

**NOTE: As of April 12, 2024, the City of DeKalb City Council has not accepted the offer as presented in this resolution and the backup documents. No further action at this time.**

**RESOLUTION 2023-089**

**PASSED: SEPTEMBER 25, 2023**

**AUTHORIZING THE APPROVAL OF A REAL ESTATE CONTRACT BETWEEN THE CITY OF DEKALB AND D-N-J PROPERTIES, INC. FOR REAL ESTATE COMMONLY KNOWN AS 128-140 S. SECOND STREET, DEKALB, ILLINOIS (PIN 08-23-163-013).**

**WHEREAS**, the City of DeKalb (the "City") is a home rule unit of local government and may exercise any power and perform any function pertaining to its government and affairs pursuant to Article VII, Section 6, of the Illinois Constitution of 1970; and

**WHEREAS**, pursuant to 65 ILCS 5/11-74.4-4(c), the City may acquire by purchase property in the City's TIF 3 district in the manner and at such price the City determines is reasonably necessary to achieve the objectives of the TIF 3 redevelopment plan; and

**WHEREAS**, D-N-J Properties, Inc. (the "Seller") is the record owner of property that is located at the common address of 128-140 S. Second St., DeKalb, IL (the "Property"); and

**WHEREAS**, the Property is in the City's TIF 3 district and has been underutilized, obsolete, vacant, and declined in equalized assessed valuation for several years; and

**WHEREAS**, City staff and Seller negotiated a purchase and sale agreement for the Property in the form attached and incorporated as Exhibit A (the "Agreement"); and

**WHEREAS**, the City's corporate authorities find that the Agreement is reasonably necessary to achieve the objectives of the TIF 3 redevelopment plan; and

**WHEREAS**, the City's corporate authorities find that approving the Agreement is in the City's best interests for the protection of the public health, safety and welfare; and

**NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF DEKALB, ILLINOIS:**

**SECTION 1:** The recitals to this resolution are true, correct, adopted, and incorporated as Section One to this resolution.

**SECTION 2:** The City's corporate authorities, by a majority vote of those members present and with the Mayor abstaining from the discussion and the vote, approve the Agreement in the same or substantially similar form as Exhibit A, subject to such changes that the City Manager deems to be in the City's best interest, and further authorize and direct the City Manager to execute the Agreement and perform such acts as may be necessary to effectuate the Agreement.

**SECTION 3:** This resolution and each of its terms shall be the effective legislative act of a home rule municipality without regard to whether such resolution should (a) contain terms contrary to the provisions of current or subsequent non-preemptive state law, or (b) legislate in a manner or regarding a matter not delegated to municipalities by state law. It is the intent of the City's corporate authorities that to the extent this resolution is inconsistent with any non-preemptive state law, this resolution shall supersede state law in that regard within its jurisdiction.

**SECTION 4:** This resolution shall be in full force and effect from and after its passage and approval as provided by law.

**PASSED BY THE CITY COUNCIL** of the City of DeKalb, Illinois at a Regular meeting thereof held on the 25<sup>th</sup> day of September 2023 and approved by me as Mayor on the same day. Passed

by a 4-3-1 roll call vote. Aye: Larson, Smith, Perkins, McAdams. Nay: Zasada Verbic, Walker.  
Recused: Barnes.



  
\_\_\_\_\_  
COHEN BARNES, Mayor

ATTEST:  
  
\_\_\_\_\_  
Ruth A. Scott, Executive Assistant

## REAL ESTATE CONTRACT

**1. THE PARTIES:** Buyer and Seller are hereinafter referred to individually as “Party” or collectively as the “Parties.”

Buyer: City of DeKalb, an Illinois municipal corporation

Seller: D-N-J Properties, Inc., an Illinois corporation

**2. THE REAL ESTATE:** Seller agrees to convey to Buyer the Real Estate commonly known as 128, 130, 132, 134, 136, 138 and 140 S. 2<sup>nd</sup> Street, DeKalb, Illinois 60115, PIN: 08-23-163-013, and legally described in the attached and incorporated Exhibit A (the “Real Estate”). The Real Estate shall be defined to include the Real Estate and all improvements thereon.

**3. FIXTURES AND PERSONAL PROPERTY:** Seller shall have the option of removing the furnace in 134 and 140 S. 2nd St. on or before the Closing at Seller’s sole cost and expense and will agree to use Josh Joiner or a licensed HVAC professional of the Seller’s choosing for said removal.

**4. PURCHASE PRICE:** The Purchase price is \$420,000 and shall be payable as follows: Buyer shall deposit earnest money in the amount of \$5,000 (the “Earnest Deposit”) with the title company, as escrowee, within five (5) business days of the Effective Date, and pay the balance at Closing by cash, wire transfer of funds, or by certified check. The Earnest Deposit shall be refunded to Buyer, excluding escrowee’s fees, if Buyer elects to terminate this Contract pursuant to the provisions of Section 21 of this Contract.

**5. CLOSING:** Closing shall be on July 1, 2024, or at such other time as otherwise may be mutually agreed upon by the Parties in writing. Closing shall take place at the title company escrow office situated geographically nearest the Real Estate, or as otherwise may be mutually agreed by the Parties.

**6. PRORATIONS:** Seller shall pay the first installment of 2023 real estate taxes when due in 2024 and credit the Buyer for the second installment thereof at closing. The 2024 real estate taxes due in 2025 shall be prorated through the date of closing based on 105% of the 2023 real estate tax bill. Other proratable items shall include, without limitation, utilities, water and sewer, and rents and deposits from tenants. Seller represents that there is no homeowner association and thus no related dues or amounts due and owing and/or to be prorated. Seller agrees to pay prior to or at Closing any governmental special assessment confirmed prior to Date of Acceptance. All prorations shall be final as of Closing.

**7. NOTICE:** All notices required shall be in writing and shall be served by one Party or its attorney to the other Party or its attorney. Notice to any one of a multiple person Party shall be sufficient notice to all. Notice shall be given in the following manner: (a) By personal delivery of such notice; or (b) By mailing of such notice to the addresses recited herein by regular mail and by certified mail, return receipt requested. Except as otherwise provided herein, notice served by certified mail shall be effective on the date of mailing; or (c) By sending facsimile transmission; or (d) By sending e-mail transmission. Notice shall be effective as of date and time of e-mail transmission, provided that the notice transmitted shall be sent on business days during business hours (8:00 A.M. to 6:00 P.M. Chicago Time). In the event e-mail notice is transmitted during non-business hours, the effective date and time of notice is the first hour of the first business day after transmission.

**8. THE DEED:** Seller shall convey or cause to be conveyed to Buyer or Buyer’s designated grantee good and merchantable title to the Real Estate by recordable warranty deed with release of homestead rights, (or the appropriate deed if title is in trust or in an estate), and with real estate transfer stamps to be paid by Buyer. Title when conveyed will be good and merchantable, subject only to: general real estate taxes not due and payable at the time of Closing, covenants, conditions, and restrictions of record, building lines and easements, if any, so long as they do not interfere with the current use and enjoyment of the Real Estate.

**9. TITLE AND CLOSING COSTS:** At Buyer's expense, Buyer will order a survey of the Real Estate and title commitment and deliver or cause to be delivered to the parties within customary time limitations and sufficiently in advance of Closing, as evidence of title in Seller or Grantor, a title commitment for an ALTA title insurance policy in the amount of the Purchase Price with extended coverage, is requested by Buyer, by a title company licensed to operate in the State of Illinois, issued on or subsequent to the Date of Acceptance of this Contract, subject only to items listed in Paragraph 9. The commitment for title insurance furnished by Buyer will be conclusive evidence of good and merchantable title as therein shown, subject only to the exceptions therein stated. If the title commitment discloses unpermitted exceptions, then Seller shall have said exceptions or encroachments removed, or have the title insurer commit to insure against loss or damage that may be caused by such exceptions or encroachments. If Seller fails to have unpermitted exceptions waived or title insured over prior to Closing, Buyer may elect to take the title as it then is, with the right to deduct from the Purchase Price prior encumbrances of a definite or ascertainable amount. Seller shall furnish Buyer at Closing an Affidavit of Title covering the date of Closing and shall sign any other customary forms required for issuance of an ALTA Insurance Policy. Buyer shall pay all closing costs, including without limitation title and transfer fees, except for Seller's attorney's fee, which shall be paid by Seller.

**10. PERFORMANCE:** **Time is of the essence of this Contract.** In the event of default by Seller or Buyer, the Parties are free to pursue any legal remedies at law or in equity including, but not limited to, specific performance and damages. The prevailing Party in litigation shall be entitled to collect reasonable attorney fees and costs from the losing Party as ordered by a court of competent jurisdiction. There shall be no disbursement of earnest money unless Escrowee has been provided written agreement from Seller and Buyer. Absent an agreement relative to the disbursement of earnest money within a reasonable period of time, Escrowee may deposit funds with the Clerk of the Circuit Court by the filing of an action in the nature of interpleader. Escrowee shall be reimbursed from the earnest money for all costs, including reasonable attorney fees, related to the filing of the interpleader action. Seller and Buyer shall indemnify and hold Escrowee harmless from any and all conflicting claims and demands arising under this paragraph.

**11. GOVERNMENTAL COMPLIANCE:** Parties agree to comply with the reporting requirements of the applicable sections of the Internal Revenue Code and the Real Estate Settlement Procedures Act of 1974, as amended.

**12. FACSIMILE:** Facsimile signatures shall be sufficient for purposes of executing, negotiating, and finalizing this Contract.

**13. BUSINESS DAYS:** Business days are defined as Monday through Friday, excluding Federal holidays.

**14. CHOICE OF LAW/GOOD FAITH:** All terms and provisions of this Contract shall be governed by the laws of the State of Illinois and are subject to the covenant of good faith and fair dealing implied in all Illinois contracts. The sole venue for any action to enforce this Contract shall be in the Circuit Court of DeKalb County, Illinois.

**15. "AS IS" CONDITION:** This Contract is for the sale and purchase of the Real Estate and personal property in its "As Is" condition as of the date hereof. Buyer acknowledges that no representations, warranties or guarantees with respect to the condition of the Real Estate and personal property have been made by Seller or Seller's Agent other than those known defects, if any, disclosed by Seller.

**16. BROKERS:** Seller and Buyer represent and warrant to each other that neither Seller nor Buyer has dealt with any broker with respect to the transaction contemplated by this Contract (including, but not limited to, any agreement between Seller and Carrie Ottum/Weichert Realtors regarding the sale of the Real Estate) and each hereby agrees to indemnify, protect, defend, and hold the other harmless, from and against all losses, claims, costs, expenses, damages (including, but not limited to, attorneys' fees of counsel selected by the indemnified Party) resulting from the claims of any other broker, finder, or other such party claiming by, through or under the

acts or agreements of the indemnifying party. Notwithstanding any provision to the contrary, the obligations of the parties pursuant to this Section 16 shall survive any termination of this Agreement.

**17. POSSESSION:** At Closing, Seller shall deliver possession of the Real Estate to Buyer for Buyer's sole and exclusive use and enjoyment.

**18. SELLER'S REPRESENTATIONS/WARRANTIES:** Seller represents and warrants to Buyer to the best of Seller's knowledge and belief without due inquiry as of the Effective Date and as of the time of the Closing that:

(a) Seller has full power and authority to execute and deliver this Contract;

(b) Seller is aware of no leasehold interests affecting the Real Estate, except for the following: (1) the Commercial Lease between Seller and Tangles on Second (the "Tangles Tenant") dated May 6, 2022 attached and incorporated as Exhibit B (the "Tangles Lease"); (2) the oral lease between Seller and Dan Sears (the "Dan Sears Lease"); and (3) the oral lease between Seller and Joe Sears (the "Joe Sears Lease");

(c) Seller is aware of no agreements or contracts to purchase and sell the Real Estate, except for the following: (1) this Contract; and (2) the Commercial Contract to Purchase between Seller and Richard Milack dated June 15, 2023 attached and incorporated as Exhibit C (the "Milack Contract"),

(d) Except for any permitted exceptions on the title commitment ordered by Buyer or those leasehold interests expressly waived in writing by Buyer, there are no leases, contracts or agreements in effect regarding the Real Estate that will survive the Closing and be binding upon the Real Estate or Buyer.

(e) The execution of this Contract by Seller and the consummation of the transactions contemplated by this Contract do not and will not result in a breach of any law, regulation, court order, mortgage, agreement, lease, contract, or other instrument or obligation to which Seller is a party or by which Seller or the Real Estate may be bound or affected.

**19. SELLER'S COVENANTS:** During the period between the Effective Date and the Closing, Seller covenants as follows:

(a) Seller shall not enter into any new contract that will not be fully performed prior to Closing regarding the Real Estate and which will survive the Closing including, but not limited to, any conveyances, easements, leases, or other agreements regarding the Real Estate which may affect Buyer's interest in the sole and exclusive possession, use, enjoyment, and title of the Real Estate without Buyer's written consent;

(b) Seller shall perform all of its obligations under any leases or other agreements regarding the Real Estate, except for the Milack Contract;

(c) Seller shall deliver to the Title Company, in the forms reasonably requested by the Title Company, written and duly executed written instruments showing the termination and release of the Tangles Lease, the Dan Sears Lease, the Joe Sears Lease, the Milack Contract, and any other mortgages, leases, or other agreements affecting the Real Estate which are not permitted exceptions on the Title Commitment ordered by Buyer or expressly waived in writing by Buyer including, but not limited to, the termination and release of any claim by Carrie Ottum/Weichert Realtors regarding the sale of the Real Estate;

(d) Seller shall not take any actions which are inconsistent with its obligations under this Contract or which could hinder or delay the consummation of the transactions contemplated by this Contract; and

(e) Seller authorizes and permits the Buyer and the Buyer's authorized agents to directly negotiate the relocation of the Tangles Tenant and the termination and release of the Tangles Lease with the Tangles Tenant during the period between the Effective Date and the Closing (the "Buyer's Tangles Tenant Negotiations"), and Seller further waives, releases, and forever discharges the Buyer and the Buyer's authorized agents from and against any causes of action, claims, damages, liabilities, costs, and attorney's fees arising out of, relating to, or proximately caused by the Buyer's Tangles Tenant Negotiations.

**20. BUYER'S REPRESENTATIONS/WARRANTIES/COVENANTS:** Buyer represents and warrants to Seller as of the Effective Date, and covenants with Seller that:

(a) Buyer is a municipal corporation duly organized, validly existing, and in good standing under the laws of the State of Illinois; and

(b) Buyer has full power and authority to execute and deliver this Contract.

**21. CONDITIONS PRECEDENT TO PERFORMANCE OF THE CONTRACT:** The Parties' obligations to close this transaction shall be subject to the satisfaction of the following conditions prior to the Closing:

(a) Seller shall have performed and complied with all agreements, covenants, and obligations required under this Agreement to be performed or complied with by Seller prior to or at the Closing, and all of Seller's representations and warranties contained herein shall be true and correct at and as of the Closing Date;

(b) Buyer has obtained final approval of this Contract from the City Council; and

(c) The termination of the Tangles Lease, the Dan Sears Lease, and the Joe Sears Lease.

If any of the foregoing conditions set forth in this Section 21 has not been satisfied prior to the Closing, Buyer or Seller may, at their respective options, elect at any time either to: (i) terminate this Contract upon written notice to the other party (without waiving or releasing any of the parties remedies for any Defaults); or (ii) waive any one or more of such conditions in this Section.

Signed and agreed on this \_\_\_\_ day of September 2023 (the "Effective Date") by and between:

D-N-J Properties, Inc., Seller

City of DeKalb, Illinois, Buyer

By: \_\_\_\_\_

By: \_\_\_\_\_

Dan Sears

Print name: Bill Nicklas

Its: President

Its: City Manager

## REAL ESTATE CONTRACT

**1. THE PARTIES:** Buyer and Seller are hereinafter referred to individually as “Party” or collectively as the “Parties.”

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**7. NOTICE:** All notices required shall be in writing and shall be served by one Party or its attorney to the other Party or its attorney. Notice to any one of a multiple person Party shall be sufficient notice to all. Notice shall be given in the following manner: (a) By personal delivery of such notice; or (b) By mailing of such notice to the addresses recited herein by regular mail and by certified mail, return receipt requested. Except as otherwise provided herein, notice served by certified mail shall be effective on the date of mailing; or (c) By sending facsimile transmission; or (d) By sending e-mail transmission. Notice shall be effective as of date and time of e-mail transmission, provided that the notice transmitted shall be sent on business days during business hours (8:00 A.M. to 6:00 P.M. Chicago Time). In the event e-mail notice is transmitted during non-business hours, the effective date and time of notice is the first hour of the first business day after transmission.

**8. THE DEED:** Seller shall convey or cause to be conveyed to Buyer or Buyer’s designated grantee good and merchantable title to the Real Estate by recordable warranty deed with release of homestead rights, (or the appropriate deed if title is in trust or in an estate), and with real estate transfer stamps to be paid by Buyer. Title when conveyed will be good and merchantable, subject only to: general real estate taxes not due and payable at the time of Closing, covenants, conditions, and restrictions of record, building lines and easements, if any, so long as they do not interfere with the current use and enjoyment of the Real Estate.

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**10. PERFORMANCE: Time is of the essence of this Contract.** In the event of default by Seller or Buyer, the Parties are free to pursue any legal remedies at law or in equity including, but not limited to, specific performance and damages. The prevailing Party in litigation shall be entitled to collect reasonable attorney fees and costs from the losing Party as ordered by a court of competent jurisdiction. There shall be no disbursement of earnest money unless Escrowee has been provided written agreement from Seller and Buyer. Absent an agreement relative to the disbursement of earnest money within a reasonable period of time, Escrowee may deposit funds with the Clerk of the Circuit Court by the filing of an action in the nature of interpleader. Escrowee shall be reimbursed from the earnest money for all costs, including reasonable attorney fees, related to the filing of the interpleader action. Seller and Buyer shall indemnify and hold Escrowee harmless from any and all conflicting claims and demands arising under this paragraph.

**11. GOVERNMENTAL COMPLIANCE:** Parties agree to comply with the reporting requirements of the applicable sections of the Internal Revenue Code and the Real Estate Settlement Procedures Act of 1974, as amended.

**12. FACSIMILE:** Facsimile signatures shall be sufficient for purposes of executing, negotiating, and finalizing this Contract.

**13. BUSINESS DAYS:** Business days are defined as Monday through Friday, excluding Federal holidays.

**14. CHOICE OF LAW/GOOD FAITH:** All terms and provisions of this Contract shall be governed by the laws of the State of Illinois and are subject to the covenant of good faith and fair dealing implied in all Illinois contracts. The sole venue for any action to enforce this Contract shall be in the Circuit Court of DeKalb County, Illinois.

**15. "AS IS" CONDITION:** This Contract is for the sale and purchase of the Real Estate and personal property in its "As Is" condition as of the date hereof. Buyer acknowledges that no representations, warranties or guarantees with respect to the condition of the Real Estate and personal property have been made by Seller or Seller's Agent other than those known defects, if any, disclosed by Seller.

**16. BROKERS:** Seller and Buyer represent and warrant to each other that neither Seller nor Buyer has dealt with any broker with respect to the transaction contemplated by this Contract (including, but not limited to, any agreement between Seller and Carrie Ottum/Weichert Realtors regarding the sale of the Real Estate) and each hereby agrees to indemnify, protect, defend, and hold the other harmless, from and against all losses, claims, costs, expenses, damages (including, but not limited to, attorneys' fees of counsel selected by the indemnified Party) resulting from the claims of any other broker, finder, or other such party claiming by, through or under the



acts or agreements of the indemnifying party. Notwithstanding any provision to the contrary, the obligations of the parties pursuant to this Section 16 shall survive any termination of this Agreement.

17. POSSESSION: At Closing, Seller shall deliver possession of the Real Estate to Buyer for Buyer's sole and exclusive use and enjoyment.

18. SELLER'S REPRESENTATIONS/WARRANTIES: Seller represents and warrants to Buyer to the best of Seller's knowledge and belief without due inquiry as of the Effective Date and as of the time of the Closing that:

(a) Seller has full power and authority to execute and deliver this Contract;

(b) Seller is aware of no leasehold interests affecting the Real Estate, except for the following: (1) the Commercial Lease between Seller and Tangles on Second (the "Tangles Tenant") dated May 6, 2022 attached and incorporated as Exhibit B (the "Tangles Lease"); (2) the oral lease between Seller and Dan Sears (the "Dan Sears Lease"); and (3) the oral lease between Seller and Joe Sears (the "Joe Sears Lease");

(c) Seller is aware of no agreements or contracts to purchase and sell the Real Estate, except for the following: (1) this Contract; and (2) the Commercial Contract to Purchase between Seller and Richard Milack dated June 15, 2023 attached and incorporated as Exhibit C (the "Milack Contract").

(d) Except for any permitted exceptions on the title commitment ordered by Buyer or those leasehold interests expressly waived in writing by Buyer, there are no leases, contracts or agreements in effect regarding the Real Estate that will survive the Closing and be binding upon the Real Estate or Buyer.

(e) The execution of this Contract by Seller and the consummation of the transactions contemplated by this Contract do not and will not result in a breach of any law, regulation, court order, mortgage, agreement, lease, contract, or other instrument or obligation to which Seller is a party or by which Seller or the Real Estate may be bound or affected.

19. SELLER'S COVENANTS: During the period between the Effective Date and the Closing, Seller covenants as follows:

(a) Seller shall not enter into any new contract that will not be fully performed prior to Closing regarding the Real Estate and which will survive the Closing including, but not limited to, any conveyances, easements, leases, or other agreements regarding the Real Estate which may affect Buyer's interest in the sole and exclusive possession, use, enjoyment, and title of the Real Estate without Buyer's written consent;

(b) Seller shall perform all of its obligations under any leases or other agreements regarding the Real Estate, except for the Milack Contract;

(c) Seller shall deliver to the Title Company, in the forms reasonably requested by the Title Company, written and duly executed written instruments showing the termination and release of the Tangles Lease, the Dan Sears Lease, the Joe Sears Lease, the Milack Contract, and any other mortgages, leases, or other agreements affecting the Real Estate which are not permitted exceptions on the Title Commitment ordered by Buyer or expressly waived in writing by Buyer including, but not limited to, the termination and release of any claim by Carrie Ottum/Weichert Realtors regarding the sale of the Real Estate;

(d) Seller shall not take any actions which are inconsistent with its obligations under this Contract or which could hinder or delay the consummation of the transactions contemplated by this Contract; and

(e) Seller authorizes and permits the Buyer and the Buyer's authorized agents to directly negotiate the relocation of the Tangles Tenant and the termination and release of the Tangles Lease with the Tangles Tenant during the period between the Effective Date and the Closing (the "Buyer's Tangles Tenant Negotiations"), and Seller further waives, releases, and forever discharges the Buyer and the Buyer's authorized agents from and against any causes of action, claims, damages, liabilities, costs, and attorney's fees arising out of, relating to, or proximately caused by the Buyer's Tangles Tenant Negotiations.

**20. BUYER'S REPRESENTATIONS/WARRANTIES/COVENANTS:** Buyer represents and warrants to Seller as of the Effective Date, and covenants with Seller that:

(a) Buyer is a municipal corporation duly organized, validly existing, and in good standing under the laws of the State of Illinois; and

(b) Buyer has full power and authority to execute and deliver this Contract.

**21. CONDITIONS PRECEDENT TO PERFORMANCE OF THE CONTRACT:** The Parties' obligations to close this transaction shall be subject to the satisfaction of the following conditions prior to the Closing:

(a) Seller shall have performed and complied with all agreements, covenants, and obligations required under this Agreement to be performed or complied with by Seller prior to or at the Closing, and all of Seller's representations and warranties contained herein shall be true and correct at and as of the Closing Date;

(b) Buyer has obtained final approval of this Contract from the City Council; and

(c) The termination of the Tangles Lease, the Dan Sears Lease, and the Joe Sears Lease.

If any of the foregoing conditions set forth in this Section 21 has not been satisfied prior to the Closing, Buyer or Seller may, at their respective options, elect at any time either to: (i) terminate this Contract upon written notice to the other party (without waiving or releasing any of the parties remedies for any Defaults); or (ii) waive any one or more of such conditions in this Section.

Signed and agreed on this \_\_\_\_ day of September 2023 (the "Effective Date") by and between:

D-N-J Properties, Inc., Seller

City of DeKalb, Illinois, Buyer

By: \_\_\_\_\_  
Dan Sears  
Nicklas  
Its: President  
Manager \_\_\_\_\_

By: \_\_\_\_\_  
Print name: \_\_\_\_\_ Bill  
Its: City

## REAL ESTATE CONTRACT

1. **THE PARTIES:** Buyer and Seller are hereinafter referred to individually as "Party" or collectively as the "Parties."

Buyer: City of DeKalb, Illinois

Seller: D-N-J Properties, Inc., an Illinois corporation

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3. **FIXTURES AND PERSONAL PROPERTY:** Seller shall have the option of removing the furnace in 134 and 140 S. 2nd St. on or before the Closing and will agree to use Josh Joiner or a licensed HVAC professional of the Seller's choosing for said removal.

4. **PURCHASE PRICE:** The Purchase price is \$420,000 and shall be payable as follows: Buyer shall deposit earnest money in the amount of \$5,000 with the title company, as escrowee, and pay the balance at Closing by cash, wire transfer of funds, or by certified check.

5. **CLOSING:** Closing shall be on July 1, 2024, or at such other time as otherwise may be mutually agreed upon by the Parties in writing. Closing shall take place at the title company escrow office situated geographically nearest the Real Estate, or as otherwise may be mutually agreed by the Parties.

6. **PRORATIONS:** Seller shall pay the first installment of 2023 real estate taxes when due in 2024 and credit the Buyer for the second installment thereof at closing. The 2024 real estate taxes due in 2025 shall be prorated through the date of closing based on 100% of the 2023 real estate tax bill. Other proratable items shall include, without limitation, utilities, water and sewer, and rents and deposits from tenants. Seller represents that there is no homeowner association and thus no related dues or amounts due and owing and/or to be prorated. Seller agrees to pay prior to or at Closing any governmental special assessment confirmed prior to Date of Acceptance. All prorations shall be final as of Closing.

7. **NOTICE:** All notices required shall be in writing and shall be served by one Party or its attorney to the other Party or its attorney. Notice to any one of a multiple person Party shall be sufficient notice to all. Notice shall be given in the following manner: (a) By personal delivery of such notice; or (b) By mailing of such notice to the addresses recited herein by regular mail and by certified mail, return receipt requested. Except as otherwise provided herein, notice served by certified mail shall be effective on the date of mailing; or (c) By sending facsimile transmission; or (d) By sending e-mail transmission. Notice shall be effective as of date and time of e-mail transmission, provided that the notice transmitted shall be sent on business days during business hours (8:00 A.M. to 6:00 P.M. Chicago Time). In the event e-mail notice is transmitted during non-business hours, the effective date and time of notice is the first hour of the first business day after transmission.

8. **THE DEED:** Seller shall convey or cause to be conveyed to Buyer or Buyer's designated grantee good and merchantable title to the Real Estate by recordable warranty deed with release of homestead rights, (or the appropriate deed if title is in trust or in an estate), and with real estate transfer stamps to be paid by Buyer. Title when conveyed will be good and merchantable, subject only to: general real estate taxes not due and payable at the time of Closing, covenants, conditions, and restrictions of record, building lines and easements, if any, so long as they do not interfere with the current use and enjoyment of the Real Estate.

9. **TITLE AND CLOSING COSTS:** At Buyer's expense, Buyer will order title and deliver or cause to be delivered to the parties within customary time limitations and sufficiently in advance of Closing, as evidence of title in Seller or Grantor, a title commitment for an ALTA title insurance policy in the amount of the Purchase Price with extended coverage, is requested by Buyer, by a title company licensed to operate in the State of Illinois, issued on or subsequent to the Date of Acceptance of this Contract, subject only to items listed in Paragraph 9. The commitment for title

insurance furnished by Buyer will be conclusive evidence of good and merchantable title as therein shown, subject only to the exceptions therein stated. If the title commitment discloses unpermitted exceptions, then Seller shall have said exceptions or encroachments removed, or have the title insurer commit to insure against loss or damage that may be caused by such exceptions or encroachments. If Seller fails to have unpermitted exceptions waived or title insured over prior to Closing, Buyer may elect to take the title as it then is, with the right to deduct from the Purchase Price prior encumbrances of a definite or ascertainable amount. Seller shall furnish Buyer at Closing an Affidavit of Title covering the date of Closing and shall sign any other customary forms required for issuance of an ALTA Insurance Policy. Buyer shall pay all closing costs, including without limitation title and transfer fees, except for Seller's attorney's fee, which shall be paid by Seller.

**10. PERFORMANCE: Time is of the essence of this Contract.** In the event of default by Seller or Buyer, the Parties are free to pursue any legal remedies at law or in equity. The prevailing Party in litigation shall be entitled to collect reasonable attorney fees and costs from the losing Party as ordered by a court of competent jurisdiction. There shall be no disbursement of earnest money unless Escrowee has been provided written agreement from Seller and Buyer. Absent an agreement relative to the disbursement of earnest money within a reasonable period of time, Escrowee may deposit funds with the Clerk of the Circuit Court by the filing of an action in the nature of interpleader. Escrowee shall be reimbursed from the earnest money for all costs, including reasonable attorney fees, related to the filing of the interpleader action. Seller and Buyer shall indemnify and hold Escrowee harmless from any and all conflicting claims and demands arising under this paragraph.

**11. GOVERNMENTAL COMPLIANCE:** Parties agree to comply with the reporting requirements of the applicable sections of the Internal Revenue Code and the Real Estate Settlement Procedures Act of 1974, as amended.

**12. FACSIMILE:** Facsimile signatures shall be sufficient for purposes of executing, negotiating, and finalizing this Contract.

**13. BUSINESS DAYS:** Business days are defined as Monday through Friday, excluding Federal holidays.

**14. CHOICE OF LAW/GOOD FAITH:** All terms and provisions of this Contract shall be governed by the laws of the State of Illinois and are subject to the covenant of good faith and fair dealing implied in all Illinois contracts.

**15. "AS IS" CONDITION:** This Contract is for the sale and purchase of the Real Estate and personal property in its "As Is" condition as of the date hereof. Buyer acknowledges that no representations, warranties or guarantees with respect to the condition of the Real Estate and personal property have been made by Seller or Seller's Agent other than those known defects, if any, disclosed by Seller.

**16. BROKERS:** Seller and Buyer represent and warrant to each other that neither Seller nor Buyer has dealt with any broker with respect to the transaction contemplated by this Contract and each hereby agrees to indemnify, protect, defend, and hold the other harmless, from and against all losses, claims, costs, expenses, damages (including, but not limited to, attorneys' fees of counsel selected by the indemnified Party) resulting from the claims of any other broker, finder, or other such party claiming by, through or under the acts or agreements of the indemnifying party. Notwithstanding any provision to the contrary, the obligations of the parties pursuant to this Section 16 shall survive any termination of this Agreement.

Signed and agreed on this \_\_\_\_ day of September 2023 by and between:

D-N-J Properties, Inc., Seller

City of DeKalb, Illinois, Buyer

By: \_\_\_\_\_  
Dan Sears  
Its: President

By: \_\_\_\_\_  
Print name: \_\_\_\_\_  
Its: \_\_\_\_\_

## REAL ESTATE CONTRACT

1. **THE PARTIES:** Buyer and Seller are hereinafter referred to individually as "Party" or collectively as the "Parties."

Buyer: City of DeKalb, an Illinois municipal corporation  
Seller: D-N-J Properties, Inc., an Illinois corporation

2. **THE REAL ESTATE:** Seller agrees to convey to Buyer the Real Estate commonly known as 128, 130, 132, 134, 136, 138 and 140 S. 2<sup>nd</sup> Street, DeKalb, Illinois 60115, PIN: 08-23-163-013, and legally described in the attached and incorporated Exhibit A (the "Real Estate"). The Real Estate shall be defined to include the Real Estate and all improvements thereon.

3. **FIXTURES AND PERSONAL PROPERTY:** Seller shall have the option of removing the furnace in 134 and 140 S. 2nd St. on or before the Closing at Seller's sole cost and expense and will agree to use Josh Joiner or a licensed HVAC professional of the Seller's choosing for said removal.

4. **PURCHASE PRICE:** The Purchase price is \$420,000 and shall be payable as follows: Buyer shall deposit earnest money in the amount of \$5,000 (the "Earnest Deposit") with the title company, as escrowee, and pay the balance at Closing by cash, wire transfer of funds, or by certified check. The Earnest Deposit shall be refunded to Buyer, excluding escrowee's fees, if Buyer elects to terminate this Contract prior to Closing.

Commented [MR1]: When do you want the City to deposit the earnest money?

5. **CLOSING:** Closing shall be on July 1, 2024, or at such other time as otherwise may be mutually agreed upon by the Parties in writing. Closing shall take place at the title company escrow office situated geographically nearest the Real Estate, or as otherwise may be mutually agreed by the Parties.

6. **PRORATIONS:** Seller shall pay the first installment of 2023 real estate taxes when due in 2024 and credit the Buyer for the second installment thereof at closing. The 2024 real estate taxes due in 2025 shall be prorated through the date of closing based on ~~100~~110% of the 2023 real estate tax bill. Other prorable items shall include, without limitation, utilities, water and sewer, and rents and deposits from tenants. Seller represents that there is no homeowner association and thus no related dues or amounts due and owing and/or to be prorated. Seller agrees to pay prior to or at Closing any governmental special assessment confirmed prior to Date of Acceptance. All prorations shall be final as of Closing.

7. **NOTICE:** All notices required shall be in writing and shall be served by one Party or its attorney to the other Party or its attorney. Notice to any one of a multiple person Party shall be sufficient notice to all. Notice shall be given in the following manner: (a) By personal delivery of such notice; or (b) By mailing of such notice to the addresses recited herein by regular mail and by certified mail, return receipt requested. Except as otherwise provided herein, notice served by certified mail shall be effective on the date of mailing; or (c) By sending facsimile transmission; or (d) By sending e-mail transmission. Notice shall be effective as of date and time of e-mail transmission, provided that the notice transmitted shall be sent on business days during business hours (8:00 A.M. to 6:00 P.M. Chicago Time). In the event e-mail notice is transmitted during non-business hours, the effective date and time of notice is the first hour of the first business day after transmission.

8. **THE DEED:** Seller shall convey or cause to be conveyed to Buyer or Buyer's designated grantee good and merchantable title to the Real Estate by recordable warranty deed with release of homestead rights, (or the appropriate deed if title is in trust or in an estate), and with real estate transfer stamps to be paid by Buyer. Title when conveyed will be good and merchantable, subject only to: general real estate taxes not due and payable at the time of Closing, covenants, conditions, and restrictions of record, building lines and easements, if any, so long as they do not interfere with the current use and enjoyment of the Real Estate.

9. **TITLE AND CLOSING COSTS:** At Buyer's expense, Buyer will order a survey of the Real Estate and title commitment and deliver or cause to be delivered to the parties within customary time limitations and sufficiently in advance of Closing, as evidence of title in Seller or Grantor, a title commitment for an ALTA title insurance policy in

the amount of the Purchase Price with extended coverage, is requested by Buyer, by a title company licensed to operate in the State of Illinois, issued on or subsequent to the Date of Acceptance of this Contract, subject only to items listed in Paragraph 9. The commitment for title insurance furnished by Buyer will be conclusive evidence of good and merchantable title as therein shown, subject only to the exceptions therein stated. If the title commitment discloses unpermitted exceptions, then Seller shall have said exceptions or encroachments removed, or have the title insurer commit to insure against loss or damage that may be caused by such exceptions or encroachments. If Seller fails to have unpermitted exceptions waived or title insured over prior to Closing, Buyer may elect to take the title as it then is, with the right to deduct from the Purchase Price prior encumbrances of a definite or ascertainable amount. Seller shall furnish Buyer at Closing an Affidavit of Title covering the date of Closing and shall sign any other customary forms required for issuance of an ALTA Insurance Policy. Buyer shall pay all closing costs, including without limitation title and transfer fees, except for Seller's attorney's fee, which shall be paid by Seller.

**10. PERFORMANCE:** Time is of the essence of this Contract. In the event of default by Seller or Buyer, the Parties are free to pursue any legal remedies at law or in equity including, but not limited to, specific performance and damages. The prevailing Party in litigation shall be entitled to collect reasonable attorney fees and costs from the losing Party as ordered by a court of competent jurisdiction. There shall be no disbursement of earnest money unless Escrowee has been provided written agreement from Seller and Buyer. Absent an agreement relative to the disbursement of earnest money within a reasonable period of time, Escrowee may deposit funds with the Clerk of the Circuit Court by the filing of an action in the nature of interpleader. Escrowee shall be reimbursed from the earnest money for all costs, including reasonable attorney fees, related to the filing of the interpleader action. Seller and Buyer shall indemnify and hold Escrowee harmless from any and all conflicting claims and demands arising under this paragraph.

**11. GOVERNMENTAL COMPLIANCE:** Parties agree to comply with the reporting requirements of the applicable sections of the Internal Revenue Code and the Real Estate Settlement Procedures Act of 1974, as amended.

**12. FACSIMILE:** Facsimile signatures shall be sufficient for purposes of executing, negotiating, and finalizing this Contract.

**13. BUSINESS DAYS:** Business days are defined as Monday through Friday, excluding Federal holidays.

**14. CHOICE OF LAW/GOOD FAITH:** All terms and provisions of this Contract shall be governed by the laws of the State of Illinois and are subject to the covenant of good faith and fair dealing implied in all Illinois contracts. The sole venue for any action to enforce this Contract shall be in the Circuit Court of DeKalb County, Illinois.

**15. "AS IS" CONDITION:** This Contract is for the sale and purchase of the Real Estate and personal property in its "As Is" condition as of the date hereof. Buyer acknowledges that no representations, warranties or guarantees with respect to the condition of the Real Estate and personal property have been made by Seller or Seller's Agent other than those known defects, if any, disclosed by Seller.

**16. BROKERS:** Seller and Buyer represent and warrant to each other that neither Seller nor Buyer has dealt with any broker with respect to the transaction contemplated by this Contract and each hereby agrees to indemnify, protect, defend, and hold the other harmless, from and against all losses, claims, costs, expenses, damages (including, but not limited to, attorneys' fees of counsel selected by the indemnified Party) resulting from the claims of any other broker, finder, or other such party claiming by, through or under the acts or agreements of the indemnifying party. Notwithstanding any provision to the contrary, the obligations of the parties pursuant to this Section 16 shall survive any termination of this Agreement.

**17. POSSESSION:** At Closing, Seller shall deliver possession of the Real Estate to Buyer for Buyer's sole and exclusive use and enjoyment, free and clear of any leasehold or other possessory interest in the Real Estate.

**18. SELLER'S REPRESENTATIONS/WARRANTIES:** Seller represents and warrants to Buyer to the best of Seller's knowledge and belief without due inquiry as of the Effective Date and as of the time of the Closing that:

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(a) Seller has full power and authority to execute and deliver this Contract;

(b) Seller has good, marketable and insurable fee simple title to Property, free and clear of all mortgages and security interests, leases and tenancies, claims, options, liens, covenants, judgments, and other matters affecting title to the Property including, but not limited to, the Commercial Lease between Seller and Tangles on Second dated May 6, 2022 attached and incorporated as Exhibit B (the "Tangles Lease"), the Commercial Contract to Purchase between Seller and Richard Milack dated June 15, 2023 attached and incorporated as Exhibit C (the "Milack Contract"), and any claims of brokers Carrie Ottum/Weichert Realtors (the "Ottum Claim") and Paul Miller/Adolph Miller Real Estate (the "Miller Claim") regarding the Real Estate and this Contract;

(c) Except for any permitted exceptions on the title commitment ordered by Buyer, there are no leases, contracts or agreements in effect regarding the Real Estate that will survive the Closing and be binding upon the Real Estate or Buyer.

(d) The execution of this Contract by Seller and the consummation of the transactions contemplated by this Contract do not and will not result in a breach of any law, regulation, court order, mortgage, agreement, lease, contract, or other instrument or obligation to which Seller is a party or by which Seller or the Real Estate may be bound or affected.

**19. SELLER'S COVENANTS:** During the period between the Effective Date and the Closing, Seller covenants as follows:

(a) Seller shall not enter into any new contract that will not be fully performed prior to Closing regarding the Real Estate and will survive the Closing including, but not limited to, any conveyances, easements, leases, or other agreements regarding the Real Estate which may affect Buyer's interest in the sole and exclusive possession, use, enjoyment, and title of the Real Estate without Buyer's written consent;

(b) Seller shall perform all of its obligations under any leases or other agreements regarding the Property;

(c) Seller shall deliver to the Title Company, in the forms reasonably requested by the Title Company, written and duly executed instruments showing the termination and release of the Tangles Lease, the Milack Contract, the Ottum Claim, the Miller Claim, and any other mortgages, leases, or other agreements affecting the Real Estate which are not permitted exceptions on the Title Commitment ordered by Buyer; and

(d) Seller shall not take any actions which are inconsistent with its obligations under this Contract or which could hinder or delay the consummation of the transactions contemplated by this Contract.

**20. BUYER'S REPRESENTATIONS/WARRANTIES/COVENANTS:** Buyer represents and warrants to Seller as of the Effective Date, and covenants with Seller that:

(a) Buyer is a municipal corporation or other public entity duly organized, validly existing and in good standing under the laws of the State of Illinois; and

(b) Buyer has full power and authority to execute and deliver this Contract.

**21. CONDITIONS PRECEDENT TO PERFORMANCE OF THE CONTRACT:** The Parties' obligations to close this transaction shall be subject to the satisfaction of the following conditions prior to, or concurrently with, the Closing:

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(a) Seller shall have performed and complied with all agreements, covenants, and obligations required under this Agreement to be performed or complied with by Seller prior to or at the Closing, and all of Seller's representations and warranties contained herein shall be true and correct at and as of the Closing Date; and

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(b) Buyer has obtained final approval of this Contract from the City Council.

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If any of the foregoing conditions set forth in this Section 21 has not been satisfied prior to or as of the Closing, Buyer or Seller may, at its option, elect at any time either to: (i) terminate this Contract upon written notice to the other party (without waiving or releasing any of the parties remedies for any Defaults); or (ii) waive any one or more of such conditions in this Section.

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Signed and agreed on this \_\_\_\_ day of September 2023 (the "Effective Date") by and between:

D-N-J Properties, Inc., Seller

City of DeKalb, Illinois, Buyer

By: \_\_\_\_\_  
Dan Sears  
Nicklas  
Its: President  
Manager \_\_\_\_\_

By: \_\_\_\_\_  
Print name: \_\_\_\_\_ Bill  
Its: City



ALTA/ACSM LAND TITLE SURVEY

OF  
 LOT 67 OF BLOCK 11 OF THE COUNTY CLERK'S  
 SUBDIVISION OF BLOCKS 11, 12, 13, AND 14 OF  
 THE ORIGINAL VILLAGE (NOW CITY) OF DEKALB,  
 ACCORDING TO THE PLAT THEREOF RECORDED  
 IN BOOK "C" OF PLATS, PAGE 42, SITUATED  
 IN DEKALB COUNTY, ILLINOIS.



SCALE: 1" = 20'

- ⊙ INDICATES MANHOLE
- ⊗ INDICATES LIGHTPOLE
- ⊕ INDICATES GAS VALVE
- ⊛ INDICATES POWERPOLE

TO:

THE CHICAGO TITLE INSURANCE COMPANY,  
 THE NATIONAL BANK & TRUST COMPANY  
 OF SYCAMORE.

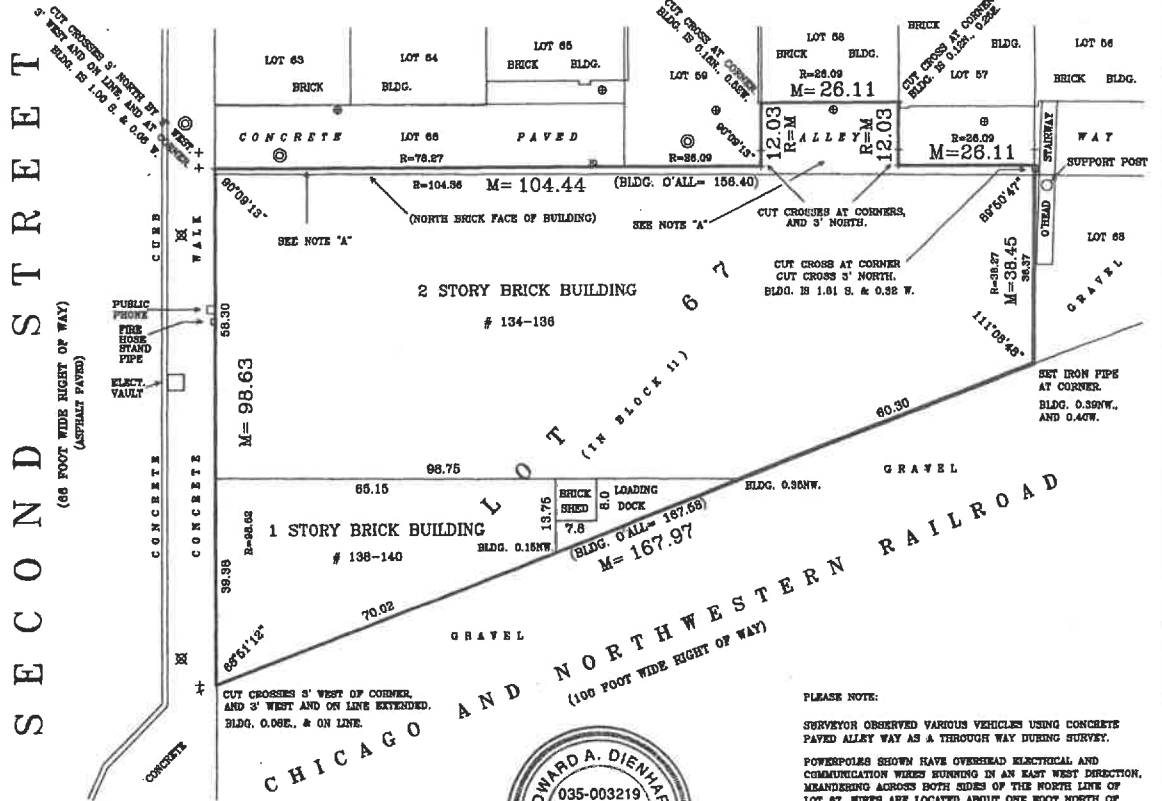
THIS IS TO CERTIFY THAT THIS MAP OR PLAT  
 AND THE SURVEY ON WHICH IT IS BASED WERE  
 MADE IN ACCORDANCE WITH "MINIMUM STANDARD  
 DETAIL REQUIREMENTS FOR ALTA/ACSM LAND SURVEYS",  
 AS ADOPTED BY ALTA/ACSM AND INCLUDES ITEMS  
 1, 7, 8, 10, OF TABLE "A" THEREOF.

DATED THIS 28th DAY OF May, 2002.

*Edward A. Dienhart*  
 EDWARD A. DIENHART, IPLS #035-003219

EDWARD A. DIENHART LAND SURVEYING  
 203 PARKSUDE LANE, OSWEGO, IL 60543  
 PHONE (830) 564-8270 FAX (830) 564-8157

SECOND STREET



NOTE "A"  
 PERMANENT EASEMENT FOR STORM SEWER FACILITIES  
 PER DOCUMENT 8106081, AFFECTING THE NORTH 14.03  
 FEET OF LOT 67, EXCEPT THAT PORTION OCCUPIED BY  
 THE EXISTING BUILDING.



PLEASE NOTE:  
 SURVEYOR OBSERVED VARIOUS VEHICLES USING CONCRETE  
 PAVED ALLEY WAY AS A THROUGH WAY DURING SURVEY.  
 POWERPOLES SHOWN HAVE OVERHEAD ELECTRICAL AND  
 COMMUNICATION WIRES HUNG IN AN EAST WEST DIRECTION,  
 MEANDERING ACROSS BOTH SIDES OF THE NORTH LINE OF  
 LOT 67. WIRES ARE LOCATED ABOUT ONE FOOT NORTH OF  
 AND PARALLEL WITH THE NORTH FACE OF THE BUILDING.  
 WIRES NOT SHOWN TO MAINTAIN CLARITY OF THE DRAWING.  
 ALL DIMENSIONS ARE IN FEET AND DECIMALS THEREOF.  
 ANGLES SHOWN ARE MEASURED, NOT RECORDED.  
 DIMENSIONS OBTAINED BY SCALING ON THIS PLAT SHOULD  
 BE CONSIDERED APPROXIMATE.

LICENSE RENEWABLE NOV. 2002

# ALTA/ACSM LAND TITLE SURVEY

OF

LOT 67 OF BLOCK 11 OF THE COUNTY CLERK'S SUBDIVISION OF BLOCKS 11, 12, 13, AND 14 OF THE ORIGINAL VILLAGE (NOW CITY) OF DEKALE, ACCORDING TO THE PLAT THEREOF RECORDED IN BOOK "C" OF PLATS, PAGE 42, SITUATED IN DEKALE COUNTY, ILLINOIS.



SCALE: 1" = 20'

- ⊙ INDICATES MANHOLE
- ⊗ INDICATES LIGHTPOLE
- ⊙ INDICATES GAS VALVE
- ⊙ INDICATES POWERPOLE

TO:

THE CHICAGO TITLE INSURANCE COMPANY.  
THE NATIONAL BANK & TRUST COMPANY OF SYCAMORE.

THIS IS TO CERTIFY THAT THIS MAP OR PLAT AND THE SURVEY ON WHICH IT IS BASED WERE MADE IN ACCORDANCE WITH "MINIMUM STANDARD DETAIL REQUIREMENTS FOR ALTA/ACSM LAND SURVEYS", AS ADOPTED BY ALTA/ACSM AND INCLUDES ITEMS 1, 7, 8, 10, OF TABLE "A" THEREOF.

DATED THIS 28th DAY OF May 2002.

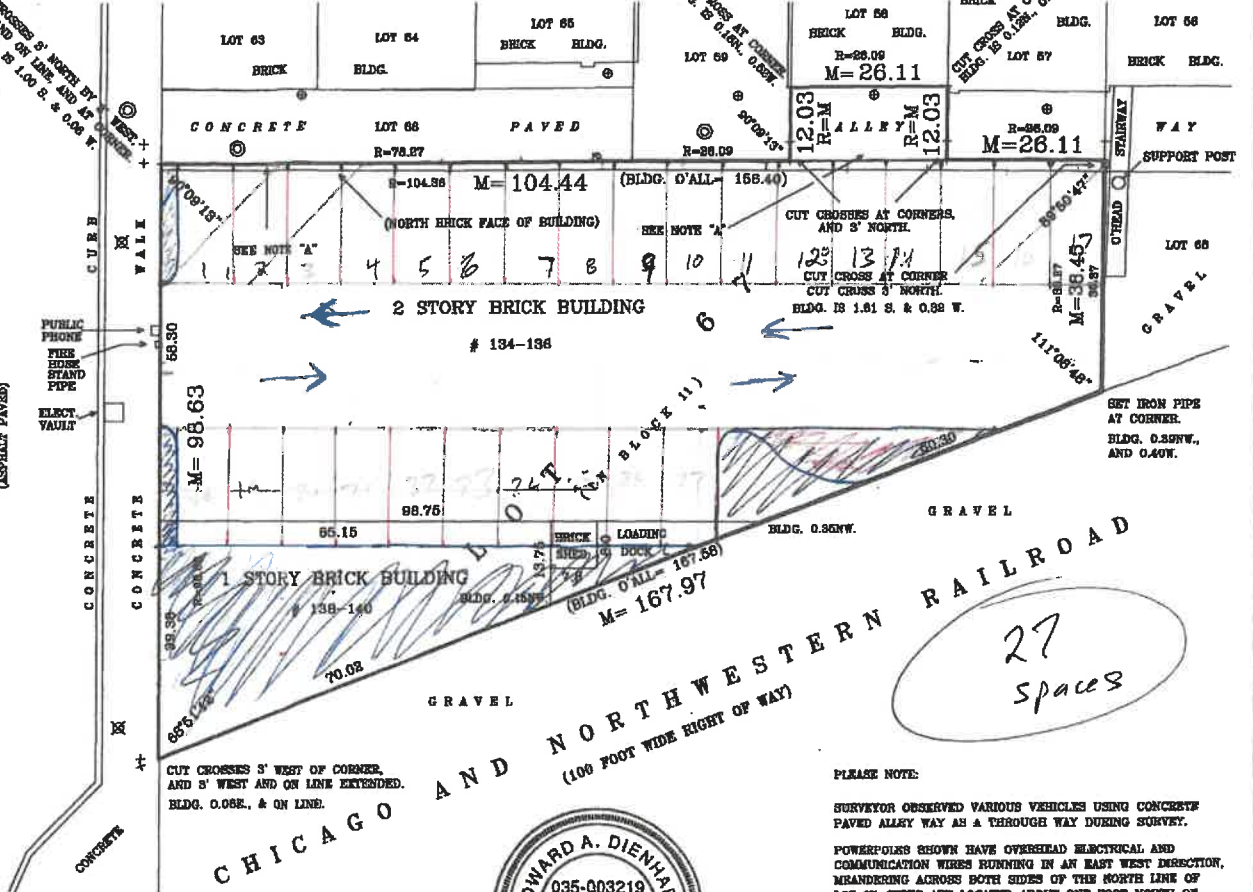
*Ed A. Dienhart*  
EDWARD A. DIENHART, IPLS #035-003219

EDWARD A. DIENHART LAND SURVEYING  
203 PARKSUDE LANE, OSWEGO, IL 60543  
PHONE (830) 554-8270 FAX (830) 554-8157

SECOND STREET

CUT ACROSS 3' NORTH BY 1.00 E. & 0.38 N.  
BLDG. IS 1.00 E. & 0.38 N.

(66 FOOT WIDE RIGHT OF WAY)  
(ASPHALT PAVED)



CUT ACROSS 3' WEST OF CORNER, AND 3' WEST AND ON LINE EXTENDED. BLDG. 0.08E. & ON LINE.

CUT ACROSS AT CORNER, BLDG. IS 0.12E. 0.26W.

CUT ACROSS AT CORNER, BLDG. IS 0.12E. 0.26W.

**NOTE "A"**

PERMANENT EASEMENT FOR STORM SEWER FACILITIES PER DOCUMENT 8105081, AFFECTING THE NORTH 14.68 FEET OF LOT 67, EXCEPT THAT PORTION OCCUPIED BY THE EXISTING BUILDING.



LICENSE RENEWABLE NOV. 2008

**PLEASE NOTE:**

- SURVEYOR OBSERVED VARIOUS VEHICLES USING CONCRETE PAVED ALLEY WAY AS A THROUGH WAY DURING SURVEY.
- POWERPOLES SHOWN HAVE OVERHEAD ELECTRICAL AND COMMUNICATION WIRES RUNNING IN AN EAST WEST DIRECTION, MEANDERING ACROSS BOTH SIDES OF THE NORTH LINE OF LOT 67. WIRES ARE LOCATED ABOUT ONE FOOT NORTH OF AND PARALLEL WITH THE NORTH FACE OF THE BUILDING. WIRES NOT SHOWN TO MAINTAIN CLARITY OF THE DRAWING.
- ALL DIMENSIONS ARE IN FEET AND DECIMALS THEREOF.
- ANGLES SHOWN ARE MEASURED, NOT RECORDED.
- DIMENSIONS OBTAINED BY SCALING ON THIS PLAT SHOULD BE CONSIDERED APPROXIMATE.



# APPRAISAL SYSTEMS LLC

*Real Estate Appraisers and Consultants*

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## Appraisal Report

Of

**A Multi-Tenant Commercial Building  
Located At 128-140 South 2<sup>nd</sup> Street  
DeKalb, DeKalb County, Illinois**

**Permanent Index Number  
08-23-163-013**

**Date of Value**

**April 28, 2023**

**Prepared For**

**City of DeKalb  
c/o Mr. Matthew D. Rose  
Donahue & Rose, PC  
9501 W. Devon Avenue, Ste. 702  
Rosemont, Illinois 60018**

# APPRAISAL SYSTEMS LLC

*Real Estate Appraisers and Consultants*

May 31, 2023

City of DeKalb  
c/o Mr. Matthew D. Rose  
Donahue & Rose, PC  
9501 W. Devon, Ste. 702  
Rosemont, Illinois 60018

**RE: Appraisal Report of a  
Multi-Tenant Commercial Building  
Located At 128-140 S. 2nd Street  
DeKalb, DeKalb County, Illinois  
Permanent Index Number 08-23-163-013**

**As of April 28, 2023**

Dear Mr. Rose:

At your request and authorization, I have prepared an appraisal report of the market value of the fee simple interest in the property located at 128-140 S. 2nd Street, DeKalb, Illinois, as of April 28, 2023.

The subject property is a two-story, multi-tenant commercial building containing approximately 18,500 square feet gross building area, situated on a 0.28-acre site. The improvements were built in 1890. The appraised property is fully described within the body of this report.

Data, information, and calculations leading to the value conclusion are incorporated in the report following this letter. The report, in its entirety, including all assumptions and limiting conditions, is an integral part of and inseparable from this letter.

The City of DeKalb is the client of this appraisal report. The intended users of this appraisal report include the City of Dekalb and their legal counsel.

Mr. Matthew D. Rose  
May 31, 2023

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

<b>MARKET VALUE CONCLUSION</b>		
<b>Interest Appraised</b>	<b>Date of Value</b>	<b>Value Conclusion</b>
<b>Fee Simple</b>	<b>April 28, 2023</b>	<b>\$243,000</b>

Source: APPRAISAL SYSTEMS LLC

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, our interpretation of the guidelines and recommendations set forth in the Uniform Standards of Professional Appraisal Practice (USPAP), the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.

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

Respectfully submitted,



Anthony J. Uzemack, MAI, AI-GRS

Certified General Real Estate Appraiser  
Illinois State Certification No. 553.000231  
Expires on 09/30/23

## CERTIFICATION

I 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. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
4. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
5. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
6. My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
7. The reported analyses, opinions, and conclusions were developed, and this report have been prepared, in conformity with the requirements of the Code of Professional Ethics & Standards of Professional Appraisal Practice of the Appraisal Institute.
8. The reported analyses, opinions, and conclusions were developed, and this report have been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
9. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
10. Anthony J. Uzemack, MAI, AI-GRS has made a personal inspection of the property that is the subject of this report.
11. No one provided significant appraisal, appraisal review, or appraisal consulting assistance to the person(s) signing this certification.
12. Anthony J. Uzemack, MAI, AI-GRS has experience in the appraisal of similar property types.
13. Anthony J. Uzemack, MAI, AI-GRS is currently certified in the state where the subject is located.
14. Absolute client confidentiality and privacy are maintained at all times with regard to this assignment without conflict of interest.
15. I have not appraised and I have not performed services as an appraiser regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
16. As of the date of this report, Anthony J. Uzemack, MAI, AI-GRS has completed the continuing education program for Designated Members of the Appraisal Institute.



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Anthony J. Uzemack, MAI, AI-GRS

Certified General Real Estate Appraiser

Illinois License No. 553.000231

Expires on 09/30/2023

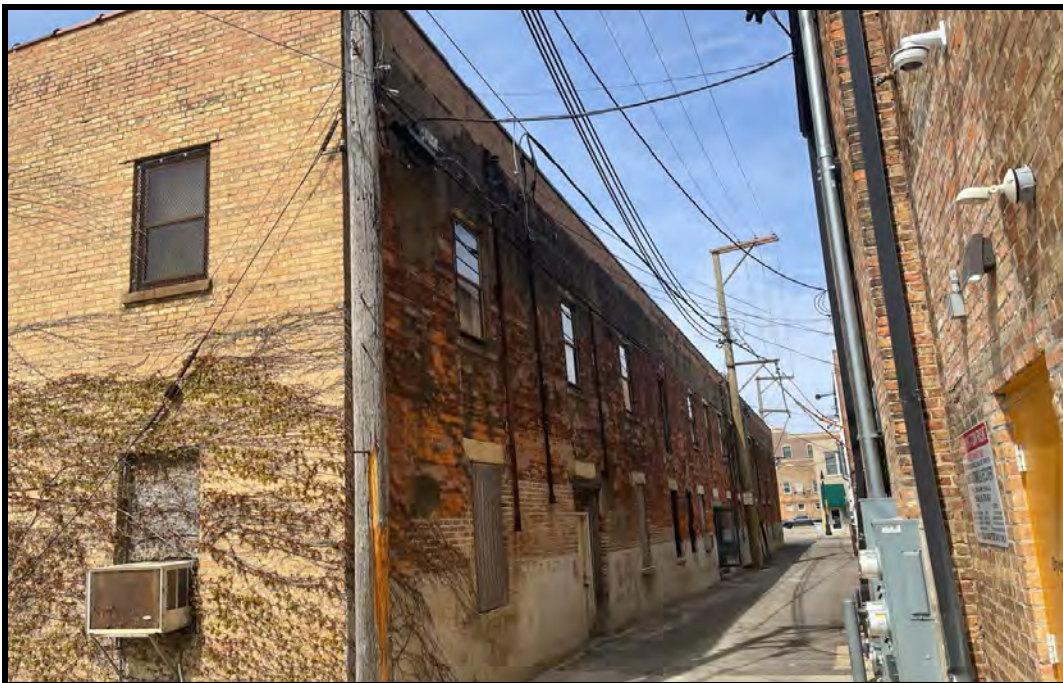
## SUMMARY OF CONCLUSIONS

<b>Location</b>	128-140 S. 2nd Street DeKalb, DeKalb County, Illinois	
<b>Assessor's Parcel Number</b>	08-23-163-013	
<b>Highest and Best Use</b>		
As Though Vacant	Commercial Development	
As Improved	Present Use	
<b>Property Rights Appraised</b>	Fee Simple	
<b>Total Land Area</b>	12,094 SF; 0.28 acres	
<b>Land to Building Ratio</b>	0.65:1.0	
<b>Improvements</b>		
Number of Buildings	1	
Gross Building Area	18,500 SF	
Number of Stories	One and part two-story	
<b>Net Rentable Areas</b>	First floor retail/storage space	10,000 SF
	<u>Second floor unimproved storage</u>	<u>8,500 SF</u>
	<b>Total</b>	<b>18,500 SF</b>
<b>Year Built</b>	1890	
<b>Condition</b>	Poor	
<b>Estimated Exposure Time</b>	12-24 Months	
<b>Financial Indicators</b>		
Estimated Stabilized Vacancy	30.0%	
Overall Capitalization Rate	9.0%	
Date of Value	April 28, 2023	
<b>Opinions of Value as of April 28, 2023</b>		
Sales Comparison Approach	\$243,000	
Income Approach	\$235,000	
Reconciled Market Value	<b>\$243,000</b>	

**SUBJECT PHOTOGRAPHS**



**WEST ELEVATION**



**NORTH ELEVATION**



**SUBJECT PHOTOGRAPHS**



**EAST ELEVATION**



**SOUTH ELEVATION**

**SUBJECT PHOTOGRAPHS**



**SOUTH ELEVATION**



**VIEW LOOKING SOUTH**

**SUBJECT PHOTOGRAPHS**



**VIEW LOOKING EAST**



**VIEW LOOKING WEST**

**SUBJECT PHOTOGRAPHS**

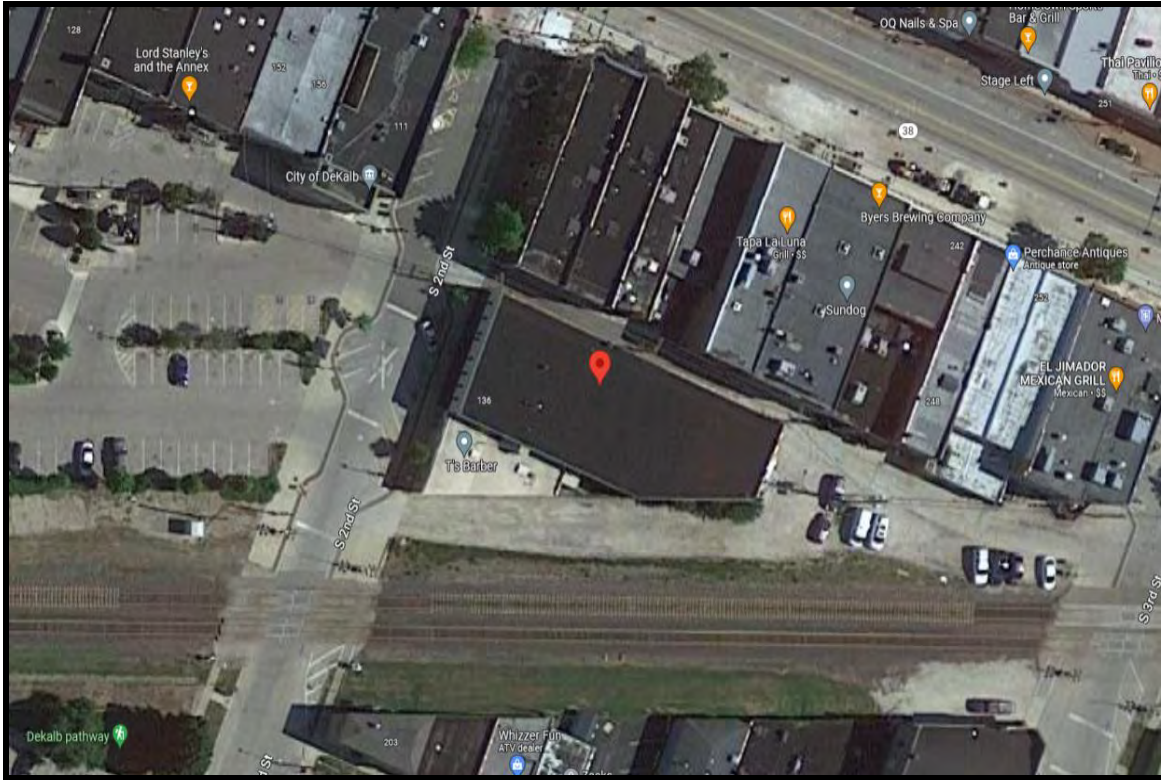


**VIEW LOOKING NORTH ON 2<sup>ND</sup> STREET**



**VACANT 1<sup>ST</sup> FLOOR SPACE**

**SUBJECT AERIAL PHOTOGRAPH**



## **EXTRAORDINARY ASSUMPTIONS AND HYPOTHETICAL CONDITIONS**

### Extraordinary Assumptions

An extraordinary assumption is defined by the *Uniform Standards of Professional Appraisal Practice* (2020-2021 Edition, The Appraisal Foundation) as “an assumption, directly related to a specific assignment, as of the effective date of the assignment results, which, if found to be false, could alter the appraiser’s opinions or conclusions. Extraordinary assumptions presume as fact otherwise uncertain information about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis.”

This appraisal employs only the assumptions and limiting conditions presented on pages 59-61 of this report.

### Hypothetical Conditions

A hypothetical condition is defined by the *Uniform Standards of Professional Appraisal Practice* (2020-2021 Edition, The Appraisal Foundation) 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 purpose of analysis. Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis.”

This appraisal employs no hypothetical conditions.

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## **INTRODUCTION**

The subject property is a one and part-two story, multi-tenant commercial building containing approximately 18,500 square feet of gross building area, situated on a 0.28-acre site. The subject is located on the east side of S. 2<sup>nd</sup> Street, south of Route 38 (Lincoln Highway) and north of the Chicago and North Western Railway (C&NW) in DeKalb. The subject property is sprinklered and the improvements are of masonry and glass construction and were constructed in 1890. Approximately half (5,000 SF) of the first-floor space in the 134-138 units have been lightly renovated into a hair salon and general retail space. The property is identified for real estate taxation purposes by the DeKalb County Assessor as Permanent Index Number 08-23-163-013. The local address is 128-140 S. 2nd Street, DeKalb, Illinois.

## **PROPERTY HISTORY**

The subject property is a multi-tenant commercial building containing approximately 18,500 square feet of net rentable area, of which 10,000 is first floor area. The first-floor area is divided into a hair salon, general retail space and vacant space used for storage. I was unable to gain access to the second-floor space. I have been told that the space is vacant and used for inactive storage.

The owner of the subject property is D-N-J Properties, Inc. I have left several calls that have gone unanswered.

The subject property was listed for sale and has since been taken off the market. The City of DeKalb and the property ownership are currently in negotiations over the subject. The subject property has not sold in the past three years.

## **DATE OF VALUE**

The date of value is April 28, 2023.

## **DATE OF INSPECTION**

An exterior inspection was made on April 28, 2023. Permission was never granted for an interior inspection.

## **DATE OF REPORT**

The date of report is the date indicated on the letter of transmittal.

## **INTENDED USE OF REPORT**

This report is intended to be used by the intended users for use in market value planning involving the subject property.



## CLIENT

The City of DeKalb is the client for this appraisal report.

## INTENDED USERS

The intended users of this appraisal report include the City of DeKalb and their legal counsel.

## PURPOSE OF THE APPRAISAL

The purpose of this appraisal is to estimate the market value of the fee simple interest in the subject property. *Market value* is defined as follows:

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

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

## PROPERTY RIGHTS APPRAISED

The property rights of the subject property are appraised in the fee simple estate. *Fee simple estate* is defined as follows:

Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.<sup>2</sup>

## TERMS AND DEFINITIONS

The Glossary of Terms in the Addenda provides definitions for terms that are and may be used in this appraisal.

---

<sup>1</sup> *Federal Register*, Volume 55, 12 C.F.R. Part 34.42(g), Page 34696, August 24, 1990, as amended at Federal Register, Volume 57 Page 12202, April 9, 1992, Federal Register, Volume 59 Page 29499, June 7, 1994.

<sup>2</sup> *The Dictionary of Real Estate Appraisal*, Fourth Edition (Chicago: Appraisal Institute, 2002) 113.

## **SPECIAL APPRAISAL INSTRUCTIONS**

This report contains no special appraisal instructions.

## **SCOPE OF APPRAISAL**

I completed the following steps for this assignment:

1. identified the subject property;
2. understood the intended use of the report;
3. applied appropriate appraisal methodology;
4. analyzed the comparable data to arrive at a probable range of value via each approach to value used in this report;
5. reconciled the results of each approach into a reasonable and defensible final estimate of value for the subject, as defined herein; and
6. estimated a reasonable exposure time and marketing time associated with the value estimate.

To develop the opinion of value, I prepared an appraisal report of the market value of the fee simple interest in the subject property, as defined by the Uniform Standards of Professional Appraisal Practice (USPAP). This means that Standard 1 was followed. I considered all three approaches to value (cost, sales comparison, and income capitalization). In this appraisal, I utilized the sales comparison approach to value to estimate the market value of the subject property.

The cost approach has been excluded due to the lack of comparable vacant commercial land sales and the advanced age and condition of the improvements. The cost approach is based upon the proposition 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 which represent the highest and best use of the land or when relatively unique or specialized improvements are located on the site and for which there exist few sales or leases of comparable properties. Most properties require a deduction for depreciation resulting from a combination of physical deterioration, and functional and external obsolescence. The cost approach is limited by difficulties in accurately estimating the amount of depreciation, as well as the remaining economic life of existing improvements.

The value conclusion reflects all known information about the subject, market conditions, and available market data. This appraisal report of the subject is intended to comply with the reporting requirements set forth under Standards Rule 2-2 (a) of the USPAP. That is, this report incorporates a practical explanation of the data, reasoning, and analysis which were used to develop the opinion of value.

This report includes descriptions and analyses of the subject property and the market for this property type. General and specific information about the subject property and its surrounding neighborhood was analyzed to determine the highest and best use of the land as though vacant and as improved. Market surveys were conducted to verify information about sales of vacant

sites and sales of improved properties. Rental properties were analyzed to estimate a market rent for the subject property. Interviews with brokers, appraisers, zoning officials, and lending institution representatives provided information for this report.

An exterior inspection of the subject property was made to determine its physical characteristics. I was unable to obtain permission to perform an interior inspection. I briefly interviewed an employee at the hair salon and saw a portion of the only occupied unit. A driving tour of the immediate neighborhood was performed on the date of inspection to investigate the surrounding area to determine the neighborhood boundaries and potential land sales, improved sales, and competitive rental properties as appropriate.

Information relative to the subject site and improvement was provided by the client, as well as my physical inspections and public records (ex. Assessor's records, property record cards, plat maps, etc.). I was provided with zoning information on the property by the City of DeKalb Zoning Department.

## **EXPOSURE TIME**

Exposure time is not intended to be a prediction of a date of sale or a one-line statement. Instead, it is an integral part of the appraisal analysis and is based on one or more of the following:

- statistical information about days on the market
- information gathered through sales verification
- interviews of market participants

The reasonable exposure period is a function of price, time, and use. It is not an isolated estimate of time alone. Exposure time is different for various types of real estate and under various market conditions.

Exposure time is the estimated length of time the property would have been offered prior to a hypothetical market value sale on the effective date of appraisal. It is a retrospective estimate based on an analysis of recent past events, assuming a competitive and open market. It assumes not only adequate, sufficient, and reasonable time but also adequate, sufficient, and reasonable marketing effort. Exposure time is therefore interrelated with appraisal conclusion of value.

In consideration of these factors, we have analyzed the following:

- exposure periods of comparable sales revealed during the course of this appraisal;
- the CB Richard Ellis Marketview Chicago Retail Report;
- PricewaterhouseCoopers' *Real Estate Investor Survey*; and
- knowledgeable real estate professionals.

Based on the foregoing analysis, an exposure time of 12-24 months is reasonable, defensible, and appropriate. I assume the subject would have been competitively priced and aggressively promoted regionally.

### **MARKETING TIME**

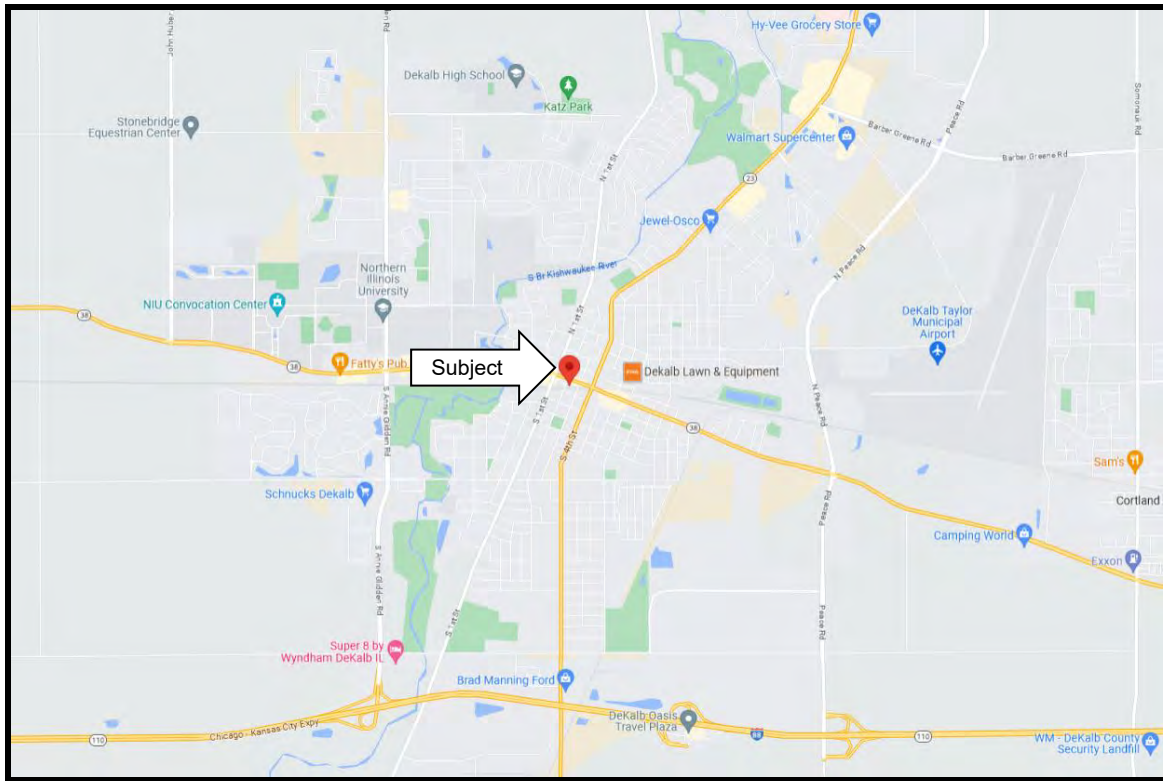
Marketing time is the period a prospective investor would forecast to sell the subject property immediately after the date of value, at the value estimated. The marketing time is an estimate of the number of months it will require to sell the subject from the date of value, into the future. The anticipated marketing time is essentially a measure of the perceived level of risk associated with the marketability, or liquidity, of the subject property.

The marketing time estimate is based on the data used in estimating the reasonable exposure time, in addition to an analysis of the anticipated changes in market conditions following the date of appraisal.

The future price for the subject (at the end of the marketing time) may or may not equal the appraisal estimate. The future price depends on unpredictable changes in the physical real estate, demographic and economic trends, real estate markets in general, supply/demand characteristics for the property type, and many other factors.

Based on the premise that present market conditions are the best indicators of future performance, a prudent investor would forecast that, under the conditions described above, the subject will require a marketing time of 12-24 months.

AREA MAP



## RETAIL MARKET OVERVIEW

The Chicago retail market is comprised of both downtown and suburban properties, with each of these major market areas being divided into smaller submarkets. The CB Richard Ellis Marketview Survey divides the Chicago retail market into 12 submarkets. CB Richard Ellis and Cushman & Wakefield are the primary data sources for the following retail market statistics.

The overall Chicago metro retail market vacancy rate decreased 40 basis points (bps) to 11.1% during the first quarter of 2022. The average asking rent increased slightly to \$19.02.



Leasing in the Chicago retail market was on the rise. A strong indicator of this was the increase in absorption of small shop and big box space. This supported the vacancy rate's steady decline of 40 basis points (bps) quarter-over-quarter, now standing at 11.1%. Lack of new inventory and a decline in retailer bankruptcies are two contributing factors to the decrease in vacancy. Big box space saw the highest absorption in several years, as tenants including entertainment, discount retailers and home décor filled those vacancies. After the Illinois mask mandate was lifted in late February, signs of recovery grew as consumers began more in-store purchases and dining out at restaurants. Retailers across-the-board took themselves off pause and went forward with their pre-pandemic expansion plans.

Urban retail expansion was off to a great start. Chicago-based café and upscale convenience store Foxtrot Market announced three new store openings this spring in the Loop, Magnificent Mile and Wrigleyville. The Magnificent Mile location opened in late April at the Tribune Tower, 435 N. Michigan Avenue.

Another hopeful sign for retail was the sale of the 196,000 SF Neiman Marcus building at 737 N. Michigan Avenue. This sale is a great indicator of the confidence investors have in the long-term viability of Michigan Avenue. Investors are attuned to the fact that urban market rent growth generally outpaces suburban and tertiary markets and are willing to bet on the future.

US. retail sales increased moderately in February as costs of fuel and food began to soar. As for future retail sales growth, the National Retail Federation (NRF) forecasted retail sales to grow between 6 percent and 8 percent to more than \$4.86 trillion in 2022.

The top retail lease transactions executed in Q1 totaled 264,500 SF and were located within the North, Far West, West, Southwest and City North submarkets. In the North suburbs, two entertainment leases were signed at Church Street Plaza, 1711 Maple Avenue in Evanston: AMC Theatres for 50,000 SF and Sky Zone for 32,000 SF. Wayfair signed a 160,000 SF lease for its first Midwest brick-and-mortar location at Edens Plaza in Wilmette. It will occupy the vacant two-story building formerly home to Carson's. Ross Dress for Less backfilled the former Office Max location in Evanston Center, 2255 W. Howard Street.

The Far West, West and Southwest suburbs witnessed growth in the home décor, off-price department store, discount retailer and nonprofit categories. Home décor concept At Home signed an 86,000 SF lease at the newly renovated Grove Shopping Center, 1212 W. 75th Street in Downers Grove. Off-price department store Burlington signed a lease for 27,726 SF at Stratford Crossing, 140 S. Gary Avenue in Bloomingdale. In the West suburbs, discount retailer Forman Mills will take the 94,000 SF second-floor former Sears anchor space at North Riverside Park Mall, 7501 Cermak Road in North Riverside. In the Southwest suburbs, Goodwill will backfill the former 25,337 SF HomeGoods store at Burbank Station, 7706-7750 S. Cicero in Burbank.

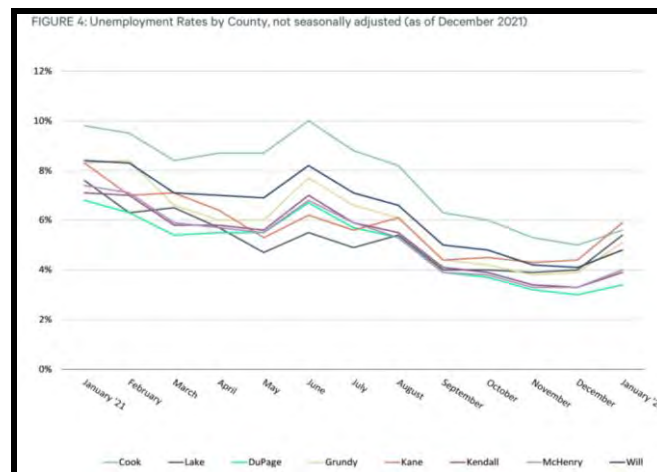
In addition to signing a lease in Evanston, AMC Theatres signed a new lease in Lincoln Park at the former Arclight Cinemas space in New City, 1457 N. Halsted Street.

The Conference Board Consumer Confidence Index decreased in January and now stands at 110.5. According to Lynn Franco, Senior Director of Economic Indicators at the Conference Board, concerns about inflation rose again in February, after posting back-to-back declines. Despite this reversal, consumers remain confident about short-term growth prospects.

## ECONOMIC OVERVIEW

The exclusion of Russian oil and gas from global markets is pushing up gasoline prices for U.S. consumers already rattled by inflation. American consumers are more sensitive to energy prices shifts than those in other OECD countries. Energy prices will likely remain heightened throughout this year, which will increase our inflation forecast to over 6% for 2022.

The prospects of weaker global growth—especially in Germany and China—and rising interest rates are causing some alarm. Bond markets are pricing in rate hikes through 2023 with a terminal Fed Funds Rate of 3% to 3.5%. On the upside, consumer demand should remain heightened this year driven by excess savings, especially among more affluent households, and a very strong labor market. This should translate into another year of above-trend annual growth, at 2.4%. It is possible that these tailwinds will fade quicker than the downside risks and weaker economic growth should be expected next year. The beginnings of an inverted yield curve are hinting at a recession in 2023. This is not our base case, and there is plenty of momentum left in the U.S. economy, but medium-term risks are rising, with an increasingly hawkish Fed. being the main cause for concern.



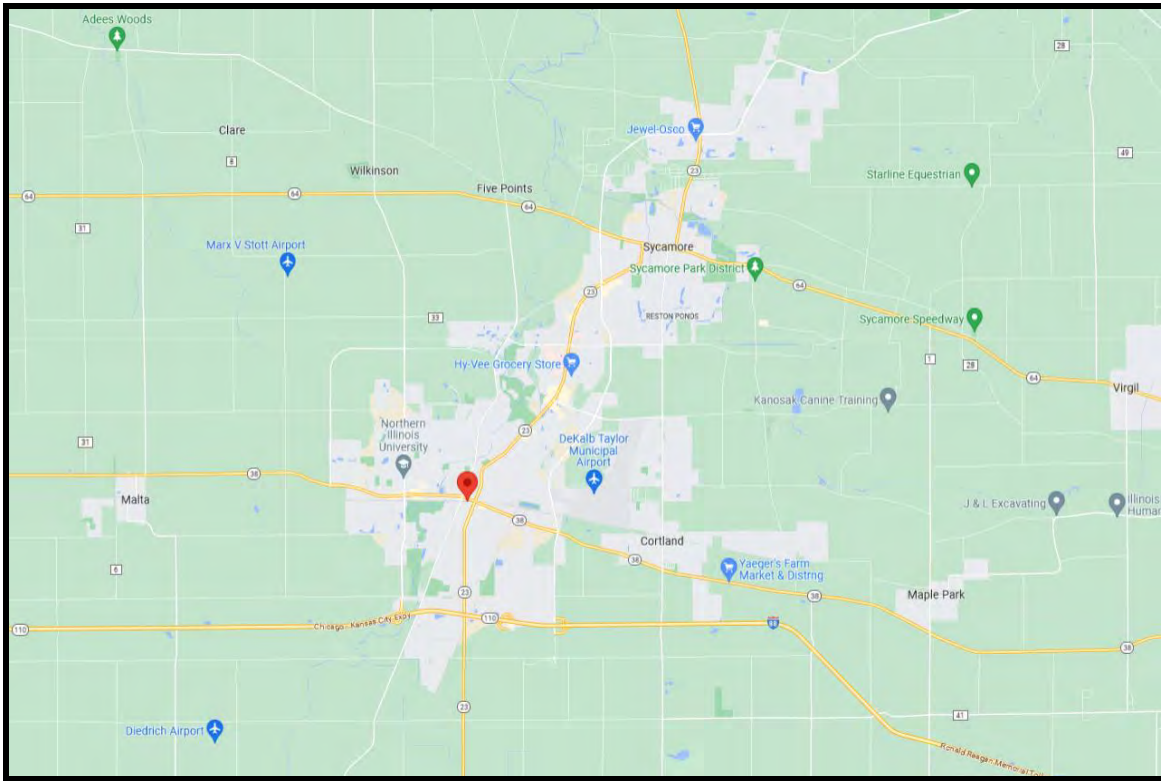


FIGURES | CHICAGO METRO | Q1 2022

FIGURE 5: Retail Market Statistics

SUBMARKET	# of Properties	Gross Building (Sq. Ft.)	Vacant Area (Sq. Ft.)	Vacancy Rate (%)	Average Asking Lease Range (\$/Sq.Ft.)	
					LOW	HIGH
Far NW Suburbs	86	13,729,884	1,120,463	8.2%	16.71	21.39
NW Suburbs	103	17,149,248	2,489,873	14.5%	17.10	21.78
Far North Suburbs	42	7,765,519	696,445	9.0%	13.84	16.95
North Suburbs	56	9,503,927	789,640	8.3%	17.60	23.06
Far West Suburbs	141	22,865,632	3,221,027	14.1%	15.02	17.54
West Suburbs	47	8,618,717	617,496	7.2%	16.54	20.23
City North	64	9,214,679	862,389	9.4%	20.04	25.24
City South	47	7,372,656	778,213	10.6%	19.31	23.73
Far SW Suburbs	71	13,413,212	946,402	7.1%	17.18	18.65
SW Suburbs	68	10,996,814	1,372,510	12.5%	14.97	16.13
South Suburbs	49	7,038,593	1,327,771	18.9%	14.54	18.86
Kane County	67	11,802,657	1,285,506	10.9%	13.91	16.85
<b>TOTAL</b>	<b>841</b>	<b>139,471,538</b>	<b>15,507,735</b>	<b>11.1%</b>	<b>17.16</b>	<b>20.87</b>

### LOCAL AREA MAP



## LOCAL AREA ANALYSIS

### LOCATION

The subject property is in DeKalb, Illinois. The population was 40,290 at the 2020 census, down from 43,862 at the 2010 census. The city is named after decorated Franconian-French war hero Johann de Kalb, who died during the American Revolutionary War.

Founded in 1856, DeKalb became important in the development and manufacture of barbed wire, especially for agriculture and raising livestock. While agricultural-related industries remain a facet of the city, along with health and services, the city's largest employer in the 21st century is Northern Illinois University, founded in 1895. DeKalb is about 65 miles (105 km) from downtown Chicago.

DeKalb is in northern Illinois, about 65 miles (105 km) west of downtown Chicago and 30 miles southeast of Rockford. The South Branch Kishwaukee River flows northward through DeKalb.

According to the 2021 census gazetteer files, DeKalb has a total area of 17.12 square miles, of which 16.95 square miles is land and 0.17 square miles is water.

DeKalb is home to Northern Illinois University, the city's largest employer and Illinois's third-largest campus. Other large employers include Northwestern Medicine, General Electric, Monsanto (originally as DeKalb Corn), the local school district, and a large retail district along Route 23 (shared with Sycamore) that includes Walmart, Target, Lowe's, Best Buy, Meijer, Kohl's, Ross, and dozens of other chain and local stores.

DeKalb is also home to warehouses for several major companies, including Target, 3M, Nestlé, and Ferrara Candy Company, in part due to DeKalb's proximity to major highways such as I-88 and I-39. 3M's complex serves as the distribution hub for three of 3M's four business units and export operations to North America, Europe, Africa, the Middle East and Latin America.

In June, 2020, Meta announced it would construct an \$800 million data center on the south side of DeKalb.

The DeKalb Park District is responsible for DeKalb's 44 parks and recreation facilities. Members of the League of Women Voters established the park district in 1935 to address the need for a public swimming pool. The City of DeKalb gave the first four parks to the District: Annie's Woods, Huntley Park, Liberty Park, and Hopkins Park.

In 2000 the district opened the Sports and Recreation Center, a multi-function facility that features an indoor field of over 1 acre, clear-span space with synthetic field turf. The park district provides year-round athletic and recreation programs including day camps, youth baseball and softball, adult softball leagues both indoors and outdoors, swimming lessons, golf lessons,

karate, tennis, adult and youth basketball leagues, indoor soccer, fitness classes, and preschool.

The first railroad entered DeKalb on August 22, 1853. In 1864, the line became part of the Chicago and North Western Railway main line from Chicago to Omaha, which carried passengers until 1971. A depot between 6th and 7th Streets was built in 1891. The Union Pacific Railroad took control of the line in 1995. Since 2006, the nearest passenger rail service is at the Metra commuter system station in Elburn, 15 miles east of DeKalb, which is accessible by bus. In January 2023, the Dekalb City Council voted to fund a transportation study aimed at determining feasibility of extending Metra Union Pacific West Line commuter rail service from Elburn to the city.

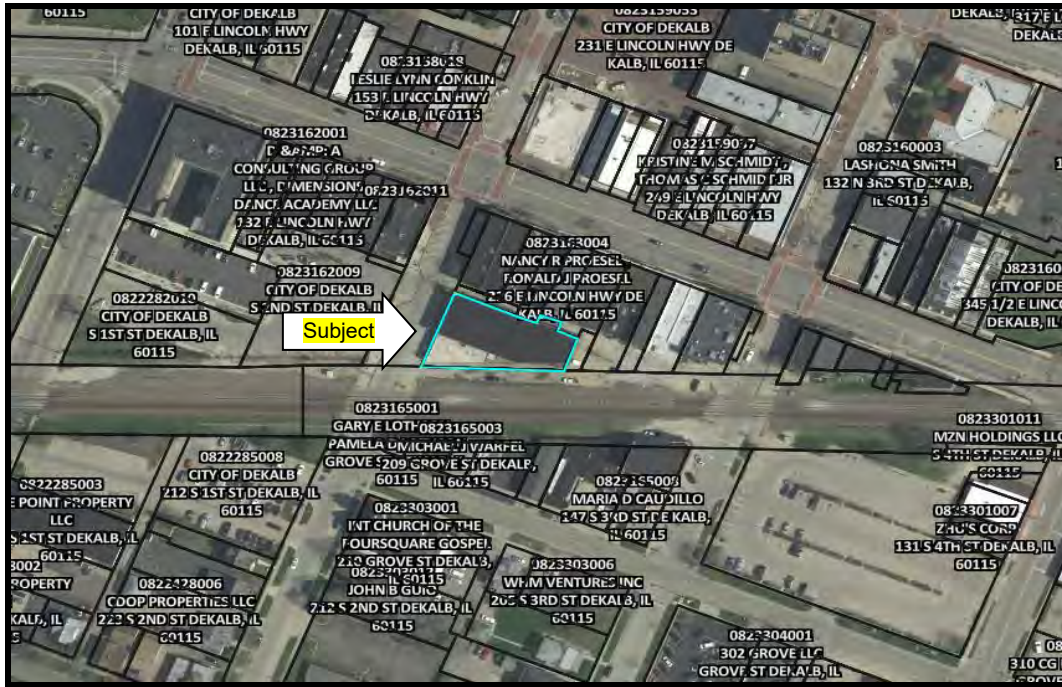
The transcontinental Lincoln Highway was established through DeKalb in 1913. The first "seedling mile" of concrete pavement was built in 1914 at Malta, six miles west of DeKalb. The rest of Lincoln Highway across DeKalb County was paved in 1920. The highway is now part of Illinois Route 38. The main north-south highway through DeKalb is Illinois Route 23, which forms an unusual intersection of two state highways and a major railroad at the corner of Fourth and Lincoln. Interstate Highway 88, part of the Illinois Tollway system, was completed to DeKalb around 1975 and passes just south of town, where there are two toll plazas and a service oasis that includes restaurants and a gas station. Via the tollway, DeKalb is 30 miles west of Aurora and 65 miles west of downtown Chicago.

The subject neighborhood is an established, mature area with limited new development occurring. The subject property has reasonable access to the local transportation system. Properties and uses surrounding the subject include older commercial improvements and Lincoln Highway to the north, public parking to the west, a railroad line and commercial to the south and commercial to the east. The subject site has access and frontage along 2<sup>nd</sup> Street to the west.

The subject's immediate area is adversely effected by its lack of overnight parking, one-way direction of 2<sup>nd</sup> Street limiting access to the subject property, plus the deteriorating exterior of the masonry walls, stucco and broken windows

Market research indicates that older properties located along Lincoln Highway are selling in the \$40 PSF range and are recently being acquired for rehab and continued commercial use. Properties on the side streets in similar condition are selling between \$20 and \$10 PSF if selling at all.

SITE AERIAL VIEW



Source: DeKalb County Compass



## SITE ANALYSIS

An survey was not provided for the preparation of this appraisal. Property site data described in this section was generated from the actual property inspection, discussions with local authorities and review of public record information. The following chart provides a summary of the salient features relating to the subject site.

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### SITE SUMMARY

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#### Physical Description

Site Area	12,094 SF	0.28 Acres
Primary Road Frontage	2 <sup>nd</sup> Street	
Shape	Irregular	
Rail Served	No	
Topography	Level and at street grade	
Zoning District	CBD Downtown Commercial District	
Flood Zone	"X", area of minimal flooding	
Adjacent Land Uses	Commercial/Residential	
Car Parking	Undetermined due to lack of Survey	

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Source: Various sources compiled by APPRAISAL SYSTEMS LLC

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## LOCATION

The subject property is located on the east side of 2nd Street. The street address is 128-140 S. 2nd Street, DeKalb, Illinois.

## ASSESSORS PARCEL NUMBERS

The Cook County Tax Assessor's parcel numbers for this property are 08-23-163-013.

## LAND AREA, SHAPE AND FRONTAGE

The subject site is nearly rectangular in shape and contains approximately 12,094 square feet or 0.28 acres of land. The site has a frontage on South 2<sup>nd</sup> Street.

## TOPOGRAPHY AND DRAINAGE

The site is generally level and pitched for drainage toward the street frontage. During the inspection of the property, no drainage problems were observed, and none are assumed to exist.

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## **SOILS**

A soil analysis for the site has not been provided for the preparation of this appraisal. In the absence of a soil report, it is a specific assumption that the site has adequate soils to support the improvements at their highest and best use.

## **EASEMENTS AND ENCROACHMENTS**

There are no known easements or encroachments on the site. .

## **COVENANTS, CONDITIONS AND RESTRICTIONS**

There are no known covenants, conditions, and/or restrictions impacting the site which are considered to affect the marketability or highest and best use, other than zoning restrictions.

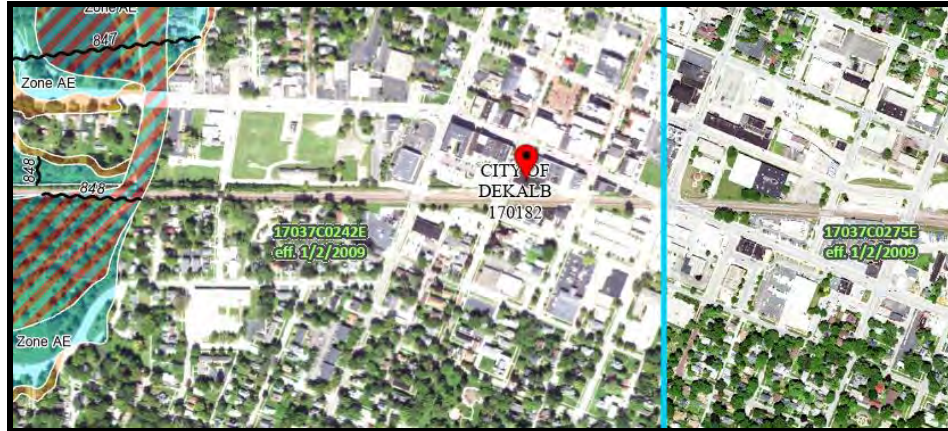
## **UTILITIES AND SERVICES**

The subject site is within the jurisdiction of the City of DeKalb and is provided all municipal services, including police, fire protection. All utilities are available to the site in adequate quality and quantity to service the highest and best use as if vacant and as improved.

## **FLOOD ZONE**

According to flood hazard maps published by the Federal Emergency Management Agency (FEMA), the site is within Zone X, as indicated on Community Map Panel 17037C0242E, dated January 2, 2009. This zone is defined as follows:

FEMA Zone X: This area has been identified in the community flood insurance study as an area of moderate or minimal hazard from the principal source of flood in the area. However, buildings in this zone could be flooded by severe, concentrated rainfall coupled with inadequate local drainage systems. Local storm water drainage systems are not normally considered in the community's Flood Insurance Study. The failure of a local drainage system creates areas of high flood risk within this rate zone. Flood insurance is available in participating communities but is not required by regulation in this zone.



## ENVIRONMENTAL ISSUES

I have not observed, and am not qualified to detect, the existence of potentially hazardous material or underground storage tanks that may be present on or near the site. The existence of hazardous materials or underground storage tanks may influence the value of the property. For this appraisal, I have specifically assumed that the property is not affected by any hazardous materials and/or underground storage tanks that may be present on or near the property.

## ADJACENT PROPERTIES

The adjacent land uses are as follows:

- North:* Alley behind commercial storefronts along Lincoln Hwy.
- South:* Railroad Right-of-way.
- East:* Gravel paved alleyway.
- West:* Municipal Regulated Parking Lot

## CONCLUSION

The subject site is a secondary location, the improvements are reaching the end of their commercial viability and there is no evidence of speculative demand to initiate redevelopment of site.

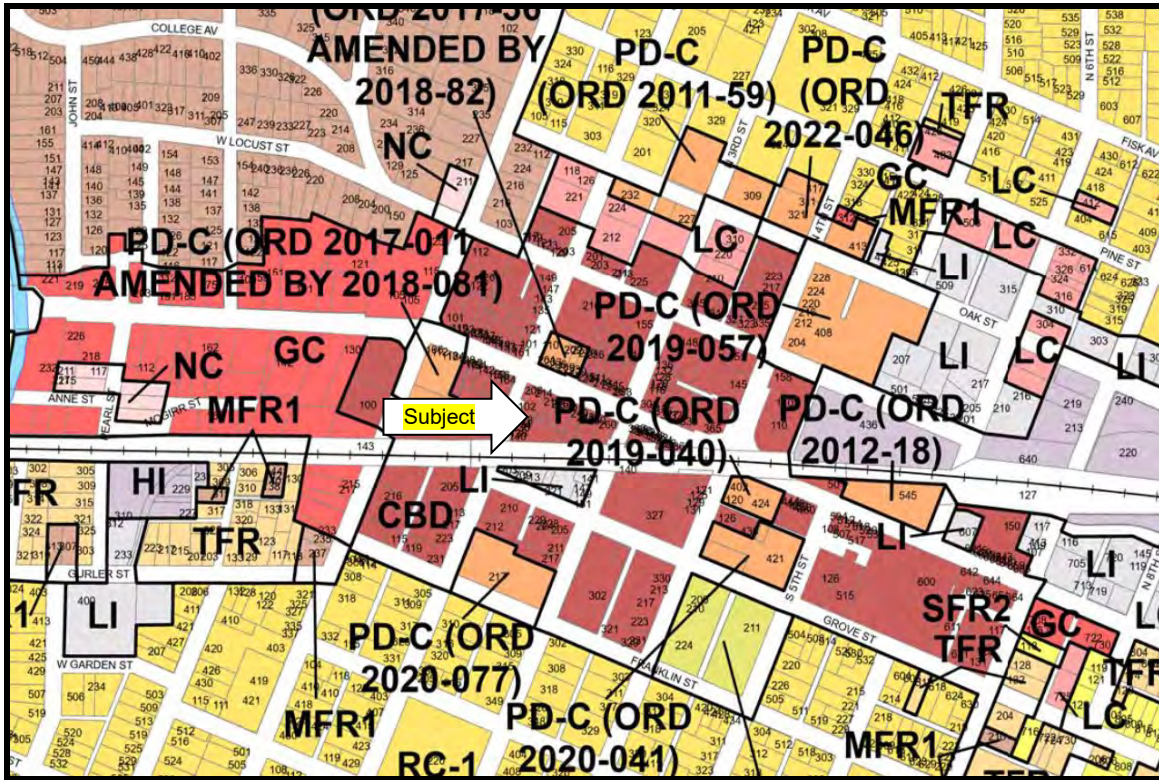


ZONING

According to the City of DeKalb Zoning Ordinance, the subject site is zoned CBD, Central Business District. The CBD District permits a wide variety of uses including commercial storefronts and encourages economic development.

Based on a review of the zoning ordinance and zoning criteria, the subject's improvements appear to represent a permitted, conforming use. It is recommended that DeKalb Planning and Zoning personnel be contacted regarding more specific information that might be applicable to the subject. A copy of the City of DeKalb zoning map is displayed below.

ZONING MAP



**IMPROVEMENT ANALYSIS**

The following analysis includes a description of the subject improvements and basic construction features derived from my physical inspection of the exterior and limited interior inspection of the improvements. The following chart depicts the subject’s building area by component.

<b>IMPROVEMENT SUMMARY</b>	
Number of Buildings	1
Number of Stories	1 and Part 2
Net Rentable Area	18,500 SF
Land To Bldg. Ratio	0.65:1.0

**FLOOR PLAN**

The subject improvements consist of a two-story building with a partially finished first floor and reported vacant second floor. The building is of masonry construction and contains approximately 18,500 square feet of gross building area. The first floor has an addition on the south side of the building and contains a total of +/- 10,000 SF of space. The second story consists of approximately 8,500 SF of space. A portion of the building is leased to one tenant, Tangles on Second who occupies the #134 unit. The remaining space is owner occupied and used for storage. The improvements were completed in 1890 and there have since been some modest renovations. The improvements are rated to be in poor condition as of the date of my inspection.

The majority of the first and second-story space was unavailable for inspection. The city manager, Bill Nicholas, stated that the second story was used for storage and has not been renovated in any capacity.

The building’s net rentable area consists of approximately 18,500 square feet, of which, approximately 10,000 square feet is first floor area.

**FOUNDATION**

The foundation consists of reinforced concrete. There is no basement to our knowledge.

**CONSTRUCTION COMPONENTS**

The construction components include masonry and glass.

**ROOF COVER**

The roof appears to be a rolled asphalt covering. I was not allowed access to the roof.

**INTERIOR FINISHES - RETAIL AREAS**

The interior retail finishes of the property is summarized as follows:

Floor Coverings:	Tile and laminate.
Walls:	Painted plaster/wallboard.
Ceilings:	Exposed.
Lighting:	Standard commercial florescent fixtures.

**ELECTRICAL**

The electrical systems are assumed to be in working order and are adequate for the building.

**PLUMBING**

The plumbing systems are assumed to be in working order and adequate for the building.

**PARKING**

The property has a gravel parking lot for approximately 10 cars on the southern elevation, with additional street parking available on 2<sup>nd</sup> Street. There is a municipal parking lot west of the subject.

**RAIL**

The property is not rail served.

**QUALITY AND STRUCTURAL CONDITION**

The overall quality of the facility is considered poor to below average for the market and the age of the improvements.

However, since I am not a structural or environmental engineer, I am not qualified to determine structural integrity of the improvements and it is recommended that the client/reader retain the services of a qualified, licensed, engineer or contractor to determine the structural integrity of the improvements prior to making a business decision regarding the property.

I am not qualified to detect the existence of any potentially hazardous materials such as lead paint, asbestos, urea formaldehyde foam insulation, or other potentially hazardous construction materials on or in the improvements. The existence of such substances may influence the value of the property. For this assignment, I have specifically assumed that the subject is not affected by any hazardous materials which would cause a loss in value.

**ADA COMPLIANCE**

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

**FURNITURE, FIXTURES AND EQUIPMENT**

The property would typically be sold on an unfurnished basis. Excluded from this appraisal are personal property, furniture, fixtures and equipment, trade fixtures, intangibles and inventories that are not real property.

**CONCLUSION**

The subject property is a multi-tenant commercial building. The building is in poor to below-average condition.

**TAX AND ASSESSMENT DATA**

The subject property is located in Dekalb and is currently assessed by DeKalb County as commercial property. In Illinois, real estate taxes are collected in arrears, i.e., 2022 real estate taxes are not payable until 2023. The subject property is identified by Parcel Number 08-23-163-013.

The assessed value is typically multiplied by an equalization factor that may change annually. The resulting equalized value is multiplied by the tax rate to arrive at the real estate taxes for the property. The following table summarizes the most current tax and assessment information for the subject.

<b>REAL ESTATE ASSESSMENT TAX INFORMATION</b>			
<b>2022 PAYABLE 2023</b>			
<b>PIN</b>	<b>Assessed Value</b>	<b>Tax Rate</b>	<b>Total Taxes</b>
08-23-163-013	\$65,829	10.1057	\$6,652.48
Source: DeKalb Township Assessor			

As indicated above, 2022 real estate taxes totaled \$6,652.48 or \$0.36 PSF.

## **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:

- legal permissibility;
- physical possibility;
- financial feasibility; and
- maximum productivity.

Highest and best use analysis involves assessing the subject both as if vacant and as improved.

### **AS VACANT**

#### **Legal Permissibility**

The legally permissible uses were discussed in detail in the site analysis and zoning sections of this report. The subject site is zoned CBD, Central Business District by the City of DeKalb. The CBD District permits a wide variety of uses including second story uses and many commercial uses.

#### **Physical Possibility**

The physical characteristics of the subject site were discussed in detail in the site analysis. The subject site is an irregular-shaped parcel of land. The site is at street grade and has a level topography and is not located in a special flood hazard area. All utilities are installed and serve the area.

It is assumed based on the existing finished construction that the subject has an adequate soil composition to support major structural improvements. Overall, a wide range of legally permissible uses would be physically possible, and I have assumed, for my analysis, that the subject site is physically capable of being developed. Sites in the subject's market area are predominately improved with commercial buildings; therefore, the subject site is suitable for commercial development.

#### **Financial Feasibility**

The financial feasibility of a specific property is market driven and is influenced by surrounding land uses. Based on the subject's specific location and physical characteristics, development of the site with a commercial oriented use which is complimentary to the surrounding land uses would represent the most likely financially feasible option.

#### **Maximum Productivity**

The recipient of the property's productivity (e.g., the lender, equity investor, the public, etc.) greatly determines what the use should be. Commercial development is legally permissible, physically possible, and financially feasible. The CBD zoning for the subject site allows for commercial development.

Based upon the three criteria previously discussed, I believe the subject site is considered to have primary appeal for commercial development. Regardless, the use for the subject should conform to the neighborhood trends and be consistent with existing land uses.

**CONCLUSION: HIGHEST AND BEST USE AS VACANT**

Market evidence indicates that commercial development is legally permissible, physically possible, and financially feasible; therefore, the maximally productive use of the site is for commercial development. The highest and best use of the site as though vacant would be for commercial development.

**AS IMPROVED****Legal Permissibility**

The subject site was approved for commercial development and the improvements are a conforming use based on the available information from the City of DeKalb.

**Physical Possibility**

The subject improvements were discussed in detail in the Improvement Analysis. The layout and positioning of the improvements are competitive with similar commercial buildings based on comparison to competing properties.

**Financial Feasibility**

The financial feasibility for a property is based on the amount of rent that 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.

As will be indicated in the income capitalization approach, the subject is capable of producing a break-even to positive net cash flow and continued utilization of the improvements for commercial purposes is considered financially feasible.

**Maximum Productivity**

The maximally productive use of the subject as improved should conform to neighborhood trends and be consistent with existing land uses. Although several uses may generate sufficient revenue to satisfy the required rate of return on investment and provide a return on the land, the single use that produces the highest price or value is typically the highest and best use. However, the recipient of the property's productivity greatly determines what actual use maximizes profitability. There are no apparent alternative uses of the existing improvements that would produce a higher net income and/or value over time than the current commercial use.

**CONCLUSION: HIGHEST AND BEST USE AS IMPROVED**

Based on the foregoing, the highest and best use of the property as improved is consistent with the existing use, as a multi-tenant, retail building.

## **APPRAISAL METHODOLOGY**

The valuation of real estate may use a combination of three basic approaches to value: the cost approach, the sales comparison approach, and the income approach. 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 upon the proposition 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 which represent the highest and best use of the land or when relatively unique or specialized improvements are located on the site and for which there exist few sales or leases of comparable properties. The subject improvements consist of a 100-year-old+ (actual age), multi-tenant commercial building.

The cost approach considers the current cost of reproducing a property, minus depreciation in the property. Most properties require a deduction for depreciation resulting from a combination of physical deterioration, and functional and external obsolescence. The value indication for the property is then estimated by adding the estimated site value as vacant and the depreciated reproduction or replacement cost new of the improvements. This approach is useful when the subject property represents the highest and best use of the land, and the amount of depreciation is measurable from the market. The cost approach is limited by difficulties in accurately estimating the amount of depreciation, as well as the remaining economic life of existing improvements. The cost approach was excluded in the analysis due to the lack of meaningful vacant commercial land sales.

### **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 room, etc., or economic units of comparison such as gross rent multiplier. Adjustments are applied to the physical units of comparison derived from the comparable sales. 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 assumes 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. I have elected to use the direct capitalization method as the most straightforward and most appropriate for this analysis.

### **METHODOLOGY APPLICABLE TO THE SUBJECT**

In valuing the subject property, I elected to use the sales comparison and income approaches to value to estimate the value of the entire property as improved.

### **SALES COMPARISON APPROACH**

The sales comparison approach is based on the principle that the value of the subject property is governed by prices usually obtained for other similar properties. This approach, therefore, utilizes a process of comparing market data; that is, comparing prices actually paid, as well as prices asked and/or offers made for similar type properties. It should be noted, however, that an item of market data is not offered as independent evidence of value but rather as only some of the transactions that have been considered in arriving at a value for the subject property by the sales comparison approach.

The reliability of the conclusions reached by this method of valuation is related solely to the degree of similarity between the property being appraised and the property with which it is being compared. Therefore, since no two properties are ever identical and before the action of buyers and sellers can be correctly analyzed and transformed into an indication of value, it is imperative that the subject and comparable properties be reduced to an easily recognizable common unit of comparison. Usually, once the unit of comparison is established, it is then adjusted to reflect those differences between the subject and the comparable property that affect value. I have selected the price per square foot of gross building area, land included on an overall basis, as the unit of comparison. This is the unit of comparison most commonly used by buyers and sellers when dealing with commercial space in the subject's market area.

My research included interviews with developers and appraisers, a review of public record documents, on-site inspections, information contained in my work files, and interviews with participants to the sale transactions.

I have examined and verified five sales to compare to the subject property. These sales were selected because of their arm's-length relationship between the buyers and sellers, their location, size, condition, and general physical characteristics similar to the subject property.

A detailed description and photograph of each transaction and a map of the improved sales are included in the following pages.

**Improved Sale No.1**

Location:	124 S. 4 <sup>th</sup> Street DeKalb, Illinois
Date of Sale:	July 2022
Sale Price:	\$110,000
Net Rentable Area (Square Feet):	3,000
Unit Sale Price (Per Gross Square Foot):	\$36.67
Site Size (Square Feet):	3,062
Zoning:	CBD
Parcel Number:	08-23-301-005
Seller:	PMY Properties LLC
Buyer:	Christopher & Nina May

**Comments:**

This property was originally constructed in the 1950's, is of masonry and glass construction and can accommodate one tenant. The site is comprised of 0.07 acres and the building has +/- 3,000 SF of rentable building area and a 1:1 land-to-building ratio. The building is to be used as a tattoo parlor. This sale was recorded as document number 0823301005.

**Improved Sale No.2**

Location:	260 E. Lincoln Highway DeKalb, Illinois
Date of Sale:	March 2020
Sale Price:	\$560,000
Net Rentable Area (Square Feet):	13,700
Unit Sale Price (Per Gross Square Foot):	\$40.88
Site Size (Square Feet):	16,117
Zoning:	CBD
Parcel Number:	08-23-163-011
Seller:	Witmer Melvin P Sr
Buyer:	Gullie LLC

**Comments:**

This single-tenant, two-story, class B property was originally constructed in 1937 and is of masonry, concrete and glass construction. The building is approximately 13,700 SF in size and is situated on a 16,117 SF site. There is a large banquet room on the second story and the property includes a basement as well. New renovations include a new roof, HVAC mechanicals, 4,000 lb elevator, sprinklers, 3 phase electrical, and security in 2016 and 2017. This sale included some FF&E including seating, chairs, and kitchen equipment. This sale was recorded as document number 2020004159.

**Improved Sale No.3**

Location:	240 E. Lincoln Highway DeKalb, Illinois
Date of Sale:	June 2022
Sale Price:	\$285,000
Net Rentable Area (Square Feet):	6,000
Unit Sale Price (Per Gross Square Foot):	\$47.50
Site Size (Square Feet):	5,663
Zoning:	CBD
Parcel Number:	08-23-163-007
Seller:	240 E. Lincoln Highway LLC
Buyer:	El Jimador Mexican Grill LLC

**Comments:**

This property was originally constructed in 1890. The building is two stories with two leased apartments on the 2<sup>nd</sup> floor. The site is comprised of 5,663 SF with 5 parking spaces and rear access. The sale included some FF&E from the restaurant including seating, tables and some kitchen equipment. The original asking price was \$340,000. This sale was recorded as document number 2022006406.

**Improved Sale No.4**

Location:	137 E. Lincoln Highway DeKalb, Illinois
Date of Sale:	July 2021
Sale Price:	\$185,000
Net Rentable Area (Square Feet):	4,112
Unit Sale Price (Per Gross Square Foot):	\$45.00
Site Size (Square Feet):	2,613
Zoning:	CBD
Parcel Number:	08-23-158-024
Seller:	Chief Properties LLC
Buyer:	Aurora Music Company

**Comments:**

This property consists of a single-tenant, masonry and glass constructed commercial/residential building that was built in 1922 and has recently been renovated. The first floor consists of approximately 2,100 SF and there are two apartments on the second floor and there is a basement. This sale was recorded as document # 2021009846.

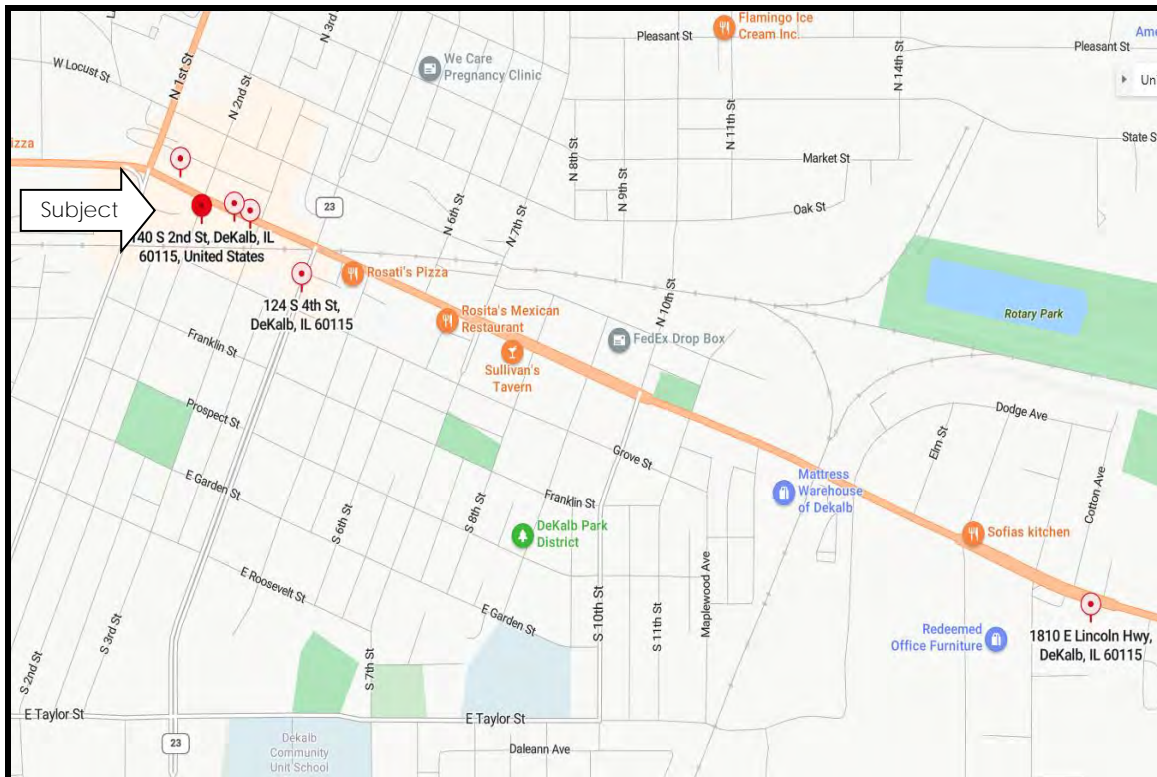
**Improved Sale No.5**

Location:	1810 E. Lincoln Highway DeKalb, Illinois
Date of Sale:	September 2018
Sale Price:	\$102,500
Net Rentable Area (Square Feet):	5,700
Unit Sale Price (Per Square Foot):	\$17.98
Site Size (Square Feet):	20,909
Zoning:	CBD
Parcel Number:	08-24-354-019
Buyer:	Balli Beatriz Trust 102
Seller:	Ricardo Franco

**Comments:**

This sale consists of two single-tenant, masonry and metal-clad constructed free-standing commercial buildings, built in 1947. The buildings total 5,700 SF in size. The document number for this sale is 2018009718.

## MAP OF IMPROVED SALES



## Summary of Improved Sales

Sale Location No.	Sale Date	Year Built/ Renov.	Size NRA (SF)	Land-to-Bldg. Ratio	Sale Price	Sale Price Per SF
1 124 S. 4 <sup>th</sup> Street DeKalb, IL	July 2022	1955	3,000	1:1	\$110,000	\$36.67
2 260 E. Lincoln Highway DeKalb, IL	March 2020	1937/ 2017	13,700	1.18:1	\$560,000	\$40.88
3 240 E. Lincoln Highway DeKalb, IL	June 2022	1890/ 2022	6,000	1.05:1	\$285,000	\$47.50
4 137 E. Lincoln Highway DeKalb, IL	July 2021	1922/ 2022	4,112	0.64:1	\$185,000	\$45.00
5 1810 E. Lincoln Highway DeKalb, IL	September 2018	1947	5,700	3.67:1	\$102,500	\$17.98
<b>Subject Property</b> 128-140 S. 2nd Street DeKalb, IL	-	1890	18,500	0.65:1	-	-

Source: APPRAISAL SYSTEMS LLC



My analysis includes five improved sales. Analysis of the improved sales indicates an unadjusted range between \$17.98 and \$47.50 per square foot of gross building area. The sales vary in size, age, condition, and overall market appeal. In analyzing the comparable data and relating it to the subject, we have also tried to consider the dynamics of each sale, the announced intentions of the buyers and any detail that may have skewed the sale price in any given direction. Adjustments are made to the comparable sales for various factors to reflect the most likely sale price attributable to the subject property.

The adjustment process is typically applied through either quantitative or qualitative analysis, or a combination of the two. Quantitative adjustments are often developed as dollar or percentage amounts and are most credible when there is sufficient data to perform a paired sales or statistical analysis.

Qualitative adjustments are developed through relative comparisons (e.g., superior, inferior, etc.) and are often a realistic way to reflect the thought process of market participants when only limited data is available.

These sales represent the most comparable sales to have occurred in the subject's market area nearest to the effective date of value. Each of the cited sales has been given careful consideration, as they are generally reflective of the subject's inherent physical, functional, and economic characteristics. An indication of value for the subject is obtained by adjusting the price of the comparable sales for any differences that influence value. For example, if the comparable sale is found to be inferior, a positive, or upward, adjustment is made; if the comparable sale is superior, a downward or negative adjustment is made.

I have considered the size of the subject in relation to the cited comparables. Any adjustment relative to size is based on the premise that smaller structures typically tend to sell for higher unit prices than do larger structures (with all other factors being equal) and would require downward adjustment; an upward adjustment would be warranted if the inverse was true (i.e., larger structures as compared to smaller structures).

The first four basic elements of comparison for the comparable sales involve analysis of real property rights conveyed, financing terms, conditions of sale, and market conditions.

*Property Rights Conveyed:* Sales 2 and 4 involved the transfer of the partial leased fee interests. The leases were only for a portion of the buildings and appear to be at market level rents. No adjustments were warranted for property rights conveyed.

*Financing and Conditions of Sale:* No unusual financing conditions appear to have influenced the selling prices, and each of the sales is believed to be an arm's-length transaction.

*Market Conditions:* Market condition adjustments have historically been referred to as time adjustments, however, values do not change owing to the passage of time; they vary along with changing market conditions. In periods of instability, adjustments for market conditions can

increase or decrease. In periods of stability, the passage of time may have a predictable affect on prices.

The global outbreak of a “novel coronavirus” known as Covid 19 was officially declared a pandemic by the WHO (World Health Organization) on March 11, 2020. Subsequently, the United States of America identified Covid 19 as a national health pandemic.

Directly related to the pandemic financial markets and global economies have experienced significant volatility and turmoil. Unemployment rates have risen, and the US economy has suffered significant negative results.

Readers and users of the report are cautioned and reminded that the conclusions presented in this appraisal report apply only as of the effective date(s) indicated. I, the appraiser, make no representations regarding effects caused by the pandemic or other related incidents on the subject property after the effective date of the appraisal.

There exists insufficient data in the marketplace to determine the impact of these rapid changes on the real estate market. While the most current data is being used, a large portion of the market data utilized in this report may have been created prior to measures implemented by the Federal Reserve and response by consumers.

The sales occurred between January 2018 and January 2020, under similar market conditions. Any further adjustments for remaining differences between the comparable sales and the subject are summarized in the following paragraphs.

**Improved Sale 1: (124 S. 4<sup>th</sup> Street, DeKalb, Illinois)**

Improved Sale 1 sold in June 2022 for \$110,000, or \$36.67 PSF. This property is similar in age to the subject. Downward adjustments are warranted for the sales slightly smaller size and superior configuration compared to the subject.

**Improved Sale 2: (260 Lincoln Hwy, DeKalb, Illinois)**

Improved Sale 2 sold in March 2020 for \$560,000 or \$44.88 PSF. A downward adjustment is warranted for the sale’s smaller size and Lincoln Avenue location compared to the subject.

**Improved Sale 3: (240 E Lincoln Hwy, DeKalb, Illinois)**

Improved Sale 3 sold in June 2022 for \$285,000 or \$47.50 PSF. This property is smaller than the subject property warranting a downward adjustment for size and better Lincoln Hwy location.

**Improved Sale 4: (137 E Lincoln Hwy, DeKalb, Illinois)**

Improved Sale 4 sold in July 2021 for \$185,000, or \$45 per square foot of gross building area. The property warrants upward adjustments for its overall configuration and better commercial location compared to the subject property.

**Improved Sale 5: (1810 E Lincoln Hwy, DeKalb, Illinois)**

Improved Sale 5 was purchased in September 2018 for \$102,500 or \$17.98 per square foot. The sale warrants downward adjustments for its significantly smaller size and superior land to building ratio compared to the subject. It is located on the outskirts of town at the beginning of the Lincoln Hwy commercial district.

**SUMMARY OF ADJUSTMENTS**

The following table lists the five comparable sales that are similar to the subject in many respects except as shown. Qualitative comparisons have been made to the sales where appropriate.

Comparable #	1	2	3	4	5
Transaction Type	Sale	Sale	Sale	Sale	Sale
Transaction Date	July 2022	March 2022	June 2022	July 2021	September 2018
Year Built	1955	1937-2017	1890-2022	1922-2022	1947
Sale Price	\$110,000	\$560,000	\$285,000	\$185,000	\$102,500
NRA	3,000	13,700	6,000	4,112	5,700
Price Per SF GBA	\$38.67	\$40.88	\$40.74	\$44.99	\$17.98
Real Property Rights Conveyed (Leased Fee)	Similar (=)	Similar (=)	Similar (=)	Similar (=)	Similar (=)
Financing Terms	Similar (=)	Similar (=)	Similar (=)	Similar (=)	Similar (=)
Conditions of Sale	Similar (=)	Similar (=)	Similar (=)	Similar (=)	Similar (=)
Market Conditions	Similar (=)	Similar (=)	Similar (=)	Similar (=)	Similar (=)
Subtotal	\$38.67 (=)	\$40.88(=)	\$40.74 (=)	\$44.99 (=)	\$17.98(=)
Age/Quality	Superior (-)	Similar (=)	Similar (=)	Similar (=)	Similar (=)
Condition	Superior (-)	Similar (=)	Superior (-)	Superior (-)	Similar (=)
Location	Similar (=)	Superior (-)	Superior (-)	Superior (-)	Superior (-)
Size	Smaller (-)	Smaller (-)	Smaller (-)	Superior (-)	Smaller (-)
Configuration	Superior (-)	Similar (=)	Superior (-)	Superior (-)	Superior (-)
LTB Ratio	Superior (-)	Superior (-)	Inferior (+)	Superior (-)	Superior (-)
Total Other Adjustments	Downward	Downward	Downward	Downward	Downward
<b>Indicated Value PSF</b>	<b>\$27.00 (-30%)</b>	<b>\$35.00 (-15%)</b>	<b>\$35.00 (-20%)</b>	<b>\$34.00 (-25%)</b>	<b>\$14.00 (-20%)</b>

**CONCLUSION**

The preceding table presents the estimated value range for the subject as indicated by the sales comparison approach. The prevailing rental market, occupancy and investment parameters for buyers and sellers of properties were also taken into consideration as of the date of appraisal.

The improved sales range in adjusted unit price between \$14.00 and \$35.00 per square foot of gross building area. Knowledgeable local brokers report each sale transaction stands alone based upon quality and age of the improvements, condition, and occupancy with the rent cash flow and credit worthiness of the tenants being the incentive for investors to purchase the property if sold as an investment.

Based upon my research and analysis of pertinent market data, I have reconciled the unit value for the subject to \$20.00 per square foot of first floor building area (\$20 x 10,000 SF = \$200,000). The second floor used mainly for inactive storage is valued at \$5 PSF (\$5 PSF x 8,500 SF = \$42,500). Applying the unit values to the subject's 18,500 square feet results in a value indication by the sales comparison approach of \$242,500, or **\$243,000**, rounded, as of April 28, 2023.

**INCOME CAPITALIZATION APPROACH**

The income capitalization approach is based on the principle that the value of a property is indicated by the return to the property, or what is also known as the present worth of future benefits. The future benefits of income-producing properties, such as office buildings, is net income before debt service and depreciation, derived by a projection of income and expenses, along with any expected reversionary proceeds from a sale.

The income capitalization approach consists of two methods, direct capitalization and yield capitalization, which can be selected for analysis.

Direct capitalization is a method used to convert an estimate of a single year's income expectancy into an indication of value in one direct step, either by dividing the income estimate by an appropriate rate or by multiplying the income estimate by an appropriate factor. Direct capitalization employs capitalization rates and multipliers extracted from market transactions or investor surveys. Only the first year's income is considered. Yield and value change are implied, but not identified.<sup>3</sup>

Yield capitalization is defined as a method used to convert future benefits into present value by discounting each future benefit at an appropriate yield rate or by developing an overall rate that explicitly reflects the investment's income pattern, value change, and yield rate.<sup>4</sup> A discounted cash flow analysis is generally used for yield capitalization. A discounted cash flow analysis is the application of a discount rate to a set of projected income streams and an anticipated reversion. The analyst specifies the quantity, variability, timing, and duration of the income stream, as well as the quality and timing of the reversion and discounts each to its present value at a specified yield rate.

In either case, the application of these processes involves a definite sequence of analytical operations that are interdependent. Several steps are involved in estimating a net income:

- A potential gross annual income (PGI) at 100 percent occupancy is estimated by either consideration of contract rent, if applicable, or a market derived rent based on an analysis of similar properties.
- An effective gross income (EGI) is estimated after an allowance for a vacancy and collection loss is derived from the market.
- A net operating income (NOI) is estimated after deducting operating expenses incurred by ownership from the EGI.

The result is an estimate of stabilized income. Either a 1-year stabilized income or a series of annual incomes is then capitalized into an indication of value.

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<sup>3</sup> *The Dictionary of Real Estate Appraisal*. Sixth Edition, (Chicago: Appraisal Institute, 2015) W-Z.

<sup>4</sup> *The Dictionary of Real Estate Appraisal*. Sixth Edition, (Chicago: Appraisal Institute, 2015) W-Z.

In this analysis, I have analyzed the subject property based on direct capitalization of a one-year stabilized net income estimate as of April 28, 2023.

The subject property is a multi-tenant commercial building containing 18,500 square feet of net rentable area of which, 10,000 SF is retail space, 8,500 SF is second level storage space. The second level space has no elevator and is not at street level. It would not command as much rent as first floor retail/commercial space. The improvements were completed in 1890. A portion of the retail space was renovated in the past ten years and the overall building is rated to be in below average condition as of the date of my inspection. The subject property was leased to one tenant as of the date of valuation and the time of inspection.

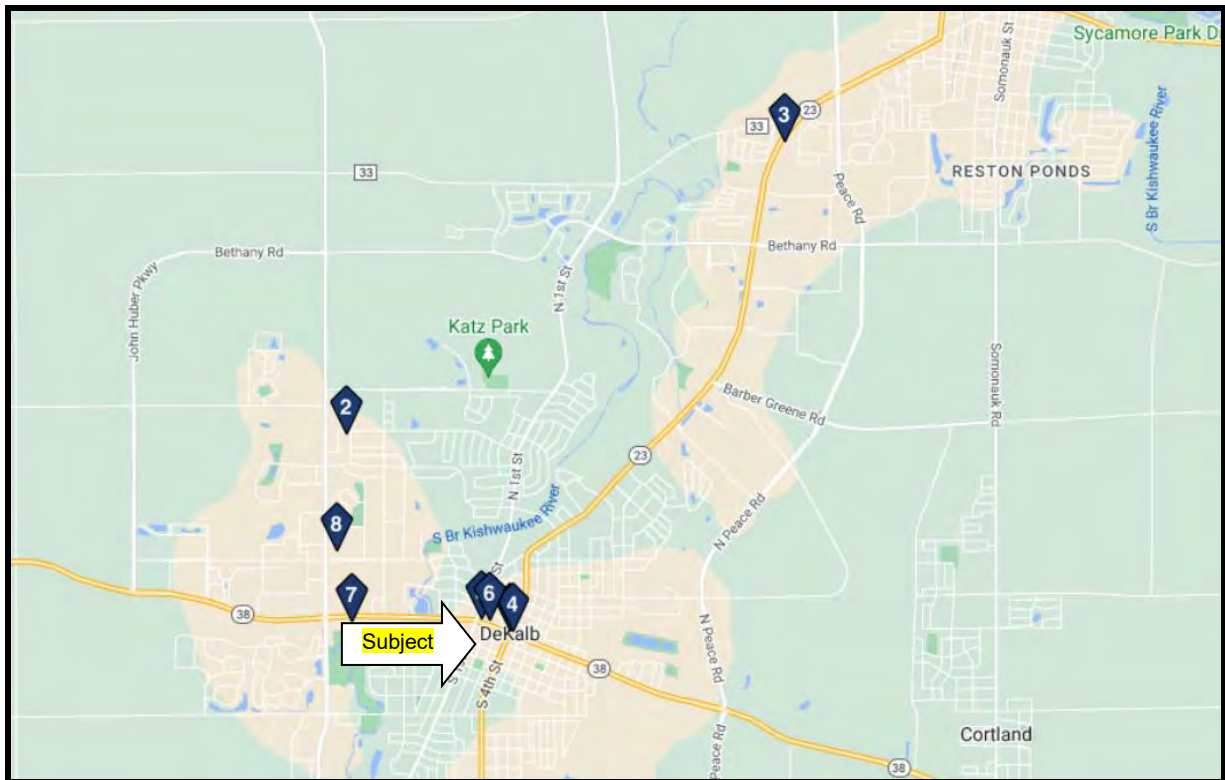
I was not privileged to the actual leases in place. I have used market level leases in the subject's neighborhood. As indicated in the following market rent analysis, the subject's market area indicates a range between \$6.00 PSF and \$10.00 per square foot on a triple net basis for competitive space. Triple net leases averaged \$8.34 PSF for modern space.

The commercial investor will employ the income approach to estimate the earning capacity of the property given the property's size, condition and position in the market. In arriving at a projected stabilized market rent for the subject, I reviewed the current occupancy levels, vacancy rates and market rents for properties like the subject.

### **ESTIMATE OF MARKET RENT**

An analysis of competing rental properties within the subject's market was performed to estimate an appropriate market rent for the subject property. My analysis included discussions with informed leasing brokers, a review of lease information retained in my work files of competitive commercial buildings in the subject's DeKalb commercial submarket, plus a rental survey made through CoStar of thirteen commercial spaces offering alternate space for likely tenants that might occupy the subject. The buildings range in size between 1,000 and 27,000 square feet and are located within a five-mile radius of the subject. These buildings included both free standing and strip retail units and comprised a total gross leasable area of 109,239 SF, of which, approximately 49,401 SF, or 45.2% is vacant and available. The rental activity in the subject's retail market suggests a weakening of demand for the existing space with little new construction apparent. I have included one-page write-ups from CoStar for each rental comparable in the addenda of this appraisal. The map on the following page shows the location of the comparable rentals in comparison to the subject.

### Map of Comparable Rentals



I have presented the various quoted rents by payment types which include Triple Net, Modified Gross and Full Service Gross rent. A typical net lease agreement requires that the lessee (tenant) pays all or a pro rata share of operating expenses attributed to ownership of the property including utilities, all or a pro rata portion of real estate taxes, property insurance, and maintenance.

Under the terms of a gross modified lease, a tenant pays some, but not all, of the operating costs including a pro-rata share of real estate taxes. Utilities and interior cleaning services are common tenant-paid costs under a gross modified lease. The tenant either pays the designated operating costs directly or pays the landlord the actual or estimated costs. The landlord typically pays for management, building insurance, real estate taxes, operating expenses and reserves.

The following Face Rent chart summarizes the comparable rental information used in my analysis for the rental properties utilized in this analysis that are of similar quality and locational characteristics of the subject. For the reader's convenience, I have summarized the results of the analyses in the following charts.

Face Rent Analysis Report										
		DIRECT SPACES			SUBLET SPACES				TOTAL	
		# Spaces	Min	Avg	Max	# Spaces	Min	Avg	Max	Avg
Off/Ret	Modified Gross	1	\$8.75	\$8.75	\$8.75	0	-	-	-	\$8.75
Retail	Modified Gross	2	\$8.50	\$8.80	\$10.00	0	-	-	-	\$8.80
	Triple Net	10	\$6.00	\$8.34	\$10.00	0	-	-	-	\$8.34

Availability and Vacancy Analysis											
Grand Totals											
	Bldgs	Existing Rentable Bldg Area	Direct SF Vacant	Vacant Rate %	Direct w/ Sublet SF Vacant	Vacant % with Sublet	Total SF Available	Direct SF Available	Sublet SF Available	Max SF Contig	Avg Rate
	8	109,239	49,401	45.2%	49,401	45.2%	57,501	57,501	0	13,065	\$8.34/nnn

As indicated in the preceding table, the cited rental data for the subject's commercial market indicates a range of \$6.00 PSF to \$10.00 per square foot asking on a triple net basis for competitive retail space.

The range in rental rates is due to numerous factors which include, but are not limited to, condition of space, lease terms, location, building amenities, etc. The reader is reminded that these are asking rents and as such, are subject to negotiation that suggests further decline in the final effective unit rent.

Having reviewed the survey of the market lease information provided by CoStar for the DeKalb retail market, I estimate a net rent of \$4.00 PSF as being appropriate and valid for the retail rents for properties similar to the subject. I have estimated a net rent of \$0.50 PSF for the second story storage area. Applying this estimated market rent to the subjects 10,000 SF of finished retail space and 8,500 SF of second level storage area, results in a potential net annual income of \$44,250.

## VACANCY AND COLLECTION LOSS

The reported vacancy for the rental comparables analyzed in the DeKalb retail market as of April 28, 2023 was 45.2%. The actual vacancy in the subject was approximately 75%. It is my opinion that the subject's quality of construction, location and age would yield a stabilized vacancy and collection loss allowance of 30.0%. The indicated vacancy and collection loss allowance amount is \$13,300 (rounded). Therefore, the effective net income for the subject is \$30,975.

## OPERATING EXPENSE ANALYSIS

Leases in the subject's market area are typically based on net terms and the expenses are typically paid by the tenant. However, the landlord is responsible for the management of the



investment, insurance and general structural repairs. Operating expenses for the subject property are estimated below.

### Management

Management fees vary with the type, size, and complexity of the property being managed. The market level fee for a building like the subject is typically 5.0% of the collected effective net income on an annual basis, which is equivalent to \$1,500, rounded.

### Insurance

Property insurance expenses include fire and extended coverage and owner's liability coverage. The average charge for a property like the subject is \$0.20 per square foot of gross building area. This amount is equivalent to \$3,700, rounded.

### Reserves

Reserves are usually calculated based on estimated replacement costs for short-lived building items including roof covering, painting, clean-up, and general maintenance repairs.

I have estimated an allowance of \$0.25 per square foot per square foot of gross building area, which is equivalent to \$4,600, rounded.

### Net Operating Income Conclusion

The stabilized income and expenses are summarized below.

<b>STABILIZED INCOME AND EXPENSES</b>		
	\$/SF/Yr	Total
<b>Potential Net Income</b>		
Retail Building Area 10,000 square feet	\$4.00	\$40,000
Storage/Second Level 8,500 square feet	\$0.50	\$4,250
Less: Vacancy and Collection Loss 30.0%		(\$13,300)
<b>Effective Net Income</b>	\$1.67	\$30,950
Less: Expenses		
Management (5.0% ENI)		(\$1,500)
Insurance (\$0.20 PSF)		(\$3,700)
Reserves (\$0.25 PSF)		(\$4,600)
<b>Total Operating Expenses</b>	\$0.53	(\$9,800)
<b>Net Operating Income</b>	\$1.14	<b>\$21,150</b>

**FINANCIAL ASSUMPTIONS*****Interest Rate Analysis***

Rate selection requires that an appraiser verify and interpret the attitude and expectations of market participants (buyers, sellers, advisors, and brokers, among others). In selecting yield rates at which cash flows are to be discounted, an emphasis is placed on the prospective or forecast yield rates anticipated by typical buyers and sellers. This rate is influenced by many factors, including the degree of apparent risk, market attitudes toward future inflation, the prospective rates of return for alternative investments, the rates of return earned by comparable properties in the past, the supply and demand of mortgage funds, and the availability of tax shelters.

Real estate returns have historically been compared to alternate investments such as Bonds, Certificates of Deposit, Treasury Bills, Commercial Paper, Money Market Funds, etc. When appraising a specific property, such a detailed comparison is considered beyond the scope of the assignment since asset class choices may involve more factors than just a comparison of returns.

The following chart displays alternate bond investments and corresponding yield rates. This asset class has been selected based on holding period criteria. Specific conclusions are not derived, with data intended to provide a frame of reference.

<b>ECONOMIC INDICATORS – February 2023</b>							
<b>Market Rates and Bond Yields</b>							
	Feb23	Aug22	Feb22	Aug21	Feb21	Feb20	
Reserve Bank Discount Rate	4.75	--	0.08	--	0.25	2.25	
Prime Rate (monthly average)	7.75	3.25	3.25	3.25	3.25	4.75	
Federal Funds Rate	4.57	0.09	0.25	0.09	0.07	1.58	
3-Month Treasury Bills	4.72	0.05	0.33	0.05	0.05	1.25	
6-Month Treasury Bills	4.93	0.06	0.64	0.06	0.07	1.09	
U.S. 5-Year Bond	4.18	--	1.81	--	0.71	0.89	
U.S. 10-Year Bond	3.92	0.81	1.93	0.81	1.45	1.13	
U.S. 30-Year Bond	3.93	1.31	2.25	1.31	2.23	1.65	
Municipal Tax Exempts (Aaa) <sup>†</sup>	--	1.92	--	1.92	--	2.02	
Municipal Tax Exempts (A) <sup>†</sup>	--	--	--	--	--	2.38	
Corporate Bonds (Aaa) <sup>†</sup>	--	--	--	--	--	2.78	
Corporate Bonds (A) <sup>†</sup>	--	--	--	--	--	3.09	
Corporate Bonds (Baa) <sup>†</sup>	--	--	--	--	--	3.61	
<b>Stock Dividend Yields</b>							
Common Stocks—500	n/a	n/a	n/a	n/a	n/a	1.84	
<b>Other Benchmarks<sup>^</sup></b>							
Industrial Production Index <sup>*,†</sup>	79.6	80.7	79.9	78.5	73.9	77.6	
Unemployment (%) <sup>†</sup>	3.6	8.4	3.8	8.4	6.2	3.5	
Monetary Aggregates, daily avg. <sup>†</sup>							
M1, \$-Billions	19,325.8	20,478.5	20,533.7	19,745.9	18,367.7	4,072.6	
M2, \$-Billions	21,075.4	21,658.6	21,570.3	20,852.3	19,615.5	15,473.4	
Consumer Price Index							
All Urban Consumers	300.8	259.9	287.5	259.9	263.0	258.7	
<b>Per Capita Personal Disposable</b>							
	4Q22	3Q22	4Q21	3Q21	4Q20	3Q20	4Q19
Income Annual Rate in Current \$ <sup>††</sup>	57,212	56,121	55,159	55,077	52,512	53,580	49,592
Savings as % of DPI <sup>††</sup>	3.9	3.2	7.3	9.1	13.7	16.4	7.4
<small>* On June 25, 2010, the Federal Reserve Board advanced to 2007 the base year for the indexes of industrial production, capacity, and electric power use. This follows the November 7, 2005, change to a 2002 baseline, from the previous 1997 baseline. Historical data has also been updated.  <sup>^</sup> The Fed stopped releasing this figure in March 2008.  <sup>†</sup> Seasonally adjusted  <sup>†</sup> Source: <i>Moody's Bond Record</i>  <sup>††</sup> Revised figures used</small>							

Source: Korpacz National Economic & Market Indicators, published by the Appraisal Institute

The money markets as of February 2023 announced interest rates of 4.72% for 3-month Treasury Bills and 3.93% for 30-year bonds. These investments are almost risk free and require no management. Properties like the subject are management intensive and have a higher level of risk, thus commanding a greater return on investment.

It is my opinion that an investor would expect at least 500 to 600 basis points above the safe rates offered by the CD's or bonds. The safe rate loaded for the risk inherent in the ownership of the subject property would range between 9.00% and 11.00%.

**CONCLUSION OF INCOME CAPITALIZATION APPROACH**

The estimated net operating income of \$21,150 divided by the market level capitalization rate of 9.0% indicates a value for the subject property of \$235,000 (rounded).

The estimated market value of the fee simple interest in the subject property as of April 28, 2023, by the income capitalization approach is **\$235,000**.

**RECONCILIATION OF VALUE**

Reconciliation is the final step in the valuation process in which two or more value indications derived from market data are resolved into a final value opinion.

The final value opinion does not simply represent the average of the different value indications derived. No mechanical formula is used to select one indication over the others, rather, final reconciliation relies on the proper indication of appraisal techniques, and the appraiser's judgment and experience. In this instance, the subject property was analyzed using the sales comparison and income capitalization approaches to value. The value indications from the approaches to value are summarized as follows:

<b>SUMMARY OF VALUE CONCLUSIONS</b>	
Sales Comparison Approach	\$243,000
Income Capitalization Approach	\$235,000
Reconciled Value	<b>\$243,000</b>
Source: APPRAISAL SYSTEMS LLC	

The sales comparison approach captures the attitudes of the market for real estate in a given area. In the sales comparison approach, the value is indicated by comparing the subject property to comparable properties that have sold and adjusting for the differences between the subject and sale properties. In view of all facts analyzed in each sale, and comparisons made to the subject property, appropriate emphasis was placed upon this approach in reconciling an overall value for the subject. Therefore, the sales comparison approach lends itself to an interpretation of what buyers and sellers expect for this type of property on an individual basis.

The income capitalization approach to value is an application that indicates the value of the property based upon the income generated by the land and improvements. This approach is a comparison of investments with other competitive investments in the open marketplace. In my opinion, an investor may purchase this property based on its anticipated future benefits of its potential economic value and would expect to achieve an effective market rent for the area as indicated by the income capitalization approach.

In valuing the subject property, each approach lent some degree of influence in arriving at a final opinion of value. Based upon my analysis, the market value of the fee simple interest in the subject property as of April 28, 2023 is as follows:

<b>MARKET VALUE CONCLUSION</b>		
<b>Interest Appraised</b>	<b>Date of Value</b>	<b>Value Conclusion</b>
Fee Simple	April 28, 2023	<b>\$243,000</b>

**ASSUMPTIONS AND LIMITING CONDITIONS**

1. Unless otherwise specifically noted in the body of the report, it is assumed that title to the property or properties appraised is clear and marketable and that there are no recorded or unrecorded matters or exceptions to total that would adversely affect marketability or value. Appraisal Systems LLC is not aware of any title defects nor has it been advised of any unless such is specifically noted in the report. Appraisal Systems LLC, however, has not examined title and makes no representations relative to the condition thereof. Documents dealing with liens, encumbrances, easements, deed restrictions, clouds and other conditions that may affect the quality of title have not been reviewed. Insurance against financial loss resulting in claims that may arise out of defects in the subject property's title should be sought from a qualified title company that issues or insures title to real property.
2. Unless otherwise specifically noted in the body of this report, it is assumed: that the existing improvements on the property or properties being appraised are structurally sound, seismically safe and code conforming; that all building systems (mechanical/electrical, HVAC, elevator, plumbing, etc.) are in good working order with no major deferred maintenance or repair required; that the roof and exterior are in good condition and free from intrusion by the elements; that the property or properties have been engineered in such a manner that the improvements, as currently constituted, conform to all applicable local, state, and federal building codes and ordinances. Appraisal Systems LLC professionals are not engineers and are not competent to judge matters of an engineering nature. Appraisal Systems LLC 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. Unless otherwise specifically noted in the body of the report: no problems were brought to the attention of Appraisal Systems LLC by ownership or management; Appraisal Systems LLC inspected less than 100% of the entire interior and exterior portions of the improvements; and Appraisal Systems LLC was not furnished any engineering studies by the owners or by the party requesting this appraisal. If questions in these areas are critical to the decision process of the reader, the advice of competent engineering consultants should be obtained and relied upon. It is specifically assumed that any knowledgeable and prudent 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. Structural problems and/or building system problems may not be visually detectable. If engineering consultants retained should report negative factors of a material nature, or if such are later discovered, relative to the condition of improvements, such information could have a substantial negative impact on the conclusions reported in this appraisal. Accordingly, if negative findings are reported by engineering consultants, Appraisal Systems LLC reserves the right to amend the appraisal conclusions reported herein.
3. Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the property was not observed by the appraisers. Appraisal Systems LLC has no knowledge of the existence of such materials on or in the property. Appraisal Systems LLC, however, is not qualified to detect such substances. The presence of substances such as asbestos, urea formaldehyde foam insulation, contaminated groundwater or other potentially hazardous materials may affect the value of the property. The value estimate is predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired.

We have inspected, as thoroughly as possible by observation, the land; however, it was impossible to personally inspect conditions beneath the soil. Therefore, no representation is made as to these matters unless specifically considered in the appraisal.

4. All furnishings, equipment and business operations, except as specifically stated and typically considered as part of real property, have been disregarded with only real property being considered in the report unless otherwise stated. Any existing or proposed improvements, on or off-site, as well as any alterations or repairs considered, are assumed to be completed in a workmanlike manner according to standard practices based upon the information submitted to Appraisal Systems LLC. This report may be subject to amendment upon re-inspection of the subject property subsequent to repairs, modifications, alterations and completed new construction. Any estimate of Market Value is as of the date indicated; based upon the information, conditions and projected levels of operation.
5. It is assumed that all factual data furnished by the client, property owner, owner's representative, or persons designated by the client or owner to supply said data are accurate and correct unless otherwise specifically noted in the appraisal report. Unless otherwise specifically noted in the appraisal report, Appraisal Systems LLC has no reason to believe that any of the data furnished contain any material error. Information and data referred to in this paragraph include, without being limited to, 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 material error in any of the above data could have a substantial impact on the conclusions reported. Thus, Appraisal Systems LLC reserves the right to amend

conclusions reported if made aware of any such error. Accordingly, the client-addressee should carefully review all assumptions, data, relevant calculations, and conclusions within 30 days after the date of delivery of this report and should immediately notify Appraisal Systems LLC of any questions or errors.

6. The date of value to which any of the conclusions and opinions expressed in this report apply, is set forth in the Letter of Transmittal. Further, that the dollar amount of any value opinion herein rendered is based upon the purchasing power of the American Dollar on that date. This appraisal is based on market conditions existing as of the date of this appraisal. Under the terms of the engagement, we will have no obligation to revise this report to reflect events or conditions which occur subsequent to the date of the appraisal. However, Appraisal Systems LLC, will be available to discuss the necessity for revision resulting from changes in economic or market factors affecting the subject.
7. Appraisal Systems LLC assumes no private deed restrictions, limiting the use of the subject property in any way.
8. Unless otherwise noted in the body of the report, it is assumed that there are no mineral deposit or subsurface rights of value involved in this appraisal, whether they be gas, liquid, or solid. Nor are the rights associated with extraction or exploration of such elements considered unless otherwise stated in this appraisal report. Unless otherwise stated it is also assumed that there are no air or development rights of value that may be transferred.
9. Appraisal Systems LLC is not aware of any contemplated public initiatives, governmental development controls, or rent controls that would significantly affect the value of the subject.
10. The estimate of Market Value, which may be defined within the body of this report, is subject to change with market fluctuations over time. Market value is highly related to exposure, time promotion effort, terms, motivation, and conclusions surrounding the offering. The value estimate(s) consider the productivity and relative attractiveness of the property, both physically and economically, on the open market.
11. Any cash flows included in the analysis are forecasts of estimated future operating characteristics are predicated on the information and assumptions contained within the report. Any projections of income, expenses and economic conditions utilized in this report are not predictions of the future. Rather, they are estimates of current market expectations of future income and expenses. The achievement of the financial projections will be affected by fluctuating economic conditions and is dependent upon other future occurrences that cannot be assured. Actual results may vary from the projections considered herein. Appraisal Systems LLC does not warrant these forecasts will occur. Projections may be affected by circumstances beyond the current realm of knowledge or control of Appraisal Systems LLC.
12. Unless specifically set forth in the body of the report, nothing contained herein shall be construed to represent any direct or indirect recommendation of Appraisal Systems LLC to buy, sell, or hold the properties at the value stated. Such decisions involve substantial investment strategy questions and must be specifically addressed in consultation form.
13. Also, unless otherwise noted in the body of this report, it is assumed that no changes in the present zoning ordinances or regulations governing use, density, or shape are being considered. The property is appraised assuming that 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 obtained or renewed for any use on which the value estimates contained in this report is based, unless otherwise stated.
14. This study may not be duplicated in whole or in part without the specific written consent of Appraisal Systems LLC nor may this report or copies hereof be transmitted to third parties without said consent, which consent Appraisal Systems LLC reserves the right to deny. Exempt from this restriction is duplication for the internal use of the client-addressee and/or transmission to attorneys, accountants, or advisors of the client-addressee. Also exempt from this restriction is transmission of the report to any court, governmental authority, or regulatory agency having jurisdiction over the party/parties for whom this appraisal was prepared, provided that this report and/or its contents shall not be published, in whole or in part, in any public document without the express written consent of Appraisal Systems LLC which consent Appraisal Systems LLC reserves the right to deny. Finally, this report shall not be advertised to the public or otherwise used to induce a third party to purchase the property or to make a "sale" or "offer for sale" of any "security", as such terms are defined and used in the Securities Act of 1933, as amended. Any third party, not covered by the exemptions herein, who may possess this report, is advised that they should rely on their own independently secured advice for any decision in connection with this property. Appraisal Systems LLC shall have no accountability or responsibility to any such third party.
15. Any value estimate provided in the report applies to the entire property, and any pro ration or division of the title into fractional interests will invalidate the value estimate, unless such pro ration or division of interests has been set forth in the report.
16. The distribution of the total valuation in this report between land and improvements applies only under the existing program of utilization. Component values for land and/or buildings are not intended to be used in conjunction with any other property or appraisal and are invalid if so used.

17. The maps, plats, sketches, graphs, photographs and exhibits included in this report are for illustration purposes only and are to be utilized only to assist in visualizing matters discussed within this report. Except as specifically stated, data relative to size or area of the subject and comparable properties has been obtained from sources deemed accurate and reliable. None of the exhibits are to be removed, reproduced, or used apart from this report.
18. No opinion is intended to be expressed on matters which may require legal expertise or specialized investigation or knowledge beyond that customarily employed by real estate appraisers. Values and opinions expressed presume that environmental and other governmental restrictions/conditions by applicable agencies have been met, including but not limited to seismic hazards, flight patterns, decibel levels/noise envelopes, fire hazards, hillside ordinances, density, allowable uses, building codes, permits, licenses, etc. No survey, engineering study or architectural analysis has been made known to Appraisal Systems LLC unless otherwise stated within the body of this report. If the Consultant has not been supplied with a termite inspection, survey or occupancy permit, no responsibility or representation is assumed or made for any costs associated with obtaining same or for any deficiencies discovered before or after they are obtained. No representation or warranty is made concerning obtaining these items. Appraisal Systems LLC 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.
19. Acceptance and/or use of this report constitutes full acceptance of the Contingent and Limiting Conditions and special assumptions set forth in this report. It is the responsibility of the Client, or client's designees, to read in full, comprehend and thus become aware of the aforementioned contingencies and limiting conditions. Neither the Appraiser nor Appraisal Systems LLC assumes responsibility for any situation arising out of the Client's failure to become familiar with and understand the same. The Client is advised to retain experts in areas that fall outside the scope of the real estate appraisal/consulting profession if so desired.
20. Appraisal Systems LLC assumes that the subject property analyzed herein will be under prudent and competent management and ownership; neither inefficient or super-efficient.
21. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless noncompliance is stated, defined and considered in the appraisal report.
22. No survey of the boundaries of the property was undertaken. All areas and dimensions furnished are presumed to be correct. It is further assumed that no encroachments to the realty exist.
23. The *Americans with Disabilities Act* (ADA) became effective January 26, 1992. Notwithstanding any discussion of possible readily achievable barrier removal construction items in this report, Appraisal Systems LLC has not made a specific compliance survey and analysis of this property to determine whether it is in conformance with the various detailed requirements of the ADA. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property is not in compliance with one or more of the requirements of the ADA. If so, this fact could have a negative effect on the value estimated herein. Since Appraisal Systems LLC has no specific information relating to this issue, nor is Appraisal Systems LLC qualified to make such an assessment, the effect of any possible non-compliance with the requirements of the ADA was not considered in estimating the value of the subject property.
24. Client shall not indemnify Appraiser or hold Appraiser harmless unless and only to the extent that the Client misrepresents, distorts, or provides incomplete or inaccurate appraisal results to others, which acts of the Client proximately result in damage to Appraiser. The Client shall indemnify and hold Appraiser harmless from any claims, expenses, judgments or other items or costs arising as a result of the Client's failure or the failure of any of the Client's agents to provide a complete copy of the appraisal report to any third party. In the event of any litigation between the parties, the prevailing party to such litigation shall be entitled to recover from the other reasonable attorney fees and costs.



**ADDENDA**

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**ADDENDUM A  
GLOSSARY OF TERMS**

**assessed value** Assessed value applies in ad valorem taxation and refers to the value of a property according to the tax rolls. Assessed value may not conform to market value, but it is usually calculated in relation to a market value base. †

**cash equivalency** The procedure in which the sale prices of comparable properties sold with atypical financing are adjusted to reflect typical market terms.

**contract, coupon, face, or nominal rent** The nominal rent payment specified in the lease contract. It does not reflect any offsets for free rent, unusual tenant improvement conditions, or other factors that may modify the effective rent payment.

**coupon rent**

See Contract, Coupon, Face, or Nominal Rent

**effective rent** 1) The rental rate net of financial concessions such as periods of no rent during a lease term; may be calculated on a discounted basis, reflecting the time value of money, or on a simple, straight-line basis. † 2) The economic rent paid by the lessee when normalized to account for financial concessions, such as escalation clauses, and other factors. Contract, or normal, rents must be converted to effective rents to form a consistent basis of comparison between comparables.

**face rent**

See Contract, Coupon, Face, or Nominal Rent

**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. †

**floor area ratio (FAR)** The relationship between the above-ground floor area of a building, as described by the building code, and the area of the plot on which it stands; in planning and zoning, often expressed as a decimal, e.g., a ratio of 2.0 indicates that the permissible floor area of a building is twice the total land area; also called *building-to-land ratio*. †

**full service lease** A lease in which rent covers all operating expenses. Typically, full service leases are combined with an *expense stop*, the expense level covered by the contract lease payment. Increases in expenses above the expense stop level are passed through to the tenant and are known as *expense pass-throughs*.

**going concern value** Going concern value is the value of a proven property operation. It includes the incremental value associated with the business

concern, which is distinct from the value of the real estate only. Going concern value includes an intangible enhancement of the value of an operating business enterprise which is produced by the assemblage of the land, building, labor, equipment, and marketing operation. This process creates an economically viable business that is expected to continue. Going concern value refers to the total value of a property, including both real property and intangible personal property attributed to the business value. †

**gross building area (GBA)** The sum of all areas at each floor as measured to the exterior walls.

**insurable value** Insurable Value is based on the replacement and/or reproduction cost of physical items that are subject to loss from hazards. Insurable value is that portion of the value of an asset or asset group that is acknowledged or recognized under the provisions of an applicable loss insurance policy. This value is often controlled by state law and varies from state to state. †

**investment value** Investment value is the value of an investment to a particular investor based on his or her investment requirements. In contrast to market value, investment value is value to an individual, not value in the marketplace. Investment value reflects the subjective relationship between a particular investor and a given investment. When measured in dollars, investment value is the price an investor would pay for an investment in light of its perceived capacity to satisfy his or her desires, needs, or investment goals. To estimate investment value, specific investment criteria must be known. Criteria to evaluate a real estate investment are not necessarily set down by the individual investor; they may be established by an expert on real estate and its value, that is, an appraiser. †

**leased fee**

See leased fee estate

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

**leasehold**

See leasehold estate

**leasehold estate** The interest held by the lessee (the tenant or renter) through a lease conveying the rights of use and occupancy for a stated term under certain conditions. †

**load factor** The amount added to usable area to calculate the rentable area. It is also referred to as

a “rentable add-on factor” which, according to BOMA, “is computed by dividing the difference between the usable square footage and rentable square footage by the amount of the usable area. Convert the figure into a percentage by multiplying by 100.

**market value “as if complete” on the appraisal date** Market value as if complete on the appraisal date is an estimate of the market value of a property with all construction, conversion, or rehabilitation hypothetically completed, or under other specified hypothetical conditions as of the date of the appraisal. With regard to properties wherein anticipated market conditions indicate that stabilized occupancy is not likely as of the date of completion, this estimate of value should reflect the market value of the property as if complete and prepared for occupancy by tenants.

**market value “as is” on the appraisal date** Market value “as is” on the appraisal date is an estimate of the market value of a property in the condition observed upon inspection and as it physically and legally exists without hypothetical conditions, assumptions, or qualifications as of the date of appraisal.

**market value** Market value is one of the central concepts of the appraisal practice. Market value is differentiated from other types of value in that it is created by the collective patterns of the market. Market value means 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) A reasonable time is allowed for exposure in the open market; 2) Both parties are well informed or well advised, and acting in what they consider their own best interests; 3) Buyer and seller are typically motivated; 4) Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and 5) The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.<sup>§</sup>

**marketing period** The time it takes an interest in real property to sell on the market subsequent to the date of an appraisal.<sup>‡</sup>

**net lease** Lease in which all or some of the operating expenses are paid directly by the tenant. The landlord never takes possession of the expense payment. In a *Triple Net Lease* all operating

expenses are the responsibility of the tenant, including property taxes, insurance, interior maintenance, and other miscellaneous expenses. However, management fees and exterior maintenance are often the responsibility of the lessor in a triple net lease. A *modified net lease* is one in which some expenses are paid separately by the tenant and some are included in the rent.

**net rentable area (NRA)** 1) The area on which rent is computed. 2) The Rentable Area of a floor shall be computed by measuring to the inside finished surface of the dominant portion of the permanent outer building walls, excluding any major vertical penetrations of the floor. No deductions shall be made for columns and projections necessary to the building. Include space such as mechanical room, janitorial room, restrooms, and lobby of the floor.\*

**nominal rent**

See Contract, Coupon, Face, or Nominal Rent

**prospective future value “upon completion of construction”** Prospective future value “upon completion of construction” is the prospective value of a property on the future date that construction is completed, based upon market conditions forecast to exist, as of that completion date. The value estimate at this stage is stated in current dollars unless otherwise indicated.

**prospective future value “upon reaching stabilized occupancy”** Prospective future value “upon reaching stabilized occupancy” is the prospective value of a property at a future point in time when all improvements have been physically constructed and the property has been leased to its optimum level of long-term occupancy. The value estimate at this stage is stated in current dollars unless otherwise indicated.

**reasonable exposure time** The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; a retrospective estimate based upon an analysis of past events assuming a competitive and open market.<sup>††</sup>

**rent**

See

full service lease

net lease

contract, coupon, face, or nominal rent

effective rent

shell space Space which has not had any interior finishing installed, including even basic improvements such as ceilings and interior walls, as well as partitions, floor coverings, wall coverings, etc..

Usable Area 1) The area actually used by individual tenants. 2) The Usable Area of an office building is computed by measuring to the finished surface of the office side of corridor and other permanent walls, to the center of partitions that separate the office from adjoining usable areas, and to the inside finished surface of the dominant portion of the permanent outer building walls. Excludes areas such as mechanical rooms, janitorial room, restrooms, lobby, and any major vertical penetrations of a multi-tenant floor.\*

use value Use value is a concept based on the productivity of an economic good. Use value is the value a specific property has for a specific use. Use value focuses on the value the real estate contributes to the enterprise of which it is a part, without regard to the property's highest and best use or the monetary amount that might be realized upon its sale.†

value appraised During the real estate development process, a property typically progresses from a state of unimproved land to construction of improvements to stabilized occupancy. In general, the market value associated with the property increases during these stages of development. After reaching stabilized occupancy, ongoing forces affect the property during its life, including a physical wear and tear, changing market conditions, etc. These factors continually influence the property's market value at any given point in time.

*See also*

market value "as is" on the appraisal date

market value "as if complete" on the appraisal date

prospective future value "upon completion of construction"

prospective future value "upon reaching stabilized occupancy"

---

† *The Appraisal of Real Estate*, Twelfth Edition, Appraisal Institute, 2001.

‡ *The Dictionary of Real Estate Appraisal*, Fourth Edition, 1993.

§ The Office of the Comptroller of the Currency, 12 CFR Part 34, Subpart C, §34.42(f), August 24, 1990. This definition is compatible with the definition of market value contained in *The Dictionary of Real Estate Appraisal*, Third Edition, and the Uniform Standards of Professional Appraisal Practice adopted by the Appraisal Standards Board of The Appraisal Foundation, 1992 edition. This definition is also compatible with the OTS, RTC, FDIC, NCUA, and the Board of Governors of the Federal Reserve System definition of market value.

\*2002 BOMA Experience Exchange Report, Income/Expense Analysis for Office Buildings (Building Owners and Managers Association, 1990)

†† *Statement on Appraisal Standard No. 6*, Appraisal Standards Board of The Appraisal Foundation, 2003.

**ADDENDUM B**  
**RENTAL DATA**

# Lease Availability Report

120 S 4th St  
 Dekalb, IL 60115 - Western East/West Corr Submarket



## BUILDING

Type:	Retail
Year Built:	1997
GLA:	1,500 SF
Floors:	1
Typical Floor:	1,500 SF

## AVAILABILITY

Min Divisible:	1,500 SF
Max Contig:	1,500 SF
Total Available:	1,500 SF
Asking Rent:	\$10.00/NNN

## SPACES

Floor	Use	Type	SF Avail	Flr Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Retail	Direct	1,500	1,500	1,500	\$10.00/NNN	Vacant	Negotiable

## TRAFFIC & FRONTAGE

Traffic Volume: 9,029 on E Lincoln Hwy & S 4th St (2022)  
 9,029 on E Lincoln Hwy & N 6th St (2022)

Made with TrafficMetrix® Products

## TRANSPORTATION

Airport: 55 minute drive to Greater Rockford Airport  
 Walk Score ®: Very Walkable (89)  
 Transit Score ®: Some Transit (37)

# Lease Availability Report

1620 Dekalb Ave - Barnaby Business Center  
 Sycamore, IL 60178 - Western East/West Corr Submarket



## BUILDING

Type:	Retail
Tenancy:	Multiple
Year Built:	1970
GLA:	21,205 SF
Floors:	1
Typical Floor:	21,205 SF

## AVAILABILITY

Min Divisible:	3,500 SF
Max Contig:	3,500 SF
Total Available:	3,500 SF
Asking Rent:	\$8.75/MG

## EXPENSES

Taxes:	\$0.76 (2021)
--------	---------------

## SPACES

Floor	Use	Type	SF Avail	Flr Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Industrial	Direct	3,500	3,500	3,500	\$8.75/MG	60 Days	Negotiable

## SALE

Last Sale:	Sold on Jul 30, 2018
------------	----------------------

## KEY TENANTS

Mariner Finance	3,500 SF	New Covenant House of Prayer	1,800 SF
Seattle Sutton's Healthy Eating	500 SF		

## TRAFFIC & FRONTAGE

Traffic Volume:	18,005 on Dekalb Ave & Kennicott Ct (2022)
	19,383 on Dekalb Ave & Coltonville Rd (2022)

Made with TrafficMetrix® Products

## TRANSPORTATION

Airport:	53 minute drive to Greater Rockford Airport
Walk Score ®:	Somewhat Walkable (53)
Transit Score ®:	Minimal Transit (0)



# Lease Availability Report

1626 Dekalb Ave - 1626 DeKalb Avenue - Sycamore  
 Sycamore, IL 60178 - Western East/West Corr Submarket



## BUILDING

Type:	Retail
Subtype:	Storefront
Year Built:	1970
GLA:	21,250 SF
Floors:	1
Typical Floor:	21,250 SF

## AVAILABILITY

Min Divisible:	943 SF
Max Contig:	943 SF
Total Available:	943 SF
Asking Rent:	\$8.75/MG

## EXPENSES

Taxes:	\$0.76 (2021)
--------	---------------

## SPACES

Floor	Use	Type	SF Avail	Flr Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Off/Ret	Direct	943	943	943	\$8.75/MG	Vacant	Negotiable

## TRAFFIC & FRONTAGE

Traffic Volume: 18,005 on Dekalb Ave & Kennicott Ct (2022)  
 19,383 on Dekalb Ave & Coltonville Rd (2022)

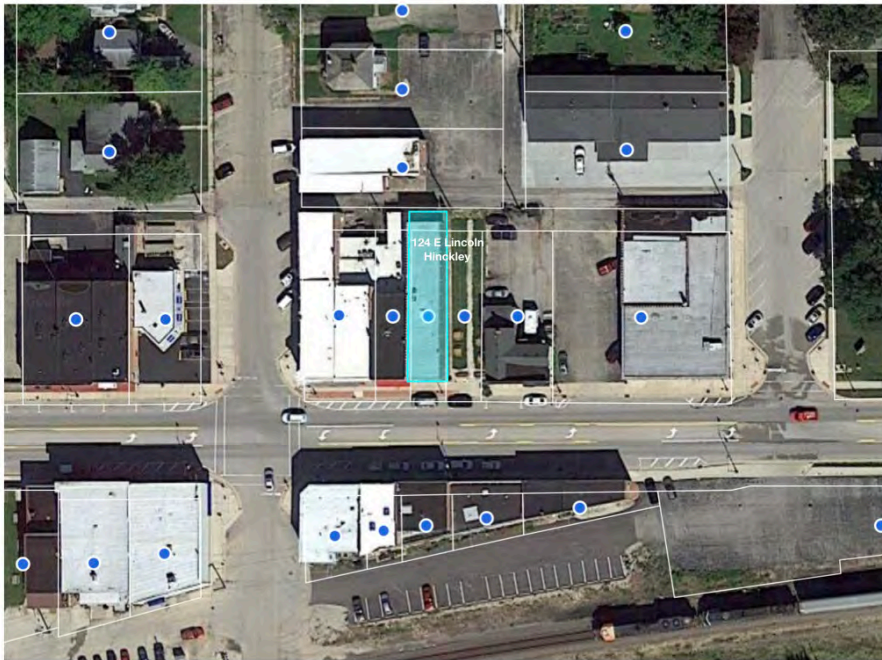
Made with TrafficMetrix® Products

## TRANSPORTATION

Parking: Ratio of 0.00/1,000 SF  
 Airport: 53 minute drive to Greater Rockford Airport  
 Walk Score ®: Somewhat Walkable (53)  
 Transit Score ®: Minimal Transit (0)

# Lease Availability Report

124 E LINCOLN Ave  
Hinckley, IL 60520 - Western East/West Corr Submarket



## BUILDING

Type:	Retail
Subtype:	Storefront Retail/R...
Tenancy:	Multiple
Year Built:	1920
GLA:	3,125 SF
Floors:	2
Typical Floor:	1,563 SF

## AVAILABILITY

Min Divisible:	2,000 SF
Max Contig:	2,000 SF
Total Available:	2,000 SF
Asking Rent:	\$7.20/MG

## EXPENSES

Taxes:	\$2.36 (2021)
--------	---------------

## SPACES

Floor	Suite	Use	Type	SF Avail	Flr Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	1	Retail	Direct	2,000	2,000	2,000	\$7.20/MG	Vacant	Negotiable

## TRAFFIC & FRONTAGE

Traffic Volume: 6,031 on E Lincoln Ave & Maple St (2022)

6,084 on W Lincoln Ave & Hwy 30 (2022)

Frontage: 21' on East Lincoln Avenue

Made with TrafficMetrix® Products

## TRANSPORTATION

Walk Score ®: Somewhat Walkable (50)

Transit Score ®: Minimal Transit (0)

# Lease Availability Report

128 E Lincoln Hwy  
 Dekalb, IL 60115 - Western East/West Corr Submarket



## BUILDING

Type:	Retail
Subtype:	Storefront Retail/O...
Tenancy:	Multiple
Year Built:	1931
GLA:	7,056 SF
Floors:	2
Typical Floor:	3,528 SF

## AVAILABILITY

Min Divisible:	1,500 SF
Max Contig:	3,000 SF
Total Available:	3,000 SF
Asking Rent:	\$10.00/MG

## EXPENSES

Taxes:	\$1.12 (2021)
--------	---------------

## SPACES

Floor	Use	Type	SF Avail	Flr Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Retail	Direct	1,500 - 3,000	3,000	3,000	\$10.00/MG	Vacant	1 - 5 Yrs

## SALE

Last Sale: Sold on Jul 6, 2022 for \$480,000 (\$68.03/SF)

## AMENITIES

Air Conditioning

## TRAFFIC & FRONTAGE

Traffic Volume: 8,194 on E Lincoln Hwy & N 1st St (2022)

17,110 on W Lincoln Hwy & PkAve (2022)

Frontage: 31' on Lincoln Highway

Made with TrafficMetrix® Products

## TRANSPORTATION

Airport: 55 minute drive to Greater Rockford Airport

Walk Score ®: Very Walkable (86)

Transit Score ®: Some Transit (40)

# Lease Availability Report

206 E Lincoln Hwy  
 Dekalb, IL 60115 - Western East/West Corr Submarket



## BUILDING

Type:	Retail
Tenancy:	Single
Year Built:	1940
GLA:	7,700 SF
Floors:	1
Typical Floor:	7,700 SF

## AVAILABILITY

Min Divisible:	5,200 SF
Max Contig:	5,200 SF
Total Available:	5,200 SF
Asking Rent:	\$9.00/NNN

## EXPENSES

Taxes:	\$1.27 (2021)
--------	---------------

## SPACES

Floor	Use	Type	SF Avail	Flr Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Retail	Direct	5,200	5,200	5,200	\$9.00/NNN	30 Days	Negotiable

## TRAFFIC & FRONTAGE

Traffic Volume: 9,002 on E Lincoln Hwy & N 2nd St (2022)  
 12,635 on N 1st St & Palmer Ct (2022)

Made with TrafficMetrix® Products

## TRANSPORTATION

Airport: 55 minute drive to Greater Rockford Airport

Walk Score ®: Very Walkable (88)

Transit Score ®: Some Transit (38)

# Lease Availability Report

901 Lucinda Ave  
 Dekalb, IL 60115 - Western East/West Corr Submarket



## BUILDING

Type:	Retail
Tenancy:	Multiple
Year Built:	1969
GLA:	53,883 SF
Floors:	2
Typical Floor:	26,942 SF

## AVAILABILITY

Min Divisible:	1,400 SF
Max Contig:	13,065 SF
Total Available:	29,008 SF
Asking Rent:	\$6.00 - \$10.00/NNN

## EXPENSES

Taxes:	\$1.67 (2021)
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## SPACES

Floor	Suite	Use	Type	SF Avail	Flr Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	A	Retail	Direct	4,020	4,020	4,020	\$6.00/NNN	Vacant	Negotiable
P 1st	F	Retail	Direct	3,328	3,328	3,328	\$7.00/NNN	Vacant	Negotiable
P 1st	K	Retail	Direct	5,695	5,695	5,695	\$8.00/NNN	Vacant	Negotiable
P 1st	L	Retail	Direct	13,065	13,065	13,065	\$8.00/NNN	Vacant	Negotiable
P 1st	G	Retail	Direct	1,500	1,500	1,500	\$10.00/NNN	30 Days	Negotiable
P 1st	G2	Retail	Direct	1,400	1,400	1,400	\$10.00/NNN	30 Days	Negotiable

## KEY TENANTS

Domino's	2,010 SF	Cast Iron Coffee	1,943 SF
Boost Mobile	1,400 SF	Subway	1,250 SF
Barber Shop	938 SF	Sharks Of Dekalb 1	500 SF

## TRAFFIC & FRONTAGE

Traffic Volume: 8,740 on Lucinda Ave & University Cir Dr (2022)  
 19,247 on N Annie Glidden Rd & Lucinda Ave (2022)

Made with TrafficMetrix® Products

## TRANSPORTATION

Airport: 54 minute drive to Greater Rockford Airport  
 Walk Score ®: Somewhat Walkable (60)  
 Transit Score ®: Some Transit (46)

**ADDENDUM C**  
**APPRAISERS QUALIFICATIONS**



## **128-140 S. 2ND STREET**

128-140 S. 2nd Street  
DeKalb, Illinois 60115

### **APPRAISAL REPORT**

Date of Report: July 31, 2023  
Colliers File #: ORD230367



PREPARED FOR  
Matthew D. Rose  
Donahue & Rose, PC,  
as counsel for the City of DeKalb  
9501 W. Devon Ave., Ste. 702  
Rosemont, IL 60018

PREPARED BY  
**COLLIERS INTERNATIONAL**  
VALUATION & ADVISORY SERVICES

# LETTER OF TRANSMITTAL

COLLIERS INTERNATIONAL  
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July 31, 2023

Matthew D. Rose  
Donahue & Rose, PC,  
as counsel for the City of DeKalb  
9501 W. Devon Ave., Ste. 702  
Rosemont, IL 60018

RE: 128-140 S. 2nd Street  
128-140 S. 2nd Street  
DeKalb, Illinois 60115

Colliers File #: ORD230367

Mr. Rose:

Pursuant with our engagement, the above captioned property was appraised utilizing best practice appraisal principles for this property type. This appraisal report satisfies the scope of work and requirements agreed upon by the City of DeKalb and Colliers International Valuation & Advisory Services.

At the request of the client, this appraisal is presented in an Appraisal Report format as defined by *USPAP* Standards Rule 2-2(a). Our appraisal format provides a detailed description of the appraisal process, subject and market data and valuation analyses.

The purpose of this appraisal is to develop an opinion of the As-Is Market Value of the subject property's fee simple interest. The following table conveys the final opinion of market value of the subject property that is developed within this appraisal report:

VALUE TYPE	INTEREST APPRAISED	DATE OF VALUE	VALUE
As-Is Market Value	Fee Simple	July 26, 2023	\$370,000

The subject is 128-140 S. 2nd Street, a multi-tenant, mixed use, retail/commercial property totaling 18,484 SF of NRA located on a 0.25-acre site at 128-140 S. 2nd Street in DeKalb, Illinois. The improvements were built in 1890, are in fair condition, and have a remaining economic life of 8 years based on our estimate. Deferred maintenance items that were observed by the appraiser during the on-site inspection include damage/deterioration of the exterior walls, windows, and interior finishes (primarily the ceiling and flooring on the second floor). Additional items of deferred maintenance related to the building mechanicals or structure may exist; however, a property conditions report or testing of these items was not available. No remediation or repair



cost estimates were available during the course of this appraisal, and thus the subject's "fair" condition qualification is intended to include consideration of these items.

The subject property has a multi-tenant design that is currently partially owner-occupied by D-N-J Properties Inc. The subject owner currently uses a portion of the ground floor as an office and machine/wood shop and a majority of the second floor as storage/personal use. The remainder of the property is comprised of rentable retail storefronts and storage space. As of the effective date of value, only one retail space is leased to a third-party tenant with a reported expiration date of June 30, 2027. An analysis of this lease is not warranted as a market investor would not purchase the subject property for the short-term income stream (less than 5 years remaining) associated with one existing lease. There are also reportedly multiple in-place storage agreements that are rented on a month-to-month or annual basis by residential tenants from other buildings owned by D-N-J Properties. As will be illustrated in our analysis, the subject's Highest and Best Use As-Improved is deemed to be the interim use as a retail/storage property until market conditions warrant redevelopment or conversion to a mixed-use residential/retail use.

The analyses, opinions and conclusions communicated within this appraisal report were developed based upon the requirements and guidelines of the current Uniform Standards of Professional Appraisal Practice (USPAP), the requirements of the Code of Professional Ethics and the Standards of Professional Appraisal Practice of the Appraisal Institute.

The report, in its entirety, including all assumptions and limiting conditions, is an integral part of, and inseparable from, this letter. *USPAP* defines an Extraordinary Assumption 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". *USPAP* defines a Hypothetical Condition as, "that 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 purpose of analysis".

The Extraordinary Assumptions and/or Hypothetical Conditions that were made during the appraisal process to arrive at our opinion of value are fully discussed below. We advise the client to consider these issues carefully given the intended use of this appraisal, as their use might have affected the assignment results.

### **EXTRAORDINARY ASSUMPTIONS**

We were not provided a rent roll or lease documents to verify the subject's square footage or tenancy/occupancy. The building space areas are based on estimates provided by the property contact and ownership. Should professional building plans indicate materially different measurements, we reserve the right to revisit our conclusions accordingly.

### **HYPOTHETICAL CONDITIONS**

This Appraisal Report is not contingent on any hypothetical conditions.

### **RELIANCE LANGUAGE**

The Appraisal is for the sole use of the Client; however, Client may provide only complete, final copies of the Appraisal report in its entirety (but not component parts) to third parties who shall review such reports in connection with loan underwriting or securitization efforts. Colliers International Valuation & Advisory Services is not required to explain or testify as to appraisal results other than to respond to the Client for routine and customary questions. Please note that our consent to allow the Appraisal prepared by Colliers International Valuation & Advisory Services or portions of such Appraisal, to become part of or be referenced in any public offering, the granting of such consent will be at our sole and absolute discretion and, if given, will be on condition that Colliers International Valuation & Advisory Services will be provided with an Indemnification Agreement and/or Non-Reliance letter, in a form and content satisfactory to Colliers International Valuation & Advisory

Services, by a party satisfactory to Colliers International Valuation & Advisory Services. Colliers International Valuation & Advisory Services does consent to your submission of the reports to rating agencies, loan participants or your auditors in its entirety (but not component parts) without the need to provide Colliers International Valuation & Advisory Services with an Indemnification Agreement and/or Non-Reliance letter.

Colliers International Valuation & Advisory Services hereby expressly grants to Client the right to copy the Appraisal and distribute it to other parties in the transaction for which the Appraisal has been prepared, including employees of Client, other lenders in the transaction, and the borrower, if any.

Our opinion of value reflects current conditions and the likely actions of market participants as of the date of value. It is based on the available information gathered and provided to us, as presented in this report, and does not predict future performance. Changing market or property conditions can and likely will have an effect on the subject's value.

The signatures below indicate our assurance to the client that the development process and extent of analysis for this assignment adhere to the scope requirements and intended use of the appraisal. If you have any specific questions or concerns regarding the attached appraisal report, or if Colliers International Valuation & Advisory Services can be of additional assistance, please contact the individuals listed below.

Sincerely,

**COLLIERS INTERNATIONAL  
VALUATION & ADVISORY SERVICES**



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## LETTER OF TRANSMITTAL

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## CERTIFICATION

## ASSUMPTIONS & LIMITING CONDITIONS

## ADDENDA

Engagement Letter

Subject Data

Valuation Glossary

Qualifications of Appraisers

Qualifications of Colliers International Valuation & Advisory Services

**GENERAL INFORMATION**

<b>Property Name</b>	128-140 S. 2nd Street
<b>Property Type</b>	Retail / Commercial - Mixed Use Retail/Commercial
<b>Address</b>	128-140 S. 2nd Street
<b>City</b>	DeKalb
<b>State</b>	Illinois
<b>Zip Code</b>	60115
<b>County</b>	DeKalb
<b>Core Based Statistical Area (CBSA)</b>	Chicago-Naperville-Elgin, IL-IN-WI
<b>Market</b>	Chicago
<b>Submarket</b>	Western East-West Corridor
<b>Latitude</b>	41.929832
<b>Longitude</b>	-88.752594
<b>Number Of Parcels</b>	1
<b>Assessor Parcel</b>	08-23-163-013
<b>Total Taxable Value</b>	\$65,829
<b>Census Tract Number</b>	13.00

**SITE INFORMATION**

<b>Land Area</b>	<b>Acres</b>	<b>Square Feet</b>
Usable	0.25	11,034
Unusable	0.00	0
Excess	0.00	0
<u>Surplus</u>	<u>0.00</u>	<u>0</u>
<b>Total</b>	<b>0.25</b>	<b>11,034</b>
<b>Topography</b>	Level at street grade	
<b>Shape</b>	Irregular	
<b>Access</b>	Average	
<b>Exposure</b>	Average	
<b>Current Zoning</b>	Central Business District (CBD)	
<b>Flood Zone</b>	Zone X (Unshaded)	
<b>Seismic Zone</b>	Low Risk	

**IMPROVEMENT INFORMATION**

<b>Gross Building Area SF (GBA)</b>	18,484 SF
<b>Net Rentable Area (NRA)</b>	18,484 SF
<b>Floor Plate SF</b>	10,124 SF
<b>Total Number Of Stories</b>	2
<b>Year Built</b>	1890
<b>Quality</b>	Average
<b>Condition</b>	Fair
<b>Building Class</b>	C
<b>Type Of Construction</b>	Brick
<b>Land To Building Ratio</b>	0.6 : 1
<b>Site Coverage Ratio</b>	91.8%
<b>Parking Type</b>	None

**HIGHEST & BEST USE**

<b>As Vacant</b>	Development Of A Mixed-Use Residential Property As Market Conditions Warrant
<b>As Improved</b>	Hold As Interim Retail/Storage Use Until Market Conditions Warrant Redevelopment Or Conversion To Mixed-Use Residential Property

**EXPOSURE TIME & MARKETING PERIOD**

<b>Exposure Time</b>	12 to 18 Months
<b>Marketing Period</b>	12 to 18 Months

**VALUATION SUMMARY**

VALUATION INDICES	AS-IS MARKET VALUE
<b>INTEREST APPRAISED</b>	<b>FEE SIMPLE</b>
<b>DATE OF VALUE</b>	<b>JULY 26, 2023</b>
<b>INCOME CAPITALIZATION APPROACH</b>	
<b>Direct Capitalization</b>	<b>\$380,000</b>
Direct Capitalization \$/SF	\$21/SF
NOI Proforma	\$73,483
NOI \$/SF	\$3.98/SF
Capitalization Rate	11.50%
<b>INCOME CONCLUSION</b>	<b>\$380,000</b>
Income Conclusion \$/SF	\$21/SF
<b>SALES COMPARISON APPROACH</b>	
<b>SALES CONCLUSION</b>	<b>\$370,000</b>
Sales Conclusion \$/SF	\$20/SF
<b>FINAL VALUE CONCLUSION</b>	
<b>FINAL VALUE</b>	<b>\$370,000</b>
\$/SF	\$20/SF
<b>LAND VALUATION</b>	
<b>LAND VALUE</b>	<b>\$100,000</b>
Value/SF	\$9.00





**FRONT (WEST) FAÇADE**



**FRONT (WEST) FAÇADE**



**SINGLE-STORY SECTION - SOUTH FAÇADE**



**TWO-STORY SECTION - SOUTH FAÇADE**



**TWO-STORY SECTION - SOUTH FAÇADE**



**EAST FAÇADE**





**NORTH FAÇADE**



**NORTH FAÇADE**



**GROUND FLOOR STOREFRONTS**



**DRIVE-IN DOOR**



**NORTH ALONG 2<sup>ND</sup> STREET**



**SOUTH ALONG 2<sup>ND</sup> STREET**



**MAINTENANCE SHOP**



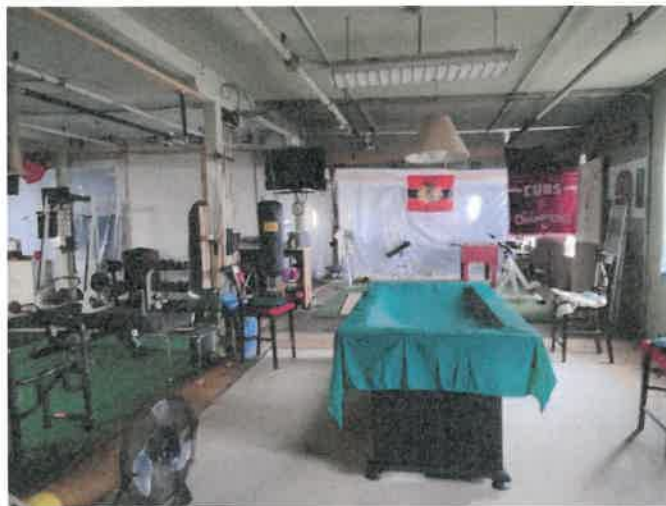
**OWNER-OCCUPANT - OFFICE**



**OWNER-OCCUPANT - OFFICE**



**2<sup>ND</sup> FLOOR STORAGE**



**2<sup>ND</sup> FLOOR STORAGE**



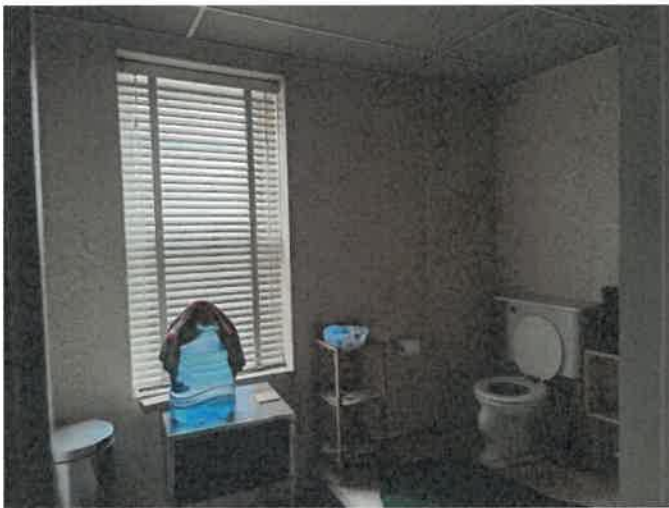
**2<sup>ND</sup> FLOOR STORAGE**



2<sup>ND</sup> FLOOR STORAGE



2<sup>ND</sup> FLOOR STORAGE



2<sup>ND</sup> FLOOR RESTROOM



VACANT STOREFRONT SPACE



VACANT STOREFRONT SPACE



VACANT STOREFRONT SPACE



VACANT STOREFRONT SPACE



REAR GROUND FLOOR STORAGE



REAR GROUND FLOOR STORAGE



REAR GROUND FLOOR STORAGE



REAR GROUND FLOOR STORAGE



METERS



OCCUPIED STOREFRONT SPACE



OCCUPIED STOREFRONT SPACE

## PROPERTY IDENTIFICATION

The subject is 128-140 S. 2nd Street, a multi-tenant, mixed use, retail/commercial property totaling 18,484 SF NRA located on a 0.25-acre site at 128-140 S. 2nd Street in DeKalb, DeKalb County, Illinois. The assessor's parcel number is: 08-23-163-013.

The legal description of the subject property is as follows: LOT 67 OF BLOCK 11 OF THE COUNTY CLERK'S SUBDIVISION OF BLOCKS 11, 12, 13 AND 14 OF THE ORIGINAL VILLAGE (NOW CITY) OF DEKALB, ACCORDING TO THE PLAT THEREOF RECORDED IN BOOK "C" OF PLATS, PAGE 42, SITUATED IN DEKALB COUNTY, ILLINOIS.

## CLIENT IDENTIFICATION

The client of this specific assignment is the City of DeKalb.

## PURPOSE

The purpose of this appraisal is to develop an opinion of the As-Is Market Value of the subject property's fee simple interest.

## INTENDED USE

The intended use of this appraisal is to assist the client in making internal business decisions related to this asset (estimating market value).

## INTENDED USERS

Intended users of this report include the City of DeKalb and Donahue & Rose, PC, as counsel for the City of DeKalb. Use of this report by third parties and other unintended users is not permitted. This report must be used in its entirety. Reliance on any portion of the report independent of others, may lead the reader to erroneous conclusions regarding the property values. Unless approval is provided by the authors no portion of the report stands alone.

## ASSIGNMENT DATES

Date of Report	July 31, 2023
Date of Inspection	July 26, 2023
Valuation Date - As-Is	July 26, 2023

## PERSONAL INTANGIBLE PROPERTY

No personal property or intangible items are included in this valuation.

## PROPERTY AND SALES HISTORY

### Current Owner

The subject title is currently recorded in the name of D-N-J Properties Inc., who acquired title to the property on May 29, 2002 as improved for \$150,000, as recorded in Document No. 2002010242 of the DeKalb County Deed Records.

### Three-Year Sales History

Research of the applicable public records, private data services and an interview of the current owner revealed that the subject property has not transferred during the past three years of the effective date of value stated in this report.

**Subject Sale Status**

The subject property is currently listed for sale at \$795,000. As of the effective date, it had been listed for about two months. According to CoStar, the property was also listed for sale in October 2017 for \$499,500 for about 12 months before the listing was removed. We note that the City of DeKalb made an offer in June 2023 for \$275,000 with a counter-offer from the subject owner of \$475,000. Neither offer was accepted. We were informed that a contract for sale in the amount of \$596,250 was reported as of June 15, 2023; however, we were not provided a complete copy of the contract for verification, and the contract has reportedly been terminated. Based on a comparison with other current listings, the subject appears to be priced above market levels considering its fair condition and utilization. As a result, the asking price is well above the As-Is Market Value arrived upon herein.

**DEFINITIONS**

This section summarizes the definitions of value, property rights appraised, and value scenarios that are applicable for this appraisal assignment. All other applicable definitions for this assignment are located in the Valuation Glossary section of the Addenda.

**DEFINITIONS OF VALUE**

Given the scope and intended use of this assignment, the following definition of value is applicable:

**Market Value**

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

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

**PROPERTY RIGHTS APPRAISED**

The property rights appraised constitute the fee simple interest.

**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.<sup>2</sup>

**VALUE SCENARIOS****As-Is Value**

The estimate of the market value of real property in its current physical condition, use, and zoning as of the appraisal date.<sup>3</sup>

<sup>1</sup> Interagency Appraisal and Evaluation Guidelines, December 10, 2010, Federal Register, Volume 75 Number 237, Page 77472

<sup>2</sup> The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, Illinois, 2022

<sup>3</sup> The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, Illinois, 2022

## INTRODUCTION

The appraisal development and reporting processes requires gathering and analyzing information about those assignment elements necessary to properly identify the appraisal problem to be solved. The scope of work decision must include the research and analyses that are necessary to develop credible assignment results given the intended use of the appraisal. Sufficient information includes disclosure of research and analyses performed and might also include disclosure of research and analyses not performed. The scope of work for this appraisal assignment is outlined below:

- › The appraisers analyzed the regional and local area economic profiles including employment, population, household income, and real estate trends. The local area was further studied to assess the general quality and condition, and emerging development trends for the real estate market. The immediate market area was inspected and examined to consider external influences on the subject.
- › The appraisers confirmed and analyzed legal and physical features of the subject property including sizes of the site and improvements, flood plain data, seismic zone, zoning, easements and encumbrances, access and exposure of the site, and construction materials and condition of the improvements. This process also included estimating the remaining economic life of the improvements, analysis of the subject's site coverage and parking ratios compared to market standards, a process to identify deferred maintenance and a conclusion of the subject's overall functional utility.
- › The appraisers completed retail and apartment market analyses that included market and sub-market overviews. The overviews analyzed supply/demand conditions using vacancy, absorption, supply change and rent change statistics. Conclusions were drawn regarding the subject property's competitive position given its physical and locational characteristics, the prevailing economic conditions and external influences.
- › The appraisers conducted a Highest and Best Use analysis, determining the highest and best use of the subject property As-Vacant and As-Improved. The analysis considered legal, locational, physical and financial feasibility characteristics of the subject property. Development of the Highest and Best Use As-Improved explored potential alternative treatments of the property including demolition, expansion, renovation, conversion, and continued use "as-is."
- › The appraisers confirmed and analyzed financial features of the subject property including tax and assessment records. This information as well as trends established by confirmed market indicators was used to forecast performance of the subject property.
- › Selection of the valuation methods was based on the identifications required in USPAP relating to the intended use, intended users, definition and date of value, relevant property characteristics and assignment conditions. As a result, this appraisal developed the Income (Direct Capitalization) and Sales Comparison approaches to value. The resulting value indicators were reconciled within the Analysis of Value Conclusions section. The appraisal develops an opinion of the As-Is Market Value of the subject property's fee simple interest. The reasoning for including or excluding traditional approaches to value is developed within the Valuation Methodology section.
- › Reporting of this appraisal is in an Appraisal Report format as required in USPAP Standard 2. The appraiser's analysis and conclusions are fully described within this document.
- › We understand the Competency Rule of USPAP and the authors of this report meet the standards.
- › No one provided significant real property appraisal assistance to appraisers signing this certification.



**SOURCES OF INFORMATION**

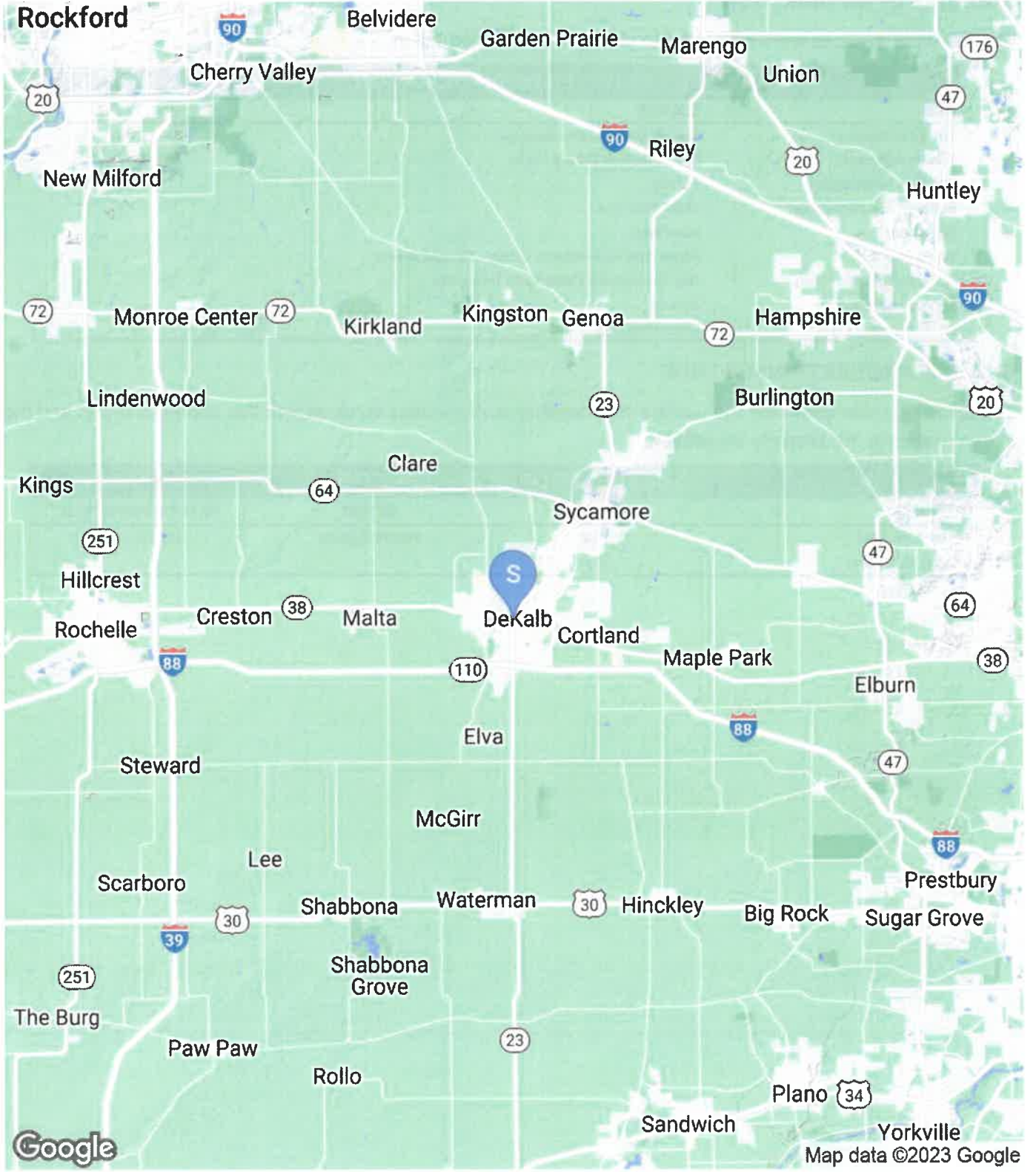
The following sources were contacted to obtain relevant information:

SOURCES OF INFORMATION	
ITEM	SOURCE
Tax Information	DeKalb County Tax Assessor
Zoning Information	City of DeKalb Zoning Code
Site Size Information	Survey
Building Size Information	Client-Provided
Flood Map	InterFlood
Demographics	Pitney Bowes/Gadberry Group - GroundView®
Comparable Information	See Comparable Datasheets for details
Legal Description	Survey
Other Property Data	Client-Provided

**SUBJECT PROPERTY INSPECTION**

The following table illustrates the Colliers International professionals involved with this appraisal report and their status related to the property inspection.

SUBJECT PROPERTY INSPECTION			
APPRAISER	INSPECTED	EXTENT	DATE OF INSPECTION
Michelle Lee, MAI	Yes	Interior/Exterior	July 26, 2023
Anthony Guth, MAI	No	-	-



## INTRODUCTION

The Chicago-Naperville-Elgin IL-IN-WI MSA is located along the southwestern shoreline of Lake Michigan in the northeastern section of the state of Illinois, the northwestern corner in the state of Indiana and the southeastern section in the state of Wisconsin. The 14 counties that make up the MSA include: Cook, DeKalb, DuPage, Grundy, Kane, Kendall, Lake, McHenry, and Will in Illinois, Jasper, Lake, Newton and Porter in Indiana and the county of Kenosha in Wisconsin. As typical of a Midwest location, the Chicago MSA experiences the distinct changes of the seasons; hot, humid summers, cold, snowy and windy winters, with springs and autumns that fluctuate between sunny and mild to volatile temperature fluctuations.



The Chicago-Naperville-Elgin, IL-IN-WI MSA has an expanded economy based on finance, insurance, printing/publishing, manufacturing, and food processing. Approximately 400 corporate headquarters make their home in the Chicago metropolitan area, with numerous Fortune 500 companies in Illinois. The Loop, or Chicago Loop, is the historic commercial center with theater and shopping for downtown Chicago and is the second largest commercial business district in the United States, after New York City's Midtown Manhattan. Company headquarters within the Chicago CBD include Chase Bank, Google, United Continental Holdings, Blue Cross and Blue Shield Association, McDonald's, as well as the Chicagoland Chamber of Commerce and over 20 foreign consulates. In addition, the Loop serves as the seat of government for the city of Chicago and Cook County.

## DEMOGRAPHIC ANALYSIS

The following is a demographic study of the region sourced by Pitney Bowes/Gadberry Group - GroundView®, an on-line resource center that provides information used to analyze and compare the past, present, and future trends of geographical areas. Demographic changes are often highly correlated to changes in the underlying economic climate. Periods of economic uncertainty necessarily make demographic projections somewhat less reliable than projections in more stable periods. These projections are used as a starting point, but we also consider current and localized market knowledge in interpreting them within this analysis. Please note that our demographics provider sets forth income projections in constant dollars which, by definition, reflect projections after adjustment for inflation. We are aware of other prominent demographic data providers that project income in current dollars, which do not account for inflation. A simple comparison of projections for a similar market area made under the constant and current dollar methodologies can and likely will produce data points that vary, in some cases, widely. Further, all forecasts, regardless of demographer methodology(ies), are subjective in the sense that the reliability of the forecast is subject to modeling and definitional assumptions and procedures.

**Population**

According to Pitney Bowes/Gadberry Group - GroundView®, a Geographic Information System (GIS) Company, the Chicago-Naperville-Elgin metropolitan area had a 2022 total population of 9,513,600 and experienced an annual growth rate of -0.5%, which was higher than the Illinois annual growth rate of -0.5%. The metropolitan area accounted for 75.2% of the total Illinois population (12,655,598). Within the metropolitan area the population density was 1,304 people per square mile compared to the lower Illinois population density of 225 people per square mile and the lower United States population density of 93 people per square mile.

POPULATION			
YEAR	US	IL	CBSA
2020 Total population	331,501,080	12,785,245	9,601,605
2022 Total Population	334,017,687	12,655,598	9,513,600
2027 Total Population	344,637,383	12,576,252	9,531,923
2020 - 2022 CAGR	0.4%	(0.5%)	(0.5%)
2022 - 2027 CAGR	0.6%	(0.1%)	0.0%

Source: Pitney Bowes/Gadberry Group - GroundView®

POPULATION DENSITY			
YEAR	US	IL	CBSA
2022 Per Square Mile	93	225	1,304
2027 Per Square Mile	96	223	1,307

Source: Pitney Bowes/Gadberry Group - GroundView®

The 2022 median age for the metropolitan area was 37.86, which was 1.37% younger than the United States median age of 38.38 for 2022. The median age in the metropolitan area is anticipated to grow by 0.42% annually, increasing the median age to 38.66 by 2027.

MEDIAN AGE			
YEAR	US	IL	CBSA
2022	38.38	38.46	37.86
2027	39.16	39.24	38.66
CAGR	0.40%	0.40%	0.42%

Source: Pitney Bowes/Gadberry Group - GroundView®

**Education**

Ranked among the top "National Universities" in the U.S. by U.S. News & World Report, Chicago's top universities include Northwestern University; University of Chicago; Loyola University Chicago; DePaul University; Illinois Institute of Technology; and University of Illinois at Chicago. These and other local institutions of higher education contribute to creating a world center of learning and research.

The University of Illinois at Chicago and The University of Chicago are among the top employers in the area with a combined employment of approximately 25,000. With approximately 16,000 students attending the University of Illinois at Chicago annually and 16,000 attending the University of Chicago, these institutions of higher education contribute to the impact of the regional economy.

**Household Trends**

The 2022 number of households in the metropolitan area was 3,671,948. The number of households in the metropolitan area is projected to grow by 0.5% annually, increasing the number of households to 3,769,252 by 2027. The 2022 average household size for the metropolitan area was 2.55, which was 0.84% larger than the United States average household size of 2.53 for 2022. The average household size in the metropolitan area is anticipated to retract by 0.48% annually, reducing the average household size to 2.49 by 2027.

NUMBER OF HOUSEHOLDS			
YEAR	US	IL	CBSA
2022	129,171,249	5,010,949	3,671,948
2027	134,179,366	5,099,408	3,769,252
CAGR	0.8%	0.4%	0.5%

Source: Pitney Bowes/Gadberry Group - GroundView®

AVERAGE HOUSEHOLD SIZE			
YEAR	US	IL	CBSA
2022	2.53	2.47	2.55
2027	2.51	2.41	2.49
CAGR	(0.11%)	(0.47%)	(0.48%)

Source: Pitney Bowes/Gadberry Group - GroundView®

The Chicago-Naperville-Elgin metropolitan area had 35.18% renter occupied units, compared to the lower 33.66% in Illinois and the higher 35.54% in the United States.

HOUSING UNITS			
	US	IL	CBSA
Owner Occupied	64.46%	66.34%	64.82%
Renter Occupied	35.54%	33.66%	35.18%

Source: Pitney Bowes/Gadberry Group - GroundView®

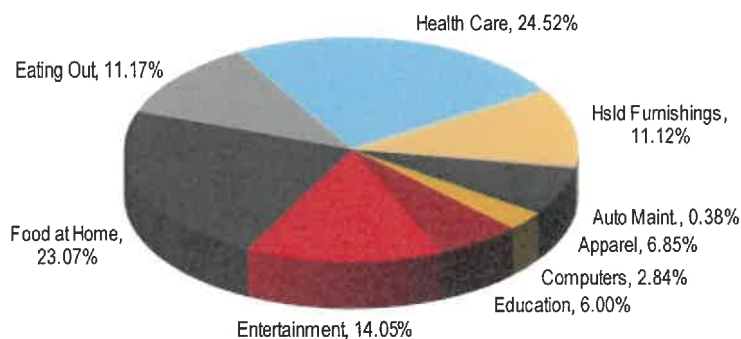
The 2022 median household income for the metropolitan area was \$84,193, which was 18.0% higher than the United States median household income of \$71,362. The median household income for the metropolitan area is projected to grow by 4.6% annually, increasing the median household income to \$105,436 by 2027.

As is often the case when the median household income levels are higher than the national average, the cost of living index is also higher. According to the American Chamber of Commerce Researchers Association (ACCRA) Cost of Living Index, the Chicago-Naperville-Elgin, IL-IN-WI MSA's cost of living is 122.0 compared to the national average score of 100. The ACCRA Cost of Living Index compares groceries, housing, utilities, transportation, health care and miscellaneous goods and services for over 300 urban areas.

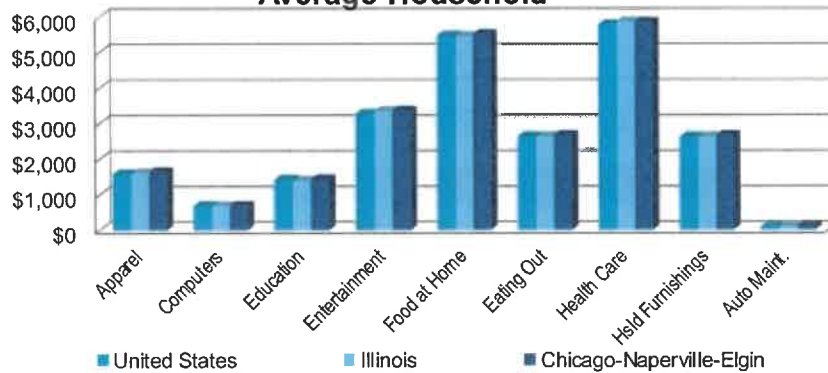
MEDIAN HOUSEHOLD INCOME			
YEAR	US	IL	CBSA
2022	\$71,362	\$76,287	\$84,193
2027	\$89,318	\$95,711	\$105,436
CAGR	4.6%	4.6%	4.6%

Source: Pitney Bowes/Gadberry Group - GroundView®

**Consumer Spending Chicago-Naperville-Elgin**



**Consumer Spending Comparison  
Average Household**

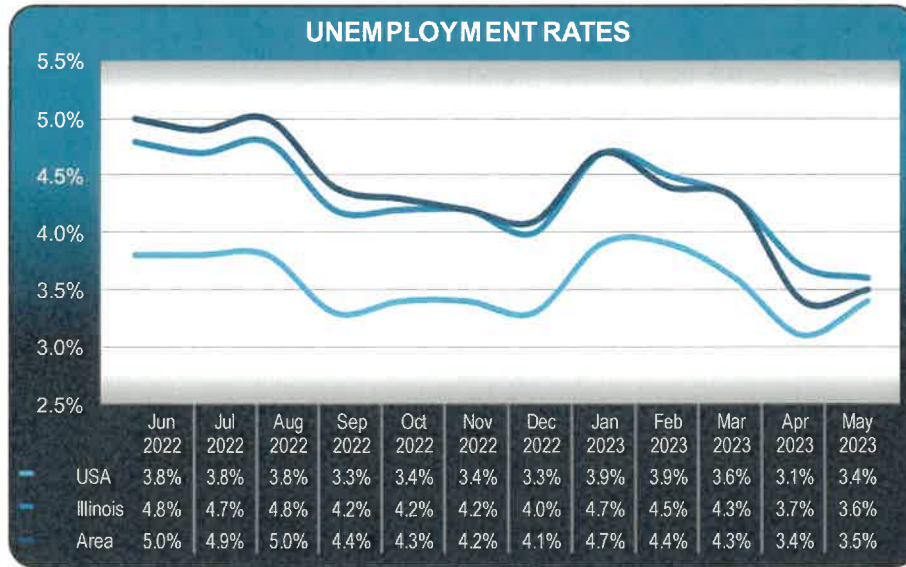


**EMPLOYMENT**

Total employment has increased annually over the past decade in the state of Illinois by 0.4% and increased annually by 0.6% in the area. From 2021 to 2022, unemployment decreased in Illinois by 1.5% and decreased by 1.6% in the area. In the state of Illinois, unemployment has decreased over the previous month by 0.6% and decreased by 0.9% in the area.

EMPLOYMENT & UNEMPLOYMENT STATISTICS 2013 - 2022								
Year	TOTAL EMPLOYMENT				UNEMPLOYMENT RATE			
	Illinois		Chicago-Naperville-Elgin, IL-IN-WI Metropolitan Statistical Area		United States*	Illinois	Chicago-Naperville-Elgin, IL-IN-WI Metropolitan Statistical Area	
	Total	% Δ Yr Ago	Total	% Δ Yr Ago				
2013	5,961,201	(0.5%)	4,466,499	0.4%	7.4%	9.1%	9.1%	
2014	6,049,059	1.5%	4,540,603	1.7%	6.2%	7.2%	7.2%	
2015	6,119,934	1.2%	4,597,498	1.3%	5.3%	6.0%	6.0%	
2016	6,172,672	0.9%	4,648,894	1.1%	4.9%	5.9%	5.8%	
2017	6,237,933	1.1%	4,730,600	1.8%	4.4%	4.9%	4.9%	
2018	6,270,844	0.5%	4,752,024	0.5%	3.9%	4.4%	4.1%	
2019	6,289,513	0.3%	4,769,053	0.4%	3.7%	4.0%	3.9%	
2020	5,759,004	(8.4%)	4,355,645	(8.7%)	8.1%	9.3%	9.7%	
2021	5,980,444	3.8%	4,547,430	4.4%	5.3%	6.1%	6.2%	
2022	6,176,876	3.3%	4,734,602	4.1%	3.6%	4.6%	4.6%	
<b>CAGR</b>	<b>0.4%</b>	<b>-</b>	<b>0.6%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	

Source: U.S. Bureau of Labor Statistics \*Unadjusted Non-Seasonal Rate



The preceding chart depicts unemployment trends in the region, Illinois, and the nation. Rates for Illinois and the Chicago market remain higher than the national average.

TOP EMPLOYERS		
EMPLOYER NAME	EMPLOYEES	INDUSTRY
U.S. Government	52,316	Government
Chicago Public Schools	40,119	Education
City of Chicago	31,020	Government
Amazon	27,050	Retail
Advocate Aurora Health	25,906	Healthcare
Northwestern Memorial Healthcare	24,053	Healthcare
Cook County	21,820	Government
University of Chicago	20,781	Education
Walmart Inc.	18,500	Retail
Walgreens Boot Alliance	16,817	Retail

Source: Crain's 2022 Book of Lists

The preceding chart depicts the top employers in the metropolitan area. Principal employers are spread throughout different sectors, including public administration, education, healthcare, and wholesale/retail trade. The Chicago Public School District, along with the local and federal government, make up the largest employers in the region. Chicago Public School District serves approximately 390,000 students and superintends 600 schools in the area.

The growing trend in employment is in the healthcare and retail sectors. The largest healthcare employer, Advocate Aurora Health, provides care for more cancer and pediatric patients than any other health system in Illinois. Named as one of the nation's top 10 health systems by Thompson Reuters, Advocate operates the largest trauma network in Illinois, has more than 250 sites throughout the state, and employs over 25,000 in the Chicago Metropolitan area alone. Amazon has expanded rapidly in the Chicago region, reportedly increasing its employment (including employees at Whole Foods Markets locations) by 62.9% from last year.

## AIRPORT STATISTICS

The following chart summarizes the local airport statistics.

CHICAGO O'HARE INTERNATIONAL AIRPORT (ORD)		
YEAR	ENPLANED PASSENGERS	% CHG
2011	31,892,301	-
2012	32,171,795	0.9%
2013	32,317,835	0.5%
2014	33,686,811	4.2%
2015	36,305,668	7.8%
2016	37,589,899	3.5%
2017	38,593,028	2.7%
2018	39,873,927	3.3%
2019	40,871,223	2.5%
2020	14,606,034	(64.3%)
2021	26,350,976	80.4%

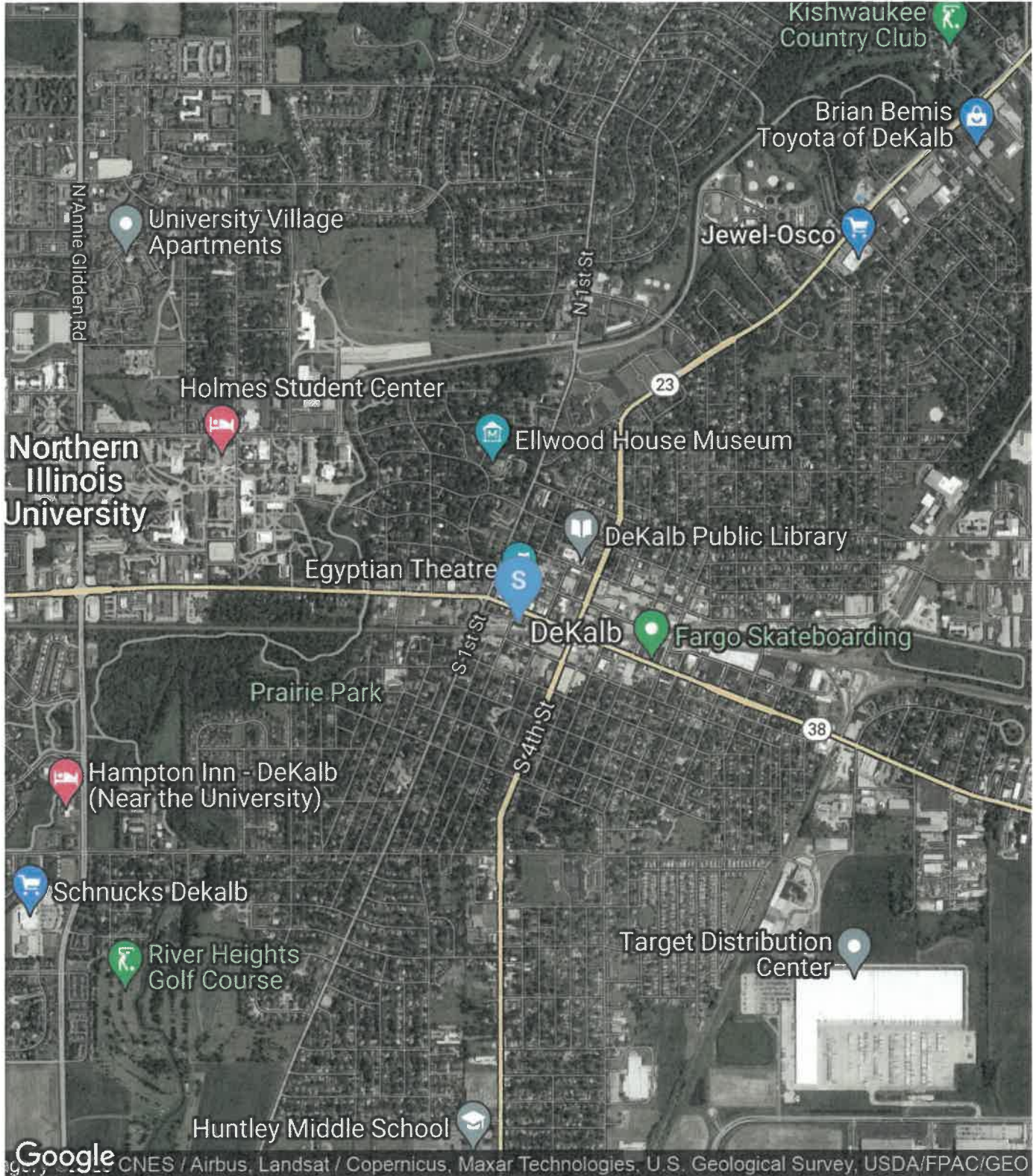
Source: U.S. Department of Transportation

## SUMMARY

In summary, the Chicago MSA has a diverse culture and business climate with a workforce that combines and unites to create and maintain an economic stronghold in America's heartland while having the ability to affect regions not only locally, but nationally and internationally.

Overall, the Chicago region is attractive to potential investors as it offers a vibrant atmosphere, supported by top universities, urban attractions, and a history of stability. Real estate in the Chicago area market should ultimately enjoy relative strength in terms of value stability and appreciation for the foreseeable future.





## INTRODUCTION

In this section of the report, we provide details about the local area and describe the influences that bear on the real estate market as well as the subject property. A map of the local area is presented on the prior page. Below are insights into the local area based on fieldwork, interviews, demographic data and experience working in this market.

## LOCAL AREA PROFILE

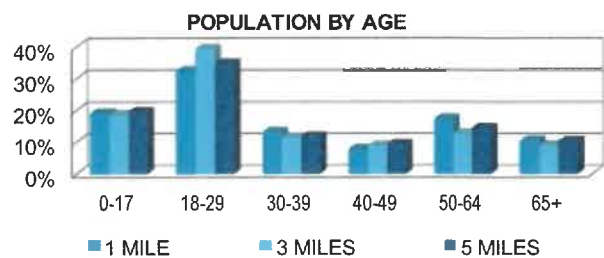
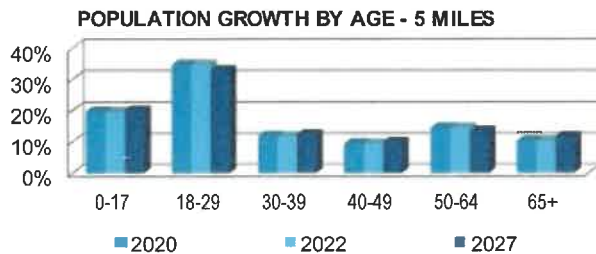
The subject property is located in DeKalb, Illinois, within DeKalb County. The city of DeKalb is a suburban community located 60 miles west of Chicago, 29 miles northwest of Aurora, and 40 miles southeast of Rockford. According to the U.S. Census Bureau, it has a land area of 16.15 square miles and a 2020 population census of 40,290.

## DEMOGRAPHIC PROFILE

Below is a demographic study of the area, sourced by *Pitney Bowes/Gadberry Group - GroundView®*, an on-line resource center that provides information used to analyze and compare the past, present, and future trends of properties and geographical areas. Please note that our demographics provider sets forth income projections in constant dollars which, by definition, reflect projections after adjustment for inflation. We are aware of other prominent demographic data providers that project income in current dollars, which do not account for inflation. A simple comparison of projections for a similar market area made under the constant and current dollar methodologies can and likely will produce data points that vary, in some cases, widely. Further, all forecasts, regardless of demographer methodology(ies), are subjective in the sense that the reliability of the forecast is subject to modeling and definitional assumptions and procedures.

LOCAL AREA DEMOGRAPHICS							
DESCRIPTION	1 MILE	3 MILES	5 MILES	DESCRIPTION	1 MILE	3 MILES	5 MILES
<b>POPULATION</b>				<b>AVERAGE HOUSEHOLD INCOME</b>			
2010 Population	14,235	46,395	59,232	2022	\$80,824	\$75,568	\$79,333
2020 Population	12,740	42,650	55,305	2027	\$96,725	\$93,737	\$98,575
2022 Population	12,541	42,808	55,196	Change 2022-2027	19.67%	24.04%	24.25%
2027 Population	12,208	41,706	53,883	<b>MEDIAN HOUSEHOLD INCOME</b>			
Change 2010-2020	(10.50%)	(8.07%)	(6.63%)	2022	\$54,231	\$50,897	\$56,303
Change 2020-2022	(1.56%)	0.37%	(0.20%)	2027	\$62,398	\$63,160	\$70,117
Change 2022-2027	(2.66%)	(2.57%)	(2.38%)	Change 2022-2027	15.06%	24.09%	24.54%
<b>POPULATION 65+</b>				<b>PER CAPITA INCOME</b>			
2020 Population	1,359	3,841	5,677	2022	\$36,043	\$32,665	\$33,912
2022 Population	1,313	3,865	5,672	2027	\$44,311	\$41,526	\$43,172
2027 Population	1,471	4,247	6,245	Change 2022-2027	22.94%	27.13%	27.31%
Change 2020-2022	(3.38%)	0.62%	(0.09%)	<b>2022 HOUSEHOLDS BY INCOME</b>			
Change 2022-2027	12.03%	9.88%	10.10%	<\$15,000	12.6%	16.9%	14.9%
<b>NUMBER OF HOUSEHOLDS</b>				\$15,000-\$24,999	10.6%	11.1%	10.3%
2010 Households	5,211	16,501	21,636	\$25,000-\$34,999	11.6%	10.8%	10.2%
2020 Households	5,240	16,019	21,138	\$35,000-\$49,999	12.8%	10.7%	10.8%
2022 Households	5,288	16,471	21,695	\$50,000-\$74,999	17.1%	16.6%	16.5%
2027 Households	5,342	16,658	21,920	\$75,000-\$99,999	11.3%	9.2%	10.0%
Change 2010-2020	0.56%	(2.92%)	(2.30%)	\$100,000-\$149,999	13.7%	13.2%	14.0%
Change 2020-2022	0.92%	2.82%	2.64%	\$150,000-\$199,999	2.6%	6.1%	8.0%
Change 2022-2027	1.02%	1.14%	1.04%	\$200,000 or greater	7.7%	5.5%	5.2%
<b>HOUSING UNITS (2022)</b>				<b>MEDIAN HOME VALUE</b>			
Owner Occupied	2,380	6,765	10,379	AVERAGE HOME VALUE	\$147,727	\$164,978	\$167,415
Renter Occupied	2,924	9,714	11,322	<b>HOUSING UNITS BY UNITS IN STRUCTURE</b>			
<b>HOUSING UNITS BY YEAR BUILT</b>				1, detached	2,638	6,847	9,965
Built 2010 or later	21	144	215	1, attached	255	1,467	2,312
Built 2000 to 2009	293	2,680	3,965	2	374	538	697
Built 1990 to 1999	497	2,702	3,544	3 or 4	416	904	1,182
Built 1980 to 1989	423	1,808	2,246	5 to 9	529	2,308	2,721
Built 1970 to 1979	968	3,443	4,416	10 to 19	329	1,729	1,828
Built 1960 to 1969	732	1,879	2,290	20 to 49	171	884	975
Built 1950 to 1959	453	1,139	1,622	50 or more	388	1,401	1,468
Built 1940 to 1949	310	526	687	Mobile home	203	401	553
Built 1939 or earlier	1,591	2,150	2,710	Boat, RV, van, etc.	0	0	0

Source: Pitney Bowes/Gadberry Group - GroundView®



**Transportation Routes**

Major traffic arteries are shown in the chart below:

MAJOR ROADWAYS & THOROUGHFARES			
HIGHWAY	DIRECTION	FUNCTION	DISTANCE FROM SUBJECT
Interstate 88	east-west	Interstate Highway	This is within 2 miles of the subject property.
SURFACE STREETS	DIRECTION	FUNCTION	DISTANCE FROM SUBJECT
Lincoln Highway (Route 38)	east-west	Commercial Corridor	This is just down the street from the subject property.
4th Street (Route 23)	northeast-southwest	Commercial Corridor	This is within a quarter mile of the subject property.
Annie Glidden Road	north-south	Primary Arterial	This is within a mile of the subject property.

Public transportation is available near the subject property and is provided by the City of DeKalb public bus system, with bus stops along nearby thoroughfares.

**Economic Factors**

DeKalb is home to Northern Illinois University, the city's largest employer and Illinois's third-largest campus. Other large employers include Northwestern Medicine, General Electric, Monsanto, the local school district, and a large retail district along Route 23 (shared with Sycamore) that includes Walmart, Target, Lowe's, Best Buy, Meijer, Kohl's, Ross, and other chain and local stores.

DeKalb is also home to warehouses and distribution centers for several major companies, including Target, 3M, Nestlé, and Ferrara Candy Company, in part due to DeKalb's proximity to major highways such as I-88 and I-39. 3M's complex serves as the distribution hub for three of 3M's four business units and export operations to North America, Europe, Africa, the Middle East and Latin America.

**Community Services**

Community services and facilities are readily available in the surrounding area. These include public services such as fire stations, hospitals, police stations, and schools (all ages).

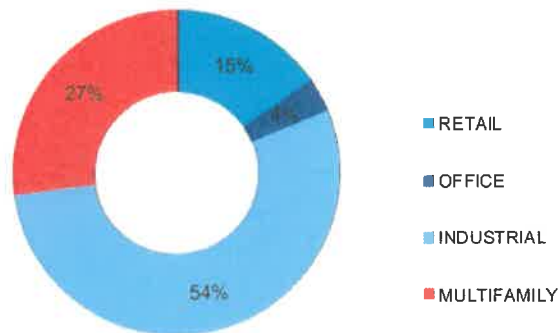
**IMMEDIATE AREA PROFILE**

This section discusses uses and development trends in the immediate area that directly impact the performance and appeal of the subject property.

**Predominant Land Uses**

Significant development in the immediate area consists of office, retail, industrial, mixed-use, entertainment, and institutional uses along major arterials that are interspersed with multi-family complexes and single-family residential development removed from arterials. The local area has a mix of commercial uses nearby and the composition is shown in the following graph.

**COMMERCIAL AREA COMPOSITION**



©CoStar

**Multi-Family Development**

The following chart shows a summary of multi-family data by type in the immediate area from CoStar.

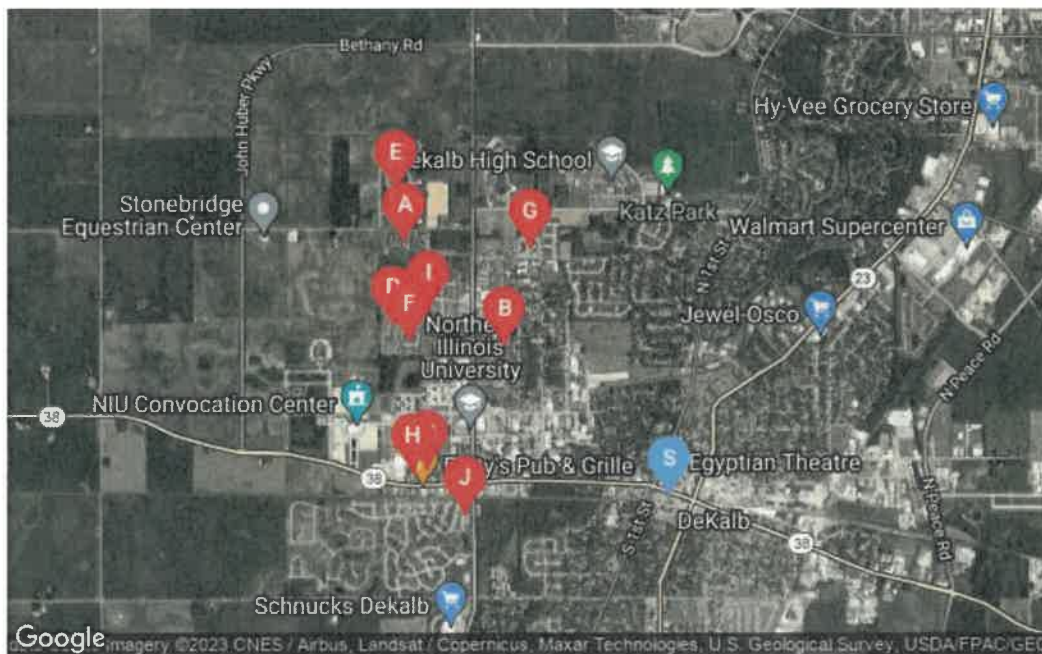
MULTIFAMILY SUMMARY			
CLASS	PROPERTIES	NRA (SF)	AVG YR BLT
A	1	36,598	1997
B	33	2,601,747	1995
C	92	3,314,865	1972
<b>TOTAL</b>	<b>126</b>	<b>5,953,210</b>	<b>1978</b>

Source: CoStar

The largest three multi-family properties are at 1400 Twombly Road, 722 North Annie Glidden Road and 1307 West Lincoln Highway with an NRA of 714,138 SF, 350,000 SF and 309,378 SF that were built in 1967, 0 and 1966, respectively. The closest large multi-family property in proximity to the subject is at 352 Deerpath Lane East with an NRA of 140,800 SF that was built in 2003. The majority of properties were constructed before 2000. The following chart and map show the subject property and its location relative to the 10 largest multi-family properties in the immediate area from CoStar.

LARGEST MULTIFAMILY PROPERTIES						
NAME	DISTANCE	MAP PIN	CLASS	NRA (SF)	STORIES	YEAR BUILT
Suburban Apartments	2.0 Miles	A	B	714,138	3	1967
University Village Apartments	1.2 Miles	B	B	350,000	2	-
Lincolnshire West	1.3 Miles	C	B	309,378	3	1966
Cambridge Square	1.8 Miles	D	B	292,586	2	2001
Eden's Garden Apartments	2.2 Miles	E	C	259,732	2	-
Eco Park	1.6 Miles	F	C	240,702	3	1993
Amber Manor Apartments	1.5 Miles	G	C	182,400	3	1970
Gideon Court Apartments	1.4 Miles	H	C	143,490	5	-
Varsity Square Apartments	1.6 Miles	I	C	141,300	2	1970
Mason Townhouse Suites	1.1 Miles	J	C	140,800	1	2003

Source: CoStar



**Retail Development**

The following chart shows a summary of retail data by type in the immediate area from CoStar.

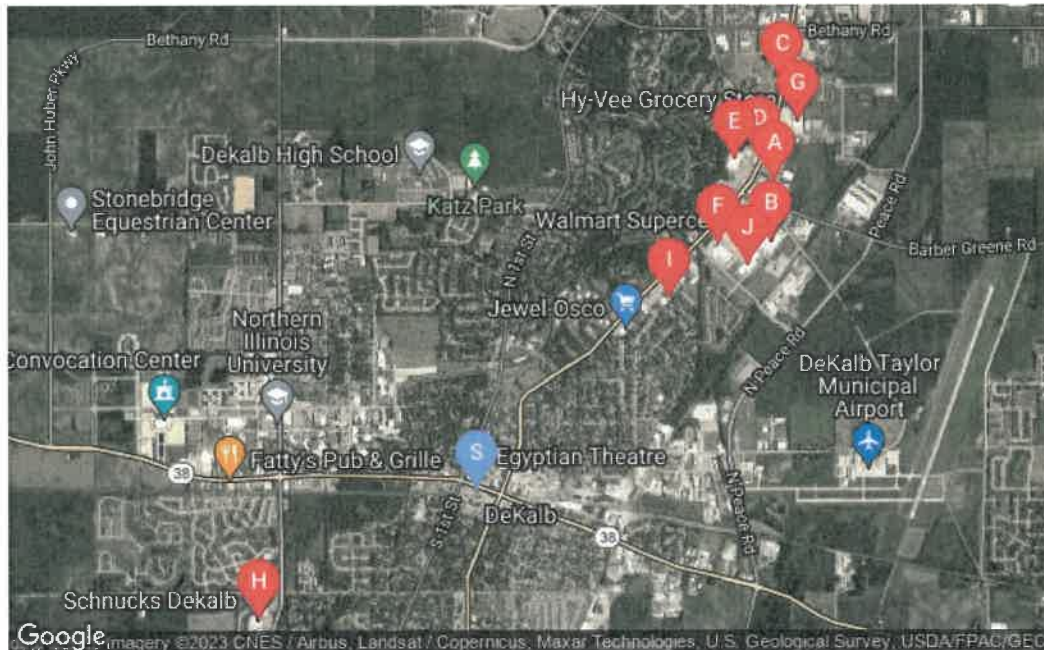
RETAIL SUMMARY						
TYPE	PROPERTIES	NRA (SF)	AVG YR BLT	OCCUPANCY	AVG RENT	
Strip Center	7	77,313	1970	95.9	\$12.00	
Community Center	13	758,064	1987	80.8	\$21.00	
Neighborhood Center	9	381,622	1991	83.6	\$12.50	
Power Center	9	539,603	1999	95.4	-	
General Retail	167	1,624,345	1973	95.1	\$12.49	
<b>TOTAL</b>	<b>205</b>	<b>3,380,947</b>	<b>1975</b>	<b>93.7</b>	<b>\$13.03</b>	

Source: CoStar

The majority of large retail properties are located along Sycamore Road (Route 23). Retail properties surrounding the subject property are primarily mixed-use retail buildings due to its location in Downtown DeKalb. The largest retail properties include Northland Plaza (anchored by Hobby Lobby), DeKalb Market Square (anchored by Walmart), and Oakland Place (anchored by Target). The following chart and map show the subject property and its location relative to the 10 largest retail properties in the immediate area from CoStar.

LARGEST SHOPPING CENTERS							
NAME	DISTANCE	MAP PIN	TYPE	NRA (SF)	% LEASED	YEAR BUILT	
Northland Plaza	2.3 Miles	A	Community Center	255,114	80.4	1968	
DeKalb Market Square - Walmart Super Center	2.1 Miles	B	Power Center	202,000	100.0	1997	
Oakland Place - Route 23	2.8 Miles	C	General Retail	157,889	100.0	2019	
Oakland Place - 2341-2577 Sycamore	2.4 Miles	D	Community Center	155,730	74.4	2004	
Oakland Place - Target	2.3 Miles	E	Community Center	129,144	100.0	2009	
DeKalb Market Square - 2050 Sycamore	1.9 Miles	F	Power Center	125,000	100.0	1997	
Sycamore Plaza	2.7 Miles	G	Neighborhood Center	124,413	100.0	1977	
Glidden Crossing	1.4 Miles	H	Neighborhood Center	98,683	92.4	2008	
DeKalb Shopping Center	1.5 Miles	I	Community Center	96,283	89.8	1985	
DeKalb Market Square - 2070 Sycamore	1.9 Miles	J	Power Center	75,399	100.0	2002	

Source: CoStar



**Office Development**

The following chart shows a summary of office data by class in the immediate area from CoStar.

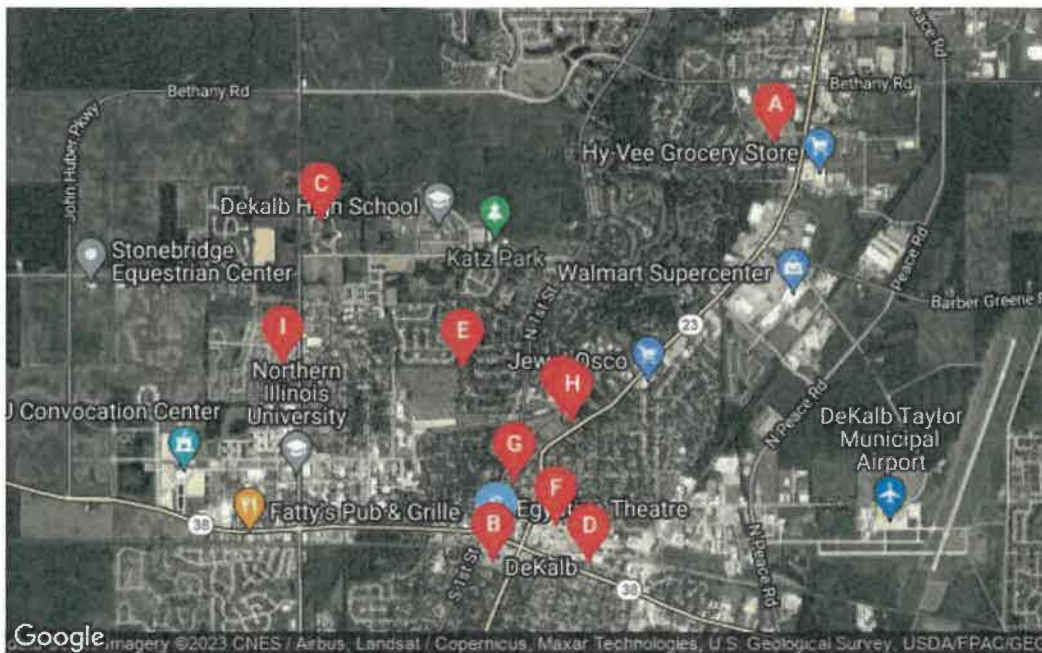
OFFICE SUMMARY					
CLASS	PROPERTIES	NRA (SF)	AVG YR BLT	OCCUPANCY	AVG RENT
A	1	114,613	1994	100.0	-
B	22	285,725	1960	97.5	\$11.88
C	43	341,884	1965	97.9	\$10.17
<b>TOTAL</b>	<b>66</b>	<b>742,222</b>	<b>1964</b>	<b>97.8</b>	<b>\$10.75</b>

Source: CoStar

The majority of office properties in the immediate area are Class B/C buildings of less than 40,000 SF. The largest two office properties consist of medical office buildings. The following chart and map show the subject property and its location relative to the 10 largest office properties in the immediate area from CoStar.

LARGEST OFFICE BUILDINGS						
NAME	DISTANCE	MAP PIN	CLASS	NRA (SF)	% LEASED	YEAR BUILT
Office Building	2.6 Miles	A	A	114,613	100.0	1994
Office Building	0.1 Miles	B	B	36,000	100.0	1950
Office Building	2.0 Miles	C	B	31,680	100.0	-
Office Building	0.5 Miles	D	C	25,000	100.0	-
Hillcrest Centre	1.0 Miles	E	C	24,523	100.0	1987
Office Building	0.3 Miles	F	C	24,050	100.0	1956
Office Building	0.3 Miles	G	B	24,000	100.0	1900
Office Building	0.8 Miles	H	B	19,981	90.8	1987
Office Building	1.5 Miles	I	C	18,087	100.0	2000
Office Building	0.8 Miles	J	B	16,595	100.0	-

Source: CoStar



**Industrial Development**

The following chart shows a summary of industrial data by type in the immediate area from CoStar.

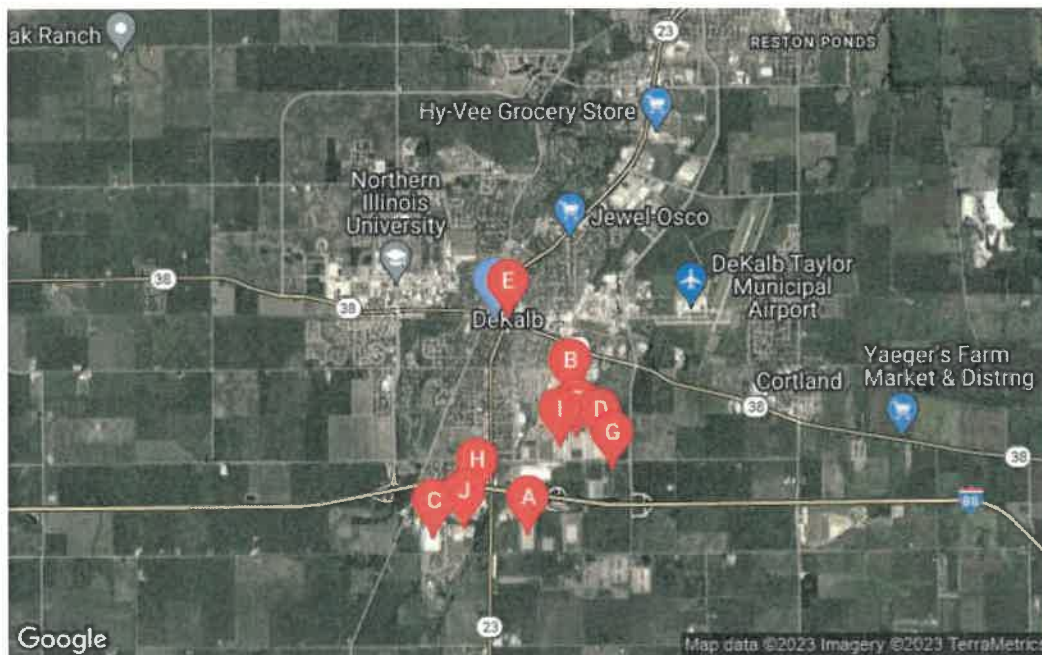
INDUSTRIAL SUMMARY					
TYPE	PROPERTIES	NRA (SF)	AVG YR BLT	OCCUPANCY	AVG RENT
Industrial	83	11,795,547	1976	99.1	\$10.90
Flex	6	141,325	1962	100.0	-
<b>TOTAL</b>	<b>89</b>	<b>11,936,872</b>	<b>1975</b>	<b>99.1</b>	<b>\$10.90</b>

Source: CoStar

Industrial development in the immediate area is mainly concentrated around Interstate 88. The majority of the largest industrial properties in the immediate area are distribution facilities, with the largest three buildings serving as distribution centers for Ferrara Candy, Target, and Goodyear. The following chart and map show the subject property and its location relative to the 10 largest industrial properties in the immediate area from CoStar.

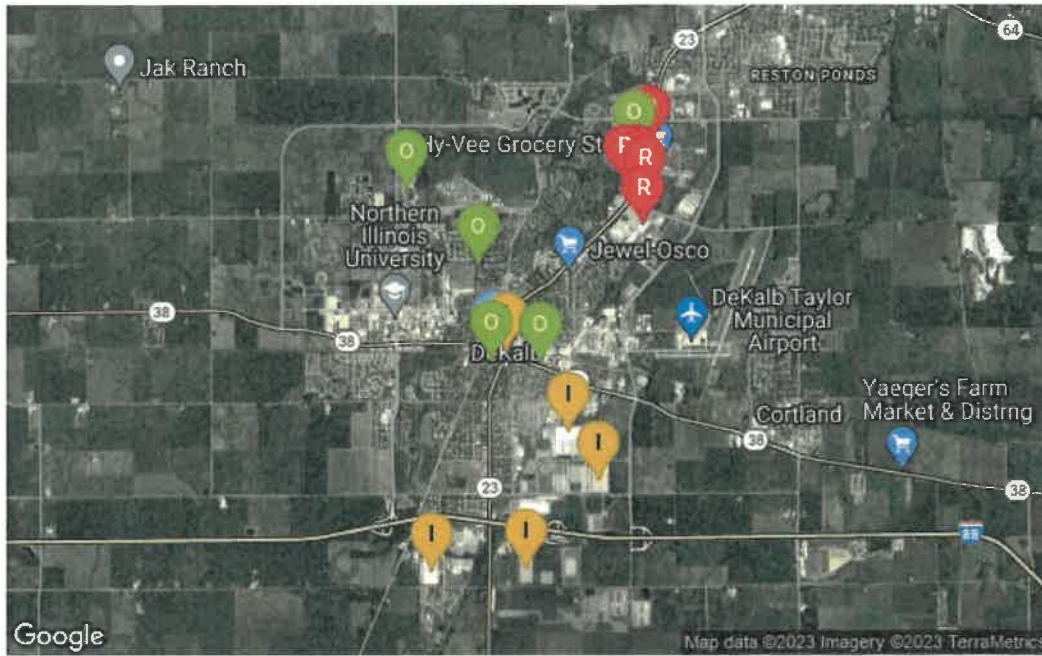
LARGEST INDUSTRIAL PROPERTIES						
NAME	DISTANCE	MAP PIN	TYPE	NRA (SF)	% LEASED	YEAR BUILT
Ferrara Candy	2.4 Miles	A	Industrial	1,660,000	100.0	2021
Park 88 West	1.2 Miles	B	Industrial	1,424,876	100.0	2010
Goodyear Tire & Rubber Company	2.5 Miles	C	Industrial	1,005,767	100.0	1999
Park 88	1.8 Miles	D	Industrial	978,120	100.0	2016
Industrial Building	0.1 Miles	E	Industrial	860,939	100.0	1993
Industrial Building	1.6 Miles	F	Industrial	650,760	100.0	2011
Industrial Building	2.1 Miles	G	Industrial	543,246	100.0	-
Industrial Building	2.0 Miles	H	Industrial	489,000	100.0	-
Park 88	1.6 Miles	I	Industrial	410,400	100.0	2007
Industrial Building	2.3 Miles	J	Industrial	400,000	100.0	-

Source: CoStar





The following map shows the subject property and the five largest retail, office, and industrial properties in the immediate area from CoStar.



## SUBJECT PROPERTY ANALYSIS

The following discussion draws context and analysis on how the subject property is influenced by the local and immediate areas.

### Subject Property Analysis

The uses adjacent to the property are noted below:

- › **North** - Mixed-Use Commercial (206-226 E. Lincoln Highway)
- › **South** - Union Pacific Railway & Mixed-Use Commercial (203-213 Grove St.)
- › **East** - Mixed-Use Commercial (230-260 E. Lincoln Highway)
- › **West** - Government (City Hall - 111 S. 2nd St.) & Surface Parking

### Access

The subject is located within two miles from Interstate 88. Public transportation is provided by the City of DeKalb public bus system, with bus stops along nearby thoroughfares. Based on our field work, the subject's access is rated average compared to other properties with which it competes.

### Visibility

The subject has a mid-block location along a minor arterial within Downtown DeKalb. It is also located adjacent to a railway crossing. In comparison to competitive properties, the subject property has average visibility.

### Subject Conclusion

Trends in the local and immediate areas, adjacent uses and the property's specific location features indicate an overall typical external influence for the subject, which is concluded to have an average position in context of competing properties.

## SUMMARY

Overall, the condition and appeal of the market area generally supports residential and commercial development. Growth in the Downtown DeKalb area is physically restricted by the lack of undeveloped sites, and new projects have been accomplished by redevelopment of under-improved properties. Considering the subject's location, exposure, and accessibility, the subject is concluded to have an average position as a development site.

**General Description** The subject site consists of one parcel. As noted below, the subject site has 11,034 SF (0.25 AC) of land area. The area is estimated based on a professional survey dated May 28, 2002.

**Assessor Parcel** 08-23-163-013

**Number Of Parcels** 1

Land Area	Acres	Square Feet
Primary Parcel	0.25	11,034
Unusable Land	0.00	0
Excess Land	0.00	0
<u>Surplus Land</u>	<u>0.00</u>	<u>0</u>
<b>Total Land Area</b>	<b>0.25</b>	<b>11,034</b>

**Shape** Irregular - See Plat Map For Exact Shape

**Topography** Level at street grade

**Drainage** Assumed Adequate

**Utilities** All available to the site

Street Improvements	Street	Direction	No. Lanes	Street Type	Curbs	Sidewalks	Streetlights	Center Lane	Gutters
S. 2nd Street	Primary Street	one-way	one-lane	minor arterial	✓	✓	✓	✓	✓

**Frontage** 98.63 feet along 2nd Street

Traffic Counts	DATE	SOURCE	COUNT
S. 2nd Street	2021	IDOT	550
<b>TOTAL</b>			<b>550</b>

**Accessibility** The accessibility of the subject is rated as average. The subject is located within two miles from Interstate 88. Public transportation is provided by the City of DeKalb public bus system, with bus stops along nearby thoroughfares.

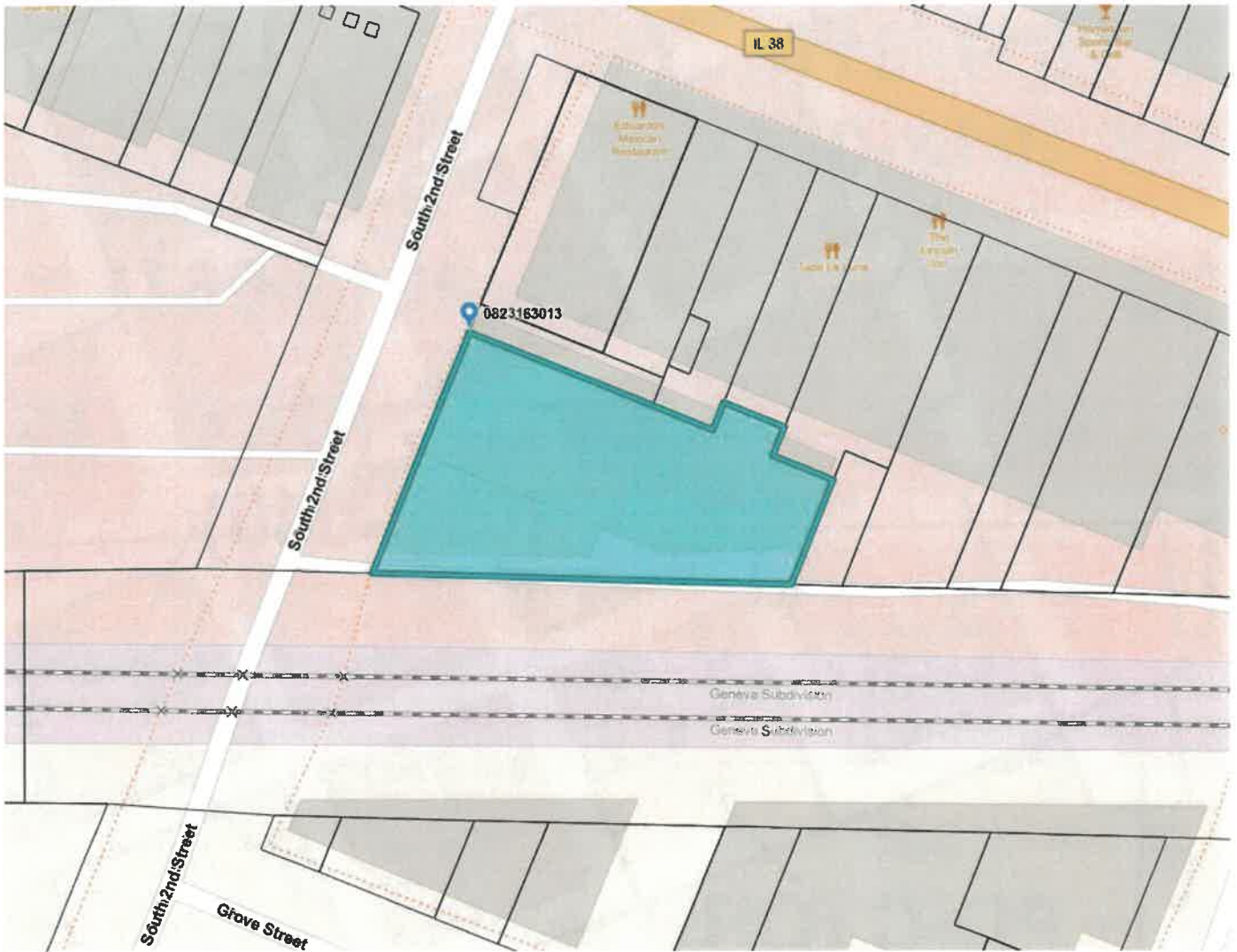
**Exposure** The subject has average exposure. The subject has a mid-block location along a minor arterial within Downtown DeKalb. It is also located adjacent to a railway crossing.

**Seismic** The subject is in a low risk zone.

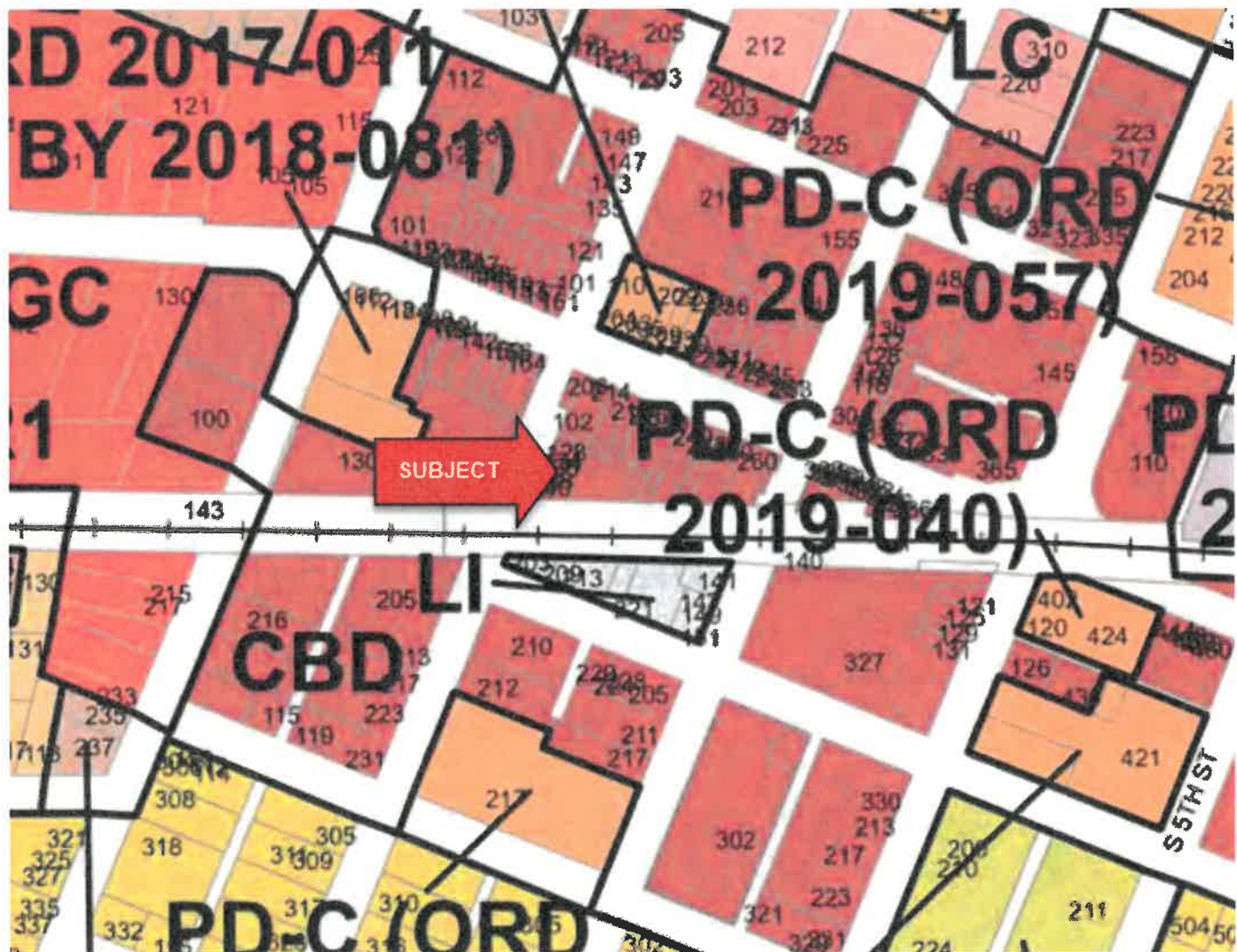
**Flood Zone** Zone X (Unshaded). This is referenced by Community Number 170182, Panel Number 17037C0242E, dated January 02, 2009. Zone X (unshaded) is a moderate and minimal risk area. Areas of moderate or minimal hazard are studied based upon the principal source of flood in the area. However, buildings in these zones could be flooded by severe, concentrated rainfall coupled with inadequate local drainage systems. Local stormwater drainage systems are not normally considered in a community's flood insurance study. The failure of a local drainage system can create areas of high flood risk within these zones. Flood insurance is available in participating communities, but is not required by regulation in these zones. Nearly 25-percent of all flood claims filed are for structures located within these zones. Minimal risk areas outside the 1-percent and .2-percent-annual-

	<p>chance floodplains. No BFEs or base flood depths are shown within these zones. (Zone X (unshaded) is used on new and revised maps in place of Zone C.)</p>
<b>Site Rating</b>	<p>Overall, the subject site is considered an average mixed-use retail site in terms of its location, exposure, and access to employment, education and shopping centers, recognizing its location within Downtown DeKalb.</p>
<b>Easements</b>	<p>A preliminary title report was not available for review. During the on-site inspection, no adverse easements or encumbrances were noted. This appraisal assumes that there is no negative value impact on the subject improvements. If questions arise regarding easements, encroachments, or other encumbrances, further research is advised.</p>
<b>Soils</b>	<p>A detailed soils analysis was not available for review. Based on the development of the subject, it appears the soils are stable and suitable for the existing improvements.</p>
<b>Hazardous Waste</b>	<p>We have not conducted an independent investigation to determine the presence or absence of toxins on the subject property. If questions arise, the reader is strongly cautioned to seek qualified professional assistance in this matter. Please see the Assumptions and Limiting Conditions for a full disclaimer.</p>

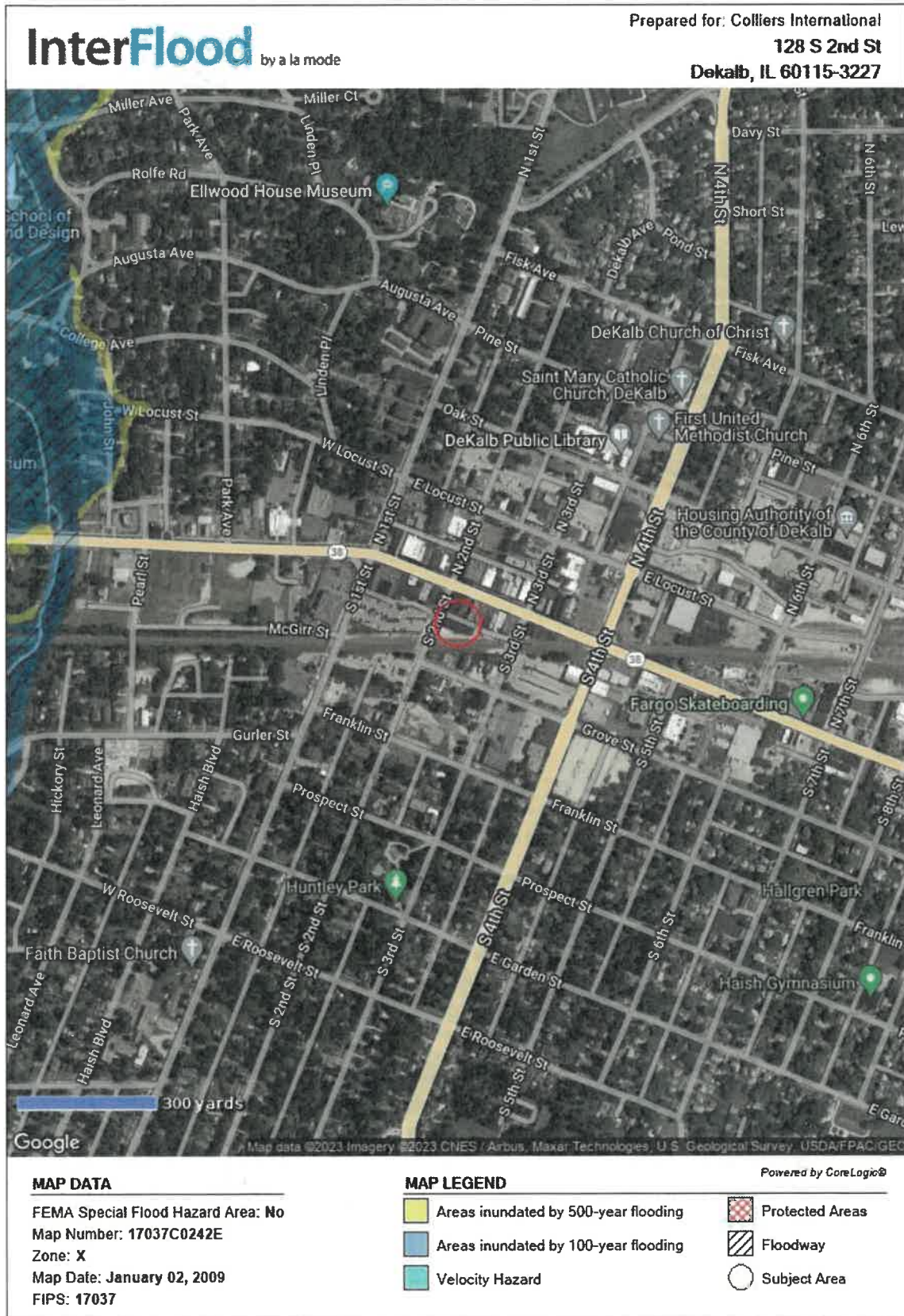
PLAT MAP



ZONING MAP



FLOOD MAP



SURVEY

ALTA/ACSM LAND TITLE SURVEY

OF
SUBDIVISION OF BLOCK 11 OF THE COUNTY CLERK'S
SUBDIVISION OF BLOCKS 11, 12, 13, AND 14 OF
THE ORIGINAL VILLAGE (NOW CITY) OF DEKALB,
ACCORDING TO THE PLAT THEREOF RECORDED
IN BOOK "C" OF PLATS, PAGE 43, SITUATED
IN DEKALB COUNTY, ILLINOIS.



SCALE: 1" = 30'

- INDICATES MANSOLE
INDICATES LIGHTBULB
INDICATES GAS VALVE
INDICATES POWERPOLE

TO:
THE CHICAGO TITLE INSURANCE COMPANY,
THE NATIONAL BANK & TRUST COMPANY
OF STAMFORD.

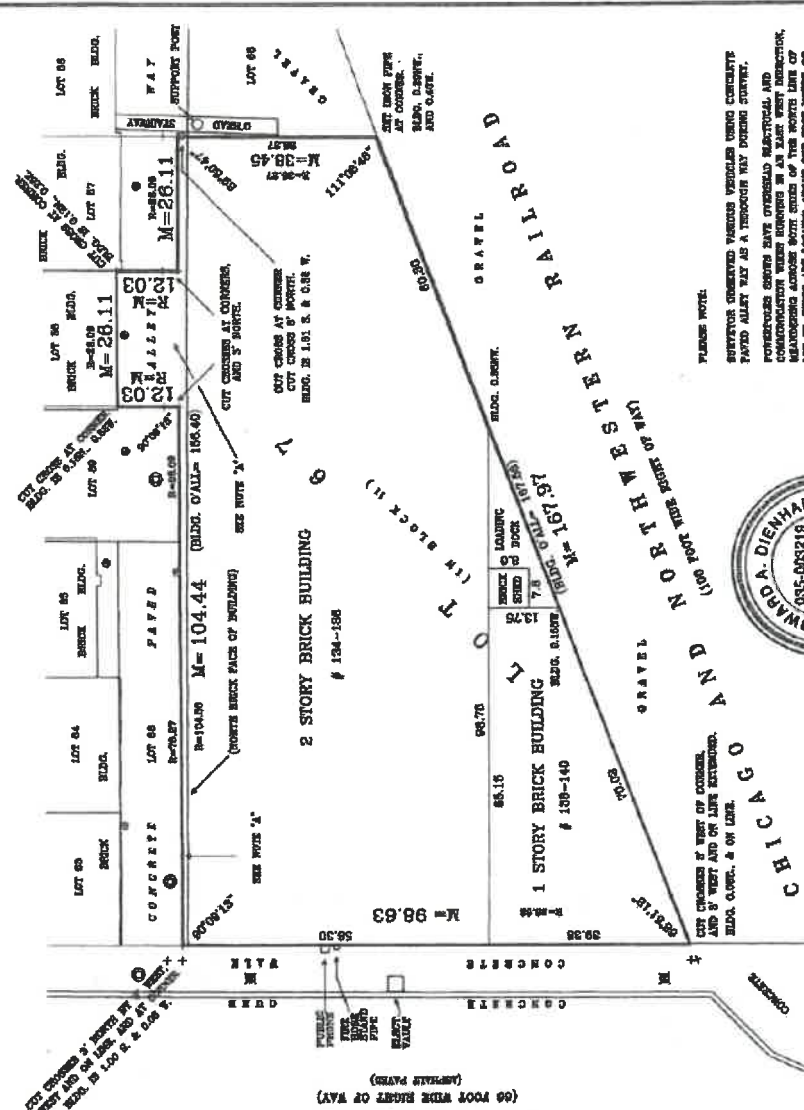
THIS IS TO CERTIFY THAT THIS MAP OR PLAT
AND THE SURVEY OR WHICH IT IS BASED WERE
MADE IN ACCORDANCE WITH "MINIMUM STANDARD
DETAIL REQUIREMENTS FOR ALTA/ACSM LAND SURVEYS",
AS ADOPTED BY ALTA/ACSM AND INCLUDES ITEMS
1, 7, 8, 10, OF THEIR "A" THEORY.

DATED THE 23rd DAY OF May 2008.

Edward A. Dienhart, Professional Land Surveyor, Illinois, License #035-003218

EDWARD A. DIENHART, IPLS #035-003218
203 FAIRGROVE LANE, COVINGTON, IL 62423
PHONE: (650) 661-0870 FAX: (650) 664-6167

SECOND STREET



PLEASE NOTE:
SURVEYOR OBSERVED VARIOUS VEHICLES USING CONCRETE
PAVED ALLEY WAY AS A THROUGH WAY DURING SURVEY.
PROFESSIONAL ENGINEERS HAVE OBSERVED MULTIFAMILY AND
COMMERCIAL BUILDINGS ADJACENT TO THE EAST SIDE OF
THE ALLEY AND HAVE OBSERVED THE EAST SIDE OF THE ALLEY
TO BE PAVED WITH THE REAR PORTION OF THE BUILDING,
WHICH DOES NOT SHOW TO ALWAYS CLARITY OF THE DRAWING.
ALL INTERFERING AIR, IF ANY, AND OBSTRUCTIONS THEREON,
ARE SHOWN AND IDENTIFIED, NOT RECORDED.
DIMENSIONS OBTAINED BY CALLING ON THIS PLAT SHOULD
BE CONSIDERED APPROXIMATE.



NOTE "A"
RENDERED UNAVAILABLE FOR STAKE MARKING
FOR THE REASON STATED ABOVE, THE SURVEYOR HAS
PART OF LOT 87, EXCEPT THAT PORTION OCCUPIED BY
THE EXISTING BUILDING.

LEGIBLE REPEATABLE NOT, WORD



**INTRODUCTION**

The information presented below is a basic description of the existing improvements. This information is used in the valuation of the property. Reliance has been placed upon information provided by sources deemed dependable for this analysis. It is assumed that there are no hidden defects, and that all structural components are functional and operational, unless otherwise noted. If questions arise regarding the integrity of the improvements or their operational components, it may be necessary to consult additional professional resources.

<b>Property Type</b>	Retail / Commercial - Mixed Use Retail/Commercial
<b>Design</b>	Multi-Tenant Partially Owner-Occupied
<b>Number of Buildings</b>	1
<b>Number of Stories</b>	2
<b>Net Rentable Area (NRA)</b>	18,484 SF
<b>Gross Building Area (GBA)</b>	18,484 SF
<b>Floor Plate</b>	10,124 SF
<b>Building Class</b>	C
<b>Site Coverage Ratio</b>	91.8%
<b>Land to Building Ratio</b>	0.6 : 1
<b>Parking</b>	None
<b>Year Built</b>	1890
<b>Age/Life Analysis</b>	
Actual Age	133 Years
Effective Age	30 Years
Economic Life	40 Years
Remaining Life	10 Years
<b>Quality</b>	Average
<b>Condition</b>	Fair
<b>Basic Construction</b>	Brick
<b>Foundation</b>	Reinforced concrete slab
<b>Framing</b>	Wood post and beam
<b>Exterior Walls</b>	Brick and vinyl siding
<b>Roof</b>	Sealed rubber membrane
<b>Insulation</b>	Assumed to be standard and to code for both walls and ceilings
<b>Heating</b>	Forced Air
<b>Air Conditioning</b>	Window units
<b>Lighting</b>	Fluorescent
<b>Interior Walls</b>	Drywall and paneling
<b>Electrical</b>	Each tenant is separately metered.

<b>Ceilings</b>	Mix of drywall, suspended acoustical tile, and unfinished ceilings
<b>Windows</b>	Single-hung windows
<b>Doors</b>	Wood and glass panel exterior entrances; wood interior door
<b>Flooring</b>	Mix of vinyl, ceramic tile, concrete, and unfinished floors
<b>Plumbing</b>	Standard plumbing for a retail building
<b>Fire Protection</b>	The subject has a fire sprinkler system.
<b>Elevators</b>	None
<b>Landscaping</b>	Asphalt paving, concrete sidewalks, concrete curbing, and unpaved access drive to garage door
<b>Build-out/TIs</b>	The subject property has a multi-tenant design that is currently partially owner-occupied by D-N-J Properties Inc. The subject owner currently uses a portion of the ground floor as an office and machine/wood shop and a majority of the second floor as storage/personal use. The second floor is primarily open with minimal build-out and would not be considered usable in its current condition and layout except as storage space. The remainder of the property is comprised of rentable retail storefronts and storage space. The vacant retail storefronts have dated finishes, while the leased retail space (beauty salon tenant) has an updated interior.
<b>Parking</b>	The subject property does not have a paved parking lot; however, there is an unpaved access drive at the south end of the property that leads to the garage door. The subject is located in the CBD zoning district of DeKalb, which does not require on-site parking for commercial properties due to the availability of public lots and street parking.
<b>Deferred Maintenance</b>	Based on the onsite inspection by the field appraiser, the following deferred maintenance items were noted: damage/deterioration of the exterior walls, windows, and interior finishes (primarily the ceiling and flooring on the second floor). Additional items of deferred maintenance related to the building mechanicals may exist; however, a property conditions report or testing of these items was not available. No remediation or repair cost estimates were available during the course of this appraisal, and thus the subject's "fair" condition qualification is intended to include consideration of these items.
<b>Functional Design</b>	The overall subject building is underutilized, and the current build-out and equipment/mechanicals of the property are dated and in fair condition. Similar two-story mixed-use buildings in the Downtown DeKalb area typically feature fully built-out apartments on the upper levels, whereas the subject's second floor is currently used as storage space. Conversion of the storage use to residential use, however, is not currently financially feasible due to high construction costs. As will be illustrated in greater detail later in this analysis, the subject's Highest and Best Use As-Improved is deemed to be the existing retail/storage use in the interim until market conditions warrant redevelopment or conversion to a mixed-use residential/retail use.

**Hazardous Materials**

This appraisal assumes that the improvements are constructed free of all hazardous waste and toxic materials, including (but not limited to) asbestos. Please refer to the Assumptions and Limiting Conditions section regarding this issue.

**ADA Compliance**

This analysis assumes that the subject complies with all ADA requirements. Please refer to the Assumptions and Limiting Conditions section regarding this issue.

**INTRODUCTION**

Assessment of real property is established by an assessor that is an appointed or elected official charged with determining the value of each property. The assessment is used to determine the necessary rate of taxation required to support the municipal budget. A property tax is a levy on the value of property that the owner is required to pay to the municipality in which it is situated. Multiple jurisdictions may tax the same property.

The subject property is located within DeKalb County. The assessed value and property tax for the current year are summarized in the following table.

ASSESSMENT & TAXES						
Tax Year	2022			Tax Rate	10.10570%	
Tax Rate Area	DK62			Taxes Current	Yes	
Taxes SF Basis	Net Rentable Area					
APN	LAND	IMPV	TOTAL	EXEMPTIONS	TAXABLE	BASE TAX
08-23-163-013	\$37,091	\$28,738	\$65,829	\$0	\$65,829	\$6,652
<b>Totals</b>	<b>\$37,091</b>	<b>\$28,738</b>	<b>\$65,829</b>	<b>\$0</b>	<b>\$65,829</b>	<b>\$6,652</b>
<b>Total/SF</b>	<b>\$2.01</b>	<b>\$1.55</b>	<b>\$3.56</b>	<b>\$0.00</b>	<b>\$3.56</b>	<b>\$0.36</b>
<b>Total Base Tax</b>						<b>\$6,652</b>
<b>Total Base Tax Per SF</b>						<b>\$0.36</b>

Source: DeKalb County Assessment & Taxation

**SUBJECT PROPERTY ANALYSIS**

The total taxable value for the subject property is \$65,829 or \$3.56/SF. There are no exemptions in place. Total taxes for the property are \$6,652 or \$0.36/SF.

As part of the scope of work, we researched assessment and tax information related to the subject property. The following are key factors related to local assessment and taxation policy. The subject property is assessed at 33.33%. Assessments are subject to equalization which is the application of a factor or multiplier which brings the equalized value of the property in line with market values. The most current, available equalization factor is 1.0 as reported by the State of Illinois.

Taxes are payable one year in arrears, meaning that property owners pay taxes each year based on the prior year’s assessment and tax rates. The annual tax bill is due in two equal installments typically due in the Spring and Fall.

DeKalb County reassesses real property every four years. The subject was reassessed in 2019. The next scheduled reassessment is scheduled for 2023.

In addition to scheduled reassessments, properties in DeKalb County may be reassessed upon sale, conversion, renovation or demolition. The basis for market value in Illinois assessment matters is not to be based on the sale prices of individual parcels<sup>[1]</sup>; Assessors are prohibited from this type of assessment (“sale chasing”) when other properties are not assessed in the same manner. Sales prices of similar properties provide an objective basis for estimating a parcel’s market value, and the sales comparison approach to valuation is effective when there are sufficient sales to provide a reliable basis for comparison. The Sales Comparison Approach is the most useful for a mass appraisal approach; revenue-producing properties will also be valued through the income approach. Although the income and cost approaches are useful for certain property types, Illinois case law expresses a preference for the Sales Comparison Approach when evidence of such sales is available.

<sup>[1]</sup> Walsh v. Property Tax Appeal Board, 181 Ill. 2d 228 (1998) – In the Walsh case, the Illinois Supreme Court ruled that the uniformity clause of the Illinois Constitution was violated when some properties in Tazewell County were assessed based on their sale prices while other properties were assessed using mass appraisal method.

According to the DeKalb County Treasurer's Office, real estate taxes for the subject property are current as of the date of this report.

**TAX COMPARABLES**

To determine if the assessment and taxes on the subject property are reasonable, we considered historical information, as well as information from similar properties in the market. They are illustrated in the table below.

TAX COMPARABLES								
	SUBJECT	COMP 1	COMP 2	COMP 3	COMP 4	LOW	HIGH	AVG
Property Name	128-140 S. 2nd Street	323 E. Lincoln Highway	201 N. 6th Street	151 N. 4th Street	117 N. 7th Street	-	-	-
Address	128-140 S. 2nd Street	323 E. Lincoln Highway	201 N. 6th Street	151 N. 4th Street	117 N. 7th Street	-	-	-
City, State	DeKalb, IL	DeKalb, IL	DeKalb, IL	DeKalb, IL	DeKalb, IL	-	-	-
Year Built	1890	1884	1890	1961	1957	1884	1961	1923
NRA	18,484	21,404	16,000	13,380	7,378	7,378	21,404	14,541
<b>Taxable Value <sup>1</sup></b>	\$65,829	\$81,767	\$80,853	\$74,151	\$52,395	-	-	-
<b>Taxable \$/SF</b>	\$3.56	\$3.82	\$5.05	\$5.54	\$7.10	\$3.82	\$7.10	\$5.38
<b>Total Taxes</b>	\$6,652	\$8,263	\$8,171	\$7,493	\$5,295	-	-	-
<b>Taxes Per SF</b>	\$0.36	\$0.39	\$0.51	\$0.56	\$0.72	\$0.39	\$0.72	\$0.54

<sup>1</sup> Subject's taxable value based on current taxes

The comparable properties reflect taxes ranging from \$0.39 to \$0.72/SF with an average of \$0.54/SF of NRA. The taxes for the subject property are slightly below this range.

**CONCLUSION**

After reviewing the assessment and taxes of comparable properties, we determined that the subject property is assessed below the market due to its underutilization/vacancy. This supports our Highest & Best Use conclusion, which is determined to be the interim use as retail/storage until market conditions warrant redevelopment or conversion to a mixed-use residential/retail use. Upon redevelopment or conversion, the property would be re-assessed.

**INTRODUCTION**

Zoning requirements typically establish permitted and prohibited uses, building height, lot coverage, setbacks, parking and other factors that control the size and location of improvements on a site. The zoning characteristics for the subject property are summarized below:

<b>ZONING SUMMARY</b>	
<b>Municipality Governing Zoning</b>	City of DeKalb Planning & Zoning Department
<b>Current Zoning</b>	Central Business District (CBD)
<b>Permitted Uses</b>	Permitted uses within this zoning district include retail, entertainment, hospitality, medical, office, multifamily (above ground floor), and institutional uses.
<b>Current Use</b>	Mixed Use Retail/Commercial
<b>Is Current Use Legally Permitted?</b>	Yes
<b>Zoning Change</b>	Not Likely

<b>ZONING REQUIREMENTS</b>	
<b>Conforming Use</b>	The subject's improvements represent a legal, conforming use.
<b>Minimum Site Area (SF)</b>	No minimum, except for residential dwellings
<b>Minimum Yard Setbacks</b>	
Front (Feet)	No minimum; however, no building shall be set back further than the average of the buildings on either side (if only one adjacent building exists, new building shall match the existing building)
Rear (Feet)	No minimum, unless abutting a residential district or upon an alley separating the lot from a residential district (20 feet)
Side (Feet)	No minimum, unless abutting a residential district or upon an alley separating the lot from a residential district (20 feet)
<b>Maximum Site Coverage</b>	No limitation
<b>Maximum Building Height</b>	6 stories or 90 feet
<b>Parking Requirement</b>	
Spaces Required	No minimum for subject location

Source: City of DeKalb Planning & Zoning Department

**ZONING CONCLUSIONS**

Based on the interpretation of the zoning ordinance, the subject property is a legally permitted, conforming use that could be rebuilt if unintentionally destroyed.

Detailed zoning studies are typically performed by a zoning or land use expert, including attorneys, land use planners, or architects. The depth of our analysis correlates directly with the scope of this assignment, and it considers all pertinent issues that have been discovered through our due diligence. Please note that this appraisal is not intended to be a detailed determination of compliance, as that determination is beyond the scope of this real estate appraisal assignment.

**INTRODUCTION**

The market analysis section provides a comprehensive study of supply/demand conditions, examines transaction trends, and interprets ground level information conveyed by market participants. Based on these findings and an analysis of the subject property, conclusions are drawn with regard to the subject’s competitive position within the marketplace.

As previously noted, the subject’s Highest & Best Use as of the current date is to hold the existing retail/storage use in the interim until market conditions warrant redevelopment or conversion to a mixed-use residential/retail use. Thus, this section provides a study of retail and multifamily supply/demand conditions, market participant interviews and transaction trends.

Below is a list of the various sections covered in the following Retail and Apartment Market Analyses:

- › Chicago Retail Market
- › Western EW Corridor Retail Submarket
- › Chicago Apartment Market
- › Far Northwest Chicago Suburbs Apartment Submarket
- › Broker / Market Participant Interviews
- › Transaction Trends
- › Subject Property Analysis

**CHICAGO RETAIL MARKET**

The following is an analysis of supply/demand trends in the Chicago Retail market using information provided by CoStar, widely recognized as a credible source for tracking market statistics. The table below presents historical data for key market indicators.

CHICAGO HISTORICAL STATISTICS (LAST TEN YEARS)					
PERIOD	SUPPLY	NEW CONSTRUCTION	NET ABSORPTION	VACANCY	ASKING RENT
2013	573,815,926 SF	3,431,466 SF	(577,300) SF	7.7%	\$15.33/SF
2014	575,875,173 SF	3,998,959 SF	5,988,189 SF	7.7%	\$15.50/SF
2015	577,750,107 SF	4,224,516 SF	3,848,176 SF	7.3%	\$15.69/SF
2016	578,984,783 SF	4,304,824 SF	4,792,286 SF	6.6%	\$15.59/SF
2017	580,954,069 SF	3,547,895 SF	4,585,022 SF	6.0%	\$15.64/SF
2018	582,817,514 SF	3,783,664 SF	1,410,146 SF	5.9%	\$16.31/SF
2019	584,030,052 SF	2,660,146 SF	780,753 SF	6.1%	\$16.73/SF
2020	586,039,350 SF	2,678,284 SF	(126,673) SF	6.2%	\$16.63/SF
2021	585,280,342 SF	1,793,978 SF	2,476,413 SF	6.1%	\$17.35/SF
2022	585,884,191 SF	1,494,295 SF	2,906,563 SF	5.7%	\$18.22/SF
<b>CAGR</b>	0.2%	-	-	-	1.7%

\*Supply numbers based on information which is amended/updated on an on-going basis by Costar.

Source: Costar®

Over the past ten years, the Chicago retail market was stable where there was generally balance in prevailing retail supply/demand conditions. Over this time period, the market inventory increased by 2.1%. Further, there was positive net absorption (4.5% change), vacancy rates between 5.7% and 7.7%, and a considerable net increase of the asking average rent (1.7% CAGR).

Analysis of the data indicates the Chicago retail market has gone through three distinctive trends over the past ten years.

TEN YEAR HISTORICAL TREND ANALYSIS				
PERIOD	ADDED SUPPLY	NET ABSORPTION	VACANCY	ASKING RENT
2013-2022	31,918,027 SF	26,083,575 SF	7.7%→5.7%	\$15.33→\$18.22
10 Yrs	5.6%	4.5%	-1.9%	18.9%
2013-2019	25,951,470 SF	20,827,272 SF	7.7%→6.1%	\$15.33→\$16.73
7 Yrs	4.5%	3.6%	-1.6%	9.1%
2020-2020	2,678,284 SF	(126,673) SF	6.2%→6.2%	\$16.63→\$16.63
1 Yrs	0.5%	0.0%	0.0%	0.0%
2021-2022	3,288,273 SF	5,382,976 SF	6.1%→5.7%	\$17.35→\$18.22
2 Yrs	0.6%	0.9%	-0.4%	5.0%

The seven year period from 2013 to 2019 was highlighted with increased supply, positive net absorption, a net decrease of vacancy rates, and a net increase of asking rent in the market. The next one year period during 2020 featured increased supply, negative net absorption, a slight increase of vacancy rates, and a slight decrease of asking rent levels. This year marks the beginning of the COVID-19 pandemic period. The most recent two year period from 2021 to 2022 featured a net decrease of supply, positive net absorption, a decrease of vacancy rates, and a considerable increase of asking rent levels.

Over the past ten years, the market had a compound annual growth rate (CAGR) of 0.2% per year. Vacancy ranged from 5.7% to 7.7% with an average of 6.5%. Vacancy decreased from 7.7% in 2013 to 6.1% in 2019, increased to 6.2% in 2020, and decreased from 6.1% in 2021 to 5.7% in 2022.

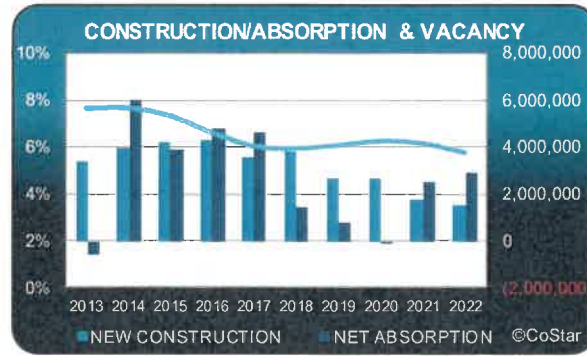


Over the past ten years, asking rent levels increased at a CAGR of 1.7% and hit a low of \$15.33/SF in 2013 and a high in 2022 at \$18.22/SF.



In the past ten years, a total of 31,918,027 SF was added to the supply as new construction. Total inventory increased by 12,068,265 SF with 26,083,575 SF of net absorption achieved during the same period.





CHICAGO TRAILING FOUR QUARTER PERFORMANCE					
PERIOD	SUPPLY	NEW CONSTRUCTION	NET ABSORPTION	VACANCY	ASKING RENT
2022 Q3	585,669,816 SF	330,693 SF	254,439 SF	5.8%	\$18.27/SF
2022 Q4	585,884,191 SF	465,307 SF	2,012,802 SF	5.5%	\$18.43/SF
2023 Q1	586,044,716 SF	179,796 SF	984,725 SF	5.3%	\$18.71/SF
2023 Q2	586,168,355 SF	231,346 SF	1,085,106 SF	5.1%	\$18.59/SF

Source: Costar®

As of Q2 2023, the Chicago market had a total retail inventory of 586,168,355 SF with 29,945,815 SF vacant, indicating a current vacancy rate of 5.1%. There was 231,346 SF completed last quarter, whereas there was 1,207,142 SF added in the last year.

Over the past four quarters, the Chicago retail market experienced a moderate increase of supply. In addition, there was positive net absorption, a decrease of vacancy rates, and a slight net increase of asking rent in the marketplace.



Key supply/demand statistics for the most recent quarter, last year and historical averages are summarized below.

CHICAGO MARKET TREND ANALYSIS			
	Q2 2023	2022	Last 10
Total SF	586,168,355	585,884,191	581,143,151
Vacant SF	29,945,815	33,571,164	37,902,156
Market Vacancy	5.1%	5.7%	6.5%
Construction Growth Rate	0.04%	0.26%	0.21%
Absorption Rate	0.2%	0.5%	0.4%
Average Asking Rent/SF	\$18.59	\$18.22	\$16.30

Source: Costar®

**Vacancy**

The Q2 2023 vacancy rate (5.1%) is slightly lower than last year (5.7%) and slightly lower than the average vacancy over the past ten years (6.5%). The historic vacancy trend indicates stable long-term demand for retail

space in the Chicago market. The most recent vacancy trends demonstrate superior market conditions in comparison to the historic trend and suggest continued stability moving forward.

**Supply**

The inventory grew by 0.04% during Q2 2023, whereas the growth rate was 0.26% last year. Over the past ten years, the Chicago retail market grew at a CAGR of 0.21%. The historic trend demonstrates a nominal growth rate that was generally supported. The most recent trends show similar growth in comparison to the historic trend in reaction to the current economic conditions. As summarized in the table below, there are 88 retail projects under construction in the Chicago retail market totaling 1,408,603 SF, which represents 0.2% of supply that will be added in the near term. The construction activity in the market appears to be at a level that will reasonably be supported by the market. Based on this evidence, it appears that supply side issues do not represent a threat to the stability of supply/demand conditions in the market.

CHICAGO RETAIL CONSTRUCTION ACTIVITY SUMMARY			
STATUS	NO. OF PROJECTS	SIZE (SF)	% OF SUPPLY
Under Construction	88	1,408,603	0.2%

Source: Costar®

**Absorption**

During Q2 2023, net absorption was 0.2%, and net absorption was 0.5% over the last year. The Chicago retail market has established an overall trend of stable absorption (0.4%) over the past ten years. The historic absorption trend indicates stable long-term demand for retail space in the Chicago market. The most recent absorption trends demonstrate similar market conditions in comparison to the historic trend and suggest continued stability moving forward.

**Chicago Market Conclusion**

Based on the preceding analysis, the Chicago retail market demonstrates sound fundamentals. Analysis of supply and demand factors indicates the market is currently stable with no evidence to prove this will change any time soon. The greatest strength of the market appears to be its low vacancy rates and stable absorption trends.

**WESTERN EW CORRIDOR RETAIL SUBMARKET OVERVIEW**

The following is an analysis of supply/demand trends in the Western EW Corridor Retail submarket using information provided by CoStar. The table below presents historical data for key market indicators.

WESTERN EW CORRIDOR HISTORICAL STATISTICS (LAST TEN YEARS)					
PERIOD	SUPPLY	NEW CONSTRUCTION	NET ABSORPTION	VACANCY	ASKING RENT
2013	55,374,431 SF	169,053 SF	(155,219) SF	8.6%	\$15.15/SF
2014	56,018,791 SF	697,773 SF	690,608 SF	9.2%	\$14.60/SF
2015	56,336,753 SF	374,293 SF	761,891 SF	8.6%	\$14.59/SF
2016	56,437,790 SF	203,933 SF	215,809 SF	8.0%	\$14.30/SF
2017	56,687,433 SF	312,621 SF	(163,543) SF	8.0%	\$14.67/SF
2018	56,864,444 SF	225,438 SF	292,427 SF	8.5%	\$15.65/SF
2019	57,186,581 SF	345,889 SF	582,645 SF	8.2%	\$15.38/SF
2020	57,581,664 SF	385,230 SF	267,987 SF	8.0%	\$15.23/SF
2021	57,175,776 SF	290,915 SF	(408,368) SF	8.5%	\$15.69/SF
2022	57,518,740 SF	342,964 SF	835,156 SF	7.6%	\$16.28/SF
<b>CAGR</b>	0.4%	-	-	-	0.7%

\*Supply numbers based on information which is amended/updated on an on-going basis by Costar.  
Source: Costar®

Over the past ten years, the Western EW Corridor retail submarket was stable where there was generally balance in prevailing retail supply/demand conditions. Over this time period, the submarket inventory increased by 3.9%. Further, there was positive net absorption (5.3% change), vacancy rates between 7.6% and 9.2%, and a net increase of the asking average rent (0.7% CAGR).

Analysis of the data indicates the Western EW Corridor retail submarket has gone through three distinctive trends over the past ten years.

TEN YEAR HISTORICAL TREND ANALYSIS				
PERIOD	ADDED SUPPLY	NET ABSORPTION	VACANCY	ASKING RENT
2013-2022	3,348,109 SF	2,919,393 SF	8.6%→7.6%	\$15.15→\$16.28
10 Yrs	6.0%	5.3%	-1.1%	7.5%
2013-2019	2,329,000 SF	2,224,618 SF	8.6%→8.2%	\$15.15→\$15.38
7 Yrs	4.2%	4.0%	-0.4%	1.5%
2020-2021	676,145 SF	(140,381) SF	8.0%→8.5%	\$15.23→\$15.69
2 Yrs	1.2%	-0.2%	0.5%	3.0%
2022-2022	342,964 SF	835,156 SF	7.6%→7.6%	\$16.28→\$16.28
1 Yrs	0.6%	1.5%	0.0%	0.0%

The seven year period from 2013 to 2019 was highlighted with increased supply, positive net absorption, a slight net decrease of vacancy rates, and a slight net increase of asking rent in the submarket. The next two year period from 2020 to 2021 featured an increase then decrease of supply, negative net absorption, an increase of vacancy rates, and an increase of asking rent levels. This period marks the first two years of the COVID-19 pandemic. The most recent one year period during 2022 featured increased supply, positive net absorption, a decrease of vacancy rates, and an increase of asking rent levels. These trends indicate the submarket is recovering from the impacts of the COVID-19 pandemic.

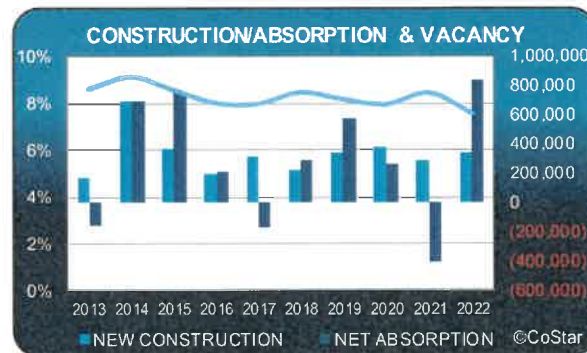
Over the past ten years, the submarket had a compound annual growth rate (CAGR) of 0.4% per year. Vacancy ranged from 7.6% to 9.2% with an average of 8.3%. Vacancy decreased from 8.6% in 2013 to 8.2% in 2019, increased from 8.0% in 2020 to 8.5% in 2021, and decreased to 7.6% in 2022.



Over the past ten years, asking rent levels grew at a CAGR of 0.7% and hit a low of \$14.30/SF in 2016 and a high in 2022 at \$16.28/SF.



In the past ten years, a total of 3,348,109 SF was added to the supply as new construction. Total inventory increased by 2,144,309 SF with 2,919,393 SF of net absorption achieved during the same period.



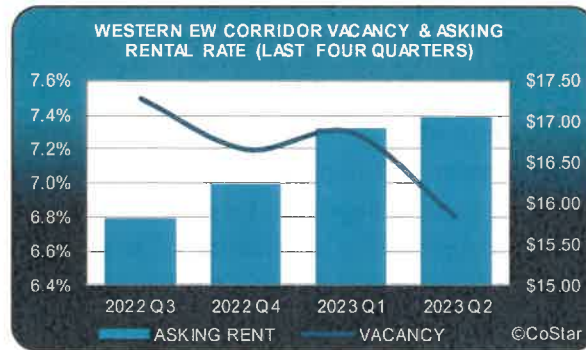
The following table summarizes the trailing four quarter performance of the Western EW Corridor submarket.

WESTERN EW CORRIDOR TRAILING FOUR QUARTER PERFORMANCE					
PERIOD	SUPPLY	NEW CONSTRUCTION	NET ABSORPTION	VACANCY	ASKING RENT
2022 Q3	57,362,197 SF	83,500 SF	209,282 SF	7.5%	\$15.81/SF
2022 Q4	57,518,740 SF	156,543 SF	312,503 SF	7.2%	\$16.24/SF
2023 Q1	57,518,740 SF	0 SF	(71,171) SF	7.3%	\$16.92/SF
2023 Q2	57,520,636 SF	35,401 SF	291,212 SF	6.8%	\$17.06/SF

Source: Costar®

As of Q2 2023, the Western EW Corridor submarket had a total retail inventory of 57,520,636 SF with 3,899,751 SF vacant, indicating a current vacancy rate of 6.8%. There was 35,401 SF completed last quarter, whereas there was 275,444 SF added in the last year.

Over the past four quarters, the Western EW Corridor retail submarket experienced a moderate increase of supply. There was also positive net absorption, a decrease in vacancy rates, and an increase of asking rent in the marketplace.



Key supply/demand statistics for the most recent quarter, last year and historical averages are summarized below.

WESTERN EW CORRIDOR MARKET TREND ANALYSIS			
	Q2 2023	2022	Last 10
Total SF	57,520,636	57,518,740	56,718,240
Vacant SF	3,899,751	4,359,920	4,716,122
Market Vacancy	6.8%	7.6%	8.3%
Construction Growth Rate	0.1%	0.6%	0.4%
Absorption Rate	0.5%	1.5%	0.5%
Average Asking Rent/SF	\$17.06	\$16.28	\$15.15

Source: Costar®

**Vacancy**

The Q2 2023 vacancy rate (6.8%) is slightly lower than last year (7.6%) and lower than the average vacancy over the past ten years (8.3%). The historic vacancy trend indicates stable long-term demand for retail space in the Western EW Corridor submarket. The most recent vacancy trends demonstrate superior market conditions in comparison to the historic trend and suggest continued stability moving forward.

**Supply**

The inventory grew by 0.1% during Q2 2023, whereas the growth rate was 0.6% last year. Over the past ten years, the Western EW Corridor retail submarket grew at a CAGR of 0.4%. The historic trend demonstrates a nominal growth rate that was generally supported. The most recent trends show similar growth in comparison to the historic trend in reaction to the current economic conditions. As summarized in the table below, there are 11 retail projects under construction in the Western EW Corridor retail submarket totaling 57,189 SF, which represents 0.1% of supply that will be added in the near term. Of these projects, there is only one property under construction in the DeKalb/Sycamore area. This property is a freestanding outlot building at 551 S. Peace Road in Sycamore. Given these factors and its proposed quality, it is not anticipated to directly compete with the subject property upon completion. The construction activity in the submarket appears to be at a level that will reasonably be supported by the market. Based on this evidence, it appears that supply side issues do not represent a threat to the stability of supply/demand conditions in the market.

WESTERN EW CORRIDOR RETAIL CONSTRUCTION ACTIVITY SUMMARY			
STATUS	NO. OF PROJECTS	SIZE (SF)	% OF SUPPLY
Under Construction	11	57,189	0.1%

Source: Costar®

**Absorption**

During Q2 2023, net absorption was 0.5%, and net absorption was 1.5% over the last year. The Western EW Corridor retail market has established an overall trend of stable absorption (0.5%) over the past ten years. The historic absorption trend indicates stable long-term demand for retail space in the Western EW Corridor submarket. The most recent absorption trends demonstrate similar market conditions in comparison to the historic trend and suggest continued stability moving forward.

**Western EW Corridor Submarket Conclusion**

Based on the preceding analysis, the Western EW Corridor retail submarket demonstrates sound fundamentals. Analysis of supply and demand factors indicates the market is currently stable with no evidence to prove this will change any time soon. The greatest strength of the submarket appears to be its stable absorption trends and low vacancy levels. Overall, the submarket appears to not have been as severely impacted by the COVID-19 pandemic as other retail submarkets. The submarket vacancy rate has steadily decreased since 2021 and should continue to place upward pressure on asking rent levels.

**CHICAGO METRO APARTMENT MARKET ANALYSIS**

The following is an analysis of supply/demand trends in the Chicago Apartment Market using information provided by MPF Research, widely recognized as a market leader in Apartment data and statistics. Through their coverage of the MPF-100, a collection of the 100 largest primary and secondary markets in the US, data is primarily sourced at the floor-plan, transaction level. This is made possible through MPF’s sister company relationship with RealPage, the developers of YieldStar and OneSite revenue and property management software suites, resulting in access to access individual lease transactions for roughly 3.7 million units.

We will first analyze the metro market, followed by the submarket.

**Current Market Snapshot**

The table below presents a current quarter snapshot of key indicators for the Chicago Metro Market.

CHICAGO-NAPERVILLE-ELGIN MARKET AT A GLANCE									2023 Q1
	TOTAL UNITS	OCCUPANCY (%)	ABSORP. (UNITS)	NEW INV. (UNITS)	REMOVALS (UNITS)	INVENTORY UNITS Δ	INVENTORY % Δ	UNDER CONST.	NEAR-TERM DELIVERIES <sup>1</sup>
<b>INVENTORY</b>	750,284	95.3%	1,424	1,623	0	1,623	0.2%	15,655	8,783
	BY VINTAGE					BY STYLE			
<b>CATEGORY</b>	<b>2000+</b>	<b>1990s</b>	<b>1980s</b>	<b>1970s</b>	<b>PRE-1970s</b>	<b>LOW-RISE</b>	<b>MID-RISE</b>	<b>HIGH-RISE</b>	<b>TOTAL</b>
Occupancy	94.5%	95.7%	95.6%	95.8%	95.8%	95.7%	95.2%	94.7%	95.3%
Quarterly Occ. Δ	-0.2%	-0.4%	0.0%	0.3%	0.0%	0.0%	0.4%	-0.2%	0.0%
Annual Occ. Δ	-1.7%	-2.2%	-1.9%	-2.3%	-0.6%	-2.2%	-1.4%	-1.4%	-1.8%
Rent (\$/mo.)	\$2,442	\$1,745	\$1,734	\$1,447	\$1,443	\$1,517	\$1,886	\$2,375	\$1,886
Rent (\$/sf)	\$2.72	\$1.90	\$2.04	\$1.73	\$1.98	\$1.71	\$2.10	\$3.00	\$2.21
Annual Revenue Δ <sup>2</sup>	2.7%	2.5%	5.3%	5.5%	5.8%	4.4%	4.8%	3.5%	3.9%
% Offering Concessions	15.9%	13.3%	15.4%	7.6%	5.5%	8.6%	9.4%	17.7%	12.1%
Avg. Concession	6.1%	4.1%	5.1%	2.6%	5.4%	3.0%	7.0%	6.2%	5.3%
Qtr. Same-Property Rent Δ	0.3%	0.3%	0.6%	1.8%	1.5%	1.3%	1.5%	0.1%	0.7%
Ann. Same-Property Rent Δ	4.5%	4.8%	7.1%	7.8%	6.4%	6.5%	6.2%	4.9%	5.7%

Source: MPF Research® <sup>1</sup> Delivering w ithin next four quarters. <sup>2</sup> Annual Revenue Change = Annual Occ. Change + Annual Rent Change

**Occupancy**

As presented, the Chicago-Naperville-Elgin market maintains a current inventory of 750,284 units, up approximately 0.20% (1,623 units) from the previous quarter. The current market-wide occupancy rate of 95.3% is indicated through a range extending from 94.5% to 95.8% across all property styles and vintages. When compared to the previous quarter, the market-wide average occupancy rate has decreased 0.0%. On a current-quarter annualized basis, occupancy rates have decreased 1.8%.

**Rental Rates / Revenue**

On a per unit basis, rental rates by vintage range from a low of \$1,443 per month to a high of \$2,442 per month. When analyzed on the basis of style, rental rates range from \$1,517 (low-rise) to \$2,375 (high-rise). In total, the market-wide inventory-weighted average rental rate is \$1,886 per unit per month. On a per square foot basis, rental rates range from a low of \$1.73 to a high of \$2.72 when analyzing property vintage and \$1.71 to \$3.00 when analyzed by property style. In aggregate, the market-wide average rental rate is \$2.21 per square foot. Annual revenue change, defined as annual occupancy change plus annual rent change represents an increase of 3.9% versus the previous same-quarter annual period.

**Concessions**

Analyzed by vintage, the percentage of properties currently offering concessions range from 5.5% (pre-1970s) to 15.9% (2000+). When singularly analyzing property style, this range shifts to a low of 8.6% (low-rise) to a high of 17.7% (high-rise). An aggregate, market-wide average of 12.1% is indicated.

The average concession given ranges from 2.6% to 6.1% (vintage) and 3.0% to 7.0% (style) of potential gross

income. An inventory-weighted average across all vintages and styles of 5.3% of potential gross income is indicated.

### Trailing Metro Performance

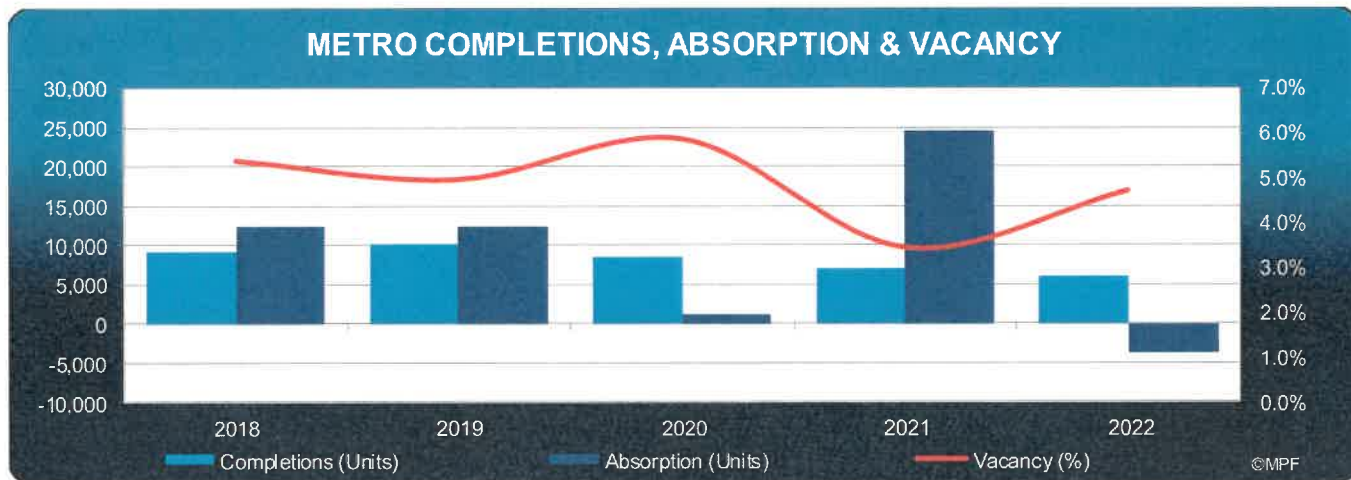
Key supply/demand, occupancy, rental rate, and concession statistics for available trailing annual and quarterly periods are summarized below.

### Historical Supply/Demand

The following table highlights the trailing annual and quarterly supply, construction, and absorption metrics.

HISTORICAL SUPPLY/DEMAND ANALYSIS						CHICAGO-NAPERVILLE-ELGIN MARKET			
PERIOD	TOTAL UNITS	OCCUPANCY (%)	ABSORP. (UNITS)	NEW INV. (UNITS)	REMOVALS (UNITS)	INVENTORY UNITS Δ	INVENTORY % Δ	UNDER CONST.	NEAR-TERM DELIVERIES <sup>1</sup>
2018	717,339	94.6%	12,339	9,112	1,074	8,038	1.1%	16,788	10,003
2019	727,310	95.0%	12,472	10,206	235	9,971	1.4%	14,869	8,465
2020	735,613	94.1%	1,251	8,555	252	8,303	1.1%	11,578	6,818
2021	742,572	96.6%	24,669	6,959	0	6,959	0.9%	13,316	5,437
2022	748,661	95.3%	-3,756	6,089	0	6,089	0.8%	16,292	8,279
2022 Q2	746,010	96.7%	-1,050	1,750	0	1,750	0.2%	13,962	6,101
2022 Q3	747,559	95.8%	-5,160	1,549	0	1,549	0.2%	15,866	7,552
2022 Q4	748,661	95.3%	-2,794	1,102	0	1,102	0.1%	16,292	8,279
<b>2023 Q1</b>	<b>750,284</b>	<b>95.3%</b>	<b>1,424</b>	<b>1,623</b>	<b>0</b>	<b>1,623</b>	<b>0.2%</b>	<b>15,655</b>	<b>8,783</b>

Source: MPF Research® <sup>1</sup> Delivering within next four quarters.



### Metro Occupancy, Rental Rate, and Concession Trends

OCCUPANCY						CHICAGO-NAPERVILLE-ELGIN METRO			
PERIOD	BY VINTAGE					BY STYLE			TOTAL
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	
2018	93.7%	94.7%	94.7%	95.1%	95.4%	94.9%	95.4%	93.9%	94.6%
2019	93.9%	95.5%	95.0%	95.4%	96.1%	95.4%	95.0%	94.5%	95.0%
2020	92.5%	95.9%	94.2%	94.7%	95.1%	95.8%	93.7%	91.7%	94.1%
2021	96.2%	97.7%	96.8%	97.1%	95.7%	97.6%	96.2%	95.4%	96.6%
2022	94.7%	96.0%	95.6%	95.5%	95.8%	95.7%	94.8%	94.9%	95.3%
2022 Q2	96.1%	97.3%	96.9%	97.5%	96.2%	97.5%	96.3%	95.8%	96.7%
2022 Q3	95.4%	96.4%	96.2%	95.9%	95.8%	96.3%	95.2%	95.4%	95.8%
2022 Q4	94.7%	96.0%	95.6%	95.5%	95.8%	95.7%	94.8%	94.9%	95.3%
<b>2023 Q1</b>	<b>94.5%</b>	<b>95.7%</b>	<b>95.6%</b>	<b>95.8%</b>	<b>95.8%</b>	<b>95.7%</b>	<b>95.2%</b>	<b>94.7%</b>	<b>95.3%</b>

Source: MPF Research®



EFFECTIVE RENT (\$/UNIT)						CHICAGO-NAPERVILLE-ELGIN METRO			
PERIOD	BY VINTAGE					BY STYLE			TOTAL
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	
2018	\$2,155	\$1,438	\$1,411	\$1,134	\$1,154	\$1,161	\$1,473	\$2,016	\$1,507
2019	\$2,154	\$1,458	\$1,467	\$1,168	\$1,204	\$1,195	\$1,533	\$2,063	\$1,550
2020	\$1,988	\$1,416	\$1,361	\$1,173	\$1,168	\$1,228	\$1,498	\$1,836	\$1,473
2021	\$2,267	\$1,615	\$1,587	\$1,289	\$1,281	\$1,374	\$1,698	\$2,150	\$1,707
2022	\$2,433	\$1,744	\$1,729	\$1,423	\$1,421	\$1,497	\$1,865	\$2,368	\$1,873
2022 Q2	\$2,421	\$1,696	\$1,677	\$1,374	\$1,377	\$1,456	\$1,841	\$2,317	\$1,829
2022 Q3	\$2,469	\$1,733	\$1,746	\$1,414	\$1,428	\$1,500	\$1,884	\$2,387	\$1,882
2022 Q4	\$2,433	\$1,744	\$1,729	\$1,423	\$1,421	\$1,497	\$1,865	\$2,368	\$1,873
<b>2023 Q1</b>	<b>\$2,442</b>	<b>\$1,745</b>	<b>\$1,734</b>	<b>\$1,447</b>	<b>\$1,443</b>	<b>\$1,517</b>	<b>\$1,886</b>	<b>\$2,375</b>	<b>\$1,886</b>

Source: MPF Research®

EFFECTIVE RENT (\$/SF)						CHICAGO-NAPERVILLE-ELGIN METRO			
PERIOD	BY VINTAGE					BY STYLE			TOTAL
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	
2018	\$2.42	\$1.53	\$1.65	\$1.36	\$1.58	\$1.32	\$1.68	\$2.57	\$1.78
2019	\$2.41	\$1.53	\$1.73	\$1.40	\$1.61	\$1.34	\$1.74	\$2.64	\$1.83
2020	\$2.23	\$1.54	\$1.57	\$1.40	\$1.57	\$1.38	\$1.70	\$2.35	\$1.73
2021	\$2.54	\$1.76	\$1.87	\$1.53	\$1.74	\$1.55	\$1.90	\$2.73	\$2.01
2022	\$2.71	\$1.90	\$2.03	\$1.70	\$1.94	\$1.69	\$2.07	\$2.99	\$2.20
2022 Q2	\$2.70	\$1.85	\$1.97	\$1.64	\$1.86	\$1.64	\$2.04	\$2.93	\$2.14
2022 Q3	\$2.75	\$1.89	\$2.05	\$1.69	\$1.96	\$1.69	\$2.08	\$3.02	\$2.21
2022 Q4	\$2.71	\$1.90	\$2.03	\$1.70	\$1.94	\$1.69	\$2.07	\$2.99	\$2.20
<b>2023 Q1</b>	<b>\$2.72</b>	<b>\$1.90</b>	<b>\$2.04</b>	<b>\$1.73</b>	<b>\$1.98</b>	<b>\$1.71</b>	<b>\$2.10</b>	<b>\$3.00</b>	<b>\$2.21</b>

Source: MPF Research®

PERCENT OF PROPERTIES OFFERING CONCESSIONS						CHICAGO-NAPERVILLE-ELGIN METRO			
PERIOD	BY VINTAGE					BY STYLE			TOTAL
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	
2018	28.7%	25.9%	36.9%	19.7%	21.3%	23.5%	22.8%	31.3%	26.3%
2019	30.2%	32.6%	35.7%	27.6%	14.7%	30.8%	32.8%	22.6%	28.0%
2020	34.0%	36.4%	40.0%	31.8%	29.1%	24.8%	40.2%	45.2%	33.8%
2021	28.7%	8.1%	25.8%	14.5%	15.8%	10.0%	24.7%	34.7%	21.1%
2022	17.3%	16.1%	19.3%	11.0%	5.3%	11.4%	14.2%	18.3%	14.4%
2022 Q2	12.8%	4.8%	15.9%	7.7%	10.7%	5.3%	16.8%	17.1%	11.2%
2022 Q3	14.6%	3.8%	11.7%	8.5%	14.7%	5.4%	17.7%	18.3%	11.8%
2022 Q4	17.3%	16.1%	19.3%	11.0%	5.3%	11.4%	14.2%	18.3%	14.4%
<b>2023 Q1</b>	<b>15.9%</b>	<b>13.3%</b>	<b>15.4%</b>	<b>7.6%</b>	<b>5.5%</b>	<b>8.6%</b>	<b>9.4%</b>	<b>17.7%</b>	<b>12.1%</b>

Source: MPF Research®

CONCESSIONS AS PERCENT OF PGI						CHICAGO-NAPERVILLE-ELGIN METRO			
PERIOD	BY VINTAGE					BY STYLE			TOTAL
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	
2018	4.8%	4.7%	4.7%	4.4%	3.8%	4.7%	4.2%	4.6%	4.6%
2019	5.4%	2.8%	4.6%	3.9%	5.1%	3.9%	5.7%	5.3%	4.7%
2020	10.1%	6.3%	8.1%	5.6%	6.6%	5.0%	8.3%	10.0%	8.1%
2021	6.8%	4.5%	4.7%	3.5%	6.8%	3.6%	6.9%	6.4%	5.9%
2022	5.9%	1.4%	5.1%	2.2%	5.6%	2.7%	5.4%	6.1%	4.9%
2022 Q2	8.1%	3.7%	5.3%	2.8%	4.3%	2.4%	7.0%	7.2%	6.3%
2022 Q3	6.5%	2.4%	2.6%	2.3%	3.1%	2.3%	5.2%	5.4%	4.8%
2022 Q4	5.9%	1.4%	5.1%	2.2%	5.6%	2.7%	5.4%	6.1%	4.9%
<b>2023 Q1</b>	<b>6.1%</b>	<b>4.1%</b>	<b>5.1%</b>	<b>2.6%</b>	<b>5.4%</b>	<b>3.0%</b>	<b>7.0%</b>	<b>6.2%</b>	<b>5.3%</b>

Source: MPF Research®

**Metro Construction Activity**

CONSTRUCTION ACTIVITY SUMMARY		CHICAGO-NAPERVILLE-ELGIN METRO	
CATEGORY	UNITS UNDER CONSTRUCTION	UNITS COMPLETED <sup>1</sup>	
Conventional (Market)	18,262	4,795	
Affordable	1,138	465	
Senior	680	1,069	
Student	0	0	
<b>TOTAL</b>	<b>20,080</b>	<b>6,329</b>	

Source: MPF Research® <sup>1</sup>Properties completed in the last 4 quarters

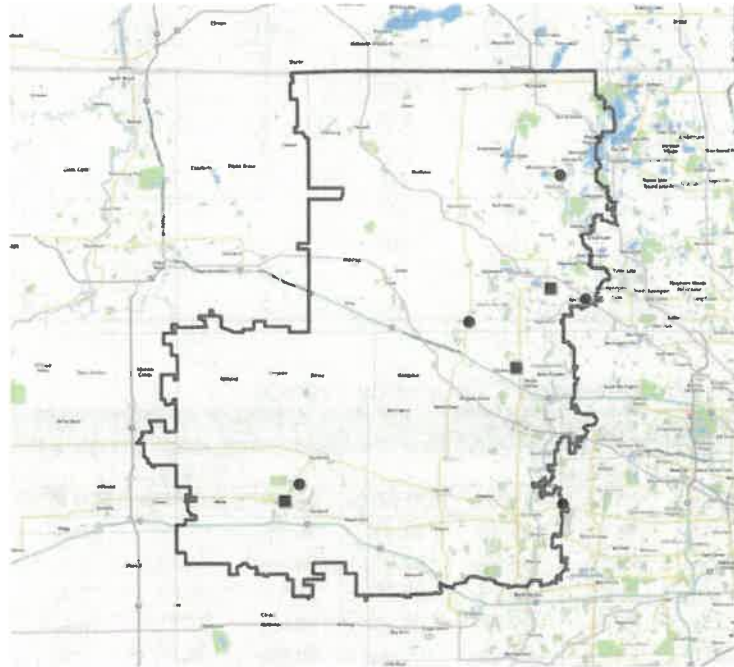
Within the Chicago-Naperville-Elgin Metro area, there are a total of 18,262 conventional units currently under construction highlighted by activity in The Loop, Evanston/Rogers Park/Uptown and Streeterville/River North submarkets. There are currently 806 units under construction within the subject’s submarket and 454 units have delivered within the past four quarters.

**Market Conclusion**

Based on the preceding analysis, the Chicago apartment market demonstrates sound fundamentals. Analysis of supply and demand factors indicates the market is currently stable with no evidence to prove this will change any time soon. The greatest strength of the market appears to be its low vacancy rates.

**FAR NORTHWEST CHICAGO SUBURBS APARTMENT SUBMARKET OVERVIEW**

The subject is located within the Far Northwest Chicago Suburbs submarket outlined below.



The table below presents a current quarter snapshot of the key indicators within the submarket.

FAR NORTHWEST CHICAGO SUBURBS SUBMARKET AT A GLANCE									2023 Q1
	TOTAL UNITS	OCCUPANCY (%)	ABSORP. (UNITS)	NEW INV. (UNITS)	REMOVALS (UNITS)	INVENTORY Δ (UNITS)	INVENTORY Δ (%)	UNDER CONST.	NEAR-TERM DELIVERIES <sup>1</sup>
<b>INVENTORY</b>	30,521	96.0%	103	84	0	84	0.3%	546	306
	BY VINTAGE					BY STYLE			
<b>CATEGORY</b>	<b>2000+</b>	<b>1990s</b>	<b>1980s</b>	<b>1970s</b>	<b>PRE-1970s</b>	<b>LOW-RISE</b>	<b>MID-RISE</b>	<b>HIGH-RISE</b>	<b>TOTAL</b>
Occupancy	94.9%	96.8%	94.6%	97.3%	96.2%	96.0%	97.6%	n.a.	<b>96.0%</b>
Quarterly Occ. Δ	-0.2%	-0.2%	-0.5%	0.6%	0.4%	0.0%	1.6%	n.a.	<b>0.1%</b>
Annual Occ. Δ	-3.0%	-2.4%	-4.2%	-1.6%	-0.7%	-2.4%	0.6%	n.a.	<b>-2.4%</b>
Rent (\$/mo.)	\$1,909	\$1,327	\$1,502	\$1,237	\$1,217	\$1,520	\$1,919	n.a.	<b>\$1,528</b>
Rent (\$/sf)	\$1.86	\$1.43	\$1.63	\$1.44	\$1.69	\$1.65	\$1.82	n.a.	<b>\$1.65</b>
Annual Revenue Δ <sup>2</sup>	3.6%	2.2%	-3.6%	5.5%	2.0%	3.1%	3.4%	n.a.	<b>3.1%</b>
% Offering Concessions	1.7%	0.0%	38.4%	0.0%	24.2%	5.8%	24.5%	n.a.	<b>6.1%</b>
Avg. Concession	8.0%	n.a.	4.8%	n.a.	7.0%	6.1%	7.9%	n.a.	<b>6.2%</b>
Qtr. Same-Property Rent Δ	2.0%	1.3%	-0.8%	1.6%	2.3%	1.7%	0.0%	n.a.	<b>1.6%</b>
Ann. Same-Property Rent Δ	6.6%	4.6%	0.6%	7.2%	2.6%	5.6%	2.8%	n.a.	<b>5.5%</b>

Source: MPF Research® <sup>1</sup> Delivering within next four quarters. <sup>2</sup> Annual Revenue Change = Annual Occ. Change + Annual Rent Change

**Trailing Submarket Performance**

Key supply/demand, occupancy, rental rate, and concession statistics for available trailing annual and quarterly periods are summarized below.

## Historical Supply/Demand

HISTORICAL SUPPLY/DEMAND ANALYSIS					FAR NORTHWEST CHICAGO SUBURBS SUBMARKET				
PERIOD	TOTAL UNITS	OCCUPANCY (%)	ABSORP. (UNITS)	NEW INV. (UNITS)	REMOVALS (UNITS)	INVENTORY UNITS Δ	INVENTORY % Δ	UNDER CONST.	NEAR-TERM DELIVERIES <sup>1</sup>
2018	28,429	96.1%	1,149	820	0	820	3.0%	1,057	562
2019	28,991	95.3%	318	562	0	562	2.0%	795	695
2020	29,686	96.1%	886	695	0	695	2.4%	474	250
2021	29,957	98.6%	1,009	271	0	271	0.9%	592	480
2022	30,437	95.9%	-329	480	0	480	1.6%	630	291
2022 Q2	30,167	97.9%	-38	112	0	112	0.4%	580	389
2022 Q3	30,262	96.3%	-394	95	0	95	0.3%	805	364
2022 Q4	30,437	95.9%	59	175	0	175	0.6%	630	291
2023 Q1	30,521	96.0%	103	84	0	84	0.3%	546	306

Source: MFF Research® <sup>1</sup> Delivering within next four quarters

## Submarket Occupancy, Rental Rate, and Occupancy Trends

OCCUPANCY ANALYSIS						FAR NORTHWEST CHICAGO SUBURBS SUBMARKET					
PERIOD	BY VINTAGE					BY STYLE			SUBMARKET	METRO	VERSUS
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	TOTAL	TOTAL	METRO
2018	94.6%	96.0%	96.5%	96.9%	96.2%	96.1%	92.1%	97.7%	96.1%	94.6%	●
2019	92.2%	96.7%	96.5%	95.9%	96.9%	95.3%	93.7%	n.a.	95.3%	95.0%	●
2020	96.0%	96.9%	93.8%	96.1%	97.2%	96.1%	96.8%	n.a.	96.1%	94.1%	●
2021	98.2%	98.3%	99.6%	99.1%	97.8%	98.6%	98.2%	n.a.	98.6%	96.6%	●
2022	95.1%	97.0%	95.2%	96.7%	95.8%	95.9%	95.7%	n.a.	95.9%	95.3%	●
2022 Q2	96.6%	98.4%	99.2%	99.1%	96.6%	98.0%	93.3%	n.a.	97.9%	96.7%	●
2022 Q3	95.2%	97.0%	97.0%	98.1%	94.5%	96.3%	93.3%	n.a.	96.3%	95.8%	●
2022 Q4	95.1%	97.0%	95.2%	96.7%	95.8%	95.9%	95.7%	n.a.	95.9%	95.3%	●
2023 Q1	94.9%	96.8%	94.6%	97.3%	96.2%	96.0%	97.6%	n.a.	96.0%	95.3%	●

Source: MFF Research® Legend: ● Outperforming ● Underperforming ● Similar

EFFECTIVE RENT (\$/UNIT)						FAR NORTHWEST CHICAGO SUBURBS SUBMARKET					
PERIOD	BY VINTAGE					BY STYLE			SUBMARKET	METRO	VERSUS
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	TOTAL	TOTAL	METRO
2018	\$1,431	\$1,080	\$1,149	\$921	\$990	\$1,089	\$1,890	\$1,455	\$1,097	\$1,507	●
2019	\$1,471	\$1,109	\$1,284	\$1,004	\$1,024	\$1,166	\$1,793	n.a.	\$1,170	\$1,550	●
2020	\$1,553	\$1,129	\$1,263	\$1,023	\$1,024	\$1,201	\$2,070	n.a.	\$1,207	\$1,473	●
2021	\$1,786	\$1,222	\$1,341	\$1,067	\$1,133	\$1,348	\$1,839	n.a.	\$1,357	\$1,707	●
2022	\$1,872	\$1,310	\$1,515	\$1,218	\$1,190	\$1,495	\$1,919	n.a.	\$1,503	\$1,873	●
2022 Q2	\$1,834	\$1,290	\$1,411	\$1,114	\$1,220	\$1,409	\$1,961	n.a.	\$1,419	\$1,829	●
2022 Q3	\$1,877	\$1,302	\$1,580	\$1,141	\$1,234	\$1,480	\$1,952	n.a.	\$1,488	\$1,882	●
2022 Q4	\$1,872	\$1,310	\$1,515	\$1,218	\$1,190	\$1,495	\$1,919	n.a.	\$1,503	\$1,873	●
2023 Q1	\$1,909	\$1,327	\$1,502	\$1,237	\$1,217	\$1,520	\$1,919	n.a.	\$1,528	\$1,886	●

Source: MFF Research® Legend: ● Outperforming ● Underperforming ● Similar

EFFECTIVE RENT (\$/SF)						FAR NORTHWEST CHICAGO SUBURBS SUBMARKET					
PERIOD	BY VINTAGE					BY STYLE			SUBMARKET	METRO	VERSUS
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	TOTAL	TOTAL	METRO
2018	\$1.40	\$1.15	\$1.26	\$1.13	\$1.37	\$1.24	\$1.52	\$1.85	\$1.24	\$1.78	●
2019	\$1.43	\$1.18	\$1.37	\$1.22	\$1.42	\$1.30	\$1.45	n.a.	\$1.30	\$1.83	●
2020	\$1.50	\$1.20	\$1.36	\$1.26	\$1.42	\$1.34	\$1.67	n.a.	\$1.34	\$1.73	●
2021	\$1.75	\$1.30	\$1.41	\$1.32	\$1.58	\$1.49	\$1.75	n.a.	\$1.50	\$2.01	●
2022	\$1.82	\$1.41	\$1.64	\$1.41	\$1.65	\$1.62	\$1.82	n.a.	\$1.63	\$2.20	●
2022 Q2	\$1.79	\$1.39	\$1.49	\$1.35	\$1.69	\$1.56	\$1.86	n.a.	\$1.57	\$2.14	●
2022 Q3	\$1.83	\$1.40	\$1.71	\$1.38	\$1.71	\$1.62	\$1.85	n.a.	\$1.63	\$2.21	●
2022 Q4	\$1.82	\$1.41	\$1.64	\$1.41	\$1.65	\$1.62	\$1.82	n.a.	\$1.63	\$2.20	●
2023 Q1	\$1.86	\$1.43	\$1.63	\$1.44	\$1.69	\$1.65	\$1.82	n.a.	\$1.65	\$2.21	●

Source: MFF Research® Legend: ● Outperforming ● Underperforming ● Similar

PERCENT OF PROPERTIES OFFERING CONCESSIONS						FAR NORTHWEST CHICAGO SUBURBS SUBMARKET					
PERIOD	BY VINTAGE					BY STYLE			SUBMARKET	METRO	VERSUS
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	TOTAL	TOTAL	METRO
2018	11.5%	16.7%	0.0%	0.0%	37.0%	10.8%	100.0%	9.1%	11.6%	26.3%	●
2019	70.4%	19.9%	24.4%	16.8%	22.3%	31.7%	100.0%	n.a.	32.2%	28.0%	●
2020	12.8%	16.4%	0.0%	24.3%	24.2%	16.9%	0.0%	n.a.	16.8%	33.8%	●
2021	8.4%	0.0%	0.0%	0.0%	20.5%	4.9%	0.0%	n.a.	4.9%	21.1%	●
2022	6.1%	0.0%	38.4%	0.0%	24.2%	6.7%	61.3%	n.a.	7.8%	14.4%	●
2022 Q2	3.1%	0.0%	0.0%	0.0%	22.4%	2.7%	56.4%	n.a.	3.7%	11.2%	●
2022 Q3	9.9%	0.0%	0.0%	0.0%	14.9%	4.6%	56.4%	n.a.	5.6%	11.8%	●
2022 Q4	6.1%	0.0%	38.4%	0.0%	24.2%	6.7%	61.3%	n.a.	7.8%	14.4%	●
<b>2023 Q1</b>	<b>1.7%</b>	<b>0.0%</b>	<b>38.4%</b>	<b>0.0%</b>	<b>24.2%</b>	<b>5.8%</b>	<b>24.5%</b>	<b>n.a.</b>	<b>6.1%</b>	<b>12.1%</b>	●

Source: MFF Research® Legend: ● Outperforming ● Underperforming ● Similar

CONCESSIONS AS PERCENT OF PGI						FAR NORTHWEST CHICAGO SUBURBS SUBMARKET					
PERIOD	BY VINTAGE					BY STYLE			SUBMARKET	METRO	VERSUS
	2000+	1990s	1980s	1970s	PRE-1970s	LOW-RISE	MID-RISE	HIGH-RISE	TOTAL	TOTAL	METRO
2018	4.0%	1.3%	n.a.	n.a.	2.1%	2.0%	5.6%	8.3%	2.4%	4.6%	●
2019	5.6%	1.7%	2.4%	4.0%	4.0%	4.7%	4.4%	n.a.	4.7%	4.7%	●
2020	2.5%	1.1%	n.a.	6.1%	1.9%	3.6%	n.a.	n.a.	3.6%	8.1%	●
2021	0.8%	n.a.	n.a.	n.a.	2.5%	1.5%	n.a.	n.a.	1.5%	5.9%	●
2022	4.2%	n.a.	5.4%	n.a.	6.4%	5.5%	5.2%	n.a.	5.4%	4.9%	●
2022 Q2	0.8%	n.a.	n.a.	n.a.	6.7%	6.7%	0.8%	n.a.	5.0%	6.3%	●
2022 Q3	4.3%	n.a.	n.a.	n.a.	2.7%	4.2%	1.7%	n.a.	3.8%	4.8%	●
2022 Q4	4.2%	n.a.	5.4%	n.a.	6.4%	5.5%	5.2%	n.a.	5.4%	4.9%	●
<b>2023 Q1</b>	<b>8.0%</b>	<b>n.a.</b>	<b>4.8%</b>	<b>n.a.</b>	<b>7.0%</b>	<b>6.1%</b>	<b>7.9%</b>	<b>n.a.</b>	<b>6.2%</b>	<b>5.3%</b>	●

Source: MFF Research® Legend: ● Outperforming ● Underperforming ● Similar

**Submarket Construction Activity**

The following projects are listed as being currently under construction within the submarket.

CONSTRUCTION ACTIVITY		FAR NORTHWEST CHICAGO SUBURBS SUBMARKET				
PROPERTY NAME	PROPERTY TYPE	NO. OF UNITS	NO. OF STORIES	PROJECT STATUS	START DATE	FINISH DATE
Agora Tower	Conventional	94	4	Completion	7/1/20	11/1/22
Reserve Randall Road II	Conventional	80	2	Completion	6/1/21	6/1/22
The Springs at Three Oaks	Conventional	280	2	Completion	10/1/20	5/1/22
Arista Residences	Conventional	61	4	Under Construction	3/1/22	12/1/23
Authentix McHenry	Conventional	288	2	Under Construction	9/1/21	4/1/23
Fox River Grove I	Conventional	100	5	Under Construction	1/1/22	3/1/24
Springs at St Charles	Conventional	320	2	Under Construction	9/1/22	3/1/25
The Cornell	Conventional	37	3	Under Construction	5/1/22	10/1/23
City Hall Suites	Conventional	65	3	Under Construction	1/1/23	8/1/24
<b>TOTAL UNITS:</b>		<b>1,325</b>				

Source: MFF Research®

Within the submarket, there are total of 1,325 conventional projects under construction. The City Hall Suites development is located in Downtown DeKalb near the subject property.

**Far Northwest Chicago Suburbs Submarket Conclusion**

Overall, the Far Northwest Chicago Suburbs apartment market demonstrates sound fundamentals. Occupancy rates have been historically high averaging around 95.0% and this trend is expected to continue due a stable workforce. Rental rates have increased over the past year as well. While building permits for new multi-family construction have remained steady over the past three years, given the strong occupancy levels, it does not appear that new product will pose a threat to the current supply.

## BROKER / MARKET PARTICIPANT INTERVIEWS

Interviews with brokers and other market participants were conducted to put previously discussed trends and data into better context of what is really occurring in the marketplace.

### Leasing Perspective

Suburban downtown/business districts generally feature boutique characteristics and primarily draw interest from the more local, "mom-and-pop" type retail and office users for whom this location offers convenience for both themselves and their customer base. As indicated by these sources, while regional/national corporate users tend to utilize full brokerage services who negotiate more aggressively for free rent and TI allowances, local tenants, in contrast, frequently lease space in as-is condition with little to no landlord contributions to build-out, either moving into the space untouched, or using their own funds for whatever adjustments in the physical space are deemed appropriate. Owner-paid tenant improvements, if provided, are typically provided in turnkey condition (paint, carpet, demising walls, etc.), for which the build-out cost typically ranges between \$5/SF to \$15/SF. The most typical leasing commission for these suburban downtown districts is 5.0% to 6.0% of base rent over the term of the lease or variable based on lease years (ex: 7% of the first year's rent and 3% of rent thereafter). The general rent escalations achieved in the market are being reported at \$0.50/SF or 2.0% to 3.0% annually; however, recent negotiations have also been reflective of flat rates for the first two to three years as an incentive, with escalations for the remaining years of the lease term if longer.

### Sales Perspective

According to the market participants, sale transactions have been low over the past six months for the subject property type, with most activity being seen from regional and local buyers. Multi-tenant investment opportunities in the current environment are considered appealing when the property is stabilized with quality tenancy or the buyer can justify the capital and time it will take to lease up vacancies. The market participants reported that quality investment opportunities are currently in greatest demand with investors placing more importance on a property's tenant quality, remaining weighted average lease term, and occupancy level. When looking at value-add investments, the spread between buyers' and sellers' pricing expectations remain wide and little activity is reported. Owner-user sales are also prevalent in this market. Developers have also been active within the Downtown DeKalb market, acquiring underutilized properties for redevelopment. This property type is considered to have somewhat limited availability, with few listings offered within the marketplace. Based on these factors, conditions favor buyers in regard to negotiating sale terms. Marketing periods are ranging from 3 to 18 months, with stabilized investment sales typically selling within 12 months. Capitalization rates for stabilized B/C assets ranged from 8.00% to 11.50%, on average, with the higher end of the range indicative of older buildings with short remaining lease terms. Downtown suburban mixed-use properties with a multifamily component generally trade at lower rates due to the diversification of risk. Currently, however, cap rates are seeing increases in the range of 25 to 200 bps, depending on liquidity of the asset, due to higher interest rates/borrowing costs and higher equity return expectations on a risk-adjusted return basis. The market is more selective on deals in the current interest rate environment, with less transaction activity due to concerns of a coming recession. Lower LTVs of 60% to 65% are typical, with more emphasis on debt coverage levels. The most typical sales commission for this property type is between 2% and 4% of the sale price, depending on the size of the deal.

Our discussions with multiple local brokers in the DeKalb market (RVG Commercial Realty and Adolph Miller Real Estate) reported that the subject property would trade at a lower unit price than recent mixed-use residential sales in the downtown districts of DeKalb and Sycamore. The subject's large storage component and fair condition limit its potential buyer pool as a market investor would not pay the same amount for a property without a residential component/requiring significant rehab costs as a fully built-out property generating higher commercial and/or apartment revenue. Pricing for the subject property would most likely fall closer in line with mixed-use office/retail/warehouse uses in the downtown area.

## TRANSACTION TRENDS

### Sales Volume

The volume of sale transactions for similar assets has been low over the past six months within the marketplace. This assertion is supported by the comparable sales that were selected for the Sales Comparison Approach. These sales are somewhat recent transactions, which provide support for the reported market sales activity. Sales volume is directly impacted by the activity levels of sellers and buyers of this property type.

### Seller Activity

Based on research completed on various listing sources including CoStar and LoopNet, properties similar to the subject in terms of pricing and overall investment appeal have somewhat limited availability, with few listings offered within the marketplace. This trend was confirmed during the market participant interview process and represents the general sentiment of market participants interviewed for this and other assignments.

### Most Probable Buyer Profile/Activity

In the open market, the subject property type would command most interest from regional and local developers that are actively pursuing similar redevelopment properties. There is currently moderate buyer demand for substitute properties of the subject based on the volume of sale transactions and reports by buyers, sellers and other market participants during confirmation of market transactions. The most probable buyer is a regional or local developer.

### Transaction Trends Conclusion

Based on the preceding analysis, there is an established sales market for the subject property. As previously discussed, the velocity of sale transactions has been low over the past six months. Currently there is moderate buyer demand, while there is somewhat limited availability for this property type on the supply side.

## SUBJECT PROPERTY ANALYSIS

This market analysis has examined historical and current supply/demand trends for the subject property type on market and submarket levels. Further, the subject's competitive dataset was profiled and analyzed to gain perspective of supply/demand conditions for properties in direct competition with the subject. Market participant interviews were conducted to provide ground level support of what is really occurring in the marketplace. Next, transaction trends were researched and analyzed. The final step will be to draw conclusions from the market data and analyses based on their perceived influence on the subject property.

The subject is a Retail / Commercial (Mixed Use Retail/Commercial) asset with a total net rentable area of 18,484 SF. The subject property has a partially owner-user design for D-N-J Properties Inc. The subject owner currently uses a portion of the ground floor as an office and machine/wood shop and a majority of the second floor as storage/personal use. The remainder of the property is comprised of rentable retail storefronts and storage space. As of the effective date of value, only one retail space is leased to a third-party tenant with a reported expiration date of June 30, 2027. An analysis of this lease is not warranted as a market investor would not purchase the subject property for the short-term income stream (less than 5 years remaining) associated with one existing lease. There are also reportedly multiple in-place storage agreements that are rented on a month-to-month or annual basis by residential tenants from other buildings owned by D-N-J Properties. As will be illustrated in our analysis, the subject's Highest and Best Use As-Improved is deemed to be the interim use as a retail/storage property until market conditions warrant redevelopment or conversion to a mixed-use residential/retail use.

**Tenant Appeal Conclusion**

Based on our analysis of the subject property and investigation of comparable properties in the marketplace, the subject is considered to have below average overall tenant appeal with a relatively weak competitive position for attracting and retaining tenants.

**Buyer Appeal Conclusion**

Based on our analysis of the subject property and investigation of substitute properties in the marketplace, the subject is considered to have below average overall buyer appeal with a relatively weak competitive position if the asset was exposed to the open market. However, as a redevelopment property, the subject is considered to have average to above average overall buyer appeal to developers if the asset was exposed to the open market.

**General Vacancy Conclusion**

As summarized in the table below this market analysis relied on various published data sources and field research for assessing how supply/demand conditions influence the long-term vacancy estimate of the subject property.

GENERAL VACANCY CONCLUSION			
CoStar	2023 Q3	LAST YR	10 YR AVG
Chicago Market	5.1%	5.7%	6.5%
Western East-West Corridor Submarket	6.8%	7.6%	8.3%
<b>GENERAL VACANCY RATE CONCLUSIONS</b>			10.0%

Based on the subject's size, location and appeal, the submarket analysis findings warrant primary consideration. The submarket level analysis indicated a CoStar vacancy rate of 6.8% and an average vacancy rate of 8.3% over the past ten years. As of the effective date of this appraisal, the subject property is partially owner-occupied, and only one retail space is leased. There are also reportedly several storage agreements in place. Based on our analysis of supply/demand trends and considering the subject's actual performance, a general vacancy rate above the submarket indication is concluded at 10.0%. In addition, a credit and collection loss charge of 2.0% is applied for a total vacancy and credit loss rate of 12.0%.

VACANCY & CREDIT LOSS	
General Vacancy Rate	10.0%
Credit Loss Conclusion	2.0%
<b>Total</b>	<b>12.0%</b>

**EXPOSURE TIME & MARKETING PERIOD**

Exposure time is defined as "An opinion, based on supporting market data, of the length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal." (The Dictionary of Real Estate Appraisal, Appraisal Institute, 2022). Reasonable exposure time is impacted by the aggressiveness and effectiveness of a property's exposure to market participants, availability and cost of financing, and demand for similar investments. Exposure time is best established based the recent history of marketing periods for comparable sales, discussions with market participants and information from published surveys.

The following information was taken into consideration to develop estimates of exposure time and marketing period for the subject property:



EXPOSURE TIME & MARKETING PERIOD						
SOURCE	QUARTER	RANGE		AVG	LAST Q	LAST YR
<b>PriceWaterhouse Coopers</b>						
National Strip Shopping Center	1Q 23	1.0 to	18.0	6.4	7.1	6.8
<b>Market Participant</b>	3Q 23	3.0 to	18.0	12.0	-	-
<b>Comparable Sales Dataset</b>		2.0 to	17.0	9.0		
<b>AVERAGE</b>		2.0 to	17.7	9.1	7.1	6.8

The availability of acquisition financing factors into exposure time. In recent quarters, financing has been available for well-positioned commercial real estate, particularly for stabilized assets within core MSAs and owner/user deals. For second tier or marginal properties, financing has been available but subject to more stringent requirements. Based on review of the local capital market, we conclude that adequate financing options would have been available to consummate a sale of the property on the date of value.

**Exposure Time Conclusion**

The preceding information generally supports an exposure time range from one to 18 months for Retail / Commercial (Mixed Use Retail/Commercial) properties. The subject property is of average quality and is in fair condition. Based on its overall physical and locational characteristics, the subject has below average overall appeal to investors and/or partial owner/users. However, as a redevelopment property, the subject is considered to have average to above average overall buyer appeal to developers if the asset was exposed to the open market. Considering these factors, a reasonable estimate of exposure time for the subject property is 12 to 18 months.

**Marketing Period Conclusion**

Marketing period is very similar to exposure time but reflects a projected time period to sell the property, rather than a retrospective estimate. We have reviewed open listings and discussed the market with local participants, and given the nature of the subject property, we feel that a time period of 12 to 18 months is supported for the subject's marketing period.

## INTRODUCTION

The highest and best use of an improved property is defined as that reasonable and most probable use that will support its highest present value. The highest and best use, or most probable use, must be legally permissible, physically possible, financially feasible, and maximally productive. This section develops the highest and best use of the subject property As-Vacant and As-Improved.

## AS-VACANT ANALYSIS

### Legal Factors

The legal factors that possibly influence the highest and best use of the subject site are discussed in this section. Private restrictions, zoning, building codes, historic district controls, and environmental regulations are considered, if applicable to the subject site. Permitted uses of the subject's CBD (Central Business District) zoning were listed in the Zoning Analysis section and include a wide range of multi-residential and commercial uses. The potential use that meets the requirements of the legal permissibility test is a mixed-use development.

### Physical & Locational Factors

Regarding physical characteristics, the subject site is irregular in shape and has level topography with average access and average exposure. The subject is surrounded by mixed-use residential and commercial developments due to its location in Downtown DeKalb. Given the subject's location and surrounding uses, the subject site is desirable for a mixed-use development. Of the outright permitted uses, physical and locational features best support development of a mixed-use residential property as market conditions warrant for the site's highest and best use as-vacant.

### Feasibility Factors

The financial feasibility of those uses that meet the legal and physical tests discussed is analyzed further in this section. Supply and demand conditions affect the financial feasibility of possible uses. Indicators of feasibility, which typically indicate favorable or non-favorable supply and demand conditions, include construction financing and proposed projects. In recent quarters, there has been new mixed-use multifamily development in the Downtown DeKalb area. This is evidence that new construction is feasible at this time. Financial feasibility factors generally support a one- to three-year hold prior to development.

### As-Vacant Conclusion

Based on the previous discussion, the subject's highest and best use as-vacant is concluded to be development of a mixed-use residential property as market conditions warrant.

## AS-IMPROVED ANALYSIS

### Legal Factors

The subject property, as-improved, is a mixed use retail/commercial project that is zoned CBD (Central Business District). The subject's improvements represent a legal, conforming use. The legal factors influencing the highest and best use of the property support the subject's use as-improved.

### Physical & Locational Factors

The physical and locational characteristics of the subject improvements have been previously discussed in this report. In summary, the subject's improvements were constructed in 1890 and have a remaining economic life of 8 years based on our estimate. The project is of average quality construction and in fair condition. The overall building is underutilized as a large portion of the property is used for storage with dated and minimal build-out, whereas similar two-story buildings in the Downtown DeKalb area typically have fully built-out upper levels for apartment use. Physical and locational factors influencing the highest and best use of the property do not support the subject's use as-improved.

### Alternative Uses & Feasibility Factors

In addition to legal and physical considerations, analysis of the subject property as-improved requires the treatment of two important issues: 1) consideration of alternative uses for the property; and 2) the marketability of the most probable use. The five possible alternative treatments of the property are demolition, expansion, renovation, conversion, and the subject's use as-improved.

- › **Demolition** The subject improvements contribute significant value above the current land value. Therefore, demolition is not applicable in this case.
- › **Expansion** The subject property comprises approximately 0.25 acres (11,034 SF) and is improved with a mixed-use retail development. The subject site does not contain additional site area for expansion. Therefore, expansion of the subject is not considered a viable option.
- › **Renovation** The subject property is approximately 133 years old and is in fair condition. Renovating the subject is an option. However, the feasibility of said renovation would depend on the scope of work and the associated costs. Based on the scope of work agreed upon for this assignment, we have valued the subject in its as-is condition.
- › **Conversion** Conversion to a mixed-use residential/retail use is applicable to this property and supported by local multifamily supply/demand trends; however, the estimated cost to convert is currently not feasible due to high construction costs, local demographic trends, and market apartment rents. According to local cost comparables and broker estimates, the current cost to convert the subject's second floor for apartment use would likely fall in the range of \$100/SF to \$125/SF. Programs such as tax increment financing (TIF), however, could be used to provide significant capital assistance for new construction and adaptive reuse projects.
- › **Continued Use "As-Is"** The final option is the continued use of the property "As-Is." The subject's potential buyer pool includes investor or partial owner-user buyers and residential developers looking to redevelop or convert the existing improvements to a mixed-use apartment use. The subject's continued use as a retail/storage property may be legally permitted, physically possible, and financially feasible to an investor or partial owner-user to the extent that the existing improvements fully satisfy the functional needs of a potential buyer, in which case the price paid may be higher than our value estimate. The subject's conversion to a mixed-use residential/retail use is also legally permitted and physically possible, and this use potentially offers a significantly higher return to the land; however, despite stable demand, high construction costs have limited development activity in the market for multifamily uses. Given the preceding factors, the highest and best use of the subject property in its current condition would be to hold as an interim mixed-use retail/storage use until market conditions warrant redevelopment or conversion to a mixed-use residential use.

Among the five alternative uses, the subject's interim use as a retail/storage property until market conditions warrant redevelopment or conversion to a mixed-use residential use is supported to be its Highest and Best Use.

### Marketability Factors

Based on our analysis of the subject property and investigation of comparable properties in the marketplace, the subject is considered to have below average overall tenant appeal with a relatively weak competitive position for attracting and retaining tenants. Based on our analysis of the subject property and investigation of substitute properties in the marketplace, the subject is considered to have below average overall buyer appeal to investors and/or partial owner-users. However, as a redevelopment property, the subject is considered to have average to above average overall buyer appeal to developers if the asset was exposed to the open market.

## **As-Improved Conclusion**

Based on the previous discussion, the highest and best use of the subject property as-improved is concluded to be hold as interim retail/storage use until market conditions warrant redevelopment or conversion to mixed-use residential property.

## INTRODUCTION

The following presentation of the appraisal process deals directly with the valuation of the subject property. The following paragraphs describe the standard approaches to value that were considered for this analysis.

## INCOME APPROACH

The Income Approach is based on the premise that properties are purchased for their income producing potential. It considers both the annual return on the invested principal and the return of the invested principal. This valuation technique entails careful consideration of contract rents currently in place, projected market rents, other income sources, vacancy allowances, and projected expenses associated with the efficient operation and management of the property. The relationship of these income estimates to property value, either as a single stream or a series of projected streams, is the essence of the income approach. The two fundamental methods of this valuation technique include Discounted Cash Flow and Direct Capitalization.

### › Discounted Cash Flow (DCF)

The DCF analysis models a property's performance over a buyer's investment horizon from the date of acquisition through the projected sale of the property at the end of the holding period. Net cash flows from property operations and the reversion are discounted at a rate reflective of the property's economic and physical risk profile.

### › Direct Capitalization

This method analyzes the relationship of one year's stabilized net operating income to total property value. The stabilized net operating income is capitalized at a rate that implicitly considers expected growth in cash flow and growth in property value over a buyer's investment horizon. The implied value may be adjusted to account for non-stabilized conditions or required capital expenditures to reflect an as is value.

Characteristics specific to the subject property warrant that this valuation technique is developed. Development of the Income Approach is a specific scope requirement of this assignment. The current retail/storage use is generating nominal rental income as the subject property is partially owner-occupied and has only one retail tenant and some storage revenue. The subject's highest and best use as-improved is concluded to be retail/storage use in the interim until market conditions warrant redevelopment or conversion to a mixed-use residential use. The potential revenue and associated costs regarding a potential multifamily conversion are highly speculative as a prospective design/unit mix and the associated market rents have not been established or approved, and a feasibility analysis regarding the ideal improvement is beyond the scope of this analysis. As a result, the Income Approach analysis is reflective of the subject in its as-is condition.

The Direct Capitalization method is used in this analysis. Discounted Cash Flow analysis does not contribute substantially to estimating value beyond the direct capitalization method and is not used in this analysis.

## SALES COMPARISON APPROACH

The Sales Comparison Approach is based on the principle of substitution, which asserts that no one would pay more for a property than the value of similar properties in the market. This approach analyzes comparable sales by applying transactional and property adjustments in order to bracket the subject property on an appropriate unit value comparison. The sales comparison approach is applicable when sufficient data on recent market transactions is available. Alternatively, this approach may offer limited reliability because many properties have unique characteristics that cannot be accounted for in the adjustment process.

Characteristics specific to the subject property warrant that this valuation technique to be developed. Development of the Sales Comparison Approach is a specific scope requirement of this assignment. Sufficient sales data is available to provide a credible value estimate by the Sales Comparison Approach. Based on this reasoning, the Sales Comparison Approach is presented within this appraisal.

## LAND VALUATION

Development land in the subject marketplace is most often valued utilizing the Sales Comparison Approach. Characteristics specific to the subject property warrant that a site value is developed. Due to land value trends in the subject market area, the subject site is valued to test highest & best use considerations. Within the Site Valuation section, the subject is valued as one marketable economic site.

## COST APPROACH

The Cost Approach is a set of procedures through which a value indication is derived for the fee simple estate by estimating the current cost to construct a reproduction of (or replacement for) the existing structure, including an entrepreneurial incentive or profit; deducting depreciation from the total cost; and adding the estimated land value. Adjustments may then be made to the indicated value of the fee simple estate in the subject property to reflect the value of the property interest being appraised. For investment properties, this valuation technique is most often relied upon as a test of financial feasibility for proposed construction.

Characteristics specific to the subject property do not warrant that this valuation technique is developed. Development of the Cost Approach is not a specific scope requirement of this assignment. The Cost Approach has limited applicability due to the age of the improvements and lack of market based data to support an estimate of accrued depreciation. Based on the preceding information, the Cost Approach will not be presented.

## RECONCILIATION OF VALUE CONCLUSIONS

The Income (Direct Capitalization) and Sales Comparison approaches are used to value the subject property, which will be reconciled into the final opinion of market value in the Analysis of Value Conclusions section.

## INTRODUCTION

The Income Approach is based on the premise that properties are purchased for their income producing potential. It considers both the annual return on the invested principal and the return of the invested principal. This valuation technique entails careful consideration of contract rents currently in place, projected market rents, other income sources, vacancy allowances, and projected expenses associated with the efficient operation and management of the property. The relationship of these income estimates to property value, either as a single stream or a series of projected streams, is the essence of the income approach. As previously discussed within the Valuation Methods section, the Direct Capitalization method is used in this analysis, and Discounted Cash Flow analysis is not developed.

*The subject's current retail/storage use is generating nominal rental income as the subject property is partially owner-occupied and has only one retail tenant and some storage revenue. The subject's highest and best use as-improved is concluded to be retail/storage use in the interim until market conditions warrant redevelopment or conversion to a mixed-use residential use. The potential revenue and associated costs regarding a potential multifamily conversion are highly speculative as a prospective design/unit mix and the associated market rents have not been established or approved, and a feasibility analysis regarding the ideal improvement is beyond the scope of this analysis. As a result, the Income Approach analysis is reflective of the subject in its as-is condition.*

### Direct Capitalization

This method analyzes the relationship of one year's stabilized net operating income to total property value. The stabilized net operating income is capitalized at a rate that implicitly considers expected growth in cash flow and growth in property value over a buyer's investment horizon. The first step in the direct capitalization method is to estimate the subject's durable rental income through reconciliation of the subject's in-place lease terms and market rent analysis. Next, we analyze other income items including reimbursements and miscellaneous revenue. Then, vacancy allowance and operating expenses are estimated based on analysis of the subject and market indicators. Finally, the resulting net operating income is capitalized at an appropriate supported rate. The implied value may be adjusted to account for non-stabilized conditions or required capital expenditures to reflect an as is value.

Given the appraisal problem and defined scope of work, the following table summarizes the value scenarios and Income Approach methods developed within this appraisal report:

INCOME APPROACH VALUE SCENARIOS		
VALUE SCENARIO	METHODS USED	
	DCF	DIRECT CAP
As-Is Market Value		✓

### Income Approach Framework

The following identifies the primary sections and order in which the Income Approach is developed.

- Overview of Contract Rents
- Market Rent Analysis
- Contract Income Risk Analysis
- Income & Expense Analysis
- Capitalization Rate Analysis
- Direct Capitalization
- Adjustments to Value

## OVERVIEW OF CONTRACT RENTS

This section provides an overview of the subject's existing leases, current leasing activity and asking rents for any vacant space as applicable. Analysis of in-place lease terms is an integral step for developing the rental income conclusion for investment properties that operate with a blend of short, intermediate and long-term leases, all of which influence net operating income potential.

### Rent Roll

The following Rent Roll Summary reflects a breakdown of the subject spaces.

RENT ROLL SUMMARY		AS OF JULY 2023		
SUITE	TENANT NAME	TOTAL NRA (SF)	% OF NRA	TENANT GROUP
1st Floor	Retail/Office	10,124	54.8%	Retail/Office
2nd Floor	Storage	8,360	45.2%	Storage
<b>TOTAL NRA</b>		<b>18,484</b>	<b>100.0%</b>	

We were not provided a rent roll or lease documents to verify the subject's square footage or tenancy/occupancy. The building space areas above are based on estimates provided by the property contact and ownership.

The subject property has a multi-tenant design that is currently partially owner-occupied by D-N-J Properties Inc. The subject owner currently uses a portion of the ground floor as an office and machine/wood shop and a majority of the second floor as storage/personal use. In accordance with the definition of market value, the owner-occupied space was modeled at the projected market rent and terms.

The remainder of the property is comprised of rentable retail storefronts and additional storage space. As of the effective date of value, only one retail space is leased to a third-party tenant at a current rent of \$8.73/SF gross with a reported expiration date of June 30, 2027. An analysis of this lease is not warranted as a market investor would not purchase the subject property for the short-term income stream (less than 5 years remaining) associated with one existing lease. Further, the in-place storage agreements are rented on a month-to-month or annual basis by residential tenants from other buildings owned by D-N-J Properties. As a result, the subject property would most likely be viewed as a value-add opportunity as though vacant.

### Asking Rent

The subject ownership reported asking rents for the remaining vacant retail spaces between \$7.95/SF and \$8.95/SF on a gross basis (tenant pays utilities). The asking rates assume the tenants accept the spaces in as-is condition.

### Pending Leasing Activity

There are currently no pending leases within the subject property.

## MARKET RENT ANALYSIS

Having discussed the subject's current income producing capability in detail through an analysis of the subject rent roll, it is appropriate to examine competitive comparable properties within the market. This allows for a comparison of the subject property's contracts to what is attainable in the current market. Risks associated with anomalies between the subject rent roll and current market terms will be addressed in the Contract Income Risk Analysis section that follows the Market Rent Analysis section.

### Analysis by Tenant Category

Within the Overview of Contract Rents section, the subject tenant spaces were segregated into tenant categories defined by correlating Market Leasing Assumptions (MLAs). For each MLA, we provide a specific analysis,



described below, as a rent module. In each rent module, we derive an opinion of market rent and correlating lease terms for each MLA included in our analysis.

- **Retail/Office Analysis** - Comparable Retail/Office leases are used to derive market rent for the Retail/Office categories.

In addition to market rent analyses presented on the preceding tenant categories, the subject also has storage spaces that are not commonly analyzed through analysis of rent comparables. Market rent projections for these spaces are discussed separately ahead.

**Adjustment Process**

Quantitative adjustments are made to the comparable leases. The following adjustments or general market trends were considered for the basis of market rent analysis.

**Transactional Adjustments** If warranted, the comparable leases were adjusted for varying lease structures, atypical concessions and market conditions. The adjustment for rent concession equivalency quantifies the differences between market standard free rent and tenant improvement allowances compared to those of the lease transaction, which were divided by the comparable’s lease term, and applied to the beginning “face” rent of the comparable lease. The market conditions adjustment is explained at the end of this section.

**Property Adjustments** Quantitative percentage adjustments were made for location and physical characteristics such as size, age, condition, exposure and parking ratio. Where possible the adjustments applied are based on paired data or other statistical analysis. It should be stressed that the adjustments are subjective in nature and are meant to illustrate our logic in deriving a value opinion for the subject site.

**Tenant Space Adjustments** The lease comparables were further adjusted to the subject to account for tenant space specific characteristics such as size and space functionality.

Transactional market conditions adjustment was based on a review of historical sale data, market participant interviews and review of current versus historical pricing. Based on our research, the following table summarizes the market conditions adjustment applied in this analysis.

MARKET CONDITIONS ADJUSTMENT			
Per Year As Of	July 2023	(As-Is)	0%

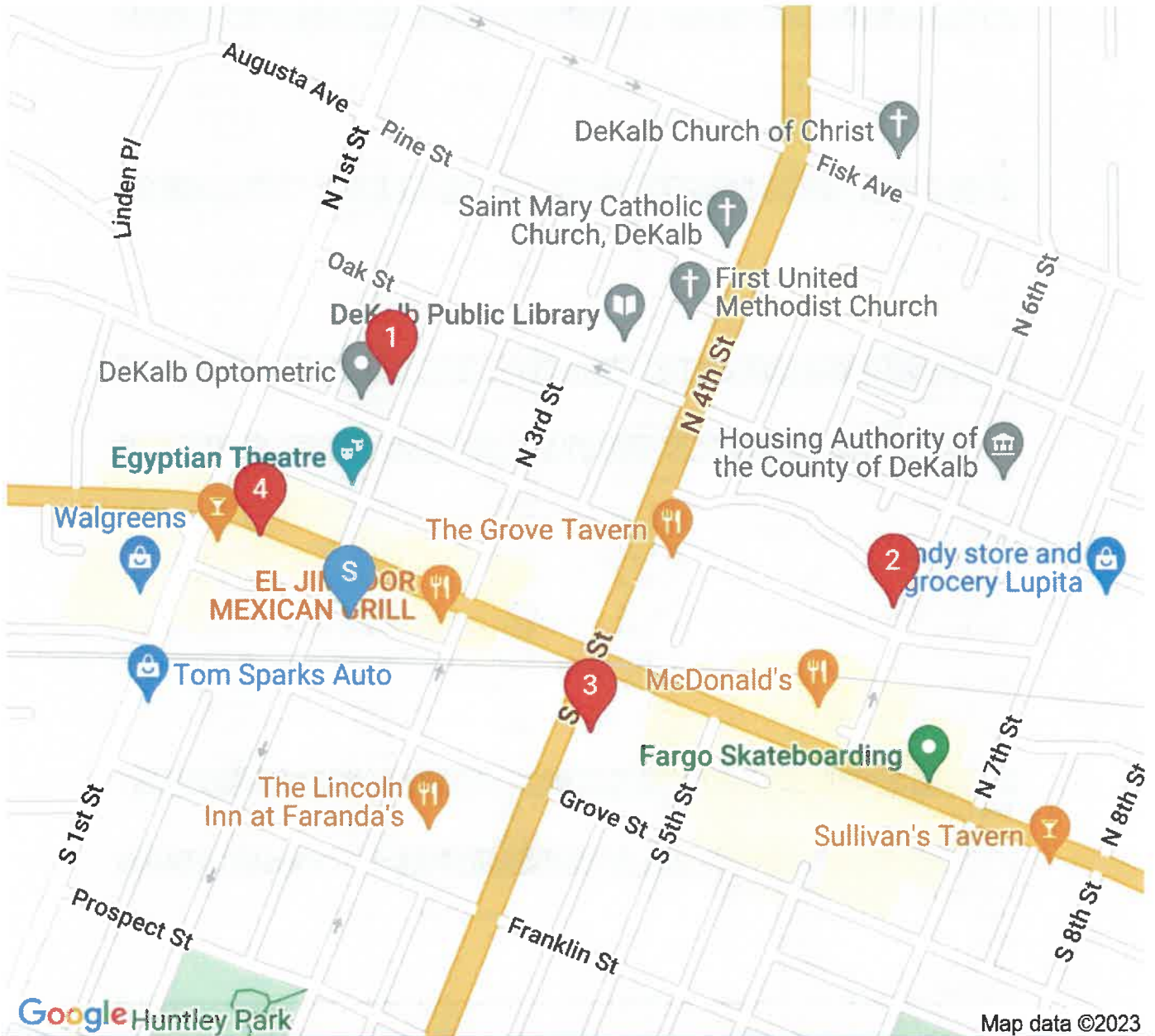
The market has exhibited value stability during the time from the oldest lease date up through the effective valuation date; therefore, a market conditions adjustment is not warranted.

**ANALYSIS OF COMPARABLE RETAIL/OFFICE LEASES**

The Retail/Office lease analysis is used to derive an opinion of market rent and correlating leasing assumptions for the Retail/Office category. The following table includes a summary of the comparables selected for this analysis, including relevant listings and actual leases at competing properties. Following the table is an adjustment grid, analysis and our conclusion. Datasheets containing more details of the comparables are presented later in this section.

<b>RETAIL/OFFICE LEASE SUMMATION TABLE</b>					
<b>COMPARABLE</b>	<b>SUBJECT</b>	<b>LEASE 1</b>	<b>LEASE 2</b>	<b>LEASE 3</b>	<b>LEASE 4</b>
<b>Name</b>	128-140 S. 2nd Street	205 N. 2nd Street	201 N. 6th Street	126 S. 4th Street	128 E. Lincoln Highway
<b>Address</b>	128-140 S. 2nd Street	205 North 2nd Street	201 N 6th St	126 South 4th Street	128 East Lincoln Highway
<b>City</b>	DeKalb	DeKalb	DeKalb	DeKalb	DeKalb
<b>State</b>	IL	IL	IL	IL	IL
<b>Zip</b>	60115	60115	60115	60115	60115
<b>PHYSICAL INFORMATION</b>					
<b>NRA</b>	18,484	11,910	16,000	4,890	7,056
<b>Location</b>	Average	Average	Average	Average	Average
<b>Quality</b>	Average	Average/Good	Fair	Average	Average/Good
<b>Condition</b>	Fair	Average	Fair	Average	Average
<b>Exposure</b>	Average	Average	Average	Average/Good	Average/Good
<b>Access</b>	Average	Average	Average	Average	Average
<b>Parking Ratio</b>	0.0	1.0	-	-	.6
<b>Year Built</b>	1890	1976	1890	1974	1931
<b>Stories</b>	2	2	2	1	2
<b>LEASE INFORMATION</b>					
<b>Floor</b>		1	1	1	1
<b>Commencement Date</b>		Listing	8/1/2023	5/18/2023	3/1/2022
<b>Lease Type</b>		Listing	New	New	New
<b>Lease Status</b>		Listing	Signed	Signed	Signed
<b>Rate Type</b>		Gross	FSG	FSG	Gross
<b>Size (SF)</b>		900	1,600	1,531	3,000
<b>Rent (\$/SF/Yr.)</b>		\$10.00	\$9.00	\$14.00	\$9.00

COMPARABLE RETAIL/OFFICE LEASE MAP



COMPARABLE KEY

COMP	DISTANCE	ADDRESS	LEASE DATE	SF	\$/SF
SUBJECT	-	128-140 S. 2nd Street, DeKalb, IL	-	-	-
No. 1	0.1 Miles	205 North 2nd Street, DeKalb, IL	Listing	900	-
No. 2	0.3 Miles	201 N 6th St, DeKalb, IL	8/1/2023	1,600	-
No. 3	0.1 Miles	126 South 4th Street, DeKalb, IL	5/18/2023	1,531	-
No. 4	0.1 Miles	128 East Lincoln Highway, DeKalb, IL	3/1/2022	3,000	-

RETAIL/OFFICE LEASE ADJUSTMENT TABLE					
COMPARABLE	SUBJECT	LEASE 1	LEASE 2	LEASE 3	LEASE 4
<b>Name</b>	128-140 S. 2nd Street	205 N. 2nd Street	201 N. 6th Street	126 S. 4th Street	128 E. Lincoln Highway
<b>Address</b>	128-140 S. 2nd Street	205 North 2nd Street	201 N 6th St	126 South 4th Street	128 East Lincoln Highway
<b>City</b>	DeKalb	DeKalb	DeKalb	DeKalb	DeKalb
<b>NRA</b>	18,484	11,910	16,000	4,890	7,056
LEASE INFORMATION					
<b>Commencement Date</b>		Listing	8/1/2023	5/18/2023	3/1/2022
<b>Lease Type</b>		Listing	New	New	New
<b>Lease Status</b>		Listing	Signed	Signed	Signed
<b>Rate Type</b>		Gross	FSG	FSG	Gross
<b>Size (SF)</b>		900	1,600	1,531	3,000
<b>Rent (\$/SF/Yr.)</b>		\$10.00	\$9.00	\$14.00	\$9.00
TRANSACTIONAL ADJUSTMENTS					
<b>Lease Type</b>		Similar	Higher	Higher	Similar
<b>Market Conditions<sup>1</sup></b>		Similar	Similar	Similar	Similar
PROPERTY ADJUSTMENTS					
<b>Location</b>	Average	Average	Average	Average	Average
<i>Adjustment</i>		Similar	Similar	Similar	Similar
<b>Quality</b>	Average	Average/Good	Fair	Average	Average/Good
<i>Adjustment</i>		Sl. Superior	Inferior	Similar	Sl. Superior
<b>Condition</b>	Fair	Average	Fair	Average	Average
<i>Adjustment</i>		Superior	Similar	Superior	Superior
<b>Exposure</b>	Average	Average	Average	Average/Good	Average/Good
<i>Adjustment</i>		Similar	Similar	Sl. Superior	Sl. Superior
<b>Access</b>	Average	Average	Average	Average	Average
<i>Adjustment</i>		Similar	Similar	Similar	Similar
<b>Age</b>	1890	1976	1890	1974	1931
<i>Adjustment</i>		New er	Similar	New er	New er
TENANT SPACE ADJUSTMENTS					
<b>Size (Tenant)</b>		900	1,600	1,531	3,000
<i>Adjustment</i>		Similar	Similar	Similar	Similar
<b>TOTAL ADJUSTED RENT</b>		Sl. Superior	Sl. Inferior	Superior	Superior
STATISTICS	UNADJUSTED				
<b>LOW</b>	\$9.00		Lease Type	Gross	
<b>HIGH</b>	\$14.00				
<b>MEDIAN</b>	\$9.50				
<b>AVERAGE</b>	\$10.50				

<sup>1</sup> Market Conditions Adjustment - Compound annual change in market conditions: 0%  
Date of Value (for adjustment calculations): 7/26/23

## Retail/Office Lease Analysis

Comparable 1 reflects an active listing. This property is of superior overall quality and condition with a newer age. Overall, this comparable is considered to be slightly superior to the subject.

Comparable 2 has a full service gross lease structure, which includes an estimate of all reimbursable expenses in the base rental rate. This is as compared to the subject's gross lease structure, for which the tenant pays for utilities. As a result, full service gross rents are typically higher than gross rents. This comparable is of inferior overall quality. Considering these factors, this comparable is considered to be slightly inferior to the subject.

Comparable 3 has a full service gross lease structure, which includes an estimate of all reimbursable expenses in the base rental rate. This is as compared to the subject's gross lease structure, for which the tenant pays for utilities. As a result, full service gross rents are typically higher than gross rents. This is a newer property that is in superior condition. It also benefits from its location along a major arterial (4<sup>th</sup> Street). Considering these factors, this comparable is considered to be superior to the subject.

Comparable 4 is a newer property that is of superior overall quality and condition. It also benefits from its location along a major arterial (Lincoln Highway). Considering these factors, this comparable is considered to be superior to the subject.

## RETAIL/OFFICE SPACE MARKET RENT CONCLUSION

Based on the results of the preceding analysis, Comparable 1 and Comparable 2 are given primary consideration for the lease rate conclusion.

The following table summarizes the analysis of the comparable leases and the Retail/Office market rent conclusion.

RETAIL/OFFICE LEASE CONCLUSION TABLE		
LEASE	LEASE RATE	OVERALL COMPARISON
1	\$10.00	PRIMARY
2	\$9.00	PRIMARY
3	\$14.00	SECONDARY
4	\$9.00	SECONDARY
	<b>ASKING</b>	<b>CONCLUSION</b>
<b>Retail/Office</b>	<b>\$7.95 - \$8.95</b>	<b>\$9.00</b>
<b>Storage</b>	<b>Negotiable</b>	<b>\$3.00</b>

<sup>1</sup>Cumulative

The subject ownership reported asking rents for the remaining vacant retail spaces between \$7.95/SF and \$8.95/SF on a gross basis (tenant pays utilities). The asking rents assume the tenants accept the spaces in as-is condition. The market rent conclusion is slightly higher than the asking rent range as it reflects some level of turnkey build-out to attract tenancy in line with the market.

As previously mentioned, the subject also has storage spaces that are not commonly analyzed through analysis of rent comparables. These are currently rented on a month-to-month or annual basis by residential tenants from other buildings owned by D-N-J Properties. Rental rates for these spaces can vary significantly by building. Discussions with local brokers indicate storage rents can range between \$3/SF and \$6/SF, depending on condition. Due to the subject's fair condition and atypical amount of storage space, we projected storage rent at the low end of the indicated market range.

## Comparable Rent Data Sheets

The following pages present the rent comparable data sheets that were used in the prior analysis.

### COMPARABLE 1

#### PHYSICAL INFORMATION

Name	205 N. 2nd Street
Address	205 North 2nd Street
City, State, Zip Code	DeKalb, IL, 60115
MSA	Chicago-Naperville-Egin, IL-IN-WI
Net Rentable Area (NRA)	11,910
Year Built	1976
Occupancy	92.4%
Site Size	7,841 SF
Parking Spaces	12
Parking Ratio	1.00
Building Class	C
Floors	2



205 N. 2ND STREET

#### CONFIRMATION

Source	Leasing Broker
Date	07/28/2023

#### REMARKS

This is a two-story mixed-use residential/office/retail property in Downtown DeKalb.

TENANT NAME	RATE TYPE	SIZE	START DATE	TERM	LEASE RATE	ADJ LEASE RATE
Current Listing	Gross	900	Listing	Negotiable	\$10.00	

### COMPARABLE 2

#### PHYSICAL INFORMATION

Name	201 N. 6th Street
Address	201 N 6th St
City, State, Zip Code	DeKalb, IL, 60115
MSA	Chicago-Naperville-Egin, IL-IN-WI
Net Rentable Area (NRA)	16,000
Year Built	1890
Occupancy	0.0%
Site Size	14,102 SF
Site Coverage	82%
Building Class	C
Floors	2



201 N. 6TH STREET

#### CONFIRMATION

Source	Leasing Broker
Date	07/27/2023

#### REMARKS

This is a mixed-use office/retail/warehouse property in Downtown DeKalb. The corner ground floor space was previously used as a bakery. It has 23,200 SF of GBA and 16,000 SF of NRA. It features two drive-in doors and a loading dock door.

TENANT NAME	RATE TYPE	SIZE	START DATE	TERM	LEASE RATE	ADJ LEASE RATE
	FSG	1,600	08/01/2023		\$9.00	

## COMPARABLE 3

### PHYSICAL INFORMATION

Name	126 S. 4th Street
Address	126 South 4th Street
City, State, Zip Code	DeKalb, IL, 60115
MSA	Chicago-Naperville-Egin, IL-IN-WI
Net Rentable Area (NRA)	4,890
Year Built	1974
Occupancy	100.0%
Site Size	6,098 SF
Building Class	C
Floors	1



126 S. 4TH STREET

### CONFIRMATION

Source	Leasing Broker
Date	07/27/2023

### REMARKS

This is a single-story office/retail property in Downtown DeKalb. This is a plug n' play space. All utilities are included in the rental rate.

TEVANT NAME	RATE TYPE	SIZE	START DATE	TERM	LEASE RATE	ADJ LEASE RATE
	FSG	1,531	05/18/2023		\$14.00	

## COMPARABLE 4

### PHYSICAL INFORMATION

Name	128 E. Lincoln Highway
Address	128 East Lincoln Highway
City, State, Zip Code	DeKalb, IL, 60115
MSA	Chicago-Naperville-Egin, IL-IN-WI
Net Rentable Area (NRA)	7,056
Year Built	1931
Occupancy	57.5%
Site Size	4,433 SF
Site Coverage	80%
Parking Spaces	4
Parking Ratio	0.60
Floors	2



128 E. LINCOLN HIGHWAY

### CONFIRMATION

Source	Leasing Broker
Date	07/27/2023

### REMARKS

This is a mixed-use property in Downtown DeKalb. It has ground floor retail/office space and 7 apartments on the second floor.

TEVANT NAME	RATE TYPE	SIZE	START DATE	TERM	LEASE RATE	ADJ LEASE RATE
	Gross	3,000	03/01/2022		\$9.00	

POTENTIAL GROSS RENT

Our analysis and conclusions of the subject’s potential gross rent are detailed as follows:

POTENTIAL GROSS RENT SUMMARY						AS OF JULY 2023		
TENANT	TOTAL NRA (SF)	% OF NRA	TENANT CATEGORY	MARKET RENT	BASIS FOR PROFORMA	RENT FORECAST		
						\$/SF(MO.)	\$/SF(YR.)	ANNUAL
Retail/Office	10,124	54.8%	Retail/Office	\$9.00	Market	\$0.75	\$9.00	\$91,116
Storage	8,360	45.2%	Storage	\$3.00	Market	\$0.25	\$3.00	\$25,080
<b>TOTAL</b>	<b>18,484</b>	<b>100.0%</b>				<b>\$0.52</b>	<b>\$6.29</b>	<b>\$116,196</b>

(1) Potential rent at current market levels, reflected on an annual basis.

INCOME & EXPENSE ANALYSIS

The preceding sections estimated potential gross rent and addressed risk factors associated with the rental income of the subject property. The following section presents our analysis and conclusions for other revenue, vacancy and credit loss and operating expenses. These are summarized in the following table, along with our estimate of income and expenses on a stabilized basis.

SUBJECT PROFORMA			
YEAR	COLLIERS FORECAST		
	PROFORMA		
INCOME ITEMS	TOTAL	\$/SF	%EGI
Market Rent	\$116,196	\$6.29	113.6%
<b>TOTAL RENTAL INCOME</b>	<b>\$116,196</b>	<b>\$6.29</b>	<b>113.6%</b>
<b>TOTAL GROSS INCOME</b>	<b>\$116,196</b>	<b>\$6.29</b>	<b>113.6%</b>
General Vacancy	(\$11,620)	(\$0.63)	(11.4%)
Credit & Collection Loss	(\$2,324)	(\$0.13)	(2.3%)
<b>EFFECTIVE GROSS INCOME</b>	<b>\$102,252</b>	<b>\$5.53</b>	<b>100.0%</b>
EXPENSE ITEMS			
Real Estate Taxes	(\$6,786)	(\$0.37)	(6.6%)
Property Insurance	(\$3,697)	(\$0.20)	(3.6%)
Common Area Maintenance	(\$13,293)	(\$0.72)	(13.0%)
Management Fees	(\$4,090)	(\$0.22)	(4.0%)
<b>TOTAL EXPENSES</b>	<b>(\$27,865)</b>	<b>(\$1.51)</b>	<b>(27.3%)</b>
<b>NET OPERATING INCOME</b>	<b>\$74,387</b>	<b>\$4.02</b>	<b>72.7%</b>



## Expense Reimbursements

Based on our analysis of the subject and reported historical operations, there are no expense reimbursements present. The base lease payments are inclusive of all operating expenses except utilities, which are paid directly by tenants.

## Additional Revenue

Based on our analysis of the subject's operations, there are no additional revenue generators present.

## VACANCY & CREDIT LOSS

General vacancy was discussed in depth in the market analysis section of this report. Please reference that discussion for a full analysis. Our general vacancy and credit loss conclusions are summarized in the following table and are intended to mirror behavior of typical purchasers of the subject.

VACANCY & CREDIT LOSS	
General Vacancy Rate	10.0%
Credit Loss Conclusion	2.0%
<b>Total</b>	<b>12.0%</b>

## ANALYSIS OF OPERATING EXPENSES

The operating expenses for the subject property were presented previously. The following chart summarizes comparable expenses.

EXPENSE COMPARABLES															
COMPARABLE	COMP 1		COMP 2		COMP 3		COMP 4		COMP 5		COMP 6		LOW	HIGH	AVG
State	IL		IL		IL		IL		IL		IL		-	-	-
Expense Year	Stabilized		2022		2022		2022		2021		2021		2021	2022	2022
Actual/Budget	Proforma		Actual		Actual		Actual		Budget		Actual		-	-	-
Net Rentable Area	13,380		112,507		8,683		13,000		12,000		16,045		8,683	112,507	29,269
Year Built	1961		1936		1980		1940		1972		1980		1936	1980	1962
<b>EFFECTIVE GROSS INCOME</b>	\$6.19		\$6.99		\$11.17		\$26.42		\$10.05		\$15.77		\$6.19	\$26.42	\$12.77
<b>EXPENSE ITEMS</b>	\$/SF	%EGI	\$/SF	%EGI	\$/SF	%EGI	\$/SF	%EGI	\$/SF	%EGI	\$/SF	%EGI	LOW	HIGH	AVG
Real Estate Taxes	\$0.68	11.1%	\$0.94	13.4%	\$2.05	18.4%	\$2.24	8.5%	\$0.92	9.1%	\$3.19	20.2%	\$0.68	\$3.19	\$1.67
Property Insurance	\$0.30	4.9%	\$0.33	4.7%	-	-	\$0.69	2.6%	\$0.13	1.2%	\$0.34	2.2%	\$0.13	\$0.69	\$0.36
Common Area Maintenance	\$0.52	8.3%	\$0.44	6.3%	\$0.89	8.0%	\$4.57	17.3%	\$1.34	13.3%	\$2.11	13.4%	\$0.44	\$4.57	\$1.64
Management Fees	\$0.32	5.1%	\$0.26	3.7%	\$0.43	3.8%	\$1.08	4.1%	-	-	\$0.75	4.8%	\$0.26	\$1.08	\$0.57
%EGI	5.1%		3.7%		3.8%		4.1%		-		4.8%		3.7%	5.1%	4.3%
<b>TOTAL EXPENSES (\$/SF)</b>	\$1.82	29.4%	\$1.97	28.2%	\$3.37	30.2%	\$8.58	32.5%	\$2.38	23.7%	\$6.39	40.5%	\$1.82	\$8.58	\$4.08

CONCLUSION OF OPERATING EXPENSES

In the following section we discuss the individual expense conclusions for the subject property.

**EXPENSE ANALYSIS & CONCLUSIONS**

**REAL ESTATE TAXES**

YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/SF	%EGI	COMP	\$/SF	%EGI
				1	\$0.68	11.1%
				2	\$0.94	13.4%
				3	\$2.05	18.4%
				4	\$2.24	8.5%
				5	\$0.92	9.1%
				6	\$3.19	20.2%
<b>CONCLUSION</b>	<b>\$6,786</b>	<b>\$0.37</b>	<b>6.6%</b>	<b>AVG</b>	<b>\$1.67</b>	<b>13.4%</b>

**ANALYSIS**

The concluded taxes are based on the current taxes of the subject adjusted to reflect next years tax burden. Please refer to the Assessments and Taxes section for additional details.

**PROPERTY INSURANCE**

YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/SF	%EGI	COMP	\$/SF	%EGI
				1	\$0.30	4.9%
				2	\$0.33	4.7%
				3	\$0.00	0.0%
				4	\$0.69	2.6%
				5	\$0.13	1.2%
				6	\$0.34	2.2%
<b>CONCLUSION</b>	<b>\$4,601</b>	<b>\$0.25</b>	<b>4.5%</b>	<b>AVG</b>	<b>\$0.30</b>	<b>2.6%</b>

**ANALYSIS**

This expense includes all premiums and costs incurred for insurance covering structures, public liability, rental value, equipment and bonding of employees. The conclusion is based on the expense comparable information.

**COMMON AREA MAINTENANCE**

YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/SF	%EGI	COMP	\$/SF	%EGI
				1	\$0.52	8.3%
				2	\$0.44	6.3%
				3	\$0.89	8.0%
				4	\$4.57	17.3%
				5	\$1.34	13.3%
				6	\$2.11	13.4%
<b>CONCLUSION</b>	<b>\$13,293</b>	<b>\$0.72</b>	<b>13.0%</b>	<b>AVG</b>	<b>\$1.64</b>	<b>11.1%</b>

**ANALYSIS**

This consists of all expenses related to the common area maintenance of the subject including the costs of payroll, employee benefits, service contracts, and maintenance materials and supplies purchased for the subject. The conclusion is based on the expense comparable information.

**MANAGEMENT FEES**

YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/SF	%EGI	COMP	\$/SF	%EGI
				1	\$0.32	5.1%
				2	\$0.26	3.7%
				3	\$0.43	3.8%
				4	\$1.08	4.1%
				5	\$0.00	0.0%
				6	\$0.75	4.8%
<b>CONCLUSION</b>	<b>\$4,090</b>	<b>\$0.22</b>	<b>4.0%</b>	<b>AVG</b>	<b>\$0.47</b>	<b>3.6%</b>

**ANALYSIS**

This expense reflects the professional management service for the subject. The conclusion is based on the expense comparable information.

TOTAL EXPENSES	LOW	HIGH
EXPENSE COMPARABLES \$/SF	\$1.82	\$8.58
EXPENSE COMPARABLES %EGI	23.7%	40.5%
TOTAL EXPENSES \$/SF	\$1.56	
TOTAL EXPENSES %EGI	28.1%	
<b>TOTAL EXPENSES</b>	<b>\$28,770</b>	

**CONCLUSION**

The projected expense level is supported by the comparable range on a %EGI basis, the primary indicator for this type of analysis. Overall, they are deemed reasonable for purposes of this analysis.

**DEVELOPMENT OF CAPITALIZATION RATE**

The going-in capitalization rate, also known as overall rate (OAR), can be determined using several sources and methods. In developing our opinion of OAR, the following techniques were used:

- › Comparable Sales
- › Investor Surveys
- › Band of Investment Technique

**Comparable Sales**

In the following table presents a summary of supplemental mixed-use comparable sales that reflect leased fee transfers not used in our Sales Comparison Approach and the capitalization rates from each of those sales:

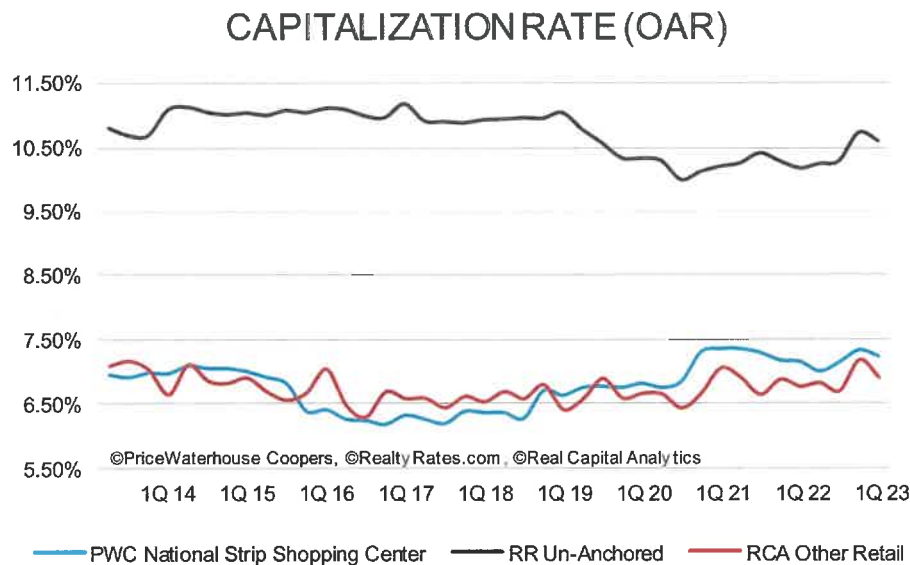
CAPITALIZATION RATE COMPARABLES (OAR)											
NAME	CITY	ST	SALE DATE	YR BLT	NRA	\$/SF	SALE PRICE	NOI	NOI/SF	CAP RATE	
SS1	1926 Waukegan Road	Glenview	IL	April 21, 2023	1980	13,600	\$55	\$750,000	\$78,300	\$5.76	10.44%
SS2	100-108 Railroad Avenue	Leland	IL	March 31, 2023	1905	11,726	\$30	\$355,000	\$42,440	\$3.62	11.95%
SS3	506 N. Seymour Avenue	Mundelein	IL	March 1, 2023	1970	8,445	\$72	\$607,000	\$71,415	\$8.46	11.77%
SS4	301-305 W. Main Street	Ottawa	IL	August 1, 2022	1885	12,600	\$65	\$825,000	\$82,561	\$6.55	10.01%
SS5	120 W. Main Street	West Dundee	IL	June 30, 2022	1900	5,100	\$67	\$340,000	\$39,619	\$7.77	11.65%
SS6	1000 S. State Street	Lockport	IL	March 4, 2022	1882	13,176	\$27	\$355,000	\$33,881	\$2.57	9.54%
SS7	3435 Ridge Road	Lansing	IL	November 18, 2021	1931	5,200	\$42	\$219,000	\$28,032	\$5.39	12.80%
SS8	18-20 W. Main Street	Plano	IL	June 10, 2021	1905	8,184	\$43	\$355,000	\$37,772	\$4.62	10.64%
SS9	3944 Main Street	McHenry	IL	May 3, 2021	1930	5,280	\$68	\$360,000	\$36,972	\$7.00	10.27%
SS10	715 E. State Street	Geneva	IL	February 2, 2021	1950	14,000	\$45	\$625,000	\$65,375	\$4.67	10.46%
<b>LOW</b>				February 2, 2021							<b>9.54%</b>
<b>HIGH</b>				April 21, 2023							<b>12.80%</b>
<b>AVERAGE</b>				April 9, 2022							<b>10.95%</b>
<b>MEDIAN</b>				May 2, 2022							<b>10.55%</b>
<b>SUBJECT</b>		DeKalb	IL			1890		18,484			<b>\$3.54</b>

The comparables above reflect a capitalization rate range of 9.54% to 12.80% with an average of 10.95% and median of 10.55%. In comparison to the subject’s projected NOI/SF indication of \$3.54/SF, Comparables SS2, SS6, SS8, and SS10 are considered to be most similar. Comparables SS5 and SS6 are most comparable with respect to utility/condition. The comparable sales range in date from February 2021 through April 2023. There has been limited recent investment activity in the market due to recent interest rate hikes and soft retail supply/demand conditions. Due to the preceding factors, cap rates have since increased and are projected to trend upward in the latter half of 2023 and into 2024. Overall, considering the subject’s location, quality, and utility, we would anticipate the subject’s capitalization rate to lie within the range of 10.00% to 12.00%.

**Investor Surveys**

The potential investor pool for the subject asset includes national, regional and local investors. While all of these groups place emphasis on local cap rates, regional and national investors would also strongly consider national cap rate trends from investor surveys due to the potential to invest in other regions that are offering competitive rates of return.

The following graph provides a historical illustration of capitalization rate statistics as surveyed by investors that we considered to be relevant to the subject property.



The following table provides the most recent survey results from investors and our independent market participant interview.

CAPITALIZATION RATE SURVEYS (OAR)						
SOURCE	QUARTER	RANGE	AVG	LAST Q	LAST YR	
<b>PriceWaterhouse Coopers</b>						
National Strip Shopping Center	1Q 23	5.00% to 10.00%	7.23%	7.33%	7.15%	
<b>RealtyRates.com</b>						
Un-Anchored	1Q 23	6.17% to 13.94%	10.60%	10.73%	10.17%	
<b>Real Capital Analytics</b>						
Other Retail Retail	1Q 23		6.89%	7.16%	6.75%	
<b>Market Participant Interview</b>						
Market Participants	3Q 23	8.50% to 12.50%	10.00%	-	-	
<b>AVERAGE</b>		<b>6.56% to 12.15%</b>	<b>8.68%</b>	<b>8.41%</b>	<b>8.02%</b>	

According to the interviewed market participants from the Market Participant Interview section of this report, capitalization rates for stabilized assets generally ranged from 8.00% to 11.50% last year, with the higher end of the range indicative of older buildings with short remaining lease terms; however, cap rates are currently being underwritten higher, depending on the liquidity of the asset, due to higher interest rates/borrowing costs and perceived risk in the market. Few brokers are willing to quote a cap rate range due to the lack of recent sales data and limited investment activity but have noted cap rates may have increased anywhere between 25 to 200 bps from the year prior, with further decompression over the next year. We also spoke with lenders that reported a general cap rate increase range of 75 to 125 bps from the year prior. Based on the preceding information, a cap rate range of 8.50% to 12.50% is estimated.

**Band of Investment Technique**

Because most properties are purchased with debt and equity capital, the overall capitalization rate must satisfy the market return requirements of both investment positions. Lenders must anticipate receiving a competitive interest rate commensurate with the perceived risk of the investment or they will not make funds available. Lenders also require that the principal amount of the loan be repaid through amortization payments. Similarly,

equity investors must anticipate receiving a competitive equity cash return commensurate with the perceived risk or they will invest their funds elsewhere.

To analyze the capitalization rate from a financial position, the Band of Investment Technique is used. Available financing information indicates the following terms:

BAND OF INVESTMENT ASSUMPTIONS	
Loan Amortization Period	20 Years
Interest Rate	6.50%
Loan-to-Value (LTV) Ratio	65%
Mortgage Constant	8.95%

Equity dividend rates vary depending upon motivations of buyers and financing terms. The previous terms and an appropriate equity dividend rate are used in the Band of Investments calculations, which are presented on the following chart.

BAND OF INVESTMENT CALCULATION					
Mortgage Component	65%	x	8.95%	=	5.815%
Equity Component	35%	x	15.00%	=	5.250%
Indicated Capitalization Rate					11.065%
<b>INDICATED CAPITALIZATION RATE</b>					<b>11.07%</b>

### Capitalization Rate Conclusion

Taking all factors into consideration, the following table summarizes the various capitalization rate indicators and provides the final capitalization rate conclusion.

CAPITALIZATION RATE CONCLUSION (OAR)						
SOURCE	QUARTER	RANGE		AVG	LAST Q	LAST YR
Supplemental Comparable Sales		9.54%	to	12.80%	10.95%	-
Investor Surveys	1Q 23	2.79%	to	5.99%	8.24%	8.02%
Market Participants	3Q 23	8.50%	to	12.50%	10.00%	-
Band of Investment Technique					11.07%	-
<b>AVERAGE</b>		6.95%	to	10.43%	10.06%	8.41%
<b>CAPITALIZATION CONCLUSION (FEE SIMPLE)</b>					<b>11.50%</b>	

In the final analysis, with primary emphasis on the comparable data and market participant interviews, we arrive at a market, fee simple capitalization rate of 11.50% for the subject property, considering its location, quality, condition, and utility, as well as the upward pressure on cap rates due to recent interest rate hikes.

**DIRECT CAPITALIZATION CONCLUSION**

This method analyzes the relationship of one year's stabilized net operating income to total property value. The stabilized net operating income is capitalized at a rate that implicitly considers expected growth in cash flow and growth in property value over a buyer's investment horizon. The implied value may be adjusted to account for non-stabilized conditions or required capital expenditures to reflect an as is value.

The pro-forma reflecting the subject's stabilized operations is presented in the following table.

<b>DIRECT CAPITALIZATION SUMMATION TABLE</b>					
<b>INCOME ITEMS</b>	<b>%PGI</b>	<b>%EGI</b>	<b>\$/SF(MO.)</b>	<b>\$/SF(YR.)</b>	<b>TOTAL</b>
Market Rent			\$0.52	\$6.29	\$116,196
<b>TOTAL RENTAL INCOME</b>			\$0.52	\$6.29	\$116,196
<b>POTENTIAL GROSS INCOME (PGI)</b>	<b>100.0%</b>	<b>113.6%</b>	<b>\$0.52</b>	<b>\$6.29</b>	<b>\$116,196</b>
<b>VACANCY &amp; CREDIT LOSS</b>					
General Vacancy	(10.0%)		(\$0.05)	(\$0.63)	(\$11,620)
Credit & Collection Loss	(2.0%)		(\$0.01)	(\$0.13)	(\$2,324)
<b>TOTAL VACANCY &amp; CREDIT LOSS</b>	<b>(12.0%)</b>		<b>(\$0.06)</b>	<b>(\$0.75)</b>	<b>(\$13,944)</b>
<b>EFFECTIVE GROSS INCOME (EGI)</b>	<b>88.0%</b>	<b>100.0%</b>	<b>\$0.46</b>	<b>\$5.53</b>	<b>\$102,252</b>
<b>EXPENSE ITEMS</b>					
Real Estate Taxes	(5.8%)	(6.6%)	(\$0.03)	(\$0.37)	(\$6,786)
Property Insurance	(4.0%)	(4.5%)	(\$0.02)	(\$0.25)	(\$4,601)
Common Area Maintenance	(11.4%)	(13.0%)	(\$0.06)	(\$0.72)	(\$13,293)
Management Fees	(3.5%)	(4.0%)	(\$0.02)	(\$0.22)	(\$4,090)
<b>TOTAL EXPENSES</b>	<b>(24.8%)</b>	<b>(28.1%)</b>	<b>(\$0.13)</b>	<b>(\$1.56)</b>	<b>(\$28,770)</b>
<b>NET OPERATING INCOME (NOI)</b>	<b>63.2%</b>	<b>71.9%</b>	<b>\$0.33</b>	<b>\$3.98</b>	<b>\$73,483</b>
Capitalization Rate					11.50%
Capitalized Value					\$638,980
<b>INDICATED VALUE</b>				<b>\$35/SF</b>	<b>\$640,000</b>
<b>Lease- Up Costs</b>				<b>From Lease-Up Analysis</b>	
Rent Loss	(125.0%)	(142.0%)	(\$0.65)	(\$7.86)	(\$145,245)
Expense Carry	(30.9%)	(35.2%)	(\$0.16)	(\$1.95)	(\$35,962)
Tenant Improvements	(61.0%)	(69.3%)	(\$0.32)	(\$3.83)	(\$70,868)
Leasing Commissions	(9.9%)	(11.2%)	(\$0.05)	(\$0.62)	(\$11,456)
<b>Total Lease-Up Costs</b>	<b>(226.8%)</b>	<b>(257.7%)</b>	<b>(\$1.19)</b>	<b>(\$14.26)</b>	<b>(\$263,531)</b>
<b>Present Value @ 3.00% Discount Rate</b>	<b>(210.4%)</b>	<b>(239.1%)</b>	<b>(\$1.10)</b>	<b>(\$13.23)</b>	<b>(\$244,512)</b>
Entrepreneurial Profit	(10.5%)	(12.0%)	(\$0.06)	(\$0.66)	(\$12,226)
<b>TOTAL LEASE-UP COSTS</b>	<b>(221.0%)</b>	<b>(251.1%)</b>	<b>(\$1.16)</b>	<b>(\$13.89)</b>	<b>(\$256,738)</b>
<b>AS-IS MARKET VALUE</b>				<b>\$21/SF</b>	<b>\$380,000</b>

Rounded to nearest \$10,000

**ADJUSTMENTS TO VALUE**

To reflect conditions in effect at the subject property as the date of value, adjustments to the capitalized value were necessary for lease up costs. The following discussion summarizes our support of the value adjustments.

**Lease-Up Analysis**

The subject property has a multi-tenant design that is currently partially owner-occupied by D-N-J Properties Inc. The subject owner currently uses a portion of the ground floor as an office and machine/wood shop and a majority of the second floor as storage/personal use. In accordance with the definition of market value, the owner-occupied space was modeled at the projected market rent and terms.

The remainder of the property is comprised of rentable retail storefronts and additional storage space. As of the effective date of value, only one retail space is leased to a third-party tenant at a current rent of \$8.73/SF gross with a reported expiration date of June 30, 2027. An analysis of this lease is not warranted as a market investor would not purchase the subject property for the short-term income stream (less than 5 years remaining) associated with one existing lease. Further, the in-place storage agreements are rented on a month-to-month or annual basis by residential tenants from other buildings owned by D-N-J Properties. As a result, the subject property would most likely be viewed as a value-add opportunity as though vacant.

As such, lease-up costs associated with the subject achieving stabilization are warranted in arriving to the As-Is Market Value. Based on our research of prevailing supply/demand conditions and the subject's competitive position in the marketplace, we have projected a period of 30 months for the vacant space to be absorbed. This will require an average absorption rate of 616 SF per month.

In light of the subject's current partial owner-user design, however, the estimated rent loss and expense carry costs were reduced by 50%. The tenant improvement and leasing commission costs were also only applied to the retail/office portion of the subject property as these lease-up costs are atypical for storage agreements.

The lease-up cost analysis calculates rent loss, tenant improvements, leasing commissions and free rent based on our discussions with local leasing brokers previously supported in the Market Participant Interviews section. The lease-up costs were discounted at 3.00%.

The lease-up costs reflect the actual costs associated with leasing up the vacant space. When warranted an additional provision for entrepreneurial profit is used to mirror investor behavior related to risks of investing in a property with vacancy. The subtotaled lease-up costs were adjusted 5.0% to account for entrepreneurial profit incentive.

<b>LEASE-UP COSTS</b>	
<b>ASSUMPTIONS</b>	<b>VALUE</b>
Lease-Up Period Months	30
Vacant Space SF	18,484 SF
Market Rent \$/SF	\$6.29/SF
Leasing Commissions %	6%
Tenant Improvements \$/SF	\$7/SF
Lease Term Years	3 Years
Free Rent Months	0 Mos. Free
Average SF Leased Per Month	616
Rent Loss	\$145,245
Expense Carry	\$35,962
Tenant Improvements	\$70,868
Leasing Commissions	\$11,456
Free Rent	\$0
Sub Total Lease-Up Costs	\$263,531
Present Value @ 3.00% Discount Rate	\$244,512
Entrepreneurial Profit @ 5.0%	\$12,226
<b>TOTAL LEASE-UP COSTS</b>	<b>\$260,000</b>

Rounded to nearest \$10,000

**INCOME APPROACH CONCLUSION**

The following table summarizes the opinion for market value that was developed by the direct capitalization method of the income approach.

<b>VALUATION INDICES</b>	<b>AS-IS MARKET VALUE</b>
<b>INTEREST APPRAISED</b>	<b>FEE SIMPLE</b>
<b>DATE OF VALUE</b>	<b>JULY 26, 2023</b>
<b>INCOME CAPITALIZATION APPROACH</b>	
<b>Direct Capitalization</b>	<b>\$380,000</b>
Direct Capitalization \$/SF	\$21/SF
NOI Proforma	\$73,483
NOI \$/SF	\$3.98/SF
Capitalization Rate	11.50%
<b>INCOME CONCLUSION</b>	<b>\$380,000</b>
Income Conclusion \$/SF	\$21/SF



## INTRODUCTION

The Sales Comparison Approach is based on the principle of substitution, which asserts that a buyer would not pay more for a property than the value of similar properties in the market. This approach analyzes comparable sales by applying transactional and property adjustments to bracket the subject property within an appropriate unit value comparison.

## UNIT OF COMPARISON

The most relevant unit of comparison is the price per square foot of NRA. This indicator best reflects the analysis used by buyers and sellers in this market for improved properties with similar design and utility.

## COMPARABLE SELECTION

We completed a thorough search for similar improved sales in terms of property type, location, physical characteristics, and date of sale. In selecting comparables, emphasis was placed on confirming recent improved sales of properties that match the highest and best use, and buyer/seller profile of the subject property.

*The selected comparables reported similar utility to the subject property. Our discussions with multiple local brokers in the DeKalb market (RVG Commercial Realty and Adolph Miller Real Estate) reported that the subject property would trade at a lower unit price than recent mixed-use residential sales in the downtown districts of DeKalb and Sycamore. The subject's large storage component and fair condition limit its potential buyer pool as a market investor would not pay the same amount for a property without a residential component/requiring significant rehab costs as a fully built-out property generating higher commercial and/or apartment revenue. Pricing for the subject property would most likely fall closer in line with mixed-use office/retail/warehouse uses in the downtown area.*

Overall, the sales selected represent the best comparables available for this analysis.

## ADJUSTMENT PROCESS

Quantitative adjustments are made to the comparable sales. The following adjustments or general market trends were considered for the basis of valuation.

### Transactional Adjustments

Dollar adjustments to the comparable sales were considered and made when warranted for transactional adjustments in the sequence shown below:

Property Rights Transferred	The valuation of the subject site was completed on a fee simple basis. If warranted, leased fee, leasehold and/or partial interest sales were adjusted accordingly.
Financing Terms	The subject property was valued on a cash equivalent basis. Adjustments were made to the comparables involving financing terms atypical of the marketplace.
Conditions of Sale	This adjustment accounts for extraordinary motivation on the part of the buyer or seller often associated with distressed sales.
Expenditures After Purchase	Adjustments were applied if physical conditions warranted expenditures on the part of the buyer to bring the comparable up to functional standards. Most often this adjustment accounts for costs associated with deferred maintenance.
Market Conditions	Market conditions adjustments were based on a review of historical sale data, market participant interviews and review of current versus historical pricing. Based on our research, the following table summarizes the market conditions adjustment applied in this analysis.

**MARKET CONDITIONS ADJUSTMENT**

Per Year As Of	July 2023	(As-Is)	0%
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The market has exhibited value stability during the time from the oldest sale date up through the effective valuation date; therefore, a market conditions adjustment is not warranted.

**Property Adjustments**

Quantitative percentage adjustments are also made for location and physical characteristics such as size, age, site and parking ratios, access, exposure, quality and condition, as well as other applicable elements of comparison. Where possible the adjustments applied are based on paired data or other statistical analysis. It should be stressed that the adjustments are subjective in nature and are meant to illustrate our logic in deriving a value opinion for the subject property.

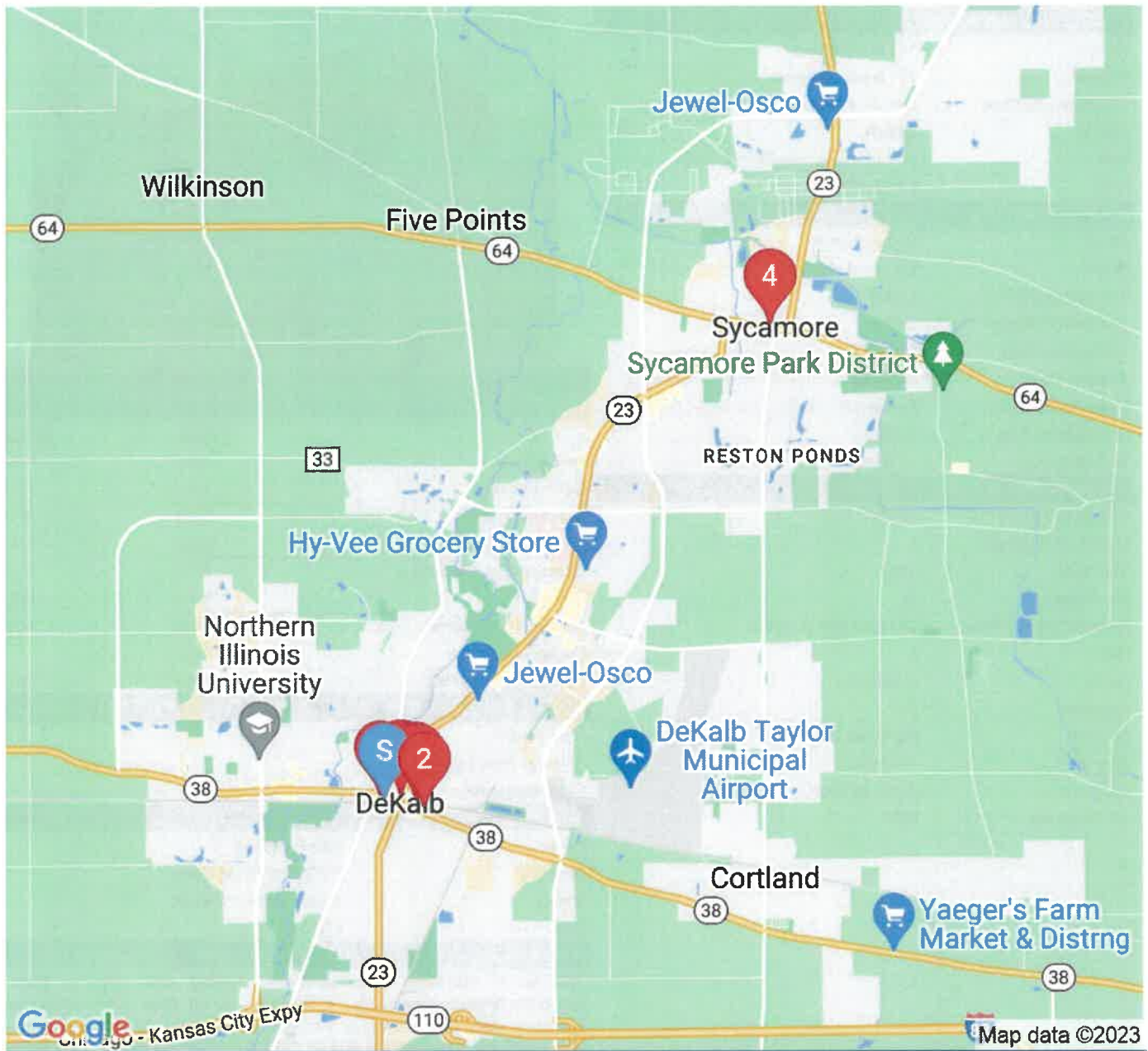
**PRESENTATION**

The following Sales Summation Table, Location Map and datasheets summarize the improved sales data. Following these items, the comparable sales are adjusted for applicable elements of comparison and the opinion of value by the Sales Comparison Approach is concluded.

**IMPROVED SALES SUMMATION TABLE**

COMPARABLE	SUBJECT	COMPARABLE 1	COMPARABLE 2	COMPARABLE 3	COMPARABLE 4	COMPARABLE 5	COMPARABLE 6
<b>Name</b>	128-140 S. 2nd Street	151 N. 4th Street	117 N. 7th Street	150-156 E. Lincoln Highway	341 W. State Street	521 E. Locust Street	201 N. 6th Street
<b>Address</b>	128-140 S. 2nd Street	151 North 4th Street	117 North 7th Street	150-156 E. Lincoln Highway	341 West State Street	521 East Locust Street	201 N 6th St
<b>City</b>	DeKalb	DeKalb	DeKalb	DeKalb	Sycamore	DeKalb	DeKalb
<b>State</b>	IL	IL	IL	IL	IL	IL	IL
<b>Zip</b>	60115	60115	60115	60115	60178	60115	60115
<b>County</b>	DeKalb	DeKalb	DeKalb	DeKalb	DeKalb	DeKalb	DeKalb
PHYSICAL INFORMATION							
<b>NRA (SF)</b>	18,484	13,380	7,378	8,800	5,800	9,440	16,000
<b>Land Area (AC)</b>	0.25	0.18	0.15	0.10	0.12	0.31	0.32
<b>L:B Ratio</b>	0.6	0.6	0.9	0.5	0.9	1.4	0.9
<b>Location</b>	Average	Average	Average	Average	Average	Average	Average
<b>Quality</b>	Average	Average	Average	Average	Average/Good	Average	Fair
<b>Condition</b>	Fair	Fair	Fair	Fair/Average	Fair/Average	Average	Fair
<b>Exposure</b>	Average	Average/Good	Average	Average/Good	Average/Good	Average	Average
<b>Access</b>	Average	Average	Average	Average	Average	Average	Average
<b>Parking Ratio</b>	0.0	1.3	-	-	0.7	-	-
<b>Year Built</b>	1890	1961	1957	1975	1910	1905	1890
<b>Stories</b>	2	2	-	2	2	2	2
SALE INFORMATION							
<b>Date</b>	Listing	6/15/2022	2/11/2022	7/9/2021	6/28/2021	4/2/2021	
<b>Status</b>	Listing	Recorded	Recorded	Recorded	Recorded	Recorded	
<b>Marketing Period</b>	15 Mos.	8 Mos.	2 Mos.	3 Mos.	-	17 Mos.	
<b>Rights Transferred</b>	Fee Simple	Fee Simple	Leased Fee	Fee Simple	Fee Simple	Fee Simple	
<b>Transaction Price</b>	\$260,000	\$144,500	\$225,000	\$210,000	\$300,000	\$167,000	
<b>Analysis Price</b>	\$260,000	\$144,500	\$225,000	\$210,000	\$300,000	\$167,000	
<b>\$/SF NRA</b>	<b>\$19</b>	<b>\$20</b>	<b>\$26</b>	<b>\$36</b>	<b>\$32</b>	<b>\$10</b>	

SALES LOCATION MAP



COMPARABLE KEY

COMP	DISTANCE	ADDRESS	SALE DATE	\$/SF
SUBJECT	-	128-140 S. 2nd Street, DeKalb, IL	-	-
No. 1	0.1 Miles	151 North 4th Street, DeKalb, IL	Listing	\$19
No. 2	0.4 Miles	117 North 7th Street, DeKalb, IL	6/15/2022	\$20
No. 3	0.0 Miles	150-156 E. Lincoln Highway, DeKalb, IL	2/11/2022	\$26
No. 4	5.3 Miles	341 West State Street, Sycamore, IL	7/9/2021	\$36
No. 5	0.3 Miles	521 East Locust Street, DeKalb, IL	6/28/2021	\$32
No. 6	0.3 Miles	201 N 6th St, DeKalb, IL	4/2/2021	\$10

## COMPARABLE 1

### LOCATION INFORMATION

Name	151 N. 4th Street
Address	151 North 4th Street
City, State, Zip Code	DeKalb, IL, 60115
County	DeKalb
MSA	Chicago-Naperville-Egin, IL-IN-WI
APN	08-23-160-031

### SALE INFORMATION

Buyer	Current Listing
Seller	Owner of Record
Transaction Date	Listing
Transaction Status	Listing
Transaction Price	\$260,000
Analysis Price	\$260,000
Rights Transferred	Fee Simple
Conditions of Sale	Listing
Marketing Time	15 Months

### PHYSICAL INFORMATION

Leasable Area (NRA)	13,380
Number of Buildings	1
Year Built	1961
No. of Floors	2
Parking Spaces / Ratio	18 (1.3/1,000 SF NRA)
Class	C
Quality	Average
Condition	Fair
Site Size	0.2 Acres (7,875 SF)
Access	Average
Exposure	Average/Good
Site Coverage	85%



151 N. 4TH STREET

### OPERATING INCOME

	<u>TOTAL</u>	<u>PER SF</u>
Rent Income	N/Av	N/Av
Other Income	N/Av	N/Av
Gross Income	N/Av	N/Av
Vacancy & Credit Loss @ N/Av	N/Av	N/Av
Effective Gross Income	N/Av	N/Av
Expenses	N/Av	N/Av
Net Operating Income	N/Av	N/Av
Occupancy at Sale	0.0%	
Expense % of GI / EGI	N/Av	N/Av

### ANALYSIS INFORMATION

Price per SF	\$19
Adjusted Price per SF	
Capitalization Rate	

### CONFIRMATION

Name	Sam Patterson
Company	RVG Commercial Realty
Source	Seller's Broker; Owner
Date	07/28/2023

### REMARKS

This is a mixed-use office/apartment building that was a former armory/factory/auto dealership. It features ground floor office units and apartment space on the 2nd floor with parking in the lower level. The NRA does not include the 6,690 SF lower level. The apartments were reported by the listing broker to be vacant and in need of full rehab (mostly demolished with plumbing, framing, and 50% of drywall in place). In 2021, the estimated cost of exterior repairs was reported at around \$155,000. This property previously sold in 2021 for \$212,500.

**COMPARABLE 2**

**LOCATION INFORMATION**

Name	117 N. 7th Street
Address	117 North 7th Street
City, State, Zip Code	DeKalb, IL, 60115
County	DeKalb
MSA	Chicago-Naperville-Elgin, IL-IN-WI
APN	08-23-327-004

**SALE INFORMATION**

Buyer	Thomas & Cindy Garland
Seller	ROBERT J COOK REVOCABLE DECLARATI
Transaction Date	06/15/2022
Transaction Status	Recorded
Transaction Price	\$144,500
Analysis Price	\$144,500
Recording Number	2022005830
Rights Transferred	Fee Simple
Conditions of Sale	Arms-Length
Marketing Time	8 Months

**PHYSICAL INFORMATION**

Leasable Area (NRA)	7,378
Number of Buildings	1
Year Built	1957
% of Office Build-out	0%
Clear Height	30 Feet
Class	C
Grade Doors	2
Dock Doors	0
Quality	Average
Condition	Fair
Building Structure	Brick
Site Size	0.2 Acres (6,600 SF)
Access	Average
Exposure	Average
Site Coverage	0%



**117 N. 7TH STREET**

**OPERATING INCOME**

	<u>TOTAL</u>	<u>PER SF</u>
Rent Income	N/Av	N/Av
Other Income	N/Av	N/Av
Gross Income	N/Av	N/Av
Vacancy & Credit Loss @ N/Av	N/Av	N/Av
Effective Gross Income	N/Av	N/Av
Expenses	N/Av	N/Av
Net Operating Income	N/Av	N/Av
Occupancy at Sale	N/Av	
Expense % of GI / EGI	N/Av	N/Av

**ANALYSIS INFORMATION**

Price per SF	\$20
Adjusted Price per SF	
Capitalization Rate	

**CONFIRMATION**

Name	Paul Miller
Company	Adolph Miller Real Estate
Source	Seller's Broker
Date	07/28/2023

**REMARKS**

This is a former produce warehouse that is currently used as a flex/office property. There is commercial office space on the ground floor, as well as a contractor shop. The remainder is used for storage/warehouse. It also features a full basement (not included in NRA).

## COMPARABLE 3

### LOCATION INFORMATION

Name 150-156 E. Lincoln Highway  
 Address 150-156 E. Lincoln Highway  
 City, State, Zip Code DeKalb, IL, 60115  
 County DeKalb  
 MSA Champaign-Urbana, IL  
 APN 08-23-162-003, 08-23-162-004

### SALE INFORMATION

Buyer East Lincoln Highway Properties, LLC  
 Seller VALOS, WILLIAM JR  
 Transaction Date 02/11/2022  
 Transaction Status Recorded  
 Transaction Price \$225,000  
 Analysis Price \$225,000  
 Recording Number 2022001787  
 Rights Transferred Leased Fee  
 Conditions of Sale Arms-Length  
 Marketing Time 2 Months

### PHYSICAL INFORMATION

Leasable Area (NRA) 8,800  
 Number of Buildings 1  
 Year Built 1975  
 No. of Floors 2  
 Quality Average  
 Condition Fair/Average  
 Site Size 0.1 Acres (4,400 SF)  
 Access Average  
 Exposure Average/Good  
 Site Coverage 100%



### 150-156 E. LINCOLN HIGHWAY

### OPERATING INCOME

	TOTAL	PER SF
Rent Income	N/Av	N/Av
Other Income	N/Av	N/Av
Gross Income	N/Av	N/Av
Vacancy & Credit Loss @ N/Av	N/Av	N/Av
Effective Gross Income	N/Av	N/Av
Expenses	N/Av	N/Av
Net Operating Income	N/Av	N/Av
Occupancy at Sale	100.0%	
Expense % of GI / EGI	N/Av	N/Av

### ANALYSIS INFORMATION

Price per SF	\$26
Adjusted Price per SF	
Capitalization Rate	

### CONFIRMATION

Name Paul Miller  
 Company Adolph Miller Real Estate  
 Source Seller's Broker  
 Date 07/28/2023

### REMARKS

This is a mixed-use property in Downtown DeKalb with ground floor retail and upper level apartments and storage. It underwent significant structural repairs in 2018. Approximately 2,000 SF of the property is storage area. The property was reportedly fully occupied at the time of sale. A bar and beauty salon leased the ground floor.

## COMPARABLE 4

### LOCATION INFORMATION

Name	341 W. State Street
Address	341 West State Street
City, State, Zip Code	Sycamore, IL, 60178
County	DeKalb
MSA	Chicago-Naperville-Elgin, IL-IN-WI
APN	06-32-255-067

### SALE INFORMATION

Buyer	DL GOODELL INC
Seller	Richard & Roseann Para
Transaction Date	07/9/2021
Transaction Status	Recorded
Transaction Price	\$210,000
Analysis Price	\$210,000
Recording Number	2021009283
Rights Transferred	Fee Simple
Conditions of Sale	Arms-Length
Marketing Time	3 Months

### PHYSICAL INFORMATION

Leasable Area (NRA)	5,800
Number of Buildings	1
Year Built	1910
No. of Floors	2
Parking Spaces / Ratio	4 (0.7/1,000 SF NRA)
Quality	Average/Good
Condition	Fair/Average
Site Size	0.1 Acres (5,400 SF)
Access	Average
Exposure	Average/Good
Site Coverage	67%



341 W. STATE STREET

### OPERATING INCOME

	<u>TOTAL</u>	<u>PER SF</u>
Rent Income	NAv	NAv
Other Income	NAv	NAv
Gross Income	NAv	NAv
Vacancy & Credit Loss @ NAv	NAv	NAv
Effective Gross Income	NAv	NAv
Expenses	NAv	NAv
Net Operating Income	NAv	NAv
Occupancy at Sale	0.0%	
Expense % of GI / EGI	NAv	NAv

### ANALYSIS INFORMATION

Price per SF	\$36
Adjusted Price per SF	
Capitalization Rate	

### CONFIRMATION

Name	Denise Weinmann
Company	RVG Commercial Realty
Source	Seller's Broker
Date	07/28/2023

### REMARKS

This is a mixed-use property that has ground floor retail/commercial space and storage space on the 2nd floor. There is a one-story section at the rear of the property, and it also features a full unfinished lower level (not included in NRA). The property was vacant at sale. The upper level was reported to be in need of a full rehab.

## COMPARABLE 5

### LOCATION INFORMATION

Name	521 E. Locust Street
Address	521 East Locust Street
City, State, Zip Code	DeKalb, IL, 60115
County	DeKalb
MSA	Chicago-Naperville-Elgin, IL-IN-WI
APN	08-23-184-016

### SALE INFORMATION

Buyer	Andrew Sivwright & Lori Vandersten
Seller	White Trust
Transaction Date	06/28/2021
Transaction Status	Recorded
Transaction Price	\$300,000
Analysis Price	\$300,000
Recording Number	2021008612
Rights Transferred	Fee Simple
Conditions of Sale	Arms-Length

### PHYSICAL INFORMATION

Leasable Area (NRA)	9,440
Number of Buildings	1
Year Built	1905
No. of Floors	2
% of Office Build-out	70%
Clear Height	14 Feet
Grade Doors	2
Dock Doors	0
Quality	Average
Condition	Average
Building Structure	Masonry
Site Size	0.3 Acres (13,460 SF)
Access	Average
Exposure	Average
Site Coverage	47%



521 E. LOCUST STREET

### OPERATING INCOME

	TOTAL	PER SF
Rent Income	NAv	NAv
Other Income	NAv	NAv
Gross Income	NAv	NAv
Vacancy & Credit Loss @ NAv	NAv	NAv
Effective Gross Income	NAv	NAv
Expenses	NAv	NAv
Net Operating Income	NAv	NAv
Occupancy at Sale	0.0%	
Expense % of GI / EGI	NAv	NAv

### ANALYSIS INFORMATION

Price per SF	\$32
Adjusted Price per SF	
Capitalization Rate	

### CONFIRMATION

Name	Denise Weinmann
Company	RVG Commercial Realty
Source	Seller's Broker
Date	07/28/2023

### REMARKS

This is a live/work property with warehouse/office/storage space on the first floor and an office/apartment on the 2nd floor.



**COMPARABLE 6**

**LOCATION INFORMATION**

Name	201 N. 6th Street
Address	201 N 6th St
City, State, Zip Code	DeKalb, IL, 60115
County	DeKalb
MSA	Chicago-Naperville-Elgin, IL-IN-WI
APN	08-23-184-019

**SALE INFORMATION**

Buyer	Taysler Aldaas & Martha Perez
Seller	Resource Bank Trust 36010000804
Transaction Date	04/2/2021
Transaction Status	Recorded
Transaction Price	\$167,000
Analysis Price	\$167,000
Recording Number	2021005787
Rights Transferred	Fee Simple
Conditions of Sale	Arms-Length
Marketing Time	17 Months

**PHYSICAL INFORMATION**

Leasable Area (NRA)	16,000
Number of Buildings	1
Year Built	1890
No. of Floors	2
Class	C
Quality	Fair
Condition	Fair
Site Size	0.3 Acres (14,102 SF)
Access	Average
Exposure	Average
Site Coverage	82%



**201 N. 6TH STREET**

**OPERATING INCOME**

	<u>TOTAL</u>	<u>PER SF</u>
Rent Income	N/Av	N/Av
Other Income	N/Av	N/Av
Gross Income	N/Av	N/Av
Vacancy & Credit Loss @ N/Av	N/Av	N/Av
Effective Gross Income	N/Av	N/Av
Expenses	N/Av	N/Av
Net Operating Income	N/Av	N/Av
Occupancy at Sale	0.0%	
Expense % of GI / EGI	N/Av	N/Av

**ANALYSIS INFORMATION**

Price per SF	\$10
Adjusted Price per SF	
Capitalization Rate	

**CONFIRMATION**

Name	Sam Patterson
Company	RVG Commercial Realty
Source	Seller's Broker
Date	07/28/2023

**REMARKS**

This is a mixed-use office/retail/warehouse property in Downtown DeKalb. The corner ground floor space was previously used as a bakery. It has 23,200 SF of GBA and 16,000 SF of NRA. It features two drive-in doors and a loading dock door. The property was reportedly mostly vacant with short-term tenants at the time of sale.

**IMPROVED SALES ADJUSTMENT TABLE**

COMPARABLE	SUBJECT	COMPARABLE 1	COMPARABLE 2	COMPARABLE 3	COMPARABLE 4	COMPARABLE 5	COMPARABLE 6
<b>Name</b>	128-140 S. 2nd Street	151 N. 4th Street	117 N. 7th Street	150-156 E Lincoln Highway	341 W. State Street	521 E. Locust Street	201 N. 6th Street
<b>Address</b>	128-140 S. 2nd Street	151 North 4th Street	117 North 7th Street	150-156 E Lincoln Highway	341 West State Street	521 East Locust Street	201 N 6th St
<b>City, State</b>	DeKalb, IL	DeKalb, IL	DeKalb, IL	DeKalb, IL	Sycamore, IL	DeKalb, IL	DeKalb, IL
<b>Zip</b>	60115	60115	60115	60115	60178	60115	60115
<b>NRA (SF)</b>	18,484	13,380	7,378	8,800	5,800	9,440	16,000
<b>Land Area (AC)</b>	0.25	0.18	0.15	0.10	0.12	0.31	0.32

**SALE INFORMATION**

<b>Date</b>	Listing	6/15/2022	2/11/2022	7/9/2021	6/28/2021	4/2/2021
<b>Status</b>	Listing	Recorded	Recorded	Recorded	Recorded	Recorded
<b>Rights Transferred</b>	Fee Simple	Fee Simple	Leased Fee	Fee Simple	Fee Simple	Fee Simple
<b>Analysis Price</b>	\$260,000	\$144,500	\$225,000	\$210,000	\$300,000	\$167,000
<b>\$/SF NRA</b>	\$19	\$20	\$26	\$36	\$32	\$10

**TRANSACTIONAL ADJUSTMENTS**

<b>Property Rights</b>	Similar	Similar	Superior	Similar	Similar	Similar
<b>Financing</b>	Similar	Similar	Similar	Similar	Similar	Similar
<b>Conditions of Sale</b>	Superior	Similar	Similar	Similar	Similar	Similar
<b>Expenditures After the Sale</b>	Similar	Similar	Similar	Similar	Similar	Similar
<b>Market Conditions<sup>1</sup></b>	Similar	Similar	Similar	Similar	Similar	Similar

**PROPERTY ADJUSTMENTS**

<b>Location</b>	Average	Average	Average	Average	Average	Average	Average
<i>Adjustment</i>		Similar	Similar	Similar	Similar	Similar	Similar
<b>Size</b>	18,484	13,380	7,378	8,800	5,800	9,440	16,000
<i>Adjustment</i>		Similar	Smaller	Smaller	Smaller	Smaller	Similar
<b>Quality</b>	Average	Average	Average	Average	Average/Good	Average	Fair
<i>Adjustment</i>		Similar	Similar	Similar	Sl. Superior	Similar	Inferior
<b>Condition</b>	Fair	Fair	Fair	Fair/Average	Fair/Average	Average	Fair
<i>Adjustment</i>		Similar	Similar	Sl. Superior	Sl. Superior	Superior	Similar
<b>Exposure</b>	Average	Average/Good	Average	Average/Good	Average/Good	Average	Average
<i>Adjustment</i>		Sl. Superior	Similar	Sl. Superior	Sl. Superior	Similar	Similar
<b>Access</b>	Average	Average	Average	Average	Average	Average	Average
<i>Adjustment</i>		Similar	Similar	Similar	Similar	Similar	Similar
<b>Age</b>	1890	1961	1957	1975	1910	1905	1890
<i>Adjustment</i>		New er	New er	New er	Similar	Similar	Similar
<b>Utility</b>							
<i>Adjustment</i>		Similar	Sl. Inferior	Sl. Superior	Sl. Superior	Sl. Superior	Inferior

<b>TOTAL ADJUSTED PRICE</b>	Similar	Similar	Sl. Superior	Superior	Sl. Superior	Inferior
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STATISTICS	UNADJUSTED
<b>LOW</b>	\$10
<b>HIGH</b>	\$36
<b>MEDIAN</b>	\$23
<b>AVERAGE</b>	\$24

<sup>1</sup> Market Conditions Adjustment: 0%  
Date of Value (for adjustment calculations): 7/26/23

## SALES COMPARABLE ANALYSIS

Comparable 1 is an active listing, for which finalized sales rarely achieve listing levels due to negotiations between parties. This comparable is reported to have similar utility as the subject property given that it has shell space on the second floor that was in the process of renovation for apartment use. It is also noted as a newer property with superior exposure level (Lincoln Highway frontage). Given the preceding factors, this comparable is deemed to be similar to the subject property.

Comparable 2 is a smaller property; smaller properties tend to transfer at higher unit prices due to economies of scale. Similar to the subject property, this comparable features ground floor office space, a contractor shop, and storage/warehouse space. This is a newer property with slightly inferior overall utility (lack of retail storefront space). Overall, this comparable is deemed to be similar to the subject property.

Comparable 3 is a leased fee sale, which generally trade at higher prices due to the associated income streams. It is a smaller and newer building in superior condition with frontage along a major arterial. It has superior utility given that the second floor is built-out and in use as apartments, whereas the subject's second floor is used for storage with minimal build-out; however, it was reported that the comparable also has a significant storage component (23% of NRA). Overall, this comparable is deemed to be slightly superior to the subject.

Comparable 4 is a smaller property that is considered to be superior with respect to its overall quality, condition, and exposure level (major arterial frontage). The listing broker reported that the second floor was in need of full rehab due to dated finishes. Due to the level of physical differences, this comparable is deemed to be superior to the subject.

Comparable 5 is a smaller property that is in superior condition. This comparable is comprised of warehouse/office/storage space on the ground floor and an office/apartment space on the second floor. It has a slightly higher utility rating due to the overall level of build-out. Overall, this comparable is deemed to be slightly superior to the subject.

Comparable 6 is a mixed-use office/retail/warehouse property that is of inferior overall quality. It has an inferior utility rating due to its light industrial component. Given the preceding factors, this comparable is deemed to be inferior to the subject.

**SALES COMPARISON APPROACH CONCLUSION**

Based on the results of the preceding analysis, Comparable 1, Comparable 2, and Comparable 3 are given primary consideration for the subject's opinion of value.

The following table summarizes the analysis of the comparables, reports the reconciled price per NRA value conclusion, and presents the concluded value of the subject property.

<b>SALES COMPARISON APPROACH CONCLUSION (NRA)</b>						
<b>COMP</b>	<b>ANALYSIS</b>					<b>OVERALL COMPARISON</b>
	<b>PRICE</b>					
1	\$19					PRIMARY
2	\$20					PRIMARY
3	\$26					PRIMARY
4	\$36					SECONDARY
5	\$32					SECONDARY
6	\$10					SECONDARY
		<b>SUBJECT SF</b>	<b>\$/SF CONCLUSION</b>			<b>VALUE</b>
<b>AS-IS MARKET VALUE</b>		<b>18,484</b>	<b>x</b>	<b>\$20/SF</b>	<b>=</b>	<b>\$370,000</b>

<sup>1</sup>Cumulative

Rounded to nearest \$10,000

<b>SALES RANKINGS</b>		
<b>COMP</b>	<b>\$/SF</b>	<b>COMPARISON</b>
6	\$10	Inferior
1	\$19	Similar
2	\$20	Similar
3	\$26	Sl. Superior
5	\$32	Sl. Superior
4	\$36	Superior

**INTRODUCTION**

As previously discussed within the Valuation Methods section, the subject is valued as one marketable economic site in this appraisal. Land value is influenced by a number of factors; most prominent of which is development and use potential. These factors, as well as others, are considered in the following analysis.

**UNIT OF COMPARISON**

The most relevant unit of comparison is the price per square foot. This indicator best reflects the analysis used by buyers and sellers in this market for land with similar utility and zoning in this marketplace.

**COMPARABLE SELECTION**

A thorough search was made for similar land sales in terms of proximity to the subject, size, location, development potential, and date of sale. In selecting comparables, emphasis was placed on confirming recent sales of commercial sites that are similar to the subject property in terms of location and physical characteristics. Overall, the sales selected represent the best comparables available for this analysis.

**ADJUSTMENT PROCESS**

Quantitative adjustments are made to the comparable sales. The following adjustments or general market trends were considered for the basis of valuation.

**Transactional Adjustments**

Dollar adjustments to the comparable sales were considered and made when warranted for transactional adjustments in the sequence shown below:

Property Rights Transferred	The valuation of the subject site was completed on a fee simple basis. If warranted, leased fee, leasehold and/or partial interest land sales were adjusted accordingly.
Financing Terms	The subject site was valued on a cash equivalent basis. Adjustments were made to the comparables involving financing terms atypical of the marketplace.
Conditions of Sale	This adjustment accounts for extraordinary motivation on the part of the buyer or seller often associated with distressed sales and/or assemblages.
Expenditures After Purchase	Adjustments were applied if site conditions warranted expenditures on the part of the buyer to create a buildable site. Examples include costs for razing pre-existing structures, general site clearing and/or mitigation of environmental issues.
Market Conditions	Market conditions adjustments were based on a review of historical sale data, market participant interviews and review of current versus historical pricing. Based on our research, the following table summarizes the market conditions adjustment applied in this analysis.

MARKET CONDITIONS ADJUSTMENT			
Per Year As Of	July 2023	(As-Is)	1%

The analysis applies an upward market conditions adjustment of 1% annually reflecting the conditions between the oldest comparable sale date up through the effective valuation date.

**Property Adjustments**

Quantitative percentage adjustments are also made for location and physical characteristics such as size, shape, access, exposure, topography, zoning and overall utility. Where possible the adjustments applied are based on

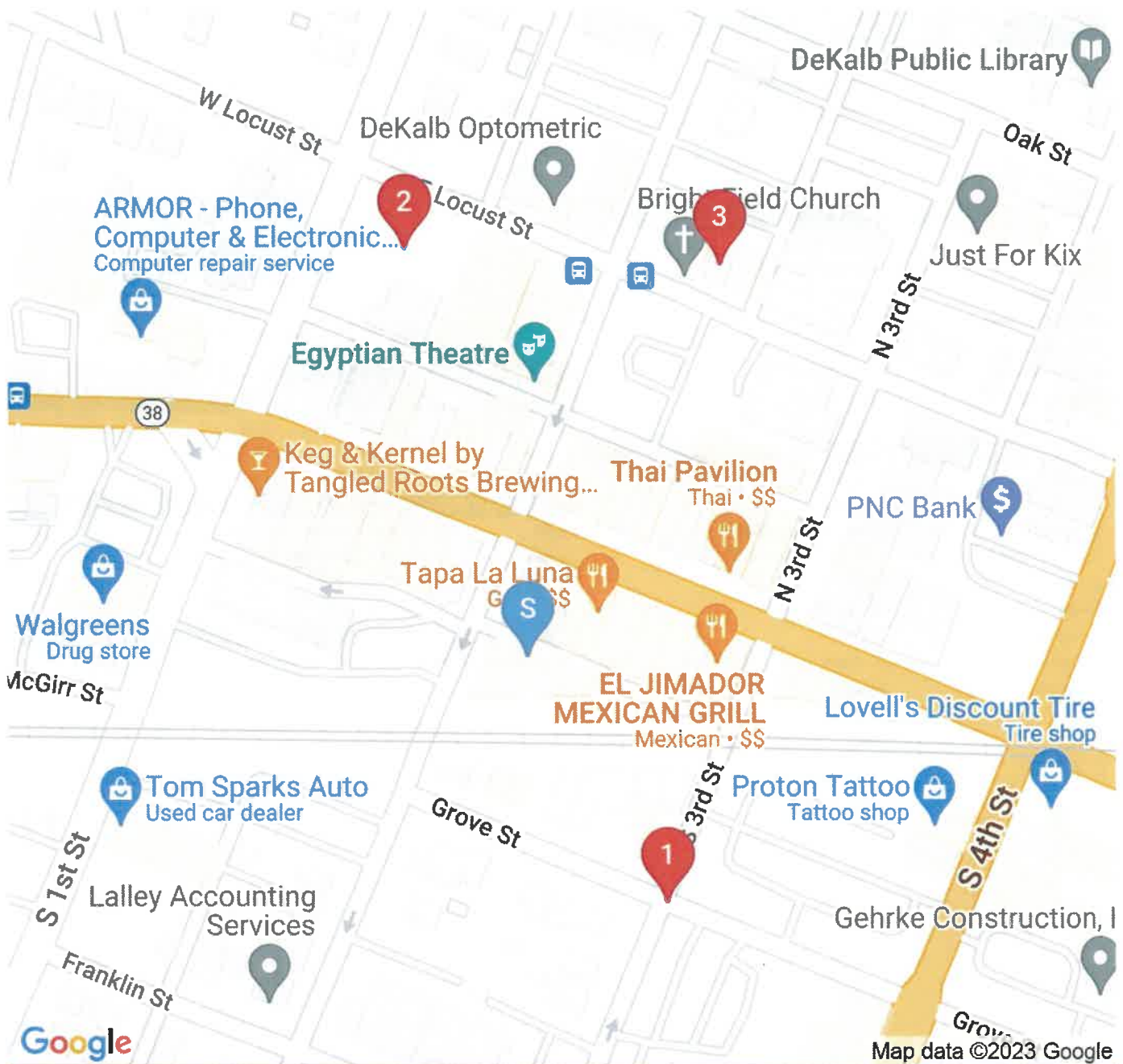
paired data or other statistical analysis. For example, location adjustments are based primarily on review of land values in the market areas for the comparables relative to the subject. It should be stressed that the adjustments are subjective in nature and are meant to illustrate our logic in deriving a value opinion for the subject site.

**PRESENTATION**

The following Land Sales Summation Table, Location Map and datasheets summarize the sales data used in this analysis. Following these items, the comparable land sales are adjusted for applicable elements of comparison and the opinion of site value is concluded.

<b>LAND SALES SUMMATION TABLE</b>				
<b>COMPARABLE</b>	<b>SUBJECT</b>	<b>COMPARABLE 1</b>	<b>COMPARABLE 2</b>	<b>COMPARABLE 3</b>
<b>Name</b>	128-140 S. 2nd Street	Commercial Land	Commercial Land	Commercial Land
<b>Address</b>	128-140 S. 2nd Street	330 Grove Street	104 East Locust Street	211 East Locust Street
<b>City</b>	DeKalb	DeKalb	DeKalb	DeKalb
<b>State</b>	IL	IL	IL	IL
<b>Zip</b>	60115	60115	60115	60115
<b>County</b>	DeKalb	DeKalb	DeKalb	DeKalb
<b>PHYSICAL INFORMATION</b>				
<b>Acres</b>	0.25	0.71	0.38	0.08
<b>SF</b>	11,034	30,888	16,600	3,401
<b>Location</b>	Average	Average	Average	Average
<b>Exposure</b>	Average	Average	Fair/Average	Fair
<b>Access</b>	Average	Average	Average	Average
<b>Shape</b>	Irregular	Rectangular	Rectangular	Rectangular
<b>Site Utility Rating</b>	Average	Average	Average	Average
<b>Zoning</b>	CBD	CBD	CBD	CBD
<b>Corner</b>	No	Yes	Yes	No
<b>Topography</b>	Level	Level	Level	Level
<b>Utilities</b>	Yes	Yes	Yes	Yes
<b>SALE INFORMATION</b>				
<b>Date</b>		Listing	11/15/2019	12/18/2015
<b>Status</b>		Listing	Recorded	Recorded
<b>Rights Transferred</b>		Fee Simple	Fee Simple	Fee Simple
<b>Transaction Price</b>		\$300,000	\$119,500	\$20,000
<b>Analysis Price</b>		\$300,000	\$119,500	\$20,000
<b>\$/SF Land</b>		\$9.71	\$7.20	\$5.88

LAND SALES LOCATION MAP



COMPARABLE KEY

COMP	DISTANCE	ADDRESS	SALE DATE	ACRES	SF	\$/SF
SUBJECT	-	128-140 S. 2nd Street, DeKalb, IL	-	0.3	11,034	-
No. 1	0.1 Miles	330 Grove Street, DeKalb, IL	Listing	0.7	30,888	-
No. 2	0.1 Miles	104 East Locust Street, DeKalb, IL	11/15/2019	0.4	16,600	-
No. 3	0.1 Miles	211 East Locust Street, DeKalb, IL	12/18/2015	0.1	3,401	-

## COMPARABLE 1

### LOCATION INFORMATION

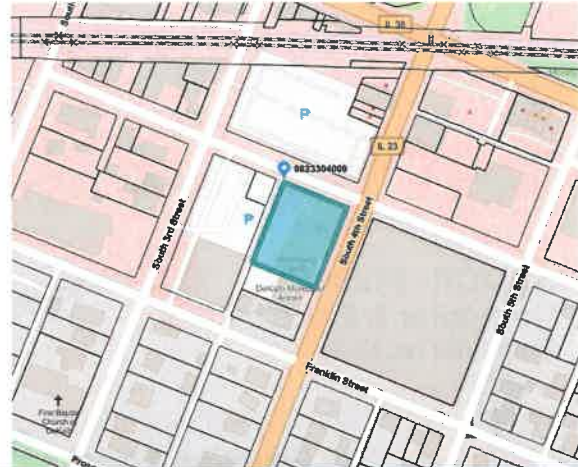
Name	Commercial Land
Address	330 Grove Street
City, State, Zip Code	DeKalb, IL, 60115
County	DeKalb
MSA	Chicago-Naperville-Elgin, IL-IN-WI
APN	08-23-304-009

### SALE INFORMATION

Buyer	Current Listing
Seller	Owner of Record
Transaction Date	Listing
Transaction Status	Listing
Transaction Price	\$300,000
Analysis Price	\$300,000
Rights Transferred	Fee Simple
Conditions of Sale	Listing

### PHYSICAL INFORMATION

Intended Use	Retail Land
Location	Average
Site Size (Net)	0.71 Acres (30,888 SF)
Site Size (Gross)	0.71 Acres (30,888 SF)
Zoning	CBD
Shape	Rectangular
Topography	Level
Access	Average
Exposure	Average
Corner	Yes
Utilities	Yes



## COMMERCIAL LAND

### ANALYSIS INFORMATION

Price	\$/Acre	\$/SF
Gross	\$422,535	\$9.71
Net	\$422,535	\$9.71

### CONFIRMATION

Name	Mike Carpenter
Company	RVG Commercial
Source	Seller's Broker
Date	07/28/2023

### REMARKS

This site is marketed as land value with pre-approval for drive-thru retail uses.



## COMPARABLE 2

### LOCATION INFORMATION

Name	Commercial Land
Address	104 East Locust Street
City, State, Zip Code	DeKalb, IL, 60115
County	DeKalb
MSA	Chicago-Naperville-Elgin, IL-IN-WI
APN	08-23-158-034

### SALE INFORMATION

Buyer	PLAZA DEKALB LLC
Seller	City of DeKalb
Transaction Date	11/15/2019
Transaction Status	Recorded
Transaction Price	\$119,500
Analysis Price	\$119,500
Recording Number	2019010614
Rights Transferred	Fee Simple
Conditions of Sale	Arms-Length

### PHYSICAL INFORMATION

Intended Use	Commercial
Location	Average
Site Size (Net)	0.38 Acres (16,600 SF)
Site Size (Gross)	0.38 Acres (16,600 SF)
Zoning	CBD
Shape	Rectangular
Topography	Level
Access	Average
Exposure	Fair/Average
Corner	Yes
Utilities	Yes



## COMMERCIAL LAND

### ANALYSIS INFORMATION

Price	<u>\$/Acre</u>	<u>\$/SF</u>
Gross	\$313,648	\$7.20
Net	\$313,648	\$7.20

### CONFIRMATION

Name	-
Company	-
Source	Assessor
Date	07/24/2023

### REMARKS

This is a vacant commercial site in Downtown DeKalb.

**COMPARABLE 3**

**LOCATION INFORMATION**

Name	Commercial Land
Address	211 East Locust Street
City, State, Zip Code	DeKalb, IL, 60115
County	DeKalb
MSA	Chicago-Naperville-Egin, IL-IN-WI
APN	08-23-156-014

**SALE INFORMATION**

Buyer	Patrick J McLean
Seller	Elsa Ignelzi
Transaction Date	12/18/2015
Transaction Status	Recorded
Transaction Price	\$20,000
Analysis Price	\$20,000
Recording Number	2015011981
Rights Transferred	Fee Simple
Conditions of Sale	Arms-Length

**PHYSICAL INFORMATION**

Intended Use	Commercial
Location	Average
Site Size (Net)	0.08 Acres (3,401 SF)
Site Size (Gross)	0.08 Acres (3,401 SF)
Zoning	CBD
Shape	Rectangular
Topography	Level
Access	Average
Exposure	Fair
Corner	No
Utilities	Yes



**COMMERCIAL LAND**

**ANALYSIS INFORMATION**

Price	<u>\$/Acre</u>	<u>\$/SF</u>
Gross	\$256,410	\$5.88
Net	\$256,410	\$5.88

**CONFIRMATION**

Name	-
Company	-
Source	Assessor
Date	07/24/2023

**REMARKS**

This is a vacant commercial site in Downtown DeKalb.

**LAND SALES ADJUSTMENT TABLE**

COMPARABLE	SUBJECT	COMPARABLE 1	COMPARABLE 2	COMPARABLE 3
<b>Name</b>	128-140 S. 2nd Street	Commercial Land	Commercial Land	Commercial Land
<b>Address</b>	128-140 S. 2nd Street	330 Grove Street	104 East Locust Street	211 East Locust Street
<b>City</b>	DeKalb	DeKalb	DeKalb	DeKalb
<b>Acres</b>	0.25	0.71	0.38	0.08
<b>SF</b>	11,034	30,888	16,600	3,401

**SALE INFORMATION**

<b>Date</b>	Listing	11/15/2019	12/18/2015
<b>Status</b>	Listing	Recorded	Recorded
<b>Rights Transferred</b>	Fee Simple	Fee Simple	Fee Simple
<b>Analysis Price</b>	\$300,000	\$119,500	\$20,000
<b>Price/SF</b>	\$9.71	\$7.20	\$5.88

**TRANSACTIONAL ADJUSTMENTS**

<b>Property Rights</b>	Similar	Similar	Similar
<b>Financing</b>	Similar	Similar	Similar
<b>Conditions of Sale</b>	Superior	Similar	Similar
<b>Expenditures After the Sale</b>	Similar	Similar	Similar
<b>Market Conditions<sup>1</sup></b>	Similar	Sl. Inferior	Inferior

**PROPERTY ADJUSTMENTS**

<b>Location</b>	Average	Average	Average	Average
<i>Adjustment</i>		Similar	Similar	Similar
<b>Size</b>	11,034	30,888	16,600	3,401
<i>Adjustment</i>		Larger	Similar	Smaller
<b>Exposure</b>	Average	Average	Fair/Average	Fair
<i>Adjustment</i>		Similar	Sl. Inferior	Inferior
<b>Access</b>	Average	Average	Average	Average
<i>Adjustment</i>		Similar	Similar	Similar
<b>Shape</b>	Irregular	Rectangular	Rectangular	Rectangular
<i>Adjustment</i>		Superior	Superior	Superior
<b>Zoning</b>	CBD	CBD	CBD	CBD
<i>Adjustment</i>		Similar	Similar	Similar
<b>Corner</b>	No	Yes	Yes	No
<i>Adjustment</i>		Superior	Superior	Similar
<b>Utilities</b>	Yes	Yes	Yes	Yes
<i>Adjustment</i>		Similar	Similar	Similar

<b>TOTAL ADJUSTED PRICE</b>	Sl. Superior	Sl. Inferior	Inferior
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<b>STATISTICS</b>	<b>UNADJUSTED</b>
<b>LOW</b>	\$5.88
<b>HIGH</b>	\$9.71
<b>MEDIAN</b>	\$7.20
<b>AVERAGE</b>	\$7.60

<sup>1</sup> Market Conditions Adjustment: 1%

Date of Value (for adjustment calculations): 7/26/23

**LAND SALES ANALYSIS**

Due to the limited recent land sales in the Downtown DeKalb market, we necessarily expanded our search to include older sales with similar CBD zoning.

Comparable 1 is an active listing, for which finalized sales rarely achieve listing levels due to negotiations between parties. It is a larger site; larger properties tend to transfer at lower unit prices due to economies of scale. It also benefits from its rectangular shape (superior site utility) and corner location. Overall, this comparable is deemed to be slightly superior to the subject site.

Comparable 2 transferred in November 2019. It has an inferior level of exposure but benefits from its rectangular shape (superior site utility) and corner location. Overall, this comparable is deemed to be slightly inferior to the subject site.

Comparable 3 transferred in December 2015. This is a smaller site with inferior exposure/frontage and a rectangular shape (superior site utility). Given the preceding factors, this comparable is deemed to be inferior to the subject site.

**LAND VALUE CONCLUSION**

Based on the results of the preceding analysis, Comparable 1 and Comparable 2 are given primary consideration for the subject’s opinion of value.

The following table summarizes the analysis of the comparables, reports the reconciled price per square foot value conclusion, and presents the concluded value of the subject site.

CALCULATION OF LAND VALUE			
COMP	ANALYSIS PRICE		OVERALL COMPARISON
1	\$9.71		PRIMARY
2	\$7.20		PRIMARY
3	\$5.88		SECONDARY
COMPONENT	SUBJECT SF	\$/SF CONCLUSION	VALUE
<b>TOTAL PROPERTY</b>	<b>11,034</b>	<b>x \$9.00 =</b>	<b>\$100,000</b>

<sup>1</sup>Cumulative <sup>2</sup>Additive Rounded to nearest \$10,000

To further support our conclusion of the As-Is Market Value of the subject, we have added the contributory value of the shell improvements to the land value. We note that the subject’s existing interior build-out would likely be gutted and hold little to no value to a potential buyer, whether an investor, partial owner-user, or residential developer, given the overall condition and dated finishes. Per Marshall & Swift, the replacement cost for similar shell mixed-use retail buildings is approximately \$63/SF. Adding 5% for indirect costs and 5% for profit equates to a total cost of approximately \$69.46/SF. As the GBA of the improvements is 18,484 SF, the replacement cost of the shell building is \$1,283,852. Based on a total economic life of 40 years and an estimated effective age of 32 years, we have estimated the depreciated value of the existing shell improvements to be \$260,000, rounded.

ADJUSTED VALUE ESTIMATE	
COMPONENT	VALUE
LAND VALUE	\$100,000
CONTRIBUTORY VALUE OF SHELL IMPROVEMENTS	\$260,000
<b>TOTAL LAND + SHELL IMPROVEMENTS VALUE</b>	<b>\$360,000</b>

## INTRODUCTION

The Reconciliation of Value Conclusions is the final step in the appraisal process and involves the weighing of the individual valuation techniques in relationship to their substantiation by market data, and the reliability and applicability of each valuation technique to the subject property. Understanding the profiles of potential buyers and their typical reliance on each approach to value strongly influences the weighting process.

In the open market, the subject property type would command most interest from regional and local buyers that are actively pursuing similar partial owner-user properties. There is currently moderate buyer demand for substitute properties of the subject based on the volume of sale transactions and reports by buyers, sellers and other market participants during confirmation of market transactions. The most probable buyer is an owner user.

Based on the overall quality of the data and analyses and considering the decision-making process of the typical buyer profile of the subject asset, the Sales Comparison approach warranted primary emphasis and the Income approach warranted secondary emphasis in developing our final opinion of market.

## PRESENTATION OF VALUE CONCLUSIONS

Our opinion of value reflects current conditions and the likely actions of market participants as of the date of value. It is based on the available information gathered and provided to us, as presented in this report, and does not predict future performance. Changing market or property conditions can and likely will have an effect on the subject's value.

The following table summarizes our final opinion of the As-Is Market Value of the subject property's fee simple interest.

<b>ANALYSIS OF VALUE CONCLUSIONS</b>	
<b>VALUATION INDICES</b>	<b>AS-IS MARKET VALUE</b>
<b>INTEREST APPRAISED</b>	<b>FEE SIMPLE</b>
<b>DATE OF VALUE</b>	<b>JULY 26, 2023</b>
Sales Comparison Approach	\$370,000
Income Approach	\$380,000
<b>FINAL VALUE CONCLUSION</b>	<b>\$370,000</b>
\$/SF	\$20/SF
Exposure Time	12 to 18 Months
Marketing Period	12 to 18 Months

We certify that, to the best of our knowledge and belief:

- › The statements of fact contained in this report are true and correct.
- › The reported analyses, opinions, and conclusions of the signers are limited only by the reported assumptions and limiting conditions, and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- › The signers of this report has no present or prospective interest in the property that is the subject of this report, and no personal interest with respect to the parties involved.
- › Michelle Lee, MAI has performed no services, as an appraiser or in any other capacity regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment. Anthony Guth, MAI has performed no services, as an appraiser or in any other capacity regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- › The signers are not biased with respect to the property that is the subject of this report or to the parties involved with this assignment.
- › The engagement in this assignment was not contingent upon developing or reporting predetermined results.
- › The compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- › The reported analysis, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice* and the *Code of Professional Ethics and Standards of Professional Appraisal Practice* of the Appraisal Institute.
- › Michelle Lee, MAI inspected the property that is the subject of this report. Anthony Guth, MAI did not inspect the property that is the subject of this report.
- › No one provided significant real property appraisal assistance to appraisers signing this certification.

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

As of the date of this report, Michelle Lee, MAI and Anthony Guth, MAI completed the continuing education program for Designated Members of the Appraisal Institute.



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Michelle Lee, MAI  
Valuation Services Director  
Certified General Real Estate Appraiser  
State of Illinois License #553.002577  
+1 312 602 6164  
michelle.lee@colliers.com

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July 27, 2023

Date



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Anthony Guth, MAI  
Managing Director | Chicago  
Certified General Real Estate Appraiser  
State of Illinois License #553.001886  
+1 312 602 6159  
tony.guth@colliers.com

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July 27, 2023

Date

This appraisal is subject to the following assumptions and limiting conditions:

- › The appraisers may or may not have been provided with a survey of the subject property. If further verification is required, a survey by a registered surveyor is advised.
- › We assume no responsibility for matters legal in character, nor do we render any opinion as to title, which is assumed to be marketable. All existing liens, encumbrances, and assessments have been disregarded, unless otherwise noted, and the property is appraised as though free and clear, under responsible ownership, and competent management.
- › The exhibits in this report are included to assist the reader in visualizing the property. We have made no survey of the property and assume no responsibility in connection with such matters.
- › Unless otherwise noted herein, it is assumed that there are no encroachments, zoning, or restrictive violations existing in the subject property.
- › The appraisers assume no responsibility for determining if the property requires environmental approval by the appropriate governing agencies, nor if it is in violation thereof, unless otherwise noted herein.
- › Information presented in this report has been obtained from reliable sources, and it is assumed that the information is accurate.
- › This report shall be used for its intended purpose only, and by the party to whom it is addressed. Possession of this report does not include the right of publication.
- › The appraisers may not be required to give testimony or to appear in court by reason of this appraisal, with reference to the property in question, unless prior arrangements have been made therefore.
- › The statements of value and all conclusions shall apply as of the dates shown herein.
- › There is no present or contemplated future interest in the property by the appraisers which is not specifically disclosed in this report.
- › Without the written consent or approval of the authors neither all, nor any part of, the contents of this report shall be conveyed to the public through advertising, public relations, news, sales, or other media. This applies particularly to value conclusions and to the identity of the appraisers and the firm with which the appraisers are connected.
- › This report must be used in its entirety. Reliance on any portion of the report independent of others, may lead the reader to erroneous conclusions regarding the property values. Unless approval is provided by the authors no portion of the report stands alone.
- › The valuation stated herein assumes professional management and operation of the buildings throughout the lifetime of the improvements, with an adequate maintenance and repair program.
- › The liability of Colliers International Valuation & Advisory Services, its principals, agents, and employees is limited to the client. Further, there is no accountability, obligation, or liability to any third party. If this report is placed in the hands of anyone other than the client, the client shall make such party aware of all limiting conditions and assumptions of the assignment and related discussions. The appraisers are in no way responsible for any costs incurred to discover or correct any deficiency in the property.
- › The appraisers are not qualified to detect the presence of toxic or hazardous substances or materials which may influence or be associated with the property or any adjacent properties, has made no investigation or analysis as to the presence of such materials, and expressly disclaims any duty to note the degree of fault. Colliers International Valuation & Advisory Services and its principals, agents, employees, shall not be liable for any costs, expenses, assessments, or penalties, or diminution in value, property damage, or personal



injury (including death) resulting from or otherwise attributable to toxic or hazardous substances or materials, including without limitation hazardous waste, asbestos material, formaldehyde, or any smoke, vapors, soot, fumes, acids, alkalis, toxic chemicals, liquids, solids or gasses, waste materials or other irritants, contaminants or pollutants.

- › The appraisers assume no responsibility for determining if the subject property complies with the *Americans with Disabilities Act (ADA)*. Colliers International Valuation & Advisory Services, its principals, agents, and employees, shall not be liable for any costs, expenses, assessments, penalties or diminution in value resulting from non-compliance. This appraisal assumes that the subject meets an acceptable level of compliance with *ADA* standards; if the subject is not in compliance, the eventual renovation costs and/or penalties would negatively impact the present value of the subject. If the magnitude and time of the cost were known today, they would be reduced from the reported value conclusion.
- › An on-site inspection of the subject property was conducted. No evidence of asbestos materials on-site was noted. A Phase 1 Environmental Assessment was not provided for this analysis. This analysis assumes that no asbestos or other hazardous materials are stored or found in or on the subject property. If evidence of hazardous materials of any kind occurs, the reader should seek qualified professional assistance. If hazardous materials are discovered and if future market conditions indicate an impact on value and increased perceived risk, a revision of the concluded values may be necessary.
- › A detailed soils study was not provided for this analysis. The subject's soils and sub-soil conditions are assumed to be suitable based upon a visual inspection, which did not indicate evidence of excessive settling or unstable soils. No certification is made regarding the stability or suitability of the soil or sub-soil conditions.
- › This analysis assumes that the financial information provided for this appraisal, including rent rolls and historical income and expense statements; accurately reflect the current and historical operations of the subject property.

Engagement Letter

Subject Data

Valuation Glossary

Qualifications of Appraisers

Qualifications of Colliers International Valuation & Advisory Services

# Professional Service Agreement



71 S. Wacker Drive  
 Suite 3700  
 Chicago, IL 60606  
 Main: +1 312 602 6160  
 www.colliers.com/valuationadvisory

July 13, 2023

Michelle Lee, MAI  
 Valuation Services Director  
 Direct +1 224 628 4214  
 michelle.lee@colliers.com

Matthew D. Rose  
**Donahue & Rose, PC,**  
**as counsel for the City of DeKalb**  
 9501 W. Devon Ave., Ste. 702  
 Rosemont, IL 60018  
 312-541-1078  
 mrose@drlawpc.com

**RE: Appraisal of 128-140 S. 2<sup>nd</sup> Street, DeKalb, IL**

Dear Mr. Rose:

Thank you for considering Colliers International Valuation & Advisory Services, LLC for the assignment identified in the below stated Professional Service Agreement. Please sign one copy of the agreement and return it to me, thereby indicating your authorization for us to proceed with this assignment and your acceptance of the attached Terms and Conditions.

<b><u>PROFESSIONAL SERVICE AGREEMENT</u></b> <b>("Agreement")</b>	
Project	128-140 S. 2 <sup>nd</sup> Street, DeKalb, IL 60115 ("Property")
Location	128-140 S. 2 <sup>nd</sup> Street, DeKalb, IL 60115
Project Description	18,500 SF multi-tenant commercial building
Parties	Colliers International Valuation & Advisory Services, LLC ("CIVAS") and the City of DeKalb (herein at times referred to as "Client")
Intended User	The appraisal will be prepared for the City of DeKalb. Intended users include the Client and Donahue & Rose, PC, as counsel for the City of DeKalb. No other users are intended.  <b>It should be noted that if this engagement is directly with the owner of the Property, the Appraisal will not be accepted by federally insured lenders due to FIRREA Compliance, limiting the use of this report. Should this potentially impact your source of lenders, we recommend engagement be directed by a Federally Insured Lender.</b>
Intended Use	The report to be performed under this Agreement ("Appraisal") is intended only for use in internal decision making (determining market value). The report is not intended for any other use.
Purpose	Market Value
Type of Appraisal	CIVAS will produce an Appraisal Report in which the appraiser's analysis and conclusions will be fully described within this document.
Rights Appraised	Fee Simple
Date of Value	Date of inspection

# Professional Service Agreement

Continued

Scope of Work	<p>CIVAS and/or its designated affiliate will provide the Appraisal in accordance with USPAP, the Code of Ethics and Certifications Standards of the Appraisal Institute and State Licensing Laws. CIVAS will research relevant market data and perform analysis to the extent necessary to produce credible appraisal results.</p> <p>Based on our discussions with the Client, the Client has requested the following valuation scenarios:</p> <ul style="list-style-type: none"> <li>› As Is</li> </ul> <p>CIVAS anticipates developing the following valuation approaches:</p> <ul style="list-style-type: none"> <li>› Sales Comparison Approach</li> <li>› Income Capitalization Approach (including Direct Capitalization analysis)</li> </ul> <p>An interior/exterior observation of the subject property will be performed.</p> <p><b>Please note if it's a requirement per the client's underwriting guidelines to analyze and report all approaches to value, this will be performed although some approaches may be limited in application.</b></p> <p>The scope of work will be included in the Appraisal. A copy of the Assumptions and Limiting Conditions, which appear in the Appraisal, is available upon request.</p>
Delivery	<p>Draft Appraisal: Delivered ten (10) business days from the date of authorization and receipt of property specific information.</p> <p>Final Appraisal: Delivered three (3) days after completion of client review and authorization to deliver final report(s).</p>
Professional Fee	\$5,500
Expenses	Fees include all associated expenses
No. of Reports	<p>One (1) Electronic Draft Appraisal and One (1) Electronic Final Appraisal.</p> <p>No printed copies will be delivered to the client.</p>
Retainer	No retainer is required.
Payment Terms	<p>CIVAS will invoice Client for the Appraisal in its entirety at the delivery of the draft report.</p> <p>Final payment is due and payable within five (5) business days upon delivery of the electronic copy of the final report or within thirty (30) days of your receipt of the draft report, whichever is sooner. If a draft report is requested, the fee is considered earned upon delivery of the draft report. If for any reason the client cancels the work before work was completed or for reasons beyond Colliers' control, then the client would pay for an agreed amount for work completed.</p>
Acceptance Date	These specifications are subject to modification if this Agreement is not accepted within three (3) business days from the date of this letter.

## Terms and Conditions

The attached Terms and Conditions and Specific Property Data Request are deemed a part of this Agreement as though set forth in full herein. The following is a list of information needed to begin and complete our analysis. The Client signing this Agreement or the party sending the specific property data certifies that all the information provided is accurate and complete as of the date of this request, and that any updates, revisions or additional relevant information that comes into control or possession of the Client prior to the date on which the Appraisal is delivered shall be provided to CIVAS immediately. Please forward with the Agreement or as soon as possible.

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>› Survey with Legal Description &amp; Site Size</li> <li>› Title Report</li> <li>› Wetland Delineation Map (if applicable)</li> <li>› Engineering studies, soil tests or environmental assessments</li> <li>› Ground lease (if applicable)</li> <li>› Existing Building or Improvement Plans</li> <li>› Individual Floor or Unit Plans</li> <li>› Current County Property Tax Bill</li> <li>› Details on any Sale, Contract, or listing of the property in the past 3 years</li> <li>› Construction Cost/Budget (within past 3 years)</li> <li>› Detailed list of personal property items</li> <li>› Property Condition Report</li> <li>› Details regarding the historical and future replacement schedule (i.e., carpets, appliances, cabinetry, laundry facilities, HVAC, etc.)</li> <li>› Capital improvements history (2 years) &amp; budget</li> </ul> | <ul style="list-style-type: none"> <li>› Three year &amp; YTD Income &amp; Expenses</li> <li>› Current Budget</li> <li>› Detailed occupancy report for the past 3 years and YTD</li> <li>› Detailed current certified rent roll indicating any vacant units and in-place rents</li> <li>› Details regarding any pending changes to the rent roll including any negotiated side deals to delay or forgive rent payments</li> <li>› Aged Accounts/Delinquency Report</li> <li>› Details regarding any concessions currently being offered for new and existing tenants</li> <li>› Marketing plan and/or local competitive study, if available</li> <li>› Copy of recent Appraisals or Market Studies</li> <li>› Name and telephone number of property contact for physical inspection and additional information needed during the appraisal process</li> <li>› Property Contact _____</li> </ul> |
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# Professional Service Agreement

Continued

**In addition to the items requested above, please forward any additional materials you would consider relevant in the analysis of the subject property.**

The Appraisal is for the sole use of the Client; however, Client may provide only complete, final copies of the Appraisal report in its entirety (but not component parts) to third parties who shall review such reports in connection with the stated Intended Use. CIVAS is not required to explain or testify as to appraisal results other than to respond to the Client for routine and customary questions. Please note that our consent to allow the Appraisal prepared by CIVAS or portions of such Appraisal, to become part of or be referenced in any public offering, the granting of such consent will be at our sole and absolute discretion and, if given, will be on condition that CIVAS will be provided with an Indemnification Agreement and/or Non-Reliance letter, in a form and content satisfactory to CIVAS, by a party satisfactory to CIVAS. CIVAS hereby expressly grants to client the right to copy the Appraisal and distribute it to employees of client and to your accountants/auditors in its entirety (but not component parts) without the need to provide CIVAS with an Indemnification Agreement and/or Non-Reliance letter.

The Appraisal requires CIVAS to submit a Summation of the Appraisal Findings in the form of a Letter of Transmittal along with the Summary of Salient Facts and Special/Limiting Conditions applicable to the Appraisal. This will be completed in conjunction with the Appraisal at the above stated fee.

If you have questions regarding the enclosed, please feel free to contact me. CIVAS appreciates this opportunity to be of service to you on this assignment and looks forward to serving you. If you have additional questions, please contact us.

I, **Matthew D. Rose**, agree to the above stated terms and authorize Colliers International Valuation & Advisory Services, LLC to prepare the above referenced appraisal.

*Matthew D. Rose*

Date: July 13, 2023

**Matthew D. Rose**  
**Donahue & Rose, PC, as counsel for the City of DeKalb**

Respectfully,

**Colliers International Valuation & Advisory Services, LLC**



Michelle Lee, MAI  
Valuation Services Director  
Direct +1 224 628 4214  
michelle.lee@colliers.com

# Professional Service Agreement

Continued

## Terms and Conditions

### "T&C"

- 1) The Appraisal will be subject to Colliers International Valuation & Advisory Services, LLC's ("CIVAS") Assumptions and Limiting Conditions that are incorporated into each appraisal, and any Extraordinary Assumptions and Hypothetical Conditions that may be incorporated into each appraisal.
- 2) Any capitalized, non-defined words shall have the same meaning as defined in the Agreement to which these T&Cs are attached.
- 3) Client is defined as the party signing the Agreement and shall be responsible for payment of the fees stipulated in the Agreement. Payment of the fee for the Appraisal is not contingent on the appraised value(s) or the outcome of the report(s). Additional fees will be charged on an hourly basis for any work that may exceed the scope of this proposal, including performing additional valuation scenarios, additional research, and conference calls, meetings, deposition preparation, deposition, trial testimony or travel that may exceed the time allotted by CIVAS for an assignment of this nature. If CIVAS is requested to cease working on the Appraisal for any reason prior to the completion of the appraisal(s), CIVAS will be entitled to bill the Client for the time spent to date at CIVAS' hourly rates for the personnel involved. The Client will be billed a minimum \$500 or at a rate of \$250 per hour for associate time, \$300 per hour for valuation services director, \$400 per hour for managing director, and \$450 per hour for executive managing director. If the Client delays completion of the assignment beyond ninety (90) days, the fee may be renegotiated. This may result in the total fee exceeding the original agreed fee agreed upon cost.
- 4) Client agrees to pay all fees and expenses, including attorney's fees, incurred by CIVAS in connection with the collection or attempted collection of the fees and expenses. In the event Client fails to make payments when due and payable, the amount due shall bear interest at 1.5% per month or the maximum rate permitted in the state in which the CIVAS office executing the Agreement is located, whichever is lesser.
- 5) The fee is due upon delivery of the final report or within thirty (30) days of your receipt of the draft report, whichever is sooner. If a draft is requested, the fee is considered earned upon delivery of our draft report.
- 6) In the event that either party commences any legal action relating to the provisions of the Agreement, including collection, the prevailing party shall be entitled to its actual attorneys' fees and costs. The Agreement shall be governed by and construed in accordance with the laws of the state where the CIVAS office executing the Agreement is located. The venue of any action arising out of the Agreement shall be the county where the CIVAS office executing the Agreement is located. Client will have up to thirty (30) days from receipt of the Draft Appraisal to review and communicate its review to CIVAS. CIVAS reserves the right to bill Client for additional appraisal efforts that may arise from the Client not responding within this time period.
- 7) CIVAS does not make any representation or warranty, express or implied, as to the accuracy or completeness of the information or the state of affairs of the Property furnished to CIVAS by Client. In the event that any such information is inaccurate, misleading or incomplete, CIVAS shall have no responsibility or liability for any matters relating thereto (whether to the Client or to any third party).
- 8) CIVAS shall have no responsibility for legal matters, questions of survey or title, soil or subsoil conditions, engineering, or other similar technical matters. The Appraisal will not constitute a survey of the Property analyzed.
- 9) Client shall provide CIVAS with such materials with respect to the Appraisal as requested by CIVAS and which are in the possession or under the control of Client. Client shall provide CIVAS with sufficient access to the Property to be analyzed and hereby grants permission for entry, unless discussed in advance to the contrary.
- 10) The data gathered in the course of the Appraisal (except data furnished by Client) and the Appraisal prepared pursuant to the Agreement are, and will remain, the property of CIVAS. With respect to data provided by Client, such data shall be confidential, and CIVAS shall not disclose any information identified as confidential furnished to CIVAS. Notwithstanding the foregoing, CIVAS is authorized by Client to disclose all or any portion of the Appraisal and the related data to appropriate representatives of the Appraisal Institute if such disclosure is required to enable CIVAS to comply with the Bylaws and Regulations of such Institute as now or hereafter in effect.
- 11) Unless specifically noted, CIVAS does not assume any duty to analyze or examine the Property or adjacent property for the possible presence of toxic and/or hazardous substances or materials (including but not exclusive to asbestos, PCB transformers, or other toxic, hazardous, or contaminated substances and/or underground storage tanks (hazardous material), or the cost of encapsulation or removal thereof) and accepts no liability regarding the issue. If such materials exist, CIVAS defers to the expertise of professionals specifically trained in analyzing the cost to remediate, which will not be a part of the appraisal fee proposal. The Appraisal will contain a comprehensive disclaimer to this effect.
- 12) CIVAS understands that there is no major or significant deferred maintenance in the Property which would require the expertise of a professional cost estimator or contractor. If such repairs are needed, the estimates are to be prepared by others, and are not a part of the fee contemplated in the Agreement.
- 13) Client acknowledges that CIVAS is being retained hereunder as an independent contractor to perform the services described herein and nothing in the Agreement shall be deemed to create any other relationship between Client and CIVAS. The Agreement shall be deemed concluded and the services hereunder completed upon delivery to Client of the Appraisal discussed herein.
- 14) Client agrees that its only remedy for losses or damages relating to the Agreement shall be limited to the amount of the appraisal fee paid by the Client and in no circumstances shall CIVAS be liable for any losses or damages in excess of this amount. Should the Client, or any other entitled party, make a claim against CIVAS, its directors, officers, employees and other affiliates and shareholders, relating to this engagement or the appraisal(s), the maximum damages recoverable from CIVAS, its directors, officers, employees and other affiliates and shareholders, shall be the amount of funds actually collected by CIVAS under the Agreement, and no claim shall be made for any consequential or punitive damages.

# Professional Service Agreement

Continued

- 15) If CIVAS or any of its employees receives a subpoena or other judicial notification to produce documents or provide testimony involving the Appraisal in connection with a lawsuit or related proceeding, CIVAS will notify the Client of receipt of the subpoena or notification. However, if CIVAS is not part of the lawsuit or proceedings, Client agrees to compensate CIVAS for the professional time required and to reimburse CIVAS for the expenses incurred in responding to any such subpoena or judicial notification, including any attorneys' fees, as they are incurred. CIVAS is to be compensated at the prevailing hourly rates of the personnel responding to the subpoena or command for testimony.
- 16) If expert witness testimony is required in connection with the Appraisal, the following hourly rates will apply. The Client will be billed at the rate of \$250 per hour for associate time, \$350 per hour for valuation services director, \$400 per hour for managing director, and \$450 per hour for executive managing director. The hourly billings pertain to court preparation, waiting and travel time, document review and preparation (excludes appraisal report) and all meetings related to court testimony.
- 17) Client shall indemnify and hold CIVAS, its parent, subsidiaries, affiliates, its officers, directors, employees and agents ("CIVAS Indemnities"), fully harmless against all losses, damages, claims, and expenses of any kind whatsoever (including costs and reasonable attorneys' fees), sustained or incurred by a third party as a result of the negligence or intentional acts or omissions of Client (including any failure to perform any duty imposed by law), any misrepresentation, distortion or if Client fails to provide complete and accurate information to CIVAS, for which recovery is sought against the CIVAS Indemnities; however, such obligation to defend and indemnify shall not apply to the extent caused by the negligent act or willful misconduct of CIVAS. Client shall indemnify and hold CIVAS Indemnities harmless from any claims, expenses, judgments or other items or costs arising as a result of the Client's failure or the failure of any of the Client's agents to provide a complete copy of the Appraisal to any third party. **LIMITATION OF LIABILITY.** EXCEPT FOR THE INDEMNIFICATION PROVISION ABOVE, ANYTHING IN THE AGREEMENT TO THE CONTRARY NOTWITHSTANDING, UNDER NO CIRCUMSTANCES WHATSOEVER SHALL EITHER PARTY BE LIABLE TO THE OTHER FOR ANY SPECIAL, CONSEQUENTIAL, PUNITIVE, OR INCIDENTAL DAMAGES OF ANY KIND WHATSOEVER.
- 18) CIVAS agrees to maintain Professional Liability Insurance in the amount of \$1,000,000 and General Liability insurance in the amount of \$2,000,000, as well as Workers Compensation per local regulatory requirements. CIVAS will endeavor to provide Client with written notice regarding any cancellation of any such insurance. CIVAS will provide Client with certificates of insurance naming Client as an additional insured on the General Liability policy upon request.
- 19) The Appraisal and the name Colliers International Valuation & Advisory Services may not be used in any marketing or investment material or offering memoranda without CIVAS' prior written consent. CIVAS, its employees and appraisers have no liability to any recipients of any prepared material and disclaim all liability to any party other than the Client.
- 20) Unless CIVAS consents in writing, the Appraisal cannot be used by any party or for any purpose other than the Client for the purposes specified in the Agreement. Should the Client provide a copy of this Appraisal to any person or entity not authorized by CIVAS in writing, Client hereby agrees to hold CIVAS, its directors, officers, employees and other affiliates and shareholders, harmless from all damages, expenses, claims and costs, including any attorney's fees. The Client acknowledges that any opinions and conclusions expressed by the professionals of CIVAS pursuant to the Agreement are made as employees and not as individuals. CIVAS' responsibility is limited to the Client, and the use of the Appraisal or related product by third parties shall be solely at the risk of the Client and/or third parties.
- 21) The use of this appraisal shall be used only for the purpose as set forth in the Intended Use section of the Agreement. In the event that the client wishes to use this report or portions of this report for any other purpose such as, to become part of or be referenced in, any offering or other material intended for the review of others, or to be submitted to others, will be at the Client's sole and absolute discretion and, if given, will be on condition that CIVAS will be provided with an Indemnification Agreement and/or Non-Reliance letter, in a form and content satisfactory to CIVAS and the Client, by a party satisfactory to CIVAS and the Client. CIVAS does consent to Client submission of the complete Appraisal to rating agencies, loan participants or your accountants/auditors without the need to provide us with an Indemnification Agreement and/or Non-Reliance letter.

**Notice**

To view current assessment information, use the Tax Year dropdown to select the current year.

## Property Information

<b>Parcel Number</b> 08-23-163-013	<b>Site Address</b> 128 S 2ND ST DEKALB, IL 60115	<b>Owner Name &amp; Address</b> D-N-J PROPERTIES INC 1225 AURORA WAY WHEATON, IL, 60189
<b>Tax Year</b> 2022 (Payable 2023) <input type="button" value="v"/>		
<b>Sale Status</b> None		
<b>Property Class</b> 0060 - Improved Commercial	<b>Tax Code</b> DK62 - City of DeKalb, TIF 3	<b>Tax Status</b> Taxable
<b>Net Taxable Value</b> 65,829	<b>Tax Rate</b> 10.105700	<b>Total Tax</b> \$6,652.48 <input type="button" value="Pay Taxes"/>
<b>Township</b> DeKalb	<b>Acres</b> 0.0000	<b>Mailing Address</b>
<b>Township Assessor</b> Rich Dyer: (815) 758-5454		
<b>Legal Description</b> COUNTY CLERKS SUB - LOT 67 BLOCK 11		

No Property Sketches

## Billing

If paying without an original bill, please include a \$5.00 duplicate bill fee per parcel with the tax payment.

	1st Installment (Due 06/05/2023)	2nd Installment (Due 09/05/2023)	Totals
<b>Tax Billed</b>	\$3,326.24	\$3,326.24	\$6,652.48
<b>Penalty Billed</b>	\$0.00	\$0.00	\$0.00
<b>Cost Billed</b>	\$0.00	\$0.00	\$0.00
<b>Drainage / SSA Billed</b>	\$0.00	\$0.00	\$0.00
<b>Total Billed</b>	\$3,326.24	\$3,326.24	\$6,652.48
<b>Amount Paid</b>	\$3,326.24	\$0.00	\$3,326.24
<b>Total Unpaid</b>	\$0.00	\$3,326.24	\$3,326.24
<b>Paid By</b>	D-N-J PROPERTIES INC		
<b>Date Paid</b>	5/30/2023		

No Collector Notes



Assessments						
Level	Homesite	Non Farm Building	Farm Land	Farm Building	Mineral	Total
DOR Equalized	37,091	28,738	0	0	0	65,829
Department of Revenue	37,091	28,738	0	0	0	65,829
Board of Review Equalized	37,091	28,738	0	0	0	65,829
Board of Review	37,091	28,738	0	0	0	65,829
S of A Equalized	37,091	28,738	0	0	0	65,829
Supervisor of Assessments	34,788	26,954	0	0	0	61,742
Township Assessor	34,788	26,954	0	0	0	61,742
Prior Year Equalized	34,788	26,954	0	0	0	61,742

No Drainage / Special District Information

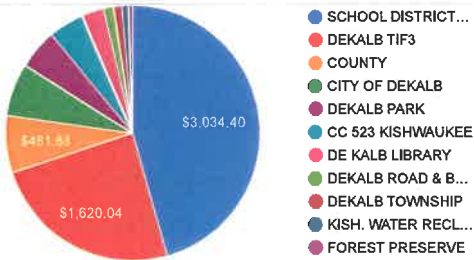
No Exemptions

No Farmland Information

Related Names	
<b>Parcel Owner</b>	D-N-J PROPERTIES INC 1225 AURORA WAY WHEATON, IL, 60189
<b>Mailing Flags</b>	Tax Bill Delinquent Notice
	Change Notice Exemption Notice

Taxing Bodies

District	Tax Rate	Extension
SCHOOL DISTRICT 428	6.093420	\$3,034.40
DEKALB TIF3	0.000000	\$1,620.04
COUNTY	0.967660	\$481.88
CITY OF DEKALB	0.895990	\$446.19
DEKALB PARK	0.677960	\$337.61
CC 523 KISHWAUKEE	0.608740	\$303.14
DE KALB LIBRARY	0.374540	\$186.51
DEKALB ROAD & BRIDGE	0.167800	\$83.56
DEKALB TOWNSHIP	0.141070	\$70.25
KISH. WATER RECLAM. DIST.	0.109370	\$54.46
FOREST PRESERVE	0.069150	\$34.44
<b>TOTAL</b>	<b>10.105700</b>	<b>\$6,652.48</b>



No Redemptions

No Redemption Information Exists for this Parcel.

Payment History

Tax Year	Total Billed	Total Paid	Amount Unpaid
2022	\$6,652.48	\$3,326.24	\$3,326.24
2021	\$6,832.46	\$6,832.46	\$0.00
2020	\$6,986.62	\$6,986.62	\$0.00

Show 6 More

Sales History

Year	Document #	Sale Type	Sale Date	Sold By	Sold To	Gross Price	Personal Property	Net Price
2002	2002010242	Arms Length Sale	5/29/2002			\$150,000.00	\$0.00	\$150,000.00

No Appraisal Information

No Corrections

CONTACT THE SUPERVISOR OF ASSESSMENTS' OFFICE AT 815-895-7120 FOR MORE INFORMATION.

## Disclaimer

The information regarding assessments, sketches, and square footage is for general information purposes only and is submitted to our office by the specific Township Assessors. The DeKalb County Office of Assessments assumes no responsibility for errors or omissions. If this page is not populated, contact your Township Assessor for the information.

If you have any questions regarding any of these items, please contact your Township Assessor first.

[Listing of the Township Assessors and contact Phone Numbers PDF](#)

**2022 DeKalb County Real Estate Tax Bill**

BECKY SPRINGER  
 DEKALB COUNTY COLLECTOR  
 110 EAST SYCAMORE ST. - SYCAMORE, IL 60178

**DUPLICATE**

**This is your real estate tax bill payable in two installments. This is the only bill you will receive.**

08-23-163-013

D-N-J PROPERTIES INC  
 1225 AURORA WAY  
 WHEATON IL 60189

**Do You ...**

- Wish to pay your bill online?  
Please visit [www.dekalbcounty.org](http://www.dekalbcounty.org)
- Want to change your mailing address?  
Please see reverse side.
- Have a question? Call our Property Tax Helpline at 815-895-7337
- Wish to contact your township assessor?

Site Address	2022 EQUALIZED ASSESSED VALUE	65,829	PARCEL NUMBER	08-23-163-013
128 S 2ND ST	- HOME IMPROVE./MISC. EXEMPTIONS	0	TAX CODE	DK62
DEKALB, IL 60115	- SENIOR ASSESSMENT FREEZE	0	FAIR MARKET VALUE	197,510
	- HOMESTEAD EXEMPTION LIMITED (OWNER OCC.)	0	TOWNSHIP MULTIPLIER	1.0662
130 S 2ND ST	- HOMESTEAD EXEMPTION (65 AND OVER)	0	STATE MULTIPLIER	1.0000
DEKALB, IL 60115	= NET TAXABLE VALUE	65,829	2021 EQUALIZED ASSESSED VALUE	61,742
	X TOTAL TAX RATE / \$100 VALUATION	10.10570	BACK TAXES OWED	NO
	= CURRENT TAX	6,652.48	FORFEITED	
	+ NON AD VALOREM TAX	0.00		
	= <b>TOTAL 2022 TAX DUE</b>	<b>6,652.48</b>		

First Installment Due Date	TAXING BODY	2021 TAX RATE	2021 AMOUNT	2022 TAX RATE	2022 AMOUNT
06/05/2023	COUNTY	1.03065	513.24	0.96690	481.50
Amount	COUNTY PENSION FUNDS	0.00084	0.42	0.00076	0.38
3,326.24	FOREST PRESERVE	0.07111	35.42	0.06696	33.35
Second Installment Due Date	FOREST PRESERVE PENSION FUNDS	0.00244	1.21	0.00219	1.09
09/05/2023	DEKALB TOWNSHIP	0.14864	74.02	0.14107	70.25
Amount	DEKALB ROAD & BRIDGE	0.17298	86.14	0.16780	83.56
3,326.24	CITY OF DEKALB	0.00000	0.00	0.00000	0.00
Farm Land	CITY OF DEKALB PENSION FUNDS	0.98612	491.07	0.89599	446.19
0	DE KALB LIBRARY	0.38546	191.95	0.37454	186.51
Non Farm Land	DEKALB PARK	0.62870	313.08	0.62826	312.86
37,091	DEKALB PARK PENSION FUNDS	0.06761	33.67	0.04970	24.75
Acres	SCHOOL DISTRICT 428	6.46396	3,218.92	5.77769	2,877.17
0	SCHOOL DISTRICT 428 PENSION FUNDS	0.34445	171.53	0.31573	157.23
Farm Bldg.	CC 523 KISHWAUKEE	0.63203	314.74	0.59802	297.80
0	CC 523 KISHWAUKEE SOCIAL SECURITY	0.01116	5.56	0.01072	5.34
Non Farm Bldg.	KISH. WATER RECLAM. DIST.	0.08767	43.66	0.07991	39.79
28,738	KISH. WATER RECLAM. DIST. PENSION FUNDS	0.03231	16.09	0.02946	14.67
Bill #	DEKALB TIF3	0.00000	1,321.74	0.00000	1,620.04
08-23-163-013	<b>Totals</b>	<b>11.06613</b>	<b>6,832.46</b>	<b>10.10570</b>	<b>6,652.48</b>

**TOTAL 2022 TAX DUE \$6,652.48**

**2022 DeKalb County Real Estate Tax Bill**

BECKY SPRINGER  
 DEKALB COUNTY COLLECTOR  
 110 EAST SYCAMORE ST. - SYCAMORE, IL 60178

**2022 DeKalb County Real Estate Tax Bill**

BECKY SPRINGER  
 DEKALB COUNTY COLLECTOR  
 110 EAST SYCAMORE ST. - SYCAMORE, IL 60178

PARCEL NUMBER 08-23-163-013 **DUPLICATE**  
 Name D-N-J PROPERTIES INC  
**FIRST INSTALLMENT DUE DATE** 06/05/2023 **PAY THIS AMOUNT \$0.00**

PARCEL NUMBER 08-23-163-013 **DUPLICATE**  
 Name D-N-J PROPERTIES INC  
**2ND INSTALLMENT DUE DATE** 09/05/2023 **PAY THIS AMOUNT \$3,326.24**

IF POSTMARKED SEND IN THE AMOUNT BELOW WHICH INCLUDES A 1.5% PER MONTH PENALTY

IF POSTMARKED SEND IN THE AMOUNT BELOW WHICH INCLUDES A 1.5% PER MONTH PENALTY

JUN 6 THRU JUL 5 \$0.00  
 JUL 6 THRU AUG 5 \$0.00  
 AUG 6 THRU SEP 5 \$0.00  
 AFTER SEP 5 \$0.00  
 www.dekalbcounty.org **Paid on 05/30/2023** Amount Paid: \$3,326.24

SEP 6 THRU SEP 19 \$3,376.13  
 AFTER SEP 19 \$3,386.13  
 www.dekalbcounty.org



IF PAYING BY MAIL, DETACH THIS STUB AND ENCLOSE WITH YOUR PAYMENT. PLEASE PUT YOUR PARCEL NUMBER ON YOUR CHECK

IF PAYING BY MAIL, DETACH THIS STUB AND ENCLOSE WITH YOUR PAYMENT. PLEASE PUT YOUR PARCEL NUMBER ON YOUR CHECK



Valuation & Advisory Services

Direct: +1 206 695 4200  
Fax: +1 206 682 7938  
colliers.com

601 Union Street  
Suite 4800  
Seattle, WA 98101  
United States

## Valuation Glossary 2023

Unless specified otherwise, these definitions were extracted from the following sources or publications:

The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, Illinois, 2022 (Dictionary).

Uniform Standards of Professional Appraisal Practice, 2020-2023 Edition (USPAP).

The Appraisal of Real Estate, Fifteenth Edition, Appraisal Institute, Chicago, Illinois, 2020 (15th Edition).

### Absolute Net Lease

A lease in which the tenant pays all expenses including structural maintenance, building reserves, and management; often a long-term lease to a credit tenant. *(Dictionary)*

### Ad Valorem Tax

A real estate tax based on the assessed value of the property, which is not necessarily equivalent to its market value. *(15th Edition)*

### Arm's-length Transaction

A transaction between unrelated parties who are each acting in his or her own best interest. *(Dictionary)*

### As-Is Market Value

The estimate of the market value of real property in its current physical condition, use, and zoning as of the appraisal date. *(Dictionary)*

### Assessed Value

The value of a property according to the tax rolls in ad valorem taxation; may be higher or lower than market value, or based on an assessment ratio that is a percentage of market value. *(Dictionary)*

### Average Daily Room Rate (ADR)

In the lodging industry, the net rooms revenue derived from the sale of guest rooms divided by the number of paid occupied rooms. *(Dictionary)*

### Band of Investment

A technique in which the capitalization rates attributable to components of an investment are weighted and combined to derive a weighted-average rate attributable to the total investment. *(Dictionary)*

### Cash-Equivalent Price

The sale price of a property that is equivalent to what a cash buyer would pay. *(Dictionary)*

### Common Area

The total area within a property that is not designed for sale or rental but is available for common use by all owners, tenants, or their invitees, e.g., parking and its appurtenances, malls, sidewalks, landscaped areas, recreation areas, public toilets, truck and service facilities. *(Dictionary)*

### Contract Rent

The actual rental income specified in a lease. *(15th Edition)*

### Cost Approach

A set of procedures through which a value indication is derived for the fee simple estate by estimating the cost new as of the effective date of the appraisal to construct a reproduction of (or replacement for) the existing structure, including an entrepreneurial incentive; deducting depreciation from the total cost; and adding the estimated land value. The contributory value of any site improvements that have not already been considered in the total cost can be added on a depreciated-cost basis. Adjustments may then be made to the indicated value of the fee simple estate in the subject property to reflect the value of the property rights being appraised. *(Dictionary)*

### Curable Functional Obsolescence

An element of depreciation; a curable defect caused by a flaw involving the structure, materials, or design, which can be practically and economically corrected. *(Dictionary)*

### Debt Coverage Ratio (DCR)

The ratio of net operating income to annual debt service, which measures the relative ability of a property to meet its debt service out of net operating income; also called *debt service coverage ratio (DSCR)*. *(Dictionary)*

### Deferred Maintenance

Items of wear and tear on a property that should be fixed now to protect the value or income-producing ability of a property. *(Dictionary)*

### Depreciation

In appraisal, a loss in the value of improvements from any cause; the difference between the cost of an improvement on the effective date of the appraisal and the value of the improvement on the same date. *(Dictionary)*

### Direct Costs

Expenditures for the labor and materials used in the construction of improvements; also called *hard costs*. *(Dictionary)*

**Discounted Cash Flow (DCF) Analysis**

The procedure in which a discount rate is applied to a set of projected income streams and a reversion. The analyst specifies the quantity, variability, timing, and duration of the income streams and the quantity and timing of the reversion, and discounts each to its present value at a specified yield rate. *(Dictionary)*

**Discount Rate**

A rate of return on capital used to convert future payments or receipts into present value. *(Dictionary)*

**Disposition Value**

The most probable price that a specified interest in property should bring under the following conditions:

1. Consummation of a sale within a specified time, which is shorter than the typical exposure time for such a property in that market.
2. The property is subjected to market conditions prevailing as of the date of valuation.
3. Both the buyer and seller are acting prudently and knowledgeably.
4. The seller is under compulsion to sell.
5. The buyer is typically motivated.
6. Both parties are acting in what they consider their best interests.
7. An adequate marketing effort will be made during the exposure time.
8. Payment will be made in cash in U.S. dollars (or the local currency) or in terms of financial arrangements comparable thereto.
9. 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.

This definition can also be modified to provide for valuation with specified financing terms. *(Dictionary)*

**Easement**

The right to use another's land for a stated purpose. Access or right-of-way easements may be acquired by private parties or public utilities. Governments may be the beneficiaries of easements placed on privately owned land that is dedicated to conservation, open space, or preservation. *(15th Edition)*

**Economic Life**

The period over which improvements to real estate contribute to property value. *(Dictionary)*

**Effective Age**

The age of property that is based on the amount of observed deterioration and obsolescence it has sustained, which may be different from its chronological age. *(Dictionary)*

**Effective Date**

The date on which the appraisal or review opinion applies (SVP) *(Dictionary)*

**Effective Gross Income (EGI)**

The anticipated income from all operations of the real estate after an allowance is made for vacancy and collection losses and an addition is made for any other income. *(Dictionary)*

**Effective Gross Income Multiplier (EGIM)**

The ratio between the sale price (or value) of a property and its effective gross income. *(Dictionary)*

**Effective Rent**

The total base rent, or minimum rent stipulated in a lease, over the specified lease term minus rent concessions - e.g. free rent, excessive tenant improvements, moving allowances, lease buyouts, cash allowances, and other lease incentives. *(15th Edition)*

**Eminent Domain**

The right of government to take private property for public use upon the payment of just compensation. The Fifth Amendment of the U.S. Constitution, also known as the *takings clause*, guarantees payment of just compensation upon appropriation of private property. *(Dictionary)*

**Entrepreneurial Incentive**

The amount an entrepreneur expects or wants to receive as compensation for providing coordination and expertise and assuming the risks associated with the development of a project. Entrepreneurial incentive is the expectation of future reward as opposed to the profit actually earned on the project. *(Dictionary)*

**Entrepreneurial Profit**

A market-derived figure that represents the amount an entrepreneur received for his or her contribution to a past project to compensate for his or her time, effort, knowledge, and risk; the difference between the total cost of a property (cost of development) and its market value (property value after completion), which represents the entrepreneur's compensation for the risk and expertise associated with development. An entrepreneur is motivated by the prospect of future value enhancement (i.e., the entrepreneurial incentive). An entrepreneur who successfully creates value through new development, expansion, renovation, or an innovative change of use is rewarded by entrepreneurial profit. Entrepreneurs may also fail and suffer losses. *(Dictionary)*

**Excess Land**

Land that is not needed to serve or support the existing use. The highest and best use of the excess land may or may not be the same as the highest and best use of the improved parcel. Excess land has the potential to be sold separately and is valued separately. *(Dictionary)*

**Excess Rent**

The amount by which contract rent exceeds market rent at the time of the appraisal; created by a lease favorable to the lessor and may reflect superior management, a lease execution in an earlier, stronger rental market, or an agreement of the parties. Due to the higher risk inherent in the receipt of excess rent, it may be calculated separately and capitalized or discounted at a higher rate in the income capitalization approach. *(15th Edition)*

**Expense Stop**

A clause in a lease that limits the landlord's expense obligation, which results in the lessee paying any operating expenses above a stated level or amount. *(Dictionary)*

**Exposure Time**

An opinion, based on supporting market data, of the length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal. *(USPAP)*

**Extraordinary Assumption**

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. Uncertain information might include physical, legal, or economic characteristics of the subject property; or conditions external to the property, such as market conditions or trends; or the integrity of data used in an analysis. An extraordinary assumption may be used in an assignment only if:

- It is required to properly develop credible opinions and conclusions;
- The appraiser has a reasonable basis for the extraordinary assumption;
- Use of the extraordinary assumption results in a credible analysis; and
- The appraiser complies with the disclosure requirements set forth in USPAP for extraordinary assumptions. *(USPAP)*

**External Obsolescence**

A type of depreciation; a diminution in value caused by negative external influences and generally incurable on the part of the owner, landlord, or tenant. The external influence may be either temporary or permanent. There are two forms of external obsolescence: economic and locational. *(Dictionary)*

**Fair Market Value**

In nontechnical usage, a term that is equivalent to the contemporary usage of *market value*.

As used in condemnation, litigation, income tax, and property tax situations, a term that is similar in concept to market value but may be defined explicitly by the relevant agency or interpreted differently by court precedent. *(Dictionary)*

**Feasibility Analysis**

A study of the cost-benefit relationship of an economic endeavor. *(USPAP)*

**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. *(Dictionary)*

**Floor Area Ratio (FAR)**

The relationship between the above-ground floor area of a building, as described by the zoning or building code, and the area of the plot on which it stands; in planning and zoning, often expressed as a decimal, e.g., a ratio of 2.0 indicates that the permissible floor area of a building is twice the total land area. *(Dictionary)*

**Functional Obsolescence**

The impairment of functional capacity of improvements according to market tastes and standards. *(Dictionary)*

**Functional Utility**

The ability of a property or building to be useful and to perform the function for which it is intended according to current market tastes and standards; the efficiency of a building's use in terms of architectural style, design and layout, traffic patterns, and the size and type of rooms. *(Dictionary)*

**Furniture, Fixtures, and Equipment (FF&E)**

Business trade fixtures and personal property, exclusive of inventory. *(Dictionary)*

**Going-concern**

An established and operating business having an indefinite future life. *(Dictionary)*

**Going-concern Value**

An outdated label for the market value of all the tangible and intangible assets of an established and operating business with an indefinite life, as if sold in aggregate; more accurately termed the *market value of the going concern* or *market value of the total assets of the business*. *(Dictionary)*

**Gross Building Area (GBA)**

Total floor area of a building, excluding unenclosed areas, measured from the exterior of the walls of the above-grade area. This includes mezzanines and basements if and when typically included in the market area of the type of property involved. *(Dictionary)*

**Gross Leasable Area (GLA)**

Total floor area designed for the occupancy and exclusive use of tenants, including basements and mezzanines; measured from the center of joint partitioning to the outside wall surfaces. *(Dictionary)*

**Gross Living Area (GLA)**

Total area of finished, above-grade residential space area; calculated by measuring the outside perimeter of the structure and includes only finished, habitable, above-grade living space. (Finished basements and attic areas are not generally included in total gross living area. Local practices, however, may differ.) *(Dictionary)*

**Highest & Best Use**

The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity. The use of an asset that maximizes its potential and that is possible, legally permissible, and financially feasible. The highest and best use may be for continuation of an asset's existing use or for some alternative use. This is determined by the use that a market participant would have in mind for the asset when formulating the price that it would be willing to bid (IVS). *(Dictionary)*

**Hypothetical Condition**

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 purpose of analysis. Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis. *(USPAP)*

**Income Capitalization Approach**

In the income capitalization approach, an appraiser analyzes a property's capacity to generate future benefits and capitalizes the income into an indication of present value. The principle of anticipation is fundamental to this approach. Techniques and procedures from this approach are used to analyze comparable sales data and to measure obsolescence in the cost approach. *(15th Edition)*

**Incurable Functional Obsolescence**

An element of depreciation; a defect caused by a deficiency or superadequacy involving the structure, materials, or design that cannot be practically or economically corrected as of the effective date of the appraisal. *(Dictionary)*

**Indirect Costs**

Expenditures or allowances for items other than labor and materials that are necessary for construction, but are not typically part of the construction contract. Indirect costs may include administrative costs, professional fees, financing

costs and the interest paid on construction loans, taxes and the builder's or developer's all-risk insurance during construction, and marketing, sales, and lease-up costs incurred to achieve occupancy or sale. Also called *soft costs*. *(Dictionary)*

**Interim Use**

The use contemplated by the market participants that the subject real estate can be put to while waiting for certain subsequent factors to occur. *(Dictionary)*

**Investment Value**

The value of a property to a particular investor or class of investors based on the investor's specific requirements. Investment value may be different from market value because it depends on a set of investment criteria that are not necessarily typical of the market. *(Dictionary)*

**Leased Fee Interest**

The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversion right when the lease expires. *(Dictionary)*

**Leasehold Estate**

The right held by the lessee to use and occupy real estate for a stated term and under the conditions specified in the lease. *(Dictionary)*

**Legal Nonconforming Use**

A use that was lawfully established and maintained, but no longer conforms to the use regulations of its current zoning; sometimes known as a legally nonconforming use. *(Dictionary)*

**Liquidation Value**

The most probable price that a specified interest in property should bring under the following conditions:

1. Consummation of a sale within a short time period.
2. The property is subjected to market conditions prevailing as of the date of valuation.
3. Both the buyer and seller are acting prudently and knowledgeably.
4. The seller is under extreme compulsion to sell.
5. The buyer is typically motivated.
6. Both parties are acting in what they consider to be their best interests.
7. A normal marketing effort is not possible due to the brief exposure time.
8. Payment will be made in cash in U.S. dollars (or the local currency) or in terms of financial arrangements comparable thereto.
9. 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.

This definition can also be modified to provide for valuation with specified financing terms. *(Dictionary)*



### Market Area

The geographic region from which a majority of demand comes and in which the majority of competition is located. Depending on the market, a market area may be further subdivided into components such as primary, secondary, and tertiary market areas, or the competitive market area may be distinguished from the general market area. *(Dictionary)*

### Market Rent

The most probable rent that a property should bring in a competitive and open market under all conditions requisite to a fair lease transaction, the lessee and lessor each acting prudently and knowledgeably, and assuming the rent is not affected by undue stimulus. *(Dictionary)*

### Market Study

An analysis of the market conditions of supply, demand, and pricing for a specific property type in a specific area. *(Dictionary)*

### Market Value (Most Common Non-FRT)

The most probable price, as of a specific date, in cash, or in terms equivalent to cash, or in other precisely revealed terms, for which the specified property rights should sell after reasonable exposure in a competitive market under all conditions requisite to a fair sale, with the buyer and seller each acting prudently, knowledgeably, and for self-interest, and assuming that neither is under undue distress. *(Dictionary)*

### Market Value (Interagency Guidelines)

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

1. buyer and seller are typically motivated;
2. both parties are well informed or well advised, and acting in what they consider their 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. (Interagency Appraisal and Evaluation Guidelines, Federal Register, December 10, 2010.

### Marketability Analysis

The study of how a specific property is expected to perform in a specific market. A marketability analysis expands on a market analysis by addressing a specific property. *(Dictionary)*

### Neighborhood Analysis

The objective analysis of observable or quantifiable data indicating discernible patterns of urban growth, structure, and change that may detract from or enhance property values; focuses on four sets of considerations that influence value: social, economic, governmental, and environmental factors. *(Dictionary)*

### Net Net Net Lease

An alternative term for a type of net lease. In some markets, a net net net lease is defined as a lease in which the tenant assumes all expenses (fixed and variable) of operating a property except that the landlord is responsible for structural maintenance, building reserves, and management. Also called *NNN lease, triple net lease, or fully net lease*. *(Dictionary)*

### Net Operating Income (NOI)

The actual or anticipated net income that remains after all operating expenses are deducted from effective gross income but before mortgage debt service and book depreciation are deducted. Note: This definition mirrors the convention used in corporate finance and business valuation for EBITDA (earnings before interest, taxes, depreciation, and amortization). *(15th Edition)*

### Obsolescence

One cause of depreciation; an impairment of desirability and usefulness caused by new inventions, changes in design, improved processes for production, or external factors that make a property less desirable and valuable for a continued use; may be either functional or external. *(Dictionary)*

### Off-site Costs

Costs incurred in the development of a project excluding on-site costs such as grading and construction of the building and other improvements; also called *common costs* or *off-site improvement costs*. *(Dictionary)*

### On-site Costs

Costs incurred for the actual construction of buildings and improvements on a particular site. *(Dictionary)*

### Overage Rent

The percentage rent paid over and above the guaranteed minimum rent or base rent; calculated as a percentage of sales in excess of a specified breakeven sales volume. *(15th Edition)*

**Overall Capitalization Rate (OAR)**

The relationship between a single year's net operating income expectancy and the total property price or value. *(Dictionary)*

**Parking Ratio**

The ratio of parking area or parking spaces to an economic or physical unit of comparison. Minimum required parking ratios for various land uses are often stated in zoning ordinances. *(Dictionary)*

**Potential Gross Income (PGI)**

The total income attributable to property at full occupancy before vacancy and operating expenses are deducted. *(Dictionary)*

**Potential Gross Income Multiplier (PGIM)**

The ratio between the sale price (or value) of a property and its annual potential gross income. *(Dictionary)*

**Present Value (PV)**

The value of a future payment or series of future payments discounted to the current date or to time period zero. *(Dictionary)*

**Prospective Opinion of Value**

A value opinion effective as of a specified future date. The term does not define a type of value. Instead, it identifies a value opinion as effective at some specific future date. An opinion of value as of a prospective date is frequently sought in connection with projects that are proposed, under construction, or under conversion to a new use, or those that have not achieved sellout or a stabilized level of long-term occupancy. *(Dictionary)*

**Qualitative Adjustment**

An indication that one property is superior, inferior, or similar to another property. Note that the common usage of the term is a misnomer in that an adjustment to the sale price of a comparable property is not made. Rather, the indication of a property's superiority or inferiority to another is used in relative comparison analysis, bracketing, and other forms of qualitative analysis. *(Dictionary)*

**Quantitative Adjustment**

In the application of the sales comparison and income capitalization approaches, a numerical (dollar or percentage) adjustment to the sale price, rent, or expense amount of a comparable property to account for the effect on value of a difference between each comparable property and the subject property. *(Dictionary)*

**Rentable Area**

The amount of space on which the rent is based; calculated according to local practice. *(Dictionary)*

**Replacement Cost**

The estimated cost to construct, at current prices as of a specific date, a substitute for a building or other improvements, using modern materials and current standards, design, and layout. *(Dictionary)*

**Replacement Cost for Insurance Purposes**

The estimated cost, at current prices as of the effective date of valuation, of a substitute for the building being valued, using modern materials and current standards, design and layout for insurance coverage purposes guaranteeing that damaged property is replaced with a new property (i.e., depreciation is not deducted). *(Dictionary)*

**Reproduction Cost**

The estimated cost to construct, at current prices as of the effective date of the appraisal, an exact duplicate or replica of the building being appraised, using the same or similar materials, construction standards, design, layout, and quality of workmanship and embodying all the deficiencies, superadequacies, and obsolescence of the subject building. *(Dictionary)*

**Retrospective Value Opinion**

A value opinion effective as of a specified historical date. The term *retrospective* does not define a type of value. Instead, it identifies a value opinion as being effective at some specific prior date. Value as of a historical date is frequently sought in connection with property tax appeals, damage models, lease renegotiation, deficiency judgments, estate tax, and condemnation. Inclusion of the type of value with this term is appropriate, e.g., "retrospective market value opinion." *(Dictionary)*

**Sales Comparison Approach**

The process of deriving a value indication for the subject property by comparing sales of similar properties to the property being appraised, identifying appropriate units of comparison, and making adjustments to the sale prices (or unit prices, as appropriate) of the comparable properties based on relevant, market-derived elements of comparison. The sales comparison approach may be used to value improved properties, vacant land, or land being considered vacant when an adequate supply of comparable sales is available. *(Dictionary)*

**Scope of Work**

The type and extent of research and analysis in an appraisal or appraisal review assignment. Scope of work includes, but is not limited to:

The extent to which the property is identified;

The extent to which tangible property is inspected;

The type and extent of data researched; and

The type and extent of analysis applied to arrive at opinions or conclusions. *(USPAP)*

### Shopping Center Types

**Neighborhood Shopping Center:** The smallest type of shopping center, generally with a gross leasable area of between 30,000 and 100,000 square feet. Typical anchors include supermarkets. Neighborhood shopping centers offer convenience goods and personal services and usually depend on a market population support of 3,000 to 40,000 people.

**Community Shopping Center:** A shopping center of 100,000 to 400,000 square feet that usually contains one junior department store, a variety store, discount or department store. A community shopping center generally has between 20 and 70 retail tenants and a market population support of 40,000 to 150,000 people.

**Regional Shopping Center:** A shopping center of 300,000 to 900,000 square feet that is built around one or two full-line department stores of approximately 200,000 square feet each plus small tenant spaces. This type of center is typically supported by a minimum population of 150,000 people.

**Super-Regional Center:** A large center of 600,000 to 2.0 million square feet anchored by three or more full-line department stores. This type of center is typically supported by a population area of 300,000 people. *(15th Edition)*

### Sum of the Retail Values

The sum of the separate and distinct market value opinions for each of the units in a condominium; subdivision development, or portfolio of properties, as of the date of valuation. The aggregate of retail values does not represent the value of all the units as sold together in a single transaction; it is simply the total of the individual market value conclusions. An appraisal has an effective date, but summing the sales prices of multiple units over an extended period of time will not be the value on that one day unless the prices are discounted to make the value equivalent to what another developer or investor would pay for the bulk purchase of the units. Also called the *aggregate of the retail values* or *aggregate retail selling price*. *(Dictionary)*

### Superadequacy

An excess in the capacity or quality of a structure or structural component; determined by market standards. *(Dictionary)*

### Surplus Land

Land that is not currently needed to support the existing use but cannot be separated from the property and sold off for another use. Surplus land does not have an independent highest and best use and may or may not contribute value to the improved parcel. *(Dictionary)*

### Tenant Improvements (TIs)

1. Fixed improvements to the land or structures installed for use by a lessee.
2. The original installation of finished tenant space in a construction project; subject to periodic change for succeeding tenants. *(Dictionary)*

### Usable Area

The area that is actually used by the tenants measured from the inside of the exterior walls to the inside of walls separating the space from hallways and common areas. *(Dictionary)*

### Useful Life

The period of time over which a structure or a component of a property may reasonably be expected to perform the function for which it was designed. *(Dictionary)*

### Vacancy and Collection Loss

A deduction from potential gross income (PGI) made to reflect income deductions due to vacancies, tenant turnover, and nonpayment of rent; also called *vacancy and credit loss* or *vacancy and contingency loss*. *(Dictionary)*

### Yield Capitalization

A method used to convert future benefits into present value by (1) discounting each future benefit at an appropriate yield rate, or (2) developing an overall rate that explicitly reflects the investment's income pattern, holding period, value change, and yield rate. *(Dictionary)*



## Michelle S. Lee, MAI

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Valuation & Advisory Services

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### Area of Expertise

Michelle Lee, MAI serves as a Valuation Services Director for Colliers International Valuation & Advisory Services in Chicago, Illinois. She has actively participated in the analysis of an array of commercial properties in the Midwest region, including assets throughout Illinois, Indiana, Iowa, and Minnesota. Assignments have included a variety of property types including offices, retail, mixed-use developments, industrial properties, land, residential subdivisions, residential estates, educational facilities, and senior housing facilities.

Office assignments include medical office buildings, CBD offices of all classifications (Class A/B/C), suburban offices, mixed-use office/retail developments, office complexes, and office/R&D properties. Residential assignments consist of single-family subdivisions and large residential estates. Experience with senior housing properties includes independent living, assisted living, memory care, skilled nursing, and CCRC facilities. Other specialized assignments include educational facilities and corporate campuses.

### Affiliations or Memberships

MAI – Appraisal Institute, Sept 2022

### Appraisal Institute Courses

Successful completion of all courses required for the Appraisal Institute's MAI designation.

### Representative Projects

River North Office Loft Portfolio, Chicago, IL (CBD Office Loft)

Citadel Center, Chicago, IL (CBD Class A Office)

333 South Wabash, Chicago, IL (CBD Class A Office)

Ravenswood Mixed-Use, Chicago, IL (Mixed-Use Office/Multi-Family)

Triangle Plaza, Chicago, IL (Suburban Class A Office)

Towers at West End, St. Louis Park, MN (Suburban Office Complex)

University Commons, South Bend, IN (Medical Office)

Illinois Bone & Joint Portfolio, IL (Medical Office)

Illinois Science & Technology Park, Skokie, IL (Office/Lab/R&D)

Shorehaven Lutheran Homes, Oconomowoc, WI (CCRC)

Village Shores, Richfield, MN (ILF/ALF/MC/Retail)

Lexington Homes, Prospect Heights, IL (Residential Subdivision)

Former AT&T Campus, Hoffman Estates, IL (Corporate Campus)

Catherine Cook School, Chicago, IL (School Building)

Lutheran School of Theology, Chicago, IL (School Building)

### Education or Qualifications

DePaul University Kellstadt  
Graduate School of Business,  
Chicago, Illinois, MBA, Real  
Estate Finance and Investment

University of Illinois at Urbana-  
Champaign, Champaign, Illinois,  
Bachelor of Science in  
Architectural Studies

### State Certifications

Illinois

Indiana

Iowa

Minnesota

Wisconsin



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## Tony Guth, MAI

Managing Director | Chicago  
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Mobile: +1 708 975 0967  
colliers.com

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United States

### Area of Expertise

Tony serves as a Managing Director in the Chicago, Illinois office of Colliers Valuation & Advisory Services. He has completed valuation, advisory and consulting studies across a wide variety of property types, both domestically and internationally. He has experience with a broad range of assignments including valuations related to mortgage financing, financial and tax reporting, development feasibility/highest & best use analyses, due diligence, and litigation support.

Select assignments include:

- Quarterly and annual portfolio valuations and valuation reviews for a number of private equity funds and REITs
- Provided litigation support services on a variety of commercial real estate dispute and mediation matters and has testified as an expert witness
- Delivered several supply & demand and development feasibility studies to assist clients in the identification, evaluation and execution of asset monetization, cost reduction and revenue creation initiatives

### Affiliations or Memberships

MAI – Appraisal Institute

### Professional Background

Tony has more than 16 years of experience in the commercial real estate industry. He is a designated MAI and a certified general appraiser licensed in numerous states across the country.

### Appraisal Institute Courses

- Successful completion of all courses required for the Appraisal Institute's MAI designation.

### Education or Qualifications

BA Finance, University of Illinois  
at Champaign Urbana

### State Certifications

Alabama

Florida

Illinois

Kansas

Minnesota

Ohio

South Dakota

Wisconsin



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The Colliers logo is located in the top right corner. It consists of the word "Colliers" in a white serif font, set against a dark blue rectangular background. Below the text are three horizontal stripes in red, yellow, and blue.

# Valuation & Advisory Services



Accelerating success.



# Valuation & Advisory Services

Real estate valuations play a pivotal role in today's business climate. An accurate and well supported opinion of property value can mean the difference between reaching a critical goal—securing a loan, closing a sale, reporting to investors, choosing the best asset—or failing to achieve it altogether.

Colliers Valuation & Advisory Services' reports are designed to deliver insight into a property's fundamentals, its competition and the overall market dynamics affecting value. A solid valuation report can be a strategic asset for investors, lenders and owners, provided that it addresses both a property's unique characteristics and the most current market conditions.

Commitment to high-end client service, coupled with Colliers' unparalleled market intelligence and resources, differentiates us as the firm of choice in the real estate industry.

## Professional

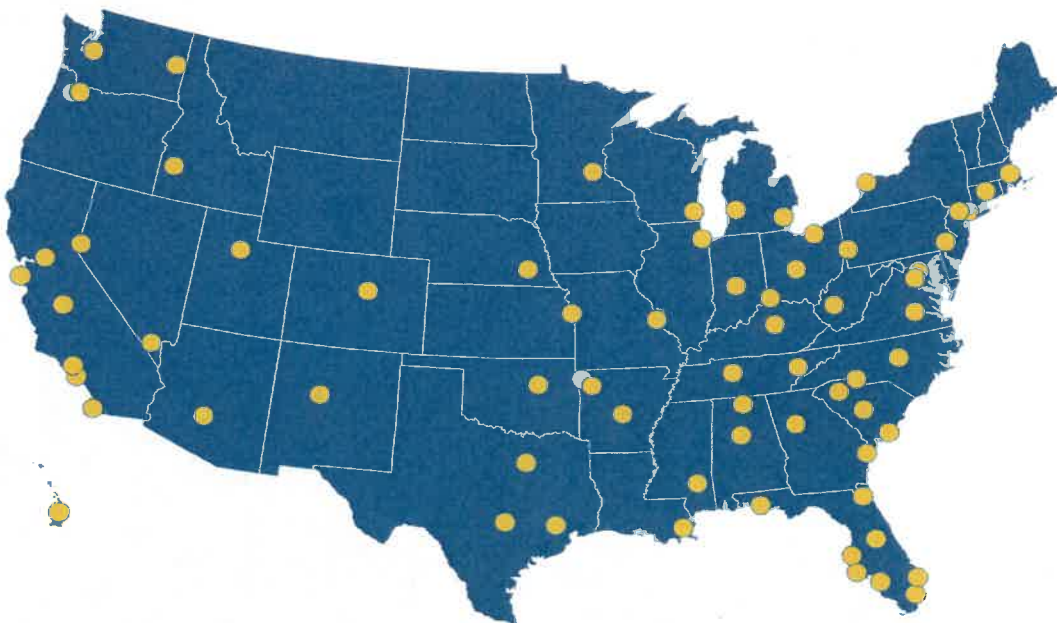
Our professionals share a commitment to deliver the highest level of service and consistent results. We go the extra mile for our clients, whether this means meeting a tight deadline or working with a complex and challenging property.

## Technology

Our unmatched report creation technology speeds appraisals through the pipeline. This secure, centralized production system generates a wide range of reports and high volume portfolio orders without delays.

## Information

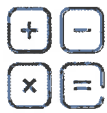
Today's business climate places valuation in a more pivotal position than ever before. All our appraisals are evaluated and approved by an experienced review team to ensure our clients receive concise and timely appraisals. With clear, prompt reporting and a comprehensive, big picture approach, Colliers' valuation and advisory reports give our clients the information they need to make better business decisions.



# What We Do



400+  
licensed appraisers and staff



30,000+  
assignments completed annually



69  
Valuation & Advisory Services  
market locations across the country



Real estate advisors in  
501 offices in 65 countries.



Founding member  
of the World Green  
Building Council



Recognized and ranked  
17 consecutive years,  
more than any other  
real estate firm



Ranked in the top 3  
most recognized  
global commercial real  
estate brands by The  
Lipsey Company



Ranked in the world's  
top female-friendly  
companies.

# Valuation & Advisory Services National Leadership

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## Our Experts

To learn more about our Regional and Market Valuation Experts, please click on or scan the QR code.



## Why work with Colliers?



### We act as an extension of your team.

Our approach is collaborative, nimble and informed by uncommon knowledge. By aligning with your core business needs, we develop and execute customized real estate solutions to support your growth strategy.



### We are both results and process-driven.

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### We are defined by our people.

We attract an exemplary roster of top valuation experts across the United States – specialists who save you time and money by cutting through the noise to deliver the most favorable outcome.

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**Colliers**

**ALTA / NSPS LAND TITLE SURVEY**  
**128 SOUTH SECOND STREET**  
**DEKALB, ILLINOIS**  
**LOT 67 OF BLOCK 11 OF**  
**COUNTY CLERK'S SUBDIVISION**  
**OF BLOCKS 11, 12, 13 AND 14**  
**ORIGINAL TOWN (NOW CITY)**  
**OF DEKALB ILLINOIS**  
**SEPTEMBER 2023**

ALTA / NSPS LAND TITLE SURVEY

STATE OF ILLINOIS )  
 (SS  
 COUNTY OF OGLE )  
 Certify to: The City of DeKalb

This is to certify that this map or plat and the survey on which it is based, were made in accordance with the 2021 Minimum Standard Detail Requirements for ALTA/NSPS Land Title Surveys, jointly established and adopted by ALTA and NSPS, and includes Items 1, 4, 13, 18 and 20 of Table A thereof. The fieldwork was completed on September 15, 2023.

No part of this property is within a special flood hazard area as designated on F.I.R.M. Community Panel Number 17037C0242E, (Zone "X") effective date January 2, 2009.

Date of Plat of Map: September 19, 2023.

Dale E. Wallace, Illinois Professional  
 Land Surveyor No. 35-2821

LEGAL DESCRIPTION AS RECORDED AND SURVEYED:

OF PROPERTY DESCRIBED AS: Lot 67 of Block 11 of the County Clerk's Subdivision of Blocks 11, 12, 13 and 14 of the Original Village (now City) of DeKalb, according to the Plat thereof recorded in Book "C" of Plats, page 42, as recorded in the DeKalb County Recorder's Office, containing 0.254 acre (11,051.2 square feet), more or less, subject to all easements, agreements, city/subdivision codes and/or ordinances, if any, all situated in the City of DeKalb, the Township of DeKalb, the County of DeKalb and the State of Illinois.

Dated this 19th day of September, 2023, D., at the office of Survey-Tech.

Dale E. Wallace, Illinois Professional  
 Land Surveyor No. 35-2821



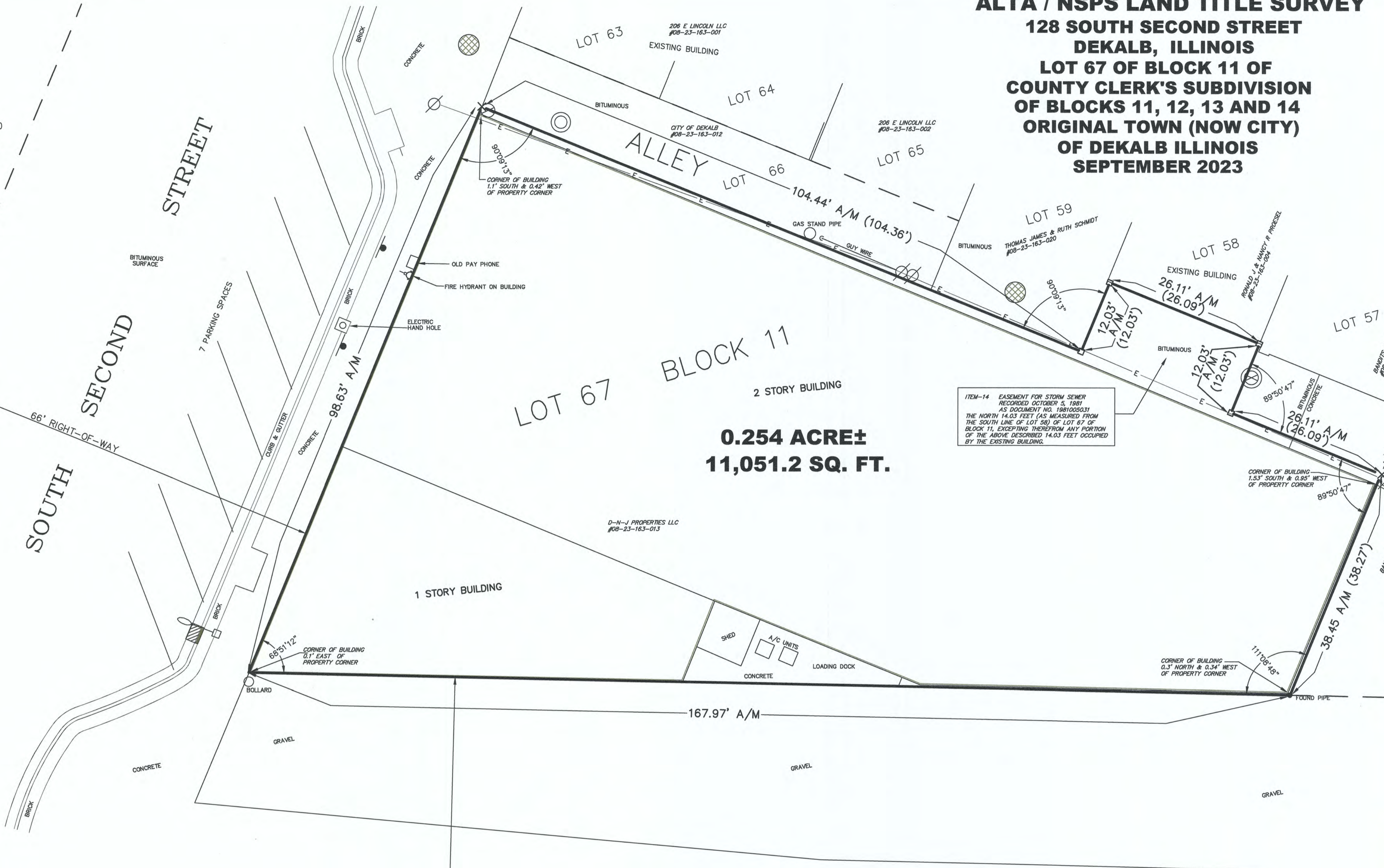
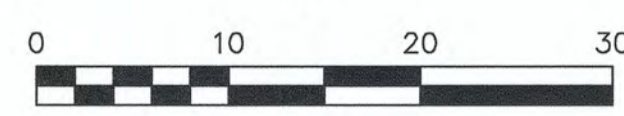
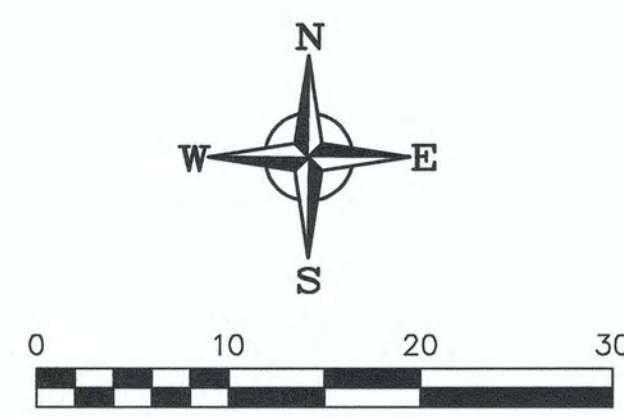
EXPIRES 11-30-2024

THIS PROFESSIONAL SERVICE CONFORMS WITH THE CURRENT ILLINOIS MINIMUM STANDARDS FOR A BOUNDARY SURVEY. FIELD WORK COMPLETED ON 9-15-2023

SURVEYOR'S NOTE:

Utilities as shown are based on utility maps provided to Survey-Tech / C.E.S., Inc. upon request. Not all utilities responded to our map request and thus may not be shown. No excavating or J.U.L.I.E. locate was performed.

There is no current earth moving work and building construction on this property. No evidence of this site being used for a sump or sanitary landfill or construction waste site.

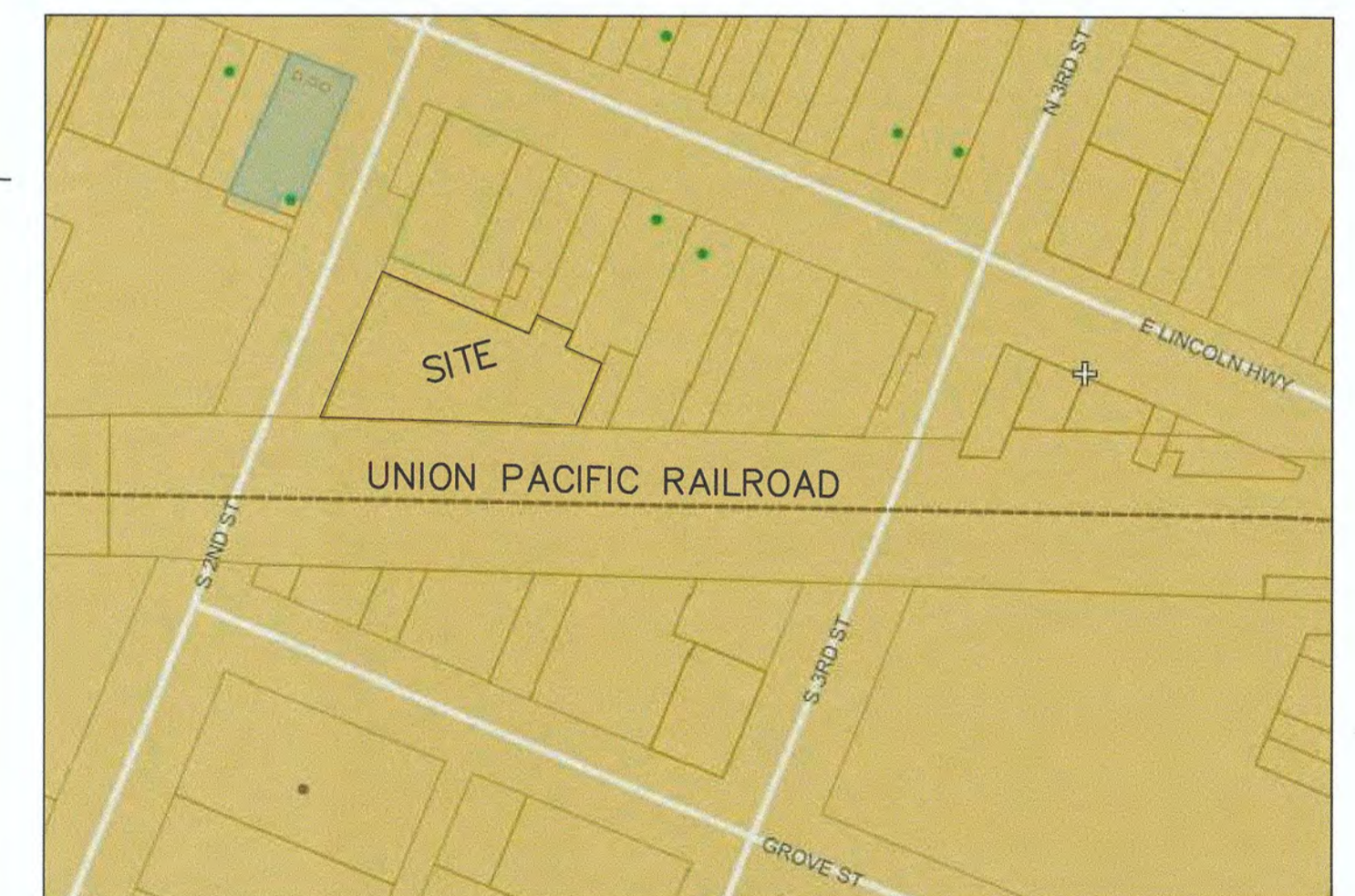


ITEM-14 EASEMENT FOR STORM SEWER RECORDED OCTOBER 5, 1981 AS DOCUMENT NO. 1881050531 THE NORTH 14.03 FEET (AS MEASURED FROM THE SOUTH LINE OF LOT 58) OF LOT 67 OF BLOCK 11, EXCEPTING THEREFROM ANY PORTION OF THE ABOVE DESCRIBED 14.03 FEET OCCUPIED BY THE EXISTING BUILDING.

**LEGEND**

- X — BOUNDARY OF PROPERTY
- FOUND RAILROAD SPIKE
- FOUND MONUMENT
- SET 5/8" REBAR
- SET RAILROAD SPIKE
- SET MAG/SURVEY NAIL
- (0.00') DEEDED / PLATTED DISTANCE
- A/M — AS MEASURED
- ROAD CENTERLINE
- ROAD RIGHT-OF-WAY LINE
- G GAS LINE
- E OVERHEAD ELECTRIC LINE
- STORM MANHOLE
- CATCH BASIN
- CURB INLET
- WATER VALVE
- VALVE VAULT
- FIRE HYDRANT
- GAS METER
- UTILITY POLE
- GUY WIRE
- UTILITY POLE/LIGHT
- STREET LIGHT
- 1 POST SIGN

UNION PACIFIC RAILROAD  
 (FORMERLY THE CHICAGO AND NORTHWESTERN RAILROAD)



LOCATION MAP

<b>SURVEY-TECH</b> A DIVISION OF C.E.S. INC. PROFESSIONAL DESIGN FIRM LICENSE NO. 184-001260 104A MAPLE COURT ROCHELLE, ILLINOIS 61068 (815)-562-8771 FAX: (815)-562-6555		
DATE: 9-18-2023	SCALE: 1" = 10'	DRAWN BY: DEW REVISED:
<b>CITY OF DEKALB</b>		
FB: DEK-GPS ACAD: S29123	CITY OF DEKALB COUNTY OF DEKALB	FILE NUMBER: S291-23