

Staff Report for 2024 State Board of Equalization

File No.: 2024-CASS-FARGO-STERLING PROPERTIES, LLLP-BRIAR POINTE

Prepared By: PROPERTY TAX DIVISION

County or City: CITY OF FARGO

Appellant: STERLING PROPERTIES, LLLP

Type of Appeal: COMMERCIAL VALUE

Appeal Issue: Sterling Properties, LLLP, represented by Sam Jelleberg, is appealing the property value of \$2,138,900 on parcel number 01-2831-00155-000, located at 3256 18th Street S, Fargo, ND.

Analysis:

Summary:

Proposal for Review:

600 E. BOULEVARD AVE., DEPT 127
BISMARCK, ND 58505-0599

WWW.ND.GOV/TAX | TAXINFO@ND.GOV NORTH DAKOTA





Appellant Information – State Board of Equalization

County or City: Fargo, ND
 Appellant: Sterling Properties, LLLP
 Type of Appeal: Residential

Please complete this form in its entirety. The information provided will be taken into consideration when investigating and reaching a conclusion regarding the appeal presented. To provide ample time for investigation, all information to support the appeal (property information, pictures, income information, etc.) must be received by August 1, 2024, and is subject to open records. Please provide one questionnaire per property.

Please email or mail any supporting documentation to:
propertytax@nd.gov
 or
 The Office of State Tax Commissioner, Attn: Property Tax,
 600 E Boulevard Ave., Bismarck, ND 58505-0599

Information for Property Referenced in Appeal:

Property name	Briar Pointe
City	Fargo
Address	3256 18th St S
Township Name	Barnes
County	Cass
Parcel ID	01-2831-00155-000
Legal Description	SOUTH POINTE 2ND LTS 3 & 4 BLK 1 **6/4/99 COMB FRM 01-2831-00150-000 & 01-2831-00200-000

Appellant Contact Information:

Appellant Name: Sam Jelleberg
Address: 4340 18th Ave S, Fargo, ND 58103
Phone Number: 701-201-0645
Email Address: SJelleberg@SRETrust.com

Answer the questions below that apply to the appeal:

Are you the owner of the property of this appeal? Yes No
(If No, please see the Consent to Release Financial Info)

Did you receive a notice of increase letter from the city/township? (choose all that apply)

- Prior to After Township/City Equalization Meeting
 Prior to After County Equalization Meeting
 No Notification Received

At which meeting(s) did you appeal your assessment? (choose all that apply)

- Township/City County N/A

****Please note NDCC § 57-13-04.3(a)(1)(2) requires appellants to appeal to the State Board of Equalization must have applied to both local and county boards.***

Has a recent appraisal been completed on the property?

- Yes (if yes, please attach) No

What grounds is your appeal based upon? Please check all that apply and provide supporting documentation for each selection.

- Factual error, that is, a data collection or clerical error.
 Equity and uniformity claim of discriminatory level of assessment.
 Belief that the valuation is inaccurate.
 Exemption, classification, or assessment limitation.

Please attach or email (propertytax@nd.gov) the following:

1. A detailed explanation of your appeal
2. Evidence to validate the assessment appealed

Appeal Process:

- 1.) Appellant notifies the Property Tax Division of intent to appeal.
- 2.) Submit this form and all applicable documentation to propertytax@nd.gov by the date specified above.
- 3.) The State Board of Equalization meets on the second Tuesday in August to examine and compare the returns of the assessment of taxable property as submitted by North Dakota counties. This is locally assessed property. The board equalizes the property so that all assessments of similar

taxable property are uniform and equal throughout the state. During this meeting, tax directors or other representatives from a county will speak, along with city representatives, and individual taxpayers.

- 4.) After the State Board meeting, your case will be assigned, and staff will reach out to schedule an onsite review of the property (when deemed applicable). While an interior inspection of the property is not required, interior reviews may affect the consideration of value. If denied an interior review, we will assess from the exterior only. Staff will not be allowed to enter the property without the owner or a representative present.
- 5.) Generally, by the first Thursday of October, the property tax division staff will present their findings to the State Board of Equalization with a recommendation. The board deliberates and votes. You can attend this meeting; however, public comments are not accepted.

CBRE VALUATION & ADVISORY SERVICES

APPRAISAL REPORT

BRIAR POINTE APARTMENTS
3256 18TH STREET S
FARGO, NORTH DAKOTA 58104
CBRE FILE NO. 21-164MW-3613-1

CLIENT: BREMER BANK N.A.
CLIENT REFERENCE NO.: FILE ID: 210415029

CBRE



1900 LaSalle Plaza, 800 LaSalle Avenue
Minneapolis, MN 55402

T (612) 336-4315
F (952) 831-8023

www.cbre.com

Date of Report: May 13, 2021

Mr. Mike Streiff, III
Collateral Department Manager VP
BREMER BANK
8555 Eagle Point Boulevard
Lake Elmo, Minnesota 55042

RE: Appraisal of: Briar Pointe Apartments
3256 18th Street S
Fargo, Cass County, North Dakota 58104
CBRE, Inc. File No. 21-164MW-3613-1
Client Reference No.: File ID: 210415029

Dear Mr. Streiff:

At your request and authorization, CBRE, Inc. has prepared an appraisal of the market value of the referenced property. Our analysis is presented in the following Appraisal Report.

The subject is a 30-unit multi-family garden property located at 3256 18th Street S in Fargo, North Dakota. The property consists of a three-story apartment building and three detached garage buildings. The improvements were constructed in 1991 and are situated on a 1.74-acre site. The improvements were 96.7% leased as of the date of the rent roll (as of March 2021) and are considered to be stabilized.

Given the current climate with regards to the recent COVID-19 outbreak, the appraisers have not inspected the interior of the subject property and have relied on owner provided photos. The lack of an interior inspection is not considered to impact the credibility of the assignment results. Harry Johnson completed an exterior inspection of the subject property on the date of value.

Based on the analysis contained in the following report, the market value of the subject is concluded as follows:

MARKET VALUE CONCLUSION			
Appraisal Premise	Interest Appraised	Date of Value	Value Conclusion
As Is	Fee Simple Estate	May 7, 2021	\$1,930,000
Compiled by CBRE			

The report, in its entirety, including all assumptions and limiting conditions, is an integral part of, and inseparable from, this letter.

As of the date of value and the date of this report, the nation, region, and market area are impacted by the COVID-19 pandemic. This could have a prolonged effect on macroeconomic conditions, though at this time the length of duration is unknown. The perceived impact on real estate varies on several factors including asset class, use, tenancy, and location. Our analysis considers available information as of the effective date.

The following appraisal sets forth the most pertinent data gathered, the techniques employed, and the reasoning leading to the opinion of value. The analyses, opinions and conclusions were developed based on, and this report has been prepared in conformance with, the guidelines and recommendations set forth in the Uniform Standards of Professional Appraisal Practice (USPAP), and the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute. It also conforms to Title XI Regulations and the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA) updated in 1994 and further updated by the Interagency Appraisal and Evaluation Guidelines promulgated in 2010.

The intended use and user of our report are specifically identified in our report as agreed upon in our contract for services and/or reliance language found in the report. As a condition to being granted the status of an intended user, any intended user who has not entered into a written agreement with CBRE in connection with its use of our report agrees to be bound by the terms and conditions of the agreement between CBRE and the client who ordered the report. No other use or user of the report is permitted by any other party for any other purpose. Dissemination of this report by any party to any non-intended users does not extend reliance to any such party, and CBRE will not be responsible for any unauthorized use of or reliance upon the report, its conclusions or contents (or any portion thereof).

It has been a pleasure to assist you in this assignment. If you have any questions concerning the analysis, or if CBRE can be of further service, please contact us.

Respectfully submitted,

CBRE - VALUATION & ADVISORY SERVICES



Harry Johnson
Senior Appraiser
Certified General Real Property Appraiser
State of North Dakota License # CG-21874

Phone: 612.336.4202
Email: harry.johnson@cbre.com



Justin Reed, MAI
Director
Certified General Real Property Appraiser
State of North Dakota License #CG-2705

Phone: 612.336.4315
Email: justin.reed@cbre.com

Certification

We certify to the best of our knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are our personal, impartial and unbiased professional analyses, opinions, and conclusions.
3. We have no present or prospective interest in or bias with respect to the property that is the subject of this report and have no personal interest in or bias with respect to the parties involved with this assignment.
4. Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
5. Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
6. Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice, as well as the requirements of the State of North Dakota.
7. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
8. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
9. As of the date of this report, Justin Reed, MAI has completed the continuing education program for Designated Members of the Appraisal Institute.
10. As of the date of this report, Harry Johnson has completed the Standards and Ethics Education Requirements for Candidates/Practicing Affiliates of the Appraisal Institute.
11. Harry Johnson has and Justin Reed, MAI has not made a personal inspection of the property that is the subject of this report. The inspection was exterior-only.
12. No one provided significant real property appraisal assistance to the persons signing this report.
13. Valuation & Advisory Services operates as an independent economic entity within CBRE, Inc. Although employees of other CBRE, Inc. divisions may be contacted as a part of our routine market research investigations, absolute client confidentiality and privacy were maintained at all times with regard to this assignment without conflict of interest.
14. Harry Johnson has not and Justin Reed, MAI has not provided any services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding agreement to perform this assignment.



Harry Johnson
Senior Appraiser



Justin Reed, MAI
Director

Subject Photographs



Aerial View



Exterior



Exterior



Owner Provided Interior Photo



Owner Provided Interior Photo



Owner Provided Interior Photo



Owner Provided Interior Photo



Owner Provided Interior Photo



Owner Provided Interior Photo

Executive Summary

Property Name	Briar Pointe Apartments	
Location	3256 18th Street S Fargo, Cass County, ND 58104	
Parcel Number(s)	01-2831-00155-000	
Client	Bremer Bank	
Client Reference Number	File ID: 210415029	
Highest and Best Use		
As If Vacant	Multifamily	
As Improved	Multifamily	
Property Rights Appraised	Fee Simple Estate	
Date of Inspection	May 7, 2021	
Estimated Exposure Time	3 - 6 Months	
Estimated Marketing Time	3 - 6 Months	
Primary Land Area	1.74 AC	75,900 SF
Zoning	MR-3 - MULTI-DWELLING DISTRICT	
Improvements		Comments
Property Type	Multifamily	(Multi-Family Garden)
Number of Buildings	4	1 Apartment, 3 Garage
Number of Stories	3	
Net Rentable Area	27,838 SF	
Number of Units	30	
Average Unit Size	928 SF	
Year Built	1991	
Effective Age	30 Years	
Remaining Economic Life	25 Years	
Condition	Average	
Buyer Profile	Investor-Local	
Financial Indicators		
Current Occupancy	96.7%	
Stabilized Occupancy	95.0%	
Stabilized Credit Loss	0.0%	
Overall Capitalization Rate	6.25%	

Pro Forma	Total	Per Unit
Effective Gross Income	\$262,014	\$8,734
Operating Expenses	\$142,574	\$4,752
Expense Ratio	54.41%	
Net Operating Income	\$119,439	\$3,981
VALUATION	Total	Per Unit
Land Value	\$380,000	\$12,667
Sales Comparison Approach	\$1,950,000	\$65,000
Income Capitalization Approach	\$1,910,000	\$63,667

CONCLUDED MARKET VALUE

Appraisal Premise	Interest Appraised	Date of Value	Value
As Is	Fee Simple Estate	May 7, 2021	\$1,930,000

Compiled by CBRE

IMPORTANT WARNING - MARKET UNCERTAINTY FROM NOVEL CORONAVIRUS

The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organization as a Global Pandemic on the 11th March 2020, is causing heightened uncertainty in both local and global market conditions. Global financial markets have seen steep declines since late February largely on the back of the pandemic over concerns of trade disruptions and falling demand.

The effect COVID-19 will have on the real estate market in the region is currently unknown and will largely depend on both the scale and longevity of the pandemic. A prolonged pandemic could have a significant (and yet unknown or quantifiable) impact on other sectors of the property market.

Comparable transactions and market evidence since the pandemic are limited. Our valuation is based on the information available to us at the date of valuation. Whilst we have taken all reasonable steps to estimate the effect on the property, due to the significant uncertainty in property and capital markets and the rapid unfolding of these events it is difficult to quantify and assess the impact that the pandemic has had on capital values, if any.

STRENGTHS, WEAKNESSES, OPPORTUNITIES AND THREATS (SWOT)

Strengths/ Opportunities

- The subject has been adequately maintained.
- The subject is built with conventional finishes.
- All units have a patio/balcony and the property features detached garage parking
- The subject is currently 96.7% occupied with strong historical operating levels.

Weaknesses/ Threats

- The subject is an older, Class C garden apartment.
- The local market has minimal barriers to entry for new product.

- The subject lacks any significant community amenities outside of its detached parking.
- Increased uncertainty and risk associated with COVID-19. Most participants anticipate with the greatest impact felt in the next 3-9 months.

EXTRAORDINARY ASSUMPTIONS

An extraordinary assumption is defined as “an assignment-specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser’s opinions or conclusions.” ¹

- CBRE did not conduct an interior inspection for this assignment. Therefore, we have relied upon owner provided interior photos of the subject. It is assumed that the improvements are in similar condition as illustrated in the photos.
- CBRE requested a physical condition report and environmental study. Our appraisal assumes that the subject does not suffer from any deferred maintenance or site contamination. The presence of deferred maintenance or site contamination would alter the results reported herein.
- The use of these extraordinary assumptions may have affected the assignment results.

HYPOTHETICAL CONDITIONS

A hypothetical condition is defined as “a condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results but is used for the purposes of analysis.” ²

- None noted

The Appraisal Foundation, *USPAP, 2020-2021*

The Appraisal Foundation, *USPAP, 2020-2021*

OWNERSHIP AND PROPERTY HISTORY

OWNERSHIP SUMMARY	
Item	Current
Current Ownership	
Owner:	Matrix Properties Corp
Seller:	N/A
Purchase Price:	N/A
Transaction Date:	N/A
Sale in Last 3 Years?:	No
County/Locality Name:	Cass
Comments:	No recent sales of the subject have occurred in the past 10 years.
Pending Sale	
Under Contract:	Yes
Buyer:	Sterling Properties, LLLP
Contract Price:	\$1,900,000
Contract Date:	Feb 24, 2021
Arm's Length:	Yes
At / Above / Below Market:	At Market
Comments:	Arm's length transaction of 5 apartment communities in Fargo.
Compiled by CBRE	

CBRE is unaware of any arm's length ownership transfers of the property within three years of the date of appraisal. Details on the current owner's acquisition of the subject were requested but were unavailable.

According to a Purchase and Sale Agreement provided to CBRE, the subject property is currently under contract to be purchased by Sterling Properties, LLLP for \$1,900,000, or \$63,333 per unit. We are unaware of any additional ownership transfers of the property in the last three years. The subject is part of a 5 property, 576-unit portfolio which is transferring between the buyer and seller. Discussions with the buyer indicate that no discount was received given the multiple property acquisition.

At this point it is necessary to reconcile between the contracted purchase price of \$1,900,000 and our "as is" market value conclusion of \$1,930,000. The variance is relatively minimal and considered reasonable.

EXPOSURE/MARKETING TIME

Current appraisal guidelines require an estimate of a reasonable time period in which the subject could be brought to market and sold. This reasonable time frame can either be examined historically or prospectively. In a historical analysis, this is referred to as exposure time. Exposure time always precedes the date of value, with the underlying premise being the time a property would have been on the market prior to the date of value, such that it would sell at its appraised

value as of the date of value. On a prospective basis, the term marketing time is most often used. The exposure/marketing time is a function of price, time, and use. It is not an isolated estimate of time alone. In consideration of these factors, we have analyzed the following:

- exposure periods for comparable sales used in this appraisal;
- exposure/marketing time information from the CBRE, Inc. National Investor Survey and the PwC Real Estate Investor Survey; and
- the opinions of market participants.

Our valuation is predicated on a buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. The COVID-19 pandemic has resulted in logistical constraints on property transactions such as inability to travel for due diligence/tours and closing of municipal agencies for closing/recording sale transactions. In addition, some buyers and sellers have paused or postponed transacting amid the pandemic. As of the effective date of this appraisal, this has extended the reasonable time period in which the subject could be brought to market and sold. In light of the COVID-19 pandemic and prevailing market conditions, we would anticipate a longer marketing period relative to the exposure period. The following table presents information derived from various sources and our conclusion.

The following table presents the information derived from these sources.

EXPOSURE/MARKETING TIME DATA			
Investment Type	Exposure/Mktg. (Months)		
	Range	Average	
Comparable Sales Data	0.0 - 6.0	6.0	
<i>PwC Apartment</i>			
National Data	1.0 - 12.0	5.3	
Local Market Professionals	3.0 - 6.0	6.0	
CBRE Exposure Time Estimate	3 - 6 Months		
CBRE Marketing Period Estimate	3 - 6 Months		
Various Sources Compiled by CBRE			

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Scope of Work

This Appraisal Report is intended to comply with the reporting requirements set forth under Standards Rule 2 of USPAP. The scope of the assignment relates to the extent and manner in which research is conducted, data is gathered, and analysis is applied.

INTENDED USE OF REPORT

This appraisal is to be used for financing and no other use is permitted.

CLIENT

The client is Bremer Bank N.A.

INTENDED USER OF REPORT

This appraisal is to be used by Bremer Bank. No other user(s) may rely on our report unless as specifically indicated in this report.

Intended Users - the intended user is the person (or entity) who the appraiser intends will use the results of the appraisal. The client may provide the appraiser with information about other potential users of the appraisal, but the appraiser ultimately determines who the appropriate users are given the appraisal problem to be solved. Identifying the intended users is necessary so that the appraiser can report the opinions and conclusions developed in the appraisal in a manner that is clear and understandable to the intended users. Parties who receive or might receive a copy of the appraisal are not necessarily intended users. The appraiser's responsibility is to the intended users identified in the report, not to all readers of the appraisal report.³

PURPOSE OF THE APPRAISAL

The purpose of this appraisal is to estimate the market value of the subject property.

DEFINITION OF VALUE

The current economic definition of market value agreed upon by agencies that regulate federal financial institutions in the U.S. (and used herein) is as follows:

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

1. buyer and seller are typically motivated;

Appraisal Institute, The Appraisal of Real Estate, 14th ed. (Chicago: Appraisal Institute, 2013), 50.

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

INTEREST APPRAISED

The value estimated represents the Fee Simple Estate as defined below:

Fee Simple Estate - Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power and escheat. ⁵

Extent to Which the Property is Identified

The property is identified through the following sources:

- postal address
- assessor's records
- legal description

Extent to Which the Property is Inspected

Given the current climate with regards to the recent COVID-19 outbreak, the appraisers have not inspected the interior of the subject property and have relied on owner provided photos. The lack of an interior inspection is not considered to impact the credibility of the assignment results. Harry Johnson completed an exterior inspection of the subject property on the date of value.

Type and Extent of the Data Researched

CBRE reviewed the following:

- applicable tax data
- zoning requirements
- flood zone status
- demographics
- income and expense data
- comparable data

Type and Extent of Analysis Applied

CBRE, Inc. analyzed the data gathered through the use of appropriate and accepted appraisal methodology to arrive at a probable value indication via each applicable approach to value. The steps required to complete each approach are discussed in the methodology section.

Interagency Appraisal and Evaluation Guidelines; December 10, 2010, Federal Register, Volume 75 Number 237, Page 77472.

Appraisal Institute, The Dictionary of Real Estate Appraisal, 6th ed. (Chicago: Appraisal Institute, 2015), 90.

Data Resources Utilized in the Analysis

DATA SOURCES	
Item:	Source(s):
Site Data	
Size	City of Fargo
Improved Data	
Building Area	City of Fargo
No. Bldgs.	Physical Inspection
Parking Spaces	Physical Inspection
Year Built/Developed	City of Fargo
Economic Data	
Deferred Maintenance:	Physical Inspection
Building Costs:	N/A
Income Data:	Market Derived, Owner P&Ls
Expense Data:	Market Derived, Owner P&Ls
Compiled by CBRE	

APPRAISAL METHODOLOGY

In appraisal practice, an approach to value is included or omitted based on its applicability to the property type being valued and the quality and quantity of information available.

Cost Approach

The cost approach is based on the proposition that the informed purchaser would pay no more for the subject than the cost to produce a substitute property with equivalent utility. This approach is particularly applicable when the property being appraised involves relatively new improvements that represent the highest and best use of the land, or when it is improved with relatively unique or specialized improvements for which there exist few sales or leases of comparable properties.

Sales Comparison Approach

The sales comparison approach utilizes sales of comparable properties, adjusted for differences, to indicate a value for the subject. Valuation is typically accomplished using physical units of comparison such as price per square foot, price per unit, price per floor, etc., or economic units of comparison such as gross rent multiplier. Adjustments are applied to the physical units of comparison derived from the comparable sale. The unit of comparison chosen for the subject is then used to yield a total value. Economic units of comparison are not adjusted, but rather analyzed as to relevant differences, with the final estimate derived based on the general comparisons.

Income Capitalization Approach

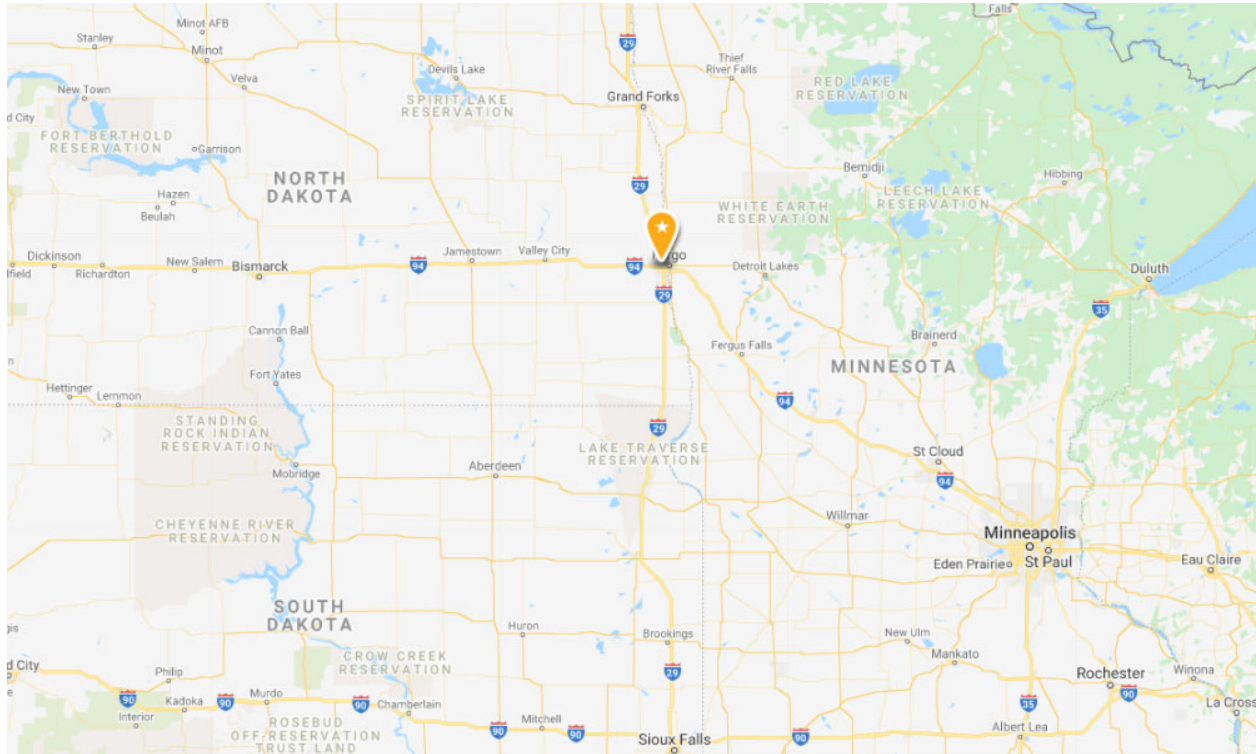
The income capitalization approach reflects the subject's income-producing capabilities. This approach is based on the assumption that value is created by the expectation of benefits to be derived in the future. Specifically estimated is the amount an investor would be willing to pay to receive an income stream plus reversion value from a property over a period of time. The two

common valuation techniques associated with the income capitalization approach are direct capitalization and the discounted cash flow (DCF) analysis.

Methodology Applicable to the Subject

In valuing the subject, only the sales comparison and income capitalization approaches are applicable and have been used. The cost approach is not applicable in the estimation of market value due to the age of the improvements and depreciation present. The exclusion of said approach(s) is not considered to compromise the credibility of the results rendered herein.

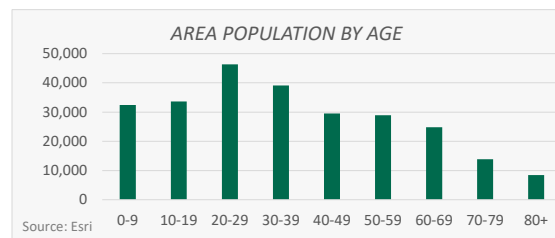
Area Analysis



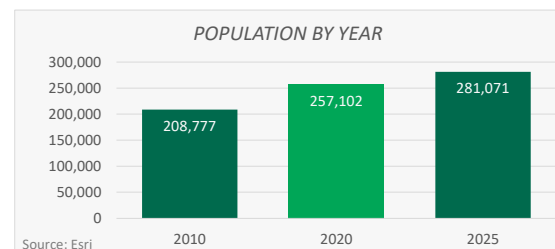
The subject is located in the Fargo, ND-MN Metropolitan Statistical Area. Key information about the area is provided in the following tables.

POPULATION

The area has a population of 257,102 and a median age of 34, with the largest population group in the 20-29 age range and the smallest population in 80+ age range.



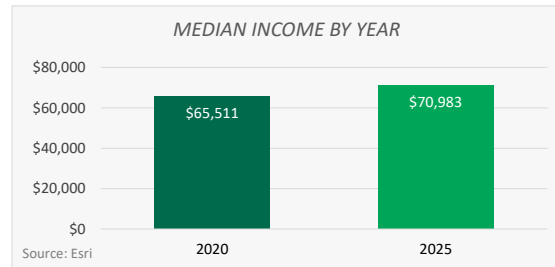
Population has increased by 48,325 since 2010, reflecting an annual increase of 2.1%. Population is projected to increase by an additional 23,969 by 2025, reflecting 1.8% annual population growth.



Source: ESRI, downloaded on May, 12 2021

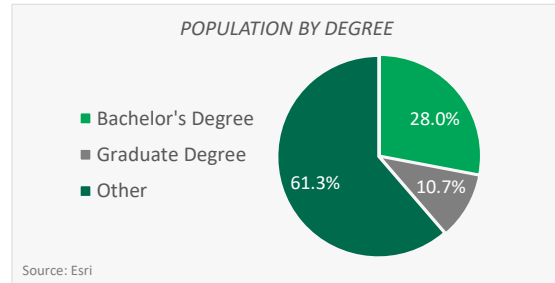
INCOME

The area features an average household income of \$87,771 and a median household income of \$65,511. Over the next five years, median household income is expected to increase by 8.4%, or \$1,094 per annum.

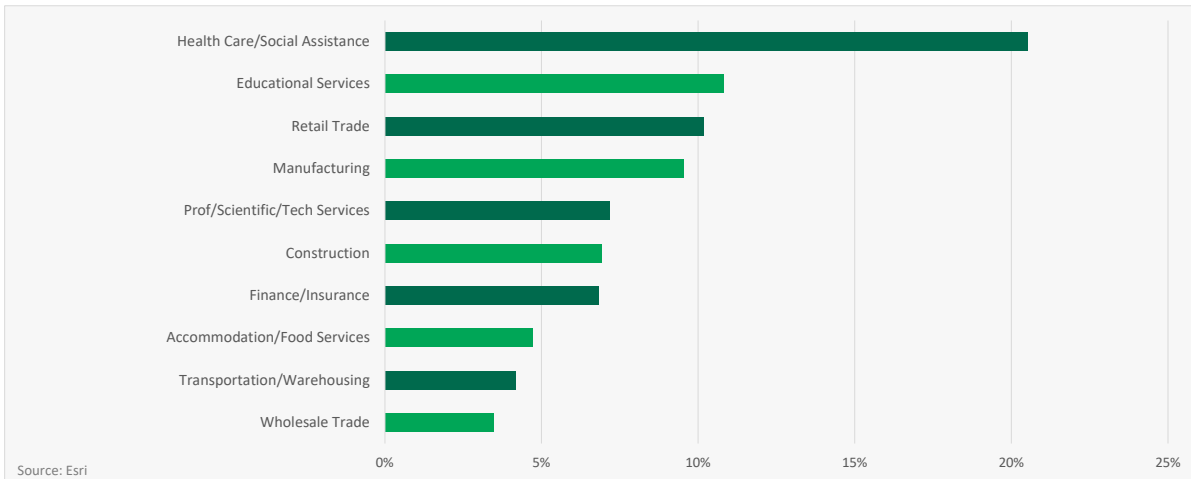


EDUCATION

A total of 38.7% of individuals over the age of 24 have a college degree, with 28.0% holding a bachelor's degree and 10.7% holding a graduate degree.



EMPLOYMENT

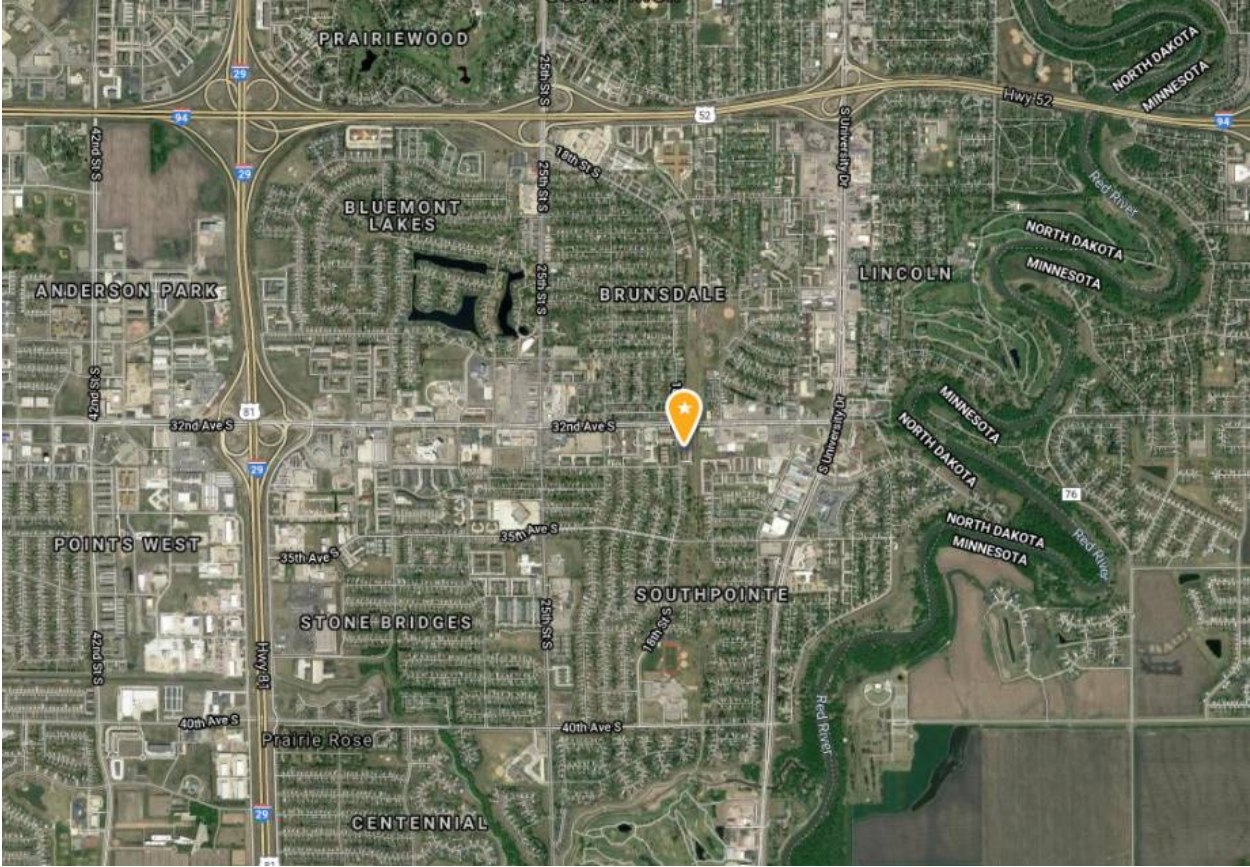


The area includes a total of 130,616 employees and has a 11.1% unemployment rate. The top three industries within the area are Health Care/Social Assistance, Educational Services and Retail Trade, which represent a combined total of 41% of the population.

Source: ESRI, downloaded on May, 12 2021

In summary, the area is forecasted to experience an increase in population and an increase in household income.

Neighborhood Analysis



LOCATION

The subject is located within the city of Fargo, in the Southpointe neighborhood as defined by city government. The city is situated in Cass County, along the west side of the Red River (Minnesota-North Dakota border). Along with the city of Moorhead, MN to the east, this area comprises the Fargo-Moorhead MSA.

BOUNDARIES

The neighborhood boundaries are detailed as follows:

- North: 32nd Avenue S
- South: 40th Avenue S
- East: University Drive S
- West: 25th Street S

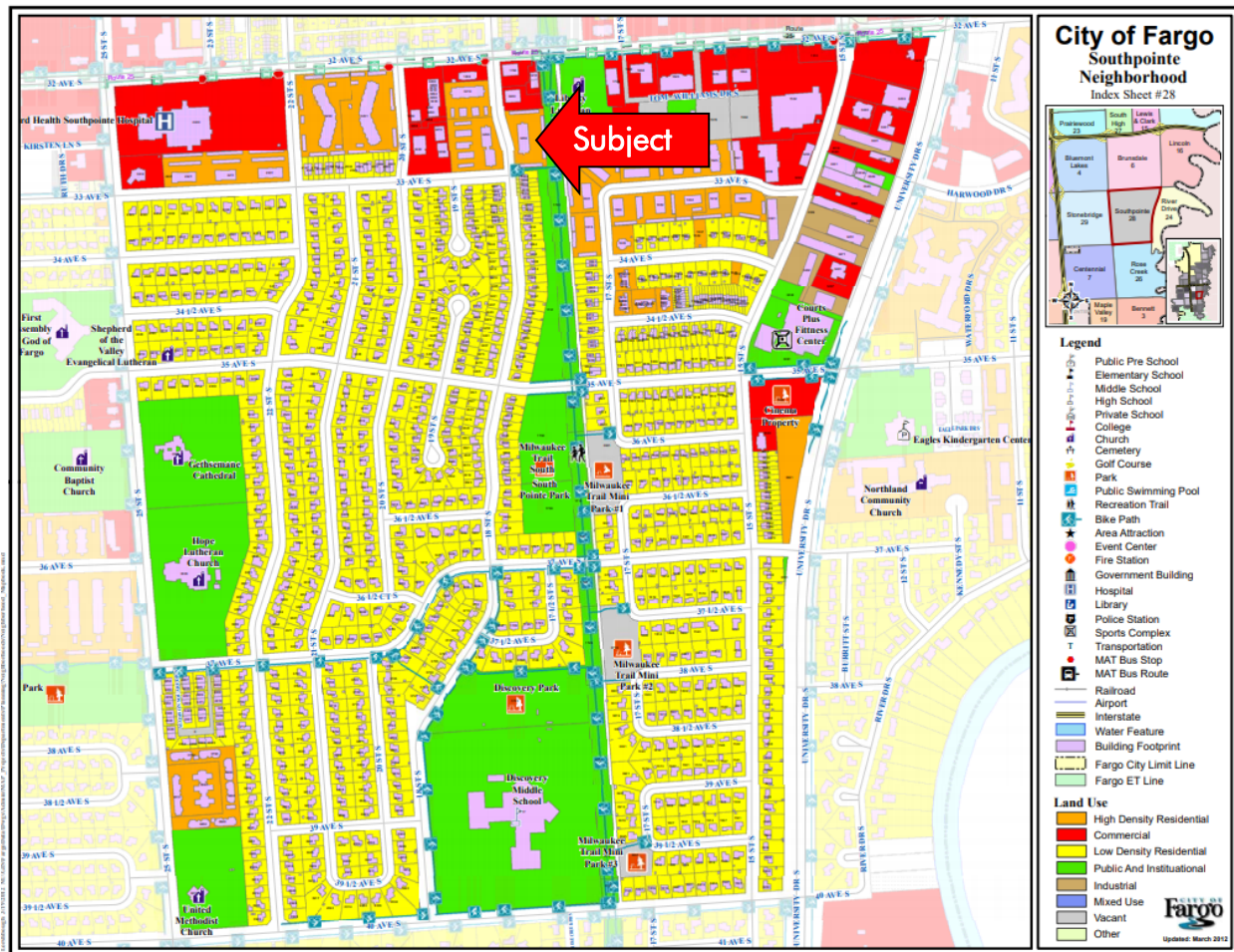
LAND USE

Land uses within the subject neighborhood consist of a mixture of commercial and residential development. The immediate area surrounding the subject is an area of late-90s and early-









2000s development, consisting almost exclusively of retail-commercial uses. In general, 45th Street South is a major commercial corridor in the area.

The vast majority of the single-family residential development within a one-mile radius of the subject may be described as tract homes in the \$150,000-\$399,999 price range. According to information obtained from ESRI, over 92% of the homes built within a one-mile radius of the subject were constructed between 1970 and the present. The median home value within a one-mile radius is \$248,967.

Below is a land use map for the Southpointe neighborhood:



Land Use

-  High Density Residential
-  Commercial
-  Low Density Residential
-  Public And Institutional
-  Industrial
-  Mixed Use
-  Vacant
-  Other



Updated: March 2012

GROWTH PATTERNS

As previously indicated, south and southwest Fargo currently is where most of the commercial and residential growth is occurring in the F/M area. Both of the downtowns of Fargo and Moorhead are also experiencing developer interest, with condominium conversion and office/retail rehabilitation projects currently underway.

ACCESS

Primary access to the subject neighborhood is provided by 32nd Avenue South and Interstate 29. Interstate Highway 29, at the subject neighborhood, is a north-south freeway, composed of eight lanes of traffic. It connects the Fargo-Moorhead MSA with Grand Forks, ND and Canada to the north, and Sioux Falls, SD, Omaha, NE, and Kansas, MO, where it terminates in the south. Interstate Highway 94, at the subject neighborhood, is an east-west freeway, composed of six lanes of traffic. It connects the Fargo-Moorhead MSA with the Minneapolis-St. Paul, MN, Milwaukee, WI, and Chicago, IL to the southeast, and Bismarck, ND and Billings, MT to the west.

DEMOGRAPHICS

Selected neighborhood demographics in 1-, 3- and 5-mile radius from the subject are shown in the following table:

SELECTED NEIGHBORHOOD DEMOGRAPHICS				
3256 18th Street S Fargo, ND 58104	1 Mile Radius	3 Mile Radius	5 Mile Radius	Fargo, ND-MN Metropolitan Statistical Area
Population				
2025 Total Population	18,972	98,808	203,204	281,071
2020 Total Population	17,291	90,199	186,163	257,102
2010 Total Population	15,907	75,012	148,497	208,777
2000 Total Population	16,200	63,583	122,874	174,367
Annual Growth 2020 - 2025	1.87%	1.84%	1.77%	1.80%
Annual Growth 2010 - 2020	0.84%	1.86%	2.29%	2.10%
Annual Growth 2000 - 2010	-0.18%	1.67%	1.91%	1.82%
Households				
2025 Total Households	8,810	42,767	85,809	116,845
2020 Total Households	8,016	38,986	78,370	106,677
2010 Total Households	7,315	32,360	62,383	86,178
2000 Total Households	6,850	26,140	50,324	69,985
Annual Growth 2020 - 2025	1.91%	1.87%	1.83%	1.84%
Annual Growth 2010 - 2020	0.92%	1.88%	2.31%	2.16%
Annual Growth 2000 - 2010	0.66%	2.16%	2.17%	2.10%
Income				
2020 Median Household Income	\$56,443	\$61,576	\$60,043	\$65,511
2020 Average Household Income	\$83,606	\$85,928	\$82,891	\$87,771
2020 Per Capita Income	\$38,513	\$37,380	\$35,209	\$36,569
2020 Pop 25+ College Graduates	5,024	24,278	46,947	64,309
Age 25+ Percent College Graduates - 2020	41.5%	40.6%	39.8%	38.7%

Source: ESRI

CONCLUSION

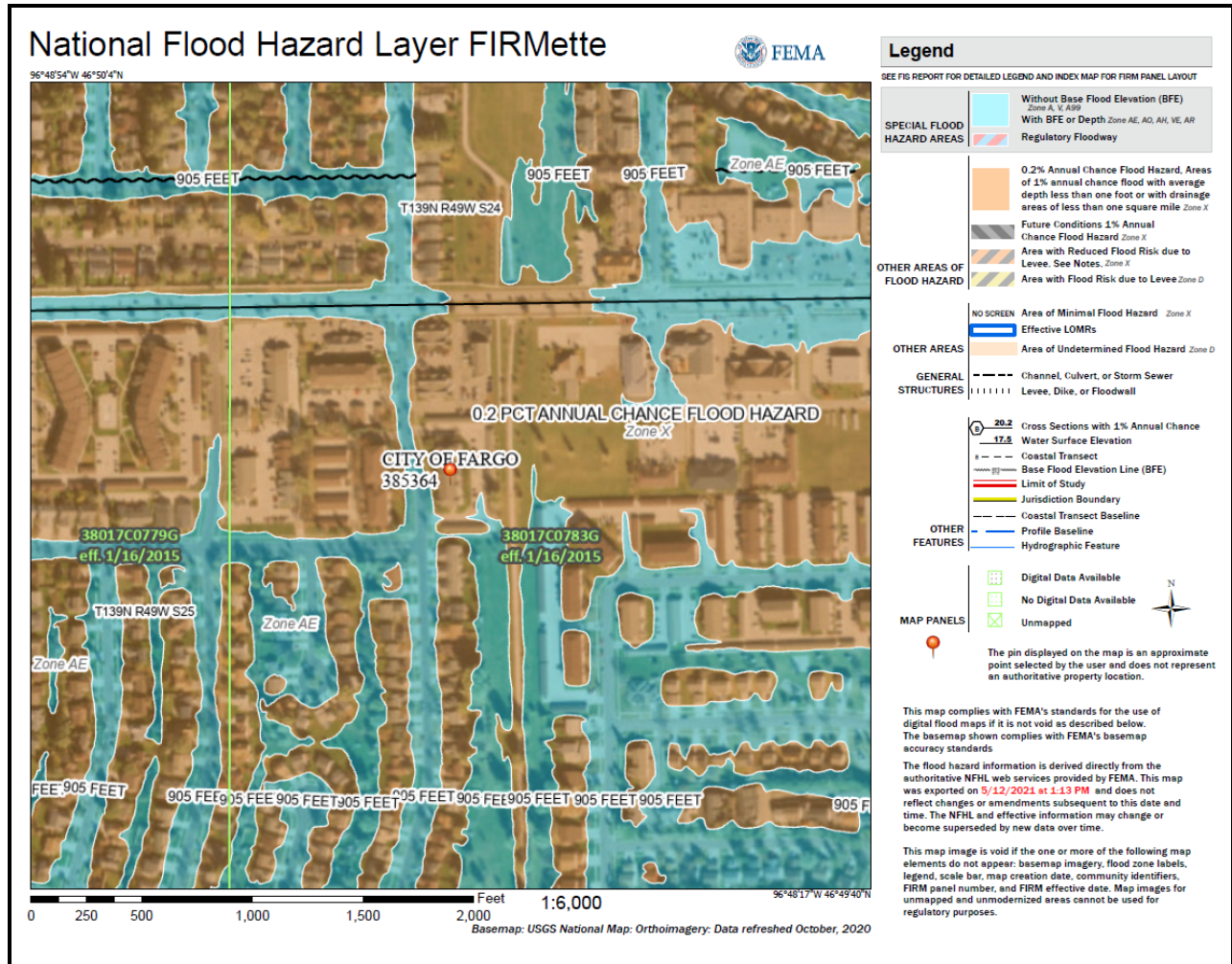
The neighborhood appears to be in a stage of stability, with few vacant land parcels available for development. Within the 3-mile radius, which is considered to be the trade area for the subject, the demographics exhibit steady, upward population growth, and a middle-income economic cohort. Access to the neighborhood is considered good, with nearby interchanges to Interstate Highway 29 and 94.

The subject is a multi-family development, garden style apartment complex in an area of substantiated demand within Fargo. It is provided good access to Interstate 29/94 and conforms well to the surrounding neighborhood.

PLAT MAP



FLOOD PLAIN MAP



Site Analysis

The following chart summarizes the salient characteristics of the subject site.

SITE SUMMARY AND ANALYSIS			
Physical Description			
Gross Site Area	1.74 Acres	75,900 Sq. Ft.	
Primary Road Frontage	18th Street S.	365 Feet	
Excess Land Area	None	n/a	
Surplus Land Area	None	n/a	
Parcel Number(s)	01-2831-00155-000		
Zoning District	MR-3 - MULTI-DWELLING DISTRICT		
Flood Map Panel No. & Date	38017C0783G	16-Jan-15	
Flood Zone	Zone X (Shaded)		
Adjacent Land Uses	Residential		
Earthquake Zone	n/a		
Comparative Analysis			<u>Rating</u>
Visibility	Average		
Functional Utility	Average		
Traffic Volume	Average		
Adequacy of Utilities	Assumed Adequate		
Landscaping	Average		
Drainage	Assumed Adequate		
Other	<u>Yes</u>	<u>No</u>	<u>Unknown</u>
Detrimental Easements		X	
Encroachments		X	
Deed Restrictions			X
Reciprocal Parking Rights		X	
Various sources compiled by CBRE			

INGRESS/EGRESS

Ingress and egress is available to the site via two curb cuts along the west sides of 18th Street South.

EASEMENTS AND ENCROACHMENTS

There are no known easements or encroachments impacting the site that are considered to affect the marketability or highest and best use. It is recommended that the client/reader obtain a current title policy outlining all easements and encroachments on the property, if any, prior to making a business decision.

COVENANTS, CONDITIONS AND RESTRICTIONS

There are no known covenants, conditions or restrictions impacting the site that are considered to affect the marketability or highest and best use. It is recommended that the client/reader obtain a copy of the current covenants, conditions and restrictions, if any, prior to making a business decision.

ENVIRONMENTAL ISSUES

Although CBRE was not provided an Environmental Site Assessment (ESA), a tour of the site did not reveal any obvious issues regarding environmental contamination or adverse conditions.

The appraiser is not qualified to detect the existence of potentially hazardous material or underground storage tanks which may be present on or near the site. The existence of hazardous materials or underground storage tanks may affect the value of the property. For this appraisal, CBRE, Inc. has specifically assumed that the property is not affected by any hazardous materials that may be present on or near the property.

ADJACENT PROPERTIES

The adjacent land uses are summarized as follows:

North: Multifamily
South: Multifamily
East: Multifamily
West: Multifamily

CONCLUSION

The site offers a suitable location for the existing multifamily use. No issues were observed that would impact the site's highest and best use potential.

IMPROVEMENTS LAYOUT



Improvements Analysis

The following chart shows a summary of the improvements.

IMPROVEMENTS SUMMARY AND ANALYSIS		
Property Type	Multifamily	(Multi-Family Garden)
Number of Buildings	4	1 Apartment, 3 Garage
Number of Stories	3	
Gross Building Area	0 SF	
Net Rentable Area	27,838 SF	
Number of Units	30	
Average Unit Size	928 SF	
Development Density	17.2 Units/Acre	
Parking Improvements	Open and Covered	
Parking Spaces:	85	26 Surface, 59 Garage
Parking Ratio (spaces/unit)		
Year Built	1991	
Actual Age	30 Years	
Effective Age	30 Years	
Total Economic Life	55 Years	
Remaining Economic Life	25 Years	
Age/Life Depreciation	54.5%	
Functional Utility	Typical	

Source: Various sources compiled by CBRE

UNIT MIX					
Unit Mix/Type	Comments	No. Units	Percent of Total	Unit Size (SF)	NRA (SF)
1BR/1BA	Standard, No W/D In-Unit	1	3.3%	640	640
2BR/1BA	Standard, No W/D In-Unit	23	76.7%	906	20,838
2BR/2.5BA	Standard, No W/D In-Unit	6	20.0%	1,060	6,360
Total/Average:		30	100.0%	928	27,838

Source: Various sources compiled by CBRE

YEAR BUILT

The subject was built in 1991.

CONSTRUCTION CLASS

Building construction class is as follows:

D - Wood frame, floor and structure; considered combustible

The construction components are assumed to be in working condition and adequate for the building.

The overall quality of the facility is considered to be average for the neighborhood and age. However, CBRE, Inc. is not qualified to determine structural integrity and it is recommended that the client/reader retain the services of a qualified, independent engineer or contractor to determine the structural integrity of the improvements prior to making a business decision.

FOUNDATION/FLOOR STRUCTURE

The foundation is assumed to be of adequate load-bearing capacity to support the improvements. The floor structure is summarized as follows:

Ground Floor:	Concrete slab on compacted fill
Other Floors:	Plywood deck with light-weight concrete cover

EXTERIOR WALLS

The exterior walls are wood frame with brick and metal siding. The buildings have double pane aluminum frame windows.

ROOF COVER

All buildings have pitched roofs with a built-up composition shingle covering.

ELEVATOR/STAIR SYSTEM

Interior stairwells are located at each end of the apartment building.

HVAC

The HVAC system is assumed to be in good working order and adequate for the building.

UTILITIES

Each unit is individually metered for electrical usage. Current operations indicate the landlord is responsible for water and sewer costs to the individual units with the tenants paying all other utility costs.

LIFE SAFETY AND FIRE PROTECTION

It is assumed the improvements have adequate fire alarm systems, fire exits, fire extinguishers, fire escapes and/or other fire protection measures to meet local fire marshal requirements. CBRE, Inc. is not qualified to determine adequate levels of safety & fire protection, whereby it is recommended that the client/reader review available permits, etc. prior to making a business decision.

PROJECT AMENITIES

The subject features detached garages and a common laundry room.

UNIT AMENITIES

Kitchens

Each unit features a full appliance package including an electric range/oven, vent-hood, refrigerator, and dishwasher. Additionally, each unit features wood cabinets with Formica countertops and vinyl tile flooring in the kitchen area. According to management, the project has experienced an adequate on-going replacement program for all kitchen appliances and no appliances are known to be inoperable.

Bathrooms

The bathrooms within each unit feature combination tub/showers with ceramic tile wainscot. Additionally, each bathroom features a commode, wood cabinet with Formica counter and built-in porcelain sink, wall-mounted medicine cabinet with vanity mirror and vinyl tile flooring.

Interior Lighting

Each unit features incandescent lighting in appropriate interior and exterior locations with fluorescent lighting in bathrooms and kitchen areas.

Patios, Balconies and Storage

All units include a private patio or balcony area.

SITE AMENITIES

Parking and Drives

The project features adequate surface parking, including reserved handicap spaces. The subject features 26 surface stalls and 59 total garage stalls (single & double stall garages present)

Landscaping

Landscaping is considered to be in average condition and well maintained.

FUNCTIONAL UTILITY

All of the floor plans are considered to feature functional layouts and the layout of the overall project is considered functional in utility. Therefore, the unit mix is also functional, and no conversion is warranted to the existing improvements.

ADA COMPLIANCE

The client/reader's attention is directed to the specific limiting conditions regarding ADA compliance.

FURNITURE, FIXTURES AND EQUIPMENT

FF&E items included at the subject are similar to those contained in the comparable sales and do not have any significant or measurable impact on the overall value conclusion. The unit appliances are considered to be fully depreciated.

ENVIRONMENTAL ISSUES

Although CBRE was not provided an Environmental Site Assessment (ESA), a tour of the site did not reveal any obvious issues regarding environmental contamination or adverse conditions.

The appraiser is not qualified to detect the existence of potentially hazardous material or underground storage tanks which may be present on or near the site. The existence of hazardous materials or underground storage tanks may affect the value of the property. For this appraisal, CBRE, Inc. has specifically assumed that the property is not affected by any hazardous materials that may be present on or near the property.

DEFERRED MAINTENANCE

None noted. The reader is advised to review the extraordinary assumptions.

ECONOMIC AGE AND LIFE

CBRE, Inc.'s estimate of the subject improvements effective age and remaining economic life is depicted in the following chart:

ECONOMIC AGE AND LIFE	
Actual Age	30 Years
Effective Age	30 Years
MVS Expected Life	55 Years
Remaining Economic Life	25 Years
Accrued Physical Incurable Depreciation	54.5%
Compiled by CBRE	

The remaining economic life is based upon our on-site observations and a comparative analysis of typical life expectancies as published by Marshall and Swift, LLC, in the Marshall Valuation Service cost guide. While CBRE, Inc. did not observe anything to suggest a different economic life, a capital improvement program could extend the life expectancy.

CONCLUSION

The improvements are in average overall condition. Overall, there are no known factors that adversely impact the marketability of the improvements.

Zoning

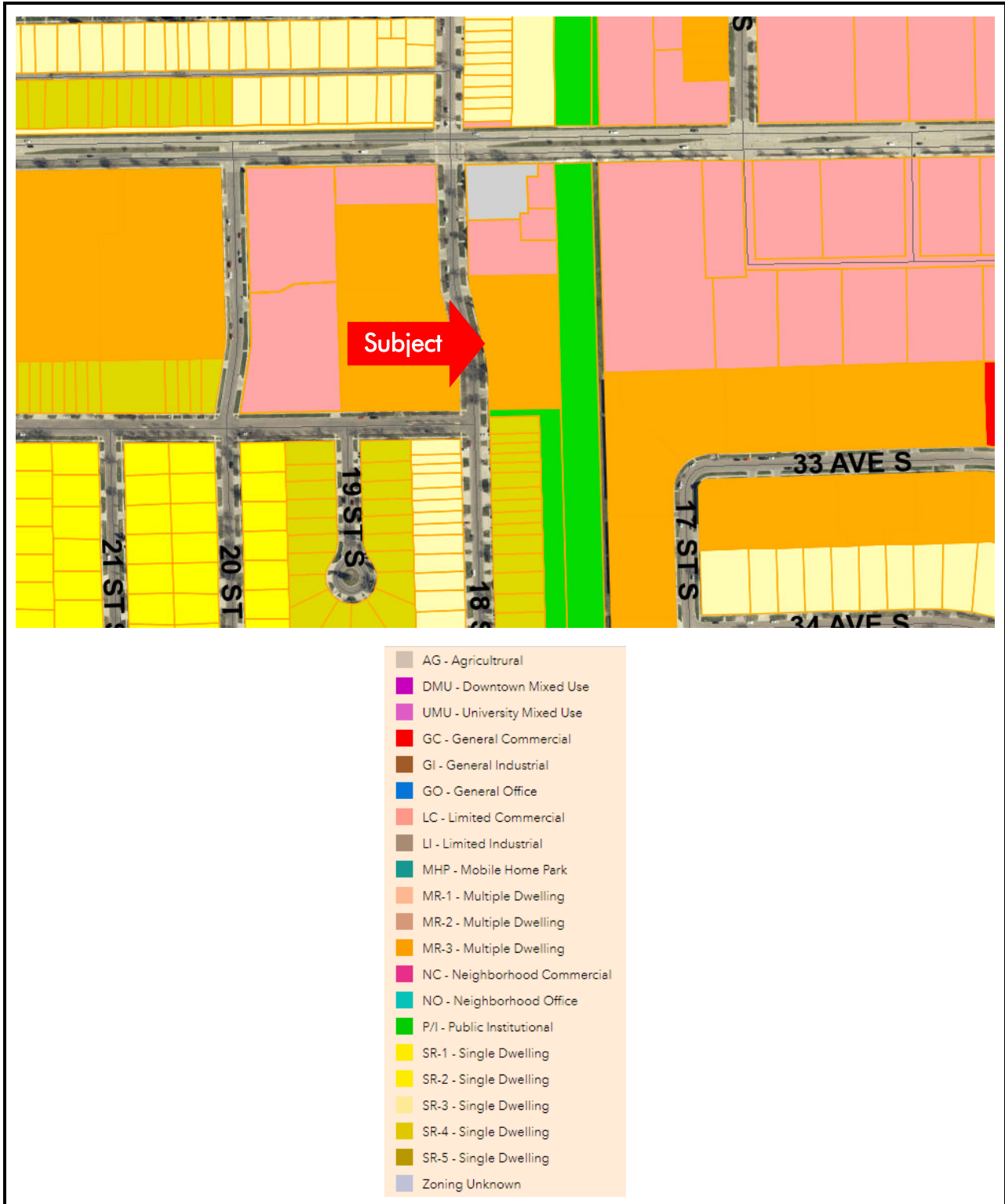
The following chart summarizes the subject's zoning requirements.

ZONING SUMMARY	
Current Zoning	MR-3 - MULTI-DWELLING DISTRICT
Legally Conforming	Yes
Uses Permitted	The MR-3, Multi-Dwelling district is primarily intended to accommodate household living in detached houses, attached houses, duplexes and multi-dwelling structures. The district allows up to 24 dwelling units per acre of land. Development within the district will be characterized by one- to five-story buildings with higher building coverage than in the MR-2 district. The district is generally appropriate for sites with access to collector and higher classification streets, particularly when located near arterial streets.
Zoning Change	Not likely
Category	Zoning Requirement
Minimum Lot Size	5,000 Sq. Ft.
Minimum Lot Width	50 Feet
Maximum Height	60 Feet
Minimum Setbacks	
Front Yard	25 Feet
Street Side Yard	10 Feet
Interior Side Yard	13 Feet
Rear Yard	20 Feet
Maximum Bldg. Coverage	35%
Parking Requirements	2 Per unit or 60 total
Subject's Actual Parking	85
Source: Planning & Zoning Dept.	

ANALYSIS AND CONCLUSION

The improvements represent a legally conforming use and, if damaged, may be restored without special permit application. Additional information may be obtained from the appropriate governmental authority. For purposes of this appraisal, CBRE has assumed the information obtained is correct.

ZONING MAP



Tax and Assessment Data

The following summarizes the local assessor's estimate of the subject's market value, assessed value, and taxes, and does not include any furniture, fixtures or equipment. The CBRE estimated tax obligation is also shown.

AD VALOREM TAX INFORMATION						
Parcel	Assessor's Parcel No.	Parcel Description	2019	2020	2021 Proposed	Pro Forma
1	01-2831-00155-000		1,892,800	1,892,800	1,892,800	
	Subtotal		\$1,892,800	\$1,892,800	\$1,892,800	\$1,892,800
	% of Assessed Value		5%	5%	5%	5%
	Final Assessed Value		94,640	94,640	94,640	\$94,640
	General Tax Rate (per \$1,000 A.V.)		292.440000	292.120000		292.120000
	General Tax:		\$27,677	\$27,646		\$27,646
	Special Assessments		701	701		701
	Special Assessments:		701	701		701
	Effective Tax Rate (per \$1,000 A.V.)		277.818000	277.514000		284.921016
	Less: 5% Early Payment Discount		(\$1,384)	(\$1,382)		(\$1,382)
	Total Taxes		\$26,293	\$26,264		\$26,264
	Taxes per Unit		\$876	\$875		\$875

Source: Assessor's Office

The local Assessor's methodology for valuation is based upon an assigned mill rate that is established on a yearly basis. The following equations illustrate how the county determines the yearly taxes:

$$\text{Market Value} \times \text{Taxable Ratio} = \text{Taxable Value}$$

$$\text{Taxable Value} \times \text{Total Mill Rate}^* = \text{Property Tax Bill}$$

The commercial taxable value is equivalent to 5.0% of appraised value. A 5% discount is applied to all early payments. CBRE, Inc. assumes that taxes are paid early in order to take advantage of this discount.

DELINQUENCY

None noted

TAX COMPARABLES

As a crosscheck to the subject's applicable real estate taxes, CBRE, Inc. has reviewed the real estate tax information according to Cass County for comparable properties in the market area. The following table summarizes the comparables employed for this analysis:

AD VALOREM TAX COMPARABLES					
Comparable Rental	Hawn Apartments	Wolf Creek Apartments	Oxford Apartments	Dakota East & West Apartments	Subject
Year Built	1968	2011	1994	1998	1991
No. Units	48	54	144	63	30
Tax Year	2021	2021	2021	2021	2021
Assessor's Market Value	\$2,519,900	\$2,408,900	\$9,889,400	\$4,590,800	\$1,892,800
AV Per Unit	\$52,498	\$44,609	\$68,676	\$72,870	\$63,093

Source: Assessor's Office

CONCLUSION

Based on the foregoing information, the subject's current assessment is well supported by both its historical trend and by the comparable properties shown.

For purposes of this analysis, CBRE, Inc. assumes that all taxes are current.

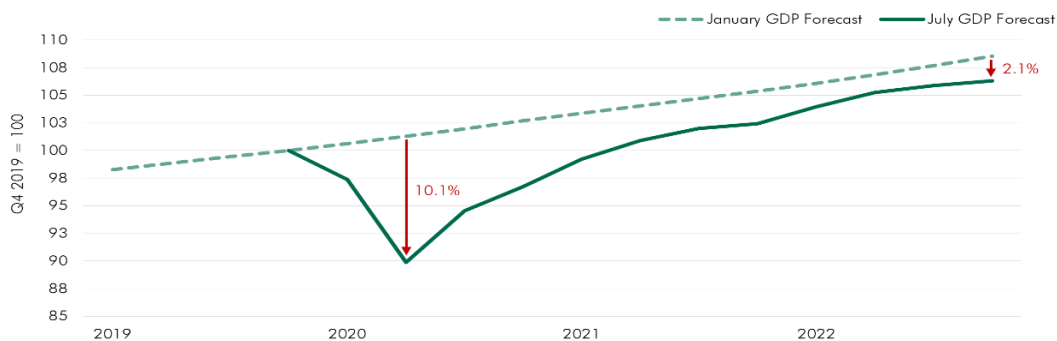
Market Analysis – Macroeconomic

ECONOMIC IMPACT OF COVID-19

As of the current date of value and the date of this report, the nation, region, and market area continue to be impacted by the COVID-19 pandemic. In this section we provide a brief overview of the observed and anticipated impacts of COVID-19 from a macroeconomic perspective based on various CBRE sources. For further and updated information, please visit CBRE’s resource center at <https://www.cbre.com/covid-19>.

In this section, we present the “House View” developed by CBRE Econometric Advisors (CBRE-EA). CBRE-EA has revised its global GDP estimates to project significant negative growth in the short term, followed by a relatively rapid recovery in late 2020/early 2021, but with a slightly negative longer-term impact as illustrated below:

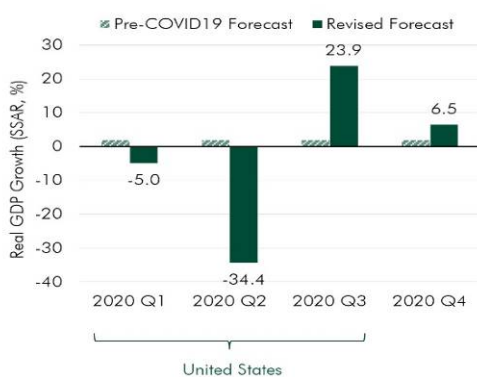
Global real GDP index (Q4 2019 = 100)



Source: CBRE House-View, Oxford Economics, July 2020.

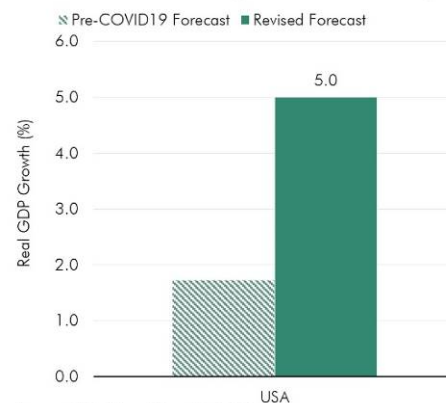
As shown in the following graphs, CBRE-EA projects negative growth for 2020 but an increased rate of growth for 2021.

2020 annualized q-o-q GDP growth



Source: CBRE House-View, July 2020.

2021 annual GDP growth forecast (July)

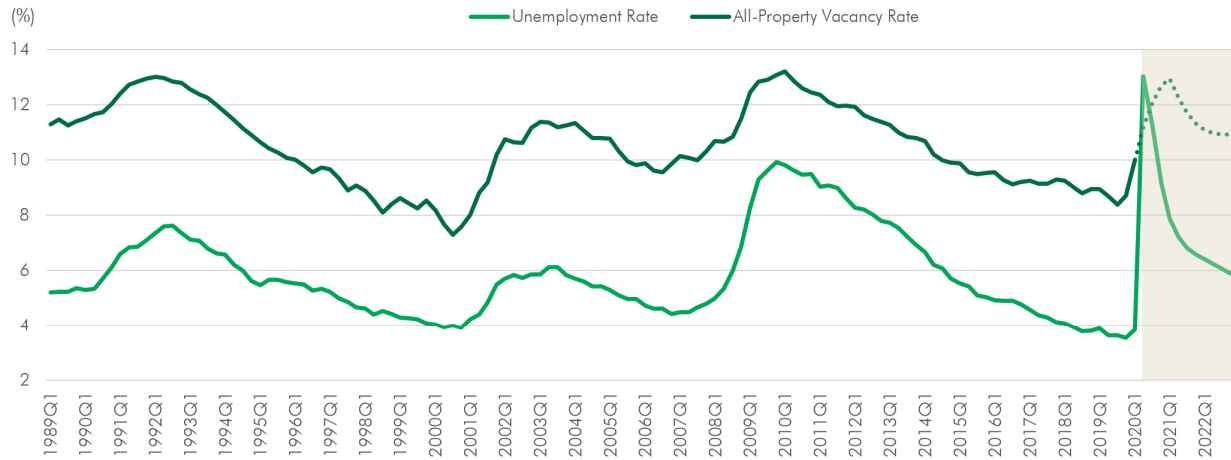


Source: CBRE House-View, July 2020.

CBRE-EA is projecting a return to economic growth in Q4 2020 that should lead to a reasonably quick fall in unemployment in the U.S., though not to the level seen just prior to the crisis.

Unemployment has historically been highly correlated with vacancy; the following chart illustrates historical trends for unemployment and all-property vacancy rates in the U.S.

U.S. unemployment rate and all-property vacancy rate

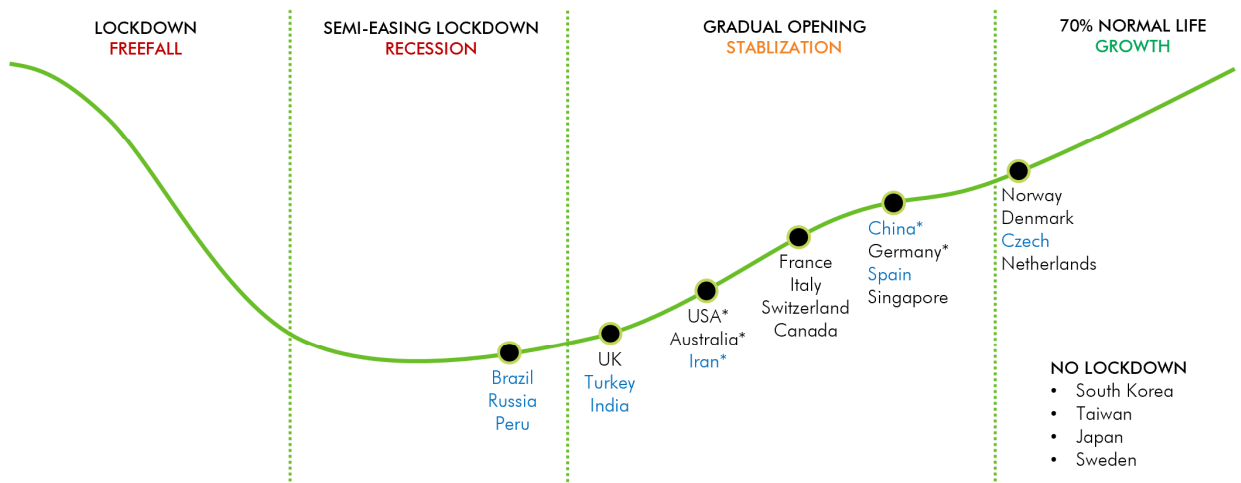


Source: CBRE Econometric Advisors, CBRE House-View, July 2020.

ECONOMIES MOVING OUT OF “LOCKDOWN”

Several countries in Asia and Europe, where the COVID-19 outbreak appears to have peaked, are gradually reopening their economies. While a vaccine has not yet been made available, there are signs of recovery. Since the virus originated in China, they were the first to enter recovery. Recent Q2 figures from China indicate that GDP grew 3.2% in the second quarter compared to the same time one year ago. This is a clear indicator of how things could evolve in the US, and a rebound in China is likely to impact a number of trade-related channels globally.

GDP-lead indicator and lockdown stage comparison



Source: CBRE Research, Google Mobility Index, July 2020.

* Partial re-lockdown re-imposed due to a second-wave increase of cases. Developing economies are marked in blue.

STALLED RECOVERY

Towards the end of Q2 2020, a concentration of COVID-19 cases emerged, particularly across the Sunbelt states. This led to a loss of momentum for the nation's economic recovery. Some of these new disruptions are heavily aggregated in some of the more populous states of California, Texas, Florida, and Arizona. The surge in cases has forced businesses within each afflicted state to retract its reopening progress. As such, a prolonged recovery is to be expected; with it, there is potential for delayed economic recovery relative to more optimistic forecasts in recent months.

KEY TAKEAWAYS & OBSERVATIONS

The following points summarize key points from CBRE-EA and CBRE's Americas Research:

- The brunt of the impact from COVID-19 has continued to persist. Initial macroeconomic projections for stabilization in Q3 2020 and recovery in Q4 has likely been prolonged due to the rise in cases following initial reopening efforts in Q2 2020.
- Though the labor market remains under significant strain, unemployment across the nation has continued to improve from its April highs. Unemployment is expected to progress its downward trend but may take 24-36 months to fall back to pre-crisis levels.
- The early signs of recovery are noted; as of early July 2020, a reported 4.8 million jobs were added to the US economy in June 2020. This was the second month of strong gains behind May. Further improvement is anticipated with nearly three-quarters of unemployed workers indicating their job loss is classified as "temporary."
- The Fed's role in stabilizing the U.S. economy has been immense, including purchases of corporate debt at levels not seen in the Great Financial Crisis. The Fed's balance sheet has jumped to \$6 trillion from \$4 trillion in three months.
- Real estate typically lags macroeconomic indicators and could see a "swoosh-shape" recovery. COVID-19 will impact various industries differently. CBRE-EA is currently anticipating a phased recovery with impacts varying by property type with industrial projected to have the quickest recovery followed by office and then retail.
- Capital values are viewed to be broadly resilient over a 24-36 month horizon, with significant variation based on sector, location and profile.
- Pent-up demand and stimulation policy are expected to aid a rapid recovery.
- Commercial real estate debt markets have been evolving rapidly and dramatically since the COVID crisis. Initially, 10-year Treasury and LIBOR indexes fell to sub-1% levels, followed by massive spikes in loan spreads that largely followed the broader credit markets. Following recent policy interventions, loan spreads narrowed by about 50 to 100 basis points. Commercial mortgage rates range from 3.5% to more than 4% for most conservatively underwritten deals; value-add and riskier deals are seeing widened

spreads and higher overall rates. Adequate capital still exists from banks, life companies and the GSEs, while the CMBS market remains in recovery mode and debt funds vary depending on their capital sources.

- In addition to market uncertainty, government, company and individual social distancing mandates may impact property inspections resulting in extended due diligence periods.
- A bounce back is already being seen in Asia Pacific. In China, consumption continued to rebound in Q2, supported by a spike in “revenge spending” by shoppers emerging from lockdown.
- A post-pandemic reality will emphasize public safety, technology, and optimizing human capital.

MACROECONOMIC CONCLUSIONS

Initially, market participants were expecting a rebound between the second half of 2020 and first half of 2021. However, due to increased cases following initial reopening efforts in Q2 2020, recovery for the US economy has lost momentum; resulting in a potentially prolonged recovery timeline. The pace of the recovery will depend in large part on containment of the pandemic, timing of vaccine or other medical solutions, mandated restrictions and policy responses. Unemployment has continued to improve from its April highs, however, the gap between current and pre-pandemic levels is still immense. Fiscal and monetary supply for the economy have been unprecedented and, together with pent-up demand, are expected to enable a relatively sustained return to normalcy once health-oriented concerns are alleviated. If a second wave of the virus can be managed effectively, high rates of growth can be expected in 2021. A “V” shaped recovery is broadly anticipated for the broad economy, whereas real estate is likely to lag somewhat with a “swoosh” shaped recovery expected. There will be short term disruptions that will impact rent collections, near-term vacancies, rent growth, and lease-up across most property types. The impact and recovery will vary by city and by property type. Overall, market participants are indicating a pause across most sale and lease transactions as buyers and tenants continue to navigate this period of uncertainty.

MULTI-FAMILY MARKET ANALYSIS – COVID-19 IMPACT

The National Multifamily Housing Council (NMHC)’s Rent Payment Tracker found 80.4% of apartment households made a full or partial rent payment by March 6 in its survey of 11.6 million units of professionally managed apartment units across the country. This is a 4.1% decrease (474,942 households) from the share who paid rent through March 6, 2020 and compares to 79.6% that had paid by February 6, 2021. This data encompasses a wide variety of market-rate rental properties across the United States, which can vary by size, type and average rental price.

NMHC Rent Payment Tracker Finds 80.4 Percent of Apartment Households Paid Rent as of March 6

MARCH 1-6, 2021

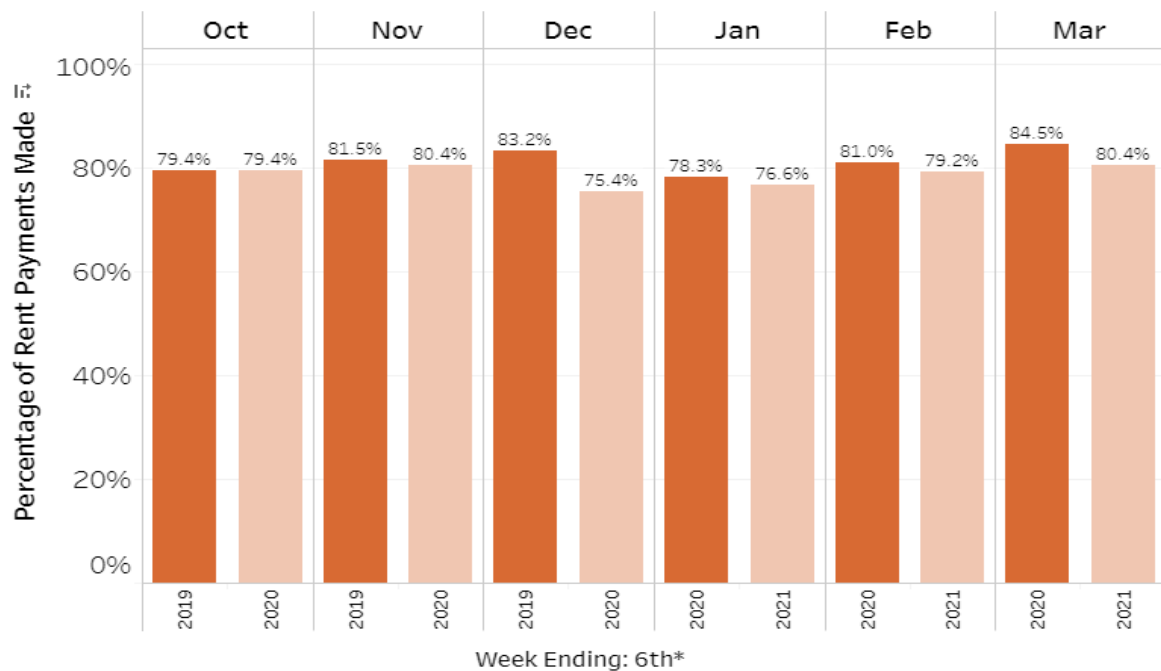
80.4% 
of rent payments made

FEBRUARY 2021

93.5% 
of rent payments made

Rent Payment Tracker: Weekly Results

**Data collected from between 11.1 - 11.6 million apartment units each month

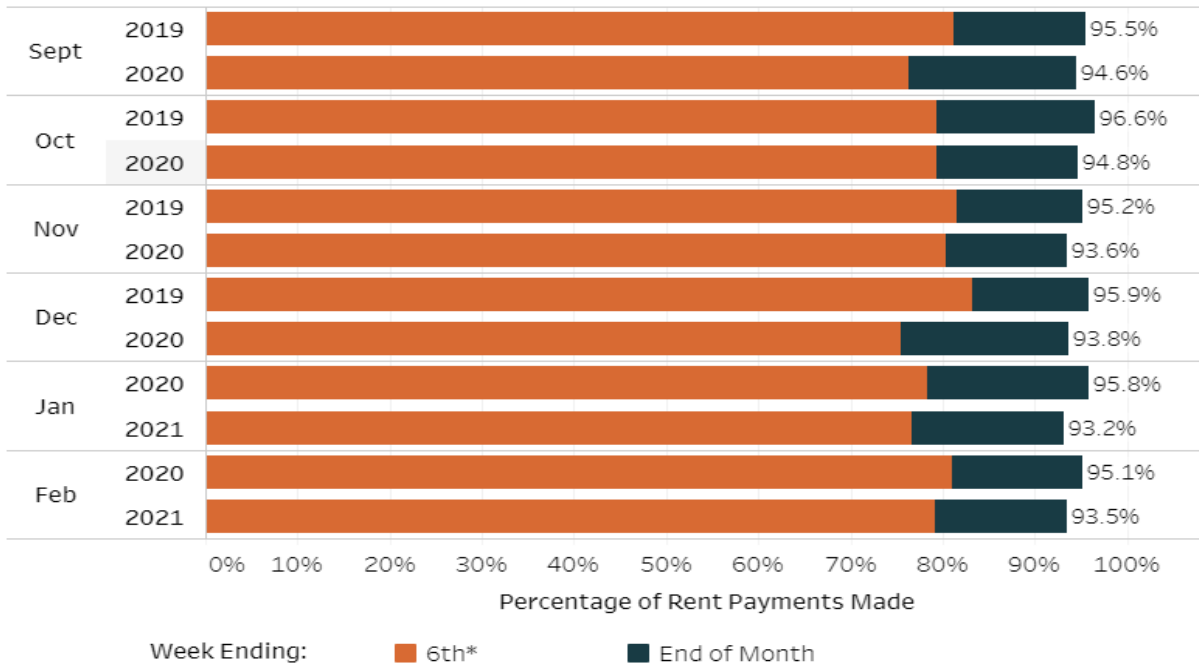


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Rent Payment Tracker: Full Month Results

**Data collected from between 11.1 - 11.6 million apartment units each month



"On behalf of the multifamily industry, we are deeply appreciative of how leaders in Congress and the Biden administration worked with us to develop legislation that will deliver direct financial support to those facing distress due to the pandemic," said Doug Bibby, NMHC President.

"The American Rescue plan includes \$40 billion in essential housing and homelessness assistance, including \$26 billion for rental assistance and \$5 billion to assist people who are homeless. We are especially pleased that the bill includes NMHC-supported provisions that will assist the nation's apartment residents and housing providers—including rental assistance, direct stimulus checks and expanded unemployment benefits. Taken together, along with the funds included in the stimulus package passed in late 2020, this represents a truly significant investment in the 40 million Americans who call an apartment home and the nation's rental housing industry. "As we move forward and continue to face economic challenges due to the pandemic, it will be vital that these new funds are distributed as quickly and efficiently as possible."

Market Analysis – Standard Research

The subject is in the Fargo market and is considered a Class C garden-style apartment community. According to the Institute of Real Estate Management (in Income/Expense Analysis: Conventional Apartments), the following multifamily property definitions may be applicable towards the subject:

Low-Rise Projects (25 units or more): Includes walk-up buildings and elevator buildings 3 stories or less.

Garden Type Projects: We consider this to be a group of low-rise apartment buildings situated on a sizable landscaped plot, under one management.

DEMOGRAPHIC ANALYSIS

Demand for residential properties is a direct function of demographic characteristics analyzed on the following pages.

Housing, Population and Household Formation

The following table illustrates the population and household changes for the subject neighborhood:

POPULATION AND HOUSEHOLD PROJECTIONS				
	1 Mile Radius	3 Mile Radius	5 Mile Radius	Fargo, ND-MN Metropolitan Statistical Area
Population				
2025 Total Population	18,972	98,808	203,204	281,071
2020 Total Population	17,291	90,199	186,163	257,102
2010 Total Population	15,907	75,012	148,497	208,777
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<i>Annual Growth 2020 - 2025</i>	1.87%	1.84%	1.77%	1.80%
<i>Annual Growth 2010 - 2020</i>	0.84%	1.86%	2.29%	2.10%
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2025 Total Households	8,810	42,767	85,809	116,845
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<i>Annual Growth 2020 - 2025</i>	1.91%	1.87%	1.83%	1.84%
<i>Annual Growth 2010 - 2020</i>	0.92%	1.88%	2.31%	2.16%
<i>Annual Growth 2000 - 2010</i>	0.66%	2.16%	2.17%	2.10%

Source: ESRI

Income Distributions

Household income available for expenditure on housing and other consumer items is a primary factor in determining the price/rent level of housing demand in a market area. In the case of this study, projections of household income, particularly for renters, identifies in gross terms the

market from which the subject submarket draws. The following table illustrates estimated household income distribution for the subject neighborhood.

HOUSEHOLD INCOME DISTRIBUTION				
	1 Mile Radius	3 Mile Radius	5 Mile Radius	Fargo, ND-MN Metropolitan Statistical Area
Households by Income Distribution (2020)				
<\$15,000	7.14%	7.82%	9.84%	8.63%
\$15,000 - \$24,999	10.59%	9.51%	9.60%	8.59%
\$25,000 - \$34,999	9.47%	8.75%	8.44%	7.73%
\$35,000 - \$49,999	18.08%	15.09%	13.76%	13.13%
\$50,000 - \$74,999	14.26%	15.97%	16.92%	16.99%
\$75,000 - \$99,999	12.91%	14.34%	14.45%	15.01%
\$100,000 - \$149,999	14.48%	15.28%	14.63%	16.31%
\$150,000 - \$199,999	6.55%	6.39%	6.06%	6.72%
\$200,000+	6.51%	6.86%	6.30%	6.89%

Source: ESRI

The following table illustrates the median and average household income levels for the subject neighborhood.

HOUSEHOLD INCOME LEVELS				
	1 Mile Radius	3 Mile Radius	5 Mile Radius	Fargo, ND-MN Metropolitan Statistical Area
Income				
2020 Median Household Income	\$56,443	\$61,576	\$60,043	\$65,511
2020 Average Household Income	\$83,606	\$85,928	\$82,891	\$87,771
2020 Per Capita Income	\$38,513	\$37,380	\$35,209	\$36,569

Source: ESRI

Employment

An employment breakdown typically indicates the working-class characteristics for a given market area. The specific employment population within the indicated radii of the subject is as follows:

EMPLOYMENT BY INDUSTRY

Occupation (2020)	1 Mile Radius	3 Mile Radius	5 Mile Radius	Fargo, ND-MN
				Metropolitan Statistical Area
Agric/Forestry/Fishing/Hunting	1.57%	1.31%	1.18%	2.02%
Construction	5.72%	6.21%	6.35%	7.08%
Manufacturing	10.75%	9.73%	9.91%	9.76%
Wholesale Trade	3.15%	3.07%	3.23%	3.55%
Retail Trade	9.50%	11.00%	10.81%	10.40%
Transportation/Warehousing	3.50%	3.66%	4.07%	4.27%
Information	1.52%	1.31%	1.11%	1.06%
Finance/Insurance	5.65%	6.95%	6.81%	6.98%
Prof/Scientific/Tech Services	8.78%	7.82%	7.66%	7.34%
Mgmt of Companies/Enterprises	0.00%	0.11%	0.14%	0.12%
Admin/Support/Waste Mgmt Svcs	3.27%	2.43%	2.56%	2.48%
Educational Services	10.66%	10.52%	11.37%	11.07%
Health Care/Social Assistance	23.27%	22.73%	21.61%	21.02%
Arts/Entertainment/Recreation	0.80%	1.35%	1.25%	1.13%
Accommodation/Food Services	6.28%	5.23%	5.29%	4.84%
Other Services (excl Publ Adm)	3.85%	4.10%	3.50%	3.54%
Public Administration	1.71%	2.46%	3.16%	3.32%

Source: ESRI

Outlook

Based on this analysis, the immediate area surrounding the subject is projected to experience moderate, positive growth relative to households and population into the near future. Given the area demographics, it appears that demand for both comparable surrounding area apartment units and the subject will continue to be favorable.

SUBMARKET SNAPSHOT

The following table summarizes the supply of apartment units for each submarket within the Fargo, ND Metro market as of 4th Quarter 2020.

FARGO, ND METRO SUBMARKET SNAPSHOT				
Submarket	Inventory (Units)	Completions* (Units)	Effective Rent (\$/Unit / Mo.)	Occupancy
Fargo	25,344	151	\$816	96.2%
Moorhead	10,368	0	\$641	93.9%

*Completions include trailing 4 quarters

Source: Axiometrics, 4th Quarter 2020

Fargo Submarket

Important characteristics of the Fargo apartment market are summarized below:

FARGO APARTMENT SUBMARKET							
Year Ending	Inventory (Units)	Completions (Units)	Occupied Stock (Units)	Occupancy	Effective Rent (\$/Unit / Mo.)	Effective Rent Change	Net Absorption (Units)
2013	24,711	0	24,644	99.7%	\$710	0.00%	46
2014	24,711	0	24,452	99.0%	\$705	3.47%	-191
2015	24,711	0	24,167	97.8%	\$745	1.35%	-286
2016	24,711	0	23,629	95.6%	\$741	2.07%	-538
2017	24,992	281	23,800	95.2%	\$781	4.04%	172
2018	25,037	132	23,467	93.7%	\$803	-1.33%	-334
2019	25,193	156	23,926	95.0%	\$798	-0.59%	460
2020 Q1	25,225	32	23,795	94.3%	\$796	-0.20%	-132
2020 Q2	25,266	41	24,058	95.2%	\$797	0.16%	263
2020 Q3	25,301	35	24,388	96.4%	\$813	1.29%	327
2020 Q4	25,344	43	24,376	96.2%	\$816	0.33%	-11
2021*	25,709	365	24,321	94.6%	\$817	1.13%	-109
2022*	25,958	249	24,582	94.7%	\$834	1.33%	262
2023*	26,089	131	24,706	94.7%	\$847	2.23%	102
2024*	26,250	161	24,885	94.8%	\$851	0.88%	179
2025*	26,507	257	25,129	94.8%	\$853	0.18%	244

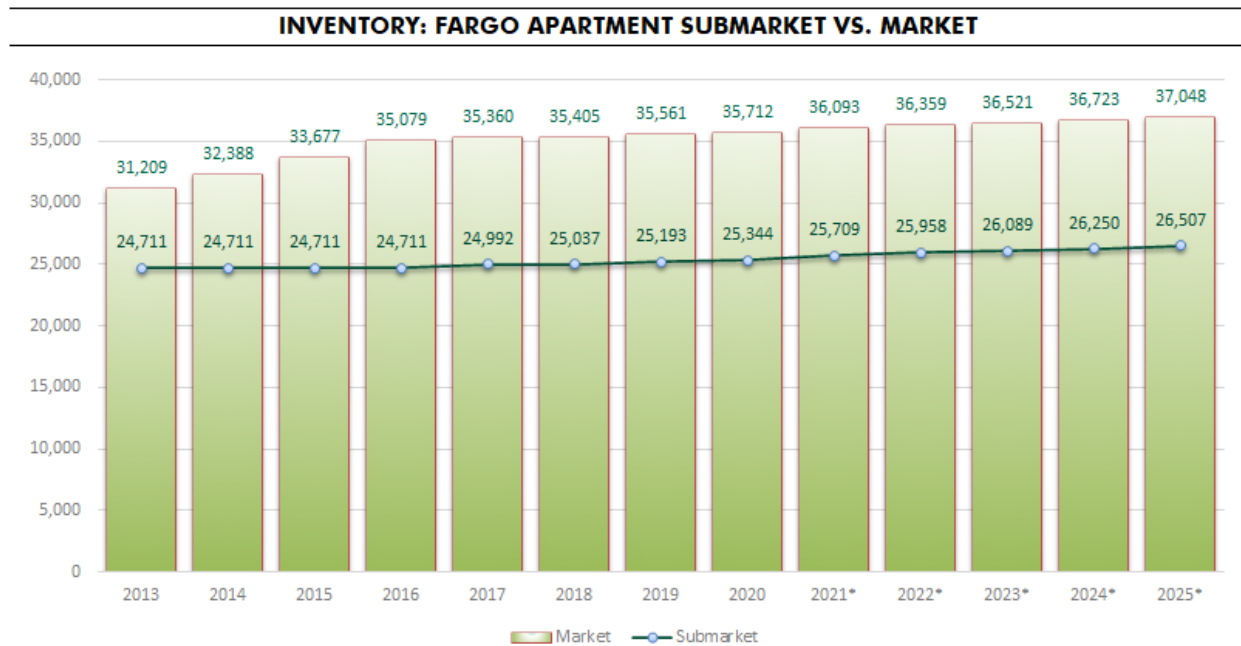
*Future Projected Data according to Axiometrics

Source: Axiometrics, 4th Quarter 2020

The Fargo apartment submarket consists of approximately 25,344 units of apartment space. The current submarket inventory represents approximately 71.0% of the overall market inventory. The following observations were noted from the table above:

- As of 4th Quarter 2020, there were approximately 24,376 units of occupied apartment space, resulting in an occupancy rate of 96.2% for the submarket. This reflects a small decrease from the previous quarter's occupancy of 96.4%, and an increase from an occupancy rate of 95.0% from last year. The submarket occupancy is above the 96.1% market occupancy.
- The submarket experienced negative 11 units of net absorption for the current quarter. This indicates a decline from the previous quarter's positive 327 units of net absorption, and a decline from the positive 460 units of net absorption from a year ago. Overall, the submarket has experienced positive 447 units of net absorption for the current year-to-date period. The submarket's current net absorption of negative 11 units compares favorably with the overall market net absorption of negative 42 units.
- The submarket had completions of positive 43 units for the current quarter, which indicates an increase from the previous quarter's completions of positive 35 units, and a decrease from the completions of positive 81 units from last year.
- The submarket achieved average effective rent of \$816 per unit, which indicates an increase from the previous quarter's effective rent of \$813 per unit, and an increase from the effective rent of \$798 per unit from last year. The submarket's current effective rent of \$816 per unit compares favorably with the overall market asking rent of \$807 per unit.

Historical Inventory - Submarket

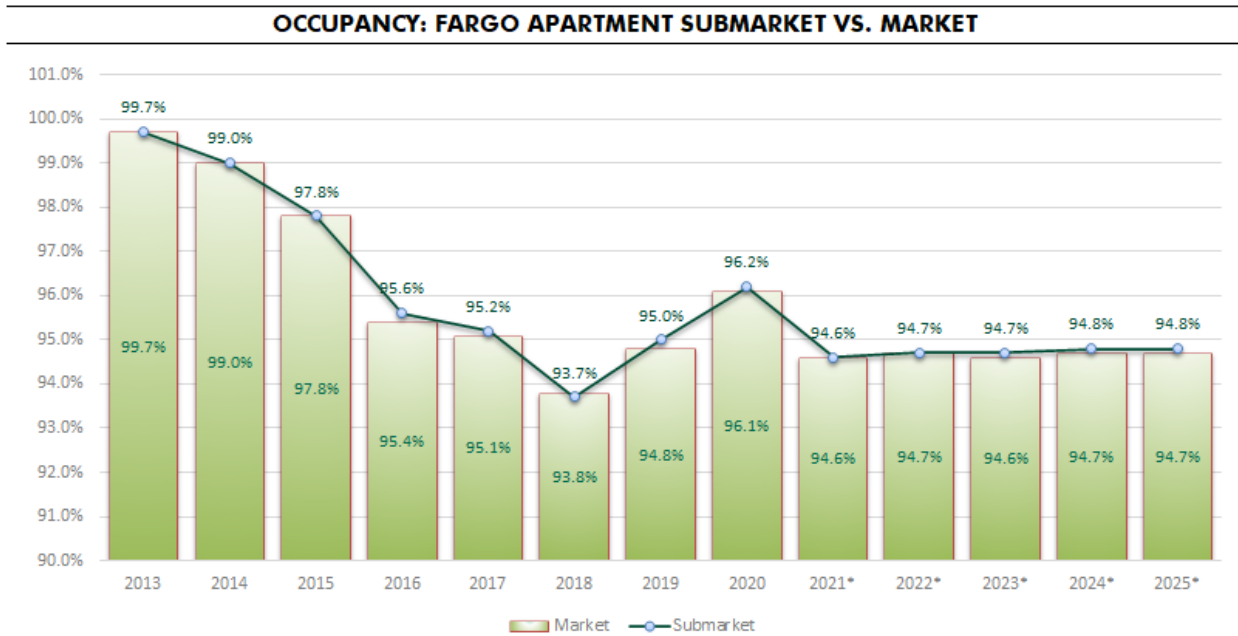


* Future Projected Data according to Axiometrics

Source: Axiometrics, 4th Quarter 2020

Submarket Inventory is projected to be 25,344 units at the end of the current year, which represents an increase from the previous year’s submarket inventory of 25,193 units. Inventory for next year is projected to be 25,709 units, reflecting an increase from the current year.

Historical Occupancy - Submarket

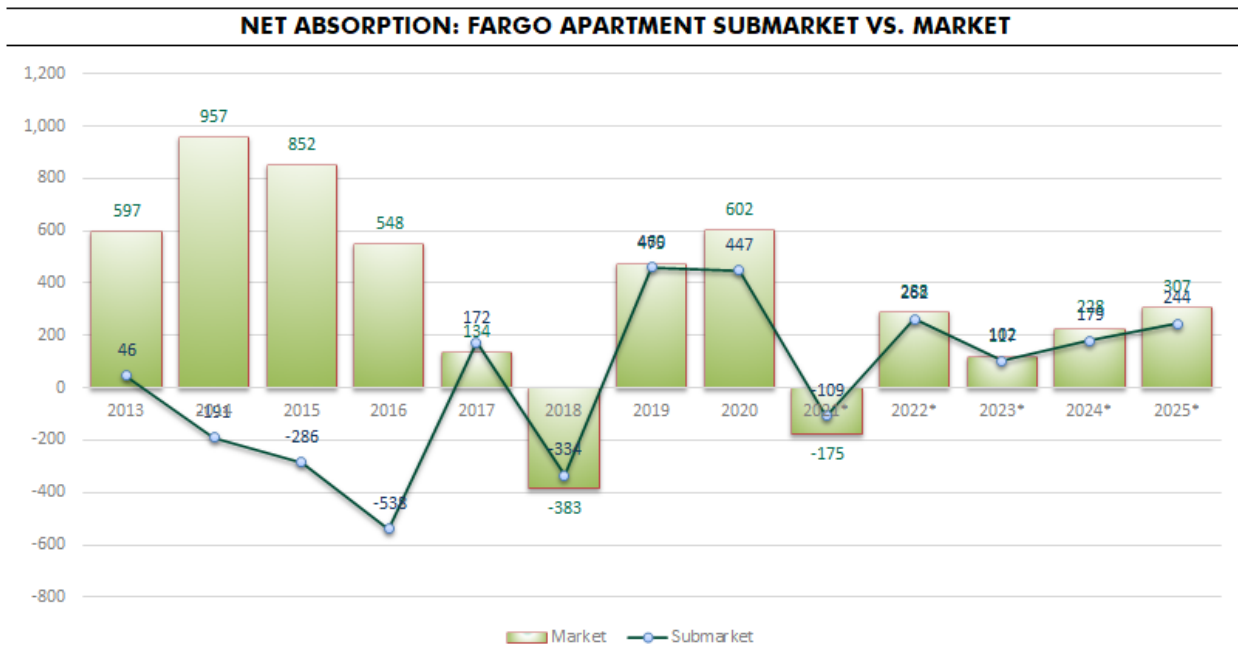


* Future Projected Data according to Axiometrics

Source: Axiometrics, 4th Quarter 2020

Submarket occupancy is projected to be 96.2% at the end of the current year, which represents an increase from the previous year’s submarket occupancy of 95.0%. Submarket occupancy for next year is projected to be 94.6%, reflecting a decrease from the current year.

Historical Net Absorption - Submarket

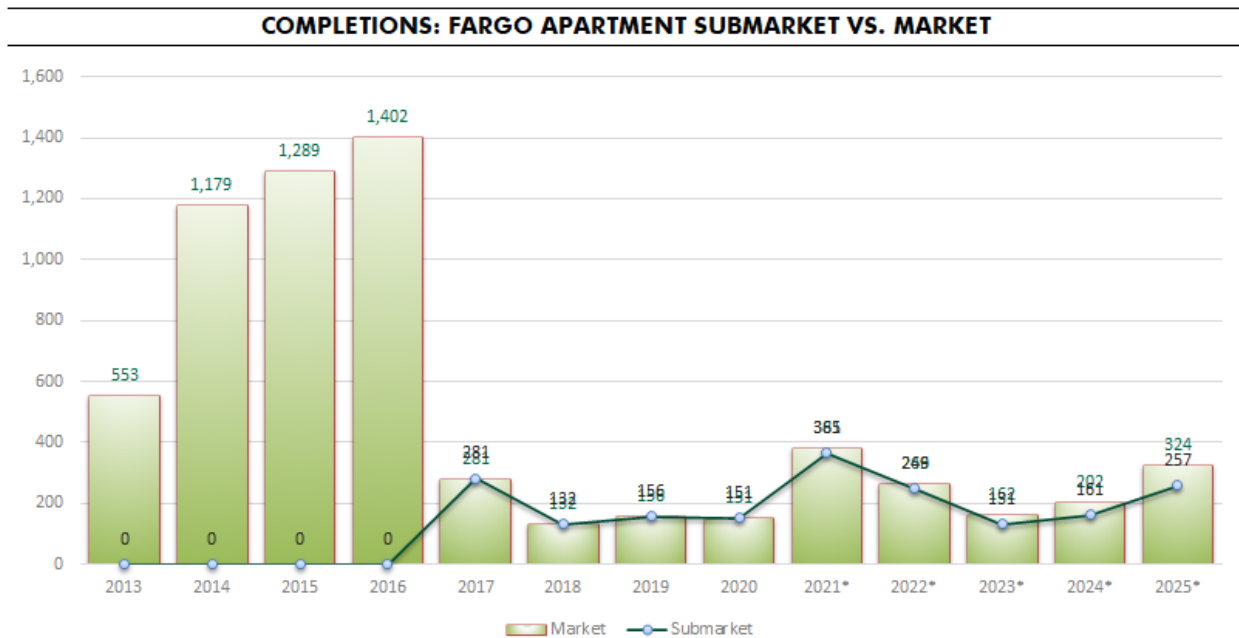


* Future Projected Data according to Axiometrics

Source: Axiometrics, 4th Quarter 2020

Net absorption in the submarket is projected to be positive 447 units at the end of the current year, reflecting an improvement from the previous year’s net absorption of positive 460 units. Net absorption for next year is projected to be negative 109 units, indicating a decline from the current year.

Historical Completions - Submarket

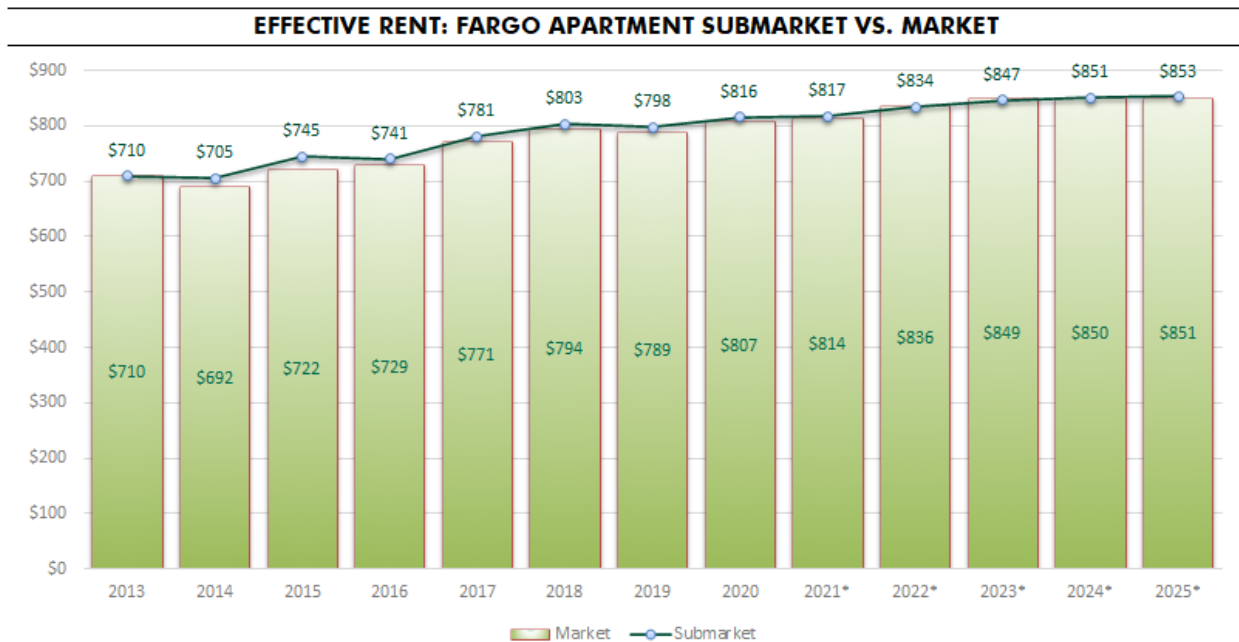


* Future Projected Data according to Axiometrics

Source: Axiometrics, 4th Quarter 2020

The submarket is projected to achieve completions of positive 151 units at the end of the current year, which indicates a decline from the previous year’s completions of positive 156 units. The submarket is projecting completions of positive 365 units for next year, which indicates an improvement from the current year.

Historical Effective Rent - Submarket



* Future Projected Data according to Axiometrics

Source: Axiometrics, 4th Quarter 2020

The submarket is projected to achieve average effective of \$816 per unit at the end of the current year, which represents an increase from the previous year’s effective rent of \$798 per unit. The submarket is projected to achieve average effective rent of \$817 per unit, reflecting an increase from the current year.

COMPETITIVE PROPERTIES

Comparable properties were surveyed in order to identify the current occupancy within the competitive market. The comparable data is summarized in the following table:

SUMMARY OF COMPARABLE MULTIFAMILY RENTALS			
Comp. No.	Name	Location	Occupancy
1	Bluemont Village Apartments	2801 23rd Ave South, Fargo, ND	100%
2	Pacific South	2585 Pacific Drive, Fargo, ND	100%
3	Sandstone Apartments	3060 33rd Street South, Fargo, ND	100%
4	The Oaks	2301 17th Street South, Fargo, ND	100%
5	Summit Point Apartment Community	1724 Gold Drive South, Fargo, ND	100%
Subject	Briar Pointe Apartments	3256 18th Street S, Fargo, North Dakota	97%

Compiled by CBRE

The majority of comparable properties surveyed reported occupancy rates of 100% or better, and all are currently in average to good condition.

SUBJECT ANALYSIS

Occupancy

Based on the foregoing analysis, CBRE, Inc.'s conclusion of stabilized occupancy for the subject is illustrated in the following table. This estimate considers both the physical and economic factors of the market.

OCCUPANCY CONCLUSIONS	
Fargo Area Q4 2020	96.2%
Fargo Area Q3 2020	96.4%
Rent Comparables	100.0%
Subject Historical Range	96.7%-97.9%
Subject's Current Occupancy	96.7%
Subject's Stabilized Occupancy	95.0%
Compiled by CBRE	

As indicated, our concluded stabilized occupancy is consistent with local market data and the rent comparables. The concluded amount factors in the long-term stability of the market as well as the subject's recent historical performance. As previously noted, the subject is considered stabilized.

CONCLUSION

The last three years within Fargo/Moorhead have been softer relative to historic standards as the market experienced a surge in multi-family construction. As construction has diminished the market has regained its footing. Considering the recent trends in absorption and the prospects for new construction, the local market area should maintain a stabilized occupancy position in the long term. The addition of new product has recently created downward pressure on occupancy and on owners' ability to obtain effective rental increases, though this is considered short-term. The long-term projection for the subject submarket is for gradual rebuilding of stability coupled with continued growth among newer, competitive projects.

Highest and Best Use

In appraisal practice, the concept of highest and best use represents the premise upon which value is based. The four criteria the highest and best use must meet are:

- legally permissible;
- physically possible;
- financially feasible; and
- maximally productive.

The highest and best use analysis of the subject is discussed below.

AS VACANT

Legal Permissibility

The legally permissible uses were discussed in the Site Analysis and Zoning Sections.

Physical Possibility

The subject is adequately served by utilities, and has an adequate shape and size, sufficient access, etc., to be a separately developable site. There are no known physical reasons why the subject site would not support any legally probable development (i.e. it appears adequate for development). Existing structures on similar sites provides additional evidence for the physical possibility of development.

Financial Feasibility

The determination of financial feasibility is dependent primarily on the relationship of supply and demand for the legally probable land uses versus the cost to create the uses. As discussed in the market analysis, the subject multifamily market is generally stabilized. Development of new multifamily properties has occurred in the past few years and there are proposed or under construction multifamily projects in the competitive market.

Maximum Productivity - Conclusion

The final test of highest and best use of the site as if vacant is that the use be maximally productive, yielding the highest return to the land.

Based on the information presented above and upon information contained in the market and neighborhood analysis, we conclude that the highest and best use of the subject as if vacant would be the development of a multifamily property. Our analysis of the subject and its respective market characteristics indicate the most likely buyer, as if vacant, would be an investor (land speculation) or a developer.

AS IMPROVED

Legal Permissibility

The site has been improved with a multifamily development that is a legal, conforming use.

Physical Possibility

The layout and positioning of the improvements are considered functional for multifamily use. While it would be physically possible for a wide variety of uses, based on the legal restrictions and the design of the improvements, the continued use of the property for multifamily users would be the most functional use.

Financial Feasibility

The financial feasibility of a multifamily property is based on the amount of rent which can be generated, less operating expenses required to generate that income; if a residual amount exists, then the land is being put to a productive use. Based upon the income capitalization approach conclusion, the subject is producing a positive net cash flow and continued utilization of the improvements for multifamily purposes is considered financially feasible. Further, the value of the improvements detailed clearly exceeds the underlying land value.

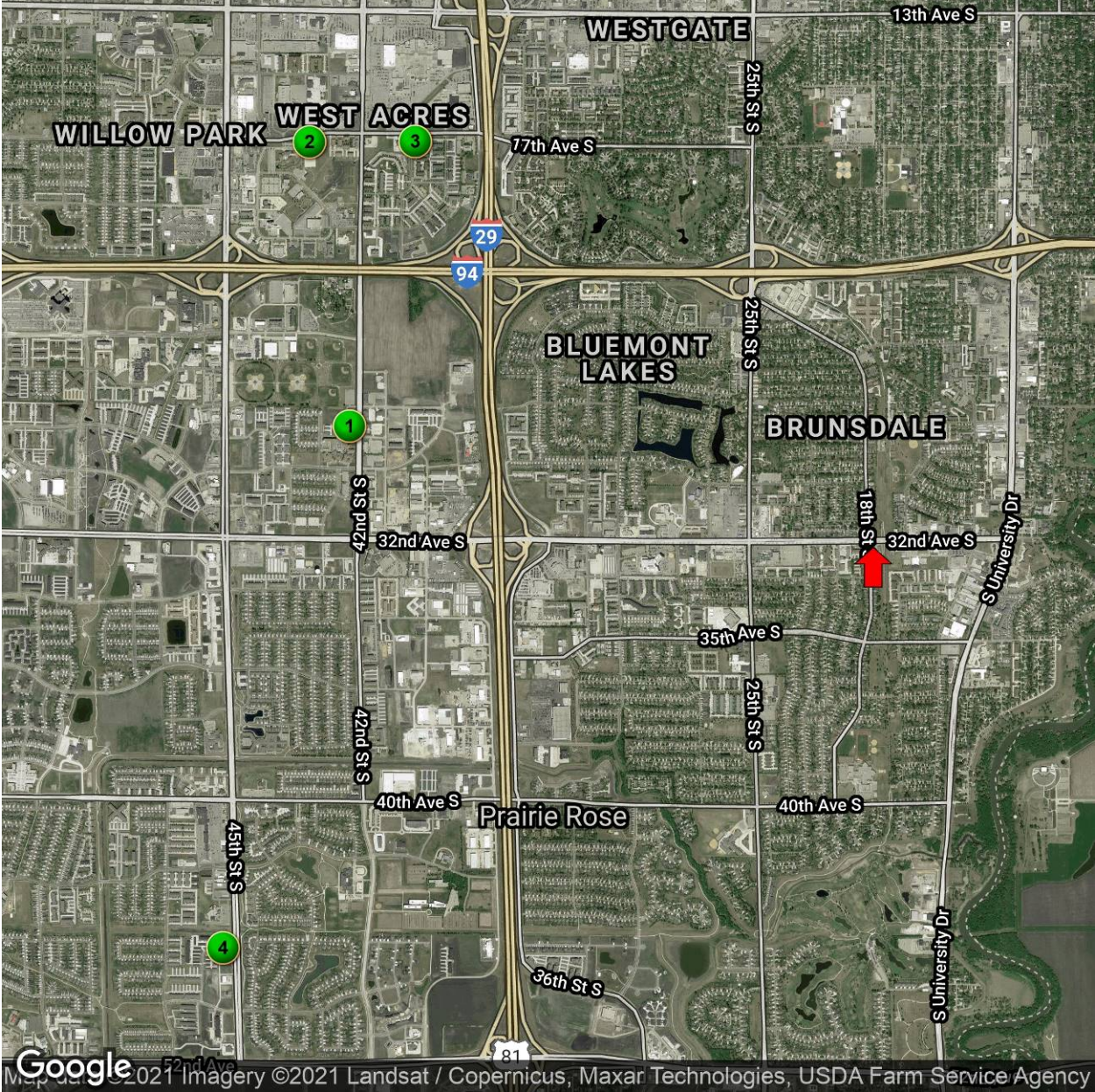
Maximum Productivity - Conclusion

As shown in the applicable valuation sections, buildings that are similar to the subject have been acquired or continue to be used by multifamily owners/tenants. None of the comparable buildings have been acquired for conversion to an alternative use. The most likely buyer for the subject property is considered to be Investor-Local.

Based on the foregoing, the highest and best use of the property, as improved, is consistent with the existing use as a multifamily development.

Land Value

The following map and table summarize the comparable data used in the valuation of the subject site. A detailed description of each transaction is included in the addenda.



SUMMARY OF COMPARABLE LAND SALES								
No.	Property Location	Transaction		Proposed Use	Actual Sale Price	Adjusted Sale Price ¹	Size (SF)	Price Per SF
		Type	Date					
1	4207 28th Avenue South Fargo, ND 58104	Sale	Feb-21	Office	\$430,987	\$485,936	44,153	\$11.01
2	4302 17th Avenue South Fargo, ND 58103	Sale	Mar-20	Supportive Housing	\$1,550,000	\$1,614,779	147,226	\$10.97
3	1702 40th Street South Fargo, ND 58103	Sale	Dec-18	Express Carwash	\$950,000	\$981,000	90,675	\$10.82
4	4711-4781 45th Street South Fargo, ND 58104	Sale	Nov-17	Multifamily	\$1,385,077	\$1,385,077	146,362	\$9.46
Subject	3256 18th Street S, Fargo, North Dakota	---	---	Multifamily	---	---	75,900	---

¹ Adjusted sale price for cash equivalency and/or development costs (where applicable)
Compiled by CBRE

The sales utilized were selected from Fargo area within a 3-mile radius of the subject. These sales were chosen based upon location, size and date of sale. Land sales with proposed multifamily uses were sought out but limited multifamily development in recent years has caused for a dearth in recent sales. In place of multifamily land sales, the appraisers have included office and retail land sales and have applied large downward adjustments for the superior H&BU.

SUMMARY OF ADJUSTMENTS

All comparables represented the transfer of fee simple ownership with no atypical sale conditions noted. In terms of market condition adjustments, no adjustments were applied given general market volatility and limited evidence to substantiate an observable trend. Comparables One, Two Three were adjusted downward to account for their superior H&BU with proposed uses as retail/office properties. Comparable Four was adjusted downward given the proposed townhome units which are superior in average unit size and unit mix. Comparables Two and Three were adjusted downward to account for their superior locations closer to retail and employment centers within Fargo. Lastly, Comparable Four was adjusted upward to account for its inferior location further from retail and employment centers within Fargo.

Based on our comparative analysis, the following chart summarizes the adjustments warranted to each comparable.

LAND SALES ADJUSTMENT GRID					
Comparable Number	1	2	3	4	Subject
Transaction Type	Sale	Sale	Sale	Sale	---
Transaction Date	Feb-21	Mar-20	Dec-18	Nov-17	---
Interest Transferred	Fee	Fee	Fee	Fee	
	Simple/Freehold	Simple/Freehold	Simple/Freehold	Simple/Freehold	
Proposed Use	Office	Supportive Housing	Express Carwash	Multifamily	Multifamily
Actual Sale Price	\$430,987	\$1,550,000	\$950,000	\$1,385,077	---
Adjusted Sale Price ¹	\$485,936	\$1,614,779	\$981,000	\$1,385,077	---
Size (Acres)	1.01	3.38	2.08	3.36	1.74
Size (SF)	44,153	147,226	90,675	146,362	75,900
Price Per SF	\$11.01	\$10.97	\$10.82	\$9.46	---
Price (\$ PSF)	\$11.01	\$10.97	\$10.82	\$9.46	
Property Rights Conveyed	0%	0%	0%	0%	
Financing Terms ¹	0%	0%	0%	0%	
Conditions of Sale	0%	0%	0%	0%	
Market Conditions (Time)	0%	0%	0%	0%	
Subtotal	\$11.01	\$10.97	\$10.82	\$9.46	
Size	0%	0%	0%	0%	
Shape	0%	0%	0%	0%	
Corner	0%	0%	0%	0%	
Frontage	0%	0%	0%	0%	
Topography	0%	0%	0%	0%	
Zoning/Density/H&BU	-40%	-40%	-40%	-25%	
Utilities	0%	0%	0%	0%	
Location	0%	-25%	-25%	5%	
Total Other Adjustments	-40%	-65%	-65%	-20%	
Value Indication for Subject	\$6.61	\$3.84	\$3.79	\$7.57	
Absolute Adjustment	40%	65%	65%	30%	

¹ Adjusted sale price for cash equivalency and/or development costs (where applicable)
Compiled by CBRE

Prior to adjustments, the sales ranged from \$9.46 PSF to \$11.01 PSF with an average of \$10.57 PSF. After adjustments, the range decreased to \$3.79 PSF to \$7.57 PSF with an average of \$5.45 PSF.

CONCLUSION

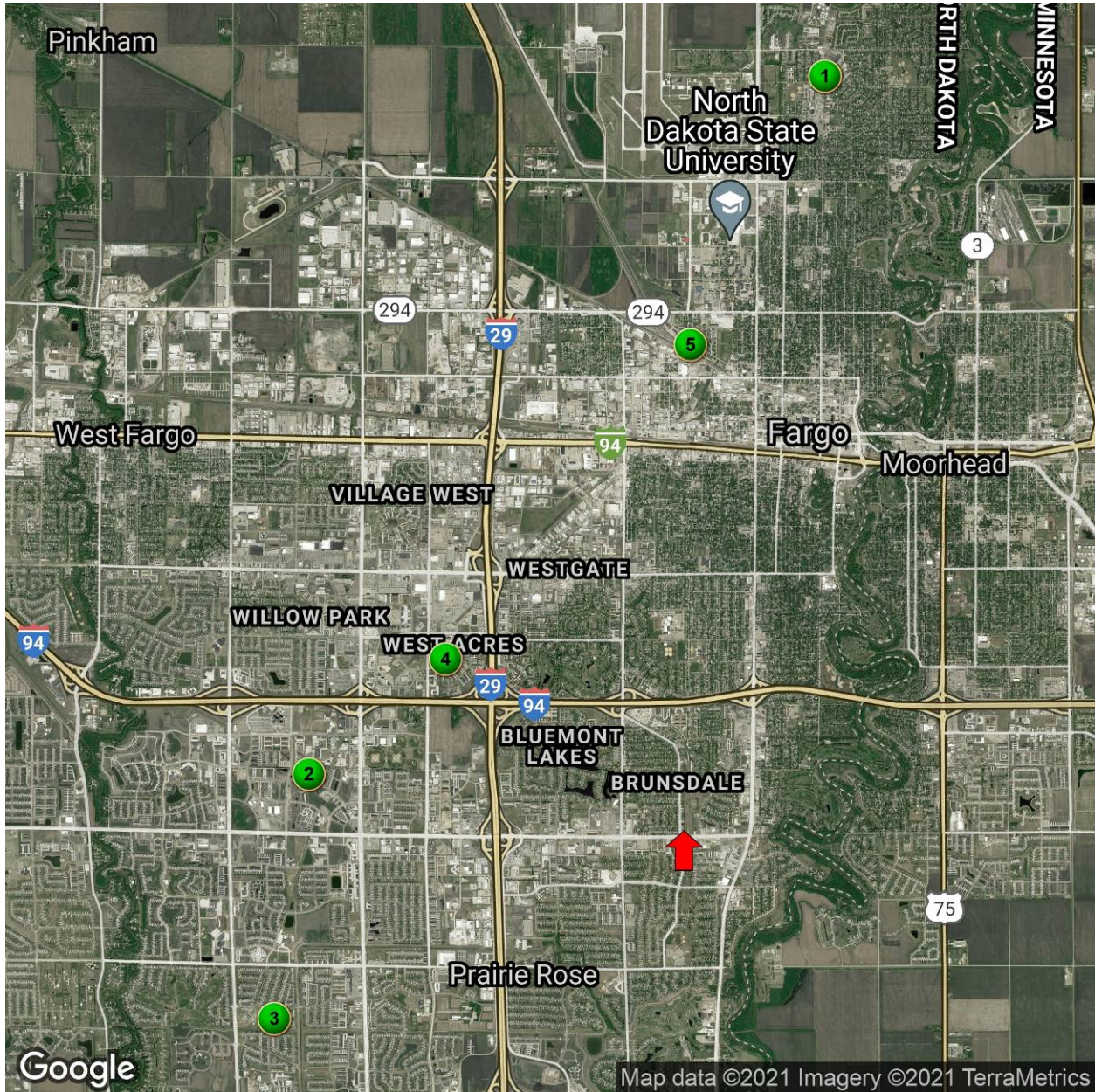
Based on the preceding analysis, Comparables One and Two were the most representative of the subject site and warranted greatest consideration because they represent the most recent sales. In conclusion, a price per SF indication towards the lower end of the range was most appropriate for the subject. The conclusion is notably lower than the unadjusted range but is supported when considering the overall development costs and feasibility of developing a multifamily project in the local market. A review of multiple multifamily developments constructed in the previous five years in the Fargo/Moorhead MSA indicate that no multifamily land has been acquired above \$20,000 per proposed unit with the majority falling below \$15,000 per proposed unit. The concluded land value equates to \$12,667 per unit and appears reasonable for the local market. The following table presents the valuation conclusion:

CONCLUDED LAND VALUE				
\$ PSF		Subject SF	=	Total
\$3.79	x	75,900	=	\$287,433
\$5.00	x	75,900	=	\$379,500
\$7.57	x	75,900	=	\$574,411
Indicated Value:				\$380,000
		(Rounded \$ PSF)		\$5.01

Compiled by CBRE

Sales Comparison Approach

The following map and table summarize the comparable data used in the valuation of the subject. A detailed description of each transaction is included in the addenda.



SUMMARY OF COMPARABLE MULTIFAMILY SALES												
No.	Property Name	Transaction Type	Date	YOC / Reno'd	No. Units	Avg. Unit Size	Actual Sale Price	Adjusted Sale Price ¹	Price Per Unit ¹	Occ.	NOI Per Unit	OAR
1	Hawn Apartments, 504 and 520 31st Avenue North Fargo, ND 58102	Sale	Mar-20	1968	48	1,046	\$2,400,000	\$2,400,000	\$50,000	83%	\$3,112	6.22%
2	Urban View Apartments, 4877-5035 28th Avenue South Fargo, ND 58104	Sale	Jan-20	2013	198	1,282	\$19,250,000	\$19,250,000	\$97,222	80%	\$6,033	6.21%
3	Wolf Creek Apartments, 5200 44th Avenue South Fargo, ND 58104	Sale	Jan-20	2011	54	1,340	\$4,968,000	\$4,968,000	\$92,000	94%	\$5,803	6.31%
4	West Willow Wood Apartments & Townhomes, 4161, 4001, 4011, 4021, 4033, 4041 18th Avenue South Fargo, ND 58103	Sale	May-19	2000 / 2003	86	1,103	\$6,225,000	\$6,225,000	\$72,384	80%	\$4,198	5.80%
5	Dakota East & West Apartments, 1704 & 1736 Dakota Drive N. Fargo, ND 58102	Sale	Jan-19	1998	63	991	\$4,893,077	\$4,893,077	\$77,668	100%	\$5,331	6.86%
Subj. Pro Forma	Briar Pointe Apartments, 3256 18th Street S Fargo, ND 58104	---	---	1991	30	928	---	---	---	95.00%	\$3,981	---

¹ Adjusted sale price for cash equivalency, lease-up and/or deferred maintenance (where applicable)
Compiled by CBRE

The sales utilized were selected from our research of comparable improved sales within the greater Fargo/Moorhead area. These sales were chosen based upon size, age, quality of construction and location.

ADJUSTMENT RATIONALE

The comparable sales must be adjusted for differences with the subject property. The adjustments are based upon percentages and are applied to the price per unit, which is the primary unit of comparison for multi-family properties, such as the subject.

Property Rights Conveyed

All sales represent the transfer of Fee Simple Estate and no adjustments are required.

Financing Terms

Financing affects real estate values as the availability of financing helps determine the demand for real estate. In most cases, the cost and availability of financing have an inverse relationship; high interest rates or limited availability of financing are usually accompanied by a decrease in the demand for credit and/or real estate. This element is particularly significant in sales involving non-market and/or seller financing.

All of the sales were assumed cash transactions or are considered to reflect cash equivalent transactions. No adjustments are required for financing terms.

Conditions of Sale

Adjustment for conditions of sale is justified when the circumstances of a specific sale result in a price that is higher or lower than that of a normal market transaction. This adjustment reflects the motivations of a buyer and seller in the transfer of real property. Circumstances requiring adjustments for conditions of sale includes sales made under duress, auctions, eminent domain

transactions, and sales that were not arm's-length. This adjustment is also utilized for listings, negotiations, offers, and/or non-closed escrows (as appropriate).

All of the comparable sales were considered to represent arm's length transactions. Comparables that sold with occupancy below stabilized levels were adjusted upwards by factors of 5%.

Market Conditions

The market condition adjustment is for any projected value change between the sale dates of the comparables and the effective appraisal date.

No market conditions adjustment was applied given general market volatility and limited evidence to substantiate an observable trend.

Project Size

Project size adjustments are based on a number of pairings of multi-family apartment sales in the subject submarket sector. The larger the number of units the lower the price per unit due to the economies of scale achieved and decreasing number of potential buyers. The comparables generally represent smaller to mid-sized projects with similar investor profiles. Comparables One, Three and Five are slightly smaller projects and have been adjusted downward 5%.

Age

Adjustments here are based on the property's age and observed condition. Unless we have observed significant capital improvements that would extend a property's useful life, we have exclusively adjusted based on each project's age rather than its condition relative to the subject.

The subject was built in 1991. The comparables selected range from 1968 to 2013 and have undergone periodic renovations or additions. For purposes of this analysis, an adjustment factor of approximately 0.50% per year of difference between the year built of the subject and the actual age of the comparables has been applied. The basis of this adjustment was considered to be further supported by the actual physical depreciation of the sale comparables.

Quality of Construction

The subject represents average quality construction with average in-unit features. Comparables with in-unit laundry have been adjusted downward 5%.

Average Unit Size

The subject exhibits an average unit size of 928 SF. No adjustments were necessary.

Project Amenities

The typical amenity package for a garden style apartment of the subject's size consists of a common laundry. No adjustments were required.

Parking

The subject offers detached garage parking. No adjustments were required.

Location/Economic

Investors in real estate are primarily concerned with the economic income generating potential and the lease terms/potential of a property. The income generating capability of a property is due to the physical features of the property, as well as its location. As a result, we have adjusted the comparables for economic/location differences by analyzing the difference in net income between the sales and the subject property income projection. Within this category, the appraiser evaluated the difference in NOI/unit (divided by one third to minimize any double counting of physical adjustments previously made) and the rounded result was applied to each transaction.

SUMMARY OF ADJUSTMENTS

Based on our comparative analysis, the following chart summarizes the adjustments warranted to each comparable.

MULTIFAMILY SALES ADJUSTMENT GRID						Subj. Pro
Comparable Number	1	2	3	4	5	Forma
Transaction Type	Sale	Sale	Sale	Sale	Sale	---
Transaction Date	Mar-20	Jan-20	Jan-20	May-19	Jan-19	---
Year Built/Renovated	1968	2013	2011	2000	1998	1991
Property Subtype	Multi-unit Garden	Multi-unit Garden	Multi-unit Garden	Multi-unit Garden	Multi-unit Garden	Multi-family Garden
No. Units	48	198	54	86	63	30
Avg. Unit Size	1,046	1,282	1,340	1,103	991	928
Actual Sale Price	\$2,400,000	\$19,250,000	\$4,968,000	\$6,225,000	\$4,893,077	---
Adjusted Sale Price ¹	\$2,400,000	\$19,250,000	\$4,968,000	\$6,225,000	\$4,893,077	---
Price Per Unit ¹	\$50,000	\$97,222	\$92,000	\$72,384	\$77,668	---
Occupancy	83%	80%	94%	80%	100%	95%
NOI Per Unit	\$3,112	\$6,033	\$5,803	\$4,198	\$5,331	\$3,981
OAR	6.22%	6.21%	6.31%	5.80%	6.86%	---
Adj. Price Per Unit	\$50,000	\$97,222	\$92,000	\$72,384	\$77,668	---
Property Rights Conveyed	0%	0%	0%	0%	0%	---
Financing Terms ¹	0%	0%	0%	0%	0%	---
Conditions of Sale	5%	5%	0%	5%	0%	---
Market Conditions (Time)	0%	0%	0%	0%	0%	---
Subtotal - Price Per Unit	\$52,500	\$102,083	\$92,000	\$76,003	\$77,668	---
Project Size	-5%	0%	-5%	0%	-5%	---
Age/Condition	12%	-11%	-10%	-5%	-4%	---
Quality of Construction	0%	-5%	-5%	-5%	0%	---
Avg. Unit Size	0%	0%	0%	0%	0%	---
Project Amenities	0%	0%	0%	0%	0%	---
Parking	0%	0%	0%	0%	-5%	---
Location/Economic	9%	-11%	-10%	-2%	-8%	---
Other	0%	0%	0%	0%	0%	---
Total Other Adjustments	16%	-27%	-30%	-11%	-22%	---
Indicated Value Per Unit	\$60,802	\$74,178	\$63,974	\$67,474	\$60,628	---
Absolute Adjustment	31%	32%	30%	16%	22%	---

¹ Adjusted for cash equivalency, lease-up and/or deferred maintenance (where applicable)
Compiled by CBRE

Prior to adjustments, the comparable sales ranged in price from \$50,000 to \$97,222 per unit with an average price of \$77,855 per unit. After adjustments, the range decreased, with an adjusted range of \$60,628 to \$74,178 per unit and an adjusted average of \$65,411 per unit.

SALES COMPARISON APPROACH CONCLUSION

The following table presents the estimated value for the subject as indicated by the sales comparison approach.

SALES COMPARISON APPROACH

Total Units	X	Value Per Unit	=	Value
30	X	\$60,628	=	\$1,818,853
30	X	\$65,000	=	\$1,950,000
30	X	\$74,178	=	\$2,225,327

VALUE CONCLUSION

Indicated Value As Is

\$1,950,000

Rounded

\$1,950,000

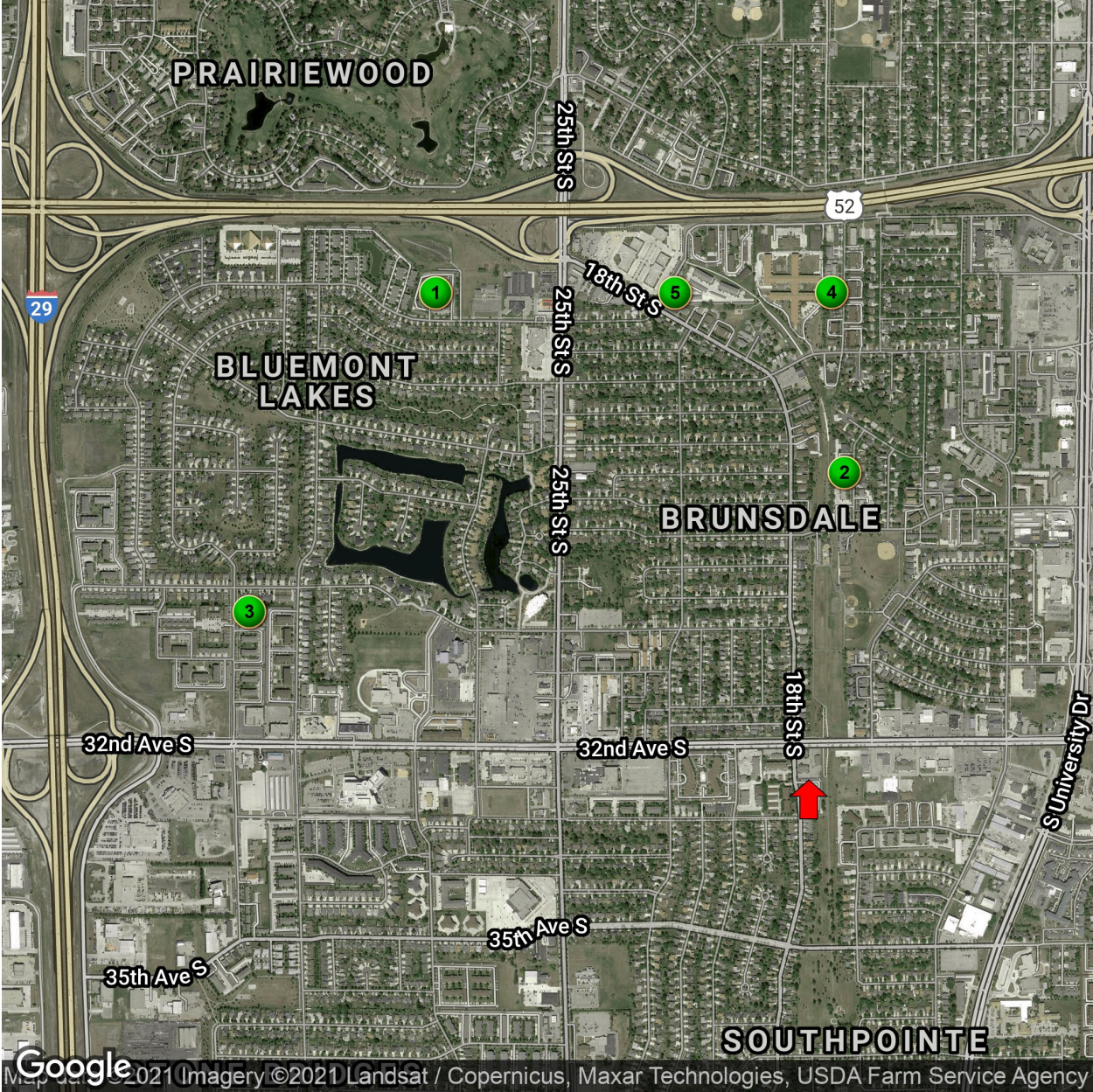
Value Per Unit

\$65,000

 Compiled by CBRE

Income Capitalization Approach

The following map and table summarize the primary comparable data used in the valuation of the subject. A detailed description of each transaction is included in the addenda.



SUMMARY OF COMPARABLE MULTIFAMILY RENTALS						
No.	Property Name	Location	YOC / Reno'd	Occ.	No. Units	Distance from Subj
1	Bluemont Village Apartments	2801 23rd Ave South Fargo, ND 58103	1989	100%	78	1.2 Miles
2	Pacific South	2585 Pacific Drive Fargo, ND 58103	1983	100%	15	0.6 Miles
3	Sandstone Apartments	3060 33rd Street South Fargo, ND 58103	1993	100%	24	1.1 Miles
4	The Oaks	2301 17th Street South Fargo, ND 55103	1969	100%	24	1.0 Miles
5	Summit Point Apartment Community	1724 Gold Drive South Fargo, ND 58103	1999	100%	87	1.0 Miles
Subj.	Briar Pointe Apartments	3256 18th Street S, Fargo, North Dakota	1991	97%	30	---

Compiled by CBRE

The rentals utilized were selected from our research within the Southpointe neighborhood of Fargo. These comparables were chosen based upon size, age, quality of construction and amenities.

SUBJECT RENTAL INFORMATION

The following table shows the subject's unit mix and quoted rental rates.

SUBJECT RENTAL INFORMATION					
Type	No. of Units	Unit Size (SF)	Unit Occ.	Avg. Quoted \$/Unit	Rent Per SF
1BR/1BA	1	640	100%	\$650	\$1.02
2BR/1BA	23	906	96%	\$750	\$0.83
2BR/2.5BA	6	1,060	83%	\$780	\$0.74
Total/Average:	30	928	97%	\$753	\$0.81

Compiled by CBRE

According to on-site management, the following represents the most recent rental trends at the subject property:

- Concessions have been offered historically and are included within the buyer's budget.
- Parking is included in rent.
- There is no RUBS program at the subject.

MARKET RENT ESTIMATE

In order to estimate the market rates for the various floor plans, the subject unit types have been compared with similar units in the comparable projects. The following is a discussion of each unit type.

One-Bedroom Units

SUMMARY OF COMPARABLE RENTALS ONE BEDROOM UNITS				
Comparable	Plan Type	Size (SF)	Rental Rates	
			\$/Mo.	\$/SF
The Oaks	1BR/1BA	687 SF	\$550	\$0.80
Pacific South	1BR/1BA	624 SF	\$555	\$0.89
Bluemont Village Apartments	1BR/1BA	650-675	\$585	\$0.88
Sandstone Apartments	1BR/1BA	735 SF	\$620	\$0.84
Subject (Avg. Quoted)	1BR/1BA	640 SF	\$650	\$1.02
Subject (Concluded)	1BR/1BA	640 SF	\$650	\$1.02
Summit Point Apartment Community	1-BD/1-BA	720 SF	\$650 - \$700	\$0.94
Compiled by CBRE				

The subject's quoted rental rates are within the range indicated by the rent comparables. The current contract rents appear well positioned within the local market.

Two-Bedroom Units

SUMMARY OF COMPARABLE RENTALS TWO BEDROOM UNITS				
Comparable	Plan Type	Size (SF)	Rental Rates	
			\$/Mo.	\$/SF
Pacific South	2BR/1BA	781-864	\$605 - \$625	\$0.75
Bluemont Village Apartments	2BR/1BA	990 SF	\$695	\$0.70
The Oaks	2BR/1BA	781 SF	\$705	\$0.90
Bluemont Village Apartments	2BR/2BA	1,075 SF	\$710	\$0.66
Bluemont Village Apartments	2BR/2BA	990 SF	\$720	\$0.73
Sandstone Apartments	2BR/2BA	950 SF	\$725	\$0.76
Subject (Avg. Quoted)	2BR/1BA	906 SF	\$750	\$0.83
Subject (Concluded)	2BR/1BA	906 SF	\$750	\$0.83
Subject (Avg. Quoted)	2BR/2.5BA	1,060 SF	\$780	\$0.74
Subject (Concluded)	2BR/2.5BA	1,060 SF	\$780	\$0.74
Summit Point Apartment Community	2-BD/1-BA	774-934	\$800 - \$825	\$0.95
Summit Point Apartment Community	2-BD2-BA	782-1,012	\$840	\$0.94
Compiled by CBRE				

The subject's quoted rental rates are within the range indicated by the rent comparables. The current contract rents appear well positioned within the local market.

MARKET RENT CONCLUSIONS

The following chart shows the market rent conclusions for the subject:

RENT CONCLUSIONS									
No. Units	Unit Type	Unit Size (SF)	Total SF	Monthly Rent			Annual Rent		Annual Total
				\$/Unit	\$/SF	PRI	\$/Unit	\$/SF	
1	1BR/1BA	640	640	\$650	\$1.02	\$650	\$7,800	\$12.19	\$7,800
23	2BR/1BA	906	20,838	\$750	\$0.83	\$17,250	\$9,000	\$9.93	\$207,000
6	2BR/2.5BA	1,060	6,360	\$780	\$0.74	\$4,680	\$9,360	\$8.83	\$56,160
30		928	27,838	\$753	\$0.81	\$22,580	\$9,032	\$9.73	\$270,960

Compiled by CBRE

RENT ADJUSTMENTS

Rent adjustments are sometimes necessary to account for differences in rental rates applicable to different units within similar floor plans due to items such as location within the property, view, and level of amenities. These rental adjustments may be in the form of rent premiums or rent discounts.

As noted, the rental rates for some of the subject's units vary depending upon whether or not they have been upgraded and modernized. However, we have utilized the weighted average rental rates, taking into account this variance. Thus, no rent adjustments are required.

RENT ROLL ANALYSIS

The rent roll analysis serves as a crosscheck to the estimate of market rent for the subject. The collections shown on the rent roll include rent premiums and/or discounts.

RENT ROLL ANALYSIS		
Revenue Component	Total Monthly Rent	Total Annual Rent
29 Occupied Units at Contract Rates	\$20,715	\$248,580
1 Vacant Units at Market Rates	\$1,530	\$18,360
30 Total Units @ Contract Rent	\$22,245	\$266,940
30 Total Units @ Market Rent	\$22,580	\$270,960
<i>Indicated Variance</i>		1.5%

Compiled by CBRE

POTENTIAL RENTAL INCOME CONCLUSION

Within this analysis, potential rental income is estimated based upon:

POTENTIAL RENTAL INCOME

Year	Total	\$/Unit/Yr
2018	\$264,484	\$8,816
2019	\$263,205	\$8,774
2020	\$265,578	\$8,853
Buyer Budget	\$269,730	\$8,991
CBRE Estimate	\$270,960	\$9,032

Compiled by CBRE

Our estimate is in-line with the historical and budgeted data and appears reasonable.

OPERATING HISTORY

The following table presents available operating data for the subject.

OPERATING HISTORY										
Year-Occupancy	2018 97.2%		2019 96.7%		2020 97.9%		Buyer Budget 97.0%		Pro Forma 95.0%	
	Total	\$/Unit	Total	\$/Unit	Total	\$/Unit	Total	\$/Unit	Total	\$/Unit
INCOME										
Potential Rental Income	\$264,484	\$8,816	\$263,205	\$8,774	\$265,578	\$8,853	\$269,730	\$8,991	\$270,960	\$9,032
Concessions	(3,780)	(126)	(3,379)	(113)	-	-	(3,375)	(113)	(2,710)	(90)
Adjusted Rental Income	\$260,704	\$8,690	\$259,826	\$8,661	\$265,578	\$8,853	\$266,355	\$8,879	\$265,541	\$8,851
Vacancy	(7,439)	(248)	(8,692)	(290)	(5,551)	(185)	(8,100)	(270)	(13,277)	(443)
Net Rental Income	\$253,265	\$8,442	\$251,134	\$8,371	\$260,027	\$8,668	\$258,255	\$8,609	\$252,264	\$8,409
Other Income	9,849	328	9,401	313	9,214	307	10,539	351	9,750	325
Subtotal Other Income (Net)	9,849	\$328	9,401	\$313	\$9,214	\$307	10,539	\$351	9,750	\$325
Effective Gross Income	\$263,114	\$8,770	\$260,535	\$8,685	\$269,241	\$8,975	\$268,794	\$8,960	\$262,014	\$8,734
EXPENSE										
Real Estate Taxes	\$25,382	\$846	\$26,648	\$888	\$26,994	\$900	\$28,784	\$959	\$26,264	\$875
Property Insurance	5,763	192	5,292	176	6,000	200	7,000	233	6,450	215
Utilities	29,393	980	29,488	983	30,199	1,007	30,350	1,012	30,000	1,000
Administrative & General	4,400	147	2,514	84	2,253	75	-	-	3,000	100
Repairs & Maintenance	31,524	1,051	58,865	1,962	31,081	1,036	47,257	1,575	45,000	1,500
Management Fee	31,137	1,038	29,208	974	29,605	987	19,694	656	7,860	262
Payroll	-	-	-	-	-	-	15,120	504	15,000	500
Advertising & Promotion	2,558	85	1,951	65	1,704	57	-	-	1,500	50
Replacement Reserves	52,500	1,750	52,500	1,750	7,500	250	7,500	250	7,500	250
Total Operating Expenses	\$182,657	\$6,089	\$206,466	\$6,882	\$127,836	\$4,261	\$155,705	\$5,190	\$142,574	\$4,752
Net Operating Income	\$80,457	\$2,682	\$54,069	\$1,802	\$141,405	\$4,714	\$113,089	\$3,770	\$119,439	\$3,981
Management Fee % of EGI	11.8%		11.2%		11.0%		7.3%		3.0%	

Source: Operating statements

CONCESSIONS

Rent concessions are currently prevalent in the local market and are present at the subject. The following chart illustrates the historical concessions at the subject, they buyer's budget, as well as the appraiser's proforma:

CONCESSIONS		
Year	Total	\$/Unit/Yr
2018	(\$3,780)	1.4%
2019	(\$3,379)	1.3%
2020	\$0	0.0%
Buyer Budget	(\$3,375)	1.3%
CBRE Estimate	(\$2,710)	1.0%

Compiled by CBRE

VACANCY

The subject's estimated stabilized occupancy rate was previously discussed in the market analysis. The subject's vacancy is detailed as follows:

VACANCY		
Year	Total	% of AGI
2018	(\$7,439)	2.9%
2019	(\$8,692)	3.3%
2020	(\$5,551)	2.1%
Buyer Budget	(\$8,100)	3.0%
CBRE Estimate	(\$13,277)	5.0%
Compiled by CBRE		

OTHER INCOME

Other income is supplemental to that derived from leasing of the improvements. This includes categories such as forfeited deposits, vending machines, late charges, etc. The subject's income is detailed as follows:

OTHER INCOME		
Year	Total	\$/Unit/Yr
2018	\$9,849	\$328
2019	\$9,401	\$313
2020	\$9,214	\$307
Buyer Budget	\$10,539	\$351
CBRE Estimate	\$9,750	\$325
Compiled by CBRE		

EFFECTIVE GROSS INCOME

The subject's effective gross income is detailed as follows:

EFFECTIVE GROSS INCOME		
Year	Total	\$/Unit/Yr
2018	\$263,114	\$8,770
2019	\$260,535	\$8,685
2020	\$269,241	\$8,975
Buyer Budget	\$268,794	\$8,960
CBRE Estimate	\$262,014	\$8,734
Compiled by CBRE		

Our estimate is generally in-line with the historical and budgeted data and appears reasonable.

OPERATING EXPENSE ANALYSIS

Expense Comparables

The following chart summarizes expenses obtained from recognized industry publications and/or comparable properties.

EXPENSE COMPARABLES				
Comparable Number	1	2	3	Subject
Location	Fargo/Moorhead MSA	Fargo/Moorhead MSA	Fargo/Moorhead MSA	Fargo, ND
Units	72	120	144	30
Year Built	1990	1992	1994	1991
Type	Garden	Garden	Garden	Garden
Period	2020	2020	2020	Pro Forma
Revenues	\$/Unit	\$/Unit	\$/Unit	\$/Unit
Effective Gross Income	\$7,832	\$8,319	\$9,156	\$8,734
Expenses				
Real Estate Taxes	\$851	\$926	\$1,022	\$875
Property Insurance	133	281	233	215
Utilities	925	1,041	882	1,000
Administrative & General	68	84	90	100
Repairs & Maintenance	1,506	1,147	1,045	1,500
Management Fee	891	959	1,008	262
Payroll	-	-	-	500
Advertising & Promotion	46	56	59	50
Replacement Reserves	250	250	250	250
Total Operating Expenses	\$4,671	\$4,743	\$4,589	\$4,752
Operating Expenses Excluding Taxes	3,820	3,817	3,567	3,877
Operating Expense Ratio	59.6%	57.0%	50.1%	54.4%
Management Fee % of EGI)	11.4%	11.5%	11.0%	3.0%
² The median total differs from the sum of the individual amounts.				
Compiled by CBRE				

A discussion of each expense category is presented on the following pages.

Real Estate Taxes

The comparable data and projections for the subject are summarized as follows:

REAL ESTATE TAXES		
Year	Total	\$/Unit/Yr
2018	\$25,382	\$846
2019	\$26,648	\$888
2020	\$26,994	\$900
Buyer Budget	\$28,784	\$959
Expense Comparable 1	---	\$851
Expense Comparable 2	---	\$926
Expense Comparable 3	---	\$1,022
CBRE Estimate	\$26,264	\$875
Compiled by CBRE		

Property Insurance

Property insurance expenses typically include fire and extended coverage and owner's liability coverage. The comparable data and projections for the subject are summarized as follows:

PROPERTY INSURANCE		
Year	Total	\$/Unit/Yr
2018	\$5,763	\$192
2019	\$5,292	\$176
2020	\$6,000	\$200
Buyer Budget	\$7,000	\$233
Expense Comparable 1	---	\$133
Expense Comparable 2	---	\$281
Expense Comparable 3	---	\$233
CBRE Estimate	\$6,450	\$215
Compiled by CBRE		

Our estimate is generally in-line with the historical and budgeted data and appears reasonable. It is also supported by the comparable data.

Utilities

Utility expenses include electricity, natural gas, water, trash and sewer. The comparable data and projections for the subject are summarized as follows:

UTILITIES		
Year	Total	\$/Unit/Yr
2018	\$29,393	\$980
2019	\$29,488	\$983
2020	\$30,199	\$1,007
Buyer Budget	\$30,350	\$1,012
Expense Comparable 1	---	\$925
Expense Comparable 2	---	\$1,041
Expense Comparable 3	---	\$882
CBRE Estimate	\$30,000	\$1,000
Compiled by CBRE		

Our estimate is generally in-line with the historical and budgeted data and appears reasonable. It is also supported by the comparable data.

Administrative & General

Administrative expenses typically include legal costs, accounting, telephone, supplies, furniture, temporary help and items that are not provided by off-site management. The comparable data and projections for the subject are summarized as follows:

ADMINISTRATIVE & GENERAL		
Year	Total	\$/Unit/Yr
2018	\$4,400	\$147
2019	\$2,514	\$84
2020	\$2,253	\$75
Buyer Budget	\$0	\$0
Expense Comparable 1	---	\$68
Expense Comparable 2	---	\$84
Expense Comparable 3	---	\$90
CBRE Estimate	\$3,000	\$100
Compiled by CBRE		

Our estimate is generally in-line with the historical and budgeted data and appears reasonable. It is higher than the comparable data, but is supported within the local market.

Repairs and Maintenance

Repairs and maintenance expenses typically include all outside maintenance service contracts and the cost of maintenance and repairs supplies. The comparable data and projections for the subject are summarized as follows:

REPAIRS & MAINTENANCE		
Year	Total	\$/Unit/Yr
2018	\$31,524	\$1,051
2019	\$58,865	\$1,962
2020	\$31,081	\$1,036
Buyer Budget	\$47,257	\$1,575
Expense Comparable 1	---	\$1,506
Expense Comparable 2	---	\$1,147
Expense Comparable 3	---	\$1,045
CBRE Estimate	\$45,000	\$1,500
Compiled by CBRE		

Our estimate is generally in-line with the historical and budgeted data and appears reasonable. It is also supported by the comparable data.

Management Fee

Management expenses are typically negotiated as a percentage of collected revenues (i.e., effective gross income). The comparable data and projections for the subject are summarized as follows:

MANAGEMENT FEE		
Year	Total	% of EGI
2018	\$31,137	11.8%
2019	\$29,208	11.2%
2020	\$29,605	11.0%
Buyer Budget	\$19,694	7.3%
Expense Comparable 1	---	11.4%
Expense Comparable 2	---	11.5%
Expense Comparable 3	---	11.0%
CBRE Estimate	\$7,860	3.0%
Compiled by CBRE		

The subject's operating history and buyer's budget include administrative & general and payroll costs embedded within the management fees. This is also the case with the comparable data. As such, we have estimate in-line with average amounts for the local market which range from 3-5%.

Payroll

Payroll expenses typically include all payroll and payroll related items for all directly employed administrative personnel. Not included are the salaries or fees for off-site management firm personnel and services. The comparable data and projections for the subject are summarized as follows:

PAYROLL		
Year	Total	\$/Unit/Yr
2018	\$0	\$0
2019	\$0	\$0
2020	\$0	\$0
Buyer Budget	\$15,120	\$504
Expense Comparable 1	---	\$0
Expense Comparable 2	---	\$0
Expense Comparable 3	---	\$0
CBRE Estimate	\$15,000	\$500
Compiled by CBRE		

The subject's operating history includes payroll costs within the management fees. This is also the case with the comparable data. As such, we have estimate in-line with the buyer's budget which appears reasonable for the local market.

Advertising and Promotion

Advertising and promotion expenses typically include all costs associated with the promotion of the subject including advertisements in local publications, trade publications, yellow pages, et cetera. The comparable data and projections for the subject are summarized as follows:

ADVERTISING & PROMOTION		
Year	Total	\$/Unit/Yr
2018	\$2,558	\$85
2019	\$1,951	\$65
2020	\$1,704	\$57
Buyer Budget	\$0	\$0
Expense Comparable 1	---	\$46
Expense Comparable 2	---	\$56
Expense Comparable 3	---	\$59
CBRE Estimate	\$1,500	\$50
Compiled by CBRE		

Our estimate is generally in-line with the historical and budgeted data and appears reasonable. It is also supported by the comparable data.

Reserves for Replacement

Reserves for replacement have been estimated based on market parameters. The comparable data and projections for the subject are summarized as follows:

REPLACEMENT RESERVES		
Year	Total	\$/Unit/Yr
2018	\$52,500	\$1,750
2019	\$52,500	\$1,750
2020	\$7,500	\$250
Buyer Budget	\$7,500	\$250
Expense Comparable 1	---	\$250
Expense Comparable 2	---	\$250
Expense Comparable 3	---	\$250
CBRE Estimate	\$7,500	\$250
Compiled by CBRE		

OPERATING EXPENSE CONCLUSION

The comparable data and projections for the subject are summarized as follows:

TOTAL OPERATING EXPENSES		
Year	Total	\$/Unit/Yr
2018	\$180,099	\$6,003
2019	\$204,515	\$6,817
2020	\$133,632	\$4,454
Buyer Budget	\$155,705	\$5,190
Expense Comparable 1	---	\$4,639
Expense Comparable 2	---	\$4,687
Expense Comparable 3	---	\$4,530
CBRE Estimate	\$142,574	\$4,752
Compiled by CBRE		

Our estimate is generally in-line with the historical and budgeted data and appears reasonable. It is also supported by the comparable data.

NET OPERATING INCOME CONCLUSION

The comparable data and projections for the subject are summarized as follows:

NET OPERATING INCOME		
Year	Total	\$/Unit/Yr
2018	\$83,015	\$2,767
2019	\$56,020	\$1,867
2020	\$135,609	\$4,520
Buyer Budget	\$113,089	\$3,770
CBRE Estimate	\$119,439	\$3,981
Compiled by CBRE		

Our estimate is generally in-line with the historical data and appears reasonable. It is below the buyer's budget given the buyer's notably above market management fee projection.

DIRECT CAPITALIZATION

Direct capitalization is a method used to convert a single year's estimated stabilized net operating income into a value indication. The following subsections represent different techniques for deriving an overall capitalization rate.

Comparable Sales

The overall capitalization rates (OARs) confirmed for the comparable sales analyzed in the sales comparison approach are as follows:

COMPARABLE CAPITALIZATION RATES					
Sale	Sale Date	Sale Price \$/Unit	Occupancy	Buyer's Primary Analysis	OAR
1	Mar-20	\$50,000	83%	Pro Forma (Stabilized)	6.22%
2	Jan-20	\$97,222	80%	Pro Forma (Stabilized)	6.21%
3	Jan-20	\$92,000	94%	Pro Forma (Stabilized)	6.31%
4	May-19	\$72,384	80%	Trailing Actuals	5.80%
5	Jan-19	\$77,668	100%	Trailing Actuals	6.86%
Indicated OAR:			95%		5.80%-6.86%
Compiled by CBRE					

The overall capitalization rates for these sales were derived based upon the actual or pro-forma income characteristics of the property. Sale Nos. One, Two and Three transpired within the past 24 months, while the remaining sales represent slightly older transaction dates. Therefore, primary emphasis has been placed upon the more recent data, which is generally reflective of current market trends, interest rates, and buyer's expectations and motivation in the market.

Published Investor Surveys

The results of the most recent investor surveys are summarized in the following chart.

OVERALL CAPITALIZATION RATES		
Investment Type	OAR Range	Average
<i>CBRE Apartments</i>		
Class A	4.52% - 5.34%	4.77%
Class B	4.81% - 5.85%	5.14%
Class C	5.36% - 7.10%	5.82%
<i>RealtyRates.com</i>		
Apartments	3.73% - 12.02%	7.85%
Garden/Suburban TH	3.73% - 10.75%	7.06%
Hi-Rise/Urban TH	4.74% - 12.02%	8.10%
<i>PwC Apartment</i>		
National Data	3.50% - 8.00%	5.22%
Indicated OAR:		5.82%-7.00%
Compiled by CBRE		

The subject is considered to be a Class C property. Because of the subject's quality, age and location an OAR near the middle to lower end of the range indicated in the preceding table is considered appropriate.

Band of Investment

The band of the investment technique has been utilized as a crosscheck to the foregoing techniques. The Mortgage Interest Rate and the Equity Dividend Rate (EDR) are based upon current market yields for similar investments. The analysis is shown in the following table.

BAND OF INVESTMENT			
Mortgage Interest Rate	3.25%		
Mortgage Term (Amortization Period)	25 Years		
Mortgage Ratio (Loan-to-Value)	70%		
Mortgage Constant (monthly payments)	0.05848		
Equity Dividend Rate (EDR)	7.50%		
Mortgage Requirement	70%	x	0.05848 = 0.04094
Equity Requirement	30%	x	0.07500 = 0.02250
	100%		0.06344
Indicated OAR:			6.30%
Compiled by CBRE			

Capitalization Rate Conclusion

The following chart summarizes the OAR conclusions.

OVERALL CAPITALIZATION RATE - CONCLUSION	
Source	Indicated OAR
Comparable Sales	5.80%-6.86%
Published Surveys	5.82%-7.00%
Band of Investment	6.30%
CBRE Estimate	6.25%
Compiled by CBRE	

In concluding an overall capitalization rate for the subject, primary reliance has been placed upon the data obtained from the comparable sales. This data tends to provide the most accurate depiction of both buyer's and seller's expectations within the market. Secondary consideration has been afforded to the published surveys and band of investment technique.

Direct Capitalization Summary

A summary of the direct capitalization is illustrated in the following chart.

DIRECT CAPITALIZATION SUMMARY			
		\$/Unit/Yr	Total
Income			
Potential Rental Income		\$9,032	\$270,960
Concessions	1.00%	(90)	(2,710)
Adjusted Rental Income		\$8,851	\$265,541
Vacancy	5.00%	(443)	(13,277)
Net Rental Income		\$8,409	\$252,264
Other Income		325	9,750
Subtotal Other Income (Net)		\$325	\$9,750
Effective Gross Income		\$8,734	\$262,014
Expenses			
Real Estate Taxes		\$875	\$26,264
Property Insurance		215	6,450
Utilities		1,000	30,000
Administrative & General		100	3,000
Repairs & Maintenance		1,500	45,000
Management Fee	3.00%	262	7,860
Payroll		500	15,000
Advertising & Promotion		50	1,500
Replacement Reserves		250	7,500
Total Operating Expenses		\$4,752	\$142,574
Operating Expenses Excluding Taxes		\$3,877	\$116,310
Operating Expense Ratio			54.41%
Net Operating Income		\$3,981	\$119,439
OAR		÷	6.25%
Indicated Value As Is	May 7, 2021		\$1,911,031
Rounded			\$1,910,000
Value Per Unit			\$63,667
Matrix Analysis		Cap Rate	Value
		6.00%	\$1,990,000
		6.25%	\$1,910,000
		6.50%	\$1,840,000
Compiled by CBRE			

CONCLUSION OF INCOME CAPITALIZATION APPROACH

The conclusions via the valuation methods employed for this approach are as follows:

INCOME CAPITALIZATION APPROACH VALUES			
		Direct Capitalization	
Appraisal Premise	As of Date	Method	Reconciled Value
As Is	May 7, 2021	\$1,910,000	\$1,910,000
Compiled by CBRE			

Reconciliation of Value

The value indications from the approaches to value are summarized as follows:

SUMMARY OF VALUE CONCLUSIONS				
Appraisal Premise	As of Date	Sales Comparison Approach	Income Approach	Reconciled Value
As Is	May 7, 2021	\$1,950,000	\$1,910,000	\$1,930,000
Compiled by CBRE				

In the sales comparison approach, the subject is compared to similar properties that have been sold recently or for which listing prices or offers are known. The sales used in this analysis are considered highly comparable to the subject, and the required adjustments were based on reasonable and well-supported rationale. In addition, market participants are currently analyzing purchase prices on investment properties as they relate to available substitutes in the market. Therefore, the sales comparison approach is considered to provide a reliable value indication and has been given equal emphasis in the final value reconciliation.

The income capitalization approach is applicable to the subject since it is an income producing property leased in the open market. Market participants are primarily analyzing properties based on their income generating capability. Therefore, the income capitalization approach is considered a reasonable and substantiated value indicator and has been given equal emphasis in the final value estimate.

Based on the foregoing, the market value of the subject has been concluded as follows:

MARKET VALUE CONCLUSION			
Appraisal Premise	Interest Appraised	Date of Value	Value Conclusion
As Is	Fee Simple Estate	May 7, 2021	\$1,930,000
Compiled by CBRE			

Assumptions and Limiting Conditions

1. CBRE, Inc. through its appraiser (collectively, "CBRE") has inspected through reasonable observation the subject property. However, it is not possible or reasonably practicable to personally inspect conditions beneath the soil and the entire interior and exterior of the improvements on the subject property. Therefore, no representation is made as to such matters.
2. The report, including its conclusions and any portion of such report (the "Report"), is as of the date set forth in the letter of transmittal and based upon the information, market, economic, and property conditions and projected levels of operation existing as of such date. The dollar amount of any conclusion as to value in the Report is based upon the purchasing power of the U.S. Dollar on such date. The Report is subject to change as a result of fluctuations in any of the foregoing. CBRE has no obligation to revise the Report to reflect any such fluctuations or other events or conditions which occur subsequent to such date.
3. Unless otherwise expressly noted in the Report, CBRE has assumed that:
 - (i) Title to the subject property is clear and marketable and that there are no recorded or unrecorded matters or exceptions to title that would adversely affect marketability or value. CBRE has not examined title records (including without limitation liens, encumbrances, easements, deed restrictions, and other conditions that may affect the title or use of the subject property) and makes no representations regarding title or its limitations on the use of the subject property. Insurance against financial loss that may arise out of defects in title should be sought from a qualified title insurance company.
 - (ii) Existing improvements on the subject property conform to applicable local, state, and federal building codes and ordinances, are structurally sound and seismically safe, and have been built and repaired in a workmanlike manner according to standard practices; all building systems (mechanical/electrical, HVAC, elevator, plumbing, etc.) are in good working order with no major deferred maintenance or repair required; and the roof and exterior are in good condition and free from intrusion by the elements. CBRE has not retained independent structural, mechanical, electrical, or civil engineers in connection with this appraisal and, therefore, makes no representations relative to the condition of improvements. CBRE appraisers are not engineers and are not qualified to judge matters of an engineering nature, and furthermore structural problems or building system problems may not be visible. It is expressly assumed that any purchaser would, as a precondition to closing a sale, obtain a satisfactory engineering report relative to the structural integrity of the property and the integrity of building systems.
 - (iii) Any proposed improvements, on or off-site, as well as any alterations or repairs considered will be completed in a workmanlike manner according to standard practices.
 - (iv) Hazardous materials are not present on the subject property. CBRE is not qualified to detect such substances. The presence of substances such as asbestos, urea formaldehyde foam insulation, contaminated groundwater, mold, or other potentially hazardous materials may affect the value of the property.
 - (v) No mineral deposit or subsurface rights of value exist with respect to the subject property, whether gas, liquid, or solid, and no air or development rights of value may be transferred. CBRE has not considered any rights associated with extraction or exploration of any resources, unless otherwise expressly noted in the Report.
 - (vi) There are no contemplated public initiatives, governmental development controls, rent controls, or changes in the present zoning ordinances or regulations governing use, density, or shape that would significantly affect the value of the subject property.
 - (vii) All required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, nor national government or private entity or organization have been or can be readily obtained or renewed for any use on which the Report is based.
 - (viii) The subject property is managed and operated in a prudent and competent manner, neither inefficiently or super-efficiently.
 - (ix) The subject property and its use, management, and operation are in full compliance with all applicable federal, state, and local regulations, laws, and restrictions, including without limitation environmental laws, seismic hazards, flight patterns, decibel levels/noise envelopes, fire hazards, hillside ordinances, density, allowable uses, building codes, permits, and licenses.
 - (x) The subject property is in full compliance with the Americans with Disabilities Act (ADA). CBRE is not qualified to assess the subject property's compliance with the ADA, notwithstanding any discussion of possible readily achievable barrier removal construction items in the Report.

- (xi) All information regarding the areas and dimensions of the subject property furnished to CBRE are correct, and no encroachments exist. CBRE has neither undertaken any survey of the boundaries of the subject property nor reviewed or confirmed the accuracy of any legal description of the subject property.

Unless otherwise expressly noted in the Report, no issues regarding the foregoing were brought to CBRE's attention, and CBRE has no knowledge of any such facts affecting the subject property. If any information inconsistent with any of the foregoing assumptions is discovered, such information could have a substantial negative impact on the Report. Accordingly, if any such information is subsequently made known to CBRE, CBRE reserves the right to amend the Report, which may include the conclusions of the Report. CBRE assumes no responsibility for any conditions regarding the foregoing, or for any expertise or knowledge required to discover them. Any user of the Report is urged to retain an expert in the applicable field(s) for information regarding such conditions.

4. CBRE has assumed that all documents, data and information furnished by or behalf of the client, property owner, or owner's representative are accurate and correct, unless otherwise expressly noted in the Report. Such data and information include, without limitation, numerical street addresses, lot and block numbers, Assessor's Parcel Numbers, land dimensions, square footage area of the land, dimensions of the improvements, gross building areas, net rentable areas, usable areas, unit count, room count, rent schedules, income data, historical operating expenses, budgets, and related data. Any error in any of the above could have a substantial impact on the Report. Accordingly, if any such errors are subsequently made known to CBRE, CBRE reserves the right to amend the Report, which may include the conclusions of the Report. The client and intended user should carefully review all assumptions, data, relevant calculations, and conclusions of the Report and should immediately notify CBRE of any questions or errors within 30 days after the date of delivery of the Report.
5. CBRE assumes no responsibility (including any obligation to procure the same) for any documents, data or information not provided to CBRE, including without limitation any termite inspection, survey or occupancy permit.
6. All furnishings, equipment and business operations have been disregarded with only real property being considered in the Report, except as otherwise expressly stated and typically considered part of real property.
7. Any cash flows included in the analysis are forecasts of estimated future operating characteristics based upon the information and assumptions contained within the Report. Any projections of income, expenses and economic conditions utilized in the Report, including such cash flows, should be considered as only estimates of the expectations of future income and expenses as of the date of the Report and not predictions of the future. Actual results are affected by a number of factors outside the control of CBRE, including without limitation fluctuating economic, market, and property conditions. Actual results may ultimately differ from these projections, and CBRE does not warrant any such projections.
8. The Report contains professional opinions and is expressly not intended to serve as any warranty, assurance or guarantee of any particular value of the subject property. Other appraisers may reach different conclusions as to the value of the subject property. Furthermore, market value is highly related to exposure time, promotion effort, terms, motivation, and conclusions surrounding the offering of the subject property. The Report is for the sole purpose of providing the intended user with CBRE's independent professional opinion of the value of the subject property as of the date of the Report. Accordingly, CBRE shall not be liable for any losses that arise from any investment or lending decisions based upon the Report that the client, intended user, or any buyer, seller, investor, or lending institution may undertake related to the subject property, and CBRE has not been compensated to assume any of these risks. Nothing contained in the Report shall be construed as any direct or indirect recommendation of CBRE to buy, sell, hold, or finance the subject property.
9. No opinion is expressed on matters which may require legal expertise or specialized investigation or knowledge beyond that customarily employed by real estate appraisers. Any user of the Report is advised to retain experts in areas that fall outside the scope of the real estate appraisal profession for such matters.
10. CBRE assumes no responsibility for any costs or consequences arising due to the need, or the lack of need, for flood hazard insurance. An agent for the Federal Flood Insurance Program should be contacted to determine the actual need for Flood Hazard Insurance.
11. Acceptance or use of the Report constitutes full acceptance of these Assumptions and Limiting Conditions and any special assumptions set forth in the Report. It is the responsibility of the user of the Report to read in full, comprehend and thus become aware of all such assumptions and limiting conditions. CBRE assumes no responsibility for any situation arising out of the user's failure to become familiar with and understand the same.
12. The Report applies to the property as a whole only, and any pro ration or division of the title into fractional interests will invalidate such conclusions, unless the Report expressly assumes such pro ration or division of interests.

13. The allocations of the total value estimate in the Report between land and improvements apply only to the existing use of the subject property. The allocations of values for each of the land and improvements are not intended to be used with any other property or appraisal and are not valid for any such use.
14. The maps, plats, sketches, graphs, photographs, and exhibits included in this Report are for illustration purposes only and shall be utilized only to assist in visualizing matters discussed in the Report. No such items shall be removed, reproduced, or used apart from the Report.
15. The Report shall not be duplicated or provided to any unintended users in whole or in part without the written consent of CBRE, which consent CBRE may withhold in its sole discretion. Exempt from this restriction is duplication for the internal use of the intended user and its attorneys, accountants, or advisors for the sole benefit of the intended user. Also exempt from this restriction is transmission of the Report pursuant to any requirement of any court, governmental authority, or regulatory agency having jurisdiction over the intended user, provided that the Report and its contents shall not be published, in whole or in part, in any public document without the written consent of CBRE, which consent CBRE may withhold in its sole discretion. Finally, the Report shall not be made available to the public or otherwise used in any offering of the property or any security, as defined by applicable law. Any unintended user who may possess the Report is advised that it shall not rely upon the Report or its conclusions and that it should rely on its own appraisers, advisors and other consultants for any decision in connection with the subject property. CBRE shall have no liability or responsibility to any such unintended user.

ADDENDA

Addendum A

LAND SALE DATA SHEETS

Property Name Future Office Land
 Address 4207 28th Avenue South
 Fargo, ND 58104
 United States

Government Tax Agency Cass
 Govt./Tax ID 01-8595-00200-000

Site/Government Regulations

	Acres	Square feet
Land Area Net	1.014	44,153
Land Area Gross	N/A	N/A

Site Development Status	Raw
Shape	Rectangular
Topography	Level, At Street Grade
Utilities	All Available

Maximum FAR	N/A
Min Land to Bldg Ratio	N/A
Maximum Density	N/A

Frontage Distance/Street	270 ft	42nd Street South
Frontage Distance/Street	160 ft	28th Avenue South

General Plan	N/A
Specific Plan	N/A
Zoning	GO - General Office
Entitlement Status	N/A



Sale Summary

Recorded Buyer	EPIC Holdings II, LLC	Marketing Time	N/A
True Buyer	N/A	Buyer Type	Private Investor
Recorded Seller	Preference Employment Solutions	Seller Type	Private Investor
True Seller	N/A	Primary Verification	Seller, Purchase Agreement
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Vacant Land	Date	2/5/2021
Proposed Use	Office	Sale Price	\$430,987
Listing Broker	N/A	Financing	Market Rate Financing
Selling Broker	N/A	Cash Equivalent	\$430,987
Doc #	WD # 1622057	Capital Adjustment	\$54,949
		Adjusted Price	\$485,936

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Price/ac and /sf
02/2021	Sale	EPIC Holdings II, LLC	Preference Employment Solutions	\$430,987	\$479,416 / \$11.01

Units of Comparison

\$11.01 / sf
\$479,416.04 / ac

N/A / Unit
N/A / Allowable Bldg. Units
N/A / Building Area

Financial

No information recorded

Map & Comments



This comparable represents a 44,153 SF or 1.014 acre parcel of land located at 4207 28th Avenue South in Fargo. The site is currently vacant and zoned GO - General Office. The land sold February 5, 2021 for \$430,987 or \$9.76 PSF. The site features a rectangular shape with good access and visibility from roadway frontage. Based upon discussions with seller representative David Dietz, the buyer will assume approximately, \$54,949 in special assessments which when added to the overall sale price equates to an adjusted sale price of \$479,416 or \$11.01 PSF. The buyer plans for the site are unknown at this time.

Sale

Land - Multi Unit Residential

No. 2

Property Name Red River Human Services Foundation Site
 Address 4302 17th Avenue South
 Fargo, ND 58103
 United States

Government Tax Agency N/A
 Govt./Tax ID 01-3823-00015-030

Site/Government Regulations

	Acres	Square feet
Land Area Net	3.380	147,226
Land Area Gross	N/A	N/A

Site Development Status	Raw
Shape	Rectangular
Topography	Generally Level
Utilities	All Available

Maximum FAR N/A
 Min Land to Bldg Ratio N/A
 Maximum Density N/A

Frontage Distance/Street 510 ft 17th Avenue South

General Plan N/A
 Specific Plan N/A
 Zoning GC, General Commercial
 Entitlement Status N/A



Sale Summary

Recorded Buyer	Red River Human Services Foundation	Marketing Time	10 Month(s)
True Buyer	N/A	Buyer Type	Developer
Recorded Seller	Integrity 4 Group, LLC	Seller Type	Private Investor
True Seller	James Alsop	Primary Verification	Broker, Public Record
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Vacant Land	Date	3/6/2020
Proposed Use	Supportive Housing	Sale Price	\$1,550,000
Listing Broker	Andy Westby, Goldmark	Financing	Market Rate Financing
Selling Broker	N/A	Cash Equivalent	\$1,550,000
Doc #	WD 1584766	Capital Adjustment	\$64,779
		Adjusted Price	\$1,614,779

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Price/ac and /sf
03/2020	Sale	Red River Human Services Foundation	Integrity 4 Group, LLC	\$1,550,000	\$477,774 / \$10.97

Units of Comparison

\$10.97 / sf
 \$477,773.67 / ac

N/A / Unit
 N/A / Allowable Bldg. Units
 N/A / Building Area

Financial

No information recorded

Map & Comments



This comparable represents the sale of a 3.38-acre parcel of vacant land located at 4302 17th Avenue South in Fargo. The site was zoned GC and had access to all utilities at the time of sale. The site is generally rectangular with level topography and was shovel-ready at the time of sale. The property is located between two arterial roadways in South Fargo, and is surrounded by retail, restaurants, hotels, parks and is located near West Acres Mall. The site can be developed into retail, medical, office, and residential. The site was purchased March 6, 2020 by Red River Human Services Foundation, a local non-profit, for development of a new supportive housing building. Details on the number of units or bed count were unavailable at the time of research. The sale price was \$1,550,000 or \$10.53 PSF. The buyer assumed \$64,779.44 in special assessments for an adjusted sale price of \$1,614,779.44 or \$10.97 PSF. The site was listed by Andy Westby of Goldmark for approximately 10 months with a listing price of \$1,612,125 or \$10.95 PSF.

Property Name Proposed Car Wash Land
 Address 1702 40th Street South
 Fargo, ND 58103
 United States

Government Tax Agency Cass
 Govt./Tax ID Multiple

Site/Government Regulations

	Acres	Square feet
Land Area Net	2.082	90,675
Land Area Gross	N/A	N/A

Site Development Status	Raw
Shape	Rectangular
Topography	Generally Level
Utilities	All Available

Maximum FAR N/A
 Min Land to Bldg Ratio N/A
 Maximum Density N/A

Frontage Distance/Street	300 ft	17th Avenue S.
Frontage Distance/Street	175 ft	40th Street S.

General Plan N/A
 Specific Plan N/A
 Zoning GC, General Commercial
 Entitlement Status N/A



Sale Summary

Recorded Buyer	Jason & Leah Gehrig	Marketing Time	N/A
True Buyer	N/A	Buyer Type	Developer
Recorded Seller	T Sloan Properties	Seller Type	Private Investor
True Seller	N/A	Primary Verification	Purchase Agreement, Buyer
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Vacant Land	Date	12/20/2018
Proposed Use	Express Carwash	Sale Price	\$950,000
Listing Broker	N/A	Financing	Market Rate Financing
Selling Broker	N/A	Cash Equivalent	\$950,000
Doc #	WD#1554260	Capital Adjustment	\$31,000
		Adjusted Price	\$981,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Price/ac and /sf
12/2018	Sale	Jason & Leah Gehrig	T Sloan Properties	\$950,000	\$471,272 / \$10.82

Sale

Land - Retail / Commercial

No. 3

Units of Comparison

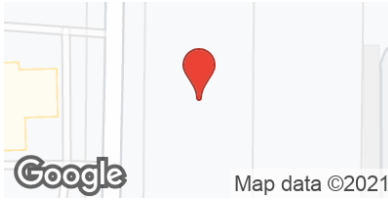
\$10.82 / sf
\$471,272.10 / ac

\$981,000 / Unit
N/A / Allowable Bldg. Units
N/A / Building Area

Financial

No information recorded

Map & Comments



This comparable represents a 2.08 acre vacant land site located at 1702 40th Street South in Fargo. Title to the property is currently vested in the name Jason & Leah Gehrig who acquired the vacant land site on December 20, 2018 as recorded by warranty deed #1554260. The purchase included two parcels totaling 90,675 SF or 2.082 acres and was acquired for \$950,000 or \$10.48 PSF. The buyer assumed approximately \$31,000 in special assessments for an adjusted purchase price of \$981,000 or \$10.81 PSF. The buyer plans to develop an express tunnel car wash on the northern portion of the site. The site was zoned GC at the time of sale, had access to all utilities and was rectangular. Traffic counts along 17th Ave total 12,510 VPD at 40th Street S.

Property Name Vacant Land
 Address 4711-4781 45th Street South
 Fargo, ND 58104
 United States

Government Tax Agency Cass
 Govt./Tax ID 01-8501-00010-000

Site/Government Regulations

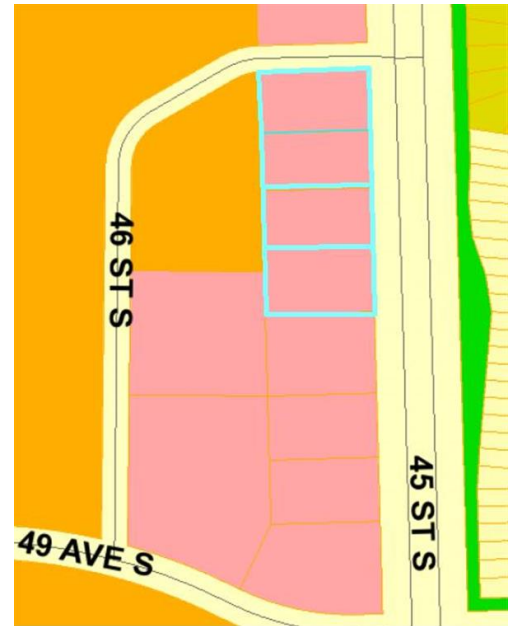
	Acres	Square feet
Land Area Net	3.360	146,362
Land Area Gross	3.360	146,362

Site Development Status	Semi-Finished
Shape	Rectangular
Topography	Level, At Street Grade
Utilities	Municipal

Maximum FAR N/A
 Min Land to Bldg Ratio N/A
 Maximum Density 23.81 per ac

Frontage Distance/Street	560 ft	45th Street South
Frontage Distance/Street	270 ft	46th Street South

General Plan N/A
 Specific Plan N/A
 Zoning LC-Limited Commercial
 Entitlement Status N/A



Sale Summary

Recorded Buyer	Eighth Skaff Apts Of Nd Llc	Marketing Time	N/A
True Buyer	Skaff Apartments Inc	Buyer Type	Developer
Recorded Seller	Dabbert Custom Homes LLC	Seller Type	Private Investor
True Seller	Dabbert Custom Homes LLC	Primary Verification	Deed,CoStar
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Vacant	Date	11/14/2017
Proposed Use	Multifamily	Sale Price	\$1,385,077
Listing Broker	N/A	Financing	Market Rate Financing
Selling Broker	N/A	Cash Equivalent	\$1,385,077
Doc #	1525458	Capital Adjustment	\$0
		Adjusted Price	\$1,385,077

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Price/ac and /sf
11/2017	Sale	Eighth Skaff Apts Of Nd Llc	Dabbert Custom Homes LLC	\$1,385,077	\$412,225 / \$9.46

Units of Comparison

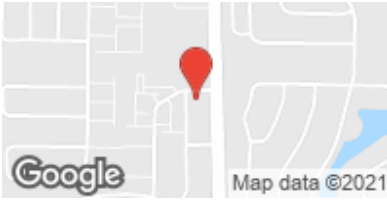
\$9.46 / sf
\$412,225.30 / ac

N/A / Unit
\$17,313 / Allowable Bldg. Units
N/A / Building Area

Financial

No information recorded

Map & Comments



This is the sale of four rectangular parcels zoned LC-Limited Commercial: APN # 01-8501-00010-000, 01-8501-00020-000, 01-8501-00030-000, 01-8501-00040-000. The buyer is a local investor/developer out of Moorhead, Minnesota. The sale equates to a price of \$9.46/SF and \$412,225/acre. The intended use is likely multifamily. The site was recently rezoned to GC with a PUD overlay allowing for residential at a maximum density of 24 units/acre as long as it includes ground level retail. The developer could not be reached for comments on their proposed use of the site.

Addendum B

IMPROVED SALE DATA SHEETS

Sale**Residential - Multi-unit Garden****No. 1**

Property Name Hawn Apartments
 Address 504 and 520 31st Avenue North
 Fargo, ND 58102
 United States

Government Tax Agency Cass
 Govt./Tax ID 01-0730-00260-000, 01-0730-00260-000

**Unit Mix Detail**

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
	48	100%	790-912	\$560-\$695	\$0.74
Totals/Avg	48			\$628	\$0.74

Improvements

Land Area	1.675 ac	Status	Existing
Gross Building Area (GBA)	50,220 sf	Year Built	1968
Total # of Units	48 Unit	Year Renovated	N/A
Average Unit Size	1,046 sf	Condition	Average
Floor Count	3	Exterior Finish	Brick
Property Features	N/A		
Project Amenities	N/A		
Unit Amenities	N/A		

Sale Summary

Recorded Buyer	Sterling Properties LLLP	Marketing Time	N/A
True Buyer	N/A	Buyer Type	Private Investor
Recorded Seller	Hawn Apartments LLP	Seller Type	Private Investor
True Seller	N/A	Primary Verification	NDRIN, Property Executive Summary
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	48-Unit Apartment Property	Date	3/1/2020
Proposed Use	48-Unit Apartment Property	Sale Price	\$2,400,000
Listing Broker	N/A	Financing	Market Rate Financing
Selling Broker	N/A	Cash Equivalent	\$2,400,000
Doc #	1584351	Capital Adjustment	\$0
		Adjusted Price	\$2,400,000

Transaction Summary plus Five-Year CBRE View History

<u>Transaction Date</u>	<u>Transaction Type</u>	<u>Buyer</u>	<u>Seller</u>	<u>Price</u>	<u>Cash Equivalent Price/unit and /sf</u>
03/2020	Sale	Sterling Properties LLLP	Hawn Apartments LLP	\$2,400,000	\$50,000 / \$47.79

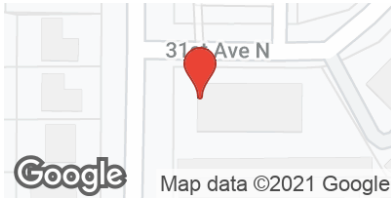
Units of Comparison

Static Analysis Method	Pro Forma (Stabilized)	Eff Gross Inc Mult (EGIM)	6.49
Buyer's Primary Analysis	Static Capitalization Analysis	Op Exp Ratio (OER)	59.62%
Net Initial Yield/Cap. Rate	6.22%	Adjusted Price / sf	\$47.79
Projected IRR	N/A	Adjusted Price / Unit	\$50,000
Actual Occupancy at Sale	83%		

Financial

Revenue Type	Pro Forma Stabilized
Period Ending	11/1/2019
Source	Seller
Price	\$2,400,000
Potential Gross Income	\$383,000
Economic Occupancy	N/A
Economic Loss	N/A
Effective Gross Income	\$369,946
Expenses	\$220,575
Net Operating Income	\$149,371
NOI / sf	\$2.97
NOI / Unit	\$3,112
EGIM	6.49
OER	59.62%
Net Initial Yield/Cap. Rate	6.22%

Map & Comments



This 48-unit apartment property sold on 3/1/2020 for \$2,400,000, which equates to a sales price of \$50,000/unit and \$83,33/SF. According to the forecasted NOI in pro forma provided in the executive summary acquisition recommendation from November 2019, the capitalization rate is 6.22%. The property has experienced irregular financial performance over the past five years. The property was 83.33% occupied at the time of sale according to the property rent roll.

The property consists of two 24-unit brick buildings that were constructed in 1968. The buildings are located in the Northport shopping area in north Fargo, approximately 10 blocks northeast of North Dakota State University and the Fargodome and 3 miles north of downtown Fargo. The property offers many features found in more modern apartments including updated appliances, large closets, and modernized lighting. All apartments have air conditioning and a dishwasher, and the second and third floor units have balconies. There is also on-site laundry facilities and controlled access. Each building has 24 single garages with electric door openers and 24 surface parking spaces. There is also surface parking available. There have been numerous capital improvements during the last five years, consisting of the following: new windows and patio doors in 2014, new LED lighting in the common areas, roof shingles, flashing, and eave troughs were all replaced in 2016, and Hawn 1 (520 31st Avenue North) had its entire parking lot and driveways replaced with concrete in 2017. Heat, water, sewer, and trash are all included in rent, with residents responsible for electric.

Sale

Residential - Multi-unit Garden

No. 2

Property Name Urban View Apartments
 Address 4877-5035 28th Avenue South
 Fargo, ND 58104
 United States

Government Tax Agency Cass
 Govt./Tax ID 01-8010-00109-000

Unit Mix Detail

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
1BD/1BA	35	18%	810	\$755	\$0.93
2BD/2BA	103	52%	1,105	\$900	\$0.81
3BD/2BA	60	30%	1,300	\$1,075	\$0.83
Totals/Avg	198			\$927	\$0.83



Improvements

Land Area	11.494 ac	Status	N/A
Gross Building Area (GBA)	253,882 sf	Year Built	2013
Total # of Units	198 Units	Year Renovated	N/A
Average Unit Size	1,282 sf	Condition	Average
Floor Count	3	Exterior Finish	Vinyl Siding
Property Features	Detached Garages, Elevators, Pitched Roofs, Surface Parking		
Project Amenities	Courtyard		
Unit Amenities	Black Appliances, Dishwasher, Garbage Disposal, Laminate Countertops, Microwave Oven, Range / Oven, Refrigerator, Washer / Dryer		

Sale Summary

Recorded Buyer	Urban View Apartments LLC	Marketing Time	N/A
True Buyer	Campbell Properties	Buyer Type	Private Investor
Recorded Seller	Urban Heights LLP	Seller Type	Developer
True Seller	Dietrich Construction LLC	Primary Verification	Buyer, NDRIN, CoStar
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Apartments	Date	1/23/2020
Proposed Use	Apartments	Sale Price	\$19,250,000
Listing Broker	None	Financing	Market Rate Financing
Selling Broker	None	Cash Equivalent	\$19,250,000
Doc #	1582243	Capital Adjustment	\$0
		Adjusted Price	\$19,250,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Cash Equivalent Price/unit and /sf
01/2020	Sale	Urban View Apartments LLC	Urban Heights LLP	\$19,250,000	\$97,222 / \$75.82

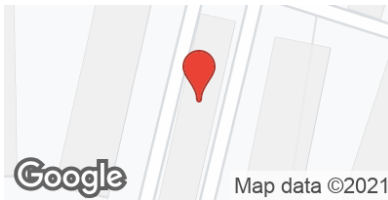
Units of Comparison

Static Analysis Method	Pro Forma (Stabilized)	Eff Gross Inc Mult (EGIM)	9.70
Buyer's Primary Analysis	Static Capitalization Analysis	Op Exp Ratio (OER)	39.84%
Net Initial Yield/Cap. Rate	6.21%	Adjusted Price / sf	\$75.82
Projected IRR	N/A	Adjusted Price / Unit	\$97,222
Actual Occupancy at Sale	80%		

Financial

Revenue Type	Pro Forma Stabilized
Period Ending	N/A
Source	Buyer
Price	\$19,250,000
Potential Gross Income	\$2,206,080
Economic Occupancy	N/A
Economic Loss	N/A
Effective Gross Income	\$1,985,472
Expenses	\$790,919
Net Operating Income	\$1,194,553
NOI / sf	\$4.71
NOI / Unit	\$6,033
EGIM	9.70
OER	39.84%
Net Initial Yield/Cap. Rate	6.21%

Map & Comments



The property is a 198-unit development in the Urban Plains subdivision of Fargo that sold on 1/23/2020 for \$19,250,000, which equates to a sales price of \$97,222/unit, \$87.42/SF of NRA, and \$75.82/SF of GBA. The property was built in 2013. There are a total of 5 apartment buildings and 18 detached garage structures. The property was being managed by the original builder/developer, Dietrich Construction. The property was 20% vacant when the property was sold. The buyer budgeted a 10% vacancy allowance for the first year, but believes the property will operate at a 95% occupancy level. The buyer's proforma equates to a 6.21% capitalization rate.

Sale

Residential - Multi-unit Garden

No. 3

Property Name Wolf Creek Apartments
 Address 5200 44th Avenue South
 Fargo, ND 58104
 United States

Government Tax Agency Cass
 Govt./Tax ID 01-8460-00200-000

Unit Mix Detail

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
1BR/1BA	12	22%	782	\$759	\$0.97
2BR/2BA	20	37%	1,000-1,072	\$860-\$980	\$0.89
3BR/2BA	22	41%	1,281-1,472	\$1,050	\$0.76
Totals/Avg	54			\$937	\$0.84



Improvements

Land Area	3.839 ac	Status	Existing
Gross Building Area (GBA)	72,335 sf	Year Built	2011
Total # of Units	54 Unit	Year Renovated	N/A
Average Unit Size	1,340 sf	Condition	Good
Floor Count	3	Exterior Finish	Fiber Cement Board
Property Features	Electric Wall Heaters, Surface Parking, Thru-The-Wall Systems		
Project Amenities	N/A		
Unit Amenities	Carpeted Flooring, Dishwasher, Garbage Disposal, Laminate Countertops, Microwave Oven, Plank Flooring, Private Patios / Balconies, Range / Oven, Refrigerator, Stainless Steel Appliances, Tub / Shower Combo, Washer / Dryer		

Sale Summary

Recorded Buyer	Sterling Properties LLLP	Marketing Time	N/A
True Buyer	Sterling Management	Buyer Type	REIT
Recorded Seller	Wolf Creek Apartments LLP	Seller Type	Private Investor
True Seller	N/A	Primary Verification	NDRIN
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Apartment Property	Date	1/10/2020
Proposed Use	Apartment Property	Sale Price	\$4,968,000
Listing Broker	N/A	Financing	Cash to Seller
Selling Broker	N/A	Cash Equivalent	\$4,968,000
Doc #	1581349	Capital Adjustment	\$0
		Adjusted Price	\$4,968,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Cash Equivalent Price/unit and /sf
01/2020	Sale	Sterling Properties LLLP	Wolf Creek Apartments LLP	\$4,968,000	\$92,000 / \$68.68

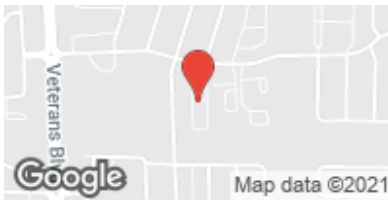
Units of Comparison

Static Analysis Method	Pro Forma (Stabilized)	Eff Gross Inc Mult (EGIM)	8.75
Buyer's Primary Analysis	Static Capitalization Analysis	Op Exp Ratio (OER)	44.82%
Net Initial Yield/Cap. Rate	6.31%	Adjusted Price / sf	\$68.68
Projected IRR	N/A	Adjusted Price / Unit	\$92,000
Actual Occupancy at Sale	94%		

Financial

Revenue Type	Pro Forma Stabilized
Period Ending	12/31/2020
Source	Appraiser
Price	\$4,968,000
Potential Gross Income	\$604,110
Economic Occupancy	94%
Economic Loss	\$36,247
Effective Gross Income	\$567,863
Expenses	\$254,511
Net Operating Income	\$313,353
NOI / sf	\$4.33
NOI / Unit	\$5,803
EGIM	8.75
OER	44.82%
Net Initial Yield/Cap. Rate	6.31%

Map & Comments



This 54-unit apartment property consisting of two 27-unit buildings located in southwest Fargo is sold on 1/10/2020 for \$4,968,000, which equates to a sales price of \$68.68/SF and \$92,000/unit. The property unit mix consists of 12 one-bedroom units, 20 two-bedroom units, and 22 three bedroom-units. The property was 94.44% occupied as of 12/19/2019. The buildings have a combined GBA of 72,335 SF and were constructed in 2011/2012. The property contains attached garages and surface parking. Units include a kitchen featuring an island, a stainless steel dishwasher and microwave, a balcony or patio, air conditioning, large walk-in closets, washer and dryer hook ups, and laminate flooring. There is an on-site property manager but no fitness center. The implied capitalization rate of 6.26% is based upon market income using a 94% occupancy and 45% expense ratio.

Sale

Residential - Multi-unit Garden

No. 4

Property Name West Willow Wood Apartments & Townhomes
 Address 4161, 4001, 4011, 4021, 4033, 4041 18th Avenue South
 Fargo, ND 58103
 United States

Government Tax Agency Cass
 Govt./Tax ID 01-0520-00363-000

Unit Mix Detail

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
Efficiency (Apt)	1	1%	550	N/A	N/A
1BR/1BA (Apt)	6	7%	765	\$685	\$0.90
2BR/1.75BA (Apt)	54	63%	1,060	\$845-\$875	\$0.81
2BR/1BA (Twnhm)	25	29%	1,300	\$925-\$1,005	\$0.74
Totals/Avg	86			\$868	\$0.79



Improvements

Land Area	5.680 ac	Status	Existing
Net Rentable Area (NRA)	94,880 sf	Year Built	2000
Total # of Units	86 Unit	Year Renovated	2003
Average Unit Size	1,103 sf	Condition	Good
Floor Count	3	Exterior Finish	Vinyl Siding
Property Features	Detached Garages, Electric Baseboard Units, Thru-The-Wall Systems		
Project Amenities	N/A		
Unit Amenities	Carpeted Flooring, Dishwasher, Garbage Disposal, Laminate Countertops, Microwave Oven, Private Patios / Balconies, Range / Oven, Refrigerator, Tub / Shower Combo, Vinyl Flooring, Washer / Dryer, White / Beige Appliances		

Sale Summary

Recorded Buyer	Dale Buchholz Construction	Marketing Time	N/A
True Buyer	Dale Buchholz Construction	Buyer Type	Private Investor
Recorded Seller	West Willowwood LLP /Willow Wood Greens LLP	Seller Type	Private Investor
True Seller	West Willowwood LLP /Willow Wood Greens LLP	Primary Verification	PA, Buyer, Seller
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Multi-Family	Date	5/29/2019
Proposed Use	N/A	Sale Price	\$6,225,000
Listing Broker	N/A	Financing	Market Rate Financing
Selling Broker	N/A	Cash Equivalent	\$6,225,000
Doc #	1562977	Capital Adjustment	\$0
		Adjusted Price	\$6,225,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Cash Equivalent Price/unit and /sf
05/2019	Sale	Dale Buchholz Construction	West Willowwood LLP /Willow Wood Greens LLP	\$6,225,000	\$72,384 / \$65.61

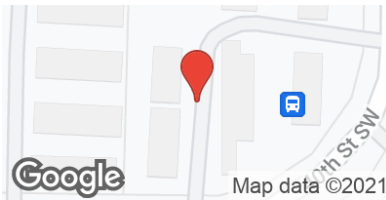
Units of Comparison

Static Analysis Method	Trailing Actuals	Eff Gross Inc Mult (EGIM)	8.63
Buyer's Primary Analysis	N/A	Op Exp Ratio (OER)	49.94%
Net Initial Yield/Cap. Rate	5.80%	Adjusted Price / sf	\$65.61
Projected IRR	N/A	Adjusted Price / Unit	\$72,384
Actual Occupancy at Sale	80%		

Financial

Revenue Type	Pro Forma Stabilized	Trailing Actuals
Period Ending	12/31/2019	12/31/2017
Source	Buyer	Appraiser
Price	\$6,225,000	\$6,225,000
Potential Gross Income	N/A	N/A
Economic Occupancy	90%	N/A
Economic Loss	N/A	N/A
Effective Gross Income	\$768,020	\$721,189
Expenses	\$311,184	\$360,148
Net Operating Income	\$456,836	\$361,041
NOI / sf	\$4.81	\$3.81
NOI / Unit	\$5,312	\$4,198
EGIM	8.11	8.63
OER	40.52%	49.94%
Net Initial Yield/Cap. Rate	7.34%	5.80%

Map & Comments



Title to the property was vested in the name of West Willowwood LLP (multi-family property) and Willow Wood Greens LLP (townhome property) according to Cass County Deed Records. The existing ownership group is the developer of both properties. The property was sold to a local real estate investor entity Dale Buchholz Construction for a combined price of \$6,175,000 with an allocation of \$4,162,725 for the apartment and \$2,062,275 for the townhome. The purchase agreement was signed April 4, 2019 and a closing of May 29, 2019 is planned. Mr. Mark Buchholz, buyer representative, indicated the sale was not solicited to the general public and the sellers are looking to divest both properties given recent market softness combined with health reasons and retirement. The selling entity has both owned and directly managed the property historically.

Sale

Residential - Multi-unit Garden

No. 5

Property Name Dakota East & West Apartments
 Address 1704 & 1736 Dakota Drive N.
 Fargo, ND 58102
 United States

Government Tax Agency Cass
 Govt./Tax ID 01-1042-00853-000, 01-1042-00915-000



Unit Mix Detail

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
Studio	2	3%	550	\$300-\$495	\$0.72
1BR/1BA	8	13%	725	\$485-\$650	\$0.78
2BR/2BA	40	63%	999	\$795-\$825	\$0.81
3BR/2BA	13	21%	1,196	\$808-\$1,175	\$0.83
Totals/Avg	63			\$804	\$0.81

Improvements

Land Area	2.525 ac	Status	Existing
Net Rentable Area (NRA)	62,408 sf	Year Built	1998
Total # of Units	63 Unit	Year Renovated	N/A
Average Unit Size	991 sf	Condition	Average
Floor Count	3	Exterior Finish	Vinyl Siding
Property Features	Detached Garages, Pitched Roofs, Surface Parking		
Project Amenities	Laundry Facility		
Unit Amenities	Carpeted Flooring, Dishwasher, Laminate Countertops, Microwave Oven, Range / Oven, Refrigerator, Vinyl Flooring, White / Beige Appliances		

Sale Summary

Recorded Buyer	Dakota E&W Apartments, LLC	Marketing Time	N/A
True Buyer	Jon Casper	Buyer Type	Private Investor
Recorded Seller	Dakota East & West, LLC	Seller Type	Private Investor
True Seller	BMI	Primary Verification	Buyer, CoStar, PR
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Apartments	Date	1/15/2019
Proposed Use	N/A	Sale Price	\$4,893,077
Listing Broker	N/A	Financing	Market Rate Financing
Selling Broker	N/A	Cash Equivalent	\$4,893,077
Doc #	WD# 1555516	Capital Adjustment	\$0
		Adjusted Price	\$4,893,077

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Cash Equivalent Price/unit and /sf
01/2019	Sale	Dakota E&W Apartments, LLC	Dakota East & West, LLC	\$4,893,077	\$77,668 / \$78.40

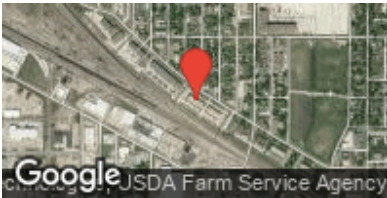
Units of Comparison

Static Analysis Method	Trailing Actuals	Eff Gross Inc Mult (EGIM)	8.41
Buyer's Primary Analysis	Static Capitalization Analysis	Op Exp Ratio (OER)	42.25%
Net Initial Yield/Cap. Rate	6.86%	Adjusted Price / sf	\$78.40
Projected IRR	N/A	Adjusted Price / Unit	\$77,668
Actual Occupancy at Sale	100%		

Financial

Revenue Type	Trailing Actuals
Period Ending	N/A
Source	Buyer
Price	\$4,893,077
Potential Gross Income	N/A
Economic Occupancy	95%
Economic Loss	N/A
Effective Gross Income	\$581,548
Expenses	\$245,700
Net Operating Income	\$335,848
NOI / sf	\$5.38
NOI / Unit	\$5,331
EGIM	8.41
OER	42.25%
Net Initial Yield/Cap. Rate	6.86%

Map & Comments



This comparable is a 63-unit multi-family garden property located at 1704 & 1736 Dakota Drive N. in Fargo, North Dakota. The property consists of 2, three-story apartment buildings and four detached garages. The improvements were constructed in 1998 and are situated on a 2.52-acre site. The improvements feature community laundry facilities and each unit has a balcony. The subject was 100% occupied at the time of survey. The property sold on January 15, 2019. The sale price was \$4,893,077 or \$77,668 per unit. The property was purchased as part of a portfolio which included a total of 500 units of varying quality located in the Fargo/Moorhead area. The buyer indicated that based upon trailing income with 5% vacancy and no replacement reserves, the capitalization rate was approximately 7.25%. After adjusting trailing NOI to include a \$300/unit reserve allocation, the capitalization rate equates to 6.86%.

Addendum C

RENT COMPARABLE DATA SHEETS

Property Name Bluemont Village Apartments
 Address 2801 23rd Ave South
 Fargo, ND 58103
 United States

Government Tax Agency Cass
 Govt./Tax ID 01-0172-01780-000

Unit Mix Detail

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
Efficiency	3	4%	460	\$505	\$1.10
1BR/1BA	21	27%	650-675	\$585	\$0.88
2BR/1BA	18	23%	990	\$695	\$0.70
2BR/2BA	24	31%	990	\$720	\$0.73
2BR/2BA	6	8%	1,075	\$710	\$0.66
3BR/2BA	6	8%	1,240	\$845	\$0.68
Totals/Avg	78			\$678	\$0.75



Improvements

Land Area	4.480 ac	Status	Existing
Net Rentable Area (NRA)	70,762 sf	Year Built	1989
Total # of Units	78 Unit	Year Renovated	N/A
Average Unit Size	916 sf	Condition	Average
Floor Count	3	Exterior Finish	Other (See Comments)
Property Features	Detached Garages, Pitched Roofs, Window A/C Units		
Project Amenities	Courtyard, Fitness Center, Game Room, Laundry Facility		
Unit Amenities	Black Appliances, Carpeted Flooring, Dishwasher, Garbage Disposal, Laminate Countertops, Microwave Oven, Range / Oven, Refrigerator, Stainless Steel Appliances		

Rental Survey

Occupancy	100%	Utilities Included in Rent	H/W/S/T
Lease Term	12 - 13 Mo(s).	Rent Premiums	Layout
Tenant Profile	Market	Concessions	N/A
Survey Date	05/2021	Owner	N/A
Survey Notes	833-757-5584	Management	Campbell Property Mgmt.

Map & Comments



This is a 78 -unit (plus guest unit without kitchen) multi-family property. The improvements consist of a three level multi-family structure plus detached parking garages. The property was developed in 1989 and is situated on a 4.49 -acre site. The property includes washer/dryer hook-ups within 95% of its units, a fitness/community room, elevator and community laundry facilities (2 per floor, 6 total). Each unit is individually metered for electrical usage. Operations indicate the landlord is responsible for heat, water, sewer and trash costs to the individual units with the tenants paying all other utility costs (electricity). The property is 100% occupied as of the survey date. It is unknown if there are any current concessions offered but concessions previously consisted of 1 month free with a 13 month lease.

Comparable**Residential - Multi-unit Garden****No. 2**

Property Name Pacific South
 Address 2585 Pacific Drive
 Fargo, ND 58103
 United States

Government Tax Agency Cass
 Govt./Tax ID 01-0065-00850-000

**Unit Mix Detail**

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
1BR/1BA	3	20%	624	\$555	\$0.89
2BR/1BA	12	80%	781-864	\$605-\$625	\$0.75
Totals/Avg	15			\$603	\$0.77

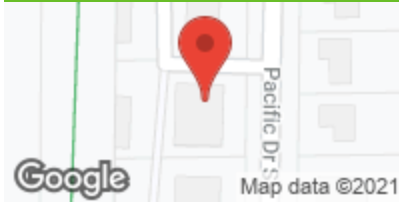
Improvements

Land Area	N/A	Status	Existing
Net Rentable Area (NRA)	11,742 sf	Year Built	1983
Total # of Units	15 Unit	Year Renovated	N/A
Average Unit Size	783 sf	Condition	Average
Floor Count	3	Exterior Finish	Brick
Property Features	Gated / Controlled Access, Pitched Roofs		
Project Amenities	N/A		
Unit Amenities	N/A		

Rental Survey

Occupancy	100%	Utilities Included in Rent	Heat, Water, Sewer, Trash
Lease Term	12 Mo(s).	Rent Premiums	None
Tenant Profile	Market	Concessions	None
Survey Date	05/2021	Owner	N/A
Survey Notes	N/A	Management	N/A

Map & Comments



This comparable property represents the Pacific South apartments located at 2585 Pacific Drive in Fargo, ND. At the time of survey, this property was reportedly 100% occupied with no concessions offered. Unit rents include heat, water, sewer and trash, while tenants are responsible for electricity and other utilities. Detached garages are available at this property, but are not included in base rent. Surface parking is included in rents. This property includes balconies in some units, with no laundry facilities on site. Access to the apartment building is controlled.

Comparable**Residential - Multi-unit Garden****No. 3**

Property Name Sandstone Apartments
 Address 3060 33rd Street South
 Fargo, ND 58103
 United States



Government Tax Agency Cass
 Govt./Tax ID 01-2345-00010-000

Unit Mix Detail

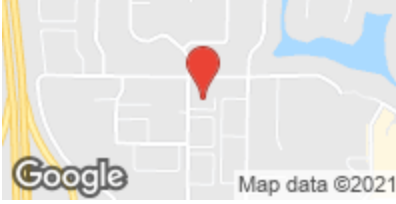
Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
1BR/1BA	7	29%	735	\$620	\$0.84
2BR/2BA	11	46%	950	\$725	\$0.76
3BR/2BA	6	25%	1,200	\$875	\$0.73
Totals/Avg	24			\$732	\$0.77

Improvements

Land Area	1.274 ac	Status	Existing
Gross Building Area (GBA)	26,544 sf	Year Built	1993
Total # of Units	24 Unit	Year Renovated	N/A
Average Unit Size	1,106 sf	Condition	Average
Floor Count	3	Exterior Finish	Vinyl Siding
Property Features	N/A		
Project Amenities	N/A		
Unit Amenities	N/A		

Rental Survey

Occupancy	100%	Utilities Included in Rent	Water ,Sewer, Trash, Heat
Lease Term	12 Mo(s).	Rent Premiums	None
Tenant Profile	Market	Concessions	None
Survey Date	05/2021	Owner	N/A
Survey Notes	833-224-7623	Management	N/A

Map & Comments

This is an apartment property located at 3060 33rd Street S. The property consists of one building containing 24 units. It is situated on an approximate 1.27-acre site. Amenities include a built-in microwave, dishwasher, and refrigerator, as well as a patio/balcony. The base rental rate includes water, sewer, heat, and trash. There is a surface parking lot and detached parking garages; The property is 100% occupied as of the survey date. The rental rates and unit mix square footage is taken from the property website. The property is managed by Campbell Properties.

Comparable**Residential - Multi-unit Garden****No. 4**

Property Name The Oaks
 Address 2301 17th Street South
 Fargo, ND 58103
 United States

Government Tax Agency Cass
 Govt./Tax ID 01-2211-01070-000

Unit Mix Detail

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
1BR/1BA	12	50%	687	\$550	\$0.80
2BR/1BA	12	50%	781	\$705	\$0.90
Totals/Avg	24			\$628	\$0.85

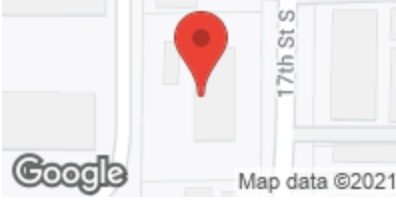
**Improvements**

Land Area	0.826 ac	Status	Existing
Net Rentable Area (NRA)	17,613 sf	Year Built	1969
Total # of Units	24 Units	Year Renovated	N/A
Average Unit Size	734 sf	Condition	Average
Floor Count	3	Exterior Finish	N/A
Property Features	N/A		
Project Amenities	N/A		
Unit Amenities	N/A		

Rental Survey

Occupancy	100%	Utilities Included in Rent	Heat, water & sewer, trash
Lease Term	12 Mo(s).	Rent Premiums	None
Tenant Profile	Market	Concessions	None
Survey Date	05/2021	Owner	N/A
Survey Notes	N/A	Management	N/A

Map & Comments



This comparable is a 24-unit multi-family garden property located at 2301 17th Street South in Fargo, North Dakota. The property consists of a single, three-story apartment building. The improvements were constructed in 1969 and are situated on a .83-acre site. Unique property characteristics are the property's amenities that include garages and on-site laundry. Garages rent for an additional \$45 per stall per month. As of the date of the survey the property was at stabilized occupancy and considered in average condition.

Property Name Summit Point Apartment Community
 Address 1724 Gold Drive South
 Fargo, ND 58103
 United States

Government Tax Agency Cass
 Govt./Tax ID 01-5680-00012-000

Unit Mix Detail

Rate Timeframe	Monthly				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
Studio	15	17%	474	\$570	\$1.20
1-BD/1-BA	12	14%	720	\$650-\$700	\$0.94
2-BD/1-BA	12	14%	774-934	\$800-\$825	\$0.95
2-BD2-BA	36	41%	782-1,012	\$840	\$0.94
3-BD/2-BA	12	14%	944-1,349	\$990	\$0.86
Totals/Avg	87			\$788	\$0.95



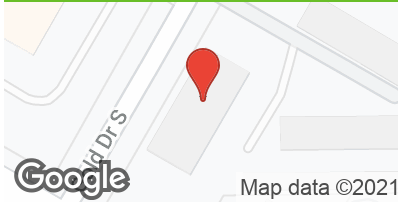
Improvements

Land Area	1.755 ac	Status	Existing
Net Rentable Area (NRA)	71,658 sf	Year Built	1999
Total # of Units	87 Unit	Year Renovated	N/A
Average Unit Size	824 sf	Condition	Average
Floor Count	3	Exterior Finish	Vinyl Siding
Property Features	Detached Garages, Electric Baseboard Units, Pitched Roofs, Street Parking, Surface Parking, Thru-The-Wall Systems		
Project Amenities	N/A		
Unit Amenities	Carpeted Flooring, Dishwasher, Fireplace, Laminate Countertops, Microwave Oven, Private Patios / Balconies, Range / Oven, Refrigerator, Vinyl Flooring, Washer / Dryer Connections , White / Beige Appliances		

Rental Survey

Occupancy	100%	Utilities Included in Rent	Water, Sewer, Trash, Heat
Lease Term	12 Mo(s).	Rent Premiums	None
Tenant Profile	Market	Concessions	N/A
Survey Date	05/2021	Owner	Sterling Properties, LLLP
Survey Notes	N/A	Management	N/A

Map & Comments



This rental comparable represents an 87-unit multifamily complex, located within Fargo, North Dakota. The property is situated approximately one block east of 25th Street South, a secondary north-south thoroughfare. Other nearby land uses include single-family residential, office, multifamily, age-restricted multifamily, gas station/c-store, and retail. Access to a full interchange with Interstate Highway 94 is located approximately 0.3 miles to the north. One garage stall is included with rent. The property is 100% occupied as of the survey date according to the property website. It is unknown whether there are currently any concessions offered.

Addendum D

OPERATING DATA

Rent Roll with Lease Charges

Briar Pointe (fbria01)

As of: 03/17/2021

Unit	Unit type	Unit Sq Ft	Resident	Name	Market Rent	Charge Code	Amount	Resident Deposit	Other Deposit	Move In	Lease Expiration	Move-Out	Balance
Current/Notice Residents													
101	CAX2CXXB	906	t0300558	Eric Spry	750.00	petrent	20.00	350.00	0.00	8/14/2014	8/31/2021		0.00
						rent	740.00						
						Total	<u>760.00</u>						
102	CAX2CXXB	906	t0339918	Sievert Wietzema	730.00	rent	730.00	350.00	0.00	9/25/2017	9/30/2021		0.00
						Total	<u>730.00</u>						
103	CAX2CXXA	906	t0369340	Dana Abril	765.00	rent	765.00	350.00	0.00	8/3/2020	8/31/2021		-3,109.00
						Total	<u>765.00</u>						
104	CAX1CXXA	640	ho940461	Greg Thom	650.00	rent	650.00	207.20	0.00	11/1/1991	1/31/2017		0.00
						rentmtm	75.00						
						Total	<u>725.00</u>						
105	CAX2FXXA	1,060	t0339241	Sandra Ansah	770.00	rent	770.00	350.00	0.00	9/30/2017	9/30/2021		0.00
						Total	<u>770.00</u>						
106	CAX2FXXB	1,060	t0368295	Amanda Nelson	800.00	rent	800.00	400.00	0.00	9/1/2020	8/31/2021		0.00
						Total	<u>800.00</u>						
107	CAX2CXXA	906	t0288681	Yo (James) Swenson	745.00	rent	730.00	350.00	0.00	9/1/2013	8/31/2021		0.00
						Total	<u>730.00</u>						
108	CAX2CXXA	906	t0337341	Brenda Ohnstad	725.00	rent	725.00	350.00	0.00	7/8/2017	7/31/2021		-10.00
						Total	<u>725.00</u>						
109	CAX2CXXB	906	ho940466	James Farney	750.00	rent	725.00	207.34	0.00	9/15/1991	8/31/2021		0.00
						Total	<u>725.00</u>						
110	CAX2CXXB	906	t0034114	Jill Bates	745.00	petrent	20.00	300.00	0.00	4/1/2005	5/31/2021		-70.00
						petrent	20.00						
						petrent	20.00						
						petrent	20.00						
						rent	750.00						
						Total	<u>830.00</u>						
201	CAX2CXXB	906	t0320973	Cody Cameron	750.00	rent	710.00	350.00	0.00	3/12/2016	7/31/2021		0.00
						Total	<u>710.00</u>						
202	CAX2CXXB	906	t0293395	David Rassel	750.00	rent	750.00	350.00	0.00	1/20/2014	1/31/2022		0.00
						Total	<u>750.00</u>						
203	CAX2CXXA	906	t0361808	Sahara Ahmed	720.00	rent	740.00	550.00	0.00	11/22/2019	1/31/2022		0.00
						Total	<u>740.00</u>						

Unit	Unit type	Unit Sq Ft	Resident	Name	Market Rent	Charge Code	Amount	Resident Deposit	Other Deposit	Move In	Lease Expiration	Move-Out	Balance
Current/Notice Residents													
204	CAX2CXXA	906	t0310494	Habib Jalloh	750.00	rent	755.00	350.00	0.00	4/30/2015	4/30/2021		384.40
						Total	755.00						
205	CAX2FXXB	1,060	t0367396	Kayla Earls	780.00	rent	780.00	350.00	0.00	7/22/2020	7/31/2021		0.00
						petrent	20.00						
						petrent	20.00						
						Total	820.00						
206	CAX2FXXA	1,060	t0353544	Allyssah Qazi	760.00	rent	760.00	350.00	0.00	12/21/2018	6/30/2021		0.00
						Total	760.00						
207	CAX2CXXA	906	t0356047	Bethany Fenske	720.00	rent	700.00	0.00	0.00	4/1/2019	3/31/2021		0.00
						Total	700.00						
208	CAX2CXXA	906	t0373889	Aaliyah Berg	720.00	rent	720.00	350.00	0.00	2/4/2021	3/31/2022		-180.00
						Total	720.00						
209	CAX2CXXB	906	t0360542	Abigail Pack	690.00	rent	690.00	350.00	0.00	8/12/2019	8/31/2021		-40.00
						Total	690.00						
210	CAX2CXXB	906	t0283128	Kathy Hersch	750.00	rent	750.00	350.00	0.00	4/29/2013	4/30/2021		0.00
						Total	750.00						
301	CAX2CXXB	906	t0353979	Marlene Brown	730.00	rentsub	478.00	350.00	0.00	12/26/2018	1/31/2022		0.00
						rent	217.00						
						Total	695.00						
302	CAX2CXXB	906	t0323689	Laci Dallmann	695.00	rent	700.00	350.00	0.00	5/19/2016	5/31/2021		0.00
						Total	700.00						
303	CAX2CXXA	906	t0029852	Darren Dalman	750.00	rent	725.00	300.00	0.00	9/1/2004	8/31/2021		0.00
						Total	725.00						
304	CAX2CXXA	906	t0374344	David Nimely	700.00	rent	700.00	550.00	0.00	2/26/2021	3/31/2022		-647.00
						Total	700.00						
305	CAX2FXXA	1,060	VACANT	VACANT	780.00		0.00	0.00	0.00				0.00
						Total	0.00						
306	CAX2FXXA	1,060	t0316973	Jestina Zor	755.00	rent	760.00	350.00	0.00	10/15/2015	3/31/2021		115.45
						Total	760.00						
307	CAX2CXXA	906	VACANT	VACANT	740.00		0.00	0.00	0.00				0.00
						Total	0.00						
308	CAX2CXXA	906	t0338445	Kyle Ernst	750.00	rent	750.00	350.00	0.00	9/1/2017	10/31/2021		0.00
						Total	750.00						

Unit	Unit type	Unit Sq Ft	Resident	Name	Market Rent	Charge Code	Amount	Resident Deposit	Other Deposit	Move In	Lease Expiration	Move-Out	Balance
Current/Notice Residents													
309	CAX2CXXB	906	t0370888	Jamie Beyers	710.00	rent	710.00	0.00	0.00	10/15/2020	11/30/2021		0.00
						Total	710.00						
310	CAX2CXXB	906	t0349189	Juan Magallanes	720.00	rent	720.00	350.00	0.00	8/1/2018	9/30/2021		-40.00
						Total	720.00						
Future Residents/Applicants													
305	CAX2FXXA	1,060	t0374859	Garrett Knopf	780.00		0.00	0.00	0.00	3/18/2021	3/31/2022		0.00
						Total	0.00						

	Square Footage	Market Rent	Lease Charges	Security Deposit	Other Deposit	# of Units	Unit Occupancy	SqFt Occupancy	Balance
Current/Notice Res.			20,715.00	9,164.54	0.00				-3,596.15
Future Residents/Applicants			0.00	0.00	0.00				0.00
Occupied Units	25,872.00	20,630.00				28	93.33	92.94	
Vacant Units	1,966.00	1,520.00				2	6.67	7.06	
Totals:	27,838.00	22,150.00	20,715.00	9,164.54	0.00	30	100.00	100.00	-3,596.15

Summary of Charges by Charge Code (Current/Notice residents only)

petrent	140.00
rent	20,022.00
rentmtm	75.00
rentsub	478.00
Total	20,715.00

Addendum E

LEGAL DESCRIPTION

Legal Description

Lot: 3 Block: 1 SOUTH POINTE 2ND LTS 3 & 4 BLK 1 * *6/4/99 COMB FRM 01-2831-00150-000
& 01-2831-00200 -000

Addendum F

CLIENT CONTRACT INFORMATION



APPRAISER CERTIFICATION OF TERMS AND STANDARDS OF ENGAGEMENT

The **undersigned**, an authorized representative of the below named appraiser, appraisal company, or appraisal management company (the "Appraiser") hereby acknowledges and certifies that the Appraiser has knowledge and experience in appraising this type of property in this market area and accepts this engagement to conduct an appraisal of the Subject Property in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP) and in full compliance with the Dodd – Frank Act and all applicable state and federal laws and regulations. The Appraiser understands that the Client, a mortgage lender, has adopted a written Plan for Compliance with the Dodd – Frank Act, and that Client solely is authorized to engage and compensate the Appraiser for its appraisal services with respect to the Subject Property.

Upon completion of its services and rendering of its appraisal report on the Subject Property to Client, the Appraiser agrees to make a written certification in form acceptable to Client that the appraisal of the Subject Property was conducted in full compliance the Uniform Standards of Professional Appraisal Practice (USPAP), the Dodd – Frank Act, and all applicable state and federal laws and regulations, including the licensing or registration regulations of the state in which the Subject Property is located, and that no attempt was made by the Client or any third party to influence the valuation of the Subject Property through coercion, extortion, collusion, compensation, inducement, intimidation, bribery or in any other manner.

Upon completion of your report, please load as a separate PDF document to the order form a copy of your invoice. The invoice should be addressed to the bank, and include the property address, and payment information.

APPRAISER CERTIFICATION OF COMPLIANCE AND NON-COERCION

Regarding Appraisal of Subject Property located at:
Various – see attachments , Fargo, ND 58103

The undersigned, and authorized representative of the below named appraiser, appraisal company, or appraisal management company (the "Appraiser") conducting the appraisal of the Subject Property and preparing the Appraisal Report, hereby certifies that:

1. The Appraiser conducted the appraisal and prepared the Appraisal Report in full compliance with the Uniform Standards of Professional Appraisal Practice (USPAP), the Dodd – Frank Act and all applicable state and federal laws and regulations.
2. The appraisal of the Subject Property was conducted, and the Appraisal Report was prepared, by one, or more, qualified and duly licensed or certified real estate appraisers in compliance with applicable state and federal law.
3. The Appraiser conducting the appraisal of the Subject Property has knowledge and experience in appraising this type of property in the market area within which the Subject Property is located.
4. The Appraiser was not provided any predetermined or desired valuation of the Subject Property by the Client or any third party, except, if applicable, the Appraiser was provided a photocopy of any pending sales contract and addenda thereto, as permitted by the Dodd – Frank Act and required by USPAP standards rule 1–5 (a).
5. The Appraiser was not influenced by the Client or any third party in determining the valuation of the Subject Property and no attempt was made by the Client or any third party to influence the valuation of the Subject Property through coercion, extortion, collusion, compensation, inducement, intimidation, bribery or in any other manner.
6. The Appraiser has adopted and enforces written policies and procedures implementing the Dodd – Frank Act with respect to all its business activities. The Appraiser provides its officers, employees, and agents' adequate training on appraiser independence, including the principles set forth in the Dodd – Frank Act, and has mechanisms in place to report and discipline any of its officers, employees, or agents who violate its policies and procedures.

This Certification of Compliance and Non-Coercion is cumulative of any other or additional certifications that may be set forth in the Appraisal Report and does not revoke, amend or modify the terms or standards of engagement with respect to the Appraisal Report.

BY CHECKING THE BOX, APPRAISER ACKNOWLEDGES THAT THEY HAVE READ AND UNDERSTAND THE FOREGOING PROVISIONS AND THOSE SUCH PROVISIONS ARE REASONABLE AND ENFORCEABLE. VENDOR ACCEPTS THE APPRAISER AGREEMENT & TERMS.

Date: 4/21/2021

Time: 9:35 PM

Name: Justin Reed
justin.reed@cbre.com



Bremer Bank
 8555 Eagle Point Blvd, PO Box 1000
 Lake Elmo, Minnesota 55042
651-734-4939

COMMERCIAL ORDER FORM
BRANCH: Minneapolis 6th Street

File Information

File ID: 210415029 **Due Date:** 5/14/2021
Loan Number: NEW
FSA: No **SBA:** No

Appraiser Information

Loan Type: New Property to Bremer/New Money – Primary **Appraiser:** Reed, Justin
Form: Narrative Appraisal Report (Commercial / Ag)
Appraisal Fee: \$23500.00 **Interest Valued:**
Real Estate Valued: **Effective Date of Valuation:**

Branch Information

Branch: Twin Cities **Borrower:** Sterling Properties
 Brandon Nelson
Address: **Co-Borrower:**
 Minneapolis 6th Street,

Subject Property

Address: Various – see attachments **Intended Use:** New Loan
 Fargo, ND 58103
County: Cass **Map:** [Map Link](#)
Property Type: Multi-Family
Description: Properties to be appraised consist of 5 individual properties and 576 units;
 –Briar Pointe Apartments (one building – 30 units)
 –Brownstone Apartments (three buildings – 72 units)
 –Flagstone Apartments (five buildings – 120 units)
 –Oxford Apartments (six buildings –144 units)
 –Pinehurst Apartments (seven buildings – 210 units)
Legal:

Property Contact Information

Contact Person: Brandon Nelson **Work Phone:** (701) 353-2730
Cell Phone: (701) 205-8864 **Home Phone:**
Contact Email: bnelson@sretrust.com
Contact Notes:

Effective Date of Valuation

	As Is				
Effective Date(s) of Appraisal:	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Property Interest Leased Fee (all or part):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Property Interest Fee Simple (not leased):	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Property Interest Leasehold (borrower is tenant):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Property Condition (vacant land/improved):	Improved				
FF &E:	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Business Valuation:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Going Concern / Value In Use:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sales and Income Approaches:	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cost, Sales, and Income Approaches:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Additional Information:

This request consists of 5 total apartment communities all located in Fargo, ND. Please see the attached "Sterling Properties – Property Info" spreadsheet for further information about each property. Our borrower is looking to acquire all 5 properties. We are seeking to have one appraiser completed an appraisal for each property. We are seeking an "as is" value, FFEvalue, fee simple interest, utilizing the sales and income approaches to value (for each property). Due to the circumstances surrounding COVID-19, we are seeking a drive by inspection with the interior inspection completed via a virtual inspection and/or time stamped pictures from the borrower. **Please note we are requesting a bid for both a standard turn time and expedited turn time.

Note: This appraisal order is not transferrable to another appraiser. If the appraiser named on this appraisal request is unable to complete this assignment please contact Bremer Bank at 651-734-4939. All appraisers are approved on an individual basis, if this assignment is completed by another appraiser Bremer Bank will not be liable for any appraisal related appraisal fee.



INTENDED USE

The purpose of the appraisal assignment includes one or more of the following: (a) as a basis for evaluation of a loan request or making an investment decision, (b) risk management, and/or (c) for establishing or adjusting book value. Bank may disclose or distribute the appraisal report to third parties including the owner of the Subject Property.

PRIMARY CLIENT

The primary Client is _____ and its officers, directors and employees. Additional clients include banks participating in loans on the subject property and other parties identified in the RFP. The appraisal must be requested and engaged by an officer from Banks Appraisal Department. Payment shall be made directly from Bank to the Appraiser.

APPRAISAL REPORT CONTENTS

The appraisal reports prepared for _____ shall be prepared with the following minimum guidelines:

1. **Conformity with Regulatory and Other Standards:** Appraisal shall include a statement from the appraiser that it is compliant with the most recent edition and revisions of the Uniform Standards of Professional Appraisal Practices (USPAP) and the Financial Institutions Reform, Recovery and Enforcement Act of 1989 (FIRREA) under the general auspices of the Federal Deposit Insurance Corporation Improvement Act (FDICIA).
2. **Disclosure of Competency:** Appraisal shall include an affirmative statement that the Appraiser is competent to complete this report in accordance with the competency provision in the USPAP. In the absence of an affirmative statement, the Appraiser must disclose any lack of knowledge and/or experience for this assignment and any necessary steps taken to comply with the competency provision in the USPAP.
3. **Other Consultants:** If Appraiser requires the use of third party consultants, those individuals shall be satisfactory to the Bank.
4. **Prior Services:** Appraiser shall certify performance or lack thereof of any valuation services for the subject with in the past three (3) years. The nature of such services and client shall be disclosed.
5. **Defined Value:** The value to be estimated is **Market Value**. Thus, Appraisal should use the definition of market value as it appears in CFR 232.2. Definitions of other types of values must be approved by an officer of this institution prior to acceptance of such within the body of the appraisal report. No alternative definitions are acceptable to this institution.
6. **Exposure/Marketing Time and Most Likely Buyer:** Appraisal shall include an estimate of the exposure and marketing time and identify the most likely buyer.
7. **Ownership History:** Appraisal shall describe (parties and amount) any ownership transfers within the past three years and/or the most recent transfer if more than three years ago.
8. **Appraisal Independence:** The certification required by USPAP shall include additional statements that the Appraiser has acted in an independent capacity and the appraisal engagement or compensation is not based on a requested minimum valuation, a specific valuation, or loan approval.
9. **Appraiser Interest:** The certification shall state that Appraiser has no direct or indirect interest in the property or transaction and/or bias with respect to the parties involved.
10. **Inspection Certification:** The certification shall state that Appraiser has personally inspected the Subject as well as the land, improved sale and rental comparable properties.
11. **Signature Requirements:** All contributing appraisers shall sign the transmittal letter and certification. In addition to license information, signature blocks shall include phone numbers and e-mail addresses.
12. **Approaches to Value:** Unless specifically excluded in the RFP scope, Appraiser shall consider the Cost, Sales Comparison, and Income Approaches to value. An approach may be omitted if in Appraisers judgment, it is not relevant and the reasons for such omission are clearly and reasonably set forth.
13. **Comparable Data Information:** Detailed data sheets, summary tables, and adjustment tables are to be included for land and improved sales comparable properties as well as for rental properties. All comparable properties, and shall be shown on a map that shows their location relative to the Subject. **REQUIRED ON ALL REPORTS**
14. **Adjustment Support:** Appraiser shall provide narrative and/or calculations to support (**as to applicability and magnitude**) for all adjustments made to comparable land sales, improved sales and properties used for market rent determination. **REQUIRED ON ALL REPORTS**
15. **Personal Property / Going Concern Value / Non-Realty Items:** If applicable, the value attributable to any personal property, trade fixtures, or non-realty items shall be separately estimated and segregated from the market value of the real property interest.
16. **Insufficiency of Market Data:** Appraiser may incorporate additional data and analyses within the report to the extent there are limited recent, comparable transactions available to Appraiser to establish a current value for the subject property or support necessary adjustments between the subject and comparable property. Such additional analyses or data shall be adequately described as to method, purpose, and conclusions.
17. **Remaining Economic Life / Insurable Value:** Appraiser shall render an opinion of the remaining economic life and insurable value for all improvements.
18. **Historical Economic Performance:** If applicable and to the extent available, the Appraisal shall include current rent rolls and a minimum of two years of actual income and expense history for the subject property. The appraisal shall also include comparable expense data from reliable industry sources as well as specific expense data from a minimum of three comparable properties.
19. **Engagement Letter:** Appraisal Report must include a copy of the engagement letter. The appraisal report shall be signed by the individual appraiser to whom this engagement letter is addressed as well as other contributing appraisers.
20. **Communication:** All communication between Appraiser and Bank shall be conducted through the Appraisal Department and those specifically designated in the engagement letter.
21. **License Information:** Appraisal shall include a copy of the current license for all appraisers that have contributed to the report. Appraisal shall include a certification made by all contributing Appraisers that their licenses are in good standing and they have not been reprimanded or sanctioned by the licensing or regulatory authorities and are not currently involved in any process that may result in sanctions or reprimands.

SERVICE LEVEL REQUIREMENTS

Appraiser Service Requirements / Appraisal Delivery Dates

Appraiser service requirements include:

1. Appraiser shall accept the engagement within 1 business day of receiving the ValuTrac assignment notice. Such acceptance is to be made by choosing the Accept option in ValuTrac. The Appraiser and Bank acknowledge the electronic engagement has the same force and effect as a signature document.
2. Appraiser shall schedule the property inspection within 5 business days from the date the engagement letter is issued.
3. Appraiser shall notify _____ within five (5) business days from the Acceptance Date if any applicable or pertinent information required for the assignment is not available.
4. Appraiser shall complete the first section of the "Summary" and indicate "YES/NO/NA" and "Page #" on Bank's **Appraisal Review Checklist** (enclosed) and return an electronic (Excel) copy to Bank with the pdf copy of the draft appraisal report. Appraiser agrees the review checklist was part of the request for proposal for this assignment and affirms that, as applicable for this appraisal, the review checklist refers to information and support the Bank desires to see in the appraisal.
5. Bank may have the Appraisal reviewed by its staff or may send a copy of the Appraisal to a third party for review. Appraiser agrees to respond timely to any review questions or comments to Banks designated reviewers.

Delivery / Performance Dates:

Appraiser acknowledges the assignment was awarded on the basis of fee and due dates and performance standards listed below:

Draft / Checklist Delivery Date: On or before the **Appraisal Due Date** specified in the Order face page, Appraiser shall deliver an electronic first draft of the Appraisal Report (**PDF format**) and the completed **Appraisal Review Checklist** (Microsoft Excel version) to Bank (**The draft file name shall contain street address and Draft #**).

Review Conditions Response Dates: Appraiser shall respond to Banks review questions and conditions within two (2) business days of receiving them. Any subsequent drafts of the appraisal issued prior to the final edition shall have the Draft # updated in the file name.

Final Appraisal Delivery Date: The final version of the Appraisal in PDF format (**file name should contain Final**) is due within one (1) business day after Appraiser receives Banks final issuance request. The due date for hard copy reports, if required, is five (5) business days after final issuance request.

Appraiser is obligated to advise Bank immediately if they anticipate not meeting the delivery / performance times set forth above. Appraisers notice shall be made by adding a Note to the ValuTrac file and shall specifically indicate the reason for and length of the delay.

Late Fee Penalties

_____ reserves the right to assess late fees at the rate of \$50 per day in the event appraiser fails to meet the Delivery / Performance Dates listed above.

Appraisal Payment Policy

_____ will only be financially responsible for appraisal assignments engaged directly by it. Payment will be made in accordance with the policies posted on their appraisal website.

Privacy Compliance

Appraiser is required to comply with the privacy regulations and information guidelines issued pursuant to Title V of the Gramm, Leach, Bliley Act. By accepting this appraisal order you agree that the confidential information contained in this order is for the expressed purpose of completing the requested appraisal assignment and subsequent disclosure or distribution of the confidential information in this order and in the appraisal is strictly prohibited.

The completed appraisal is property of the client and in no way are you authorized to complete a new assignment or update this assignment for another client without written authorization from the above mentioned client.

If you need assistance please contact the Appraisal Department by posting a note to the ValuTrac file or calling _____.

Addendum G

QUALIFICATIONS

North Dakota Real Estate Appraiser Qualifications and Ethics Board



Harry R. Johnson

Is fully qualified
in the State of North Dakota as a

CERTIFIED GENERAL APPRAISER
ND Permit Number: CG-21874

Date of Issuance: 01/01/2021
Expiration Date: 12/31/2021

Unless sooner suspended or revoked, as provided by law.

A handwritten signature in cursive script that reads "Harry R. Johnson".

Appraiser Signature

Harry Johnson

Senior Appraiser, Minneapolis, MN



T 612-336-4202
Harry.Johnson@cbre.com

800 LaSalle Ave.
Suite 1900
Minneapolis, MN 55402

Clients Served

- Bell State Bank & Trust
- Bellwether Enterprise
- Bremer Bank
- Bridgewater Bank
- Central MN Credit Union
- Cornerstone Bank
- Dacotah Bank
- First Bank & Trust
- First Community Credit Union
- Klein Bank
- US Bank

Experience

Harry Johnson is a Senior Appraiser in the Valuation & Advisory Services group’s Minneapolis office. Harry transitioned from residential property management and joined the CBRE team in 2014. Mr. Johnson has provided significant real property appraisal assistance for a variety of commercial property types including retail, office, industrial, multi-family, and development land.

Prior to joining the Valuation & Advisory Services group, Mr. Johnson gained valuable experience in the multi-family sector as a property manager for Waterton Residential. He received a Bachelor of Science degree in Real Estate Studies from the University of St. Thomas in 2010 and has over ten years of experience in residential property management.

Assignments Completed

Type	Subtype
Commercial	Automotive dealerships, implement dealerships, convenience stores, car washes, restaurants, general retail stores, shopping centers, truck stop/travel centers, day care centers, general office buildings, medical office buildings, dental clinics, charter schools, funeral homes, financial institutions, light and heavy industrial facilities, truck terminals, mini-warehouse facilities, warehouses, service garages, manufacturing facilities, food processing facilities, etc.
Residential	Market rate and subsidized apartments, senior apartments, manufactured parks, townhome developments, etc.
Land	Residential and mixed-use subdivisions, development land, build-ready lots for commercial use; etc.

Professional Affiliations / Accreditations

- Practicing Affiliate of the Appraisal Institute
- Certified General Appraiser
 - MN License No. 40421056
 - ND License No. CG-21874
 - MT License No. REA-RAG-LIC-12824

Education

- University of St. Thomas, St. Paul, MN
 - Bachelor of Science Degree, Real Estate Studies 2010

North Dakota Real Estate Appraiser Qualifications and Ethics Board



Justin Reed

Is fully qualified
in the State of North Dakota as a

CERTIFIED GENERAL APPRAISER
ND Permit Number: CG-2705

Date of Issuance: 01/01/2021
Expiration Date: 12/31/2021

A handwritten signature in black ink, appearing to read "Justin Reed", written over a horizontal line.

Appraiser Signature

Unless sooner suspended or revoked, as provided by law.

Justin Reed, MAI

Director, Minneapolis, Minnesota

CBRE



M +1 612 336 4315
Justin.reed@cbre.com

800 LaSalle Ave., Suite 1900
Minneapolis, MN 55402

Clients Served

- Commercial Banks
- Credit Unions
- Developers
- Government Authorities
- Investment Funds
- Institutional Investors
- Law firms
- Private Property Owners
- REITs
- Special Servicers
- Freddie Mac Servicers
- Fannie Mae Servicers

Experience

Justin Reed, MAI is a Director within CBRE's Upper Midwest Region which includes Minnesota, North Dakota, South Dakota, Iowa and Nebraska. His tenure with CBRE is over 15 years, helping to launch the Valuation and Advisory Services Business within Downtown Minneapolis in 2002.

As a result of a "client first" team-based approach, Justin's team was recognized as being in the top 5% of CBRE North America Valuation for the last seven consecutive years. Justin was also included in "CBRE's Management Team of the Year" for 2017 and has placed in the "Top 10" of US Valuation Professionals multiple years. He actively mentors, volunteers in the local community and is the current President of the Appraisal Institute North Star Chapter.

Clients of all sizes benefit from his long-term relationships within the commercial real estate industry. Best in class technology, unmatched resources for market analysis and a strong team are the cornerstones for providing timely and accurate valuations.

Valuation among all asset types is available. Specialty experience includes hotels, malls, golf courses, country clubs, self-storage, subdivisions, mixed-use properties and new construction.

Prior to joining CBRE, Mr. Reed earned an MBA from the University of St. Thomas and a bachelor's degree from the University of Minnesota's College of Architecture and Landscape Architecture. Previous work experience includes four years in architecture, where he worked for a nationally-recognized developer as well as smaller boutique design firms.

Assignments Completed

- Recent assignment list by either property type or geography available by request.

Professional Affiliations / Accreditations

- MAI Designated Member of the Appraisal Institute (2008-present)
- Appraisal Institute North Star Chapter-President (2018)
- Appraisal Institute North Star Chapter-Executive Board (2015-2017)
- Appraisal Institute North Star Chapter-Board of Directors (2009-2012)
- NAIOP Member
- State Certified General Appraiser
 - Certified General License:
 - Minnesota # 20376754
 - North Dakota # CG-2075
 - South Dakota # 1282CG
 - Iowa # 03557
 - Nebraska # CG2017037R

Education

- University of St. Thomas, Minneapolis, MN
 - Master of Business Administration with a Concentration in Management & Real Estate
- University of Minnesota-Twin Cities, MN
 - Bachelor in Environmental Design

Briar Pointe Apartments

Income Approach Tax Analysis

April 5, 2024

Parcel ID Number	2020 (payable 2021)		2021 (payable 2022)		2022 (payable 2023)		2023 (payable 2024)		2024 (payable 2025)	
	Assessed	Taxes	Assessed	Taxes	Assessed	Taxes	Assessed	Taxes	Assessed	Taxes
01-2831-00155-000	1,892,800	0	1,892,800	15,748	1,892,800	27,107	2,138,900	30,134	2,138,900	
Value	1,892,800	0	1,892,800	15,748	1,892,800	27,107	2,138,900	30,134	2,138,900	0
Increase >			0.0%	#DIV/0!	0.0%	72.1%	13.0%	11.2%	0.0%	-100.0%
No. Units >	30									
Value Per Unit >	63,093		63,093		63,093		71,297		71,297	

<u>Determination:</u>	
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Lucas Seltvedt

April 5, 2024

Annual Statement

Period = Jan 2019-Dec 2023

Book = Accrual ; Tree = ysi_is

		EOY	EOY
		Dec 2019	Dec 2020
40002	INCOME		
40100	Gross Potential Rent	0.00	0.00
40200	Month to Month Fee	0.00	0.00
40400	Vacancy	0.00	0.00
40600	Rent Incentives	0.00	0.00
40999	NET COLLECTED RENT	0.00	0.00
41000	OTHER RENTAL INCOME AND FEES		
41300	Pet Rent Income	0.00	0.00
41310	Pet Fees-Nonrefundable Income	0.00	0.00
41999	TOTAL OTHER RENTAL INCOME AND FEES	0.00	0.00
42001	MISC INCOME		
42150	Application Fees	0.00	0.00
42350	Early Termination Fees	0.00	0.00
42400	Interest Income	0.00	0.00
42450	Late Fees	0.00	0.00
42500	Laundry Income	0.00	0.00
42550	NSF Fees	0.00	0.00
42600	Prelease Incentive Forfeited	0.00	0.00
42650	Revenue Sharing Income	0.00	0.00
42700	RUBS Income	0.00	0.00
42850	Other Income	0.00	0.00
42852	Other Income-Renters Insurance	0.00	0.00
42855	Other Income-Collections	0.00	0.00
42856	Bad Debt Expense ASC 842	0.00	0.00
42998	TOTAL MISC INCOME	0.00	0.00
49999	TOTAL INCOME	0.00	0.00
50000	EXPENSES FROM RENTAL OPERATIONS		
50005	OWNER EXPENSES		
50010	REPAIRS AND MAINTENANCE EXPENSES		
50095	MAINTENANCE STAFF COSTS		
50100	Maintenance Staff	0.00	0.00
50145	TOTAL MAINTENANCE STAFF COSTS	0.00	0.00
50150	REPAIRS AND MAINTENANCE OTHER		
50155	Temp Agency and Non-employee	0.00	0.00
50160	Internal Labor-Upgrade	0.00	0.00

50170	Caretaker-Internal Labor	0.00	0.00
50200	Appliances and Laundry	0.00	0.00
50202	Appliances and Laundry-Upgrade	0.00	0.00
50210	Window Treatments	0.00	0.00
50212	Window Treatments-Upgrade	0.00	0.00
50220	Cooling Systems	0.00	0.00
50221	Cooling Systems-Projects	0.00	0.00
50230	Custodial	0.00	0.00
50232	Custodial-Contract and Caretaker	0.00	0.00
50234	Custodial-Turn Cleaning	0.00	0.00
50250	Doors	0.00	0.00
50252	Doors-Upgrade	0.00	0.00
50255	Doors-Garage	0.00	0.00
50260	Electrical and Lighting	0.00	0.00
50262	Electrical and Lighting-Upgrade	0.00	0.00
50270	Elevator	0.00	0.00
50290	Extermination	0.00	0.00
50300	Fire Safety	0.00	0.00
50310	Flooring	0.00	0.00
50312	Flooring-Upgrade	0.00	0.00
50320	Generator	0.00	0.00
50330	Grounds Maintenance	0.00	0.00
50332	Grounds-Internal Labor	0.00	0.00
50350	Heating Systems	0.00	0.00
50351	Heating Systems-Projects	0.00	0.00
50370	Landscaping	0.00	0.00
50380	Locks and Keys	0.00	0.00
50390	Millwork and Cabinets and Countertop	0.00	0.00
50392	Millwork and Cabinets and Countertop-Upgrade	0.00	0.00
50420	Painting-Interior	0.00	0.00
50422	Painting-Interior-Upgrade	0.00	0.00
50440	Parking Lot-Sweeping and Striping	0.00	0.00
50450	Plumbing	0.00	0.00
50452	Plumbing-Upgrade	0.00	0.00
50470	Repairs and Maintenance	0.00	0.00
50472	Repairs and Maintenance-Upgrades	0.00	0.00
50510	Snow Removal	0.00	0.00
50515	Snow Removal-Internal Labor	0.00	0.00
50520	Tubs and Surrounds	0.00	0.00
50540	Windows	0.00	0.00
50900	Resident Chargebacks	0.00	0.00
50990	Cleaning and Finish-Upgrade	0.00	0.00
50998	TOTAL REPAIRS AND MAINTENANCE OTHER	0.00	0.00
50999	TOTAL REPAIRS AND MAINTENANCE EXPENSES	0.00	0.00
51000	PROPERTY MANAGEMENT AND OPERATING EXPENSES		
51009	OFFICE AND ADMIN		

51095	ON-SITE STAFF COSTS		
51100	On-Site Staff Costs	0.00	0.00
51145	TOTAL ON-SITE STAFF COSTS	0.00	0.00
51146	PROPERTY MANAGEMENT EXPENSES OTHER		
51200	Advertising and Marketing	0.00	0.00
51210	Applicant Screening	0.00	0.00
51240	Bank Charges	0.00	0.00
51250	Collection Costs	0.00	0.00
51270	Customer Service Accommodation	0.00	0.00
51300	Legal Fees	0.00	0.00
51340	Move-In Gifts	0.00	0.00
51360	Office Equipment and Furnishings	0.00	0.00
51370	Office Rent	0.00	0.00
51390	Office Telephone and Internet	0.00	0.00
51400	Office Supplies	0.00	0.00
51430	Professional Fees	0.00	0.00
51440	Property Management Fees	0.00	0.00
51460	Resident Retention	0.00	0.00
51470	Site Equipment	0.00	0.00
51996	TOTAL PROPERTY MANAGEMENT EXPENSES OTHER	0.00	0.00
51999	TOTAL PROPERTY MANAGEMENT EXPENSES	0.00	0.00
52000	UTILITIES		
52200	Electricity-Unit	0.00	0.00
52210	Electricity-House	0.00	0.00
52400	Garbage Removal	0.00	0.00
52900	Water and Sewer	0.00	0.00
52999	TOTAL UTILITIES	0.00	0.00
53000	OTHER OPERATING EXPENSES		
53100	Real Estate Taxes	0.00	0.00
53200	Property Insurance	0.00	0.00
53989	TOTAL OTHER OPERATING EXPENSES	0.00	0.00
53990	TOTAL PROPERTY MANAGEMENT AND OPERATING EXPENSES	0.00	0.00
53999	TOTAL OWNER EXPENSES	0.00	0.00
69990	TOTAL EXPENSES	0.00	0.00
69999	NET OPERATING INCOME	0.00	0.00
70000	FIXED EXPENSES		
70010	INTEREST EXPENSE		
70100	Interest Expense-Debt Issuance Costs	0.00	0.00
70300	Interest Expense-Mortgage	0.00	0.00
70600	Interest Expense-Security Deposits	0.00	0.00
70700	Interest Expense-Special Assessments	0.00	0.00
70999	TOTAL INTEREST	0.00	0.00
71000	OTHER FIXED EXPENSES		

71300	Depreciation	0.00	0.00
71998	TOTAL OTHER FIXED EXPENSES	0.00	0.00
71999	TOTAL FIXED EXPENSES	0.00	0.00
80000	ADMINISTRATION OF REIT		
80600	OTHER ADMINISTRATION OF REIT EXPENSES		
80650	Bank Charges	0.00	0.00
80999	TOTAL OTHER ADMINISTRATION OF REIT EXPENSES	0.00	0.00
81999	TOTAL ADMINISTRATION OF REIT	0.00	0.00
99900	NET INCOME	0.00	0.00

69999

53100

EOY	EOY	EOY
Dec 2021	Dec 2022	Dec 2023
154,675.00	270,035.00	286,294.00
1,125.00	3,392.00	2,325.00
-1,298.00	-6,458.00	-11,507.00
0.00	-300.00	0.00
154,502.00	266,669.00	277,112.00
980.00	1,710.00	1,340.00
250.00	0.00	0.00
1,230.00	1,710.00	1,340.00
200.00	480.00	400.00
0.00	0.00	300.00
13.50	29.72	35.08
1,880.00	2,960.00	2,840.00
2,109.50	4,237.25	4,652.67
0.00	70.00	0.00
0.00	200.00	0.00
367.16	429.04	1,766.98
0.00	0.00	42.25
370.79	829.25	1,053.04
0.00	82.83	479.84
0.00	0.00	566.10
0.00	-2,930.55	-680.62
4,940.95	6,387.54	11,455.34
160,672.95	274,766.54	289,907.34
6,005.91	13,528.78	15,319.65
6,005.91	13,528.78	15,319.65
138.61	0.00	302.83
0.00	2,225.00	12,014.00

0.00	9.35	0.00
354.04	988.73	1,526.32
0.00	533.25	4,443.08
38.22	571.85	83.50
0.00	92.74	121.32
0.00	89.14	0.00
0.00	0.00	649.09
529.09	1,204.97	2,076.69
1,512.00	2,112.00	2,568.00
625.00	717.50	2,167.65
136.40	2,450.75	1,105.84
0.00	0.00	3,624.16
182.69	934.08	1,112.04
76.83	2,112.16	627.00
0.00	499.73	1,173.18
0.00	0.00	286.75
0.00	0.00	1,390.00
464.38	361.13	630.36
2,654.45	6,781.06	3,546.07
0.00	2,918.22	3,184.92
0.00	-12.13	0.00
2,414.50	2,766.94	3,422.25
809.99	488.48	0.00
0.00	193.16	19.92
0.00	602.42	615.08
145.00	1,077.50	295.00
444.68	220.90	601.80
0.00	84.71	63.13
0.00	4,126.44	4,286.97
145.26	2,466.51	1,832.26
0.00	0.00	156.71
0.00	140.00	420.00
348.93	3,148.72	4,387.88
0.00	489.47	5,305.79
383.11	639.82	658.27
0.00	0.00	452.61
956.76	7,962.50	6,526.25
0.00	3.38	0.09
0.00	0.00	850.86
7.48	0.00	48.94
-610.00	-1,023.96	-2,615.90
0.00	260.29	97.63
<hr/>	<hr/>	<hr/>
11,757.42	48,236.81	70,058.34
<hr/>	<hr/>	<hr/>
17,763.33	61,765.59	85,377.99

8,465.85	14,553.84	17,685.16
8,465.85	14,553.84	17,685.16
822.35	1,472.01	1,760.57
125.00	488.00	331.43
4.84	10.97	9.22
0.00	0.00	940.50
0.00	68.36	68.36
0.00	4.51	0.00
0.00	101.50	215.62
379.05	650.65	894.05
510.12	737.76	737.76
170.77	293.07	308.19
164.19	203.36	237.94
0.26	0.00	142.38
8,094.69	13,967.55	14,459.77
0.00	273.15	98.16
0.00	0.00	5.20
10,271.27	18,270.89	20,209.15
18,737.12	32,824.73	37,894.31
58.42	323.14	89.35
5,442.83	17,001.92	15,909.16
1,135.41	2,389.80	2,675.98
5,552.89	8,583.80	8,730.85
12,189.55	28,298.66	27,405.34
15,748.30	27,107.25	30,133.90
6,608.77	12,075.97	14,418.31
22,357.07	39,183.22	44,552.21
53,283.74	100,306.61	109,851.86
71,047.07	162,072.20	195,229.85
71,047.07	162,072.20	195,229.85
89,625.88	112,694.34	94,677.49
1,660.60	3,155.87	2,825.20
20,106.05	39,376.99	38,373.47
420.65	54.06	60.69
225.12	0.00	0.00
22,412.42	42,586.92	41,259.36

22,614.65	38,767.98	38,767.98
22,614.65	38,767.98	38,767.98
45,027.07	81,354.90	80,027.34

4.50	0.00	0.00
4.50	0.00	0.00
4.50	0.00	0.00
44,594.31	31,339.44	14,650.15

	2019	2020	2021	2022	2023
NOI	0.00	0.00	89,625.88	112,694.34	94,677.49
Real Estate Taxes	0.00	0.00	15,748.30	27,107.25	30,133.90
Projects Expense	0.00	0.00	0.00	602.42	1,264.17
Upgrade Expenses	0.00	0.00	0.00	11,145.14	34,860.37
NOI adding back RE taxes & Projects/upgrades	0.00	0.00	105,374.18	151,549.15	160,935.93

Rent Roll with Lease Charges

Briar Pointe (fbria01)

As Of = 12/31/2023

Month Year = 12/2023

Unit	Unit Type	Unit Resident	Market Charge	Amount	Resident	Other Move In	Lease	Move Out	Balance	
		Sq Ft	Rent Code		Deposit	Deposit	Expiration			
Current/Notice/Vacant Residents										
101	CHO2CXXB	906.00 ti300558	797.00 petrent	20.00	350.00	0.00	8/14/2014	9/30/2024	-57.00	
			rent	830.00						
			Total	850.00						
102	CHO2CXXB	906.00 ti339918	797.00 rent	820.00	350.00	0.00	9/25/2017	5/31/2025	0.00	
			rentins	11.00						
			Total	831.00						
103	CHO2CXXA	906.00 ti369340	822.00 rentins	11.00	350.00	0.00	8/3/2020	8/31/2024	-920.00	
			rent	850.00						
			Total	861.00						
104	CHO1CXXA	640.00 hi940461	712.00 rentmtm	75.00	207.20	0.00	11/1/1991	1/31/2017	-350.00	
			rent	650.00						
			Total	725.00						
105	CHO2FXXA	1,060.00 ti339241	872.00 rent	830.00	350.00	0.00	9/30/2017	1/31/2024	1/31/2024	0.00
			Total	830.00						
106	CHO2FXXB	1,060.00 ti368295	872.00 rentins	11.00	400.00	0.00	9/1/2020	8/31/2024	-0.02	
			rent	885.00						
			Total	896.00						
107	CHO2CXXA	906.00 t0399770	1,002.00 rentins	11.00	1,000.00	0.00	12/1/2023	10/31/2024	-999.49	
			rent	1,000.00						
			Total	1,011.00						
108	CHO2CXXA	906.00 ti337341	822.00 rent	805.00	350.00	0.00	7/8/2017	7/31/2024	57.57	
			rentins	11.00						
			Total	816.00						
109	CHO2CXXB	906.00 VACANT	797.00	0.00	0.00	0.00			0.00	
			Total	0.00						

Rent Roll with Lease Charges

Briar Pointe (fbria01)

As Of = 12/31/2023

Month Year = 12/2023

Unit	Unit Type	Unit Resident	Market Charge	Amount	Resident	Other Move In	Lease	Move Out	Balance
		Sq Ft	Rent Code		Deposit	Deposit	Expiration		
110	CHO2CXXB	906.00 ti034114	797.00 petrent	25.00	300.00	0.00 4/1/2005	5/31/2024		0.00
			petrent	25.00					
			petrent	25.00					
			petrent	25.00					
			rent	835.00					
			Total	935.00					
201	CHO2CXXB	906.00 ti320973	787.00 rent	765.00	350.00	0.00 3/12/2016	7/31/2024		-774.00
			Total	765.00					
202	CHO2CXXB	906.00 ti293395	787.00 rent	810.00	350.00	0.00 1/20/2014	1/31/2025		0.00
			Total	810.00					
203	CHO2CXXA	906.00 t0387680	912.00 rent	885.00	820.00	0.00 8/1/2022	7/31/2024		-885.00
			Total	885.00					
204	CHO2CXXA	906.00 ti310494	812.00 rentins	11.00	350.00	0.00 4/30/2015	4/30/2024		1.00
			rent	840.00					
			Total	851.00					
205	CHO2FXXB	1,060.00 t0398816	862.00 rent	855.00	855.00	0.00 9/25/2023	9/30/2024		63.25
			rentins	11.00					
			Total	866.00					
206	CHO2FXXA	1,060.00 t0378910	862.00 rentins	11.00	350.00	0.00 8/5/2021	4/30/2024		0.00
			rent	820.00					
			Total	831.00					
207	CHO2CXXA	906.00 t0394090	812.00 rentins	11.00	350.00	0.00 8/5/2021	5/31/2024	6/30/2024	-2.00
			rent	780.00					
			Total	791.00					
208	CHO2CXXA	906.00 ti377201	812.00 rentins	11.00	350.00	0.00 2/4/2021	4/30/2025		0.00
			rent	780.00					
			Total	791.00					

Rent Roll with Lease Charges

Briar Pointe (flbria01)

As Of = 12/31/2023

Month Year = 12/2023

Unit	Unit Type	Unit Resident	Market Charge	Amount	Resident	Other Move In	Lease	Move Out	Balance
		Sq Ft	Rent Code		Deposit	Deposit	Expiration		
209	CHO2CXXB	906.00 VACANT	787.00	0.00	0.00	0.00			0.00
			Total	0.00					
210	CHO2CXXB	906.00 ti283128	787.00 rent	830.00	350.00	0.00 4/29/2013	5/31/2025		-40.00
			Total	830.00					
301	CHO2CXXB	906.00 ti353979	792.00 rentins rentsub rent	11.00 527.00 263.00	350.00	0.00 12/26/2018	7/31/2024	1/31/2024	0.00
			Total	801.00					
302	CHO2CXXB	906.00 t0397637	792.00 rent rentins	785.00 11.00	785.00	0.00 7/28/2023	7/31/2024		0.00
			Total	796.00					
303	CHO2CXXA	906.00 ti029852	817.00 rent	830.00	300.00	0.00 9/1/2004	8/31/2024		0.00
			Total	830.00					
304	CHO2CXXA	906.00 t0398710	817.00 rent rentins	810.00 11.00	810.00	0.00 8/31/2023	8/31/2024		0.00
			Total	821.00					
305	CHO2FXXA	1,060.00 t0391602	867.00 rent rentins	870.00 11.00	870.00	0.00 1/3/2023	7/31/2024		-8.00
			Total	881.00					
306	CHO2FXXA	1,060.00 t0400899	867.00 rentins rent	11.00 870.00	0.00	0.00 12/1/2023	10/31/2024		-489.38
			Total	881.00					
307	CHO2CXXA	906.00 t0386265	817.00 rent	825.00	760.00	0.00 6/1/2022	5/31/2024	5/31/2024	0.00
			Total	825.00					
308	CHO2CXXA	906.00 VACANT	817.00	0.00	0.00	0.00			0.00

Rent Roll with Lease Charges

Briar Pointe (fbria01)

As Of = 12/31/2023

Month Year = 12/2023

Unit	Unit Type	Unit Resident	Market Charge	Amount	Resident	Other Move In	Lease	Move Out	Balance
		Sq Ft	Rent Code		Deposit	Deposit	Expiration		
Total				0.00					
309	CHO2CXXB	906.00 t0395577	792.00 rent	785.00	785.00	0.00 6/15/2023	6/30/2024		-785.00
Total				785.00					
310	CHO2CXXB	906.00 ti349189	792.00 rent	720.00	350.00	0.00 8/1/2018	9/30/2021		0.00
			rentmtm	75.00					
			rentins	11.00					
Total				806.00					
Future Residents/Applicants									
109	CHO2CXXB	906.00 t0401347	797.00	0.00	0.00	0.00 1/24/2024	1/31/2025		0.00
Total				0.00					
Total			24,680.00	22,601.00	12,792.20	0.00			-5,188.07

Summary Group	Square Footage	Market Rent	Lease Charges	Security Deposit	Other Deposits	# Of Units	% Unit Occupancy	% Sqft Occupied	Balance
Current/Notice/Vacant Resident/Future	27,838.00	24,680.00	22,601.00	12,792.20	0.00	30	90.00	90.23	-5,188.07
Resident/Annlin	906.00	797.00	0.00	0.00	0.00	1			0.00
Occupied Units	25,120.00	22,279.00				27	90.00	90.23	
Total Non Rev	0.00	0.00				0	0.00	0.00	
Total Vacant Units	2,718.00	2,401.00				3	10.00	9.76	
Totals:	27,838.00	24,680.00	22,601.00	12,792.20	0.00	30	100.00	100.00	-5,188.07

Summary of Charges by (Current/Notice) Resident Charge Code	Amount
petrent	120
rent	21628
rentins	176
rentmtm	150
rentsub	527

Rent Roll with Lease Charges

Briar Pointe (fbria01)

As Of = 12/31/2023

Month Year = 12/2023

Unit	Unit Type	Unit Resident	Market Charge	Amount	Resident	Other Move In	Lease	Move Out	Balance
		Sq Ft	Rent Code		Deposit	Deposit	Expiration		
Total				22,601.00					

Briar Pointe

Property was originally purchased for 1,900,000 in 2021 and appraised at 1,930,000 (attached).

As secondary support, income from the property does not support valuation of property based on current market values in 2023 (attached).

Requesting 63,333 per door assessment reflecting current market values in 2023 and based on acquisition and appraisal support.