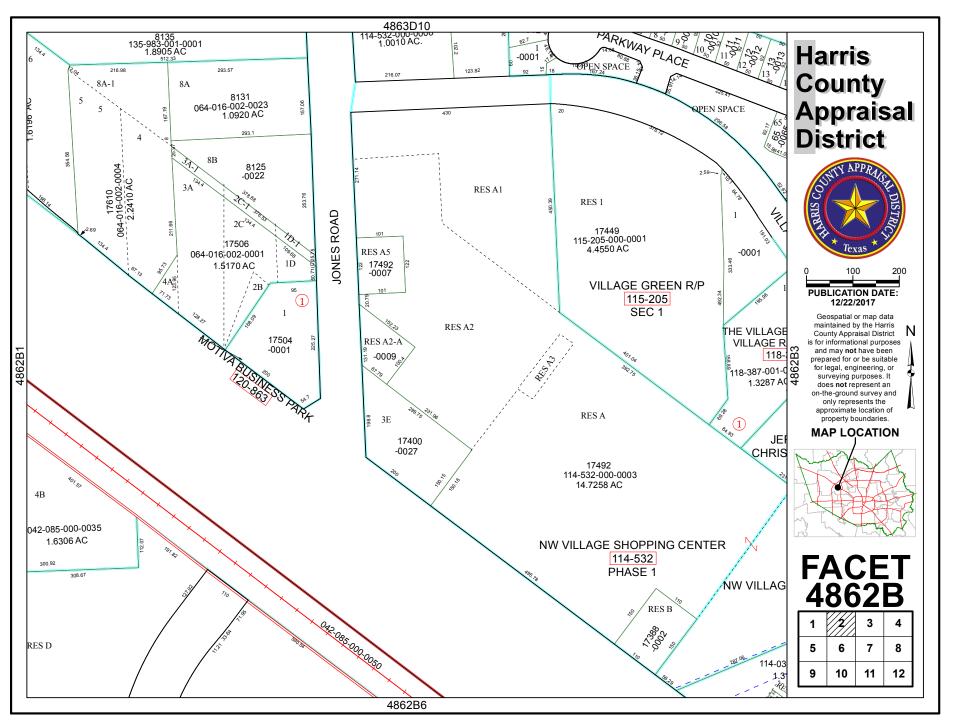
**Zoning Map of the City of Jersey Village** 



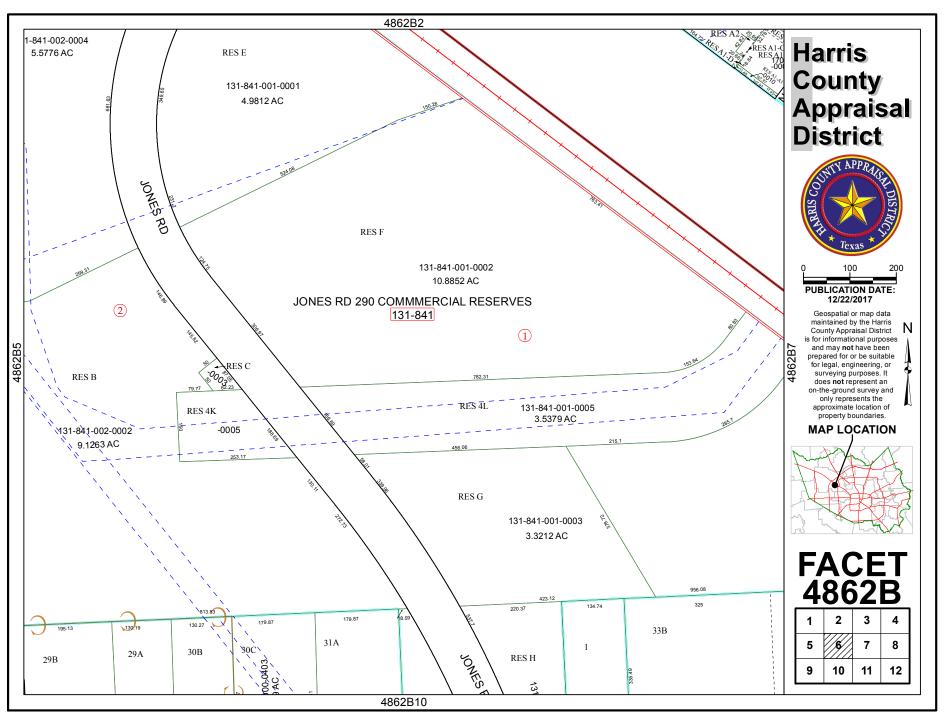


# Addendum B

Tax Plat Map – Harris County Appraisal District



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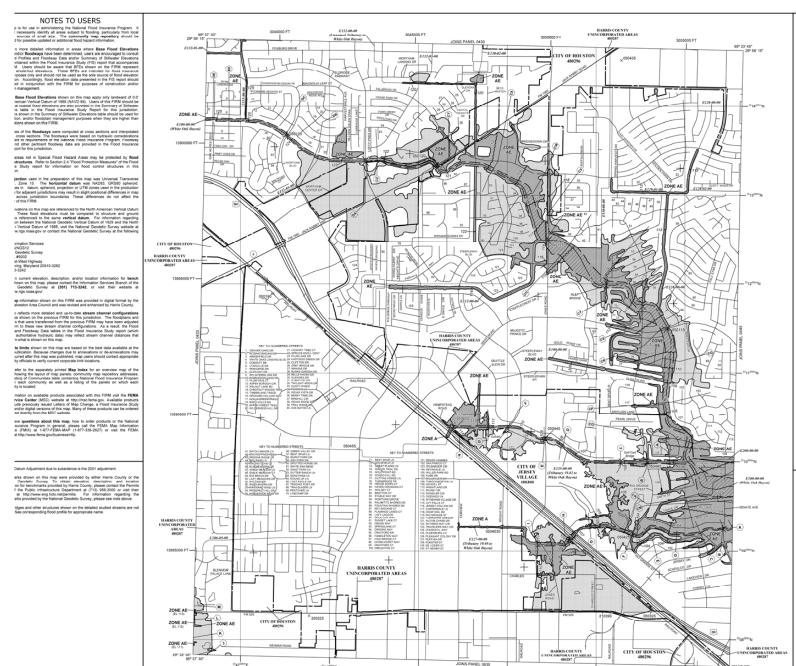
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Jones	Road	Holdin	g & Pı	oject	Vacan	t Land

# **Addendum C**

Houston, TX

Flood Plain Map



Costal flood zone with velocity hazard (wave action); no Base Flood Bhalloos determined. ZONE VE Coastal flood zone with velocity hazard (wave action); Base Flood Be FLOODWAY AREAS IN ZONE AE OTHER AREAS

ZOME X Areas determined to be outside the 0.2% annual chance floodplas
ZOME D Areas in which flood hazards are undetermined, but possible. COASTAL BARRIER RESOURCES SYSTEM (CBRS) AREAS OTHERWISE PROTECTED AREAS (OPA) (23) - - - - - (23) Transect line Road or Railroad Bridge Footbridge MAP SCALE 1" = 1000" 500 0 1000 2000 FEET PANEL 0440M NATIONAL FLOOD INSURANCE PROGRAM FIRM FLOOD INSURANCE RATE MA HARRIS COUNTY, TEXAS AND INCORPORATED ARE PANEL 440 OF 1150 MAP NUM 48201C04 MAD DEVI JUNE 9, 20 Federal Emergency Management

LEGEND

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Jones Road Holding & Project Vacant Land	Houston, TX

# Addendum D

**Subject Photos** 



Parcel 1A



Parcel 1B

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Parcel 2A



Parcel 2B

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<u>Jones</u>	Road	Holdin	g & P	roject	: Vacar	nt Land

# Addendum E

Houston, TX

**Land Sales** 

**Property Name:** 11930 Barker Cypress Rd

Property Address:

Houston, TX

11930 Barker Cypress Rd

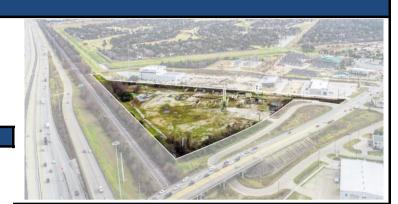
Government Tax Agency: Harris County Appraisal District

**Government / Tax ID:** 0421890000051

**Property / Site Analysis:** 

Status:

**Land Area (SF):** 506,603 **Land Area (Acres):** 11.63



Listing

# **Property Sale Summary:**

 Recorded Buyer:
 N/A
 Marketing Time:

 True Buyer:
 N/A
 Buyer Type:

 Recorded Seller:
 N/A
 Seller Type:

 True Seller:
 N/A
 Primary Verification:

 Interest Transferred:
 Fee Simple
 Transaction Type:

Current Use:

A THE COLUMN COL

Proposed Use: Commercial

Listing Broker:Boyd CommercialAsking Price:\$4,500,000Buyer Broker:-Price per SF:\$8.88Doc #:-Price Per Acre:\$386,930

# **Comments per CoStar Report:**

This is a property listed for sale at the corner of Hwy 290 and Barker Cypress. It has similar access to the subject being behind the railroad tracks with no direct access to the frontage road, and Barker Cypress providing the only entrance points. However Barker Cypress is a busier thoroughfare, with retail and residential uses in close proximity.

**Transaction Date:** 

Property Name: Wortham Blvd

Wortham Center Dr & Wortham

Property Address: Blvd

Houston, TX

Government Tax Agency: Harris County Appraisal District

**Government / Tax ID:** 0421290000112

Property / Site Analysis:

Status:

**Land Area (SF):** 87,991 **Land Area (Acres):** 2.02



1/30/2018

**Property Sale Summary:** 

**Recorded Buyer:** SM Houston PBR LLC **Marketing Time:** 966 days

True Buyer:Primax Properties LLCBuyer Type:Developer/OwnerRecorded Seller:Wortham Dev LTDSeller Type:Developer/Owner

True Seller: Great Americal Companies Primary Verification: Interest Transferred: Fee Simple Transaction Type: -

Current Use: - Transaction Date:

Proposed Use: Commercial

Listing Broker: Caldwell Companies Sale Price: \$600,000
Buyer Broker: - Price per SF: \$6.82

 Buyer Broker:
 Price per SF:
 \$6.82

 Doc #:
 20170462342
 Price Per Acre:
 \$297,030

**Comments per CoStar Report:** 

This property is located on Wortham Blvd & Wortham Center Dr. with regional location near US 290 & FM 1960/Highway 6. Excellent access from both US 290 & FM 1960. Close proximity to North Cypress Medical Center. This as a portion of a larger parcel. It was sold for \$600,000. Caldwell Companies represented the seller. The buyer used in-house representation.

**Property Name:** 11011 Jones Rd

Property Address: 11011 Jones Rd
Houston, TX

Government Tax Agency: Harris County Appraisal District

**Government / Tax ID:** 0481430000020

**Property / Site Analysis:** 

Status:

**Land Area (SF):** 107,528 **Land Area (Acres):** 2.47



12/28/2017

# **Property Sale Summary:**

Recorded Buyer:ND Hospitality LLCMarketing Time:66 daysTrue Buyer:Dineshbhai PatelBuyer Type:GovernmentRecorded Seller:Sai Shanti, IncSeller Type:Corporate/User

True Seller: Danny Kalyanji Primary Verification: Interest Transferred: Fee Simple Transaction Type: -

Current Use: -

Proposed Use: Commercial

Listing Broker: Amit Mehta INC Sale Price: \$1,000,000

Buyer Broker: - Price per SF: \$9.30

Doc #: Price Per Acre: \$405,104

# Comments per CoStar Report:

The 2.47 acre property sold for \$1,000,000 to a local hotel/motel owner developer. The property per the listing broker is slated for a 54 room motel development. There are no time lines set for the build out at this time but the broker stated the buyer will likely build as soon as possible. Both seller and buyers were not reachable or refused to comment comment on the transaction.

**Transaction Date:** 

**Property Name:** 8802 Jones Road

Property Address: 8802 Jones Road

Houston, TX

Government Tax Agency: Harris County Appraisal District

Government / Tax ID:

**Property / Site Analysis:** 

Status:

**Land Area (SF):** 176,854 **Land Area (Acres):** 4.06



**Property Sale Summary:** 

Recorded Buyer: Lidl US Operations LLC Marketing Time: -

True Buyer: Lidl US LLC Buyer Type: Corporate/User

Recorded Seller: Satsuma Interests LLC Seller Type: - wynunani Lake Development,

True Seller: Inc. Primary Verification: -

Interest Transferred: Fee Simple Transaction Type: -

Current Use: - Transaction Date: 2/27/2017

Proposed Use: Retail

 Listing Broker:
 Sale Price:
 \$2,232,973

 Buyer Broker:
 Price per SF:
 \$12.63

 Doc #:
 20170080506
 Price Per Acre:
 \$549,992

**Comments per CoStar Report:** 

The listing broker confirmed the sale. The seller acknowledged the sale, but did not disclose any detailed information. The buyer was not reachable for comment.

**Property Name:** W. Tidwell & NW Central Dr

Property Address: W. Tidwell & NW Central Dr

Houston, TX

Government Tax Agency: Harris County Appraisal District

**Government / Tax ID:** 1145720000018

**Property / Site Analysis:** 

Status:

**Land Area (SF):** 95,658 **Land Area (Acres):** 2.20



11/7/2016

**Property Sale Summary:** 

**Recorded Buyer:** S&D Business Inc **Marketing Time:** 1,069 days

True Buyer: - Buyer Type: -

Recorded Seller: Gusma Investments Seller Type: -

True Seller: Primary Verification: -

Interest Transferred: Fee Simple Transaction Type: -

Current Use: - Transaction Date:

**Proposed Use:** Commercial

Listing Broker: NAI Partners Sale Price: \$480,000
Buyer Broker: - Price per SF: \$5.02

Doc #: 20170080506 Price Per Acre: \$218,579

**Comments:** 

Located away from 290, however has decent access. Rectangular corner lot, with a small retail building under construction. Located inside Beltway 8, however surrounding area similar makeup to the subject. Property was on the market for approximately 3 years.

**Property Name:** 11220 Charles Rd

Property Address: 11220 Charles Rd Jersey Village, TX

Government Tax Agency: Harris County Appraisal District

**Government / Tax ID:** 0640150000038

**Property / Site Analysis:** 

Status:

Land Area (SF): 217,800 Land Area (Acres): 5.00



4/19/2017

**Property Sale Summary:** 

**Recorded Buyer:** Bassamco LLC **Marketing Time:** 

True Buyer: Texas Recycling Concrete Buyer Type: Individual

**Recorded Seller:** Arsham Metal Industries Inc. **Seller Type:** Developer/Owner

True Seller: - Primary Verification: -

Interest Transferred: Fee Simple Transaction Type: -

Current Use: -

Proposed Use: Industrial

 Listing Broker:
 Sale Price:
 \$1,200,000

 Buyer Broker:
 Price per SF:
 \$5.51

 Doc #:
 Price Per Acre:
 \$240,000

**Comments:** 

Located very close to the subject, just to the southeast. Does not have 290 or Jones Rd frontage, but surrounded by industrial uses. Assumed to be used as concrete recycling center. Sale price confirmed with seller.

**Transaction Date:** 

Jones Road Holding & Project Vacant Land	Houston, TX

# Addendum F

Qualifications



# Scott Fowler, MAI, CRE, FRICS Managing Director

#### Education

Texas A&M University Master of Land Economics and Real Estate Texas A&M University Bachelor in Finance

### **Professional Designations/Certifications**

Member, Appraisal Institute – MAI Counselors of Real Estate - CRE Fellow, Royal Institution of Chartered Surveyors - FRICS

Certified General Real Estate Appraiser

### **Professional Affiliations**

National Council of Real Estate Investment Fiduciaries (NCREIF)

#### **Professional History**

Alvarez & Marsal PricewaterhouseCoopers, LLP

#### **Contact Information**

Alvarez & Marsal 700 Louisiana Street, Suite 900 Houston, Texas 77002 713.547.3772 direct 713.547.3697 fax sfowler@alvarezandmarsal.com

# **Summary of Professional Experience**

Mr. Fowler's primary focus has been in valuation, appraisal review/management and portfolio analysis of investment grade real estate, due diligence, litigation support and consulting assignments for various classes of real property. Clients include financial institutions, government agencies, pension funds, life companies, law firms, institutional and private investors, major corporations and individuals.

Mr. Fowler's primary focus can be summarized as follows:

- Real Estate Valuation, Appraisal Review/Management and Ad Valorem Tax Analysis;
- Underwriting Due Diligence and Securitization Services;
- Acquisition / Disposition Due Diligence & Analysis;
- Distressed Real Estate Advisory Services;
- Portfolio Analysis & Market Assessment of Investment Grade Real Estate;
- Mark-to-Market Analysis;
- Litigation Support/Bankruptcy & Divorce Proceedings; Purchase Price Allocation Analysis
- Debt Valuation / Risk Analysis

Specialized areas of expertise include:

**Property Valuation:** Experience includes numerous property types including multifamily, office, retail, industrial and vacant land. Special purpose assets include residential and mixed-use developments, hotels, self-storage facilities and other special purpose properties.

**Appraisal Review/Management and Regulatory Review Services:** Appraisal Review/Management, Evaluation, Value Monitoring of real property for performing and non-performing loans, evaluation and liquidation analysis for OREO/REO and appraisal review for federally insured financial institutions.

You may wish to laminate the pocket identification card to preserve it.

The person named on the reverse is licensed by the Texas Appraiser Licensing and Certification Board.

Inquiry as to the status of this license may be made to:

Texas Appraiser Licensing and Certification Board P.O. Box 12188
Austin, Tx 78711-2188
www.talcb.texas.gov
(512) 936-3001
Fax:(512) 936-3899

SCOTT ALLEN FOWLER 700 LOUISIANA SUITE 3300 HOUSTON, TX 77002

> Texas Appraiser Licensing and Certification Board P.O. Box 12188 Austin, Texas 78711-2188

> > Certified General Real Estate Appraiser

Number#: **TX 1380254** 

Issued: 09/13/2017

Expires:

08/31/2019

Appraiser: SCOTT ALLEN FOWLER

Having provided satisfactory evidence of the qualifications required by the Texas Appraiser Licensing and Certification Act, Texas Occupations Code, Chapter 1103, is authorized to use this title, Certified General Real Estate Appraiser.

Douglas E. Oldmixon Commissioner

# Texas Appraiser Licensing and Certification Board

P.O. Box 12188 Austin, Texas 78711-2188
Certified General Real Estate Appraiser

Number: TX 1380254 G

Issued: 09/13/2017 Expires: 08/31/2019

Appraiser: SCOTT ALLEN FOWLER

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Douglas E. Oldmixon Commissioner

Alvarez & Marsal Disputes and Investigations, LLC (A&M) prepared this report for Olson & Olson, LLP, for a limited purpose. This document shall not be relied upon in making any decisions concerning the condition or value of the property or for any use (e.g. sale of the property). A&M has no liability for any use or reliance on the valuations in this document. In no event shall A&M, its affiliates, and personnel be liable for any claims, damages or costs arising out of this document, or the opinions herein.



# Michael Minix, MAI Manager

#### Education

Texas A&M University Master of Real Estate

Texas A&M University Bachelor in Finance

### **Professional Designations/Certifications**

Member, Appraisal Institute (MAI) Certified General Real Estate Appraiser, Multiple States

#### **Professional History**

Alvarez & Marsal Altus Group US, Inc.

### **Contact Information**

Alvarez & Marsal 700 Louisiana Street, Suite 3300 Houston, Texas 77002 713.300.8298 direct mminix@alvarezandmarsal.com

# **Summary of Professional Experience**

Mr. Minix's primary focus has been in valuation, appraisal review/management and portfolio analysis of investment grade real estate, due diligence, and consulting assignments for various classes of real property throughout the United States and Europe. Clients include financial institutions, pension funds, life companies, institutional and private investors.

Mr. Minix's primary focus can be summarized as follows:

- Real Estate Valuation
- Appraisal Review/Management
- Portfolio Valuation Management
- Portfolio Analysis & Market Assessment of Investment Grade Real Estate;
- Purchase Price Allocation Analysis

Specialized areas of expertise include:

**Property Valuation:** Experience includes numerous property types including multifamily, office, retail, industrial and vacant land. Special purpose assets include residential and mixed-use developments, hotels, self-storage facilities and other special purpose properties.

**Appraisal Review/Management Services:** Appraisal Review/Management for investment analysis, financing/CMBS securitization, portfolio asset management and acquisitions and dispositions. Experience includes a wide variety of property types including office (professional, medical and proposed), retail (restaurants, strip, shopping and power centers), service-commercial, mixed-use, industrial (manufacturing, distribution and R&D), self-storage, multi-family and raw land (commercial, industrial, residential).