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Index

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CONTEMPORARY ISSUES AND METHODS FOR APPRAISING COMMERCIAL PROPERTIES

Presented by

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INTRODUCTION

I. INTRODUCTION TO CONTEMPORARY ISSUES

Appraisal of real estate income properties is a critical social function with high ethical requirements because it is a pivotal benchmark for decisions involving social equity, validation of financial institution assets for regulatory purposes, governance of private contracts, and benchmarking of the effectiveness of asset manager.

A. Appraisal is a specialty in the rapidly evolving information business. Appraisers systematically collect information, organize and analyze the data, and reach decisions about value while communicating essential information to a client. This is similar to the work of:

1. Accountants
2. Insurance managers
3. Security and investment counselors
4. Lawyers

B. Unlike accountants and others, appraisers receive little help from their professional organizations in the form of position papers which define appropriate methods for a particular question.

1. Accounting has the Financial Accounting Standards Board (FASB) that continually modifies generally accepted accounting principles to fit new problems such as mergers, current values of fixed assets, accounting for real estate operations, etc.
2. Securities people have the Midwest Securities Association.
3. The insurance education program is controlled by two independent organizations, the American College of Life Underwriters and the American College of Property and Casualty Underwriters.

4. Appraisers have no such independent fixed point. Even the Eighth Edition of the Institute textbook disclaims any responsibility for being a standard. The flyleaf of the Eighth Edition says:

> "FOR EDUCATION PURPOSES ONLY
> The opinions and statements set forth herein are those of the individual members of the Institute's editorial staff and do not necessarily reflect the viewpoint of the American Institute of Real Estate Appraisers or its individual members."

C. As a result, the appraisal process is evolving into one of the following:

1. The art of disinformation as in military intelligence where the appraiser is implicitly part of a conspiracy with his client to provide documents that satisfy regulators, provide cover against future charges of negligence, or provide bargaining points for income tax, real estate tax, divorce settlements, partnership dissolution, and other negotiations.

2. The discipline of rigid format and language for purposes of standardization at the expense of relevance and as an alternative to qualifications of the appraiser's judgment as opposed to form filling ability.

3. A counseling assignment wherein the appraiser must select and match the basic elements of the appraisal assignment to the requirements of the decision for which the appraisal is sought as a benchmark.

D. Distinguishing carefully between advocacy and suitability, the ethical and professional appraiser must counsel his client on the basics to establish a fit between the appraisal and the issue for which it is required as a benchmark, including, but not limited to:

1. Definition of real estate interests to be appraised

2. Definition of highest and best use

3. Definition of market value

4. Definition of what constitutes market comparison

5. Definition of accounting rules for the income approach

6. Definition of the economic context assumed

7. Definition of buyer and seller perspectives

8. Definition of rules for anticipating future benefits

9. Definition of who is considered an independent observer

E. BASIC PREMISES OF CONTEMPORARY APPRAISAL

The basic premises of the contemporary approach stem from the fundamental belief that pricing is a behavioral science, that analysis should be inductive rather than deductive wherever possible, and that appraised values are intended to serve as a benchmark for some decision process.

F. A price is a social transaction and the behavior of the parties and configuration of the transaction reflects a concensus at some point in time between external market forces sufficiently strong to impose on the outcome and internal forces on the supply side self-perceived interests. (See Exhibit 1.)

Notice that the above does not presume:

1. Both demand and supply forces to have alternatives of equal indifference.

2. Negotiation abilities of equal force, or

3. Cash maximization as their sole criteria -- all of which characterize the traditional approach.

G. The contemporary view sees appraisal as a limited and fictional case of feasibility analysis which, in turn, is a limited case in problem solving which, in turn, is part of a larger planning framework.

II CONTEMPORARY TRENDS CONTROLLING PURCHASE OF APPRAISAL

A benchmark for decision requires the purchaser of appraisal services to specify the problem, the acceptable practices, the protocols, and product as well as the business relationships which will control the appraiser/client relationship.

A. Procurement of appraisal services is becoming tightly controlled by new developments in the network of relationships which control real estate investments.

1. Regulatory controls on real estate lenders:

   a. R 41(b) or (c)
   b. FDIC rules including requirement for discounted cash flow analysis
   c. SEC due diligence requirements
   d. ERISA fiduciary requirements

2. Accounting/appraisal interface:

   a. Accrual versus cash accounting
   b. FASB study of European standards for fixed asset accounting
   c. Concepts of going concern, fixed asset allocation, market value, historical cost value, and forced liquidation values

3. Expanded definition of accounting firm services:

4. Development of standards for pension fund asset value and performance measures:

   a. Trade association concensus
   b. Standardized letters of engagement

5. Professional appraisal organizations increased enforcement of explicit definitions and procedures to restore credibility

   a. Protocols for information exchange while retaining true independence
   b. Better understanding of what sources provide pertinent information

B. To price his services the appraiser must fully understand his research task and the communication channelsthrough which his report will travel since his report will be constrained by:

1. What is the nature of the question?

2. What quantity and quality of data may be available?

3. What theory or hypothesis may edit and focus the available data as a tentative answer to the question?

4. What techniques and data management can be used reliably by the analysts?

5. What techniques and data management have credibility with the ultimate decision maker hiring the analyst?

6. What techniques and data management are cost effective in terms of the dollar consequences of the decision?

CONTEMPORARY ISSUES AND METHODS FOR APPRAISING COMMERCIAL PROPERTIES (Continued)

III. THE PROCESS OF CONTEMPORARY APPRAISAL

In that light, the sequence of steps required of the contemporary appraisal process referred to by Wisconsin students as RATGRAM is as follows:

A. What is the issue for which the appraisal is sought as a benchmark?

1. Problem perceived redefined to the problem as understood
2. Statutory or financial
3. Perspective in time, viewpoint, and continuum as going concern

B. What are the attributes of the property and the potential for productive alternative courses of action for future use

1. Responsibility for engineering, marketing, or legal/political assumptions
2. What special enhancements or encumbrances are to be valued as additional sticks in the bundle of rights to be appraised
3. Opportunities for monopoly in space, place, or time

C. Given the basic alternatives, what is the most probable use matrix relevant to the appraisal purpose

1. English Royal Institute of Chartered Surveyors (RICS) distinguish between existing use and all possible uses
2. With or without zoning change
3. With or without possible assemblage value
4. With or without administrative rule recognition

5. With or without opportunity cost doctrine

D. Given the most probable use, who is the most probable buyer in terms of class, motivation profile, or market position? (See Exhibit 3.)

E. Given the most probable use and most probable buyer assumptions, there are three approaches to predicting most probable price:

1. Inference from past transactions involving properties of similar potential and buyers of similar motivation.

2. Failing adequate transaction data, it is then acceptable to simulate the pricing methods of the most probable buyer.

3. Failing to find either similar properties or articulate buyers, the appraiser is then permitted to use normative methods which indicate what might happen if buyer and seller were as smart as the appraiser.

F. With an initial estimate of value, it may then be modified for external conditions unique to the parties, the place, or the time.

G. The adjusted value must then be tested to demonstrate that results at that price would be consistent with the minimum goals of all major parties to the transaction.

H. Since the appraiser is predicting price under conditions of uncertainty and many different market terms, the appraisal conclusion must be expressed as a central tendency within a transaction zone which is qualified by financial terms and/or critical assumptions about unknowable facts.

1. Although the Institute uses fair market value and most probable price interchangeably, that is a travesty on the work of modern theorists and a deliberate attempt to confuse or negate the implied criticism of traditional ways by contemporary analysis. (See Exhibits 1 and 2.)

2. Contemporary theory recognizes explicitly the errors in forecasting, the role of financial terms, and the reality of bargaining position.

I. These general precepts are then expanded into an appraisal report outline of the general type included in Exhibit 4.

J. We believe it is important that every appraisal first report fair market value strictly defined as cash to the seller for the real estate interest as a standard point of departure and that value enhancements and encumbrances then be reported in reference to that base number. Most probable price will only be the same as fair market value where the most probable buyer behaves as though he were the most prudent man buying only returns attributable to land and building.

EXHIBIT 1

CONTEMPORARY DEFINITION OF MOST PROBABLE PRICE

"Most Probable Selling Price", as defined by Professor Richard U. Ratcliff:

> The most probable selling price is that selling price which is most likely to emerge from a transaction involving the subject property if it were exposed for sale in the current market for a reasonable time at terms of sale which are currently predominant for properties of the subject type. [1]

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[1] Unpublished quotation, Richard U. Ratcliff speaking on his book Valuation for Real Estate Decisions, Santa Cruz, CA, Democratic Press, 1972.

EXHIBIT 2

CURRENT OFFICIAL DEFINITION OF FAIR MARKET VALUE

The most probable price in cash, terms equivalent to cash, or in other precisely revealed terms, for which the appraised property will sell in a competitive market under all conditions requisite to fair sale, with the buyer and seller each acting prudently, knowledgeably, and for self-interest, and assuming that neither is under undue duress. [1]

Fundamental assumptions and conditions presumed in this definition are

1. Buyer and seller are motivated by self-interest.
2. Buyer and seller are well informed and are acting prudently.
3. The property is exposed for a reasonable time on the open market.
4. Payment is made in cash, its equivalent, or in specified financing terms.
5. Specified financing, if any, may be the financing actually in place or on terms generally available for the property type in its locale on the effective appraisal date.
6. The effect, if any, on the amount of market value of atypical financing, services, or fees shall be clearly and precisely revealed in the appraisal report.

[1] American Institute of Real Estate Appraisers, The Appraisal of Real Estate, Eighth Edition, Chicago, IL, 1983, p. 33.

EXHIBIT 3

SAMPLE PROFILES OF MOST PROBABLE USE AND BUYER

The most probable use of the subject property would be as a shell for conversion to three small retail units on the first floor, four townhouses in the three-story structure, and two 700 square feet office modules with skylights in the second-story structure.

A review of sales on the Square and along the State Street Mall reveals that the buyers of these properties have been either a local businessman who was seeking a new location for his business or a professional real estate investor who was willing and able to execute extensive renovation and re-leasing. Those comparables that were bought by businessmen primarily for their own use were small and narrow; the larger buildings, similar in size to the subject property or larger, were purchased by professional developers who already had other commitments in the downtown area. The old Leath Furniture building, which was purchased by amateur businessmen for use as a restaurant, is again available for rent because the new owners discovered that their intended use was not compatible with building codes. Three of the seven comparables were partially occupied by the new owner; five were financed by the seller with a 10 percent to 15 percent down payment and a land contract at 8 percent; six were sold for significantly less than May 1, 1976, assessed valuation; and in six of them, the first floor was subdivded into retail rental units with about 20 feet of frontage each.

Therefore, the most probable buyer will be a professional real estate developer who expects to remodel and redirect marketing of the subject property. The most probable buyer expects generous land contract terms and resale, before or after conversion, to a small group of participating equity investors. The professional investor will negotiate only after the owner has had the property on the market for a protracted period of time and is willing to sell it well below assessed valuation.

EXHIBIT 4

CONTEMPORARY REAL ESTATE APPRAISAL REPORT OUTLINE

Letter of Transmittal

1. Brief statement of appraisal issue
2. Definition of value aplied
3. Value conclusion (qualified by financing, terms of sale, and range of probable transaction zone as appropriate)
4. Sensitivity of conclusion to critical assumptions
5. Property observations or recommendations
6. Incorporation by reference of limiting assumptions and conditions

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List of Exhibits

Digest of Facts, Assumptions, and Conclusions

1. Property type
2. Property location
3. Property ownership
4. Determinant physical attributes
5. Controlling legal-political attributes
6. Pivotal linkage attributes
7. Marketable dynamic attributes
8. Most probable use conclusion
9. Most probable buyer profile assumed
10. Initial probable price prediction and central tendency
11. Adjustment of preliminary value estimate for external factors or market position of parties
12 Testing of corrected probable price for consistency with most probable buyer objectives
13. Final value conclusion and range of error estimate as appropriate

I. Appraisal Problem Assignment

A. Statement of issue or circumstances for which appraisal is intended to serve as a decision benchmark and date of valuation

B. Special problems implicit in property type or issue that affect appraisal methodology and definition of value

EXHIBIT 4 (continued)

C. Special assumptions or instructions that are provided by others

D. Definition of value, which is the objective of appraisal analysis and disciplines appraisal process

1. Selected definition and source
2. Implicit conditions of the definition
3. Assumptions required by relevant legal rulings

E. Definition of legal interests to be appraised

1. Legal description and source
2. Permits, political approvals, and other public use entitlements
3. Fixtures or personalty to be included with sale
4. Specific assets or liabilities excluded as inconsistent with issue or premise of appraisal

II. Property Analysis to Determine Alternative Uses

A. Site Analysis

1. Physical (static) site attributes (size, shape, geology, slope, soil hydrology, etc.)
2. Special site improvements (wells, bulkheads, irrigation systems, parking surfaces with unique salvage or re-use characteristics, etc.)
3. Legal-political attributes (applicable federal, state and local zoning, convenants, easements, special assessments, or other land use codes and ordinances, etc.)
4. Linkages of site (key relationships to networks, populations, or activity centers that might generate need for subject property)
5. Dynamic attributes of site (perceptual responses of people to site in terms of anxiety, visibility, prestige, aesthetics, etc.)
6. Environmental attributes of site as related to off-site systems or impact areas.

B. Improvement Analysis

1. Physical (static) attributes of improvements, cataloged by type, construction, layout, condition, structural flaws, etc.
2. Mechanical attributes (brief sttement of heating, ventilating, air conditioning, electrical, plumbing, and fire or safety systems in terms of limitations on use or efficiency)

EXHIBIT 4 (continued)

3. In short, it is useful to subdivide improvements into subsystems:

   a. Foundation system
   b. Structural system
   c. Vertical circulation
   d. Horizontal circulation
   e. Floor system
   f. Ceiling system
   g. Roof system
   h. Internal wall system
   i. External wall system
   j. HVAC system
   k. Communications system
   l. Traffic separation system
   m. Security system
   n. Life safety system
   o. Waste removal system

4. Special structural linkages to off-site elements (tunnels, bridges, adjoining structures, etc.)
5. Legal-political constraints on use of existing improvements (federal, state and local building codes, fire codes, conditional use procedures, neighborhood associations, and inspection liens of record for violations).
6. Dynamic attributes of existing improvements (impressions created by type, bulk, texture, previous uses, past history, or functional efficiency)
7. Current uses and tenancies of improvements, if any
8. Environmental impact attributes of improvements on environs

C. Identification of Alternative Use Scenarios for Subject Property

1. Marketing existing uses of property as is
2. Renovation of existing property and marketing improved space
3. Redirection of existing property to alternaitve tenancies and uses
4. Replacement of existing improvements or program with new uses

EXHIBIT 4 (continued)

III. Selection of Most Probable Use

A. Comparative Analysis of Alternative Uses

1. Testing and ranking alternative use strategies for legal-political compatibility
2. Testing alternative use scenarios for fit to physical property attributes within reasonable cost to cure
3. Selection of scenarios that justsify market research

B. Analysis of Effective Demand for Selected Uses

1. Search for rents and income potentials of scenario space-time products
2. Screen and rank market targets
3. Apply income-justified residual investment approach to rank economic power of alternative market scenarios
4. Evaluate marginal revenue, marginal investment risk trade-offs

C. Summary Matrix for Selection of Most Probable Use Scenario

1. Physical fit
2. Legal-political risk
3. Strength of market demand
4. Adequacy of available financing
5. Revenue and cost assumptions risk

IV. Prediction of Price for Subject Property

A. Specification of Most Probable Buyer Type Implied by Most Probable Use

1. Criteria motivations of alternative buyer types
2. Selection of most probable buyer type as basis for prediction
3. Specification of essential site, improvement, financial, or key decision criteria of principal alternative buyer types

EXHIBIT 4 (continued)

B. Explanation of Appraisal Methodology for Prediction of Probable Purchase Price

1. Preferred method: to infer buyer behavior from actual market transaction and market data available from sales by comparable buyers of acceptable alternative properties
2. In the absence of adequate market sales data, the alternative method selected for simulation of probable buyer decision process
3. If market influence of simulation is impossible, select normative model such as investment value, or cost to replace

C. Search for Comparable Market Sales Transactions

1. Unit of comparison
2. Method of comparison
4. Investigation of sale transaction circumstances
5. Evaluation for comparability
6. Definition of predominant terms of sale
7. Source of comparative adjustments

D. Determination of Suitability of Existing Market Data for Inference of Value for Subject Property

1. Where data is adequate, selection of market comparison method to estimate value
2. Where data is lacking or misleading, selection of method leads to simulation in E or normative methods in F

E. Simulation of Probable Buyer Decision Process if Market Comparison Approach is Inconclusive or Impossible

1. Source and explanation of simulation model
2. Schedules of simulation assumptions
3. Range of alternative simulation value predictions (sensitivity analysis)

(OR) F. Selection of Normative Model of Buyer Behavior

1. Investment model
2. Cost-to-replace model
3. Nonquantitative decision models

G. Computation of Most Probable Price and Standard Error of Prediction

EXHIBIT 4 (continued)

H. Correction of Preliminary Value Estimate for External Factors

1. Identification of conditions relative to date of appraisal not present in market comparison assumptions
2. Specification of political contingencies that might upset normal appraisal assumptions of substitution
3. Identification of any violation of conditions in the definition of value by the appraisal methodology
4. Indication of adjustment necessary to preliminary probable price estimate or
5. Explicit statement that no adjustment is necessary

I. Test of Most Probable Price or Value Conclusion by Means of:

1. Comparison to values derived from selected alternative appraisal methodology
2. Demonstration of achievement of objectives of most probable buyer minimum selection criteria
3. Measurement of fit of financial cash requirements to market rents, lender ratios, or other relevant constraints
4. Comparison to decision criteria appropriate to issue (financial ratios required by mortgage lender, comparative assessments of similar property for the tax appeal board, rates of return in alternative investments, construction prices for similar property, or whatever demonstrates consistency with statement of the issue)

V. Appraisal Conclusion and Limiting Conditions

A. Definition of Value and Value Conclusion of the Report
B. Certification of Independent Appraisal Judgment
C. Statement of Limiting Conditions that Establish:

1. Contributions of other professionals on which report relies
2. Facts and forecasting under conditions of uncertainty
3. Critical assumptions provided by the appraiser
4. Assumptions provided by the client
5. Controls on use of appraisal imposed by the appraiser

EXHIBIT 4 (continued)

Appendices

Maps, data sets, only if referred to in the text. These data collections would slow down the reader if included as an exhibit and are secondary to the argument in the body of the report.

CONTEMPORARY ISSUES AND METHODS FOR APPRAISING COMMERCIAL PROPERTIES (Continued)

IV. THREE BASIC METHODS OF APPRAISAL

Dilmore has the most basic philosophical view of the three approaches to value while Ratcliff has the most operational sense of researching and forecasting value.

A. Dilmore refers to the three approaches as order, chance, and beauty

1. Assuming order, there is a universe in which the parts fit and we shave away the chaotic mass of information until we find the critical pattern. Like the test for color blindness, the appraiser is looking for the pattern of red dots in a field of random dots of various colors which appear to be scattered.

2. Chance acknowledges the possibility that in the closed system there may be possibilities which were not considered or that there may be an error. No respectable scientist is afraid of the word "error". In appraisal, imprecision is built into the process of choosing data subjectively before we attempt to treat it objectively.

3. Beauty simply recognizes intuition and elegance in our forecasting model may be legitimate reasons for its use. Intuitive reactions, qualitative judgments, or gut feelings are a form of aesthetics in the decision process.

B. Ratcliff concludes that most appraisals are concerned with prediction of a future event, a transaction price. Since an appraisal method is a forecasting tool, forecasting is best done with inference from selected past experience. Failing that, the best method is simulation of the real estate market process.

1. Given reliable information on past market behavior, the preferred method of appraisal is to process the data, statistically if possible, to derive a prediction of future price behavior under given conditions and with means for estimating the reliability of the prediction.

2. Statistical prediction if possible.

3. Set theory for definition of a data set at the least.

C. Should market data be unavailable or inconclusive, the appraiser is forced to resort to the second method of appraisal, namely the construction of a real estate investment or decision model of factors which reflect his understanding of how buyers and sellers might behave.

1. The income approach and the cost approach are submodels of how an investor is supposed to behave.

2. After-tax investment models are another submodel of market behavior, but while these may measure demand from the buyer's viewpoint, it may not measure the minimum price expected by the seller who also has a tax model to consider. In using the second approach, the appraiser must be very careful to indicate price on the supply side representing minimum expectations (Vs) of the seller.

D. Should there be no sales and no way to verify how buyers would review the specific property (utility case - rate base or kilowatt production?), then the appraiser falls back to normative methods.

1. Normative means what the buyer would do if he were as smart as the appraiser and motivated only by a desire to maximize wealth.

2. The traditional income approach or the cost approach are normative models unless it can be proven buyers behave accordingly.

3. After-tax cash flow models are normative models until it can be shown that buyers and sellers use cash flow to value property.

E. Highest and best use or most probable use in order to identify most probable user and buyer, requires analysis and explicit recognition of possible uses which are:

1. Legal/political acceptability

2. Physical/technical feasibility

3. Effective demand and marketability

4. Financial viability

5. Community compatibility

(See Exhibits 5, 6, and 7.)

F. Most probable use presumes economic feasibility while many projects today require only financial solvency due to special enhancements or encumbrances which modify the operating characteristics of the property. These are not inherent in fee simple title but require expansion of the definitions of legal interests to be acquired; the appraiser may require legal support for presuming the transferability of these enhancements or a cost for elimination for an encumbrance.

1. Enhancements include special entitlements under land use control laws, subsidized financing program, financial reserves which travel with the title and the assumable financing, and all manner of profit centers provided by operating agreements which may be assignable under certain review procedures.

2. Encumbrances such as licenses, easements, and leases may be removed depending on relative positions of buyer and seller which are not within the American rule that fee simple title is the sum of the parts.

3. Economic surplus for the user is not adjusted for economic costs to external parties unless the political system can find methods to internalize these opportunity costs as anticipated in the definition of best use in Exhibit 5.

4. Fair market value may take the premise that existing leases will run out their term while most probable price may reflect a probability of renegotiation betewen landlord and tenant for mutual benefit or background information which makes it impossible for the status quo to persist.

    a. Check Dunn and Bradstreet on the tenants
    b. Analyze reported sales volume relative to breakeven point
    c. Analyze opportunity cost of the status quo

COFFEE BREAK

EXHIBIT 5

DEFINITION OF HIGHEST AND BEST USE

That reasonable and probable use that will support the highest present value, as defined, as of the effective date of the appraisal.

Alternatively, that use, from among reasonably probable and legal alternative uses, found to be physically possible, appropriately supported, financially feasible, and which results in highest land value.

The definition immediately above applies specifically to the highest and best use of land. It is to be recognized that in cases where a site has existing improvements on it, the highest and best use may very well be determined to be different from the existing use. The existing use will continue, however, unless and until land value in its highest and best use exceeds the total value of the property in its existing use. See Interim Use.

Implied within these definitions is recognition of the contribution of that specific use to community environment or to community development goals in addition to wealth maximization of individual property owners. Also implied is that the determination of highest and best use results from the appraiser's judgment and analytical skill, i.e., that the use determined from analysis represents an opinion, not a fact to be found. In appraisal practice, the concept of highest and best use represents the premise upon which value is based. In the context of most probable selling price (market value) another appropriate term to reflect highest and best use would be most probable use. In the context of investment value an alternative term would be most profitable use.

Source: Byrl N. Boyce, Real Estate Appraisal Terminology, Revised Edition, AIREA, SREA, Ballinger, Cambridge, Mass., 1981, p. 107-108.

FEASIBILITY OF ALTERNATIVE USES

Feasibility Factor	Scenario 1 Return to Former Use	Scenario 2 Purchase by Welfare Agency	Scenario 3 Conversion to Class B/C Office	Scenario 4 Conversion to Apartments with Office on 1st Floor	Scenario 5 Conversion to Apartments with Existing Bar	Scenario 6 Demolition and Sale of Site
Market Demand Risks	Demand very elastic relative to price unless room rates subsidized by welfare agencies	Welfare agencies lack capital resources to purchase and remodel facilities, given the absence of government funding	Office market becoming more price sensitive; would not accept neighborhood and lack of parking unless rents were lower than necessary to support remodeling	Strong demand for spacious two bedroom units in CBD area	Though there is a strong demand for affordable downtown housing, consumer survey shows tenant reluctance to live above noisy/potentially malodorous bar-restaurant	Soft market for vacant sites which cannot be assembled into larger plottage; parking revenues from 20 spaces inadequate to carry clearance costs
Legal/Political Acceptability	Inconsistent with long term City goals for Olin Place	Mixed acceptability as interim use as housing for transient males by some groups; favored by welfare advocates and disfavored by local residents	Neighborhood resistance to increased demand for street parking	Preferred use, given need for downtown housing and political statements by elderpersons for reduction of bar business in residential neighborhoods	Preferred use for housing is compromised by existing bar management agreement	Inconsistent with constituency favoring landmark designation
Technical Construction Problems and Capital Cost Risks	Failure to repair within one year may have jeopardized grandfathered non-conforming building conditions. Otherwise this use has lowest construction risks of Scenarios 1 through 5	Capital costs of renovation to state standards excessive for short term use	Variance needed for parking requirement of 1 stall per 300 SF to 1 stall per 2,500 SF of office space	Spacious apartments with views provide favorable rent/cost per SF ratio—housing code creates more remodeling risk than commercial code	Apartment mix cheapened by retaining existing bar operation—smaller units require more plumbing and bring less favorable rent/cost per SF ratio	None
Relative Investment Power Based Upon Revenue Generation Potential	$192,765	$120,388	$80,331	$103,220	($10,513)	$13,778
Special Income Tax Advantages or Public Subsidies Available	None	None	Rehabilitation tax credit of 20% for older commercial building conversion plus possible industrial bond financing	Possible historic landmark status for 25% rehabilitation tax credit plus tax incremental financing (TIF) assistance	Possible historic landmark status for 25% rehabilitation tax credit. TIF less likely because increase in tax is smaller	None
Real Estate Tax Consequences to City	Modest increase in assessed value	Loss of $194,300 tax base with tax-exempt agency as owner	Real estate tax base would be multiplied approximately 3 times the present assessment	Real estate tax base would be multiplied approximately 3 1/2 times the present assessment	Real estate tax base would be multiplied approximately 2 1/2 times the present assessment	Loss of approximately $140,000 of tax base

EXHIBIT 6

EXHIBIT 7

DEMONSTRATION OF SELECTION OF BEST USE SCENARIO FOR VACANT OFFICE TOWER REQUIRING COMPLETE MECHANICAL RENOVATION

B. Alternative Uses for Pyare Square

A combination of the physical characteristics of the property and the general demand characteristics of the Hilldale area suggest the following alternative scenarios for use of the subject property (Appendix D):

Scenario #1: The building would be remodeled into multi-tenant office space of class A on floors 4 to 14 and class B on floors 1 to 3.

Scenario #2: The building would be modified into residential apartments on floors 4 to 14 and class B office space on floors 1 to 3.

Scenario #3: The building would be modified into residential condominiums on floors 4 to 14 and class B office space on floors 1 to 3.

Scenario #4: The building would be modified into a hotel facility with hotel rooms on floors 4 to 14, a restaurant on floor 3, and seminar and office space on the remainder.

C. Economic Ranking of Alternatives

The alternative uses that might be plausible for the subject property can first be ranked in terms of the general budget parameters inherent in revenues and expenses for each. The best financial alternatives must then be screened for effective demand, political acceptability, and risk. In order to reveal the general range of justified investment on the existing property, the appraiser developed a logic of converting rents to justified investment by determining a market rent for each use and assuming an acceptable cash breakeven point[1] for financial planning and budgeting. This process capitalizes funds available for debt service or cash dividends into amounts of justified investment. This residual approach can be misleading if there are small errors in the cash-flow forecast, but if estimating bias is consistent when applied to the alternative uses, it does rank the alternatives in terms of their ability to pay for the subject property as is. The logic of this process is provided in Exhibit 15; the cost assumptions and calculations are provided in Appendix D.

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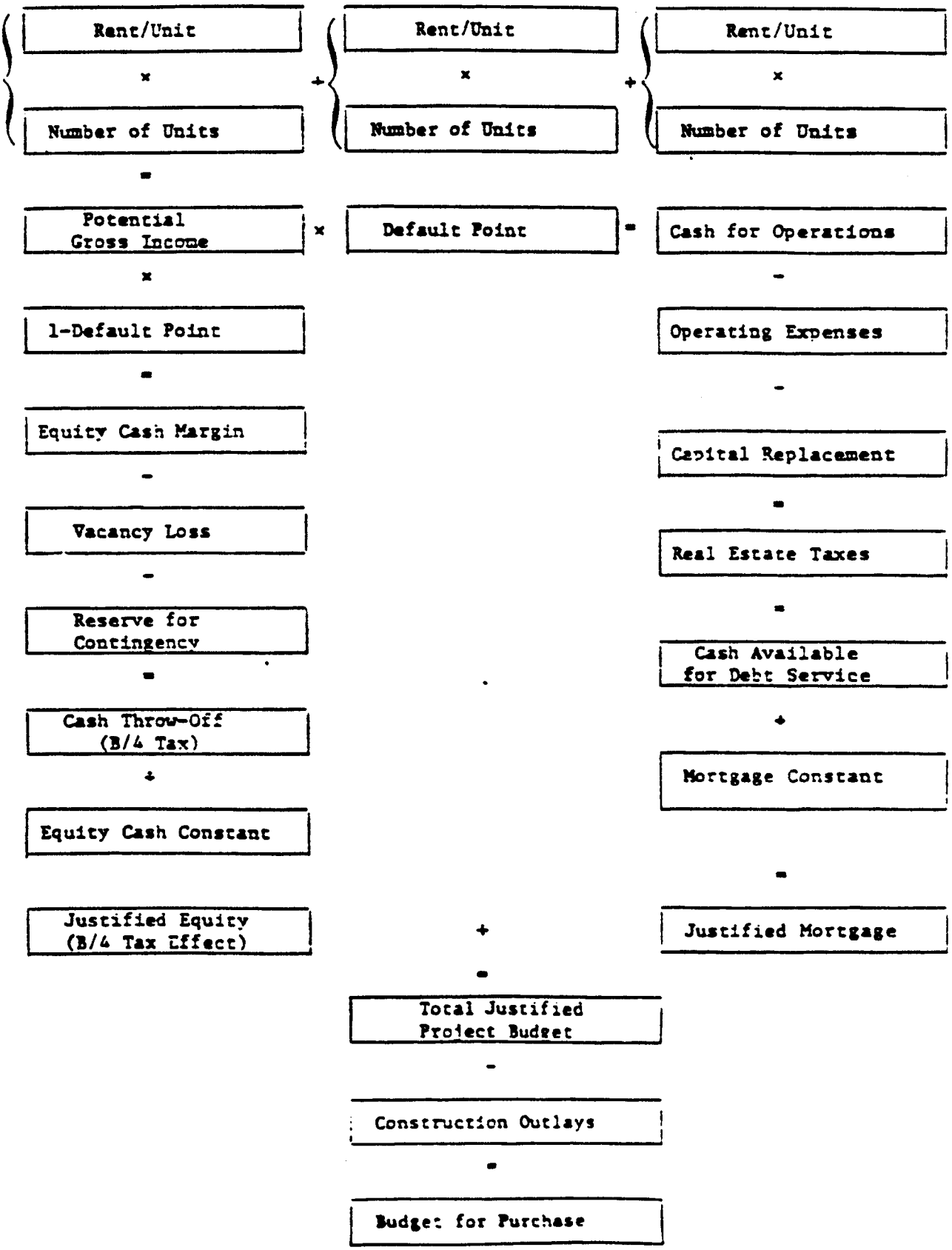
[1] The ratio of cash expenses, real estate taxes, and debt service to potential gross income.

EXHIBIT 7 (Continued)

BASIC LOGIC FOR RANKING ALTERNATIVE PROGRAM SCENARIOS BY JUSTIFIED PURCHASE BUDGET



A summary of these calculations from the Appendix are provided in Exhibit 16. A preliminary ranking based on a cash-justified investment (Line 3, Exhibit 16), without regard to future reversion value, demonstrates that Scenario 1 is the preferable use of the structure as is.

D. Ranking of Alternatives

In terms of estimating risks, Scenario 1 offers more certainty in regard to construction budget because multi-tenant office use is more similar to the previous use. Less extensive remodeling plans imply that fewer problems will arise. In Scenarios 2, 3, and 4, all new plumbing facilities and windows are required for floors 4 to 14. The same improvements simply need refurbishing if the building remains office use. In addition, the market for a high-rise residential or hotel facility is largely untested in the Hilldale area, but office use has been expanding. A change from office use of Pyare Square carries business risks that are difficult to ascertain, and the costs incurred in those risks could be great.

E. Political Compatibility of Alternatives

According to the village administrator of Shorewood Hills, all four of the scenarios would be politically acceptable because the village wants to see improvement of the building. However, Scenarios 2, 3, and 4 require a zoning change that must be approved by the village—an effort that is likely to be more time-consuming than futile.

Although condominiums are a relatively new idea to Shorewood Hills, the community boasts of being a residential suburb, and so a well-conceived plan should pass the board. A hotel use, however, is questionable and would be subject to serious scrutiny because demand is not evident. Office use appears to be most probable in light of the fact that costs are lower, zoning is proper, and demand is evident.

F. Conclusions

Since the estimated residual justified purchase prices of Scenarios 1 and 3 are fairly close, the choice in determining the most probable fitting use relates to the higher costs of converting to residential coupled with the risks involved in tapping an untested market. A prudent investor would seek to stabilize his income by choosing the less speculative scenario. A review of the summary feasibility data in Exhibit 17 supports the conclusion that the most probable use of the subject property in the opinion of the appraiser is Scenario 1.

The most probable use of the subject property would be renovation to a multi-tenant office building.

EXHIBIT 16

SUMMARY OF BUDGETS FOR ALTERNATIVE USE SCENARIOS

Budget Item	Scenario #1	Scenario #2	Scenario #3	Scenario #4
1. Cost to construct	(2,509,975)	(2,414,225)	(2,668,140)	(2,569,600)
2. Justified investment for property as is	2,897,566	1,409,513	2,868,983	(4,662,172)
3. Total justified investment in subject property as is	387,591	(1,004,712)	200,843	(7,231,772)

EXHIBIT 7 (Continued)

EXHIBIT 17

SUMMARY MATRIX OF FEASIBILITY OF ALTERNATIVE USES

Feasibility Factor	Scenario #1	Scenario #2	Scenario #3	Scenario #4
Justified Investment in subject	387,600	Negative	200,843	Negative
Remodeling Risks	Moderate	Significant	Significant	Serious
Effective Market demands	Positive	Positive	Questionable	Soft
Political acceptability	Strong	Strong	Strong	Mixed
Financial Risk	Depends on marketing ability in projecting new image for the building	Depends on desire to live in a high-rise	Depends on desire to own a home in a high-rise	Financial risk is great--Hilldale is not a major office center nor a stop for travellers.

EXHIBIT / (Continued)

CONTEMPORARY ISSUES AND METHODS FOR APPRAISING COMMERCIAL PROPERTIES (Continued)

V. DECISION THEORY AND IMPROVED METHODS FOR THE MARKET COMPARISON APPROACH

There are a number of basic books on decision theory which the appraiser should read to better understand alternative appraisal models available in the age of the micro computer. One such book is The Complete Problem Solver, by John R. Hayes, Franklin Institute Press, Philadelphia, PA, 1981. It is useful to look at the problem of market comparison approaches to value as a decision model in the complex world where a limited number of facts have to be focused on the problem.

A. Hayes described four general types of decisions which require different decision procedures.

1. Decisions under certainty
2. Decisions under risk
3. Decisions under uncertainty
4. Decisions under conflict

B. Many appraisal decision systems are modeled under the methods in Exhibit 8. (Page 157)

C. Hayes distinguishes between risk where we can calculate probability, such as gambling, or uncertainty where there is an element of chance which can't be calculated. Decisions under conflict are like moves in chess or strategy where the outcome must anticipate countermoves by other players in the game. Appraisal pricing decisions are either decisions under certainty or decisions under conflict. Between sharp distinctions for risk and uncertainty, there is a broad area in which we operate under judgmental probability.

D. A guide for the bewildered decisionmaker can be found by answering the following questions relative to the decision tree in Exhibit 9.

1. Is this a decision under certainty?

2. Does it involve costly search?

3. Is this a decision under conflict?

4. Can you estimate the relevant probabilities with reasonable accuracy?

5. Does the decision involve catastrophic outcomes?

E. Appraisal decision theory for economic behavior fits the theory of "bounded rationality" which describes economic decision processes today. A short definition of bounded rationality is included in Exhibit 10.

F. Market inference is the preferred method of valuation if we can discover a pricing pattern in the random dots of properties and transactions. The search for pattern must also be consistent with appraisal protocol.

1. Valuation directly from a regression formula violates appraisal protocol if the appraiser has not inspected all of the comparables used, because the subject property is compared to a hypothetical mean property from the set of observations, and because the appraiser is not directly responsible for the selection or weights given the attributes selected as the basis of comparison. Moreover, the amount of data points were limited relative to the number of variables which were thought to be relevant so that the risk characteristic of statistical variance were also suspect.

2. Market comparison is set theory using a limited number of subjectively selected properties in a relatively objective comparison on a few factors thought to be highly correlated to prices paid. An additive weighting system is one method for managing the information integration for a market comparison.

G. One influential method is to develop a pricing algorithm which provides an estimated price for each comparable and then presumes the same algorithm can be applied to the subject property. The steps involved are as follows:

1. Adjust prices for terms of sale and time on comparable properties. Comparable properties would be those bought for renovation, or for the owners own use, etc. You may choose to abstract out land values where size or locational quality is significantly different.

2. Selecting a proper unit of comparison

3. Developing a hierarchy of significant attributes thought to affect price and scoring each property on a point system

4. Developing a weighting system to rank the relative importance of ordinal attribute scores on a cardinal scale

5. Developing a price per weighted point per unit of comparison

6. Testing the price weighting formula for best estimate of the sales price of actual comparables in order to minimize dispersion and variance between actual price and price estimated by formula

7. Application of a price per point formula to the subject property to estimate range of alternative prices

8. Adjustment of predicted price for unique externalities such as land, financing, or non-transferable license

H. Search for an appropriate unit of comparison as a single variable in a linear regression by trying three or four unit concepts, such as: (See Exhibit 11.)

1. Gross building area

2. Net leasable area

3. Cubage

4. Two times the first floor area plus gross building area

5. Barrels of cranberries rather than acres of cranberries

6. Number of bedrooms rather than square feet

I. Arrive at a price per unit as the first step in establishing a price algorithm

J. Identify property attributes which distinguish subject properties qualitatively from one another and develop a simple scoring system

1. 5-3-1 is one method, but scores may become multipliers and lead distortion

2. Dilmore prefers:

Rating	Points
Excellent	26
Good	20
Average	15
Fair	13
Poor	10

K. See selection of examples in Exhibits 11 through 24.

L. The market comparison approach presumes that the appraiser can match sales price to the real estate interest required and the productivity anticipated by the buyer and the seller or that differences in each transaction can be factored out.

1. Litigation always involves kid stuff arguments involving gross rent multipliers where rents include or exclude utilities, furnishings, and window air conditioners.

2. In recent years cash equivalency adjustments for seller financing have further distorted the growth or adjusted sales price.

3. More subtle are the sales prices which are engineered by accountants and lawyers to shift asset values among asset classifications for land, structure, inventory, control of management contracts, accounting periods for related parties for tax purposes, public accounting figures, or balance sheet diplomacy.

4. The public is further confused by engineered sales prices to support syndication prospecti of $90 million on a single office building which was also appraised for $35 million in the same month for taxes.

5. Market comparable sales are suspect when one party names the price if the other names the terms; the appraiser has adapted his style so that the customer names the value and the appraiser gets to define the real estate interests appraised and the limiting conditions which control the relevancy and reality of his report.

6. Discounted cash flows defined by proper accounting become a more sensitive and more realistic appraisal tool than the market comparison method.

M. The traditional normalized net operating income divided by the cap rate should be recognized as a market comparison approach of the income multiplier family. There are imaginary "cap rates" out there, the reciprocals of price earnings ratios, which benchmark prices, but should not be confused with a true income approach.

1. Appraisers must be careful not to confuse thumbnail benchmarks for valuation procedures and never confuse market multipliers with contemporary income simulation methods.

2. There is a danger that appraisers use street talk and conventional wisdom as a market determined rate as in "Phoenix is a 9 percent cap rate town, or "Indianapolis has a net income multiplier of 9-1/2." These are applied without sensitivity to differences among properties or sensitivity to present values.

EXHIBIT 8

DECISION MAKING METHODS UNDER CERTAINTY

Method	Type	Use this method:	Cost of computation required	Number of alternatives examined
Dominance	optimizing	for preliminary screening of alternatives	low	all
Lexicography	optimizing	when attributes are very different in weight	very low	all
Additive Weighting	optimizing	when it is important to find the best alternative	high	all
Effectiveness Index	optimizing	when it is *very* important to get best alternative	very high	all
Satisficing	non-optimizing	when the cost of examining the whole set of alternatives is very high	very low	some

Source: John R. Hayes, The Complete Problem Solver, 1981, The Franklin Institute Press, Philadelphia, PA, p. 157.

EXHIBIT 9

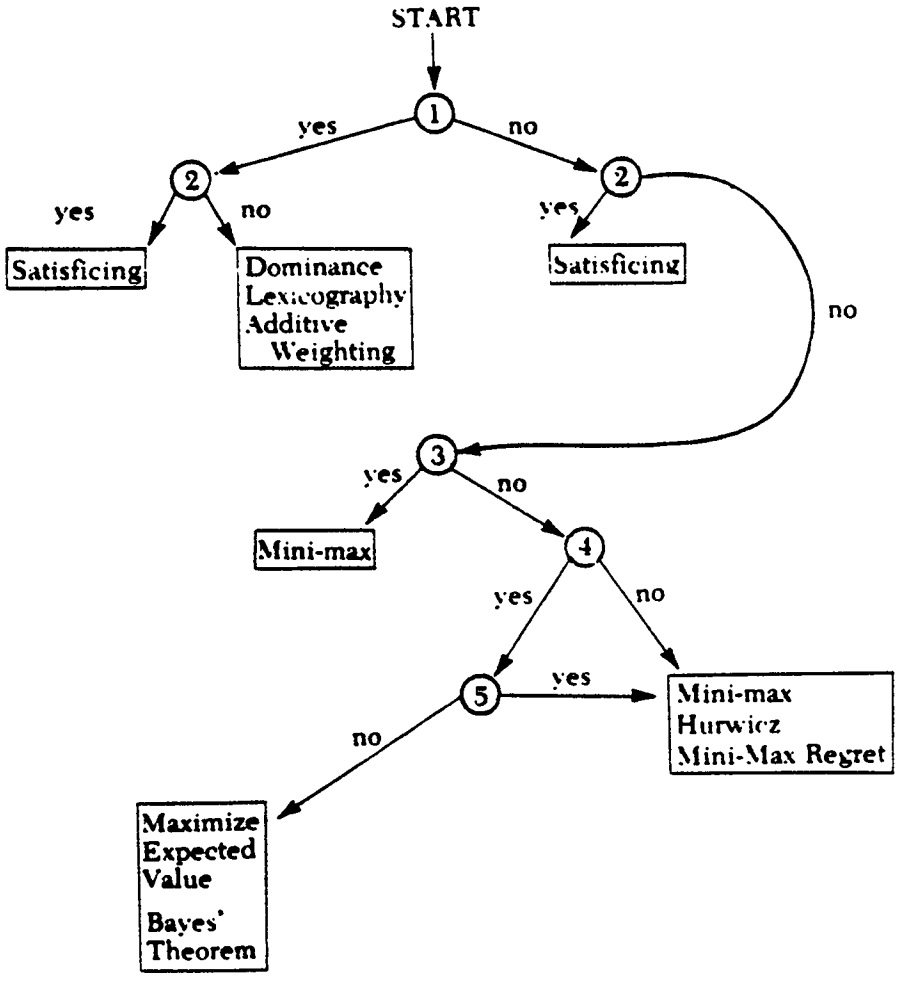


Figure 2. A Decision Tree for Choosing a Decision Procedure

Source: John R. Hayes, The Complete Problem Solver, 1981, The Franklin Institute Press, Philadephia, PA, p. 180.

EXHIBIT 11

CORRELATION COEFFICIENTS AND R^2 OF SALES PRICE

Space Unit	Correlation	R^2
First floor frontage (frt)	0.745	55.5%
Lot area	0.908	82.4
First floor (1st fl)	0.790	62.4
First floor + Upper floors (upp fl)	0.933	87.0
1st fl + .05 (upp fl)	0.919	84.5
2(1st fl) + upp fl	0.919	84.5
(1st fl) x (frt)	0.784	61.5
[1st fl + 0.5 (upp fl)] x (frt)	0.864	74.6
[2(1st fl) + upp fl)] x (frt)	0.864	74.6
(1st fl + upp fl) x (frt)	0.874	76.4

EXHIBIT 12

RATGRAM STYLE

WOOLWORTH BUILDING
SCALE FOR SCORING COMPARABLES ON IMPORTANT INVESTOR CONSIDERATIONS FOR OFFICE - RETAIL SPACE IN MADISON C-4 ZONING

LOCATION 10%	5 = High visibility 3 = Corner visibility limited 1 = Inside lot
EXPANSION POTENTIAL 30%	5 = Potential for significant increases of floor space 3 = Flexible layouts due to bay spacing and elevator position 1 = Inflexibility of layout due to old bearing walls and elevator shafts
CONDITION AT TIME OF PURCHASE 25%	5 = Fully renovated and leased 3 = Long-term retail leases in place. Serviceable as retail in tired space. 1 = Vacant and in need of total rehabilitation. Short-term lease or large vacancy in need of total rehabilitation.
ELEVATORS AT TIME OF PURCHASE 20%	5 = Two passenger and freight 3 = Two passenger 1 = One passenger
FENESTRATION ON UPPER LEVEL 15%	5 = Large windows facing the Square 3 = Limited window area 1 = No windows

WOOLWORTH BUILDING

WEIGHTED MATRIX FOR COMPARABLE PROPERTIES

SCORE/WEIGHTED SCORE

ATTRIBUTE	WEIGHT	COMPARABLE NO. 1 30 N. CARROLL WOLFF KUBLY	COMPARABLE NO. 2 14 W. MIFFLIN	COMPARABLE NO. 3 5 & 7 E. MIFFLIN CENTRE SEVEN	COMPARABLE NO. 4 50 E. MIFFLIN EMPORIUM	COMPARABLE NO. 5 2 W. MIFFLIN WOOLWORTH	SUBJECT
LOCATION	10%	3/0.30	1/0.10	1/0.10	3/0.30	5/0.50	5/0.50
EXPANSION POTENTIAL AT TIME OF SALE	30%	3/0.90	1/0.30	1/0.30	5/1.50	3/0.90	3/0.90
CONDITION AT TIME OF SALE	25%	1/0.25	5/1.25	1/0.25	3/0.75	3/0.75	1/0.25
ELEVATORS IN PLACE	20%	5/1.00	3/0.60	1/0.20	3/0.60	1/0.20	1/0.20
FENESTRATION ON UPPER FLOORS	15%	1/0.15	5/0.75	5/0.75	1/0.15	3/0.45	3/0.45
TOTAL WEIGHTED SCORE	100%	2.60	3.00	1.60	3.30	2.80	2.30
ADJUSTED SELLING PRICE [1]		$625,000	$750,000	$240,000	$850,000	$662,500	
DATE OF SALE		7/17/80	2/27/84	12/31/77	4/30/78	7/31/78	
GROSS BUILDING AREA (GBA)		41,000 SF	40,000 SF	26,000 SF	42,500 SF	39,000 SF	39,000 SF
ADJUSTED PRICE/GBA		$15.24	$18.75	$ 9.23	$20.00	$16.99	
ADJUSTED PRICE/GBA/ WEIGHTED POINT SCORE		$5.86	$6.25	$5.77	$6.06	$6.08	

[1] See Appendix _ for assumptions and calculations to determine adjusted selling price.

EXHIBIT 13

RATGRAM STYLE

```
# Attributes = 5

Attribute Names: Prelim. Weights
 LOCATION 20
 EXPANSION POTENTIAL 20
 CONDITION AT TIME OF SALE 20
 ELEVATORS IN PLACE 20
 FENESTRATION ON UPPER FLOORS 20

 # of Observations = 5

Observ. # 1 WOLFF-KUBLY-30 N. CARROLL Price 15.24
        LOCATION 3
        EXPANSION POTENTIAL 3
        CONDITION AT TIME OF SALE 1
        ELEVATORS IN PLACE 5
        FENESTRATION ON UPPER FLOORS 1
Observ. # 2 14 S. MIFFLIN Price 18.75
        LOCATION 1
        EXPANSION POTENTIAL 1
        CONDITION AT TIME OF SALE 5
        ELEVATORS IN PLACE 3
        FENESTRATION ON UPPER FLOORS 5
Observ. # 3 CENTRE SEVEN-5 & 7 N. PINCKNEY Price 9.23
        LOCATION 1
        EXPANSION POTENTIAL 1
        CONDITION AT TIME OF SALE 1
        ELEVATORS IN PLACE 1
        FENESTRATION ON UPPER FLOORS 5
Observ. # 4 EMPORIUM-50 E. MIFFLIN Price 20
        LOCATION 3
        EXPANSION POTENTIAL 5
        CONDITION AT TIME OF SALE 3
        ELEVATORS IN PLACE 3
        FENESTRATION ON UPPER FLOORS 1
Observ. # 5 WOOLWORTH-2 W. MIFFLIN Price 16.99
        LOCATION 5
        EXPANSION POTENTIAL 3
        CONDITION AT TIME OF SALE 3
        ELEVATORS IN PLACE 1
        FENESTRATION ON UPPER FLOORS 3
The Matrix:
  20   20   20   20   20
  10   10   10   10   10
  15   15   15   15   15
  25   25   25   25   25
  30   30   30   30   30


 Median              = 5.861538
 Mean                = 5.913863
 Standard Deviation  = .5837666

Weights:
LOCATION                = 20
EXPANSION POTENTIAL     = 20
CONDITION AT TIME OF SAL = 20
ELEVATORS IN PLACE      = 20
FENESTRATION ON UPPER FL = 20


 Final Results:
 Number of Combinations              = 3125
 Number of Combinations Adding to 100% = 381


 Median              = 6.040404
 Mean                = 6.00175
 Standard Deviation  = .1893479

Weights:
LOCATION                = 10
EXPANSION POTENTIAL     = 30
CONDITION AT TIME OF SAL = 25
ELEVATORS IN PLACE      = 20
FENESTRATION ON UPPER FL = 15
```

**** WOOLWORTH DEMONSTRATION ****

Attributes = 5

Attribute Names: Prelim. Weights
LOCATION 20
EXPANSION POTENTIAL 20
CONDITION AT TIME OF SALE 20
ELEVATORS IN PLACE 20
FENESTRATION ON UPPER FLOORS 20

# of Observations = 5

Observ. # 1 WOLFF-KUBLY-30 N. CARROLL Price 15.24
LOCATION 3
EXPANSION POTENTIAL 3
CONDITION AT TIME OF SALE 1
ELEVATORS IN PLACE 5
FENESTRATION ON UPPER FLOORS 1
Observ. # 2 14 W. MIFFLIN Price 18.75
LOCATION 1
EXPANSION POTENTIAL 1
CONDITION AT TIME OF SALE 5
ELEVATORS IN PLACE 3
FENESTRATION ON UPPER FLOORS 5
Observ. # 3 CENTRE SEVEN-5 & 7 N. PINCKNEY Price 9.23
LOCATION 1
EXPANSION POTENTIAL 1
CONDITION AT TIME OF SALE 1
ELEVATORS IN PLACE 1
FENESTRATION ON UPPER FLOORS 5
Observ. # 4 EMPORIUM-50 E. MIFFLIN Price 20
LOCATION 3
EXPANSION POTENTIAL 5
CONDITION AT TIME OF SALE 3
ELEVATORS IN PLACE 3
FENESTRATION ON UPPER FLOORS 1
Observ. # 5 WOOLWORTH-2 W. MIFFLIN Price 16.99
LOCATION 5
EXPANSION POTENTIAL 3
CONDITION AT TIME OF SALE 3
ELEVATORS IN PLACE 1
FENESTRATION ON UPPER FLOORS 3
The Matrix:

10	30	25	20	15
0	20	15	10	5
5	25	20	15	10
15	35	30	25	20
20	40	35	30	25

Median = 6.060606
Mean = 6.00175
Standard Deviation = .1893479

Weights:
LOCATION = 10
EXPANSION POTENTIAL = 30
CONDITION AT TIME OF SAL = 25
ELEVATORS IN PLACE = 20
FENESTRATION ON UPPER FL = 15

Final Results:
Number of Combinations = 3125
Number of Combinations Adding to 100% = 381

Median = 6.060606
Mean = 6.00175
Standard Deviation = .1893479

Weights:
LOCATION = 10
EXPANSION POTENTIAL = 30
CONDITION AT TIME OF SAL = 25
ELEVATORS IN PLACE = 20
FENESTRATION ON UPPER FL = 15

EXHIBIT 15

WOOLWORTH - RATGRAM STYLE

CALCULATION OF MOST PROBABLE PRICE USING
MEAN PRICE PER POINT EQUATION METHOD

COMPARABLE PROPERTY	SELLING PRICE PER SF OF GBA	POINT SCORE	PRICE PER SF OF GBA/ TOTAL WEIGHTED SCORE (x)
1	$15.24	2.60	$5.86
2	18.75	3.00	6.25
3	9.23	1.60	5.77
4	20.00	3.30	6.06
5	16.99	2.80	6.08
		TOTAL	$30.02

Total of $\frac{\text{Price Per SF of GBA}}{\text{Total Weighted Score}}$ = $30.02

Mean Value ($\bar{x}$) = 30.02/5 = $6.00

Standard Deviation = $\sqrt{\frac{\Sigma (x-\bar{x})^2}{n-1}}$ = $0.19 where:

x	$\bar{x}$	$(x-\bar{x})$	$(x-\bar{x})^2$	n	n-1
$5.86	$6.00	-$0.14	0.0196	5	4
6.25	6.00	0.25	0.0625		
5.77	6.00	- 0.23	0.0529		
6.06	6.00	0.06	0.0036		
6.08	6.00	0.08	0.0064		
			0.1450		

$$\sqrt{\frac{0.1450}{4}} = \sqrt{0.03625} = 0.190394 \text{ or } \$0.19$$

EXHIBIT 15 (Continued)

Value Range of Price/Point Score: $6.00 ± $0.19

Since GBA of subject is 39,000 square feet and total weighted point score of subject is 2.3, then:

High Estimate:	$6.19 x 2.3 x 39,000 SF = $555,243 or $560,000 ($14.23/SF)
Central Tendency:	$6.00 x 2.3 x 39,000 SF = $538,200 or $540,000 ($13.80/SF)
Low Estimate:	$5.81 x 2.3 x 39,000 SF = $521,159 or $520,000 ($13.36/SF)

JUSTIFICATION OF COMPARABLE PRICE FORMULA FOR
WOOLWORTH BUILDING
BY MEANS OF ANALYSIS OF VARIANCE OF ACTUAL SALE PRICE VS. PREDICTED PRICE
OF COMPARABLES USING MEAN PRICE PER POINT EQUATION METHOD

NO.	COMPARABLE PROPERTY	WEIGHTED POINT SCORE	MEAN PRICE PER POINT SCORE	PREDICTED PRICE/ SF GBA	ACTUAL PRICE/ SF GBA	VARIANCE	% OF VARIANCE TO ACTUAL PRICE
1	WOLFF KUBLY 30 N. Carroll Street	2.60	$6.00	$15.60	$15.24	$ 0.36	2.4%
2	14 W. Mifflin Street	3.00	6.00	18.00	18.75	- 0.75	4.0
3	CENTRE SEVEN 5 & 7 N. Pinckney Street	1.60	6.00	9.60	9.23	0.37	4.0
4	EMPORIUM 50 E. Mifflin Street	3.30	6.00	19.80	20.00	- 0.20	1.0
5	WOOLWORTH 2 W. Mifflin Street	2.80	6.00	16.80	16.99	- 0.19	1.1
					NET VARIANCE	$ - 0.41	

EXHIBIT 16
RATGRAM STYLE

EXHIBIT 17

WOOLWORTH BUILDING
SCALE FOR SCORING COMPARABLES ON IMPORTANT INVESTOR CONSIDERATIONS FOR OFFICE - RETAIL SPACE IN MADISON
C-4 ZONING
DILMORE STYLE

LOCATION 15%	26 = High visibility 15 = Corner visibility limited 10 = Inside lot
EXPANSION POTENTIAL 30%	26 = Potential for significant increases of floor space 15 = Flexible layouts due to bay spacing and elevator position 10 = Inflexibility of layout due to old bearing walls and elevator shafts
CONDITION AT TIME OF PURCHASE 40%	26 = Fully renovated and leased 15 = Long-term retail leases in place. Serviceable as retail in tired space. 10 = Vacant and in need of total rehabilitation. Short-term lease or large vacancy in need of total rehabilitation.
ELEVATORS AT TIME OF PURCHASE 15%	26 = Two passenger and freight 15 = Two passenger 10 = One passenger

WOOLWORTH BUILDING

WEIGHTED MATRIX FOR COMPARABLE PROPERTIES

SCORE/WEIGHTED SCORE

DILMORE STYLE

ATTRIBUTE	WEIGHT	COMPARABLE NO. 1 30 N. CARROLL WOLFF KUBLY	COMPARABLE NO. 2 14 W. MIFFLIN	COMPARABLE NO. 3 5 & 7 E. MIFFLIN CENTRE SEVEN	COMPARABLE NO. 4 50 E. MIFFLIN EMPORIUM	COMPARABLE NO. 5 2 W. MIFFLIN WOOLWORTH	SUBJECT
LOCATION	15%	15/2.25	10/1.50	10/1.50	15/2.25	26/3.90	26/3.90
EXPANSION POTENTIAL AT TIME OF SALE	30%	15/4.50	10/3.00	10/3.00	26/7.80	15/4.50	15/4.50
CONDITION AT TIME OF SALE	40%	10/4.00	26/10.40	10/4.00	15/6.00	15/6.00	10/4.00
ELEVATORS IN PLACE	15%	26/3.90	15/2.25	10/1.50	15/2.25	10/1.50	10/1.50
TOTAL WEIGHTED SCORE	100%	14.65	17.15	10.00	18.30	15.90	13.90
ADJUSTED SELLING PRICE [1]		$625,000	$750,000	$240,000	$850,000	$662,500	
DATE OF SALE		7/17/80	2/27/84	12/31/77	4/30/78	7/31/78	
GROSS BUILDING AREA (GBA)		41,000 SF	40,000 SF	26,000 SF	42,500 SF	39,000 SF	39,000 SF
ADJUSTED PRICE/GBA		$15.24	$18.75	$ 9.23	$20.00	$16.99	
ADJUSTED PRICE/GBA ÷ WEIGHTED POINT SCORE		$1.04	$1.09	$0.92	$1.09	$1.07	

[1] See Appendix _ for assumptions and calculations to determine adjusted selling price.

EXHIBIT 18

EXHIBIT 19

WOOLWORTH - DILMORE STYLE
1st RUN


```
**** WOOLWORTH-DILMORE STYLE ****

# Attributes = 5

Attribute Names: Prelim. Weights
 LOCATION  20
 EXPANSION POTENTIAL  20
 CONDITION AT TIME OF SALE  20
 ELEVATORS IN PLACE  20
 FENESTRATION ON UPPER FLOORS  20

 # of Observations = 5

Observ. #  1  WOLFF-KUBLY Price  15.24
        LOCATION  15
        EXPANSION POTENTIAL  15
        CONDITION AT TIME OF SALE  10
        ELEVATORS IN PLACE  24
        FENESTRATION ON UPPER FLOORS  10
Observ. #  2  14 W. MIFFLIN Price  18.75
        LOCATION  10
        EXPANSION POTENTIAL  10
        CONDITION AT TIME OF SALE  24
        ELEVATORS IN PLACE  15
        FENESTRATION ON UPPER FLOORS  24
Observ. #  3  CENTRE SEVEN Price  9.23
        LOCATION  10
        EXPANSION POTENTIAL  10
        CONDITION AT TIME OF SALE  10
        ELEVATORS IN PLACE  10
        FENESTRATION ON UPPER FLOORS  24
Observ. #  4  EMPORIUM Price  20
        LOCATION  15
        EXPANSION POTENTIAL  24
        CONDITION AT TIME OF SALE  15
        ELEVATORS IN PLACE  15
        FENESTRATION ON UPPER FLOORS  10
Observ. #  5  WOOLWORTH Price  16.99
        LOCATION  24
        EXPANSION POTENTIAL  15
        CONDITION AT TIME OF SALE  15
        ELEVATORS IN PLACE  10
        FENESTRATION ON UPPER FLOORS  15
The Matrix:
  20   20   20   20   20
  10   10   10   10   10
  15   15   15   15   15
  25   25   25   25   25
  30   30   30   30   30


 Median                =  1.048765
 Mean                  =  1.012559
 Standard Deviation    =  .1956356

Weights:
LOCATION                =  20
EXPANSION POTENTIAL     =  20
CONDITION AT TIME OF SAL =  20
ELEVATORS IN PLACE      =  20
FENESTRATION ON UPPER FL =  20


 Final Results:
 Number of Combinations                =  3125
 Number of Combinations Adding to 100% =  381


 Median                =  1.068553
 Mean                  =  1.024281
 Standard Deviation    =  .1314307

Weights:
LOCATION                =  15
EXPANSION POTENTIAL     =  30
CONDITION AT TIME OF SAL =  30
ELEVATORS IN PLACE      =  15
FENESTRATION ON UPPER FL =  10
```

**** WOOLWORTH-DILMORE STYLE ****

Attributes = 5

Attribute Names, Prelim. Weights
LOCATION 20
EXPANSION POTENTIAL 20
CONDITION AT TIME OF SALE 20
ELEVATORS IN PLACE 20
FENESTRATION ON UPPER FLOORS 20

# of Observations = 5

Observ. # : WOLFF-KUBLY Price 15.24
LOCATION 15
EXPANSION POTENTIAL 15
CONDITION AT TIME OF SALE 10
ELEVATORS IN PLACE 26
FENESTRATION ON UPPER FLOORS 10
Observ. # 2 14 W. MIFFLIN Price 18.75
LOCATION 10
EXPANSION POTENTIAL 10
CONDITION AT TIME OF SALE 26
ELEVATORS IN PLACE 15
FENESTRATION ON UPPER FLOORS 26
Observ. # 3 CENTRE SEVEN Price 9.23
LOCATION 10
EXPANSION POTENTIAL 10
CONDITION AT TIME OF SALE 10
ELEVATORS IN PLACE 10
FENESTRATION ON UPPER FLOORS 26
Observ. # 4 EMPORIUM Price 20
LOCATION 15
EXPANSION POTENTIAL 26
CONDITION AT TIME OF SALE 15
ELEVATORS IN PLACE 15
FENESTRATION ON UPPER FLOORS 10
Observ. # 5 WOOLWORTH Price 16.99
LOCATION 26
EXPANSION POTENTIAL 15
CONDITION AT TIME OF SALE 15
ELEVATORS IN PLACE 10
FENESTRATION ON UPPER FLOORS 15
The Matrix:

15	30	30	15	10
5	20	20	5	0
10	25	25	10	5
20	35	35	20	15
25	40	40	25	20

Median = 1.068553
Mean = 1.[illegible]4281
Standard Deviation = .1314337

Weights:
LOCATION = 15
EXPANSION POTENTIAL = 30
CONDITION AT TIME OF SAL = 30
ELEVATORS IN PLACE = 15
FENESTRATION ON UPPER FL = 10

Final Results:
Number of Combinations = 3125
Number of Combinations Adding to 100% = 381

Median = 1.068553
Mean = 1.043607
Standard Deviation = 7.[illegible]803E-02

Weights:
LOCATION = 15
EXPANSION POTENTIAL = 30
CONDITION AT TIME OF SAL = 40
ELEVATORS IN PLACE = 15

EXHIBIT 20

WOOLWORTH BUILDING
CALCULATION OF MOST PROBABLE PRICE USING
MEAN PRICE PER POINT EQUATION METHOD
DILMORE STYLE

COMPARABLE PROPERTY	SELLING PRICE PER SF OF GBA	POINT SCORE	PRICE PER SF OF GBA/ TOTAL WEIGHTED SCORE (x)
1	$15.24	14.65	$1.04
2	18.75	17.15	1.09
3	9.23	10.00	0.92
4	20.00	18.30	1.09
5	16.99	15.90	1.07
		TOTAL	$5.21

Total of $\frac{\text{Price Per SF of GBA}}{\text{Total Weighted Score}}$ = $5.21

Mean Value ($\bar{x}$) = $5.21 ÷ 5 = $1.04

Standard Deviation of the Mean = $\sqrt{\frac{\Sigma(x-\bar{x})^2}{n-1}}$ = $0.07 where:

x	$\bar{x}$		$(x-\bar{x})$	$(x-\bar{x})^2$	n	n-1
$1.04	- $1.04	=	$0.00	0.0000	5	4
1.09	- 1.04	=	0.05	0.0025		
0.92	- 1.04	=	- 0.12	0.0144		
1.09	- 1.04	=	0.05	0.0025		
1.07	- 1.04	=	0.03	0.0009		
				0.0203		

$\sqrt{\frac{0.0203}{4}} = \sqrt{0.005075} = 0.071239$ or $0.07

EXHIBIT 20 (Continued)

Value Range of Price/Point Score: $1.04 ± $0.07

Since GBA of subject is 39,000 square feet and total weighted point score of subject is 13.90, then:

High Estimate: $1.11 x 13.90 x 39,000 SF = $601,731 or $600,000 ($15.43/SF)

Central Tendency: $1.04 x 13.90 x 39,000 SF = $563,784 or $560,000 ($14.46/SF)

Low Estimate: $0.97 x 13.90 x 39,000 SF = $525,837 or $530,000 ($13.48/SF)

COMPARISON OF WOOLWORTH DEMONSTRATION - RATGRAM STYLE AND WOOLWORTH - DILMORE STYLE

	RATGRAM STYLE	DILMORE STYLE	% VARIANCE RATGRAM TO DILMORE
Estimated Value Central Tendency	$540,000	$560,000	3.7%

JUSTIFICATION OF COMPARABLE PRICE FORMULA FOR
WOOLWORTH BUILDING
BY MEANS OF ANALYSIS OF VARIANCE OF ACTUAL SALE PRICE VS. PREDICTED PRICE
OF COMPARABLES USING MEAN PRICE PER POINT EQUATION METHOD
DILMORE STYLE

NO.	COMPARABLE PROPERTY	WEIGHTED POINT SCORE	MEAN PRICE PER POINT SCORE	PREDICTED PRICE/ SF GBA	ACTUAL PRICE/ SF GBA	VARIANCE	% OF VARIANCE TO ACTUAL PRICE
1	WOLFF KUBLY 30 N. Carroll Street	14.65	$1.04	$15.24	$15.24	$ 0.00	0.0%
2	14 W. Mifflin Street	17.15	1.04	17.84	18.75	- 0.91	4.9
3	CENTRE SEVEN 5 & 7 N. Pinckney Street	10.00	1.04	10.40	9.23	1.17	12.7
4	EMPORIUM 50 E. Mifflin Street	18.30	1.04	19.03	20.00	- 0.97	4.9
5	WOOLWORTH 2 W. Mifflin Street	15.90	1.04	16.54	16.99	- 0.45	2.6
					NET VARIANCE	$ - 1.16	

EXHIBIT 21

EXHIBIT 22

SAMPLE OF EXPERIMENTAL

AUTOMATED MARKET COMPARISON PROCESS.

DILMORE

AND

GRAASKAMP

EXHIBIT 22 (Continued)

SCALE FOR SCORING COMPARABLE SALES BASED UPON PRICE SENSITIVE ATTRIBUTES

GOODWILL BUILDING

ATTRIBUTE	WEIGHT	SCORE
GROSS BUILDING AREA	30%	5 = Building less than 15,000 SF of GBA 3 = Building between 15,000 SF to 40,000 SF of GBA 1 = Building greater than 40,000 SF of GBA
LOCATION	30%	5 = Located in South Madison Industrial Park area with or without rail siding or along major highway with rail siding 3 = Located along or visible from a major road such as Highways 51, 151, 113, or 30 in a mixed use area without rail siding. 1 = Located in more isolated commercial mixed use area without rail siding
RATIO OF LAND TO GBA	10%	5 = Greater than 4:1 3 = Between 4:1 and 2.5:1 1 = Less than 2.5:1
EFFICIENCY OF BUILDING DESIGN FOR STORAGE AND DISTRIBUTION USES	10%	5 = Efficient layout for accessibility of stored goods with adequate number of overhead doors and truck height loading docks 3 = Adequate layout with limited number of overhead doors and truck height docks 1 = Deep space with inadequate number of overhead doors and truck height doors
QUALITY OF HVAC SYSTEM	20%	5 = Fully insulated with heat in warehouse and office area 3 = Partially heated warehouse space and adequate heated office space 1 = Minimal heat, if any, in warehouse area and small heated office space

WEIGHTED MATRIX FOR COMPARABLE PROPERTIES
SCORE/WEIGHTED SCORE

GOODWILL BUILDING

ATTRIBUTE	WEIGHT	COMPARABLE NO. 1 1115 O'Neill St.	COMPARABLE NO. 2 2810 Bryant St.	COMPARABLE NO. 3 910 Macson Ave.	COMPARABLE NO. 4 4401 Cottage Grove Rd.	COMPARABLE NO. 5 4610 - 4622 Fenwick Rd.	COMPARABLE NO. 6 3103 Watford Way	SUBJECT 2422 Pennsylvania
GROSS BUILDING AREA (GBA)	30%	5/1.50	3/0.90	1/0.30	3/0.90	5/1.50	5/1.50	3/0.90
LOCATION	30%	1/0.30	3/0.90	5/1.50	5/1.50	3/0.90	5/1.50	3/0.90
RATIO OF LAND TO GBA	10%	3/0.30	1/0.10	1/0.10	5/0.50	3/0.30	1/0.10	1/0.10
EFFICIENCY OF BUILDING DESIGN	10%	3/0.30	1/0.10	1/0.10	5/0.50	5/0.50	3/0.30	1/0.10
QUALITY OF HVAC SYSTEM	20%	5/1.00	3/0.60	3/0.60	1/0.20	5/1.00	1/0.20	5/1.00
TOTAL WEIGHTED SCORE	100%	3.40	2.60	2.60	3.60	4.20	3.60	3.00
CASH SELLING PRICE		$200,000	$212,000	$625,000	$525,000	$301,000	$209,000	
DATE OF SALE		6/27/84	6/12/83	6/30/83	1/4/82	2/29/84	6/30/82	
GROSS BUILDING AREA (GBA)		13,832 SF	19,760 SF	57,800 SF	34,517 SF	17,300 SF	14,000 SF	30,195 SF
CASH PRICE/ SF OF GBA		$14.46	$10.73	$10.81	$15.21	$17.40	$14.94	
CASH PRICE PER SF/ WEIGHTED POINT SCORE		$4.2529	$4.1269	$4.1577	$4.2250	$4.1429	$4.1500	

EXHIBIT 22 (Continued)

JUSTIFICATION OF COMPARABLE PRICE FORMULA
FOR THE GOODWILL BUILDING
BY MEANS OF ANALYSIS OF VARIANCE OF ACTUAL SALE PRICE
VS. PREDICTED PRICE OF COMPARABLES
USING MEAN PRICE PER POINT EQUATION METHOD

NO.	COMPARABLE SALE	WEIGHTED POINT SCORE	MEAN PRICE PER POINT SCORE	PREDICTED PRICE PER SF OF GBA	ACTUAL PRICE PER SF OF GBA	VARIANCE	% OF VARIANCE TO ACTUAL PRICES
1	1115 O'Neill Street	3.40	$4.18	14.21	14.46	- 0.25	1.7%
2	2810 Bryant Street	2.60	4.18	10.87	10.73	0.14	1.3%
3	901 Watson Avenue	2.60	4.18	10.87	10.81	0.06	0.6%
4	4401 Cottage Grove Road	3.60	4.18	15.05	15.21	- 0.16	1.1%
5	4610-22 Fenrite Road	4.20	4.18	17.56	17.40	0.16	0.9%
6	3103 Watford Way	3.60	4.18	15.05	14.94	0.11	0.7%
					NET VARIANCE	$ 0.06	

EXHIBIT 22 (Continued)

GOODWILL BUILDING

CALCULATION OF MOST PROBABLE PRICE USING MEAN PRICE PER POINT EQUATION METHOD

COMPARABLE PROPERTY	CASH SELLING PRICE PER SF OF GBA	WEIGHTED POINT SCORE	PRICE PER SF OF GBA/TOTAL WEIGHTED SCORE (x)
1	$14.46	3.40	$4.25
2	10.73	2.60	4.13
3	10.81	2.60	4.16
4	15.21	3.60	4.23
5	17.40	4.20	4.14
6	14.94	3.60	4.15
		TOTAL	$25.06

Total of $\frac{\text{Price per SF of GBA}}{\text{Total Weighted Score}}$ = $25.06

Mean Value (x) = $25.06/6 = $4.18

Standard Deviation = $\sqrt{\frac{\Sigma(x - \bar{x})\backslash 2}{n - 1}}$ = $0.05 where:

x	$\bar{x}$	$(x-\bar{x})$	$(x-\bar{x})\backslash 2$	n	n - 1
4.25	4.18	0.07	0.0049	6	5
4.13	4.18	= - 0.05	0.0025		
4.16	4.18	= - 0.02	0.0004		
4.23	4.18	= 0.05	0.0025		
4.14	4.18	= - 0.04	0.0016		
4.15	4.18	= - 0.03	0.0009		
			0.0128		

$$\sqrt{\frac{0.0128}{5}} = 0.050596$$

ESTIMATED RANGE OF MOST PROBABLE SELLING PRICE
OF THE GOODWILL BUILDING

	SCORE FOR SUBJECT	MEAN VALUE +/- $0.05/POINT SCORE	PRICE/SF OF GBA	GBA OF SUBJECT	ESTIMATED VALUE
LOW ESTIMATE	3.00	$4.13	$12.39	30,195 SF	$374,116 or $374,000
CENTRAL TENDENCY	3.00	$4.18	$12.54	30,195 SF	$378,645 or $379,000
HIGH ESTIMATE	3.00	$4.23	$12.69	30,195 SF	$383,175 or $383,000

EXHIBIT 22 (Continued)

EXHIBIT 23

COMPUTER OUTPUT OF DILMORE QUANTITATIVE

POINT WEIGHTING PROGRAM

AND

COMPUTERIZATION OF

ALL OF THE MARKET COMPARISON

CALCULATIONS

EXHIBIT 23 (Continued)

**** GOODWILL 3 ****

Attributes = 5

Attribute Names, Prelim. Weights ← Preliminary weights selected by the appraisers
GROSS BUILDING AREA (GBA) 20
LOCATION 20
RATIO OF LAND TO GBA 20
EFFICIENCY OF BUILDING DESIGN FOR STORAGE AND DISTRIBUTION 20
QUALITY OF HVAC SYSTEM 20

# of Observations = 6 ← Comparable sales with score for each comparable

Observ. # 1 1115 O'NEILL ST Price 14.46
GROSS BUILDING AREA (GBA) 5
LOCATION 1
RATIO OF LAND TO GBA 3
EFFICIENCY OF BUILDING DESIGN FOR STORAGE AND DISTRIBUTION 3
QUALITY OF HVAC SYSTEM 5
Observ. # 2 2810 BRYANT ST Price 10.73
GROSS BUILDING AREA (GBA) 3
LOCATION 3
RATIO OF LAND TO GBA 1
EFFICIENCY OF BUILDING DESIGN FOR STORAGE AND DISTRIBUTION 1
QUALITY OF HVAC SYSTEM 3
Observ. # 3 901 WATSON AVE Price 10.81
GROSS BUILDING AREA (GBA) 1
LOCATION 5
RATIO OF LAND TO GBA 1
EFFICIENCY OF BUILDING DESIGN FOR STORAGE AND DISTRIBUTION 1
QUALITY OF HVAC SYSTEM 3
Observ. # 4 4401 COTTAGE GROVE RD Price 15.21
GROSS BUILDING AREA (GBA) 3
LOCATION 5
RATIO OF LAND TO GBA 5
EFFICIENCY OF BUILDING DESIGN FOR STORAGE AND DISTRIBUTION 5
QUALITY OF HVAC SYSTEM 1
Observ. # 5 4610-22 FERMITE RD Price 17.4
GROSS BUILDING AREA (GBA) 5
LOCATION 3
RATIO OF LAND TO GBA 3
EFFICIENCY OF BUILDING DESIGN FOR STORAGE AND DISTRIBUTION 5
QUALITY OF HVAC SYSTEM 5
Observ. # 6 3103 WATFORD WAY Price 14.94
GROSS BUILDING AREA (GBA) 5
LOCATION 5
RATIO OF LAND TO GBA 1
EFFICIENCY OF BUILDING DESIGN FOR STORAGE AND DISTRIBUTION 3
QUALITY OF HVAC SYSTEM 1

The Matrix: ← Test matrix to select optimal combination of weights

20	20	20	20	20
10	10	10	10	10
15	15	15	15	15
25	25	25	25	25
30	30	30	30	30

EXHIBIT 23 (Continued)

```
Median                  =  4.565106   <-- Initial results using appraiser's weights
Mean                    =  4.528223
Standard Deviation      =  .441591

Weights:                              <-- Appraiser's initial weights
GROSS BUILDING AREA (GBA =  20
LOCATION                =  20
RATIO OF LAND TO GBA    =  20
EFFICIENCY OF BUILDING D =  20
QUALITY OF HVAC SYSTEM  =  20


Final Results:                        <-- Iterations to select optimal weight
Number of Combinations                    =  3125
Number of Combinations Adding to 100%     =  381


Median                  =  4.153846   <-- Final results using optimal weights
Mean                    =  4.175902
Standard Deviation      =  5.067353E-02

Weights:                              <-- Optimal weights
GROSS BUILDING AREA (GBA =  30
LOCATION                =  30
RATIO OF LAND TO GBA    =  10
EFFICIENCY OF BUILDING D =  10
QUALITY OF HVAC SYSTEM  =  20
```

```
Program Choices Are:

1. Enter/edit/display/file input data
2. Analyze quality point ratings
3. Display output to screen
4. Print output to printer
5. Select options
6. Quit

Enter your choice: ? 1

Load/edit file options    Current disk file: None

1. Create new data file
2. Load existing disk file for editing
3. Display current data
4. Edit current data
5. Save current data to disk file
6. Clear (erase) all current data
7. Quit load/edit options, return to main program

Enter selection number:


Enter selection number: 1

Enter new data

Enter heading for output:INDUSTRIAL WAREHOUSE

Enter number of attributes:? 5

Enter name for attribute: 1 ? GROSS BUILDING AREA (GBA)
      Preliminary weight: 1 ? 20
Enter name for attribute: 2 ? LOCATION
      Preliminary weight: 2 ? 20
Enter name for attribute: 3 ? RATIO OF LAND TO GBA
      Preliminary weight: 3 ? 20
Enter name for attribute: 4 ? EFFICIENCY OF BUILDING DESIGN
      Preliminary weight: 4 ? 20
Enter name for attribute: 5 ? QUALITY OF HVAC SYSTEM

Weight for QUALITY OF HVAC SYSTEM is 20, so that total of weights is 100.
```

EXHIBIT 23 (Continued)

```
Enter number of observations:? 6
Do you want to <1> Enter a unit price or
                <2> Enter a total price & size
Enter your choice: ? 1


Observation number 1 :
 Enter name 1 ? 1115 O'NEILL ST.
 Enter price 1 ? 14.46

 Score for GROSS BUILDING AREA (GBA)? 5
 Score for LOCATION? 1
 Score for RATIO OF LAND TO GBA? 3
 Score for EFFICIENCY OF BUILDING DESIGN? 3
 Score for QUALITY OF HVAC SYSTEM? 5

Observation number 2 :
 Enter name 2 ? 2810 BRYANT ST.
 Enter price 2 ? 10.73

 Score for GROSS BUILDING AREA (GBA)? 3
 Score for LOCATION? 3
 Score for RATIO OF LAND TO GBA? 1
 Score for EFFICIENCY OF BUILDING DESIGN? 1
 Score for QUALITY OF HVAC SYSTEM? 3

Observation number 3 :
 Enter name 3 ?


 Score for QUALITY OF HVAC SYSTEM? 3

Observation number 3 :
 Enter name 3 ? 910 WATSON AVE.
 Enter price 3 ? 10.81

 Score for GROSS BUILDING AREA (GBA)? 1
 Score for LOCATION? 5
 Score for RATIO OF LAND TO GBA? 1
 Score for EFFICIENCY OF BUILDING DESIGN? 1
 Score for QUALITY OF HVAC SYSTEM? 3

Observation number 4 :
 Enter name 4 ? 4401 COTTAGE GROVE RD.
 Enter price 4 ? 15.21

 Score for GROSS BUILDING AREA (GBA)? 3
 Score for LOCATION? 5
 Score for RATIO OF LAND TO GBA? 5
 Score for EFFICIENCY OF BUILDING DESIGN? 5
 Score for QUALITY OF HVAC SYSTEM? 1
```

EXHIBIT 23 (Continued)

```
Observation number 5 :
 Enter name 5 ?

 Score for QUALITY OF HVAC SYSTEM? 1

Observation number 5 :
 Enter name 5 ? 4610-22 FEMRITE RD.
 Enter price 5 ? 17.40

 Score for GROSS BUILDING AREA (GBA)? 5
 Score for LOCATION? 3
 Score for RATIO OF LAND TO GBA? 3
 Score for EFFICIENCY OF BUILDING DESIGN? 5
 Score for QUALITY OF HVAC SYSTEM? 5

Observation number 6 :
 Enter name 6 ? 3103 WATFORD WAY
 Enter price 6 ? 14.94

 Score for GROSS BUILDING AREA (GBA)? 5
 Score for LOCATION? 5
 Score for RATIO OF LAND TO GBA? 1
 Score for EFFICIENCY OF BUILDING DESIGN? 3
 Score for QUALITY OF HVAC SYSTEM? 1


Enter subject property name:?  INDUSTRIAL WAREHOUSE


Enter the name of the designated unit of comparison
     (acre, square foot, etc.) ? SQUARE FOOT

Enter number of units of comparison for subject
     (acres, square feet, etc.) ? 30195

Enter attribute scores for subject property
GROSS BUILDING AREA (GBA)     ? 3
LOCATION                      ? 3
RATIO OF LAND TO GBA          ? 1
EFFICIENCY OF BUILDING DESIGN? 1
QUALITY OF HVAC SYSTEM        ? 5
```

EXHIBIT 23 (Continued)

```
Load/edit file options    Current disk file: None

1. Create new data file
2. Load existing disk file for editing
3. Display current data
4. Edit current data
5. Save current data to disk file
6. Clear (erase) all current data
7. Quit load/edit options; return to main program

Enter selection number: 5

Enter name for data file:? SAMPLE

Load/edit file options    Current disk file: SAMPLE

1. Create new data file
2. Load existing disk file for editing
3. Display current data
4. Edit current data
5. Save current data to disk file
6. Clear (erase) all current data
7. Quit load/edit options; return to main program

Enter selection number: 3


Project title: INDUSTRIAL WAREHOUSE

Unit prices   Search interval = 5

                GROSS LOCAT RATIO EFFIC QUALI   Price

Prel. wts.      20    20    20    20    20       -

1115 O'NEIL      5     1     3     3     5     $14.46

2810 BRYANT      3     3     1     1     3     $10.73

910 WATSON       1     5     1     1     3     $10.81

4401 COTTAG      3     5     5     5     1     $15.21

4610-22 FEM      5     3     3     5     5     $17.40

3103 WATFOR      5     5     1     3     1     $14.94

INDUSTRIAL       3     3     1     1     5       -

                          Press any key to continue
```

EXHIBIT 23 (Continued)

```
QP                Version 2.1

Program Choices Are:

    1. Enter/edit/display/file input data
    2. Analyze quality point ratings
    3. Display output to screen
    4. Print output to printer
    5. Select options
    6. Quit

Enter your choice: ? 2
```

Pass # 1 Combination # 6

Standard deviation = .4693161 Mean = 4.497911

Status	GROSS	LOCAT	RATIO	EFFIC	QUALI	S.D.	Mean
Prelim. Wts.	20	20	20	20	0	.441591	4.528223

EXHIBIT 23 (Continued)

```
QP                Version 2.1

Program Choices Are:

1. Enter/edit/display/file input data
2. Analyze quality point ratings
3. Display output to screen
4. Print output to printer
5. Select options
6. Quit

Enter your choice: ? 3


Display Output to Screen

Select output to be displayed:

1. Weighted matrix for properties
2. Value range determination: mean price per point method
3. Value range per unit of dispersion
4. Transaction zone: mean price per point method
5. Transaction zone: linear regression method
6. Mean price per point method: predicted vs. actual price for comparables
7. Linear regression method: predicted vs. actual price for comparables
8. Input data
9. Computation matrix

<Return> to quit
Enter your choice: 1
```

EXHIBIT 23 (Continued)

Weighted Matrix

Feature/ Attribute	GROSS BU	LOCATION	RATIO OF	EFFICIEN	QUALITY	Wtd. score
Initial weights	20	20	20	20	0	100
Final weights	30	30	10	10	20	100
1115 O'NEILL S	5/ 1.50	1/ 0.30	3/ 0.30	3/ 0.30	5/ 1.00	3.40
2810 BRYANT ST	3/ 0.90	3/ 0.90	1/ 0.10	1/ 0.10	3/ 0.60	2.60
910 WATSON AVE	1/ 0.30	5/ 1.50	1/ 0.10	1/ 0.10	3/ 0.60	2.60
4401 COTTAGE G	3/ 0.90	5/ 1.50	5/ 0.50	5/ 0.50	1/ 0.20	3.60
4610-22 FEMRIT	5/ 1.50	3/ 0.90	3/ 0.30	5/ 0.50	5/ 1.00	4.20
3103 WATFORD W	5/ 1.50	5/ 1.50	1/ 0.10	3/ 0.30	1/ 0.20	3.60
INDUSTRIAL WAR	3/ 0.90	3/ 0.90	1/ 0.10	1/ 0.10	5/ 1.00	3.00

Press any key to continue

EXHIBIT 23 (Continued)

Display Output to Screen

Select output to be displayed:

1. Weighted matrix for properties
2. Value range determination: mean price per point method
3. Value range per unit of dispersion
4. Transaction zone: mean price per point method
5. Transaction zone: linear regression method
6. Mean price per point method: predicted vs. actual price for comparables
7. Linear regression method: predicted vs. actual price for comparables
8. Input data
9. Computation matrix

<Return> to quit
Enter your choice: 2 (and 3)

Value Range Determination: Mean Price Per Point Method

Mean price per point:	$4.18
Dispersion About the Mean:	$0.05
Coefficient of Dispersion:	0.0121

Value Range Per Unit of Dispersion

	Subject Point Score		Mean (+/- One Standard Deviation)		Price Per Unit
Low Estimate	3.00	X	$4.13	=	$12.38
Central Tendency	3.00	X	$4.18	=	$12.53
High Estimate	3.00	X	$4.23	=	$12.68

Press any key to continue

EXHIBIT 23 (Continued)

Display Output to Screen

Select output to be displayed:

1. Weighted matrix for properties
2. Value range determination: mean price per point method
3. Value range per unit of dispersion
4. Transaction zone: mean price per point method
5. Transaction zone: linear regression method
6. Mean price per point method: predicted vs. actual price for comparables
7. Linear regression method: predicted vs. actual price for comparables
8. Input data
9. Computation matrix

<Return> to quit
Enter your choice: 4 (and 5)

Transaction Zone: Mean Price Per Point Method

Number of units in subject property: 30195

Low Estimate	$373,679	or	$374,000
Central Tendency	$378,274	or	$378,000
High Estimate	$382,869	or	$383,000

Transaction Zone: Linear Regression Method

a =-7.505322E-02 Standard Error of the Forecast = .2056632
b = 4.200016

Prediction equation: price =

30195 units X [-7.505322E-02 +(4.200016 +/- .2056632) X 3]

Low Estimate	$359,562	or	$360,000
Central Tendency	$378,192	or	$378,000
High Estimate	$396,822	or	$397,000

Press any key to continue

EXHIBIT 23 (Continued)

```
Display Output to Screen

Select output to be displayed:

 1. Weighted matrix for properties
 2. Value range determination: mean price per point method
 3. Value range per unit of dispersion
 4. Transaction zone: mean price per point method
 5. Transaction zone: linear regression method
 6. Mean price per point method: predicted vs. actual price for comparables
 7. Linear regression method: predicted vs. actual price for comperables
 8. Input data
 9. Computation matrix

<Return> to quit
Enter your choice: 6
```

Mean Price Per Point Method: Predicted vs. Actual Price for Comperables

	Predicted Price	Actual price	Error
1115 O'NEILL ST.	$14.20	$14.46	-$0.26
2810 BRYANT ST.	$10.86	$10.73	$0.13
910 WATSON AVE.	$10.86	$10.81	$0.05
4401 COTTAGE GROVE	$15.03	$15.21	-$0.18
4610-22 FEMRITE RD	$17.54	$17.40	$0.14
3103 WATFORD WAY	$15.03	$14.94	$0.09

Press any key to continue

EXHIBIT 23 (Continued)

Display Output to Screen

Select output to be displayed:

1. Weighted matrix for properties
2. Value range determination: mean price per point method
3. Value range per unit of dispersion
4. Transaction zone: mean price per point method
5. Transaction zone: linear regression method
6. Mean price per point method: predicted vs. actual price for comparables
7. Linear regression method: predicted vs. actual price for comparables
8. Input data
9. Computation matrix

<Return> to quit
Enter your choice: 7

Linear Regression Method: Predicted vs. Actual Price for Comparables

	Predicted Price	Actual price	Error
1115 O'NEILL ST.	$14.20	$14.46	-$0.26
2810 BRYANT ST.	$10.84	$10.73	$0.11
910 WATSON AVE.	$10.84	$10.81	$0.03
4401 COTTAGE GROVE	$15.05	$15.21	-$0.16
4610-22 FEMRITE RD	$17.57	$17.40	$0.17
3103 WATFORD WAY	$15.05	$14.94	$0.11

Press any key to continue

EXHIBIT 23 (Continued)

```
Display Output to Screen

Select output to be displayed:

1. Weighted matrix for properties
2. Value range determination: mean price per point method
3. Value range per unit of dispersion
4. Transaction zone: mean price per point method
5. Transaction zone: linear regression method
6. Mean price per point method: predicted vs. actual price for comparables
7. Linear regression method: predicted vs. actual price for comparables
8. Input data
9. Computation matrix

<Return> to quit
Enter your choice: 8
```

Project title: INDUSTRIAL WAREHOUSE

Unit prices Search interval = 5

	GROSS	LOCAT	RATIO	EFFIC	QUALI	Price
Prel. wts.	30	30	10	10	20	-
1115 O'NEIL	5	1	3	3	5	$14.46
2810 BRYANT	3	3	1	1	3	$10.73
910 WATSON	1	5	1	1	3	$10.81
4401 COTTAG	3	5	5	5	1	$15.21
4610-22 FEM	5	3	3	5	5	$17.40
3103 WATFOR	5	5	1	3	1	$14.94
INDUSTRIAL	3	3	1	1	5	-

Press any key to continue

EXHIBIT 23 (Continued)

```
Display Output to Screen

Select output to be displayed:

1. Weighted matrix for properties
2. Value range determination: mean price per point method
3. Value range per unit of dispersion
4. Transaction zone: mean price per point method
5. Transaction zone: linear regression method
6. Mean price per point method: predicted vs. actual price for comparables
7. Linear regression method: predicted vs. actual price for comparables
8. Input data
9. Computation matrix

<Return> to quit
Enter your choice: 9



Computation Matrix

  20  20  20  20   0
  10  10  10  10  10
  15  15  15  15  15
  25  25  25  25  25
  30  30  30  30  30



Press any key to continue
```

EXHIBIT 23 (Continued)

```
Display Output to Screen

Select output to be displayed:

 1. Weighted matrix for properties
 2. Value range determination: mean price per point method
 3. Value range per unit of dispersion
 4. Transaction zone: mean price per point method
 5. Transaction zone: linear regression method
 6. Mean price per point method: predicted vs. actual price for comparables
 7. Linear regression method: predicted vs. actual price for comparables
 8. Input data
 9. Computation matrix

<Return> to quit
Enter your choice: 10
```

Iterations

		GROSS	LOCAT	RATIO	EFFIC	QUALI	S.D.	Mean
Prelim. Wts.		20	20	20	20	20	.441591	4.528223
Pass #	1	30	30	10	10	20	5.067353E-02	4.175902
Pass #	2	30	30	10	10	20	5.067353E-02	4.175902

Press any key to continue

EXHIBIT 23 (Continued)

```
QP                Version 2.1

Program Choices Are:

1. Enter/edit/display/file input data
2. Analyze quality point ratings
3. Display output to screen
4. Print output to printer
5. Select options
6. Quit

Enter your choice: ? 5

Special options

Enter your selection:

1. Change search interval

<Return> for no changes
Enter your choice: ? 5
```

EXHIBIT 24

MOST RECENT KRAUS VERSION OF QP PROGRAM

Project Title: WOOLWORTH BUILDING

Total Prices Search Interval = 5 Unit of Comparison is: 39000

	Locat	Expan	Condi	Eleva	Fenes	Price	Units
Weights	10	30	25	20	15	-	-
30 N. Carro	3	3	1	5	1	625000	41000
14 W. Miffl	1	1	5	3	5	750000	40000
5 & 7 E. M	1	1	1	1	5	240000	26000
50 E. Miffl	3	5	3	3	1	850000	42500
2 W. Miffli	5	3	3	1	3	662500	39000
Woolworth	5	1	1	1	3	-	39000

Weighted Matrix

Attribute	Location	Expansio	Conditio	Elevator	Fenestra	WtdScr
Initial wts.	10	30	25	20	15	100
Final wts.	10	30	25	20	15	100
30 N. Carroll	3/ 0.30	3/ 0.90	1/ 0.25	5/ 1.00	1/ 0.15	2.60
14 W. Mifflin	1/ 0.10	1/ 0.30	5/ 1.25	3/ 0.60	5/ 0.75	3.00
5 & 7 E. Miff	1/ 0.10	1/ 0.30	1/ 0.25	1/ 0.20	5/ 0.75	1.60
50 E. Mifflin	3/ 0.30	5/ 1.50	3/ 0.75	3/ 0.60	1/ 0.15	3.30
2 W. Mifflin	5/ 0.50	3/ 0.90	3/ 0.75	1/ 0.20	3/ 0.45	2.80
Woolworth	5/ 0.50	1/ 0.30	1/ 0.25	1/ 0.20	3/ 0.45	1.70

Computation Matrix

10	30	25	20	15
0	20	15	10	5
5	25	20	15	10
15	35	30	25	20
20	40	35	30	25

EXHIBIT 24 (Continued)

Iterations

	Locat	Expan	Condi	Eleva	Fenes	S.D.	Mean
Prelim. Wts.	10	30	25	20	15	.1888357	6.001945
Pass # 1	10	30	25	20	15	.1888357	6.001945

Value Range Determination: Mean Price Per Point Method

Mean Price Per Point:	$6.00
Dispersion About the Mean:	$0.19
Coefficient of Dispersion:	0.0315

Value Range Per Unit of Dispersion

	Subject Point Score		Mean (+/- One Standard Deviation)		Price Per Unit
Low Estimate	1.70	X	$5.81	=	$9.88
Central Tendency	1.70	X	$6.00	=	$10.20
High Estimate	1.70	X	$6.19	=	$10.52

Transaction Zone: Mean Price Per Point Method

Number of 39000 in Subject Property: 39000

Low Estimate	$385,409	or	$390,000
Central Tendency	$397,929	or	$400,000
High Estimate	$410,449	or	$410,000

Coefficient of Variation = 0.03

EXHIBIT 24 (Continued)

Mean Price Per Point Method: Predicted vs. Actual Price for Comparables

	Predicted Price	Actual price	Error
30 N. Carroll	$639,807	$625,000	$14,807
14 W. Mifflin	$720,233	$750,000	-$29,767
5 & 7 E. Mifflin	$249,681	$240,000	$9,681
50 E. Mifflin	$841,773	$850,000	-$8,227
2 W. Mifflin	$655,412	$662,500	-$7,088

EXHIBIT 24 (Continued)

Transaction Zone: Linear Regression Method

a =-1.225254
b = 6.491588

Standard Error of the Forecast = .5333198
Coefficient of Variation = 0.03

Prediction Equation: Price =

-1.225254 +(6.491588 X 1.7) +/- .5333198

Low Estimate	$361,808	or	$360,000
Central Tendency	$382,607	or	$380,000
High Estimate	$403,407	or	$400,000

Linear Regression Method: Predicted vs. Actual Price for Comparables

	Predicted Price	Actual price	Error
30 N. Carroll	$641,768	$625,000	$16,768
14 W. Mifflin	$729,980	$750,000	-$20,020
5 & 7 E. Mifflin	$238,193	$240,000	-$1,807
50 E. Mifflin	$858,372	$850,000	$8,372
2 W. Mifflin	$661,097	$662,500	-$1,404

EXHIBIT 24 (Continued)

Adjustments for Qualitative Differences Among Comparable Properties

Each property has certain attributes which are observable and significant to the investor. However, specific unit dollar adjustments for the degree of presence or absence of these attributes cannot be measured by the appraiser. Therefore it is appropriate to set up an ordinal scoring matrix which can be converted to a weighted average score per unit in order to build a pricing algorithm for the subject property. As price sensitive attributes, the appraisers chose location, expansion potential, condition at time of sale, number of elevators in place, and upper level fenestration, since several of the former department stores had used the modern configuration of windowless brick perimeter walls.

Each of the sales was then ranked for relative value of location, expansion potential, condition at time of sale, number of elevators, and the availability of windows on the upper floors. The scoring system is detailed in Exhibit III-7. The weights assigned the attributes were generated from a

EXHIBIT 24 (Continued)

EXHIBIT III-7

WOOLWORTH BUILDING
SCALE FOR SCORING COMPARABLES ON
IMPORTANT INVESTOR CONSIDERATIONS FOR
OFFICE - RETAIL SPACE IN MADISON
C-4 ZONING

LOCATION 10%	5 = High visibility 3 = Corner visibility limited 1 = Inside lot
EXPANSION POTENTIAL 30%	5 = Potential for significant increases of floor space and supportive city planning 3 = Flexible layouts due to bay spacing and elevator position and supportive city planning 1 = Inflexibility of layout due to old bearing walls, and elevator shafts or non-supportive city planning
CONDITION AT TIME OF PURCHASE 25%	5 = Fully renovated and leased 3 = Long-term retail leases in place. Serviceable as retail in tired space. 1 = Vacant and in need of total rehabilitation. Short-term lease or large vacancy in need of total rehabilitation.
ELEVATORS AT TIME OF PURCHASE 20%	5 = Two passenger and freight 3 = Two passenger 1 = One passenger
FENESTRATION ON UPPER LEVEL 15%	5 = Large windows facing the Square 3 = Limited window area 1 = No windows

EXHIBIT 24 (Continued)

nonparametric statistics formula developed by Gene Dilmore. [1] The total weighted score given each of these Capitol properties can be found in Exhibit III-8. The adjusted selling price, date of sale, gross building area, and adjusted price for gross building area including basement area are provided in the lower half of Exhibit III-8.

It should be noted that the scores assigned the Woolworth Building at the time of sale in 1978 and as a subject property valued as of May 1, 1985, differ for expansion potential and condition at time of sale. Recognized retail needs on the Square have changed because redevelopment of the 100 Block of East Mifflin Street is underway and will absorb demand for small boutique space and fast-food outlets for the lunch crowd. Therefore, expansion potential has been reduced in a building already obsolete due to poor bay spacing and layout. Condition at time of sale has been reduced because the landlord is now responsible for refurbishing and marketing the second floor office space; when Woolworth leased the entire buiding, little was done to modernize the office area sublet to other tenants.

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[1] A member of the American Institute of Real Estate Appraisers (MAI) and of the Society of Real Estate Appraisers (SRPA) who has special expertise in statistics.

EXHIBIT 24 (Continued)

The object of the weighted scoring method is to divide the total weighted score into the adjusted price per square foot of gross building area to arrive at the adjusted price per square foot of gross building area per point. This number would be identical for each comparable if all the differences among the comparables could be correctly recognized and adjusted, an ideal which is not likely to happen. Therefore, the appraisers use the mean or average price per point per foot of gross building area as the pricing algorithm for the subject property.

Since the first objective is to reduce dispersion of the price per point per unit of building area, a computer program developed by Gene Dilmore is utilized to test the initial weights assigned by the appraisers to each price sensitive qualitative attribute until that combination of weights is found which best predicts the adjusted prices of the comparable property. The justification of the resulting comparable price formula is provided in Exhibit III-9, and it will be noted that a very close fit is obtained between the predicted price and the actual price, without exception. Therefore, the price per weighted point per square foot algorithm provides a basis for forecasting the market price of the Woolworth Building in 1985. The computer output of the Dilmore quantitative point weighting

JUSTIFICATION OF COMPARABLE PRICE FORMULA FOR
WOOLWORTH BUILDING
BY MEANS OF ANALYSIS OF VARIANCE OF ACTUAL SALE PRICE VS. PREDICTED PRICE
OF COMPARABLES USING MEAN PRICE PER POINT EQUATION METHOD

NO.	COMPARABLE PROPERTY	WEIGHTED POINT SCORE	MEAN PRICE PER POINT SCORE	PREDICTED PRICE/ SF GBA	ACTUAL PRICE/ SF GBA	VARIANCE	% OF VARIANCE TO ACTUAL PRICE
1	WOLFF KUBLY 30 N. Carroll Street	2.60	$6.00	$15.60	$15.24	$ 0.36	2.4%
2	14 W. Mifflin Street	3.00	6.00	18.00	18.75	- 0.75	4.0
3	CENTRE SEVEN 5 & 7 N. Pinckney Street	1.60	6.00	9.60	9.23	0.37	4.0
4	EMPORIUM 50 E. Mifflin Street	3.30	6.00	19.80	20.00	- 0.20	1.0
5	WOOLWORTH 2 W. Mifflin Street	2.80	6.00	16.80	16.99	- 0.19	1.1
					NET VARIANCE	$ - 0.41	

EXHIBIT 24 (Continued)

EXHIBIT III-9

EXHIBIT 24 (Continued)

program for the F. W. Woolworth comparable sales is shown in Appendix B.

C. Conclusion

Having determined the pricing algorithm that predicts the price of the comparable sales to a reasonable degree, it is then possible to apply the mean price per point per square foot of gross building area to the subject property as detailed in Exhibit III-10. Note that the base price per point per gross building area score is $6 and the standard error of the mean is plus or minus $0.19. Since the gross building area of the subject is 39,000 square feet including a full basement, and the total weighted point score for Woolworths is 1.7, in its present condition in the current market, using the same standards applied to the comparable properties, the market comparison price or cash value can be estimated as:

High Estimate:	$6.19 x 1.7 x 39,000 SF ($10.52/SF)	=	$410,397, or $410,000
Central Tendency:	$6.00 x 1.7 x 39,000 SF ($10.20/SF)	=	$397,800, or $400,000
Low Estimate:	$5.81 x 1.7 x 39,000 SF ($9.88/SF)	=	$385,203, or $385,000

THEREFORE THE APPRAISERS CONCLUDE THAT THE MARKET COMPARISON APPROACH FAIR MARKET VALUE WITH CASH TO THE SELLER WOULD SUGGEST A PRICE OF $400,000 AS OF MAY 1, 1985.

EXHIBIT 24 (Continued)

EXHIBIT III-10

WOOLWORTH BUILDING

CALCULATION OF MOST PROBABLE PRICE USING
MEAN PRICE PER POINT EQUATION METHOD

COMPARABLE PROPERTY	SELLING PRICE PER SF OF GBA	POINT SCORE	PRICE PER SF OF GBA/ TOTAL WEIGHTED SCORE (x)
1	$15.24	2.60	$ 5.86
2	18.75	3.00	6.25
3	9.23	1.60	5.77
4	20.00	3.30	6.06
5	16.99	2.80	6.08
		TOTAL	$30.02

Total of $\frac{\text{Price Per SF of GBA}}{\text{Total Weighted Score}}$ = $30.02

Mean Value ($\bar{x}$) = 30.02 ÷ 5 = $6.00

Standard Deviation of the Mean = $\sqrt{\frac{\Sigma(x-\bar{x})^2}{n-1}}$ = $0.19 where:

x	$\bar{x}$	$(x-\bar{x})$	$(x-\bar{x})^2$	n	n-1
$5.86	$6.00	= - $0.14	0.0196	5	4
6.25	6.00	= 0.25	0.0625		
5.77	6.00	= - 0.23	0.0529		
6.06	6.00	= 0.06	0.0036		
6.08	6.00	= 0.08	0.0064		
			0.1450		

$$\sqrt{\frac{0.1450}{4}} = \sqrt{0.03625} = 0.190394 \text{ or } \$0.19$$

CONTEMPORARY ISSUES AND METHODS FOR APPRAISING COMMERCIAL PROPERTIES (Continued)

VI. THE INCOME APPROACH OR INVESTMENT SIMULATION APPROACH APPLIED TO LARGE INCOME PROPERTY

The basic concept of the income approach is that the property value is the present value of an income stream to the investor plus the present value of the reversion to the investor. That simple truism requires very disciplined, systematic, but internally consistent logic to carry off.

A. First there is the problem of defining the perspective of the buyer or buyer presumed by the issue for which the appraisal is required as a benchmark. This perspective will determine what revenues and expenses must be considered.

B. There is the problem of defining the source, amount, and timing of receipt in terms of accounting theory (cash or accrual) and in terms of business practice (receivables versus collections).

C. There is the problem of defining expenses attributable to the real estate as opposed to the occupancy as perceived by the most probable buyer.

D. Selection of a forecast period also determines necessary charges to operations for tenant improvement, leasing commissions, reserve for replacement and refurbishment, and other soft capital items to be amortized over nominal periods of time.

E. Then there is the problem of defining the most probable capital structure for buyer financing of the property assuming cash to the seller and/or assuming some seller financing.

F. There is the problem of selecting a conversion process with which to define a net reversion assumed for some future point in time in an uncertain future.

G. There is the problem of recognizing entitlements or submerged profit centers which can be controlled through purchase of real estate because real estate traditionally does not carefully delineate net income from real estate, personalty, intangible assets, captive consumers, or managment.

H. Given the complexities of the above, how do buyers convert cash flows, reversions, peripheral profit centers, and portfolio effects to a purchase price.

CONTEMPORARY ISSUES AND METHODS FOR APPRAISING COMMERCIAL PROPERTIES (Continued)

VII. CONTEMPORARY APPRAISAL AND ACCOUNTING THEORY

Fundamental isues which will lead to standardization of perspective by the FASB, the American Appraisal organizations, and the European Common Market in which RICS played a major role.

A. Unwitting deviation from derivation of the income approach which:

1. Originally intended to measure economic surplus of an asset in terms of normalized net income projected over a mathematical line for the life of an asset;

2. Investment band theory shifted value to the sum of present value claims on the income, specifically liability valuation.

3. Equity valuation in the securites markets recognize claims from income were prioritized by risk and critical path of service provided. Earnings were irregular, related to investor tax status, and manipulated by marketing monopoly or operating control.

B. This evolution from economic surplus to claims on liabilities to going concern values has produced incredible confusion and opportunity for valuation disinformation because appraisers don't know any accounting.

1. Economic productivity requires accrual accounting

2. Financial productivity requires cash accounting

3. Going concern valuation requires profit center segregation and venture capital discounting based on source and application

C. Some computer systems for property management already have the feature of converting from accrual to cash accounting and several studies are underway to define acounting conventions for appraisers.

1. Exhibit 25 contains generalized theory for converting accrual accounting to cash accounting

2. Exhibit 26 contains an analysis of the feasibility of a small city office rehab project

3. Exhibit 27 contains the format for an income property pro forma on a cash accounting basis

4. Exhibit 28 contains an example of discounted cash flow without a computer

D. Accounting theory also distinguishes value by a variety of perspectives in order to fit the function of the accounting task to measure the appropriate economic aspect:

1. Exit value assuming completion of normal business cycle in an orderly fashion (benchmarking).

2. Exit value assuming abrupt liquidation (construction loan validation).

3. Replacement value with asset of current technology.

4. Reproduction value of asset at original state of technology.

5. Market value in an organized market for tangible goods.

6. Current value in an organized market for tangible goods.

7. Discounted value of future receipts at interest factor.

8. Value of asset not yet charged to consumption or production.

E. Discounted cash flow must also anticipate that the collectibility of CPI adjustments and pass-throughs as well as deferred rent concessions must be examined. The shorter the lease term and the lower the tenant investment in improvements, the less probability there is of collection.

1. The appraiser must not only read the leases, but determine the degree to which management has collected future adjustments as a measure of effective rents rather than contract rents.

2. However, the appraiser is not expected to be an auditor and his statement of limiting conditions should contain a clause indicating the presumption of the appraisal, i.e., that payments due the landlord have in fact been collected, does not represent a conclusion based on an audit of past operations.

3. Tenant improvements which will benefit the property after the lease has expired or greatly in excess of allowances in the original contract represent a form of rent guaranty which might be identified by the appraiser when making an assumption about the collectibility of all forms of reimbursements.

4. The appraiser should also note if property management is releasing under terms which convert old escalators to monthly reimburseables or CAM items which are collectible monthly on an anticipated average basis to be adjusted at the end of each fiscal year, significantly altering cash flows and the certainty of collection in the future.

F. The increasing use of CAM payments and the broadening scope of costs included introduce another problem in analyzing real estate reeceipts. Property managers generally include a 10 to 15 percent surcharge on actual outlays for the work of collecting and accounting for CAM; CAM contains a profit center for management. The appraiser must determine if that profit center belongs to the building owner to offset the general management fee or has been considerd as part of the compensation formula to the management function. In the latter case, it is clearly not real estate revenue to be capitalized into the value of the property.

1. Management compensation forumlas have become more complex so that simple appraisal accounting for a percentage of effective gross plus a leasing commission can be very misleading.

2. Formulas generally involve different leasing commissions for renewals versus replacement of tenants, construction supervision fees for renovations, tenant improvements, etc., as well as reimbursement for advertising, after-hours servicing, or negotiation of casualty losses.

3. Construction supervision, tenant relations, as well as actual refurbishment expenses suggest how much is being invested in the future of the building, like R & D in a manufacturing corporation.

G. Fair market value presumes definition of economic rent attributable to the real estate as opposed to intangible assets or personal property.

1. Is income attributable to entitlements that go with fee simple title to the land and are point specific or to transportable permits?

   a. For example--does liquor license go with the building? Is permit to build or maintain a dam assignable? Does right to management fee and brokerage fee go with general partnership or property?

2. Is the real estate income from retailing of space or from wholesaling of space?

a. Parking ramp lease versus parking space by the hour, observation deck versus ticket, condominium conversion fee versus apartment project investment.

3. Is the income for extraordinary services or intangible assets rather than customary?

a. Maid service versus janitorial, shopping center premium for proximity or for joint merchandising and risk management.

4. Ancillary to, rather than integral with the project.

a. Can services be acquired off premises such as janitorial or utilities?

5. IRS classification as 1250 property (real) or 1231 property (personalty) and Section 453, 453A and B, or Section 38 (tangible) or Section 45 (intangible).

6. Is income attributable to governmental agencies in exchange for contractual entitlements of control or use to the public interest for the term of the contract?

H. Defining expenses attributable to the real estate is particularly difficult where you have a current occupancy/owner, such as a home office for a bank or insurance company. There are many distortions in the general ledger due to:

1. Superadequacy of maintenance.

2. Corporate accounting to shift or conceal division profits

3. Confusion of busines security with building operations

4. Deliberate concealment of corporate pet projects as building expense

5. Artificial corporate accounting charges for space or corporate services

I. Careful accounting distinctions are the critical differences in valuing property for real estate taxes, or liquidating value for a lender, or going concern value for a limited partnership or unit value of a comingled fund.

   1. Choice of the accounting format is also related to selection of the number of periods on a forecast. The assessor can accept short-term forecasts since there is opportunity for periodic review; the mortgage lender needs a longer term forecast to anticipate cyclical contractions of cash flow threatening the mortgage payment.

   2. However, what time frame is appropriate for valuing assets in a comingled fund? Large, unrecognized assets and negative cash flows have their payoff over the average lease term or longer; how should the valuation formula recognize these intangible assets?

J. Selection of a forecast period as five or ten years or more reflects purpose and sensitivity to value to long term assumptions and the curve of compound interest. Ten-year convention seems to be growing although a single lease rollover period is sufficient to strain the forecasting talents of most appraisers.

K. The decision by the Institute to require definition of fair market value with all cash to the seller before reporting a value attached to special financing provided by the seller is critical in providing the hope of its standard against which all manner of structuring can be related.

   1. Financing is not the only entitlement which enhances value beyond fair market value. There may be favorable leases, tax abatements, monopolies, and all manner of regulatory entitlements which are not included in fee simple title, but travel with the real estate. The increment attributable to these should generally be flagged as well.

2. Fee simple encumbered by leases is generally identified, but what about fee simple encumbered by special district rules, title flaws, or regulatory controls like those of the FERC?

L. Submerged profit centers are becoming much more significant due to management loads on CAM, back-end loads on finite financing agreements, and penalties for prepaid financing, cancelled contracts, windfall real estate tax returns, or sale of services and equipment leasing to the tenants. As control of property shifts to asset managers, so does control of the captive consumers within the building and the customer lists of potential tenant relocation in the future go to the benefit of the asset manager at the expense of the building owner.

M. Problem of defining or forecasting a reversion:

1. Pricing real estate for utilitarian purpose, to buy access to service sales, or speculate in long term demand/supply commodity relationships or long term commodity/money ratios.

2. Can the appraiser prove presence of necessary conditions for appreciation and amount of depreciation?

   a. Rising net income
   b. Falling interest rates
   c. Falling investor expectations

3. When is appreciation speculative, non-vested, and excluded from fair market value?

N. The most common reversion process is to estimate net income for the year after the year of sale--year six in a five-year forecast, or year eleven in a ten-year forecast.

1. This income is then capitalized at some rate, either a market rate at the time of the forecast or a more conservative rate to reflect aging of the proerty and the anticipation that it would be sold when the possibility of further increases in net income had declined significantly.

2. The critical question is how dependent is value on the change in retail price? Dilmore indicates there are seven sources of cash return which might each be discounted separately to represent the risk inherent in realizing the expected flow. These elements are:

   a. Return of original equity investment
   b. Value of cash flows at first year level
   c. Growth (decline) of cash flow stream
   d. Tax shelter of subject's cash flow
   e. Tax shelter of external income
   f. Growth of equity from amortization
   g. Growth of equity from value appreciation

3. See "Component Capitalization" by Gene Dilmore in Real Estate Issues, Spring-Summer 1985.

4. Perhaps the most important paragraph at the end of the Dilmore article, with reference to a simple future price or Monte Carlo resale price estimate is:

   "Whether the appraiser consideres this as an independent value indication from the income approach, or as a testing of the probable price indicated by analysis of the market data, is a matter of individual choice. In either case, a report section on externalities should follow these calculations giving consideration to the external facctors (money markets, investor moods, political contingencies, local phenomena altering market expectations, etc.) which can push the indicated price in either direction."

5. Probability models are not likely to be accepted soon for three practical limitations--appraisers have limiteed knowledge of statistics, decsion-makers prefer their subjective intuitions, and thoroughness may not be cost effective in terms of decisions to buy, sell, or lend.

6. There is a sensitivity algorithm called the Cady-Westby model which can directly compute changes in net present value or IRR or the break-even ratio which can occur for each one percent variance in key variables. It works quickly on a PC; it is based on response theory, but the algorithm represents high security information for nuclear power plant management. It will allow appraisers to avoid probability modeling just a set theory by-passes the problems with degrees of freedom in a limited data base.

EXHIBIT 25

RECONCILIATION OF ACCRUAL ACCOUNTING FOR PROPERTY PERFORMANCE AND CASH AVAILABLE FOR DISTRIBUTION AND DISCOUNTED CASH FLOW VALUES.

Year	1	2	3	4	5
Base Rents (Accrual)	20	20	20	20	20
Index	0	1	2	3	4
Operating Expense	4	4.20	4.40	4.60	4.80
Tenant Improvements	4	4	4	4	4
Taxes	1	1.10	1.20	1.30	1.40
Net Income	11	11.70	13.40	13.10	13.80
Unrecognized Assets and Amortized Expenses					
Rent Receivable	20	20	0	0	0
Expense Escalator	0	0	.30	.60	.90
Tenant Improvements	16	0	0	0	0
Lease Commissions	10	0	0	0	0
Cash Distribution	-35	-8.30	+13.10	+12.50	+12.90

EXHIBIT 27

PRO FORMA INCOME PROPERTY FORMAT

(Cash Accounting Basis)

I. Expected Receipt
- Base rent (Monthly)
- Index to base rent (Annual adjustment to monthly base)
- Percentage rent (Quarterly estimate with fifth quarter adjustment)
- Amortized tenant improvements (Monthly, fixed)
- CAM (Monthly average with 14th month adjustment)
- Reimburseables (Annual pass through)
- Escalators with stop (Annual review)
- Interest on reserves (Quarterly sweep)
- Government transfer payments (Negotiated and deferred)
- Total receipts

II. Loss of Potential Receipts
- Vacancy losses
- Rent collection losses
- Reimbursement collection losses
- Receivables
- Concessions
- Total reduction in expected receipts

III. Actual Revenues for Operations

IV Gross Outlays for Operations
- CAM items
- Reimburseables
- Escalator items
- Owner costs
- Refurbishment
- Renewal tenant improvements
- Renewal lease commissions
- Total operating outlays

V. Total Cash from Operations

VI. Capital Charges
- Interest payments
- Principal payments
- Capital improvements

VII. Net Cash from Operations before Taxes
- + Transfers from cash reserves from previous period
- + Net increases in loan balances outstanding

VIII. Cash Available for Distribution and/or Taxes
- Less distribution and taxes
- = Net addition to cash reserves in following period

EXHIBIT 28

EXAMPLE OF DISCOUNTED CASH FLOW
WITH 100% EQUITY FINANCING

YEAR	ANNUAL NET OPERATING INCOME (NOI)	DISCOUNT FACTOR AT 17%	PRESENT VALUE OF EQUITY
Last 6 Months of 1982	$189,758	0.924500	$175,431
1983	364,022	0.790171	287,640
1984	410,013	0.675360	276,906
1985	457,118	0.577230	263,862
1986	454,429	0.493359	224,197
1987	579,334	0.421674	244,290
1988	574,943	0.360405	207,212
1989	591,365	0.308039	182,163
1990	624,054	0.263281	164,302
1991	659,043	0.225026	148,302
First 6 Months of 1992	323,726	0.208037	67,347
	RESALE PRICE		
1992	4,839,000	0.208037	1,007,000
	PRESENT VALUE OF EQUITY		$3,248,652
	TOTAL VALUE WITH 100% EQUITY		$3,248,652
		ROUNDED	$3,200,000

EXHIBIT 28 (Continued)

EXAMPLE OF DISCOUNTED CASH FLOW WITH CONVENTIONAL FINANCING

YEAR	ANNUAL NET OPERATING INCOME (NOI)	ANNUAL DEBT SERVICE BASED ON DEBT COVER RATIO (DCR) OF 1.3 [1]	NOI LESS DEBT SERVICE EQUALS CASH THROW-OFF (CTO)	DISCOUNT FACTOR AT 17%	PRESENT VALUE OF EQUITY
Last 6 Months of 1982	$189,758	140,000	$49,750	0.924500	$46,000
1983	364,022	280,000	84,000	0.790171	66,400
1984	410,013	280,000	130,000	0.675360	87,800
1985	457,118	280,000	177,100	0.577230	102,200
1986	454,429	280,000	174,400	0.493359	86,000
1987	579,334	280,000	299,300	0.421674	126,200
1988	574,943	280,000	295,000	0.360405	106,300
1989	591,365	280,000	311,400	0.308039	96,000
1990	624,054	280,000	344,100	0.263281	90,600
1991	659,043	280,000	379,000	0.225026	85,300
First 6 Months of 1992	323,726	140,000	183,700	0.208037	38,200
	RESALE PRICE	RESALE PRICE LESS MORTGAGE BALANCE [2]			
1992	4,839,000	3,042,000		0.208037	632,800
	PRESENT VALUE OF EQUITY				$1,563,800
	ORIGINAL MORTGAGE BALANCE				2,001,753
	TOTAL VALUE WITH CONVENTIONAL FINANCING				$3,565,553
				ROUNDED	$3,600,000

[1] Based on first full year NOI

[2] Maximum mortgage which NOI can carry, assuming a DCR of 1.3, interest at 13.5 percent for a 25 year term with monthly payments, is $2,001,753. At the end of a ten year holding period the balance due is $1,797,196 or rounded $1,797,000.

EXHIBIT 28 (Continued)

EXAMPLE OF DISCOUNTED CASH FLOW WITH SELLER FINANCING

YEAR	ANNUAL NET OPERATING INCOME (NOI)	ANNUAL DEBT SERVICE BASED ON DEBT COVER RATIO (DCR) OF 1.1 [1]	NOI LESS DEBT SERVICE EQUALS CASH THROW-OFF (CTO)	DISCOUNT FACTOR AT 17%	PRESENT VALUE OF EQUITY
Last 6 Months of 1982	$189,758	$165,450	$24,300	0.924500	$22,500
1983	364,022	330,900	33,100	0.790171	26,200
1984	410,013	330,900	79,100	0.675360	53,400
1985	457,118	330,900	126,200	0.577230	72,900
1986	454,429	330,900	123,500	0.493359	60,900
1987	579,334	330,900	248,400	0.421674	104,800
1988	574,943	330,900	244,000	0.360405	88,000
1989	591,365	330,900	260,500	0.308039	80,200
1990	624,054	330,900	293,100	0.263281	77,200
1991	659,043	330,900	328,100	0.225026	73,800
First 6 Months of 1992	323,726	165,450	158,300	0.208037	33,000
	RESALE PRICE	RESALE PRICE LESS MORTGAGE BALANCE [2]			
1992	4,839,000	2,602,000		0.208037	541,300
	PRESENT VALUE OF EQUITY				1,234,200
	ORIGINAL MORTGAGE BALANCE				2,528,995
	TOTAL VALUE WITH SELLER FINANCING				$3,763,195
				ROUNDED	$3,800,000

[1] Based on first full year NOI

[2] Maximum mortgage which NOI can carry, assuming a DCR of 1.1, interest at 12.5 percent amortized over 25 years with monthly payments, is $2,528,995. At the end of a ten year holding period the balance due is $2,237,023 or $2,237,000, rounded.

CONTEMPORARY ISSUES AND METHODS FOR APPRAISING COMMERCIAL PROPERTIES (Continued)

VIII. CONTEMPORARY MODELS FOR CONVERSION OF CASH FLOWS TO VALUE ESTIMATES

The new income approach for large income properties has become a hybrid of a CPA format and appraisal models for converting cash flows to value estimates.

A. Several computer software packages make it possible to detail and project large numbers of leases so that total project revenue is supported by a series of schedules as indicated by Exhibit 29. When using a discounted cash flow model, it is imperative to stay as close to cash accounting as possible.

B. All forms of reimbursement must reflect time lags, and collection losses and renewals should be charged for concessions on past due proposals. Appraisers would be well advised to introduce a limiting condition to the effect that:

> "Pro forma budgets and assumptions about actual collection of reimbursable expenses and supplemental rent are not based upon an actual audit of property operations and reflect only a business plan which could be accomplished through effective management."

C. Operating expenses for appraisers were traditionally divided between fixed variable and reserve for replacement. Today operating expenses should be organized by groups which reflect method of, or degree of, reimbursement by tenants.

1. Revenue projections can be prepared by a CPA or a property management firm with the computer systems to handle complex allocations, timing, and changeovers in leasing format. The appraiser explicitly recognized source and can allocate liability for same to the CPA or CPM who prepared the estimate.

2. Building owners or investment bankers may provide the computerized lease data base for the appraiser as a point of departure.

3. The critical functions of the appraiser will be to estimate:

   a. Rate of increase or decrease in operating expenses during the forecast period;

   b. Estimate the tenant turnover and resulting loss of income from vacancy, concession, and relocation costs;

   c. Estimate the rate and degree of application and collection of rental increases; and

   d. Estimate concessions required to keep existing tenants, including special tenant improvements and refurbishing.

4. Some clients are beginning to prescribe the specific assumptions for indexing rents and the ratio of tenant turnover and tenant renewal; again, these assumptions become significant limiting conditions on the appraisal report or the subject for extensive footnote discussion.

5. CAM expenses are prorated on space occupied rather than usable area, so be careful where you apply flat vacancy allowances. Parking may be fully leased even if the building has substantial vacancies; at the same time, hotel room rates and office rents may conceal parking charges which are reallocated to the parking concession, so that the appraiser may unwittingly double-count.

D. Many projects today are the beneficiaries of income generating reserves required of revenue bond issues, HODAG and UDAG grants, or municipal subsidy arrangements such as tax incremental financing. This income is part of the property value for mortgage loan purposes, but must be excluded for real estate tax purposes. The income from these reserves is generally available on a quarterly basis and the amount depends upon the reinvestment rate and allowable arbitrage at the times these reserves were created.

1. Reserves tied to the finances must be deducted from sales price on FNA or IRB financed deals, solely subject to the mortgage, or prices can be seriously overstated.

2. R-41b specifically permits recognition of supplementary income from services regularly offered to tenants, such as the elderly.

3. See Exhibits 31 and 32.

4. Elderly housing pro forma.

E. It is not necessary today to always use a mortgage equity approach. The conversion of net cash to present values may take several basic patterns.

1. Simple discounting of annual net cash by a project discount rate assuming no financing and reasonbly stable re-sale price as shown in Exhibit 30 done for a pension fund.

2. A simple mortgage equity approach using a five-year forecast and a debt cover ratio and other loan parameters based on natural averages of the American Council of Life Underwriters, Schedule M (see Exhibit 33).

3. A basic mortgage package presuming responsible underwriting plus the sale value of appreciable base and tax credits to a professional buyer for syndication. For example: syndicators might ıy 35 percent of depreciable base plus 80 percent of first-year tax investment credit; more conservative syndicators might pay exactly one-half of the tax value of equity.

4. Custom crafted finance packages with variable rates, credit enhancements, interest rate caps, and participations become investment value situations which must be compared to fair market value so that the increment to value through the modification of the financial stand is revealed.

F. As a result of all of the above, the appraisal process is subdivided into those firms which knowingly or unwittingly exploit the lack of accounting precedent to generate high values in the fine art of commercial disinformation. On the other hand, a fully-professional firm will integrate professional specialties into a clinic shop which contains a CPA, a mechanical engineer, a physical planner, an information processor, and an appraiser. The fastest growing segment of appraisal is the business consulting firm opening an appraisal subsidiary. Arthur Andersen went from almost "0" to $16,000,000 last year, probably in third place behind the old-style firms of American Appraisal at $66,000,000 and Marshall and Stevens at $26,000,000. It is estimated that 20 percent of their volume is spent in marketing.

much closer range of per-unit prices of $41.20/sq.ft. to $78.55/sq.ft. The average sales price of these six sales is $57.20/sq.ft., whereas the average for all nine sales is slightly higher at $68.70/sq.ft.

Based on our analysis of the available market data and comparing these sales to the subject property, it is our opinion that, after adjusting for differences in location, age, size, physical condition, and economic characteristics, the indicated per- unit price for the subject property would range from $45/sq.ft. to $55/sq.ft., or a range of values of $3,830,000 to $4,680,000, calculated as follows:

85,058 sq.ft. @ $45/sq.ft. = $3,830,000 (rounded)
85,058 sq.ft. @ $55/sq.ft. = $4,680,000 (rounded)

INCOME APPROACH

Methodology

The Income Approach is a procedure in appraisal analysis where anticipated economic benefits to be derived from a property are converted into a value estimate through a capitalization process.

The principle of "anticipation" underlying this approach recognizes that a prudent investor recognizes a relationship between income and asset value.

The process of estimating anticipated economic benefits from a particular property therefore requires estimates of potential income; fixed and operating expenses including vacancy; existing, proposed, or probable debt costs (if applicable); and the selection of the most appropriate capitalization method.

The two most commonly utilized methods of processing net income into value are direct capitalization, where an overall rate is extracted directly from market sales in which the net income is known or closely estimated, and the discounted cash flow method, whereby anticipated future income streams and a reversionary value are discounted to a net present value estimate. In the valuation of the subject property, it is our opinion that the discounted cash flow method is the most appropriate valuation method, and thus, it will be given the most weight in our final analysis. This is due to the fact that the subject is a multi-tenant property with several existing leases. The discounted cash flow method automatically incorporates any rent loss or lease advantage into the final value indication by modeling the existing leases at their current rates and applying market rates at times of renewal, rollover, or turnover.

Discounted Cash Flow Method

By forecasting the anticipated income stream and determining a reversion at the termination of the holding period, the capitalization process may be applied to derive a value that a purchaser-investor would pay to receive the particular income stream. The capital sum estimate equated with the right to receive these benefits is derived through the application of a discounted cash flow model and is commonly known as the present value estimate. For clarification, the discounting process is defined in Real Estate Appraisal Terminology as follows:

> "A concept of time preference which holds that future income or benefits are worth less that the same income or benefits now, and that they decrease in value systematically as the time for their receipt is further deferred into the future. In appraisal analysis, discounting is the arithmetic procedure of applying a specific rate (usually) derived from the market to the anticipated future income stream in order to develop a present worth estimate."

Typical investors price real estate on their expectations of the magnitude of these benefits and their judgment of the risks involved. Our valuation endeavors to reflect the most likely actions of typical buyers and sellers of property interests similar to the subject. An analytical real estate computer model that simulates the behavioral aspects of the property and examines the results mathematically as an investor would, will be employed for the discounted cash flow analysis. Since investors are the basis of the marketplace in which the subject property will be bought and sold, this type of analysis is particularly germane to the appraisal problems at hand.

EXHIBIT 29 (Continued)

Investors in multi-tenant retail properties such as the subject typically made a forecast of net operating incomes and cash flows over a period of time ranging from 10 to 25 years. This projection is then utilized to determine a purchase price which will justify the degree of risk inherent in the proposed investment. A general outline summary of the major steps involved may be listed as follows:

1. Analysis of the current income stream; establishment of an economic (market) rent level for each direct tenant space; projection of future revenues annually for an eleven year period based upon existing leases, probable renewals at market rentals, and expected vacancy experience.

2. Analysis of projected escalation recovery income based upon clauses in existing and typical leases for protection against rising operating expenses and real estate taxes.

3. A projection of future property expenses based upon an analysis of the historical operating expenses; the property owners' projected budget; and the experiences of competitive properties;

4. A derivation of the most probable net operating income and pre-tax cash flows to be generated by the property by subtracting all property expenses from the effective gross income;

5. Estimation of a reversionary sale price based upon a capitalization of the net operating income in year eleven.

6. Determination of a yield rate (internal rate of return) which would attract a prudent investor to invest his money in a similar situation with comparable degrees of risk, non-liquidity, and management burdens;

7. Conversion of the pre-tax cash flows into a present value by discounting at an acceptable range of yield rates.

POTENTIAL GROSS INCOME

Existing Leases

The most current leasing information available indicates that 76,155 sq.ft., or 89.5% of the retail "strip" center's 85,058 total sq.ft. of leasable building area is currently leased. This occupied space involves 35 of the shopping center's 40 total lease spaces. Besides the "strip" center's retail tenant leases, additional rental income is provided to the subject property's ownership position from two ground leases; one for 4,900 sq.ft. leased by Savings and Loan Association improved with a bank branch facility and one for 174 sq. ft. leased by Photo Place and improved with a drive-in photo processing delivery/pick-up kiosk.

Savings' ground lease is for a 25-year term with three 10-year renewal options, and commenced 6/01/79 with a base annual rent of $17,940 or $3.66/sq.ft. An escalation clause calls for C.P.I. rent adjustments every five years not to exceed $4,488 per year. Current annual rent on this lease is $22,428, or $4.58/sq.ft. Photo Place's ground lease is for a 5-year term with two 5-year renewal options and commenced on 2/14/76 with a base annual rent of $3,000, or $17.24/sq.ft. An escalation clause calls for fixed increases to $3,600 and $4,200 annual for the first and second renewal options respectively. Current rent is $3,600, or $20.69/sq.ft.

Reference is hereby made to the March 1, 1985 Tenant Roster (Rent Roll) for a detailed description of tenants and lease terms and rates for occupied and vacant space, a copy of which is included in the Addendum of this report. Current potential base rental income for the subject property for 1985 (annualized) approximates $564,368 which includes projected rent for the five vacant spaces. This approximates $6.26/sq.ft. of leasable building area annually.

Certain changes to the aforementioned Tenant Roster have been utilized in our computerized discounted cash flow analysis model based on discussions with the subject's current property manager and existing tenants. Following is a brief summary of the most notable of these changes.

1. It appears a new lease out for signature to City Bicycle & Electronics (26802) has a high probability of being signed and, therefore, will be included in our analysis. This is a 3-year lease commencing on 6/1/85 with fixed minimum base rent only (no percentage rent) of $760/mo. for the first 12 months, $805/mo. for the second 12 months, and $855/mo. for the third 12 months.

2. A revised lease renewal incorporating two modifications desired by the tenant has also been sent out to Sportswear (26804) and, with a high probability of being signed, will also be included in our analysis. This is also a 3-year lease commencing on 4/1/85 with a fixed minimum base rent of $530/mo. for the first 12 months, with CPI adjustments for the second and third 12-month periods. This lease continues to include a percentage rental clause with a 6% percentage factor.

3. As noted on the Tenant Roster, the Outpost (26830) has experienced financial problems and has gone to a month-to-month tenancy through April of 1985 at which time it is anticipated this space will be leased under the terms of a new lease currently out for signature to Paul , to be used as an accounting office. This is a 3-year lease commencing on 4/1/85 with fixed minimum base rent only of $530/mo. for the first 12 months,

$562/mo. for the second 12 months, and $596/mo. for the third 12 months. Rental concessions of one month's free rent and installation of new floor tile and drop ceiling as tenant improvements to be provided by lessor have also been granted to the new lessee.

4. Dog Grooming (26832) has renewed their lease for three more years. See Tenant Roster for pertinent details.

5. A lease for a 279-square-foot space (26834-A) has recently been signed by John (dba John's Shoe Repair) for a 12-month period commencing 3/1/85 with fixed minimum base rent of $275/mo., or $0.99/SF. This lease is typical of others in this retail center (prorata share of CAM and taxes) with the exception that electricity is paid by the lessor. No provision for overage rent is included.

6. Glendale Federal Savings and Loan (26842), whose lease expires 5/31/85, has expressed a desire to move, but will apparently sign a lease renewal for one more year commencing 6/1/85 with four 6-month options. The initial minimum base rent is $1,050/mo. with stated increases to $1,110/mo. on 6/1/86 and $1,175 on 6/1/87 should renewal options be exercised. All other terms and conditions of the original lease to remain unchanged.

7. James Real Estate (26852) is assumed to vacate at the termination of the lease on 5/31/85. The property manager feels that it will take 3 to 5 months to release this particular space.

8. A 3-year lease renewal sent to City Fabricare (26866) on 3/1/85 has apparently been signed. Fixed minimum base rent is $1,120/mo. for the first 12 months, $1,185/mo. for the second 12 months, and $1,255/mo. for the third 12-month period. For purposes of calculating overage rent, the percentage factor will stay at 10%.

9. A new 5-year lease commencing 1/1/85 has been signed by City Florist (26870 D & E) with initial minimum base rent of $610.50/mo. with stated rent increases to $647/mo. for the second 12 months, $686/mo. for the third 12 months, $727/mo. for the fourth 12 months, and $771/mo. for the fifth 12-month period. Lessor also agrees to provide up to $3,000 of specified tenant improvements. No provision for overage rent is included in this new lease.

10. A 3-year lease renewal was recently signed by Swan, Carpenter and Wallis (26876) for 1,036 square feet (their original 686-square-foot space and the old 350-square-foot space (26870 F) previously occupied by Robert

03/08/85
SCSHOP-II

PREPARED--3/15/85

ANNUALIZED TENANT REVENUE FOR 1985

	SQUARE FOOTAGE	EXPI ATION	MINIMUM RENTAL INCOME	CPI ESCAL ATION	BASE RENTAL INCOME	CAMI ESCAL ATION	RE TAXES ESCAL ATION	INSUR ESCAL ATION	TOTAL ESCAL ATION	GROSS RENTAL INCOME
CITY BICYCLE	965	5/88	9,048	0	9,048	565	346	64	975	10,023
SPORTSWEAR	740	3/88	6,360	0	6,360	433	266	49	748	7,108
FRANES FASHIONS	2,100	2/87	17,352	0	17,352	1,229	754	140	2,123	19,475
SC BEAUTY SALON	2,064	7/89	16,092	483	16,575	1,208	741	138	2,086	18,661
GRANNYGS DELIGHT	660	12/85	5,460	0	5,460	386	237	44	667	6,127
VACANT 1	835	2/88	7,014	0	7,014	489	300	56	844	7,858
MR TES RESTAURANT	3,500	5/91	22,470	0	22,470	2,048	1,257	233	3,538	26,008
P	815	3/88	6,360	0	6,360	477	293	54	824	7,184
DOG GROOMING	312	12/87	3,010	0	3,010	183	112	21	315	3,325
JUAN'S SHOE REPAIR	279	2/86	3,300	0	3,300	163	100	19	282	3,582
VACANT 2	237	2/88	1,991	0	1,991	139	85	16	240	2,231
VACANT 3	1,250	2/88	9,750	0	9,750	731	449	83	1,264	11,014
GLENDALE FED S&L	1,315	5/88	12,506	0	12,506	769	472	88	1,329	13,836
VACANT 4	2,581	2/88	20,132	0	20,132	1,510	927	172	2,609	22,741
CURTIS CORRAL	2,632	1/88	17,760	0	17,760	1,540	945	176	2,660	20,420
INSURANCE	787	5/85	6,464	0	6,464	468	283	52	796	7,259
PAINE WEBBER	787	4/86	6,504	0	6,504	468	283	52	796	7,300
BARNACLE BILLS	2,480	3/93	19,195	0	19,195	1,451	890	165	2,507	21,702
INFLUENTIAL GARDENS	2,560	9/93	17,906	0	17,906	1,498	919	171	2,588	20,494
SC FABRICARE	2,000	8/85	12,576	0	12,576	1,170	718	133	2,022	14,598
DORAL TRAVEL	1,250	12/86	10,320	0	10,320	731	449	83	1,264	11,584
CHAMBERGS CABLE	740	12/87	5,200	0	5,200	433	266	49	748	6,028
SC FLORIST	1,110	12/89	7,326	0	7,326	649	399	74	1,122	8,448
SCAW	1,036	7/87	8,702	261	8,963	606	372	69	1,047	10,010
HEMET INSURANCE	1,223	7/87	11,040	331	11,371	716	439	82	1,236	12,607
VALLEY NATL BANK	2,090	3/88	18,792	0	18,792	1,223	750	139	2,113	20,904
CHEFGS CAFETERIA	3,215	1/99	22,800	0	22,800	1,881	1,154	214	3,250	26,050
SUPERIOR HEARING AID	1,050	6/88	8,800	317	9,125	614	377	70	1,061	10,186
CARRIAGE CLEANERS	1,815	3/89	13,471	0	13,471	1,062	652	121	1,835	15,306
YAUNCEY S	1,070	8/87	8,800	213	9,093	626	384	71	1,082	10,175
SDC BANNER SHOP	840	4/90	6,839	0	6,839	491	302	56	849	7,688
SC COIN & ASTAMP	565	7/86	5,330	160	5,490	331	203	38	571	6,061
CASUAL WRAPPINGS	1,700	9/88	13,772	0	13,772	995	610	113	1,718	15,491
CAGNEY & ASSOC	1,250	12/89	9,744	0	9,744	731	449	83	1,264	11,008
LING DRUGS	15,569	10/ 7	59,700	0	59,700	9,189	5,590	1,038	15,737	75,437
SC GIFDI & HARDWARE	6,650	5/94	18,753	0	18,753	3,891	2,388	444	6,722	25,475
MARIETTS FURNITURE	4,040	5/93	15,695	0	15,695	2,364	1,451	269	4,084	19,779
RELIGIOUS BOOKSTORE	3,382	8/86	19,416	0	19,416	1,932	1,186	220	3,338	22,754
VACANT 5	4,000	2/88	21,600	0	21,600	2,340	1,436	267	4,043	25,643
HALLMARK CARD	2,050	6/93	16,222	0	16,222	1,199	736	137	2,072	18,294
SHOETOWN	1,594	3/86	12,834	0	12,834	933	572	106	1,611	14,445
FOTO PLACE	174	2/91	3,600	0	3,600	0	0	0	0	3,600
S&L	4,900	5/ 4	22,428	0	22,428	2,867	1,759	327	4,953	27,381
TOTALS	90,132		562,683	1,765	564,368	52,631	32,300	6,000	90,931	655,298

EXHIBIT 29 (Continued)

Holmstrom) commencing 8/1/84. Initial fixed minimum base rent is $725.20/mo. with stated rental increases to $768.71/mo. on 8/1/85 and $814.79 on 8/1/86. This is a typical triple-net lease with no overage provision. Furthermore, lessor has agreed to less than $300 of tenant improvements and lessee agrees to provide its own janitorial service.

11. Management is currently negotiating a 3-year lease renewal with National Bank (26880) whose present lease expires 3/31/85. The terms of this new lease include fixed minimum base rent of $1,568/mo. for the first 12 months, $1,662/mo. for the second 12 months, and $1,762/mo. for the third 12-month period. Although National Bank apparently would prefer a CPI adjustment and lower initial rent, it is the manager's opinion they will probably agree to these terms, which, therefore, will be included in our analysis.

12. A 5-year lease renewal has apparently been signed with City Barber Shop (26912) with initial minimum base rent of $575/mo. with annual CPI adjustments throughout the remainder of the lease starting 5/1/86. No overage provision is included and lessor agrees to install new floor tile and a drop ceiling.

13. & Associates (26924) recently signed a 5-year lease for 1,250 square feet with initial minimum base rent of $875/mo. (incorrectly shown on the Tenant Roster as $812/mo.) with annual COL adjustments throughout the remainder of the lease starting 1/1/86. Lessor has also agreed to grant lessee free rent consisting of the first three months of this new lease term, a $7,500 tenant improvement allowance, and one 5-year renewal option with terms to be negotiated.

A summary chart of Annualized Tenant Revenue for 1984 is shown on the facing page based on these changes with lease expiration dates reflecting our assumption that renewal options will be exercised where applicable.

SUMMARY OF COMPARABLE RENTALS

Rental #	Location	Lease Date Term/Option	N.R.A. (SF)	Floor	Monthly Unit Rate/ SF	Expense Provision	Comments
R-1	27388 Sun City Blvd.	----	----	----	---	---	----
R-2	Unit A. Japanese Restaurant	Offer 10	24,000	grnd	.65	nnn	As is, 3 mos. free rent.
R-3	Unit B. Cleaners	1-85 5	1,225	grnd	.75	nnn	C.P.I.
R-4	Unit C. Optometrist	12-84 5	1,225	grnd	.75	nnn	C.P.I.
R-5	Unit D.	Vacant	21,000	grnd	----	---	----
R-6	Unit E. Donut Shop	10-83 5	1,225	grnd	.79	nnn	C.P.I.
R-7	Unit F. Florist	11-84 5	1,225	grnd	.75	nnn	Year 1 = .69 2 = .70 3 = .75 4 = .75 5 = .75
R-8	Unit G.	Vacant	21,000	grnd	----	---	----
R-9	Unit H. Video Rental	4-84 5	2,053	grnd	.75	nnn	C.P.I.

EXHIBIT 29 (Continued)

Market Rent

In order to estimate the current fair market rental rate applicable to the subject's unoccupied space and projected fair market rental rates for lease spaces which become vacant and will be released at certain points in the future, we have attempted to gather comparable rental data in the City area. However, it should be noted that due to the small size of City in general, the limited amount of truly competitive retail space in the subject's immediate environs, and the prominence of the subject property as the only neighborhood shopping center of its size in City, we have placed the greatest weight on the large number of leases signed within the subject center during the last year in our fair market rental estimates.

Since our original appraisal last year, there has been no new retail development in the subject's primary trade area. The closest and most competitive property is still Downey Savings and Loan's 73,000-square-foot retail strip center at 27388 Sun City Boulevard. A recent rental survey of this property is summarized on the facing page and reveals that five lease spaces ranging in size from 1,225 SF to 2,053 SF have leased since October, 1983 at monthly rates ranging from $0.75 to $0.79 per square foot. Four of these leases have annual C.P.I. adjustments. Two 21,000-square-foot spaces are currently vacant in this complex (or 58% of the total N.R.A.) and there has been a recent offer for a third large square footage lease space (24,000 SF) at $0.65/SF, triple-net for 10 years with 3 months free rent. This facility

is felt to be superior to the subject with a nearby Safeway Supermarket and Sprouse Reitz Store effectively acting as anchor tenant for purposes of consumer drawing power. This structure is also newer (only 3 years old), of higher quality design and construction, and reflects superior locational characteristics, especially with respect to exposure.

The other competitive retail space in this area is Bradley Plaza, located on Bradley Road between Bob's Big Boy and McDonald's restaurant. Asking rates at this facility are slightly higher than the subject at $.75-$.85, full service, with tenants paying their own utilities. These rates also reflect superior quality of construction and would also require a slight downward adjustment for their semi-gross lease status.

Due to the significant amount of lease negotiations which have occurred within the subject property itself in the last eighteen months, both with regards to new leases signed as well as lease renewals, we have given considerable attention and weight to the subject's leasing activity in determining current fair economic rents for our discounted cash flow analysis. For purposes of projecting market rates we have categorized tenant space on the basis of size. In the 0 to 1,000-square-foot category there are currently 11 tenants with an average monthly rental rate of $.71/SF. There are currently 19 tenants in the 1,001 to 3,000-square-foot category with an average rental rate

of $.65/SF. Six of the remaining 7 lease spaces over 3,000 square feet are currently leased at an average rental rate of $.36/SF.

The following chart summarizes 18 of the most recent leases negotiated in the subject property during 1984/85.

1984/85 LEASE NEGOTIATIONS
CITY SHOPPING CENTER

Size (Sq. Ft.)	Tenant & Suite No.	Current Rent/SF Monthly	Current Rent/SF Annually	Term (yrs.) Status	Comm. Date
279	John's Shore Repair 26834 A	$ .99	$11.83	1	3/01/85
312	Dog Grooming 26832	$ .80	$ 9.65	3 Renewal	1/01/85
740	Sportswear 26804	$ .72	$ 8.59	3 Renewal	4/01/85
787	James R.E. 26852	$ .65	$ 7.78	1 New	6/01/84
815	Paul 26830	$ .65	$ 7.80	3 New	4/01/85
840	City Barber 26912	$ .68	$ 8.21	5 Renewal	5/01/85
965	S. C. Bicycle & Elec. 26802	$ .79	$ 9.45	3 Renewal	6/01/85
1,036	Swan, Carpenter & Wallis 26876	$ .70	$ 8.40	3 Renewal	8/01/84
1,110	City Florist 26870 D & E	$ .55	$ 6.60	5 Renewal	1/01/85
1,250	& Assoc. 26924	$ .70	$ 8.40	5 New	1/01/85
1,315	Glendale Federal S & L 26842	$ .80	$ 9.58	1 Renewal	6/01/85
2,000	City Fabricare 26866	$ .56	$ 6.72	3 Renewal	9/01/85

EXHIBIT 29 (Continued)

2,064	City Beauty Salon 26812	$ .65	$ 7.80	5 Renewal	8/01/84
2,090	National Bank 26880	$ .75	$ 9.00	3 Renewal	4/01/85
3,215	Chef's Cafeteria 26890	$ .59	$ 7.09	5 New	2/01/84
3,302	Religious Bookstore 26940	$ .45	$ 5.40	2 New	9/01/84
4,040	Bartlett's Furniture 26936	$ .35	$ 4.20	3 Renewal	6/01/84
6,650	S. C. Gift and Hardware 26932	$ .20	$ 2.40	10 Renewal	6/01/84

Based on the preceding analysis, we have estimated current fair market rental rates on an annual basis of $8.40/sq.ft., $7.80/sq.ft., and $5.40/sq.ft. for spaces 0 to 1,000 sq.ft., 1,001 to 3,000 sq.ft., and 3,001 sq.ft. and up, repectively. These estimates, as well our assumptions for future lease terms, rental concessions, probable occurrence of turnover for purposes of calculating tenant improvements and releasing commissions and projected market rental growth rates are summarized on the following page for each of the tenant categories.

C.P.I. Rental Escalation Income

All existing leases with annual or periodic C.P.I. rental adjustments have been modeled as such in our program for the current lease term as well as for renewal options where applicable.

03/08/88

SCENARIO:

EXHIBIT 29 (Continued)

ANALYSIS TERM
3/88 THRU 12/95
98,132 SQFT

PREPARED—3/15/88

TENANT CATEGORIZATION ASSUMPTIONS

TENANT CATEGORY	NUMBER OF LEASES	TOTAL SQUARE FOOTAGE	WEIGHTED VACANCY ALLOWANCE	RENT CONCESS N	FUTURE LEASE TERM	PROBABLE TURNOVER FIRST OCCUPANC	TURNOVER SUBSEQ NT OCCUPANC	1988 RENTAL PER SQFT	MARKET THEREAFTER
0 TO 1000 SF SPACE	13	8,862	N.A.	NOTE A	3 YRS	50%	50%	8.40	INCREASING 4.0% ANNUALLY
1001 TO 3000 SF SPACE	21	36,228	N.A.	NOTE B	5 YRS	30%	50%	7.80	INCREASING 4.0% ANNUALLY
3001 SF & UP SPACE	7	48,276	N.A.	NOTE B	5 YRS	30%	50%	8.40	INCREASING 4.0% ANNUALLY
GROUND LEASES	2	5,074	N.A.	N.A.	5 YRS	20%	20%	21.93	INCREASING 4.0% ANNUALLY

NOTE A - TENANT BASE RENTAL INCOME UPON LEASES COMMENCING FROM 1988 TO 1995 (1 MOS.)
NOTE B - TENANT BASE RENTAL INCOME UPON LEASES COMMENCING FROM 1988 TO 1995 (3 MOS.)

EXPENSE ASSUMPTIONS

1. ADMINISTRATIVE	2,500 IN 1988, THEREAFTER STEPPED 4.0% ANNUALLY
2. CLEANING	500.00 IN 1988, THEREAFTER STEPPED 4.0% ANNUALLY
3. HVAC	1,700 IN 1988, THEREAFTER STEPPED 4.0% ANNUALLY
4. LANDSCAPE & PAVING	3,000 IN 1988, THEREAFTER STEPPED 4.0% ANNUALLY
5. MANAGEMENT	
C. ACTUAL	BEGINNING IN 1988 4.0% OF EFFECTIVE GROSS INCOME ANNUALLY
6. MAINTENANCE & REPAIRS	8,500 IN 1988, THEREAFTER STEPPED 4.0% ANNUALLY
7. PAYROLL	21,000 IN 1988, THEREAFTER STEPPED 4.0% ANNUALLY
8. UTILITIES	10,500 IN 1988, THEREAFTER STEPPED 4.0% ANNUALLY
9. ADVERTISING & PROMOTIONS	1,000 IN 1988, THEREAFTER STEPPED 4.0% ANNUALLY
10. PROPERTY TAXES	32,300 IN 1988, THEREAFTER STEPPED 2.0% ANNUALLY
11. INSURANCE	6,000 IN 1988, THEREAFTER STEPPED 4.0% ANNUALLY
12. TENANT IMPROVEMENTS	COMPRISED OF 2 SUBACCOUNTS, AS FOLLOWS:
A. TURNOVERS LEASES	TENANT CATEGORY(S): - 0 TO 1000 SF SPACE , 1001 TO 3000 SF SPACE , 3001 SF & UP SPACE , GROUND
	PROBABLE NEW TENANT SPACE EXPENSED UPON LEASE COMMENCEMENT SF COST - 5.00 IN 1988, THEREAFTER STEPPED 4.0% ANNUALLY
B. RENEWALS LEASES	TENANT CATEGORY(S): - 0 TO 1000 SF SPACE , 1001 TO 3000 SF SPACE , 3001 SF & UP SPACE , GROUND
	PROBABLE EXERCISED RENEWAL SPACE EXPENSED UPON LEASE COMMENCEMENT SF COST - 2.00 IN 1988, THEREAFTER STEPPED 4.0% ANNUALLY
13. LEASING COMMISSIONS	COMPRISED OF 2 SUBACCOUNTS, AS FOLLOWS:
A. TURNOVERS 1 SF & UP SPACE , GROUND LEASES	FOR YEARS 1988 THRU 1995 AND TENANT CATEGORY(S): - 0 TO 1000 SF SPACE , 1001 TO 3000 SF SPACE , 3001
	PROBABLE NEW TENANT SPACE EXPENSED UPON LEASE COMMENCEMENT COMMISSION/YR - 4.00%
B. RENEWALS 1 SF & UP SPACE , GROUND LEASES	FOR YEARS 1988 THRU 1995 AND TENANT CATEGORY(S): - 0 TO 1000 SF SPACE , 1001 TO 3000 SF SPACE , 3001
	PROBABLE EXERCISED RENEWAL SPACE EXPENSED UPON LEASE COMMENCEMENT COMMISSION/YR - 2.00%
14. CAPITAL IMPROVEMENTS	50,000 IN 1988, THEREAFTER 10,000 ANNUALLY

Vacancy Allowance

Based on historical vacancy trends in Sun City in general for retail space and in light of the existing occupancy level in the subject, we have chosen to apply a 10% global vacancy factor to the subject's gross rental income in our computer model.

Overage Rental Income

The following chart shows the actual overage rental income for the subject property for 1981, 1982, 1983, and 1984.

Overage Rental Income History
City Shopping Center
1981-1985

Year	Overage Rent
1981	$24,771
1982	23,185
1983	15,514
1984	7,789
1985 (budget)	780

Overage rental income has been steadily decreasing over the past four years as evidenced by the preceding chart. Current overage income is being received primarily from only three tenants: City Florist, Fran's Fashions and Hallmark Cards. The two factors which have had the greatest effect on this downward trend are: 1) a continuing decline in retail sales in the City retail market and 2) a shift in emphasis by the subject property's management from overage provisions to rental escalations in the form of annual C.P.I. adjustments or fixed annual rental increases over the term of the lease (currently achieving 6% per annum rental increases). Taking these factors

into account, we have projected nominal overage rental income of $5,000 in 1985, $2,500 in 1986, with no overage projected for 1987 through the end of the holding period.

Operating Expenses

In an attempt to estimate reasonable expense projections over the ten-year time frame of our discounted cash flow analysis, we have reviewed actual expenses for the subject property for prior years, as well as the management's budget for expenses for 1985. A summary of our estimate of expenses for the subject is provided on a preceding facing page and is based on our review of these documents as well as discussions with of property management personnel and typical office building expense data on file with the Appraisal Division. Our growth projections are based on historical expense growth trends in Southern California as well as growth projections utilized by typical investors in similar discounted cash flow analyses for investment properties such as the subject.

Other Expenses

Tenant improvements include carpeting, replacement of ceiling tiles, painting, and general make-ready expenses for new tenants of existing lease spaces. This expense is estimated at $5.00/sq.ft. for turnovers and $2.00/sq.ft. for renewals and is projected to increase at the rate of 6% per year.

EXHIBIT 29 (Continued)

Leasing commissions have been estimated at 4% of total minimum base rent for turnover space and 2% for renewal space, based on current leasing practice for the subject property.

Major capital improvements were made during 1984 to the subject's roof and parking lot. Based on the 1985 budget, and assuming a nominal amount of recurring expenditures for parking lot, roof, and H.V.A.C. repairs, etc., we have estimated capital improvements of $50,000 during 1985, and $10,000 per year through the end of our analysis.

Expense Reimbursements

The subject leases typically provide for tenant reimbursement of expenses based on a full pro-rata share of taxes, insurance, and common area expense plus a 15% administrative surcharge calculated on all common area costs including utilities but excluding taxes, insurance, management, and administrative fees. Management is an owner's expense. For purposes of our computer model, we have assumed that all leases provide for tenant reimbursements on this basis.

Terminal Capitalization Rate and Estimated Reversion Value

Investors in office properties similar to the subject typically require terminal overall capitalization rates 50 to 200 basis points above going-in capitalization rates. As revealed by - most recent investor survey (Winter, 1984), a copy of which is included in the

Addendum of this report, these terminal capitalization rates required by typical institutional investors generally range from 8.5% to 12.0% with a central tendancy of 9% to 11%. The six comparable sales summarized earlier in this report reflect O.A.R.'s ranging from 9.25% to 10.18% with an average of 9.61%. Based on the available market evidence and considering the added risk of potentially new and competitive shopping center developments in City in the near future, we have decided to utilize a 10.5% overall capitalization rate by which to capitalize the 11th year's projected net operating income into a reversion value. From this amount, we have also deducted a 3.0% commission fee expense and $47,935 of leasing fees and other first-year expenses that would be incurred by a potential purchaser in 1995. Based on an 11th year net operating income of $933,272 and the above assumptions, a reversion value of $8,573,721 has been calculated and added to the 10th year's NOI before debt service before discounting these annual cash flows into a net present value indication.

Derivation of Discount Rate

In order to develop an indication of value by the Income Approach, it is necessary to establish an acceptable discount rate to discount the annual cash flows (NOI before debt service) and the reversion value.

Typical investors require a rate of return for investment quality property such as the subject which is greater than the safe or "riskless" rates offered for long-term treasury notes and bonds or high-grade corporate bonds. The difference between an investor's required rate of return and the safe rate is basically the premium necessary to compensate the investor for the added risks of inflation, management, and the lack of liquidity offered by a real estate investment.

As revealed by most recent summary of Institutional Investor Criteria For Investment contained in the Addendum of this report, major institutional investors are currently requiring before tax yield (discount) rates of 12% to 17% (all cash transactions) and 100 to 200 basis points above that for leveraged transactions.

In selecting an appropriate discount rate, we have considered available yields on alternate investments as well as the subject property's location, age, and condition relative to competing properties'. We have also taken into consideration its current leasing status and level of management and marketing. Based on the foregoing, it is our opinion that a 16% before-tax discount or yield rate would be required by a typical investor for a multi-tenant retail center such as the subject located in City.

Discounted Cash Flow Assumptions

In the formulation of our ten-year discounted cash flow model of the subject for investment analysis, we have made the following assumptions which are felt to be reasonable based on the available market evidence and support detailed in this report as well as our general knowledge of the real estate market and thought processes of typical investors.

1. Due to our March 15, 1985 date of valuation and the fact that our computer-generated discounted cash flow model initiates computations for the projection period as of the beginning of a given month, we have chosen a beginning computation date of March 1, 1985. As a result, the 1985 Cash Flow Pro-Forma Operating Statement reflects a partial year's income for the last ten months of the year. Furthermore, since all of the subsequent pro-formas are calculated on a calendar-year basis, our model, in essence, assumes a 9.833-year holding period although it is commonly referred to as a 10-year cash flow projection.

2. All of existing leases have been modeled utilizing their contract rental rates and lease terms over the initial lease term. Any free rent still remaining on these existing leases as of the initial date of our computer analysis has been incorporated into our DCF model. Any renewal options on the existing leases are assumed to be exercised at market rental rates.

3. All current vacant space is assumed leased as of 3/01/85 with one month's free rent per year of lease term given with no renewal options.

4. Rent Escalations: All new leases are also assumed to be written with an annual CPI adjustment. We have assumed an annual compound CPI growth rate of 6%.

5. For purposes of calculating tenant improvements and releasing commissions upon rollover/turnover, we have assumed a 50% probability that lease spaces will turnover upon initial and subsequent lease or renewal option expirations.

SCENARIO II

DEFINED - 2/15/85

CASH FLOW PRO FORMA

	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995
INCOME:											
0 TO 1000 SF SPACE	57,480	74,795	76,614	81,172	84,858	87,363	95,972	101,799	104,295	114,704	121,244
1001 TO 2000 SF SPACE	220,514	290,818	297,620	314,195	325,746	336,977	341,852	355,786	401,777	432,807	440,295
2001 SF & UP SPACE	144,962	185,848	190,994	207,525	207,422	223,742	231,777	245,681	289,000	321,795	327,716
GROUND LEASES	21,698	20,820	20,420	20,420	32,853	36,814	35,525	35,427	35,427	35,427	138,175
MINIMUM BASE RENTAL INC.	452,654	577,082	681,663	631,321	650,879	684,897	705,125	738,533	831,294	903,612	1,027,429
CPI RENTAL ESCALATION	1,471	9,295	20,200	21,656	36,547	54,079	69,013	80,239	62,763	62,276	94,066
BASE RENTAL INCOME	454,125	587,177	621,863	652,977	687,426	738,976	774,139	818,772	894,057	965,889	1,121,495
CAM PASSTHRU	42,477	56,214	68,846	64,145	68,530	73,221	78,239	83,689	89,355	95,584	102,894
TAX PASSTHRU	26,869	32,946	33,685	34,277	34,963	35,662	36,375	37,103	37,845	38,601	39,374
INSURANCE PASSTHRU	4,042	6,360	6,742	7,146	7,575	8,029	8,511	9,022	9,563	10,137	10,745
GROSS RENTAL INCOME	527,513	682,697	722,256	758,546	798,494	855,888	897,264	948,585	1,030,820	1,110,131	1,283,697
LESS: VACANCY	52,751	68,270	72,226	75,855	79,849	85,589	89,726	94,851	103,082	111,013	128,370
LESS: RENT CONCESSIONS	3,911	9,720	14,634	40,264	11,574	12,164	22,828	21,995	29,489	34,369	18,098
EFFECTIVE RENTAL INCOME	470,851	604,707	635,397	642,427	707,070	758,135	784,710	831,660	848,248	964,748	1,137,230
OVERAGE RENT	4,167	2,500	0	0	0	0	0	0	0	0	0
EFFECTIVE GROSS INCOME	475,018	607,207	635,397	642,427	707,070	758,135	784,710	831,660	848,248	964,748	1,137,230
OPERATING EXPENSE:											
ADMINISTRATIVE	2,003	2,650	2,809	2,978	3,156	3,346	3,546	3,759	3,985	4,224	4,477
CLEANING	417	530	562	596	631	669	709	752	797	845	895
HVAC	1,417	1,802	1,910	2,025	2,146	2,275	2,411	2,556	2,710	2,872	3,044
LANDSCAPE & PARKING	2,500	3,180	3,371	3,573	3,787	4,015	4,256	4,511	4,782	5,068	5,373
MANAGEMENT	19,001	24,200	25,416	25,697	28,283	30,325	31,500	33,266	33,930	38,590	45,489
MAINTENANCE & REPAIRS	7,003	9,010	9,551	10,124	10,731	11,375	12,057	12,781	13,548	14,361	15,222
PAYROLL	17,500	22,260	23,596	25,011	26,512	28,103	29,789	31,576	33,471	35,479	37,608
UTILITIES	15,417	19,980	21,578	23,305	25,169	27,183	29,357	31,706	34,242	36,982	39,940
ADVERTISING & PROMOTIONS	833	1,060	1,124	1,191	1,262	1,338	1,419	1,504	1,594	1,689	1,791
TOTAL OPERATING EXPENSE	66,251	84,760	89,916	94,499	101,678	108,628	114,933	122,411	129,857	140,110	153,848
FIXED EXPENSE:											
PROPERTY TAXES	26,917	32,946	33,685	34,277	34,963	35,662	36,375	37,103	37,845	38,601	39,374
INSURANCE	5,000	6,360	6,742	7,146	7,575	8,029	8,511	9,022	9,563	10,137	10,745
TOTAL FIXED EXPENSE	31,917	39,306	40,347	41,423	42,537	43,691	44,886	46,124	47,408	48,738	50,119
NET OPERATING INCOME	376,850	483,141	505,135	506,505	562,854	605,815	624,891	663,125	671,783	775,900	933,272
OTHER EXPENSE:											
TENANT IMPROVEMENTS	8,640	26,834	27,848	82,548	27,591	28,218	49,281	88,539	113,912	78,274	29,777
LEASING COMMISSIONS	2,114	7,875	7,324	24,141	7,469	6,869	11,873	22,211	32,896	18,736	8,158
CAPITAL IMPROVEMENTS	41,667	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
NOI BEFORE DEBT SERVICE	324,430	439,271	459,978	389,823	517,794	560,736	554,536	550,375	515,775	668,890	885,336

** 1985 REFLECTS A PARTIAL YEAR BEGINNING 3 / 85 .

THESE ARE PROJECTIONS BASED ON INFORMATION DEEMED TO BE RELIABLE, AND ARE AN ATTEMPT TO PREDICT FUTURE EVENTS BASED ON CERTAIN ASSUMPTIONS.

EXHIBIT 29 (Continued)

6. We have taken a 10% global vacancy factor based on gross rental income.

7. In calculating a reversion value, we have assumed a 10.5% terminal capitalization applied to the 11th year's NOI from which is deducted a 3% sales commission and $47,935 of tenant improvements and resulting other first-year expenses in a reversion value of $8,573,721.

8. A final value indication was derived by discounting each respective year's NOI before debt service plus the reversion value at the end of the 10th year back to the beginning date of the computer analysis (March 1, 1985) by an annual discount or yield rate of 16%. Due to the small difference in timing between the date of valuation and the adjusted beginning date for computer computations, our final net present value computation for the annual cash flows will be assumed to be the same for both dates.

Conclusion of Discounted Cash Flow Analysis

Based upon our 10-year pro forma cash flow projection summarized on the facing page and present value computations summarized on the following facing page, we have concluded that the indicated value via the Income Approach for the subject property, as of March 15, 1985 is $4,290,000 (rounded).

The Income Approach analyzes and attempts to measure the investment qualities of the property appraised. Since the main objective in developing and owning a shopping center such as the subject is for investment purposes, the market for the property is most concerned with the net income benefits to be derived in the future. In this approach, a ten-year discounted cash flow analysis was prepared in order to estimate the present value of

EXHIBIT 29 (Continued)

the future income streams. In our opinion, this approach is considered the most reliable indication of value for the subject.

Discounted Cash Flow
Net Present Value Computation
City Professional Office Building

Cash Flow at end of Year	Cash Flow Amount	Discount Factor 2	Present Value As of 3/1/85
10	$9,242,611	.232361	$2,147,622
9	515,775	.269539	139,021
8	550,375	.312665	172,083
7	554,536	.362691	201,125
6	560,736	.420722	235,914
5	517,794	.488037	252,703
4	389,823	.566123	220,688
3	459,970	.656703	302,064
2	439,271	.761776	334,626
1	324,430	.883660	286,686
			$4,292,532
Rounded to			$4,290,000

Notes

1) Cash flow at the end of ten equals the sum of $8,573,721 reversion value and tenth year's net operating income before debt service of $668,890.

2) Due to the March 1, 1985 beginning computation date used in our computer model and for purposes of discounting respective cash flows back to this date, the discount factors shown reflect a 9.833-yr. time period for the cash flow at the end of the year ten, an 8.833-yr. time period for the cash flow at end of year nine, and so on, down to a .833-yr. time period for the cash flow at end of year one. The discount factors and present values shown have been calculated with compound interest accruing during the "odd period" between March 1, 1985 and December 31, 1985. For those persons interested in duplicating these calculations on the Hewlett Packard 12C handheld calculator, it is first necessary to press the "STO" key and then the "EEX" key to switch into the compound interest mode before entering the cash flow amounts (wnen initially turned on, the HP 12C is automatically in a simple interest mode). The discount factors shown are rounded to four significant digits although calculations are based on actual factors.

EXHIBIT 29 (Continued)

Direct Capitalization Method

As a check against the Discounted Cash Flow Analysis presented above, we have also estimated a value indication by the Direct Capitalization Method as summarized below. In this analysis, we have chosen to capitalize the annualized 1985 net operating income at a 10.25% overall capitalization rate and deducting therefrom other first-year expenses which would be incurred by a purchaser in 1985 (tenant improvements, leasing commissions, and capital improvements).

1985 Stabilized Pro Forma Income Statement

Base Rental Income	$ 544,950
Recapturable Expenses	88,066
Gross Rental Income	$ 633,016
Less: Vacancy	63,302
Rent Concessions	4,693
Effective Rental Income	$ 565,021
Overage Rent	5,000
Effective Gross Income	$ 570,021
Total Operating & Fixed Expenses	117,801
NET OPERATING INCOME	$ 452,220
Capitalize @ 10.25%	$4,411,902
Less: Other Expense (Tenant Improvements, Leasing Commissions, Capital Improvements)	62,904
Indicated Value	$4,348,998
Rounded to	$4,350,000

The indicated value of $4,350,000 via the Direct Capitalization Method provides reasonable support for the value indication via the Discounted Cash Flow Method but is given less weight in our final analysis as most investors for this type of property place the most emphasis on a similar discounted cash flow analysis.

EXHIBIT 29 (Continued)

Based on our analyses of the subject property's income-producing capabilities, but placing greater weight on the Discounted Cash Flow analysis presented above, we are of the opinion the market value of the leased fee interest in the subject property, subject to the existing leases, as of March 15, 1985 is:

FOUR MILLION THREE HUNDRED THOUSAND DOLLARS

($4,300,000)

EXHIBIT 30

A F T E R T A X V A L U A T I O N
(A.T.V.)

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**************************************************************************************
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*                                                                                    *
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PLEASE INPUT THE NUMBER CORRESPONDING TO THE DESIRED OPERATION

1	VALUE CALCULATION
2	GRAPHIC PRESENTATION
3	YIELD CALCULATION
4	INCOME AND EXPENSE ANALYSIS
5	RETURN TO SYSTEM

EXHIBIT 30 (Continued)

COMPUTER OUTPUT OF AFTER TAX
VALUATION PROGRAM FOR SUBJECT PROPERTY

WOOLWORTH-$250000 MORTGAGE-$240000 LAND
2 W. MIFFLIN ST.
MADISON , WI 53703
By LANDMARK RESEARCH-GRAASKAMP/DAVIS

VALUE	$375,566.
AFTER TAX YIELD	16.00000
OVERALL RATE	0.09137
MORTGAGE CONSTANT	0.14059
MORTGAGE VALUE	$250,000.
BUILDING VALUE	$135,566.
EQUITY VALUE	$125,566.
EQUITY DIVIDEND	-0.00663

INPUT FILE

EQUITY YIELD RATE	16.00000
HOLDING PERIOD	5
LOAN NUMBER	1
INTEREST RATE	0.13000
LOAN TERM	20.00000
PAYMENTS PER YEAR	12
LOAN AMOUNT	250,000
TAX RATE	0.50000
CAPITAL GAINS TAX RATE	0.20000
RESALE PRICE	$500,000.
LAND VALUE	$240,000.
DEPRECIATION METHOD	SL
COST RECOVERY PERIOD	18
NET OPERATING INCOME	$34,315.
CHANGE IN NOI	0.43762
INCOME ADJUSTMENT FACTOR	YR
SELLING COST	0.04000

C A S H F L O W S U M M A R Y

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
NOI	$34,315.	$45,814.	$47,052.	$47,772.	$49,332.
DEBT SER#1	-$35,147.	-$35,147.	-$35,147.	-$35,147.	-$35,147.
BTCF	-$832.	$10,667.	$11,905.	$12,625.	$14,185.
NOI	$34,315.	$45,814.	$47,052.	$47,772.	$49,332.
INTEREST 1	-$32,336.	-$31,948.	-$31,507.	-$31,004.	-$30,433.
DEPREC	-$7,531.	-$7,531.	-$7,531.	-$7,531.	-$7,531.
TAXABLE	-$5,553.	$6,334.	$8,014.	$9,236.	$11,368.
TAXES	-$2,776.	$3,167.	$4,007.	$4,618.	$5,684.
ATCF	$1,944.	$7,500.	$7,898.	$8,007.	$8,501.

RESALE PRICE	$500,000.
SELLING COST	-$20,000.
LOAN BALANCE # 1	-$231,493.
BEFORE TAX PROCEEDS	$248,507.
TAXES	-$28,418.
AFTER TAX PROCEEDS	$220,089.

RESALE PRICE	$500,000.
SELLING COST	-$20,000.
ADJUSTED BASIS	-$337,909.
TAXABLE GAIN	$142,091.
LONG TERM GAIN	$142,091.
ORDINARY TAXES	$0.
CAPITAL GAINS TAX	$28,418.

EQUITY CASH FLOW SUMMARY

YEAR	CASH FLOW
0	-$125,566.
1	$1,944.
2	$7,500.
3	$7,898.
4	$8,007.
5	$228,590.

EXHIBIT 30 (Continued)

ASSUMPTIONS USED IN AFTER-TAX VALUATION

Equity Yield Rate	16%	
Holding Period	5 yrs.	
Loan Number	1	
Interest Rate	13%	
Loan Term	20 yrs.	
Payments per Year	12	
Loan Amount	$250,000	[1]
Tax Rate	50%	
Capital Gains Tax Rate	20%	
Resale Price	$500,000	[2] & [3]
Land Value	$240,000	[4]
Depreciation Method	Straight Line	
Cost Recovery Period	18 yrs.	
Net Operating Income-Year One	$34,315	
Change in NOI	0.43762	
Income Adjustment Factor *	YR	
Selling Cost	4%	

* (Enter each year's income - Exhibit IV-3)

[1] On the basis of a reasonable land value it was assumed a purchaser could obtain a $250,000 loan at 13 percent interest, monthly payment amortized for 20 years and ballooning in 5 years.

[2] The loan available to a prospective purchaser must be secured by the income or the land value. Since purchase is motivated by an interim use followed by redevelopment of the site, the critical collateral value is the land. Assuming the land is worth $50 per square foot in 1990, to parallel the 1985 value of the Manchester site, the land will ultimately be worth $610,000 before it is cleared for redevelopment. A 1985 estimate for demolition from Terra Engineering and Construction Corporation Corp. was $88,000 plus, depending on the presence of asbestos or other DNR requirements. (See Appendix C.) Inflating by 5 percent to 1990 leads to a demolition charge estimate of approximately $115,000 or a residual value to the land before demolition of $495,000, say $500,000 in 1990 when the Woolworth lease expires.

[3] Each additional $100,000 of land value realized in 1990, net of demolition costs, would add approximately $47,600 of value at 16 percent of return to 1985 dollars.

[4] A land value of $240,000 in 1985 is approximately $20 per square foot, a relatively low estimate which reflects the current uncertainty of redevelopment plans for the Square. Internal Revenue Service will undoubtedly pressure the next buyer on the allocation of purchase price between land and depreciable buildings, so that tax shelter may be minimal from depreciation or the write-off of the building in five years may be unsuitable for the business purpose of the tenant.

EXHIBIT 30 (Continued)

WOOLWORTH BUILDING
SCHEDULE OF REVENUES AND EXPENSES
FROM MAY 1, 1985, THROUGH APRIL 30, 1990

	YEAR ONE 5-1-85 TO 4-30-86	YEAR TWO 5-1-86 TO 4-30-87	YEAR THREE 5-1-87 TO 4-30-88	YEAR FOUR 5-1-88 TO 4-30-89	YEAR FIVE 5-1-89 TO 4-30-90
REVENUES					
Woolworth	50000	50000	50000	50000	50000
Office	37363	39231	41192	43252	45414
Office Vacancy	14179	5209	4119	4325	4541
Effective Gross Revenue (EGR)	73183	84022	87073	88927	90873
REIMBURSABLES					
Electricity-Office Tenants	2979	3099	3223	3352	3486
Utilities-Woolworth	28829	30019	31220	32469	33767
Insurance-Woolworth	1820	1893	1968	2047	2129
Real Estate Tax Increase Over Base of $19709 (1984)	0	0	0	0	237
Total Reimbursables	33628	35011	36411	37867	39619
TOTAL EFFECTIVE GROSS REVENUE	106811	119032	123484	126794	130492
EXPENSES					
Repairs & Maintenance	4004	4324	4670	5044	5447
Utilities	35568	36991	38470	40009	41610
Insurance	2716	2824	2937	3055	3177
Real Estate Taxes	18531	16497	17487	18537	19649
Mall Special Assessment	2517	2393	2270	1458	0
Mall Maintenance	616	665	719	776	838
Management @ 5% EGR	5341	5952	6174	6340	6525
Leasing @ 3% EGR	3204	3571	3705	3804	3915
TOTAL EXPENSES	72496	73218	76432	79022	81160
NET OPERATING INCOME	34315	45814	47052	47772	49332

A RETIREMENT LIVING CENTER
SCHEDULE OF PROJECTED REVENUES FROM
JANUARY 1, 1985, THROUGH DECEMBER 31, 1994 [1]

	ESTIMATED GROWTH RATES FROM 1987-1994 [2]	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994
EFFECTIVE GROSS APARTMENT/SERVICE REVENUE [2]											
81 - 1 BR Apartment Units	5%	0	239501	321040	337092	353947	371644	390226	409737	430224	451735
60 - 2 BR Apartment Units	6%	0	266976	309093	327639	347297	368135	390223	413636	438454	464762
8 - 2 BR Deluxe Apartment Units	7%	0	47880	50719	54270	58069	62133	66483	71136	76116	81444
Service/Amenity Package - 149 Residents [3] (1st Occupant)	6%	0	435204	543635	576253	610828	647477	686326	727506	771156	817425
Service/Amenity Package - 37 Residents (2nd Occupant)	6%	0	68772	85907	91061	96525	102316	108455	114963	121861	129172
SUBTOTAL: EFFECTIVE GROSS APARTMENT/ SERVICE REVENUE		0	1058333	1310394	1386314	1466665	1551706	1641713	1736978	1837811	1944539
EFFECTIVE GROSS PARKING REVENUE [4]											
48 Attached Garages	5%	0	19114	21480	22554	23682	24866	26109	27415	28786	30225
60 Ancillary Attached Garages	5%	0	9380	14364	15082	15836	16628	17460	18333	19249	20212
SUBTOTAL: EFFECTIVE GROSS PARKING REVENUE		0	28474	35844	37636	39518	41494	43569	45747	48035	50436
LAUNDRY - EFFECTIVE GROSS REVENUE [5]	5%	0	1712	2118	2224	2335	2452	2575	2703	2838	2980
OTHER - EFFECTIVE GROSS REVENUE [5]	7%	0	16892	21300	22791	24386	26093	27920	29874	31965	34203
SUBTOTAL: EFFECTIVE GROSS REVENUE-RENT/SERVICE PARKING, LAUNDRY & OTHER SOURCES		0	1105411	1369656	1448965	1532904	1621745	1715776	1815303	1920649	2032158
INTEREST INCOME [6]											
Security Deposit @ 9%	0%	0	7599	8954	8954	8954	8954	8954	8954	8954	8954
Debt Service Reserve Fund @ 11.5%	0%	64400	64400	64400	64400	64400	64400	64400	64400	64400	64400
SUBTOTAL: INTEREST INCOME		64400	71999	73354	73354	73354	73354	73354	73354	73354	73354
TOTAL EFFECTIVE GROSS REVENUE [7]		64400	1177409	1443010	1522320	1606259	1695099	1789130	1888657	1994004	2105512

EXHIBIT 31

FOOTNOTES TO EXHIBIT 31 (Continued)

A RETIREMENT LIVING CENTER
SCHEDULE OF PROJECTED REVENUES FROM JANUARY 1, 1985,
THROUGH DECEMBER 31, 1994

[1] Detailed calculations of projected potential and effective gross revenue are found in Appendix C. The potential gross revenue and vacancy loss from each revenue source for each year are shown.

[2] Vacancy Loss: Although completion of [redacted] is targeted for the late fall of 1985, for purposes of this appraisal it is assumed that operations begin on January 1, 1986, and all pre-leased units are occupied at that time. Based upon occupancy/vacancy projections detailed in Exhibit III-6 the 81 one-bedroom units will have an average vacancy loss of 23 percent in 1986 and apartment rents will remain at the same level as in 1984-85. The average vacancy thereafter will be stable at 1.7 percent per year for tenant turnover.

The 60 two-bedroom units will have an average vacancy loss of 10 percent in 1986 and will then be stabilized at 1.7 annually for tenant turnover.

The eight deluxe two-bedroom units have a waiting list 1-1/4 years before the project is scheduled to open. Vacancy will be 0 percent in 1986 and will average 1 percent thereafter to account for the time needed to redecorate as tenancy changes.

Inflation Rate: Landmark Research, Inc.'s 1984 apartment rental survey in [redacted] and in [redacted] indicates a varying pattern of rental increases from February 1984 to November 1984. The City of [redacted] Department of Planning and Development previously referenced study also indicates a steady increase in rents for one- and two-bedroom units. The data given for efficiencies and three-bedroom units were discovered to contain some distortions, but the one- and two-bedroom information appears to be consistent with the 1982 data and Landmark's information. Landmark's rental study and the City of [redacted] comparative rent data for 1982 and 1984 are found in Appendix B of this appraisal.

FOOTNOTES TO EXHIBIT 31 (Continued)

Based upon historic market rent increases in and , comparative rents of other retirement centers in and on file in Landmark's office, changes in the consumer price index, and demand factors for unit types, the following inflation factors are projected for :

For one-bedroom units, the rental revenue is expected to increase annually from 1987 at 5 percent after the initial rent-up period.

The two-bedroom units will have a greater demand in the early years of the project; the market survey results and the pre-leasing unit mix confirm this consumer preference. The appraiser estimates that the two-bedroom monthly service charge at $675 per month was initially understated when compared with other and retirement center fees; because of the strong demand for two-bedroom units and the initial understatement of the total monthly service charge, the rent portion is expected to increase 3 percent in 1986 and is projected to increase at 6 percent annually thereafter.

The demand is high for the larger two-bedroom, 1.75 bath unit and therefore the rent is expected to increase 5 percent in 1986 and 7 percent per year thereafter, a rate which includes both a high demand and an inflationary factor.

[3] The monthly service package, as detailed in Exhibit III-8, is projected to increase at 6 percent per year. As residents learn to live in and fully utilize the varied spaces and services available in a well-managed retirement living center, the value of this package will increase in intrinsic value to each resident. The revenue from the service package varies with occupancy; in 1986 occupancy is estimated to be 83.5 percent and in 1987 and thereafter, occupancy is expected to average 98.4 percent overall.

[4] In 1986 the 48 attached garage stalls located on the south end of wings A and B are projected to experience a vacancy loss of 7.5 percent and an average of 1 percent thereafter. The rent is expected to increase by 2-1/2 percent in 1986 and at 5 percent thereafter.

FOOTNOTES TO EXHIBIT 31 (Continued)

The 60 ancillary enclosed garage stalls, expected to have a longer rent-up period, are projected to have a vacancy loss of 35 percent in 1986 and thereafter the vacancy loss is projected to be 5 percent annually. Rents will remain flat through 1986 and will then increase at the rate of 5 percent per year.

[5] Laundry revenue will vary with occupancy at 83.5 percent in 1986 and 98.4 percent in 1987 and thereafter. Laundry revenue will increase 2-1/2 percent in 1986 from the 1985 lease amount and thereafter the annual increase is estimated to be 5 percent per year. This percentage increase in laundry revenue anticipates greater use of the washer/dryer beyond the allowance limit as well as the effect of inflation.

Other income from the coffee shop, beauty shop, guest rooms, and other sources will vary with occupancy. In 1986 allowances for vacancy is 16.5 percent, and in 1987 and thereafter, vacancy loss is projected to be no more than 1.6 percent. The gross potential revenue from these sources is projected to remain at the 1985 base amount until 1987 when the residents will have gradually adapted to living in a retirement center and will make fuller use of these facilities and services. In 1987 and thereafter, revenue from other sources will increase at the rate of 7 percent per year.

[6] The interest earned on security deposits varies with occupancy; in 1986 only 83.5 percent of the potential security deposits were earning interest, but from 1987 on, interest was earned on 98.4 percent of the potential security deposits. Interest at 9 percent is expected to remain stable.

Interest earned on the Debt Service Reserve Fund does not vary with occupancy and the interest rate is projected to be stable at 11.5 percent.

[7] The total effective gross income for years 1985 through 1994 is entered into the discounted cash flow program MRCAP as fixed income net of vacancy losses. See Exhibit IV-10.

[redacted]

A RETIREMENT LIVING CENTER
SCHEDULE OF PROJECTED REVENUES AND EXPENSES FROM JANUARY 1, 1985, THROUGH DECEMBER 31, 1994 [1]

		1985	1986	1987	1988	1989	1990	1991	1992	1993	1994
TOTAL EFFECTIVE GROSS REVENUE [1]		64400	1177409	1443010	1922320	1606259	1695099	1789130	1888657	1994004	2105512
EXPENSES	Base Amount First Year of Operation	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994
MANAGEMENT FEE [2]	3% effective gross before interest revenue	0	55270	68483	72448	76645	81087	85789	90765	96032	101608
FOOD SERVICE CONTRACT [3]	264771	0	221090	273360	287240	301602	316682	332516	349142	366599	384929
ADMINISTRATIVE [4]											
Personnel	75678	0	63191	78190	82100	86205	90515	95041	99793	104783	110022
Legal/Audit	10700	0	10700	11235	11800	12390	13010	13660	14343	15060	15813
Supplies, Dues & Advertising	5875	0	4900	6070	6380	6699	7034	7386	7755	8143	8550
SUBTOTAL: ADMINISTRATIVE	92253	0	78791	95495	100280	105294	110559	116087	121891	127986	134385
UTILITIES [5]											
Electricity	28700	0	24000	29370	30500	31720	32989	34308	35681	37108	38592
Water & Sewer	10700	0	8950	11050	11600	12180	12789	13428	14100	14805	15545
Gas	7600	0	6350	8000	7560	8089	8655	9261	9910	10603	11346
Telephone Service	12000	0	10020	12500	13270	14066	14910	15805	16753	17758	18824
SUBTOTAL: UTILITIES	59000	0	49320	60920	62930	66055	69343	72803	76443	80274	84307

EXHIBIT 32

EXHIBIT 32 (Continued)

MAINTENANCE [6]											
Personnel-Building Services	42430	0	35430	44260	46910	49725	52708	55871	59223	62776	66543
Grounds Care	4725	0	3950	4880	5130	5387	5656	5939	6236	6547	6875
Rubbish Removal	2650	0	2200	2740	2870	3014	3164	3322	3489	3663	3846
Janitorial Supplies & Services	5985	0	5000	6180	6490	6815	7155	7513	7889	8283	8697
Vehicle Usage & Maintenance	3600	0	3000	3720	3910	4106	4311	4526	4753	4990	5240
Building Repairs & Maintenance	9035	0	7550	9430	9990	10589	11225	11898	12612	13369	14171
Elevator Maintenance Contract	7000	0	7000	7350	7718	8103	8509	8934	9381	9850	10342
Parking Lot Repair	200	0	200	200	1700	1802	1910	2025	2146	2275	2411
Decorating	5250	0	5250	5850	6140	6447	6769	7108	7463	7836	8228
Exterminating	850	0	710	880	920	966	1014	1065	1118	1174	1233
Laundry Expense	300	0	260	320	330	347	364	382	401	421	442
SUBTOTAL: MAINTENANCE	82025	0	70550	85810	92100	97299	102785	108583	114710	121185	128028
ALL RISK INSURANCE [7]	14700	0	14700	15440	16200	17010	17861	18754	19691	20676	21710
OPERATING EXPENSES BEFORE R.E. TAXES		0	489721	599708	631206	663905	698317	734531	772642	812752	854966
REAL ESTATE TAX [8]	13300	11650	13300	150500	174100	182805	191945	201543	211620	222201	233311
TOTAL OPERATING EXPENSES		11650	503021	750208	805306	846710	890262	936073	984262	1034952	1088277
NET OPERATING INCOME (before reserves, debt service, and income taxes)		52750	674388	692802	717014	759549	804837	853057	904395	959052	1017239

FOOTNOTES TO EXHIBIT

[redacted]

SCHEDULE OF PROJECTED REVENUES AND EXPENSES FROM
JANUARY 1, 1985, THROUGH DECEMBER 1, 1994

[1] Total effective gross revenue is taken from Exhibit IV-8 which details each revenue component.

The operating expenses used for this project are based upon estimates made by [redacted] and checked for reasonableness against actual expenses experienced by other property managers in or from service suppliers. The annual inflation factor of 5 percent used to forecast most of the expenses is based upon the following pattern of changes in the Consumer Price Index and upon the premise that current Federal deficits will cause the inflation rate to accelerate gradually from recent lows.

1980	-	10.8%	
1981	-	8.1%	
1982	-	3.5%	
1983	-	3.5%	
1984	-	4.0%	(Annualized)

[2] The management fee is 5 percent of the effective gross revenue before interest revenue.

[3] The expense for the food service contract assumes that all residents will utilize the seven-day meal plan which entitles each resident to one full dinner/supper each day of the week. The monthly service charge also includes the charge for the seven-day meal plan. The rate of increase in food service has been relatively stable in the past few years. according to , President of in , from whom the quote of $3.90 per meal per day was obtained. forecasts future price increases to be less than 5 percent per year, including increases both for food products and for labor. Food service charges are assumed to vary with occupancy. Full occupancy of 149 residents plus 37 second occupants will result in an initial food service cost of $264,771 (186 residents x 365 days x $3.90), but in 1986, at 83.5 percent occupancy, the expense is $221,090. In 1987 and thereafter, occupancy is assumed to remain stable at 98.4 percent with expenses increasing annually at 5 percent.

[4] Administrative personnel include an administrator, a resident service coordinator, a secretary-bookkeeper, receptionists, and other part-time administrative assistants. Added to the estimated base salary cost of $63,065 is 20 percent for fringe benefits for a total base of $75,678. Salaries are estimated to increase at 5 percent annually and staff size will vary with occupancy. Legal and audit costs are fixed and are inflated at 5 percent per year. Supplies, dues, and advertising costs vary with occupancy and are inflated annually at 5 percent.

[5] The Electric Power Company in has experienced a 2 percent rate decrease in 1984 and less than a 1 percent decrease has been requested for 1985. A surplus of electricity generating capacity in Wisconsin will keep electricity costs stabilized for the near future. Costs are assumed to increase at a generous 4 percent per year.

Natural gas increases in September/October of 1984 were approximately 3 percent. Both pipeline and utility operators expect the commodity charge for natural gas to be flat in the future with only inflationary increases anticipated, according to a spokesman for Natural Gas Co. An inflation factor of 5 percent is assumed for both gas and sewer and water. Local telephone service will be included in the monthly service charge for each apartment. The basic quote of $12,000 from the telephone company for all telephone service is expected to inflate at 6 percent per year, higher than the anticipated inflation rate, because of the uncertainty of the telephone company's pricing policy.

[6] The personnel for building services include a full-time building service coordinator, a part-time general maintenance person and housekeepers to clean common areas and to provide monthly cleaning services for each apartment. The estimated salaries of $35,360 plus 20 percent for fringe benefits total $42,432. Salary increases for this type of work, more likely to be influenced by labor unions, are estimated to increase 6 percent annually.

Many of the maintenance services such as landscaping, rubbish removal, exterminating, and elevator maintenance are expected to be performed by contract. Parking lot repair and decorating expenses (the apartment portion of the total expenses) are expected to be minimal in the first two years of operation. An annual inflation factor of 5 percent is used to forecast expense increases for all maintenance categories except for labor. All maintenance expenses, except for the elevator contract, vary with occupancy or the age of the project.

FOOTNOTES TO EXHIBIT (Continued)

[7] An all-risk insurance policy is a fixed expense and the premium is estimated to increase at 5 percent annually. Insurance coverage during construction is included in the construction budget.

[8] Real estate assessments are made as of the first of January of each year based upon the value in place on that day. Taxes, based on January first assessments, are due and payable in the following year, or an annual, semi-annual, or quarterly basis. Land value in 1984 is estimated to be $462,000, or $3,100 per unit. The 1983 net mill rate for property located in County was 0.02232 based upon assessments at 95.94 percent of full market value. At full market value the mill rate would be 0.02232/0.9594, or 0.02326. In 1984 the assessments are at 88.47 percent of full market value and the mill rate has not yet been determined. Using the 1983 mill rate of 0.02232/0.8847 equals a 1984 mill rate of 0.02523. Average mill rate increases over the past four years range from 2.5 percent to 4.4 percent for and Counties. However, forecasting real estate tax increases, an annual increase of 5 percent is used because State and Federal governments are continually withdrawing their tax funds from local tax districts.

For 1984 real estate taxes, payable in 1985, a land value of $462,000 times a mill rate of 0.02523 yields taxes of $11,650. As of January 1, 1985, the contractor estimates $40,000 of site improvements will be added to the site. Therefore $462,000 plus $40,000, or $502,000 times 0.02649 (0.02523 x 1.05) is $13,300 for 1985 real estate taxes due in 1986. As of January 1, 1986, the project is expected to be 90 percent complete. Market value for real estate tax purposes of $40,000 per unit includes $3,100 per unit for land. Therefore, an improvement value of $5,900,400, which is 90 percent complete, plus land, taxed at 0.02781 (0.02649 x 1.05) yields real estate taxes of $150,500, payable in 1987. The completed project as of January 1, 1987, would be taxed at $174,100 based upon the previously stated assumptions and would increase at 5 percent per year thereafter.

Table M

Commitments of $100,000 and Over on Multifamily and Nonresidential Mortgages Made by 20 Life Insurance Companies

Loan Size Class Within Major Property Type, Second Quarter, 1984

Major Property Type / Loan Size	No. of Loans	Amount Committed ($000)	Averages: Loan Amount ($000)	Interest Rate (by #)	Interest Rate (by $)	Loan/Value	Capitalization Rate	Debt Coverage	Percent Constant	Maturity (Years/Months)
APARTMENT - CONVENTIONAL	22	147,578	6,708	12.94%	12.92%	68.9%	10.2%	1.12	13.3%	9/10
Less than $1 million	1	923	923	*	*	*	*	*	*	*
$1 million - $3,999(000)	1	1,950	1,950	*	*	*	*	*	*	*
$4 million - $7,999(000)	13	72,005	5,539	12.78	12.82	70.8	10.3	1.12	13.3	10/4
$8 million - $14,999(000)	6	56,700	9,450	13.12	13.13	69.0	9.9	1.14	13.3	8/6
$15 million and over	1	16,000	16,000	*	*	*	*	*	*	*
COMMERCIAL RETAIL	34	578,040	17,001	12.91	12.74	65.8	10.5	1.30	13.2	10/11
Less than $1 million	1	900	900	*	*	*	*	*	*	*
$1 million - $3,999(000)	6	14,750	2,458	12.79	12.70	63.4	11.1	1.64	13.2	10/8
$4 million - $7,999(000)	10	53,765	5,376	13.06	13.01	64.8	10.7	1.26	13.4	8/11
$8 million - $14,999(000)	5	55,125	11,025	13.15	13.13	67.8	10.3	1.13	13.3	8/7
$15 million and over	12	453,500	37,792	12.75	12.66	66.4	9.9	1.25	12.9	14/1
OFFICE BUILDING	153	2,039,996	13,333	12.94	13.01	69.7	10.5	1.25	13.1	10/9
Less than $1 million	6	4,185	698	13.59	13.67	60.4	11.9	1.14	14.0	6/8
$1 million - $3,999(000)	43	106,296	2,472	13.07	13.03	70.7	10.9	1.19	13.2	8/7
$4 million - $7,999(000)	43	242,231	5,633	13.08	13.06	69.2	10.4	1.39	13.2	9/6
$8 million - $14,999(000)	24	256,054	10,669	12.38	12.38	71.3	10.4	1.18	12.6	13/9
$15 million and over	37	1,431,230	38,682	12.94	13.11	69.6	9.9	1.20	13.2	13/5
COMMERCIAL SERVICE	21	104,692	4,985	13.19	13.26	64.4	10.8	1.41	13.6	9/0
Less than $1 million	1	710	710	*	*	*	*	*	*	*
$1 million - $3,999(000)	11	24,027	2,184	13.25	13.22	68.9	11.4	1.23	13.6	9/7
$4 million - $7,999(000)	5	25,725	5,145	12.88	13.00	53.4	9.4	1.59	13.7	9/7
$8 million - $14,999(000)	2	17,000	8,500	*	*	*	*	*	*	*
$15 million and over	2	37,230	18,615	*	*	*	*	*	*	*

[a]Data not shown for a limited number of loans.

(cont'd)

EXHIBIT 33

Table M - page 2

Second Quarter, 1984 (Cont'd)

Major Property Type Loan Size	No. of Loans	Amount Committed ($000)	Averages: Loan Amount ($000)	Interest Rate (by #)	Interest Rate (by $)	Loan/ Value	Capitalization Rate	Debt Coverage	Percent Constant	Maturity (Years/Months)
INSTITUTIONAL AND RECREATIONAL	1	5,000	5,000	*%	*%	*%	*%	*	*%	*
INDUSTRIAL	40	240,163	6,004	12.88	12.49	71.4	10.6	1.15	13.1	6/5
Less than $1 million	3	2,420	807	14.04	13.97	61.8	10.9	1.33	14.0	3/8
$1 million - $3,999(000)	18	38,912	2,162	13.01	12.94	72.4	11.0	1.18	13.2	6/8
$4 million - $7,999(000)	13	75,283	5,791	12.80	12.81	72.8	10.2	1.09	12.8	5/0
$8 million - $14,999(000)	2	23,559	11,780	*	*	*	*	*	*	*
$15 million and over	4	99,989	24,997	11.88	11.96	72.4	9.9	1.03	13.1	10/0
HOTEL AND MOTEL	11	101,732	9,248	13.34	13.30	48.7	11.0	1.85	13.8	8/9
$1 million - $3,999(000)	2	4,000	2,000	*	*	*	*	*	*	*
$4 million - $7,999(000)	5	27,982	5,596	13.37	13.39	44.2	11.4	1.54	14.7	11/4
$8 million - $14,999(000)	1	8,000	8,000	*	*	*	*	*	*	*
$15 million and over	3	61,750	20,583	13.33	13.28	54.1	9.9	1.71	13.3	6/8
MULTIPLE PROPERTY COMPLEX (All $15 million and over)	3	128,000	42,667	13.00	13.00	60.9	10.0	1.31	13.3	10/0
TOTAL	285	3,345,201	11,738	12.97	12.95	68.1	10.5	1.27	13.2	9/10

*Data not shown for a limited number of loans.

Note: Averages for capitalization rate, debt coverage ratio and percent constant may represent a fewer number of loans than the total for the specified category. Averages for interest rate are based on 273 loans. These include seven accrual loans with a mean accrual rate of 13.50% and a dollar-weighted average accrual rate of 13.67%. Nonrefundable fees were reported in connection with 31% of the total number and 42% of the amount committed. The comparable shares by property type ran 68% and 81% for apartments, 24% and 20% for commercial retail, 29% and 53% for office buildings, 24% and 24% for commercial services, 35% and 28% for industrial, and 9% and 17% for hotels and motels.

EXHIBIT 33 (Continued)

EXHIBIT 34

VALTEST
Discounted Cash Flow Model
(Renamed ATCF in Real Estate Planning Program)

4. Test for Investment Yield at Estimated Market Value Assuming Cash to the Seller

A computerized discounted before and after tax cash flow program, VALTEST, is used to test the reasonableness of the appraised value. Input assumptions used are shown in Exhibit IV-4 and are taken from the Schedule of Revenues and Expenses (Exhibit IV-2) and from the MRCAP program output (Appendix C) which solved for the justified mortgage, assuming a debt cover ratio of 1.4 based upon the first year NOI of $126,498. The net resale price is assumed to be $1,130,000 based upon a net income multiplier of 6.5 applied to the NOI in the tenth year of the holding period, and cash resale costs of 4 percent.

The resulting modified internal rate of return of 15.6 percent before taxes and 14.2 percent after taxes represents a minimum threshold for equity investors. The Air Cargo Facility is fully priced at $1,000,000 assuming cash to the seller and financed at a 13.25 percent interest rate and a 25-year term. (See Exhibit IV-4 for VALTEST output.)

EXHIBIT 34 (Continued)

EXHIBIT IV-4

```
                    INPUT ASSUMPTIONS
                    **********
1. ENTER PROJECT NAME ? AIR CARGO FACILITY
2. ENTER PROJECTION PERIOD ?  10
3. DO YOU WANT TO ENTER EFFECTIVE GROSS REVENUE INSTEAD OF NOI? N
   N.O.I. YEAR  1? 126498
   N.O.I. YEAR  2? 131770
   N.O.I. YEAR  3? 136943
   N.O.I. YEAR  4? 142327
   N.O.I. YEAR  5? 148691
   N.O.I. YEAR  6? 154521
   N.O.I. YEAR  7? 160588
   N.O.I. YEAR  8? 167710
   N.O.I. YEAR  9? 174280
   N.O.I. YEAR  10? 181113
4. ACQUISITION COST: ? 1000000
5. DO YOU WANT TO USE STANDARD FINANCING? Y OR N?Y
   MTG. RATIO OR AMOUNT, INT., TERM, NO PAY/YR ? 656633, .1325, 25, 12
6. ENTER RATIO OF IMP #1/TOTAL VALUE, LIFE OF IMP #1? 1, 18
   IS THERE A SECOND IMPROVEMENT? Y OR N? N
7. DEPRECIATION METHOD, IMPROVEMENT #1 ? 1
   IS PROPERTY SUBSIDIZED HOUSING ? Y OR N ?N
   IS PROPERTY RESIDENTIAL? Y OR N? N
8. IS OWNER A TAXABLE CORPORATION? Y OR N ?N
   THE MAXIMUM FEDERAL INDIVIDUAL ORDINARY RATE COULD BE:
          70% (PRE-1981 LAW)
          50% (1981 LAW, EFFECTIVE 1982)

          (PLUS STATE RATE)

    ENTER:
   1) EFFECTIVE ORDINARY RATE  2) EFFECTIVE ORDINARY RATE (YEAR OF SALE)
?  .4, .4
9. RESALE PRICE (NET OF SALE COSTS) ? 1130000
10. IS THERE LENDER PARTICIPATION ?N
11. ENTER OWNER'S AFTER TAX REINVESTMENT RATE (%)?  9
12. ENTER OWNER'S AFTER TAX OPPORTUNITY COST OF EQUITY FUNDS (%)?  9
```

EXHIBIT IV-4 (Continued)

AFTER TAX CASH FLOW PROJECTION
AIR CARGO FACILITY
DATE 1/1/85

DATA SUMMARY
****

ACQUISTN COST: $1,000,000. MTG. AMT.: $656,633.
NOI 1ST YR: $126,498. MTG. INT.: 13.25%
ORG. EQUITY: $343,367. MTG. TERM: 25. YRS
CTO 1ST YEAR: $36,143. DEBT SERVICE 1ST YEAR: $90,355.
MTG. CONST.: .137604
IMP. #1 VALUE: $1,000,000. IMP. #1 LIFE: 18.
INC. TX RATE: 40%
SALE YR RATE: 40% OWNER: INDIVIDUAL

DEPRECIATION IMPROVEMENT #1 : STRAIGHT LINE
NON-RESIDENTIAL PROPERTY
LENDER PARTICIPATION: CASH THROU-OFF: NONE REVERSION: NONE

NO REPRESENTATION IS MADE THAT THE ASSUMPTIONS BY LANDMARK RESEARCH,INC ARE PROPER OR THAT THE CURRENT TAX ESTIMATES USED IN THIS PROJECTION WILL BE ACCEPTABLE TO TAXING AUTHORITIES. NO ESTIMATE HAS BEEN MADE OF MINIMUM PREFERENCE TAX. CAPITAL LOSSES IN THE YEAR OF SALE ARE TREATED AS ORDINARY LOSSES (SECTION 1231 PROPERTY) AND ARE CREDITED AGAINST TAXES PAID AT THE ORDINARY RATE AT THE TIME OF SALE.
FOR THE PURPOSE OF THE MODIFIED INTERNAL RATE OF RETURN (M.I.R.R.) CALCULATION, NEGATIVE CASH IN ANY ONE PERIOD IS TREATED AS A CONTRIBUTION FROM EQUITY IN THAT PERIOD.

YEAR	NOI	MTG INT & LENDERS %	TAX DEP	TAXABLE INCOME	INCOME TAX	AFTER TAX CASH FLOW
1.	126498.	86793.	55556.	-15851.	-6341.	42484.
2.	131770.	86291.	55556.	-10077.	-4032.	45447.
3.	136943.	85718.	55556.	-4332.	-1734.	48322.
4.	142327.	85065.	55556.	1706.	682.	51290.
5.	148691.	84320.	55556.	8815.	3526.	54810.
6.	154521.	83470.	55556.	15495.	6198.	57968.
7.	160588.	82500.	55556.	22532.	9013.	61220.
8.	167710.	81394.	55556.	30761.	12304.	65051.
9.	174280.	80132.	55556.	38593.	15437.	68488.
10.	181113.	78692.	55556.	46866.	18746.	72012.
	$1524441.	$834375.	$555556.	$134508.	$53799.	$567089.

EXHIBIT 34 (Continued)

EXHIBIT IV-4 (Continued)

RESALE PRICE:	$1,130,000.
LESS MORTGAGE BALANCE:	$587,454.
PROCEEDS BEFORE TAXES:	$542,546.
LESS LENDER'S %:	$0.
NET SALES PROCEEDS BEFORE TAXES:	$542,546.

1ST YR B4 TAX EQ DIV:	10.5260%
AVG DEBT COVER RATIO:	1.6872

RESALE PRICE:	$1,130,000.
LESS LENDER'S %:	$0.
NET RESALE PRICE:	$1,130,000.
LESS BASIS:	$444,444.
TOTAL GAIN:	$685,556.
EXCESS DEPRECIATION:	$0.
EXCESS DEP. FORGIVEN:	$0.
CAPITAL GAIN:	$685,556.
ORDINARY GAIN:	$0.

TAX ON ORDINARY GAIN:	$0.
TAX ON CAPITAL GAIN:	$109,689.
PLUS MORTGAGE BAL:	$587,454.
TOTAL DEDUCTIONS FROM NET RESALE PRICE:	$697,143.

NET SALES PROCEEDS AFTER TAX:	$432,857.

IF PURCHASED AS ABOVE, HELD 10 YEARS & SOLD FOR $1,130,000.
THE MODIFIED I.R.R. BEFORE TAXES IS 15.2639% AND AFTER TAXES IS 13.8784%
ASSUMING AN AFTER TAX REINVESTMENT RATE OF 9%, AND OPPORTUNITY COST OF 9%

EXHIBIT 34 (Continued)

EXHIBIT IV-4 (Continued)

EQUITY ANALYSIS
AIR CARGO FACILITY
****

BEFORE TAX EQUITY DIVIDEND

YR	NOI	YR END EQUITY	AMOUNT	CASH RETURN ORG EQ	CASH RETURN CUR EQ
1.	$126,498.	$346,930.	$36,143.	.1053	.1042
2.	131,770.	350,994.	41,415.	.1206	.1180
3.	136,943.	355,631.	46,588.	.1357	.1310
4.	142,327.	360,921.	51,972.	.1514	.1440
5.	148,691.	366,956.	58,336.	.1699	.1590
6.	154,521.	373,842.	64,166.	.1869	.1716
7.	160,588.	381,697.	70,233.	.2045	.1840
8.	167,710.	390,658.	77,355.	.2253	.1980
9.	174,280.	400,882.	83,925.	.2444	.2094
10.	181,113.	412,546.	90,758.	.2643	.2200

ORIGINAL EQUITY: $ 343367

MORTGAGE ANALYSIS
AIR CARGO FACILITY
****

YEAR	NOI	MORT INT.	MORT AMORT	DEBT SERV	DCR	MTG. BAL.
1.	126498.	86793.	3563.	90355.	1.400	653070.
2.	131770.	86291.	4064.	90355.	1.458	649006.
3.	136943.	85718.	4637.	90355.	1.516	644369.
4.	142327.	85065.	5290.	90355.	1.575	639079.
5.	148691.	84320.	6035.	90355.	1.646	633044.
6.	154521.	83470.	6885.	90355.	1.710	626158.
7.	160588.	82500.	7855.	90355.	1.777	618303.
8.	167710.	81394.	8961.	90355.	1.856	609342.
9.	174280.	80132.	10224.	90355.	1.929	599118.
10.	181113.	78692.	11664.	90355.	2.004	587454.
AVG	$152,444.				1.687	

EXHIBIT 34 (Continued)

EXHIBIT IV-4 (Continued)

DEPRECIATION SCHEDULE
AIR CARGO FACILITY
IMPROVEMENT # 1
STRAIGHT LINE
NON-RESIDENTIAL
****

YEAR	TAX DEP.	S.L. DEP.	EXCESS DEP	BALANCE
1.	55555.6	55555.6	.0	944444.4
2.	55555.6	55555.6	.0	888888.9
3.	55555.6	55555.6	.0	833333.3
4.	55555.6	55555.6	.0	777777.8
5.	55555.6	55555.6	.0	722222.2
6.	55555.6	55555.6	.0	666666.6
7.	55555.6	55555.6	.0	611111.1
8.	55555.6	55555.6	.0	555555.5
9.	55555.6	55555.6	.0	500000.0
10.	55555.6	55555.6	.0	444444.4
TOTAL	555555.6	555555.6	.0	

DISTRIBUTION OF CASH THROW-OFF
AIR CARGO FACILITY

YEAR	CASH THROW-OFF TOTAL	CASH THROW-OFF TO EQUITY	CASH BONUS TO LENDER
1.	36143.	36143.	0.
2.	41415.	41415.	0.
3.	46588.	46588.	0.
4.	51972.	51972.	0.
5.	58336.	58336.	0.
6.	64166.	64166.	0.
7.	70233.	70233.	0.
8.	77355.	77355.	0.
9.	83925.	83925.	0.
10.	90758.	90758.	0.
	620888.	620888.	0.

RESALE PRICE:	$1,130,000.
LESS MORTGAGE BALANCE:	$587,454.
PROCEEDS BEFORE TAXES:	$542,546.
LESS LENDER'S %:	$0.
NET SALES PROCEEDS BEFORE TAXES:	$542,546.

CASH THROW-OFF = 0% REVERSION = 0%