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JOSEPH M. COURTNEY, SR., M.A.I., S.R.P.A.
(1924-1997)

May 17, 2022

Mr. Michael Thompson
City of Foley
P.O. Box 1750
Foley, Alabama 36536

RE: 20733 Miflin Road
Foley, Alabama 36535
Moe's Original Bar-B-Que/Loxley Farm Market

Dear Mr. Thompson:

According to your request, I inspected and completed an appraisal of the above referenced property. The inspection and appraisal were made for the purpose of estimating the market value of the leased fee interest in the Subject as of the date of my inspection. A definition of market value and a summary description of the Subject Property are included in the attached appraisal report.

In arriving at the market value estimate for the Subject Property, consideration was given to the Cost, Income and Sales Comparison approaches to Value. An analysis of the local market was made regarding the Subject's competitive position, comparable data and economic viability. The Subject Property was valued as of the date of my inspection, May 11, 2022.

Market Value Opinion – Leased Fee Interest
As of May 11, 2022

\$900,000

NINE HUNDRED THOUSAND DOLLARS

COVID-19 was confirmed on United States soil on January 21, 2020 by the CDC. The effective date of appraisal was after the confirmation of the virus on United States soil. Data before and after the confirmation date was used in my analysis. There has been no discernable change in supply and demand in the Subject market. The breadth and length of the **COVID-19** is unknown at this time. As of the date of this report, I have not observed any major market changes in the Baldwin County commercial real estate market.

The accompanying report, representing data compiled during my investigation in estimating the Final Valuation of the Subject Property, is furnished to you in accordance with your request. This appraisal is made in conformance with the Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Standards Board of the Appraisal Foundation. It was compiled utilizing the "Appraisal Report" reporting option within the USPAP Guidelines.

The undersigned appraiser has completed numerous appraisals of commercial property in the Foley/South Baldwin County market area over the past 40 years. Based on his training and expertise, he is fully competent to complete the specific engagement which is the Subject of this report.

I certify that I have no interest, present or contemplated, in the property described herein, and that neither the employment nor the compensation is contingent on the value of the property, and that this appraisal assignment was not based on a requested minimum valuation, a specific valuation, or the approval of a loan. According to my best knowledge and belief, all statements and information contained in this report are true and correct, subject to the limiting conditions.

This assignment was made subject to the regulations of the State of Alabama Real Estate Appraisers Board. The undersigned state licensed real estate appraiser has met the requirements of the Board that allows this report to be regarded as a certified appraisal.

Respectfully submitted,



Joseph M. Courtney, Jr.
JMCjr/kdn

SALIENT INFORMATION

Property Name/Type	Moe's Original Bar-B-Que, Foley, AL./Retail Warehouse/Restaurant
Real Estate Appraised	20733 Miflin Road
County or City	Foley, Baldwin County, Alabama 36535
Estate Valued	Leased Fee Interest
Client	City of Foley, AL c/o Mr. Mike Johnson
Owner	Coastal Alabama Farmers and Fisherman's Market
Most Likely Buyer	Owner Occupant
Land Size	.54± acres or 23,625± SF
Building Size	9,500± SF (5,702± SF heated and cooled/ 3,798± SF — warehouse)
Flood Hazard	Zone X
Zoning Classification	PDD — Planned Development District
Highest and Best Use	As Though Vacant – Commercial Use As Now Improved – Continued Use as a Restaurant/Retail
Effective Value Date	May 11, 2022
Date of Inspection	May 11, 2022
Report Preparation Date	May 9-16, 2022
Value Indications	Cost Approach—N/A Sales Comparison Approach — \$855,000 Income Approach — \$900,000
Final Value Conclusion	\$900,000

Noteworthy Issues

As a preview, the Subject site consists of a rectangular shaped .54± acre parcel of real estate located in the Northeast quadrant of Miflin Road and Koniar Way in Foley, Alabama. The improvements consist of a 9,500± square foot, prefabricated metal building that was built in 2013. The improvements have been designed and are utilized as a two-suite commercial property. The Loxley Farmers Market operates the North suite which is about 6,000 square feet and Moe's Original Bar-B-Que operates out of the South suite which consists of about 3,500 square feet of area.

The development would be considered a typical commercial facility for the Baldwin County/Foley market. It has been operated and occupied by local tenants for the past 9 years. The improvements are in good condition. Occupancy is 100%.

No atypical factors significantly affect value. The real estate appraised is generally typical for this type of property in this locale.

LIMITING AND CONTINGENT CONDITIONS

- 1.) That the value is reported in dollars on the basis of the currency prevailing on the date of this appraisal.
- 2.) It is assumed that the title to the property is good, marketable, and held in fee simple.
- 3.) It is assumed that there are no existing liens, encumbrances, or assessments due to the Subject Property. No responsibility for legal matters is assumed, and no right to expert testimony is included.
- 4.) Valuation is reported without regard to question as to the title, boundaries, encumbrances, or encroachments.
- 5.) Possession of this report, or a copy thereof, does not carry with it the right of publication, nor may it be used for any purpose by any but the recipient, without the written consent of the appraisers.
- 6.) In this report, the distribution of the total valuation between land and improvements, if any, applies only under the existing program of utilization.
- 7.) The separate valuations for land and buildings, if any, must not be used in conjunction with any other appraisal, and are invalid if so used.
- 8.) The appraiser has no present contemplated future interest in the property herein appraised.
- 9.) This appraisal has been made in accordance with the rules of the professional ethics of the Appraisal Institute.
- 10.) All information gathered by the appraiser in the course of this assignment is believed to be true and correct. No responsibility is assumed for any erroneous information given to the appraiser by others.
- 11.) The existence of hazardous materials, which may or may not be present on the property, was not observed by the appraiser. The appraiser has no knowledge of the existence of such materials on or in the property. The appraiser, however, is not qualified to detect such substances. The presence of potentially hazardous materials may affect the value of the property. The value estimate is predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for any such condition or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired.

LIMITING AND CONTINGENT CONDITIONS (CONT.)

- 12.) No responsibility is assumed for the effect on value of hidden or unapparent conditions of the sub-soil or structures; or for arranging engineering studies to discover such conditions.
- 13.) The Americans with Disabilities Act (ADA) – This act became effective January 6, 1992. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property is not in compliance with one or more of the requirements of the act. If so, this fact could have a negative effect upon the value of the property. Since we have no noncompliance with the requirements of ADA in estimating the value of the property unless specifically mentioned in this report.
- 14.) The appraisal is to be used in whole and not in part. No part of the appraisal shall be used in conjunction with any other appraisal. Publication of the appraisal or any portion thereof without the prior written consent of Courtney & Morris Appraisals, Inc., is prohibited. This appraisal may not be used by any person other than the party to whom it is addressed or for the purposes other than for which it was prepared.
- 15.) This appraisal/inspection is not a home/building inspection, structural inspection, or pest inspection. By preparing this report, the appraiser is not acting as a home/building inspector, structural engineer, or pest inspector. In performing the limited inspection of this property, areas that were readily accessible were visually observed and the review is superficial only. This inspection is not technically exhaustive and does not offer warranties or guarantees of any kind. It is advised to have the structure inspected by an inspector that offers such warranted or guaranteed inspection if there is any concern regarding adverse or negative conditions.
- 16.) No furniture, fixtures, inventory or equipment utilized in the operation of the Subject Property were considered in this appraisal. This would also include any specialty and/or trade equipment. These improvements are considered to be personal property and should be evaluated by an expert in that field if desired.
- 17.) The global outbreak of a "novel coronavirus" known as COVID-19 was officially declared a pandemic by the World Health Organization (WHO). The reader is cautioned, and reminded that the conclusions presented in this appraisal report apply only as of the effective date(s) indicated. The appraiser makes no representation as to the effect on the Subject Property of any unforeseen event, subsequent to the effective date of the appraisal.

EXTRAORDINARY ASSUMPTIONS & DISCLOSURES

An extraordinary assumption is defined by the Uniform Standards of Professional Appraisal Practice (USPAP) to be “an assumption, directly related to a specific assignment, as of the effective date of the assignment results, which, if found to be false, could alter the appraiser’s opinion or conclusions”. Extraordinary assumptions presume as fact otherwise uncertain information. In other words, this type assumption involves uncertainty about an underlying premise. An example is a survey that displays a lot size. If the lot size is later found to be much smaller, then the value conclusion may be negatively affected.

USPAP Standard Rule 1-2(f) requires the identification of all extraordinary assumptions that are necessary for credible assignment results. This appraisal employs the following extraordinary assumptions.

- 1.) Features of the Subject site such as legal description, dimensions, size, etc. were either obtained from publicly available sources or the borrower. All information taken therefrom is assumed reasonably correct.
- 2.) Details of the improvements thereon including yet not limited to floor plans, construction materials, dimensions, etc. were obtained from personal observation, building plans, interview with the client and/or measurements. All are assumed reasonably correct.
- 3.) Observations of the Subject improvements were limited to the entire site, none of the roof (not visible from the ground), most exterior walls (as visible from the ground), and all of the interior of the building. Unseen spaces are assumed to have physical condition and construction quality similar to that in observed spaces. It is further assumed the Subject has no hidden defects. The appraiser did not attempt to study, dig, probe, investigate, detect, remove materials, or discover unfavorable physical features.
- 4.) Real estate tax information for the Subject was obtained from the Baldwin County Tax Assessor’s Office so it is assumed correct. All information from any credible source is assumed reasonably correct. Moreover, this information is assumed the most recent that is expeditiously available to the public.
- 5.) Public water and sewer lines are connected to and serve the Subject improvements. This appraisal assumes these systems possess sufficient capacity to serve the intended use of the Subject improvements, if any. This appraisal also assumes the water is potable and non-contaminated. If these systems were inadequate to serve the subject’s intended use, then the subject’s value and marketability would be adversely affected.

EXTRAORDINARY ASSUMPTIONS & DISCLOSURES (CONT.)

- 6.) A recently issued title policy was not furnished to the appraiser. If a value-impairment is identified or suggested in a title policy, another professional report, or some other document, this appraisal does not address issues that are significantly atypical for a valuation of this type property unless specifically identified in the Scope of Work section of this report.

The above extraordinary assumptions as well as other assumptions anywhere herein are integral premises upon which the conclusions in this document are based, if any of these assumptions are later found to be materially untrue or inaccurate, then this report's assignment results may or may not be affected.

HYPOTHETICAL CONDITION

USPAP defines a hypothetical condition 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 assume conditions that are contrary to known fact. None were considered for this assignment.

PHOTOGRAPHS OF SUBJECT PROPERTY



FRONT OR WEST ELEVATION



REAR OR EAST ELEVATION

PHOTOGRAPHS OF SUBJECT PROPERTY (CONT.)



SOUTH ELEVATION



VIEW OF ACCESS ROAD BY WOLF BAY LODGE

PHOTOGRAPHS OF SUBJECT PROPERTY (CONT.)



VIEW OF FARMERS MARKET LANE



MOE'S — DINING AREA

PHOTOGRAPHS OF SUBJECT PROPERTY (CONT.)



MOE'S — BAR/COUNTER



MOE'S — KITCHEN

PHOTOGRAPHS OF SUBJECT PROPERTY (CONT.)

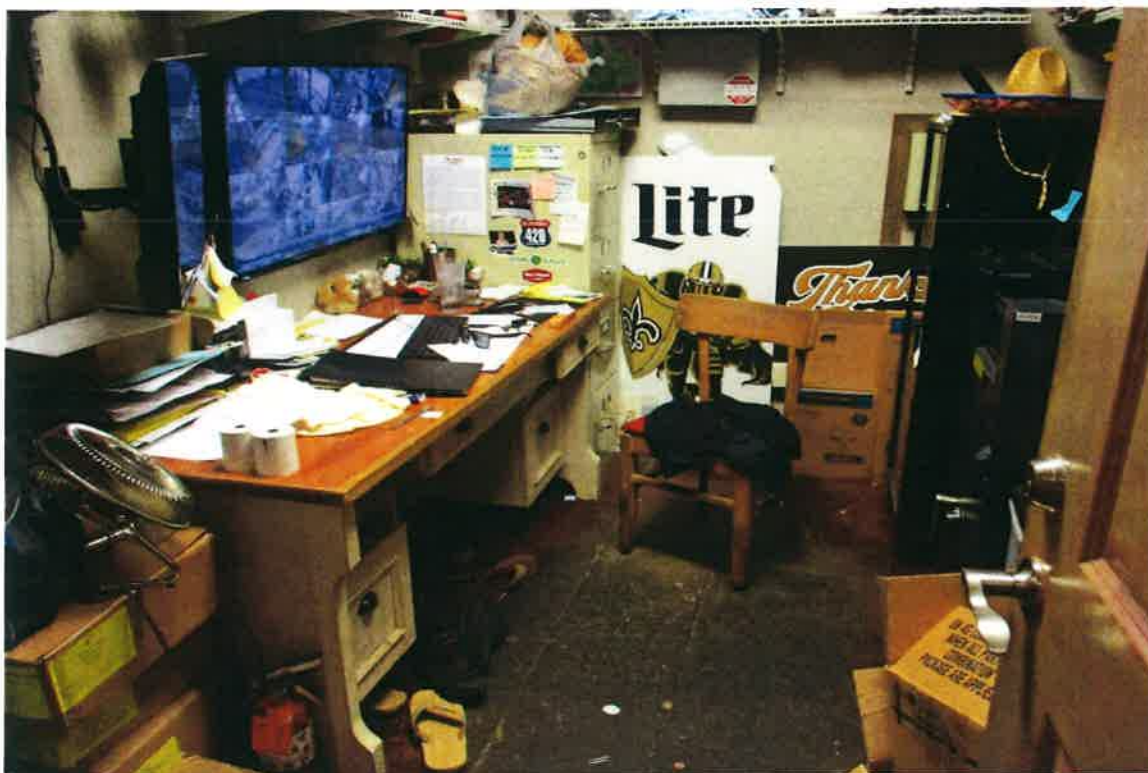


MOE'S — STORAGE



MOE'S — PREPARATION AREA

PHOTOGRAPHS OF SUBJECT PROPERTY (CONT.)



MOE'S — OFFICE



MOE'S — RESTROOM

PHOTOGRAPHS OF SUBJECT PROPERTY (CONT.)



MOE'S — RESTROOM



LOXLEY — DISPLAY AREA

PHOTOGRAPHS OF SUBJECT PROPERTY (CONT.)



LOXLEY — DISPLAY AREA



LOXLEY — KITCHEN

PHOTOGRAPHS OF SUBJECT PROPERTY (CONT.)



LOXLEY — STORAGE



LOXLEY — COOLER/HALLWAY

PHOTOGRAPHS OF SUBJECT PROPERTY (CONT.)



LOXLEY — WAREHOUSE



LOXLEY — PREPARATION

PHOTOGRAPHS OF SUBJECT PROPERTY (CONT.)



LOXLEY — RESTROOM



LOXLEY — HALLWAY

PHOTOGRAPHS OF SUBJECT PROPERTY (CONT.)



LOXLEY — RESTROOM



LOXLEY — RESTROOM

IDENTIFICATION AND PURPOSE OF THE APPRAISAL

The Subject Property

The Subject Property consists of an approximate .54± acre tract of land that is improved with an approximate 9,500 square foot retail/warehouse building that has been used as a restaurant and retail farmer's market for the past nine ± years. The site is situated in the Northeast quadrant of Mifflin Road and Koniar Way in Foley, Alabama. Specifically, it lies at the East terminus of Farmers Market Lane about 600 feet East of Koniar Way. The property is further described within the body of this appraisal.

Physical Address of the Subject Property

20733 Mifflin Road, Foley, Alabama 36535

Effective Date of Appraisal

May 11, 2022

Date of Inspection

May 11, 2022

Date of Appraisal

May 17, 2022

Owner

Coastal Alabama Farmer's and Fisherman's Market
407 East Laurel Avenue
Foley, Alabama 36536

Legal Description

A legal description for the Subject Property was not provided for this assignment. Site configuration and dimensions were provided by the client.

IDENTIFICATION AND PURPOSE OF THE APPRAISAL (CONT.)

Property Rights Appraised

Leased Fee Interest

Definition of Leased Fee Interest

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

(Source: *The Dictionary of Real Estate Appraisal*, 6th Edition, published by the Appraisal Institute, 2015.)

Zoning

The Subject Property is located within the Foley corporate city limits and is zoned PDD; Planned Development District. The current use of the Subject Property as retail/warehouse /restaurant space is permitted by right under this zoning classification based upon an approved conceptual master plan adopted by the City of Foley.

Utilities

Utilities available to the Subject Property consist of city sewer, electricity, city water, cable television, natural gas, and telephone service.

Ad Valorem Taxes

The Subject Property is currently assessed as part of a larger land tract. Information concerning the parent tract for the Subject Property is as follows:

Owner:	Coastal Alabama Farmers and Fishermans Market
PPIN:	352422
Tax I.D.#:	61-02-04-0-000-012.009
Assessed Value of Land:	\$1,085,900 (13± acre site)
Assessed Value of Improvements:	\$910,600
Total Assessed Value:	\$1,996,500
Tax Liability for 2021:	None changed due to the tax status of the owner.

IDENTIFICATION AND PURPOSE OF THE APPRAISAL (CONT.)

Comments: It is my understanding that the current ownership is being dissolved and the tax-exempt status of the Subject Property will change to a taxable property.

Purpose and Function of the Appraisal

This appraisal is made at the request of Mr. Mike Johnson, of the City of Foley, Alabama, for the purpose of estimating the market value of the leased fee interest in the Subject Property, based on market conditions prevailing as of May 2022. The appraisal will be utilized in evaluating the Subject Property in matters relative to the possible sale of the Subject Property.

Definition of Market Value

Market Value, as defined by the Financial Reform, Recovery, and Enforcement Act of 1989 (FIRREA), effective August 9, 1990; Reaffirmed December 10, 2010.

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

- 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.

IDENTIFICATION AND PURPOSE OF THE APPRAISAL (CONT.)

Source: Code of Federal Regulations

C.F.R – Part 34

Definition of Highest and Best Use

"The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physically possible, financial feasibility, and maximum productivity."

(Source: *The Dictionary of Real Estate Appraisal*, Sixth Edition, published by the Appraisal Institute, 2015.)

Highest and Best Use of the Subject Property

In considering the highest and best use, I have considered all factors relative to the highest and best use. This includes the physically possible use, legally permissible use, economically feasible use, and that use of the aforementioned uses that generates the highest net economic return. I have outlined the various locational features in the "Neighborhood Data" section of this report. In considering the locational features, existing improvements, zoning, and all other factors I consider the highest and best use of the Subject Property, both as "vacant" and "improved" to be for commercial utilization orientated towards some type of retail/service enterprise. I anticipate that this conclusion will be apparent to the user of this report as they assimilate its contents. There is no available alternate use that could justify demolition or extensive renovation of the Subject improvements.

Physically, the site is located about 600 feet East of Koniar Way at the East terminus of Farmers Market Lane in the Southeastern sector of Foley. The parcel is located just West of the OWA development which is situated at the Northwest corner of the Foley Beach Express and Miflin Road. Alabama Highway 59 or South McKenzie Street is the primary North/South traffic

IDENTIFICATION AND PURPOSE OF THE APPRAISAL (CONT.)

artery for Baldwin County and lies about 1.75 miles West. The parcel is situated approximately 20 miles South of the Interstate 10/Highway 59 interchange in Loxley and about 21 miles South of the Interstate 10/Baldwin Beach Express interchange in Rosinton, so access to Mobile, Pensacola, and beyond is convenient. The location is considered to be above average and centralized.

As previously stated, the site encompasses an area of approximately 23,625± square feet or .54± acres. It is rectangular in configuration with approximately 50 feet of frontage along Farmers Market Lane. Farmers Market Lane is a public asphalt paved right-of-way that extends East about 600 feet from Koniar Way. Access is also available via easement through the Wolf Bay Lodge parking lot that fronts Miflin Road. The parcel has a level topography that varies between 62 to 64 feet above sea level. Access and visibility are considered to be average as the site lies only a short distance North of Miflin Road. All public utilities are available to the site including city water and sewer. From a physical standpoint, the site appears to have adequate size, access, and utilization character to attract development from commercial entities.

From a financially feasible perspective, the site appears to be attractive for retail usage due to its proximity to the Foley Beach Express and Highway 59, and surrounding property uses. Uses in the immediate vicinity include the aforementioned OWA project, Tanger Outlet Center mall, restaurants, national retail outlets (Office Depot, Lowes, Home Depot, etc.), and numerous professional office buildings.

The Subject site is presently improved with an approximate 9,500 square foot retail/warehouse building that is presently leased to Moe's Original Bar-B-Que for a base rent of \$3,920/month or \$47,040/year and to Alescia Forland for a base rent of \$3,750/month or

IDENTIFICATION AND PURPOSE OF THE APPRAISAL (CONT.)

\$45,000/year. In total, the building has a total base rent of \$92,040/year or \$9.69/SF. Both leases expire in about a year, but options are available to the tenants. My research leads me to conclude that market rent would fall in the range of \$8 to \$10 per square foot. Assuming this revenue production, I conclude that the continued utilization of the building for retail service is a feasible use for the property.

Having examined the possible, legal, permissible, and feasible uses, the next step to consider the use that would produce the highest return to the owner. After a careful and thorough analysis, I am of the opinion that the highest and best use of the Subject Property would be for continued utilization as retail/warehouse space. This conclusion considers the property as if vacant and unimproved and as is. There is no alternate use available that could support demolition or extensive renovation of the Subject Property that could produce a higher return to the owner.

Flood Zone

According to the Flood Insurance Rate Map No. 01003C-0931M, the site is situated in Flood Zone X. This zone consists of areas outside of the 500-year flood plain and is considered an area of minimal flooding. Said map was prepared by the Flood Emergency Management Agency and is dated April 19, 2019.

Three Year Sales History

There have been no transactions involving the Subject Property over the past three years. This was verified by researching the Baldwin County Probate Records and a discussion with Mr. Mike Johnson, of the City of Foley. The property has been under its current ownership since at

IDENTIFICATION AND PURPOSE OF THE APPRAISAL (CONT.)

least 2012. To my knowledge the property has not been offered for sale during this period of ownership.

Scope of the Appraisal

The scope of the assignment included a consideration of the geographical influences, customary data collection regarding comparable site and improved sales. This information was compiled in this appraisal report.

The geographical scope included a physical inspection of the Subject Property, the Subject neighborhood, the Subject market area with consideration of any influences attributed to the neighboring areas in Baldwin County. Areas of concentration were in close proximity to the Subject, with major emphasis given to those areas most similar to the Subject neighborhood in terms of property use, development history and similar trends in terms of real estate related factors. A physical inspection of the Subject Property and immediate neighborhood was made on May 11, 2022.

The appraiser completed two of the three traditional approaches to value in the compilation of this appraisal. The Cost Approach was not applied as it is deemed to have no significance to a potential purchaser. I am unaware of any instances where buyers would place any significance on a Cost Approach value conclusion on an existing retail/warehouse building property. This information might be considered "nice to know", but is not considered by the buyer public on existing properties like the Subject.

The Income Approach to Value was applied. In this valuation technique, I have embarked on an income and expense analysis that a typical purchaser of the property would likely formulate to justify a purchase decision. This technique is considered to have major

IDENTIFICATION AND PURPOSE OF THE APPRAISAL (CONT.)

emphasis in the appraisal of properties similar to the Subject, particularly those that are encumbered by leases to quality tenants.

The comparable properties analyzed in the Sales Comparison Approach were sales of similar buildings in the South Baldwin County market area that were felt to be the most comparable to the Subject in critical aspects (size, location, highest and best use, access, etc.). This information will be presented in the Sales Comparison Approach section of this report. This approach is typically afforded lesser emphasis on income properties like the Subject.

In accordance with the Uniform Standards of Professional Appraisal Practice (USPAP) and Title XI of the Federal Financial Institutions Reform, Recovery and Enforcement Act of 1989 (FIRREA), the appraiser has compiled this report using the "Appraisal Report" format. As such, it includes summary discussions of the data, reasoning and analysis that were used in the appraisal process to develop the appraiser's opinion of value. Supporting documentation is retained in the appraisal file. The information contained in this report is specific to the needs of the client and for the intended use stated elsewhere in this report. The appraiser is not responsible for any unauthorized use of this report.

The data collection, verification and analysis is typical of that customarily employed in the process of arriving at a value conclusion for similar properties. The appraiser's investigation included research of public records, commercial sources of data, personal interviews with the principals involved in similar properties, pertinent data provided by other professionals in the local real estate business (agents, appraisers, investors, bankers, etc.) and the appraiser's own data files. Search parameters such as dates of sale, location, size and distances from the Subject Property will start with relatively narrow constraints and, if necessary, be expanded until the

IDENTIFICATION AND PURPOSE OF THE APPRAISAL (CONT.)

appraisers have either retrieved data sufficient (in the appraiser's opinion) to estimate the market value or until the appraiser believes that he has reasonably exhausted the pertinent and available pool of data. Research of this data has been verified with persons directly involved in the transactions, such as buyers, sellers, or representative agents. At the appraiser's discretion some data may be used without personal verification if, in the appraiser's opinion, the data researched appears to be correct and primary sources were not available or unwilling to cooperate.

Comparable data included in the analysis typically consists of cost estimates/data, closed sales, pending sales, comparable rentals, and both current and expired/withdrawn/deleted listing information. The appraisal report includes only the data considered to be most pertinent to the valuation assignment. Public records utilized are primarily information gathered from the Baldwin County's Probate Judge and the Revenue Commissioner Offices. Multiple listing records were obtained from the Baldwin County Multiple Listing Service and the Gulf Coast Commercial MLS. Not all local brokers or sellers or buyers participate in the MLS system, so personal interviews are often necessary with brokers, agents and investors when analyzing properties that are either geographically or physically close to the areas of expertise of these professionals.

In addition, I am in regular contact with active and knowledgeable real estate brokers, developers, investors, appraisers and bankers to help interpret and understand the local real estate market. This is a continual process that provides valuable insight that is critical in the transformation of data into reasonable and supportable value conclusions.

An environmental assessment was not provided to the appraiser for this assignment for review. The appraiser is not a qualified environmental engineer, and as such, have neither made

IDENTIFICATION AND PURPOSE OF THE APPRAISAL (CONT.)

an environmental site assessment nor an environmental examination of the Subject site. The market value estimate contained herein assumes that there is no contamination present. However, the appraiser specifically reserves the right to revise this appraisal should any hazardous material be found on or about the Subject Property.

Also, I have not examined any engineering studies done on the Subject, therefore, for valuation purposes the appraiser assumes that the site has adequate drainage capabilities and load bearing qualities. This seems to be a reasonable assumption based on our inspection of the Subject and the fact that there is existing development within the Subject's immediate vicinity, built on similar soil types. However, should engineering or soil tests indicate that the soil types or drainage conditions are inadequate to support the Subject's existing improvements the appraiser reserves the right to adjust the Subject's value as estimated and described within this appraisal report.

The scope of work requires compliance with the Uniform Standards of Professional Appraisal Practice promulgated by the Appraisal Standards Board of the Appraisal Foundation. Our appraisal has been based on specific guidelines that deal with procedures to be followed in developing an appraisal, analysis or opinion of value.

Reporting Option

This appraisal has been compiled using the "Appraisal Report" reporting option within the USPAP guidelines.

Disclosure of Competency

The appraiser signing this report have completed numerous appraisal assignments of commercial properties in the Baldwin County market area encompassing the Subject's location.

IDENTIFICATION AND PURPOSE OF THE APPRAISAL (CONT.)

Based on his training and expertise, he is fully competent to complete the specific engagement which is the subject of this report. Joseph M. Courtney, Jr. has been employed with Courtney & Morris Appraisals, Inc. as a real estate appraiser since August of 1981.

Exposure Time

Exposure time is defined as "the length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; a retrospective estimate based upon an analysis of past events assuming a competitive and open market." (Source: Statement of Appraisal Standards No. 6). The estimated exposure time for the Subject Property is 6 to 12 months.

Marketing Time

Marketing time is defined as "an estimate of the amount of time it might take to sell a property interest in real estate at the estimated market value during the period immediately after the effective date (valuation date) of the appraisal". (Source: USPAP Advisory Opinion G-7). Based on activity in this sector of the market, it is my opinion that the Subject Property has a marketing time of 6 to 12 months "as is".

Intended User

The intended user of this report is Mr. Mike Johnson, of the City of Foley, Alabama, and or assigns.

Use of the Subject Property

USPAP requires that the appraiser state the use of the Subject Property. The Subject Property consists of an approximate .54± acre tract of land that is improved with an approximate

IDENTIFICATION AND PURPOSE OF THE APPRAISAL (CONT.)

9,500 square foot commercial building used as a local farmers market and Moe's Original Bar-B-Que restaurant. This use is reflected in this appraisal.

Appraiser Information

Joseph M. Courtney, Jr., Alabama State Certified General Real Estate Appraiser No. G00094, who resides at 29 Hillwood Road, Mobile, Alabama 36608, is an employee of Courtney & Morris Appraisals, Inc. (EIN: 63-0732932), whose principal address is 8477-A County Road 64, Suite 4, Daphne, Alabama 36526.

Prior Services

USPAP requires the appraiser to inform the client of any prior services regarding the Subject Property during the preceding 3-year period, as an appraiser or in any other capacity. Joseph M. Courtney, Jr. has not previously appraised or performed any services relative to the Subject Property within the preceding 3-year period.

NEIGHBORHOOD DATA

The Subject Property is located in the Northeast quadrant of Mifflin Road (County Road 20) and Koniar Way in Foley, Baldwin County, Alabama. The parcel lies adjacent and West of the sprawling OWA development in the Southeast sector of town.

Forbes.com has named Baldwin County's Eastern Shore (includes Foley) as the 4th best place to live in the United States in the event of an economic recession. This was based on an analysis of recent U.S. Census data and federal unemployment statistics.

The article states that families living along the Eastern Shore were more likely to have relatively low mortgage debt, higher-than-average income, and high level of education. Less than 40% of homes on the Eastern Shore are mortgaged and about 30% of the area's population held a bachelor's degree or higher (national average is about 26%).

Foley is an approximate 45-minute drive from both downtown Mobile, Alabama, to the West, and downtown Pensacola, Florida to the East. The primary access routes to Foley are U.S. Highway 98, which runs along the Eastern Shore to Mobile Bay, and then in an Easterly direction from the Mullet Point area through Foley to Pensacola, Florida; and Alabama Highway 59, which runs North-South the entire length of Baldwin County. Highway 59, which is a four-lane artery from Interstate 10 to its terminus in Gulf Shores, serves as the primary conduit from both Interstates 10 and 65 through Foley to the Alabama Gulf Coast. According to the Alabama Traffic Flow Map, Highway 59 is the most heavily traveled highway in South Baldwin County.

The OWA development consists of approximately 520± acres located at the Northwest corner of County Road 20 (Mifflin Road) and the Foley Beach Express. The property was developed by the Poarch Band of Creek Indians and opened to the public in July, 2017. The project features 21 amusement park rides, a motel, restaurants, and shopping. The facility will

NEIGHBORHOOD DATA (CONT.)

also comprise a 14 acre lake with a 1.5 acre island, a 400-seat amphitheater, and boathouses on the lake.

Later phases of the project are to include a 16 acre expansion to the existing 14 acre amusement park, a 170-space RV park and 2 more motels in addition to the existing 150-room Marriott TownPlace Suites motel.

Some of the tenants in the initial phase of the restaurant/retail area include Sunglass World, Wahlburgers Restaurant, Alvin's Island, Fairhope Soap Company, Hershey's Ice Cream Shop, and Utopia.

The entire OWA buildout represents a \$500 million investment by the Poarch Tribe. The first 2 phases represent a \$240 million investment, with total buildout scheduled over the next 5 years. Fact sheets put out by OWA project a \$244 million impact on Baldwin County's economic output and a \$78.5 million bump to the region's payroll.

The Tanger Center Outlet Mall (formerly known as the Riviera Center), is located on the South side of town and was completed in 1989 (Phase I). It is an upscale outlet mall and, since its inception, has had several major expansions. With its latest addition, total number of stores within the mall is in excess of 130, and it is by far the largest retail center in Baldwin County.

This property was reported to be one of the nation's leading outlet malls based on sales per a renovation over the past decade. It is anchored by various well-known regional and national companies and comprises over 557,000 square feet of gross leasable space. The center has enjoyed good occupancy over the years and has undergone owner. Prominent tenants for the Tanger Center include:

NEIGHBORHOOD DATA (CONT.)

<u>Company</u>	<u>Product</u>
Banana Republic	Apparel
Vera Bradley	Apparel
Nike	Sporting Apparel
Polo/Ralph Lauren	Apparel
Tommy Hilfiger	Apparel
Johnston & Murphy	Shoes

Since its development, the Tanger Center seems to have acted as a catalyst for new development in Foley. Wal-Mart opened a “Super Center” in the fall of 1993, and since then several automobile dealerships, several new motels, numerous restaurants, and various other businesses have constructed new facilities in Foley. Home Depot, Lowe’s Home Center, and Office Depot have all built new stores in Foley within the past ten years.

The entire South Baldwin County area has experienced a similar pattern of economic growth, and retail sales tax revenues reported by the City of Foley are indicative of the strength of the area’s economy. As the following table indicates, sales tax revenues have consistently experienced double-digit growth since fiscal year 1987 - 1988, with an average annual compound increase through fiscal year 2007 – 2008 of approximately 15.70%. Sales receipts for 2008-2009 were down about 9%, which was reflective of a poor national and regional economy. The numbers from 2009-2010 were up about 6%, which is considered a positive based on the BP/Transocean Oil spill’s impact on the Gulf Coast. The numbers for 2010-2011 show an approximate 9% increase over the preceding year. The sales receipts for 2011-2012, 2012-2013, and 2013-2014 increased at just over 5% per year. The information provided for 2014-2015

NEIGHBORHOOD DATA (CONT.)

indicated continued growth at just over 5.7%. The fiscal year 2015-2016 finished about 5% over 2014-2015. Sales tax collected for 2016-2017 was up a whopping 37% over the previous year assisted by a 1% temporary sales tax increase that started in April of 2017. Taxes collected for the 2017-2018 fiscal year were up about 22.57%. Collections for the 2018-2019 were up about 8.42%. 2019-2020 showed gradual growth at 2.56% which is outstanding considering the impact of COVID-19 on retail stores. 2020-2021 showed a significant increase of about 28%. The first 6 months of 2021-2022 are about \$450,000 over budget and ahead of the previous year. Please refer to the following table.

NEIGHBORHOOD DATA (CONT.)

<u>Fiscal Year</u>	<u>Sales Tax Receipts</u>	<u>% Increase</u>
1987-1988	\$676,554	
1988-1989	\$948,316	40.2%
1989-1990	\$1,123,459	18.5%
1990-1991	\$1,316,704	17.2%
1991-1992	\$1,585,448	20.4%
1992-1993	\$1,946,291	22.8%
1993-1994	\$2,302,882	18.3%
1994-1995	\$2,706,897	17.5%
1995-1996	\$2,988,526	10.4%
1996-1997	\$3,751,253	25.5%*
1997-1998	\$3,724,526	-0.7%*
1998-1999	\$4,010,786	7.7%
1999-2000	\$4,536,508	13.1%
2000-2001	\$4,508,499	-0.6%
2001-2002	\$4,737,155	5.1%
2002-2003	\$4,900,975	5.6%
2003-2004	\$5,404,740	8.1%
2004-2005	\$5,816,915	7.6%
2005-2006	\$6,607,451	13.6%
2006-2007	\$10,001,186	51.4%
2007-2008	\$11,076,504	10.75%
2008-2009	\$10,015,279	-9.04%
2009-2010	\$10,075,681	6.03%
2010-2011	\$10,959,261	8.78%
2011-2012	\$11,397,278	4.00%
2012-2013	\$12,023,754	5.50%
2013-2014	\$12,699,430	5.62%
2014-2015	\$13,428,794	5.74%
2015-2016	\$14,100,815	5.00%
2016-2017	\$19,280,693	36.73%
2017-2018	\$23,546,995	22.57%
2018-2019	\$25,528,657	8.83%
2019-2020	\$26,182,785	2.56%
2020-2021	\$33,609,031	28.36%
2021-2022 (6 Months)	\$16,343,277	N/A

*Temporary sales tax implemented in April, 2017. Sales tax increased from 2% to 3%. An additional \$13,146,814 was raised by this tax from April, 2017 to September 2018.

NEIGHBORHOOD DATA (CONT.)

In January, 2014, the City of Foley a developer requested 1% user fee to be charged at retail stores on top of the existing 9% city, county and state sales taxes to assist in paying for site work and infrastructure improvements. The fee is to be split 70-30, with 30% going to the City for infrastructure improvements.

Big Lots and Hobby Lobby have recently completed stores just North of Miflin Road. The City has agreed to pay \$1.2 million dollars towards infrastructure improvements for these retailers. In addition to these big box retailers, a Whataburger restaurant has recently opened on South McKenzie Street just South of County Road 20 in front of Lowes.

The recent business construction appears to be a trend in South Baldwin County when one considers the Walmart Super Center was recently completed in Robertsedale, the uptick in new businesses, particularly restaurants, in Orange Beach.

After a decline following the BP Oil Spill in 2010, tourism rebounded positively in 2011 and 2012. The previous record for gross lodging revenue was established in 2007 at \$232 million. Those figures topped \$276 million in 2011, and have continued to escalate.

Lodging tax receipts for the City of Foley have generally increased steadily over the past seven years with the exception of 2020 (COVID-19). The upward trend continued in 2015 and 2016 with an approximate 10% increase in lodging taxes for 2015, 12% for 2016, and 13% for 2017. 2018 continued this trend increasing at about 15% over 2017. 2019 were up about 13% over 2018 figures. 2020 figures were down about 10%, but rebounded strongly (+90%) in 2021. Lodging tax information supplied by the City can be found on the following page.

NEIGHBORHOOD DATA (CONT.)

100-10144031

CITY OF FOLEY
LOADING TAX

Month	FY 12	FY 13	FY14	FY15	FY16	FY17	FY18	FY 19	FY 20	FY 21	FY 22	Budget FY21
OCTOBER	\$ 6,272.06	\$ 18,348.68	\$ 19,193.53	\$ 42,539.18	\$ 56,582.20	\$ 60,431.43	\$ 80,876.30	\$ 90,736.59	\$ 76,753.78	\$ 138,952.83	\$ 146,370.76	\$ 104,254.31
NOVEMBER	\$ 16,684.71	\$ 26,077.96	\$ 36,290.29	\$ 44,136.47	\$ 53,070.76	\$ 61,123.84	\$ 66,614.27	\$ 104,553.04	\$ 81,924.83	\$ 167,220.76	\$ 136,115.09	\$ 120,129.10
DECEMBER	\$ 14,272.67	\$ 13,681.87	\$ 25,083.91	\$ 27,437.93	\$ 36,456.63	\$ 50,324.38	\$ 50,025.04	\$ 76,862.67	\$ 67,143.82	\$ 124,867.46	\$ 115,918.98	\$ 88,313.72
JANUARY	\$ 2,762.44	\$ 24,093.45	\$ 26,352.66	\$ 28,184.05	\$ 28,184.05	\$ 29,966.63	\$ 43,073.07	\$ 51,021.30	\$ 55,764.99	\$ 114,244.76	\$ 78,926.98	\$ 58,622.33
FEBRUARY	\$ 16,738.12	\$ 18,277.50	\$ 25,535.84	\$ 32,193.31	\$ 32,407.44	\$ 35,880.60	\$ 43,125.35	\$ 49,604.58	\$ 66,452.38	\$ 112,997.73	\$ 91,263.92	\$ 56,994.55
MARCH	\$ 18,768.47	\$ 18,761.33	\$ 37,255.77	\$ 45,656.34	\$ 53,080.44	\$ 71,586.10	\$ 74,032.19	\$ 77,172.22	\$ 95,915.64	\$ 111,004.06	\$ 116,576.41	\$ 88,659.15
APRIL	\$ 36,522.03	\$ 39,504.09	\$ 78,386.83	\$ 75,995.70	\$ 103,237.46	\$ 99,453.89	\$ 121,582.97	\$ 159,713.69	\$ 82,753.37	\$ 197,469.62	\$ 183,507.46	\$ 183,507.46
MAY	\$ 28,256.00	\$ 26,157.84	\$ 66,565.57	\$ 69,519.33	\$ 71,334.31	\$ 97,254.38	\$ 95,632.47	\$ 110,730.70	\$ 27,343.22	\$ 229,654.96	\$ 127,227.10	\$ 127,227.10
JUNE	\$ 42,289.91	\$ 42,235.76	\$ 97,218.33	\$ 105,798.21	\$ 125,021.04	\$ 129,063.83	\$ 141,370.06	\$ 153,121.26	\$ 199,794.68	\$ 181,980.01	\$ 325,028.88	\$ 175,932.90
JULY	\$ 53,437.91	\$ 57,280.92	\$ 112,215.50	\$ 131,847.89	\$ 136,316.86	\$ 144,309.60	\$ 181,638.46	\$ 225,257.72	\$ 228,023.96	\$ 404,766.79	\$ 281,594.43	\$ 229,558.62
AUGUST	\$ 61,613.68	\$ 64,839.94	\$ 139,635.51	\$ 162,445.36	\$ 173,274.48	\$ 200,849.09	\$ 200,849.09	\$ 200,849.09	\$ 208,930.23	\$ 115,308.27	\$ 183,804.11	\$ 104,796.33
SEPTEMBER	\$ 27,428.77	\$ 34,879.03	\$ 78,115.09	\$ 64,632.27	\$ 74,953.63	\$ 72,927.09	\$ 101,193.28	\$ 105,190.21	\$ 118,582.78	\$ 2,357,208.08	\$ 683,572.14	\$ 1,600,000.00
TOTALS	\$ 345,027.77	\$ 371,810.59	\$ 739,569.42	\$ 828,556.59	\$ 943,919.30	\$ 1,051,180.86	\$ 1,224,421.06	\$ 1,406,525.10	\$ 1,184,682.78	\$ 2,357,208.08	\$ 683,572.14	\$ 1,600,000.00
Reverse Orl	\$ (16,272.06)	\$ (18,348.68)	\$ (19,193.53)	\$ (42,539.18)	\$ (56,582.20)	\$ (60,431.43)	\$ (80,876.30)	\$ (90,736.59)	\$ (76,753.78)	\$ (138,952.83)	\$ (146,370.76)	\$ (104,254.31)
Accrue Sep	\$ 18,348.68	\$ 19,193.53	\$ 42,539.18	\$ 56,582.20	\$ 60,431.43	\$ 80,876.30	\$ 90,736.59	\$ 76,753.78	\$ 138,952.83	\$ 146,370.76	\$ 146,370.76	\$ 104,254.31
TOTAL	\$ 347,104.39	\$ 372,655.44	\$ 762,915.07	\$ 842,598.61	\$ 947,768.53	\$ 1,073,625.73	\$ 1,234,281.35	\$ 1,392,542.29	\$ 1,246,881.83	\$ 2,364,626.02	\$ 683,572.14	\$ 1,600,000.00

FY 2021-22	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT
GROSS	\$ 146,365.33	\$ 135,705.86	\$ 115,105.90	\$ 76,637.40	\$ 91,137.67	\$ 116,348.20	\$ 124,281.35	\$ 139,257.72	\$ 123,402.24	\$ 181,980.01	\$ 325,028.88	\$ 175,932.90
PENALTIES...	\$ 5.43	\$ 409.23	\$ 813.08	\$ 288.58	\$ 126.25	\$ 628.21	\$ 90.736.59	\$ 76,753.78	\$ 138,952.83	\$ 146,370.76	\$ 146,370.76	\$ 104,254.31
NET	\$ 146,370.76	\$ 136,115.09	\$ 115,918.98	\$ 76,926.98	\$ 91,263.92	\$ 116,976.41	\$ 124,281.35	\$ 139,257.72	\$ 123,402.24	\$ 181,980.01	\$ 325,028.88	\$ 175,932.90
ACTUALS												
% of +/- Current Month	5.34%	-18.60%	-7.17%	-32.66%	-19.23%	5.38%						
% of +/- YTD	5.34%	-7.74%	-7.57%	-12.83%	-13.93%	-11.14%						
BUDGET												
% of +/- Current Month	40.40%	13.31%	31.26%	37.22%	60.13%	31.92%						
% of +/- YTD	40.40%	25.89%	27.41%	28.01%	32.29%	32.22%						

* Note that tax rate increased from 4% to 7% with the November 2013 remittance (October collection period).
NOTE: AS OF 04/01/2021, CITY OF FOLEY IS SELF-COLLECTED. PENALTIES ARE REPORTED SEPARATELY - UNDER GIL 100-10144044.

CITY OF FOLEY - BUILDING PERMIT & PLAN REVENUE
GIL Revenue Account 100-2031-4082

MONTH	FY 2012-13	FY 2013-14	FY 2014-15	FY 2015-16	FY 2016-17	FY 2017-18	FY 2018-19	FY 2019-20	FY 2020-21	FY 2021-22	FY22 Budget
OCTOBER	20,961.00	17,410.00	41,761.50	36,880.00	98,397.50	47,572.50	63,042.00	150,016.00	264,107.00	190,594.00	149,940.00
NOVEMBER	36,911.00	30,908.00	32,070.00	18,129.50	138,385.50	45,721.00	65,427.50	51,461.00	154,141.00	148,590.00	149,940.00
DECEMBER	28,249.50	17,622.50	17,787.00	38,522.00	79,182.00	49,338.00	73,523.50	100,696.00	183,389.50	168,965.00	149,940.00
JANUARY	20,946.50	21,615.00	21,275.50	37,254.00	204,425.00	132,683.00	63,195.00	113,054.00	132,563.00	110,377.00	149,940.00
FEBRUARY	33,719.00	34,229.00	23,292.00	32,922.50	132,272.00	69,421.00	61,553.00	95,490.50	168,645.00	245,190.00	149,940.00
MARCH	28,763.50	24,607.50	34,881.00	49,752.00	58,497.00	75,988.00	97,545.50	132,186.50	148,213.00	202,066.00	149,940.00
APRIL	29,414.50	41,775.50	15,343.50	44,202.00	37,654.00	173,492.50	58,847.00	155,568.00	190,653.00		149,940.00
MAY	42,800.00	45,088.00	33,507.50	37,668.00	28,122.00	134,715.00	72,420.00	109,793.00	110,561.00		149,940.00
JUNE	17,766.00	57,267.00	34,434.50	44,443.50	56,488.00	132,728.50	59,521.00	189,230.50	118,749.00		149,940.00
JULY	25,517.25	49,844.50	32,733.50	46,789.50	42,438.00	94,693.00	118,284.00	109,975.50	135,059.50		149,940.00
AUGUST	26,756.50	46,937.00	43,740.00	57,509.00	84,822.00	82,962.00	103,508.00	151,731.00	130,884.00		149,940.00
SEPTEMBER	34,388.00	30,985.00	26,324.00	64,925.00	47,159.00	72,919.00	102,568.00	61,668.50	95,012.00		150,660.00
PERMIT TOTALS	346,192.75	418,289.00	357,150.00	508,997.00	1,006,842.00	1,112,233.50	939,434.50	1,420,870.50	1,831,977.00	1,065,772.00	1,800,000.00

Plan Review Fee	23,874.00	37,828.00	33,168.00	60,349.00	35,186.00	127,617.00	185,671.00	213,424.00	186,321.00	162,222.00	150,000.00
Permits & Plan Review	370,066.75	456,117.00	390,318.00	569,346.00	1,042,028.00	1,239,850.50	1,125,105.50	1,634,294.50	2,016,299.00	1,221,994.00	1,950,000.00

PERMIT FEE ACTUALS

	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER
Monthly												
-27.84%	-3.60%	-7.87%	+16.74%	45.39%	36.33%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%
Y-T-D	-18.91%	-15.54%	-15.76%	-4.34%	1.40%	-14.17%	-21.19%	-27.55%	-33.64%	-38.64%	-41.82%	
PERMIT FEE - BUDGET TO ACTUAL												
OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	
Monthly												
27.11%	-0.90%	12.69%	-26.39%	63.53%	34.76%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%
Y-T-D	13.10%	12.96%	3.13%	15.21%	18.47%	1.54%	-11.15%	-27.02%	-28.92%	-35.38%	-40.79%	

NEIGHBORHOOD DATA (CONT.)

In addition to Foley's overall retail growth rate is the increase of other goods and service markets. For example, several years ago the South Baldwin Regional Medical Center underwent an \$8,000,000 expansion and remodeling of its existing facility. Since then, the emergency room facilities have been renovated and enlarged, and a renovating and expansion of the patient room wing has commenced. Since expanding, development in the hospital area on the North side of town has increased appreciably. Specialists with practices in the Mobile and Pensacola metropolitan areas have located satellite offices in Foley and several practitioners have started primary practices as well.

Cancer treatment specialists from both Mobile and Pensacola have built new cancer treatment centers (the first two to ever be located in Baldwin County) in Foley and the hospital continues to expand its services and property holdings. A growing number of medical-related businesses as well have located in Foley since the hospital expansion.

Most commercial development can be found along both sides of Highway 59 from U.S. Highway 98, Southwardly to the Southern incorporated limits of Foley. This stretch of highway frontage contains a heavy concentration of commercial properties from Highway 98 down to the Moyer Ford automobile dealership and houses various neighborhood shopping centers, fast food restaurants, branch banking facilities, convenient food stores, self-service gasoline stations, motels, small offices, etc. In addition to the growth in the retail sector, the lodging industry has emerged and, including the Riviera Lodge and the Hampton Inn, comprises over 430 rooms.

NEIGHBORHOOD DATA (CONT.)

A survey of the various properties in the Foley market is as follows:

<u>Property</u>	<u># of Rooms</u>	<u>Comments</u>
Former Holiday Inn Express (now Econolodge)	83	Opened Fall, 1995
Key West Inn	44	Opened Spring, 1994
Super 8 Inn	86	Completed 20-room addition in early 1990's
Best Western	42	Opened in early 1990's
Riviera Lodge	125	Opened in Spring of 1997
Hampton Inn	58	Opened 1997
Comfort Suites	62	Opened Spring 2007
Holiday Inn Express	<u>79</u> 578	April 2004

In the late 1990's, there has been a small increase of properties in Gulf Shores. The additions to the market are found along the Highway 59 corridor between the Intracoastal Bridge and Craft Farms. The properties are detailed below:

<u>Property</u>	<u># of Rooms</u>	<u>Comments</u>
Marriot Courtyard	90	Opened in 1997
Comfort Inn	50	Opened in 1996
Microtel	<u>70</u> 646	Opened in 1998

In addition to these properties, there have been some recent additions of Gulf beachfront properties. The most recent was the Hampton Inn in Orange Beach. The property overlooks the

NEIGHBORHOOD DATA (CONT.)

Gulf of Mexico. A motel is presently under construction in the Southern sector of Foley at this time.

Each individual parcel of real estate has its own personality created by the intersection of a number of forces, some external to the property and some from physical attributes of the property itself. In this particular instance, the neighborhood in which the Subject Property is located would be considered the extreme Southern sector of Foley.

The Foley Municipal Airport is located on Airport Road just South of Baldwin County Road 24. The airport has a 3,700' x 75' North (18) – South (36) asphalt runway. It is a full service fixed base operation offering flight instructions, maintenance, aircraft rentals, car rentals, and a lounge/supplier.

The Foley Beach Express Industrial Park comprises approximately 394± acres of land located on the East and West sides of the Foley Beach Express approximately .5 miles South of U.S. Highway 98. Approximately 170± acres lies on the East side of the Foley Beach Express and approximately 224± acres lies on the West side of the Foley Beach Express. As of the date of appraisal, the appraiser noted the following companies in the Park: Azek (formerly ProCell Decking), GCIS-Construction & Industrial Supplies, Glass Incorporated, and Swift Engineering Truss Systems.

Ascend Performance Materials (formerly Solutia) employs approximately 70 people at its 39-acre plant on South Bay Street in Foley. In late 2012 they completed a \$7 million expansion of this plant which created additional jobs. The expansion increased to double output at the nylon production facility.

NEIGHBORHOOD DATA (CONT.)

The Foley Industrial Development Board approved some enticements to bring about the expansion which included a 10-year break from non-school property taxes on the new investment and a waiver of sales and use taxes on equipment and construction supplies related to the project. The company is also eligible to write off its investment from state corporate income taxes at up to 5% a year for 20 years if its profits are high enough.

Foley is located about 10 miles North of the Gulf of Mexico. Baldwin County's coastal area is South of the Intracoastal Waterway and is actually an island. It is bound on the North by the waterway and several bay streams. Perdido Pass to the East, the Gulf of Mexico to the South, and Mobile Bay to the West form the island's boundaries. This area is locally referred to as "Pleasure Island" and is the focal point of most of the tourist activity in Baldwin County.

The boom in condominium development along the Gulf Coast has been the catalyst for development of all types of tourist related businesses on the island, and has complemented Foley's impressive retail growth.

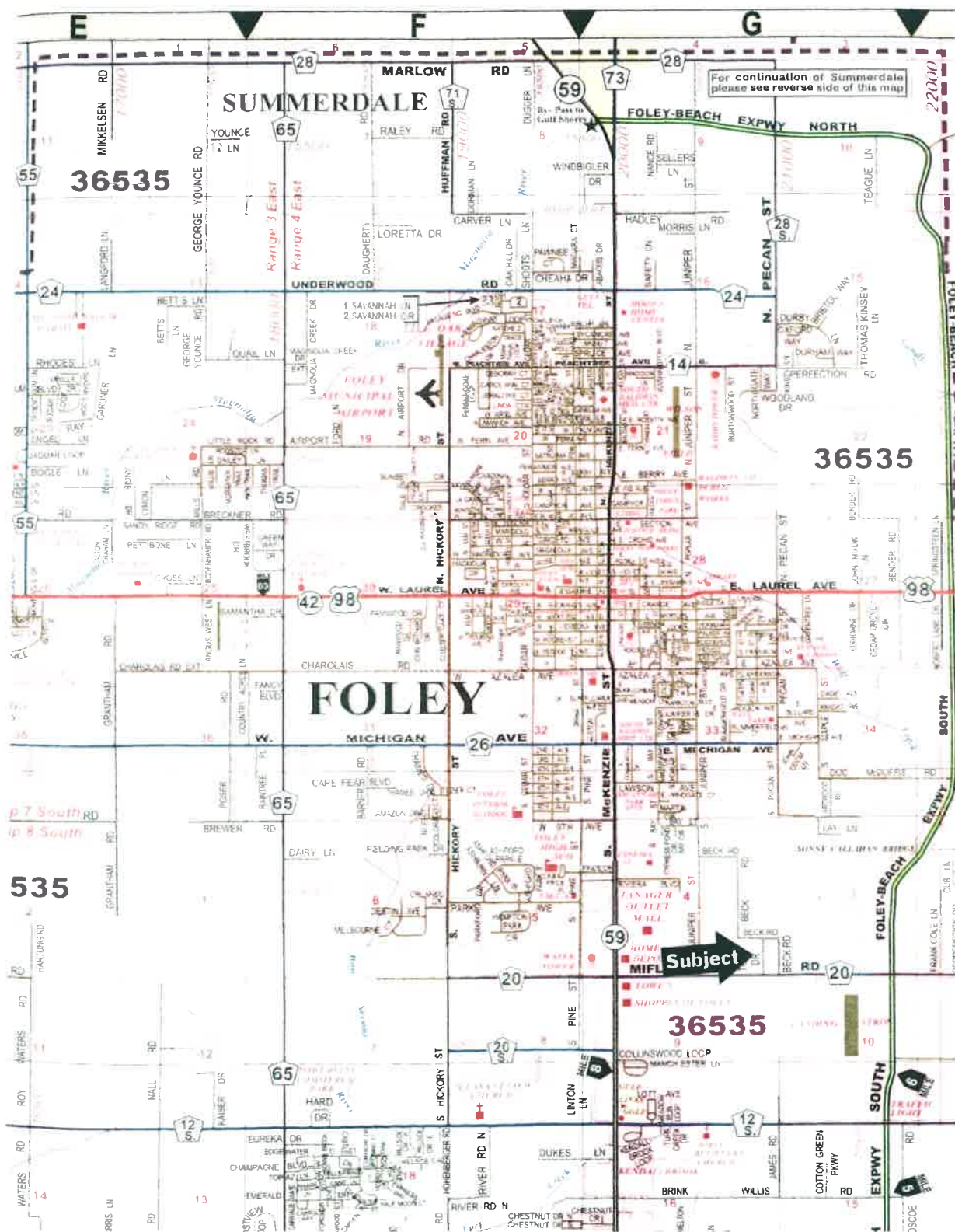
An important development in the East Foley/Elberta area is the construction of the Baldwin Beach Express Parkway. This private toll road was constructed by Baldwin County Bridge company and opened to the public in July, 2000. This road extends from Interstate 10 South to its terminus at Highway 180 in Orange Beach near the Gulf State Park. This roadway lies about 3 miles West of Elberta and provides an excellent alternate North/South artery.

It is my opinion that, long-term, the area will grow from a population as well as an economic standpoint. Property values appear to be in the rise again as we distance ourselves from the recent recession.

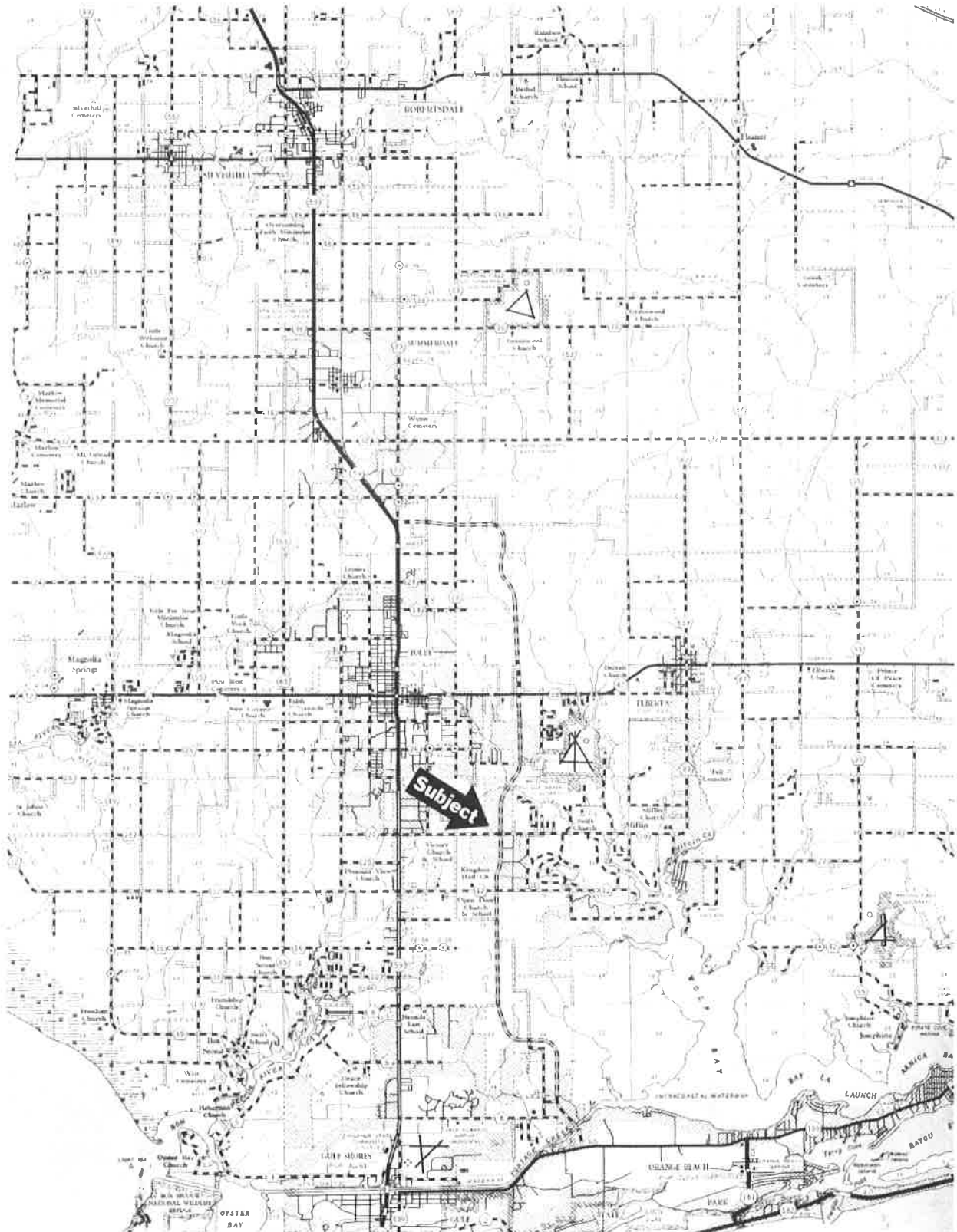
NEIGHBORHOOD DATA (CONT.)

Population and personal income growth have exceeded levels existing across the rest of Alabama and it is the appraiser's conclusion that the area will continue to grow both economically and demographically. Judging from past trends and from the governmental, industrial, and commercial nuclei already forming the backbone of the South Baldwin area, it is reasonable to expect that the area will continue to prosper.

NEIGHBORHOOD MAP



LOCATION MAP



AREA MAP

11

MOBILE BAY REGION ANALYSIS



Courtney & Morris Appraisals, Inc.

SITE DATA

The Subject site is located in the Northeast quadrant of Mifflin Road and Koniar Way in Foley, Alabama. The parcel lies just West of the OWA development and about 1.75 miles East of Highway 59. The immediate area is trending to commercial development.

The site is rectangular in configuration and is best visualized by referring to a reduced photocopy of the "marked up" Baldwin County Tax plat provided by the client. This information follows this section of the report. The parcel has approximately 105 feet of East to West depth and about 225 feet of North to South depth. Total size is stated at .54± acres or 23,625± square feet. Access to the site is available from Farmers Market Lane which extends East from Koniar Way and through the Wolf Bay Lodge parking lot which fronts directly onto Mifflin Road.

As stated, the parcel is improved with a commercial building that is designed and used as a restaurant facility and a farmer's market. The improvements are located in the central sector of the site as noted on the attached plats. Parking areas are located on the West side of the building. The parking areas are asphalt paved. There are also common parking spaces available to the site that can be utilized.

The topography of the site is level based on my inspection of the parcel. I was not furnished with any topographic maps to support my observations from the physical inspection. Therefore, my observations are subject to further refinements and modifications if variations are revealed by a subsequent topographic survey. The site appears to have adequate drainage and, based on reference to the Flood Insurance Rate Map for Baldwin County, Alabama, Community Panel No. 01003C-0931M, of a map revised April 19, 2019, appears to be situated in Flood Zone "X" which is identified as an area of minimal flooding.

SITE DATA (CONT.)

The appraiser was not furnished with any information relative to the soil and sub-soil conditions at the site. In the absence of any contradicting visual evidence, I am conducting this appraisal under the assumption that the soils were sufficiently prepared to support the current existing improvements. However, I would emphasize that any definitive assessment of soils and sub-soils must originate with the appropriate expert. The client or any reader of this report should understand that such an assessment is not currently available.

At the time of my inspection, the existence of hazardous materials, which may or may not be present on the property, was not observed by the appraiser. The appraiser, however, emphasizes that he is not qualified to detect such substances. The existence of potentially hazardous or toxic materials which may have been located at or about the property, are 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 appraiser assumes no responsibility for any such condition or for any expertise or engineering knowledge required to discover them.

As noted elsewhere in this report, the property is served by all public utilities, including public water and sewer. The parcel is presently zoned PDD.

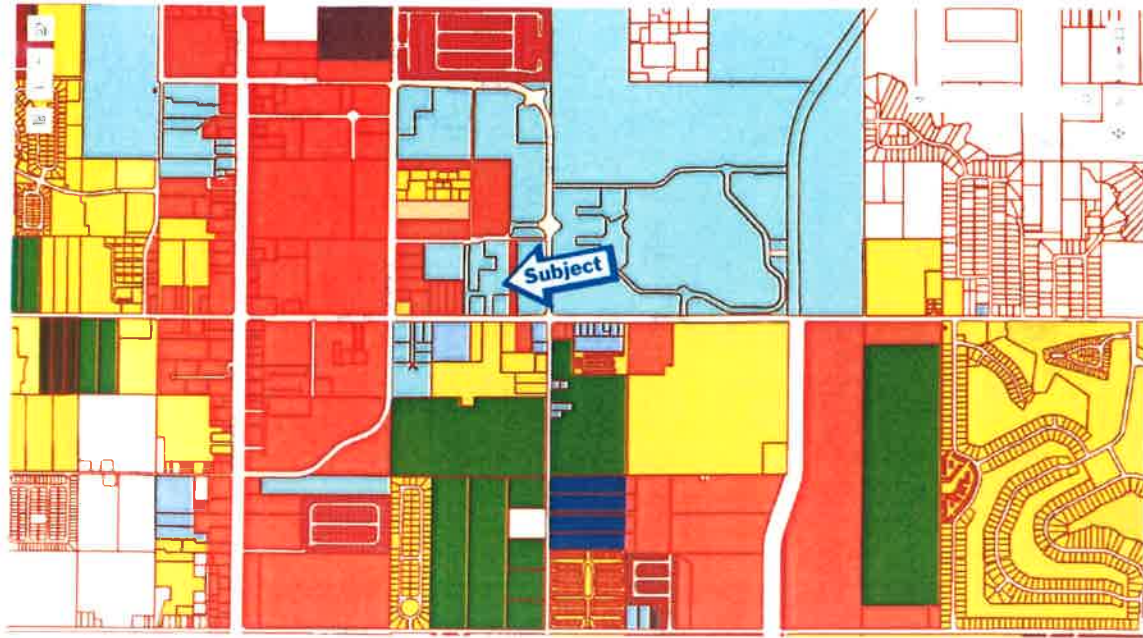
The site, by virtue of its location in a viable commercial sector of Baldwin County, is thought to have above average market appeal. I would anticipate enhancing values at this location over the near term.

Viewer Map



[illegible]

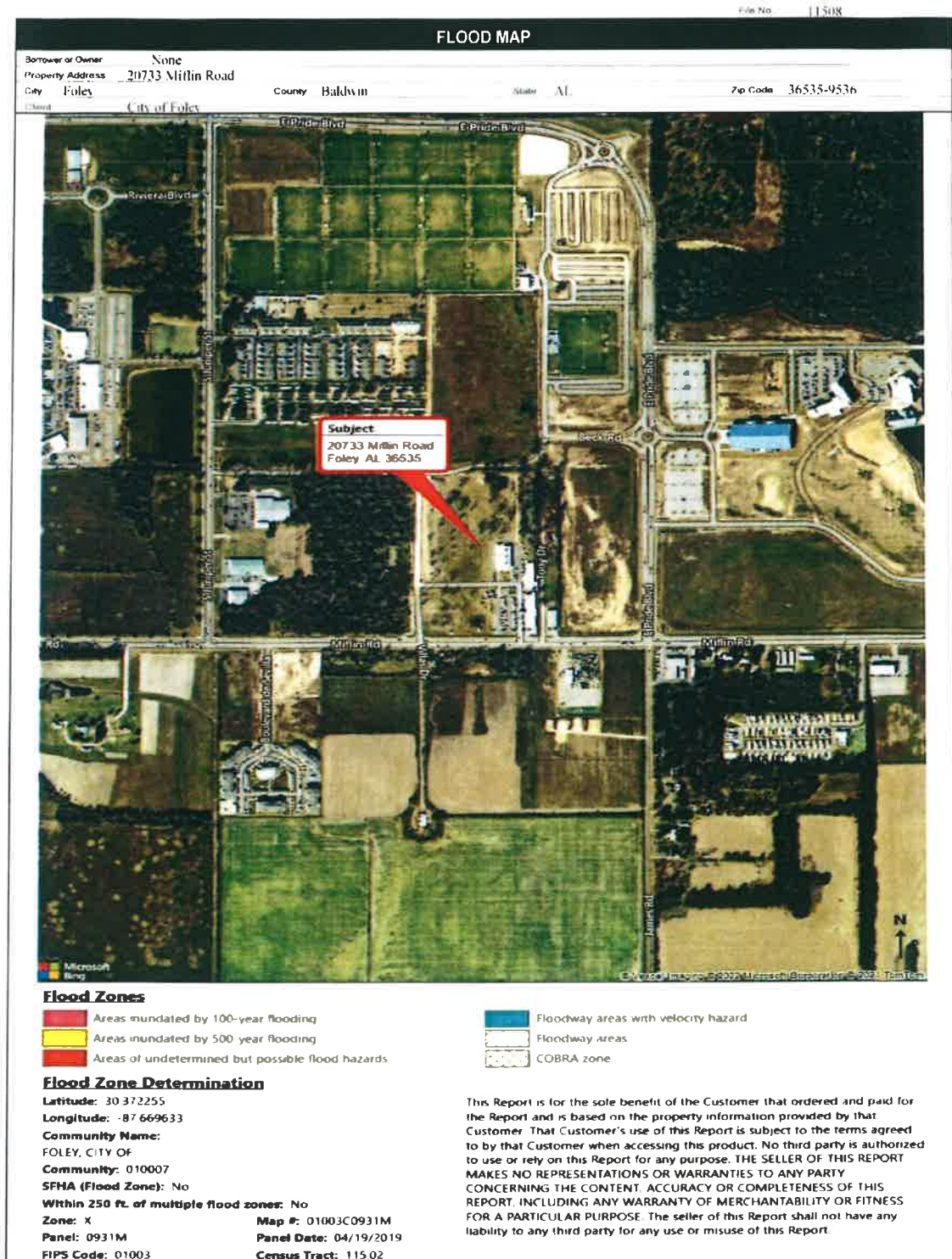
ZONING MAP



- 1. Residential Single-Family
- 2. Residential Medium-Density
- 3. Residential High-Density
- 4. Commercial General
- 5. Commercial Office
- 6. Commercial Retail
- 7. Industrial Light
- 8. Industrial Medium-Density
- 9. Industrial Heavy
- 10. Agricultural
- 11. Forest Land
- 12. Wetlands
- 13. Water
- 14. Unimproved Land
- 15. Other

Map of the City of... (faint text)

FLOOD MAP



Courtney & Morris Appraisals, Inc.

DESCRIPTION OF IMPROVEMENTS

The Subject site is improved with a prefabricated metal building along with its ancillary site improvements. The building has a gross building area (GBA) of about 9,500± square feet. It was designed for two tenants and is presently occupied by Moe's Original Bar-B-Que, 3,500± square feet, and Loxley Farm Market, 6,000± square feet. Floor plans and sketches of this building have been included on the following pages. Pictures were previously shown.

Basic construction detail for the Subject building is summarized as follows:

<u>Building Type:</u>	Average- Cost Class "S"— Retail Store
<u>Year Built:</u>	According to county records, this building was built in 2013 causing it to have an actual age of about 9 years.
<u>Condition/Effective Age:</u>	The building appears to have been adequately maintained over its life span. The effective age of this building is estimated to about 7± years, with a remaining economic life expectancy of about 30 to 35 years (according to Marshall Valuation Service, buildings similar to the subject have an economic life expectancy, when new, of about 45 years). This building appears to be in an overall good, adequately maintained condition with no signs of significant deferred maintenance noticed.
<u>Foundation:</u>	Reinforced, monolithic concrete slab on grade
<u>Roof:</u>	Galvalume.
<u>Windows:</u>	Single hung aluminum.
<u>Walls:</u>	The exterior walls are 26-gauge metal supported by a steel framing system with a 16± foot wall height. Portions of the Loxley Farm Market have hardiplank walls. The interior walls are a mixture of metal panels, paneling and sheetrock.
<u>Floors:</u>	The floors are sealed concrete, asphalt, and ceramic tile.
<u>Ceilings:</u>	Corrugated metal. Roll insulation was noted. Some finished areas have drop tile ceilings.

DESCRIPTION OF IMPROVEMENTS (CONT.)

HVAC: Forced heating and cooling systems. Space heaters were noted in the Farmers Market areas not centrally heated and cooled.

Miscellaneous Features: The building has a front porch that measures about 11 feet by 190 feet. The building is sprinkled.

Ancillary Site Improvements: The site is further improved with asphalt paved parking spaces West of the building. A 576 square foot shed is attached to the Moe's suite.

*No furniture, fixtures, etc. utilized by the tenants in the restaurant and retail business were considered in this appraisal. This equipment is considered to be personal property.

Landscaping

Professional landscaping encompasses the entire site, includes an attractive combination of shrubs and bushes with well-maintained planted beds and lawn areas. The overall appearance is considered above average.

Quality and Structural Condition

The overall quality of the property is considered to be above average for the neighborhood and age. My personal inspection on May 11, 2022, did not reveal any evidence of structural fatigue and the improvements appear structurally sound for occupancy. However, Courtney & Morris Appraisals, Inc. is not qualified to determine structural integrity and it is recommended that the client/reader retain the services of a qualified, independent engineer or contractor to determine the structural integrity of the improvements prior to making a business decision.

Environmental Issues

I have not observed the existence of any potentially hazardous material such as lead paint, asbestos, urea formaldehyde foam insulation, or other potentially hazardous construction

DESCRIPTION OF IMPROVEMENTS (CONT.)

materials on or in the improvements. The existence of such substances may have an effect on the value of the property. For the purpose of this assignment, I have specifically assumed that the Subject is not affected by any hazardous materials which would cause a loss in value.

Functional Utility

The current design characteristics of the Subject Property meet modern standards. The current floor plan features a functional layout. The building is well suited for a multiple tenants. At this time, the building is 100% occupied.

Deferred Maintenance

None Noted

Economic Age and Life

I have estimated the effective age and remaining economic life as shown on the following chart:

Economic Age and Life	
Actual Age	9
Effective Age	7
MVS Expected Life	45
Remaining Economic Life	35-40
Accrued Physical Incurable Depreciation	16%

DESCRIPTION OF IMPROVEMENTS (CONT.)

Age, Condition and Economic Life Analysis

Age and Condition: Actual Age-Subject improvements have an actual age of 9±years. Actual age is the number of years that have elapsed since construction was completed. The effective age is the age indicated by the condition and utility of the structure.

Effective age of a building may be less than its actual age if it has had above average maintenance or is of superior quality and design.

However, for buildings poor designed and are not well maintained, its effective age may be greater than its actual age. Subject improvements have been well maintained and show pride of ownership. The appraiser estimates the effective age to be 7 years.

Economic Life: Overall Economic Life is the period over which the improvements to real property contribute to property value. "Physical Life" is the total period the building is expected to last as opposed to its "economic life". Renovating older properties usually extends their economic life, however a property's economic life cannot exceed its physical life.

Data from Marshall Swift, a cost estimating service, was obtained to indicate economic life for the Subject improvements by analyzing and classifying the construction design and components. It was concluded that the Subject's economic life is estimated to be approximately 45 years. Remaining economic life is about 35 to 40 years.

Functional Utility: Functional Utility is the ability of property or a building to be useful to perform the function for which it is intended according to current market taste and standards. The efficiency of a building is used in terms of architectural style, design and layout, traffic patterns and size and type.

The existing improvements are typical of other similar retail service buildings in the area. The overall layout of the building, as well as interior layout, according to the on-site inspection are standard for its use and/or considered function.

External: External Obsolescence is related to any factor outside the subject Property which may adversely affect the use of any existing or proposed improvements. Although external obsolescence is

DESCRIPTION OF IMPROVEMENTS (CONT.)

extremely difficult to measure, experience in the local marketplace and the analysis of the most recent sales of similar developments within the Subject Property's immediate area indicated no charge for economic obsolescence in the Subject market area. Therefore, none was noted.

Conclusion

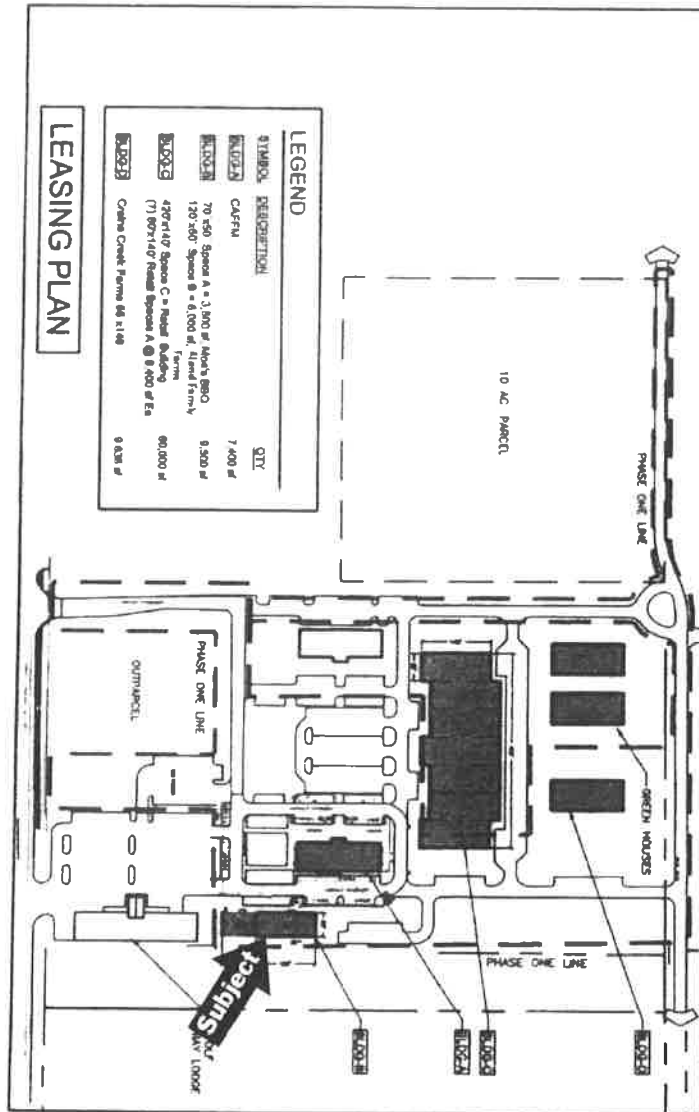
In concluding this descriptive section, the appraiser found the existing improvements to be an average cost, Class "S", retail store building. The building contains 9,500 square feet of total area. It is presently divided as follows:

Moe's Original Bar-B-Que	3,500± SF of heated and cooled area.
Loxley Farmers Market	6,000± divided into 3,798± SF of non-air-conditioned space and 2,202± SF of heated and cooled area.
Total	9,500± SF/ 5,702± SF heated/cooled/ 3,798± SF non-air-conditioned area.

FLOOR PLANS

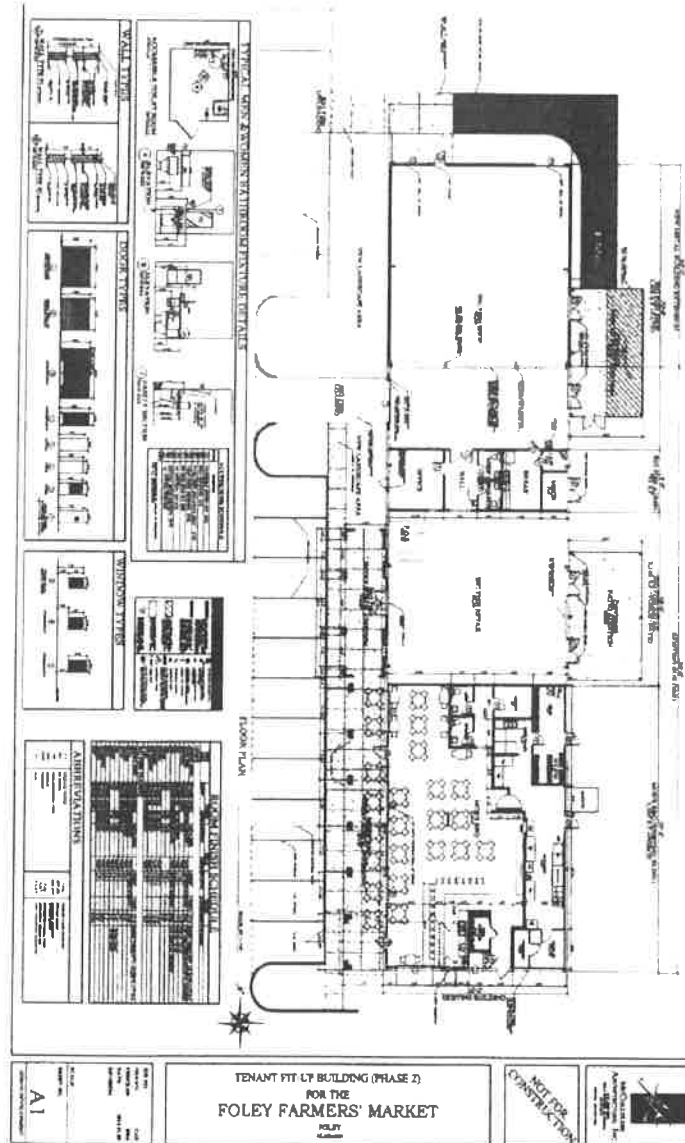
EXHIBIT A

DIAGRAM AND LOCATION OF THE PREMISES



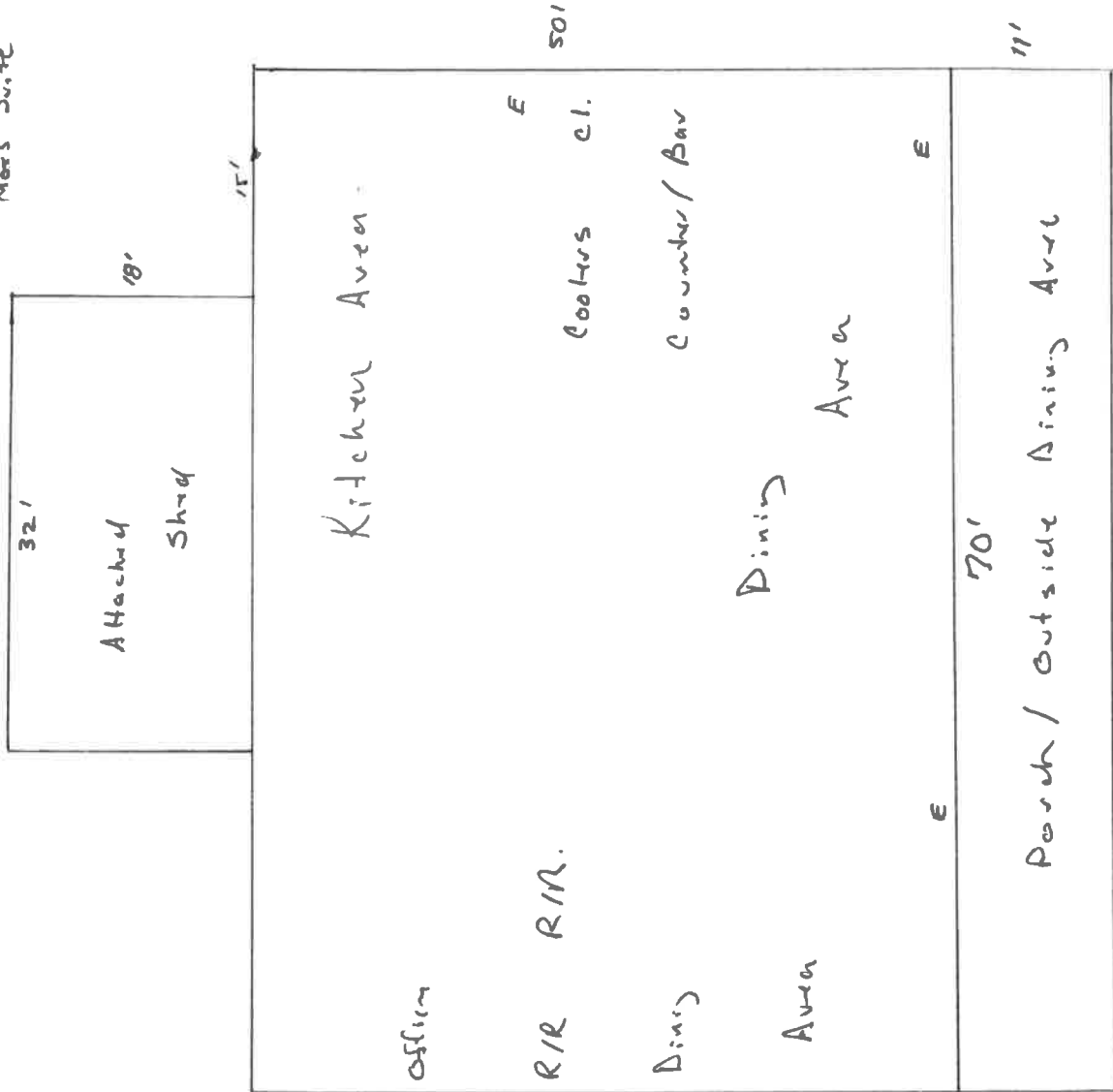
FLOOR PLANS (CONT.)

(ATTACH FLOORPLAN)



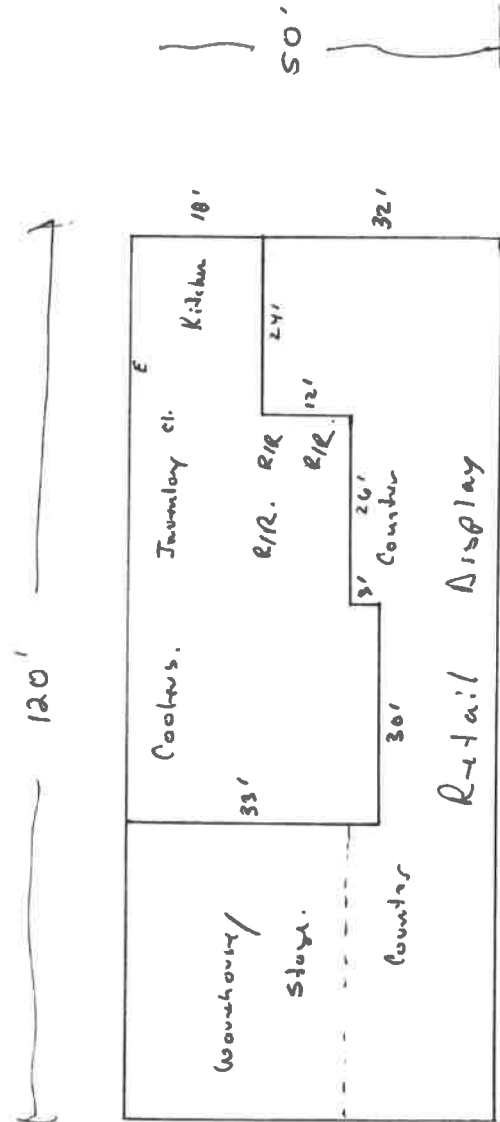
FLOOR PLANS (CONT.)

Morris Site 3,800 SF



FLOOR PLANS (CONT.)

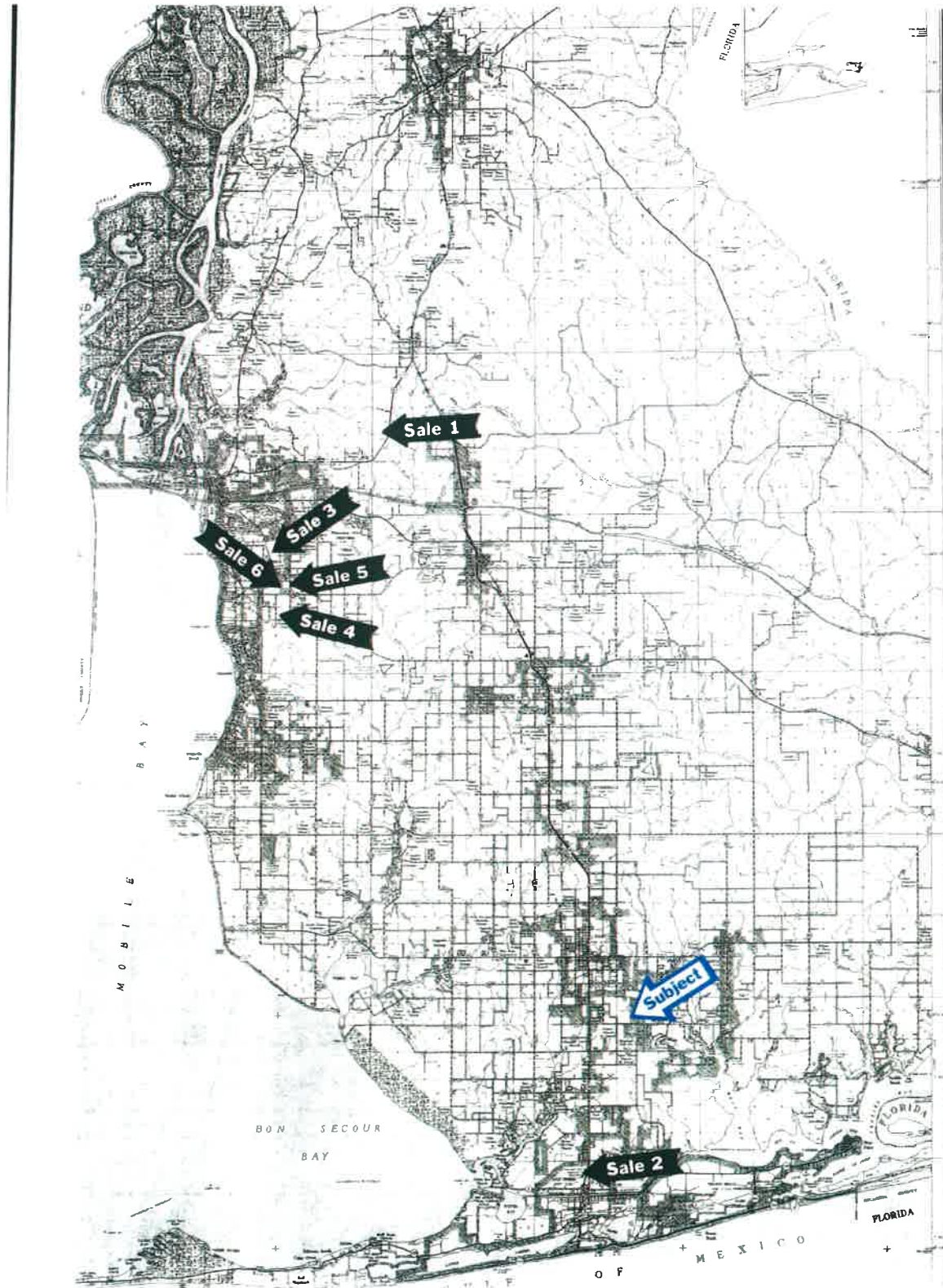
Control Areas 3,798
 Highway Control Area, - 2,202
 Total Area 6,000 SF



SALES COMPARISON APPROACH TO VALUE

To estimate the subject's value by market comparison, a direct comparison was made with sales of reasonably similar facilities. Six sales of reasonably comparable office-warehouse properties were identified and compared to the subject during this process. As the sales illustrate, there is a relatively active market for the subject's property type within the South Baldwin County Market. These sales involve buildings ranging in size from about 4,800 square feet $\pm$ to about 14,000 square feet $\pm$; with sale dates ranging from February 27, 2019 to May 6, 2022. These sales are believed to be the best available (most comparable, most recent, etc.), and taken as a whole, are considered to provide a good indication of the subject's value. A write-up of these sales preceded by a map illustrating their locations is presented below and on the following pages.

SALES COMPARISON APPROACH TO VALUE (CONT.)



SALES COMPARISON APPROACH TO VALUE (CONT.)

Sale No. 1

Location:	West side of Broken Branch Circle, being Lot 9, Woodside Business Park Subdivision, with a physical address of 32091 Broken Branch Circle, Spanish Fort, Baldwin County, Alabama
Grantor:	Provision Investments, LLC
Grantee:	Legacy Roof Contractors, LLC
Date of Sale:	2-27-19
Site Size:	.60 Acres or 26,000 S.F.± valued at \$30,000
Sales Price:	\$350,000
Sales Price/S.F. of Bldg. Area:	\$72.92
Tax Parcel No.:	05-33-04-18-0-000-004.009
Reference:	Instrument No.1748419 & Agent – Geoff Lane
Improvements:	4,800 S.F. steel-framed, metal clad office/warehouse building that was constructed in 2010. The building had 1,800 S.F. of office area and 3,000 S.F. of warehouse area and was reportedly in average condition at the time of sale.
Comments:	This property sold for its asking price after being on the market for 178 days. It was a duplex with each side having an office area of about 900 square feet ± and a warehouse area containing about 1,500 square feet ±. It was purchased for owner-occupancy (the building has a clear-span frame and can easily be un-divided by removing the dividing wall). The building has a 16-foot wall height and 2, overhead doors for drive in access.

SALES COMPARISON APPROACH TO VALUE (CONT.)



SALES COMPARISON APPROACH TO VALUE (CONT.)

Sale No. 2

Location:	North side of William Street, about 280' East of Highway 59, being 20105 William Street, Gulf Shores Baldwin County, Alabama
Grantor:	Stanley E. Waters Revocable Trust
Grantee:	Weir, LLC
Date of Sale:	8-19-20
Site Size:	.90 Acres or 39,200 S.F.± valued at \$150,000
Sales Price:	\$600,000
Sales Price/S.F. of Bldg. Area:	\$85.80
Tax Parcel No.:	05-61-08-33-2-001-025.000
Reference:	Instrument No.1852841 & Agent – Judah Castagne
Improvements:	6,993 S.F. steel-framed, metal clad office/warehouse building that was constructed in 2007. The building had 4,200 S.F. of office area and 2,793 S.F. of warehouse area and was reportedly in average condition at the time of sale.
Comments:	This property involves an average-to-good quality building. The office area involves about 2,100 square feet ± on the ground level with about 2,100 square feet ± on the upper level. The building has a 24-foot ± wall heights and 3, 12'X14' overhead doors for drive-in access. Prior to the sale, the property was owner-occupied and was purchased for owner-occupancy.

SALES COMPARISON APPROACH TO VALUE (CONT.)



SALES COMPARISON APPROACH TO VALUE (CONT.)

Sale No. 3

Location:	Southwest corner of Pollard Road and American Way, being 8020 American Way, Daphne, Baldwin County, Alabama
Grantor:	M & D Holdings, LLC
Grantee:	Bear Walker Industries, LLC
Date of Sale:	11-25-20
Site Size:	.75 Acres or 32,660 S.F.± valued at \$100,000
Sales Price:	\$740,000
Sales Price/S.F. of Bldg. Area:	\$66.70
Tax Parcel No.:	05-43-03-08-0-000-033.082
Reference:	Instrument No.1874532 & Agent – Philip Hodgson
Improvements:	11,200 S.F. steel-framed, metal clad office/warehouse building that was constructed in 2003. The building had 3,200 S.F. of office area and 8,000 S.F. of warehouse area and was reportedly in good condition at the time of sale.
Comments:	This property was listed with an asking price of \$779,000 for 252 days before selling as summarized above. This sale involves a well-maintained, average-to-good quality office/warehouse. The warehouse section has a 16-foot± wall height and 2 overhead doors for drive in access and a loading dock with an overhead door.

SALES COMPARISON APPROACH TO VALUE (CONT.)



SALES COMPARISON APPROACH TO VALUE (CONT.)

Sale No. 4

Location:	East side of Friendship Road, South of County Road 64, being 25476 Friendship Road, Daphne, Baldwin County, Alabama
Grantor:	Alton R. & Shirley A. Phillips
Grantee:	WS Reverse LLC, etal
Date of Sale:	7-20-21
Site Size:	1.6 Acres or 69,696 S.F.± valued at \$200,000
Sales Price:	\$990,000
Sales Price/S.F. of Bldg. Area:	\$70.71
Tax Parcel No.:	05-43-05-21-0-000-001.006
Reference:	Instrument No.1930947 & Agent – Sharon Wright
Improvements:	Two, free-standing, steel-framed, metal clad office/warehouse buildings that was constructed in 2003 and 2005. Building A encompasses 5,500 S.F.± and was constructed in 2003, while Building B encompasses 8,500 S.F and was constructed in 2005. The building had 3,200 S.F. of office area and 8,000 S.F. of warehouse area and was reportedly in good condition at the time of sale.
Comments:	This sale is of two office/warehouse building situated on one parcel. At the time of sale, the building was leased to nine tenants. The property was originally listed for \$1,100,000 and was on the market for 96 days before selling at \$990,000.

SALES COMPARISON APPROACH TO VALUE (CONT.)



SALES COMPARISON APPROACH TO VALUE (CONT.)

Sale No. 5

Location:	At the Southeast corner of the intersection of Equity Drive and Rand Avenue, being 26248 Equity Drive, Daphne, Baldwin County, Alabama
Grantor:	Mar-Kee Consultating Group, Inc.
Grantee:	Sandefur Investments LLC
Date of Sale:	1-27-22
Site Size:	0.49 Acres or 21,470 S.F.± valued at \$96,000
Sales Price:	\$548,500
Sales Price/S.F. of Bldg. Area:	\$112.12
Tax Parcel No.:	05-43-05-16-0-000-021.021
Reference:	Instrument No.1975170 & Agent
Improvements:	One-story, free-standing, steel-framed, brick veneer and metal clad office building that was constructed in 2000. The building encompasses 4,892 S.F.± and was reportedly in good condition at the time of sale.
Comments:	This sale involves a one-story Class B office building that was 21 years old at the time of sale and features a reception area, conference room, 11 offices, kitchen area and break room. The property was originally listed for \$548,500 and was on the market for 96 days before selling at asking price

SALES COMPARISON APPROACH TO VALUE (CONT.)



SALES COMPARISON APPROACH TO VALUE (CONT.)

Sale No. 6

Location:	8757 Rand Avenue, Daphne, AL 36526. The Northeast corner of Rand Avenue and Public Works Road.
Grantor:	Langenbach Construction Co., L.L.C.
Grantee:	Homewood Realty Group, L.L.C.
Date of Sale:	May 6, 2022
Site Size:	.67± acres or 29,225± SF
Sales Price:	\$975,000
Sales Price/S.F. of Bldg. Area:	\$124.36
Tax Parcel No.:	43-05-16-0-000-021.017
Reference:	Broker: S. Irvine, Purchase agreement, Instrument No. 1997841
Improvements:	An approximate 7,840± SF retail/office warehouse building that was built in 2007. Retail/office area was 5,842 SF with warehouse of 1,948. Average quality and condition., Building was divided into 4 rental suites.
Comments:	The building was not formally listed for sale. The purchaser paid a premium for this property and plans to owner occupy most of the building.

SALES COMPARISON APPROACH TO VALUE (CONT.)



SALES COMPARISON APPROACH TO VALUE (CONT.)

The sales summarized above are compared and adjusted to the subject in the following table.

SUMMARY OF COMPARABLE IMPROVED SALES							
SALE NO.	Subject	1	2	3	4	5	6
LOCATION	Farmers Mkt.	Brkn Brnch	Wllm St	Amren Wy	Friendship Rd	Equity Dr.	Rand Ave.
GRANTOR	Foley	S. Fort	G. Shores	Daphne	Daphne	Daphne	Daphne
GRANTEE	City of	Provision	Waters	M & D	Phillips	Mar-Kee	Langenbach
	Foley	Invest	Trust	Holdings			
	N/A	Legacy	Weir	Bear	WS Rev.	Sandefur	Homewood
		Roof	LLC	Walker	LLC	Inv. LLC	Realty
DATE OF VALUE/SALE	5/2022	02/27/19	08/19/20	11/25/20	7/20/21	1/27/2022	5/6/2022
CASH EQUIV. SALE \$	N/A	\$350,000	\$600,000	\$740,000	\$990,000	\$548,500	\$975,000
GROSS BUILD. AREA (SF)	9,500	4,800	6,993	11,200	14,000	4,892	7,840
EFF. AGE OF BLDG	7	10	10	15	15	10	7
\$/SQ.FT. (BLDG. AREA)	N/A	\$72.92	\$85.80	\$66.07	\$70.71	\$112.12	\$124.36
ADJUSTMENTS:							
RIGHTS CONVEYED	Leased	Fee	Fee	Fee	Leased	Fee	Fee
	Fee	Simple	Simple	Simple	Fee	Simple	Simple
ADJUSTMENT		0%	0%	0%	0%	0%	0%
ADJ. PRICE		\$72.92	\$85.80	\$66.07	\$70.71	\$112.12	\$124.36
FINANCING TERMS	Market	Market	Market	Market	Market	Market	Market
ADJUSTMENT		0%	0%	0%	0%	0%	0%
ADJ. PRICE		\$72.92	\$85.80	\$66.07	\$70.71	\$112.12	\$124.36
CONDITIONS OF SALE	Arms	Arms	Arms	Arms	Arms	Arms	Arms
	Length	Length	Length	Length	Length	Length	Length
ADJUSTMENT		0%	0%	0%	0%	0%	0%
ADJ. PRICE		\$72.92	\$85.80	\$66.07	\$70.71	\$112.12	\$124.36
MARKET COND.	7%						
ADJUSTMENT/YEAR		23%	12%	10%	6%	2%	0%
ADJUSTED SALE PRICE		\$89.69	\$96.09	\$72.68	\$74.96	\$114.36	\$124.36
PHYSICAL ADJUSTMENTS:							
LOCATION		0%	-5%	0%	-5%	0%	-10%
SIZE		-15%	-10%	20%	20%	-15%	-10%
QUALITY OF CONST.		-0-	-0-	-0-	-0-	-15%	-10%
AGE/CONDITION		+6%	6%	16%	16%	6%	-0-
NET ADJUSTMENT		-9%	-9%	36%	31%	-24%	-30%
INDICATED VALUE/SF		\$81.62	\$87.44	\$98.84	\$98.19	\$86.91	\$87.05

SALES COMPARISON APPROACH TO VALUE (CONT.)

The sales were adjusted to the subject as follows.

<u>Conditions of Sale:</u>	Each of these sales were verified as being arm's length transactions with no adjustments needed.
<u>Market Conditions:</u>	These sales occurred during the period of February 27, 2019 to May 6, 2022. Market conditions adjustments are best measured by sales/re-sales. Paired sales of a similar type property indicates a compound annual rate of appreciation between the Years 2018 and 2021 in the amount of 7.25% $\pm$. Based on this sale and noting significant increases in building materials over the past year in addition to other nationally noted inflationary pressures, we concluded that a compound annual market conditions adjustment of about 7% is reasonable in the case of the subject.
<u>Location:</u>	Location adjustments compensate for differences in the estimated contributing value of the sites. These adjustments were minimal.
<u>Size:</u>	Sales 3 & 4 are considerably larger and were each adjusted upward accordingly based on comparisons of the sales with each other; with the premise in mind that a smaller sized property will typically sell for a higher per unit price (per square foot, per acre, etc.) than a larger size property, and vice versa. Sales 1, 2, 5, & 6 were smaller, therefore negative adjustments were applied to these sales.
<u>Quality of Construction:</u>	As previously addressed, the subject a good quality retail and warehouse property with a finished area of about 60% of its GBA. All of the sales involve metal buildings. Sales 1 thru 4 had between 27% and 60% finished office/retail space, therefore no adjustments were applied. Sale 5 consisted of all office, therefore a negative adjustment was made to reflect this sale's superior interior finish. Sale 6 had about 75% of finished area (superior).
<u>Age/Condition:</u>	The subject involves an approximate 9 $\pm$ year old building with an effective age of 7 $\pm$ years. Each of the sales was adjusted based on a rate of 2% per year for the differences in their effective ages compared to that of the subject's (1 year/45 years [economic life expectancy when new] = 2%, rounded).

SALES COMPARISON APPROACH TO VALUE (CONT.)

Prior to adjustments, these sales illustrate a range in market sales prices from \$66.07 to \$124.36 per square foot. These sales indicate a value range for the subject's improvements, after adjustments, from \$81.62 to \$98.84 per square foot with a mean adjusted sales price of about \$90.01. Based on the information and discussions above, the Subject's market value is estimated via the Sales Comparison Approach as follows:

Indicated Value of Subject:					
9,500	Square Feet ± @	\$90.00	Per SF	=	\$855,000
SALES COMPARISON APPROACH INDICATED VALUE					(Rounded) \$855,000

INCOME APPROACH TO VALUE

The Income Approach to Value is a valuation technique in which the net annual income generated by the property is translated into a value or capital sum. Two common methods are direct capitalization or the discounted cash flow analysis. Direct capitalization utilizes the traditional formula:

$$\frac{\text{Net Income}}{\text{Overall Rate}} = \text{Property Value}$$

The discounted cash flow analysis is also based on the net operating income but can be used in properties with varying income streams. Basically the valuation technique consists of calculating the present value of the annual cash flow and adding to that sum the present value of the net sales proceeds at the end of a presumed holding period. The technique is a straightforward process which utilizes the mathematics of finance and treats the net annual income as ordinary annuity. The present value of these periodic sums are readily obtainable from compound interest tables or, more commonly, from business calculators or simple computer programs.

After considering the characteristics of the property, I have concluded that the discounted cash flow analysis is the most appropriate methodology as I would anticipate varying income and expense figures at the Subject.

In developing the Income Approach a critical step involves the quantification of the major variables – net income and the discount rate. The normal basis for a gross income projection in appraisal practice is economic or market rent. Economic rent is that which a tenant is warranted in paying and which the owner is warranted in accepting. The starting point in a gross income projection is the record of the actual gross income from the property in past years

INCOME APPROACH TO VALUE (CONT.)

and/or the current lease schedule. Base rent produced by the Subject Property is derived from that paid by the tenants.

The rental income from the investor's perspective is analyzed based on its quality, quantity, and durability. The quality and probable duration of income will impact the value of the property over its presumed holding period.

Lease Structure

A lease typically defines the responsibilities of landlord and tenant with regard to the payment of operating expenses. The Appraisal Institute advises that the following basic distinctions can be made:

- **Gross Lease** – landlord pays all operating expenses.
- **Modified Lease** – landlord and tenant share the cost of operating expenses.
- **Net Lease** – tenant pays all operating expenses.

INCOME APPROACH TO VALUE (CONT.)

My discussion with brokers and agents active in the Foley/South Baldwin County market revealed that most of the leases in place are modified gross leases in this market, however some owners also structure their leases as net leases. As per the lease agreements, I have evaluated the Subject based on a triple net basis. The Subject Property has historically been fully leased, and as of the effective date of the appraisal, it is fully leased through at least May 2023 based on the current lease terms provided. For the purposes of the Discounted Cash Flow, the Year One cash flow, the potential gross income has been annualized over a 12-month period beginning in May 2022, with subsequent years being annualized similarly over the estimated 3-year holding period. Any rent figures past the established lease contract terms were based upon either option figures outlined on the current leases or based upon escalation terms established in the current lease. These tenants have been in place for some time, and as such, it is thought that the contract rent is indicative of market conditions. According to the lease schedule, there is a total of 9,500 SF of net rentable space. The details pertaining to the leases can be found on the following page:

INCOME APPROACH TO VALUE (CONT.)

Moe's Lease

Location	The approximate South 3,500± SF of Building B of the Coastal Alabama Farmers and Fisherman's Market (CAFFM) in Foley, Alabama.
Landlord	Coastal Alabama Farmers and Fisherman's Market
Tenant	Moe's Original Bar-B-Que
Term	May 9, 2013 to May 9, 2023 Tenant has an option to renew for 5 additional years with notice 6 months prior to expiration of the lease.
Base Rent	\$47,040 or \$3,920/month — \$13.44/SF Option if exercised would increase rent to \$52,080 or \$4,340/month — \$14.88/SF
Expenses	Tenant to pay pro-rata shave of all real and personal property taxes, all insurance costs (fire & extended coverage, liability, etc.), and common area maintenance. Costs on insurance and CAM were estimated at about \$1.50/SF or \$5,250. Landlord is responsible for the roof, structural components, and exterior walls. Tenant is liable for heating and cooling, electrical, utilities, and water/sewer.

Loxley Farm Market Lease

Location	The approximate North 6,000± SF of Building B of the Coastal Alabama Farmers and Fisherman's Market (CAFFM) in Foley, Alabama.
Landlord	Coastal Alabama Farmers and Fisherman's Market
Tenant	Loxley Farm Market dba 4Land Family Market
Term	May 9, 2013 to May 9, 2023 Tenant has two 5-year options available for renewal. Tenant must notify landlord within 6 months of the expiration of the lease.
Base Rent	\$45,000 or \$3,750/month — \$7.50/SF Option 1 — \$48,000 or \$4,000/month — \$8.00/SF Option 2 — \$51,000 or \$4,250/month — \$8.50/SF
Expenses	Tenant to pay pro-rata shave of all real and personal property taxes, all insurance costs (fire & extended coverage, liability, etc.), and common area maintenance. Costs on insurance and CAM were estimated at about \$1.50/SF or \$5,250. Landlord is responsible for the roof, structural components, and exterior walls. Tenant is liable for heating and cooling, electrical, utilities, and water/sewer.

INCOME APPROACH TO VALUE (CONT.)

Vacancy and Rent Loss

All leases have terms and involve tenants with uncertain circumstances and thus the likelihood of turnover or business failure must be considered. In the course of this assignment, I have conferred with several realtors who are familiar with the project and active with similar properties. The consensus of the group is that there are no major issues when comparing this property with its competitors.

My discussion with a knowledgeable property manager who specializes in this type product, indicated that his study of the market showed vacancy rates between 2% to 25%.

When considering the local market, a vacancy and rent loss should be applied. Market conditions are favorable in Baldwin County, so I have factored in vacancy and rent loss near the bottom of the range. There have been no vacancies over the past 9 years. I have estimated vacancy and rent loss at 5%.

Effective Gross Income Estimate for Retail/Warehouse Building – Year 1

Potential Gross Income (Per leases)	\$92,040
(Moe's — \$47,040/ Loxley — \$45,000)	
Less: Vacancy and Rent Loss @ 5%	<u>(\$4,602)</u>
Effective Gross Income for Year 1	\$87,438

Operating Expenses

Operating expenses for a commercial project like the Subject normally consists of management, utilities, Ad Valorem Taxes, insurance, and repairs and maintenance. My estimate of the operating expenses is based on my reading of the current service retail/warehouse market,

INCOME APPROACH TO VALUE (CONT.)

in conjunction with established lease terms and expense information furnished by the client. My estimate of expenses by category is as follows:

Management – Management expense varies on commercial properties in the South Baldwin County market area. Most fees can be found in a range of 2% to 6% of effective gross income. Due to the character, size, etc. of the Subject, I feel that the management fee would likely fall in the middle of this range, say 4%. This fee is estimated at \$3,498 for Year 1 of the cash flow analysis.

Repair and Maintenance – This category covers all necessary repairs for the maintenance on the building, parking lot, yard service, etc. Most of this cost is passed along to the tenants. The landlord is responsible for the roof, exterior walls, and the structured components. I have factored in a change for \$.30/SF to cover this cost or \$2,850.

Legal and Accounting – This item pertains to the accounting costs for preparing Federal and State returns. Legal costs cover costs for collecting receivables or evictions. Our estimate is \$2,500.

Insurance – This covers the fire and extended coverage. This cost is reimbursed by the lessee, and thus the net expenditure from the lessor is nil.

Taxes – This expense covers the cost of ad valorem taxes. Due to the tax status of the landlord, ad valorem taxes are not charged. Additionally, the leases state that the tenant is responsible for all taxes if and when they occur. The lessor has no expense concerning this item.

Miscellaneous – This category covers unexpected expenses and other minor items. My estimate for this item is at \$100 per month or \$1,200 per year.

INCOME APPROACH TO VALUE (CONT.)

Expense projections are summarized below:

Management	\$3,498
Repairs & Maintenance	\$2,850
Legal & Accounting	\$2,500
Insurance	\$0
Taxes	\$0
Miscellaneous	<u>\$1,200</u>
Total Expenses	\$10,048

Therefore, the net income for Year 1 is estimated as follows:

Effective Gross Income	\$87,438
Less: Operating Expenses	<u>(\$10,048)</u>
Net Income	\$77,390

At this point, I am in a position to employ the fruits of my research to translate net operating income into a value figure. On the basis of our previous explanations as to expected revenues and expenses, we have prepared the following 3-year projection for the Subject Property. Implicit in this projection is the assumptions found below:

1. Contract rent is estimated at \$92,040 or \$9.69/SF for the first year of the projected holding period. Rent will increase as per the aforementioned rent schedule and assuming that rent options are extended per contract terms.
2. Vacancy and rent loss is estimated at 5% for the projected holding period.
3. All expenses will increase at 2% per year.
4. Discount Rate is 9.50%.
5. Terminal cap rate is 9.00% with a 3% sales cost.

Net income can be translated into value by either a discounted cash flow analysis or by direct capitalization. The direct capitalization method is most applicable in properties with stable net operating income. In view of the nature of the property and the operating history, I believe the discounted cash flow is the most appropriate method.

INCOME APPROACH TO VALUE (CONT.)

Derivation of Discount Rate

The discount rate is used to translate the total return from an investment property to value. The rate takes into account the total return from an investment property and focuses on the annual cash flow and the return from the net proceeds of sale at the end of the holding period. The primary source of cash flows for investment properties is the net annual operating income.

Given the character of the Subject, its viability is a function of the income it can generate. Implementing a more aggressive rental structure should result in notable growth of the net operating income. The other source of cash flow is the resale at the end of the holding period.

The major factors influencing the capital appreciation potential and/or the discount rate include conditions in the office/warehouse market, the size and stability of the local economy, the property's historic operating performance, the competitive position in the market, and the age and condition of the property.

In order to quantify the discount rate, I have considered the prevailing interest rates in the financial market for mortgage loans as well as the rates for neighborhood/community retail properties surveyed by the Situs RERC Real Estate Report and RealtyRate.com.

The Situs RERC "Real Estate Report – Fourth Quarter 2021 indicated that the pre-tax yield or internal rate of return for Second-tier retail/neighborhood/community space (South Criteria) ranged from 8.5% to 12.5%. The average pre-tax yield was 9.5%. Going-in cap rates averaged 8.3%, ranging from 6.9% to 10.0% and terminal cap rates were found between 7.2% and 10.8%, averaging 8.8%. The Situs RERC data best relates to the Subject Property.

The RealtyRate.com "Investor Survey" — 1st Quarter 2022 had survey rates ranging from 4.62% to 13.83% with an average of 9.21%. After considering all factors, I estimate the

INCOME APPROACH TO VALUE (CONT.)

discount rate and terminal cap rate to be 9.5% and 9.0%, respectively. By using the income and expenses previously outlined, this translates to a market value via the Income Approach to Value of \$900,000

NINE HUNDRED THOUSAND DOLLARS.

INCOME APPROACH TO VALUE

20733 Miflin Road
Foley, Alabama 36535
Moe's Original Bar-B-Que/Loxley Farm Market

		Year 1	Year 2	Year 3
Potential Gross Income		\$ 92,040	\$ 100,080	\$ 100,080
Less Vacancy & Rent @	5%	\$ 4,602	\$ 5,004	\$ 5,004
Effective Gross Income		\$ 87,438	\$ 95,076	\$ 95,076
Less: Operating Expenses				
Increasing Yearly @	2%			
Management @ 4% of EGI	4%	\$ 3,498	\$ 3,803	\$ 3,803
Legal & Accounting		\$ 2,500	\$ 2,550	\$ 2,601
Insurance		\$ -	\$ -	\$ -
Miscellaneous		\$ 1,200	\$ 1,224	\$ 1,248
Taxes		\$ -	\$ -	\$ -
Repairs & Maintenance		\$ 2,850	\$ 2,907	\$ 2,965
Total Operating Expenses		\$ 10,048	\$ 10,484	\$ 10,618
Net Operating Income		\$ 77,390	\$ 84,592	\$ 84,458
Discount Factor @	9.50%	0.913242	0.834011	0.761654
Present Value		\$ 70,676	\$ 70,551	\$ 64,328
Reversion @				9.00% \$ 938,426
Less: Sales Cost				3% \$ 28,153
Net Proceeds of Reversion				\$ 910,273
Present Value of Reversion				\$ 693,313
Add: Present Value of Reversion				\$ 205,555
Market Value				\$ 898,868
				\$ 900,000

RECONCILIATION AND FINAL ESTIMATE OF VALUE

The appraiser has undertaken a valuation analysis of the Subject Property, as of May 11, 2022. In the course of my research, I have analyzed an abundance of economic data which I believe influences both the present and likely evolving value of such real estate. I have focused some attention on the dynamics which shape the neighborhood and the commercial component of which it is a part.

Using information gathered in this undertaking, I have fashioned an appraisal of the property employing the Sales Comparison and the Income Approaches to Value. This information is fully explained in the body of this report.

COST APPROACH TO VALUE	N/A
SALES COMPARISON APPROACH TO VALUE	\$855,000
INCOME APPROACH TO VALUE	\$900,000

In this assignment, I have constructed the Income Approach to Value by relying on current market information, as well as the various economic constraints which are employed in translating income into value. The leases in place are deemed to be at market and they run for another year with options in place to the tenants. Any market participant would inherit the leases and be bound by the lease terms for the contract term. Considering the income producing nature of the Subject, primary emphasis was afforded this valuation technique.

RECONCILIATION AND FINAL ESTIMATE OF VALUE (CONT.)

The Cost Approach to Value is deemed to be of no significance as income and usage are viewed as the motivating factors which bring such properties as the Subject to the closing table. The fact that the Subject improvements are approximately 9 years of age further dilutes any confidence in this valuation technique. The Cost Approach affords a broader vantage point in the search for value but not one that merits investor confidence sufficient to seal the deal.

The Improved Sales Comparison Approach focused on a number of sales which have closed over the past three± years. My sales analysis indicated a value for the Subject Property in the \$82/SF to \$98/SF value range. Considering current market conditions and the condition of the improvements, I estimated the market value of the Subject Property based on comparison with various properties at \$90/SF.

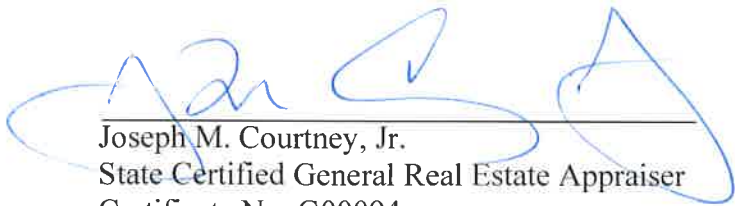
It is my opinion that in estimating the value of property such as the Subject, an investor would embark on an income and expense analysis similar to that outlined in the Income Approach. Given this fact, I have placed primary emphasis on the Income Approach to Value. My estimate of market value of the leased fee interest in the Subject Property, as of May 11, 2022, is \$900,000

NINE HUNDRED THOUSAND DOLLARS.

CERTIFICATION OF THE APPRAISER

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

1. The statements of fact contained in this report are true and correct.
2. 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.
3. 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.
4. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
5. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
6. 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.
7. I have made a personal inspection of the property that is the subject of this report.
8. No one provided significant real property appraisal assistance to the person signing this certification.
9. I have not performed a previous appraisal or any other services relative to the Subject Property within the three years prior to this assignment.
10. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
11. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.



Joseph M. Courtney, Jr.
State Certified General Real Estate Appraiser
Certificate No. G00094

QUALIFICATIONS OF JOSEPH M. COURTNEY, JR.

Background

Born and reared in Mobile, Alabama. Graduated from McGill-Toolen High School, Mobile, Alabama, in May, 1977 and graduated from the University of Alabama in August, 1981 with a Bachelors of Science degree in Business Administration majoring in Real Estate.

Real Estate Education and Experience

Has been employed with Courtney & Morris Appraisals, Inc., since August, 1981, as a real estate appraiser. Received the Alabama State Real Estate Broker's License in September, 1981. Received the Mississippi State Real Estate Broker's License in March, 2006. Successfully completed the following real estate courses while attending the University of Alabama: Real Estate Appraisal, Financial Institutions I, Estates and Trusts, Principles of Real Estate, Business Finance, Real and Personal Property Law, and Business Risk Management. Also completed Course 101, The Principles of Real Estate Appraising, October, 1984, University of Georgia, Athens, Georgia; Course 102, Applied Residential Property Valuation, September, 1989, University of Alabama – Birmingham, Birmingham, Alabama; Course 201, Principles of Income Property Appraising, May, 1986, University of Florida, Gainesville, Florida; Course 202, Applied Income Property Valuation, June, 1990, Nashville, Tennessee; Standards of Professional Practice, Part 3, June, 1999, Orange Beach; Attacking and Defending an Appraisal in Litigation, 7, 1999, Birmingham, Alabama; Residential Appraiser Productivity Series Training Class for Windows, April, 2000, Baton Rouge, Louisiana; Review of Sales Comparison Approach, July, 2001, Mobile, Alabama; National Uniform Standards of Professional Appraisal Practice, August, 2003, Mobile, Alabama; Scope of Work – Expanding Your Range of Services, August, 2003, Mobile, Alabama, Construction Details and Trends, September, 2003 – Visual Classroom, Professional's Guide to the URAR, New Orleans, Louisiana, May, 2005; National USPAP Course, New Orleans, Louisiana, March, 2005; Construction Details & Trends, August, 2007; Disclosures & Disclaimers, August, 2007; Appraisal Trends, August, 2007; Uniform Standards of Professional Appraisal Practice (USPAP), Daphne, Alabama, August, 2007. Trainee/Mentor Orientation, May, 2009; Course 406-B, National USPAP-Update, Gulf Shores, Alabama, July, 2009; Introduction to Expert Witness Testimony, August, 2009; Land and Site Valuation, August, 2009; Appraisal Trends, August, 2009; Business Practice Ethics, August, 2010; National USPAP Update, Mobile, AL, August, 2011; Ways to Minimize Your Liability, August, 2011; More Oddball Appraisals, August, 2011; Introduction to Uniform Appraisal Data Set, September, 2011; The Lending World in Crisis – What Clients Need Their Appraisers to Know Today, Mobile, Alabama, March, 2013; 7 – Hour National USPAP Update Course, Birmingham, Alabama, April, 2013; Appraising and Analyzing Retail Shopping Centers for Mortgage Underwriting, July, 2013; Residential Appraisal Review, July, 2013; Land & Site Valuation, July, 2015; Appraisal of Owner-Occupied Commercial Properties, August, 2015; 2014-2015 7-Hour National USPAP Update, August, 2015; Appraisal of Land Subject to Ground Leases, August, 2015. Forest Valuation for Non-Foresters, Montgomery, Alabama, October, 2016; Common Mistakes Found During Investigations, Spanish Fort, Alabama, June, 2017; Appraisal of REO and Foreclosure Properties, August, 2017; 2016-2017 7-Hour National USPAP Update Course, August, 2017; Supervisor – Trainee Course for Alabama, August, 2018; 2018-2019 7-

QUALIFICATIONS OF JOSEPH M. COURTNEY, JR. (CONT.)

Hour USPAP Update Course, August, 2019; Appraisal of REO and Foreclosure Properties, August, 2019; Supporting Your Adjustments: Methods for Residential Appraisers, August, 2019; Evaluating Today's Residential Appraisal: Reliable Review, August, 2019; Introduction to Commercial Appraisal Review, August, 2021; FNMA Appraisal Guidelines, August, 2021; 2020-2021 7-Hour National USPAP Update Course, August, 2021; The Basics of Expert Witness for Commercial Appraisers, August, 2021; Supporting Your Adjustments: Methods for Residential Appraisers, August, 2021. Has also attended numerous appraisal related seminars and courses sponsored by the Federal National Mortgage Association and the Appraisal Institute.

Appraisal Clients

First Community Bank, Peoples Bank of Alabama, Bay Bank, Bancorp South, Branch Bank & Trust, Co., BBVA Compass Bank, Regions Bank, Iberia Bank, Hancock Bank, Coastal Bank & Trust, Merchants Bank, Regions Mortgage Company, Bay Mortgage Company, Citizens' Bank, Royal Bank of Canada (RBC), U.S. Small Business Administration, Trustmark National Bank, Bank of America, Whitney National Bank, City of Daphne, AL., Riviera Utilities, City of Fairhope, AL., City of Gulf Shores, AL., City of Foley, AL., City of Elberta, AL., Federal National Mortgage Assoc., U.S. Fish & Wildlife Service, PowerSouth Energy Coop., State Bank & Trust Company, United Bank, The First, First Community Bank, Coast, The Mitchell Company, First Southern Bank, Florida Gas Corporation, Park National Bank, Bank of the Ozarks, Centennial Bank, Century Bank, PNC Bank, National Bank of Commerce, and various attorneys, individuals, and corporations. Has testified to the value of real estate in U.S. District Court, Mobile, Alabama, and Circuit and Probate Court in Mobile County, Escambia County, and Baldwin County, Alabama.

Professional Memberships

Commercial Real Estate Exchange Club of Baldwin County
Member of the Baldwin County Board of Realtors

Certification

State Certified General Real Estate Appraiser,
Alabama License #G00094

State Licensed Real Estate Broker,
Alabama License #8407-0

State of Alabama



This is to certify that

Joseph M. Courtney, Jr.

having given satisfactory evidence of the necessary
qualifications required by the laws of the State of Alabama
is licensed to transact business in Alabama as a

Certified General Real Property Appraiser

*With all rights, privileges and obligations
appurtenant thereto.*

LICENSE NUMBER: **G000094**
EXPIRATION DATE: **09/30/2023**

Shirley P. Ponder

Executive Director
ALABAMA REAL ESTATE APPRAISERS BOARD

ADDENDA

Joe Courtney

From: Joe Courtney
Sent: Thursday, April 14, 2022 1:26 PM
To: Michael Thompson
Subject: Re: City of Foley-Moe's/Forland survey
Attachments: Loxley Farm Market dba 4Land Family Market.pdf; Moe's BBQ Lease Agreement.pdf

Thanks

Got you booked

Sent from my iPhone

On Apr 14, 2022, at 1:33 PM, Michael Thompson <mthompson@cityoffoley.org> wrote:

note the steps in the rent rate. I believe we are now in the \$47k and \$45k annual rent respectively on the two leases.

Mike

----- Forwarded message -----

From: Sue Steigerwald <ssteigerwald@cityoffoley.org>
Date: Thu, Apr 14, 2022 at 11:52 AM
Subject: City of Foley-Moe's/Forland survey
To: <joe@courtneyandmorris.com>
Cc: Mike Thompson <mthompson@cityoffoley.org>

Hi Joe,

On behalf of Mike Thompson, attached are the Forland (Loxley Farm Market) and Moe's BBQ lease agreements.

Regards,

Sue

Sue Steigerwald City of Foley Finance Director/Treasurer 251-970-5011