



**CUSHMAN &  
WAKEFIELD**

## APPRAISAL OF REAL PROPERTY

Former Stamford Police Station  
805 Bedford Street  
Stamford, Fairfield County, CT 06905

## IN AN APPRAISAL REPORT

As of May 11, 2021

### Prepared For:

City of Stamford  
888 Washington Blvd  
Stamford, CT 06901

### Prepared By:

Cushman & Wakefield of Connecticut, Inc.  
Valuation & Advisory  
107 Elm Street, 4 Stamford Plaza, 8th Floor  
Stamford, CT 06902  
Cushman & Wakefield File ID: 21-14001-900912-001



**Former Stamford Police Station**  
**805 Bedford Street**  
**Stamford, Fairfield County, CT 06905**



107 Elm Street, 4 Stamford Plaza, 8th Floor  
Stamford, CT 06902  
Tel +1 (203) 348-8550  
cushmanwakefield.com

May 17, 2021

Jeffrey Pardo  
Construction Manager  
**City of Stamford**  
888 Washington Blvd  
Stamford, CT 06901

Re: Appraisal Report

**Former Stamford Police Station**  
805 Bedford Street  
Stamford, Fairfield County, CT 06905

Cushman & Wakefield File ID: 21-14001-900912-001

Dear Mr. Pardo:

In fulfillment of our agreement as outlined in the Letter of Engagement, we are pleased to transmit our appraisal of the above referenced property in the following Appraisal Report.

The subject property consists of a 3-story former police station that contains 48,987± square feet (including useable basement) situated on a 1.07± acre site. The subject property is located at the southeast corner of the intersection of Bedford Street and Hoyt Street. The improvements were completed in 1955 and are in fair condition.

This Appraisal Report has been prepared in accordance with our interpretation of the Uniform Standards of Professional Appraisal Practice (USPAP).

The Commercial Real Estate (CRE) market is driven by investor demand and strong liquidity. Since its onset in March 2020, the COVID-19 pandemic has had a dramatic effect on both of these factors as the market navigated actual and perceived impact. We observed asset classes experiencing various impacts, both positive and negative. We observed that asset values can fall significantly in short periods of time if either demand or liquidity, often in conjunction with many other factors, change significantly. As we have throughout the pandemic, Cushman & Wakefield is closely monitoring the latest developments resulting from the COVID-19 pandemic and recovery. The reader is cautioned to consider that values and incomes can change more rapidly and significantly than during standard market conditions. Furthermore, the reader should be cautioned and reminded that any conclusions presented in this appraisal report apply only as of the effective date indicated. While we have valued the property based on current market trends and participant expectations, the appraiser makes no representation as to the effect on the subject property of any event disruptive to these trends and expectations subsequent to the effective date of the appraisal.

The appraisal provides the following four valuation scenarios:

1. Market Value As Is (reflecting existing known environmental issues)
2. Market Value As If Completed (interior remediation completed, building reduced to Core and Shell)
3. Market Value As If Vacant and remediated under current R-MF Zoning
4. Market Value As If Vacant and remediated under proposed R-H Zoning

Based on the agreed-to Scope of Work, and as outlined in the report, we developed the following opinions:

Value Conclusions			
Appraisal Premise	Real Property Interest	Date of Value	Value Conclusion
Market Value As-Is	Fee Simple	May 11, 2021	\$1,175,000
Market Value As If Completed (interior remediation cured)	Fee Simple	May 11, 2021	\$1,700,000
Market Value As If Vacant and remediated under current R-MF Zoning	Fee Simple	May 11, 2021	\$2,175,000
Market Value As If Vacant and remediated under proposed R-H Zoning	Fee Simple	May 11, 2021	\$4,475,000

*Compiled by Cushman & Wakefield of Connecticut, Inc.*

## Extraordinary Assumptions

For a definition of Extraordinary Assumptions please see the Glossary of Terms & Definitions. The use of extraordinary assumptions, if any, might have affected the assignment results.

The City tax map indicates that not all of the west side parking lot along Bedford Street and the smaller north side parking lot along Hoyt Street is contained completely within the subject property line, rather this parking lot extends into the right of way. For purposes of this analysis, after discussion with the property contact during site inspection, we assume these parking spaces will be made available to the subject property, however, we have not assumed the associated land area would be available for FAR calculation.

We are not experts in the estimation of demolition and environmental remediation. We have relied upon the this information provided by the Client within this analysis. Should this information be deemed inaccurate it could have a direct impact upon the valuation conclusions.

## Hypothetical Conditions

For a definition of Hypothetical Conditions please see the Glossary of Terms & Definitions. The use of hypothetical conditions, if any, might have affected the assignment results.

For the purposes of this valuation and the Client's use, it is assumed that several easements will be created for the rear (east side of the property). The first easement will grant the entire existing row of parking spaces along the east side of the property for the use of the police employees visiting the new police station to the south of the subject. The second easement will be a right of way from Hoyt to the loading door along the north side of the new police station. The third easement will grant an additional row of parking spaces for the use of the visitors of the new police station. The effect of such easements will eliminate the existing parking capacity for any user of the subject property in this area of the site and place physical limitations on development in this area, however, there is the expectation that these easements do not reduce the FAR potential of the subject site.

Valuation scenarios two, three and four, reflect conditions not currently realized, either the curing of environmental issues and/or a vacant site (existing structure has been razed and cleared).

This letter is invalid as an opinion of value if detached from the report, which contains the text, exhibits, and Addenda.

Respectfully submitted,

**CUSHMAN & WAKEFIELD OF CONNECTICUT, INC.**



---

David R. Ubaghs, MAI, MRICS, CCIM  
Executive Director  
CT Certified General Appraiser  
License No. 1016  
David.Ubaghs@cushwake.com  
(203) 326-5877 Office Direct

## Client Satisfaction Survey

### WE WANT TO HEAR FROM YOU! VALUATION & ADVISORY



#### V&A National Quality Control Group values your feedback!

- What are we doing right?
- Are there areas where we could improve?
- Did our report meet your requirements?

As part of our quality monitoring campaign, your comments are critical to our efforts to continuously improve our service.

We'd appreciate your help in completing a short survey pertaining to this report and the level of service you received. Rest assured, any feedback will be treated with proper discretion and confidentiality.

Simply click <https://www.surveymonkey.com/r/LQKCGLF?c=21-14001-900912-001> to respond.

#### Contact our National Lead for Quality Control with any questions or comments:

**Rick Zbranek, MAI**

Senior Managing Director  
U.S. Lead, National Quality Control  
Valuation & Advisory  
T +1 713 963 2863  
[Rick.Zbranek@cushwake.com](mailto:Rick.Zbranek@cushwake.com)

## Table of Contents

Summary of Salient Facts .....	8
Property Photographs .....	10
Scope of Work.....	14
Overview .....	14
Report Option Description .....	15
Identification of Property .....	15
Property Ownership and Recent History.....	15
Dates of Inspection and Valuation .....	15
Client, Intended Use and Users of the Appraisal .....	16
Regional Analysis.....	17
Local Area Analysis.....	25
Market Analysis .....	29
Property Analysis .....	34
Site Description .....	34
Improvements Description .....	37
Real Property Taxes and Assessments .....	43
Zoning .....	44
Valuation .....	46
Highest and Best Use .....	46
Valuation Process .....	48
Land Valuation .....	50
Reconciliation and Final Value Opinion .....	58
Extraordinary Assumptions .....	58
Hypothetical Conditions .....	58
Assumptions and Limiting Conditions .....	60
Certification .....	62
Addenda Contents .....	63

## Summary of Salient Facts

### BASIC INFORMATION

<b>Common Property Name:</b>	Former Stamford Police Station
<b>Address:</b>	805 Bedford Street Stamford, Connecticut 06905
<b>County:</b>	Fairfield County
<b>Property Ownership Entity:</b>	City of Stamford

### SITE INFORMATION

<b>Land Area:</b>	46,702 SF	1.07 Acres
<b>Site Shape:</b>	Irregularly shaped	
<b>Site Topography:</b>	Level at street grade	
<b>Frontage:</b>	Good	
<b>Site Utility:</b>	Good	

#### Parking:

<b>Number of Parking Spaces:</b>	37
<b>Parking Ratio (per 1,000 SF):</b>	0.76:1
<b>Parking Type:</b>	Surface

### MUNICIPAL INFORMATION

#### Assessment Information:

<b>Assessing Authority:</b>	Stamford
<b>Assessor's Parcel Identification:</b>	004-5826
<b>Current Tax Year:</b>	2021
<b>Taxable Assessment:</b>	\$8,792,720
<b>Current Tax Liability:</b>	Tax Exempt

#### Zoning Information:

<b>Municipality Governing Zoning:</b>	Stamford
<b>Current Zoning:</b>	R-MF
<b>Is Current Use Permitted?</b>	Yes
<b>Current Use Compliance:</b>	Non-complying use

### HIGHEST & BEST USE

#### As Vacant:

Multi-family use built to its maximum feasible building area

#### As Improved:

Remediation and demolition of the existing improvements and re-development per the Highest and Best Use as if vacant



## Extraordinary Assumptions

For a definition of Extraordinary Assumptions please see the Glossary of Terms & Definitions. The use of extraordinary assumptions, if any, might have affected the assignment results.

The City tax map indicates that not all of the west side parking lot along Bedford Street and the smaller north side parking lot along Hoyt Street is contained completely within the subject property line, rather this parking lot extends into the right of way. For purposes of this analysis, after discussion with the property contact during site inspection, we assume these parking spaces will be made available to the subject property, however, we have not assumed the associated land area would be available for FAR calculation.

We are not experts in the estimation of demolition and environmental remediation. We have relied upon the this information provided by the Client within this analysis. Should this information be deemed inaccurate it could have a direct impact upon the valuation conclusions.

## Hypothetical Conditions

For a definition of Hypothetical Conditions please see the Glossary of Terms & Definitions. The use of hypothetical conditions, if any, might have affected the assignment results.

For the purposes of this valuation and the Client's use, it is assumed that several easements will be created for the rear (east side of the property). The first easement will grant the entire existing row of parking spaces along the east side of the property for the use of the police employees visiting the new police station to the south of the subject. The second easement will be a right of way from Hoyt to the loading door along the north side of the new police station. The third easement will grant an additional row of parking spaces for the use of the visitors of the new police station. The effect of such easements will eliminate the existing parking capacity for any user of the subject property in this area of the site and place physical limitations on development in this area, however, there is the expectation that these easements do not reduce the FAR potential of the subject site.

Valuation scenarios two, three and four, reflect conditions not currently realized, either the curing of environmental issues and/or a vacant site (existing structure has been razed and cleared).

## Property Photographs





VIEW FROM BEDFORD STREET



SOUTH SIDE, VIEW FROM BEDFORD ST

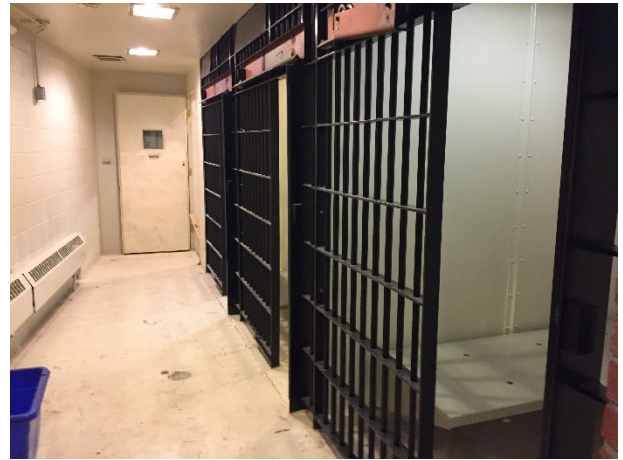
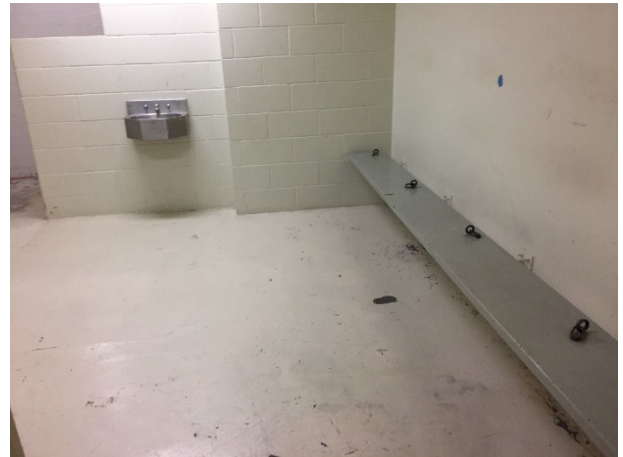


MAIN ENTRANCE

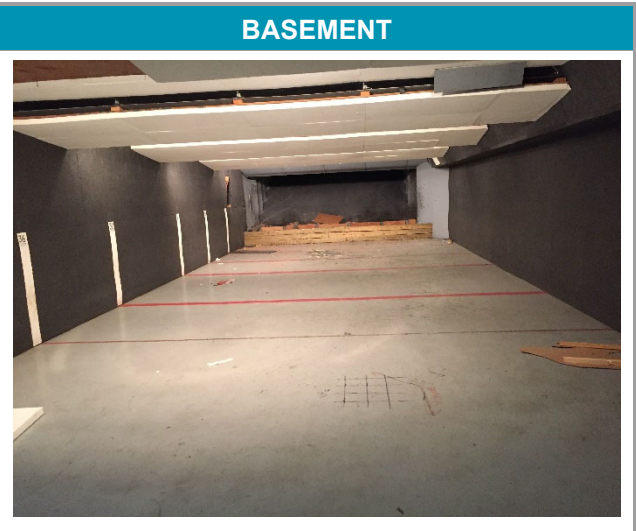
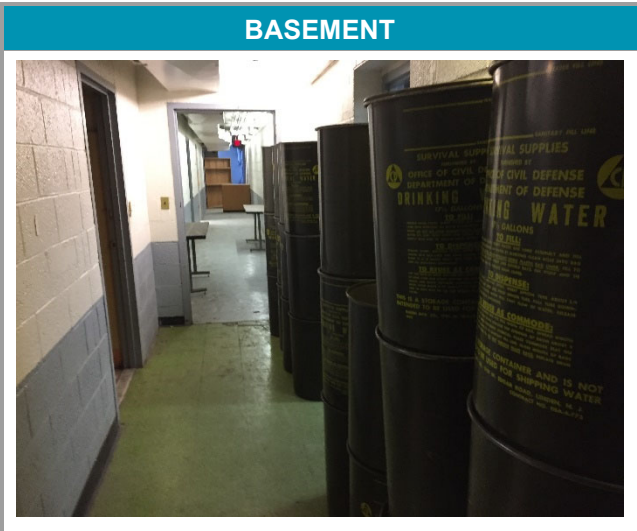
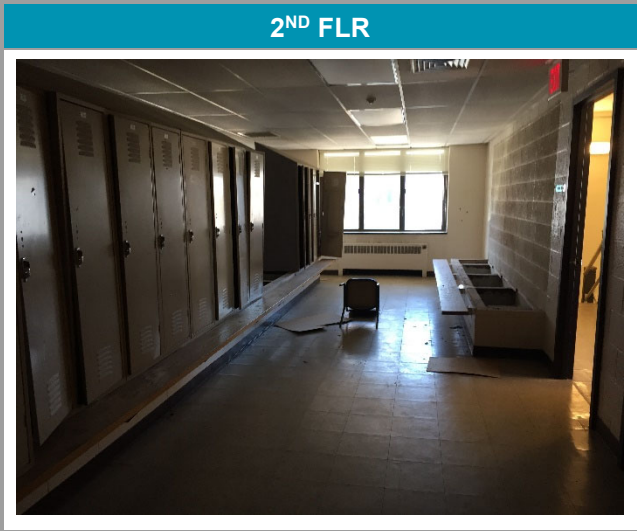


EAST SIDE, FACING NORTH

MAIN RECEPTION – 1<sup>ST</sup> FLR1<sup>ST</sup> FLR

1<sup>ST</sup> FLR1<sup>ST</sup> FLR1<sup>ST</sup> FLR1<sup>ST</sup> FLR2<sup>ND</sup> FLR2<sup>ND</sup> FLR





# Scope of Work

## Overview

Scope of work is the type and extent of research and analyses involved in an assignment. To determine the appropriate scope of work for the assignment, we considered the intended use of the appraisal, the needs of the user, the relevant characteristics of the subject property, and other pertinent factors. Our concluded scope of work is summarized below, and in some instances, additional scope details are included in the appropriate sections of the report:

## Research

- We inspected the property and its environs. Physical information on the subject was obtained from the property owner's representative, public records, and/or third-party sources.
- Regional economic and demographic trends, as well as the specifics of the subject's local area were investigated. Data on the local and regional property market (supply and demand trends, rent levels, etc.) was also obtained. This process was based on interviews with regional and/or local market participants, primary research, available published data, and other various resources.
- Other relevant data was collected, verified, and analyzed. Comparable property data was obtained from various sources (public records, third-party data-reporting services, etc.) and confirmed with a party to the transaction (buyer, seller, broker, owner, tenant, etc.) wherever possible. It is, however, sometimes necessary to rely on other sources deemed reliable, such as data reporting services.

## Analysis

- Based upon the subject property characteristics, prevailing market dynamics, and other information, we developed an opinion of the property's Highest and Best Use.
- We analyzed the data gathered using generally accepted appraisal methodology to arrive at a probable value indication via each applicable approach to value.
- The results of each valuation approach are considered and reconciled into a reasonable value estimate.

This Appraisal Report has been prepared in accordance with our interpretation of the Uniform Standards of Professional Appraisal Practice (USPAP).

Cushman & Wakefield of Connecticut, Inc. has an internal Quality Control Oversight Program. This Program mandates a "second read" of all appraisals. Assignments prepared and signed solely by designated members (MAIs) are read by another MAI who is not participating in the assignment. Assignments prepared, in whole or in part, by non-designated appraisers require MAI participation, Quality Control Oversight, and signature. For this assignment, Quality Control Oversight was provided by Eric D. Michel, MAI, MRICS.

This appraisal employs only the Sales Comparison Approach. Based on our analysis and knowledge of the subject property type and relevant investor profiles, it is our opinion that this approach should be considered necessary and applicable for market participants. Typical purchasers do not generally rely on the Cost or Income Capitalization Approaches when purchasing a property such as the subject of this report. Therefore, we have not employed the Cost Approach or the Income Capitalization Approach to develop an opinion of market value. The exclusion of these approaches to value does not reduce the credibility of the assignment results.

## Report Option Description

USPAP identifies two written report options: Appraisal Report and Restricted Appraisal Report. This document is prepared as an Appraisal Report in accordance with USPAP guidelines. The terms “describe,” “summarize,” and “state” connote different levels of detail, with “describe” as the most comprehensive approach and “state” as the least detailed. As such, the following provides specific descriptions about the level of detail and explanation included within the report:

- Describes the real estate and/or personal property that is the subject of the appraisal, including physical, economic, and other characteristics that are relevant
- States the type and definition of value and its source
- Describes the Scope of Work used to develop the appraisal
- Describes the information analyzed, the appraisal methods used, and the reasoning supporting the analyses and opinions; explains the exclusion of any valuation approaches
- States the use of the property as of the valuation date
- Describes the rationale for the Highest and Best Use opinion

## Identification of Property

Common Property Name:	Former Stamford Police Station
Address:	805 Bedford Street, Stamford, Fairfield County, CT 06905
Location:	The subject property is located at the southeast corner of the intersection of Bedford Street and Hoyt Street.
Assessor's Parcel Number(s):	004-5826
Legal Description:	The legal description was not provided.

## Property Ownership and Recent History

Current Ownership:	City of Stamford
Sale History:	To our knowledge, the property has not sold or transferred within three years of the effective date of the appraisal.
Current Disposition:	To the best of our knowledge, the property is not under contract of sale nor is it being marketed for sale.

## Dates of Inspection and Valuation

Effective Date(s) of Valuation:	
As Is:	May 11, 2021
Date of Report:	May 17, 2021
Date of Inspection:	May 11, 2021

Property Inspected by: David R. Ubaghs, MAI, MRICS, CCIM did make a personal inspection of the subject property.

## Client, Intended Use and Users of the Appraisal

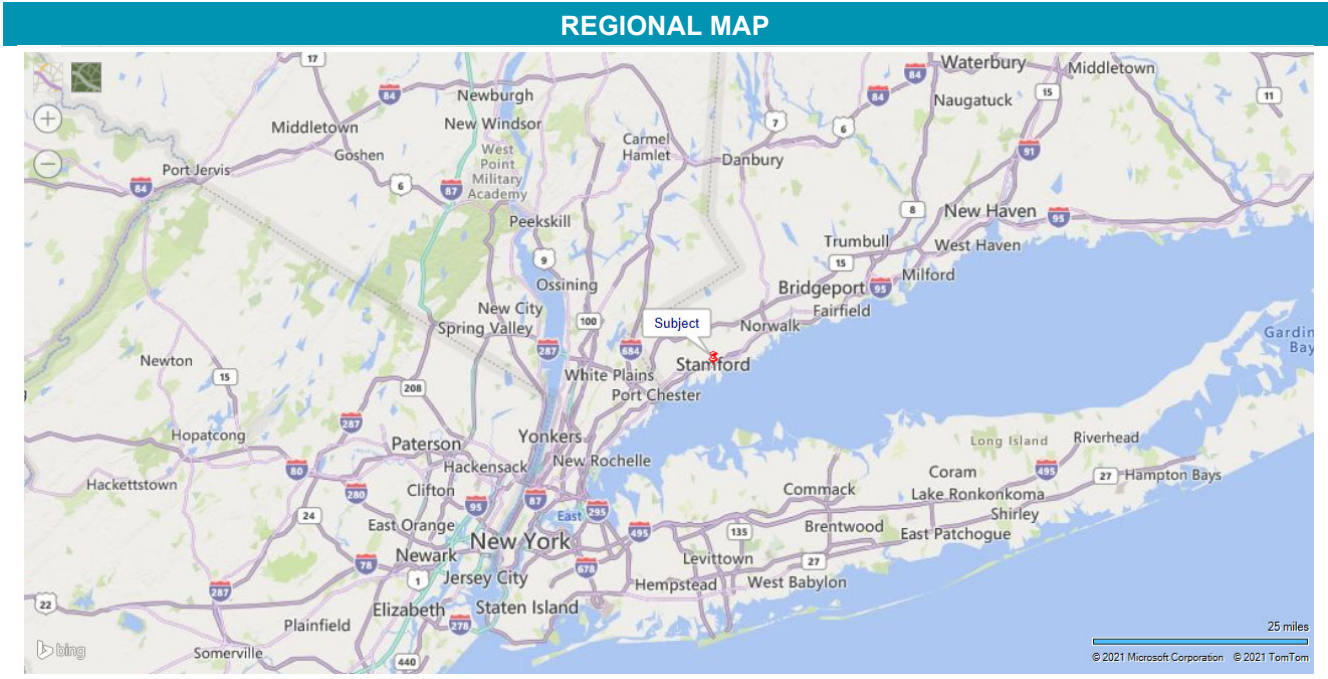
Client: City of Stamford

Intended Use: This appraisal is intended to provide an opinion of the Market Value of the Fee Simple interest in the property assist the client in valuation of the property for land management and/or possible disposition. This report is not intended for any other use.

Intended User: This appraisal report was prepared for the exclusive use of City of Stamford. Use of this report by others is not intended by the appraiser.



# Regional Analysis



# Regional Analysis

## Introduction

Fairfield County is located in Connecticut's panhandle, in the southwest corner of the state, bordering the Long Island Sound to the south and the State of New York to the west. Fairfield County is the sole county included in the Bridgeport-Stamford-Norwalk, Connecticut Core Based Statistical Area (CBSA), also called the Greater Bridgeport metropolitan area. Fairfield is located approximately 50 miles northwest of New York City and is intrinsically tied to the metro both economically and culturally. Fairfield County is home to a significant commuter population that travels into Manhattan during the workweek.

Fairfield County's proximity to New York City and relatively affordable office space make it an attractive destination for corporate headquarters and regional offices. The regional economy is home to a fairly diverse industry mix but maintains its identity as a financial hub. Fairfield County is home to the corporate headquarters and large offices of many high-profile companies including Charter Communications, Sikorsky Aircraft Corporation, WWE, Spectrum Community and People's United Bank. Fairfield County has one of the highest standards of living in the country. The county's average household income is nearly twice that of the United States and 47.7% of its households earn over \$100,000 annually. The Gold Coast, which runs from Greenwich to Fairfield, is known for being exceptionally wealthy.

## COVID-19 Impacts

As the economy started to recover from the initial impacts of the COVID-19 pandemic and the economic crisis that unfolded, there has been another surge in infections, exacerbated by the onset of winter. Social distancing remains the norm, conferences are online, and property tours are kept to a minimum. Some jurisdictions have re-instituted varying degrees of stay at home orders or lockdowns. In light of this, it is important to take in mind that data lags, and we are still trying to accurately determine the pandemic's effects on the commercial real estate market. In other sections of the report we will discuss these effects and impacts on the immediate market and subject property in as much detail as possible. Therefore, we ask that you consider the following points:

- Early in the COVID-19 pandemic, most non-essential businesses shut down, causing significant disruption in the economy. As we enter the fall and winter months, many businesses that reopened over the late spring and summer may now be forced to shut down once again or drastically change the way they operate and function.
- Certain property types have been more heavily impacted than others, with some asset classes benefiting from the COVID environment. Generally, cap rates and price growth remain relatively flat across the board.
- Investment activity picked up significantly in the third quarter, with a clear flight to quality, but at the same time, delinquencies are on the rise and more properties are requiring special servicers.

Wide scale vaccinations started in first quarter 2021, and we expect a significant part of the population to be vaccinated by the end of the year. With this, businesses will begin to fully resume normal activities, as risk and fear of infection decrease, and the economy will begin to grow more rapidly.

## Current Trends

Fairfield County will continue to battle the ongoing coronavirus pandemic like the rest of the nation, but three approved vaccines in place and a reduction in the number of COVID-19 cases in the market have improved the situation for the time being. According to the New York Times, Fairfield County is still a very high risk area as of March 15, despite cases having decreased over the past two weeks. Fairfield County has been hit hard by the pandemic and will take time to recover. The region's proximity to New York City led to above average numbers in

the beginning of the pandemic but health and safety guidelines kept the virus under control through the summer months. The strengths for the CBSA is still a global financial center, the proximity to New York City, the above average exposure to high tech and the highly education labor force. The weaknesses in the region are the high living and business costs, the skewed income distribution, the weak and worsening migration trends, and the unfavorable age structure. As of January 2021, unemployment currently sits at 6.3%, in between state and national levels.

Some notable current trends include:

- The governor of Connecticut announced that the state will accelerate its vaccination rollout of the approved COVID-19 vaccines. The new schedule, which tentatively plans for the vaccine to expand to all adults over the age of 16 by April 5, comes as the state was informed by the Biden administration that it should anticipate receiving a significant increase in supplies of all three federally authorized vaccines over the next several weeks. Furthermore, Connecticut continues to rank among the top five states in the nation in the percentage of population that has been vaccinated. Individuals who are currently eligible to receive the vaccine in Connecticut include; all individuals age 55 and older, healthcare personnel, medical first responders, residents and staff of long-term care facilities, residents and staff of select congregate settings, and preK-12 school staff and professional childcare providers. March 19 is the date that scheduling opens to all individuals age 45 to 54 and April 5 is the tentative date when scheduling opens to all individuals age 16 to 44.
- Connecticut Governor Ned Lamont is proposing tolls on Interstate-95, Interstate-8 and Interstate-91 through CT2030, the governor's ten-year plan, \$19.4 billion plan to improve the state's transportation system. A number of the proposed tolls will be located in Fairfield County and in total there will be 14 toll gantries. Several CT 2030 projects will be funded by the implementation of a new and modest user-fee program beginning in 2023. CT2030 has faced opposition from senate republicans, who have their own transportation improvement plan free of tolls.
- Multi-family construction completions have surged alongside county-wide redevelopments in Fairfield County. Stamford currently has four multi-family projects under construction which include: a 325-unit apartment complex named Atlantic Station Phase II, and a 414-unit apartment complex that will be known as The Smyth. During late 2019, Stamford saw two projects add 900 new units to the market with the Allure at Harbor Point and Stamford URBV having delivered in November. Norwalk has one multi-family projects under construction, which include a 157-unit apartment complex named Soundview Landing Phase II. A 232-unit apartment complex named The Curb Building B delivered in October 2019. Other projects under construction throughout the county are a 150-unit apartment complex in Newtown named Covered Bridge Phase II, a 213-unit apartment complex in Bridgeport named Cherry Street Lofts Phase II, and a 202-unit apartment complex in Trumbull named Ten Trumbull.

## Demographic Characteristics

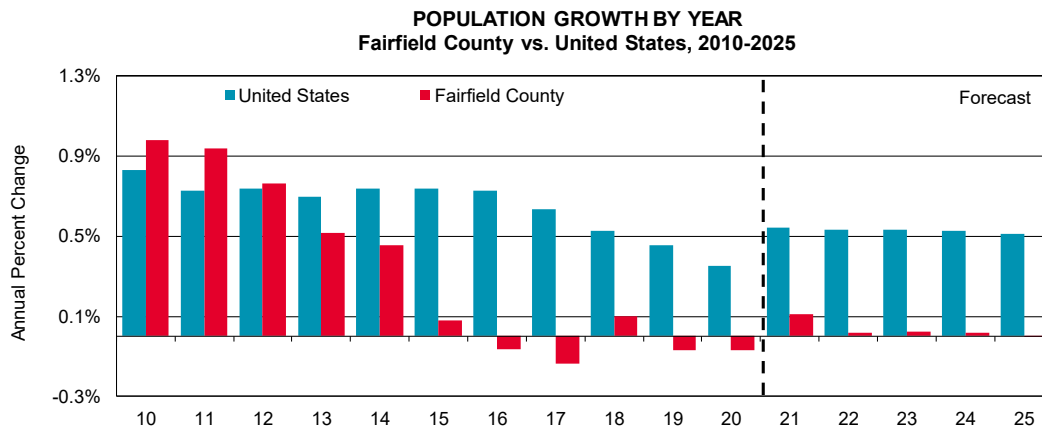
Fairfield County's demographics represent a well-educated and exceedingly affluent population, with 46.5% holding a bachelor's or advanced degree and 47.7% of households earning \$100,000 or more, annually. Fairfield County's median annual household income is roughly \$31,300 greater than the national median annual household income. The concentration of higher learning institutions and financial businesses contribute to the impressive demographics of the region, providing high-wage employment opportunities that often require advanced degrees. Fairfield County's large commuter population significantly raises the average age and income levels of the population, with many wealthy professionals travelling from the region's gold coast to high-paying jobs in Manhattan. The chart on the following page compares the demographic characteristics of Fairfield County with those of the United States:

Demographic Characteristics Fairfield County vs. United States 2020 Estimates		
Characteristic	Fairfield County	United States
Median Age (years)	41	38
Average Annual Household Income	\$150,185	\$90,941
Median Annual Household Income	\$94,261	\$62,990
<i>Households by Annual Income Level:</i>		
<\$25,000	14.1%	19.6%
\$25,000 to \$49,999	15.1%	20.8%
\$50,000 to \$74,999	12.7%	17.7%
\$75,000 to \$99,999	10.5%	13.2%
\$100,000 plus	47.7%	28.7%
<i>Education Breakdown:</i>		
< High School	10.6%	12.7%
High School Graduate	21.9%	27.4%
College < Bachelor Degree	21.0%	29.0%
Bachelor Degree	26.0%	19.2%
Advanced Degree	20.4%	11.8%

Source: © 2020 Experian Marketing Solutions, Inc. •All rights reserved•  
Cushman & Wakefield Valuation & Advisory

## Population

Fairfield County, home to an estimated 953,207 residents according to Experian Marketing Solutions' 2020 estimate, has the largest population of Connecticut's eight counties and contains 26.4% of the state's total population. Fairfield County demands some of the highest median property taxes in the nation, collecting an average of 1.7% of the home's assessed value. The high taxes, compounded with the relatively high cost of living, have stifled the region's long-term population growth. Over the past decade, the population has grown at the average rate of 0.3% annually and is projected to remain flat at 0.0% over the next five years. Given the region's proximity to Manhattan, Fairfield County offers a more affordable alternative than New York but residents have also looked at nearby Hartford and New Haven for housing options. The chart below compares population growth between Fairfield County and the United States:



Source: Data Courtesy of Moody's Analytics and Cushman & Wakefield Valuation & Advisory

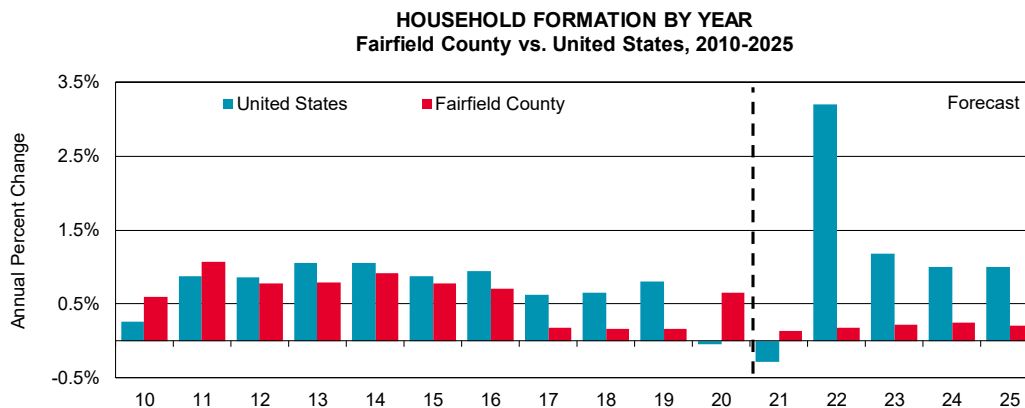
The following table shows Fairfield County's annualized population growth:

Annualized Population Growth Fairfield County, CT 2010-2020						
Population (000's)	2010	2020	Forecast 2021	Forecast 2025	Compound Annual Growth Rate 10-20	Compound Annual Growth Rate 21-25
United States	309,327.1	329,484.1	331,271.0	338,293.0	0.6%	0.5%
<b>Fairfield County</b>	<b>919.4</b>	<b>942.7</b>	<b>943.7</b>	<b>944.3</b>	<b>0.3%</b>	<b>0.0%</b>

Source: Data Courtesy of Moody's Analytics, Cushman & Wakefield Valuation & Advisory

## Households

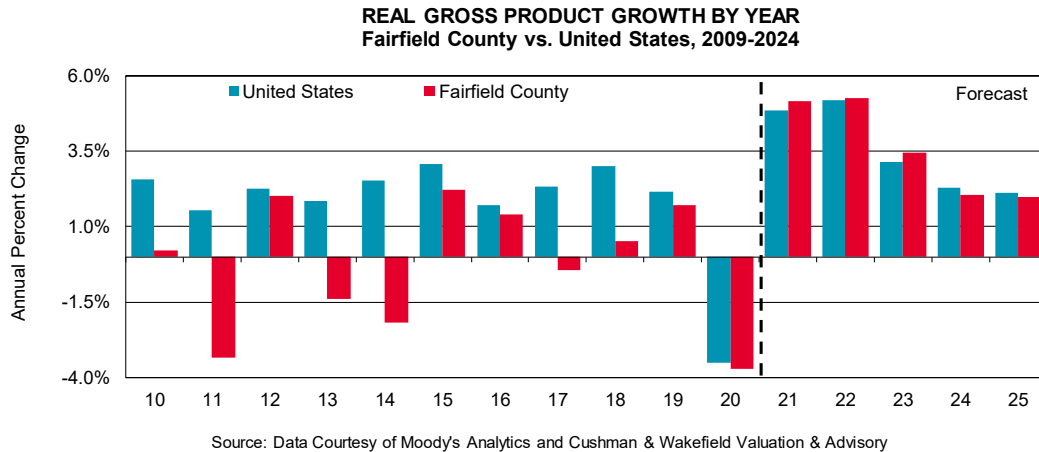
From 2010 to 2020, Fairfield County witnessed household formation rates grow by an average of 0.6% annually, falling behind national trends by 20 basis points. Fairfield County's high living costs, property taxes, and relatively old population have made it difficult to retain young professionals in the area as demonstrated by the region's sluggish population trends. Over the past decade, household formation has trended alongside population growth due to an improved housing market, increased income levels and millennials entering the home-buying market. According to data compiled from Redfin by Bloomberg, Fairfield County house prices are rise more quickly than any other locale in the United States and as of March 2021 median home prices in the region increased by 31.7% to \$474,000. Fairfield County's household are expected to rise by an average of 0.2% annually through 2025. The chart below compares household formation growth between Fairfield County and the United States:



Source: Data Courtesy of Moody's Analytics and Cushman & Wakefield Valuation & Advisory

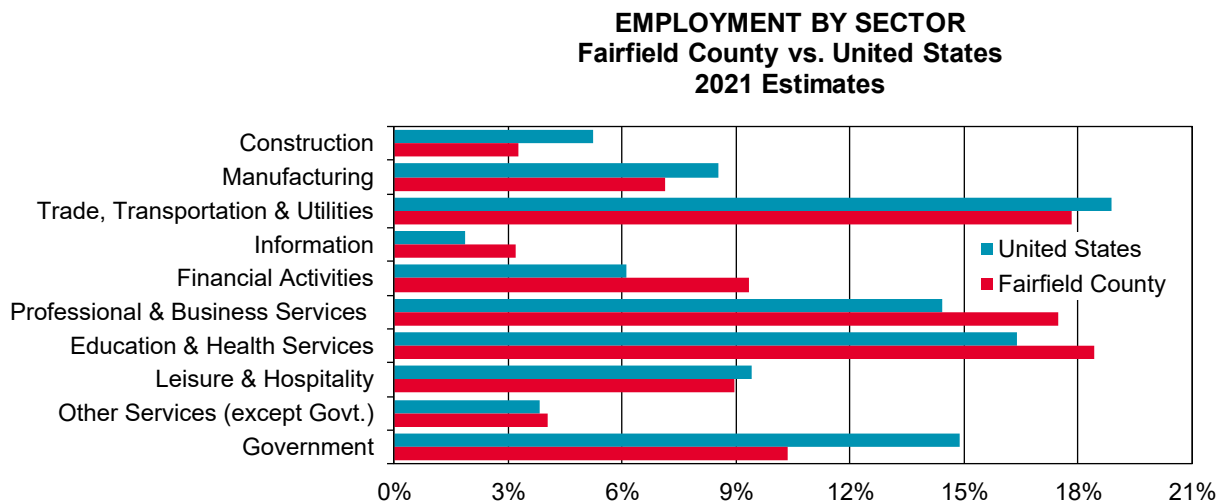
## Gross Domestic Product

The financial services sector has historically served as an economic catalyst and income generator for Fairfield County due to the volume of global financial firms located in the region. The high-wage employment generated by the financial activities, professional & business services, and education & health services sectors have equipped the population with disposable income to be invested back into regional economy and the county's gross metro product (GMP). As a result of recessionary payroll cuts, Fairfield County's GMP declined at the average annual rate of a 0.3% from 2010 to 2020. Furthermore, in 2020 Fairfield County's GMP declined by 3.7% due to the effects of COVID-19 pandemic. Over the next five years, the county's GMP is projected to grow by the annual growth rate 3.2% as the nation continues to recover from the effects of the coronavirus. The chart on the following page compares gross product growth by year for Fairfield County and the United States:



## Employment Distribution

Fairfield County's ties to Manhattan's economy have benefitted its industry mix immensely. Numerous financial services, information and healthcare companies are headquartered in Fairfield County given its comparatively low office rental rates in close proximity to the nation's economic hub. Office-using industries account for 29.5% of the region's jobs, exceeding the national share by 4.4 percentage points. Fairfield County offers high-wage employment to diverse mix of industries and has created a wealthy population, where the average annual household income is slightly over \$150,000. The trade, transportation & utilities, education & health services and professional & business services sectors hold the largest shares of Fairfield County's nonfarm employment, accounting for 53.7% of total employment. The following chart compares non-farm employment sectors for Fairfield County and the United States:



Source: Data Courtesy of Moody's Analytics and Cushman & Wakefield Valuation & Advisory

## Major Employers

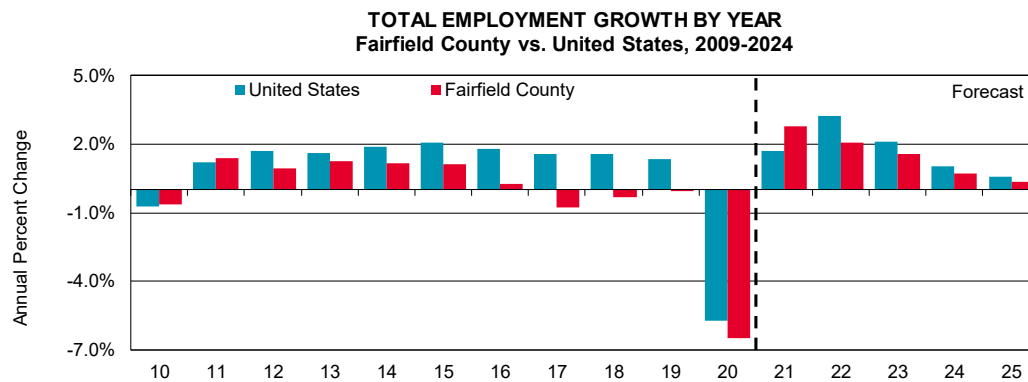
The table on the following page lists Fairfield County's largest employers:

Largest Employers Fairfield County, CT		
Company	No. of Employees	Business Type
Sikorsky Aircraft Corporation	5,000-9,999	Manufacturing
Ceci Brothers Inc.	1,000-4,999	Construction
Boehringer Ingelheim Corporation	1,000-4,999	Healthcare
Trefz Corporation	1,000-4,999	Technology
Stamford Health	1,000-4,999	Healthcare
Resonating Wellness LLC	1,000-4,999	Healthcare
Norwalk Hospital Association	1,000-4,999	Healthcare
Obsterics and Gynecology Associates - Stamford	1,000-4,999	Healthcare
IQVIA	1,000-4,999	Information
Norwalk Hospital	1,000-4,999	Healthcare

Source: Connecticut Department of Labor and Cushman & Wakefield Valuation & Advisory

## Employment Growth

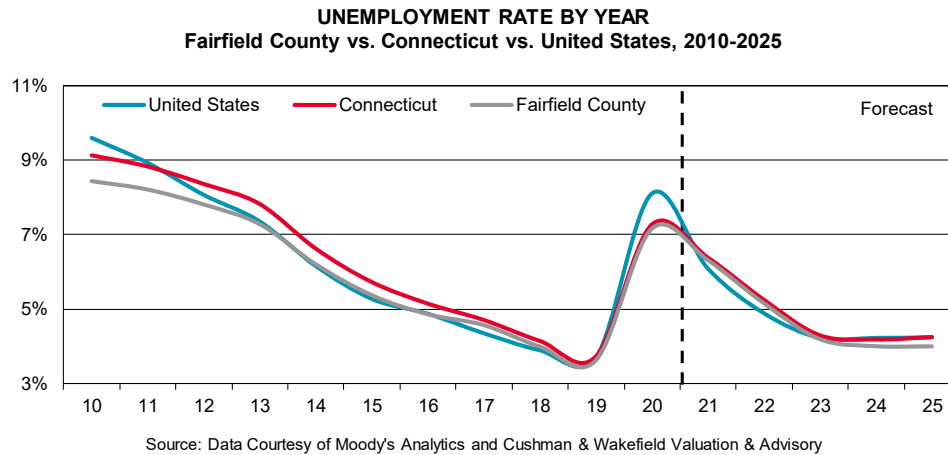
From 2010 through 2020, Fairfield County's total nonfarm payroll declined by an average annual rate of 0.2%. The manufacturing and the financial activities sectors have lost 2.1% and 1.4% in total employment over the last decade. Additionally, four out of the 11 employment sectors declined over the last decade. Through 2025, growth in total nonfarm payrolls will grow by an average of 1.2% annually, trailing national payroll expansion by 50 basis points. Employment growth in the leisure & hospitality sector looks to lead the region over the next five years, at 3%, while the natural resources & mining and construction sector are expected to increase by 3.6% and 1.9%, respectively, over the same period. The following chart illustrates employment growth for Fairfield County and the United States:



## Unemployment

From 2009 to 2019, Fairfield County averaged an unemployment rate of 6.9% and fell under the state of Connecticut and national levels over the same time period. The county's unemployment rate trended below the state of Connecticut and under the national unemployment rate through October 2020. The rise Fairfield County's unemployment rate has risen during the year as the coronavirus has taken its toll on the regional economy. Through the near term, Fairfield County's unemployment rate is forecast to fall to 4.6% in 2024 as the COVID-19 recovery period improves the regional and national economy during the same time frame. The graph on the following page illustrates unemployment rates for Fairfield County, the State of Connecticut, and the United States:





## Conclusion

Fairfield County's affluent and well-educated demographics promote the high-wage business development of the region and propel its rising income and GDP levels over the next few years. Fairfield County has several apartment projects under construction throughout the county which will help improve the quality of inventory through the near term. One notable project underway with construction is the Atlantic West Station at 405 Atlantic Street that will add 327 units in Stamford when completed later in 2021. Healthcare and hospitality employment have powered the county over the past ten years, while construction and manufacturing has decreased the past ten years in Fairfield County. With three approved vaccines already being widely distributed to the population, Fairfield County could be an attractive location for businesses looking to leave densely populated cities into more suburban areas for office space.



The map displays a section of a city with various neighborhoods including Ridgeway, Glenbrook, and West Side. Key features include the Fox River, several parks, and educational institutions. The 'Subject' location is situated near the intersection of Hoyt St and North St. Major thoroughfares like Washington Blvd and Main St are clearly visible. A scale bar at the bottom right indicates a distance of 2500 feet.

## Location Overview

The City of Stamford is situated along the northern shores of Long Island Sound within one hour's drive of New York City. It is surrounded by the New York State border to the north, the Town of Greenwich to the west, the town of Darien to the east, and Long Island to the south.

While many think of Stamford only in terms of the central business district, the city is comprised of several distinct neighborhoods, each with its own characteristics. Land use patterns within these neighborhoods are influenced by the city's transportation network, historical trends and natural barriers.

The CBD is generally defined as the area north of Interstate 95 and south of Forest Street. It is bounded to the west by Washington Boulevard and to the east by Grove/Elm Street. The CBD contains one of the county's largest concentrations of Class A office space.

North-central Stamford extends north from the CBD to the Merritt Parkway (Route 15). This section of the city is less densely developed than the CBD, with commercial utilizations primarily located along the two major transportation arteries; Long Ridge Road and High Ridge Road. These two arteries, also known as Routes 104 and 137, run in a north/south direction and provide access from the CBD to northern Stamford and Westchester County, New York. Commercial development along these arteries generally consists of strip centers, free-standing restaurants, branch banks, corporate office campuses, and other retail/service establishments.

North Stamford, or the area located north of the Merritt Parkway, is rural in nature and is primarily comprised of single-family residences.

Eastern Stamford extends east from the CBD to the Darien town line. This section is predominately commercial in the southeastern portion along Route 1. This location offers convenient highway access and a less congested setting. The portion of East Main Street adjacent to the CBD has undergone the initial stages of a transition from commercial to residential development, with two major residential projects completed along East Main Street and an additional proposed along with a proposed Metro-North train station. North of the Route 1/Interstate 95 area of Eastern Stamford, extending north towards the Merritt Parkway are several light commercial/residential neighborhoods named Springdale, Belltown, and Glenbrook, which are located along Hope Street and Newfield Avenue. These neighborhoods are predominately residential, with some light retail and industrial mixed in. Residential uses transition from multi-family to single-family in a northward direction.

Western Stamford extends east from the Greenwich town line to the CBD. The majority of development in this area is older commercial/industrial buildings reaching the end of their economic lives. Major developments in this area include Home Depot and Commerce Park. Portions of both of these industrial-related projects have recently been redeveloped with two supermarkets, freestanding Stop & Shop and Shop Rite Shopping Center.

South of Interstate 95 consists of several neighborhoods such as Waterside, South End, Cove, and Shippan. These neighborhoods historically contained a mix of industrial and residential uses. However, in recent years, the South End and Waterside neighborhoods have transitioned to more retail and multi-family housing. Post-recession, new neighborhoods, Harbor Point and Yale & Towne (82+ acres) were constructed by Building and Land Technology.

## Transportation

Major roadways servicing Stamford include Interstate 95, which traverses the southern portion of the town in a general east/west direction and the Merritt Parkway, which traverses the northern portion of the community. Additional major roadways in the town include U.S. Route 1 and State Routes 104 and 137. Passenger rail service is provided by Amtrak and the New Haven Division of Metro North. Air transportation is available from the Bridgeport Memorial, Westchester County, LaGuardia, Kennedy and Newark airports, all within a one-hour drive.

## Local Area Characteristics

During the 1980s the population of Stamford increased by 5.5 percent. The population base stabilized in the first part of the 1990s, and is projected to increase by 1.83 percent from 2018 to 2023.

	Stamford	Connecticut	United States
<b>Population</b>			
2000 Population	117,051	3,404,762	281,422,025
2010 Population	122,644	3,574,100	308,745,538
2018 Population	130,597	3,599,386	326,573,050
2023 Population	132,991	3,675,008	339,560,400
% Change 2010 to 2018	6.48%	0.71%	5.77%
% Change 2018 to 2023	1.83%	2.10%	3.98%

The increase in number of households within Stamford has slowed in recent years as the economy went into a recession. Over the next five years, household growth is estimated to slow to 2.69 percent.

	Stamford	Connecticut	United States
<b>Households</b>			
2000 No. Households	45,382	1,301,358	105,480,443
2010 No. Households	47,357	1,371,088	116,716,292
2018 No. Households	50,563	1,383,244	123,611,231
2023 No. Households	51,921	1,424,505	130,100,346
% Change 2010 to 2018	6.77%	0.89%	5.91%
% Change 2018 to 2023	2.69%	2.98%	5.25%

Stamford has a large number of high-rise and garden apartment or condominium complexes. As a result only 37 percent of all Stamford households are found in detached single-family dwellings. Following is a profile of Stamford's residential occupancy:

	Stamford	Connecticut	United States
<b>Housing Units by Units in Structure</b>			
1 Unit Attached	3,171	76,816	7,945,736
1 Unit Detached	19,654	884,506	84,244,922
2 Units	5,451	122,782	5,128,043
3 to 4 Units	5,538	134,629	6,030,830
5 to 19 Units	5,778	138,647	12,813,788
20 to 49 Units	2,996	55,972	4,938,696
50 or More Units	10,368	74,382	6,891,054
Mobile Home or Trailer	0	11,530	8,821,267
Boat, RV, Van, etc.	1	254	103,586

Stamford has a diverse population base in terms of household income. Northern Stamford along with select waterfront areas represent the upper end of the income strata while the central business district and the inland areas south of Interstate 95 represent the lower end. Stamford's estimated median household income is \$84,624. As illustrated by the following chart, the population is fairly evenly distributed through the various income categories:

	Stamford	Connecticut	United States
<b>Income Ranges</b>			
Median Income	\$84,624	\$74,976	\$58,754
\$500,000+	4.43%	2.62%	1.37%
\$200,000 to \$499,999	12.84%	7.96%	4.54%
\$150,000 to \$199,999	8.95%	8.35%	5.64%
\$125,000 to \$149,999	7.49%	7.29%	5.34%
\$100,000 to \$124,999	9.33%	10.51%	8.94%
\$100,000 to \$149,999	16.83%	17.80%	14.29%
\$75,000 to \$99,999	11.62%	13.26%	12.87%
\$50,000 to \$74,999	13.61%	15.48%	18.12%
\$35,000 to \$49,999	10.48%	10.61%	12.72%
\$25,000 to \$34,999	5.85%	7.22%	9.33%
\$15,000 to \$24,999	6.90%	7.72%	9.71%
Under \$15,000	8.50%	8.98%	11.42%
2000 Median Income	\$60,723	\$54,289	\$42,257
2023 Median Income	\$100,109	\$86,485	\$68,293

### Nearby and Adjacent Uses

The subject property is located at the southeast corner of the intersection of Bedford Street and Hoyt Street, just north of the CBD. The subject is bordered by the following land uses:

- North: Hoyt Street, followed by a pharmacy-anchored neighborhood shopping center and multi-family housing
- South: The new Police Station
- East: State Court House parking garage
- West: Bedford Street, followed by several wood frame commercial buildings

### Conclusion

City of Stamford has emerged as the county's main focus of commercial activity. Despite rapid growth, the city has maintained a healthy and diverse economic climate. The long-term outlook for the city is for continued growth. The factors which contributed to past growth of Stamford, namely access, availability of area services, and a well-trained labor pool, continue to positively impact the community, which bodes well for the area as a whole. The near-term outlook for the subject community specifically is uniform with the outlook for the county as a whole as reported in the regional analysis. The short-term outlook remains uncertain given the pandemic situation.

## Market Analysis

The subject located within a multi-family residential zoning district. It is the intent of the Client for the subject to remain in either the existing or an alternative multi-family residential district.

### Introduction

Data for the analysis of the Fairfield County Apartment market is provided by Reis, Inc., a leading provider of multifamily and commercial real estate market information since 1980. Their proprietary database includes trends, forecasts, news and analyses for approximately 200,000 multifamily and commercial properties in 232 metropolitan markets (4 property types multiplied by 58 metropolitan areas) and roughly 2,500 submarkets. Current and historical figures are compiled by highly qualified industry analysts. Surveyors, as they are called, are responsible for gathering information on property availabilities, rents and lease terms, etc. by directly contacting owners, managers and leasing agents. Projected data is calculated using a suite of economic forecasting models developed by The Economic Research Group, a team led by Ph.D. economists. Reis' data are released on a quarterly basis, and is widely recognized as a fundamental tool for appraisers throughout the country.

### Submarket Snapshot

As of year-end 2020 the Fairfield County Apartment market contains 40,483 rental units in 280 buildings, located in two submarkets. West Fairfield County is the largest submarket, with 66.3 percent of the region's total inventory. East Fairfield County is the smallest submarket, comprising 33.7 percent of total inventory. The following table presents the geographic distribution of inventory in the area, along with other statistical information for the most recent quarter.

Geographic Distribution of Inventory						
Submarket	No. Bldgs	Inventory (Units)	% Total	Vacancy Rate (%)	Free Rent (Months)	Asking Rent (\$/Month)
East Fairfield County	120	13,634	33.7%	4.6	0.7	\$1,704
West Fairfield County	160	26,849	66.3%	10.3	0.7	\$2,398
<b>Market Total</b>	<b>280</b>	<b>40,483</b>	<b>100.0%</b>	<b>8.4</b>	<b>0.7</b>	<b>\$2,164</b>

Source:

© Reis, Inc. 2021

Reprinted with the permission of Reis, Inc.

All Rights reserved.

## Supply Analysis

### Vacancy Rates

The following table presents historical vacancy for the region and subject submarket.

Historical and Projected Vacancy Rates						
Year	Fairfield County			West Fairfield County		
	Class A	Class B/C	Total	Class A	Class B/C	Total
2016	8.3	6.6	7.5	8.6	4.6	6.9
2017	7.2	4.1	5.7	7.9	3.0	5.7
2018	8.0	4.4	6.3	8.9	4.3	6.9
2019	7.9	5.5	6.8	8.2	7.5	7.9
2020	10.4	6.1	8.4	11.6	8.6	10.3
2021	---	---	7.5	---	---	8.5
2022	---	---	7.1	---	---	7.6
2023	---	---	7.0	---	---	7.3
2024	---	---	6.6	---	---	7.0
2025	---	---	6.4	---	---	6.8

Source: Reis, Inc.

Note: Reis does not differentiate between space that is available directly from the landlord or as a sublease. Any space that is available immediately for leasing (i.e. within 30 days) is considered vacant by Reis' standards.

### Construction Completions

The following table presents historical inventory for the region and subject submarket, as well as future projections.

Historical & Projected Inventory (Units)					
Year	Fairfield County		West Fairfield County		
	Inventory	Completions	Inventory	Completions	% Total
2016	37,677	1,180	24,813	526	44.6%
2017	38,340	663	25,048	235	35.4%
2018	39,234	894	25,942	894	100.0%
2019	40,281	1,047	26,849	907	86.6%
2020	40,483	202	26,849	0	0.0%
2021	42,400	1,917	28,409	1,560	81.4%
2022	42,905	505	28,769	360	71.3%
2023	43,229	324	28,884	115	35.5%
2024	43,719	490	29,161	277	56.5%
2025	44,206	487	29,436	275	56.5%
<b>2016-2020 Total Completions Annual Average</b>		<b>3,986 797</b>		<b>2,562 512</b>	<b>64.3%</b>

Source: Reis, Inc.

## Demand Analysis

### Rental Rates

The following table presents historical and projected average asking rental rates for the region and submarket.

Historical and Projected Average Asking Rental Rates												
Year	Fairfield County						West Fairfield County					
	Asking Rent \$/Month			Eff Rent	% Change	Concessions % Face Rent	Asking Rent \$/Month			Eff Rent	% Change	Concessions % Face Rent
	Class A	Class B/C	Total				Class A	Class B/C	Total			
2016	\$2,414	\$1,710	\$2,075	\$2,010	2.9	3.1	\$2,637	\$1,964	\$2,335	\$2,261	1.6	3.2
2017	\$2,434	\$1,768	\$2,112	\$2,016	0.3	4.5	\$2,676	\$1,999	\$2,374	\$2,288	1.2	3.6
2018	\$2,455	\$1,821	\$2,155	\$2,031	0.7	5.8	\$2,698	\$2,034	\$2,411	\$2,275	-0.6	5.6
2019	\$2,456	\$1,875	\$2,185	\$2,064	1.7	5.5	\$2,685	\$2,111	\$2,441	\$2,309	1.5	5.4
2020	\$2,410	\$1,879	\$2,164	\$2,044	-1.0	5.5	\$2,616	\$2,103	\$2,398	\$2,264	-1.9	5.6
2021	---	---	\$2,143	\$2,023	-1.0	5.6	---	---	\$2,368	\$2,237	-1.2	5.5
2022	---	---	\$2,164	\$2,048	1.2	5.4	---	---	\$2,390	\$2,264	1.2	5.3
2023	---	---	\$2,201	\$2,085	1.8	5.3	---	---	\$2,432	\$2,306	1.9	5.2
2024	---	---	\$2,241	\$2,123	1.8	5.3	---	---	\$2,480	\$2,351	1.9	5.2
2025	---	---	\$2,283	\$2,165	2.0	5.2	---	---	\$2,535	\$2,402	2.2	5.2
CAGR	-0.04%	2.38%	1.06%	0.42%			-0.20%	1.72%	0.67%	0.03%		

### Absorption

Absorption measures change in the level of occupied space in a geographic region over a specific period of time. Absorption is not a measure of leasing activity. It reflects increasing, stable or decreasing demand for space. If the level of occupied space increases from one period to the next, demand has increased. If no change has occurred, demand is stable. If the level of occupied space is lower, demand has decreased. All things being equal, positive absorption lowers vacancy rates and negative absorption increases vacancy rates. A newly constructed building that enters the marketplace vacant will adversely affect the vacancy rate but have no bearing on absorption since it has not altered the level of occupancy. The following table presents historical and projected absorption levels for the region and subject submarket.

Historical and Projected Net Absorption (units)								
Year	Fairfield County				West Fairfield County			
	Class A	Class B/C	Total	Completions	Class A	Class B/C	Total	Completions
2016	1,160	(45)	1,115	1,180	448	222	670	526
2017	477	833	1,310	663	269	237	506	235
2018	624	(27)	597	894	634	(105)	529	894
2019	781	8	789	1,047	740	(164)	576	907
2020	-355	(111)	(466)	202	(524)	(125)	(649)	0
2021	---	---	2,152	1,917	---	---	1,921	1,560
2022	---	---	647	505	---	---	580	360
2023	---	---	315	324	---	---	204	115
2024	---	---	646	490	---	---	345	277
2025	---	---	537	487	---	---	308	275
<b>2016-2020</b>								
<b>Total Absorption</b>	<b>2,687</b>	<b>658</b>	<b>3,345</b>	<b>3,986</b>	<b>1,567</b>	<b>65</b>	<b>1,632</b>	<b>2,562</b>
<b>Annual Average</b>	<b>537</b>	<b>132</b>	<b>669</b>	<b>797</b>	<b>313</b>	<b>13</b>	<b>326</b>	<b>512</b>

Source: Reis, Inc.

### New Construction Activity

The following tables present new and proposed construction activity for the region.



## New Construction Activity - Under Construction

Name	Location	City	Submarket	No. Units	Status	Completion
Brookview Commons Ph 2	333 Main St	Danbury	East Fairfield County	145	Under Constr.	---
The Riverwalk At Sandy Hook Villa	10-22 Washington Ave	Newtown	East Fairfield County	74	Under Constr.	---
Rowamerica Apartments	89 River Rd	Cos Cob	West Fairfield County	12	Under Constr.	---
Wall Street Place Ph 1	61 Wall St	Norwalk	West Fairfield County	101	Under Constr.	---
Pacific Street And Harbor Point Ro	Pacific St & Harbor Point Rd	Stamford	West Fairfield County	439	Under Constr.	---
The Smyth	100 Tresser Blvd	Stamford	West Fairfield County	414	Under Constr.	---
Post Road Lofts	1675 Post Rd	Fairfield	East Fairfield County	13	Under Constr.	February 2021
Brim And Crown	230 East Ave	Norwalk	West Fairfield County	195	Under Constr.	March 2021
The Windward Apartments Ph 1	83 Johnson St	Bridgeport	East Fairfield County	60	Under Constr.	April 2021
Atlantic Station South	405 Atlantic St	Stamford	West Fairfield County	325	Under Constr.	May 2021
333 Unquowa Road Apartments	333 Unquowa Rd	Fairfield	East Fairfield County	90	Under Constr.	June 2021
The Mill	10 Glenville St	Greenwich	West Fairfield County	67	Under Constr.	June 2021
Vue Condos	180 Park St	New Canaan	West Fairfield County	40	Under Constr.	July 2021
<b>Total Under Construction</b>				<b>1,975</b>		

## New Construction Activity - Planned

Name	Location	City	Submarket	No. Units	Status	Completion
Remington Shaver Factory Apts	60 Main St	Bridgeport	East Fairfield County	250	Planned	---
872 Brewster Street	872 Brewster St	Bridgeport	East Fairfield County	70	Planned	---
Courtland Commons	3115 Fairfield Ave	Bridgeport	East Fairfield County	43	Planned	---
306 Canfield Avenue	306 Canfield Ave	Bridgeport	East Fairfield County	230	Planned	---
Steelpointe Harbor Ph 2 Apartmen	500 Stratford Ave	Bridgeport	East Fairfield County	500	Planned	---
Steelpointe Harbor Ph 5 Apartmen	500 Stratford Ave	Bridgeport	East Fairfield County	900	Planned	---
Preservation Block	1136-1162 Main St	Bridgeport	East Fairfield County	49	Planned	---
The Renaissance	763-777 Federal Rd	Brookfield	East Fairfield County	156	Planned	---
Brookfield Village Project Ph 2	800 Federal Rd	Brookfield	East Fairfield County	36	Planned	---
Fairfield Station Lofts	78 Unquowa Pl	Fairfield	East Fairfield County	34	Planned	---
Covered Bridge Apartments Bldgs	9 Covered Bridge Rd	Newtown	East Fairfield County	216	Planned	---
Bridge Sreet Commons Ph 2	Canal St @ Bridge St	Shelton	East Fairfield County	45	Planned	---
Cedar Village At Carroll'S Ph 2	320 Howe Ave	Shelton	East Fairfield County	30	Planned	---
509 Howe Avenue	509 Howe Ave	Shelton	East Fairfield County	27	Planned	---
523 Howe Avenue	523 Howe Ave	Shelton	East Fairfield County	11	Planned	---
Chromium Process Co Redevelopr	W Canal St & Center St	Shelton	East Fairfield County	80	Planned	---
502 Howe Street	502 Howe Ave	Shelton	East Fairfield County	56	Planned	---
Elevate At Shelton	1 Parrott Dr	Shelton	East Fairfield County	206	Planned	---
Baywater (Apartments)	10 Corbin Dr	Darien	West Fairfield County	64	Planned	---
Hamilton Avenue Apartments	303 Hamilton Ave	Greenwich	West Fairfield County	15	Planned	---
Pulnam Avenue Apartments	500 W Putnam Ave	Greenwich	West Fairfield County	50	Planned	---
The Curb Bldg 3	174 Glover Ave	Norwalk	West Fairfield County	250	Planned	---
Former Frontier Communications	10 Willard Rd	Norwalk	West Fairfield County	219	Planned	---
1 Atlantic Street Conversion	1 Atlantic St	Stamford	West Fairfield County	77	Planned	---
100 Prospect Addition	100 Prospect St	Stamford	West Fairfield County	31	Planned	---
The Lafayette	819 E Main St	Stamford	West Fairfield County	85	Planned	---
45 Church Street Conversion	45 Church St	Stamford	West Fairfield County	20	Planned	---
507-523 Canal Street	507-523 Canal Street	Stamford	West Fairfield County	183	Planned	---
True North	245 Atlantic St	Stamford	West Fairfield County	294	Planned	---
614 Shippan Avenue	614 Shippan Ave	Stamford	West Fairfield County	28	Planned	---
733-777 Summer Street	733-777 Summer St	Stamford	West Fairfield County	376	Planned	---
Rbs Clinton Avenue Apartments	100-102 Clinton Ave	Stamford	West Fairfield County	456	Planned	---
Hiawatha Lane Apartments (Phase	Hiawatha Ln @ Davenport Ave	Westport	West Fairfield County	85	Planned	---
Bankside House	60 Wilton Rd	Westport	West Fairfield County	12	Planned	---
Stamford Urby Ph 2	1 Greyrock Pl	Stamford	West Fairfield County	184	Planned	January 2023
<b>Total Planned</b>				<b>5,368</b>		



New Construction Activity - Proposed							
Name	Location	City	Submarket	No. Units	Status	Completion	
80 South Street	80 South St	Bethel	East Fairfield County	10	Proposed	---	---
Broad Street Apartments	375 Main St	Bridgeport	East Fairfield County	78	Proposed	---	---
Congress Plaza Commons Future	Main St & Gold St	Bridgeport	East Fairfield County	250	Proposed	---	---
Congress Plaza Commons Ph 1	Chapel St & Main St	Bridgeport	East Fairfield County	100	Proposed	---	---
Remington Shaver Factory Future	Main St @ Henry St	Bridgeport	East Fairfield County	950	Proposed	---	---
2060 East Main Street	2060 E Main St	Bridgeport	East Fairfield County	30	Proposed	---	---
179 Railroad Avenue	179 Railroad Ave	Bridgeport	East Fairfield County	9	Proposed	---	---
Pond Meadow Estates	70 Stony Hill Rd	Brookfield	East Fairfield County	26	Proposed	---	---
The Crossings At Fairfield Metro C	219 Ash Creek Blvd	Fairfield	East Fairfield County	357	Proposed	---	---
Park Avenue Apartments	5454 Park Ave	Fairfield	East Fairfield County	80	Proposed	---	---
Beach Road Apartments	131 Beach Rd	Fairfield	East Fairfield County	40	Proposed	---	---
4185 Black Rock Turnpike	4185 Black Rock Tpke	Fairfield	East Fairfield County	94	Proposed	---	---
7 And 15 Main Street	7 & 15 Main St	Monroe	East Fairfield County	11	Proposed	---	---
710 Bridgeport Avenue	710 Bridgeport Ave	Shelton	East Fairfield County	272	Proposed	---	---
Brook View Apartments	309 Bridgeport Ave	Shelton	East Fairfield County	37	Proposed	---	---
62 Center Street	62 Center St	Shelton	East Fairfield County	42	Proposed	---	---
Petremont Lane And Coram Road	Petremont Ln & Coram Rd	Shelton	East Fairfield County	56	Proposed	---	---
Vista Apartments 2	1039 Howe Ave	Shelton	East Fairfield County	29	Proposed	---	---
Phoenix Tower	434 Howe Ave	Shelton	East Fairfield County	18	Proposed	---	---
Watts River Tower	Canal St @ Brook St	Shelton	East Fairfield County	54	Proposed	---	---
Riverwalk Place	356-368 Howe Ave	Shelton	East Fairfield County	35	Proposed	---	---
Day Break Ridge	85-97 River Rd	Shelton	East Fairfield County	36	Proposed	---	---
2009 - 2019 Main Street	2009-2019 Main St	Stratford	East Fairfield County	103	Proposed	---	---
382 Ferry Boulevard	382 Ferry Blvd	Stratford	East Fairfield County	119	Proposed	---	---
Residences On Main	5065 Main St	Trumbull	East Fairfield County	260	Proposed	---	---
4 Orchard Street	4 Orchard St	Cos Cob	West Fairfield County	15	Proposed	---	---
100 East Putnam Avenue	100 E Putnam Ave	Cos Cob	West Fairfield County	22	Proposed	---	---
346 Heights Road	346 Heights Rd	Darien	West Fairfield County	59	Proposed	---	---
44 - 48 West Putnam Avenue	44-48 W Putnam Ave	Greenwich	West Fairfield County	12	Proposed	---	---
240 Greenwich Avenue	240 Greenwich Ave	Greenwich	West Fairfield County	20	Proposed	---	---
Benedict Court Development	Benedict Pl @ Benedict Ct	Greenwich	West Fairfield County	70	Proposed	---	---
28 Hollow Wood Lane	28 Hollow Wood Ln	Greenwich	West Fairfield County	21	Proposed	---	---
581 And 585 West Putnam Ave	581 & 585 W Putnam Ave	Greenwich	West Fairfield County	67	Proposed	---	---
Husted Commons	8 & 10 Husted Ln	New Canaan	West Fairfield County	12	Proposed	---	---
Waypointe Norwalk Residential Ph	W Ave & Wall St	Norwalk	West Fairfield County	60	Proposed	---	---
Wall Street Place Ph 3	Wall St @ Isaacs St	Norwalk	West Fairfield County	120	Proposed	---	---
20 & 24 Monroe Street	24 Monroe St	Norwalk	West Fairfield County	106	Proposed	---	---
North Seven Future Phases	Glover Ave & Seir Hill Rd	Norwalk	West Fairfield County	1,300	Proposed	---	---
64 South Main Street	64 S Main St	Norwalk	West Fairfield County	29	Proposed	---	---
The Pinnacle At Waypointe	457 West Ave	Norwalk	West Fairfield County	330	Proposed	---	---
Wall Street Place Ph 2	65 Wall St	Norwalk	West Fairfield County	120	Proposed	---	---
1137 East Putnam Avenue	1137 E Putnam Ave	Riverside	West Fairfield County	17	Proposed	---	---
780 Summer Street	780 Summer St	Stamford	West Fairfield County	73	Proposed	---	---
Woodland Avenue Apartments	Woodland Ave @ Pacific St	Stamford	West Fairfield County	670	Proposed	---	---
41 - 45 Stillwater Avenue	41-45 Stillwater Ave	Stamford	West Fairfield County	39	Proposed	---	---
916 Hope Street	916 Hope St	Stamford	West Fairfield County	15	Proposed	---	---
Blt Long Ridge Development	Long Ridge Rd & Cross Rd	Stamford	West Fairfield County	804	Proposed	---	---
First Congregational Church Of St	1 Walton Pl	Stamford	West Fairfield County	200	Proposed	---	---
The Deco	122 Broad St	Stamford	West Fairfield County	107	Proposed	---	---
171 Stillwater Avenue	171 Stillwater Ave	Stamford	West Fairfield County	36	Proposed	---	---
Total Proposed				7,618			

New Construction Activity - Proposed (Continued)							
Name	Location	City	Submarket	No. Units	Status	Completion	
1 Lincoln Street	1 Lincoln St	Westport	West Fairfield County	81	Proposed	---	---
122 Wilton Road	122 Wilton Rd	Westport	West Fairfield County	19	Proposed	---	---
26 Morningside Drive South	26 Morningside Dr S	Westport	West Fairfield County	19	Proposed	---	---
1480 Post Road East	1480 Post Rd E	Westport	West Fairfield County	32	Proposed	---	---
3 Hubbard Road	3 Hubbard Rd	Wilton	West Fairfield County	17	Proposed	---	---
Sharp Hill Square	200 Danbury Rd	Wilton	West Fairfield County	30	Proposed	---	---
Total Proposed				7,618			

## Conclusion

Vacancy levels for the Fairfield County Apartment market are up over last year and are expected to decrease from 7.5 percent next year to 6.4 percent in 2025. In West Fairfield County vacancy levels are expected to decrease to 6.8 percent by 2025, and rental rates are forecast to increase from \$2,368 per month in 2021 to \$2,535 per month during the same period.

# Property Analysis

## Site Description

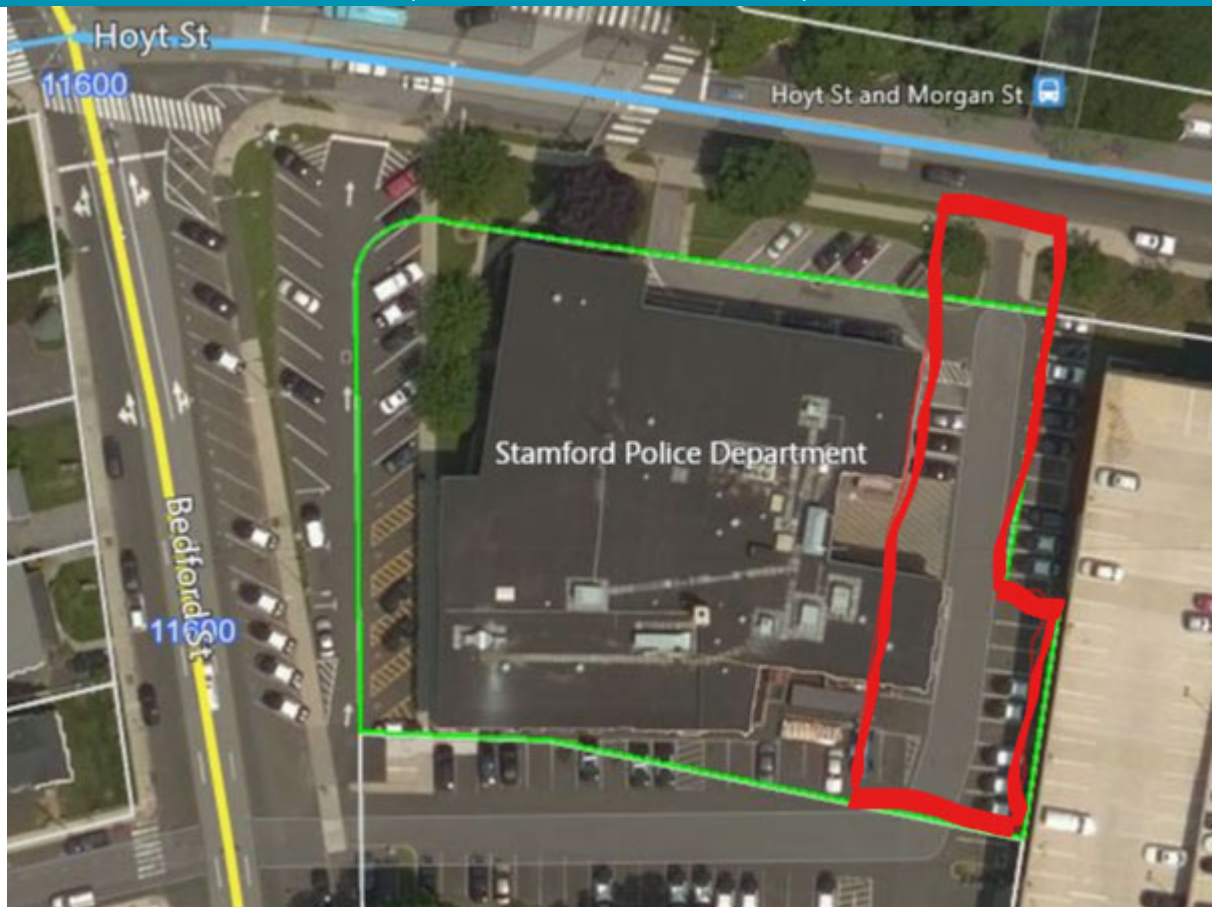
### GENERAL

Location:	805 Bedford Street Stamford, Fairfield County, CT 06905 The subject property is located at the southeast corner of the intersection of Bedford Street and Hoyt Street.
Shape:	Irregularly shaped
Topography:	Level at street grade
Land Area:	1.07 acres / 46,702 gross square feet (per assessor)
Access, Visibility and Frontage:	The subject property has good access and good visibility. The frontage is rated as good.
Utilities:	All public utilities are available and deemed adequate.
Site Improvements:	Site improvements include asphalt paved parking areas, curbing, signage, landscaping, yard lighting and drainage.

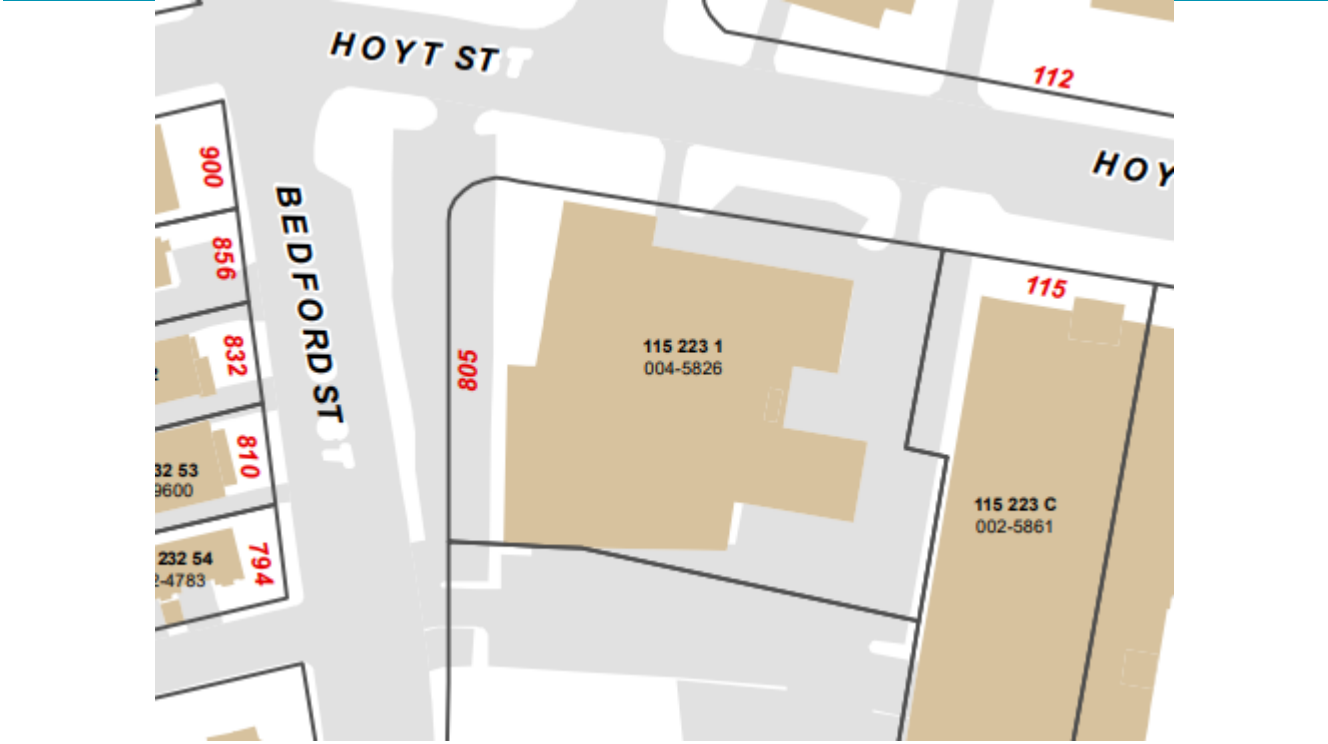
### SITE CONDITIONS

Soil Conditions:	We were not given a soil report to review. However, we assume that the soil's load-bearing capacity is sufficient to support existing and/or proposed structure(s). We did not observe any evidence to the contrary during our physical inspection of the property. Drainage appears to be adequate.
Land Use Restrictions:	We were not given a title report to review. We do not know of any easements, encroachments, or restrictions that would adversely affect the site's use. However, we recommend a title search to determine whether any adverse conditions exist.
Wetlands:	We were not given a wetlands survey to review. If subsequent engineering data reveal the presence of regulated wetlands, it could materially affect property value. We recommend a wetlands survey by a professional engineer with expertise in this field.
Hazardous Substances:	We observed no evidence of toxic or hazardous substances during our inspection of the site. However, we are not trained to perform technical environmental inspections and recommend the hiring of a professional engineer with expertise in this field.
Flood Zone Description:	The subject property is located in flood zone X (Areas determined to be outside the 500 year flood plain) as indicated by FEMA Map 09001C0516G, dated July 08, 2013.  The flood zone determination and other related data are provided by a third party vendor deemed to be reliable. If further details are required, additional research is required that is beyond the scope of this analysis.

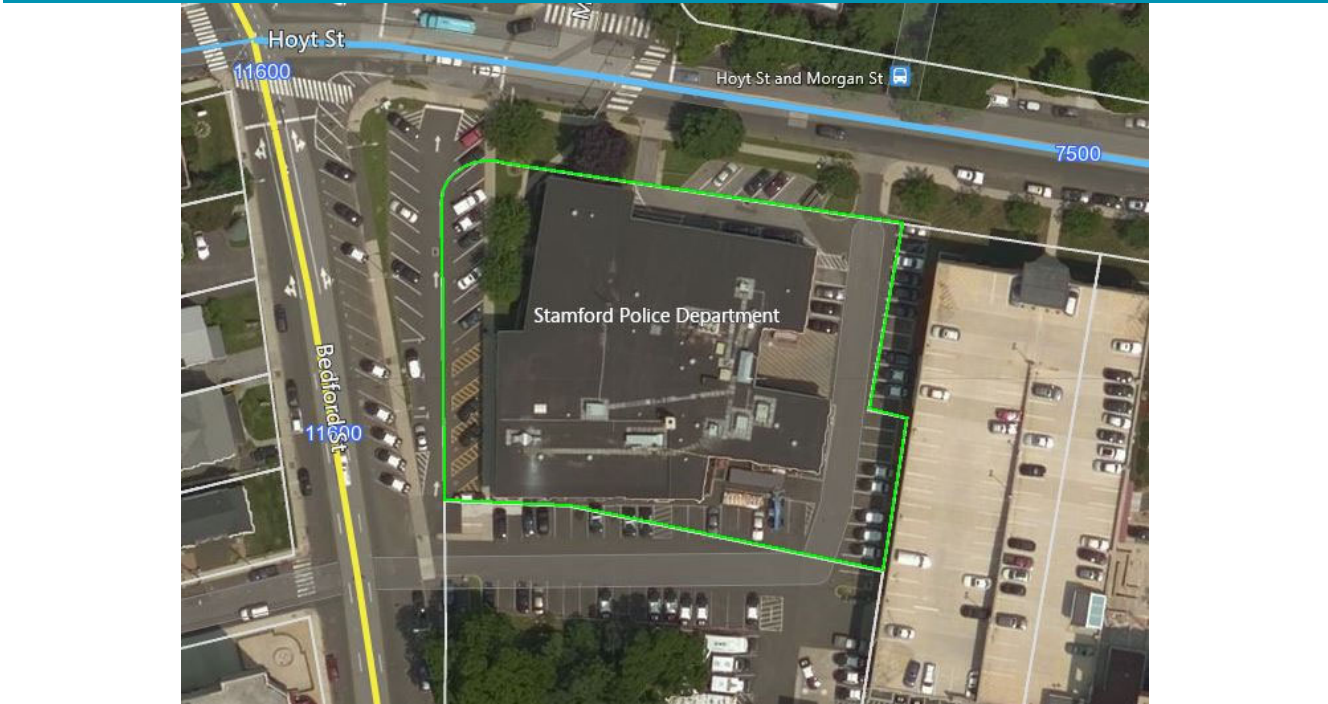
**ROUGH OUTLINE OF PROPOSED EASEMENTS  
(SEE HYPOTHETICAL CONDITION)**



**TAX MAP – CITY OF STAMFORD**  
**(LOT 004-5826)**



## TAX MAP – SUBSCRIPTION VENDOR



## Improvements Description

The following description of improvements is based on a physical inspection of the improvements, discussions with the subject property's owner's representative, and review of available property information.

### GENERAL DESCRIPTION

Year Built:	1955
Year Renovated:	1979±
Number of Buildings:	1
Number of Stories:	3
Land to Building Ratio:	0.95 to 1
Gross Building Area:	48,987 square feet (per building plans, inclusive of useable basement area)

Two sources were available for the subject building area, the assessor's tax card and building plans from 1979. The assessor reports a basement and two upper floors of 21,733 square feet each and an additional unfinished basement area of 21,733 square feet for a total of 86,932 square feet. The building plans report a basement (excluding crawl space) of 7,000 square feet and two upper floors of 20,994 square feet each. Based upon our site inspection, the building plans appear to be more accurate and are not inclusive of the basement crawl space (unusable area).

Building plan source:

A. USE GROUP - H2 INSTITUTION	
B. TYPE OF CONSTRUCTION - 2A No1	
C. OCCUPANCY LOAD	
SPACE	AREA
BASEMENT EXISTING	3200 FT <sup>2</sup>
BASEMENT NEW	3800 FT <sup>2</sup>
FIRST FLOOR	
DETENTION WING	4952 FT <sup>2</sup>
FIRST FLOOR	
OFFICE AREA	15912 FT <sup>2</sup>
FIRST FLOOR	
RECORDS AREA	2187 FT <sup>2</sup>
SECOND FLOOR	
DETENTION WING	3360 FT <sup>2</sup>
SECOND FLOOR	
OFFICE AREA	15576 FT <sup>2</sup>

Assessor source:

Building Sub-Areas (sq ft)			Legend
Code	Description	Gross Area	Living Area
BAS	First Floor	21,733	21,733
FBM	Finished Basement - Comm	21,733	21,733
FUS	Upper Story, Finished	21,733	21,733
UBM	Basement, Unfinished	21,733	0
		86,932	65,199

**CONSTRUCTION DETAIL**

Basic Construction:	Steel and masonry
Foundation:	Concrete
Framing:	Steel and masonry
Floors:	Concrete poured over a metal deck
Exterior Walls:	Reinforced cement panels, glass in aluminum frames, brick veneer
Roof Type:	Flat with parapet walls
Roof Cover:	EPDM
Windows:	Thermal windows in aluminum frames
Pedestrian Doors:	Glass, wood and metal

**MECHANICAL DETAIL**

Heat Source:	Gas
HVAC System:	Forced Air
Plumbing:	The existing copper piping has lead based solder. Due to the lead content, the domestic water is not considered suitable for human consumption.
Electrical Service:	The electrical system is assumed to be adequate for the existing use and in compliance with local law and building codes.
Electrical Metering:	The building has a master meter.
Emergency Power:	The building has a back-up generator, however, such is disconnected and inoperative
Elevator Service:	1 elevator
Fire Protection:	Not sprinklered
Security:	Inoperative exterior and interior monitors

**INTERIOR DETAIL**

Floor Covering:	Carpet, tile, cement
Walls:	Drywall
Ceilings:	Acoustical tile
Lighting:	Fluorescent
Restrooms:	The property features adequate restrooms for men and women.



**OTHER IMPROVEMENTS**

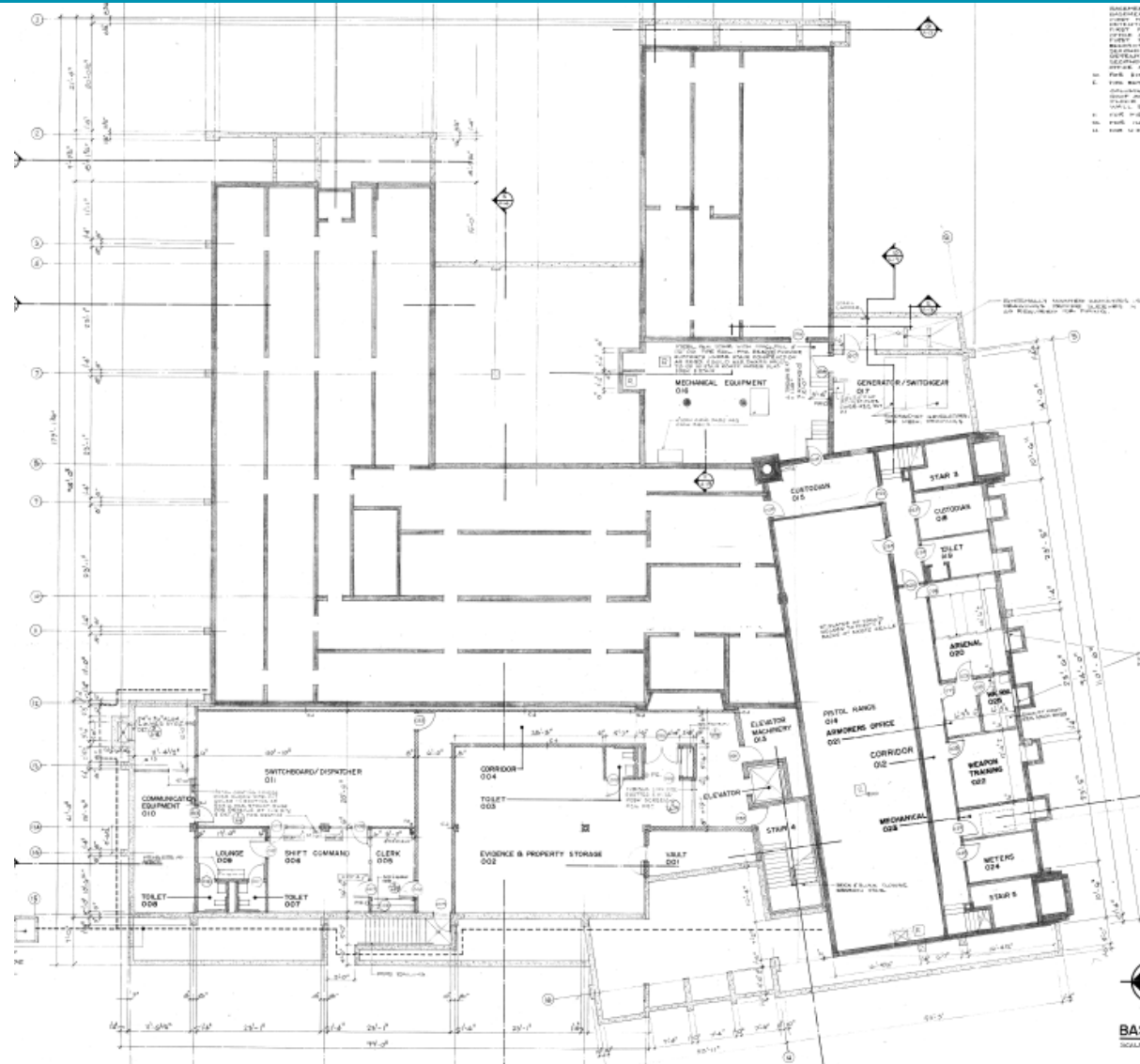
Parking:	The property contains approximately 37 surface parking spaces, reflecting an overall parking ratio of 0.76 spaces per 1,000 square feet (see Extraordinary Assumption and Hypothetical Condition – the space count reflects only those in the north and west side parking lots). The parking spaces are asphalt-paved and striped. The on-site parking capacity is inadequate for the former use and nearly every other potential re-use of the existing improvements.
On-Site Landscaping:	Nominal
Other:	Site improvements include asphalt paved parking areas, curbing, signage, landscaping, yard lighting and drainage.
Personal Property:	Personal property was excluded from our valuation.

**ANALYSIS AND CONCLUSIONS**

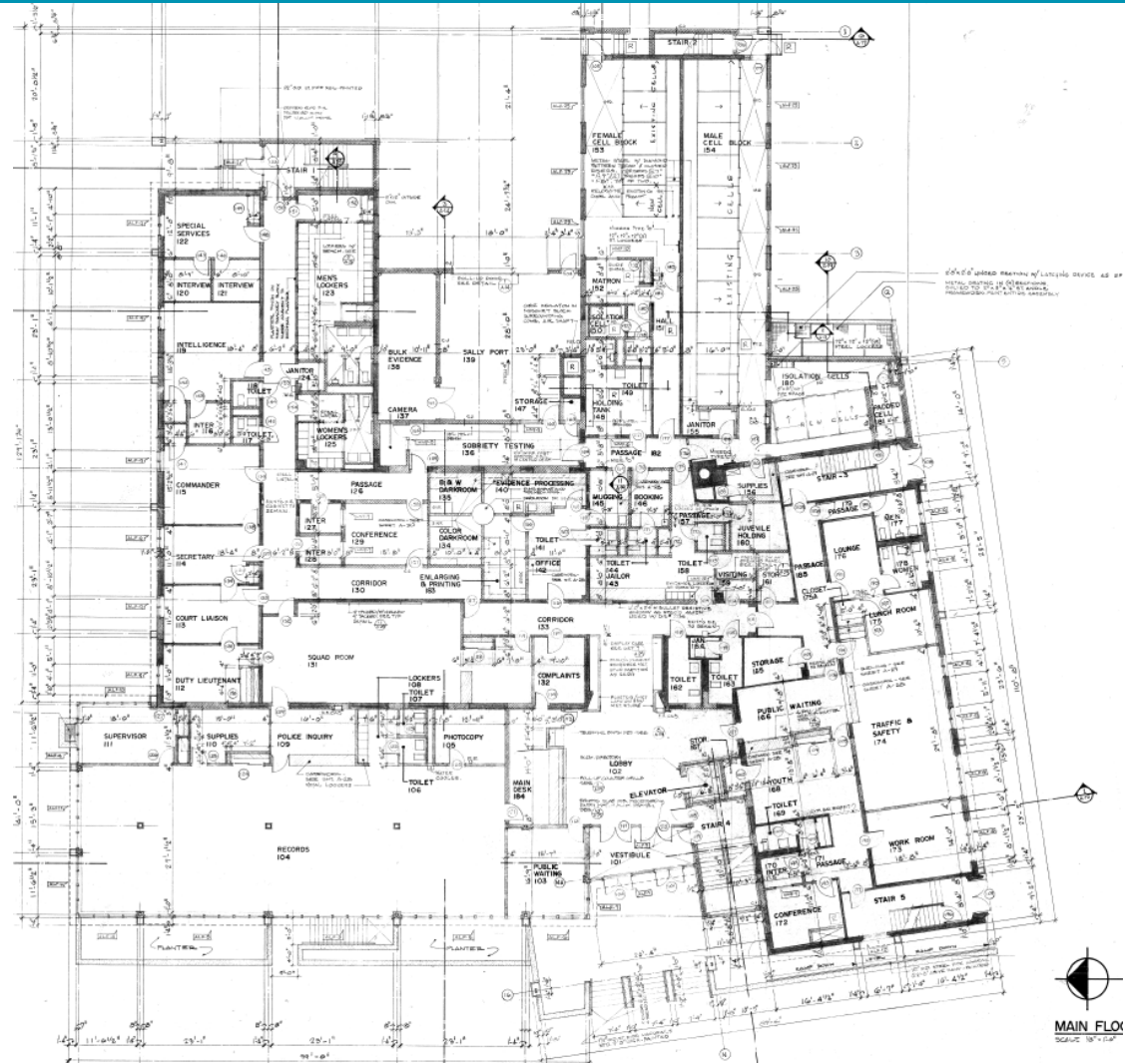
Condition:	Fair
Quality:	Good
Actual Age:	66 year(s)
Effective Age:	50 year(s) - The subject's improvements (both short and long-lived items) are of good quality and in fair condition. Thus, the effective age is estimated to be below the actual age.
Expected Economic Life:	50 year(s) - The Marshall Valuation Services publication was relied on to estimate life expectancy of the subject's improvements.
Remaining Economic Life:	0 year(s)
Roof & Mechanical Inspections:	We did not inspect the roof nor did we make a detailed inspection of the mechanical systems. The appraisers are not qualified to render an opinion regarding the adequacy or condition of these components. The client is urged to retain an expert in this field if detailed information is needed.
Curable Physical Deterioration:	<p>We have not been provided with a capital expenditure plan or an engineering report that would identify specific costs required to repair deficiencies at the subject property. However, it is well known that the subject contains lead and asbestos throughout the structure.</p> <p>The Client has sought bids for demolition and abatement. The lowest bid returned was a cost of \$406,753 for hazardous material abatement and an additional \$460,765 for demolition and site restoration (see Extraordinary Assumption).</p>
Functional Obsolescence:	The subject was purpose built decades prior for its former police station use. Over time, the subject utility did not meet contemporary requirements and a new police station was built adjacent to the south. Beyond the cost to remediate hazardous material, the subject's design and lack of on-site parking capacity create material limitations on its re-use for an alternative purpose to the extent that the existing improvements have no residual value.



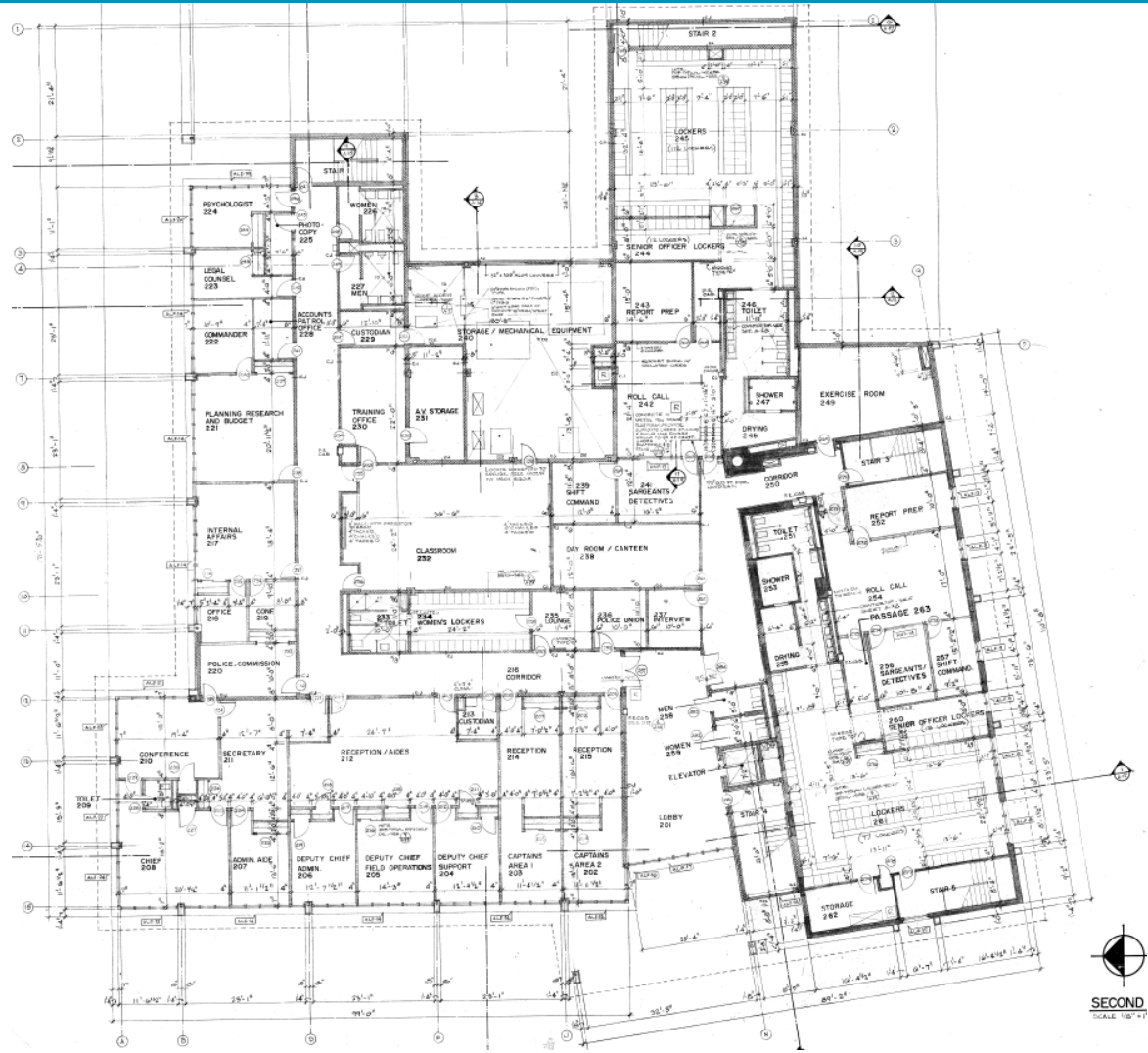
## BASEMENT FLOOR PLAN



## FIRST FLOOR PLAN



SECOND FLOOR PLAN



## Real Property Taxes and Assessments

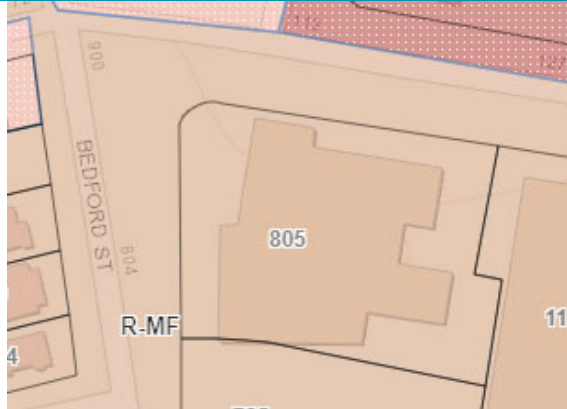
The subject property is located in the taxing jurisdiction of Stamford, and the assessor's parcel identification is 004-5826. The assessment for the property are presented in the following table; the property is tax exempt under current ownership.

PROPERTY ASSESSMENT INFORMATION	
Assessor's Parcel Number:	004-5826
Assessing Authority:	Stamford
Current Tax Year:	2021
Assessment Ratio (% of market Value):	70%
ASSESSMENT INFORMATION	
Assessed Value	Totals
Land:	\$2,336,450
Improvements:	\$6,456,270
Total:	\$8,792,720
Taxable Assessment:	<b>\$8,792,720</b>
Assessor's Implied Market Value:	\$12,561,029
TAX LIABILITY	
<b>Total Property Taxes:</b>	<b>Tax Exempt</b>
<i>Compiled by Cushman &amp; Wakefield of Connecticut, Inc.</i>	

## Zoning

The property is zoned R-MF by Stamford.

### ZONING MAP



A summary of the subject's zoning is provided in the following table:

### ZONING

<b>Municipality Governing Zoning:</b>	Stamford
<b>Current Zoning:</b>	R-MF
<b>Permitted Uses:</b>	Permitted uses within this district include single-, two-, and multi-family dwellings, home occupation, and public schools, among other uses.

ZONING REQUIREMENTS	CODE	SUBJECT COMPLIANCE
Minimum Lot Area:	5,000 sq ft	Complying
Maximum Building Height:	4 stories, 40 feet	Complying
Maximum Density:		
Lots Under 20,000 sf:	1 unit per 2,000 sf	Not Applicable
Lots Over 20,000 sf:	1 unit per 1,500 sf	Not Applicable
Maximum Lot Coverage (% of Lot Area):		
Lots Under 20,000 sf:	30.0%	Not Applicable
Lots Over 20,000 sf:	35.0%	Non-Complying
Minimum Yard Setbacks:		
Front (Feet):	15	Non-Complying
Rear (Feet):	30	Complying
Side (Feet):	8 feet one side, 18 feet both sides	Non-Complying

*Compiled by Cushman & Wakefield of Connecticut, Inc.*

## Zoning Density

The subject site totals 46,702 square feet of land area per the assessor's office. As currently zoned (R-MF), the subject has a maximum potential of 31 residential units (46,702 sf divided by 1,500 sf per unit).

The Client has also requested analysis of the subject under a potential zoning change to R-H, which is another multi-family zoning district, but which permits greater density. For lots greater than 43,560 square feet zoned R-H, the maximum potential for the subject site is 64 units (46,702 sf divided by 725 sf per unit). Per Appendix A Table I of the City of Stamford Zoning Regulations, the permitted uses within the R-MF and R-H zones have nominal differences. The following table is from the City of Stamford Zoning Regulations:

**TABLE III**  
**APPENDIX B: SCHEDULE OF REQUIREMENTS FOR AREA, HEIGHT AND BULK OF BUILDINGS**

ZONING <sup>(a)</sup> DISTRICTS	MINIMUM SIZE OF PLOT			RESIDENTIAL DENSITY		BUILDING HEIGHT		BUILDING AREA	MINIMUM YARD DIMENSIONS (ft)				
	AREA (sf)	FRONTAGE (ft)	CIRCLE DIAM. (ft)	S.F. PER FAM.	MAX. FAMILIES PER PLOT	STORIES	FEET	% LOT	FRONT STREET LINE	STREET CENTER	SIDE ONE SIDE	BOTH SIDES	REAR
RM-F	5000	50	-	2000	-	4	40	30	15	40	8	18	30
	20000	100	-	1500	-	4	40	35 <sup>(16)</sup>	15	40	(note 3.3)		30
R-H	5000	50	-	2000	-	4	40	30	15	40	8	18	30
	20000	100	-	1250	-	4	40	35	15	40	(note 3.3)		30
	43560	150	-	725	-	-	125	35 <sup>(16)</sup>	20	45	(note 3.4)		30

## Zoning Compliance

Property value is affected by whether or not an existing or proposed improvement complies with zoning regulations, as discussed below.

### Complying Uses

An existing or proposed use that complies with zoning regulations implies that there is no legal risk and that the existing improvements could be replaced “as-of-right.”

### Pre-Existing, Non-Complying Uses

In many areas, existing buildings pre-date the current zoning regulations. When this is the case, it is possible for an existing building that represents a non-complying use to still be considered a legal use of the property. Whether or not the rights of continued use of the building exist depends on local laws. Local laws will also determine if the existing building may be replicated in the event of loss or damage.

### Non-Complying Uses

A proposed non-complying use to an existing building might remain legal via variance or special use permit. When appraising a property that has such a non-complying use, it is important to understand the local laws governing this use.

### Other Restrictions

We know of no deed restrictions, private or public, that further limit the subject property's use. The research required to determine whether or not such restrictions exist is beyond the scope of this appraisal assignment. Deed restrictions are a legal matter and only a title examination by an attorney or title company can usually uncover such restrictive covenants. We recommend a title examination to determine if any such restrictions exist.

## Zoning Conclusions

We analyzed the zoning requirements in relation to the subject property, and considered the compliance of the existing or proposed use. We are not experts in the interpretation of complex zoning ordinances but based on our review of public information, the subject property appears to be a non-complying use. Detailed zoning studies are typically performed by a zoning or land use expert, including attorneys, land use planners, or architects. The depth of our study correlates directly with the scope of this assignment, and it considers all pertinent issues that have been discovered through our due diligence. We 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.



# Valuation

## Highest and Best Use

### Highest and Best Use Definition

*The Dictionary of Real Estate Appraisal*, Sixth Edition (2015), a publication of the Appraisal Institute, defines the highest and best use as:

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.

To determine the highest and best use we typically evaluate the subject site under two scenarios: as though vacant land and as presently improved. In both cases, the property's highest and best use must meet the four criteria described above.

### Highest and Best Use of Site as though Vacant

#### Legally Permissible

The zoning regulations in effect at the time of the appraisal determine the legal permissibility of a potential use of the subject site. As described in the Zoning section, the subject site is zoned R-MF by Stamford. Permitted uses within this district include single-, two-, and multi-family dwellings, home occupation, and public schools, among other uses. We are not aware of any further legal restrictions that limit the potential uses of the subject.

#### Physically Possible

The physical possibility of a use is dictated by the size, shape, topography, availability of utilities, and any other physical aspects of the site. The subject site contains 1.07± acres. The site is irregularly shaped and level at street grade. It has good frontage, good access, and good visibility. The overall utility of the site is considered to be good. All public utilities are available to the site including public water and sewer, gas, electric and telephone. Overall, the site is considered adequate to accommodate most permitted development possibilities.

#### Financially Feasible and Maximally Productive

In order to be seriously considered, a use must have the potential to provide a sufficient return to attract investment capital over alternative forms of investment. A positive net income or acceptable rate of return would indicate that a use is financially feasible. Financially feasible uses are those uses that can generate a profit over and above the cost of acquiring the site, and constructing the improvements. Of the uses that are permitted, possible, and financially feasible, the one that will result in the maximum value for the property is considered the highest and best use.

### Conclusion

We considered the legal issues related to zoning and legal restrictions. We also analyzed the physical characteristics of the site to determine what legal uses would be possible, and considered the financial feasibility of these uses to determine the use that is maximally productive. Considering the subject site's physical characteristics and location, as well as the state of the local market, it is our opinion that the Highest and Best Use of the subject site as though vacant is for development with multi-family use built to its maximum feasible building area.

## Highest and Best Use of Property as Improved

The Dictionary of Real Estate Appraisal defines highest and best use of the property as improved as:

The use that should be made of a property as it exists. An existing improvement should be renovated or retained as is so long as it continues to contribute to the total market value of the property, or until the return from a new improvement would more than offset the cost of demolishing the existing building and constructing a new one.

In analyzing the Highest and Best Use of a property as improved, it is recognized that the improvements should continue to be used until it is financially advantageous to alter physical elements of the structure or to demolish it and build a new one.

### Legally Permissible

As described in the Zoning Analysis section of this report, the subject site is zoned R-MF. The site is improved with a (former) police station containing 48,987± square feet of gross building area. In the Zoning section of this appraisal, we determined that the existing improvements represent a non-complying use. We also determined that the existing use is a permitted use in this zone.

### Physically Possible

The subject improvements were constructed in 1955 and were last renovated in 1979. The improvements are in fair condition. We know of no current or pending municipal actions or covenants that would require a change to the current improvements.

### Financially Feasible and Maximally Productive

In our opinion, the improvements contribute significantly to the value of the site. It is likely that no alternative use would result in a higher value.

## Conclusion

It is our opinion that the existing improvements do not add value to the site as though vacant, dictating a discontinuation of its use. It is our opinion that the Highest and Best Use of the subject property as improved is remediation and demolition of the existing improvements and re-development per the highest and best use as if vacant.

### Most Likely Buyer

The most likely purchaser of the subject is a multi-family developer, who would typically rely on the sales comparison approach to value the property.

## Valuation Process

### Methodology

There are three generally accepted approaches to developing an opinion of value: Cost, Sales Comparison and Income Capitalization. We considered each in this appraisal to develop an opinion of the market value of the subject property. In appraisal practice, an approach to value is included or eliminated based on its applicability to the property type being valued and the quality of information available. The reliability of each approach depends on the availability and comparability of market data as well as the motivation and thinking of purchasers.

The valuation process is concluded by analyzing each approach to value used in the appraisal. When more than one approach is used, each approach is judged based on its applicability, reliability, and the quantity and quality of its data. A final value opinion is chosen that either corresponds to one of the approaches to value, or is a correlation of all the approaches used in the appraisal.

We considered each approach in developing our opinion of the market value of the subject property. We discuss each approach below and conclude with a summary of their applicability to the subject property.

#### Cost Approach

The Cost Approach is based on the proposition that an 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 for which there are few improved sales or leases of comparable properties.

In the Cost Approach, the appraiser forms an opinion of the cost of all improvements, depreciating them to reflect any value loss from physical, functional and external causes. Land value, entrepreneurial profit and depreciated improvement costs are then added, resulting in an opinion of value for the subject property.

#### Sales Comparison Approach

In the Sales Comparison Approach, sales of comparable properties are adjusted for differences to estimate a value for the subject property. A unit of comparison such as price per square foot of building area or effective gross income multiplier is typically used to value the property. When developing an opinion of land value the analysis is based on recent sales of sites of comparable zoning and utility, and the typical units of comparison are price per square foot of land, price per acre, price per unit, or price per square foot of potential building area. In each case, adjustments are applied to the unit of comparison from an analysis of comparable sales, and the adjusted unit of comparison is then used to derive an opinion of value for the subject property.

#### Income Capitalization Approach

In the Income Capitalization Approach the income-producing capacity of a property is estimated by using contract rents on existing leases and by estimating market rent from rental activity at competing properties for the vacant space. Deductions are then made for vacancy and collection loss and operating expenses. The resulting net operating income is divided by an overall capitalization rate to derive an opinion of value for the subject property. The capitalization rate represents the relationship between net operating income and value. This method is referred to as Direct Capitalization.

Related to the Direct Capitalization Method is the Yield Capitalization Method. In this method periodic cash flows (which consist of net operating income less capital costs) and a reversionary value are developed and discounted

to a present value using an internal rate of return that is determined by analyzing current investor yield requirements for similar investments.

## **Summary**

This appraisal employs only the Sales Comparison Approach. Based on our analysis and knowledge of the subject property type and relevant investor profiles, it is our opinion that this approach should be considered necessary and applicable for market participants. Typical purchasers do not generally rely on the Cost or Income Capitalization Approaches when purchasing a property such as the subject of this report. Therefore, we have not employed the Cost Approach or the Income Capitalization Approach to develop an opinion of market value. The exclusion of these approaches to value does not reduce the credibility of the assignment results.

## Land Valuation

We used the Sales Comparison Approach to develop an opinion of land value. We examined current offerings and analyzed prices buyers have recently paid for comparable sites. If the comparable was superior to the subject, a downward adjustment was made to the comparable sale. If inferior, an upward adjustment was made.

The most widely used and market-oriented unit of comparison for properties with characteristics similar to those of the subject is price per potential residential unit. All transactions used in this analysis are based on the most appropriate method used in the local market.

The major elements of comparison used to value the subject site include the property rights conveyed, the financial terms incorporated into the transaction, the conditions or motivations surrounding the sale, changes in market conditions since the sale, the location of the real estate, its utility and the physical characteristics of the property.

The comparables and our analysis are presented on the following pages. Comparable land sale data sheets are presented in the Addenda of this report.

## SUMMARY OF LAND SALES

PROPERTY INFORMATION					TRANSACTION INFORMATION					
No.	Location	Size (Acres)	No. of Units	Zoning	Grantor	Grantee	Sale Date	Sale Price	\$/Unit	COMMENTS
S	Subject Property	1.07	31	R-MF						
1	93 Winfield Street Norwalk, CT	0.65	11	NB	Bank of America	G&T Norwalk, LLC	4/20	\$640,000	\$58,182	This is the sale of a triangular lot that sold with improved with a former bank branch that will be redeveloped with 11 new market rate multi-family condominium units in three buildings.
2	777 Summer Street Stamford, CT	2.75	376	MXD	Summer Street Property LLC	QOZB LLC C/O Toll Brothers	11/19	\$29,000,000	\$77,128	This is the sale of an improved site approved (Dec. 2018) for re-development with 376 apartments and 4,300 square feet of street level retail.
3	Phase II Atlantic Station 404 Atlantic Street Stamford, CT	1.56	325	CC-N	Louis R Capelli	RXR Atlantic Station II Owner, LLC	4/19	\$17,693,993	\$54,443	The purchase price reflects all approvals and entitlements in place for 325 residential units and 14,100 sf of retail space, multiple LOI's to lease the former Post Office Building and any contributory value associated with the existing post office shell.
STATISTICS										
Low		0.65	11				4/19	\$640,000	\$54,443	
High		2.75	376				4/20	\$29,000,000	\$77,128	
Average		1.65	237				10/19	\$15,777,998	\$63,251	

Compiled by Cushman &amp; Wakefield of Connecticut, Inc.



**LAND SALE ADJUSTMENT GRID**

Economic Adjustments (Cumulative)							Property Characteristic Adjustments (Additive)						
No.	Price Per Unit	Property Rights Conveyed	Conditions of Sale	Financing	Market <sup>(1)</sup> Conditions	Per Unit Subtotal	Location	Size	Public Utilities	Utility <sup>(2)</sup>	Other	Adj. Price Per Unit	Overall
1	<b>\$58,182</b> 4/20	Fee Simple 0.0%	Arm's-Length 0.0%	None 0.0%	Similar 0.0%	<b>\$58,182</b> 0.0%	Inferior 10.0%	Smaller -5.0%	Similar 0.0%	Inferior 5.0%	Similar 0.0%	<b>\$64,000</b> 10.0%	Inferior
2	<b>\$77,128</b> 11/19	Fee Simple 0.0%	Arm's-Length 0.0%	None 0.0%	Similar 0.0%	<b>\$77,128</b> 0.0%	Similar 0.0%	Larger 10.0%	Similar 0.0%	Similar 0.0%	Similar 0.0%	<b>\$84,840</b> 10.0%	Inferior
3	<b>\$54,443</b> 4/19	Fee Simple 0.0%	Arm's-Length 0.0%	None 0.0%	Similar 0.0%	<b>\$54,443</b> 0.0%	Superior -5.0%	Larger 10.0%	Similar 0.0%	Similar 0.0%	Superior -10.0%	<b>\$51,721</b> -5.0%	Superior
	<b>\$54,443</b>	<b>- Low</b>									<b>Low -</b>	<b>\$51,721</b>	
	<b>\$77,128</b>	<b>- High</b>									<b>High -</b>	<b>\$84,840</b>	
	<b>\$63,251</b>	<b>- Average</b>									<b>Average -</b>	<b>\$66,854</b>	

Compiled by Cushman &amp; Wakefield of Connecticut, Inc.

**(1) Market Conditions Adjustment Footnote**

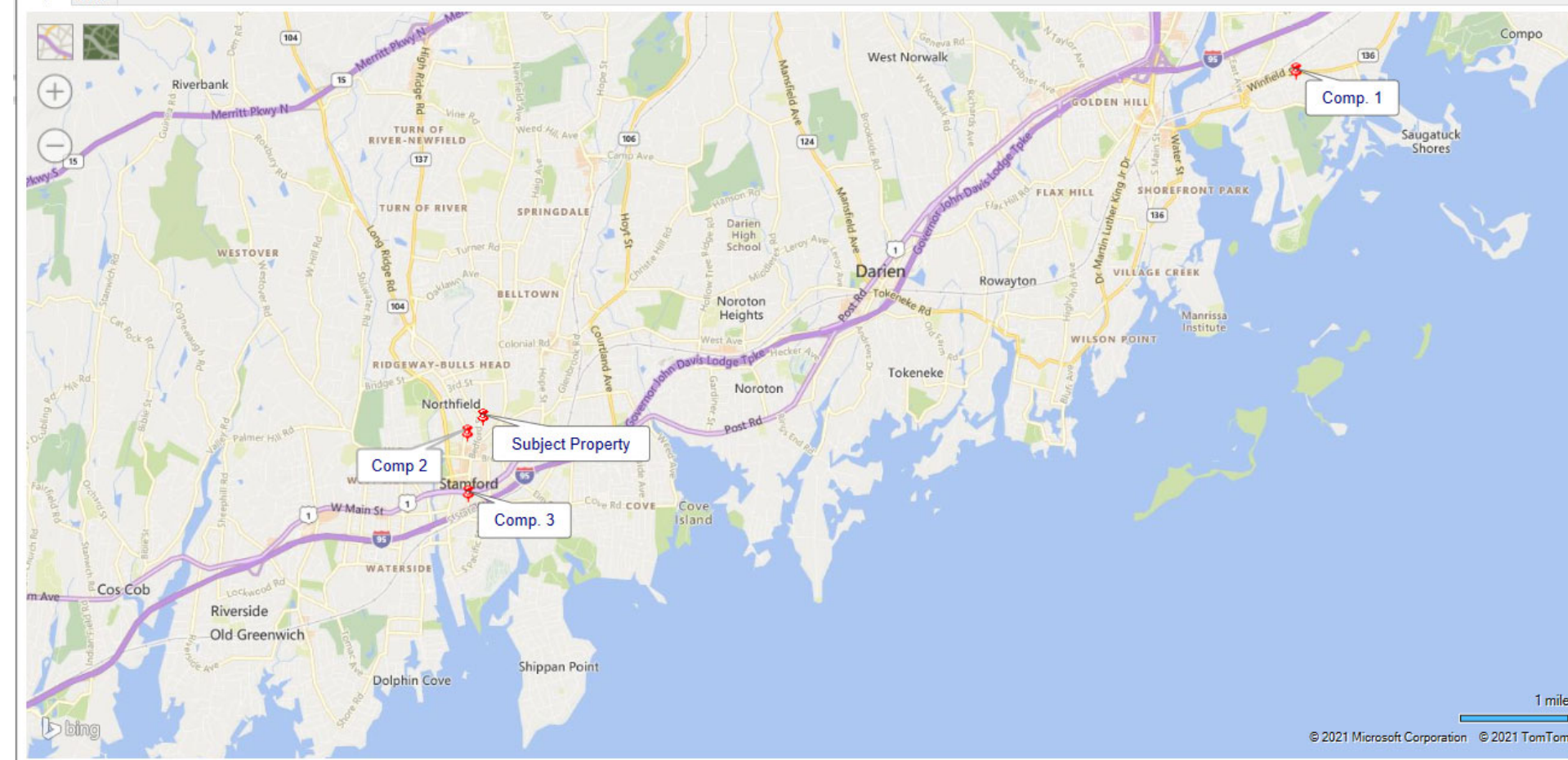
Compound annual change in market conditions: 0.00%

Date of Value (for adjustment calculations): 5/11/21

**(2) Utility Footnote**

Utility includes shape, access, frontage and visibility.

LAND SALE LOCATION MAP



## Discussion of Adjustments

### Property Rights Conveyed

The property rights conveyed in a transaction typically have an impact on the sale price of a property. Acquiring the fee simple interest implies that the buyer is acquiring the full bundle of rights. Acquiring a leased fee interest typically means that the property being acquired is encumbered by at least one lease, which is a binding agreement transferring rights of use and occupancy to the tenant. A leasehold interest involves the acquisition of a lease, which conveys the rights to use and occupy the property to the buyer for a finite period of time. At the end of the lease term, there is typically no reversionary value to the leasehold interest. Since we are valuing the fee simple interest as reflected by each of the comparables, an adjustment for property rights is not required.

### Conditions of Sale

Adjustments for conditions of sale usually reflect the motivations of the buyer and the seller. In many situations the conditions of sale may significantly affect transaction prices. However, all sales used in this analysis are considered to be "arms-length" market transactions between both knowledgeable buyers and sellers on the open market. Therefore, no adjustments were required.

### Financial Terms

The financial terms of a transaction can have an impact on the sale price of a property. A buyer who purchases an asset with favorable financing might pay a higher price, as the reduced cost of debt creates a favorable debt coverage ratio. A transaction involving above-market debt will typically involve a lower purchase price tied to the lower equity returns after debt service. We analyzed all of the transactions to account for atypical financing terms. To the best of our knowledge, all of the sales used in this analysis were accomplished with cash or market-oriented financing. Therefore, no adjustments were required.

### Market Conditions

The sales that are included in this analysis occurred between April 2019 and April 2020. We have looked to the REIS reported annual change in effective rental rates from 2017 to 2020 for the Western submarket, which has remained effectively the same, as a proxy for land value adjustment in lieu of the availability of isolate paired sales data. Therefore, a market conditions adjustment of 0.0 percent has been applied. Further, construction material costs have been on the rise in recent months.

### Location

An adjustment for location is required when the locational characteristics of a comparable property differ from those of the subject property. We made a downward adjustment to those comparables considered superior in location compared to the subject. Conversely, upward adjustments were made to those comparables considered inferior.

### Size

The adjustment for size generally reflects the inverse relationship between unit price and development size. Smaller developments tend to sell for higher unit prices than larger developments, and vice versa. Therefore, upward adjustments were made to larger developments, and downward adjustments were made to smaller developments.

### Public Utilities

The availability of public utilities has a significant impact on the value of a property. Municipal utility providers often, but not always, provide utilities such as gas, water, electric, sewer, and telephone. It is therefore important to understand any differences that may exist in the availability of public utilities to the subject property and its

comparables. All of the sales, like the subject, had full access to public utilities at the time of sale. Therefore, no adjustments were required.

### Utility

The subject parcel is adequately shaped to accommodate a typical building. It has good access, good frontage and good visibility. Overall, it has been determined that the site has good utility. Adjustments were made where a comparable was considered to have superior or inferior utility. Comparable sale 1 is a triangular lot, putting limitations on building configuration; an upward adjustment is warranted.

### Other

In some cases, other variables will have an impact on the price of a land transaction. Examples include soil or slope conditions, restrictive zoning, easements, wetlands or external influences. In our analysis of the comparables we found that no unusual conditions existed at the time of sale. Comparable sale 3 was adjusted downwards to acknowledge the contributory value of the existing improvements.

## Conclusion – Market Value As Is

The adjustments applied to the comparable sales in the Land Sale Adjustment Chart reflect what we determined is appropriate in the marketplace. Despite the subjectivity, the adjustments were considered reasonable and were applied consistently.

After a thorough analysis, the comparable land sales reflect adjusted unit values ranging from \$51,721 per unit to \$84,840 per unit, with an average of \$66,854 per unit.

## Adjustments

- Hazardous Material Abatement – The Client has provided its selected vendor for this service and the reported cost has been applied.
- Demolition & Site Restoration – The Client has provided its selected vendor for this service and the reported cost has been applied.
- Risk & Market Resistance - In addition to the relatively straight-forward abatement and remediation costs, an adjustment for risk and market resistance is warranted. Our research indicates that empirical evidence is effectively non-existent and difficult to quantify as such is site specific based on the location, state of the market at the time of sale, and multiple other factors. For instance, in a market when capital is more readily available, a discount is reasonably site for sites with environmental issues than in a tighter market. Further, most seasoned developers have prior experience with developing contaminated sites. However, an adjustment is warranted to acknowledge that a prospective purchaser will likely warrant some market discount to reflect the additional time to bring a site through the remediation and monitoring process, as well as, the risk that the actual cost will exceed the vendor estimated costs. Given the abatement is in the materials, rather than in the land itself and as a result, to a degree, more easily identifiable, a relatively nominal adjustment is warranted.

We concluded that the indicated value by the Sales Comparison Approach was:

<b>Market Value As-Is</b>		<b>Price Per Unit</b>
Indicated Value		\$70,000
Unit Measure		x 31
Indicated Value		\$2,170,000
Less: Hazardous Material Abatement		(\$406,753)
Less: Demolition & Site Restoration		(\$460,795)
Indicated Value		\$1,302,452
Less: Risk & Market Resistance	10%	(\$130,245)
Indicated Value		\$1,172,207
<b>Rounded to nearest \$25,000</b>		<b>\$1,175,000</b>

*Compiled by Cushman & Wakefield of Connecticut, Inc.*

### Conclusion – Market Value As If Completed (interior remediation cured)

Under this scenario, all of the adjustments to the comparables remain the same as the prior scenario, as the potential number of residential units remains the same. The difference from the prior scenario, is the removal of the Hazardous Material Abatement and Risk & Market Resistance adjustments. The Demolition & Site Restoration adjustment remains applicable, because the conclusion of Highest and Best Use as Improved remains the same. We concluded that the indicated value by the Sales Comparison Approach was:

<b>Market Value As If Completed (interior remediation cured)</b>		<b>Price Per Unit</b>
Indicated Value		\$70,000
Unit Measure		x 31
Indicated Value		\$2,170,000
Less: Demolition & Site Restoration		(\$460,795)
Indicated Value		\$1,709,205
<b>Rounded to nearest \$25,000</b>		<b>\$1,700,000</b>

*Compiled by Cushman & Wakefield of Connecticut, Inc.*

### Conclusion – Market Value As If Vacant and remediated under current R-MF Zoning

Under this scenario, all of the adjustments to the comparables remain the same as the prior scenarios, as the potential number of residential units remains the same. The difference from the prior scenarios, is the removal of the Demolition & Site Restoration, Hazardous Material Abatement, and Risk & Market Resistance adjustments. We concluded that the indicated value by the Sales Comparison Approach was:

<b>Market Value As If Vacant and remediated under current R-MF Zoning</b>		<b>Price Per Unit</b>
Indicated Value		\$70,000
Unit Measure		x 31
Indicated Value		\$2,170,000
<b>Rounded to nearest \$25,000</b>		<b>\$2,175,000</b>

*Compiled by Cushman & Wakefield of Connecticut, Inc.*

## Conclusion – Market Value As If Vacant and remediated under current R-H Zoning

Under this scenario, all of the adjustments to the comparables remain the same as the prior scenarios. While the potential number of residential units is greater than under the prior scenarios reflecting R-MF zoning, it is not to a degree impacting market recognition relative to the comparables. We concluded that the indicated value by the Sales Comparison Approach was:

Market Value As If Vacant and remediated under proposed R-H Zoning		Price Per Unit
Indicated Value		\$70,000
Unit Measure		x 64
Indicated Value		\$4,480,000
<b>Rounded to nearest \$25,000</b>		<b>\$4,475,000</b>

*Compiled by Cushman & Wakefield of Connecticut, Inc.*



## Reconciliation and Final Value Opinion

### Valuation Methodology Review and Reconciliation

This appraisal employs only the Sales Comparison Approach. Based on our analysis and knowledge of the subject property type and relevant investor profiles, it is our opinion that this approach should be considered necessary and applicable for market participants. Typical purchasers do not generally rely on the Cost or Income Capitalization Approaches when purchasing a property such as the subject of this report. Therefore, we have not employed the Cost Approach or the Income Capitalization Approach to develop an opinion of market value. The exclusion of these approaches to value does not reduce the credibility of the assignment results. The approach indicated the following:

Value Conclusions			
Appraisal Premise	Real Property Interest	Date of Value	Value Conclusion
Market Value As-Is	Fee Simple	May 11, 2021	\$1,175,000
Market Value As If Completed (interior remediation cured)	Fee Simple	May 11, 2021	\$1,700,000
Market Value As If Vacant and remediated under current R-MF Zoning	Fee Simple	May 11, 2021	\$2,175,000
Market Value As If Vacant and remediated under proposed R-H Zoning	Fee Simple	May 11, 2021	\$4,475,000

*Compiled by Cushman & Wakefield of Connecticut, Inc.*

### Extraordinary Assumptions

For a definition of Extraordinary Assumptions please see the Glossary of Terms & Definitions. The use of extraordinary assumptions, if any, might have affected the assignment results.

The City tax map indicates that not all of the west side parking lot along Bedford Street and the smaller north side parking lot along Hoyt Street is contained completely within the subject property line, rather this parking lot extends into the right of way. For purposes of this analysis, after discussion with the property contact during site inspection, we assume these parking spaces will be made available to the subject property, however, we have not assumed the associated land area would be available for FAR calculation.

We are not experts in the estimation of demolition and environmental remediation. We have relied upon the this information provided by the Client within this analysis. Should this information be deemed inaccurate it could have a direct impact upon the valuation conclusions.

### Hypothetical Conditions

For a definition of Hypothetical Conditions please see the Glossary of Terms & Definitions. The use of hypothetical conditions, if any, might have affected the assignment results.

For the purposes of this valuation and the Client's use, it is assumed that several easements will be created for the rear (east side of the property). The first easement will grant the entire existing row of parking spaces along the east side of the property for the use of the police employees visiting the new police station to the south of the subject. The second easement will be a right of way from Hoyt to the loading door along the north side of the new police station. The third easement will grant an additional row of parking spaces for the use of the visitors of the new police station. The effect of such easements will eliminate the existing parking capacity for any user of the subject property in this area of the site and place physical limitations on development in this area, however, there is the expectation that these easements do not reduce the FAR potential of the subject site.

Valuation scenarios two, three and four, reflect conditions not currently realized, either the curing of environmental issues and/or a vacant site (existing structure has been razed and cleared).

## **Exposure Time**

Based on our review of national investor surveys, discussions with market participants and information gathered during the sales verification process, a reasonable exposure time for the subject property at the value concluded within this report would have been approximately twelve (12) months. This assumes an active and professional marketing plan would have been employed by the current owner.

## Assumptions and Limiting Conditions

"Report" means the appraisal or consulting report and conclusions stated therein, to which these Assumptions and Limiting Conditions are annexed.

"Property" means the subject of the Report.

"Cushman & Wakefield" means Cushman & Wakefield, Inc. or its subsidiary that issued the Report.

"Appraiser(s)" means the employee(s) of Cushman & Wakefield who prepared and signed the Report.

The Report has been made subject to the following assumptions and limiting conditions:

- No opinion is intended to be expressed and no responsibility is assumed for the legal description or for any matters that are legal in nature or require legal expertise or specialized knowledge beyond that of a real estate appraiser. Title to the Property is assumed to be good and marketable and the Property is assumed to be free and clear of all liens unless otherwise stated. No survey of the Property was undertaken.
- The information contained in the Report or upon which the Report is based has been gathered from sources the Appraiser assumes to be reliable and accurate. The owner of the Property may have provided some of such information. Neither the Appraiser nor Cushman & Wakefield shall be responsible for the accuracy or completeness of such information, including the correctness of estimates, opinions, dimensions, sketches, exhibits and factual matters. Any authorized user of the Report is obligated to bring to the attention of Cushman & Wakefield any inaccuracies or errors that it believes are contained in the Report.
- The opinions are only as of the date stated in the Report. Changes since that date in external and market factors or in the Property itself can significantly affect the conclusions in the Report.
- The Report is to be used in whole and not in part. No part of the Report shall be used in conjunction with any other analyses. Publication of the Report or any portion thereof without the prior written consent of Cushman & Wakefield is prohibited. Reference to the Appraisal Institute or to the MAI designation is prohibited. Except as may be otherwise stated in the letter of engagement, the Report may not be used by any person(s) other than the party(ies) to whom it is addressed or for purposes other than that for which it was prepared. No part of the Report shall be conveyed to the public through advertising, or used in any sales, promotion, offering or SEC material without Cushman & Wakefield's prior written consent. Any authorized user(s) of this Report who provides a copy to, or permits reliance thereon by, any person or entity not authorized by Cushman & Wakefield in writing to use or rely thereon, hereby agrees to indemnify and hold Cushman & Wakefield, its affiliates and their respective shareholders, directors, officers and employees, harmless from and against all damages, expenses, claims and costs, including attorneys' fees, incurred in investigating and defending any claim arising from or in any way connected to the use of, or reliance upon, the Report by any such unauthorized person(s) or entity(ies).
- Except as may be otherwise stated in the letter of engagement, the Appraiser shall not be required to give testimony in any court or administrative proceeding relating to the Property or the Appraisal.
- The Report assumes (a) responsible ownership and competent management of the Property; (b) there are no hidden or unapparent conditions of the Property, subsoil or structures that render the Property more or less valuable (no responsibility is assumed for such conditions or for arranging for engineering studies that may be required to discover them); (c) full compliance with all applicable federal, state and local zoning and environmental regulations and laws, unless noncompliance is stated, defined and considered in the Report; and (d) all required licenses, certificates of occupancy and other governmental consents have been or can be obtained and renewed for any use on which the value opinion contained in the Report is based.
- The physical condition of the improvements considered by the Report is based on visual inspection by the Appraiser or other person identified in the Report. Cushman & Wakefield assumes no responsibility for the soundness of structural components or for the condition of mechanical equipment, plumbing or electrical components.
- The forecasted potential gross income referred to in the Report may be based on lease summaries provided by the owner or third parties. The Report assumes no responsibility for the authenticity or completeness of lease information provided by others. Cushman & Wakefield recommends that legal advice be obtained regarding the interpretation of lease provisions and the contractual rights of parties.

- The forecasts of income and expenses are not predictions of the future. Rather, they are the Appraiser's best opinions of current market thinking on future income and expenses. The Appraiser and Cushman & Wakefield make no warranty or representation that these forecasts will materialize. The real estate market is constantly fluctuating and changing. It is not the Appraiser's task to predict or in any way warrant the conditions of a future real estate market; the Appraiser can only reflect what the investment community, as of the date of the Report, envisages for the future in terms of rental rates, expenses, and supply and demand.
- Unless otherwise stated in the Report, the existence of potentially hazardous or toxic materials that may have been used in the construction or maintenance of the improvements or may be located at or about the Property was not considered in arriving at the opinion of value. These materials (such as formaldehyde foam insulation, asbestos insulation and other potentially hazardous materials) may adversely affect the value of the Property. The Appraisers are not qualified to detect such substances. Cushman & Wakefield recommends that an environmental expert be employed to determine the impact of these matters on the opinion of value.
- Unless otherwise stated in the Report, compliance with the requirements of the Americans with Disabilities Act of 1990 (ADA) has not been considered in arriving at the opinion of value. Failure to comply with the requirements of the ADA may adversely affect the value of the Property. Cushman & Wakefield recommends that an expert in this field be employed to determine the compliance of the Property with the requirements of the ADA and the impact of these matters on the opinion of value.
- If the Report is submitted to a lender or investor with the prior approval of Cushman & Wakefield, such party should consider this Report as only one factor, together with its independent investment considerations and underwriting criteria, in its overall investment decision. Such lender or investor is specifically cautioned to understand all Extraordinary Assumptions and Hypothetical Conditions and the Assumptions and Limiting Conditions incorporated in this Report.
- In the event of a claim against Cushman & Wakefield or its affiliates or their respective officers or employees or the Appraisers in connection with or in any way relating to this Report or this engagement, the maximum damages recoverable shall be the amount of the monies actually collected by Cushman & Wakefield or its affiliates for this Report and under no circumstances shall any claim for consequential damages be made.
- If the Report is referred to or included in any offering material or prospectus, the Report shall be deemed referred to or included for informational purposes only and Cushman & Wakefield, its employees and the Appraiser have no liability to such recipients. Cushman & Wakefield disclaims any and all liability to any party other than the party that retained Cushman & Wakefield to prepare the Report.
- Unless otherwise noted, we were not given a soil report to review. However, we assume that the soil's load-bearing capacity is sufficient to support existing and/or proposed structure(s). We did not observe any evidence to the contrary during our physical inspection of the property. Drainage appears to be adequate.
- Unless otherwise noted, we were not given a title report to review. We do not know of any easements, encroachments, or restrictions that would adversely affect the site's use. However, we recommend a title search to determine whether any adverse conditions exist.
- Unless otherwise noted, we were not given a wetlands survey to review. If subsequent engineering data reveal the presence of regulated wetlands, it could materially affect property value. We recommend a wetlands survey by a professional engineer with expertise in this field.
- Unless otherwise noted, we observed no evidence of toxic or hazardous substances during our inspection of the site. However, we are not trained to perform technical environmental inspections and recommend the hiring of a professional engineer with expertise in this field.
- Unless otherwise noted, we did not inspect the roof nor did we make a detailed inspection of the mechanical systems. The appraisers are not qualified to render an opinion regarding the adequacy or condition of these components. The client is urged to retain an expert in this field if detailed information is needed.
- By use of this Report each party that uses this Report agrees to be bound by all of the Assumptions and Limiting Conditions, Hypothetical Conditions and Extraordinary Assumptions stated herein.

## Certification

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 are limited only by the reported assumptions and limiting conditions, and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- We 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.
- We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
- Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics & Standards of Professional Practice of the Appraisal Institute, which include the Uniform Standards of Professional Appraisal Practice.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- C&W has undertaken to complete this report without regard to race, color, religion, national origin, sex, marital status, or any other prohibited basis, and it is not intended to contain references that could be regarded as discriminatory.
- David R. Ubaghs, MAI, MRICS, CCIM did make a personal inspection of the property that is the subject of this report.
- David R. Ubaghs, MAI, MRICS, CCIM has not provided prior services, as an appraiser or in any other capacity, within the three-year period immediately preceding acceptance of this assignment.
- No one provided significant real property appraisal assistance to the persons signing this report.
- As of the date of this report, David R. Ubaghs, MAI, MRICS, CCIM has completed the continuing education program for Designated Members of the Appraisal Institute.



---

David R. Ubaghs, MAI, MRICS, CCIM  
Executive Director  
CT Certified General Appraiser  
License No. 1016  
David.Ubaghs@cushwake.com  
(203) 326-5877 Office Direct

## Addenda Contents

Addendum A:	Glossary of Terms & Definitions
Addendum B:	Comparable Land Sale Data Sheets
Addendum C:	Qualifications of the Appraiser



# Addendum A:

## Glossary of Terms & Definitions

The following definitions of pertinent terms are taken from *The Dictionary of Real Estate Appraisal*, Sixth Edition (2015), published by the Appraisal Institute, Chicago, IL, as well as other sources.

### 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. (Proposed Interagency Appraisal and Evaluation Guidelines, OCC-4810-33-P 20%)

### Band of Investment

A technique in which the capitalization rates attributable to components of a capital investment are weighted and combined to derive a weighted-average rate attributable to the total investment.

### Cash Equivalency

An analytical process in which the sale price of a transaction with nonmarket financing or financing with unusual conditions or incentives is converted into a price expressed in terms of cash.

### Depreciation

1. In appraising, a loss in property value from any cause; the difference between the cost of an improvement on the effective date of the appraisal and the market value of the improvement on the same date. 2. In accounting, an allowance made against the loss in value of an asset for a defined purpose and computed using a specified method.

### Disposition Value

The most probable price that a specified interest in real property is likely to bring under all of the following conditions:

- Consummation of a sale will occur within a limited future marketing period specified by the client.
- The actual market conditions currently prevailing are those to which the appraised property interest is subject.
- The buyer and seller is each acting prudently and knowledgeably.
- The seller is under compulsion to sell.
- The buyer is typically motivated.
- Both parties are acting in what they consider their best interest.
- An adequate marketing effort will be made in the limited time allowed for the completion of a sale.
- Payment will be made in cash in U.S. dollars or in terms of financial arrangements comparable thereto.
- 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.

Note that this definition differs from the definition of market value. The most notable difference relates to the motivation of the seller. In the case of Disposition value, the seller would be acting under compulsion within a limited future marketing period.

### Ellwood Formula

A yield capitalization method that provides a formulaic solution for developing a capitalization rate for various combinations of equity yields and mortgage terms.

The formula is applicable only to properties with stable or stabilized income streams and properties with income streams expected to change according to the J- or K-factor pattern. The formula is

$$RO = [YE - M (YE + P / S n - RM) - \Delta O / S n] / [1 + \Delta I / J]$$

where

RO = Overall Capitalization Rate

YE = Equity Yield Rate

M = Loan-to-Value Ratio

P = Percentage of Loan Paid Off

1/S n = Sinking Fund Factor at the Equity Yield Rate

RM = Mortgage Capitalization Rate

$\Delta O$  = Change in Total Property Value

$\Delta I$  = Total Ratio Change in Income

J = J Factor

Also called mortgage-equity formula.

## Exposure Time

1. The time a property remains on the market. 2. 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 on an analysis of past events assuming a competitive and open market. See also marketing time.

## 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.

Comment: 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.

## 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.

## Highest and 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.

## Highest and Best Use of Property as Improved

The use that should be made of a property as it exists. An existing improvement should be renovated or retained as is so long as it continues to contribute to the total market value of the property, or until the return from a new improvement would more than offset the cost of demolishing the existing building and constructing a new one.

## Hypothetical Conditions

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.

Comment: 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.

## Insurable Replacement Cost/Insurable Value

A type of value for insurance purposes.

## Intended Use

The use or uses of an appraiser's reported appraisal, appraisal review, or appraisal consulting assignment opinions and conclusions, as identified by the appraiser based on communication with the client at the time of the assignment.

## Intended User

The client and any other party as identified, by name or type, as users of the appraisal, appraisal review, or appraisal consulting report by the appraiser on the basis of communication with the client at the time of the assignment.

## Leased Fee Interest

A freehold (ownership interest) where the possessory interest has been granted to another party by creation of a contractual landlord-tenant relationship (i.e., a lease).

## Leasehold Interest

The tenant's possessory interest created by a lease. See also negative leasehold; positive leasehold.

## Liquidation Value

The most probable price that a specified interest in real property is likely to bring under all of the following conditions:

- Consummation of a sale will occur within a severely limited future marketing period specified by the client.
- The actual market conditions currently prevailing are those to which the appraised property interest is subject.
- The buyer is acting prudently and knowledgeably.
- The seller is under extreme compulsion to sell.
- The buyer is typically motivated.
- The buyer is acting in what he or she considers his or her best interest.
- A limited marketing effort and time will be allowed for the completion of a sale.
- Payment will be made in cash in U.S. dollars or in terms of financial arrangements comparable thereto.
- 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.

Note that this definition differs from the definition of market value. The most notable difference relates to the motivation of the seller. Under market value, the seller would be acting in his or her own best interests. The seller would be acting prudently and knowledgeably, assuming the price is not affected by undue stimulus or atypical motivation. In the case of liquidation value, the seller would be acting under extreme compulsion within a severely limited future marketing period.

## Market Rent

The most probable rent that a property should bring in a competitive and open market reflecting all conditions and restrictions of the lease agreement, including permitted uses, use restrictions, expense obligations, term, concessions, renewal and purchase options, and tenant improvements (TIs).

## Market Value

As defined in the Agencies' appraisal regulations, the most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus.

Implicit in this definition are the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- Buyer and seller are typically motivated;
- Both parties are well informed or well advised, and acting in what they consider their own best interests;
- A reasonable time is allowed for exposure in the open market;
- Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- 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>

## Marketing Time

An opinion of the amount of time it might take to sell a real or personal property interest at the concluded market value level during the period immediately after the effective date of an appraisal. Marketing time differs from exposure time, which is always presumed to precede the effective date of an appraisal. (Advisory Opinion 7 of the Appraisal Standards Board of The Appraisal Foundation and Statement on Appraisal Standards No. 6, "Reasonable Exposure Time in Real Property and Personal Property Market Value Opinions" address the determination of reasonable exposure and marketing time.) See also exposure time.

## Mortgage-Equity Analysis

Capitalization and investment analysis procedures that recognize how mortgage terms and equity requirements affect the value of income-producing property.

## 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 being 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 yet achieved sellout or a stabilized level of long-term occupancy.

## Prospective Value upon Reaching Stabilized Occupancy

The value of a property as of a point in time when all improvements have been physically constructed and the property has been leased to its optimum level of long-term occupancy. At such point, all capital outlays for tenant improvements, leasing commissions, marketing costs and other carrying charges are assumed to have been incurred.

---

<sup>1</sup> "Interagency Appraisal and Evaluation Guidelines." Federal Register 75:237 (December 10, 2010) p. 77472.

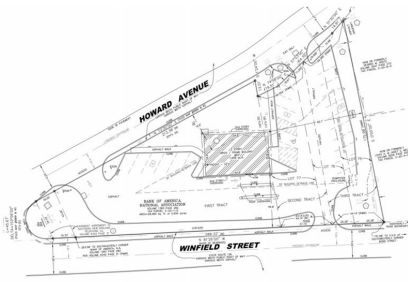
## Special, Unusual, or Extraordinary Assumptions

Before completing the acquisition of a property, a prudent purchaser in the market typically exercises due diligence by making customary enquiries about the property. It is normal for a Valuer to make assumptions as to the most likely outcome of this due diligence process and to rely on actual information regarding such matters as provided by the client. Special, unusual, or extraordinary assumptions may be any additional assumptions relating to matters covered in the due diligence process, or may relate to other issues, such as the identity of the purchaser, the physical state of the property, the presence of environmental pollutants (e.g., ground water contamination), or the ability to redevelop the property.

## Addendum B: Comparable Land Sale Data Sheets

# LAND SALE COMPARABLE 1

Address: 93 Winfield Street  
 City, State, Zip: Norwalk CT 06855  
 Jurisdiction: Fairfield County  
 MSA:  
 Submarket:  
 Property Type: Land  
 Property Subtype: Commercial  
 Classification: N/A  
 ID: 582005  
 Tax Number(s): N/A



## PROPERTY INFORMATION

Site Area (Acres):	0.6539	Public Utilities:	All Available
Site Area (Sq.Ft.):	28,484	Electricity:	Yes
Zoning:	NB	Water:	Yes
Utility:	Average	Sewer:	Yes
Access:	Average	Gas:	Yes
Frontage:	Good	Proposed Use:	Residential-Multi-Family
Visibility:	Average	Maximum FAR:	0.63
Shape:	Irregular	Potential Building Area:	17,863
Topography:	Level	Potential Units::	11
Entitlements:	No		

## SALE INFORMATION

Status:	Closed Sale	OAR:	N/A
Sale Date:	4/2020	NOI:	N/A
Sale Price:	\$640,000	Price per Sq.Ft.:	\$22.47
Value Interest:	Fee Simple	Price per Acre:	\$978,743
Grantor:	Bank of America	Price per Potential Building Area:	\$35.83
Grantee:	G&T Norwalk, LLC	Price per Potential Units:	\$58,182
Financing:	N/A		
Condition of Sale:	Arm's Length		

## VERIFICATION COMMENTS

Public records

## COMMENTS

This is the sale of a triangular lot that sold with improved with a former bank branch that will be redeveloped with 11 new market rate multi-family condominium units in three buildings.



# LAND SALE COMPARABLE 2



Address:	777 Summer Street
City, State, Zip:	Stamford CT 06901
Jurisdiction:	Fairfield County
MSA:	
Submarket:	
Property Type:	Land
Property Subtype:	Residential (Multi-Family) For Rent
Classification:	N/A
ID:	529534
Tax Number(s):	N/A

## PROPERTY INFORMATION

Site Area (Acres):	2.7500	Public Utilities:	All Available
Site Area (Sq.Ft.):	119,790	Electricity:	Yes
Zoning:	MXD	Water:	Yes
Utility:	Average	Sewer:	Yes
Access:	Average	Gas:	Yes
Frontage:	Average	Proposed Use:	Residential-Multi-Family
Visibility:	Good	Maximum FAR:	N/A
Shape:	Irregular	Potential Building Area:	N/A
Topography:	Level	Potential Units::	376
Entitlements:	No		

## SALE INFORMATION

Status:	Closed Sale	OAR:	N/A
Sale Date:	11/2019	NOI:	N/A
Sale Price:	\$29,000,000	Price per Sq.Ft.:	\$242.09
Value Interest:	Fee Simple	Price per Acre:	\$10,545,455
Grantor:	Summer Street Property LLC	Price per Potential Building Area:	N/A
Grantee:	QOZB LLC C/O Toll Brothers	Price per Potential Units:	\$77,128
Financing:	N/A		
Condition of Sale:	Arm's Length		

## VERIFICATION COMMENTS

Public records

## COMMENTS

This is the sale of an improved site approved (Dec. 2018) for re-development with 376 apartments and 4,300 square feet of street level retail.

# LAND SALE COMPARABLE 3



**Property Name:** Phase II Atlantic Station  
**Address:** 404 Atlantic Street  
 421 Atlantic Street  
**City, State, Zip:** Stamford CT 06902  
**Jurisdiction:** Fairfield County  
**MSA:**  
**Submarket:**  
**Property Type:** Land  
**Property Subtype:** Residential (Multi-Family) For Rent  
**Classification:** N/A  
**ID:** 481844  
**Tax Number(s):** N/A

## PROPERTY INFORMATION

Site Area (Acres):	1.5600	Public Utilities:	All Available
Site Area (Sq.Ft.):	67,954	Electricity:	N/A
Zoning:	CC-N	Water:	N/A
Utility:	Good	Sewer:	N/A
Access:	Good	Gas:	N/A
Frontage:	Good	Proposed Use:	Residential-Multi-Family
Visibility:	Good	Maximum FAR:	N/A
Shape:	Irregular	Potential Building Area:	412,484
Topography:	Level	Potential Units::	325
Entitlements:	No		

## SALE INFORMATION

Status:	Recorded Sale	OAR:	N/A
Deed Reference:		NOI:	N/A
Sale Date:	4/2019	Price per Sq.Ft.:	\$260.38
Sale Price:	\$17,693,993	Price per Acre:	\$11,342,303
Value Interest:	Fee Simple	Price per Potential Building Area:	\$42.90
Grantor:	Louis R Capelli	Price per Potential Units:	\$54,443
Grantee:	RXR Atlantic Station II Owner, LLC		
Financing:	N/A		
Condition of Sale:	N/A		

## VERIFICATION COMMENTS

N/A

## COMMENTS

The purchase price reflects all approvals and entitlements in place for 325 residential units and 14,100 sf of retail sapce, multiple LOI's to lease the former Post Office Building and any contributory value associated with the existing post office shell.

## Addendum C: Qualifications of the Appraiser



**David R. Ubaghs, MAI, MRICS, CCIM** Executive Director

Valuation & Advisory  
Practice Group Member | Automobile Dealership, Healthcare, Retail, Self Storage  
Cushman & Wakefield of Connecticut, Inc.

### Professional Expertise

Mr. Ubaghs is currently an Executive Director with Cushman & Wakefield of Connecticut, Inc. Valuation & Advisory. Mr. Ubaghs has been active in the appraisal of real estate since 2000, joining Cushman & Wakefield in 2001. He was promoted to Associate Director in July 2004, Director in October 2008, Senior Director in May 2011, and Executive Director in May 2017.

Past appraisal assignments have included the valuation of commercial real estate in Connecticut, Massachusetts, New Jersey and New York. The property-types appraised include office buildings, shopping centers, apartment complexes, industrial facilities, automotive dealerships, going-concerns and special-purpose properties. Mr. Ubaghs is a member of the Automobile Dealership, Healthcare, Retail and Self Storage practices within Cushman & Wakefield, Inc., and has participated in its International Exchange Program (Amsterdam, The Netherlands). Mr. Ubaghs is a member of the valuation Quality Control Committee within Cushman & Wakefield. Mr. Ubaghs has published industry articles in the New England Real Estate Journal and Mini-Storage Messenger.

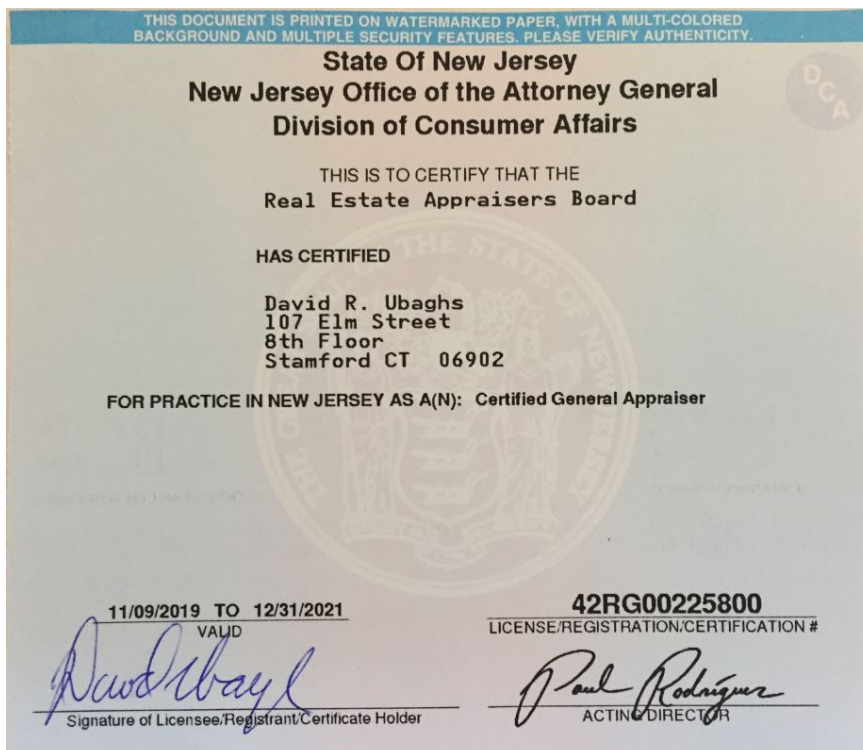
### Memberships, Licenses, Professional Affiliations and Education

- Designated Member, Appraisal Institute (MAI). As of the current date, David R. Ubaghs, MAI has completed the requirements of the continuing education program of the Appraisal Institute.
- Certified General Real Estate Appraiser in the following states:
  - Connecticut – RCG.0001016
  - New Jersey – 42RG0022580
  - New York – 46000049797
- Appraisal Institute, Connecticut Chapter, Treasurer (2014)
- Appraisal Institute, Connecticut Chapter, Board of Directors (2011-2014 & 2018-2019)
- Member, Royal Institution of Chartered Surveyors (MRICS Designation)
- Certified Commercial Investment Member (CCIM Designation)
- Member, National Association of Realtors & Stamford Board of Realtors, Inc.
- Bachelor of Science in Finance, University of Connecticut

## CONNECTICUT



## NEW JERSEY





NEW YORK

UNIQUE ID NUMBER 46000049797	State of New York Department of State DIVISION OF LICENSING SERVICES	FOR OFFICE USE ONLY Control No. 1522154
PURSUANT TO THE PROVISIONS OF ARTICLE 36 OF THE EXECUTIVE LAW AS IT RELATES TO R. E. APPRAISERS.		EFFECTIVE DATE MO. DAY YR. 05 10 20
UBAGHS DAVID C/O CUSHMAN & WAKEFIELD 107 ELM. ST 8TH FL STAMFORD, CT 06902		EXPIRATION DATE MO. DAY YR. 05 09 22
HAS BEEN DULY CERTIFIED TO TRANSACT BUSINESS AS A R. E. GENERAL APPRAISER		
In Witness Whereof, The Department of State has caused its official seal to be hereunto affixed.		ROSSANA ROSADO SECRETARY OF STATE
DOS-1098 (Rev. 3/01)		