

PENINSULA TOWNSHIP LAND ANALYSIS SALES STUDY FOR 2023 ASSESSMENTS (SALES BETWEEN 4/1/2019-3/31/2022)

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	Class	SP	AV-Sale	Ratio	Raw Land Res'l (LR)	Adj Land Res'l (LR)	Acres	Un-Adj \$/Acre	Adj \$/Acre	ECF Area	Comments
Agriculture/Un-Restricted															
11-110-032-00	16006 CEN	4/2/21	MLC	IMPROVED	101	700,000	237,700	33.96	558,678	335,206	10.54	53,006	31,803	1001	VW 1: AdjLR:3.75A Vinesx30k/A Captive Sale
11-115-036-07															
11-115-036-03															
11-115-036-04	15259 SMC	2/4/22	WD	MULTI IMPROVED		2,825,000	909,900	32.21	2,608,850	1228850	80.6	32,380	15,252	400 9	views; non encumbered; purchased for winery use. Adj LandRes=46A Vinesx30k/A
11-115-036-05															
11-115-038-55															
11-115-036-02	CENTER RD	7/9/20	WD	VACANT	102	80,700	78,000	96.65	80,700	80700	5.38	15,000	15,000	1001	VW 2-No crops
11-103-004-20	17482 CEN	6/25/21	WD	IMPROVED	101	310,000	122,000	39.35	214,852	164852	7.30	29,432	22,582	1001	VW 1 Adj LandRes=2.5Ac Orchard x 20k/Ac
11-115-036-01	15305 CEN	7/9/20	WD	VACANT-new con	160	198,300	147,900	74.58	198,300	113300	9.10	21,791	12,451	1001	PA 260-Vw1-Adj LR-.4.25A Orchardx20k/A
11-127-001-55	BLUE WATE	1/5/22	LC	SPLIT VACANT	101	743,065	0	0.00	743,065	573065	42.10	17,650	13,612	1001	42.1 Ac-V/L/Adj LR:8.5Ac Orchardx20k/A
Totals:						4,857,065	1,495,500		4,404,445	2,495,973	154.99	28,210	18,450		<-ColAvg
												21,791	15,126		<-ColMedian
															RAW Calc \$/Acre => 28,418
															Adj Calc \$/Acre => 16,104
<p>The existing Non-Vw rates for 10 Ac & 80 Ac are 21,000 and 10,500, respectively. Use the Average of the Raw Calc \$/Ac & the Adj Calc \$/Ac (28,418/16,104), for a 10 Ac Rate of 22,300. Use the lowest computed \$/Ac for 80+Ac rates (12,500). There are very few 5 Acre Ag parcels. Use 10Ac rate for 5 Acre parcels.</p> <p>The existing View rates for 10 Ac is 32,500 Utilize historic data indicating view parcels are approximately 40-50% higher than non-view parcels (use 45%). Therefore, view acre rates for 10 Ac rates to be 32,500 (22,300 x 1.45). Leave 80Ac View at 12,500 Interpolate remaining acreage 'stops'. Therefore:</p> <p>5 Ac Non-View: 22,300 5 Ac View: 32,500 10 A Non-View: 22,300 10 A View: 32,500 15 A Non-View: 21,320 15 A View: 30,862 20 A Non-View: 20,340 20 A View: 28,864 25 A Non-View: 19,360 25 A View: 27,046 30 A Non-View: 18,380 30 A View: 25,228 35 A Non-View: 17,400 35 A View: 23,410 40 A Non-View: 16,420 40 A View: 21,592 50 A Non-View: 15,440 50 A View: 19,774 60 A Non-View: 14,460 60 A View: 17,956 70 A Non-View: 13,480 70 A View: 16,138 80+ A Non-View: 12,500 80+A View: 12,500</p> <p>W01 On Water (Use 2800--This is the lowest calculated direct waterfront rate) D01 Div Water(Use 2400--This is the lowest calculated divided waterfront rate)</p> <p>Note: Adjustments to Land Residuals: Orchards @ \$20,000/Acre; Vineyards @ \$30,000/Acre; Captive Sale Element: SP 40% higher than typical per historical trends. Utilize the lowest base rate (Q#V#) for developmental residential sites</p>															

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Agriculture/PDR-Restricted																
11-110-010-00	16936 PEN	11/13/20	WD	IMPROVED	160	292,000	364,300	124.76	195,072	195,072	21.00	9,289	9,289	101	Don'tUse-Outlier: Family Sale; PDR (1) VW 3: 13A Orch	
11-109-004-01	PENINSULA	4/30/21	WD	VACANT	160	135,520	60,500	44.64	135,520	90,520	9.68	14,000	9,351	101	PDR (0) VW 1-Adj LR:2.25A Orch	
11-008-005-58	GRAY RD	8/9/21	WD	SPLIT IMPROVED	160	350,000	0	0.00	220,654	220,654	10.00	22,065	22,065	101	PDR (1) VW 1:NoAdjNeeded	
11-227-015-02	3581 SWAP	6/10/20	WD	VACANT-new con	460	157,500	88,700	56.32	157,500	157,500	10.50	15,000	15,000	101	PDR (1) VW 1: No AdjNeeded	
11-226-011-02	4016 TOMF	10/30/20	WD	VACANT	460	240,000	96,200	40.08	240,000	240,000	11.39	21,071	21,071	101	PDR (1) VW 1: No AdjNeeded	
11-109-004-05	PHELPS RD	4/30/20	WD	SPLIT VACANT	160	193,180	0	0.00	193,180	193,180	14.89	12,974	12,974	101	PDR (0) VW 1-No Adj Needed	
11-103-011-00																
11-103-014-10	EIMEN RD	7/27/21	WD	MULTI VACANT	102	160,000	277,200	173.25	160,000	160,000	15.82	10,114	10,114	101	PDR (0) VW 1-No Adj Needed- Orchard removed	
11-103-014-20																
11-004-010-01	NELSON RD	6/10/21	WD	VACANT	460	559,550	154,600	27.63	559,550	559,550	20.00	27,978	27,978	101	PDR (1) VW 1-No Adj Needed	
11-005-000-50	NELSON RD	4/7/21	WD	VACANT	460	340,000	122,200	35.94	340,000	340,000	20.05	16,958	16,958	101	PDR (0) VW 5-No Adj Needed	
11-227-015-01	3625 SWAP	1/8/21	LC	IMPROVED	460	500,000	219,800	43.96	315,497	315,497	20.99	15,031	15,031	101	PDR (0) VW 1-No Adj Needed	
11-103-017-02	17400 CEN	4/30/21	WD	VACANT	460	315,000	170,800	54.22	315,000	315,000	22.74	13,852	13,852	101	460_1 PDR/RESTRICTED-NoAdj PDR (0) VW 1; Adj LR:34A Vines-	
11-234-011-20	3275 OLD N	4/14/21	WD	IMPROVED	160	1,327,500	343,300	25.86	1,182,580	427,500	38.98	30,338	10,967	101	Bldgs Demo'd after sale	
11-115-022-00	15427 CEN	12/16/21	WD	IMPROVED	160	800,000	354,800	44.35	643,024	265,500	40.03	16,064	6,633	101	PDR (1) VW 2:AdjLR:15A Orch	
11-122-012-55	14588 PEN	8/9/21	WD	MULTI IMPROVED	401	2,750,000	1,075,300	39.10	1,751,449	851,330	60.30	29,046	14,118	101	PA 260 (1):AdjLR:8AVines;4A Orch	
11-122-013-05																
11-134-008-55																
11-133-028-10	12368 CEN	12/29/20	WD	IMPROVED	160	1,700,000	1,019,200	59.95	1,462,856	1,462,856	121.73	12,017	12,017	101	PDR (5): No Adj Needed	
11-133-022-00																
Totals:						9,528,250	3,982,600		7,676,810	5,599,087	417.10	18,322	15,547		<-ColAvg	
															<-ColMedian	
															Raw Calc \$/Acre => 18,405	
															Adj Calc \$/Acre => 13,424	
<p>The existing acreage rate is \$ 13,500. The adjusted computed acreage rate is 13,424. Use: 13,500</p> <p>Note: Adjustments to Land Residuals: Orchards @ \$20,000/Acre; Vineyards @ \$30,000/Acre Utilize the lowest base rate (Q#V#) for developmental residential sites</p>																

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Commercial + Marina Slips																		
11-128-002-00	13795 SEVI	2/16/21	WD	03-ARM'S LENGTH	750,000	363,900	48.52		112,871									PAR'L DEMO AFTER SALE
11-127-016-56	3309 BLUE	1/5/22	LC	SPLIT VACANT	743,065	0	0.00		743,065									JAMIESON TO BRYS WINERY
																		↑(UN-rest/captive/landlocked)
11-121-062-06	PENINSULA	4/27/21	WD	03-ARM'S LENGTH	120,000	39,100	32.58		120,000									208 MARINA SLIPS-40 ft
11-121-062-29	PENINSULA	7/6/20	WD	03-ARM'S LENGTH	65,000	34,500	53.08		65,000									208 MARINA SLIPS-30 ft
11-121-062-31	PENINSULA	9/2/21	WD	03-ARM'S LENGTH	95,000	39,100	41.16		95,000									208 MARINA SLIPS-30 ft
11-121-062-36	PENINSULA	5/22/20	WD	03-ARM'S LENGTH	100,000	34,500	34.50		100,000									208 MARINA SLIPS-30 ft
11-121-062-36	PENINSULA	4/1/21	WD	03-ARM'S LENGTH	120,000	39,100	32.58		120,000									208 MARINA SLIPS-30 ft
11-121-062-44	PENINSULA	9/10/21	WD	03-ARM'S LENGTH	165,000	39,100	23.70		165,000									208 MARINA SLIPS-30 ft
11-121-062-45	PENINSULA	9/3/21	WD	03-ARM'S LENGTH	108,000	39,100	36.20		108,000									208 MARINA SLIPS-30 ft
					110,429	<=ColAvg							108,833	<= 30 Ft Avg				
Use: 120,000 for 40 Foot Slips (this is the second recent 120k SP of a 40 Ft slip)																		
Use: 108,800 for 30 Foot Slips																		

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Cur TCv	Land Res'l	LandValu	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments	
5 Acre- North																			
11-234-026-00	3469 OLD N	9/15/21	WD	IMPROVED	620,000	179,700	28.98	376,868	407,301				6.7	61,156			400 9	Use as equiv View 5	
11-127-005-10	13669 BLUJ	10/30/20	WD	IMPROVED	650,000	288,000	44.31	579,343	286,062				6.4	44,489			TWP	View 3	
11-102-008-01	SMOKEY HI	5/13/21	WD	SPLIT VACANT	179,000	0	0.00	145,000	179,000				5.3	33,966			400 9	View 1	
11-226-008-10	19535 BRIN	6/25/21	WD	IMPROVED	400,000	138,800	34.70	322,853	224,177				5.1	44,216			400 9	View 1	
11-227-001-22	EAGLE RISE	8/17/21	WD	VACANT	205,000	65,300	31.85	130,500	205,000				6.0	34,167			400 9	View 1	
11-234-028-10	3823 OLD N	8/19/20	WD	IMPROVED	304,000	155,400	51.12	341,073	119,817				5.4	22,147			400 9	View 1	
					Totals:	1,738,000	647,500		1,014,056				28.2	35,797	<-ColAvg				
							Sale Ratio=>									Calc View 1 \$/Ac=>		33,471	
							Std.Dev=>									Calc Overall \$/Acre =>		35,985	
Use: 33,500 (View 1); Use 44,500 (View 3); Use 60,000 (View 5); Interpolate remaining view categories																			
View 1: 33,500																			
View 2: 39,000																			
View 3: 44,500																			
View 4: 52,250																			
View 5: 60,000																			

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5 Acre- South																			
11-030-050-00	164 CARPEI	6/17/21	WD	03-ARM'S LENGTH	1,670,000	383,400	22.96		984,654				5.62	175,268			40010	Don't Use: Outlier_View 2	
11-007-017-02	GRAY RD	2/4/22	WD	32-SPLIT VACANT	80,000	0	0.00		80,000				5.30	15,094			40010	Don't Use: Outlier-noMLS-Vw2	
11-008-016-10	10695 CRA	12/30/20	WD	IMPROVED	565,000	213,700	37.82		229,828				5.29	43,446			40010	View 1	
11-017-021-06	MONTAGU	8/28/20	WD	SPLIT VACANT	240,500	84,100	34.97		240,500				6.40	37,578			40010	View 1	
11-019-001-00	8940 SUNS	9/21/21	WD	IMPROVED	850,000	314,800	37.04		298,740				4.26	70,127			40010	View 1	
11-336-069-00	CENTER RD	8/12/21	WD	VACANT	185,000	69,200	37.41		185,000				4.13	44,794			40010	View 2	
11-019-003-55	SKY LN	9/29/20	WD	SPLIT VACANT-n/c	475,000	0	0.00		475,000				5.22	90,996			40010	View 5	
11-324-027-20	8443 WIND	7/23/21	WD	IMPROVED	1,572,500	527,900	33.57		876,989				4.80	182,706			40010	View 5	
					Totals:	3,888,000	1,209,700		2,306,057				30.1	78,275	<-ColAvg				
							Sale Ratio=>									Overall Calc \$/Acre =>		76,613	
							Std.Dev=>									View 1-2 Calc \$/Acre=>		47,513	
																View 5 Calc \$/Acre =>		134,929	
Use: 47,500 (View 1); Use 90,000 (View 5); Interpolate remaining view categories (2-4):																			
View 1: 47,500																			
View 2: 58,125																			
View 3: 68,750																			
View 4: 79,375																			
View 5: 90,000																			
(Note: Observe 5 Acre South rates continuing to follow historic trends of being higher than 5 Acre North parcels. In addition, "view" parcels follow historic trend of being approximately 40-50% higher than non-view rates. Most weight given to vacant "view" 5 parcel.)																			

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Cur TCV	Land Res'l	LandValu	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments
10 Acre Parcels																		
11-122-008-20	MAPLETON	1/4/22	WD	MULTI-VACANT	950,000	146,600	15.43		950,000				10.25	92,665			A-10+	Do Not Use-Outlier View 1
11-530-004-55																		
11-102-008-03				MULTI-VACANT														
11-235-037-00	17095-SMC	2/2/22	WD		680,000	0	0.00		680,000				10.21	66,621			A-10+	View 1: Incl Kelly Beach
11-004-022-00	11328-CEN	7/6/20	WD	IMPROVED	885,000	517,900	58.52		47,810				9.10	5,254			TWP	Do Not Use-Outliers: View 1
11-128-017-03	13550-CEN	4/2/21	WD	IMPROVED	1,100,000	651,900	59.26		34,689				7.57	4,582			A-10+	Do Not Use: Outliers: View 1
11-115-041-00	15170-SMC	2/1/22	WD	VACANT	485,000	87,800	18.10		485,000				8.0	60,424			400.9	Do Not Use: Outlier: View 3
11-018-009-10	303-WILSO	4/23/21	WD	IMPROVED	850,000	250,500	29.47		596,502				7.86	75,891			A-10+	Do Not Use: Outlier: View 2
11-122-008-70	14488-MAF	11/13/20	WD	IMPROVED	750,000	361,200	48.16		359,697				10.26	35,058			A 10+	View 3
11-128-017-50	2700-DEVIL	1/28/21	WD	VACANT	386,500	153,800	39.79		386,500				11.83	32,671			A 10+	View 4
11-110-016-03																		
11-110-016-04																		
11-004-023-01	2465-CARR	4/8/20	WD	IMPROVED	900,000	481,000	53.44		220,657				10.20	21,633			40017	View 1
11-102-008-02	SMOKEY HC	5/13/21	WD	SPLIT VACANT	176,000	0	0.00		176,000				10.28	17,121			A 10+	View 1
11-122-008-60	MAPLETON	9/23/20	WD	VACANT	200,000	131,300	65.65		200,000				10.10	19,802			A 10+	View 1
11-134-002-01	12838-CEN	9/24/21	WD	IMPROVED	490,000	231,400	47.22		332,758				10.10	32,946			A 10+	View 1
11-477-002-00	2293-TWIN	5/18/21	WD	IMPROVED	1,050,000	498,800	47.50		284,154				10.53	26,985			TWP	View 1
Totals:					4,213,000	2,002,500			2,220,266				83.8	26,372	<-ColAvg			
					Sale Ratio=>		47.53						Overall Calc \$/Acre =>		26,488			
					Std.Dev=>		19.58						View 1-2 Calc \$/Acre=>		23,879			
										View 3-4 Calc \$/Acre=>		33,780						
<p>The existing Non-Vw rates for 10 A are 20,000. The existing View rates for 10 A are 31,500. Use Calculated: 23,800 for Non-View and 33,800 for View 10 A rates. Note: View parcels reflect historic 40-50% increase over non-view rates (use 40%).</p> <p>10 A Non-View: 23,800 10 A View: 33,800</p>																		

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20 Acre Parcels																		
11-133-028-00	12136-CEN	10/15/21	WD	IMPROVED	900,000	425,400	47.27		757,331				22.85	33,144			A 10+	View 3
11-121-001-00	PENINSULA	12/30/21	WD	VACANT-gtrlc	315,000	195,900	62.19		315,000				17.81	17,687			A 10+	View 1
11-122-008-00	14695-MAF	9/8/21	WD	IMPROVED	394,900	212,500	53.81		388,218				20.64	18,809			A 10+	View 1
Totals:					1,609,900	833,800			1,460,549				61.3	23,213	<-ColAvg			
					Sale Ratio=>		51.79						Overall Calc \$/Acre =>		23,826			
					Std.Dev=>		7.48											
<p>The existing rate is 23,000 & 31,500 for Non-View and View, respectively. Use Calculated 23,800 for Non-View and 33,100 for View.</p> <p>20 A Non-View: 23,800 20 A View: 33,100*</p> <p>*View parcels are historically 40-50% higher than Non-View parcels (use 40%).</p>																		

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30-40 Acre Parcels																		
11-102-008-00	SMOKEY HC	1/19/21	WD	VACANT	480,000	273,000	56.88		480,000				32.12	14,944			A 10+	View 2
11-004-008-00																		
11-004-007-00	11586-CEN	12/28/20	WD	VACANT	1,000,000	548,800	54.88		1,000,000				47.80	20,921			A 10+	View 1
11-004-009-00																		
Totals:					1,480,000	821,800			1,480,000				79.9	17,932	<-ColAvg			
					Sale Ratio=>		55.53						Overall Calc \$/Acre =>		18,519			
					Std.Dev=>		1.41											
<p>The existing rates for 30-40-50-60 Acre Non-View are 17,500,13,500, 11,000 & 10,000, respectively. The existing rates for 30-40 Acre Views are 24,000 & 23,000, respectively. Use calculated 18,500 for 30-40-50-60 Acre Non-View rates. Use 25,900 (18,500 x 1.40*) for 40 A View rate. Interpolate for 30 A View Rate:</p> <p>30 A Non-View: 18,500 30 A View: 29,500 (Avg 33,100:25,900) 40 A Non-View: 18,500 40 A View: 25,900</p> <p>Note: There are only 4 parcels in this land table over 40 acres (use 18,500). *View parcels are historically 40-50% higher than Non-View parcels (use 40%).</p>																		

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DIVIDED WATERFRONT: BOW HARB/NEAH																		
No data. There are 20 parcels in this land table. Parcels here have been in single families for generations. Sales typically either do not occur; or transact at elevated levels. Continue to make generalized, market-based inflationary adjustments to this land table in the absence of sales. Use 9% The existing rate was 4,500/FF. Use 4,900/FF.																		

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DIVIDED WATERFRONT: Peninsula Dr (North of Wilson)																		
11-018-018-00	9290 PENIN	2/15/22	WD	IMPROVED	830,000	246,000	29.75	566,401	88	6471	0.79	716,963	58	9,766	4031	Do Not Use; Outlier		
11-491-001-00	2150 HARB	3/26/21	WD	VACANT	800,000	117,400	14.68	800,000	91	8776	0.67	1,194,030	91	8,791	4031	Do Not Use; Outlier		
11-132-001-10	12288 PEN	10/2/20	WD	IMPROVED	1,175,000	651,000	55.40	685,927	217	3155	11.40	60,169	100	6,859	4031	Do Not Use; Outlier		
11-005-024-00	1414 NELSI	11/25/20	WD	IMPROVED	750,000	327,700	43.69	247,994	106	2332	0.96	258,866	115	2,156	4031			
11-007-010-00	10550 PEN	11/20/20	WD	IMPROVED	1,400,000	582,200	41.59	900,766	207	4343	3.00	300,255	279	3,229	4031			
11-128-031-10	13044 PEN	10/23/20	WD	IMPROVED	1,100,000	406,600	36.96	465,373	127	3664	1.45	320,947	150	3,102	4031			
11-128-037-00	13024 PEN	10/5/20	WD	IMPROVED	600,000	232,100	38.68	365,521	88	4141	0.63	580,192	85	4,300	4031			
11-132-007-65	12054 PEN	2/18/22	WD	VACANT	500,000	148,900	29.78	500,000	106	4719	0.89	561,167	126	3,972	4031			
11-133-035-60	12659 SUN	10/9/20	WD	IMPROVED	795,000	262,200	32.98	503,554	128	3941	1.48	340,239	150	3,357	4031			
11-440-006-00	12008 PEN	12/4/20	WD	IMPROVED	637,000	259,000	40.66	223,014	79	2831	0.38	585,339	102	2,186	4031			
11-440-017-00	12014 PEN	7/21/21	WD	IMPROVED	650,000	227,100	34.94	421,469	81	5230	0.42	1,003,498	99	4,257	4031			
11-624-002-00	11088 PEN	11/18/20	WD	IMPROVED	1,100,000	331,500	30.14	539,110	111	4849	1.22	441,893	100	5,391	4031			
11-675-003-00	10630 PEN	8/3/21	WD	IMPROVED	615,000	203,000	33.01	489,588	100	4887	1.00	489,588	80	6,120	4031			
					Totals:	8,147,000	2,980,300		4,656,389	1133	4094	<ColAvg	1286	3,807	<ColAvg			
						Sale Ratio=>	36.58			Calc\$/Eff FF =>	4108		Calc \$/Act FF =>	3,665	<<ColMed			
						Std.Dev=>	4.85							3,621				
The existing land rate is \$2800/FF. Use the calculated 3,600/FF																		

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments		
DIVIDED WATERFRONT: Peninsula Dr (Sec 324-325-336)																		
11-324-009-00	8880 PENIN	44628	WD	IMPROVED	2000000	471300	23.565	1285822	75	17,200	1	938,556	30	42,861	4031	Do Not Use-outlier; sm FF		
11-325-018-00	7590 PENIN	6/3/21	WD	VACANT	1,200,000	210,500	17.54	1,200,000	99	12086	1.30	923,077	80	15,000	4031	Do Not Use: Outlier: HS demo'd		
11-007-018-53	875 LOST N	12/22/20	WD	SPLIT IMPROVED	590,000	0	0.00	287,534	63	4564	1.64	175,326	63	4,564	4031			
11-324-028-00	8472 PENIN	7/20/20	WD	IMPROVED	700,000	266,100	38.01	466,800	95	4916	0.74	627,419	100	4,668	4031			
11-325-007-00	7844 PENIN	12/3/21	WD	IMPROVED	1,005,100	348,700	34.69	700,857	115	6079	1.77	395,964	107.9	6,495	4031			
11-690-009-00	9006 PENIN	1/5/21	WD	IMPROVED	727,000	286,500	39.41	515,193	116	4454	1.96	262,854	218	2,363	4031			
					Totals:	3,022,100	901,300		1,970,384	389	5003	<ColAvg	489	4,523	<ColAvg			
						Sale Ratio=>	29.82			Calc\$/Eff FF =>	5067		Calc \$/Act FF =>	4,030				
						Std.Dev=>	2.42											
The existing rate is 3600. Use the calculated 4,000/FF																		

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments		
DIVIDED WATERFRONT: East Shore																		
11-019-011-40	8233 EAST	4/16/21	WD	MULTI IMPROVED	2,793,085	1,255,400	44.95	848,607	331	2562	4.16	203,992	355	2,390	4032	Do not use-FF outlier		
11-019-031-00	8179 EAST	9/18/20	WD	IMPROVED	1,000,000	324,600	32.46	633,463	108	5874	0.92	688,547	133	4,755	4032			
11-500-003-00	7197 EAST	7/6/21	WD	IMPROVED	580,000	209,300	36.09	448,372	91	4920	0.53	849,189	100	4,484	4032			
					Totals:	1,580,000	533,900		1,081,835	199	5397	<ColAvg	233	4,619	<<ColAvg			
						Sale Ratio=>	33.79			Calc\$/Eff FF =>	5437		Calc \$/Act FF =>	4,639				
						Std.Dev=>	6.42											
The existing rate is \$ 3,822/FF. Use the calculated \$ 4,600/FF																		

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments
DIVIDED WATERFRONT: Center Rd																
11-008-030-20	9965 CENT	6/29/20	WD	IMPROVED	610,000	234,700	38.48	318,177	125	2551	0.93	341,392	145	2,194	4033	
11-008-031-00	9983 CENT	7/13/20	WD	IMPROVED	620,000	249,700	40.27	306,288	99	3090	1.54	199,536	100	3,063	4033	
11-019-021-00	8729 CENT	7/17/20	WD	IMPROVED	600,100	241,400	40.23	268,396	107	2519	0.71	378,556	103	2,606	4033	
11-019-022-00	CENTER RD	10/22/21	WD	VACANT	385,000	85,000	22.08	385,000	106	3646	0.70	553,161	101	3,812	4033	
11-019-024-00	CENTER RD	9/29/21	WD	VACANT	380,000	131,700	34.66	380,000	164	2324	1.55	245,161	223	1,704	4033	
11-460-005-00	9505 CENT	4/15/20	WD	IMPROVED	560,000	247,400	44.18	250,393	113	2212	0.71	353,164	126	1,987	4033	
Totals:					3,155,100	1,189,900		1,908,254	713	2724	<-ColAvg		798	2,561	<-ColAvg	
					Sale Ratio=>		37.71					Calc \$/Act FF =>		2,391		
					Std.Dev=>		7.77			Calc\$/Eff FF =>		2677				
The existing rate is 2,156/FF. Use the calculated 2,400/FF																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments
DIVIDED WATERFRONT: Bluff Rd																
11-403-005-00	15249 BLUI	9/25/20	OTH	IMP-BANK SALE	307,228	207,500	67.54	58,645	106	553	0.77	76,064	106	553	4034	
11-114-006-10	15517 BLUI	2/25/22	WD	IMPROVED	645,000	203,900	31.61	495,185	101	4924	0.60	825,308	108	4,585	4034	
11-126-009-07	BLUFF RD	10/11/21	WD	VACANT	539,000	224,500	41.65	539,000	187	2881	1.58	341,139	220	2,450	4034	
11-127-026-00	13005 BLUI	12/8/21	WD	IMPROVED	910,000	371,000	40.77	655,463	196	3347	1.81	362,134	227	2,888	4034	
11-134-003-02	BLUFF RD	12/30/20	WD	VACANT	442,500	193,600	43.75	442,500	194	2285	2.50	177,000	200	2,213	4034	
11-403-001-00	15101 BLUI	10/28/21	WD	VACANT	345,000	100,000	28.99	345,000	125	2760	0.70	495,690	125	2,760	4034	
11-552-002-00	14705 BLUI	10/13/21	WD	MULTI IMPROVED	1,250,000	707,800	56.62	518,549	263	1972	1.68	308,660	302	1,717	4034	
11-552-001-00																
11-552-007-00	14772 MAL	12/7/21	WD	IMPROVED	2,050,000	839,100	40.93	813,526	145	5614	1.26	645,656	155	5,249	4034	
11-622-006-00	11171 BLUI	9/18/20	WD	IMPROVED	784,500	337,600	43.03	458,329	174	2639	1.57	292,488	195	2,350	4034	
11-625-012-00	10649 BLUI	1/31/22	WD	IMPROVED	650,000	217,000	33.38	405,744	100	4057	0.44	930,606	100	4,057	4034	hillside shallow
Totals:					7,923,228	3,194,500		4,731,941	1590	3103	<-ColAvg		1738	2,882	<-ColAvg	
					Sale Ratio=>		40.32					Calc \$/Act FF =>		2,723		
					Std.Dev=>		8.21			Calc\$/Eff FF =>		2977				
The existing rate is 2450/FF. Use calculated \$ 2,700/FF																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments
WATERFRONT-DIRECT: BOW HARB/NEAH																
11-570-208-00	770 NE AH	10/30/20	WD	IMPROVED	1,561,000	925,000	59.26	1,437,566	118	12,220	1.51	952,030	175	8,215	4040	Do Not Use-Land Res'l Outlier
11-121-033-00	2830 NE AH	2/18/21	WD	VACANT	1,025,000	508,400	49.60	1,025,000	87	11,771	0.65	1,576,923	80	12,813	4040	Neah Rd
11-570-212-00	742 NE AH	7/23/20	WD	VACANT	790,000	452,800	57.32	790,000	102	7,763	0.82	963,415	100	7,900	4040	Neah Point
11-570-217-00	NE AH TA V	9/25/20	WD	SPLIT VACANT	830,000	0	0.00	830,000	100	8,339	0.66	1,257,576	99.75	8,321	4040	Neah Point
Totals Vacant ONLY:					2,645,000	961,200		2,645,000	288	9,291	<-ColAvg		280	9,678	<-ColAvg	
					Sale Ratio=>		36.34					Calc \$/Act FF =>		9,455		
					Std.Dev=>		5.46			Calc\$/Eff FF =>		9,172				
The existing Land Rates were: Neah Rd (11,466); Neah Point (9,600). Use 11,500 for Neah Rd; Use 9600 Neah Point Vacant sale demonstrate slight increase in Neah Rd FF rate-however the sale is an 80FF parcel (which typically transact at a higher FF rate). Round to nearest 100 increment. In kind, make no change to Neah Point.																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments	
WATERFRONT-DIRECT: PEN DR																	
11-325-045-00	7349 PENIN	4/30/21	WD	IMPROVED	1,270,000	499,000	39.29	1,040,162	110	9478	0.54	1,912,063	113	9,205	4041	324-325	
11-325-050-00	7351 PENIN	5/17/21	WD	IMPROVED	900,000	553,000	61.44	549,879	108	5092	0.51	1,086,717	115	4,782	4041	324-325	
11-325-078-00	7035 PENIN	1/15/21	WD	IMPROVED	570,000	357,800	62.77	371,661	94	3970	0.23	1,615,917	99	3,754	4041	324-325	
11-336-020-00	6787 PENIN	5/27/20	WD	VACANT-n/c	1,056,302	478,700	45.32	1,056,302	91	11580	0.45	2,347,338	107	9,872	4041	@TC	
11-336-026-00	6699 PENIN	5/8/20	WD	IMPROVED	3,700,000	1,984,300	53.63	1,877,621	107	17512	1.38	1,360,595	200	9,388	4041	@TC-new cons'n after sale	
11-336-044-00	6467 PENIN	7/23/21	WD	MULTI IMPROVED	2,726,600	1,635,300	59.98	457,809	155	2949	0.56	817,516	149	3,073	XTREM	both lots @TC	
11-336-051-00	6421 PENIN	3/2/21	WD	IMPROVED	1,800,000	701,900	38.99	1,336,643	102	13166	0.59	2,250,241	116	11,523	4041	@TC	
11-415-001-00	9491 PENIN	9/3/21	WD	IMPROVED	1,450,000	555,400	38.30	836,391	99	8477	0.41	2,049,978	125	6,691	4041	N-Wilson	
11-415-011-00	9669 PENIN	10/30/20	WD	IMPROVED	834,000	252,900	30.32	666,762	96	6951	0.32	2,103,350	100	6,668	4041	N-Wilson	
Sum 324-325=>					2,740,000	1,409,800		1,961,702	311				327	5,914		<-Col Avg	
Sale Ratio=>						51.45				Calc\$/Eff FF =>	6,301		Calc \$/Act FF =>	4,782		<-Col Med	
Std.Dev=>						13.19								5,999			
Sum @ TC =>					9,282,902	4,800,200		4,728,375	455					572	8,464		<-Col Avg
Sale Ratio=>						51.71				Calc\$/Eff FF =>	10,387		Calc \$/Act FF =>	9,630		<-Col Med	
Std.Dev=>						9.21								8,266			
Sum N-Wilson =>					2,284,000	808,300		1,503,153	195					225	6,679		<-Col Avg
Sale Ratio=>						47.70				Calc\$/Eff FF =>	7,725		Calc \$/Act FF =>	6,679		<-Col Med	
Std.Dev=>						5.64								6,681			
Sum Grand Total =>					14,306,902			8,193,230	961	8,524				1,124	7,289		

Existing rates are: 12,500 (@TC); 7,000 (Sec 324-325); 6600 (N-Wilson).

Use existing rates.

Note: @TC lots are large FF sales, skewing (lowering) the typical FF rate. N-Wilson lots still consistent with existing rates.

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments	
WATERFRONT-DIRECT: EAST SHORE																	
11-030-021-55	7784 EAST	3/5/21	WD	IMPROVED	1,756,000	403,200	22.96	600,337	162	3715	0.70	857,624	266	2,257	4042		
11-030-022-10	7492 EAST	11/10/21	WD	IMPROVED	1,200,000	696,500	58.04	771,823	157	4924	11.89	64,903	231	3,341	4042		
11-030-024-00	7520 EAST	10/21/20	WD	IMPROVED	860,000	375,800	43.70	421,491	107	3923	0.37	1,151,615	105	4,014	4042	new cons'n-remodel	
11-031-025-00	6402 EAST	9/16/21	WD	IMPROVED	800,000	208,100	26.01	606,161	93	6510	0.19	3,140,731	100	6,062	4042		
Totals:					4,616,000	1,683,600		2,399,812	519	4768	<-ColAvg			702	3,918		<-ColAvg
Sale Ratio=>						36.47				Calc\$/Eff FF =>	4625		Calc \$/Act FF =>	3,419			
Std.Dev=>						16.37											

The existing rate is \$4,800/FF. Use calculated \$ 4,625/Eff FF

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments	
WATERFRONT-DIRECT: CENTER RD																	
11-017-004-00	9898 CENT	12/15/20	WD	IMPROVED	460,000	186,600	40.57	84,162	93	901	0.16	532,671	102	825	4043		
11-017-006-01	9882 CENT	7/2/21	WD	IMPROVED	745,000	240,500	32.28	473,364	134	3523	0.70	676,234	202	2,343	4043		
11-017-014-00	9870 CENT	11/12/21	WD	IMPROVED	530,000	177,900	33.57	415,899	100	4159	0.23	1,808,257	100	4,159	4043		
11-019-036-00	8426 CENT	8/13/21	WD	IMPROVED	610,000	181,000	29.67	476,292	109	4383	0.31	1,536,426	108	4,410	4043		
Totals:					2,345,000	786,000		1,449,717	436	3242	<-ColAvg			512	2,934		<-ColAvg
Sale Ratio=>						33.52				Calc\$/Eff FF =>	3322		Calc \$/Act FF =>	2,831			
Std.Dev=>						4.65											

The existing rate is 2,744/FF. Use calculated \$ 2,800/FF

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments
WATERFRONT- DIRECT: BLUFF RD CORRIDOR																
11-009-016-00	10318 STOI	10/26/20	WD	VACANT	700,000	300,000	42.86	700,000	97	7253	0.34	2,083,333	100	7,000	4044	STONEY/PINE
11-009-019-00	10370 STOI	9/10/21	WD	VACANT-new con	1,125,000	471,500	41.91	1,125,000	101	11193	0.41	2,730,583	100	11,250	4044	STONEY/PINE
11-620-006-55	1886 PINE	10/15/20	WD	03-ARM'S LENGTH	1,700,000	617,400	36.32	1,099,795	103	10658	0.47	2,339,989	100	10,998	4044	STONEY/PINE
11-620-003-55	1946 PINE	9/1/21	WD	SPLIT IMPROVED	1,071,000	0	0.00	695,782	101	6896	0.42	1,656,624	100	6,958	4044	STONEY/PINE
11-620-004-00	PINE POINT	6/17/21	WD	SPLIT VACANT	875,000	0	0.00	875,000	100	8758	0.40	2,187,500	100	8,750	4044	STONEY/PINE
11-009-034-02	10860 BLUI	8/11/20	WD	IMPROVED	3,000,000	1,427,500	47.58	477,809	198	2407	1.14	419,131	197	2,425	4044	BLUFF
11-126-009-03	14000 BLUI	5/10/21	WD	VACANT	850,000	360,200	42.38	850,000	232	3658	2.79	304,659	270	3,148	4044	BLUFF
11-127-036-00	13050 BLUI	3/8/21	WD	IMPROVED	495,000	201,300	40.67	349,251	87	4020	0.17	2,030,529	75	4,657	4044	BLUFF
11-655-002-00	13700 BLUI	7/28/20	WD	03-ARM'S LENGTH	570,000	219,800	38.56	395,005	100	3946	0.40	977,735	100	3,950	4044	BLUFF
Sum Stoneybeach/Pine Point =>					5,471,000	1,388,900		4,495,577	501	8952	<-ColAvg		500	8,991	<-ColAvg	
					Sale Ratio=>		39.40			Calc\$/Eff FF =>		8973	Calc \$/Act FF =>		8,991	
					Std.Dev=>		3.53									
Sum Bluff Rd =>					4,915,000	2,208,800		2,072,065	618	3508	<-ColAvg		642	3,545	<-ColAvg	
					Sale Ratio=>		44.94			Calc\$/Eff FF =>		3354	Calc \$/Act FF =>		3,228	
					Std.Dev=>		19.21									
STONEYBEACH/PINE POINT: The existing rate is 7,000/FF. Use the calculated 9,000/FF																
BLUFF RD: The existing rate is 4,000/FF. Use the existing 4,000/FF (Reason: 2 of the 4 Bluff Rd sales are significantly over 100 FF. Large FF parcels are typically at a lower \$/FF. 1 of the sales is 75 Ft. Small FF parcels are typically at a higher \$/FF. The 1 remaining sale of 100 FF is at the current 4,000 rate which, along with the other values currently being in line with SP's, supports the existing 4k/FF rate.																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments
WATERFRONT-DIRECT: SMOKEY HOLLOW CORRIDOR																
11-111-013-00	16564 WRI	11/20/20	WD	03-ARM'S LENGTH	724,900	225,900	31.16	446,236	87	5116	0.25	1,784,944	100	4,462	4045	
11-111-014-00	16580 WRI	8/11/21	WD	03-ARM'S LENGTH	789,000	283,800	35.97	462,183	96	4799	0.23	2,009,491	100	4,622	4045	
11-111-021-00	4200 ROCK	3/8/21	WD	03-ARM'S LENGTH	890,000	335,200	37.66	573,238	152	3778	1.29	444,371	160	3,583	4045	
11-665-003-00	17390 SMC	8/10/21	WD	MULTI IMPROVED	940,000	341,800	36.36	794,062	215	3693	1.38	575,407	200	3,970	4045	
11-665-004-00	17482 SMC	7/26/21	WD	IMPROVED	950,000	340,900	35.88	635,167	147	4328	1.36	467,035	150	4,234	4045	
Totals:					4,293,900	1,527,600		2,910,886	697	4343	<-ColAvg		710	4,174	<-ColAvg	
					Sale Ratio=>		35.58			Calc\$/Eff FF =>		4176	Calc \$/Act FF =>		4,100	
					Std.Dev=>		2.48									
The existing rate is 3800/FF. Use the calculated 4100/FF																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments
WATERFRONT-DIRECT: OMH TO LIGHTS PT																
11-235-050-00	18062 MIS	9/2/20	WD	IMPROVED	1,400,000	778,300	55.59	1,156,222	176	6580	10.00	115,622	437	2,646	4046	
Totals:					1,400,000	778,300		1,156,222	176	6580	<-ColAvg		437	2,646	<-ColAvg	
					Sale Ratio=>		55.59			Calc\$/Eff FF =>		6580	Calc \$/Act FF =>		2,646	
					Std.Dev=>		#DIV/0!									
OMH TO TIP: The existing rate is 3700/FF. Use 4100/FF (Smokey Hollow Corridor rate).																
FOREST AVE: The existing rate is 5000/FF. Use 5500/FF (This represents an equivalent 11% increase (3700 vs 4100)).																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments
WATERFRONT -DIRECT: SHOREWOOD																
11-635-001-00	2529 SHOR	6/11/21	WD	IMPROVED	975,000	315,200	32.33	812,129	111	7295	0.69	1,182,138	105	7,735	4047	
11-635-033-00	3215 SHOR	11/2/20	WD	IMPROVED	1,590,000	491,400	30.91	1,193,614	170	7030	1.41	849,547	200	5,968	4047	
Totals:					2,565,000	806,600		2,005,743	281	7162	<-ColAvg		305	6,851	<-ColAvg	
					Sale Ratio=>		31.45			Calc\$/Eff FF =>		7135	Calc \$/Act FF =>		6,576	
					Std.Dev=>		1.01									
The existing rate is 4312/FF. Use the calculated 6500/FF																
The parcels in this land table have sold at increasingly higher rates each year.																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	TCV-B4 Analysis	TCV	SP	AV-Sale	Ratio	Cur TCV	Land Res'l	LandValu	Eff FF	\$/Eff FF	Acre	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments	
WATERFRONT-DIRECT: WHISPERING TRL-EIMEN-LEGACY-WUNSCH																					
11-109-025-00	16895 LEG	9/21/22	WD	03-ARM'S LENGTH		1358600	2,000,000	496,200	24.81	1,022,828	1,684,228		157	10,719	1.33	1,266,337	170	9907	4048	FYI Only:Sale Date too recent	
11-104-015-00	OLD WOOD	11/19/21	WD	VACANT		1,838,200	2,000,000	416,500	20.83	1,436,116	2,000,000	1,436,116	287	6963	4.94	404,858	300	6,667	4048		
11-109-025-10	LEGACY RD	8/25/20	WD	VACANT		1,005,600	1,000,000	220,000	22.00	439,946	1,000,000	439,946	157	6364	1.33	751,880	170	5,882	4048		
							Totals:	3,000,000	636,500		3,000,000		444	6664	<ColAvg	470	6,275	<ColAvg			
									Sale Ratio=>	21.22											
									Std.Dev=>	0.83				Calc\$/Eff FF =>	6751		Calc \$/Act FF =>	6,383			
WHSP TRL-EIM-LEG-WUN: The existing rate is 4500/FF. Use the calculated 6400/FF.																					
CE (CONSERVATION EMT) WHSP TRL: The existing rate is 3400 (typically discounted 25% from Whsp Trl-Eim-Leg-Wun standard rate, due to conservation easements in place). Use 4800 (6400-discounted 25%)																					

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale		SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acre	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments	
WATERFRONT-DIRECT: SHIPMAN-DUNN-BIRCH-ARBOR TRL-PHELPS-KROUPA-BEAUTIFUL SHORES																				
11-108-001-02	KROUPA RD	10/26/20	WD	VACANT		525,000	171,800	32.72		525,000		123	4279	2.92	179,795	335	1,567	4049	KROUPA	
11-109-029-03	2084 PHEL	8/18/20	WD	VACANT		690,000	257,800	37.36		690,000		147	4683	1.06	650,943	125	5,504	4048	ARBOR/PHELPS	
11-483-006-00	ARBOR TRL	4/7/21	WD	VACANT		1,110,000	292,500	26.35		1,110,000		150	7400	1.76	631,399	150	7,400	4049	ARBOR/PHELPS	
11-555-004-00	15045 DUN	4/29/21	WD	IMPROVED		1,375,000	412,400	29.99		950,291		100	9503	0.49	1,951,316	100	9,503	4049	DUNN	
11-555-007-00	DUNN DR	10/28/21	WD	VACANT		600,000	200,000	33.33		600,000		100	6000	0.56	1,071,429	100	6,000	4049	DUNN	
11-555-020-00	15329 DUN	6/30/21	WD	IMPROVED		1,500,000	395,500	26.37		1,128,974		105	10752	0.66	1,710,567	105	10,752	4049	DUNN	
11-555-023-00	15383 DUN	12/31/20	WD	IMPROVED		540,000	263,000	48.70		540,000		102	5294	0.51	1,060,904	102	5,294	4049	DUNN	
11-555-029-00	15483 DUN	6/15/21	WD	IMPROVED		1,495,000	438,800	29.35		994,867		104	9566	0.48	2,064,039	104	9,566	4049	DUNN	
11-565-947-00	1250 MEIEI	10/5/21	WD	IMPROVED		1,600,000	466,400	29.15		1,390,097		185	7514	3.29	422,522	185	7,514	4049	DUNN	
11-560-003-00	15543 BIRC	12/9/21	WD	IMPROVED		900,000	252,300	28.03		723,800		107	6756	0.65	1,113,538	109	6,640	4049	BIRCH	
11-560-005-00	BIRCH DR	11/20/20	WD	VACANT		650,000	162,000	24.92		650,000		222	2928	0.61	1,065,574	222	2,928	4049	BIRCH	
11-117-006-25																				
11-560-006-00	15609 BIRC	11/20/20	WD	IMPROVED		2,000,000	503,700	25.19		1,097,125		274	4004	0.55	2,005,713	274	4,004	4049	BIRCH	
						Sum: Kroupa =	525,000	171,800		525,000		123	4279	<ColAvg	335	1,567	<ColAvg			
								Sale Ratio=>	32.72											
								Std.Dev=>	n/a				Calc\$/Eff FF =>	4279		Calc \$/Act FF =>	1,567			
						Sum: Arbor/Phelps =>>>	1,800,000	550,300		1,800,000		297	275.36		6,452	<Col Avg	6,452	<Col Med		
								Sale Ratio=>	27.96				Calc\$/Eff FF =>	6,054		Calc \$/Act FF =>	6,537			
								Std.Dev=>	7.79											
						Sum: Dunn =>	7,110,000	2,176,100		5,604,229		696	696		8,105	<Col Avg	8,508	<Col Med		
								Sale Ratio=>	26.75				Calc\$/Eff FF =>	8,052		Calc \$/Act FF =>	8,052			
								Std.Dev=>	8.10											
						Sum: Birch =>	3,550,000	918,000		2,470,925		603	605		4,524	<Col Avg	4,004	<Col Med		
								Sale Ratio=>	30.57				Calc\$/Eff FF =>	4,097		Calc \$/Act FF =>	4,084			
								Std.Dev=>	1.73											
						Total Sum: Rates =>				10,400,154		1719	1911							
												Calc\$/Eff FF =>	6,050		Calc \$/Act FF =>	5,441				
KROUPA RD: The existing rate is 4900/FF. Use 5400/FF (overall calculated rate)																				
ARBOR TRL/PHELPS: The existing rate is 4900/FF. Use calculated 6500/FF.																				
BIRCH DR: The existing rate is 6300/FF. Use calculated 6500/FF (from Arbor/Phelps. Note: Birch 109 FF sale is of similar value).																				
DUNN DR: The existing rate is 5200/FF. Use 6,000/FF (Reason: Vacant Sale. Use ECF to adj. Improved sales).																				
SHIPMAN RD: The existing rate is 4900/FF. Use 5400/FF (overall calculated rate)																				
BEAUTIFUL SHORES: The existing rate is 6400/FF. Use calculated 6500/FF (from Arbor Trl/Phelps)																				

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale		SP/Adj SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acre	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments	
W10 CE & BEACH ACCESS/Private Beach																				
11-235-037-00	MISSION St	6/2/21	WD	VACANT		212,000	123,400	58.21		212,000		494	430	2.93	72,429	170	1,247			
11-003-032-03	BLUFF RD	6/8/18	WD	03-ARM'S LENGTH		78,380	19,200	28.66		67,000		57	1175	0.11	609,091	65	1,031		67k SP adj 4% per year	
11-440-015-00	PENINSULA	9/6/18	WD	03-ARM'S LENGTH		91,131	34,300	44.03		76,783		100	768	0.58	132,384	100	768		77,900 SP adj 4% per year	
11-620-007-00	PINE POINT	9/20/19	LC	03-ARM'S LENGTH		84,364	48,900	65.20		75,000		100	750	100.00	750	100	750		75k SP adj 4% per year	
						Sum:	465,875	225,800		430,783		751	781	<ColAvg	435	949	<ColAvg			
								Sale Ratio=>	48.47											
								Std.Dev=>	16.18				Calc\$/Eff FF =>	574		Calc \$/Act FF =>	990			
Use 1,000 /FF																				
Existing rate is 1,000/FF. Note older sales are adjusted for inflation.																				

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res1	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments
Condo: C451: Cherrywood Commons-Market Approach																
11-451-016-00	7052 CHER	8/30/21	WD	IMPROVED	265,100	73,900	27.88	265,100								
11-451-005-00	116 MATHI	2/8/21	WD	IMPROVED	205,000	86,100	42.00	205,000								
11-451-009-00	138 MATHI	9/30/20	WD	IMPROVED	217,000	82,600	38.06	217,000								
11-451-019-00	7084 CHER	8/3/21	WD	IMPROVED	222,500	76,000	34.16	222,500								
11-451-038-00	7178 CHER	3/16/21	WD	IMPROVED	215,100	81,800	38.03	215,100								
11-451-040-00	7174 CHER	4/23/21	WD	IMPROVED	239,000	83,100	34.77	239,000								
11-451-040-00	7174 CHER	9/7/21	WD	IMPROVED	239,000	83,100	34.77	239,000								
11-451-043-00	7160 CHER	8/10/21	WD	IMPROVED	246,300	78,300	31.79	246,300								
Market Approach: Increase all pricing by 2.5% This places assessments in line with sales. Front Unit; Small- \$274.74 SF Back Unit; Small- \$ 259.90 SF Front Unit; Large- \$ 202.00 SF Back Unit; Large- \$ 216.81 SF Bmt Fin: \$ 28.35 Updated Interior add \$ 28.35 SF																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res1	Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
S_473_THE COVE																
11-473-010-50	OLD BLUFF	7/30/20	WD	VACANT	120,000	50,000	41.67	120,000			1.07	112,150	1	120,000	4034	
11-473-014-00	3859 SMOH	11/25/20	WD	IMPROVED	655,000	239,500	36.56	255,059			1.02	250,058	1	255,059	4015	
Totals:					775,000	934,400		375,059			2.1		2	187,530		<-Col Avg
					Sale Ratio=>		120.57			Col Avg\$/Ac =>		181,104			187,530	<-Col Med
					Std.Dev=>		3.61			Overall Calc \$/Site =>		187,530				
Note enough data. Utilize Q3N Rates. Q3N-Vw 2 rate -109,500 -Back Lot w/Int Q3N-Vw 4 rate - 134,750 -Front Lot w/Int																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res1	Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
S_477_EAGLE'S LANDING																
11-477-028-00	2533 CARR	10/29/21	WD	IMPROVED	1,665,000	623,800	37.47	496,772			1.00	496,772	1	496,772	5477	Do Not Use- Outlier
11-477-006-00	2325 TWIN	10/29/21	WD	IMPROVED	825,000	389,100	47.16	167,844			1.16	144,693	1	167,844	5477	
11-477-020-00	2236 TWIN	10/30/20	WD	IMPROVED	719,000	261,600	36.38	272,460			1.24	219,726	1	272,460	5477	
11-477-022-00	2300 TWIN	11/13/20	WD	IMPROVED	755,000	373,500	49.47	149,225			1.35	110,701	1	149,225	5477	
11-477-029-00	2511 CARR	3/12/21	WD	VACANT	171,000	69,600	40.70	171,000			2.68	63,806	1	171,000	5477	
11-477-033-00	2654 TWIN	10/14/20	WD	IMPROVED	969,000	400,400	41.32	309,555			1.44	214,969	1	309,555	5477	
11-477-045-00	10829 TAL	6/24/20	WD	IMPROVED	954,000	431,300	45.21	146,257			1.36	107,542	1	146,257	5477	
11-477-045-00	10829 TAL	12/21/21	WD	IMPROVED	1,300,000	461,700	35.52	507,137			1.36	372,895	1	507,137	5477	
11-477-048-00	2477 CARR	9/11/20	WD	IMPROVED	100,000	52,600	52.60	64,439			2.02	31,900	1	64,439	5477	
Totals:					5,793,000	2,439,800		1,787,917			12.6		8	223,490		<-Col Avg
					Sale Ratio=>		42.12			Col Avg\$/Ac =>		158,279			169,422	<-Col Med
					Std.Dev=>		6.12			Overall Calc \$/Site =>		223,490				
The existing rate is 176,400. Use 176,400. Reason: SP compared to TCV are 'in line'. The one vacant sale reveals similar value. Parcels with excellent views-Use Q25_Vw5 rate (264,500).																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res1	Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
S_482_THE ENCLAVE																
11-482-010-50	340 AUTUN	1/13/22	WD	IMPROVED	750,000	326,400	43.52	230,340			1.00	230,340	1	230,340	5482	
Totals:					750,000	326,400		230,340			1.0		1	230,340		<-Col Avg
					Sale Ratio=>		43.52			Col Avg\$/Ac =>		230,340			230,340	<-Col Med
					Std.Dev=>		n/a			Overall Calc \$/Site =>		230,340				
The existing rate is 86,300. Not enough market data. Utilize Q4N-Vw1 rate (96,500). Reason: This is the lowest base rate. Small parcels; no views; close to city limits; congested neighborhood.																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale		SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
S_490 FRANKLIN WOODSH 1 & #2																			
11-490-025-00	6606 FRAN	7/2/20	WD	IMPROVED		370,000	186,800	50.49		81,291				0.38	215,056	1	81,291	4027	
11-490-039-00	6789 FRAN	10/30/20	WD	IMPROVED		692,000	311,000	44.94		247,356				0.82	300,554	1	247,356	4027	
						Totals:	1,062,000	497,800		328,647				1.2		2	164,324	<-Col Avg	
								Sale Ratio=>	46.87					Col Avg\$/Ac =>	257,805		164,324	<-Col Med	
								Std.Dev=>	3.92								Overall Calc \$/Site =>	164,324	
The existing rate is 144,060 for non-view lots and 205,000 for View lots. Use calculated 164,300 for non-view lots. View parcels use Q15Vw5 rate: 235,000																			

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale		SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
S_514 HIDDEN RIDGE																			
11-514-012-00	HIDDEN RIT	3/16/21	WD	VACANT		182,000	64,100	35.22		182,000				1.21	150,413	1	182,000	S514	2
11-514-015-00	539 HIDEI	9/30/21	WD	IMPROVED		1,178,500	492,400	41.78		217,705				0.42	518,345	1	217,705	S514	2
11-514-019-00	530 HIDEI	5/5/21	WD	VACANT		210,000	102,500	48.81		210,000				0.43	488,372	1	210,000	S514	2
11-514-022-00	HAWK VW	3/11/22	WD	VACANT		220,000	68,000	30.91		220,000				0.73	301,370	1	220,000	S514	2
						Totals:	1,790,500	727,000		829,705				2.8		4	207,426	<-Col Avg	
								Sale Ratio=>	40.60					Col Avg\$/Ac =>	364,625		213,853	<-Col Med	
								Std.Dev=>	7.82								Overall Calc \$/Site =>	207,426	
The existing rate was 205,000. Use calculated 207,400																			

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	TCV-B4 Analysis	TCV 12.21.22	SP	AV-Sale	Ratio	Cur TCV	Land Res'l	LandValu	Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
S_525+ HORIZON HILLS #1 & #2																				
11-525-004-00	8888 DAWI	9/27/21	WD	IMPROVED		364,500	672,000	166,400	24.76	331,000	467,395	145,040			0.48	967,692	1	467,395	S525+	
11-525-009-00	8786 DAWI	7/14/21	WD	IMPROVED		368,600	570,000	169,900	29.81	338,400	382,764	152,540			0.40	947,436	1	382,764	S525+	
11-525-017-00	8799 DAWI	9/30/20	WD	IMPROVED		417,200	397,000	166,200	41.86	374,700	158,591	96,040			0.45	353,998	1	158,591	S525+	
11-525-021-00	8882 HORI	7/29/20	WD	IMPROVED		347,300	308,000	145,700	47.31	307,400	100,060	96,040			0.36	277,175	1	100,060	S525+	
11-525-021-00	8882 HORI	2/26/21	WD	IMPROVED		347,300	375,000	145,700	38.85	307,400	188,279	96,040			0.36	521,548	1	188,279	S525+	
11-526-054-00	8927 SUNS	8/14/20	WD	IMPROVED		463,200	490,000	191,300	39.04	419,100	204,632	96,040			0.50	410,084	1	204,632	S525+	
11-526-057-00	8930 SUNS	6/30/20	WD	VACANT-n/c		74,600	42,000	48,000	114.29	45,000	42,000	96,040			0.38	109,375	1	42,000	S525+	
11-526-063-00	8769 HORI	3/9/21	WD	IMPROVED		472,800	380,000	185,200	48.74	427,900	117,161	96,040			0.44	264,472	1	117,161	S525+	
11-526-070-00	8765 SKY LI	6/11/21	WD	IMPROVED		346,000	455,000	160,900	35.36	316,300	278,250	145,040			0.59	468,434	1	278,250	S525+	
						Totals:	3,689,000	1,379,300		1,939,132				4.0		9	215,459	<-Col Avg		
								Sale Ratio=>	37.39					Col Avg\$/Ac =>	419,065		188,279	<-Col Med		
								Std.Dev=>	26.48								Overall Calc \$/Site =>	215,459		
Parcels in this land table are very small. Use Q1_S_Vw# rates at 50%. Therefore: View 1: 74,650 View 2: 66,300 View 3: 90,100 View 4: 117,500 View 5: 117,500																				

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale		SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments	
S_537 LOGAN HILLS																				
11-537-022-00	7085 LOGA	4/6/21	WD	VACANT		62,000	48,000	77.42		62,000				0.37	168,478	1	62,000	S537	Do Not Use; Outlier	
11-537-012-00	6966 LOGA	11/11/20	WD	IMPROVED		459,000	184,700	40.24		172,460				0.62	276,822	1	172,460	S537		
11-537-030-00	7211 LOGA	3/23/22	WD	IMPROVED		620,000	181,700	29.31		260,146				0.52	498,364	1	260,146	S537		
11-537-031-00	7251 LOGA	9/30/20	WD	IMPROVED		454,500	190,400	41.89		166,905				0.61	274,967	1	166,905	S537		
						Totals:	1,533,500	556,800		599,511						4	199,837	<-Col Avg		
								Sale Ratio=>	36.31					Col Avg\$/Ac =>	350,051		172,460	<-Col Med		
								Std.Dev=>	6.84								Overall Calc \$/Site =>	149,878		
The calculated rate is 149,900. Use the Q15_Vw# values: View 1: 149,300 View 2: 132,600 View 3: 180,200 View 4: 235,000 View 5: 235,000																				

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale			SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments	
S_540_LONDOLYN SHORES																					
11-540-004-00	1331 LOND	8/17/21	WD	IMPROVED			447,000	146,000	32.66		263,431				0.34	765,788	1	263,431	S540		
11-540-013-00	1199 LOND	7/24/20	WD	IMPROVED			253,000	106,900	42.25		124,947				0.37	340,455	1	124,947	S540		
11-540-014-00	LONDOLYN	6/16/21	WD	VACANT			75,000	54,300	72.40		75,000				0.38	195,822	1	75,000	S540		
11-540-021-00	1103 LOND	3/26/21	WD	IMPROVED			525,000	197,600	37.64		243,002				0.39	616,756	1	243,002	S540		
11-540-027-00	1202 LOND	11/24/21	WD	IMPROVED			460,000	114,600	24.91		328,471				0.39	848,762	1	328,471	S540		
11-540-038-00	9727 LOND	10/15/21	WD	IMPROVED			545,000	162,800	29.87		300,274				0.43	691,876	1	300,274	S540		
Totals:							2,305,000	782,200			1,335,125						6	222,521	<-Col Avg		
Sale Ratio=>										33.93								Col Avg\$/Ac =>	588,304	253,217	<-Col Med
Std.Dev=>										17.00								Overall Calc \$/Site =>	222,521		
Use the calculated Q1S_Vw# values: View 1: 149,300 View 2: 132,600 View 3: 180,200 View 4: 235,000 View 5: 235,000																					

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale			SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments	
S_552_MISSION HILLS																					
11-552-012-00	14854 MAL	8/14/20	WD	VACANT			59,900	31,300	52.25		59,900				1.41	42,482	1	59,900	4027	View 1	
11-552-013-00	MALLARD I	6/24/20	WD	VACANT			46,000	31,300	68.04		46,000				1.30	35,521	1	46,000	4027	View 1	
																	Average View 1 =>		52,950		
11-552-014-00	MALLARD I	5/14/21	WD	VACANT			69,900	37,600	53.79		69,900				1.56	44,808	1	69,900	S552	View 2	
11-552-019-00	14857 MAL	5/14/21	WD	VACANT			150,000	37,600	25.07		150,000				2.04	73,529	1	150,000	S552	View 2	
																	Average View 2-3 =>		109,950		
11-552-022-00	14829 MAL	3/30/21	WD	IMPROVED			800,000	396,300	49.54		210,277				1.68	125,165	1	210,277	S552	View 5	
11-552-025-00	14553 MAL	9/10/20	WD	IMPROVED			630,000	259,700	41.22		244,286				2.02	120,934	1	244,286	4027	View 4	
Totals:							1,755,800	793,800			780,363						6	130,061	<-Total Col Avg		
Sale Ratio=>										45.21								Total Col Avg\$/Ac =>	91,109	89,925	<-Total Col Med
Std.Dev=>										14.33								Total Overall Calc \$/Site =>	130,061		
Use the calculated rates: View 1: 52,950 View 2-3: 109,950 View 4-5: 227,300																					

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale			SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
S_565_NEAH-TA-WANTA																				
11-565-201-00	1311 NE Ah	12/30/20	WD	VACANT-new con			257,000	73,500	28.60		257,000				0.45	571,111	1	257,000	S565	Do not use: Outlier; Family sale
There are 41 sales in this land table. This neighborhood rarely has transactions; when they do, they are typically above market value. This is an exclusive neighborhood with multiple ROFR documents on record, thwarting typical arms length market activity. Process an increase to this table annually, utilizing sales from the current sales period. Increase all land tables 20%. Thus: Lot Value: (from 68,145) Use 81,774 View Lot Value: (from 146,118) Use 175,341 Water FF Rate: (from 6720) Use 8064 Cons'n Acreage: Use Twp-wide rate: 13,500 Lg Lot Value: (from 75,632) Use 90,758 Excess Acreage Rate: (from 22,638) Use 27,165 View Lg Lot: (from 100,842) Use 121,010																				

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale			SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
S_580_OLD MISSION HARBOR																				
11-580-010-00	18926 BAY	7/31/20	WD	IMPROVED			205,000	97,600	47.61		66,124				0.25	268,797	1	66,124	S580	
Not enough data. The existing rate is 73,700. No change. Use existing rate. Note: Historically these parcels have transacted at a 'lower than typical' rate. This could be due to the far north proximity; poor condition of roads; non-homogeneous neighborhood; congested neighborhood in summer; proximity to Haserot Beach																				

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale			SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acre	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments
S600.Peninsula Hills Subdivision (Detra)																				
11-600-006-00	7111 HILLT	5/12/21	WD	03-ARM'S LENGTH			60,000	27,500	45.83		60,000				0.41	148,148			4020	
The existing site rate is 55,000. Use 60,000																				
Note: This land table contains 20 parcels. Sales activity is sporadic--there are either zero, or multiple sales during a sales study time frame. Historically, these parcels transact at a SP lower than typical. 60k will be utilized because it reflects a 9% increase from prior year which appears representative of market activity overall.																				

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale			SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acre	\$/Acre	# Sites	\$/Site	ECF Area	Comments	
S_608_PENINSULA KNOLLS																					
11-608-030-00	321 KNOLL	9/30/21	WD	IMPROVED			740,000	302,500	40.88		235,486				0.47	496,806	1	235,486	S608		
11-608-034-00	PENINSULA	10/22/20	WD	VACANT			78,000	44,100	56.54		78,000				1.15	67,826	1	78,000	S608		
11-608-040-00	444 PENIN:	7/24/20	WD	IMPROVED			600,000	271,100	45.18		109,576				1.01	108,277	1	109,576	S608		
11-608-041-00	468 PENIN:	11/12/20	WD	IMPROVED			689,000	234,700	34.06		291,267				1.00	292,731	1	291,267	S608		
11-608-046-00	441 PENIN:	6/14/21	WD	IMPROVED			655,000	264,300	40.35		267,891				1.02	261,612	1	267,891	S608		
							Totals:	2,762,000	1,116,700		982,220							5	196,444	<-Col Avg	
									Sale Ratio=>	40.43					Col Avg\$/Ac =>	245,450		235,486	<-Col Med		
									Std.Dev=>	8.35					Overall Calc \$/Site =>	196,444					
The existing rate is 78,000. The vacant sale is 78,000. Continue to use existing rate.																					

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
S_609_PENINSULA SHORES																
11-609-010-00	15724 SHO	8/25/21	WD	IMPROVED	1,879,615	376,200	20.01	1,529,374			0.34	4,498,159	1	1,529,374	S609	
11-609-017-00	15702 WA1	6/9/21	WD	VACANT	665,000	170,200	25.59	665,000			0.53	1,254,717	1	665,000	S609	100 Ft lot
11-609-033-00	15903 WA1	3/31/21	WD	IMPROVED	1,395,500	174,200	12.48	889,364			0.57	1,571,314	1	889,364	S609	
11-609-034-00	15919 WA1	9/3/21	WD	IMPROVED	1,600,000	347,600	21.73	1,222,821			0.57	2,149,070	1	1,222,821	S609	
11-609-035-00	15931 WA1	8/6/21	WD	IMPROVED	1,650,000	347,500	21.06	1,273,488			0.57	2,230,277	1	1,273,488	S609	
11-609-036-00	15939 WA1	7/12/21	WD	IMPROVED	1,575,500	487,300	30.93	894,983			0.57	1,561,925	1	894,983	S609	
					Totals:	8,765,615	1,903,000		6,475,030				6	1,079,172	<-Col Avg	
							Sale Ratio=>	21.71			Col Avg\$/Ac =>	1,753,461		1,058,902	<-Col Med	
							Std.Dev=>	6.13						Overall Calc \$/Site =>	1,079,172	

Use 600k for waterfront lots; Use 500k for non-waterfront lots.

Note: interviewed developer. The single vacant sale was an anomaly. All future sales will be developer build-outs. 600K offers an increase from previous 500k waterfront rates, without 'meeting' the single sales price. Increased values in the subdivision are warranted. Due to topography of subdivision; inability to easily access private beaches; the enormous FF of water available to all lots; dockage for all lot owners...estimate all interior lots can be similarly priced @ 500k--approx 20% discount from waterfront.

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	SQ FT	Qual Add-On 1-Std 2-Better 3-Best	Extras	Extras	Un- adjusted \$/SQ FT	Adj SP	Adj \$/SF	Comments
S_623- PORT OF OLD MISSION (POM)-Market Approach																
11-623-148-00	6151 RED F	7/7/21	QC	BEACH INT	20,000											BEACH INTEREST
11-623-021-00	6247 SUMM	10/26/20	WD	IMPROVED	425,500	182,500	42.89	425,500	2888	Q3			147	425,500	147	
11-623-031-00	6270 SUMM	1/27/22	WD	IMPROVED	508,262	118,600	23.33	508,262	1879	Q2			270	508,262	270	
11-623-031-00	6270 SUMM	8/4/21	WD	IMPROVED	339,000	118,600	34.99	339,000	1,879	Q2			180	339,000	180	
11-623-047-00	6456 MISSI	10/15/20	WD	IMPROVED	368,500	172,400	46.78	368,500	2836	Q2			130	368,500	130	
11-623-088-00	6596 MISSI	10/1/20	WD	IMPROVED	360,000	169,100	46.97	360,000	2836	Q2			127	360,000	127	
11-623-004-00	6321 SUMM	3/4/21	WD	IMPROVED	355,000	140,200	39.49	355,000	2420	std	X GAR		147	335,000	138	
11-623-041-00	6442 MISSI	7/13/21	WD	IMPROVED	525,000	183,500	34.95	525,000	2934	Q2	X GAR		179	505,000	172	
11-623-067-00	6439 MISSI	7/10/20	WD	IMPROVED	352,500	167,300	47.46	352,500	2770	Q2	X GAR		127	332,500	120	
11-623-074-00	6498 MISSI	4/27/21	WD	IMPROVED	530,000	170,200	32.11	530,000	2608	Q2	X GAR		203	510,000	196	
11-623-077-00	6534 MISSI	6/25/20	WD	IMPROVED	344,900	155,400	45.06	344,900	2336	Q2	X GAR		148	344,900	148	
11-623-081-00	6554 MISSI	10/4/21	WD	IMPROVED	480,000	183,200	38.17	480,000	2750	Q2	X GAR		175	480,000	175	
11-623-091-00	6662 MISSI	4/2/21	WD	IMPROVED	430,000	217,800	50.65	430,000	3645	std	X GAR		118	430,000	118	
11-623-108-00	6501 MISSI	7/22/20	WD	IMPROVED	323,500	159,100	49.18	323,500	2400	Q2	X GAR		135	323,500	135	
11-623-124-00	6298 RED F	7/31/20	WD	IMPROVED	375,000	183,100	48.83	375,000	2790	Q2	X GAR		134	375,000	134	
11-623-138-00	6233 RED F	8/13/21	WD	IMPROVED	591,000	245,500	41.54	591,000	3350	Q2	X GAR VIEW		176	591,000	176	
11-623-139-00	6221 RED F	8/6/21	WD	IMPROVED	589,000	217,400	36.91	589,000	2700	Q3	X GAR VIEW		218	589,000	218	
11-623-169-00	6093 RED F	12/4/20	WD	IMPROVED	525,000	195,600	37.26	525,000	2625	Q3	X GAR VIEW		200	525,000	200	
Beach Int	20000															
Extra Garage	20000															
View Element	50000															
Q2	25000															
Q3	50000															
std	no adj															
					Totals:	7,422,162	2,979,500		7,422,162	45646			166	<-Col Avg		
							Sale Ratio=>	40.14					148	<-Col Med		
							Std.Dev=>	7.32					Overall Calc Un-Adjusted \$/Sq Ft =>	163		
														Adj Std Avg->	125	
														Adj Q2 Avg->	159	
														Adj Q3 Avg->	171	

Note: Adjustments to SP based on historic value trends/costs:

Beach Interest: 20,000

Extra Garage: 20,000

View Element: 50,000

Std: Standard Finishes (no added value)

Q2: Better Finishes: 25,000

Q3: Best Finishes: 50,000

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
S 683 UNDERWOOD FARMS																
11-683-004-00	8071 UNDE	6/15/21	WD	IMPROVED	770,000	286,900	37.26	380,141			1.00	380,141	1	380,141	S683	
11-683-007-00	7945 UNDE	9/14/21	WD	IMPROVED	1,065,000	468,500	43.99	177,820			1.50	118,547	1	177,820	S683	
11-683-020-00	7926 UNDE	9/30/20	WD	IMPROVED	763,500	318,100	41.66	321,780			1.00	321,780	1	321,780	S683	
11-683-029-00	8242 UNDE	5/22/20	WD	IMPROVED	925,000	494,400	53.45	70,838			2.80	25,299	1	70,838	S683	
11-683-034-00	475 SHAKE	3/1/22	WD	IMPROVED	1,325,000	348,100	26.27	824,354			1.10	749,413	1	824,354	S683	
Totals:					4,848,500	1,916,000		1,774,933					5	354,987	<-Col Avg	
					Sale Ratio=> 39.52								Col Avg\$/Ac => 319,036		<-Col Med	
					Std.Dev=> 9.93								Overall Calc \$/Site => 354,987			
Use calculated Q1_S_Vw# rates:																
View 1: 149,000																
View 2: 149,000																
View 3: 180,200																
View 4: 235,000																
View 5: 235,000																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments
Condo: C686: Wildwood Meadows-Site Condo																
11-684-010-00	326 WATEF	9/17/20	WD	IMPROVED	580,000	210,200	36.24	580,000								
11-686-006-00	156 WILDW	9/15/21	WD	IMPROVED	650,000	281,200	43.26	104,027								
11-686-009-00	167 WILDW	3/31/21	WD	IMPROVED	621,000	261,400	42.09	175,742								
11-686-029-00	54 WILDW	4/26/21	WD	IMPROVED	610,000	251,500	41.23	167,047								
11-686-029-00	54 WILDW	12/17/21	WD	IMPROVED	650,000	251,500	38.69	168,837								
								148,939	<= Avg							
Use 149K																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
S 687 WALNUT RIDGE																
11-687-006-00	658 WALN	3/11/21	WD	IMPROVED	969,000	415,200	42.85	246,547			0.58	425,081	1	246,547	S687	
Not enough data. Use calculated Q1S_Vw1 rates:																
View 1: 149,000																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
S 695 THE WOODS AT WILLOW POINT																
11-695-002-00	11624 WILI	3/11/22	WD	IMPROVED	1,175,000	443,300	37.73	371,660			1.46	254,562	1	371,660	S695	VIEW 2: Outlier
11-695-018-00	WOODS DR	8/25/20	WD	VACANT	55,000	48,800	88.73	55,000			1.65	33,253	1	55,000	4027	VIEW 1
11-695-025-00	3418 WOO	5/1/20	WD	VACANT-n/c	55,000	41,500	75.45	55,000			1.06	51,740	1	55,000	4027	VIEW 1
11-695-026-00	WOODS DR	9/25/20	WD	VACANT	135,000	81,300	60.22	135,000			1.04	130,309	1	135,000	4027	VIEW 2 + LIFT
Totals:					1,420,000	614,900		616,660					4	154,165	<-Col Avg	
					Sale Ratio=> 43.30								Col Avg\$/Ac => 117,466		<-Col Med	
					Std.Dev=> 21.89								Overall Calc \$/Site => 154,165			
The existing rates are 70k Non-View Site; 133,280 Site w/Views; 65K Boatlift rights.																
Use:																
55,000: Non-View Sites																
135,000: View Sites																
80,000: Boatlift (135k-55k)																
No real emphasis to sale # 1 (it's a \$/site outlier). 2 vacant sales offer credence to small \$ reduction in non-view lots. Sale # 4 (135k) follows suit in representing 'marina' type slips are at a market premium and warrant an increase.																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale			SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments	
S_720_VINEYARD RIDGE																					
11-720-003-00	25 VINEYAF	2/28/22	WD	IMPROVED			1,150,000	68,500	5.96		679,219						1	679,219	5720		
11-720-004-00	30 VINEYAF	12/20/21	WD	IMPROVED			968,900	224,100	23.13		620,350						1	620,350	5720		
11-720-005-00	36 VINEYAF	6/4/21	WD	IMPROVED			960,000	367,700	38.30		351,628						1	351,628	5720		
11-720-008-00	73 VINEYAF	1/14/22	WD	IMPROVED			995,000	73,500	7.39		279,601						1	279,601	5720		
11-720-012-00	87 VINEYAF	11/20/20	WD	IMPROVED			750,000	75,000	10.00		64,325						1	64,325	5720		
11-720-015-00	106 VINEYAF	8/12/20	WD	IMPROVED			778,900	375,000	48.14		-23,349						1	-23,349	5720		
11-720-003-00	25 VINEYAF	8/27/21	WD	VACANT			127,500	68,500	53.73		127,500						1	127,500	5720		
11-720-004-00	30 VINEYAF	6/23/20	WD	VACANT			127,500	75,000	58.82		127,500						1	127,500	4012		
11-720-010-00	79 VINEYAF	2/9/22	WD	VACANT			127,500	63,500	49.80		127,500						1	127,500	5720		
11-720-013-00	91 VINEYAF	4/29/21	WD	VACANT			127,500	63,500	49.80		127,500						1	127,500	5720		
11-720-013-00	91 VINEYAF	3/5/21	WD	VACANT			127,500	75,000	58.82		127,500						1	127,500	5720		
11-720-014-00	103 VINEYAF	2/17/21	WD	VACANT			127,500	75,000	58.82		127,500						1	127,500	5720		
11-720-017-00	114 VINEYAF	8/5/21	WD	SPLIT VACANT			162,500	0	0.00		162,500						1	162,500	5720		
11-720-019-00	118 VINEYAF	8/5/21	WD	SPLIT VACANT			162,500	0	0.00		162,500						1	162,500	5720		
11-720-021-00	130 VINEYAF	9/1/21	WD	SPLIT VACANT			162,500	0	0.00		162,500						1	162,500	5720		
11-720-025-00	146 VINEYAF	3/4/22	WD	SPLIT VACANT			162,500	0	0.00		162,500						1	162,500	5720		
11-720-031-00	176 VINEYAF	1/31/22	WD	SPLIT VACANT			152,500	0	0.00		152,500						1	152,500	5720		
Totals Vacant ONLY:							1,567,500	420,500			1,567,500						11	142,500	<-Col Avg		
								Sale Ratio=>	54.97										127,500	<-Col Med	
								Std.Dev=>	4.46										Overall Calc \$/Site =>	142,500	
The existing rate is 127,500. Use the calculated rate 142,500																					

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale			SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments	
Q1 S_VIEWSITE 1: (Location: S 1/2 of S 1/2 of Township; View 1=No View)																					
11-336-098-00	6323 CENT	10/22/21	WD	IMPROVED			240,000	187,700	78.21		-67,989		1.19	-57,134	1	-67,989	400-1	-67,989	400-1	Do Not Use-Neg Land Res'l	
11-605-039-00	99 MATHIS	12/22/21	WD	IMPROVED			175,000	134,500	76.86		-19,687		0.43	-46,105	1	-19,687	400-1	-19,687	400-1	Do Not Use-Neg Land Res'l	
11-031-036-10	301 WOOD	4/30/21	WD	IMPROVED			550,000	190,200	34.58		272,245		1.51	180,295	1	272,245	400 1	272,245	400 1		
11-336-087-00	34 WAKUL	4/9/20	WD	IMPROVED			297,000	109,500	36.87		156,408		0.80	196,246	1	156,408	400 1	156,408	400 1		
11-336-094-01	6287 CENT	4/23/21	WD	IMPROVED			259,900	92,800	35.71		164,507		0.71	231,700	1	164,507	400 1	164,507	400 1		
11-336-111-00	6572 CENT	11/19/20	WD	IMPROVED			361,000	136,500	37.81		165,617		1.03	160,793	1	165,617	400 1	165,617	400 1		
11-400-001-00	1610 TIMBI	7/26/21	WD	IMPROVED			435,000	108,600	24.97		145,697		0.41	351,925	1	145,697	400 1	145,697	400 1		
11-400-001-00	1610 TIMBI	9/9/21	WD	IMPROVED			435,000	108,600	24.97		118,605		0.41	286,486	1	118,605	400 1	118,605	400 1		
11-400-007-00	1719 ALPIN	6/25/21	WD	IMPROVED			230,000	111,300	48.39		97,605		0.45	217,868	1	97,605	400 1	97,605	400 1		
11-400-010-00	1721 TIMBI	9/20/21	WD	IMPROVED			675,000	277,700	41.14		168,279		0.46	366,621	1	168,279	400 1	168,279	400 1		
11-470-010-00	10159 COU	12/27/21	WD	IMPROVED			480,800	0	0.00		228,038		0.39	587,727	1	228,038	400 1	228,038	400 1		
11-515-002-00	6393 CENT	1/31/22	WD	IMPROVED			350,000	135,600	38.74		176,760		0.24	736,500	1	176,760	400 1	176,760	400 1		
11-520-014-00	154 HOME	2/11/21	WD	IMPROVED			339,000	129,300	38.14		150,445		0.41	369,644	1	150,445	400 1	150,445	400 1		
11-533-006-00	PENINSULA	12/18/20	WD	VACANT			150,000	43,000	28.67		150,000		1.31	114,155	1	150,000	400 1	150,000	400 1		
11-545-006-00	7370 MAPL	6/2/21	WD	IMPROVED			355,000	174,800	49.24		95,733		0.28	346,859	1	95,733	400 1	95,733	400 1		
11-545-010-00	7454 MAPL	9/15/21	WD	IMPROVED			495,000	137,000	27.68		297,326		0.29	1,035,979	1	297,326	400 1	297,326	400 1		
11-590-002-55	6085 STERL	4/24/20	LC	IMPROVED			255,000	126,900	49.76		68,987		0.29	237,069	1	68,987	400 1	68,987	400 1		
11-590-002-55	6085 STERL	12/10/21	WD	IMPROVED			255,000	134,500	52.75		60,992		0.29	209,595	1	60,992	400 1	60,992	400 1		
11-605-021-00	233 MATHI	11/19/20	WD	IMPROVED			551,300	256,100	46.45		118,350		0.43	273,326	1	118,350	400 1	118,350	400 1		
11-682-001-00	6732 MATH	10/2/20	WD	IMPROVED			580,000	222,100	38.29		220,893		0.57	389,582	1	220,893	4012	220,893	4012		
11-682-007-00	180 WAKUL	5/27/21	WD	IMPROVED			455,000	182,900	40.20		184,224		0.72	255,867	1	184,224	400 1	184,224	400 1		
11-682-015-00	91 WAKUL	2/16/21	WD	IMPROVED			320,000	149,100	46.59		60,433		0.36	166,025	1	60,433	400 1	60,433	400 1		
11-682-015-00	91 WAKUL	2/19/21	LC	IMPROVED			325,300	149,100	45.83		65,733		0.36	180,585	1	65,733	400 1	65,733	400 1		
11-682-018-00	183 WAKUL	9/21/21	WD	IMPROVED			565,000	252,500	44.69		118,467		0.53	223,102	1	118,467	400 1	118,467	400 1		
Totals:							8,719,300	3,228,100			3,285,344							22	149,334	<-Col Avg	
								Sale Ratio=>	37.02										150,223	<-Col Med	
								Std.Dev=>	11.65										Overall Calc \$/Site =>	149,334	
The existing rate is 100k. Use computed 149,300																					

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
Q1 S_VIEWSITE 2 (Location: S 1/2 of S 1/2 of Township; View 2=Less than Average View)																
11-007-018-54	841 LOST N	12/22/20	WD	SPLIT-VACANT	20,000	0	0.00	20,000			1.83	10,929	1	20,000	4031	Do Not Use-lot line adj:Outlier
11-031-037-13	6265 EAST	8/20/20	WD	IMPROVED-n/c	485,000	171,100	35.28	238,596			1.25	190,877	1	238,596	400 1	
11-465-008-00	9421 CENT	12/20/21	WD	IMPROVED	575,000	180,600	31.41	117,183			0.36	325,508	1	117,183	400 1	
11-471-023-00	1662 MOO	4/3/20	WD	IMPROVED	440,000	226,200	51.41	89,679			1.03	87,152	1	89,679	400 1	
11-545-002-00	7435 MAPL	11/24/20	WD	IMPROVED	370,000	188,000	50.81	85,153			0.44	194,858	1	85,153	400 1	
Totals:					1,870,000	765,900	40.96	530,611			3.1		4	132,653		<-Col Avg
					Sale Ratio=>	40.96					Col Avg\$/Ac =>	161,865		89,679		<-Col Med
					Std.Dev=>	10.38					Overall Calc \$/Site =>	132,653		132,653		
The existing rate is 121,875. Use 132,600.																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
Q1 S_VIEWSITE 3 (Location: S 1/2 of S 1/2 of Township; View 3=Average View)																
11-681-006-00	7799 TRUE	12/18/20	WD	IMPROVED	902,500	577,500	63.99	-75,902			2.59	-29,306	1	-75,902		Do Not Use-Neg Land Res'l
11-017-020-10	9649 CENT	10/16/20	WD	VACANT	101,000	72,000	71.29	101,000			0.57	177,193	1	101,000		
11-325-029-00	W MC KINL	1/12/22	WD	VACANT	170,000	92,800	54.59	170,000			1.30	130,769	1	170,000		
11-325-094-10	7377 CENT	8/28/20	LC	IMPROVED	385,000	140,100	36.39	184,943			0.91	203,234	1	184,943		
11-325-095-01	WESTWINE	4/30/21	WD	VACANT	151,000	89,200	59.07	151,000			0.71	212,976	1	151,000		
11-325-095-10	7345 CENT	5/7/21	WD	IMPROVED	383,000	179,200	46.79	208,248			1.69	123,224	1	208,248		
11-325-095-30	7370 WEST	6/1/21	WD	IMPROVED	605,000	222,800	36.83	337,723			0.71	476,337	1	337,723		
11-325-097-04	7284 WEST	5/27/21	WD	IMPROVED	785,000	240,500	30.64	437,567			1.66	263,595	1	437,567		
11-325-097-20	WESTWINE	4/30/21	WD	VACANT	155,000	89,200	57.55	155,000			0.72	215,877	1	155,000		
11-336-039-00	6542 PENIN	9/14/20	LC	VACANT	120,000	79,600	66.33	120,000			0.73	164,384	1	120,000		
11-400-014-00	1824 TIMBI	12/4/20	WD	IMPROVED	587,000	239,000	40.72	250,053			0.50	504,139	1	250,053		
11-470-007-00	10211 COU	9/11/20	WD	IMPROVED	690,000	253,300	36.71	331,720			0.95	349,179	1	331,720		
11-681-005-00	7777 TRUE	11/20/20	WD	IMPROVED	1,250,000	549,000	43.92	367,605			4.41	83,357	1	367,605		
Totals:					5,382,000	2,246,700	41.74	2,814,859			14.9		12	234,572		<-Col Avg
					Sale Ratio=>	41.74					Col Avg Vacant ONLY \$/Ac =>	180,240		196,596		<-Col Med
					Std.Dev=>	13.12					Overall Calc \$/Site =>	234,572		234,572		
											Overall Vacant ONLY Calc \$/Site=>	139,400				
The existing rate is 183k. Use: 180,200																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
Q1 S_VIEWSITE 4+5 (Location: S 1/2 of S 1/2 of Township; View 4=Better than Average; View 5=Best View)																
11-336-027-58	7021 LEORI	12/6/21	WD	IMPROVED	2,000,000	698,300	34.92	1,850,671			3.33	555,757	1	1,850,671		Do Not Use: Outlier
11-008-027-01	10295 CEN	8/9/21	WD	IMPROVED	165,000	175,800	106.55	22,871			3.12	7,330	1	22,871		Do Not Use: Family Sale
11-007-018-15	10202 FRES	6/11/20	WD	MULTI VACANT-n/c	235,000	82,500	35.11	235,000			1.16	202,586	1	235,000		
11-128-000-02	9222 PENIN	4/20/21	WD	IMPROVED	644,340	226,900	35.21	398,097			0.90	442,330	1	398,097		
11-681-002-00	7886 TRUE	1/8/21	WD	IMPROVED	1,150,000	571,000	49.65	257,177			2.12	121,367	1	257,177		
11-478-006-00	8591 EAST	6/15/21	WD	IMPROVED	650,000	284,700	43.80	325,146			1.00	325,146	1	325,146		
Totals:					2,679,340	1,165,100	43.48	1,215,420			5.2		4	303,855		<-Col Avg
					Sale Ratio=>	43.48					Col Avg\$/Ac =>	272,857		291,162		<-Col Med
					Std.Dev=>	7.09					Overall Calc \$/Site =>	303,855		303,855		
Use: 235,000 (Existing rate was 194k; Give weight to vacant sale; Est ECF adj warranted at improved sales)																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
Q2 S_VIEWSITE 1 (Location: N 1/2 of S 1/2 of Township; View 1=No View)																
11-004-003-00																
11-004-002-01	11786 CEN	3/8/22	LC	IMPROVED	489,000	171,900	35.15	344,530			5.48	62,870	2	172,265	400 3	
11-005-025-10	ALEDGO DR	9/30/21	WD	VACANT	125,000	48,700	38.96	125,000			1.46	85,616	1	125,000	400 3	
11-009-027-00	10552 CEN	10/6/20	WD	IMPROVED	350,500	133,900	38.20	154,055			1.05	146,999	1	154,055	400 3	
11-133-024-00	12527 CEN	8/17/20	WD	IMPROVED	436,000	185,000	42.43	122,843			1.01	121,627	1	122,843	400 3	
11-134-007-00	12530 CEN	6/1/20	WD	IMPROVED	248,000	103,600	41.77	111,544			1.03	108,295	1	111,544	400 3	
11-410-003-00	1003 BAYS	4/16/20	WD	IMPROVED	345,000	207,500	60.14	17,453			0.51	34,088	1	17,453	400 3	
11-410-004-00	1041 BAYS	11/5/20	WD	IMPROVED	465,000	180,200	38.75	189,724			0.50	380,972	1	189,724	400 3	
11-420-020-00	13492 BLUI	5/26/21	WD	VACANT	92,000	45,500	49.46	92,000			0.69	133,333	1	92,000	400 3	
11-453-011-00	2487 MON	2/18/22	WD	IMPROVED	575,000	126,100	21.93	394,985			0.50	789,970	1	394,985	400 3	
11-467-016-00	1399 CHIM	2/10/21	WD	IMPROVED	480,000	129,000	26.88	321,746			0.58	557,619	1	321,746	400 3	
11-492-026-00	10389 WAF	11/30/20	WD	IMPROVED	299,900	176,800	58.95	23,796			0.56	42,493	1	23,796	400 3	
11-492-027-00	10365 WAF	7/24/20	WD	IMPROVED	350,000	133,500	38.14	147,889			0.60	245,663	1	147,889	400 3	
11-535-013-00	1361 LIN D	8/20/20	WD	IMPROVED	355,000	160,800	45.30	118,731			0.88	135,383	1	118,731	400 3	
11-577-010-00	SNOWFIELD	2/26/21	WD	VACANT	185,000	53,100	28.70	185,000			1.54	120,130	1	185,000	400 3	
11-615-008-00	10671 CEN	6/10/21	WD	IMPROVED	332,000	122,700	36.96	170,014			0.38	449,772	1	170,014	400 3	
11-615-012-00																
11-615-011-00	10719 CEN	2/8/21	WD	IMPROVED	410,000	244,600	59.66	152,310			1.23	124,233	3	50,770	400 3	
11-615-013-00																
11-624-016-00	1090 QUAK	9/15/21	WD	IMPROVED	506,600	179,600	35.45	215,852			1.09	198,029	1	215,852	400 3	
11-624-028-00	1196 QUAK	11/17/21	WD	IMPROVED	575,000	170,400	29.63	303,714			1.05	289,251	1	303,714	400 3	
11-624-024-00	1186 BRAE	11/11/21	WD	IMPROVED	968,000	341,000	35.23	329,001			1.30	253,078	1	329,001	400 3	
Totals:					7,587,000	2,913,900	38.41	3,520,187			21.4		22	170,862	400 3	<-Col Avg
						Sale Ratio=>	38.41				Col Avg\$/Ac =>	262,873		154,055		<-Col Med
						Std.Dev=>	10.79					Overall Calc \$/Site =>	160,009			
												Cal Vacant ONLY \$/Site =>	134,000			
The existing rate is 97,534. Use: 134,000																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
Q2 S_VIEWSITE 2 (Location: N 1/2 of S 1/2 of Township; View 2=Less than Average View)																
11-467-014-00	1481 CHIM	6/11/21	WD	IMPROVED	489,000	145,200	29.69	316,987			0.93	342,689	1	316,987	400 3	Do Not Use-Outlier
11-420-001-00	13491 BLUI	7/1/20	WD	IMPROVED	475,000	219,700	46.25	87,603			0.82	107,225	1	87,603	400 3	
11-420-003-00	13443 BLUI	8/27/21	WD	IMPROVED	535,000	209,800	39.21	187,738			0.84	224,836	1	187,738	400 3	
11-420-010-00	13277 BLUI	5/3/21	WD	IMPROVED	600,000	263,800	43.97	190,746			0.85	223,880	1	190,746	400 3	
11-467-021-00	1197 CHIM	1/15/21	WD	IMPROVED	350,000	174,800	49.94	125,068			0.58	215,634	1	125,068	400 3	
11-492-012-00	903 N MAR	11/4/21	WD	IMPROVED	471,500	170,200	36.10	221,362			0.88	251,548	1	221,362	400 3	
11-492-016-00	10383 W N	4/8/20	WD	IMPROVED	795,000	380,400	47.85	146,844			1.32	111,077	1	146,844	400 3	
11-492-033-00	10349 E N	7/24/20	WD	IMPROVED	497,500	248,400	49.93	79,804			0.63	127,076	1	79,804	400 3	
11-624-007-00	1086 QUAK	8/20/21	WD	IMPROVED	470,000	188,200	40.04	188,843			0.95	199,623	1	188,843	400 3	
11-624-031-00	LOCHMOOI	11/25/20	WD	VACANT	200,000	65,400	32.70	200,000			1.57	127,796	1	200,000	400 3	
Totals:					4,394,000	1,920,700	43.71	1,428,008			8.4		9	158,668	400 3	<-Col Avg
						Sale Ratio=>	43.71				Col Avg\$/Ac =>	141,393		187,738		<-Col Med
						Std.Dev=>	6.20					Overall Calc \$/Site =>	158,668			
The existing rate is 129,400. Use 141,400																

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale			SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments		
Q2 S_VIEWSITE 3-5 (Location: N 1/2 of S 1/2 of Township; View 3=Average; View 4=Better than Average; View 5=Best View)																						
11-411-011-00	ROLLING RI	1/11/21	WD	VACANT			174,000	99,000	56.90		174,000		1.68	103,571	1	174,000	400 4	174,000	400 4	view 4		
11-411-020-00	9546 EASTI	1/20/21	WD	IMPROVED			777,500	352,900	45.39		226,216		1.57	144,455	1	226,216	400 4	226,216	400 4	view 3		
11-453-002-00	2300 MON	2/18/22	WD	IMPROVED			695,000	180,100	25.91		499,399		0.63	792,697	1	499,399	400 4	499,399	400 4	\$/Lot- Low-Hi (outlier 453-002-00 86'd)		
11-004-029-00	2494 CARR	8/16/21	WD	IMPROVED			665,000	226,100	34.00		364,167		1.32	275,884	1	364,167	400 4	364,167	400 4	89893		
11-410-014-00	1036 BAYSI	6/15/20	WD	IMPROVED			556,350	277,100	49.81		135,789		1.52	89,335	1	135,789	400 3	135,789	400 3	135789		
11-453-003-00	13147 S QL	3/15/22	WD	IMPROVED			616,600	186,400	30.23		408,943		0.60	678,181	1	408,943	400 4	408,943	400 4	196393		
11-467-008-00	1322 CHIM	1/15/21	WD	IMPROVED			550,000	222,400	40.44		230,571		1.43	161,804	1	230,571	400 4	230,571	400 4	230571		
11-491-020-00	2373 HARB	7/6/21	WD	IMPROVED			670,000	249,200	37.19		327,496		0.64	510,914	1	327,496	400 4	327,496	400 4	264511		
11-491-029-00	2332 HARB	10/7/20	WD	IMPROVED			710,000	317,400	44.70		335,198		1.57	214,047	1	335,198	400 4	335,198	400 4	327496		
11-577-013-00	11575 SNO	12/28/21	WD	IMPROVED			595,000	263,600	44.30		196,393		1.57	125,091	1	196,393	400 4	196,393	400 4	335198		
11-577-022-00	11750 SNO	8/27/20	WD	IMPROVED			760,500	328,500	43.20		264,511		1.97	134,270	1	264,511	400 4	264,511	400 4	364167		
11-467-022-00	11522 PEN	6/29/21	WD	IMPROVED			600,000	373,500	62.25		89,893		0.60	149,822	1	89,893	400 4	89,893	400 4	408943		
Totals:							5,723,450	2,444,200	42.71		2,352,961		11.2	259,928	9	261,440	261,440	261,440	261,440	261,440	<-Col Avg	
								Sale Ratio=>	42.71				Col Avg\$/Ac =>	259,928		264,511		264,511		264,511	<-Col Med	
								Std.Dev=>	9.39					Overall Calc \$/Site =>	261,440		261,440		261,440		261,440	
Use:																						
196,400-View 3																						
230,500-View 4 (interpolated)																						
264,500-View 5																						
From Comments column, utilized the list of land residuals in order from lowest to highest. Note: Existing rates are 169,700, 203,200 & 236,700, respectively. This represents an increase overall, which ratio's support. It also creates a Vw 5 acre rate which is representative of the overall calculated methods.																						

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale			SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments		
Q3 N_VIEWSITE 1-2 (Location: S 1/2 of N 1/2 of Township; View 1=No View; View 2=Less than Average)																						
11-121-040-00	2875 NE A#	3/3/22	WD	IMPROVED			344,000	102,400	29.77		236,067		0.46	513,189	1	236,067	400 5	236,067	400 5			
11-110-018-07	HILL RISE R	3/24/22	WD	VACANT			95,500	45,600	47.75		95,500		1.59	60,063	1	95,500	400 5	95,500	400 5			
11-110-035-00	16197 SMC	12/21/20	WD	IMPROVED			450,000	152,600	33.91		173,856		0.96	181,100	1	173,856	400 5	173,856	400 5			
11-115-002-03	SEAN ROBII	11/30/20	WD	VACANT			127,700	57,900	45.34		127,700		2.71	47,122	1	127,700	400 5	127,700	400 5			
11-115-011-30	15688 SMC	3/31/21	WD	IMPROVED			330,000	104,600	31.70		158,452		1.01	156,883	1	158,452	400 5	158,452	400 5			
11-115-031-02	3891 JANIC	10/28/20	WD	VACANT			79,900	38,100	47.68		79,900		1.30	61,462	1	79,900	401 5	79,900	401 5			
11-121-025-00	PYATT RD	9/10/21	WD	IMPROVED			100,000	47,100	47.10		93,128		1.29	72,192	1	93,128	400 5	93,128	400 5			
11-413-006-00	SEVEN HILL	3/16/22	MLC	VACANT			90,000	42,300	47.00		90,000		0.98	92,213	1	90,000	400 5	90,000	400 5			
11-413-010-00	PENINSULA	5/28/20	WD	VACANT			68,000	33,900	49.85		68,000		0.99	68,687	1	68,000	401 5	68,000	401 5			
11-413-014-00	WOBURN E	9/3/21	WD	VACANT			82,000	43,200	52.68		82,000		1.16	70,812	1	82,000	400 5	82,000	400 5			
11-413-018-00	14404 PENI	3/18/21	WD	IMPROVED			329,000	117,700	35.78		132,289		1.23	107,552	1	132,289	400 5	132,289	400 5			
11-613-001-00	3878 JANIC	7/31/20	WD	IMPROVED			500,000	0	0.00		112,803		2.49	45,339	1	112,803	401 5	112,803	401 5			
11-648-001-00	SMOKEY RI	4/5/21	WD	VACANT			72,000	45,500	63.19		72,000		1.58	45,570	1	72,000	400 5	72,000	400 5			
11-648-002-00	3868 SMO#	11/2/20	WD	IMPROVED			330,000	122,400	37.09		135,323		0.56	241,648	1	135,323	400 5	135,323	400 5			
11-648-005-00	3922 SMO#	7/7/20	WD	IMPROVED			599,900	284,300	47.39		64,482		0.94	68,744	1	64,482	402 7	64,482	402 7			
11-648-006-00	3940 SMO#	9/15/21	WD	IMPROVED			650,000	264,800	40.74		165,330		0.68	244,571	1	165,330	400 5	165,330	400 5			
11-110-018-04	16182 HILL	10/16/20	WD	IMPROVED			720,000	247,400	34.36		140,177		1.36	103,071	1	140,177	400 5	140,177	400 5			
11-123-016-00	14025 BLUI	3/31/20	WD	VACANT			90,000	33,800	37.56		90,000		1.11	81,081	1	90,000	401 5	90,000	401 5			
11-630-005-00	BLUFF RD	8/11/20	WD	VACANT			42,000	30,200	71.90		42,000		0.25	166,667	1	42,000	401 5	42,000	401 5			
11-648-009-00	SMOKEY RI	4/2/20	WD	VACANT			70,000	35,300	50.43		70,000		0.65	108,025	1	70,000	402 7	70,000	402 7			
11-660-008-00	BLUFF RD	8/24/20	WD	VACANT			70,000	39,100	55.86		70,000		0.51	136,986	1	70,000	400 5	70,000	400 5			
Totals:							5,240,000	1,888,200	36.03		2,299,007		23.8	127,285	21	95,169	95,169	95,169	95,169	95,169	<-Col Avg	
								Sale Ratio=>	36.03				Col Avg\$/Ac =>	127,285		93,128		93,128		93,128	<-Col Med	
								Std.Dev=>	14.38					Overall Calc \$/Site =>	109,477		109,477		109,477		109,477	
The existing rate is 101,000. Use computed 109,500																						

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale			SP	AV-Sale	Ratio		Land Res'l		View Detail	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments	
Q3 N_VIEWSITE 3-5 (Location: S 1/2 of N 1/2 of Township; View 3=Average; View 4=Better than Average; View 5=Best View)																					
11-121-064-40	2608 BOWI	12/15/21	WD	IMPROVED			925,000	289,100	31.25		406,701		view 3	2.73	148,975	1	406,701	400 6		\$/Lot- Low-Hi (outlier 121-064-40 85'0)	
11-122-005-10	14826 CEN	1/8/21	WD	IMPROVED			264,900	107,500	40.58		137,755		view 3	0.54	255,102	1	137,755	400 6		89000	
11-491-023-00	2491 HARB	11/30/21	WD	IMPROVED			655,000	196,300	29.97		357,767		view 3	0.85	421,398	1	357,767	400 6		98000	
11-560-032-00	15749 UPP	10/4/21	WD	IMPROVED			557,650	166,800	29.91		316,545		view 4	0.35	904,414	1	316,545	400 6		129000	
11-700-021-00	16642 WHI	10/20/21	WD	IMPROVED			565,000	164,000	29.03		245,358		view 3	0.73	336,568	1	245,358	400 6		137755	
11-705-002-00	15792 MER	2/19/21	WD	IMPROVED			1,020,000	428,800	42.04		251,175		view 3	0.45	558,167	1	251,175	400 6		215074	
11-560-034-00	UPPER BIRK	9/3/20	WD	VACANT			98,000	63,600	64.90		98,000		view 4	0.40	242,574	1	98,000	400 6		227645	
11-560-037-00	15653 UPP	2/19/21	WD	IMPROVED			545,000	228,200	41.87		227,645		view 3	0.45	501,421	1	227,645	400 6		245358	
11-560-039-00	UPPER BIRK	2/10/22	WD	VACANT			129,000	73,200	56.74		129,000		view 4	0.43	300,000	1	129,000	400 6		251175	
11-560-040-00	15591 UPP	8/10/21	WD	IMPROVED			555,000	235,300	42.40		215,074		view 4	0.42	513,303	1	215,074	400 6		316545	
11-648-013-00	SMOKEY RI	8/27/21	WD	VACANT=bad topo			89,000	69,300	77.87		89,000		view 4	0.89	100,112	1	89,000	400 6		357767	
Totals:							4,478,550	1,733,000	38.70		2,067,319			5.5	10	206,732	<-Col Avg				
								Sale Ratio=>	38.70					Col Avg\$/Ac =>	389,276	221,360	<-Col Med				
								Std.Dev=>	15.97					Overall Calc \$/Site =>	206,732						
														Vacant ONLY Calc \$/Site =>	105,333						
Use: 129,000-View 3 (mid-point of the 3 vacant sales) 134,750-View 4 (interpolated) 215,000-View 5 (median value (highest outlier removed)) From Comments column, utilized the list of land residuals in order from lowest to highest. Note: Existing rates (Vw 3,4 & 5) are 147,600, 162,980 & 181,300, respectively. Interestingly, this represents a decrease to the Vw 3-Vw 4 tables. However, the vacant sales support that change. Anticipate ECF adjustments to the improved sales will be necessary.																					

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale			SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments	
Q4 N_VIEWSITE 1-2 (Location: N 1/2 of N 1/2 of Township; View 1=No View; View 2=Less than Average View)																					
11-226-027-00	19096 EAS	10/30/20	WD	VACANT			70,000	33,900	48.43		70,000			0.38	184,211	1	70,000	400 7			
11-234-015-55	3328 SWAP	5/27/21	WD	VACANT			65,000	57,300	88.15		35,525			1.05	33,833	1	35,525	400 7			
11-510-009-00	18366 HER	7/24/20	WD	IMPROVED			495,000	169,400	34.22		210,267			0.46	460,103	1	210,267	4027			
11-670-017-50	SMOKEY HI	3/4/22	WD	VACANT			141,000	84,600	60.00		141,000			0.79	178,255	1	141,000	400 7			
11-102-005-10	17537 SMC	6/16/20	WD	IMPROVED			337,500	174,900	51.82		42,047			1.17	35,938	1	42,047	4015			
11-235-008-00	3986 SWAP	4/19/21	WD	VACANT			80,000	46,600	58.25		80,000			0.73	109,589	1	80,000	400 7			
Totals:							1,188,500	566,700	47.68		578,839			4.6	6	96,473	<-Col Avg				
								Sale Ratio=>	47.68					Col Avg\$/Ac =>	166,988	75,000	<-Col Med				
								Std.Dev=>	17.89					Overall Calc \$/Site =>	96,473						
Use: Calculated 96,500																					

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale			SP	AV-Sale	Ratio		Land Res'l		Eff FF	\$/Eff FF	Acres	\$/Acre	# Sites	\$/Site	ECF Area	Comments
Q4 N_VIEWSITE 3-5 (Location: N 1/2 of N 1/2 of Township; View 3=Average; View 4=Better than Average; View 5=Best View)																				
11-235-046-00	18155 MIS	12/30/21	WD	IMPROVED			575,000	156,400	27.20		400,142			2.62	152,726	1	400,142	400 8		
Not enough data-Use Q3 N_VIEWSITE 3-5 Land Analysis 129,000-View 3 (mid-point of the 3 vacant sales) 134,750-View 4 (interpolated) 215,000-View 5 (median value (highest outlier removed))																				

Parcel Number	Street Add	Sale Date	Instr.	Terms of Sale	SP	AV-Sale	Ratio	Land Res'l	Eff FF	\$/Eff FF	Acres	\$/Acre	Act FF	\$/Act FF	ECF Area	Comments
Commercial Waterfront																
11-570-212-00	742 NE AH	7/23/20	WD	VACANT	790,000	452,800	57.32	790,000	102	7,763	0.82	963,415	100	7,900	4040	
11-570-217-00	NE AH TA V	9/25/20	WD	SPLIT VACANT	830,000	0	0.00	830,000	100	8,339	0.66	1,257,576	99.75	8,321	4040	
11-325-045-00	7349 PENIN	4/30/21	WD	IMPROVED	1,270,000	499,000	39.29	1,040,162	110	9478	0.54	1,912,063	113	9,205	4041	
11-325-050-00	7351 PENIN	5/17/21	WD	IMPROVED	900,000	553,000	61.44	549,879	108	5092	0.51	1,086,717	115	4,782	4041	
11-325-078-00	7035 PENIN	1/15/21	WD	IMPROVED	570,000	357,800	62.77	371,661	94	3970	0.23	1,615,917	99	3,754	4041	
11-336-020-00	6787 PENIN	5/27/20	WD	VACANT-n/c	1,056,302	478,700	45.32	1,056,302	91	11580	0.45	2,347,338	107	9,872	4041	
11-336-026-00	6699 PENIN	5/8/20	WD	IMPROVED	3,700,000	1,984,300	53.63	1,877,621	107	17512	1.38	1,360,595	200	9,388	4041	
11-336-044-00	6467 PENIN	7/23/21	WD	MULTI IMPROVED	2,726,600	1,635,300	59.98	457,809	155	2949	0.56	817,516	149	3,073	XTREM	
11-336-051-00	6421 PENIN	3/2/21	WD	IMPROVED	1,800,000	701,900	38.99	1,336,643	102	13166	0.59	2,250,241	116	11,523	4041	
11-415-001-00	9491 PENIN	9/3/21	WD	IMPROVED	1,450,000	555,400	38.30	836,391	99	8477	0.41	2,049,978	125	6,691	4041	
11-415-011-00	9669 PENIN	10/30/20	WD	IMPROVED	834,000	252,900	30.32	666,762	96	6951	0.32	2,103,350	100	6,668	4041	
11-030-021-55	7784 EAST	3/5/21	WD	IMPROVED	1,756,000	403,200	22.96	600,337	162	3715	0.70	857,624	266	2,257	4042	
11-030-022-10	7492 EAST	11/10/21	WD	IMPROVED	1,200,000	696,500	58.04	771,823	157	4924	11.89	64,903	231	3,341	4042	
11-030-024-00	7520 EAST	10/21/20	WD	IMPROVED	860,000	375,800	43.70	421,491	107	3923	0.37	1,151,615	105	4,014	4042	
11-031-025-00	6402 EAST	9/16/21	WD	IMPROVED	800,000	208,100	26.01	606,161	93	6510	0.19	3,140,731	100	6,062	4042	
11-017-004-00	9898 CENT	12/15/20	WD	IMPROVED	460,000	186,600	40.57	84,162	93	901	0.16	532,671	102	825	4043	
11-017-006-01	9882 CENT	7/2/21	WD	IMPROVED	745,000	240,500	32.28	473,364	134	3523	0.70	676,234	202	2,343	4043	
11-017-014-00	9870 CENT	11/12/21	WD	IMPROVED	530,000	177,900	33.57	415,899	100	4159	0.23	1,808,257	100	4,159	4043	
11-019-036-00	8426 CENT	8/13/21	WD	IMPROVED	610,000	181,000	29.67	476,292	109	4383	0.31	1,536,426	108	4,410	4043	
11-009-016-00	10318 STOI	10/26/20	WD	VACANT	700,000	300,000	42.86	700,000	97	7253	0.34	2,083,333	100	7,000	4044	
11-009-019-00	10370 STOI	9/10/21	WD	VACANT-new con	1,125,000	471,500	41.91	1,125,000	101	11193	0.41	2,730,583	100	11,250	4044	
11-620-006-55	1886 PINE I	10/15/20	WD	03-ARM'S LENGTH	1,700,000	617,400	36.32	1,099,795	103	10658	0.47	2,339,989	100	10,998	4044	
11-620-003-55	1946 PINE I	9/1/21	WD	SPLIT IMPROVED	1,071,000	0	0.00	695,782	101	6896	0.42	1,656,624	100	6,958	4044	
11-620-004-00	PINE POINT	6/17/21	WD	SPLIT VACANT	875,000	0	0.00	875,000	100	8758	0.40	2,187,500	100	8,750	4044	
11-009-034-02	10860 BLUI	8/11/20	WD	IMPROVED	3,000,000	1,427,500	47.58	477,809	198	2407	1.14	419,131	197	2,425	4044	
11-126-009-03	14000 BLUI	5/10/21	WD	VACANT	850,000	360,200	42.38	850,000	232	3658	2.79	304,659	270	3,148	4044	
11-127-036-00	13050 BLUI	3/8/21	WD	IMPROVED	495,000	201,300	40.67	349,251	87	4020	0.17	2,030,529	75	4,657	4044	
11-655-002-00	13700 BLUI	7/28/20	WD	03-ARM'S LENGTH	570,000	219,800	38.56	395,005	100	3946	0.40	977,735	100	3,950	4044	
11-111-013-00	16564 WRI	11/20/20	WD	03-ARM'S LENGTH	724,900	225,900	31.16	446,236	87	5116	0.25	1,784,944	100	4,462	4045	
11-111-014-00	16580 WRI	8/11/21	WD	03-ARM'S LENGTH	789,000	283,800	35.97	462,183	96	4799	0.23	2,009,491	100	4,622	4045	
11-111-021-00	4200 ROCK	3/8/21	WD	03-ARM'S LENGTH	890,000	335,200	37.66	573,238	152	3778	1.29	444,371	160	3,583	4045	
11-665-003-00	17390 SMC	8/10/21	WD	MULTI IMPROVED	940,000	341,800	36.36	794,062	215	3693	1.38	575,407	200	3,970	4045	
11-670-012-00	17482 SMC	7/26/21	WD	IMPROVED	950,000	340,900	35.88	635,167	147	4328	1.36	467,035	150	4,234	4045	
11-235-050-00	18062 MISI	9/2/20	WD	IMPROVED	1,400,000	778,300	55.59	1,156,222	176	6580	10.00	115,622	437	2,646	4046	
11-635-001-00	2529 SHOR	6/11/21	WD	IMPROVED	975,000	315,200	32.33	812,129	111	7295	0.69	1,182,138	105	7,735	4047	
11-635-033-00	3215 SHOR	11/2/20	WD	IMPROVED	1,590,000	491,400	30.91	1,193,614	170	7030	1.41	849,547	200	5,968	4047	
11-104-015-00	OLD WOOD	11/19/21	WD	VACANT	2,000,000	416,500	20.83	2,000,000	287	6963	4.94	404,858	300	6,667	4048	
11-109-025-10	LEGACY RD	8/25/20	WD	VACANT	1,000,000	220,000	22.00	1,000,000	157	6364	1.33	751,880	170	5,882	4048	
11-108-001-02	KROUPA RE	10/26/20	WD	VACANT	525,000	171,800	32.72	525,000	123	4279	2.92	179,795	335	1,567	4049	
11-109-029-03	2084 PHELI	8/18/20	WD	VACANT	690,000	257,800	37.36	690,000	147	4683	1.06	650,943	125	5,504	4048	
11-483-006-00	ARBOR TRL	4/7/21	WD	VACANT	1,110,000	292,500	26.35	1,110,000	150	7400	1.76	631,399	150	7,400	4049	
11-555-004-00	15045 DUN	4/29/21	WD	IMPROVED	1,375,000	412,400	29.99	950,291	100	9503	0.49	1,951,316	100	9,503	4049	
11-555-007-00	DUNN DR	10/28/21	WD	VACANT	600,000	200,000	33.33	600,000	100	6000	0.56	1,071,429	100	6,000	4049	
11-555-020-00	15329 DUN	6/30/21	WD	IMPROVED	1,500,000	395,500	26.37	1,128,974	105	10752	0.66	1,710,567	105	10,752	4049	
11-555-023-00	15383 DUN	12/31/20	WD	IMPROVED	540,000	263,000	48.70	540,000	102	5294	0.51	1,060,904	102	5,294	4049	
11-555-029-00	15483 DUN	6/15/21	WD	IMPROVED	1,495,000	438,800	29.35	994,867	104	9566	0.48	2,064,039	104	9,566	4049	
11-565-947-00	1250 MEIEI	10/5/21	WD	IMPROVED	1,600,000	466,400	29.15	1,390,097	185	7514	3.29	422,522	185	7,514	4049	
11-560-003-00	15543 BIRC	12/9/21	WD	IMPROVED	900,000	252,300	28.03	723,800	107	6756	0.65	1,113,538	109	6,640	4049	
11-560-005-00	BIRCH DR	11/20/20	WD	VACANT	650,000	162,000	24.92	650,000	222	2928	0.61	1,065,574	222	2,928	4049	
11-117-006-25																
11-560-006-00	15609 BIRC	11/20/20	WD	IMPROVED	2,000,000	503,700	25.19	1,097,125	274	4004	0.55	2,005,713	274	4,004	4049	
Sum Total =>					57,517,802	21,103,600	36.69	39,703,406	6554	6,415	<-ColAvg	7513	5,883	<-ColAvg		
					Sale Ratio=>	36.69	2.20		Calc\$/Eff FF =>	6,058		Calc \$/Act FF =>	5,285			
					Std.Dev=>	2.20										
<p>There are 2 parcels in the commercial land table that are waterfront parcels. In typical fashion, use aggregate township-wide waterfront sales (Discounted 50%) to determine commercial FF Rate.</p> <p>Note: ALL waterfront sales are included in this analysis. 50% Discount attempts to mitigate the high \$/FF outliers (generally reflective of parcels in close proximity to the city limits or along high valued corridors).</p> <p>The existing rate was 2,128.</p> <p>Use \$ 2600 (Calculated rate of \$ 5285/FF * 50%).</p>																

43560 /SF per Acre	SP	\$/SF	\$/Acre	# Acres		
Grand Traverse County Wide Commercial Sales						
08-001-023-00	improved	5/21/21	#####	0.23	0	3.533
08-002-003-16	improved	9/10/20	#####	0.07	0	6.802
08-011-023-22	improved	7/20/21	#####	11.28	0	2.238
08-850-002-00	improved	2/1/21	#####	1.41	0	0.096
08-850-019-00	improved	11/18/20	#####	1.34	0	0.117
11-128-002-00	improved	2/16/21	#####	2.05	0	1.97
13-003-010-12	improved	6/30/21	#####	3.14	0	2.435
42-040-079-10	improved	4/8/21	#####	0.86	0	0.833
42-205-002-00	improved	11/13/20	#####	0.04	0	1.246
02-005-009-11	improved	3/25/22	#####	2.89	0	0.99
02-008-024-01	improved	3/29/22	#####	0.54	0	2.72
02-008-024-06	improved	3/31/22	#####	4.49	0	0.93
02-335-007-00	improved	3/24/22	#####	3.41	0	0.498
03-208-050-10	improved	3/3/22	#####	44.5	0	3.8
03-759-000-50	improved	3/2/22	#####	77.2	0	2.773
03-791-000-55	improved	2/9/22	#####	47.83	0	0.96
05-022-001-00	improved	2/2/22	#####	2.47	0	1.41
05-033-007-90	improved	3/1/22	#####	12.57	0	0.87
07-012-019-10	improved	3/3/22	#####	3.97	0	5.504
08-011-023-23	improved	2/25/22	#####	1.97	0	1.92
13-004-001-20	improved	3/29/22	#####	1.4	0	6.482
01-002-005-22	improved	1/25/21	#####	1.39	0	2.184
01-014-028-22	improved	7/8/21	#####	4.18	0	1.104
01-103-024-20	improved	10/13/20	#####	16.32	0	0.612
01-103-052-00	improved	12/15/20	#####	5.03	0	0.511
01-103-059-02	improved	8/10/21	#####	6.54	0	0.48
01-103-091-10	improved	8/5/21	#####	14.5	0	0.32
01-103-102-00	improved	9/17/21	#####	2.7	0	1.105
01-535-002-00	improved	9/14/20	#####	1.47	0	0.147
01-535-017-00	improved	6/8/21	#####	1.01	0	0.147
01-680-030-00	improved	7/20/20	#####	5.23	0	0.45
01-785-005-00	improved	10/9/20	#####	0.3	0	0.166
02-005-006-20	improved	7/13/20	#####	3.13	0	1.716
02-007-047-40	improved	12/9/20	#####	0.05	0	1.12
02-008-024-30	improved	7/29/21	#####	1.12	0	2.377
02-009-009-30	improved	7/19/21	#####	21.67	0	1.737
02-017-023-30	improved	11/5/21	#####	4.03	0	2.122
02-029-008-20	improved	8/6/21	#####	1.52	0	1.513
02-200-019-00	improved	7/20/20	#####	1.00	0	2.144
02-630-002-00	improved	1/31/21	#####	4.24	0	0.687
02-685-005-00	improved	6/1/21	#####	4.58	0	3.155
02-705-005-00	improved	10/19/20	#####	1.71	0	0.093
03-208-021-00	improved	3/11/21	#####	13.18	0	1.609
03-218-037-00	improved	7/29/20	#####	5.69	0	1.003
03-320-012-00	improved	6/28/21	#####	21.45	0	1.873
03-555-001-00	improved	5/27/21	#####	2.34	0	1.607
04-001-006-05	improved	7/1/20	#####	0.2	0	5.215
07-010-006-00	improved	12/22/20	#####	0.46	0	3.785
07-010-007-00	improved	12/14/20	#####	2.28	0	1.514
07-016-001-10	improved	4/24/20	#####	1.66	0	3.105
07-018-006-51	improved	4/3/20	#####	0.75	0	5.018
07-180-031-11	improved	6/25/21	#####	4.69	0	0.524
07-180-072-00	improved	9/16/20	#####	1.19	0	0.411
97,681						
03-207-026-20	vacant	12/2/21	#####	16.15	0	4.335
03-208-057-10	vacant	9/15/20	#####	15.92	0	3.316
03-208-026-00	vacant	1/12/21	#####	10.36	0	1.607
01-002-005-40	vacant	10/8/20	#####	0.21	0	10.165
02-007-007-42	vacant	8/28/20	#####	1.37	0	2.613
02-007-033-01	vacant	10/19/21	#####	0.55	0	10.36
02-007-033-02	vacant	6/11/21	#####	0.58	0	4.99
02-008-002-00	vacant	3/30/21	#####	6.38	0	0.66
02-009-029-00	vacant	6/5/20	#####	0.68	0	4.928
02-225-008-00	vacant	4/14/20	#####	1.28	0	0.933
02-225-049-00	vacant	5/3/21	#####	1.79	0	1.088
02-225-051-00	vacant	12/30/20	#####	1.82	0	2.98
02-225-052-00	vacant	2/12/21	#####	1.03	0	3.78
02-335-013-00	vacant	5/28/21	#####	1.33	0	0.69
02-335-014-00	vacant	4/22/21	#####	1.6	0	0.501
03-791-104-36	vacant	11/9/21	6,450	0.22	0	0.34
03-791-120-39	vacant	11/9/21	6,450	0.22	0	0.34
03-791-123-42	vacant	11/8/21	3,900	0.26	0	0.34
04-001-006-04	vacant	7/1/20	#####	0.15	0	2.685
05-008-022-50	vacant	1/11/21	#####	1.47	0	1.56
07-009-006-10	vacant	1/7/21	#####	0.15	0	36.289
07-009-007-00	vacant	10/26/20	#####	0.68	0	2.309

07-140-038-00	vacant	11/19/21	#####	2.05	0	0.785
09-004-010-03	vacant	12/8/20	#####	0.18	0	10.318
09-004-011-03	vacant	3/25/21	#####	0.3	0	5.75
09-004-011-04	vacant	3/25/21	#####	0.5	0	3.46
13-005-008-20	vacant	9/17/21	#####	1.31	0	3.317
02-005-010-01	vacant	1/28/22	#####	0.29	0	17.52
02-335-009-00	vacant	2/15/22	#####	1.47	0	0.6

Sum Total VACANT ONLY: ##### 138.559

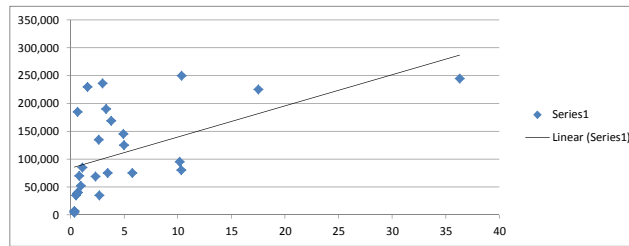
Average \$/Acre => 0
 Computed \$/Acre => 56,480

Grand Total => ##### 236.24

Average \$/Acre => 0
 Computed \$/Acre => 276,015

Commercial properties can be easily segregated into 'Agricultural' and 'Non-agricultural' groups. The non-Ag groups are under typically LESS than 5 Acres. Develop a land table for 1.0-4.99 acre sites. All commercial parcels will utilize a base 5 acre rate. Since larger commercial sites are dedicated to Agri-tourism and agricultural production, use Agricultural rates for Excess acreage rates beyond 5 acres.

Note the Trend Line (see attached graph) depicts starting 'site' rates at 85,000. At 5 Ac rates, the trend line reveals 110k, or 22,000/Acre. Add 22k to each 1/2 additional Acre up to and including 5 Acres. See interpolation below.



43560 /SF per Acre	SP	\$/SF	\$/Acre	# Acres
LAND: Grand Traverse County Wide Industrial Sales				
08-002-003-06	#####	0.71	0	3.8
05-148-021-00	#####	1.67	0	4.13
05-148-025-00	#####	1.69	0	2.95
05-033-007-30	#####	1.85	0	10.01
05-148-018-00	#####	1.9	0	3.92
05-148-008-00	#####	2.25	0	1.47
51-852-001-00	#####	2.76	0	1.66
51-851-050-00	#####	3.56	0	2.1
51-851-049-00	#####	3.66	0	1.73
51-852-006-00	#####	5.49	0	3.33
05-127-003-00	#####	6.89	0	1.86
51-850-003-20				
51-850-005-10	#####	7.13	0	15.12
51-850-010-10				
Sum Total: #####				52.08
Average \$/Acre => 0				
Computed \$/Acre => 345,238				

There are two industrial parcels in the unit:
 1- 0.25 acre substation
 2- 10.0 acre Ag processor
 The trend line represents an entry site value @ approximately 120k, with a 10 Acre rate at 175k.
 Use 120K Site rate; Use 17,500 Acreage rate

