

Najmy Thompson, P.L.  
 c/o Aaron Thomas, Esq.  
 1401 8<sup>th</sup> Ave. West  
 Bradenton, FL 34205

RECEIVED  
 NOV 02 2016  
 City of Holmes Beach

November 2, 2016

Dear Mr. Thomas,

The City of Holmes Beach hereby acknowledges the receipt of the following claims and appraisals as required under the Bert J. Harris, Jr., Private Property Rights Protection Act, Fla. Stat. § 70.001, on this 2<sup>nd</sup> day of November, 2016:

	PROPERTY OWNER(S)	PROPERTY ADDRESS
1	Florida Gulf Coast Vacation Homes, LLC	211 54 <sup>th</sup> Street
2	Florida Gulf Coast Vacation Homes, LLC	4804 Gulf Drive

City of Holmes Beach  
 By: [Signature]  
 Print Name: Bob Johnson  
 Title: Mayor



1404 24<sup>th</sup> Ave. E. • Bradenton, FL 34208

Bradenton: (941) 744-5800  
 Sarasota: (941) 954-3000

Invoice  
 273399

SERVICE <input type="checkbox"/> DIRECT <input type="checkbox"/> RAPID <input type="checkbox"/> SAME DAY <input type="checkbox"/> O		DATE 11/2/16	TO COMPANY NAME (CONSIGNEE) City of Holmes Beach	PHONE	JOB NUMBER
FROM COMPANY Najmy Thompson			STREET ADDRESS		
STREET ADDRESS			CITY Holmes Beach	STATE FL	ZIP CODE
CITY Bradenton	STATE FL	ZIP CODE	BILLING INFORMATION <input type="checkbox"/> 3rd Party Billed <input type="checkbox"/> Sender Billed <input type="checkbox"/> Receiver Billed <input type="checkbox"/> Cash In Advance <input type="checkbox"/> C.O.D.		
SHIPPER'S SIGNATURE X [Signature]	PHONE	WAIT TIME	COURIER SIGNATURE [Signature]	DATE	TIME 3:35 AM
COMMENTS		TIME 3:00 AM	COMMENTS		BASE CHARGE
COURIER SIGNATURE [Signature]	PIECES	WEIGHT	DECLARED VALUE	RECEIVED IN GOOD ORDER EXCEPT AS NOTED X [Signature]	

IT IS MUTUALLY AGREED THAT THE GOODS HEREIN DESCRIBED ARE ACCEPTED IN GOOD ORDER (EXCEPT AS NOTED) - IT IS FURTHER AGREED THAT THE LIABILITY OF RAPID DELIVERY, SVCS., INC. IS LIMITED TO A MAXIMUM OF \$100 PER SHIPMENT. In the event of physical loss or damage, unless a higher declared value is stated herein. We charge \$.50 for each additional \$100 up to a maximum of \$500 per package. We are liable no more than \$100 for any kind of documents!

TOTAL CHARGES



NAJMY | THOMPSON PL  
ATTORNEYS AT LAW

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AND BUSINESS LITIGATION  
•LL. M. MASTERS IN TAXATION  
ΔALSO ADMITTED IN IOWA  
◦ALSO ADMITTED IN MASSACHUSETTS  
▪ALSO ADMITTED IN NEW YORK  
±ALSO ADMITTED IN OHIO  
◻ALSO ADMITTED IN PENNSYLVANIA  
◊ALSO ADMITTED IN RHODE ISLAND  
◑ALSO ADMITTED IN TEXAS

November 2, 2016  
*Via Hand Delivery*

City of Holmes Beach  
c/o Mayor Bob Johnson  
5801 Marina Drive  
Holmes Beach, Florida 34217

RECEIVED  
NOV 02 2016  
City of Holmes Beach

To Whom it May Concern:

Please be aware that this firm represents the following property owners in their claims pursuant to §70.001, *Fla. Stat.*, the Bert J. Harris Jr. Private Property Rights Protection Act, against the City of Holmes Beach.

211 54<sup>th</sup> Street, Holmes Beach, FL 34217 – Florida Gulf Coast Vacation Homes, LLC  
4804 Gulf Drive, Holmes Beach, FL 34217 – Florida Gulf Coast Vacation Homes, LLC

Please sign the attached acknowledgment letter confirming your receipt of two (2) Bert J. Harris Jr. Private Property Rights Protection Act claims on this 2nd day of November, 2016.

Sincerely yours,

Aaron M. Thomas  
Firm Associate



**NAJMY | THOMPSON** PL  
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City of Holmes Beach  
c/o Mayor Bob Johnson  
5801 Marina Drive  
Holmes Beach, Florida 34217

Re: Bert J. Harris Claim, §70.001, *Fla. Stat.*, July 1, 2012

Dear Mayor Johnson,

This firm represents Florida Gulf Coast Vacation Homes, LLC, owner of an improved property described as 4804 Gulf Drive, Holmes Beach, FL 34217, APN# 7413-00000-6. The house on this property was constructed and has been operating as a short-term rental property within the City of Holmes Beach. The City of Holmes Beach has authorized the use of this property as a short-term vacation rental.

The “before” condition of the subject property is a six (6) bedroom, two-story residence able to accommodate sixteen (16) guests as part of the authorized and approved short-term rental use of this property and others within the City. The owner has a “vested right” to the use of this property for which it was built, approved, and ultimately used.

By the City of Holmes Beach’s passage on September 9, 2015 of Ordinance 15-12, this property is now restricted to a lower occupancy.

The Florida Legislature has passed Section 70.001, *Fla. Stat.*, known as the “Bert J. Harris Jr. Private Property Rights Protection Act as Amended.”

Chapter 70.001, *Fla. Stat.*, “*inter alia*”, created a separate and district cause of action which provides for relief or payment of compensation when a new law, rule, regulation or ordinance of the state or a political entity in the state, as applied, unfairly affects real property. “When a specific action of a governmental entity has inordinately burdened an existing use of real property or a vested right to a specific use of real property, the property owner of that real property is entitled to relief, which may include compensation for the actual loss to the fair

market value of the real property caused by the action of government, as provided in this section.” *Fla Stat.* §70.001(2).

The property owner of the subject property asserts that its vested right to an actual use of said real property has been inordinately burdened by the City of Holmes Beach’s adoption of Ordinance 15-12 by restricting its occupancy to two (2) persons per bedroom or six (6), whichever is greater. That Ordinance inordinately burdened an existing use and/or vested right to a specific use of the subject property.

To that end, this letter should serve as a formal, written claim pursuant to §70.001, *Fla. Stat.*, the Bert J. Harris Jr. Private Property Rights Protection Act as Amended. Attached to this letter is a bona fide, valid appraisal that provides for a before and after valuation demonstrating the loss in fair market value of the subject property resulting from the actions of the City of Holmes Beach. This appraisal established the loss in value as a result of Ordinance 15-12 to be \$270,000.00.

Pursuant to §70.001(4)(c), *Fla. Stat.*, the City of Holmes Beach has 150 days to respond to this claim with a written settlement offer. You should consult your counsel as to any other obligations and settlement opportunities contained within this statute.

PLEASE BE GOVERNED ACCORDINGLY.

Yours Truly,

A handwritten signature in blue ink, consisting of several overlapping loops and a long horizontal stroke extending to the right.

Aaron M. Thomas

Enclosure: Appraisal

cc: Florida Gulf Coast Vacation Homes, LLC

AMT/cf

**BASS & ASSOCIATES, INC.**  
**CONSULTING APPRAISERS • PLANNERS • ECONOMISTS**

---

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## **APPRAISAL REPORT**

**DIMINUTION IN VALUE ANALYSIS  
IMPROVED RESIDENTIAL PROPERTY  
4804 GULF DRIVE  
HOLMES BEACH, FLORIDA 34217**

**FOR  
AARON THOMAS, ESQUIRE  
NAJMY THOMPSON  
1401 8<sup>TH</sup> AVENUE WEST  
BRADENTON, FLORIDA 34205**

**PROPERTY OF  
FLORIDA GULF COAST VACATION HOMES, LLC  
5702 MARINA DRIVE, SUITE 108  
HOLMES BEACH, FLORIDA 34217**

**RETROSPECTIVE DATE OF VALUE  
SEPTEMBER 8, 2015**

**DATE OF APPRAISAL REPORT  
AUGUST 26, 2016**

**FILE 16-124AY**

**BASS & ASSOCIATES, INC.**  
**CONSULTING APPRAISERS • PLANNERS • ECONOMISTS**

---

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August 26, 2016

Aaron Thomas  
Najmy Thompson  
Attorneys At Law  
1401 8<sup>th</sup> Avenue West  
Bradenton, Florida 34205

RE: Diminution in Value Appraisal  
4804 Gulf Drive  
Holmes Beach, Florida 34217

Dear Mr. Thomas:

As requested, we have conducted the required investigation, gathered necessary data, and made certain analyses in order to determine if a diminution of market value exists for the subject property.

The subject property is a two-story 6-bedroom residence located in the City of Holmes Beach. The residence was built in 2012 with the current owners purchasing the property in June 2014 primarily for investment purposes as a short-term vacation rental with a current sleeping configuration of 16 guests.

The scope of this assignment is to provide two opinions of market value for the subject property. The value opinions will refer to the "before" and "after" condition of the property with and without the limitations and restrictions of Ordinance 15-12 adopted on September 8, 2015.

Ordinance 15-12 was adopted by the City of Holmes Beach to impose use regulations and restrictions upon single and two family residences which are utilized as short-term vacation rentals.

## BASS & ASSOCIATES, INC.

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More specifically, as related to the subject property, this ordinance incorporates a maximum occupancy restriction of (2) guests per bedroom for a total of (12) occupants as well as other physical and regulatory restrictions.

This appraisal report sets forth the identification of the subject property, assumptions and limiting conditions, pertinent facts about the subject area, comparable data, and the reasoning leading to the conclusions.

As the subject property is used primarily as an income generating vacation rental, only the Income Approach is applicable in the valuation of the subject.

This appraisal is based upon our analyses of the unrestricted "before condition" and the "after condition" as restricted by the City of Holmes Beach adoption of Ordinance 15-12. Information on income/expense data was provided by the rental management company. All information within this report is subject to the General and Special Assumptions and Limiting Conditions.

Should you have any questions, please do not hesitate to contact me.

Respectfully submitted,

A handwritten signature in blue ink that reads "Richard W. Bass". The signature is written in a cursive, flowing style.

Richard W. Bass, MAI / AICP  
State-Certified General Real Estate Appraiser RZ348

**SUMMARY OF SALIENT FACTS AND IMPORTANT CONCLUSIONS**



**PROPERTY TYPE:** Vacation Rental

**PROPERTY IDENTIFICATION:** ID # 7413000006

**LOCATION:** 4804 Gulf Drive, Holmes Beach, Florida 34217

**OWNER:** Florida Gulf Coast Vacation Homes LLC

**CENSUS TRACT:** 18.00

**RETROSPECTIVE DATE OF VALUE:** September 8, 2015

**DATE OF REPORT:** August 26, 2016

**PROPERTY RIGHTS APPRAISED:** Fee Simple

**ESTIMATED LOT AREA:** 4,500 Square Feet

**IMPROVEMENTS:** 3,575 +/- SF Gross Building Area  
2,175 +/- SF Net Living Area

**ZONING:** R-2; Two-Family Residential District

**FUTURE LAND USE:** Medium Density Residential

**HIGHEST AND BEST USE:** Use as a vacation rental with a current sleeping configuration of 16 guests.

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**PURPOSE, USE AND USERS OF THE APPRAISAL**

The purpose of this assignment is to render opinions of market value for the subject property first in the “as is” before condition as a 2,175 +/- square foot 6-bedroom residence with a current sleeping configuration of 16 guests. This does not include cribs/child beds or roll-a-way beds. This “before condition” reflects the use of the property as a short-term vacation rental prior to the adoption of Ordinance 15-12.

The “after condition” opinion of value for the property is a 6-bedroom residence with a permitted rental capacity of (2) persons per bedroom or a maximum of 12 guests to meet the requirements of Ordinance 15-12.

If applicable, render an opinion of any diminution in value created by the imposed use regulations and restrictions. Our value opinions do not take into consideration any new costs associated with the implementation of Ordinance 15-12 including any cost to cure.

This assignment is subject to the assumptions and limiting conditions contained herein. The intended use of this appraisal is for internal business decisions of the client and for possible expert witness testimony.

The client of this appraisal assignment is the property owner.

The intended users include the property owner Florida Gulf Coast Vacation Homes, LLC; client’s advisors and a court of competent jurisdiction.

**SCOPE OF WORK**

The scope of this assignment includes research and analysis of market information two years prior to the retrospective date of value. Two indications of value will be rendered for the subject property, first the “before” condition of the subject as a 6-bedroom residence accommodating (16) guests. Secondly, is the “after” value indication of the subject property as built with 6-bedrooms for a maximum permitted occupancy of (12) guests. These different valuation scenarios relate to the City of Holmes Beach Ordinance 15-12 restricting single family and two family properties which are utilized as such rentals, to a maximum occupancy of (2) guests per bedroom.

A bedroom is defined within the ordinance as:

*“room or space in which people sleep, is a minimum of 70 square feet in floor area, and is physically separated from the main living area of the residence, is not a part of the common living area and has a storage closet”.*

Prior to the adoption of Ordinance 15-12 on September 8, 2015 there were no restrictions upon owners, which utilize their residences as short-term vacation rentals, as to how many people slept per bedroom or using sleeper sofas as additional guest beds.

The question the appraiser will address: Is there a measurable market value difference between a 6-bedroom vacation rental capable of accommodating 16 guests without restrictions and a 6-bedroom rental only permitted to accommodate 12 guests on Holmes Beach?

As the scope of this assignment revolves around the adoption of Ordinance 15-12 and its impact on the subject property's highest and best use as a vacation rental, only the Income Approach to value is considered applicable to this assignment.

## **Approaches to Value**

For the Income Approach, the appraiser gathers income and expense data concerning the subject property if applicable and similar properties in the market area. This is used to estimate a net annual income of the subject property. This amount is then capitalized to produce an indication of market value. The appraisers were provided detailed rental data on the subject property and other like kind rentals located on Holmes Beach and Anna Maria.

This is a special purpose assignment involving a newly adopted ordinance affecting vacation rentals. More specifically the ordinance restricts the maximum number of overnight occupants to (2) persons per bedroom therefore restricting potential income for such properties as well as requiring both physical and regulatory requirements.

## **Subject Market Area**

Holmes Beach is located on a barrier island which is also home to Bradenton Beach and Anna Maria. Access onto the Island is via three roadways. State Road 64 (Manatee Avenue), south of this is State Road 684 (Cortez Road), and finally from Sarasota County via Longboat Key is State Road 789 or Gulf Drive.

According to the 2010 census, Holmes Beach had a population of 3,836 which increased to 4,098 in 2014. There were 19 building permits issued for new single-family construction on Holmes Beach in 2013 and 25 permits in 2014. Including permits for two-family residential developments, there were a total of 23 permits in 2013 and 45 in 2014. Average home prices, depending on size and frontage, are between \$500,000 and \$1,000,000. A majority of the residential units on Holmes Beach are utilized as vacation rentals.

## **Research**

Research focused on market activity of free standing residential improvements located on Holmes Beach and Anna Maria which are currently utilized as vacation rentals. For the income analysis, we examined income and expense data provided for a variety of properties over the past two years as well as future rental agreements.

Data was gathered from various sources, including public records, real estate and rental company websites, active real estate professionals and local participants in the market. Various public and private sources were used to find and confirm data on sales and

vacation rental rates, market conditions and the market appeal of the subject property. Final value conclusions were drawn after a thorough analysis and reconciliation of the available data.

Susan Fletcher conducted extensive research and analysis of the overall area, comparable data, and the subject property. Richard Bass performed a thorough review and analysis of all data collected. The ultimate opinions rendered herein are those of Richard Bass.

## PROPERTY VISIT

The appraisers visited the property, measured all qualified bedrooms and confirmed guest occupancy on August 6, 2016. The property owner was not onsite during our walk through. The bedroom measurements were taken from the shortest wall-to-wall not including closet area.

## PROPERTY RIGHTS APPRAISED

The property rights being appraised consist of the leased fee interest, which in this case is essentially the fee simple value. This is because the lease terms (rentals) are short-term and the owner has the right to use at their discretion. The appraiser assumes no responsibility for matters of a legal nature affecting the property appraised or its title; nor does the appraiser render any opinion as to the title, which is assumed to be good and marketable. The rights appraised do not include any tangible personal property.

Leased Fee Interest is defined as follows:

*"An ownership interest held by a landlord with rights of use and occupancy conveyed by the lease to others. The rights of the lessor (the leased fee owner) and the lessee are specified by contract terms contained within the lease."*

Fee Simple is defined as follows:

*"Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat"<sup>1</sup>*

## DEFINITIONS

Market Value is defined as follows:

*"The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition are the*

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<sup>1</sup> The Dictionary of Real Estate Appraisal, Appraisal Institute, Sixth Edition, 2010. Pg. 90

*consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:*

1. *buyer and seller are typically motivated;*
2. *both parties are well informed or well-advised, and acting in what they consider their own best interests;*
3. *a reasonable time is allowed for exposure in the open market;*
4. *payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and*
5. *the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale."<sup>2</sup>*

### **HISTORY OF SUBJECT**

The subject property's last arms length transfer occurred on June 30, 2014 from Alessandro and Bonnie Golino to Florida Gulf Coast Vacation Homes, LLC in consideration of \$800,000 recorded in BK 2531 PG 5818 Public Records of Manatee County, Florida.

A prior sale occurred in January 2013 for \$700,000 recorded in BK 2454 PG 7435.

The current owners purchased the residence for investment purposes and to use as a vacation rental with a sleeping configuration for 16 guests. The home rents primarily on a weekly basis with rates between \$1,750 and \$5,800 depending upon the time of year.

### **PROPERTY OWNERSHIP**

According to public records of Manatee County, Florida, the recorded owner of the subject property on September 8, 2015 was:

Florida Gulf Coast Vacation Homes LLC  
5702 Marina Drive; Suite 108  
Holmes Beach, Florida 34217

### **ZONING DESIGNATION**

The subject property is located within the R-2; Two-Family Residential District which provides locations for residential use in the form of a mix of single-family and two-family residential dwellings and to protect and enhance the character of such residential areas located throughout the city.

Development standards include minimum lot area for two-family dwellings of 8,712 SF and 80 feet of frontage; single-family dwellings have 7,510 SF lot area and 75 feet of frontage.

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<sup>2</sup> Interagency Appraisal and Evaluation Guidelines, federal Register, V. 75 No. 237, December 10, 2010

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Details regarding this zoning district can be found at the website <http://www.municode.com/library/FL>.

## FUTURE LAND USE DESIGNATION

The subject property is identified within the Medium Density Residential future land use category which is intended to recognize the type of residential development found throughout the majority of the community. This residential category supports an assortment of dwelling types and styles which have been identified as being associated with a barrier island community.

## ASSESSED VALUATION AND TAXES

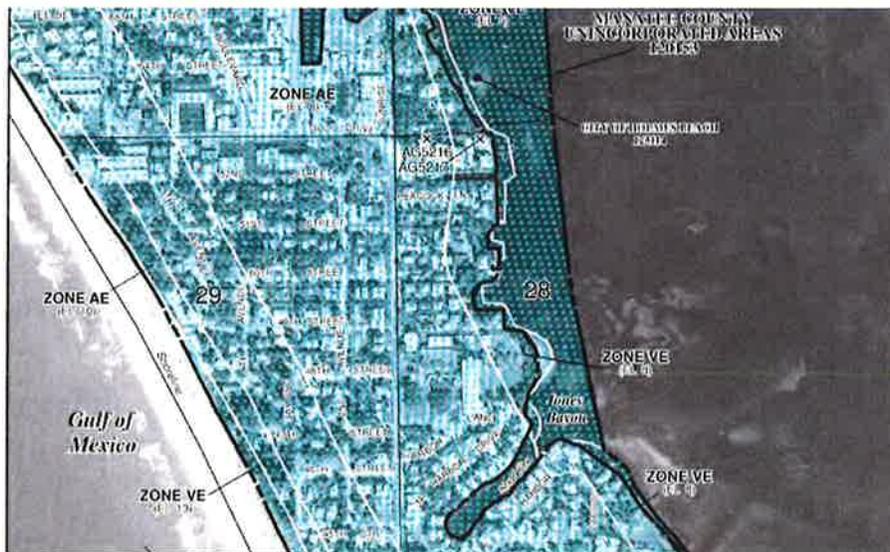
The subject property is identified within Manatee County by a parcel identification number. The 2016 preliminary assessed value for the property is as follows:

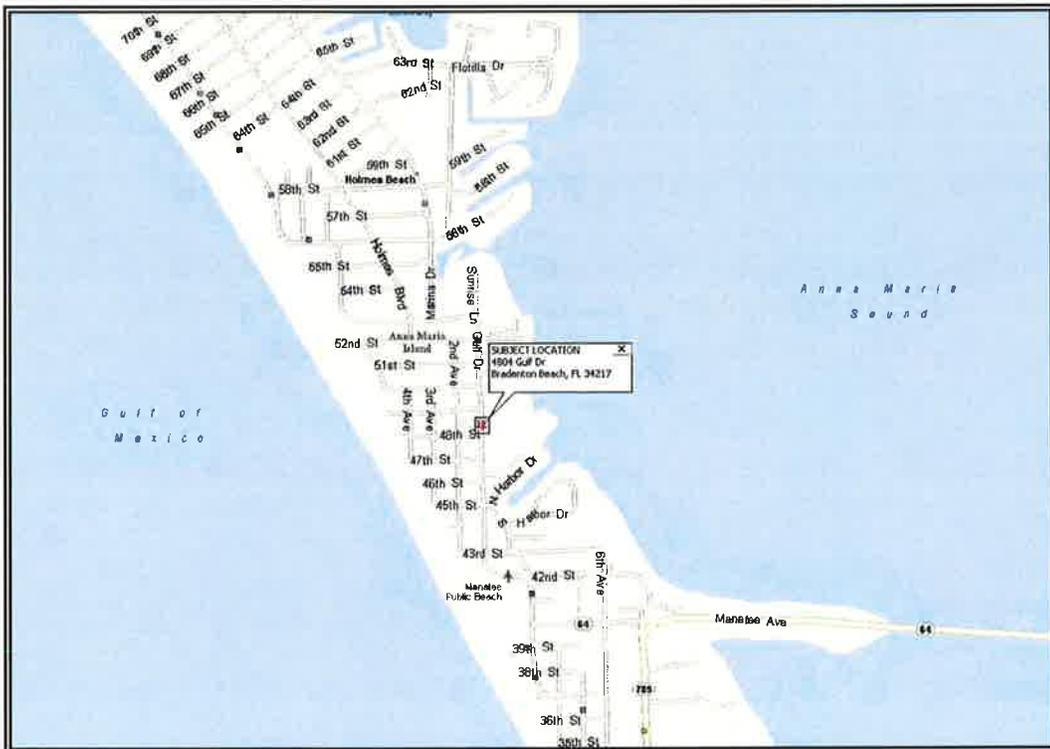
ID #	2016 Preliminary Land Value	2016 Preliminary Improved Value	Total Preliminary Assessed Value	2015 Actual Taxes
7413000006	\$240,500	\$391,445	\$631,945	\$9,838.51

All property taxes for the subject are paid to date. The 2016 preliminary assessed value shows an increase of 10% over the 2015 assessed value of \$568,183. Millage rate for the city in 2015 was 16.260000 mills.

## FLOOD ZONE

According to the FEMA website, the subject is located entirely within the "AE" flood zone which depicts special flood hazard areas subject to inundation by 1% annual chance flood with base elevations determined. Community Panel 12081 C0139E, effective March 17, 2014.

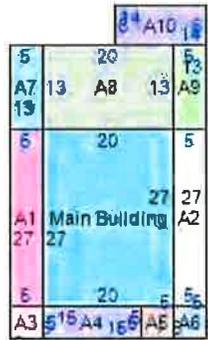




PARID: 7413000006

FLORIDA GULF COAST VACATION HOMES LLC

4804 GULF DR



Item	Area
Main Building	540
GAR/BASE - GR/BA: ATTACHED GARAGE/BASE ONE STORY ADDITION	135
WOOD DECK ATT. - WD: WOOD DECK ATTACHED	84
GAR/BASE - GR/BA: ATTACHED GARAGE/BASE ONE STORY ADDITION	135
O POR - OP: OPEN PORCH	25
O POR/BASE/BASE - OP/BA/BA: OPEN PORCH/BASE ONE STORY ADDITION/BASE ONE STORY ADDITION	75
O POR/O POR/BASE - OP/OP/BA: OPEN PORCH/OPEN PORCH/BASE ONE STORY ADDITION	25
O POR/O POR - OP/OP: OPEN PORCH/OPEN PORCH	25
O POR/BASE - OP/BA: OPEN PORCH/BASE ONE STORY ADDITION	65
O POR/BASE/BASE - OP/BA/BA: OPEN PORCH/BASE ONE STORY ADDITION/BASE ONE STORY ADDITION	260
O POR/BASE - OP/BA: OPEN PORCH/BASE ONE STORY ADDITION	65

**PROPERTY APPRAISERS  
BUILDING SKETCH**

**PROPERTY DESCRIPTION**

**SITE DESCRIPTION**

**Location:** 4804 Gulf Drive; Holmes Beach, Florida 34217

**Legal Description:** The North ½ of Lot 4, Block 23, Jones Subdivision, according to the map or plat thereof as recorded in Plat Book 1, Page 176, Public Records of Manatee County, Florida, Less and Except the Easterly ten (10) feet for Gulf Drive right-of-way.

**Area & Shape:** This is an interior lot, square in shape with 4,500 square feet. Lot area was obtained from county public records.

**Access:** The site is accessible from Gulf Drive.

**Drainage:** The site appears to be adequately drained for the neighborhood.

**Utilities:** County water and sewer, electrical power, telephone, and internet service are readily available to the site.

**Easements and Encroachments:** The site is assumed to have typical utility easements located onsite.

**IMPROVEMENTS DESCRIPTION**

The subject is a two-story residence over parking with 3,575 square feet (mol) of gross building area and 2,175 square feet (mol) of net living area constructed in 2012. The interior includes 6-bedrooms, 4.5-baths; dining room; kitchen; living room with (2) sleeper sofas; and laundry room.

The six bedrooms range in size from 87 +/- square feet to 130 +/- square feet.

Additional amenities include a swimming pool, outside pool bar and exterior balconies. There is a two-car garage and room for four cars in the driveway (meeting the vacation rental requirement of one parking space per bedroom). No street parking is permitted along Gulf Drive.

**SUBJECT PHOTOGRAPHS**



Front View of Subject Residence



Front View of Subject Residence



Bedroom #1



Bedroom #2



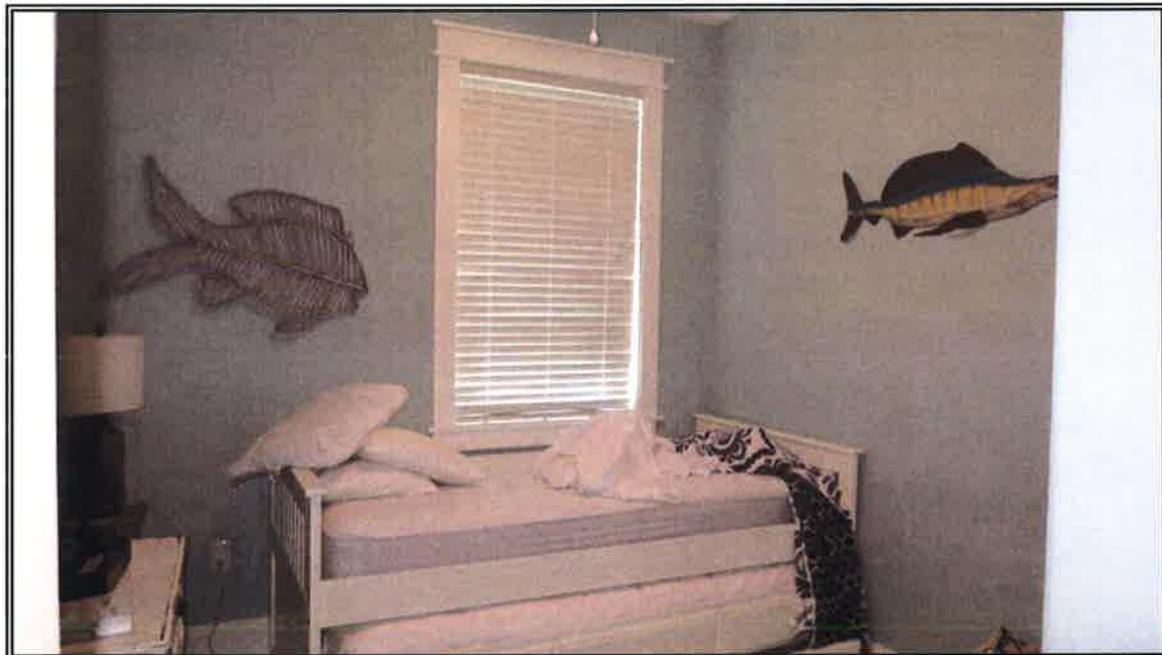
**Bedroom #3**



**Bedroom #4**



**Bedroom 5**



**Bedroom 6**



(2) Sleeper Sofas in Living Room



Pool

## **HIGHEST AND BEST USE**

Highest and Best Use is defined by the Appraisal Institute in, The Appraisal of Real Estate as follows:

*The reasonably probable and legal use of vacant land or an improved property that is physically possible, appropriately supported, and financially feasible and that results in the highest value.<sup>3</sup>*

Implied in this definition is that the determination of highest and best use takes into account the contribution of a specific use to the community and community development goals, as well as the benefits of that use to individual property owners. Hence, in certain situations the highest and best use of land may be for parks, green belts, preservation, conservation, wildlife habitats and the like.

### **TESTS OF HIGHEST AND BEST USE**

In analyzing the Highest and Best Use of the subject property, a number of physically possible uses are considered. These physically possible uses are then analyzed in light of the highest and best use tests of legality, financial feasibility and maximal productivity of the property.

The tests of highest and best use are normally applied to a property both as if vacant and ready for development and as currently improved. The scope of this assignment is to render the market value of the subject property in its "as is" condition. Therefore, only the highest and best use analysis as improved is considered applicable.

### **Highest and Best Use "As Improved"**

#### **Physically Possible**

The subject residence has six bedrooms and is utilized for investment purposes as a vacation rental. The subjects' interior is currently configured to sleep 16 guests. This does not include cribs/child beds or roll-a-way beds consistent with my understanding of the Burt J. Harris Jr. Act, section 70.001 (3) (b) 2.

#### **Legally Permissible**

The subject property is located in the City of Holmes Beach where vacation rentals are permitted. The subject residence was in existence prior to January 15, 2015 and is considered a legally nonconforming structure as to the number of bedrooms per Section 2 Article IV of this ordinance.

#### **Financially Feasible**

The interior of the residence having 6-bedrooms and 4.5-baths with (2) sleeper sofas in the living room; is currently configured to sleep 16 guests. Vacation rentals of this size are primarily utilized by large families on a weekly basis.

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<sup>3</sup> The Appraisal Of Real Estate, Fourteenth Edition, Appraisal Institute, 2013

The residence was most recently purchased in June 2014, therefore not fully available for rent in 2014. Historical occupancy of the residence includes 30 weeks rented in 2015. The property is rented primarily on a weekly basis from \$1,750 to \$5,800 depending upon time of year. There are 25 weeks reserved to date for 2016.

A significant percentage of the single-family and two-family homes located in the City of Holmes Beach are advertised for use as vacation rentals. Rental rates, depending upon the week rented; property size; occupancy and location, range anywhere from \$800 to \$12,000 per week.

The pattern of sales for single-family and two-family houses appears to be a mix of owner occupants and investors. The option for an owner in Holmes Beach to rent their residence on a short-term basis is financially feasible.

### **Maximally Productive**

The maximally productive use of the subject property in the "after" condition is continued use of the existing vertical improvements for vacation rental purposes with a minimum capacity of (2) guests per bedroom plus two additional guests.

### **HIGHEST AND BEST USE CONCLUSION**

The highest and best use is continued use of the existing vertical improvements for vacation rental purposes based on the improvements design.

**INCOME APPROACH  
"BEFORE" CONDITION**

The Income Approach relies upon the principle of anticipation; the price a purchaser would pay today to receive a stream of future income. The appraiser begins by conducting research and forming an opinion of the subject's potential for generating income, as compared to the market for like kind properties. The conclusion of stabilized net operating income (NOI) is then "capitalized" into a value indication. This represents the most likely price an investor would pay in order to receive the indicated income.

The subject property is utilized primarily as a vacation rental rented on a weekly basis to meet the needs/demands of the market. The weekly rental rate/fee varies depending upon the time of year. In addition to the base rate, the renters are typically responsible for a cleaning fee, a refundable damage fee, and applicable state and county taxes. The income for 2015 and to date data for 2016 is provided below.

Rental Year	# Rental Weeks	Total Rent	Average Weekly Rate
2015	30 Weeks	\$89,149	\$2,972
2016 (to date)	25 Weeks	\$91,105	\$3,644

**Anna Maria Short Term Vacation Rentals**

In order to gauge vacation rental income for the subject property as of the effective date of value, we have researched the City of Holmes Beach and Anna Maria for other vacation rentals. The rent comparables are appropriate for the age, condition, size and occupancy.

Rental Address	Rental Size	Occupancy	Rental Rates 2015	# Weeks Rented 2015	Gross Annual Rental Income 2015
307 66 <sup>th</sup> Street	6bd/4.5ba	15	\$2,450-\$8,400	34 Weeks	\$131,237 (\$3,860/wk)
118 50 <sup>th</sup> Street	6bd/6ba	16	\$2,450-\$9,800	37 Weeks	\$146,501 (\$3,960/wk)
306 Poinsettia Road	6bd/5.5ba	16	\$2,800-\$5,500	24 Weeks	\$115,000 (\$4,792/wk)
205 Palm Avenue	6bd/4.5ba	18	\$2,800-\$5,500	25 Weeks	\$117,000 (\$4,680/wk)
214 Spring Avenue	6bd/5.5ba	16	\$4,500-\$7,500	23 Weeks	\$107,255 (\$4,663/wk)
115 Mangrove Avenue	6bd/4ba	12	\$2,200-\$6,200	25 Weeks	\$106,653 (\$4,266/wk)

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Rental Address	2016 Advertised Rental Rates Per Week	Weeks Reserved 2016 To Date
Subject Property	\$2,275-\$7,350	25 Weeks
307 66 <sup>th</sup> Street	\$2,800-\$8,500	34 Weeks
118 50 <sup>th</sup> Street	\$2,450-\$9,800	48 Weeks
306 Poinsettia Road	\$2,000-\$7,200	22 Weeks
205 Palm Avenue	\$1,900-\$7,200	21 Weeks
214 Spring Avenue	\$4,800-\$8,000	23 Weeks
115 Mangrove Avenue	\$2,200-\$7,000	25 Weeks

## Projected Short Term Rental Income

In order to project the rental income for the subject property we look at historical rental information of the subject as well as similar vacation rentals in the City of Holmes Beach and Anna Maria. In 2015 the average weekly rental rate for the subject was \$2,972. This appears to be lower than the average weekly rates of several other 6-bedroom comparables.

The subject is located off Gulf Drive which is the major roadway on the Island; we project a gross average income for the subject as a vacation rental of \$4,000 per week for 52 possible rental weeks or \$208,000.

## Vacancy Losses

The number of weeks within a given year which the subject property will be rented is expected to vary. We have based vacancy losses on the number of weeks rented from the previous years for the subject and comparable rentals. For 2015 the subject was rented on average 30 weeks. This does not include weeks the property is used personally by the owners.

Looking at occupancy of the six rental comparables, vacancy in 2015 was between 29% and 56%.

Taking into account the subject property's prior years occupancy and reservations to date for 2016; we project an average annual occupancy of 35 weeks which reflects a 33% vacancy. Multiplying \$208,000 X 33% renders a vacancy loss of \$68,640 for an effective gross rental income of \$139,360.

## Expenses

The final step in estimating the subject's Net Rental Income requires consideration for, and deduction of, applicable expenses associated with maintaining the house as a rental.

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These expenses include property management fees, property taxes, homeowner insurance, professional services, repair's/maintenance of the property, utility costs, advertising and supplies.

The appraiser examined profit and loss statements for the prior year of the effective value date in order to estimate future expenses for the subject property.

### 4804 GULF DRIVE PRO FORMA (2016) "BEFORE" CONDITION

<b>Potential Gross Rental Income</b>	\$208,000
Vacancy Loss (33%)	<u>\$ 68,640</u>
<b>Effective Gross Rental Income</b>	\$139,360

#### Expenses

Property Management (15% of EGRI)	\$20,904
Real Estate Taxes (2015 Actual)	\$ 9,445
Homeowners Insurance (Estimated \$1.10/SF)	\$ 3,933
Property Repair/Maintenance (5% of EGRI)	\$ 6,968
Utilities (7% EGRI)	\$ 9,755
Legal/Professional (1% of EGRI)	\$ 1,394
Advertising /Misc. (1% of EGRI)	\$ 1,394
Supplies (2% of EGRI)	<u>\$ 2,787</u>
<b>Total Expenses (41% expense ratio)</b>	(\$56,580)

**Net Operating Rental Income** **\$ 82,780**

#### Capitalization Rate

The final step in the Income Approach is to "capitalize" the net operating income to an estimate of present worth or value of the property. There are several methodologies which can be employed. When market data allows, a reliable overall capitalization rate can be extracted from sales activity within the marketplace.

	<u>Sale Price</u>	<u>NOI</u>	<u>Est. Cap Rate</u>
214 Spring Avenue	\$1,325,000	\$49,342	3.72%
203 69 <sup>th</sup> Street	\$1,294,500	\$69,850	5.40%
509 S. Bay Blvd	\$755,000	\$47,305	6.30%
109 Palm Avenue	\$767,000	\$38,054	5.00%

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122 White Avenue	<u>Sale Price</u> \$1,500,000	<u>Project NOI</u> \$46,035	<u>Est. Cap Rate</u> 3.10%
810 N. Shore Drive	<u>List Price</u> \$1,234,000	<u>Estimated NOI</u> \$40,521	<u>Est. Cap Rate</u> 3.28%
520 South Drive	\$899,900	\$40,475	4.50%

### Estimating the Capitalization Rate

Direct Capitalization applies a market-derived rate reflecting investor risk assumptions. Net Operating Rental Income is divided by this capitalization rate to arrive at a value indication.

Published reports indicate that real estate investors can expect on average 6% to 8% returns on short-term single family rentals in Florida. Some market areas provide better opportunities than others such as Miami.

A 7.0% cap rate is projected for the subject property.

### INCOME VALUE INDICATION "BEFORE" CONDITION

The final step in estimating a value via the Income Approach is the application of the rate to the estimated NOI. Dividing the Net Operating Income of \$82,780 by .070 renders an estimated value for the subject property via the Income Approach of \$1,182,571 rounded to:

**ONE MILLION ONE HUNDRED EIGHTY THOUSAND DOLLARS**  
**\$1,180,000**

**INCOME APPROACH  
"AFTER" CONDITION**

One of the restrictions of Ordinance 15-12 involves the maximum occupancy of vacation rentals located in the City of Holmes Beach. As directly related to the subject property the restriction reads:

The maximum overnight occupancy of a vacation rental shall be limited to the greater of:

Six (6) persons or two (2) persons per bedroom

A list was compiled breaking down the single family vacation rentals located primarily on Anna Maria by bedroom count and current occupancy allowed by property owner.

The first table illustrates the actual 2015 gross income of rentals which have six (6) bedrooms. We categorized these rentals as to how many guests the owners or management companies advertise.

<b>Address</b>	<b>Gross Rental Income</b>	<b># Weeks Rented</b>	<b>Average Weekly Rate</b>	<b># Guests Currently Permitted</b>
118 50 <sup>th</sup> Street	\$146,501	37	\$3,959	16
307 66 <sup>th</sup> Street	\$131,237	34	\$3,860	15
306 Poinsettia Road	\$115,000	24	\$4,792	14
205 Palm Avenue	\$117,000	25	\$4,680	14

The second table represents the actual 2015 gross income of rentals which have five (5) bedrooms.

<b>Address</b>	<b>Gross Rental Income</b>	<b># Weeks Rented</b>	<b>Average Weekly Rate</b>	<b># Guests Currently Permitted</b>
113 36 <sup>th</sup> Street	\$70,022	28	\$2,500	16
212 Oak Avenue (canal front)	\$144,068	40	\$3,602	12
509 S. Bay Boulevard	\$114,283	35	\$3,265	12
122 White Avenue	\$17,791	6	\$2,965	13
213 Magnolia Avenue	\$83,316	24	\$3,472	14
211 Chilson Avenue (canal front)	\$81,908	25	\$3,276	14

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The third table represents the actual 2015 gross income of rentals which have four (4) and three (3) bedrooms.

Address	Gross Rental Income	# Weeks Rented	Average Weekly Rate	# Guests Currently Permitted
891 North Shore Drive (beachfront)	\$95,036	33	\$2,880	10
4805 2 <sup>nd</sup> Avenue	\$92,307	39	\$2,367	10
6422 Gulf Drive (beachfront)	\$92,079	34	\$2,708	8
112 Palm Avenue	\$72,257	37	\$1,953	8
213 Elm Avenue	\$70,805	38	\$1,863	8
210 Palmetto Avenue	\$67,675	34	\$1,990	8
210 Sycamore Avenue	\$51,322	39	\$1,316	8

### Projected Short-Term Rental Income "After"

In order to project the future rental income for the subject property in the "after" condition we look at the annual income of vacation rentals located in the subject's primary market area which permit between 8 and 16 occupants.

Ordinance 15-12 restricts the subject property, which can currently accommodate (16) guests, to a maximum occupancy of (12) guests.

A renter in the market to lease a vacation home on the City of Holmes Beach will be restricted to (2) persons per bedroom. Therefore large family vacationers, under the new ordinance, could be required to rent two separate properties to fulfill their needs.

The specific weekly income for each vacation rental varies depending upon amenities, view and location. Taking into consideration the subject property's proximity to the beach, the potential gross income for the subject with a maximum occupancy of (12) guests is projected to average \$3,200 per week for 52 possible rental weeks or \$166,400.

### Vacancy Losses "After"

The number of weeks within a given year the subject property will be rented is expected to vary. The subject would be restricted to maximum of (12) overnight guests in the "after" situation competing with all other six bedroom rentals which will be permitted for (2) persons per bedroom. There is no market data available which indicates that vacancy will be affected in the "after" situation.

Therefore, we have utilized the same average occupancy of 35 weekly guest stays per year for a 33% vacancy. Multiplying \$166,400 X 33% renders a vacancy loss of \$54,912 for an effective gross rental income of \$111,488.

### Expenses

The final step in estimating the subject's Net Income requires consideration for and deduction of applicable expenses associated with maintaining the house as a rental.

## BASS & ASSOCIATES, INC.

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These expenses include property management fees, property taxes, homeowner insurance, professional services, repairs/maintenance of the property, utility costs, HOA fees of the resort community, advertising and supplies.

### 4804 GULF DRIVE PRO FORMA (2016) "AFTER" CONDITION

<b>Potential Gross Rental Income</b>	\$166,400
Vacancy Loss (33%)	<u>\$ 54,912</u>
<b>Effective Gross Rental Income</b>	<b>\$111,488</b>
<b>Expenses</b>	
Property Management (15% of EGRI)	\$16,723
Real Estate Taxes (2015 Actual)	\$ 9,445
Homeowners Insurance (Estimated \$1.10/SF)	\$ 3,933
Property Repair/Maintenance (5% of EGRI)	\$ 5,574
Utilities (7% EGRI)	\$ 7,804
Legal/Professional (1% of EGRI)	\$ 1,115
Advertising /Misc. (1% of EGRI)	\$ 1,115
Supplies (2% of EGRI)	<u>\$ 2,230</u>
<b>Total Expenses (43% expense ratio)</b>	<b>(\$47,939)</b>
<b>Net Operating Rental Income</b>	<b>\$ 63,549</b>

#### Capitalization Rate

The final step in the Income Approach is to "capitalize" the net operating income to an estimate of present worth or value of the property. There are several methodologies which can be employed. When market data allows, a reliable overall capitalization rate can be extracted from sales activity within the marketplace.

	<u>Sale Price</u>	<u>NOI</u>	<u>Est. Cap Rate</u>
214 Spring Avenue	\$1,325,000	\$49,342	3.72%
203 69 <sup>th</sup> Street	\$1,294,500	\$69,850	5.40%
509 S. Bay Blvd	\$755,000	\$47,305	6.30%
109 Palm Avenue	\$767,000	\$38,054	5.00%
	<u>Sale Price</u>	<u>Project NOI</u>	<u>Est. Cap Rate</u>
122 White Avenue	\$1,500,000	\$46,035	3.10%

# BASS & ASSOCIATES, INC.

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	<u>List Price</u>	<u>Estimated NOI</u>	<u>Est. Cap Rate</u>
810 N. Shore Drive	\$1,234,000	\$40,521	3.28%
520 South Drive	\$899,900	\$40,475	4.50%

## **Estimating the Capitalization Rate**

Direct Capitalization applies a market-derived rate reflecting investor risk assumptions. Net Operating Income is divided by this capitalization rate to arrive at a value indication.

Published reports indicate that real estate investors can expect on average 6% to 8% returns on short-term single family rentals in Florida. Some market areas provide better opportunities than others such as Miami.

A 7.0% cap rate is projected for the subject property.

## **INCOME VALUE INDICATION "AFTER" CONDITION**

The final step in estimating a value via the Income Approach is the application of the rate to the estimated NOI. This analysis does not consider the cost to cure which would be an additional onetime expense.

Dividing the Net Operating Income of \$63,549 by .070 renders an estimated value for the subject property via the Income Approach of \$907,843 rounded to:

**NINE HUNDRED TEN THOUSAND DOLLARS  
\$910,000**

**RECONCILIATION AND VALUE OPINIONS**

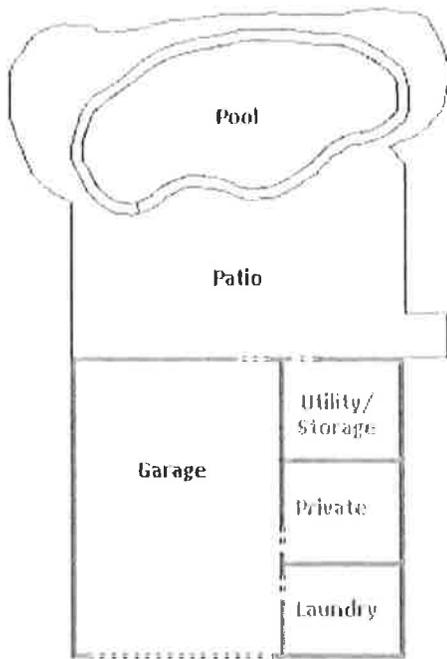
One approach to value has been considered in analyzing the subject property. This resulted in the following indications of "Before" and "After" market values:

<b>"Before" Condition</b>	
<b>Income Approach</b>	<b>\$1,180,000</b>
<b>"After" Condition</b>	
<b>Income Approach</b>	<b><u>\$ 910,000</u></b>
<b>Diminution in Value</b>	<b>\$ 270,000</b>

**ADDENDUM**



**INTERIOR LAYOUT**

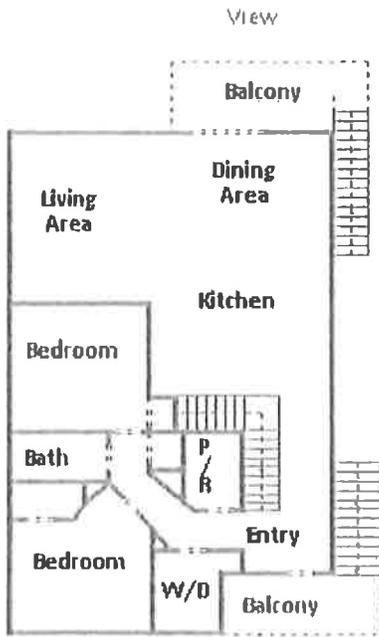


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Lower Level

4804 Gulf Drive, Holmes Beach FL 34217 – Floor Plan



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**Main Level**



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**Upper Level**

**INCOME & EXPENSE DATA**

**Anna Maria Vacations**

5702 Marina Drive  
Holmes Beach, FL 34217  
Phone: 941-778-4178  
Fax: 941-782-5606

**Unit Income and Expense Activity**

7/9/2016

For Stmt(s) Dated: 1/1/2014 thru 12/31/2014  
For Unit No.: SunsetLandin  
Summary

FLORIDA GULF COAST VAC HOMES LLC  
5702 Marina Drive  
Holmes Beach, FL 34217

**Revenue**

Pet Fee Non-Refund	\$220.00
Rental Fee	\$17,370.13
<b>Total Revenue</b>	<b>\$17,590.13</b>

**Commission**

Commission	(\$3,518.03)
<b>Total Commission</b>	<b>(\$3,518.03)</b>

**Expenses**

Annual City License	(\$61.93)
Annual State Licence	(\$15.00)
Appliance/TV P/R	(\$160.00)
Cable,Phone,Internet	(\$649.39)
Electric Bill	(\$1,154.08)
Electrical Repairs	\$0.00
Enrollment Fee	(\$263.00)
Exterior Touch-up	\$40.00
Fire Inspection Fees	(\$73.16)
Garbage Pick Up	(\$201.16)
General Maintenance	(\$7,720.91)
Insurance Payments	(\$2,699.00)
Inventory Items	(\$7,859.25)
Lawn/Landscape Serv	(\$1,030.00)
Maintenance Fees	(\$260.00)
Pest Control/Exterm	(\$159.76)
Plumbing Repairs	(\$88.33)
Pool Repairs	(\$389.00)
Pool Service	(\$800.00)
Professional Photos	(\$300.00)
Property Maintenance	(\$11,750.46)
Taxes and Assessment	(\$7,937.15)
TruPlace Floor Plan	(\$199.00)
Water/Sewer	(\$450.53)
<b>Total Expenses</b>	<b>(\$44,181.11)</b>

**Mgmt Expenses**

Exterior Touch-up (\$200.00)

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**Total Mgmt Expenses (\$200.00)**

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**Net Total (\$30,309.01)**

7/9/2016

Anna Maria Vacations

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Guests by Unit, SunsetLandin (All Resv Codes)  
 From 1/1/2015 thru 12/31/2015 by Arrival Date (All Reservations)

Page 1

Code	Name	Conf. No.	Arrive	Depart	Nights	Res Date	Rent Amt
<b>Linen Program</b>							
Unit:	SunsetLandin	Type:	nonw				
PD		AD151456	2/1/2015	2/7/2015	6	12/15/2014	\$1,680.00
PD		JK152464	2/7/2015	2/14/2015	7	1/27/2015	\$1,925.00
PD		AD150021	2/15/2015	2/22/2015	7	9/22/2014	\$2,800.00
PD		AD153030	2/22/2015	2/28/2015	6	2/13/2015	\$1,501.00
PD		WR147442	2/28/2015	3/7/2015	7	5/20/2014	\$2,283.00
PD		WR151780	3/7/2015	3/14/2015	7	1/4/2015	\$2,800.00
PD		JK149924	3/14/2015	3/21/2015	7	9/17/2014	\$3,500.00
PD		RG152326	3/21/2015	3/28/2015	7	1/22/2015	\$3,500.00
PD		WR149975	3/28/2015	4/4/2015	7	9/19/2014	\$4,375.00
PD		WR149615	4/4/2015	4/11/2015	7	9/2/2014	\$4,375.00
PD		WR147699	4/14/2015	4/19/2015	5	6/2/2014	\$1,187.16
PD		TP151622	4/21/2015	4/27/2015	6	12/29/2014	\$1,900.00
PD		RG153846	5/2/2015	5/9/2015	7	3/8/2015	\$2,450.00
PD		EC153695	5/16/2015	5/24/2015	8	3/4/2015	\$2,800.00
PD		WR152283	6/3/2015	6/9/2015	6	1/20/2015	\$2,700.00
PD		WR154217	6/13/2015	6/20/2015	7	3/20/2015	\$3,500.00
PD		WR148744	6/20/2015	6/27/2015	7	7/27/2014	\$2,975.00
PD	ey	JK156313	6/27/2015	7/4/2015	7	6/16/2015	\$3,500.00
PD		RG153333	7/4/2015	7/11/2015	7	2/23/2015	\$3,897.00
PD		AV150370	7/11/2015	7/18/2015	7	10/14/2014	\$3,200.00
PD		WR151982	7/18/2015	7/25/2015	7	1/10/2015	\$3,400.00
PD		AV153202	7/25/2015	8/1/2015	7	2/18/2015	\$3,500.00
PD		AV153630	8/1/2015	8/8/2015	7	3/3/2015	\$3,500.00
PD		AD153677	8/8/2015	8/16/2015	8	3/4/2015	\$3,350.00
PD		WR154496	8/20/2015	8/25/2015	5	3/29/2015	\$1,750.00
MD	EAN	CC157033	8/25/2015	8/27/2015	2	7/27/2015	\$0.00
PD		WR157381	9/3/2015	9/8/2015	5	8/12/2015	\$1,750.00
PD		AK156592	10/10/2015	10/17/2015	7	7/3/2015	\$2,197.73
PD		WR156749	10/17/2015	10/23/2015	6	7/12/2015	\$2,100.00
PD		WR155013	11/21/2015	11/28/2015	7	4/17/2015	\$2,975.00
PD	ack	AK152341	12/19/2015	1/2/2016	14	1/23/2015	\$7,778.27
SunsetLandin Sub Totals			31		210		\$89,149.16
<b>Totals</b>			<b>31</b>		<b>210</b>		<b>\$89,149.16</b>

**Anna Maria Vacations**

5702 Marina Drive  
 Holmes Beach, FL 34217  
 Phone: 941-778-4178  
 Fax: 941-782-5606

**Unit Income and Expense Activity**

7/9/2016

For Stmt(s) Dated: 1/1/2015 thru 12/31/2015  
 For Unit No.: SunsetLandin  
 Summary

**FLORIDA GULF COAST VAC HOMES LLC**

5702 Marina Drive  
 Holmes Beach, FL 34217

**Revenue**

Add Nights - No TI	\$650.00
Pet Fee Non-Refund	\$680.00
Rental Fee	\$85,270.89

<b>Total Revenue</b>	<b>\$86,600.89</b>
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**Commission**

Commission	(\$17,320.18)
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<b>Total Commission</b>	<b>(\$17,320.18)</b>
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**Expenses**

Annual City License	(\$28.93)
Annual State Licence	(\$15.00)
Appliance/TV P/R	(\$132.00)
Cable,Phone,Internet	(\$1,922.53)
Carpet/Furniture C/R	(\$20.00)
Electric Bill	(\$3,996.04)
Garbage Pick Up	(\$592.78)
General Maintenance	(\$955.81)
Insurance Payments	(\$5,599.83)
Lawn/Landscape Serv	(\$1,430.00)
Linen Service Owners	(\$1,330.00)
Maintenance Fees	(\$340.00)
Owner disbursement	(\$35,778.40)
Pest Control/Exterm	(\$399.40)
Plumbing Repairs	(\$123.33)
Pool Repairs	(\$754.80)
Pool Service	(\$1,920.00)
Tax (AMV State Tax)	(\$86.45)
TruPlace Floor Plan	(\$60.00)
VRBO Advertising	(\$649.50)
Water/Sewer	(\$1,330.59)

<b>Total Expenses</b>	<b>(\$57,465.39)</b>
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**Mgmt Expenses**

Exterior Touch-up	(\$100.00)
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Total Mgmt Expenses	(\$100.00)
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<b>Net Total</b>	<b>\$11,715.32</b>
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4804 Gulf Dr

8/4/2016

Anna Maria Vacations

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**Guests by Unit, SunsetLandin (All Resv Codes)**  
**From 1/1/2016 thru 12/31/2017 by Arrival Date (All Reservations)**

Page 1

Code	Name	Conf. No.	Arrive	Depart	Nights	Res Date	Rent Amt
<b>Linen Program</b>							
Unit:		Type: nonw					
PD		JR155826	1/30/2016	3/26/2016	56	5/23/2015	\$31,643.00
PD	igela	AK159101	3/26/2016	4/2/2016	7	11/14/2015	\$7,350.00
PD		AV156730	4/2/2016	4/9/2016	7	7/11/2015	\$4,200.00
PD		CC159245	4/9/2016	4/19/2016	10	11/25/2015	\$4,150.00
OB	ILLEY	JR161976	5/21/2016	5/28/2016	7	3/18/2016	\$0.00
PD		WR162722	5/28/2016	6/4/2016	7	4/14/2016	\$2,450.00
MD	CLEAN	CC162846	6/4/2016	6/7/2016	3	4/20/2016	\$0.00
PD		JK160891	6/7/2016	6/14/2016	7	2/6/2016	\$3,950.00
PD		WR160276	6/14/2016	6/21/2016	7	1/16/2016	\$3,950.00
PD		BB162169	6/25/2016	7/2/2016	7	3/28/2016	\$4,036.00
PD		AV161889	7/2/2016	7/9/2016	7	3/15/2016	\$4,550.00
PD		JK160893	7/9/2016	7/16/2016	7	2/6/2016	\$3,950.00
PD		CW162347	7/16/2016	7/23/2016	7	4/3/2016	\$3,950.00
GC		JK162868	7/23/2016	7/30/2016	7	4/21/2016	\$3,950.00
PD		DG160202	7/30/2016	8/6/2016	7	1/14/2016	\$3,950.00
PD		AV164461	8/7/2016	8/13/2016	6	7/14/2016	\$2,125.00
PD		TP160672	10/18/2016	11/6/2016	19	1/29/2016	\$4,400.53
PD		WR164051	11/17/2016	11/23/2016	6	6/24/2016	\$2,500.00
<b>SunsetLandin Sub Totals</b>			<b>18</b>		<b>184</b>		<b>\$91,104.53</b>
<b>Totals</b>			<b>18</b>		<b>184</b>		<b>\$91,104.53</b>

## CERTIFICATION

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

The statements of fact contained in this report are true and correct.

The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, are my impartial, and unbiased professional analyses, opinions, and conclusions.

I have no present or prospective interest in the property that is the subject of this report and no interest with respect to the parties involved.

I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.

My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.

The reported analyses, opinions, and conclusions were developed, and this report has been prepared in conformity with the requirements of the Code of Professional Ethics & Standards of the Professional Appraisal Practice of the Appraisal Institute.

The use of this appraisal is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.

Bass & Associates has not appraised the subject property within the three years prior to accepting this assignment.

I have completed a personal visit of the residence that is the subject of this appraisal.

No one has provided significant professional assistance to the person(s) signing this report.

As of the date of this appraisal, the undersigned has completed the continuing education program of the Appraisal Institute.

This appraisal assignment was not made, nor was the appraisal rendered on the basis of a requested minimum valuation, specific valuation, or an amount which would result in approval of a loan.



Richard W. Bass, MAI/AICP  
State-Certified General Real Estate Appraiser RZ348

## CERTIFICATION

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

The statements of fact contained in this report are true and correct.

The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, are my impartial, and unbiased professional analyses, opinions, and conclusions.

I have no present or prospective interest in the property that is the subject of this report, and no interest with respect to the parties involved.

I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.

My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.

The reported analyses, opinions, and conclusions were developed, and this report has been prepared in conformity with the requirements of the Code of Professional Ethics & Standards of the Professional Appraisal Practice of the Appraisal Institute.

The use of this appraisal is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.

Bass & Associates has not appraised the subject property within the three years prior to accepting this assignment.

I have completed a personal visit of the residence that is the subject of this appraisal.

No one has provided significant professional assistance to the person(s) signing this report.

As of the date of this report, Susan Fletcher has completed the Standards and Ethics Education Requirements of the Appraisal Institute for Practicing Affiliates.

This appraisal assignment was not made, nor was the appraisal rendered on the basis of a requested minimum valuation, specific valuation, or an amount which would result in approval of a loan.



Susan M. Fletcher

State-Certified General Real Estate Appraiser RZ3223

**GENERAL ASSUMPTIONS  
AND LIMITING CONDITIONS**

**ASSUMPTIONS AND LIMITING CONDITIONS  
TO THIS VALUATION ASSIGNMENT**

A "valuation assignment" is one in which an appraisal is sought. An "appraisal" is defined by USPAP as:

*"the act or process of developing an opinion of value; an opinion of value"*

An "appraisal" is an opinion of value, not a "fact" of value. An "appraisal report" relays the appraisers' opinion, typically in writing.

The following Assumptions and Limiting Conditions apply (as may be applicable by the property type) to this Valuation Assignment

1. As real estate analyst and appraiser, no responsibility is assumed for the legal description or for matters including legal or title considerations. As we are not attorneys, any interpretations or opinions rendered are not legal opinions. Title to the property is assumed to be good and marketable unless otherwise stated.
2. Unless otherwise set forth in our opinion of value, the property is appraised free and clear of any or all liens, encumbrances or easements made known to the appraisers.
3. Responsible ownership and competent property management is assumed.
4. It is assumed that there are no hidden or unapparent conditions of the property, subsurface, surface, or structures that render it more or less valuable. No responsibility is assumed for such conditions or arranging for engineering studies that may be required to discover any defects. We are not trained as home inspectors or building inspectors.
5. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless specific noncompliance is known, defined, and considered in the appraisal report.
6. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a non conformity has been stated, defined, and considered in the appraisal report.
7. All furnishings and equipment, unless specifically indicated, have been disregarded by the appraiser. Only the real estate/real property has been considered.
8. If no survey of the subject property is provided to the appraiser, it is assumed the legal description and/or current plat obtained from the public records closely delineates said property.
9. Physical condition of any improvements located above or below grade on the subject property is based on visual inspection. No responsibility or liability is assumed for non-readily observable features or for the soundness of structural members or below grade features.
10. The American with Disabilities Act ("ADA") became effective January 26, 1992. I have not made a specific compliance survey or analysis of the subject property or comparables to determine whether or not there is conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property, together with a detailed analysis of the requirements of the ADA, could reveal that the property is not in compliance with one or more elements of Act. If so, this fact could have a negative effect upon the value of the property. Since I have no direct evidence relating to this issue, I did not consider possible noncompliance with the requirements of ADA in estimating the value of the property.
11. The date of value to which the opinion of value is expressed in this report apply is set forth in herein. An opinion of value is "as of" a point in time only. Further, the dollar amount of the value opinion herein rendered is based upon the purchasing power of the U. S. dollar existing on the date of value.
12. Appraiser assumes no responsibility for economic, fiscal or physical factors which may affect the opinion of value occurring at some date after the date of the value.
13. Appraiser reserves the right to make adjustments to the valuation of the subject property, as may be required by consideration of additional reliable data that may or may not have been discovered at the time of rendering an opinion of value or which becomes available after the date of value/appraisal.
14. The appraisal has been made in conformity with our understanding of the Uniform Standards of Professional Appraisal Practice (USPAP) as well as the Appraisal Institute's Supplemental Standards as we understand them.
15. Possession of a printed report or a copy thereof does not carry with it the right of publication, duplication or reliance. It may not be used or relied upon for any purpose by any individual, group, company, governmental entity or corporation other than the identified intended user(s) as set forth within the report.
16. Any intended user of the value opinion should only consider the subject appraisal report in its entirety and only as one factor together with its own independent investment considerations, separately obtained appraisal or review appraisal and their own underwriting criteria in its overall investment decision.
17. The appraisal has been made in conformity with our understanding of the Uniform Standards of Professional Appraisal Practice (USPAP) as well as the Appraisal Institute's Supplemental Standards as we understand them.
18. Possession of a printed report or a copy thereof does not carry with it the right of publication, duplication or reliance. It may not be used or relied upon for any purpose by any individual, group, company, governmental entity or corporation other than the identified intended user(s) as set forth within the report.
19. The appraiser herein by reason of rendering an opinion of value is not required to give further consultation, testimony or be in attendance in any court with reference to the property in question unless such arrangements are in the original engagement agreement or separately agreed to by both parties to said agreement.

19. Should a third party call upon the appraiser for testimony, either expert testimony or fact testimony, as a result of this valuation assignment, the client is responsible for the appraisers' professional fees and direct expenses relative to any subsequent work.
20. Neither all nor any part of the contents of the appraisal report, expressed either orally or in writing (especially any opinion as to value), the identity of the appraiser or the firm with which the appraiser is connected) shall be disseminated to the public through advertising, public relations, news, sales materials, or other media without the prior written consent and approval of the client and the appraiser.
21. A diligent effort to verify each comparable sale data. However, if personal contact is not possible, public records will be relied upon for verification. Further, it is recognized that in the confirmation process there exists the potential for misinformation, misleading information and fraudulent information being provided to the appraiser. Should such misinformation, in any form, be provided to the appraiser, no responsibility or liability is assumed by the appraiser. The information furnished by others is believed to be reliable. However, no warranty is given for its accuracy. Certain data used in compiling the requested opinion of value will be furnished by the client or others. Such data is assumed to be reliable and is verified when practical. No representations are herein provided as to correctness or accuracy of such third party data.
22. Any photographs which may be a part of the valuation assignment are intended to reflect the general character of the area, the subject and/or comparable data. Said photographs are for illustrative purposes only.
23. Any sizes of properties, unimproved or improved, be they acreage, square footages or other units of measurements are estimates only based on the sources cited or provided in the appraisal report.
24. Any maps or other graphic devices are intended to be illustrative and general in character and location. No specificity is expressed or implied. The subject property and any comparable properties are best identified by official Appraisers Parcel Number issued by the applicable Office of the County Property Appraiser.
25. If a written report is provided as part of the valuation assignment, used to support an oral opinion of value, said report is conditioned as a preliminary report only and subject to change including Condition Number 13 above, as well as any relevant interpretation or reinterpretation of the applicability of any provisions of the Uniform Standards of Professional Appraisal Practice, as may be amended from time to time.
26. Particularly applicable to any assignment which has the potential to result in litigation, any such written appraisal report is done to support said oral testimony only and can only be relied upon as supporting said testimony and not as a free standing document. In such cases, the opinion of value is prepared for the "client" any written report is prepared solely for use by the appraiser.
27. During the research and analysis process of the valuation assignment, additional "specific" assumptions and/or limiting conditions may be appropriate for the opinion of value sought. If so, they will be set forth separately to specifically identify same.
28. Confidentiality of the appraiser/client relationship is controlled by Florida Statutes and applicable implementing Rules, as well as those of professional membership in the Appraisal Institute. The appraiser may not divulge confidential data to third parties without consent of the client. Our understanding of applicable laws and rules of the State of Florida is that they are more restrictive than those of the Gramm-Leach-Bliley Act of 1999.
29. The client or identified intended user must review the appraisal report and communicate with the appraiser on any issues or concerning relative to said report or opinions of value prior to reliance on same.
30. By use and reliance on the appraisal report or opinion of value, each party who does so, agrees to be bound by all of these Assumptions and Limiting Conditions, and any applicable Hypothetical Conditions and/or Extraordinary Assumptions stated within the final report or final opinion of value.

**FLOOD ZONE DATA**

## **FLOOD INSURANCE**

**NFIP:** This community participates in the National Flood Insurance Program (NFIP). The NFIP makes federally backed flood insurance available for all buildings, whether they are in a floodplain or not. Flood insurance covers direct losses caused by surface flooding, including a river flowing over its banks, a lake or ocean storm, and local drainage problems.

The NFIP insures buildings, including mobile homes, with two types of coverage: structural and contents. Structural coverage is for the walls, floors, insulation, furnace, and other items permanently attached to the structure. Contents coverage may be purchased separately provided the contents are in an insurable building.

**Mandatory Purchase Requirement:** The mandatory purchase requirement applies to all forms of federal or federally related financial assistance for buildings located in a Special Flood Hazard Area (SFHA). This requirement affects loans and grants for the purchase, construction, repair, or improvement of any publicly or privately owned building in the SFHA, including machinery, equipment, fixtures, and furnishings contained in such buildings.

Financial assistance programs affected include loans and grants from agencies such as the Department of Veterans Affairs, Farmers Home Administration, Federal Housing Administration, Small Business Administration, and Federal Emergency Management Agency. The requirement also applies to secured mortgage loans from financial institutions, such as commercial lenders, savings and loan associations, savings banks, and credit unions that are regulated, supervised or insured by Federal agencies such as the Federal Deposit Insurance Corporation and the Office of Thrift Supervision. It also applies to all mortgage loans purchased by Fannie Mae or Freddie Mac in the secondary mortgage market.

**How it Works:** Before a person can receive a loan or other financial assistance from one of the affected agencies or lenders, there must be a check to see if the building is in a Special Flood Hazard Area (SFHA). The SFHA is the base (100-year) floodplain mapped on a Flood Insurance Rate Map (FIRM). It is shown as one or more zones that begin with the letter "A" or "V".

Copies of the FIRM are available for review in most local government building or planning departments. Many lenders and insurance agents also have copies. It is the agency's or the lender's responsibility to check the FIRM to determine if the building is in an SFHA, although many communities provide assistance.

If the building is in a SFHA, the agency or lender is required by law to require the recipient to purchase a flood insurance policy on the building. The requirement is for structural coverage equal to the amount of the loan (or other financial assistance) or the maximum amount available, whichever is less. The maximum amount available for a single-family house is \$250,000.

The mandatory purchase requirement does not affect loans or financial assistance for items that are not covered by a flood insurance policy, such as vehicles, business expenses, landscaping, and vacant lots. It does not affect loans for buildings that are not in the SFHA, even though a portion of the lot may be flood prone. While not mandated by law, a lender may require a Flood Insurance Policy as a condition of a loan for a property in any zone on a Flood Insurance Rate Map.

Source: Federal Emergency Management Agency (FEMA)

**APPRAISERS' QUALIFICATIONS**

**QUALIFICATIONS OF RICHARD W. BASS**

Economic conditions, land use, zoning, environmental (flora/fauna), hazardous contamination and a myriad of other development regulations and limitations all impact the valuation process. This analyst has been involved with the development of various forms of land use regulations (comprehensive plans, zoning ordinances, & sign codes), has planned projects, reviewed proposed projects from a governmental regulation viewpoint and developer viewpoint; has conducted real estate appraisals, reviewed appraisals for lenders, local governments and developers; diminution in value/detrimental condition appraisals; has conducted market studies, feasibility studies, absorption studies, project analysis, parking studies, and highest and best use studies; and, has been involved in numerous eminent domain cases including impact analysis, diminution in value cases (hazardous contamination properties), valuation of easements, title policy cases, sign valuation, appraisal review and preparation of appraisals for both the private and public sectors for litigation purposes.

**PROFESSIONAL AFFILIATIONS/MEMBERSHIPS**

Appraisal Institute	American Economic Association
American Institute of Certified Planners	American Marketing Association
National Association of Business Economist (retired)	National Association of Master Appraisers
National Society of Appraiser Specialists	National Society of Environmental Consultants
International Association of Assessing Officers	National Golf Foundation, Professional Member

**PROFESSIONAL DESIGNATIONS**

<b>MAI</b>	-	Member Appraisal Institute
<b>MSA</b>	-	Master Senior Appraiser
<b>BCBA</b>	-	Board Certified Business Appraiser (retired)
<b>EAC</b>	-	Environmental Assessment Consultant (retired)
<b>AICP</b>	-	American Institute of Certified Planners (retired)
<b>CRA</b>	-	Certified Review Appraiser (retired)

**LICENSES**

Florida - State-Certified General Real Estate Appraiser RZ348  
Florida - Real Estate Broker License, BK 0378343  
Florida - USPAP Instructor's Permit GA 10000062 (retired)  
Florida - General Appraiser, Instructor's Permit GA 1000062  
Ohio - Cert. General R.E. Appraiser 2014002127  
Alaska Certified General Real Estate Appraiser, Courtesy License

RICK SCOTT, GOVERNOR	KEN LAWSON, SECRETARY
<b>STATE OF FLORIDA</b> DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION FLORIDA REAL ESTATE APPRAISAL BOARD	
<b>LICENSE NUMBER</b> RZ348	
The CERTIFIED GENERAL APPRAISER Named below IS CERTIFIED Under the provisions of Chapter 475 FS Expiration date: NOV 30, 2016	
BASS, RICHARD W 1953 8TH ST SARASOTA FL 34236	
	
ISSUED 08/20/2014	DISPLAY AS REQUIRED BY LAW
SEQ # 140870009536R	

### EXPERT WITNESS

Qualified in Federal and Florida Circuit Courts as an expert witness: Real Estate Appraiser, Land Planner, and Economist.

Topics include: Real Estate Appraisal/Sign Valuation  
Land Planning/Zoning/Comprehensive Planning  
Economist/Marketing

### LOCAL & STATE GOVERNMENT APPOINTMENTS

- Current** **Special Hearing Magistrate** - Value Adjustment Board Sarasota County, FL
- Past** **State Appraisal Board** - Expert witness for the Appraisal Board, Department of Business & Professional Regulation, State of Florida.
- Council Member** - Reinventing Government Council,
- Board Member** - Rosemary Redevelopment Advisory Board, Sarasota, FL
- Special Hearing Master** - Value Adjustment Board, Sarasota County, FL

### LOCAL & STATE GOVERNMENT APPOINTMENTS COMMITTEES

- Past** **Save Our Bays Association** - President, Board of Directors (local)
- Parking Committee** - City of Sarasota Redevelopment Department (local)
- Technical Advisory Committee** - City Comprehensive Plan (local)
- School Board Advisory Committee** - Sarasota School Board (local)
- Sarasota Chamber of Commerce** - Committee for Economic Development (local)

### PUBLICATIONS/ARTICLES

**If its Zoned, Why Can't I Build On It?**, NARA/MU, 1985 Scottsdale, AZ,

**What's a Sign Worth, Death of a Retailer.** SignsOfTheTimes, ST Publications, Inc., 1996 Cincinnati, OH

**The Economic Worth of On-Premise Signage, Research and Valuation Techniques.** Claus, R. James; Bass, Richard W., 1998 Sherwood, OR

**Are Planners Truly Planning for the Economic Well Being of Their Community and for Themselves.** Overview, FPZA, 1998 Tallahassee, FL

**Sign = More Revenue, Fewer Print Ads.** SignsOfTheTimes, ST Publications, Inc., Jan. 1999 Cincinnati, OH

**Do Signs Economically Benefit Non-Profits?** SignsOfTheTimes, ST Publications, Inc., 2006 Cincinnati, OH

**Valuation of the Primary Guidance System for our Mobile Society.** Appraising On-Premise and Other Forms of Signage for Optimal Asset Management; Robert J. Claus, Ph.D., Edwin Baker, Richard Bass, MAI/AICP, Signage Foundation, 2001

**SPEAKING ENGAGEMENTS**

- 1995 - Speaker, **"Sign Valuation - Case Studies"** Signs and Land Use Controls Conference, Reston, Virginia
- 1996 - Speaker, **"Sign Valuation - What's A Sign Worth?"** Identity Management Conference, Pinehurst, N.C.
- 1998 - Instructor, **"Appraisal Practices for Valuation/Evaluation of the Commercial/Retail Site and Its Signage"**, including Case Studies, Signage Foundation, Orlando, FL.
- 1998 - Speaker, **"Establishing Value for a Commercial Site's Visibility Component"**, National Sign Users Conference on Sign Regulations and Marketing, International Sign Association (ISA), Orlando FL.
- 1999 - Speaker, **"The On-Premise Business Sign, What Its Really Worth & How to Prove It"**, National City Planners & Sign Users Conference, Mid West Sign Association & Signage Foundation for Communication Excellence, Inc., Columbus, OH.
- 2000 - Speaker, **"The Value of On-Premise Signage and Dealing with Local Government"**, International Council of Shopping Centers, CenterBuild Conference, Scottsdale, AR.
- 2003 - Speaker, **"The Impact of Sign Regulation on Market Activities and Business Valuation"** Best Practices Manual Commercial and Political Place Based Speech Regulations, National Signage Research Symposium ; U.S. Small Business Administration & Signage Foundation for Communication Excellence, Inc.
- 2004 - Speaker **"Commercial and Political Place-Based Speech Regulations"** Toward a Best Practices Manual, National Signage Research Symposium Workshop; U.S. Small Business Administration & Signage Foundation for Communication Excellence, Inc.
- 2004 - Speaker **"The Value of On-Premise Signs"** CLE International, Tampa, Florida.
- 2005 - Speaker **"Implementation of Best Practices in Commercial Placed-Based Signage"** National Signage Research Symposium; U.S. Small Business Administration, University of Nevada at Las Vegas College of Business, & Signage Foundation for Communication Excellence, Inc., Las Vegas, NV.
- 2006 - Speaker **"Valuation of the Primary Guidance System for our Mobile Society, Appraising On-Premise and Other Forms of Signage for Optimal Asset Management"**, Transportation Research Board, National Academy of Science, Washington DC.
- 2006 - Speaker **"The Advertising Value of Digital Imaging and Signage"**, Case Studies, The Signage and Graphics Summit, SGIA and ISA, Palm Harbor, FI
- 2006 - Speaker **"Legal & Appraisal Issues"**, Signage and Identity Symposium, Las, Vegas, NV
- 2006 - Instructor **The Sign Valuation Process and Damage Calculations; Time, Place and Manner Standards for Sign Regulations and Federal Compensation Requirements; Designing Effective Signage and Protecting the right to Use it; Projections and Compensation for the Value of Signage Under Federal Law;** Signage & Identity Symposium, CLE for Attorneys and Appraisers; U.S. Small Business Administration (SBA) & The Signage Foundation for Communication Excellence, Las Vegas, NV
- 2011 - Speaker **"An Appraisers View of the Value of Signage"**, Signage and Graphics Summit, ST Media Group International, Tampa, FI
- 2011 - Speaker **Planning for Sign Code Success**, Seattle, Phoenix & Dallas, Continuing Education, AICP/APA
- 2012 - Speaker **Planning for Sign Code Success**, Orlando, Continuing Education, AICP/APA
- 2013 Speaker **Planning for Sign Code Success**, Huntsville, Raleigh-Durham, Continuing Education, AICP/APA

**GENERAL AND APPRAISAL EDUCATION**

- 1976 - Bachelor of Science in Urban Planning & Environmental Management
- 1980 - Transfer of Development Rights (TDR) in Florida
- 1980 - 1A-1: Principles and Practices, AIREA
- 1981 - Transfer of Development Rights (TDR) in The U.S.
- 1983 - 1A-2: Basic Valuation Procedures, AIREA
- 1983 - 1B-1: Capitalization Theory, AIREA
- 1984 - 8-3 Standards of Professional Practice, AIREA
- 1985 - 1B-B Capitalization Theory, AIREA
- 1986 - 1B-A: Capitalization Theory, AIREA
- 1986 - 2-1: Case Studies in Real Estate Valuation, AIREA
- 1986 - HP-12C Basic and Advanced Seminars, AIREA
- 1986 - Analyzing Retail Opportunities, Market & Feasibility Techniques, Georgia Institute of Technology
- 1987 - R41b Seminar
- 1987 - Rates, Ratios & Reasonableness, AIREA
- 1987 - 1986 IRS Tax Code & Real Estate Property Valuation, AIREA
- 1987 - 4: Litigation Valuation, AIREA
- 1988 - Retail Market Analysis-CBD's & Neighborhood by the Georgia Institute
- 1988 - Retail Market Analysis, Georgia Institute of Technology, Atlanta, GA.
- 1989 - Professional Practice, Society of Real Estate Appraisers, Sarasota, FL.
- 1990 - Environmental Assessments for Real Estate; MCC, Bradenton, FL.
- 1991 - Strategic Retail Market Analysis; Georgia Institute of Technology
- 1991 - 8-2: Residential Valuation Appraisal Institute.
- 1991 - Core Law; Florida Real Estate Commission
- 1992 - Standard of Professional Appraisal Practices Parts A & B, Appraisal Institute
- 1992 - EPA's Underground Storage Tank Requirements; Environmental Resource Center
- 1992 - Environmental Site Assessment; Lincoln Graduate Center
- 1993 - Professional Standards, USPAP Update, Core Law For Appraisers, Appraisal Institute
- 1994 - Comprehensive Appraisal Workshop, Ted Whitmer, Dallas, Texas.
- 1994 - Americans With Disabilities Act (ADA) Seminar, Appraisal Institute, Ft. Myers, FL
- 1994 - Sign Regulations, AICP, Chicago, IL
- 1995 - Highest & Best Use and Market Analysis Appraisal Institute, Tampa, FL
- 1996 - Core Law Review Seminar, Sarasota FL
- 1997 - Principles of Business Appraisal, Lincoln Graduate Center, NAMA, Orlando, FL
- 1998 - Transaction Brokerage & Agency, Florida Association of Realtors, Sarasota, FL
- 1998 - Valuation of Detrimental Conditions in Real Estate, Appraisal Institute, Miami, FL.
- 1998 - 430: Standards of Professional Practice, Appraisal Institute, Tampa, FL
- 1998 - Appraisal Practices Valuation/Evaluation of Commercial/Retail Site & Signage, AI, Orlando, FL
- 1999 - 1999 USPAP Review, The Appraisal Foundation, Washington, DC.
- 1999 - 1999 USPAP Instructor Training, The Appraisal Foundation, Washington, DC.
- 1999 - Instructor Seminar, Florida Real Estate Commission & Real Estate Appraisal Board, Bradenton, FL
- 1999 - Florida Core Law, Florida Real Estate Commission, Bradenton, FL
- 1999 - Brokers Continuing Education, Real Estate, Sarasota, FL
- 2001 - 2001 USPAP Update for Instructors & Regulators, Appraisal Foundation, Orlando, FL
- 2001 - Property Tax in Florida, Lorman Education Services, Sarasota, FL
- 2001 - Developing Golf Courses and Residential Communities, ULI, Charleston, SC
- 2001 - Apartment Appraisal, Appraisal Institute, Tampa, FL
- 2001 - Comprehensive Appraisal Workshop, Ted Whitmer, Tampa, FL
- 2001 - Realtor's Core Law Update, Real Estate Education Company, Sarasota, FL
- 2001 - 430 Standards of Professional Practice, Part C, Appraisal Institute, Tampa, FL
- 2002 - 800: Separating Real Property From Intangible Business Assets, Appraisal Institute, Boca Raton, FL
- 2002 - Environmental/Property Damage/Standards/Due Diligence, Valuation Strategies, Ai, Toronto, CA
- 2003 - Instructors Continuing Education Seminar, Florida Real Estate Appraisal Board, Kissimmee FL
- 2004 - Brokers Continuing Education, Real Estate, Sarasota, FL
- 2004 - The Appraisal of Real Estate Conference, CLE International, (Faculty member) Tampa, FL
- 2004 - Business Practices and Ethics, Appraisal Institute, Boca Raton, FL
- 2004 - Inverse Condemnation, An Appraiser's Dilemma, Appraisal Institute, Boca Raton, FL
- 2004 - USPAP Update & Core Law, McKissock, Sarasota, FL
- 2004 - Appraisers Liability in Residential Appraising, Appraisal Institute, Venice, FL
- 2004 - Appraising the Appraisal: Understanding the Appraisal Review Process, ABA, AI, Sarasota, FL
- 2005 - Instructors Cont. Education, Core Law Update, Appraiser License Law Update, FREC/ FREAB, Sarasota, FL
- 2005 - The Professional's Guide to the URAR Form Report, Appraisal Institute, Ft. Myers, FL
- 2005 - 26<sup>th</sup> Annual Legal Seminar, IAAO, Chicago, IL
- 2006 - Litigation Valuation, Appraisal Institute, Chicago, IL

# BASS & ASSOCIATES, INC.

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- 2006 - USPAP Update, McKissock, Sarasota, FL
- 2006 - Eminent Domain, CLE International, Tampa, FL
- 2007 - Instructors Cont. Education, Core Law Update, Appraiser License Law Update, REC & FREAB Sarasota, FL
- 2007 - Valuing Real Estate in a Changing Market, Institute of Real Estate Studies, Sarasota, FL.
- 2007 - Analyzing Distressed Real Estate, Appraisal Institute, Sarasota, FL.
- 2008 - Florida State Law Update for Real Estate Appraisers, AI, St. Pete, FL
- 2008 - Florida Supervisor Trainee Roles and Rules, AI, St. Pete, FL
- 2008 - AI-100 Summary Appraisal Report Residential, AI, Sarasota, FL
- 2008 - Inspecting the Residential "Green House", AI Rotonda, FL
- 2008 - National USPAP Update, AI, Sarasota, FL
- 2009 - Instructors Cont. Education, Core Law Update, Appraiser License Law Update, FREC/FREAB Sarasota, FL
- 2009 - Department of Revenue, Value Adjustment Board Special Magistrate Training, FL
- 2009 - Business Practices and Ethics, Appraisal Institute, Ft. Lauderdale, FL
- 2010 - Appraisal Curriculum Overview, Appraisal Institute, Orlando, FL
- 2010 - Valuation by Comparison, Residential Analysis & Logic, Appraisal Institute, Bradenton, FL
- 2010 - National USPAP Update, AI, Sarasota, FL
- 2010 - Florida State Law Update for Real Estate Appraisers, Sarasota, FL
- 2010 - Florida Supervisor Trainee Roles and Rules, Sarasota, FL
- 2010 - Valuation of Detrimental Conditions in Real Estate - Update, AI, Tampa, FL
- 2010 - Conservation Easement Valuation, AI, Ft. Lauderdale, FL
- 2011 - Analyzing the Effects of Environmental Contamination on Real Property, AI, Bradenton, FL
- 2012 - Trial Components: Recipe for Success or Failure, AI, Ft. Myers, FL
- 2012 - Fundamentals of Separating Real & Personal Property and Intangible Business Assets, AI, Orlando, FL
- 2012 - National USPAP Update, American Society of Appraisers, Sarasota, FL
- 2012 - Florida State Law Update for Real Estate Appraisers, McKissock, Sarasota, FL
- 2012 - Instructors Cont. Education, Core Law Update, Appraiser License Law Update, FREC/FREAB Sarasota, FL
- 2012 - IRS Valuation, Appraisal Institute
- 2012 - Impairment Testing: The When and How for Financial Reporting, Appraisal Institute
- 2012 - Trial Components: Receipt for success or Failure, Appraisal Institute
- 2013 - The Appraiser as an Expert Witness" Preparation & Testimony, Appraisal Institute, Ft. Lauderdale, FL
- 2013 - Complex Litigation Appraisal Case Studies, Appraisal Institute, Orlando, FL
- 2013 - Reducing Appraisers Liability Using AZ765 ANSI Measuring Standards, Orland, FL
- 2013 - Marina Valuation Overview, Appraisal Institute, Chicago, IL
- 2013 - Instructors Cont. Ed., Core Law Update, Appraiser License Law Update, FREC/FREAB, Palm Beach, FL
- 2013 - USPAP Update, Center of Real Estate Studies, Sarasota, FL
- 2014 - Fannie Mae Appraisal Guidelines, Appraisal Institute, Tampa, FL
- 2014 - Golf Course Property Valuation, Appraisal Institute
- 2014 - Litigation Assignments for Residential Appraisals, Doing Expert Work on Atypical Cases, AI, St. Pete, FL
- 2015 - Mold, Pollution and the Appraiser
- 2015 - Ohio Fair Housing, McKissock
- 2015 - The Dirty Dozen, McKissock
- 2015 - Introduction to Legal Description, McKissock
- 2015 - Instructors Continuing Education, Core Law Update, Appraiser License Law Update, FREC & FREAB
- 2015 - Commercial Cost Approach Certification, Marshall and Swift, New Orleans, LA
- 2016 - USPAP Update, American Society of Appraisers, Tampa, FL

**SUSAN M. FLETCHER**

Bass & Associates, Inc. has been involved with the development of various forms of land use regulations (comprehensive plans, zoning ordinances, & sign codes), planned projects, reviewed proposed projects from a governmental regulation viewpoint and developer viewpoint; has conducted real estate appraisals, reviewed appraisals for lenders, local governments and developers; has conducted market studies, feasibility studies, absorption studies, project analysis, parking studies, and highest and best use studies; and, has been involved in numerous eminent domain cases including impact analysis, appraisal review and preparation of appraisals for both the private and public sectors for litigation purposes.

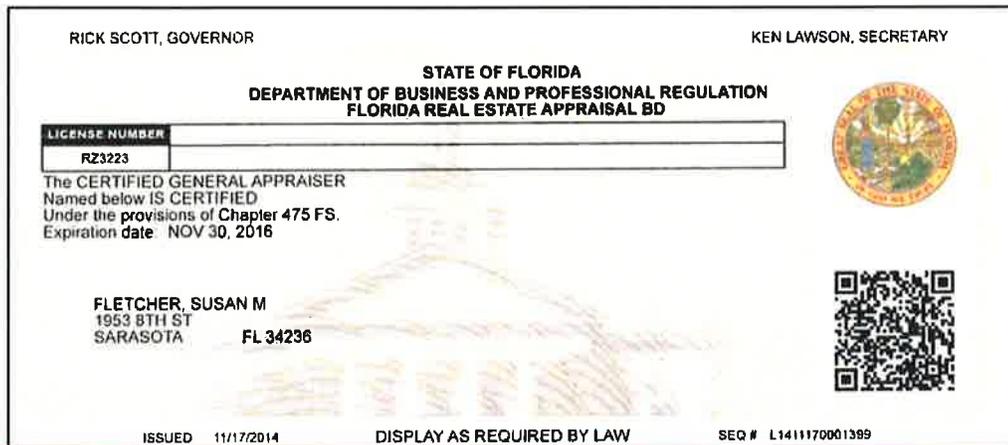
Ms. Fletcher is a State-Certified General Real Estate Appraiser and has been involved with a variety of appraisal assignments for both the public and private sectors. At present, Ms. Fletcher's focus is on valuation and support services for commercial assignments.

**APPRAISAL EXPERIENCE**

Associate: Bass & Associates, Inc. 2004 - Present

**PROFESSIONAL AFFILIATIONS/MEMBERSHIPS**

Appraisal Institute: Practicing Affiliate



**GENERAL AND APPRAISAL EDUCATION**

- 1997 - Bachelors of Science in Criminology, Florida State University, Tallahassee, Florida.
- 2004 - FREAB Registered Trainee Appraiser, AB-1, Ed Klopfer School of Real Estate, Tampa, Florida
- 2005 - USPAP, National Uniform Standards of Professional Appraisal Practice, Appraisal Institute, Tampa, Florida.
- 2005 - FREAB Certified Residential Appraisal, AB-II, Ed Klopfer School of Real Estate, Sarasota, Florida.
- 2006 - USPAP Update and Florida Law, McKissock School of Real Estate, Tampa, Florida.
- 2006 - Appraisal Trends, Disclosures & Disclaimers, Appraisal Review, McKissock School of Real Estate, Tampa, Florida.
- 2006 - Course-310; Basic Income Capitalization, Appraisal Institute, Tampa, Florida.
- 2007 - A professional's guide to Conservation Easements, Appraisal Institute, Las Vegas, Nevada.
- 2007 - Making Sense of GIM's, OAR's, and DCF's, Appraisal Institute, Las Vegas, Nevada.
- 2007 - What's in store for 2008? Appraisal Institute, Las Vegas, Nevada.
- 2007 - General Market Analysis and Highest & Best Use; Appraisal Institute, Boca Raton, Florida.
- 2007 - USPAP; National Uniform Standards of Professional Appraisal Practice, Cook Real Estate School, St. Petersburg, Florida.

## BASS & ASSOCIATES, INC.

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- 2008 - 3-Hour Core Law & Florida Supervisor/Trainee Roles and Rules, Appraisal Institute, Tampa, Florida.
- 2008 - 7-Hour USPAP Update, Appraisal Institute, Tampa, Florida.
- 2009 - Real Estate Finance, Statistics, and Valuation Modeling, Appraisal Institute, Tampa, Florida.
- 2009 - Appraisal of Local Retail Properties, Appraisal Institute, Ft. Myers, Florida
- 2010 - Business Practice & Ethics; Appraisal Institute, Orlando, Florida.
- 2010 - 7-Hour USPAP Update; Appraisal Institute, Lakewood Ranch, Florida
- 2010 - 3-Hour Florida Law & Supervisor/Trainee Roles and Rules; Appraisal Institute, Lakewood Ranch, Florida
- 2011 - General Appraiser Report Writing & Case Studies; Appraisal Institute, Tampa, Florida
- 2011 - Advanced Income Capitalization, Appraisal Institute, Maitland, Florida
- 2012 - 7-Hour USPAP Update, McKissock School of Real Estate, Sarasota, Florida
- 2012 - 3-Hour Florida Law, McKissock School of Real Estate, Sarasota, Florida
- 2013 - Introduction to Land Valuation Seminar, Appraisal Institute, Tampa, Florida
- 2013 - Marina Valuation overview, Appraisal Institute, Webinar
- 2013 - Insurance Replacement Valuation: An Emerging Appraisal Discipline, Appraisal Institute, Webinar
- 2013 - Advanced Market Analysis and Highest & Best Use, Appraisal Institute, Orlando, Florida
- 2013 - Lessons from the Old Economy: Working In The New, Appraisal Institute, Bradenton, Florida
- 2014 - Golf Course Property Valuation: Know Your Handicap, Appraisal Institute, Webinar
- 2014 - 7-Hour USPAP Update, Appraisal Institute, Sarasota, Florida
- 2014 - 3-Hour Florida Law, Appraisal Institute, Sarasota, Florida
- 2015 - Evaluating the Evaluation, Appraisal Institute, Webinar
- 2015 - Commercial Cost Approach Certification, Marshall and Swift, New Orleans, LA
- 2016 - 7-Hour USPAP Update, McKissock School of Real Estate, Fort Myers, Florida
- 2016 - 3-Hour Florida Law, McKissock School of Real Estate, Fort Myers, Florida
- 2016 - How to Recognize and Avoid Mortgage Fraud, McKissock School of Real Estate, Fort Myers, Florida
- 2016 - Exploring Appraiser Liability, McKissock School of Real Estate, Fort Myers, Florida

### STATE LICENSES

State-Certified General Real Estate Appraiser RZ3223