



*Appraisal • Brokerage • Consulting
Development • Litigation Support*

APPRAISAL REPORT

PROPERTY (FARMETTE) OWNED BY JAMES & SUSAN WEBER

Located at:
6444 Nesbitt Road
Town of Verona, Wisconsin 53719

PREPARED FOR

Mr. Jim Weber
Property Owner
1276 South Fish Hatchery Road
Madison, Wisconsin 53575

PREPARED BY

Andrew G. Bussen, MAI
Casey G. Rice
BUSSEN COMPANY
2001 W. Beltline Highway
Suite 101
Madison, Wisconsin 53713
(608) 310-7570

abussen@bussencompany.com

August 14, 2018

Mr. Jim Weber
Property Owner
1276 South Fish Hatchery Road
Madison, Wisconsin 53575



Commercial Real Estate
Appraisal and Consulting

2001 W. Beltline Hwy
Suite 101
Madison, WI 53713
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RE: APPRAISAL OF THE PROPERTY OWNED BY JAMES & SUSAN WEBER

Located at:
6444 Nesbitt Road
Town of Verona, Wisconsin 53719

Dear Jim:

As requested, the above-captioned property has been valued using generally accepted appraisal principles and practices. This appraisal is presented in an Appraisal Report format. It is intended to comply with the reporting requirements set forth under Standard 1 and Standards Rule 2-2(a) of the *Uniform Standards of Professional Appraisal Practice (USPAP)*, and the Appraisal Institute. This report has also been prepared in accordance with the Scope of Work outlined in the engagement letter for this assignment.

The **purpose** of this appraisal is to provide an opinion of the market value of the fee simple interest in the subject property. The **intended use** is to provide an opinion of value to assist Jim and Sue Weber with internal decision-making related to the potential sale of the property. The **intended user/client** is Jim Weber. However, it is also noted that, due to the **intended use** of the appraisal, additional acceptable intended users are the City of Madison; Joshua D. Ganshert of Baker Tilly; and the Internal Revenue Service (IRS).

PROPERTY DESCRIPTION

The subject property includes one tax parcel located on Nesbitt Road just west of US Highway 18/151 in the Town of Verona. The property is located adjacent to the City of Madison and less than a mile from both the City of Verona and the City of Fitchburg. The subject parcel contains a total of 174,280± square feet or 4.001± acres excluding the right-of-way for Nesbitt Road. Current zoning for the property is RH-2, Rural Homes District, as per Dane County and the Town of Verona. The property is partially improved with a "farmette", including a 2-story home, a two-story barn, a two-story garage/shed, and a small well pump house.

The single-family residence was constructed around 1905 and includes three bedrooms (or two bedrooms plus a den) and one bathroom. According to assessor records, the residence contains a total of ±1,600 above-grade square feet (gross living area). The home also has an unfinished basement containing approximately ±700 square feet. As the home is in below-average condition, renovations are likely necessary to extend the economic life of the structure. The residence had been recently rented to a tenant but is currently vacant.

The property also includes several out-buildings, including a barn, garage, and pump house. The barn is essentially made of two components: a main two-story general-purpose barn (approximately 36' x 88') and a single-story feeder barn (approximately 20' x 80'). The barn contains a significant amount of wood framing and siding that could potentially hold significant value in the reclaimed lumber market. The property owner has completed several restoration projects on the barn in order to maintain its structural integrity. The barn appears to be in good condition considering its age. The garage is two stories with parking below, storage above, and a storage shed attached to rear.

According to the draft future land use map published by the Town of Verona in January of 2018, the subject property is located within an area planned for "Urban Mixed" development. This designation is further described as "urban residential and commercial with public sewer". However, we note here that the property is not currently connected to municipal water/sewer utilities, but rather has a private well and septic system.

The subject property owner is currently considering selling the property to the City of Madison for an expansion of the adjacent Apple Ridge Park. The City's proposed purchase price was reported at **\$267,000**. However, it is understood that the difference between the City's proposed purchase price and the appraisers' concluded opinion of value may be utilized as a noncash charitable contribution for tax purposes.

VALUATION SCENARIO(S) DEVELOPED AND EFFECTIVE DATE OF VALUE

The property was physically inspected by Andrew G. Bussen, MAI, and Casey G. Rice on July 30, 2018, which corresponds with the effective date of value on an "As-Is" basis. This appraisal develops an opinion of the market value of the fee simple interest in the subject property "As-Is", as of the effective date of the appraisal.

Based upon the analysis contained in the attached report, our concluded opinion of value is summarized as follows:

VALUATION SCENARIO	DATE OF VALUE	OPINION OF VALUE
"As-Is" Opinion of Market Value	July 30, 2018	\$325,000

This appraisal is also subject to the Assumptions and Limiting Conditions presented in this report. If any questions arise concerning this report, please do not hesitate to contact the undersigned.

Sincerely,

BUSSEN COMPANY



Andrew G. Bussen, MAI
Certified General Appraiser
State of Wisconsin License #657-010



Casey Rice
Staff Appraiser

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ADDENDA

Assessor's Property Record
Miscellaneous Property Information
Appraiser License and Qualifications

EXECUTIVE SUMMARY

PROPERTY

IDENTIFICATION: Property (farmette) owned by Jim & Sue Weber

PROPERTY LOCATION: 6444 Nesbitt Road
Town of Verona, Wisconsin 53719

OWNER OF RECORD: James R. Weber and Susan Weber

ZONING: RH-2, Rural Homes District (Town of Verona & Dane County)

PARCEL NUMBER: 062/0608-124-9176-4

PROPERTY

DESCRIPTION: The subject property includes one tax parcel located on Nesbitt Road just west of US Highway 18/151 in the Town of Verona. The property is located adjacent to the City of Madison and less than a mile from both the City of Verona and the City of Fitchburg. The subject parcel contains a total of 174,280± square feet or 4.001± acres excluding the right-of-way for Nesbitt Road. Current zoning for the property is RH-2, Rural Homes District, as per Dane County and the Town of Verona. The property is partially improved with a “farmette”, including a 2-story home, a two-story barn, a two-story garage/shed, and a small well pump house.

The single-family residence was constructed around 1905 and includes three bedrooms (or two bedrooms plus a den) and one bathroom. According to assessor records, the residence contains a total of ±1,600 above-grade square feet (gross living area). The home also has an unfinished basement containing approximately ±700 square feet. As the home is in below-average condition, renovations are likely necessary to extend the economic life of the structure. The residence had been recently rented to a tenant but is currently vacant.

The property also includes several out-buildings, including a barn, garage, and pump house. The barn is essentially made of two components: a main two-story general-purpose barn (approximately 36' x 88') and a single-story feeder barn (approximately 20' x 80'). The barn contains a significant amount of wood framing and siding that could potentially hold significant value in the reclaimed lumber market. The property owner has completed several restoration projects on the barn in order to maintain its structural integrity. The barn appears to be in good condition considering its age. The garage is two stories with parking below, storage above, and a storage shed attached to rear.

According to the draft future land use map published by the Town of Verona in January of 2018, the subject property is located within an area planned for “Urban Mixed” development. This designation is further described as “urban residential and commercial with public sewer”. However, we note here that the property is not currently connected to municipal water/sewer utilities, but rather has a private well and septic system.

The subject property owner is currently considering selling the property to the City of Madison for an expansion of the adjacent Apple Ridge

EXECUTIVE SUMMARY (CONTINUED)

Park. The City's proposed purchase price was reported at **\$267,000**. However, it is understood that the difference between the City's proposed purchase price and the appraisers' concluded opinion of value may be utilized as a noncash charitable contribution for tax purposes.

HIGHEST & BEST USE:

AS IF VACANT: Prospective hold for future commercial development consistent with the Town of Verona's future land use plan. However, as the site is not currently zoned for commercial use, this route would include seeking a zoning change to allow the site to be redeveloped at some indeterminable future date. Gaining the necessary approvals for this could take some time, but (based on our conclusions) would likely result in a higher underlying land value than that under the current rural homes district zoning.

AS IMPROVED: Interim continued use as a rural residential farmette including a single family residence, two connected barns, and a detached garage. However, the property is likely approaching a transitional period in its highest and best use, whereby it could become financially feasible to demolish the current improvements and redevelop the site at some indeterminable future date. Future rezoning of the site for commercial use consistent with the Town of Verona's comprehensive plan would be a likely catalyst for this eventual transition.

INTEREST APPRAISED: Fee simple interest

APPRAISAL PREMISE: As-Is

DATE OF REPORT: August 14, 2018

DATE OF VALUE: July 30, 2018

VALUATION SCENARIO(S) DEVELOPED AND EFFECTIVE DATE OF VALUE

The property was physically inspected by Andrew G. Bussen, MAI, and Casey G. Rice on July 30, 2018, which corresponds with the effective date of value on an "As-Is" basis. This appraisal develops an opinion of the market value of the fee simple interest in the subject property "As-Is", as of the effective date of the appraisal.

Based upon the analysis contained in the attached report, our concluded opinion of value is summarized as follows:

VALUATION SCENARIO	DATE OF VALUE	OPINION OF VALUE
"As-Is" Opinion of Market Value	July 30, 2018	\$325,000

REPORT ORGANIZATION

This report is designed to inform the reader of all factors influencing the property's value in a clear and concise manner. The **Executive Summary** and **Premise of the Appraisal** sections provide an overview of the property and general information.

The Description section starts with general regional issues and proceeds to more specific issues directly related to the property. The **Highest and Best Use** section establishes the marketability of the subject and premise upon which the property is valued. The **Valuation Section** develops the **Sales Comparison Approach** to value the subject property.

PURPOSE, USE AND INTENDED USER(S)

The **purpose** of this appraisal is to provide an opinion of the market value of the fee simple interest in the subject property. The **intended use** is to provide an opinion of value to assist Jim and Sue Weber with internal decision-making related to the potential sale of the property. The **intended user/client** is Jim Weber. However, it is also noted that, due to the **intended use** of the appraisal, additional acceptable intended users are the City of Madison; Joshua D. Ganshert of Baker Tilly; and the Internal Revenue Service (IRS).

Without prior written approval from the authors, the use of this report is limited to the intended use noted above. All other uses are expressly prohibited. Reliance on this report by anyone other than the client for a purpose not set forth above is prohibited. The authors' responsibility is limited to the client.

DEFINITIONS

MARKET VALUE

Market Value is defined by the 2018-2019 Edition of the Appraisal Foundation's Uniform *Standards of Professional Appraisal Practice* (USPAP) as "a type of value, stated as an opinion, that presumes the transfer of a property (i.e., a right of ownership or a bundle of such rights), as of a certain date, under specific conditions set forth in the definition of the term identified by the appraiser as applicable in an appraisal."

Therefore, complying with *USPAP 2018-2019*, and per the Letter of Engagement, our working definition of Market Value is taken from part 323.2(g) of FDIC Rules and Regulations, presented as follows:

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

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

PREMISE OF THE APPRAISAL (CONTINUED)

This definition is taken from regulations published by several Federal regulatory agencies pursuant to Title XI of the Financial Institutions Reform, Recovery and Enforcement Act (FIRREA) of 1989 between July 5, 1990, and August 24, 1990. These agencies include the Federal Reserve System (FRS), the National Credit Union Administration (NCUA), the Federal Deposit Insurance Corporation (FDIC), the Office of Thrift Supervision (OTS), and the Office of the Comptroller of the Currency (OCC). This definition is also referenced in regulations jointly published by the OCC, OTS, FRS, and FDIC on June 7, 1994, and in the *Interagency Appraisal and Valuation Guidelines*, dated October 24, 1994.

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." This definition is taken from *USPAP 2018-2019*.

PROPERTY RIGHTS APPRAISED

The property rights appraised are those associated with the **fee simple interest**.

Fee Simple Estate is defined in The Dictionary of Real Estate Appraisal, 6th Ed. (2015) as:

"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."

LEGAL DESCRIPTION

A current Title Insurance Policy was not available to verify a current and complete legal description of the property. Therefore, this appraisal is subject to verification of the legal description if/when a Title Insurance Policy becomes available. Please note that public assessment records describe the subject property as follows:

"LOT 2 CSM 8091 CS43/145&146 R31981/52&53-2/8/96 F/K/A CSM 79 34 DESCR AS
SEC 12-6-8 PRT SE1/4SW1/4 & SW1/4SE1/4 (4.414 AC RES INCL R/W)"

OWNERSHIP AND SALES HISTORY

Research of public records indicates that **James R Weber and Susan Weber** are the owners of record for the subject property. These individuals purchased the property in 1996. As such, there have not been any arms-length transfers of the subject parcel in the three years prior to the effective date of the appraisal.

The subject property owner is currently considering selling the property to the City of Madison for an expansion of the adjacent Apple Ridge Park. The City's proposed purchase price was reported at **\$267,000**. However, it is understood that the difference between the City's proposed purchase price and the appraisers' concluded opinion of value may be utilized as a noncash charitable contribution for tax purposes.

EXPOSURE TIME

Exposure time is defined within USPAP as follows:

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”.¹

In *USPAP 2018-2019*, Statement on Appraisal Standards No. 6 adds the following comment:

“Exposure time is a retrospective estimate based upon an analysis of past events assuming a competitive and open market.”

Exposure time is best established upon the experience of recent comparable sales. The subject property is improved with an aged single family home and barn (farmette) and includes a considerable amount of vacant land area. However, the improvements have older chronological ages and renovations are likely necessary to extend the economic life of the structures. In addition, the property is essentially located on the leading edge of development in a rapidly expanding area between Madison and Verona. As such, the site also has a certain appeal as a potential future redevelopment site.

For the subject, given the market context and assuming appropriate pricing and a reasonably aggressive listing strategy, we would project an exposure time of approximately **3 to 6 months** as a function of the concluded opinion of value.

ASSESSMENT AND TAX INFORMATION

The most recent real property assessment and taxes for the subject are summarized as follows:

2017 ASSESSMENTS AND TAXES, PAYABLE IN 2018								
Parcel Number	Land	Improvements	Total	Levy Rate	Tax Levy	Other Charges &/or Discounts	Special Assessments	Total Real Property Tax
0608-124-9176-4	\$135,200	\$36,800	\$172,000	1.98430%	\$3,413.00	-\$86.84	\$161.67	\$3,487.83

The subject's 2017 assessment is considerably lower than the appraisers' concluded opinion of market value for the site. Therefore, it is concluded that the site is under-assessed. A sale of the subject property at the appraisers' opinion of market value would likely trigger an assessment increase if a Warranty Deed was recorded and it was deemed to be an arms-length transfer of the property.

It is also noted that the property had three special assessments in 2017, including \$8.67 for private septic maintenance, \$7.00 for trash cart replacement, and \$146.00 for trash pickup, totaling \$161.67.

DATE OF INSPECTION AND EFFECTIVE DATE OF VALUE

The property was physically inspected by Andrew G. Bussen, MAI, and Casey G. Rice on July 30, 2018, which corresponds with the effective date of value on an “As-Is” basis. Jim Weber was also present for the inspection and provided a tour of the property.

SCOPE OF WORK / REPORT FORMAT

This report has been prepared in conformance with *USPAP 2018-2019*, which has an effective date of January 1, 2018. The scope of this appraisal required collecting primary and secondary data relative to the subject property. This data has been analyzed and confirmed, leading to the

¹ Uniform Standards of Professional Appraisal Practice, 2018-2019 Edition, Appraisal Standards Board of The Appraisal Foundation

PREMISE OF THE APPRAISAL (CONTINUED)

concluded opinion of value set forth in this report. This report includes the development of the Sales Comparison Approach.

This appraisal is presented in an Appraisal Report format. It is intended to comply with the appraisal development and reporting requirements set forth under Standard 1 and Standards Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice (USPAP), and the Appraisal Institute. This report has also been prepared in accordance with the Scope of Work outlined in the engagement letter for this assignment.

SOURCES OF INFORMATION

The following sources were contacted to obtain relevant information:

SOURCE	INFORMATION
Jim Weber (property owner)	Subject information
Town of Verona	Subject and tax information
Dane County	Subject and comparable information
Public Records, CoStar, Property Drive, MLS	Comparable sale data
Appraisers' internal files	Comparable sale data
Cities of Madison and Verona	Subject information / future land use

APPRAISAL DEVELOPMENT AND REPORTING PROCESS

Preparation of this appraisal included:

- An inspection of the subject property (as discussed above).
- Reviewing municipal records for information on taxes and assessments.
- Inspecting the subject property neighborhood.
- Gathering and confirming sales of comparable properties.
- Reviewing the CSM, zoning criteria, future land use plans, etc.
- Analyzing supply and demand conditions in the area.
- Considering the three traditional approaches to value (Cost, Sales Comparison, and Income Capitalization Approaches) and applying the applicable approaches to develop an opinion of value for the subject property.

COMPLIANCE AND COMPETENCY PROVISION

We are aware of the compliance and competency provisions of USPAP, and within our understanding of those provisions the authors of this report comply with all mandatory requirements. Andrew G. Bussen, MAI, a Certified General Appraiser in the State of Wisconsin (#657) and Casey G. Rice, Staff Appraiser at Bussen Company inspected the subject property and conducted the primary research, analysis, and writing of the appraisal report.

This is an Appraisal Report that is intended to comply with the development and reporting requirements set forth under Standard 1 and Standards Rule 2-2(a) of the *Uniform Standards of Professional Appraisal Practice (USPAP)*, and the Appraisal Institute. This report has also been prepared in accordance with the Scope of Work outlined in the engagement letter for this assignment.

DISCLOSURE OF PREVIOUS APPRAISAL(S) AS PER USPAP

USPAP also requires appraisers to disclose any prior services related to the subject property within the three (3) years period immediately preceding acceptance of this assignment. The appraisers have not performed any services related to the subject property within the three (3) year period immediately preceding acceptance of this assignment.

UNAVAILABILITY OF INFORMATION

All information necessary to develop a reliable and credible opinion of value of the subject property was available, with the exception of the lack of availability of a current Title Insurance Policy, and subject to any Extraordinary Assumptions and Limiting Conditions noted in the following section of this report.

EXTRAORDINARY ASSUMPTIONS AND LIMITING CONDITIONS

The next section outlines any **Extraordinary Assumptions and Limiting Conditions** utilized in the analysis (if applicable).

PERSONAL PROPERTY, FIXTURES AND INTANGIBLE ITEMS

No personal property, fixtures or intangible items are included in this appraisal.

GENERAL ASSUMPTIONS & LIMITING CONDITIONS

We assume no responsibility for matters legal in character, nor do we render any opinion as to title, which is assumed to be marketable. All existing liens, encumbrances, and assessments have been disregarded, unless otherwise noted, and the property is appraised as though free and clear, under responsible ownership, and competent management.

The exhibits in this report are included to assist the reader in visualizing the property. We have made no survey of the property and assume no responsibility in connection with such matters.

Unless otherwise noted herein, it is assumed that there are no adverse encroachments, zoning violations or restrictive covenants that negatively impact the subject property.

The appraisers assume no responsibility for determining if the property requires environmental approval by the appropriate governing agencies, nor if it is in violation thereof, unless otherwise noted herein.

Information presented in this report has been obtained from reliable sources, and it is assumed that the information is accurate.

This report shall be used for its intended purpose only and by the parties to whom it is addressed. Possession of the report does not include the right of publication.

The appraisers may not be required to give testimony or to appear in court by reason of this appraisal, with reference to the property in question, unless prior arrangements have been made.

The opinions of value and all conclusions shall apply as of the dates shown herein.

Neither all nor any part of the contents of this report shall be conveyed to the public through advertising, public relations, news, sales, or other media without the written consent or approval of the authors. This applies particularly to value conclusions and to the identity of the appraisers and the firm with which the appraisers are connected.

This report must be used in its entirety. Reliance on any portion of the report independent of others may lead the reader to erroneous conclusions regarding the property values. No portion of the report stands alone without approval from the authors.

The valuation stated herein assumes professional management and operation of the buildings throughout the lifetime of the improvements, with an adequate maintenance and repair program (if applicable).

Income and expense information provided by the owner, representatives, or third parties, is assumed to be current and accurate.

The liability of Bussen Company and employees is limited to the client only and only up the amount of the fees actually collected by Bussen Company in conjunction with this assignment. There is no accountability, obligation, or liability to any third party. If this report is placed in the hands of anyone other than the client, the client shall make such party aware of all limiting conditions and assumptions of the assignment and related discussions.

The appraisers are in no way responsible for any costs incurred to discover or correct any deficiency in the property. The appraisers assume that there are no hidden or unapparent conditions of the property, subsoil, or structures, which would render it more or less valuable. In the case of limited partnerships or syndication offerings or stock offerings in real estate,

ASSUMPTIONS AND LIMITING CONDITIONS (CONTINUED)

the client agrees that in case of lawsuit (brought by lender, partner, or part owner in any form of ownership, tenant, or any other party), any and all awards, settlements, or cost, regardless of outcome the client will hold Bussen Company completely harmless.

The appraisers are not qualified to detect the presence of toxic or hazardous substances or materials, which may influence or be associated with the property or any adjacent properties, has made no investigation or analysis as to the presence of such materials, and expressly disclaims any duty to note the presence of such materials. Therefore, irrespective of any degree of fault, Bussen Company and its partners, agents, and employees, shall not be liable for costs, expenses, damages, assessments, or penalties, or diminution in value, property damage, or personal injury (including death) resulting from or otherwise attributable to toxic or hazardous substances or materials, including without limitation hazardous waste, asbestos material, formaldehyde, or any smoke, vapors, soot, fumes, acids, alkalis, toxic chemicals, liquids, solids, or gasses, waste materials or other irritants, contaminants, or pollutants.

The appraisers assume no responsibility for determining if the subject property complies with the Americans with Disabilities Act (ADA), which prescribes specific building standards which may be applied differently to different buildings, depending on such factors as building age, historical significance, amenability to improvement, and costs of renovation. Bussen Company, its partners, agents, and employees, shall not be liable for any costs, expenses, assessments, penalties, or diminution in value resulting from non-compliance. Except as otherwise noted herein, this appraisal assumes that the subject complies with all ADA standards appropriate to the subject improvements; if the subject is not in compliance, the eventual renovation costs and/or penalties would negatively impact the present value of the subject. If the necessary renovation costs, time period needed for renovation, and penalties for non-compliance (if any) were known today, appropriate deductions would be made to the value conclusions reported herein. As the subject property is being constructed under current building codes, the improvements are assumed to conform to the Americans with Disabilities Act.

Soil conditions are assumed adequate for residential house construction in addition to condominium, multi-family, commercial and/or mixed-use buildings.

EXTRAORDINARY ASSUMPTIONS AND LIMITING CONDITIONS

None noted.

Acceptance of and/or use of this report constitutes acceptance of all of the foregoing **General Assumptions and Limiting Conditions** and **Extraordinary Assumptions and Limiting Conditions**.

MADISON AREA OVERVIEW

INTRODUCTION

The subject property is located within the Town of Verona, Dane County, Wisconsin. The Town of Verona, and in particular the subject's immediate area, is heavily dependent upon and directly influenced by metropolitan Madison's surrounds. Therefore, an overview of metropolitan Madison provides a basis for an understanding of the area dynamics, insofar as they might affect the subject property. This section will present an overview of metropolitan Madison and its influences that would affect the subject property.

MARKET AREA OVERVIEW: MADISON AREA AND DANE COUNTY

Dane County is located in south central Wisconsin covering approximately 1,200 square miles and containing 27 cities and villages. Outside of Madison and the surrounding communities, Dane County is primarily agricultural in nature. Approximately ½ of the County's residents live outside of Madison, though many commute for employment and education.

LOCATION MAP



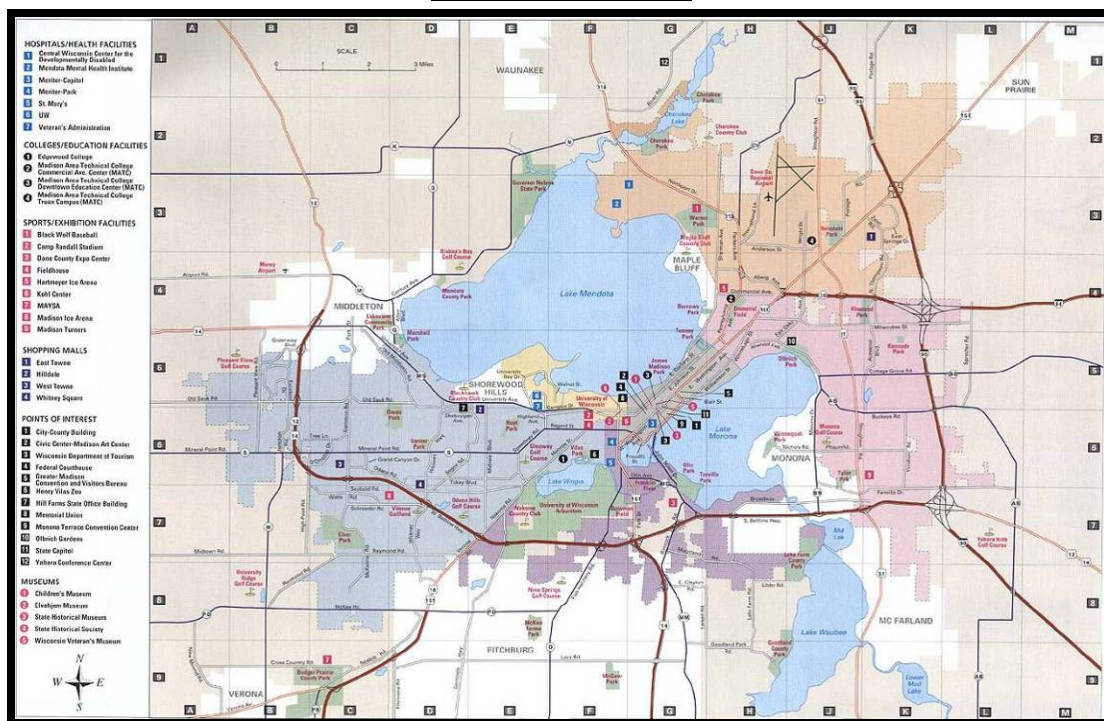
Madison is Wisconsin's second largest city, the State Capital, home of the University of Wisconsin, and the County Seat for Dane County. It is located in the middle of Dane County and occupies a physically attractive setting on rolling topography set among four major lakes. Nearby cities include Milwaukee (77 miles); Chicago (150 miles); Dubuque (95 miles); Green Bay (132 miles); and Minneapolis (250 miles).

Similar to other metropolitan areas throughout the country, Madison's growth rate has trailed the county growth rate. This is largely due to the relative lack of developable land in Madison compared to neighboring communities and the nationwide trend of people moving to the surrounding towns located near the urban fringe.

TRANSPORTATION

Madison and Dane County have good transportation linkages to these larger, nearby markets. Madison is located at the hub of a network of federal and state highways serving southern Wisconsin. Routes passing through Madison and Dane County include Interstate Highways 39/90/94; U.S. Highways #12, #14, #18, #51 and #151 and State Highways #19, #30, #69, #73, #78, #92 and #113.

MADISON AREA MAP



Automobile access throughout the Madison area is average. The city lacks an efficient cross-town freeway system. The east-west arterial streets that run through Madison ultimately have to be routed through the Isthmus between Lakes Mendota and Monona. This 10 block wide stretch of land is densely developed with its earliest construction dating back to the mid-1800s. Therefore, cross-town traffic attempting to travel east-to-west or vice versa through Madison can sometimes experience congestion when going through the *isthmus* area. In order to compensate for this poor traffic pattern, the City of Madison and Dane County constructed the Beltline Highway system to ring the city. The Beltline Highway around the east, south, and west sides of the city provides much more efficient traffic circulation in these peripheral areas.

Dane County Regional Airport/Truax Field, an FAA-certified airport owned and operated by Dane County, provides air service to surrounding regions. It is the second largest commercial airport in the State of Wisconsin, second only to Mitchell Field in Milwaukee. Dane County Regional Airport serves nearly 1.7 million commercial passengers each year and has approximately 100 daily commercial flights. Major air carriers include Delta, United, American Eagle, Frontier, and various air-links to international hubs in Minneapolis, Chicago, and Detroit.

Four inter-city bus lines provide daily scheduled services between Madison and major Wisconsin and Midwestern cities. Rail freight service is provided to Madison businesses by the Chicago and Northwestern Railroads, the Soo/Milwaukee Railroad, and the Wisconsin and Southern Railroads. The closest Amtrak passenger rail service is from Columbus, Wisconsin approximately 35 miles to the northeast and Milwaukee, Wisconsin, approximately 75 miles to the east.

MADISON AREA OVERVIEW (CONTINUED)

The Madison area has an excellent city-owned bus system that provides the community with a high level of public transit service. The Madison Metro is a national leader in seat-miles per capita provided to its service area. The Madison Metro is designed to service physically disabled persons and has a fringe benefit bus-pass program that offers employers the opportunity to include bus fare as an employee benefit. In 2007, the Madison Metro system added five GM hybrid-electric buses, the first vehicles of their kind to be used in a Wisconsin Transit System. In 2010, fourteen additional hybrid busses were acquired, which now make up 10% of their entire fleet. The city's transportation links, along with the relatively small size of the area, allow for relatively easy commutes to area employment centers.

POPULATION

An analysis of the area's population, including age distribution, employment, and educational levels, indicates past, present, and probable future effects of these demographic changes as they relate to Dane County, the city of Madison, and ultimately the subject property. The overall population base for Madison and Dane County has grown steadily over the past decade. This growth is projected to continue. A population and projected growth summary for the city of Madison and Dane County are illustrated in the following table.

Area	1980 Census	1990 Census	2000 Census	2010 Census	2020 Projection	2030 Projection
Madison	170,616	190,766	208,054	233,209	245,079	264,850
Dane County	323,545	367,085	426,526	488,073	527,534	579,976
Aggregate Growth/Period	N/a	11.81%	9.06%	12.09%	5.09%	8.07%
	N/a	13.46%	9.78%	14.38%	8.09%	9.94%

Source: U.S. Census Bureau and Dane County Regional Planning Commission

GOVERNMENT

The City of Madison is the State Capitol of Wisconsin. Dane County includes 8 cities, 19 villages and 34 towns. The City of Madison has over 50 committees, boards, and commissions to assist in the decision-making processes. The County Board has 37 supervisors and a county executive. The Madison Common Council governs the City of Madison and has 20 alder persons and an elected Mayor. The county also has over 65 committees, boards, and commissions to address countywide issues.



City government is directed by the mayor, who is the chief executive officer of the city, and by the Madison Common Council. The City of Madison offers full service government with full time police and fire protection. In addition to city government, county government has an impact on the area. The county's largest responsibilities are building and maintaining highways and operating welfare programs. In summary, the full range of services offered by the City of Madison and Dane County, help foster a more stable environment. This has a positive influence on the subject property.

EMPLOYMENT SECTOR

During the twenty years prior to January 2009 monthly unemployment in both Dane County and the City of Madison had exceeded 4% for only three months. However, in the wake of the economic downturn nationwide, which has affected most every metropolitan area in the country, Madison has not been immune to the recession. Dane County had a June 2018 unemployment rate of 2.8% (preliminary) as compared to 2.8% one year prior (June 2017). Similarly, the Madison MSA had a June 2018 unemployment rate of 2.8% as compared to 2.8% in June 2017. For comparison purposes, the state of Wisconsin had a June 2018 unemployment rate of 3.4% as compared to 3.6% in June 2017.

Madison's economic base is generally diversified. Much of the area's historical growth has been attributable to Madison being a governmental center and to the presence of the State's largest university. While government related employment still has a strong influence on the economy, the areas high tech resources and excellent quality of life have attracted numerous private firms, world-class health care and a number of insurance company headquarters. Major private industries in the metro area are medical and insurance related. The Madison area is home to four hospitals and over 100 clinics and urgent care centers. Three insurance companies, including CUNA Mutual, American Family and General Casualty (subsidiary of QBE North America) have headquarters in the area, while numerous others have significant offices here, including National Guardian Life, Farm Bureau Life, WEA Insurance Trust and Sentry Insurance. A burgeoning industry that will continue to be a major employment force is the R&D market. With the university and two research parks dedicated to research firms, the area is attractive locally, nationally and globally for firms looking to tap into an excellent, high-tech market.

The largest employers in the Madison area (excluding government entities) are as follows:

EMPLOYER	# OF EMPLOYEES (FT/PT)	PRODUCT TYPE OR DESCRIPTION
1) Epic Systems	9,400	Medical Software
2) UW Hospital & Clinics	5,497 / 4,235	Health Care Software
3) SSM Health Care of Wisconsin	4,248 / 2,354	Medical
4) American Family Ins.	3,955 / 44	Insurance
5) UW Medical Foundation	3,486 / 770	Educational research
6) WPS Health Solutions	1,995 / 32	Insurance
7) Covance	1,970 / 93	Research
8) UnityPoint Health-Meriter	945 / 1,967	Medical
9) CUNA Mutual Group	1,533 / 120	Insurance
10) PPD	1,250 / 0	Research
11) TDS Telecom	1,145 / 11	Telecommunications
12) Stoughton Trailers, LLC	1,000 / 2	Transportation Equipment
13) Great Lakes Higher Ed Corp	884 / 18	Financial
14) Zimbrick Inc.	767 / 139	Automobile Dealership
15) Promega	800 / 14	Science Equipment
16) ETC (Electronic Theatre Controls Inc.)	775 / 14	Lighting/Controls Manufacturing
17) Exact Sciences Corp.	755 / 11	Biomedical
18) Alliant Energy	710 / 82	Energy Provider
19) Madison Gas & Electric	680 / 6	Energy Provider
20) Group Health Cooperative	609 / 151	Health Care Insurance Provider
21) J.H. Findorff & Son, Inc.	650 / 10	Construction
22) Spectrum Brands Holdings	606 / 30	Consumer Products
23) Hy-Vee	312 / 881	Grocery
24) Charter Communications	582 / 0	Telecommunications
25) GE Healthcare	550 / 5	Healthcare
Source: 2017 Book of Lists "In Business: Madison" magazine and Bureau of Labor Statistics		

GOVERNMENT EMPLOYMENT

Diversity and stability characterize the Madison and Dane County economies. About one-quarter of the greater Madison's workforce or more than 88,100 residents are employed in local, state, and federal government jobs. The State of Wisconsin provides over 30,000 of those jobs. The State is followed by the University of Wisconsin (21,796), the Madison Metropolitan School District (6,545), the Federal Government (5,300), University of Wisconsin-hospitals and clinics (5,122), and University of Wisconsin Medical Foundation (2,150). Government jobs account for the largest percentage of employment (over 25%) in Dane County, followed by services and wholesale and retail trade.



RESEARCH / HI-TECH

High-tech companies have grown rapidly in the area, more than doubling since 1980. Although less visible, manufacturing growth has also been impressive. Overall, the area is not reliant to any one industry and will not be affected by a slump in any particular segment. Companies specializing in high-tech industry are playing an increasing role in the Madison area economy. Biotechnology, medical/biomedical researchers, microelectronics software and other computer-related firms dominate Dane County's research community. These high technology companies include more than 400 businesses and employ more than 22,000 people.

Research activity on the University of Wisconsin-Madison campus is a major stimulus for growth in high-tech industries. The University of Wisconsin-Madison has the highest research budget of any University in the nation related to non-classified research. The University maintains numerous resources for businesses interested in accessing research facilities and programs. Grants, venture capital, and loans are available to help businesses further their research and development goals. Research is taking place in the fields of medicine, genetic engineering, robotics, highway planning, agriculture, aviation and aeronautics, and zoology, among others.



AGRICULTURE

Agriculture plays a role in the area's economy. Dane County Farmers own and manage approximately 66% of the county's land. Diversified farming contributes greatly to Madison's stability and continued prosperity. Dane County ranks first in the state for total value of agricultural products sold, and it ranks fifth for total dairy production within the state. Leading agricultural products include corn, alfalfa, tobacco, oats, eggs, cattle, hogs, and dairy products. Dairy products are the most profitable commodities in Dane County's agricultural sector. Madison is currently making excellent progress toward its goal of becoming the center for the world dairy industry. It now hosts the nation's premier annual dairy event, the World Dairy Expo.

EDUCATION

Dane County is served by 16 public school districts and 22 private schools. The Madison school district is the largest in Dane County. The University of Wisconsin-Madison is consistently ranked in the top ten of the nation's educational institutions. The University of Wisconsin-Madison is the flagship of the state's university system and plays a major role in both Madison and Dane County. It is a major employer in the area, and it attracts over 40,000 students in its undergraduate, graduate, and specialty schools. The University also attracts businesses and capital with its research in science and engineering.



Madison is also the home of other important state educational programs. Madison Area Technical College (Madison College or MATC) is part of the highly regarded Wisconsin vocation, technical and adult education system. The MATC district encompasses the counties of Dane, Columbia, Jefferson, Sauk, and Marquette, providing instruction for nearly 40,000 students.

RECREATIONAL AND CULTURAL

Dane County and the City of Madison have over 29,000 acres dedicated for public use. The focal point of recreational activities in the Madison area is centered on sporting and cultural functions related to the University of Wisconsin-Madison and the chain of lakes inter-connected by the Yahara River. These lakes include Mendota, Monona, Waubesa, Kegonsa, and Upper and Lower Mud lakes.

Other recreational facilities in Dane County include 15 public golf courses, 182 camping sites, more than 150 miles of hiking trails, over 150 miles of bike trails, public hunting grounds, snowmobile trails, downhill and cross-country skiing facilities, over 50 named lakes, and more than 400 miles of streams and rivers.



The City of Madison is host to the annual Ironman Wisconsin race event, attracting athletes from around the globe. This race features a 2.4-mile swim in Lake Monona, a 112-mile bike ride through rural Dane County, and a 26.2-mile run through downtown Madison. Other activities include the Dane County Farmers Market, the Madison Marathon, the Madison Paddle & Portage, among other events, many of which are centered on the State Capitol concourse and the lakeshore areas.

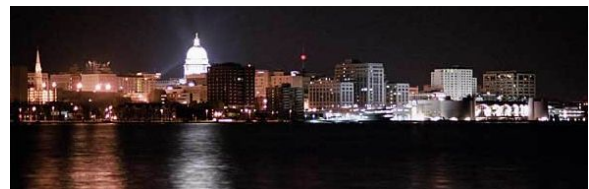
The Monona Terrace Convention Center, which has been based upon a Frank Lloyd Wright design, draws meetings and conventions locally, regionally, and nationally. This facility is located fronting Lake Mendota off of the Capitol Square concourse. Its construction has fueled greater demand for products, services, and real estate in the downtown area.

SUMMARY

Madison and the Dane County area have historically been regarded as having a high quality of life and stable economic base. The areas strong economy, employment base, governmental influence, and growing housing market are all indicators of a strong and healthy local economy. Madison has been recognized as a premier location by the following publications:

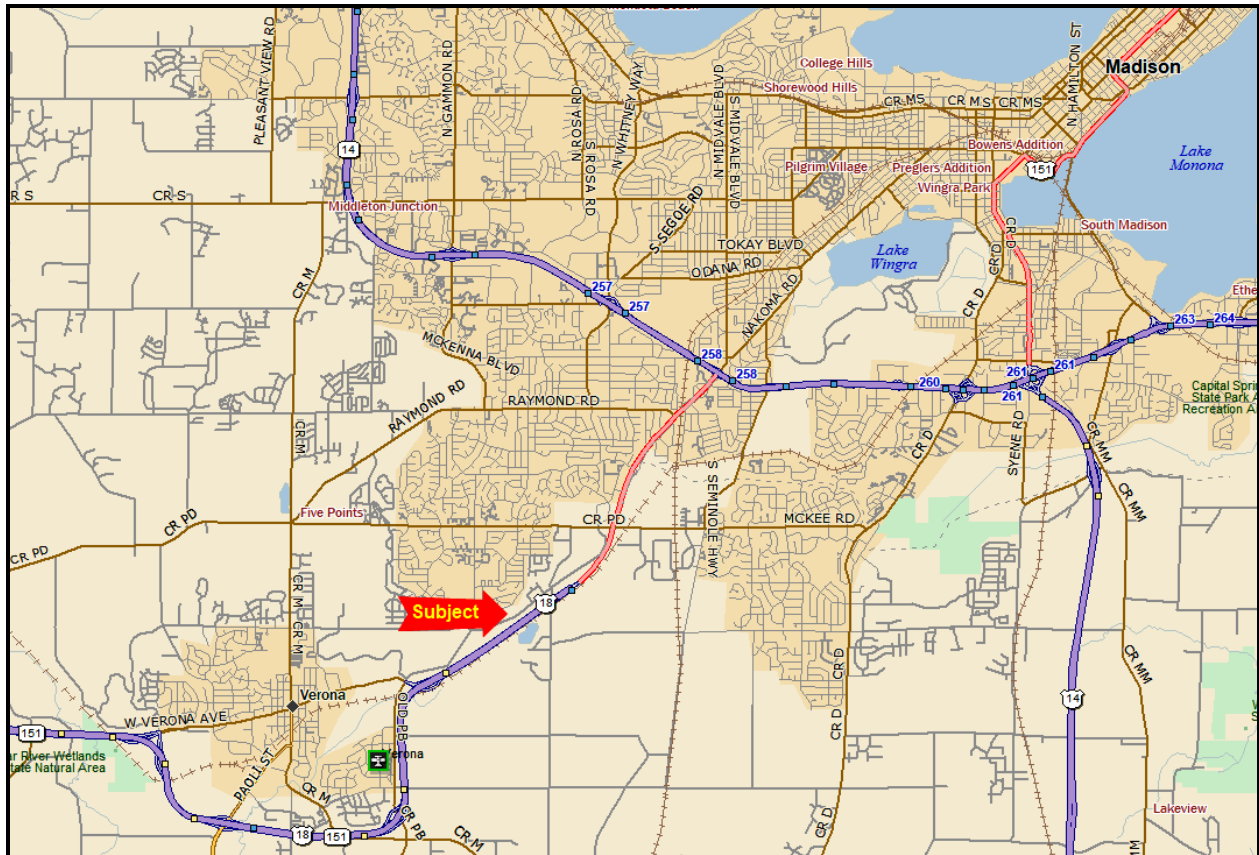
- Money Magazine – “Best Place to Live in America, 1996, 1998, and 2006”
- Money Magazine – “Middleton – Best Place to Live in America, 2007”
- Sports Illustrated – “#1 Best College Sports Town, 2009”
- Midwest Living – “#1 Best Midwest Food Town, 2009”
- Men’s Health Magazine – “Healthiest City for Men, 2003 and 2011”
- Men’s Health – “Most Educated City in America, September 2011”
- Huffington Post – “Best City for Educated Workers, September 2011”
- Kiplinger’s – “Best Cities for Young Adults, 2012”
- Livability.com – “Top 10 Foodie City, April 2013”
- MarketWatch – “#5 High Tech Jobs, June 2013”
- Nerdwallet – “#2 Best City for Recreational Activities, August 2013”
- Prevention Magazine, “#8 Happiest, Healthiest Cities in America, September 2013”
- The Atlantic Cities – “#9 Top 25 Tech Hot Spots, October 2013”
- Livability.com – “# 5 Best Places to Live, November 2013”
- Forbes – “#3 in 15 Best Cities for Young Adults, January 2014”
- Nerdwallet – “#1 Greenest City in America, April 2014”
- Forbes – “#5 Cities Winning the Battle for Information Jobs, May 2014”
- Livability.com – “#1 Best Places to Live 2015”
- USAA Magazine – “One of the Ten Best Cities for Military Retirement, December 2014”
- National Geographic – “One of the Top 10 Happiest Cities, January 2015”
- Livability.com – “#3 Healthiest City, April 2015”
- Livability.com – “#3 Best Places to Live 2016”
- WalletHub – “#7 Best Metro Area for STEM Professionals, January 2016”
- U-Haul – “#4 U.S. Growth City, February 2016”
- Livability.com – “#2 Best City for Parks, May 2016”
- Move.org – “#10 Best City for 20-Somethings, August 2016”
- Livability.com – “#8 Best Places to Live 2017”

Madison and Dane County’s strong economies have had a positive effect on the real estate market as a whole. Occupancy levels for commercial and multi-family properties are considered to be strong, with market rent levels being stable to increasing. The Dane County area has seen some of the lowest vacancy levels and highest rental increases in the state. We expect these economic indicators to remain strong for the foreseeable future.



Dane County is well known for its high quality of life and stable economic base. The Madison area is home to the State Capitol, the University of Wisconsin and several large companies that have created a diversified economy. Overall, the area is not reliant to any one industry and will not be affected by a slump in any particular segment. The highly educated population is continuing its steady growth. Madison’s strong economy has had a positive effect on its real estate market. Overall, the long-term prospects for the county and its real estate market conditions are positive.

Please see the map below for a depiction of the subject's location.



The property is located on the leading edge of development for the City of Madison. In fact, the property's northern and western lot lines represent the city limit boundaries for the City of Madison, which extends to the north. The land bordering the subject property specifically represents the Apple Ridge Park, an amenity to the residential neighborhood located just north of the subject, known as the Stone Meadows neighborhood (City of Madison). This neighborhood essentially extends north along Maple Grove Drive to County Road PD. Another residential pocket is located just east of the subject along the north side of Nesbitt Road. These residences are located in the Town of Verona along with the subject property. The area across Nesbitt Road from the subject includes various commercial users which take advantage of the frontage and visibility from US Highway 18/151. Businesses in this location include the Barnes, Inc. landscaping facility, County Materials Corporation (construction & landscaping materials), and a Felly's Flowers greenhouse.

Additional commercial users further to the northeast along Nesbitt Road include Bavaria Sausage, Ten Pin Alley, Quivey's Grove, Country Inn & Suites, and the Fitchburg Veterinary Hospital. The 82-unit apartment complex known as "The Pointe" was also recently constructed at the corner of Nesbitt Road and Fitchrona Road. Moving in a northeasterly direction from the subject property, Nesbitt Road and Fitchrona Road lead into the large master-planned, mixed-use development known as Orchard Pointe. The Orchard Pointe development is described in more detail below.

ORCHARD POINTE PLAT

Orchard Pointe is one of the focal points of the subject's neighborhood, which has been developed over the past 10 years. This development is located on the southwest corner of the McKee Road and U.S. Highway 18/151 interchange, and is anchored by a Super Target, a HyVee grocery store, and a Princeton Club gym. Several retail-oriented developments surround these anchors, which are outlined as follows:

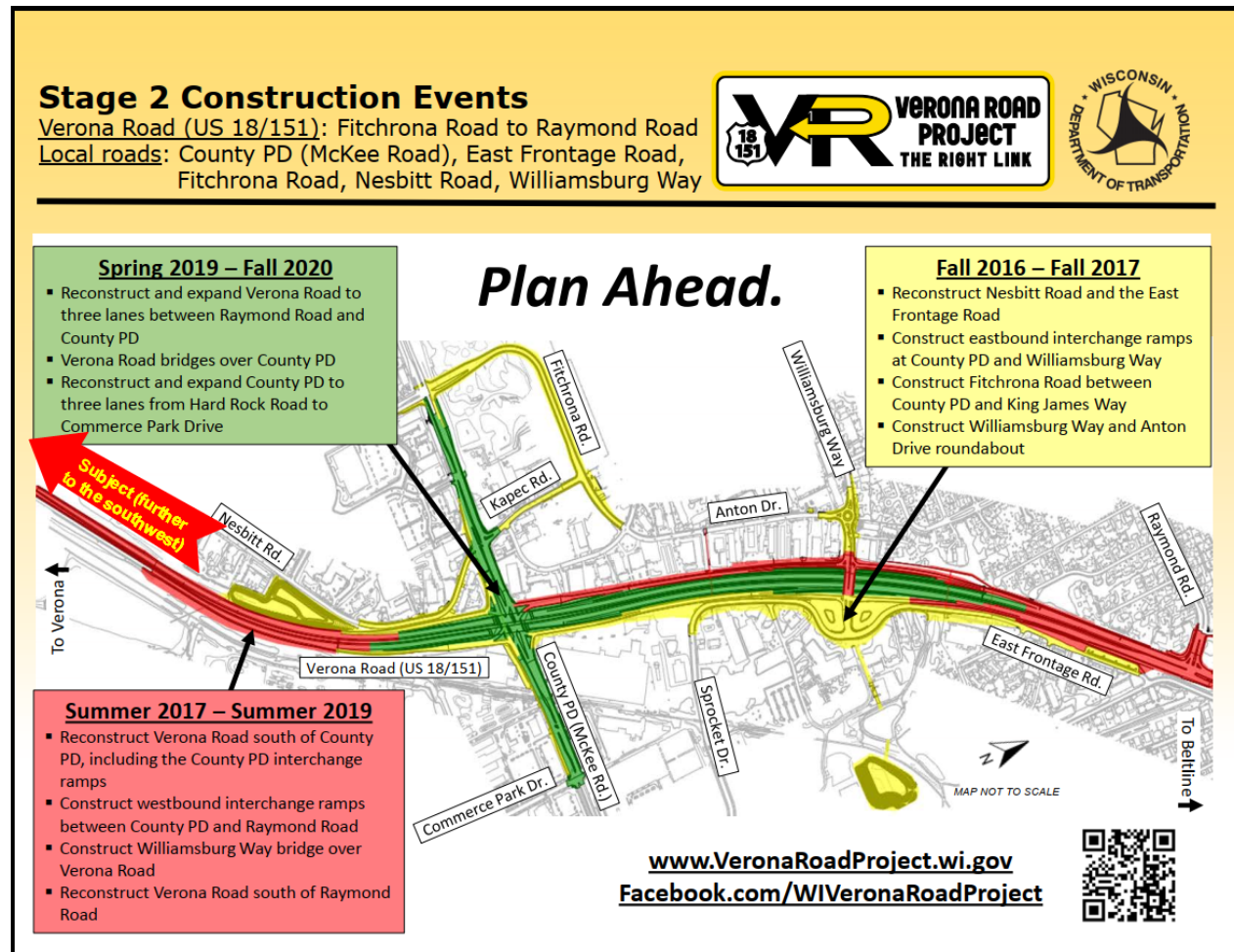
- A freestanding UW Credit Union bank branch.
- A three-building retail strip center containing tenants such as Mooyah, Panchero's, Flying Hound, Elements Massage, and Verizon Wireless, among others.
- Another retail strip center containing tenants such as Goodwill, Sprint Wireless, and Topper's Pizza.
- A freestanding Taco Bell restaurant.
- Another multi-tenant retail building containing an Aldi grocery store and a Firestone Auto Care location.
- A two-building retail strip center containing tenants such as Buffalo Wild Wings, Steve's Liquor, Sport Clips, and Jimmy Johns, among others.
- A Staybridge Suites hotel/lodging facility.
- A freestanding Pet Supplies Plus store.
- A proposed freestanding freshii restaurant (proposed to be developed on the parking lot/Common Elements of the subject property).
- A proposed dwellings furniture store and interior design studio.

The map on the following page shows the location of various surrounding land uses in the context of the immediate surrounding neighborhood.



VERONA ROAD DOT PROJECT

With increasing traffic on U.S. Highway 18/151, the Wisconsin DOT has embarked on a \$175 million reconstruction project for this thoroughfare, which will have an effect on the subject property's immediate neighborhood and surrounding land uses. Plans are to create more of an "interstate" style highway from the Beltline Highway (about 3 miles northeast of the subject) through McKee Road, which eliminates many of the stoplights that currently exist along this stretch and aims to increase efficiency for the large volume of highway traffic that utilizes this route. Exit and entrance ramps will be constructed to provide access to the neighborhood via McKee Road (County PD) northwest of the subject. The exhibit on the following page summarizes the project, which is currently in Stage 2 (red).



CONCLUSION

The area surrounding the subject includes a mix of commercial and residential uses. The commercial developments in the area, most of which are based around the US Highway 18/151 corridor, appear to be economically feasible and socially acceptable. Although it does not have direct frontage along 18/151 itself, the subject property does have limited visibility from this busy thoroughfare. Overall, the market area can be classified as a stable to growing area near the leading edge of development. Development in this area should continue into the future, filling in the somewhat rural void located between the Cities of Madison, Fitchburg, and Verona. Overall, the outlook for the market area surrounding the subject property is positive.

PROPERTY DESCRIPTION

PROPERTY

IDENTIFICATION: Property (farmette) owned by Jim & Sue Weber

PROPERTY LOCATION: 6444 Nesbitt Road
Town of Verona, Wisconsin 53719

OWNER OF RECORD: James R. Weber and Susan Weber

PARCEL NUMBER: 062/0608-124-9176-4

PROPERTY

DESCRIPTION:

The subject property includes one tax parcel located on Nesbitt Road just west of US Highway 18/151 in the Town of Verona. The property is located adjacent to the City of Madison and less than a mile from both the City of Verona and the City of Fitchburg. The subject parcel contains a total of 174,280± square feet or 4.001± acres excluding the right-of-way for Nesbitt Road. Current zoning for the property is RH-2, Rural Homes District, as per Dane County and the Town of Verona. The property is partially improved with a “farmette”, including a 2-story home, a two-story barn, a two-story garage/shed, and a small well pump house.

The single-family residence was constructed around 1905 and includes three bedrooms (or two bedrooms plus a den) and one bathroom. According to assessor records, the residence contains a total of ±1,600 above-grade square feet (gross living area). The home also has an unfinished basement containing approximately ±700 square feet. As the home is in below-average condition, renovations are likely necessary to extend the economic life of the structure. The residence had been recently rented to a tenant but is currently vacant.

The property also includes several out-buildings, including a barn, garage, and pump house. The barn is essentially made of two components: a main two-story general-purpose barn (approximately 36' x 88') and a single-story feeder barn (approximately 20' x 80'). The barn contains a significant amount of wood framing and siding that could potentially hold significant value in the reclaimed lumber market. The property owner has completed several restoration projects on the barn in order to maintain its structural integrity. The barn appears to be in good condition considering its age. The garage is two stories with parking below, storage above, and a storage shed attached to rear.

According to the draft future land use map published by the Town of Verona in January of 2018, the subject property is located within an area planned for “Urban Mixed” development. This designation is further described as “urban residential and commercial with public sewer”. However, we note here that the property is not currently connected to municipal water/sewer utilities, but rather has a private well and septic system.

The subject property owner is currently considering selling the property to the City of Madison for an expansion of the adjacent Apple Ridge Park. The City's proposed purchase price was reported at **\$267,000**. However, it is understood that the difference between the City's

proposed purchase price and the appraisers' concluded opinion of value may be utilized as a noncash charitable contribution for tax purposes.

ZONING:

Zoning is reported as RH-2, Rural Homes District as per the Town of Verona and Dane County. The RH Districts are established for single family homes with agricultural uses. Dane County essentially promulgates zoning for the subject with input from the Town of Verona. There are four RH zoning districts as per Dane County (RH-1 through RH-4). The main difference between these four districts is the minimum required parcel size. For instance, the RH-1 district requires a minimum area of two acres, while the RH-2 district requires a minimum of four acres.

Permitted uses within the RH-2 district include single family homes, agricultural uses, utility services, home occupations, incidental uses and accessory buildings, community living arrangements for less than nine people, and foster homes for less than five children. Some of the conditional uses include daycare centers, bed & breakfasts, religious uses, and schools. The current improvements appear to conform to the current zoning in terms of property use. However, a specific compliance analysis was not performed to determine if setbacks, height restrictions, etc. are all consistent with the RH-2 zoning code.

FUTURE LAND USE:

According to the draft future land use map published by the Town of Verona in January of 2018, the subject property is located within an area planned for "Urban Mixed" development. This designation is further described as "urban residential and commercial with public sewer".

According to the Town of Verona's comprehensive plan, "The primary intent of this classification is to identify areas suitable for a broader range of commercial, institutional, recreational, and residential uses, which are served by public services or are likely to be served by public services within the next 20 years. The urban mixed use neighborhood (UM) classification is reserved for those areas that are immediately adjacent to the Cities of Madison and Verona. Land within the UM classification includes retail businesses and/or multi-family dwellings. The existing land use pattern, transportation infrastructure, and availability of sanitary sewer make these areas suitable for mixed-use neighborhoods with higher density residential development than what is permitted under the Rural Residential development classifications. An example of such an area would be Hillside Heights, which has commercial, single-family dwellings, duplexes, and multi-family dwellings."

The comprehensive plan continues by stating "The most appropriate zoning for the Urban Mixed Use future land use category are the County's future Residential zoning districts (SFR, TFR, MFR, TND-R, TND-M, LC, GC, PUD)." The Town policies for the Urban Mixed classification are presented as follows, as outlined in the comprehensive plan:

1. Within the UM classification, limit new development to a maximum gross density of one (1) residential dwelling unit per half (0.5) acre with public septic.
2. The Town will direct high-density residential development, commercial and industrial development requiring a full range of urban services to an approved public sewer district.
3. A neighborhood plan is required prior to the approval of a proposed urban mixed use neighborhood development. These guidelines may include but are not limited to:
 - a) Density - Planned density for these areas will ultimately be dependent upon the land use map (Map 9.6), whether public sewer (i.e. urban service area designation) is available, and based on compatibility with existing surrounding uses.
 - b) Lot and Building Size - Limitations on lot size and building size will be considered on a case by case basis.
 - c) Availability of Adequate Utility Services - The availability of public utility services will be considered in deciding lot size and uses.
 - d) Designation of uses – family dwellings, multi-family dwellings, commercial uses.

As such, it appears that the Town of Verona would potentially consider some type of commercial or residential development for the site at some point in the future, which would need to be accommodated by a zoning change.

TOPOGRAPHY: The site has considerably sloping topography, with an approximately 50-foot increase in elevation moving north across the site. The southern portion of the property has a building pad with less slope upon which the existing improvements are constructed. However, this portion of the site still sits above-grade with Nesbitt Road to the south.

UTILITIES: The subject property has a private well and septic system and is **not** serviced by municipal water and sewer.

SHAPE & FRONTAGE: As can be seen on the certified survey map following the **Subject Photographs** at the conclusion of this section, the subject property is irregular in shape with frontage along Nesbitt Road. The shape itself does not appear to limit the development potential of the site. Rather, the topography appears to be more of a limiting factor in terms of potential development.

GENERAL LOCATIONAL CHARACTERISTICS: **Good.** The subject site has a good location between Madison and Verona along the US Highway 18/151 corridor. Although it doesn't have any frontage along 18/151, the subject does have limited visibility from this high traffic corridor. The location provides quick and easy access to the overall Madison area via 18/151 and the Beltline Highway. There are few, if any, "rural" home sites of the subject's size in the immediate area, especially one which could create excellent views from its highest point.

PROPERTY DESCRIPTION (CONTINUED)

However, the downsides to the property as a residential site include its location across the street from a landscaping business and within direct earshot of US Highway 18/151, which creates some traffic noise.

ACCESS:

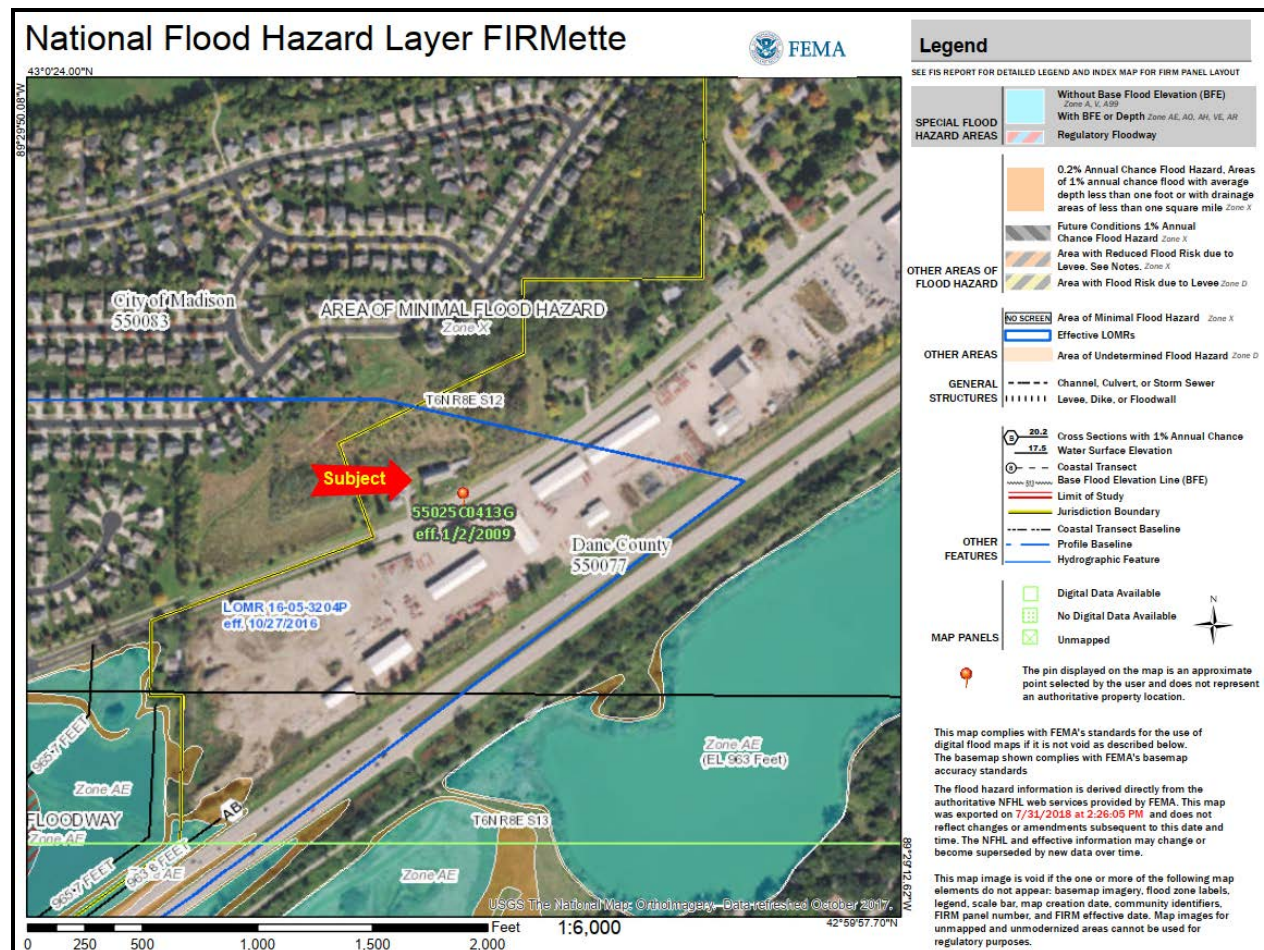
Good. The subject property has good access via Nesbitt Road, a two-lane road running parallel to US 18/151. Nesbitt Road itself is not a highly travelled corridor in relation to the nearby US 18/151, but does offer an alternative route to Verona from the Madison and Fitchburg areas to the north and east.

EASEMENTS AND ENCROACHMENTS:

A current Title Insurance Policy was not available for review. It is assumed that typical utility easements exist on this site. No apparent adverse encroachments or adverse easements were noted from a physical inspection. However, the appraisers make no guarantee in that regard. It is assumed for purposes of this report that there are no adverse easements or conditions.

FLOOD PLAIN:

We have reviewed the FEMA website for information related to the floodplain status of the subject property. Based on the available information, the subject property appears to be located in Zone X, which is not a special flood hazard area. This information is contained in Flood Insurance Rate Map with Community Panel Number 55025C0413G with an effective date of January 2, 2009. An image of this map is presented as follows.



ENVIRONMENTAL: The appraisers are not qualified to detect the presence of environmental contaminants. The presence of potentially hazardous materials may impact the value of the property. Unless otherwise stated in this report, the opinions of value are predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions or for any expertise or engineering knowledge required to discover such contaminants. Any party relying on this appraisal is urged to retain an expert in this field, if desired.

We note here that, according to assessor records, the subject property has asbestos siding, which could require additional remediation if the residence were to be demolished. Therefore, it is our assumption that appropriate demolition of the residence would not result in any atypical environmental hazards related to the asbestos siding.

SITE IMPROVEMENTS: The property is partially improved with a “farmette”, including a 2-story home, a two-story barn, a two-story garage/shed, and a small well pump house. The single-family residence was constructed around 1905 and includes three bedrooms (or two bedrooms plus a den) and one bathroom. According to assessor records, the residence contains a total of $\pm 1,600$ above-grade square feet (gross living area). The home also has an unfinished basement containing approximately ± 700 square feet. As the home is in below-average condition, renovations are likely necessary to extend the economic life of the structure. The residence had been recently rented to a tenant but is currently vacant.

The property also includes several out-buildings, including a barn, garage, and pump house. The barn is essentially made of two components: a main two-story general-purpose barn (approximately 36' x 88') and a single-story feeder barn (approximately 20' x 80'). The barn contains a significant amount of wood framing and siding that could potentially hold significant value in the reclaimed lumber market. The property owner has completed several restoration projects on the barn in order to maintain its structural integrity. The barn appears to be in good condition considering its age. The garage is two stories with parking below, storage above, and a storage shed attached to rear.

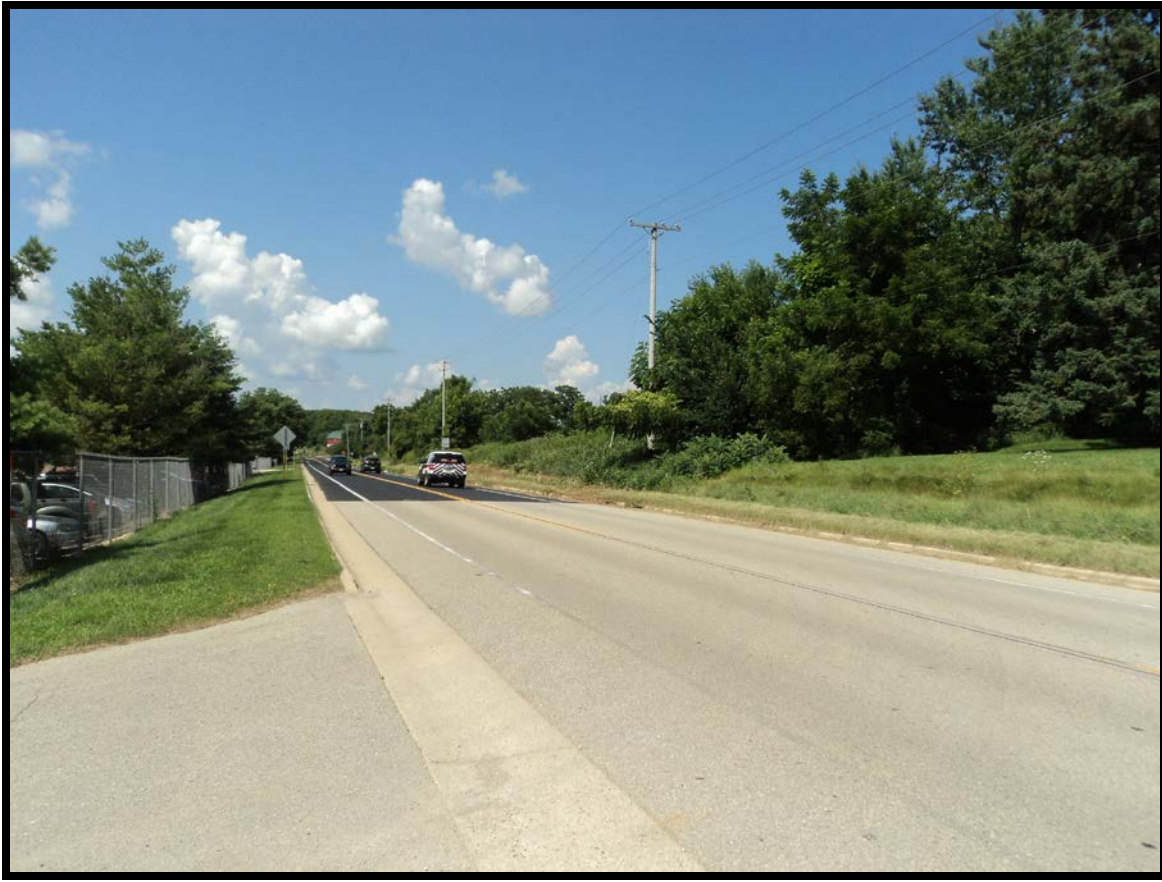
SUBJECT PHOTOGRAPHS



View Looking North from Nesbitt Road



Interior View of the Site Looking Southwest



Street Scene Looking West along Nesbitt Road – Subject on the Right



Street Scene Looking Northeast along Nesbitt Road – Subject on the Left



Single Family Residence – Living Room



Single Family Residence – Kitchen



Single Family Residence – Laundry/Utility Room



Single Family Residence – Unfinished Basement



Single Family Residence – Bathroom



Single Family Residence – Upper Level Bedroom



Detached Garage / Storage Shed



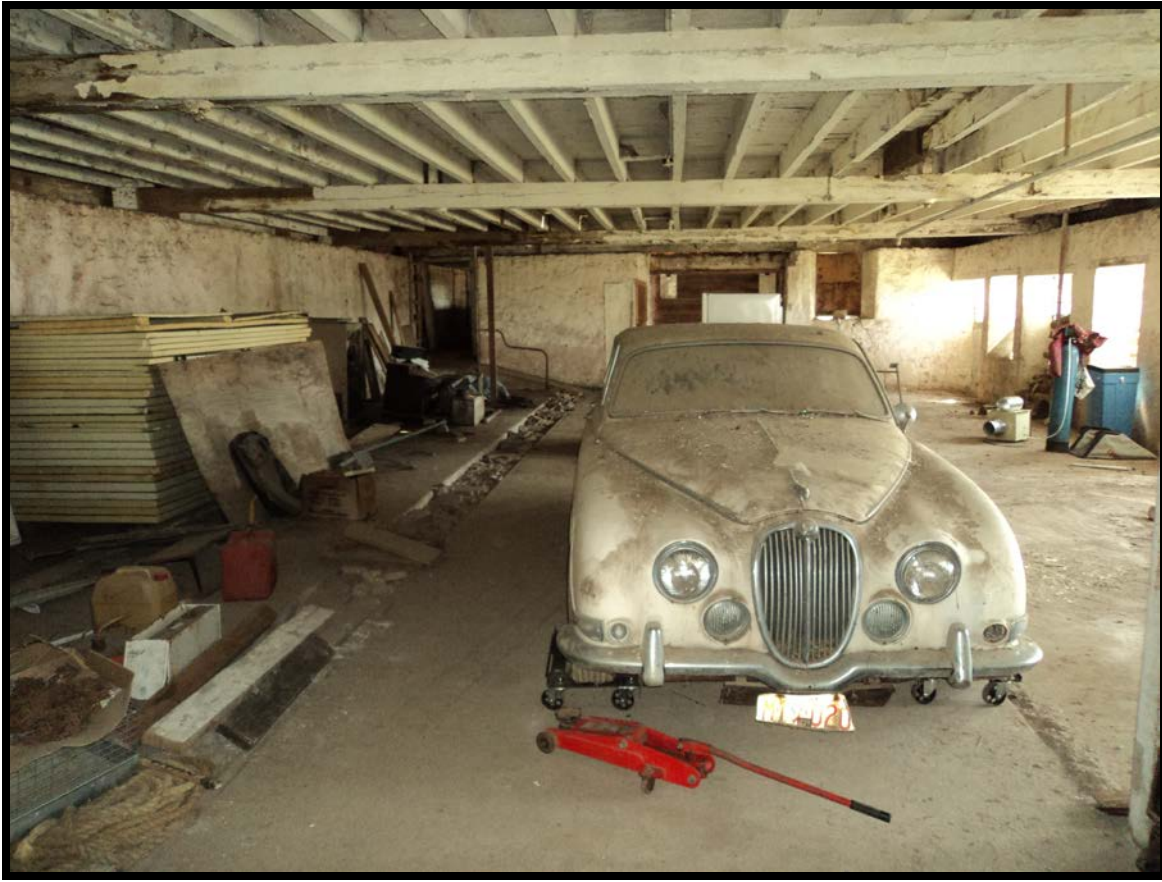
Detached Garage – Interior View of the Upper Level



Main Barn – Exterior View



Attached Feeder Barn – Exterior View



Main Barn – Interior View



Feeder Barn – Interior View



View along the Backside of the Barns



Main Barn – Second Story Interior View

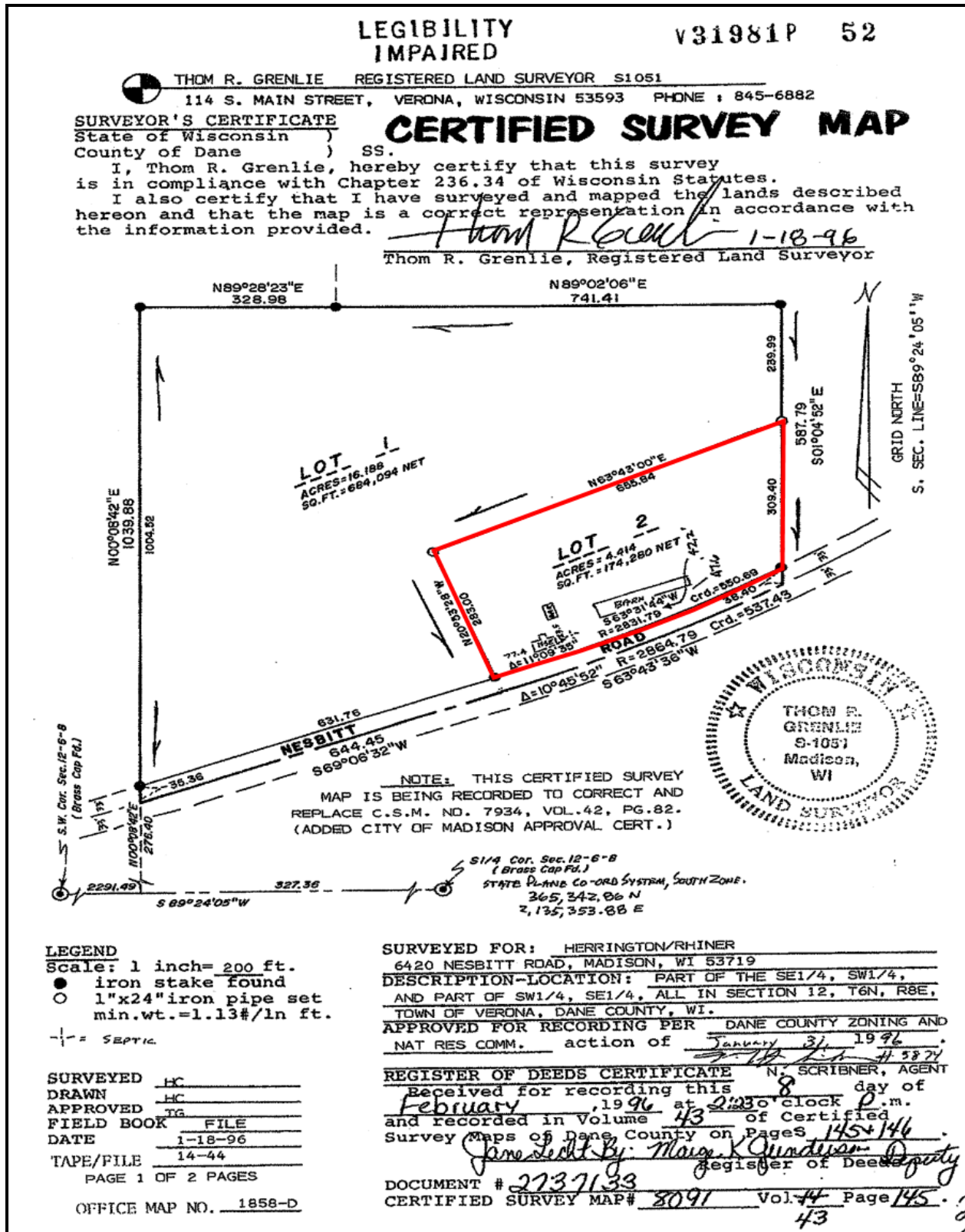


View of the Vacant Land on the Northern Portion of the Site



View of the Vacant Land on the Northern Portion of the Site

CERTIFIED SURVEY MAP # 8091



Please Note: The acreage noted above (4.414 acres) includes the right-of-way for Nesbitt Road along the southern edge of the site. The square footage noted above (174,280 square feet) represents a net area of 4.001 acres, excluding the right-of-way.

AERIAL VIEW WITH PARCEL OVERLAY



Source: Dane County GIS Mapping Website (2017 Aerial Photograph)

INTRODUCTION

The highest and best use of a property is defined as that reasonable and most probable use that will support its highest present value. The highest and best use, or most probable use, must be legally permissible, physically possible, financially feasible, and maximally productive. The highest and best use concept is based upon traditional appraisal theory and reflects the attitudes of typical buyers and sellers who recognize that value is predicated on future benefits.

HIGHEST AND BEST USE - AS IF VACANT

LEGALLY PERMISSIBLE

Legally permissible uses would be those that are permissible as per the existing RH-2 (Rural Homes District) zoning in the Town of Verona, as administered by Dane County. In the most general sense, any development of the subject property would require conformance with the requirements of the zoning parameters. The RH Districts are established for single family homes with agricultural uses. Dane County essentially promulgates zoning for the subject with input from the Town of Verona. There are four RH zoning districts as per Dane County (RH-1 through RH-4). The main difference between these four districts is the minimum required parcel size. For instance, the RH-1 district requires a minimum area of two acres, while the RH-2 district requires a minimum of four acres.

Permitted uses within the RH-2 district include single family homes, agricultural uses, utility services, home occupations, incidental uses and accessory buildings, community living arrangements for less than nine people, and foster homes for less than five children. Some of the conditional uses include daycare centers, bed & breakfasts, religious uses, and schools. The current improvements appear to conform to the current zoning in terms of property use. However, a specific compliance analysis was not performed to determine if setbacks, height restrictions, etc. are all consistent with the RH-2 zoning code.

In addition, according to the draft future land use map published by the Town of Verona in January of 2018, the subject property is located within an area planned for “Urban Mixed” development. This designation is further described as “urban residential and commercial with public sewer”. According to the Town of Verona’s comprehensive plan, “The primary intent of this classification is to identify areas suitable for a broader range of commercial, institutional, recreational, and residential uses, which are served by public services or are likely to be served by public services within the next 20 years. The urban mixed use neighborhood (UM) classification is reserved for those areas that are immediately adjacent to the Cities of Madison and Verona. Land within the UM classification includes retail businesses and/or multi-family dwellings. The existing land use pattern, transportation infrastructure, and availability of sanitary sewer make these areas suitable for mixed-use neighborhoods with higher density residential development than what is permitted under the Rural Residential development classifications. An example of such an area would be Hillside Heights, which has commercial, single-family dwellings, duplexes, and multi-family dwellings.”

The comprehensive plan continues by stating “The most appropriate zoning for the Urban Mixed Use future land use category are the County’s future Residential zoning districts (SFR, TFR, MFR, TND-R, TND-M, LC, GC, PUD).” The Town policies for the Urban Mixed classification are presented as follows, as outlined in the comprehensive plan:

1. Within the UM classification, limit new development to a maximum gross density of one (1) residential dwelling unit per half (0.5) acre with public septic.
2. The Town will direct high-density residential development, commercial and industrial development requiring a full range of urban services to an approved public sewer district.

3. A neighborhood plan is required prior to the approval of a proposed urban mixed use neighborhood development. These guidelines may include but are not limited to:
 - a. Density - Planned density for these areas will ultimately be dependent upon the land use map (Map 9.6), whether public sewer (i.e. urban service area designation) is available, and based on compatibility with existing surrounding uses.
 - b. Lot and Building Size - Limitations on lot size and building size will be considered on a case by case basis.
 - c. Availability of Adequate Utility Services - The availability of public utility services will be considered in deciding lot size and uses.
 - d. Designation of uses – family dwellings, multi-family dwellings, commercial uses.

As such, it appears that the Town of Verona would potentially consider some type of commercial or higher-density residential development for the site at some point in the future, which would need to be accommodated by a zoning change. Although this appraisal provides an “as-is” opinion of value as currently zoned, future rezoning of the property for higher-density development appears to be a real possibility and bodes well for the property going forward.

PHYSICALLY POSSIBLE

To be a physically possible use, the size, shape and topographical features of the site must be adequate in order to support any proposed or existing development. It is assumed the site has adequate load-bearing capacities for development. The size of the subject parcel does not appear to limit any legally permissible uses as currently zoned. However, the subject's topography has a fairly steep grade moving north across the site (approximately 50 feet of elevation over the 290-foot depth of the site). However, the front improved portion of the site has a lesser grade, while the rear (north) portion of the site has a generally steeper grade. Without extensive earth moving, any proposed development on the site would likely be limited to the constraints presented by the site's topography.

In addition, the property is not currently serviced by municipal water and sewer utilities, which is consistent with most properties located in the Town of Verona. In order connect to municipal utilities the subject would likely have to be annexed by the neighboring City of Madison. Any proposed residential or commercial development of the site would have to accept the existing limitations imposed by having a private well and septic system, unless municipal utilities became available.

Considering the potential for commercial use in the future, the front portion of the site would be most accommodating to a commercial user. This portion of the site would require less grading work than the rear portion of the site due to the existence of the “building pad” upon which the current improvements are constructed. It is our opinion that grading the rear portion of the site to suit a commercial user is possible, but not likely to be financially feasible at this time (based upon the estimated value as if the site were commercially-zoned). An alternative scenario would be to construct some type of terraced building or multiple buildings which better conform to the existing topography of the site. Nevertheless, any proposed commercial use would have a private well and septic system, which would not be appropriate for more robust commercial users that typically require municipal services.

FINANCIALLY FEASIBLE AND MAXIMALLY PRODUCTIVE USE – CONCLUSION AS IF VACANT

The site has a very convenient location just west of US Highway 18/151, adjacent to the City of Madison, and mere minutes from the nearby Cities of Verona and Fitchburg. After considering

HIGHEST AND BEST USE (CONTINUED)

the legally permissible and physically possible uses, it is the appraisers' opinion that the financially feasible and maximally productive use of the site would be to hold it prospectively for future commercial development consistent with the Town of Verona's future land use plan. However, as the site is not currently zoned for commercial use, this route would include seeking a zoning change to allow the site to be redeveloped at some indeterminable future date. Gaining the necessary approvals for this could take some time, but (based on our conclusions) would likely result in a higher underlying land value than that under the current rural homes district zoning.

Sufficient demand for this type of property is considered to exist, as evidenced by nearby development patterns and the existing supply of vacant, commercially-oriented land parcels within the market area. Higher-density residential or commercial development appears to be possible for the site, but would require a zoning change to allow for commercial uses. Holding the land and seeking this zoning change for commercial development is considered to be able to provide a sufficient rate of return to the land and should result in the highest underlying land value as currently zoned (and as-if vacant).

HIGHEST AND BEST USE - AS IMPROVED

The more obvious potential highest and best use as improved is for continued use as-is on an interim basis. However, an alternative scenario could include demolishing all or part of the existing improvements to create a residential building site. However, although the buildings are significantly aged, we have concluded that the subject improvements still contribute some value to the property. Therefore, the highest and best use of the subject property "as improved" is for continued use as a rural residential farmette including a single family residence, two barns, and a detached garage.

Here we note that the appraisers' concluded opinion of value for the subject property (as-improved) is only somewhat higher than the value for the underlying site, as-if vacant. Therefore, the property appears to be approaching a potential change in its highest and best use as-improved. However, the improvements clearly have some remaining useful life, having been maintained adequately over the years (noting that the residence could use some repairs and renovations). In fact, until recently, the residence and garage had been successfully leased out to a residential tenant. In addition, the barns have been utilized by the owner for storage space and have had extensive repairs and upkeep over time.

Therefore, it is concluded that the highest and best use as-improved is for the interim continued use as a rural residential farmette. However, the property is likely approaching a transitional period in its highest and best use, whereby it could become financially feasible to demolish the current improvements and redevelop the site at some indeterminable future date. Future rezoning of the site for commercial use consistent with the Town of Verona's comprehensive plan would be a likely catalyst for this eventual transition.

The **VALUATION METHODOLOGY** will be developed next. The highest and best use analysis has formed the basis for comparison in the three approaches to value.

INTRODUCTION

The next part of the appraisal process deals directly with the valuation of the property.

The cost approach is based upon the principle that the value of the property is significantly related to its physical characteristics, and that no one would pay more for a facility than it would cost to build a similar facility on a comparable site.

The income capitalization approach is based upon the premise that commercial properties are income producing and that investors purchase these properties based on their income producing ability. Market rent is established and compared to contract rent (if applicable). Following this, appropriate expenses are deducted and the net operating income is capitalized at a market-derived rate.

The sales comparison approach is based on the principle of substitution, which states that no one would pay more for the subject property than the value of similar properties in the market.

VALUATION APPROACH(ES) UTILIZED IN THE ANALYSIS

In this appraisal, we have **applied the sales comparison approach**, noted as being the most applicable for valuing single-family residential properties like the subject.

The **cost approach** was not applied due to the chronological age of the improvements.

The **income capitalization approach** is not typically utilized for the valuation of single-family residential properties and was therefore not applied.

INTRODUCTION

Sales comparison approach is defined in The Dictionary of Real Estate Appraisal, Sixth Edition (2015), as:

“The process of deriving a value indication for the subject property by comparing sales of similar properties to the property being appraised, identifying appropriate units of comparison, and making adjustments to the sales prices (or unit prices, as appropriate) of the comparable properties based on relevant, market-derived elements of comparison. The sales comparison approach may be used to value improved properties, vacant land, or land being considered as though vacant when an adequate supply of comparable sales is available.”

VALUATION METHODOLOGY

The subject property is fairly unique in terms of its location and property use, with most of its value attributed to the underlying land. As such, it was difficult to locate truly comparable farmettes with such a good location and a similar mix of improvements. Recall that the subject property is located adjacent to the City of Madison and within minutes from the Cities of Verona and Fitchburg. This area has been rapidly expanding in recent decades as these municipalities continue their outward growth. In essence, most of the comparable farmettes located in Dane County would require substantial upward location adjustments in relation to the subject property. Instead of trying to subjectively estimate these locational adjustments, we have chosen to separately estimate the value of the underlying site in addition to estimating the contributory value of the existing improvements. The sum of these two parts then represents the overall property value.

PRESENTATION OF COMPARABLE LAND SALES

The following pages contain **Comparable Summaries** followed by **Location Maps** showing the location of each comparable in relation to the subject. The first summary includes eight sales of RH-zoned land in a competing market area which could be verified by review of documents recorded at the Dane County Register of Deeds Office. The second summary includes ten sales of “farmette” properties throughout Dane County. These summaries also include several active or recent listings. The appraisers are aware of other sales and listings in the greater Madison area. However, of the data available, the sales presented herein are the most comparable to the subject site.

ADJUSTMENT CONSIDERATIONS

Adjustments to the sale prices of comparable properties are required to account for differences that may exist between a comparable and the subject. Quantitative adjustments are typically considered for property rights transferred, financing, conditions of sale, and market conditions (time). Qualitative adjustments for the underlying land are typically considered for location, access to utilities, size, topography/shape, and zoning. Qualitative adjustments for the improvements are typically considered for bedrooms/bathrooms, age, condition, size, and other site improvements.

Please refer to the following pages for the **COMPARABLE LAND SALES SUMMARIES** and **LOCATION MAPS** depicting the geographic location of each comparable. This is followed by a chart displaying photographs of each farmette comparable, in addition to the continuation of our comparative analysis leading to our concluded value opinion for the subject property.

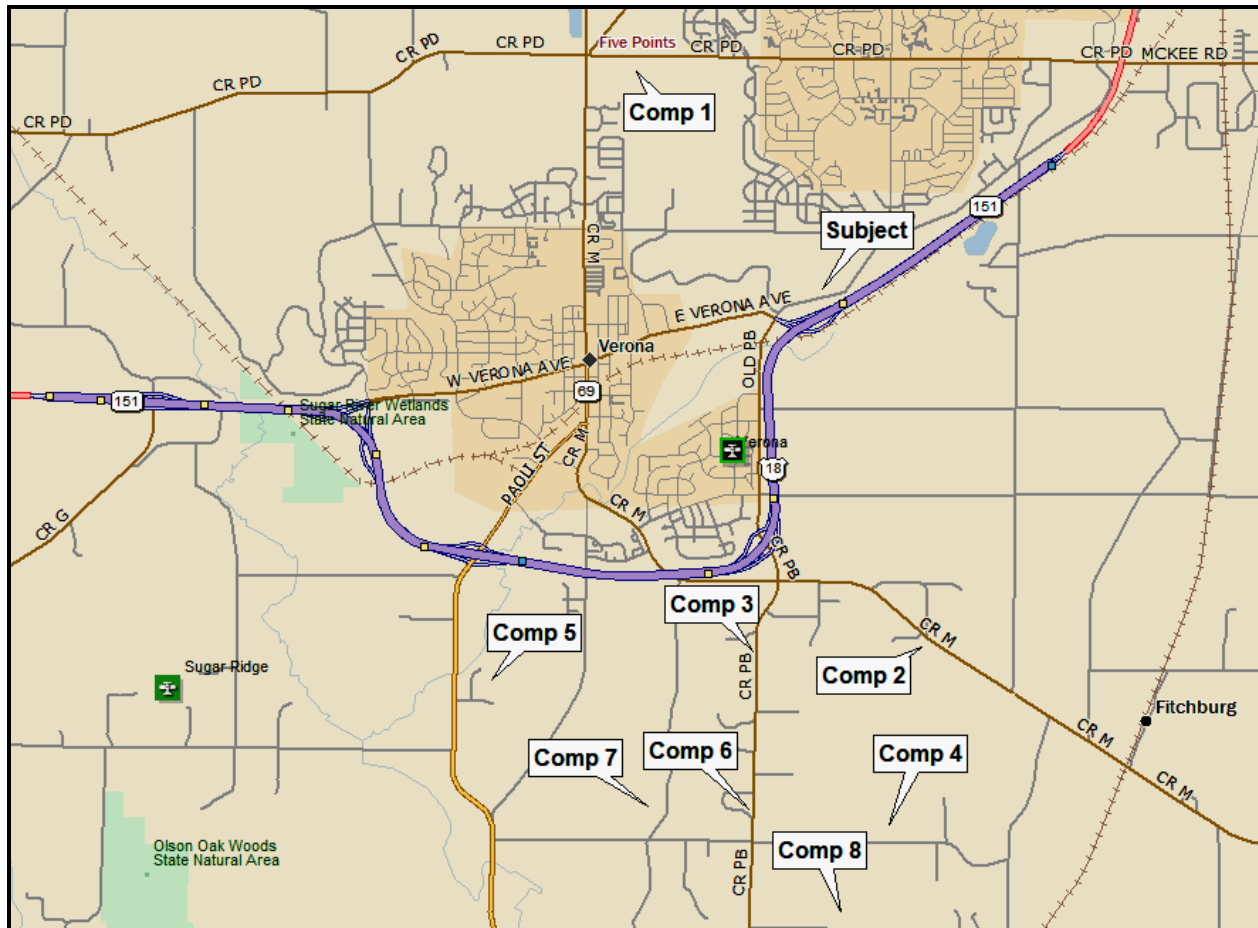
SALES COMPARISON APPROACH (CONTINUED)

COMPARABLE LAND SALES SUMMARY - RH-ZONED LAND IN THE TOWN OF VERONA									
SALE #	LOCATION	SALE DATE	LAND AREA (SF) AND ACRES	ZONING	GRANTOR / GRANTEE	SALE PRICE	PRICE PER SF	PRICE PER ACRE	SUBSEQUENT/ PROPOSED USE
1	Lot 2 CSM 3951 County Road PD Town of Verona, WI	Listing	425,058 9.758	RH-3	Listed by Robert Carpenter First Weber Inc.	\$1,800,000	\$4.23	\$184,464	Development Land (proposed)
2	2106 Davis Hills Drive Town of Verona, WI	Jun-13	87,120 2.000	RH-1	William & Tamara Dresser / Jason & Larissa Decker	\$160,000	\$1.84	\$80,000	SF Home
3	Lot 2 CSM 12360 County Road PB Town of Verona, WI	Dec-14	87,164 2.001	RH-1	Jeffrey & Diane Robinson / Trevor & Sarah Berceau	\$145,000	\$1.66	\$72,464	SF Home
4	Lot 2 CSM 12066 Sunset Drive Town of Verona, WI	Oct-14	88,035 2.021	RH-1	Michael & Carrie Fornetti / Patrick & Amy Broadbridge	\$154,750	\$1.76	\$76,571	SF Home
5	2014 Manhattan Drive Town of Verona, WI	Nov-16	270,508 6.210	RH-2	Clement & Karen Lamere / Norbert Repka	\$210,000	\$0.78	\$33,816	Ag - Crop Land
6	Lot 2 CSM 12366 Horseshoe Bend Road Town of Verona, WI	Oct-17	95,353 2.189	RH-1	Virginia Wildgruber / Matthew & Kelsey Hostetler	\$148,900	\$1.56	\$68,022	SF Home
7	Lot 3 CSM 14624 Range Trail Town of Verona, WI	Nov-17	144,271 3.312	RH-1	Wendy Pacetti / Paul & Lindsey Ludden	\$220,500	\$1.53	\$66,576	SF Home
8	Lot 1 CSM 14756 Purcell Road Town of Verona, WI	Listing	307,430 7.058	RH-2	Listed by Tracy Sanderson Re/Max Preferred	\$330,000	\$1.07	\$46,758	SF Home

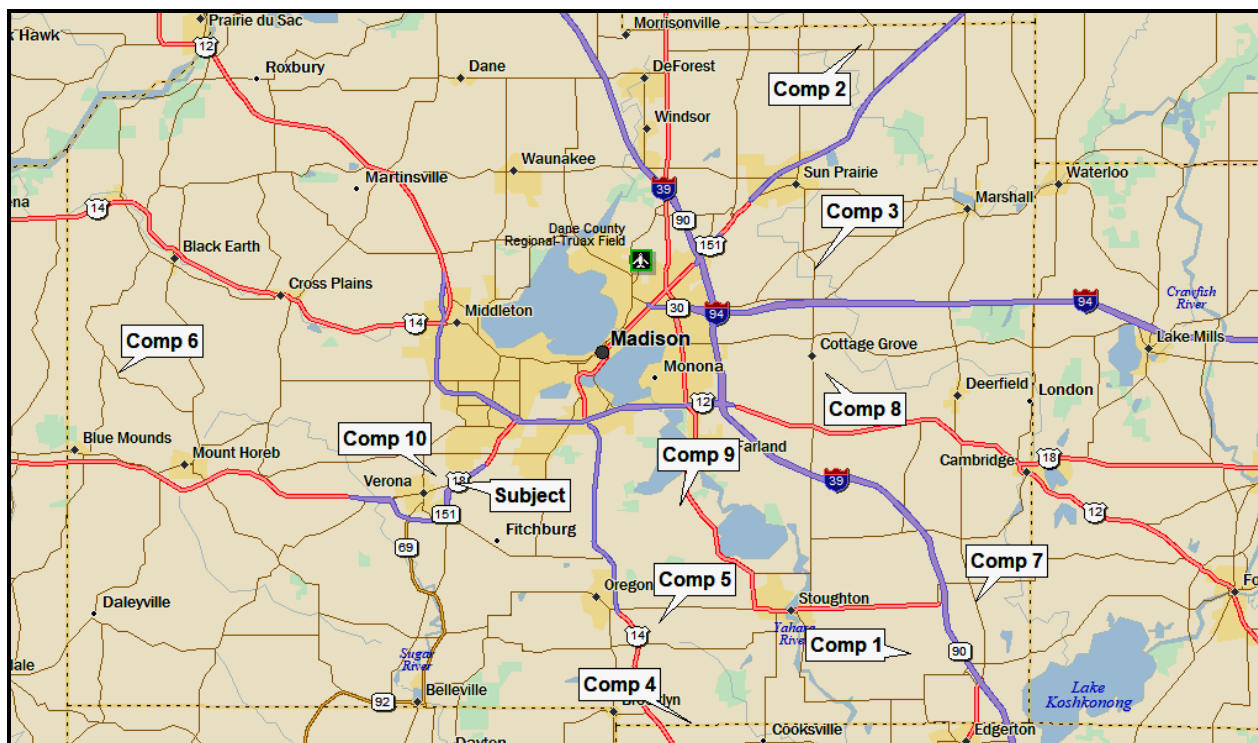
SALES COMPARISON APPROACH (CONTINUED)











COMPARABLE SALES SUMMARY - DANE COUNTY FARMETTES										
#	LOCATION	SALE DATE	GLA / LAND SIZE	ZONING	GRANTOR / GRANTEE	SALE PRICE	EST. LAND VALUE/ACRE	EST. LAND VALUE	IMPLIED VALUE OF IMPROVMENTS	DESCRIPTION
1	1469 County Road A Town of Albion, WI	Nov-14	1,311 SF 2.56 acres	RH-1	Circle Square W Inc. / Kent & Megan Van Buren	\$106,000 \$80.85	\$20,000	\$51,200	\$54,800 \$41.80	3 bedroom/1bathroom farmette between Edgerton and Stoughton. The property includes an old barn/shed that measures approximately 110x28. The house is in need of some TLC and updating.
2	7720 Shady Drive Town of Bristol, WI	Oct-15	1,380 SF 2.39 acres	A-1	Gayle Thomas / Norouz & Barbara Sadeghpour	\$129,000 \$93.48	\$30,000	\$71,700	\$57,300 \$41.52	2 bedroom/1.5 bathroom farmette located between Sun Prairie and Columbus west of US Highway 151. The property includes a barn/garage with office. The listing states the home needs some TLC.
3	5142 County Road N Town of Sun Prairie, WI (built in 1900)	Aug-16	1,264 SF 2.43 acres	A-2 (2)	Gerald Bradley Rev. Trust / Three Hands Handyman LLC	\$150,000 \$118.67	\$40,000	\$97,200	\$52,800 \$41.77	3 bedroom/1 bathroom farmette located between Sun Prairie and Cottage Grove. The property includes a 56x40 pole barn, an 86x34 main barn, a 20x40 shed, and a 22x20 detached garage (2-car). House is in need of updating.
4	34 N Union Road Town of Rutland, WI	Mar-18	1,790 SF 5.00 acres	RH-2	Michael & Rose Motelet / Jamie Dunn & Janice McMahon	\$184,000 \$102.79	\$20,000	\$100,000	\$84,000 \$46.93	3 bedroom/1 bathroom farmette located southeast of Oregon. The property includes 3 out buildings, including a 114x80 barn, a 50x72 barn, and a 10x12 corn crib storage building.
5	1157 Sunrise Road Town of Rutland, WI	Jan-15	1,600 SF 6.00 acres	A1-EX	Eldrid Olson / Roger, Kay, & Clayton Utzig	\$200,000 \$125.00	\$20,000	\$120,000	\$80,000 \$50.00	3 bedroom/1 bathroom farmette located outside of Oregon with an old barn and additional outbuildings for storage, including a large shop area.
6	6190 County Road J Town of Vermont, WI (built in 1910)	Feb-14	1,700 SF 5.50 acres	RH-2	John McCron / Travis Weiss	\$220,000 \$129.41	\$20,000	\$110,000	\$110,000 \$64.71	3 bedroom/2.5 bathroom farmette located in far west Dane County in the Town of Vermont. The parcel includes significant wetland area with a creek running adjacent the property.
7	1346 STH 73 Town of Albion, WI (built in 1941)	Jul-15	1,562 SF 4.82 acres	A-2 (4)	Casey & Krista Lund / Richard Ramsden	\$240,000 \$153.65	\$20,000	\$96,400	\$143,600 \$91.93	Updated 3 bedroom/1 bathroom farmette located in the Town of Albion north of Edgerton. The property includes a 3-car garage with heated workshop, plus four additional out buildings (pole barn, barn, and 2 sheds).
8	2362 Uphoff Road Cottage Grove (T), WI (built in 1900)	Oct-16	1,923 SF 3.79 acres	A-2 (2)	Craig Ball & Bernard Esch / Joseph & Susan Elmer	\$250,000 \$130.01	\$35,000	\$132,790	\$117,210 \$60.95	3 bedroom/2 bathroom farmette located just south of Cottage Grove with two additional out buildings. Bathrooms have been updated but the remainder of the interior is fairly dated. Outbuildings are72x70 and 34x62.
9	2500 Evans Road Town of Dunn, WI (built in 1920)	Jun-17	1,805 SF 5.01 acres	RH-2	David & Jean Decker / Daniel & Gretchen Cardoso	\$295,500 \$163.71	\$30,000	\$150,300	\$145,200 \$80.44	3 bedroom/1.5 bathroom farmette located just south of McFarland west of US 51. The property also includes a small barn, a milkhouse, and a detached garage.
10	6861 Cross Country Rd. Town of Verona, WI (built in 1917)	Recent Listing	1,750 SF 4.97 acres	RH-1	Listed by Randy Stenbroten Stenbroten Ventures LLC	\$599,000 \$342.29	\$75,000	\$372,750	\$226,250 \$129.29	3 bedroom/1 bathroom farmette located on Verona's northwest side, but technically resides in the Town of Verona. The property has zoning under which the lot could potentially be subdivided into two separate parcels. It is located across the street from the Reddan soccer complex and adjacent to Badger Prairie County Park. This listing was eventually withdrawn by the seller on 8/6/2018.

COMPARABLE LAND SALES LOCATION MAP – RH-ZONED LAND IN THE TOWN OF VERONA



COMPARABLE LAND SALES LOCATION MAP – DANE COUNTY FARMETTES



COMPARABLE PHOTOGRAPHS - DANE COUNTY FARMETTES			
No.	Photograph	No.	Photograph
1		2	
	1469 County Road A, Town of Albion, WI		7720 Shady Drive, Town of Bristol, WI
3		4	
	5142 County Road N, Town of Sun Prairie, WI		34 N Union Road, Town of Rutland, WI
5		6	
	1157 Sunrise Road, Town of Rutland, WI		6190 County Road J, Town of Vermont, WI
7		8	
	1346 State Highway 73, Town of Albion, WI		2362 Uphoff Road, Cottage Grove, WI
9		10	
	2500 Evans Road, Town of Dunn, WI		6861 Cross Country Road, Town of Verona, WI

VALUATION OF THE UNDERLYING LAND**PROPERTY RIGHTS CONVEYED / CONDITIONS OF SALE**

The comparables represent arm's-length transfers that involved the transfer of a fee simple interest on an all cash or equivalent terms basis. No adjustments were required for property rights conveyed or atypical financing. However, **Comparables 1 and 8** were adjusted downward 10% to account for their status as active listings. This adjustment reflects the anticipated arm's-length negotiations that often occur between a buyer and seller upon sale of a property.

MARKET CONDITIONS

The six closed sales occurred between 2013 and 2017 with only three occurring prior to 2016. The residential housing market in Dane County has generally been improving in recent years as the overall economy continues to recover. We have considered changes in the rate of inflation between 2013 and 2017 as a means of estimating land value inflation. The percent change in CPI generally brackets the 1% to 2% range between 2013 and 2017, as shown in the following chart:

Consumer Price Index - All Urban Consumers														
Series Id:	CUUR0000SA0													
	Not Seasonally Adjusted													
Area:	U.S. city average													
Item:	All items													
Base Period:	1982-84=100													
Years:	2013 to 2016													
Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual	%Change
2013	230.28	232.17	232.77	232.53	232.95	233.50	233.60	233.88	234.15	233.55	233.07	233.05	232.96	1.47%
2014	233.92	234.78	236.29	237.07	237.90	238.34	238.25	237.85	238.03	237.43	236.15	234.81	236.74	1.62%
2015	233.71	234.72	236.12	236.60	237.81	238.64	238.65	238.32	237.95	237.84	237.34	236.53	237.02	0.12%
2016	236.92	237.11	238.13	239.26	240.24	241.04	240.65	240.85	241.43	241.73	241.35	241.43	240.01	1.26%
2017	242.84	243.60	243.80	244.52	244.73	244.96	244.79	245.52	246.82	246.66	246.67	246.52	245.12	2.13%
2018	247.87	248.99	249.55	250.55	251.59	251.99								
													Mean	1.32%
													Median	1.47%

Therefore, we have concluded a 1.5% per year time adjustment for the comparable sales. This has been applied to each of the closed transactions, with no time-related adjustments applied to the active listings.

ADJUSTMENTS FOR PHYSICAL CHARACTERISTICS**LOCATION**

Most of the comparables have locations that are inferior to that of the subject property. The subject is located north of US 151 in an area that has seen significant development in recent decades. The only comparable in a similar location is Comparable 1, which is located in a similar growing area near the intersection of County PD and County M. Therefore, upward adjustments were applied to the remaining comparables which have generally inferior rural locations south of US Highway 151, but still in the Town of Verona.

UTILITIES

All of the comparables are located in the Town of Verona and therefore do not currently have municipal utilities installed. To the best of our knowledge, each of the comparables would require a well and septic system consistent with the subject property. Therefore, no adjustments are applied for this category.

SIZE

With respect to size, as the site increases in size, the sales price per acre typically decreases, with all other factors remaining equal. This is due to the diminishing marginal returns associated with each additional unit added. In addition, this could be a function of greater holding costs associated with a larger site. The subject site, at 4.001± acres, is bracketed by the comparables, which range from 2.00 to 9.76 acres. Upward adjustments were applied to the significantly larger comparables, while downward adjustments were applied to the significantly smaller comparables.

TOPOGRAPHY / SHAPE

The subject property has considerably sloping topography, with an approximately 50-foot increase in elevation moving north across the site. The southern portion of the property has a building pad with less slope upon which the existing improvements are constructed. However, this portion of the site still sits above-grade with Nesbitt Road to the south. We have chosen to apply downward adjustments to each of the comparables to account for this feature. Note that Comparables 1 and 6 have higher downward adjustments as these comparables appear to be fully developable with a more functional shape as compared to the subject property.

ZONING / INTENDED USE

The subject property is zoned RH-2, Rural Homes District as per Dane County and the Town of Verona. All of the comparables also represent RH-zoned land parcels in the Town of Verona. Therefore no adjustments were applied for zoning. However, Comparable 1 is being marketed as potential development land for higher-density residential and/or commercial uses. Therefore, this comparable was adjusted downwards by 25%. In addition, Comparable 5 had been previously utilized as crop land and there has been no development on the site since its sale in 2016. Therefore, this comparable was adjusted upwards a subjective 10%.

Please refer to the following adjustment grid as a basis of the remaining discussion and concluded opinion of value for the subject site.

LAND SALES ADJUSTMENT GRID

Comparable Number	1	2	3	4	5	6	7	8
Unit Price (Price per Acre)	\$184,464	\$80,000	\$72,464	\$76,571	\$33,816	\$68,022	\$66,576	\$46,758
Quantitative Adjustments:								
Property Rights Conveyed	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Financing	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Conditions of Sale	-10.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	-10.00%
Market Conditions (Time)	0.00%	7.65%	5.42%	5.69%	2.58%	1.16%	1.05%	0.00%
Adjusted Price per Acre	\$166,018	\$86,118	\$76,395	\$80,926	\$34,691	\$68,813	\$67,274	\$42,082
Qualitative Analysis:								
Location	0.00%	5.00%	5.00%	10.00%	10.00%	5.00%	10.00%	15.00%
Utilities	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Size	5.00%	-10.00%	-10.00%	-10.00%	5.00%	-10.00%	0.00%	5.00%
Topography/Shape	-25.00%	-10.00%	-10.00%	-10.00%	-10.00%	-15.00%	-10.00%	-10.00%
Zoning/Intended Use	-25.00%	0.00%	0.00%	0.00%	10.00%	0.00%	0.00%	0.00%
Adjusted Price per Acre	\$91,310	\$73,201	\$64,935	\$72,834	\$39,894	\$55,050	\$67,274	\$46,290

CONCLUDED LAND VALUE

The comparable land sales indicate an unadjusted range in selling prices from \$33,816 to \$184,464 per acre. The overall unadjusted mean is \$78,584 per acre, while the median is \$70,243 per acre. The comparables indicate an adjusted range in selling prices from \$39,894 to \$91,310 per acre with an adjusted mean of \$63,848 and an adjusted median of \$66,105 per acre.

Based on their locations and size, the best comparables are concluded to be Comparables 2, 3 and 6. The adjusted range for these comparables is from \$55,050 to \$73,201 per acre with a mean of \$64,396 and a median of \$64,935 per acre. Therefore, the value of the subject site, as if vacant, is concluded at or near **\$65,000 per acre**, which is still bracketed by the adjusted mean and median of overall comparable range.

Based upon the aforementioned analysis, the concluded value of the subject site is presented below:

CONCLUDED LAND VALUE	
Price/Acre indicator:	\$65,000
Site Size (excluding R/W):	4.001 acres
Land Value Conclusion:	\$260,060
Rounded Value Conclusion:	\$260,000

Based on the preceding indicators, the concluded underlying value is **\$260,000**. This overall underlying land value is also within the range indicated by the comparables.

VALUATION OF THE EXISTING IMPROVEMENTS

In completing this portion of the analysis, we have estimated the underlying land value for each of the farmette comparables and extracted an implied value of the improvements. The implied improvements value for each comparable would include all of the site improvements for the property, including both the residence and any out-buildings that might exist. As such, special care was taken in locating farmettes with a generally similar inventory of buildings, including residences, barns, sheds, pole barns, etc. The implied value of the improvements was then divided by the gross living area of the residence, which results in the unit price utilized for our analysis and adjustment.

As can be seen in the preceding Comparable Sales Summary for the farmette comparables, we have applied estimated land values ranging from \$20,000 per acre up to \$75,000 per acre depending on the property's location. This results in estimated land values ranging from \$51,200 to \$372,750. The resulting implied improvements values then range from \$52,800 to \$226,250 or \$41.52 to \$129.29 per square foot of gross living area (above-grade residential square footage). These unit prices will be adjusted based upon the following criteria.

PROPERTY RIGHTS CONVEYED / CONDITIONS OF SALE

The comparables represent arm's-length transfers that involved the transfer of a fee simple interest on an all cash or equivalent terms basis. No adjustments were required for property rights conveyed or atypical financing. However, **Comparable 10** was adjusted downward 20% to account for its status as a recent listing. This adjustment reflects the anticipated arm's-length negotiations that often occur between a buyer and seller upon sale of a property. This property had been listed previously, had a subsequent price reduction, and then was marketed for around five months with no activity. This listing was then withdrawn by the seller in August of 2018 for unknown reasons. Therefore, it is our opinion that the most recent listing price for this property was likely too high, warranting a considerable downward adjustment.

MARKET CONDITIONS

The nine closed sales occurred between 2014 and 2017 with seven occurring since 2015. The residential housing market in Dane County has generally been improving in recent years as the overall economy continues to recover. We have considered changes in the rate of inflation between 2013 and 2017 as a means of estimating land value inflation. The percent change in CPI generally brackets the 1% to 2% range between 2013 and 2017, as shown in the following chart:

Consumer Price Index - All Urban Consumers														
Series Id:	CUUR0000SA0													
	Not Seasonally Adjusted													
Area:	U.S. city average													
Item:	All items													
Base Period:	1982-84=100													
Years:	2013 to 2016													
Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual	% Change
2013	230.28	232.17	232.77	232.53	232.95	233.50	233.60	233.88	234.15	233.55	233.07	233.05	232.96	1.47%
2014	233.92	234.78	236.29	237.07	237.90	238.34	238.25	237.85	238.03	237.43	236.15	234.81	236.74	1.62%
2015	233.71	234.72	236.12	236.60	237.81	238.64	238.65	238.32	237.95	237.84	237.34	236.53	237.02	0.12%
2016	236.92	237.11	238.13	239.26	240.24	241.04	240.65	240.85	241.43	241.73	241.35	241.43	240.01	1.26%
2017	242.84	243.60	243.80	244.52	244.73	244.96	244.79	245.52	246.82	246.66	246.67	246.52	245.12	2.13%
2018	247.87	248.99	249.55	250.55	251.59	251.99								
													Mean	1.32%
													Median	1.47%

As we are only applying adjustments to the implied improvements value, a typical time-related adjustment would be relatively minimal for this category. Therefore, we have chosen not to apply any time-related adjustments to the improvements from each comparable.

ADJUSTMENTS FOR PHYSICAL CHARACTERISTICS

Lacking sufficient paired-sales data from which to directly extract dollar adjustments, we have chosen not to apply subjective percentage adjustments for the physical differences among the comparables. Instead, we have chosen to apply qualitative analysis to each of these categories in order to narrow down and bracket a range of unit value indicators for the subject.

BEDROOMS / BATHROOMS

The subject property includes two bedrooms on the upper level and a 3rd bedroom/den on the main level. Additionally, there is only one bathroom at the subject, located on the main level. Many of the comparables have a similar number of bedrooms and bathrooms. However, Comparable 6, 8 and 9 have more than one bathroom (with a similar number of bedrooms), which is superior to the subject property.

AGE / CONDITION

The subject property includes the residence (built around 1905) and several other aged out-buildings that appear to be nearing the end of their useful life. This is especially true for the residence, which is likely in need of renovations. The other major component of the subject property is the two connected barns, which appeared to be in good condition considering their age. As such, this category played the most important role in determining value for the subject's improvements. The first five comparables are most similar to the subject property in terms of condition of the improvements. Many of these residences were in need of renovations and/or building repairs. Comparables 1-5 and 8 appear to reasonably bracket the overall condition of the subject's improvements. The remaining comparables had improvements that were in superior condition, most notably with more updated interiors than that of the subject.

GROSS LIVING AREA

With respect to size, as the residence increases in size, the sales price per square foot typically decreases, with all other factors remaining equal. This is due to the diminishing marginal returns associated with each additional unit added. The subject property includes approximately 1,600 square feet of gross living area according to assessment records. The comparables ranged from 1,264 to 1,923 square feet, which reasonably brackets the subject in terms of size.

OTHER SITE IMPROVEMENTS

Most of the comparable properties included several outbuildings, including barns, sheds, garages, and other miscellaneous buildings. In general, the site improvements included in the comparable properties appear to be reasonably consistent with those of the subject property. The only clear exception would be Comparable 7 and 10. Comparable 7 included a newer 3-car detached garage attached to a heated workshop. In addition, Comparable 10 included swimming pool and hot tub amenities, which are not present at the subject property.

Please refer to the following adjustment grid as a basis of the remaining discussion and concluded opinion of value for the subject site.

IMPROVED SALES ADJUSTMENT GRID

Comparable Number	1	2	3	4	5	6	7	8	9	10
Gross Sale Price	\$106,000	\$129,000	\$150,000	\$184,000	\$200,000	\$220,000	\$240,000	\$250,000	\$295,500	\$599,000
Estimated Land Value	\$51,200	\$71,700	\$97,200	\$100,000	\$120,000	\$110,000	\$96,400	\$132,790	\$150,300	\$372,750
Implied Improvements Value	\$54,800	\$57,300	\$52,800	\$84,000	\$80,000	\$110,000	\$143,600	\$117,210	\$145,200	\$226,250
Improvements Value/SF of GLA	\$41.80	\$41.52	\$41.77	\$46.93	\$50.00	\$64.71	\$91.93	\$60.95	\$80.44	\$129.29
Unit Price (Improvements Only)	\$41.80	\$41.52	\$41.77	\$46.93	\$50.00	\$64.71	\$91.93	\$60.95	\$80.44	\$129.29
Quantitative Adjustments:										
Property Rights Conveyed	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Financing	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Conditions of Sale	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	-20.00%
Market Conditions (Time)	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Adjusted Price per SF of GLA	\$41.80	\$41.52	\$41.77	\$46.93	\$50.00	\$64.71	\$91.93	\$60.95	\$80.44	\$103.43
Qualitative Analysis:										
Bedrooms/Bathrooms	Similar	Similar	Similar	Similar	Similar	Superior	Similar	Superior	Superior	Similar
Age/Condition	Similar	Similar	Similar	Similar	Similar	Superior	Superior	Similar	Superior	Superior
Gross Living Area	Smaller	Smaller	Smaller	Larger	Similar	Larger	Similar	Larger	Larger	Larger
Other Site Improvements	Similar	Similar	Similar	Similar	Similar	Similar	Superior	Similar	Similar	Superior
Adjusted Price per SF of GLA	Similar	Similar	Similar	Similar	Similar	Superior	Superior	Superior	Superior	Superior

CONCLUDED CONTRIBUTORY VALUE OF THE IMPROVEMENTS

The comparable sales indicate an unadjusted range in implied improvement values from \$41.52 to \$129.29 per square foot. The overall unadjusted mean is \$64.93 per square foot, while the median is \$55.48 per square foot. The comparables indicate an adjusted range in selling prices from \$41.52 to \$103.43 per square foot with an adjusted mean of \$62.35 and an adjusted median of \$55.48 per square foot.

Comparables 1-5 are the best comparables in terms of overall condition of the improvements. The adjusted range for these comparables is from \$41.52 to \$50.00 per square foot with a mean of \$44.40 and a median of \$41.80 per square foot. Therefore, the value of the subject improvements is concluded at or near **\$42 per square foot**, which is generally consistent with the low end of these most similar comparables. This is reasonable considering the subject improvements are in below-average condition and in need of renovations. Based upon the

aforementioned analysis, the concluded opinion of value for the subject improvements is presented below:

VALUE CONCLUSION - IMPROVEMENTS	
Price/SF indicator:	\$42.00
Gross Living Area	1,600 SF
Concluded Value of the Improvem	\$67,200
Rounded Value Conclusion:	\$65,000

Based on the preceding indicators, the concluded value is **\$65,000**. Looking back to the comparables, the implied value of the improvements ranged from \$52,800 to \$226,250. In addition, the best comparables (Comparables 1-5) ranged from \$52,800 to \$84,000 with an average of around \$65,780. Our conclusion is generally consistent with this amount on a total dollar basis.

FINAL CONCLUDED OPINION OF VALUE – SALES COMPARISON APPROACH

Our final concluded opinion of value for the subject property represents the addition of the concluded site value and the contributory value of the improvements, as summarized in the following chart:

VALUATION SUMMARY - AS IMPROVED	
Land Valuation	
Land Area (SF):	174,280 SF
Land Area (acres):	4.001 acres
Land Value/Acre Indication:	\$65,000
Land Value Indication:	\$260,060
Rounded Land Value:	\$260,000
Contributory Value of the Improvements	
Concluded Value of the Improvements:	\$65,000
Residential Living Area (above-grade):	1,600 SF
Implied Value/SF of Living Area:	\$40.63
Concluded Opinion of Value	
Land Valuation:	\$260,000
Contributory Value of the Improvements:	\$65,000
Total Concluded Opinion of Value	\$325,000

Therefore, based upon the analysis contained herein, our concluded opinion of value is summarized as follows:

VALUATION SCENARIO	DATE OF VALUE	OPINION OF VALUE
“As-Is” Opinion of Market Value	July 30, 2018	\$325,000

Looking back to the farmette comparables, the range in total selling prices was from \$106,000 to \$599,000. Excluding Comparable 10 as the high outlier, the highest sale was at \$295,500. Our conclusion is slightly higher than this indicator. However, it is our opinion that the subject property's location is superior to Comparables 1-9, which is reflected in a higher concluded opinion of value for the underlying site. Therefore, our overall value conclusion appears to be reasonable in relation to the comparable farmettes. This trend can actually be seen in the high outlier (Comparable 10), which represents the recent listing of a property with superior improvements that is directly adjacent to the City of Verona, a generally similar location to that of the subject. This property was listed for a considerably higher price than any of the remaining

comparables, even though the improvements include an aged residence and several out-buildings like the subject. The total sale price for this comparable equates to \$342 per square foot of gross living area. As expected, this is considerably higher than the subject's \$203 per square foot (\$325,000 / 1,600 SF).

As one final crosscheck, the site purchased for the nearby "The Pointe" apartments offers a unique comparison to the subject property in support of our concluded opinion of value. The Pointe apartments were constructed on a site just ½-mile away into the same ridgeline that spans the subject property. This comparable sale is presented below, but is also in the following supportive crosscheck as a commercial site.

NO.	LOCATION	SALE DATE	LAND AREA (SF / ACRES)	ZONING	GRANTOR / GRANTEE	SALE PRICE	PRICE PER SF	COMMENTS
1	Lot 14 Orchard Pointe 2811 Fitchrona Road Fitchburg, Wisconsin	Mar-13	178,857 SF 4.11 acres	A-T	Johnson Bank / Orchard Pointe Partners, LLC	\$300,000 \$73,064 (per acre)	\$1.68	This site had been previously foreclosed upon by Johnson Bank and was listed for sale at the time for \$630,000, significantly less than the original asking price. It was purchased for the construction of "The Pointe" apartments (82 units). The site was partly wooded and has considerably sloping topography that is relatively similar to that of the subject property.

This comparable sale had been zoned agricultural (transitional) at the time of sale. However, the buyer of the site sought a zoning change to allow for development with multifamily apartments. Additionally, this site had relatively similar topography to the subject property at the time of sale. Many aspects of this sale are very similar to the potential for the future of the subject site. The sale price for this property was around \$73,064 per acre. Inflating this up by 1.50% per year results in a time-adjusted sale price of \$78,928 per acre. When applied to the subject site, this results in a value indication for the subject of around \$316,000, which is also reasonably supportive of our concluded opinion of value. In addition, this property was also bank owned at the time of sale and was likely somewhat of a distressed sale.

SUPPORTIVE CROSSCHECK – ESTIMATED VALUE AS IF A COMMERCIAL-ZONED SITE

As a supportive crosscheck of the concluded opinion of value, we have also analyzed the subject property as if rezoned as a commercial redevelopment site. To estimate the useable area, we have utilized the Dane County GIS Mapping website to approximate the size of the building pad at the front of the site upon which the existing improvements are constructed. Considering its topography, it appears that this portion of the site would be useable for general commercial development with typical site preparation costs. By contrast, the rear portion of the site is somewhat unusable, considering its sloping topography, unless a potential user proposed more of a terraced development which better conforms to the sloping topography. Site preparation costs would likely be high for this portion of the site.

The two images on the following page show the measurements utilized to conclude a useable area for the subject property as a commercial development site. As can be seen, the first image includes the area below the elevation line for 1,020 feet, while the second image includes the area below the elevation line for 1,000 feet. The resulting useable area estimations range from around 63,000 square feet to 94,000 square feet, with the more likely scenario represented by the former. As such, we will reconcile a useable area for the site at 70,000 square feet, which is more consistent with the conservative estimation.

A **Comparable Land Sales Summary** is also presented later in this section.

SALES COMPARISON APPROACH (CONTINUED)



SALES COMPARISON APPROACH (CONTINUED)

COMPARABLE LAND SALES SUMMARY							
NO.	LOCATION	SALE DATE	LAND AREA (SF/ACRES)	ZONING	GRANTOR / GRANTEE	SALE PRICE	PRICE PER SF
1	Lot 14 Orchard Pointe 2811 Fitchrona Road Fitchburg, Wisconsin	Mar-13	178,857 SF 4.11 acres	A-T	Johnson Bank / Orchard Pointe Partners, LLC	\$300,000 \$73,064 (per acre)	\$1.68 This site had been previously foreclosed upon by Johnson Bank and was listed for sale at the time for \$630,000, significantly less than the original asking price. It was purchased for the construction of "The Pointe" apartments (82 units). The site was partly wooded and has considerably sloping topography that is relatively similar to that of the subject property.
2	3912 S Fish Hatchery Road Fitchburg, Wisconsin	Listing	130,680 SF 3.00 acres	R-R	Listed by Dick Stern Lee & Associates	\$664,200 \$221,400 (per acre)	\$5.08 This site is located at the intersection of S Fish Hatchery Road and County PD (McKee Road). The site has sloping topography and an irregular shape that is split by two residential lots. Current zoning is rural-residential (R-R).
3	2800 S Seminole Highway Fitchburg Wisconsin	Listing	146,362 SF 3.36 acres	A-S	Listed by David Bruce Coldwell Banker Commercial	\$673,263 \$200,376 (per acre)	\$4.60 This site is proposed for a zoning shift from Agricultural to Business. The site is located south of Sub Zero Parkway at its intersection with S Seminole Highway. The improved lot has access to municipal water & sewer.
4	Lot 1, Springfield Corners Commercial Center Springfield Corners, Wisconsin	Jul-16	82,851 SF 1.902 acres	C-2	United Land Development Co. / Bollig Family Property LLC	\$235,000 \$123,554 (per acre)	\$2.84 This represents the sale of one parcel within the Springfield Corners Commercial Center. The site has direct frontage to US Highway 12.
5	Lot 9, Springfield Corners Commercial Center Springfield Corners, Wisconsin	Jun-15	73,442 SF 1.686 acres	C-2	United Land Development Co. / Pogo Belle LLC	\$209,358 \$124,174 (per acre)	\$2.85 This site was sold to Pogo Belle in June of 2013. This lot is part of a larger aggregate site known as Springfield Corners Commercial Center. The original parcel was approximately 2.7 acres, but was split into two parcels for Pogo Belle's purchase of the north 1.7 acre portion of the site.
6	Lot 2 CSM 14038 Springfield Corners Commercial Center Springfield Corners, Wisconsin	Mar-18	43,560 SF 1.000 acres	C-2	United Land Development Co. / Breunig Forward, LLC	\$141,600 \$141,600 (per acre)	\$3.25 This represents the sale of a 1-acre parcel in the Springfield Corners Commercial Center. The site has an interior location within the park.
7	Lot 15, Springfield Corners Commercial Center Springfield Corners, Wisconsin	Dec-17	109,031 SF 2.503 acres	C-2	MPB Properties Springfield LLC / Darlin Drive LLC	\$337,590 \$134,874 (per acre)	\$3.10 This represents the sale of a 2.5-acre parcel on the north end of the Springfield Corners Commercial Center.

As can be seen in the preceding chart, the comparables range from \$1.68 per square foot to \$5.08 per square foot. Based upon a cursory analysis of these sales, we estimate the value of the site to be at or near **\$5.00 per square foot as if it was zoned for commercial use and vacant**. Applying this to the concluded useable area of 70,000 square feet results in an underlying land value (as-if vacant) of **\$350,000**. We note that our conclusion is near the top end of the comparable range on a per square foot basis, but is deemed to include some indeterminable contributory value for the remaining unusable land on the northern portion of the site.

However, this concluded land value does not account for demolition necessary to make the site useable. The Marshall Valuation Service estimates demolition costs for small two-story residences at \$4,850 to \$11,800. However, the assessor records indicate the house may have asbestos siding, which could potentially require additional remediation. In addition, the detached garage/shed and pump house would also need to be demolished. As such, we roughly estimate the demolition cost for the residence and garage to be closer to \$25,000. According to the property owner, the barns could likely be demolished at no cost by a wood reclamation company interested in reselling the old beams, siding, etc. Therefore, deducting the estimated demolition cost of \$25,000 from the value as a vacant commercial site results in a value of **\$325,000** if the site was rezoned for commercial use. This is shown in the following chart:

CONCLUDED LAND VALUE - AS IF VACANT	
Useable Square Feet:	70,000 SF
Useable Acres:	1.61 acres
Price/SF indication:	\$5.00
Land Value Indication:	\$350,000
Land Value (as-if vacant):	\$350,000
Less: Estimated Demolition	\$25,000
Concluded Value Indication:	\$325,000

This is equal to our concluded opinion of value on an as-is basis as an improved residential property. However, it confirms that the property may be approaching a transitional period in its highest and best use, whereby it could become financially feasible to seek a zoning change, demolish the current improvements, and redevelop the site at some indeterminable future date. Rezoning of the site for commercial use consistent with the Town of Verona's comprehensive plan would be a likely catalyst for this eventual transition.

Lastly, it is noted that Barnes Landscaping, located directly across the street from the subject property, would be a logical buyer of the subject property with the intention of changing its use to commercial. The existing barns and garage would make excellent equipment storage buildings. In addition, a landscaping-type user could potentially complete all of the necessary site prep and/or demolition on its own, which would likely result in a lower cost to make the site more usable.

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 performed no other services, as appraisers or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding the acceptance of this assignment.
- 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.
- Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the *Code of Professional Ethics* and *Standards of Professional Appraisal Practice* of the Appraisal Institute, and the *Uniform Standards of Professional Appraisal Practice*, as set forth by the Appraisal Standards Board of the Appraisal Foundation.
- Andrew G. Bussen, MAI, and Casey G. Rice have made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the persons signing this certification.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, Andrew G. Bussen, MAI has completed the continuing education program for Designated Members of the Appraisal Institute and the State of Wisconsin.



Andrew G. Bussen, MAI
Certified General Appraiser
State of Wisconsin License #657-010



Casey G. Rice
Staff Appraiser

■ **ADDENDA** ■

ASSESSOR'S PROPERTY RECORD

MISCELLANEOUS PROPERTY INFORMATION

APPRAISER LICENSE AND QUALIFICATIONS

2018 Property Records for Town of Verona, Dane County

Tax key number: 0608-124-9176-4

Property address: 6444 Nesbitt Rd

Neighborhood / zoning: Nesbitt Rd Area / RH2

Traffic / water / sanitary: Medium / Well water / Septic

Legal description: LOT 2 CSM 8091 CS43/145&146 R31981/52&53-2/8/96 F/K/A CSM 79 34 DESCR AS SEC 12- 6-8 PRT SE1/4SW1/4 & SW1/4SE1/4 (4.414 AC RES INCL RW)

Summary of Assessment			
Land			\$135,200
Improvements			\$36,800
Total value			\$172,000

Summary of Last Valid Sale			
Sale date			
Sale price			

Land						
Qty	Tax Classification	Unit of Measure	Width	Depth	Sq Ft	Acres
1	Agri homestead	Square feet			87,120	2.000
1	1st grade tillable	Acres			86,684	1.990
1	Undeveloped	Acres			18,295	0.420
Total land:						\$135,200

Residential Building

Year built:	1905	Full basement:	704 SF
Story height:	2 story	Crawl space:	
Style:	Res Old Style	Rec room:	
Use:	Single family	FBLA:	
Exterior wall:	Asbestos/asphalt	First floor:	896 SF
Roof type:	Asphalt shingles	Second floor:	704 SF
Heating:	Gas, forced air	Finished attic:	
Cooling:	None	Unfinished attic:	
Bedrooms:	2	Unfinished area:	
Family rooms:		Endsd porch, frame, lower	192 SF
Baths:	1 full, 0 half		
Total rooms:	6		
Whirl / hot tubs:			
Masonry FPs:			
Metal FPs:			
Gas only FPs:		Masonry adjust:	
Bsmt garage:		Grade factor:	C-
Shed dormers:		Condition:	Fair
Gable/hip dorm:		Percent complete:	100%



Residential assessed building value: \$34,200 Total square feet: 1,600

Other Building Improvements				
Qty	Description	Width	Depth	Height
1	Barn, general purpose, bank, wood	36	88	24
1	Barn, feeder, pole frame, metal siding	24	60	10
Total OBIs:				\$2,600

Other Improvements		
Tax Class	Description	Assess Value
Total other improvements:		

Parcel Number - 062/0608-124-9176-4

Current

Parcel Details

Municipality Name	TOWN OF VERONA	
State Municipality Code	062	
Township & Range	Section	Quarter/Quarter & Quarter
T06NR08E	12	SW of the SE
Plat Name	CSM 08091	
Block/Building		
Lot/Unit	2	
Parcel Description	LOT 2 CSM 8091 CS43/145&146 R31981/52&53-2/8/96 F/K/A CSM 79 34 DESCR AS SEC 12-6-8 PRT SE1/4SW1/4 & SW1/4SE1/4 (4.414 AC RES INCL R/W) This property description is for tax purposes. It may be abbreviated. For the complete legal description please refer to the deed.	
Current Owner	JAMES R WEBER	
Current Co-Owner	SUSAN WEBER	
Primary Address	6444 NESBITT RD	
Billing Address	1276 S FISH HATCHERY RD OREGON WI 53575	

Parcel Map



All Taxes

Year	Taxes	Lottery Credit (-)	First Dollar Credit (-)	Specials (+)	MFL (+)	Amount
2017	\$3,413.00	\$0.00	\$86.84	\$161.67	\$0.00	\$3,487.83
2016	\$3,200.31	\$0.00	\$80.29	\$160.67	\$0.00	\$3,280.69
2015	\$3,156.94	\$0.00	\$77.95	\$160.67	\$0.00	\$3,239.66
2014	\$3,259.89	\$0.00	\$78.24	\$155.67	\$0.00	\$3,337.32
2013	\$3,417.32	\$0.00	\$78.52	\$160.67	\$0.00	\$3,499.47
2012	\$3,286.91	\$0.00	\$84.34	\$178.67	\$0.00	\$3,381.24
2011	\$3,265.44	\$0.00	\$83.74	\$178.67	\$0.00	\$3,360.37
2010	\$3,229.51	\$0.00	\$84.66	\$168.33	\$0.00	\$3,313.18
2009	\$3,162.21	\$0.00	\$83.18	\$150.00	\$0.00	\$3,229.03
2008	\$3,121.85	\$0.00	\$45.16	\$145.00	\$0.00	\$3,221.69
2007	\$2,862.39	\$0.00	\$0.00	\$143.40	\$0.00	\$3,005.79
2006	\$2,789.99	\$0.00	\$0.00	\$139.20	\$0.00	\$2,929.19
2005	\$2,738.48	\$0.00	\$0.00	\$135.00	\$0.00	\$2,873.48
2004	\$2,574.15	\$0.00	\$0.00	\$130.80	\$0.00	\$2,704.95
2003	\$2,084.84	\$0.00	\$0.00	\$127.20	\$0.00	\$2,212.04
2002	\$2,188.66	\$0.00	\$0.00	\$126.60	\$0.00	\$2,315.26
2001	\$2,004.63	\$0.00	\$0.00	\$122.40	\$0.00	\$2,127.03
2000	\$1,991.67	\$0.00	\$0.00	\$118.20	\$0.00	\$2,109.87
1999	\$1,602.14	\$0.00	\$0.00	\$114.00	\$0.00	\$1,716.14

All Assessments

Year	Class	Acres	Land Value	Improved Value	Total Value	AAR	FMV	Val. Date
2018	G4 G5 G7	4.410	135,200	36,800	172,000	N/A	N/A	05/02/2016
2017	G4 G5 G7	4.410	135,200	36,800	172,000	N/A	N/A	05/02/2016
2016	G4 G5 G7	4.410	135,200	36,800	172,000	N/A	N/A	05/02/2016
2015	G4 G5 G7	4.410	135,300	36,800	172,100	N/A	N/A	05/06/2015
2014	G4 G5 G7	4.410	135,250	36,800	172,050	N/A	N/A	05/31/2013
2013	G4 G5 G7	4.410	135,250	36,800	172,050	N/A	N/A	05/31/2013
2012	G4 G5 G7	4.414	102,800	67,400	170,200	N/A	N/A	03/24/2010
2011	G4 G5 G7	4.414	102,800	67,400	170,200	N/A	N/A	03/24/2010
2010	G4 G5 G7	4.414	102,800	67,400	170,200	N/A	N/A	03/24/2010
2009	G4 G5 G7	4.414	102,700	67,400	170,100	N/A	N/A	07/17/2007
2008	G4 G5 G7	4.414	102,700	67,400	170,100	N/A	N/A	07/17/2007
2007	G4 G5 G7	4.414	102,700	67,400	170,100	N/A	N/A	07/17/2007
2006	G4 G5 G7	4.414	73,500	58,800	132,300	N/A	N/A	08/23/2004
2005	G4 G5 G7	4.414	73,500	58,800	132,300	N/A	N/A	08/23/2004
2004	G4 G5 G7	4.414	73,500	58,800	132,300	N/A	N/A	08/23/2004
2003	G4 G5 G7	4.414	38,900	54,400	93,300	N/A	N/A	04/16/2003
2002	G4 G5 G7	4.414	39,100	54,400	93,500	N/A	N/A	04/19/2002
2001	G4 G5 G7	4.414	39,700	54,400	94,100	N/A	N/A	03/19/2001
2000	G4 G5 G7	4.414	38,200	51,000	89,200	N/A	N/A	07/17/2000
1999	G4 G5 G7	4.414	33,200	49,000	82,200	N/A	N/A	12/10/1999
1998	G4 G5 G7	4.414	23,950	28,900	52,850	N/A	N/A	

Districts

Type	State Code	Description
REGULAR SCHOOL	5901	VERONA SCHOOL DIST
TECHNICAL COLLEGE	0400	MADISON TECH COLLEGE
METRO SEWERAGE	5150	MADISON METRO SEWER DIST
OTHER DISTRICT	31SD	STORMWATER MGMT DIST
OTHER DISTRICT	31VF	VERONA FIRE DISTRICT

Recorded Documents

Doc. Type	Date Recorded	Doc. Number	Volume	Page
WD	09/04/1996	2779221		
FJ	04/12/1994		19302	9
PRD	04/12/1994		19302	11

Assessment Contacts

Assessment Contact Information

For questions or to schedule an appointment contact:

Assessor ASSOCIATED APPRAISAL CONSULTANTS
Phone 920-749-1995
Email INFO.APRAZ@GMAIL.COM

Clerk JOHN WRIGHT
Phone 608-807-4466
Email JWRIGHT@TOWN.VERONA.WI.US

Open Book/Board Of Review Dates**Open Book**

Open Book dates have passed for the year

~~Starts: 04/25/2018 ~ 11:00 AM~~
~~Ends: 04/25/2018 ~ 01:00 PM~~

Board Of Review

Board of Review dates have passed for the year

~~Starts: 05/31/2018 ~ 06:00 PM~~
~~Ends: 05/31/2018 ~ 08:00 PM~~

Zoning Information

For the most current and complete zoning information, contact the Division of Zoning.

Zoning

RH-2 DCPREZ-0000-06221

Zoning District Fact Sheets

RH-2 Rural Homes District

Zoning district for single family homes with agricultural uses – CH. 10-Zoning 10.091

Permitted Uses 10.091(1)

- Single family homes – one per parcel
- Agricultural uses
- Utility services
- Home occupations
- Incidental uses and accessory buildings
- Community living arrangements for less than 9 people
- Foster homes for less than 5 children

Conditional Uses 10.091(2)

- Daycare centers
- Community living arrangements for 9 or more people
- Bed & Breakfasts
- Governmental uses
- Religious uses
- Dependency living arrangements
- Schools

Setbacks and Height Requirements for Structures 10.091(3),(5)

Front setback for all structures from highway centerline / right-of-way line (whichever is greater)

State or Federal Highway: 100/42 feet minimum

County Highway: 75/42 feet minimum

Town Road: 63/30 feet minimum

Subdivision streets platted prior to ordinance: 20 feet minimum

All other streets: 30 feet minimum from right-of-way

Maximum Height: For homes and accessory buildings:

Two and one-half stories or 35 feet (mean of roof)

Side yard:

25 feet total, with no single side less than 10 feet minimum

Rear yard for homes: 50 feet minimum

For uncovered decks/porches: 38 feet minimum

Side yard and Rear yard for accessory buildings:

10 feet minimum with no livestock

50 feet minimum when housing livestock OR

100 feet minimum when housing livestock *and* within 100 feet of an abutting R-Residence district

Minimum Requirement for Lot Width & Area

Minimum width: 150 feet at location of structure

Minimum Area: 4 acres

Maximum Lot Coverage: All buildings and structures

Maximum building coverage of lot: 10% of lot area

Accessory Buildings Requirements 10.04(1); 10.16(6)

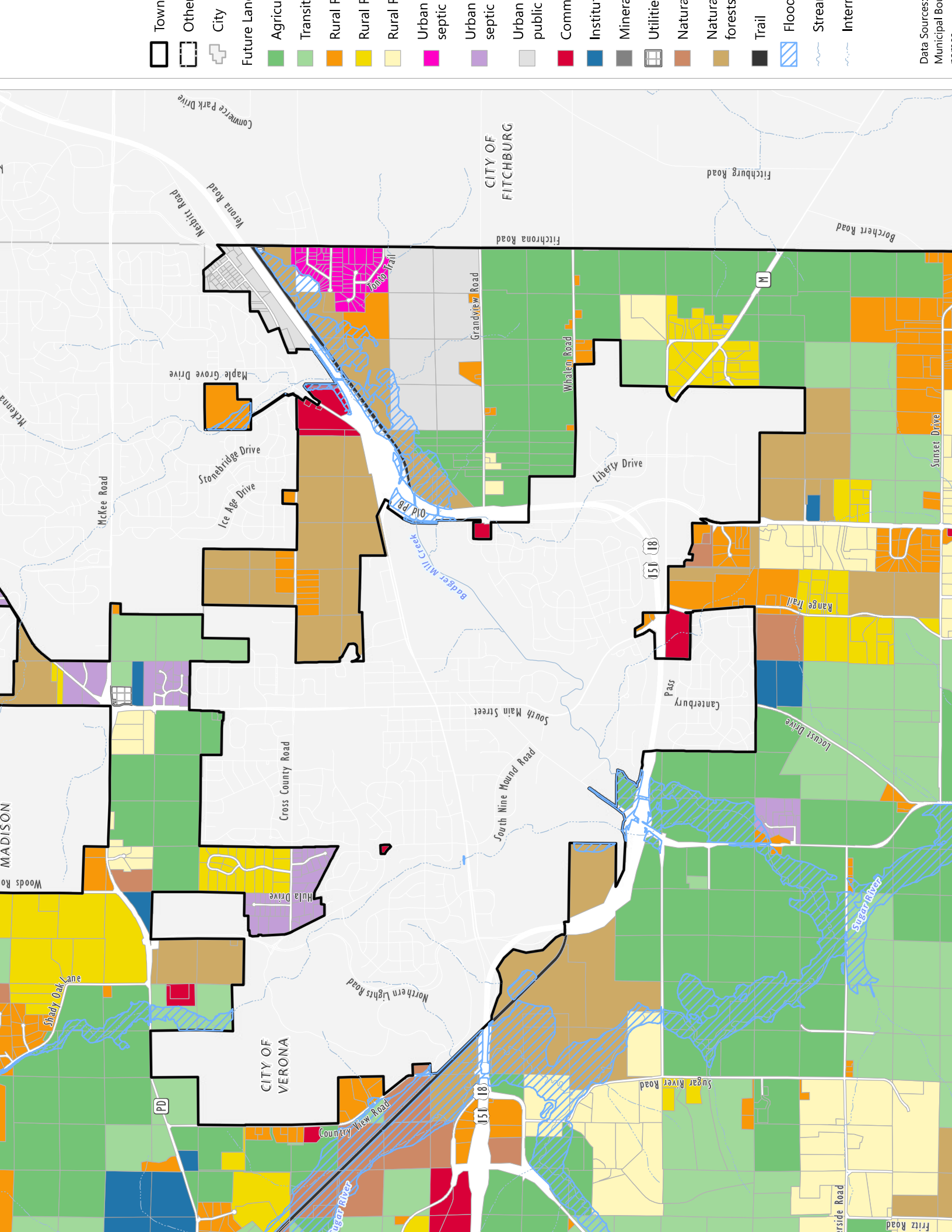
Any number of detached accessory buildings associated with a permitted or conditional residential use is permitted, provided that the following conditions are met:

- A principal residential use (home) exists or is under construction before a Zoning Permit for an accessory building may be issued.
- Sanitary fixtures are prohibited in accessory buildings.
- No living spaces are allowed in accessory buildings.
- Reduced setbacks may be used for accessory buildings. The building must be located in the rear yard and must be at least 10 feet away from the principal building.
 - Minimum 4-foot side yard and rear yard setbacks on lots 60 feet or more in width
 - Minimum 2.5-foot side yard and rear yard setbacks on lots less than 60 feet in width

NOTE: A Zoning Permit is required for every building larger than 120 square feet in size. Zoning Permits are not required for accessory buildings equal to or less than 120 square feet on non-permanent foundations, provided they meet setback, height, and lot coverage requirements.

Livestock 10.091(1)

- The number of livestock kept is limited to one (1) animal unit for each full acre.
- An animal unit is defined as the equivalent of 1 cow; 4 hogs; 10 sheep or goats; 100 poultry or rabbits; 1 horse, pony, or mule; or an equivalent combination thereof.
- All structures housing livestock must be located 50 feet from each side and rear lot line, EXCEPT they must be 100 feet from a lot line abutting an R-Residence Zoning District (in most cases).



- Parking should be to the sides and rear of buildings wherever possible, rather than having all parking in the front. Interconnected parking lots and driveways should be provided to facilitate on-site access. Large parking lots should be landscaped with perimeter landscaping and/or landscaped islands, along with screening (berms, trees, decorative walls) to block views from incompatible adjacent uses. Illumination from lighting will need to comply with the Dark Sky Ordinance. High-quality signage based on the area of the building frontage, road frontage, or façade area should be used.
- g. Roads – Roads for new developments shall be constructed according to Town standards and ordinances and shall allow for safe ingress and egress of vehicles, including emergency vehicles. Most lots/units shall have access from interior local streets/roads. Streets/roads should be laid out in a manner that takes advantage of the natural topography and aligns with existing facilities. Pedestrian and bicycle improvements are strongly encouraged within or between residential areas. The Town intends to avoid the creation of new public roads for new development whenever feasible without compromising public safety, to limit future maintenance liabilities. The Town prefers that new development utilize shared driveways and private roads.
 - h. Utility Construction – Utilities shall be sited and designed to minimize impacts on adjacent uses. Underground placement and co-location for new public and private utility facilities is encouraged. Above ground utilities shall incorporate site, design, and landscaping features that minimize impacts and visibility to adjacent uses.

9.4 Future Land Use Plan

The information in this section is intended to provide a written explanation of the Town of Verona Future Land Use Map (Map 9.6). The Future Land Use Plan identifies areas of similar character, use, and density. **These land use areas are not zoning districts, as they do not legally set performance criteria for land uses (i.e. setbacks, height restrictions, etc.);** however, they do identify those zoning districts from the Rewrite of the Dane County Zoning Code that may be approved within each future land use classification. The future land use map will be used by the Town to make land use decisions. Changes to the zoning or division of land must be consistent with the policies of this plan, per SS66.1001.

The future land use plan was developed by the Town of Verona Plan Commission over a two and a half year long process. It is based on resident input (gathered through meetings and a survey) existing land uses, soils, roadway and driveway access, adjacent uses, long range plans of surrounding jurisdictions, and an attempt to preserve rural views and character. Three consultants also helped shape the future land use map, MSA Professional Services, which drafted the 2012 plan which was the starting point for this document, and the Capital Area Regional Planning Commission and Vierbicher Associates who both helped with data and market land supply analyses.

The Town does not assume that all areas depicted on the Future Land Use Map will develop during the next 20 years and this land use plan will be updated in ten years from 2018. The Town encourages a phasing in of proposed development and recognizes the difficulty of this process as future factors might override any such plan.

Farmland Preservation (FP)

The primary intent of these areas is to preserve productive agricultural lands for the long-term, protect existing farm and forestry operations from encroachment by incompatible uses, promote further investments in farming, maintain farmer eligibility for incentive programs, and to preserve wildlife habitat. As mapped, this designation includes farmland, scattered open lands, woodlots, agricultural-related businesses, farmsteads, public lands (wooded or wetlands), and limited single-family residential development. These areas were designated as Farmland Preservation Areas (Map 9.7) based on soil quality, owner preference, and location. The Town of Verona's 2006 comprehensive plan had a much larger area for farmland preservation that is shown in this plan. This change is due to several factors. First, economic forces are making farming less viable (see Chapter 6 for more detail), particularly in the Town of Verona where development pressures are so high. In addition, the Town sent out a letter to all the land owners who were previously in a farmland preservation area and found that many did not take the tax credits or want to be in a farmland preservation area. The growth of the City of Verona also influenced the current farmland preservation areas. Any farmland preservation areas that were in the City's potential growth area as outlined in the City/Town of Verona Boundary Agreement were removed because it is likely that land will be annexed into the City of Verona and developed within twenty years. Lastly, the only area of the Town that the Town has direct control of (with no extra-territorial jurisdiction of an adjacent city), is the southwest corner of the township. It is not prudent for the land term viability to have the most restrictive controls on the only area where the Town can approve development.

In areas that have been left in farmland preservation, permitted development shall be located in such a manner to minimize the fragmentation of productive agricultural land and to minimize any disruption to existing farm operations.

Appropriate Zoning Districts

The County's future *Farmland Preservation Districts, FP-1 (1- 35 acres) and FP-35 (greater than 35 acres)* zoning districts are most appropriate for areas within this land use category. FP-B is also appropriate in certain areas.

Policies:

1. The Town will limit new development to a density of one residential dwelling unit per 35 contiguous acres held in single ownership as of October 17, 1980 (date of the adoption of A-1 Exclusive zoning district in the Town of Verona Comprehensive Plan).
 - a. Allocation of Remaining Splits - For areas designated as agricultural uses on the proposed land use map to remain under agricultural zoning, remaining splits will remain with the larger parcel unless noted otherwise in legal transactions between a buyer and seller.
 - b. Substandard Parcels - Some legal non-conforming parcels of land (less than 35 acres and in existence before October 17, 1980) remain in the current A-1 Agriculture District of the Town. Any changes to the zoning for these parcels would require Dane County to amend their Farmland Preservation plan. The Town will consider proposals for amending the comprehensive plan and rezoning based on a number of criteria, including:
 - (i) The overall density of development proposed
 - (ii) Impact on services

- (iii) Environmental impacts
 - (iv) Impact on and compatibility with surrounding land uses
 - (v) Town & County agricultural preservation rezoning guidelines
 - (vi) Land has not had a history of economically viable farming activity.
 - (vii) Land which is too small to be economically used for agricultural purposes or which is inaccessible to farm machinery needed to produce agricultural products.
 - (viii) Land located such that conflict with surrounding agricultural uses is minimal.
 - (ix) Land divided such that the minimum lot size and density requirements for nonfarm parcels are consistent with policies in the Town.
 - (x) Land with soils not classified as prime farmland or farmland of statewide importance.
2. The Town will allow the separation of farm dwellings and related structures that existed prior to October 17, 1980 or which remain after farm consolidation. These separated land divisions will count against one split per 35 acres density policy.
- a. Assignment of Splits to Land, Not Owner - In order to prevent the occurrence of multiple divisions by successive landowners, splits shall be associated with the land, shall be cumulative, and shall apply to those persons or entities owning land on October 17, 1980, and to their grantees, heirs, successors, or assignees.
 - b. The minimum size parcel to qualify for Agricultural Preservation can be as low as one acre, but lot splits must be associated with parcels 35 acres or greater.
 - c. Non-farm residential lots shall be a minimum of two (2) acres per unit, except as otherwise provided below for conservation subdivisions or condominium development.
3. The Town will permit commercial uses that are agricultural related, such as veterinary clinics, farm machine repair, agricultural supply sales, marketing, storage, and distribution centers, plant and tree nurseries, and facilities for processing agricultural products. The Town prefers site design strategies that minimize conflicts with neighboring residential uses and disruption of rural vistas.

Transitional Agricultural Use

The primary intent of this classification is to conserve rural use lands that may someday be used for rural residential development or lot splits in the next 20 years.

Appropriate Zoning Districts

The most appropriate zoning designations for this land use category are the County's Transitional Agricultural districts (AT-35, AT-B).

Policies

1. When it is determined that land with the transitional agriculture classification is appropriate for development, the Town will require a change in zoning to be consistent with the proposed land use.
 - a. The highest default density for planned Transitional Agriculture areas shall be 1 residence per 8 acres, unless the development meets the Town's standards for a

conservation subdivision, a land condominium development or a Planned Unit Development, or public water and sewer are available.

2. The Town will use the following standards when determining if more intensive development is to be considered:
 - a. The property owner or developer shall submit a conceptual development plan for the entire property.
 - b. The proposed development will have a positive fiscal impact on the Town.
 - c. The property owner has met with nearby property owners and made a good faith effort to address their concerns.
 - d. The proposed development will consider ways to minimize impact on the rural character of the Town.
 - e. Units/lots will be determined by the type of development.

Rural Residential

The primary intent of this classification is to identify areas suitable for future single-family residential housing within a rural context with emphasis on preservation of open spaces and conservation of environmentally sensitive areas. The maximum density shall be one (1) dwelling unit per two (2.0) acres of land. With the following exceptions:

- Lot averaging can be used on parcels less than 10 acres. Under this concept, the parcel would be divided by a factor of two to determine the number of allowed lots. The new lots could be a variety of sizes as long as natural features were preserved, that the smallest lot would not be less than 1.5 acres, and a deed restriction would be applied to prohibit further splits.
- In a land condominium subdivision, the original lot size can be divided by a factor of two to determine a total number of lots, and units with a minimum lot size of 1.5 may be considered.
- In conservation subdivisions, a lot size of less than two acres may be allowed. A conservation subdivision ordinance will be developed to determine the appropriate standard.

Appropriate Zoning Districts and Subdivision Methods

The County's future *Rural Residential* zoning districts (*RR-2, RR-4, and RR-8*) are most appropriate for future Rural Residential land use category. Planned Unit Development zoning is also an option. Subdivision methods using conservation development principles are encouraged.

Policies

1. The Town will limit new development to a density of the residential dwelling unit category on the land use map. Higher densities are possible if the development meets the Town's standards for a conservation subdivision. In some cases a Planned Unit Development or condominium subdivision may be considered.

Urban Residential

The primary intent of this classification is to identify areas suitable for future single-family residential housing and multiple family dwellings within the context of an urban setting, rather than a

rural one.

Appropriate Zoning Districts and Subdivision Methods

The County's proposed residential zoning districts (SFR, TFR, MFR) are most appropriate for this Urban Residential land use category. Planned Unit Development zoning is also appropriate. Generally, the areas designated as Urban Residential on the future land use map are already built out.

Policies

1. The Town will limit new development to a density of one (1) residential dwelling unit per one and a half (1.5) acres for single-family dwellings. With the following exceptions:
 - Higher densities are possible if the development is served by public sewer or a private shared septic system that serves multiple homes. This density will be as low as 1 residential dwelling per 0.5 or 0.7 acres depending on the land use map.
 - Lots for multiple family units, if served by public sewer shall be a minimum of 0.5 acres. Lots for multiple-family units that are served by private septic shall be a minimum of 2 acres.
2. The Town will require a concept plan for the total acreage of a proposed development of more than four dwelling units and/or if the existing parcel is 8 acres or larger. The plan will establish design guidelines for the designated area that are consistent with the land use map. These guidelines may include but are not limited to:
 - a. Density - Planned density for these areas will ultimately be dependent upon the density allowed in the land use map and whether public water and sewer (i.e. urban service area designation) are available, and based on compatibility with existing surrounding uses.
 - b. Preservation of Open Space -The preservation of open spaces and environmentally sensitive areas through conservation subdivision principles are encouraged.
 - c. Compatibility with Transportation Network - Location of existing or proposed public roads, private driveways and private roads.
 - d. Encouragement of trails – The developer is encouraged to provide a plan for walking and/or biking trails.

Urban Mixed Use Neighborhood

The primary intent of this classification is to identify areas suitable for a broader range of commercial, institutional, recreational, and residential uses, which are served by public services or are likely to be served by public services within the next 20 years. The urban mixed use neighborhood (UM) classification is reserved for those areas that are immediately adjacent to the Cities of Madison and Verona. Land within the UM classification includes retail businesses and/or multi-family dwellings. The existing land use pattern, transportation infrastructure, and availability of sanitary sewer make these areas suitable for mixed-use neighborhoods with higher density residential development than what is permitted under the Rural Residential development classifications. An example of such an area would be Hillside Heights, which has commercial, single-family dwellings, duplexes, and multi-family dwellings.

Appropriate Zoning Districts

The most appropriate zoning for the Urban Mixed Use future land use category are the County's

future *Residential* zoning districts (*SFR, TFR, MFR, TND-R, TND-M, LC, GC, PUD*).

Policies

1. Within the UM classification, limit new development to a maximum gross density of one (1) residential dwelling unit per half (0.5) acre with public septic.
2. The Town will direct high-density residential development, commercial and industrial development requiring a full range of urban services to an approved public sewer district.
3. A neighborhood plan is required prior to the approval of a proposed urban mixed use neighborhood development. These guidelines may include but are not limited to:
 - a. Density - Planned density for these areas will ultimately be dependent upon the land use map (Map 9.6), whether public sewer (i.e. urban service area designation) is available, and based on compatibility with existing surrounding uses.
 - b. Lot and Building Size - Limitations on lot size and building size will be considered on a case by case basis.
 - c. Availability of Adequate Utility Services - The availability of public utility services will be considered in deciding lot size and uses.
 - d. Designation of uses – family dwellings, multi-family dwellings, commercial uses.

Commercial

The primary intent of this classification is to identify areas suitable for planned commercial development. The USH 18-151 corridor, Fitchrona Road, and the Nesbitt Road areas that represent potential business areas of the Town. Commercial development opportunities in the Town are limited because of the lack of water and sewer service in most of the town, the desire to keep a rural character, potential impacts on residential development, limited road access, and potential conflicts with the long term plans and extra-territorial jurisdiction of the surrounding cities.

Appropriate Zoning Districts

The most appropriate zoning for this future land use category are the County's proposed zoning districts *LC Limited Commercial*, and *GC General Commercial*.

Policies

1. The Town will evaluate commercial development in terms compatibility with adjacent land uses.
2. The Town will direct commercial and industrial development requiring a full range of urban services to the public sewer districts, unless otherwise proposed for a specific area in the Town in concurrence with the Town Comprehensive Plan.
3. The Town will require any development outside of an Urban Service Area to be on a site with adequate well and septic access.
4. The Town will require a site plan for any proposed development. A site plan ordinance should be considered.
5. The Town encourages commercial development to locate near incorporated areas, existing

business developments, or along collector and arterial roadways. Any industrial development requiring large volumes of water, sewage treatment, or fire protection by a public water system with hydrants will be directed to locate in public sewer district.

6. If the commercial business is planned for a rural part of the Town, the business should not detract from the rural character of the surrounding area.

Natural Resource and Recreational areas

The primary intent of this classification is to identify areas for conservation and/or recreational use, either in public ownership (e.g. parks) or private ownership (e.g. a commercial business or fraternal organization). Uses might include hunting, fishing, sports clubs, campgrounds, golf courses, and other recreational facilities as well as parks, wooded areas and other natural areas.

Appropriate Zoning Districts

Recreational commercial is allowed in the future County's (NR-C) Recreational zoning district as either a permitted or conditional use. This includes privately owned natural areas. NR-P are areas that are publicly owned and include forests, wildlife areas, prairies, wet lands, and open spaces.

Policies

1. The Town encourages the protection of lands that are vital to the region's ecosystem and/or that are considered an important part of the Town's rural character.
2. It will not be necessary to amend the Town's Future Land Use map to approve creation of a publicly-owned park or recreational use on land that is currently mapped for another future land use; however, the creation of new privately-owned recreational uses will require an amendment to the Future Land Use Map to this NR designation.

Public/Institutional

This land use category includes properties owned by the Town, the school district, Dane County, non-profit organizations, and religious institutions.

Appropriate Zoning Districts

Institutional buildings are allowed in the County's future zoning districts of TND-R, TND-M, GC and HC and as a conditional use in the County's RM, RR, SFR, TFR, MFR, LC, RI, and MI zoning districts.

Policies

1. The Town will not require an amendment to the Future Land Use Map prior to the approval of a proposed public or institutional use in an area that is currently mapped for another future land use.

Mineral Extraction

This category includes existing quarries within the Town. This Plan does not identify new quarry lands, but it is recognized that appropriate geological features exist in the Town for mineral extraction.

Appropriate Zoning Districts

A mineral extraction is a conditional use under the County's future FP-35, FP-B, AT, RM, RI, and

MI zoning districts. There are no zoning districts in the proposed County zoning that mineral extraction is a permitted use without a conditional use permit.

Policies

1. The Town may allow the opening or expansion of approved sites, or the establishment of new sites with a plan amendment, provided the following criteria are met:
 - a. Compatibility with Neighboring Existing Uses - The establishment, maintenance, or operation of the site shall not conflict with adjacent approved uses, subject to appropriate discussion and review.
 - b. Preservation of Public Health and Safety - The establishment, maintenance, or operation of the site shall not be detrimental to or endanger the public health, safety, comfort, or general welfare.
 - c. Positive Cost-Benefit Analysis - The establishment, maintenance, or operation of the site shall balance the risk with the positive business of employment, tax revenue, and need of natural resources for all citizens.
 - d. Compatibility with Proposed Uses - The establishment, maintenance, or operation of the site shall not impede the planned and orderly development of the surrounding properties for uses permitted in the area.
 - e. Protection of Wetlands and Water Quality - Operation of the site shall meet and satisfy all State and County criteria regarding wetlands and water quality impacts of the proposed extraction operation.
 - f. Protection of Air Quality - Operation of the site shall meet all applicable State and Federal air quality standards.
 - g. Required Maintenance of the Site - Adequate access roads, drainage, noise and dust controls, visual barriers, and other site improvements shall be provided by the landowner, renter, or lessee.
 - h. Required Operational and Reclamation Plans - Site operation plans and specific, detailed reclamation plans shall be provided by the landowner, renter, or lessee.
 - i. Transportation analysis - Applicant will be required to provide for a traffic impact study and impact on roads. If there is potential damage to Town roads, the applicant will be required to cover the repair of the road.
2. The Town will require an applicant for any opening or expansion of a mineral extraction site to provide a detailed mineral extraction operation plan, which will include the following:
 - a. Site Map - A site map showing the areas to be mined, plus all access roads, all rights-of-way, all structures, any surface drainage features, and all utilities, within 1/4 mile of the property lines of the site.
 - b. Zoning and Site Characteristics - Information about the site, including the zoning district of the site and all adjoining and adjacent parcels.
 - c. Description of Activities - A description of the mineral extraction activities, including but not limited to methods and procedures to be used.
 - d. Hours of Operation - The hours of operation, and whether or not blasting will be conducted on site.
 - e. Noise Mitigation Efforts - How the operator intends to limit the noise exposure to properties within a 1/2 mile.
 - f. Schedule of Operations - A timetable for completion of various stages of the mining

- operation, including a date when the extraction operation and reclamation will be complete and the CUP terminated.
- g. Reclamation Plan - A site reclamation plan, which will be implemented upon completion of extraction activities, must be approved by the Town Board. Reclamation must begin once the extraction activities have ceased for a period of 3 months.
3. The Town will require mining operations to comply with all procedures and operations described in Dane County ordinance 10.191, as well as meet the following conditions:
- a. Fencing and Signage - A fence (4 ft in height) shall surround all mineral extraction areas, which shall be at least ten feet from the top edge of a slope of the mineral extraction operation. The fence shall be posted with “Warning” signs. A gate shall be erected across all access roads, which shall be kept closed and locked whenever there is no authorized activity being conducted on the site.
 - b. Blasting Documentation -The applicant shall submit written proof that any proposed blasting is within the limitations set by the Wisconsin Department of Commerce. In addition, the applicant must provide a process to review claims of structural damage to neighboring uses and ways to compensate landowners for any damages. The Town must approve this process.
 - c. Regulatory Documentation - The applicant must submit evidence that all applicable regulations of Dane County, the Wisconsin Department of Commerce, the Wisconsin Department of Natural Resources, the U.S. Department of Labor’s Mine Safety and Health Administration, and the Occupational Safety and Health Administration have been met.
 - d. Appropriate Uses and Operations for the Site - The conditional use shall conform to all applicable regulations of the district in which it is located. This limits other uses beyond the mineral extraction, such as hot blacktop mix and ready-mix concrete operations that would require separate permits. It also relates to certain uses, which are allowed only in other zoning districts, such as commercial truck repair or sales.

Utilities

By State Statute Towns cannot restriction the location of communication utilities. Utilities are allowed in all County’s zoning districts except NR. However, the Town encourages co-location of facilities, quality landscape screening of the base, and any attempt to make the towers blend into the landscape so as to not disrupt the rural character.

Future Urban Development

It is important to acknowledge that despite the Town’s future land use recommendations; there are large portions of the Town for which the Cities of Verona, Madison, and Fitchburg can control future land use by halting lot splits with their extra-territorial jurisdiction (ETJ) authority. On the Boundary Agreement Map 9.3 areas adjacent to the City of Verona and labeled “City Growth Area” are expected to be developed by the City within 10 years, for example, the North Neighborhood Plan for the City of Verona. Thus, the Town’s future lands in these areas represent existing uses. Some neighborhoods are projected by the City of Verona expansion into areas designed joint “City/Town Interest Area”, such as the Northwest Neighborhood Plan, which is north of HWY PD and west of Woods Road. The City of Verona expects to ultimately expand into the City/Town interest areas, but may allow Town development that does not conflict with City plans. Lastly, Town development within the City of

Madison and City of Fitchburg ETJ is subject to City approval of lot splits. Land use designations in these areas represent the Town's desired uses, but development may or may not be approved by the Cities. In order for the Cities to annex town land, it must be adjacent to an existing City boundary.

9.5 Amending the Future Land Use Map

The Town recognizes that from time to time it may be necessary to amend the future land use map to account for changes in the current planning environment that were not anticipated or changes in land use requested by landowners. A property owner may petition for a change to the Future Land Use Map by the end of December of odd numbered years and this request will be considered by the Plan Commission, the Joint City-Town Plan Commission if appropriate, the Town Board and appropriate Dane County Committees. The Town will consider petitions based on the following criteria:

1. Agricultural Criteria: If the applicant has been receiving tax credits for Farmland Preservation, then the applicant should have received these credits for a minimum of 15 years. Applicant will need to show how the proposed change will not have significant impact on the rural character of the area. Land in the transitional agriculture category will be eligible for changes to appropriate zoning districts as determined by Plan Commission and Town Board. There will be strong emphasis place on maintaining agriculture operations on prime farm land.
2. Compatibility Criteria: The proposed land use change will not have a substantial adverse effect upon adjacent property or the character of the area, with a particular emphasis on existing agricultural operations. A petitioner may indicate approaches that will minimize incompatibilities with adjacent property and proposed land use.
3. Natural Resources Criteria: The land does not include important natural features such as wetlands, floodplains, steep slopes, or scenic vistas, which will be adversely affected by the proposed development. The proposed building envelope is not located within the setback of Shoreline and Floodplain zones. The proposed development will not result in undue water, air, light, or noise pollution. Petitioner may indicate approaches that will preserve or enhance the most important and sensitive natural features of the proposed site. If the land is wooded then the applicant will need to show how the changes will have a minimal impact on the wooded area.
4. Emergency Vehicle Access Criteria: The lay of the land will allow for construction of appropriate roads and/or driveways that are suitable for travel or access by emergency vehicles.
5. Ability to Provide Services Criteria: Provision of public facilities and services will not place an unreasonable burden on the ability of the Town to provide and fund those facilities and services. Petitioners may demonstrate to the Town that the current level of services in the Town, including but not limited to school capacity, transportation system capacity, emergency services capacity (police, fire, EMS), parks and recreation, and potentially water and/or sewer services, are adequate to serve the proposed use. Petitioners may also demonstrate how they will assist the Town with any shortcomings in public services or facilities.
6. Adherence to Other Portions of this Plan: The proposed land use change is consistent with the general vision for the Town, and the other goals, objectives, and policies of this Plan.

9.6 Interpreting Map Boundaries

Where uncertainty exists as to the boundaries of districts shown on the Future Land Use Map, the following rules will apply:

1. Boundaries indicated as approximately following the centerlines of streets, or highways will be construed to follow such centerlines.
2. Boundaries indicated as approximately following platted lot lines or U.S. Public Land Survey lines will be construed as following such lot lines.
3. Boundaries indicated as approximately following municipal boundaries will be construed as following such boundaries.
4. Boundaries indicated as following railroad lines will be construed to be midway between the main tracks.
5. Boundaries indicated as following shorelines and floodplains, will be construed to follow such shorelines and floodplains, and in the event of change in the shorelines and floodplains, it will be construed as moving the mapped boundary.
6. Boundaries indicated as following the centerlines of streams, rivers, canals, or other bodies of water will be construed to follow such centerlines.
7. Boundaries indicated as parallel to extension of features indicated in the preceding above will be so construed. The scale of the map will determine distances not specifically indicated on the map.

The State of Wisconsin Department of Safety and Professional Services

Hereby certifies that

ANDREW G BUSSEN

was granted a certificate to practice as a

**CERTIFIED GENERAL APPRAISER ELIGIBLE TO APPRAISE FEDERALLY
RELATED TRANSACTIONS IS AQB COMPLIANT**

in the State of Wisconsin in accordance with Wisconsin Law

on the 30th day of November in the year 1994.

The authority granted herein must be renewed each biennium by the granting authority.

*In witness thereof, the State of Wisconsin
Department of Safety and Professional Services
has caused this certificate to be issued under
its official seal.*



Laura E. Gutierrez
Secretary

This certificate was printed on the 28th day of November in the year 2017

QUALIFICATIONS OF ANDREW G. BUSSEN, MAI

EDUCATION

UNIVERSITY OF WISCONSIN - MADISON - Madison, Wisconsin
B.B.A., Real Estate and Urban Land Economics, 12/91

This program is rated as one of the top real estate education programs in the country.

EXPERIENCE

BUSSEN COMPANY OF WISCONSIN, INC. (D/B/A BUSSEN COMPANY)

Madison, Wisconsin (2001-Present)

President

Services include commercial real estate appraisal and consulting, real property tax consulting, market and feasibility studies, and expert witness testimony related to the services available.

PGP VALUATION, INC., San Diego, California (2002-2004)

Manager/Appraiser

Manager and appraiser; also performed subcontract appraisal services for this company; this company is now part of **Colliers International**

ERNST & YOUNG LLP, Milwaukee, Wisconsin and Chicago, Illinois (7/96 - 6/98)

Valuation Consultant - National Property Tax Group

Review of real and personal property assessments; preparation and filing of real and personal property returns; research data for use in the preparation of appeals to assessors, Boards of Review, and Tax Appeals Commission level hearings.

TECHNICAL BACKGROUND

Throughout my employment experience, I have performed appraisals and related services for a variety of income-producing and special purpose property types, including (but not limited to) the following:

- | | |
|---------------------------------|--|
| ◆ Office buildings | ◆ industrial/warehouse and distribution facilities |
| ◆ Apartment/multi-family | ◆ health care facilities (including general hospitals, nursing homes, and psychiatric hospitals) |
| ◆ Lodging facilities | ◆ corporate headquarters facilities (> 1M SF) |
| ◆ Retail/shopping centers | ◆ subdivision development (including retail, multi- and single-family residential, condominium) |
| ◆ Churches and schools | ◆ highest and best use, market/feasibility studies |
| ◆ Tax credit housing | ◆ preparation and filing of real and personal property returns; agency representation in appeals |
| ◆ Residential Care Apts (RCAC) | ◆ Community-based residential facilities (CBRF) |
| ◆ Triple-net lease properties | ◆ Cold storage facilities |
| ◆ Limited Partnership Interests | ◆ Portfolio valuations |

PROFESSIONAL AFFILIATIONS

- ◆ **Member, Appraisal Institute (MAI)**
- ◆ California Certified General Real Estate Appraiser #AG028043
- ◆ California Real Estate Broker
- ◆ Wisconsin Certified General Appraiser #657
- ◆ Wisconsin Real Estate Broker - License #47888
- ◆ Former Director - Wisconsin Chapter of the Appraisal Institute
- ◆ Member - University of Wisconsin Real Estate Alumni Association (WREAA)
- ◆ Member – Wisconsin Realtors Association (WRA)
- ◆ Member - National Association of Realtors (NAR)
- ◆ Former Member - Village of McFarland, Wisconsin Property Tax Appeals Board of Review

CLIENT RELATIONS

The following is a representative list of clients I have worked with during my career:

- | | |
|---|--|
| ◆ Alexander Company | ◆ Wells Fargo |
| ◆ AMI Capital | ◆ Johnson Bank |
| ◆ AnchorBank | ◆ M&I Bank/BMO Harris Bank |
| ◆ Associated Bank | ◆ Ameritas Investment Advisors |
| ◆ Bache Funding | ◆ McFarland State Bank |
| ◆ Banc One | ◆ McGrath Associates |
| ◆ Bank of Prairie du Sac | ◆ Murphy & Desmond, S.C. |
| ◆ Bank of Sun Prairie | ◆ National Guardian Life Insurance Co. |
| ◆ Bankers' Bank | ◆ Park Bank |
| ◆ Bemis Manufacturing | ◆ Orion Financial |
| ◆ Capital Markets | ◆ Abby Bank |
| ◆ Capitol Bank | ◆ LaJolla Bank |
| ◆ City of Madison | ◆ Collateral Mortgage Capital, LLC |
| ◆ Ernst & Young LLP | ◆ Snap-on Incorporated |
| ◆ Fellowes | ◆ State Bank of Mt. Horeb |
| ◆ Fiore Companies | ◆ Suburban Capital |
| ◆ U.S. Bank | ◆ Wisconsin Bank & Trust |
| ◆ First Business Bank | ◆ Tharaldson Enterprises |
| ◆ First Federal | ◆ Urban Land Interests |
| ◆ Fleming Development | ◆ Western Center Properties |
| ◆ Hovde Realty | ◆ Prudential Mortgage |
| ◆ Gold's Gym | ◆ Finlay Industries |
| ◆ T. Wall Properties | ◆ EMI (Executive Management, Inc.) |
| ◆ Monona State Bank | ◆ Stone House Development |
| ◆ DeWitt, Ross, and Stevens | ◆ The Gialamas Company |
| ◆ The Rifken Group, Ltd. | ◆ Cohen Financial |
| ◆ CB Richard Ellis | ◆ State Bank of Cross Plains |
| ◆ Wells Fargo RETECHS | ◆ Allstate Investments, LLC |
| ◆ J.P. Morgan Financial | ◆ John Hancock |
| ◆ Wisconsin Housing and
Economic Development (WHEDA) | ◆ Horizon Development |
| | ◆ WIPFLI, LLP |

REAL ESTATE EDUCATION

University of Wisconsin – Madison

Courses attended en route to awarding of Undergraduate Degree:

- ◆ 550 – The Real Estate Process
- ◆ 551 – Income Property Finance
- ◆ 552 – Residential Finance and Housing Policy
- ◆ 554 – Residential Property Development and Management
- ◆ 556 – Valuation of Real Estate
- ◆ 557 – Urban Economics – Structure & Dynamics
- ◆ 652 – Contemporary Real Estate Analysis

Seminar(s) attended after Graduation (as sponsored by the University of Wisconsin School of Business Center for Urban Land Economics Research):

- ◆ Real Estate Investment and Feasibility Analysis
- ◆ Real Estate Capital Markets: REIT's and CMBS

Appraisal Institute

Courses and requirements fulfilled en route to awarding of the MAI Designation:

- ◆ 110 – Appraisal Principles
- ◆ 120 – Appraisal Procedures
- ◆ 310 – Basic Income Capitalization
- ◆ 410 – Standards of Professional Practice, Part A (USPAP)
- ◆ 420 – Standards of Professional Practice, Part B
- ◆ 510 – Advanced Income Capitalization
- ◆ 540 – Report Writing and Valuation Analysis
- ◆ 550 – Advanced Applications
- ◆ Seminar Attendance – Demonstration Appraisal Report Writing Seminar
- ◆ Successful Completion of Demonstration Appraisal Report
- ◆ Experience Credits Awarded for Levels I, II, and III
- ◆ In addition, I have attended numerous seminars and continuing education related to maintaining appraisal and brokerage licenses over the last 20± years

OTHER

- ◆ Nominated to Madison's *In Business* Magazine's "40 Under 40" Publication in 2006
- ◆ Experience related to appraisal and property tax consulting includes expert witness testimony and/or client representation at various levels of property tax appeal hearings
- ◆ Software proficiency includes Microsoft Word and Excel, ARGUS and other miscellaneous programs
- ◆ Have performed subcontract appraisal work with CB Richard Ellis and PGP Valuation
- ◆ Real estate projects have included spec-home development in desert communities, small income property (multifamily) and office building market repositioning and sell-off, and land holdings for future redevelopment along commercial corridors

REFERENCES

Available Upon Request

QUALIFICATIONS OF Casey G. Rice

EDUCATION	<p>UNIVERSITY OF WISCONSIN - MADISON - Madison, Wisconsin B.B.A., Real Estate and Urban Land Economics, 07/2011 <i>This program is rated as one of the top real estate education programs in the country.</i></p>
EXPERIENCE	<p>BUSSEN COMPANY OF WISCONSIN, INC. (D/B/A BUSSEN COMPANY) Madison, Wisconsin (06/2015-Present) <i>Staff Appraiser</i> Services include commercial real estate appraisal and consulting; personal property and real property tax consulting and market/feasibility studies.</p> <p>MANDEL GROUP, INC. – NEW FOUNTAINS APARTMENTS Fitchburg, Wisconsin (02/2012-06/2015)</p> <p><i>Assistant Property Manager / Affordable Housing Specialist (06/2013-06/2015)</i> Supervised all property operations for 578 units of rental housing, including 120 affordable LIHTC units. Processed all accounts receivable and accounts payable transactions.</p> <p><i>Leasing Manager / Marketing Specialist (02/2013-06/2013)</i> Coordinated all leasing activity for the complex and supervised a leasing staff of 3 total agents. Evaluated and updated all property marketing channels.</p> <p><i>Leasing Agent / Customer Service Representative (02/2012-02/2013)</i> Guided prospective residents through the leasing process. Provided exceptional customer service to both current and prospective tenants. Processed rental applications and affordable housing certifications.</p>
PROFESSIONAL AFFILIATIONS	<p>Member - University of Wisconsin Real Estate Alumni Association (WREAA)</p>
REAL ESTATE EDUCATION	<p>UNIVERSITY OF WISCONSIN – MADISON, SCHOOL OF BUSINESS <i>Courses attended en route to awarding of Undergraduate Degree:</i></p> <ul style="list-style-type: none">♦ 306 – The Real Estate Process♦ 312 – Real Estate Law♦ 410 – Real Estate Finance♦ 415 – Real Estate Valuation♦ 420 – Urban Land Economics♦ 611 – Residential Property Development
AWARDS	<ul style="list-style-type: none">♦ Nathan Brand Award of Excellence in Real Estate Analysis Award received for submitting the best appraisal of a Madison office/retail building for the Real Estate Valuation class at UW-Madison.♦ 2014 Wisconsin Apartment Owners and Managers Association – Assistant Manager of the Year (state-wide)♦ 2014 Mandel Group, Inc. Associate of the Quarter Award (company-wide)♦ 2012 Wisconsin Apartment Owners and Managers Association – Leasing Consultant of the Year (state-wide)
REFERENCES	<p>Available Upon Request</p>