



June 25, 2020

Gardens at Westtown, L.P.  
501 Skiles Boulevard  
West Chester, PA 19382  
**SENT VIA UPS, TRACKING #1ZF134V70291134918**

**RE: Tax Parcel #s 67-4-40.5 (Since retired and merged with 67-4-40.4)  
Right-of-way and Temporary Construction Easement**

To Whom it May Concern:

Toll PA XVIII, L.P. ("**TOLL BROTHERS**") is the equitable owner of the property located to the southwest of the intersection of Wilmington Pike and Skiles Boulevard, in Westtown Township, more commonly known as Crebilly Farm ("**PROPERTY**"). Based upon meetings held with the Pennsylvania Department of Transportation ("**PaDOT**") regarding a proposed development of the Property, Toll Brothers has agreed to construct specific state highway roadway improvements at the intersection of Wilmington Pike and Skiles Boulevard.

These improvements will be completed by Toll Brothers, provided, permanent right-of-way and temporary construction easements can be obtained from the above referenced tax parcel numbers that are owned by the Gardens at Westtown, L.P. ("**Gardens**"). Toll Brothers is willing to pay the Gardens fair market value plus 10% for right-of-way and easements required to complete the road improvements.

To determine the fair market value, a conceptual design of the improvements were completed by McMahon Associates. The plans were reviewed by PaDOT and Westtown Township and revisions were made resulting in the current conceptual plan.

Following completion of the conceptual design, Toll Brothers contracted the services of William Wood Company, LLC to complete an appraisal to determine the fair market value of the right-of-way and temporary construction easements necessary to be acquired for the road improvements to be constructed.

Enclosed for your review, please find the following:

- Robinson Tract Residential Development Wilmington Pike (S.R. 0202) and Skiles BLVD/Stetson Drive, Conceptual Design Exhibit Alternative A dated March 6, 2020, sheet 1 of 1
- Robinson Tract Residential Development Wilmington Pike (S.R. 0202) and Skiles BLVD/Stetson Drive, Conceptual Design Exhibit Alternative A dated March 6, 2020, sheet 1 of 1 (Aerial)
- Appraisal Report for Parcel Number 67-4-40.5 completed by William S. Wood, III of William Wood Company, LLC with the effective date of June 2, 2020

Toll Brothers is willing to offer you \$13,799.25 for the permanent right of way and temporary construction easements that is the subject of the appraisals and is required to construct the required state roadway improvements.

In an effort to more fully explain the proposed road improvements and associated impacts to your property, Toll Brothers and our consultants are available to meet with you to review the information in more detail. I can be reached at (610) 358-3611.

Please let me know if you are willing to sell the required permanent right of way and temporary construction easement.

Thank you for your time and consideration and I look forward to meeting with you soon.

Regards,  
TOLL BROS., INC

A handwritten signature in blue ink, appearing to read "Andrew Semon", is written over the typed name and title.

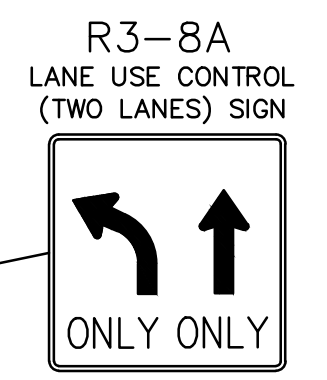
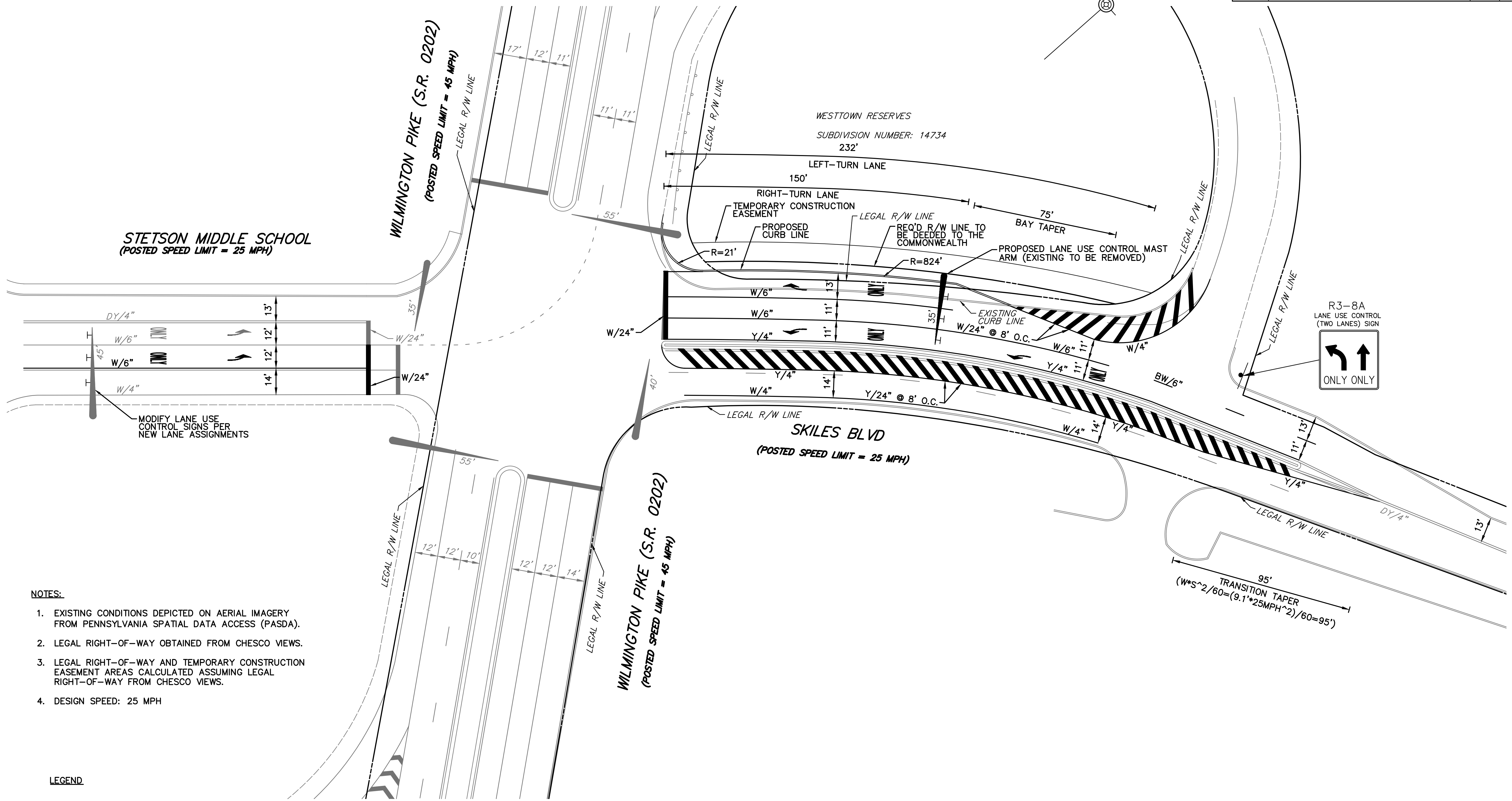
Andrew Semon  
Division President

Enclosures

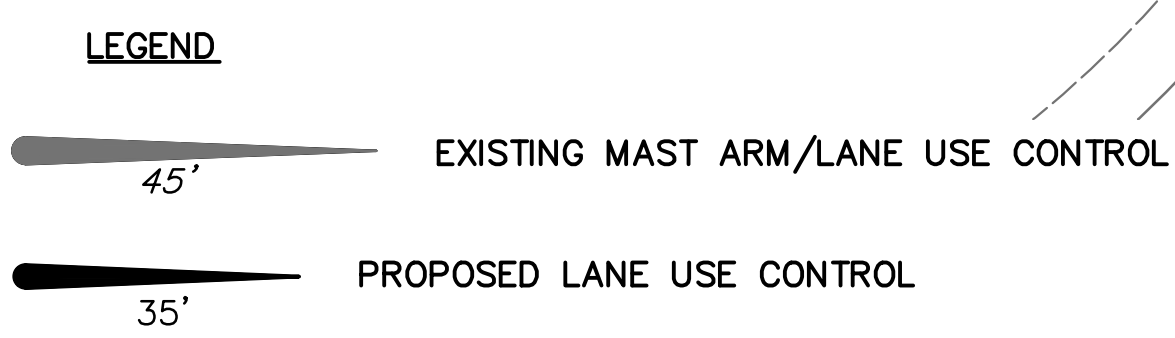
Cc: Fran Hanney, P.E., PaDOT District 6 (w/ enclosures) (via e-mail)  
Al Federico, P.E., Westtown Township (w/ enclosures) (via e-mail)  
Will Ethridge, Westtown Township (w/ enclosures) (via e-mail)  
Gregg Adelman, Esq., Kaplin Stewart (w/ enclosures) (via e-mail)  
Nicole Kline, P.E., McMahon Associates (w/ enclosures) (via e-mail)

PROPERTY IMPACTS		
OWNER NAME	REQUIRED TOWNSHIP R/W	TEMPORARY CONSTRUCTION EASEMENT
WESTTOWN RESERVES	1,040 SF	2,291 SF

DISTRICT	COUNTY	ROUTE	SECTION	SHEET	
6-0	CHESTER	-	-	1 OF 1	
WESTTOWN TOWNSHIP					
REVISION NUMBER	REVISIONS			DATE	BY



- NOTES:**
- EXISTING CONDITIONS DEPICTED ON AERIAL IMAGERY FROM PENNSYLVANIA SPATIAL DATA ACCESS (PASDA).
  - LEGAL RIGHT-OF-WAY OBTAINED FROM CHESCO VIEWS.
  - LEGAL RIGHT-OF-WAY AND TEMPORARY CONSTRUCTION EASEMENT AREAS CALCULATED ASSUMING LEGAL RIGHT-OF-WAY FROM CHESCO VIEWS.
  - DESIGN SPEED: 25 MPH



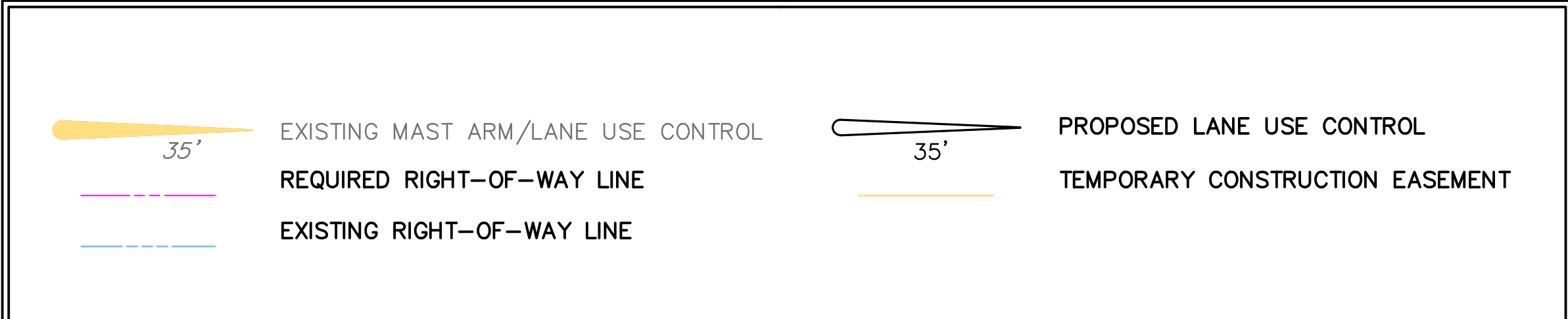
**DRAFT**

DISTRICT	COUNTY	ROUTE	SECTION	SHEET
6-0	CHESTER	-	-	1 OF 1
WESTTOWN TOWNSHIP				
REVISION NUMBER	REVISIONS	DATE	BY	

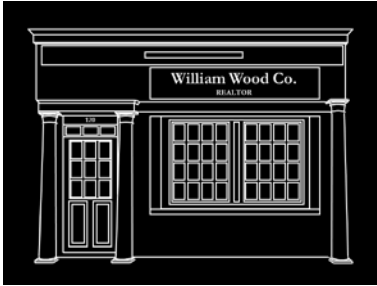
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**DRAFT**



William Wood Company, LLC  
120 West Market Street  
West Chester, PA 19382  
(610) 692-3966  
willwood@wmwoodco.com

## APPRAISAL REPORT

### PROPERTY OF:

GARDENS AT WESTTOWN, LP  
501 SKILES BOULEVARD  
WEST CHESTER, PENNSYLVANIA 19382  
PARTS OF PARCEL NUMBER 67-4-40.5  
EFFECTIVE DATE JUNE 2, 2020

### PREPARED FOR:

TOLL BROTHERS  
ATTENTION: ANDREW SEMON  
4 HILLMAN DRIVE  
SUITE 120  
CHADDS FORD, PENNSYLVANIA 19317

### PREPARED BY:

WILLIAM S. WOOD III  
PENNSYLVANIA CERTIFIED  
GENERAL APPRAISER GA-003919

John Strickland II  
PA/DE Certified General Appraiser

William S. Wood III  
PA Certified General Appraiser  
Broker of Record

Susan Andreen  
Office Manager

**WILLIAM WOOD COMPANY, LLC**  
120 West Market Street  
West Chester, Pennsylvania 19382  
610-692-3966  
Fax 610-692-8325

David E. Adams  
Kimberlee A. Baker  
Heidi S. Phillips  
Timothy J. Mingey  
Timothy C. Graham  
Sean P. Howley

Toll Brothers  
Attn: Andrew Semon  
4 Hillman Dr.  
Suite 120  
Chadds Ford, PA 19317

June 18, 2020

Re: Appraisal of parts of the Property of Gardens at Westtown, LP, Westtown Township,  
Chester County

Dear Mr. Semon:

In compliance with your request, I have viewed the above referenced property for the purpose of estimating, effective June 2, 2020 the Market Value of the fee simple interest in the subject property for Right of Way and Temporary Easement purposes.

I have personally made a careful, thorough examination and analysis of the subject property in order to arrive at my opinion of the said Market Value. Subject to the limiting conditions contained in the herein report, I am of the opinion that the Market Value of the subject property is as follows:

Area	Square Feet	\$/Sqaere Foot	Value
Right of Way	1,040	\$5.74	\$5,969.60
Temporary Construction Easement	2,291	\$2.87	\$6,575.17
<b>Total</b>			<b>\$12,544.77</b>

Very truly yours,

WILLIAM WOOD CO.



William S. Wood III  
PA Certified General Appraiser  
GA-003919

## EXECUTIVE SUMMARY

<b><u>Address:</u></b>	501 Skiles Boulevard, West Chester, Pennsylvania 19382, Westtown Township, Chester County
<b><u>Client(s) and Intended User(s):</u></b>	Toll Brothers is the Client, the Intended Users are the Client, the property owner, and other parties with an interest in the transfer as designated by the Client to include the Pennsylvania Department of Transportation.
<b><u>Owner(s):</u></b>	Gardens at Westtown, LP
<b><u>Tax No(s):</u></b>	Parts of 67-4-40.5 and 67-4-40.4
<b><u>Effective Date(s) of Appraisal:</u></b>	June 2, 2020
<b><u>Date of Report:</u></b>	June 18, 2020
<b><u>Purpose of Appraisal:</u></b>	To estimate for Right of Way and Temporary Construction Easement purposes, the market value of the real property.
<b><u>Property Rights Appraised:</u></b>	Fee Simple
<b><u>Assumptions, Limiting Conditions, and Contingencies:</u></b>	A list of Assumptions and Conditions is attached hereto as an addendum and is an integral part of this appraisal
<b><u>Atypical Assignment Conditions:</u></b>	The subject is a portion of a parent tract that has improvements. The subject portion of the parent tract has no improvements on it. The improvements were not valued as a part of this assignment.
<b><u>Land:</u></b>	An approximately 1,040 square foot portion and an approximately 2,291 square foot portion. (per plan)
<b><u>Improvements:</u></b>	None
<b><u>Occupancy:</u></b>	Vacant
<b><u>Zoning:</u></b>	POC—Planned Office Campus
<b><u>Highest and Best Use:</u></b>	Contribution to existing development

**Method of Appraisal:**

Market Approach

**Value Conclusion:**

<b>Area</b>	<b>Square Feet</b>	<b>\$/Sqare Foot</b>	<b>Value</b>
<b>Right of Way</b>	1,040	\$5.74	<b>\$5,969.60</b>
<b>Temporary Construction Easement</b>	2,291	\$2.87	<b>\$6,575.17</b>
<b>Total</b>			<b>\$12,544.77</b>



## **IDENTIFICATION OF THE PROBLEM**

### **PURPOSE OF THE APPRAISAL**

To estimate for Right of Way and Temporary Construction Easement purposes, the market value of the real property effective June 2, 2020. The appraisal will be an appraisal report in narrative form in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP).

This report was prepared to conform with the requirements of the Uniform Standards of Professional Appraisal Practice (USPAP) as promulgated by the Appraisal Standards Board of the Appraisal Foundation, as incorporated in the Title XI of the Federal Financial Institution Reform, Recovery and Enforcement Act of 1989 (FIRREA) and with the appraisal rules and regulations in Bulletin 12CFR Part 34 of the officer of the Comptroller of the Currency, dated August 24, 1990.

### **CLIENT AND INTENDED USER(S)**

Toll Brothers is the Client, the Intended Users are the Client, the property owner, and other parties with an interest in the transfer as designated by the Client to include the Pennsylvania Department of Transportation.

### **PROPERTY RIGHTS APPRAISED**

The property rights being appraised are the fee simple interest in the subject.

### **GENERAL ASSUMPTIONS AND LIMITING CONDITIONS**

A list of Assumptions and Conditions is attached hereto as an addendum and is an integral part of this appraisal.

### **ATYPICAL ASSIGNMENT CONDITIONS**

The subject is a portion of a parent tract that has improvements. The subject portion of the parent tract has no improvements on it. The improvements were not valued as a part of this assignment.

### **DEFINITION OF MARKET VALUE**

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

1. Buyer and Seller are typically motivated;

2. Both parties are well informed or well advised and acting in what they consider their best interests;
3. A reasonable time is allowed for exposure in the open market;
4. Payment is made in terms of cash in U.S. dollars or in terms of financial arrangement comparable thereto;
5. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associates with the sale.

\*Uniform Standards of Professional Appraisal Practice, 2012-2013 Edition.

### **DISCLOSURE OF COMPETENCY**

The appraisal standards promulgated by the Appraisal Standards Board of the Appraisal Foundation contain binding requirements and specific guidelines that deal with the procedures to be followed in developing an appraisal, analysis or opinion. The Uniform Standards of Professional Appraisal Practice (USPAP) required the appraiser to communicate his or her analysis, opinions and conclusions in a manner that will be meaningful and not misleading in the marketplace. The appraiser is required to observe the highest standards of professional ethics which includes conduct, management, confidentiality and record keeping. In addition, the appraiser is required to properly identify the appraisal question or problem, have the knowledge and/or experience to complete the assignment competently; or disclose the lack of knowledge and/or expense to the client before accepting the assignment. The appraiser may however, retain the assistance of others who possess the required knowledge and/or experience, provided disclosure of such is made to the client. The appraiser acknowledges that he understands the ethics and competency provisions set forth in the Uniform Standards of Professional Appraisal Practice (USPAP), and certifies that he has the necessary experience and knowledge needed to complete the assignment at hand. No steps were required of the appraiser to satisfy the Competency Provision (standards Rule 1-1).

### **SCOPE OF APPRAISAL**

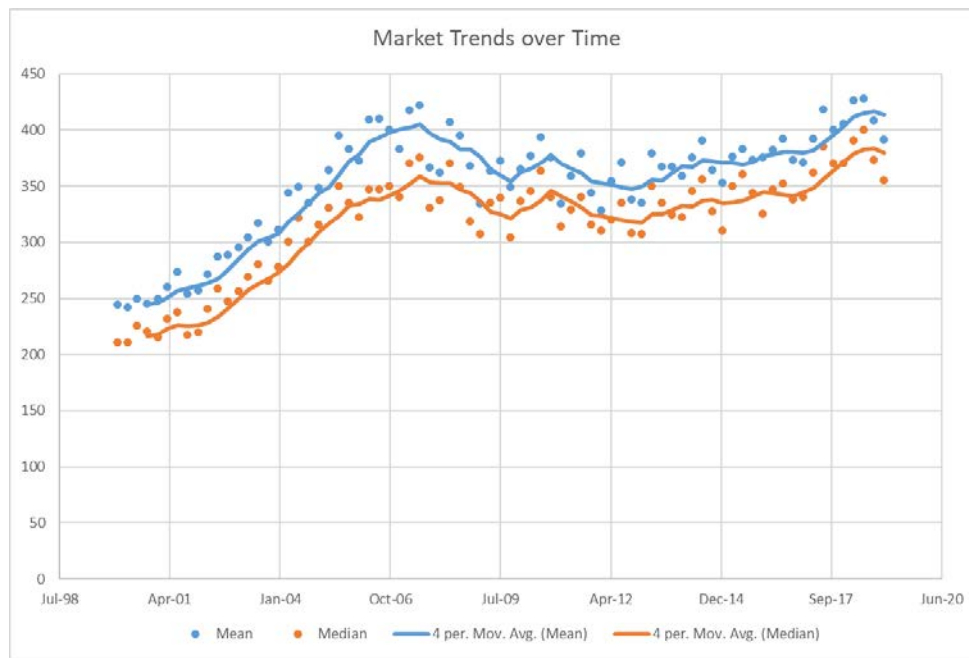
Unless noted otherwise herein, the Scope of the appraisal consisted of:

1. Inspection of the subject property.
2. Identification of the real estate and property interest being appraised and the effective date of the appraisal. Definition of purpose and intended use as well as the value being considered.
3. Collection, verification and communication of all relevant facts related to the property including but not limited to zoning, utilities, land and building areas, restrictions, economic, demographic and environmental factors, encumbrances, leases, reservations, contracts, covenants, declarations, special assessments, ordinances easements, and other items of a similar nature deemed necessary for the assignment and applicable.

4. Consideration of the factors affecting value including assumptions limiting conditions, and contingencies, as well as analysis of highest and best use.
5. Consideration of Income, Sales Comparison, and Cost Approaches to value, and application and explanation of the methodology of the most appropriate approach(es) to the assignment.
6. Verification of comparables data with one or more of the parties deemed knowledgeable of transactions, including but not limited to buyers, sellers, lenders, brokers, appraisers, and county transfer and property records.
7. Reconciliation of value estimates and final conclusion of value for the subject property.

## **CURRENT MARKET TRENDS**

The market is in the accelerating stage, having showed sharp decreases from mid-2007 to late-2009. Based on a trailing 12 month average of mean prices, the market lost 12%, without the smoothing effect of a trailing average the decline from the market's peak mean in June of 2007 to its lowest point in October of 2009 was a precipitous 27%.

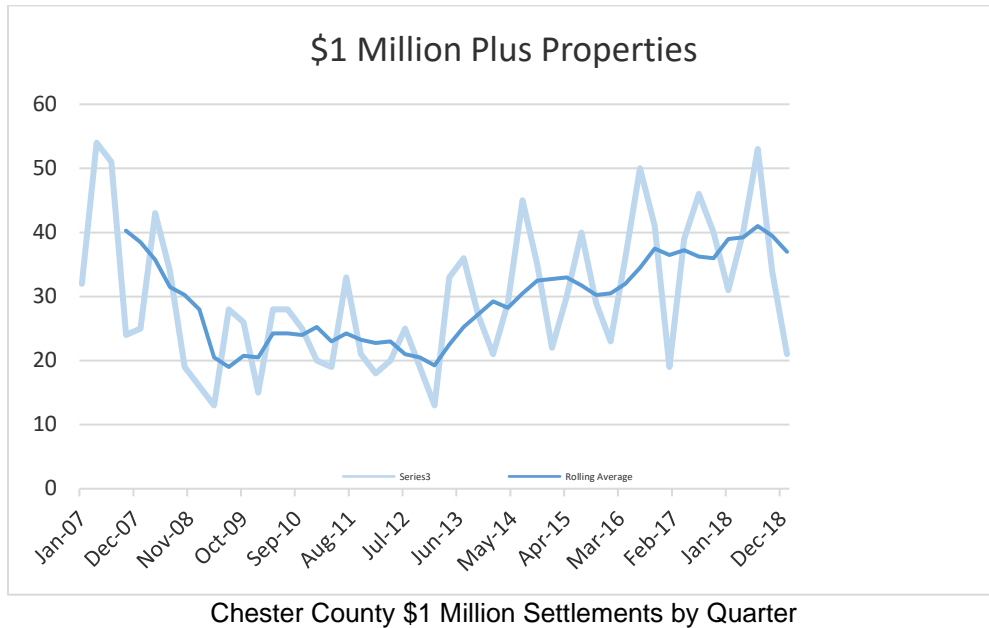


Single Family Housing Prices

Through 2012 the market hit a flat phase, and since then began to appreciate, at first at 2% per year, but recently accelerating to 4%. With residential construction in full bloom and new residential units being approved at very high pace, it is difficult to know how much more development we will see before the next down phase of the cycle.

Inventories remain low, total number of homes put under agreement and total sales volume remain near their highest points since 2007.

The high-end market, which was hit hard in terms of number of units sold, also seems to be rebounding well since 2013.



New housing starts are well up with several thousand residential units approved in the county over the last two years, new construction is also selling well, but the development trend is uneven, with smaller “pockets” attracting most of the interest while other areas within the county experience no increase in demand at all.

By all current indications Chester County’s real estate market on the whole is in a period of growth.

**COVID-19**

Effective March 23<sup>rd</sup>, 2020 Governor Wolf issued a stay at home order to seven counties including Chester County. The order was subsequently expanded to include all of Pennsylvania, radically constricting the real estate market. The mass unemployment associated with the stay at home orders across the country have created a moment of economic uncertainty. While Chester County had been on a dramatic upswing in development and seeing strong appreciation, whether those trends will hold after the pandemic is beyond the realm of the knowable at this point. All appraisals are essentially historical, relying on settled sales and the most recent demographic, economic, employment, and real estate data, unfortunately the reality that these data represent has changed dramatically in a short period of time, it is not clear how permanent or temporary the facts will remain in the current condition.

**REGIONAL DATA**

The Philadelphia Metropolitan Area is part of a larger economic and geographic entity known as the Delaware Valley. The Delaware Valley surrounds the Delaware River from

Trenton, New Jersey to the north running south to Wilmington, Delaware.

The population of the Philadelphia-Camden-Wilmington Metropolitan Statistical Area was 5,965,343 as of the 2010 Census, the current estimate is up 2.19% (for 2017) to 6,096,120.

**POPULATION**

The 2010 federal census indicates the Philadelphia Metropolitan Area had a population of almost six million which makes it the sixth largest population center in the nation. Chester County has a population of 519,293 (2017 estimate) which represents a 4.0% increase since 2010.

**EMPLOYMENT**

The traditional economic base of the region was once heavy manufacturing. Along with national trends, the regional economy has shifted toward a service oriented base. Approximately 50.98% of the regions workforce is employed in the service industries.

EMPLOYMENT  
PHILADELPHIA METROPOLITAN AREA (thousands)

Classification	Employment	Year % change*
Services **	1,385.3	+0.6
Trade, Transportation, and Utilities	512.3	+1.0
Government	325.3	-2.0
Manufacturing	179.5	-0.3
Financial	204.4	+0.8
Construction, Mining and Logging	113.1	+6.9
Information	45.9	-2.3
<b>TOTAL</b>	<b>2,765.8</b>	<b>+0.5</b>

\*Percent change used unrounded inputs.

\*\*Professional, Business, Educational, Health, Leisure, Hospitality and Other.

The unemployment rates in Chester County is 2.6%, in Pennsylvania 3.9%, and Nationally 3.7%

**INCOME**

The average median effective household income for the Philadelphia Metropolitan Area is currently estimated to be \$68,676.11. This compares to \$52,267 for the Commonwealth of Pennsylvania, and \$53,046 for the United States. Chester County ranks first in this area with a median house income level of \$86,184 per dwelling unit.

**INCOME STATISTICS  
PHILADELPHIA METROPOLITAN AREA**

County	Households	Median Household Income
Chester	183,793	86,184
Montgomery	308,083	78,984
Bucks	229,933	76,859
Delaware	206,021	64,242
Burlington	165,620	78,229
Gloucester	104,091	74,915
Camden	188,861	62,320
Salem	24,950	59,336
Philadelphia	580,509	37,016
<b>TOTAL</b>	<b>1,991,861</b>	<b>\$68,676.11</b>

**TRANSPORTATION**

The area benefits from its diverse transportation system. Philadelphia International Airport and the area in general are easily accessible through an adequate bus, rail and highway system. The Port of Philadelphia is one of the largest fresh water ports in the country.

**CONCLUSIONS**

The Philadelphia Metropolitan Area benefits from a diversified economic base which protects the region from wide swings in the economy. The region's location along the eastern seaboard and past reputation should have a positive effect on the area's long-term outlook.

**CHESTER COUNTY**

Chester County is located west of the Greater Philadelphia (PA) area and north of the Greater Wilmington (Del.) area. It covers an area of 762 square miles in 73 municipalities. With a labor force of approximately 281,700. The population increased by 15.1% during the 2000's and has continued to grow. The work force increased by 12.75% from 2000 - 2010 as the result of a rapid commercial development along the "Route 202 corridor". This development centered on high-tech and health care industries and corporate headquarters facilities, bringing in highly paid technical experts and executives

to the area. As a result of all the activity Chester County has been identified by the Wall Street Journal as one of the top twenty fastest growing and most educated counties in the United States.

Resident Employment by Occupation based on most recent published data:

	Number	Percent
Total – Employed Persons 16 years and over	255,115	100.0
Management and Professional	120,974	47.4
Sales and Office Occupations	62,294	24.4
Service Occupations	33,135	13.0
Production, Transportation, and Material Moving	19,442	4.6
Natural Resources, Construction, and Maintenance	19,270	7.6
Agriculture, Fishing, and Forestry, Hunting, Mining	5,785	2.3

The County sits squarely within the northeast corridor which runs from Washington and Richmond north to New York and Boston. It has good access to all major highways. Philadelphia International Airport is convenient to the area. Train service is adequate and increasing.

Amenities are excellent, including a number of outstanding colleges. There is a wide array of museums, art galleries, and other attractions in the immediate area ranging from Valley Forge National Park to Longwood Gardens, and including Winterthur, The Brandywine River Museum and a host of other cultural attractions.

Four hospitals are located within the County and all have affiliations of one kind or another with major tertiary base facilities in Philadelphia, Wilmington, and Lancaster, PA.

Public school systems are of varied quality but generally are well above average. Private schools are scattered throughout the County or nearby.

In summary, the County of Chester is an extremely desirable location in which to live and work.

### **NEIGHBORHOOD ANALYSIS**

Westtown Township is a 8.74 square mile municipality with a 2010 census population of 10,827 people, representing a 4.6% increase over the 2000 census. While suburban in nature, there are many Commercial, Industrial, and institutional uses in the Township.

Police and fire protection services appear adequate. Thornbury Township is a member of the West Chester Area School District.

There were 88 sales of single-family housing on lots from 0 to 4 acres within the past year ranging from \$250,000 to \$1,350,000. The mean value of \$550,531 differs only slightly from the median of \$511,500.

There are presently 6 Active listings on the MLS, for an implied one month supply, which is indicative of a very brisk market. Average days on market was 76, which is more indicative of a stable market. Given the current market conditions and the stay at home order, inventory is probably depressed.

There is no external obsolescence noted.

**IDENTIFICATION OF THE PROPERTY:**

**DEED AND TAX MAP REFERENCE:**

The subject address 501 Skiles Boulevard Road, West Chester, Pennsylvania 19382.

It is located in Westtown Township, Chester County

Tax ID and deed information:

Tax ID	Deed Book	Deed Page	Recorded	In the Name(s) of
67-4-40.5	7279	618	10/4/2007	Gardens at Westtown, LP
67-4-40.4	7279	618	10/4/2007	Gardens at Westtown, LP

**The parent tract (67-4-40.5) is itself a portion of a two parcel condominium property that also includes 67-4-40.4 which contains all the residential improvements. A search of the tax assessors page indicates that while the tax maps still include 67-4-40.5, the parcel number has been retired and the parcel merged with 67-4-40.4. The parcel that the subject is a part of was used in the density calculations for creating the condominium property and therefore has no separately developable rights associated with it.**

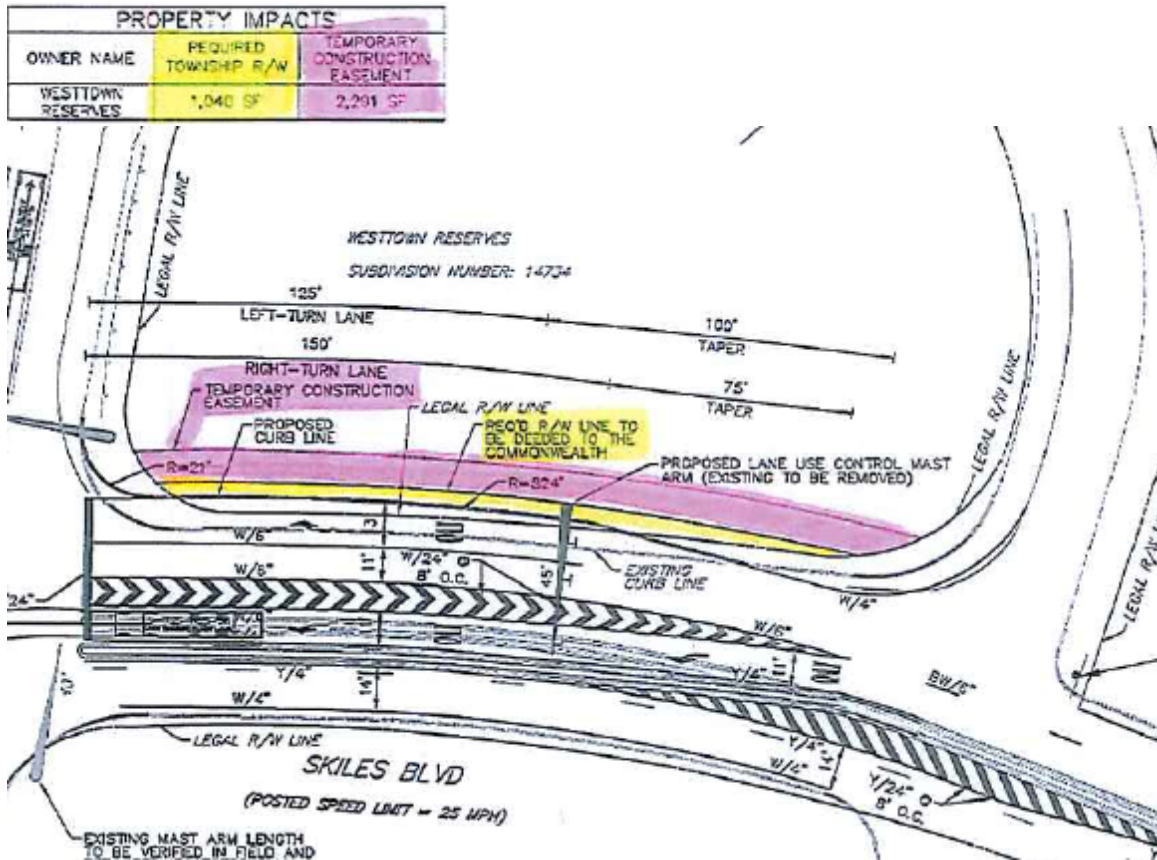
**SALES HISTORY:**

The property has not been transferred within the three years prior to the acceptance of this assignment. Portions of the subject tracts



## SITE ANALYSIS

The following plans were provided to the appraiser by the Client.



The yellow area is the right of way portion and totals 1,040 square feet.

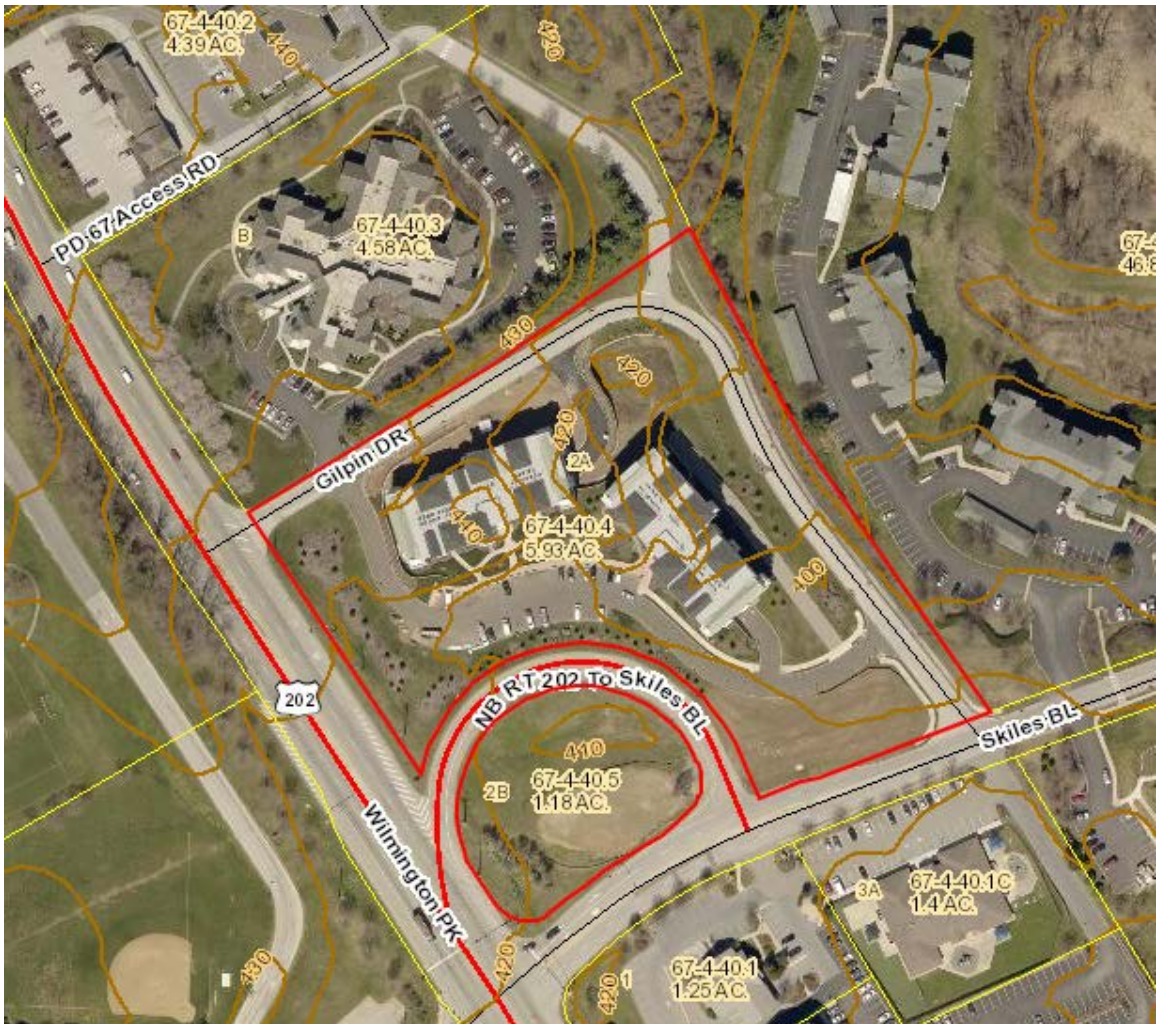
The purple area is temporary construction easement and totals 2,291 square feet.

These areas are part of a parent tract containing 7.11 acres (per tax records—see note above).

The accepted methodology in right of way, utility easement, trail easement, condemnation, and similar public uses is to value the entire parcel and use a *pro rata* valuation of the area being eased or taken. In the case of temporary construction easements the accepted methodology is to use 50% of the *pro rata* value with the caveat that the real property in the area of the temporary easement will be returned to the same or a similar condition at the end of the temporary use.

The parent tract has approximately 251 feet of frontage along the north side of Skiles Boulevard and 74 feet along the east side of Wilmington Pike (Route 202). The parent

tract is largely occupied by a stormwater management area and landscaping. It is the interior of a 'jug handle' that serves Route 202 and traffic to the public schools across 202 and the commercial and residential uses surrounding the parent tract.



(Source: ChescoViews)



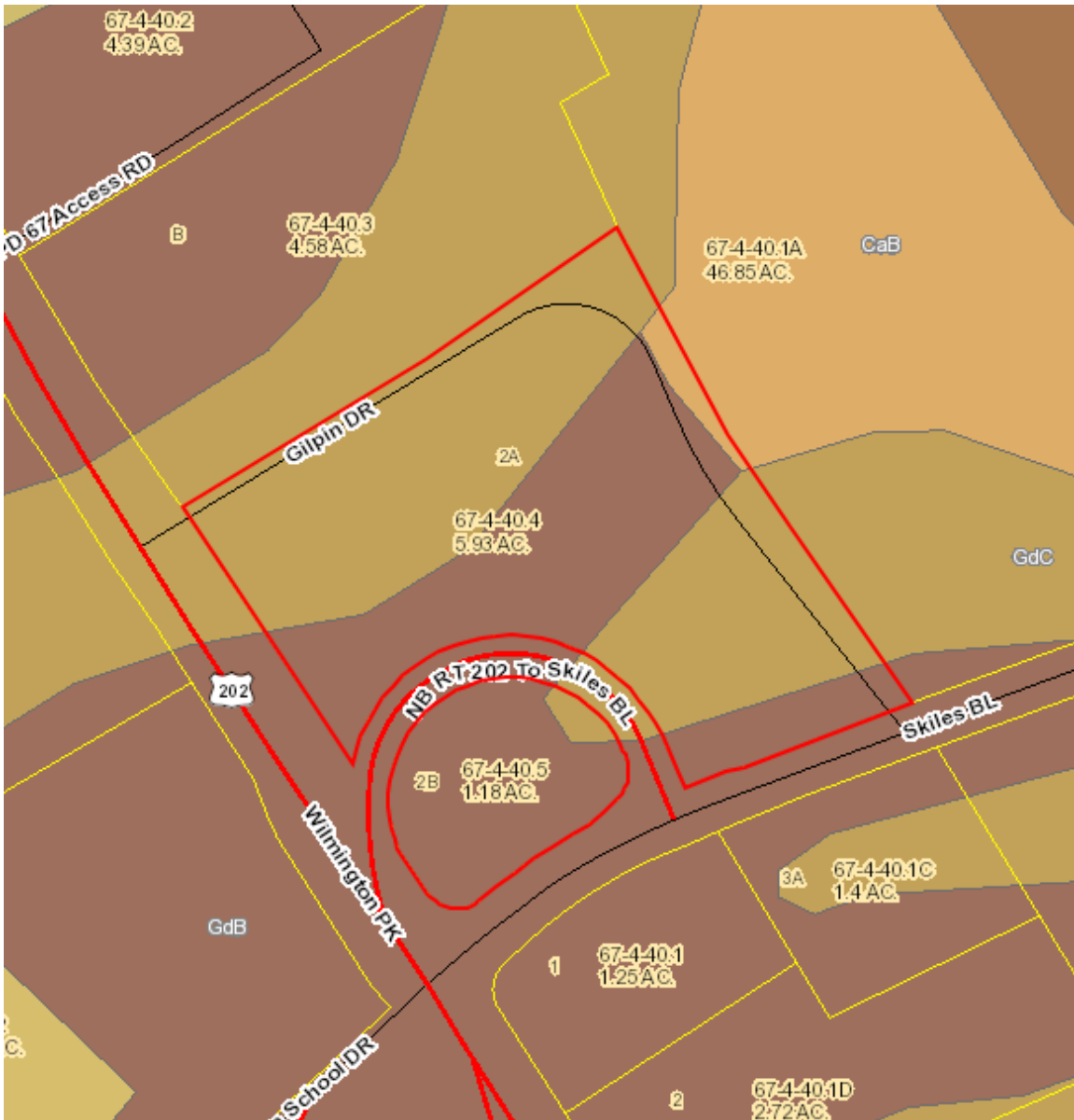
View looking west along subject portion of parent tract, Skiles Boulevard on left, subject on right.



View looking northwest onto parent tract.



View looking east along subject area, subject on left, Skiles Boulevard on right.



Most of the soils of the parent tract fall into the following categories:

Soil Code	Soil Name	Slopes	Agricultural Capability	Building Capability
GdB	Gladstone gravelly loam	3-8%	All areas prime	SL
GdC	Gladstone gravelly loam	8-15%	Statewide	SL

The USDA breaks agricultural capabilities down into two categories: All areas prime and Areas of Statewide importance, other soils are not rated. The USDA also provides three levels of developability for residences with basements: Not Limited, Somewhat Limited, and Very Limited.

All of the land is, therefore, very good agricultural and development land.

## **IMPROVEMENTS**

The improvements on the parent tract are limited to stormwater management improvements that serve the condominium use on the adjoining property and landscaping.

## **MARKETING TIME**

**As the subject parent tract is part of a fully developed condominium development, marketing and exposure times would not make much sense as it cannot be separately conveyed, and the condominium development is nearly fully occupied with the main structures enclosed and would not, therefore, likely be sold as a development project.**

**Since the assignment is for the purpose of determining the value of a vacant portion of the parent tract, the marketing time and exposure time refer to the time a similar but vacant developable property would require.**

Marketing Time is the amount of time into the future the appraiser considers necessary to market the property in order to sell it at the appraised value.

Marketing Time for the parent tract is considered to be one to two years.

## **EXPOSURE TIME**

Appraised value implies a sale, as of the date of the appraisal. Exposure Time is the time period the appraiser deems would have been necessary to market the property leading up to the effective date of the appraisal in order to achieve the appraised value in competition with the comparables and in the market that existed.

Exposure Time for subject was considered to be one to two years.

Note: When Marketing Time and Exposure Time are in balance, the market is considered steady. Marketing Time exceeds Exposure Time in a perceived slowing market.

Exposure Time exceeds Marketing Time in an accelerating market.

## **ZONING**

**POC—Planned Office Campus:** A zoning classification designed to provide for flexible standards for office, research and development, and residential uses. Minimum lot size is 5 acres.

## UTILITIES

Electric service is provided by a variety of suppliers under Pennsylvania law. Telephone service is provided by VERIZON or over Comcast's coaxial cable network using Comcast or alternative third party Voice Over Internet Protocol (VOIP) services.

Water and Sewer are public.

## ASSESSMENT AND REAL ESTATE TAXES

Although the parent tract has a distinct parcel number on the tax maps, it is listed on the Assessor's website as a retired parcel and was merged with the main condominium parcel (67-4-40.4). The land in these parcels is the common area to the condominiums, and is not assessed.

## HIGHEST AND BEST USE

In estimating the highest and best use of the subject property, each of the uses for which the property is adapted and capable of being used have been considered, including the most recent program of utilization. The existing zoning, the size and shape of the site, and the factors of supply and demand have also been considered.

Highest and Best Use is defined as the use or program of utilization which will most likely yield the greatest net return to the land (or property), over a given period of time. It is also defined as the legal and most profitable use. In regard to the subject property and all 4 criteria of Highest and Best Use, e.g., physically possible, legally permissible, financially feasible and maximally productive, the following analysis is provided.

Physically Possible – The site is suitable for a variety of commercial, residential, agricultural, or institutional uses. The frontage, topography, and soils all support commercial, residential, or institutional uses.

Legally Permissible – Zoning provides for commercial (office, research) and residential uses.

Financially Feasible – Residential development has been accelerating with new neighborhoods ranging from more affordable to upper mid-range pricing. Up until the stay at home order the market was strong for residential land. Commercial uses have been expanding at a slower rate, even along the 202 corridor. ***It is especially instructive that while the subject is zoned for office use, the developer chose residential.***

Maximally Productive – The maximally productive use is residential development.

The Highest and Best Use of the subject as improved is: Contribution to the existing condominium development.

The Highest and Best Use of the subject as vacant is: Contribution to a development for the maximum number of residential lots possible under zoning.

## **APPROACHES TO VALUE**

There are three approaches to estimating the value of real estate. They are as follows:

The Market Data Approach depends on comparing the subject property to properties which have similar characteristics, and which have been sold, and/or which are being offered, adjustments to the selling or asking price of the comparable property are made which allow for the differences between the properties and/or for differences in the circumstances surrounding the sale. The adjusted prices are considered to be reliable indicators of the value of the subject property.

The Cost Approach is based on the Cost to reconstruct the improvements existing on a property. The land value is taken from the market using the Market Data Approach. The improvement cost is estimated from the appraiser's local knowledge as well as reliance on cost services and information on labor and material cost, overhead and profit expectations and all the other elements involved in construction of a facility like the subject property. The Cost Approach is discounted for depreciation, either physical, economic (neighborhood) or function (physical plan) where warranted. Because depreciation calculations are difficult to quantify, and because technology and building technique evolve rapidly, the Cost Approach loses reliability rapidly as a building ages.

The Income Approach is based on the capitalization or other use of the income (rental) stream a property is capable of producing. Income and expense are calculated based on the market to arrive at Net Operating Income (NOI). A capitalization rate, for an investment like the property being appraised, is also developed from the market. Once the capitalization rate is finalized, it is divided into the NOI, to arrive at the value of the property.

Variations on this approach are the Gross Rent Multiplier (GRM) which involves obtaining the Gross Rent Income of a property, and dividing it into the sale price to obtain a Multiplier. The Multiplier is then applied to the Gross Rent of the subject property to arrive at a value.

Finally, it should be pointed out that the appraisal process is subjective. The appraiser's opinion of value is, in the final analysis, based on his local knowledge and experience as applied to the results rendered by the approaches deemed by him to be applicable to the specific appraisal problem.

All three approaches were considered. The Market Data Approach applies to the subject. There is no income stream to analyze, so the Income Approach was not developed. There are no improvements on the subject portion of the tract to value under the Cost Approach.



## **MARKET APPROACH**

### **Comparable #U324**

**Property Address:** 1081 Wilmington Pike, West Chester, Westtown Township,  
Chester County

**Property Type:** Vacant

**Tax Map Reference:** 67-4-38

**Lot Size:** 2.5 acres

**Improvements:** Vacant

**Zoning:** R-3—Residential-Office District

**Utilities:** Public

**Deed Reference:** Book 9837, page 2178  
Settled 11/1/2018

**Consideration:** \$700,000

**Confirmation Source:** Public records, Deed, Buyer

**Comments/Units of Comparison:** \$280,000 per acre, preliminary engineering only.



**Comparable #U323**

**Property Address:** 105 Church Road, Malvern, East Whiteland Township,  
Chester County

**Property Type:** Vacant

**Tax Map Reference:** 42-3-123.1

**Lot Size:** 1.4 acres

**Improvements:** Vacant

**Zoning:** R-1—Residential

**Utilities:** Public

**Deed Reference:** Book 10084, page 2164  
Settled 1/15/2020

**Consideration:** \$190,000

**Confirmation Source:** Public records, MLS, Seller, Previous Appraisal

**Comments/Units of Comparison:** \$135,714 per acre, although zoned R-1, purchaser intends to build a “Ducklings” pre-school.



**Comparable #U322**

**Property Address:** 603 Millers Hill Road, Kennett Square, Kennett Township, Chester County

**Property Type:** Vacant

**Tax Map Reference:** 62-4-1, 62-4-10, and 62-4-15.1

**Lot Size:** 14.53 acres

**Improvements:** Vacant

**Zoning:** BP—Business Park and C—Commercial

**Utilities:** Public

**Deed Reference:** Book 9387, page 1970  
Settled 9/9/2016

**Consideration:** \$1,400,000

**Confirmation Source:** Public records, MLS, Buyer

**Comments/Units of Comparison:** \$96,352 per acre, contingent on approval for 175 unit apartment building, \$8,000 per unit. Sold as approved project in October 2018 for \$4,100,000 suggesting 178% increase (accounting for time adjustment) for approved over contingent purchase.



**Comparable #U305**

**Property Address:** 1655 Boulder Road, Downingtown, West Bradford Township, Chester County

**Property Type:** Vacant industrial

**Tax Map Reference:** 50-1-36 and 50-1-36.1

**Lot Size:** 34.1258 acres (per plan)

**Improvements:** Vacant

**Zoning:** I—Industrial

**Utilities:** Public

**Deed Reference:** Deed Book: 9688 Page 2072  
Settled: 1/10/2018

**Consideration:** \$6,048,000

**Confirmation Source:** Public records, Buyer

**Comments/Units of Comparison:** \$177,227 per acre, sold contingent on approval for 112 townhouse subdivision, \$54,000 per lot. Presently on market and settling for mid \$300,000s for an implied ratio of 15.4%.





## **FACTORS OF COMPARABILITY**

The quantitative analyses which follow have the intention of assisting the reader in understanding our thought process with the result being a reasonable market indication. Since real estate is bought and sold in an imperfect market, the use of paired sales to derive quantifiable adjustments, although acceptable in theory, is not always realistic. Even under the most ideal circumstances, the uniformity and quality of the sales data is insufficient to yield accurate results. Therefore the reader is cautioned to note that the adjustments detailed herein are provided to aid in demonstrating the logic of our value indication. The adjustments ranged from modest to significant with those adjustments in the 1 – 10% category being modest and those over 10% being more significant.

Based on the above Market Conditions information, a 4% per year time adjustment was used.

There were no unusual financing conditions and all sales were fee simple interest.

Condition of sale adjustments are made to account for the subdivision status at the time of sale. In an aggressively, growing development market a piece of land can sell for between 25% and 75% more if it has an approved subdivision plan (usually the smaller the subdivision, the lower the percentage of increased value). A contingent sale is one where the developer approaches the owner and structures an offer that is contingent upon securing subdivision approval before settlement. This approach puts the developer at less risk as “option” money is provided to the owner against the agreed upon settlement price, and the developer assumes the cost of the subdivision, but if subdivision is not possible, the builder has not acquired the land. These sales come at a lower premium than fully approved sales, but due to the contingent and often long contract periods, they command a small premium over unapproved sales. The appraiser conducted a study of 24 subdivision sales during the last development cycle that showed the following averages:

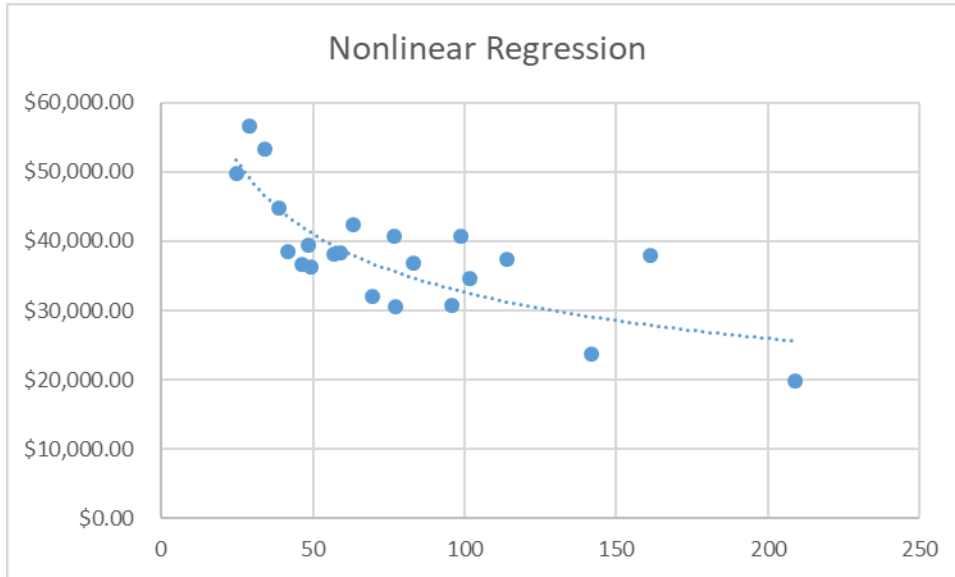
Differentiation for Status				
	Undeveloped	Contingent	Subdivided	Developed/Infill
per Acre	47,704	56,001	61,100	114,762
Ratio	1	14.82	21.93	58.43

During that same period two examples of self-paired sales were available. These two tracts were each purchased by developers, put through subdivision, then sold as approved (subdivided) but unimproved tracts. In the first case (“Bellefield,” Pocopson Township, 61-2-132.6) the increase in price, after accounting for normal appreciation at a rate of 4.5% annually, was 36%. In the second case (“Hide-Away Farms,” East Brandywine and West Brandywine Townships, 29-5-1, 30-2-1, and others) sold for over 60% more after being subdivided, suggesting that the averages above are, if anything, conservative. A 25% adjustment is made for approved land and 15% for contingent land.

Location adjustments were made based on the trailing 12 month mean and median single-family home prices in each municipality.

	Westtown	E. Marlborough	W. Bradford	E. Whiteland	Kennett
<b>Average (\$1,000s)</b>	551	504	466	482	500
<b>Delta (%)</b>		9.3	18.2	14.3	10.2
<b>Median (\$1,000s)</b>	512	499	497	470	488
<b>Delta (%)</b>		2.6	3.0	8.9	4.9

Parcel size adjustments are made to account for the economics principle of Marginal Utility and are based on a nonlinear regression model.



Comparable	Subject	U324	U323	U322 (Contingent)	U322 (Approved)	U305
Date of Sale		11/2018	1/2020	9/2016	10/2018	1/2018
Price		\$700,000	\$190,000	\$1,400,000	\$4,100,000	\$6,048,000
Tax ID Number(s)	67-4-40.5	61-6-63	42-3-123.1	62-4-1 & Others	62-4-1 & Others	50-1-36
Improvements		0	0	0	0	0
Land Value		\$700,000	\$190,000	\$1,400,000	\$4,100,000	\$6,048,000
Time Adjustment % / \$		3.2 /	1,584	1.7 /	3.3 /	4.8 /
Financing Conditions		0	0	0	0	0
Conditions of Sale	Approved	Not Approved	Not Approved	Contingent	Approved	Contingent
Conditions Adjustment		25.0 /	47,500	10.0 /	10.0 /	10.0 /
Property Rights	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Rights Adjustment		0.0 /	0	0.0 /	0.0 /	0
Expenditures After		0	0	0	0	0
Value Adjusted for Economic Influences		897,171	239,084	1,563,338	4,236,694	6,945,178
Location	Very Good	Good	Above Average	Good	Good	Average
Adjustment % / \$		10 /	35,863	10 /	10 /	20 /
Zoning	POC	Residential-Office	Residential	BP and C	BP and C	Industrial
Lots	64	1	1	175	175	112
Adjustment % / \$		/	/	/	/	0 /
Parcel Size (acres)	7.11	2.75	1.4	14.53	14.53	34.1258
Adjustment % / \$		(2) /	(4,782)	3 /	3 /	11 /
Physical Adjustment		8 /	31,081	13 /	13 /	31 /
Adjusted Value		\$968,945	\$270,165	\$1,766,572	\$4,787,464	\$9,098,184
Value per Acre		\$352,344	\$192,975	\$121,581	\$329,488	\$266,607

After the adjustments, the grid indicates a range from \$121,581 to \$352,344 per acre. The comparables are almost entirely from zoning districts that allow for commercial uses (except U323 which is residential zoning but the purchaser is intending to build a pre-school). The end uses are pre-schools (U323 and U 324), apartments (U 322), and residential (U305). In terms of using a commercially zoned property for residential uses, comparables run nearly the full range with the twin sales of U322 bracketing. The subject was developed for condominiums which has more in common with townhouse development of U305 than the apartment use on U322 (which becomes an income producing investment property operated as a business) or the business uses of U324—a very nearby neighbor to the subject—or U323.

Taking all of this into account, the estimated value of the subject property is \$250,000 per acre or \$5.74 per square foot.

Area	Square Feet	\$/Sqaare Foot	Value
Right of Way	1,040	\$5.74	\$5,969.60
Temporary Construction Easement	2,291	\$2.87	\$6,575.17
<b>Total</b>			<b>\$12,544.77</b>

**RECONCILIATION:**

All three approaches to value were considered in developing this estimate. Only the Market Approach was developed.

Area	Square Feet	\$/Sqaare Foot	Value
Right of Way	1,040	\$5.74	\$5,969.60
Temporary Construction Easement	2,291	\$2.87	\$6,575.17
<b>Total</b>			<b>\$12,544.77</b>

**SUMMARY AND ESTIMATE OF VALUE**

The subject of this appraisal is two parts of a parcel located on the north side of Skiles Boulevard and east side of Wilmington Pike in Westtown Township, Chester County. The subject land is vacant.

Based on the sales and the other information contained in the foregoing report, it is my opinion the value of the property as of June 2, 2020 for Right of Way and Temporary Construction Easement purposes is as follows:

<b>Area</b>	<b>Square Feet</b>	<b>\$/Sqare Foot</b>	<b>Value</b>
<b>Right of Way</b>	1,040	\$5.74	<b>\$5,969.60</b>
<b>Temporary Construction Easement</b>	2,291	\$2.87	<b>\$6,575.17</b>
<b>Total</b>			<b>\$12,544.77</b>

DATE June 18, 2020



William S. Wood III  
PA Certified General Appraiser  
GA-003919

## **CERTIFICATION OF APPRAISER**

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

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



William S. Wood III  
PA Certified General Appraiser  
GA-003919

DATE: June 18, 2020

## **GENERAL ASSUMPTIONS AND LIMITING CONDITIONS**

This valuation assignment was made subject to the following General Assumptions and limiting Conditions, in addition to any special assumptions or limiting conditions cited in the appraisal, and incorporated herein by reference:

1. To the best of our knowledge and belief, the statements of facts contained in the appraisal report, upon which the analyses, opinions and conclusions expressed are based, are true and correct. Information, estimates and opinions furnished to the Appraiser(s) and contained in the report or utilized in the formation of value conclusion(s) were obtained from sources considered reliable and believed to be true and correct. However, no representation, liability or warranty for the accuracy of such items is assumed by or imposed on the Appraiser(s), and is subject to corrections, errors, omissions and withdrawal without notice.
2. The legal description of the appraised property, if exhibited in the report, is assumed correct.
3. All conclusions and opinions concerning the real estate that are set forth in the appraisal report were prepared by the Appraiser(s) whose signature(s) appears on the Certificate of Appraisal and Certification.
4. The valuation(s) may not be used in conjunction with any other appraisal or study. The value conclusion(s) stated in the appraisal is based on the program of utilization described in the report, and may not be separated into parts. The appraisal is prepared solely for the party so identified on the Certificate of Appraisal. The appraisal report may not be reproduced, in whole or in part, and the findings of the report may not be utilized by a third party without the written consent of the Appraiser(s).
5. No change of any item of the appraisal report shall be made by anyone other than the Appraiser(s), and the Appraiser(s) shall have no responsibility for any such unauthorized change.
6. The property has been appraised as though free and clear of any and all liens or encumbrances unless otherwise stated.
7. The Appraiser(s) herein, by reason of the report, is not required to give testimony or be in attendance at any court or administrative proceeding with reference to the property appraised unless additional compensation is agreed to and prior written arrangements have been made.

8. Unless specifically so stated the value conclusion(s) contained in the appraisal apply to the real estate only, and do not include personal property, machinery and equipment, trade fixtures, business value, goodwill or other non-realty items. Income tax considerations have not been included or valued unless so specified in the appraisal. The Appraiser(s) makes no representations as to the value increment which may be attributed to such considerations.

9. The appraisal was completed for the purpose stated and no other. If the purpose is for anything other than the information of the owner for his private use, it will be so stated under "Purpose of the Appraisal". Examples: "For Mortgage (or financing) Purposes", "For Estate Purposes", "For Gift Tax Purposes", exc.

10. Neither all nor any part of the contents of the report (especially any conclusions as to value, the identity of the Appraiser(s) or the firms with which he is connected, or any reference to the professional organizations or designation(s) shall be disseminated or referred to the public through advertising, public relations, news or sales media, or any other public means of communication or referenced in any publication, including any private or public offerings including but not limited to those files with the Securities and Exchange Commission or other governmental agency, without the prior written consent and approval of a review by the signatory(s) of the appraisal report to ensure the accuracy and adequacy of such references to the appraisal report.

11. In completing the appraisal, it is understood and agreed that the report is not intended, and will not be used in connection with a Real Estate Syndication of Syndicates. The report and any liability or obligation on the part of the Appraiser(s) is invalid if used in connection with a syndication.

A Real Estate Syndication means a general or limited partnership, joint venture, unincorporated association or similar organization formed for the purpose of and engaged in, investment or gain from an interest in real property, including but not limited to sale, exchange, trade or development of such real property, or behalf of others, or which is required to be registered with the United States Securities Exchange Commission of any state regulatory agency which regulates investments made as public or private offering.

12. Good and marketable title to the interest being appraised is assumed. As the Appraiser(s) is not qualified to render an "opinion of title", no responsibility is assumed or accepted for matters of a legal nature affecting the property being appraised. No formal investigation of legal title was made, and we render no opinion as to ownership of the property or condition or the title.

13. Any and all findings, projections, assumptions, conclusions and the like contained in this appraisal report shall be the professional opinion of the William Wood Co., and the individual Appraiser(s). William Wood Co. shall retain ownership of all reports and all original documentation, field notes, memoranda, data and the like, made or assembled in or about the preparation of the report.



No one other than the client may rely on or utilize the report without William Wood Co.'s express written consent. The use of the report is expressly prohibited unless all contractual obligations for payment thereof have been completed.

Disclosure of the contents of the appraisal is governed by the By-Laws and Regulation of the Appraisal Institute. An information contained within the report is submitted strictly for the sole use of the client named in the report and may not be used for any purposes by another party without the written consent of the Appraiser(s). Possession of the appraisal, or any copy thereof, does not carry with it the right of publication, nor may any portion of the report be reproduced.

14. Unless otherwise noted in the appraisal, it is assumed that there are no encroachments, zoning, building, fire or safety code violations, or restrictions of any type affecting the subject property. It is assumed that the property is in full compliance with all applicable federal, state, local and private codes, laws, consents, licenses and regulation, and that all licenses, permits, certificates, approvals, franchises, etc. have been secured and can be freely renewed and/or transferred to a purchaser.

15. It is assumed that the utilization of the land and improvements is within the boundaries or property lines of the property described, and that there are no encroachments, easements, trespass, etc., unless noted within the report. The Appraiser(s) has not made a survey of the property, and no responsibility is assumed in connection with any matter that may be disclosed by a proper survey. If a subsequent survey should reflect a differing land area and/or frontages, we reserve the right to review our final value estimate(s).

16. All maps, plats, building diagrams, site plans, floor plans, photographs, etc. incorporated into the appraisal are for illustrative purposes only, to assist the reader in visualizing the property. They are believed to accurately represent the property, but are not guaranteed to be exact. Dimensions and descriptions are based on public records and/or information furnished by others and are not meant to be used as a reference in legal matters of survey.

17. Management is assumed to be competent, and the ownership to be in responsible hands. The quality of the property management can have a direct effect on a property's economic viability and value. The financial forecasts contained in the appraisal assume both responsible ownership and competent management. Any variance from this assumption could have a significant impact on the final value estimate(s).

18. The Appraiser(s) assumes that there are no hidden or unapparent conditions of the property, soil, subsoil or structures which would render it more or less valuable. No responsibility is assumed for such conditions, or for arranging for engineering which might be required to discover such factors. This appraisal will not take into consideration the possibility of the existence of any type of hazardous materials which would include, but are not limited to asbestos, PCB's, petroleum leakage, or agricultural chemicals, or other toxic, hazardous, or contaminant substances which may or may not be present on

the property or other environmental conditions which were not called to the attention of the appraiser, nor did the appraiser become aware of such during the appraisal inspection. The appraiser has no knowledge of the existence of such materials and/or in the property unless otherwise stated. The appraiser is not qualified to test for such substances or conditions. If the presence of such substances is determined to exist, the appraiser reserves the right to determine the effect on value once appropriate information has been provided by qualified experts. No responsibility is assumed for any such conditions as of the appraisal date.

19. The appraisal report covering the subject property is limited to surface rights only, and does not include any inherent sub-surface or mineral rights.

20. The appraisal is made for valuation purposes only. It is not intended nor to be construed to be an engineering report. The Appraiser(s) is not a qualified structural engineer(s), therefore is not qualified to judge the structural integrity of the improvements. Consequently, no warranty, representations or liability are assumed for the structural soundness, quality, adequacy or capacities of said improvements and utility services, including the construction materials, particularly the roof, foundation, and equipment, including the HVAC systems. Should there be any question concerning same, it is strongly recommended that an Engineering/Construction inspection be obtained. The value estimate(s) stated in the appraisal is predicated on the assumption that all improvements, equipment and building services are structurally sound and suffer no concealed or latent defects or inadequacies other than those noted in the appraisal.

21. Any proposed construction or rehabilitation referred to in the appraisal report is assumed to be completed within a reasonable time and in a workmanlike manner according to or exceeding currently accepted standards of design and methods of construction.

22. Any areas or inaccessible portions of the property or improvements not inspected are assumed to be reported or similar to the areas which were inspected.

23. Unless specifically stated in the report, the Appraiser(s) found no obvious evidence of insect infestation or damage, dry or wet rot. Since a thorough inspection by a competent inspector was not performed for the Appraiser(s), the subject is assumed to be free of existing insect infestation, wet rot, dry rot, and any structural damage which may have been caused by a preexisting infestation or rot which was subsequently treated.

24. In the appraisal assignment, the existence of potentially hazardous material used in the construction or maintenance of the improvement, such as the presence of urea formaldehyde foam insulation, asbestos, toxic waste, radon, and/or any other prohibited material or chemical which may or may not be present on or in the property, was, unless specifically noted in the report, not observed by the Appraiser(s), nor does he have any knowledge of the existence of such materials on or in the property. The Appraiser(s), however, is not qualified to detect such substances. The existence of these potentially hazardous materials may have a significant effect on the value of the property. The client

is urged to retain an expert in this field if desired. The value conclusion(s) assumes the property is "clean" and free of any of these adverse conditions unless notified to the contrary in writing.

25. The Appraiser(s) takes no responsibility for any events, conditions or circumstances affecting the property or its value, that take place subsequent to either the effective date of value cited in the appraisal or the date of our field inspection, which ever occurs first.

26. The estimate(s) of value stated in the appraisal report applies only to the effective date of value stated in the report. Value is affected by many related and unrelated economic conditions within a local, regional, national and/or world wide context, which might necessarily affect the future value of the subject property. The Appraiser(s) therefore, assumes no liability for an unforeseen precipitous change in the economy, subject property, or project, if applicable.

27. The client(s) by receipt of the appraisal, shall indemnify and hold harmless William Wood Co. and/or its individual staff members from and against all damages, expenses, claims, demands and cost, including legal fees incurred in investigating and defending any claims, arising from or in any way connected to the inclusion of the aforesaid reference to William Wood Co. and/or its individual staff members failure to render the opinion(s) of value or produce the appraisal in a manner consistent with sound appraisal practice.

In any event, the maximum damages recoverable from William Wood Co. or its employees relative to this engagement shall be the amount of the monies actually collected by William Wood Co. for this assignment and under no circumstances shall any claim for consequential damages be made. In addition, there is no accountability or liability to any third party.

28. The Americans with Disabilities Act (ADA) became effective January 1992. The appraiser has not made a special compliance survey of the property to determine whether or not it is in conformity with the various details required. It is possible that a compliance survey of the property by a qualified individual could reveal that the property is in compliance with the requirements of the act. The property is assumed to be in compliance and the appraiser(s) reserves the right to modify the value in the event that there are findings to the contrary. Additionally, the value conclusion may not be applicable.

**THE ACCEPTANCE AND/OR USE OF THE APPRAISAL REPORT BY THE CLIENT OR ANY THIRD PARTY CONSTITUTES ACCEPTANCE OF THE ASSUMPTIONS AND LIMITING CONDITIONS SET FORTH IN THE PRECEDING PARAGRAPHS. THE APPRAISER'S LIABILITY EXTENDS ONLY TO THE SPECIFIED CLIENT, NOT TO SUBSEQUENT PARTIES OR USERS. THE APPRAISER'S LIABILITY IS LIMITED TO THE AMOUNT OF THE FEE RECEIVED FOR THE SERVICES RENDERED.**

**QUALIFICATIONS  
OF  
WILLIAM S. WOOD III**

I was graduated from Carnegie Mellon University with a Bachelor of Arts degree in 1995 and a Master of Arts degree in 1996. From 1997 to 2001 I served as an Intelligence Officer in the United States Navy, and subsequently took a position as an analyst at a defense think tank in the Washington DC Metropolitan area.

I began my real estate career as a licensed Sales Person in North Carolina in 2002. I started North Carolina by working with buyers and sellers and was recruited to work with builders and land developers in budgeting, feasibility, and acquisition, and earned my Broker's license in 2004. While in North Carolina I began taking the required course work for real estate appraisal.

I earned my Pennsylvania Broker's license in 2005 and began training as an appraiser in 2006. I completed the coursework for a General Appraiser in 2007, and completed the required 3,000 hours of appraisal work in 2010.

On March 20, 2012, I was designated by the State of Pennsylvania as a **Certified General Appraiser (GA-003919)**.

I have worked for townships and boroughs, local and city banks, attorneys, corporations, conservation organizations, home owners associations, and individuals as a Real Estate Appraiser.

The scope of my appraisal work has been wide requiring all approaches to value. These include grant of easement appraisals, industrial and commercial appraisals, appraisals in condemnation matters, gift appraisals, sale purpose appraisals, and appraisals for estate purposes. Properties appraised have ranged from large farms and undeveloped tracts, stores, and industrial parks, to all manner of residential property.

My professional affiliations include:

National Association of REALTORS®  
Suburban West REALTORS® Association  
Pennsylvania Association of REALTORS®

My education in Real Estate is as follows:

## **CONTINUING EDUCATION**

2014	Appraisal of Historic Homes
2013	Appraisal Applications of Regression Analysis
2013	Pennsylvania State Mandated Law for Appraisers
2013	2012-2013 Nation USPAP Update Course
2013	Environmental Contamination of Income Properties
2013	The Cost Approach
2012	Applied Real Estate Policy for Licensees
2012	Introduction to Commercial Real Estate Sales
2012	Property Management and Managing Risk
2012	Fair Housing
2012	1031 Exchanges
2010	Commercial Finance and Investment Analysis
2010	Commercial Leases
2004	For Your Own Good (Ethics)
2004	North Carolina Mandatory Update
2003	Fundamentals of Real Estate Investing
2003	North Carolina Mandatory Update

## **PROFESSIONAL TRAINING**

2007	Real Estate Investment
2007	Appraisal/Valuation Applications
2007	Income Producing Properties
2004	Applied Residential Property Valuation
2004	National USPAP Course
2004	Valuation Principles and Practices
2004	Introduction to Real Estate Appraisal
2004	North Carolina Broker License Course
2002	North Carolina Salesperson License Course

**CERTIFICATE**

DISPLAY THIS CERTIFICATE PROMINENTLY • NOTIFY AGENCY WITHIN 10 DAYS OF ANY CHANGE

Commonwealth of Pennsylvania  
Department of State  
Bureau of Professional and Occupational Affairs  
PO BOX 2649 Harrisburg PA 17105-2649


19 0756561

License Type  
Certified General Appraiser

License Status  
Active

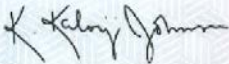
WILLIAM S WOOD III  
300 SHROPSHIRE DRIVE  
WEST CHESTER, PA 19382


Initial License Date  
03/20/2012



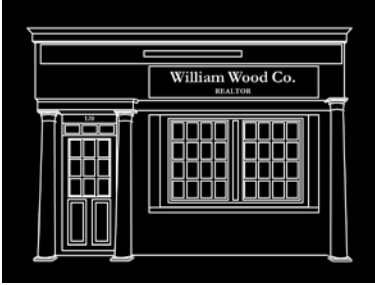
Expiration Date  
06/30/2021

License Number  
GA003919

  
Acting Commissioner of Professional and Occupational Affairs

  
Signature

ALTERATION OF THIS DOCUMENT IS A CRIMINAL OFFENSE UNDER 18 P.A.C.S. § 4911



## **William Wood Company, LLC**

The William Wood Company, LLC. is the successor to the Harry F. Taylor Co., which was founded in West Chester in 1909 and has done business continually in Chester County since that time.

During the 1970's, William S. Wood II, who had joined the organization in 1965, purchased the business from Monroe J. Green, a nephew of Harry Taylor. Over the next twenty years, the company began to concentrate more on the appraisal of real estate, and less on sales. During the 80's, the business of Archie M. Wasson, a prominent Chester County appraiser, was purchased.

The company performs appraisals of all types of real estate, from single family homes to vast tracts of land. Examples include: industrial complexes, commercial properties, strip malls, public schools, churches, rights of way for condemnation, golf courses, environmentally challenged properties, airports, museums, historic farms, vacant land for development, conservation, and open space, new construction (commercial and residential), mobile home parks, storage facilities, and orchards.

The principals are **John Strickland II**, Pennsylvania and Delaware Certified General Appraiser and Associate Broker and **William S. Wood III**, Broker of Record and Pennsylvania Certified General Appraiser. Also associated are David E. Adams, Pennsylvania Certified General Appraiser, Kimberlee Baker, Heidi Phillips, Timothy Mingey, CREAs, and Sean Howley is a Licensed Appraiser Trainee.

The company office is located at 120 West Market Street, West Chester, PA 19382. Telephone: 610-692-3966; FAX 610-692-8325 email [willwood@wmwoodco.com](mailto:willwood@wmwoodco.com) or [jstrickland@wmwoodco.com](mailto:jstrickland@wmwoodco.com)