



PRAEDIUM VALUATION GROUP

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APPRAISAL REPORT FOR

**3010 N Mannheim Road,
Franklin Park,
Cook County, Illinois, 60131**

AS OF

January 24, 2024

PREPARED FOR

**Mr. Nicholas Walny
Director of Community
Development
Village of Franklin Park
9500 W Belmont Ave
Franklin Park, IL 60131**

PREPARED BY

**Praedium Valuation Group
1658 N Milwaukee Ave., Ste B,
PMB 5460
Chicago, Illinois 60647
File Name: 22379**

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February 6, 2024

Mr. Nicholas Walny
Director of Community Development
Village of Franklin Park
9500 W Belmont Ave
Franklin Park, IL 60131

Re: Appraisal Report
3010 N Mannheim Road, Franklin Park,
Cook County, Illinois, 60131

File Name: 22379

Dear Mr. Walny:

At your request, we have prepared an appraisal for the above referenced property, which is briefly described as follows:

The subject property is a dual corner, rectangular vacant site comprising approximately 56,480 square feet (sf) of land along a primary commercial thoroughfare in the Village of Franklin Park. It is zoned C-3. The site had previously been improved with a Super 8 motel, which was demolished in 2011 subsequent to a fire. The subject property and valuation methodology are further detailed in the appropriate sections of this report.

Please reference page 11 of this report for important information regarding the scope of research and analysis for this appraisal, including property identification, inspection, highest and best use analysis and valuation methodology.

We certify that we have no present or contemplated future interest in the property beyond this estimate of value. We have not performed any prior services regarding the subject within the three years immediately preceding the appraisal date.

Mr. Walny
Village of Franklin Park
February 6, 2024
Page 2

Your attention is directed to the Limiting Conditions and Assumptions section of this report (page 47). Acceptance of this report constitutes an agreement with these conditions and assumptions. In particular, we note the following:

Hypothetical Conditions:

- There are no hypothetical conditions for this appraisal.

Extraordinary Assumptions:

- There are no extraordinary assumptions for this appraisal.

Based on the appraisal described in the accompanying report, subject to the Limiting Conditions and Assumptions, Extraordinary Assumptions and Hypothetical Conditions (if any), we have made the following value conclusions:

Current Market Value of the Subject Property, As Is:

The market value of the fee simple estate of the property, as is, as of January 24, 2024, is:

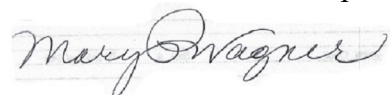
\$540,000

Five Hundred Forty Thousand Dollars

The market exposure time preceding January 24, 2024 would have been 6 to 12 months and the estimated marketing period as of January 24, 2024 is 6 to 12 months.

This report was prepared in conformance with USPAP appraisal guidelines as well as those of the Appraisal Institute.

Respectfully submitted,
Praedium Valuation Group



Mary Wagner, MAI
IL Certified General Real Estate
Appraiser
License No. 553-001102
License Expires: September 30, 2025

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AERIAL VIEW



Source: Cook County GIS
Note: Subject outlined in red above

SUBJECT PHOTOGRAPHS



LOOKING WEST AT SUBJECT FROM MANNHEIM ROAD



LOOKING NORTHWEST AT SUBJECT SITE



LOOKING NORTHEAST AT SUBJECT SITE



LOOKING SOUTH AT SUBJECT SITE



LOOKING SOUTHEAST AT SUBJECT SITE



VIEW NORTH ON MANNHEIM ROAD



VIEW WEST ON SCHILLER BOULEVARD



VIEW EAST ON CENTER AVENUE



VIEW WEST ON CENTER AVENUE

SUMMARY OF IMPORTANT FACTS AND CONCLUSIONS

PROPERTY IDENTIFICATION

Address:	3010 N Mannheim Road, Franklin Park, Cook County, Illinois, 60131
Description:	The subject property is a dual corner, rectangular vacant site comprising approximately 56,480 square feet (sf) of land along a primary commercial thoroughfare in the Village of Franklin Park. It is zoned C-3. The site had previously been improved with a Super 8 motel, which was demolished in 2011 subsequent to a fire. The subject property and valuation methodology are further detailed in the appropriate sections of this report.
Tax Identification:	12-29-212-002, -003, -008, -009 and -013
Census Tract:	8117.01
Owner:	Village of Franklin Park
Sale & Listing History And Pending Contract:	The subject property was acquired by the Village of Franklin Park via a Warranty Deed in Lieu of Foreclosure due to a demolition lien against the grantor, ANZ Enterprises, Inc. According to the deed (doc. #1425134073) the amount of the lien was \$541,084.03. This represents the expenditures by the Village to demolish the former hotel that was on the property. There was a major fire at the hotel in 2011 which caused significant damage and the building required demolition. The former owner deeded the property to the village instead of paying for the cost of demolition. The village subsequently had a contract with a developer for \$575,000 to purchase the site and construct a strip center, but the deal fell through as the contract purchaser was not able to obtain a construction loan. The TIF that used to exist for the subject has since expired. The village is currently negotiating with another potential purchaser.

SCOPE OF WORK SUMMARY

Report Type:	Appraisal Report
Date of Report:	February 6, 2024
Type of Value:	Market Value
Property Rights Appraised:	Fee Simple

Intended Use: The intended use is to establish market value to be used in determining a fair selling price.

Intended Users: The intended user is our client, Mr. Nicholas Walny of the Village of Franklin Park.

PROPERTY CHARACTERISTICS

Land:

Land Summary

Parcel ID	Gross Land Area (Acres)	Gross Land Area (Sq Ft)	Usable Land Area (Sq Ft)	Topography	Shape
12-29-212-002, -003, -008, -009, -013	1.30	56,480	56,480	Slopes up slightly to the west	Rectangular

Zoning: C-3, General Commercial District

Highest and Best Use of the Site: For a build-to-suit commercial development in accordance with existing zoning.

Highest and Best Use as Improved: The subject property is a vacant site. Therefore, a Highest & Best Use 'as improved' analysis is not applicable.

Hypothetical Conditions: There are no hypothetical conditions for this appraisal.

Extraordinary Assumptions: There are no extraordinary assumptions for this appraisal.

VALUE CONCLUSION

Reconciled Value:

Premise:	As Is
Value Type:	Market Value
Property Rights:	Fee Simple
Effective Date:	January 24, 2024
Value Conclusion:	\$540,000

KEY ANALYSIS POINTS

The subject property consists of rectangular, dual corner, vacant site having 56,480 square feet of land. The property is zoned C-3, General Commercial District. The site has 200 feet of frontage on the west side of Mannheim Road, and roughly 282.4 feet of frontage on the south side of Center Avenue and the north side of Schiller Boulevard. According to IDOT, 27,100 vehicles per day travel along Mannheim Road, providing good exposure. There are two curb cuts onto the site from Mannheim Road, though they have been blocked by concrete barricades. The site is currently vacant and grass covered.

Improvements along Mannheim Road include a variety of commercial properties including neighborhood and community shopping centers, single tenant commercial buildings, offices, auto repair, gas stations, restaurants, hotels and motels. There are also some light industrial buildings, particularly to the north, and township offices further to the south. There are shopping centers on the northwest and southeast corners of Grand Avenue and Mannheim Road, two blocks south of the subject. Rio Valley at the southeast corner is anchored by Rio Valley Supermarket, along with a mix of local and national tenants. Wendy's and White Castle are on outlots. The northwest corner is improved as Franklin Marketplace which has tenants including Starbucks, Sonic, Chase, Jersey Mikes, AT&T, T-Mobile and Pizza Hut. A new 110-room Wyndam Garden hotel is currently under construction in Franklin Marketplace and will serve as the anchor for the shopping center. There had been a free-standing CVS in the subdivision but the store has gone dark. The Starbucks is at the northwest corner of Grand Avenue and Mannheim Road and is technically not a part of the subdivision. An elementary school and a house of worship are located at the southwest corner of Mannheim Road and Grand Avenue, and a gas station is located on the northeast corner. The area to the west of the subject site contains older and modest residential (single family and low-rise multifamily) and some industrial improvements.

The subject location offers good access to the area's major thoroughfares and expressways. Access to Interstate 290 and Interstate 294 from North Avenue is located approximately 3 miles southwest of the subject. Interstate 294 can also be accessed approximately 2 miles north of the subject just east of Mannheim Road. These expressways provide quick access to O'Hare International Airport, the southern boundary of which is 1.5 miles north of the subject. Public bus service is available along Mannheim Road. Metra Rail serves the community with two lines and two stations. The Milwaukee District West line has a depot at 3148 Rose Street while the North Central Line has a station at 9280 Belmont.

Following the last recession, there was little to no development of any type in the Village for a few years. The industrial market began to recover first locally and there have been several large industrial projects in the village. In 2016 / 2017, two new commercial strip center buildings were constructed in the Franklin Marketplace, and the aforementioned Wyndam Garden hotel is currently under construction. A McDonald's, a car wash and a Quik Trip gas station were recently approved for commercial sites in the village. Many commercial and industrial zoned sites in the village are located within Enterprise Zones and TIF zones, which are an incentive for new development. The subject site had been within a TIF district, but the TIF expired in 2022.

Subject Property History

The subject property was acquired by the Village of Franklin Park via a Warranty Deed in Lieu of Foreclosure due to a demolition lien against the grantor, ANZ Enterprises, Inc. According to the deed (doc. #1425134073) the amount of the lien was \$541,084.03. This represents the expenditures by the Village to demolish the former hotel that was on the property. There was a major fire at the hotel in 2011 which caused significant damage and the building required demolition. The former owner deeded the property to the village instead of paying for the cost of demolition. The village subsequently had a contract with a developer for \$575,000 to purchase the site and construct a strip center, but the deal fell through as the contract purchaser was not able to obtain a construction loan. The TIF that used to exist for the subject has since expired. The village is currently negotiating with another potential purchaser.

The last occupancy of the subject property was as a Super 8 motel operated by ANZ Enterprises. The Village revoked their license for multiple code violations in 2009. In August of 2011, the building was destroyed in a major fire which was later determined to be arson. The village ordered the demolition of the building and the former owner was required to pay for it. A while after the site was cleared and sodded, the village erected a sign on the property offering it for sale, with the price subject to negotiation. It was not listed with a realtor or on the MLS. The village is currently in negotiations with an interested party after a prior contract fell through.

The client provided a Phase I Environmental Site Assessment report for a prior appraisal and the report concluded that there was no evidence of recognized environmental conditions based on the limited assessment. Additionally, the client provided a report of findings from a limited soil bearing analysis of the site which concluded that the site has “rubberized or intact elements of previous structures” which prevented a thorough analysis of the soil. Reportedly, the former hotel on the subject site had a subsurface swimming pool, and that area may have been filled with debris from the fire during the clean-up process. The area was then covered with soil and sod and the pool remained buried underground and filled with debris. The village has since excavated, cleared and refilled the site, and it is reported to be construction ready.

SCOPE OF WORK

According to the Uniform Standards of Professional Appraisal Practice, it is the appraiser's responsibility to develop and report a scope of work that results in credible results that are appropriate for the appraisal problem and intended user. Therefore, the appraiser must identify and consider:

- the client and intended users;
- the intended use of the report;
- the type and definition of value;
- the effective date of value;
- assignment conditions;
- typical client expectations; and
- typical appraisal work by peers for similar assignments.

This appraisal is prepared for Mr. Nicholas Walny, at Village of Franklin Park. The problem to be solved is to estimate the current market value of the subject property, as is.

The definition of market value used in this appraisal is found in *The Dictionary of Real Estate Appraisal, 6th edition* (Chicago: Appraisal Institute, 2015), and the same definition can also be found in the Code of Federal Regulations; "12 CFR, part 34, subpart C-Appraisal 34.42 (g).

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

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

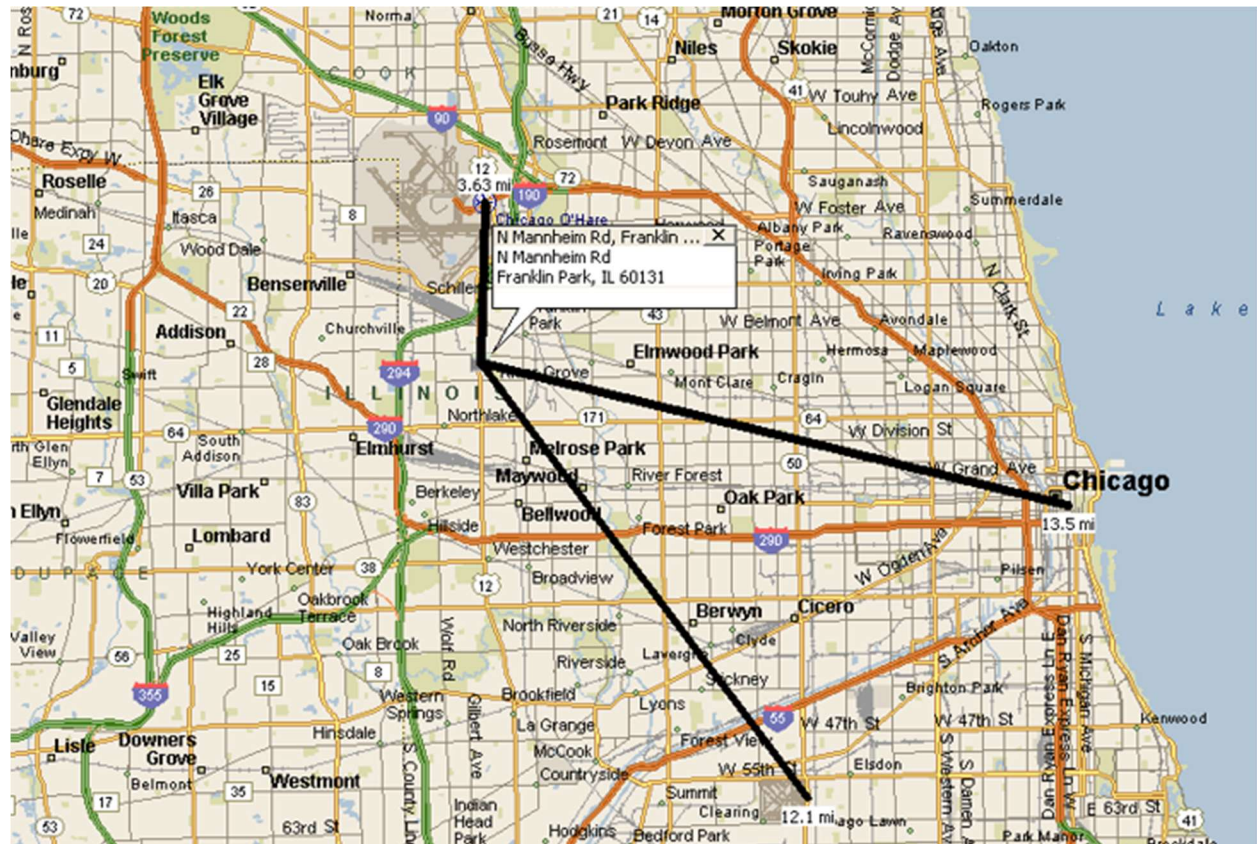
The intended use is to establish market value to be used in determining a fair selling price. This appraisal is intended for the use of our client, Mr. Nicholas Walny of the Village of Franklin Park.

SCOPE OF WORK

Report Type:	This is an Appraisal Report as defined by Uniform Standards of Professional Appraisal Practice under Standards Rule 2-2(a). This format provides a summary or description of the appraisal process, subject and market data and valuation analyses.
Property Identification:	The subject has been identified by the Assessor's parcel numbers. A Plat of Survey was not provided for this assignment.
Inspection:	An observation of the subject property has been made, and photographs taken.
Market Area and Analysis of Market Conditions:	An analysis of market conditions has been made. The appraiser maintains and has access to comprehensive databases for this market area and has reviewed the market for sales and listings relevant to this analysis.
Highest and Best Use Analysis:	An as vacant highest and best use analysis for the subject has been made. Physically possible, legally permissible and financially feasible uses were considered, and the maximally productive use was concluded.
Type of Values:	Market Value
<u>Valuation Analyses</u>	
Cost Approach:	A cost approach was not applied as the subject is vacant land and this Approach was not applicable.
Sales Comparison Approach:	A sales comparison approach was developed as there is adequate data to develop a value estimate and this approach reflects market behavior for this property type.
Income Capitalization Approach:	An income capitalization approach was not developed as the subject is a vacant land parcel not generating any income. There is not a demonstrable rental market for commercial zoned sites in the area and therefore, this approach was not applicable and has not been developed for this appraisal.
Hypothetical Conditions:	There are no hypothetical conditions for this appraisal.
Extraordinary Assumptions:	There are no extraordinary assumptions for this appraisal.

MARKET AREA ANALYSIS

Location Map – Metro Area



The subject is located in the Village of Franklin Park, approximately 14 miles northwest of the Loop, 1.5 miles south of the southern boundary of O'Hare Airport, and 12 miles northwest of Midway Airport.

Market Area Location

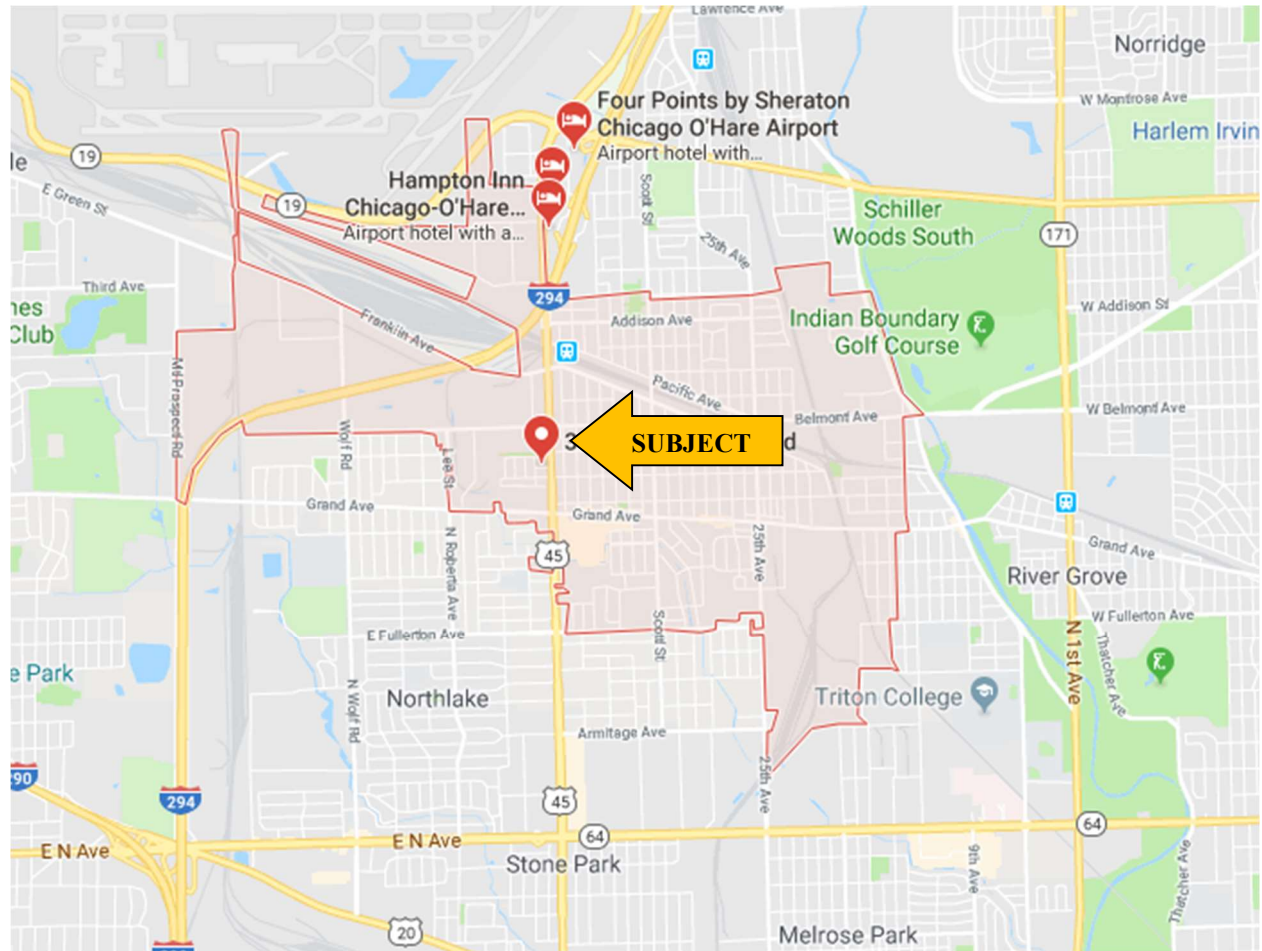
The subject is located in the Village of Franklin Park, approximately 14 miles northwest of the Loop, four miles south of O’Hare Airport, and 12 miles northwest of Midway Airport. The major employers in the Chicago market area are as follows:

CHICAGO AREA MAJOR EMPLOYERS 2020

Top Employers – Chicago	Local Employees
1. U.S. Government	52,357
2. Chicago Public Schools	38,637
3. City of Chicago	30,928
4. Advocate Aurora Health	26,335
5. Cook County	22,074
6. Northwestern Memorial Healthcare	21,999
7. University of Chicago	18,732
8. Walmart Inc.	16,711
9. Amazon.com Inc.	16,610
10. Amita Health	14,282
<i>Source: Crain’s Chicago Business</i>	

The nation’s unemployment rate as of November 2023 was 3.7%, according to the Bureau of Labor Statistics. The Illinois unemployment rate as of November 2023 was 4.7%, and the Chicago metro area rate was 4.4%.


Community Map



The subject is located within the Village of Franklin Park, IL, less than one mile south of the “Mannheim” station along the Metra Rail’s Milwaukee District West Line. The subject has proximate expressway access just over one mile north to I-294. Bus routes run in proximity to the subject along Mannheim Road and Grand Avenue. The southern boundary of O’Hare Airport is approximately 1.5 miles north of the subject.

Population Trends

The following chart details household income and population within one-mile, three-mile, and five-mile radii of the subject property:



Demographic and Income Comparison Profile

3010N Mannheim Rd, Franklin Park, Illinois, 60131
Rings: 1, 3, 5 mile radii

Prepared by Esri
Latitude: 41.93330
Longitude: -87.88595

	1 mile	3 miles	5 miles
Census 2020 Summary			
Population	18,260	102,300	364,373
Households	5,812	35,305	130,341
Average Household Size	3.14	2.87	2.76
2023 Summary			
Population	18,003	99,826	357,999
Households	5,757	34,952	129,420
Families	4,236	24,054	88,150
Average Household Size	3.12	2.83	2.73
Owner Occupied Housing Units	4,425	23,600	91,937
Renter Occupied Housing Units	1,332	11,352	37,483
Median Age	36.8	37.2	39.6
Median Household Income	\$71,497	\$66,859	\$76,900
Average Household Income	\$88,327	\$86,611	\$108,260
2028 Summary			
Population	17,648	97,312	349,925
Households	5,724	34,591	128,316
Families	4,207	23,810	87,373
Average Household Size	3.08	2.79	2.69
Owner Occupied Housing Units	4,421	23,752	92,452
Renter Occupied Housing Units	1,303	10,839	35,863
Median Age	38.3	38.6	40.6
Median Household Income	\$78,733	\$75,727	\$84,996
Average Household Income	\$99,530	\$98,680	\$122,872
Trends: 2023-2028 Annual Rate			
Population	-0.40%	-0.51%	-0.46%
Households	-0.11%	-0.21%	-0.17%
Families	-0.14%	-0.21%	-0.18%
Owner Households	-0.02%	0.13%	0.11%
Median Household Income	1.95%	2.52%	2.02%

The populations within each of the radii cited above are expected to decline modestly between 2023 and 2028 which is consistent with many Chicago suburbs. This population trend is typical of a market in the stabilization phase of the neighborhood life cycle.

Household Income

2023 median household income within a one-mile radius of the subject property was \$71,497 while household incomes were \$66,859 and \$76,900 for the three-mile and five-mile radii, respectively. The median income in the subject's area is below the median for the Metro Area as a whole which was estimated at \$82,900 as of 2022 by the US Census Bureau. Median household incomes within each of the aforementioned rings of the subject are expected to increase by between 1.95% to 2.52% per year through 2028.

Housing Trends

For-Sale Housing

The subject property is located in the Village of Franklin Park. The housing stock consists primarily of single-family detached housing units, with limited sales of attached and 2-4 unit properties. Median selling prices over the last three years for these housing types in the subject's market area follow.

MLS 131: FRANKLIN PARK								
Property	1/1/2021 - 12/31/2021		1/1/2022 - 12/31/2022		1/1/2023 - 12/31/2023		% Change	% Change
Type	# Units	Med. Price	# Units	Med. Price	# Units	Med. Price	Prior Year	Most Recent Yr.
Detached	202	\$274,950	162	\$280,000	137	\$300,000	1.8%	7.1%
Attached	19	\$195,000	12	\$190,750	15	\$200,000	-2.2%	4.8%
2-4 Unit	7	\$385,000	6	\$392,500	3	\$380,000	1.9%	-3.2%

Median sale prices for detached properties, which make up the majority of the market area, have increased year-over-year for the past two years on declining volume. The median price for an attached housing unit increased in 2023 after a decline in 2022. Overall the median price in 2023 exceeds the median in 2021. The median price for two-to-four unit residential properties was down this past year after having increased in the previous year, however, volume is insufficient to determine trends. Sales volume for detached housing has declined significantly in the past two years due to higher interest rates. The median sale price for detached properties in the subject area is slightly below the median for the Chicago Metro Area as a whole, which was \$310,500 as of year-end 2022. Overall, this area's for-sale residential market is appreciating, but on lower volume. As interest rates remain elevated, volume is expected to remain low. However, the Fed has signaled that the rate hike cycle is most likely over and rate cuts may occur later this year, which would result in an increase in sales volume.

Retail Market

The subject site has commercial zoning and was recently under contract to a developer that planned a strip center. We have considered data from CoStar pertaining to the retail market within a two-mile radius of the subject. According to CoStar, the local retail vacancy rate has fluctuated between 1.5% and 5.2% in the last five years and currently stands at 3.9%. Our tour of the area indicated slightly higher retail vacancy, including the aforementioned CVS, a couple of free-standing restaurant vacancies and vacancies in area retail centers. CoStar projects that vacancy will remain near the current level in the coming years. Further, they report that the average asking retail rental rate has been trending upward in the past five years though at a lower rate in the past year. The current average asking rental rate is \$17.25 psf. It is projected to continue to trend upwards slightly in the coming years.



Although income and occupancy fundamentals are strong for the retail market, sales volume is down sharply and cap rates are higher due to the substantial increase in interest rates over the past two years. This has outweighed the benefit of rising rents and low vacancy in most instances. Also, construction levels are down due to tightened credit and higher financing costs.

Market Area Summary

The market conditions in which a property exists will change over the life of an asset. Generally a neighborhood passes through four stages, briefly described as follows:

- Growth, during which time the neighborhood is establishing and gaining public favor and acceptance.
- Stability, which is a static period evidenced by a lack of available land for continued new development.
- Decline, during which time shifting neighborhood use patterns result in a secondary location.
- Redevelopment, which results in a removal of or renovation of outdated improvements and construction of more modern improvements.

Overall, the subject’s location on Mannheim Road in Franklin Park indicates positive demographic trends and a for-sale housing market trending upward, though on lower sales volume. The local retail market has good fundamentals, including rising rents and stable occupancy, however, higher interest rates have resulted in higher cap rates and tightened credit. This has resulted in lower transaction volume and construction levels. The Fed has signaled that interest rate cuts are likely in 2024, which should ease credit conditions and increase transaction volume. Locally, the subject had been in a TIF district which expired in 2022 making the site less appealing for potential new development. Due to the preceding, the subject’s location remains in the growth/stabilization phase of the market life cycle.

Property Description

Site

SITE	
Location:	The subject property is a vacant, dual corner site located on the west side of Mannheim Road between Center Avenue (SWC) and Schiller Boulevard (NWC) in the Village of Franklin Park, IL.
Current Use of the Property:	Vacant land

Land Summary					
Parcel ID	Gross Land Area (Acres)	Gross Land Area (Sq Ft)	Usable Land Area (Sq Ft)	Topography	Shape
12-29-212-002, -003, -008, -009, -013	1.30	56,480	56,480	Slopes up slightly to the west	Rectangular

Site Size: Total: 1.30 acres; 56,480 square feet

Usable: 1.30 acres; 56,480 square feet
The entire subject site is usable.

Shape: Rectangular

Frontage/Access: The subject property has above average access with frontage as follows:

- Mannheim Road : 200.00 feet
- Center Avenue: 282.31 feet
- Schiller Blvd: 282.49 feet

The site has an average depth of 282.40 feet. It is a corner lot. According to IDOT, the average daily traffic count along Mannheim Road is 27,100 vehicles per day.

Visibility: Unobstructed

Topography: The subject has mostly level topography but slopes up slightly to the west at the rear of the site. Overall, the site slopes modestly downward to the southeast. There are no known areas of wetlands or floodplain.

Soil Conditions: Based on the previous use of the site as a motel property, the soil conditions at the subject appear to be typical of the region and adequate to support development.

Utilities: Electricity: The site is served by public electricity.
Sewer: City sewer
Water: City water

Natural Gas: Nicor or People's Gas

Underground Utilities: The site is serviced by underground utilities, aside from electric which is overhead on poles.

Adequacy: The subject's utilities are typical and adequate for the market area.

Site Improvements:

- Overhead Street Lights
- Concrete Sidewalk
- Concrete Curb and Gutter

Flood Zone:

The subject is located in an area mapped by the Federal Emergency Management Agency (FEMA). The subject is located in FEMA zone X, which is not classified as a special flood hazard area.

FEMA Map Number: 17031C0386J

FEMA Map Date: August 19, 2008

The subject is not in a special flood hazard area.

Environmental Issues:

According to a Phase I ESA, there are no known adverse environmental conditions on the subject site. Please reference the Limiting Conditions and Assumptions.

Encumbrance /
Easements:

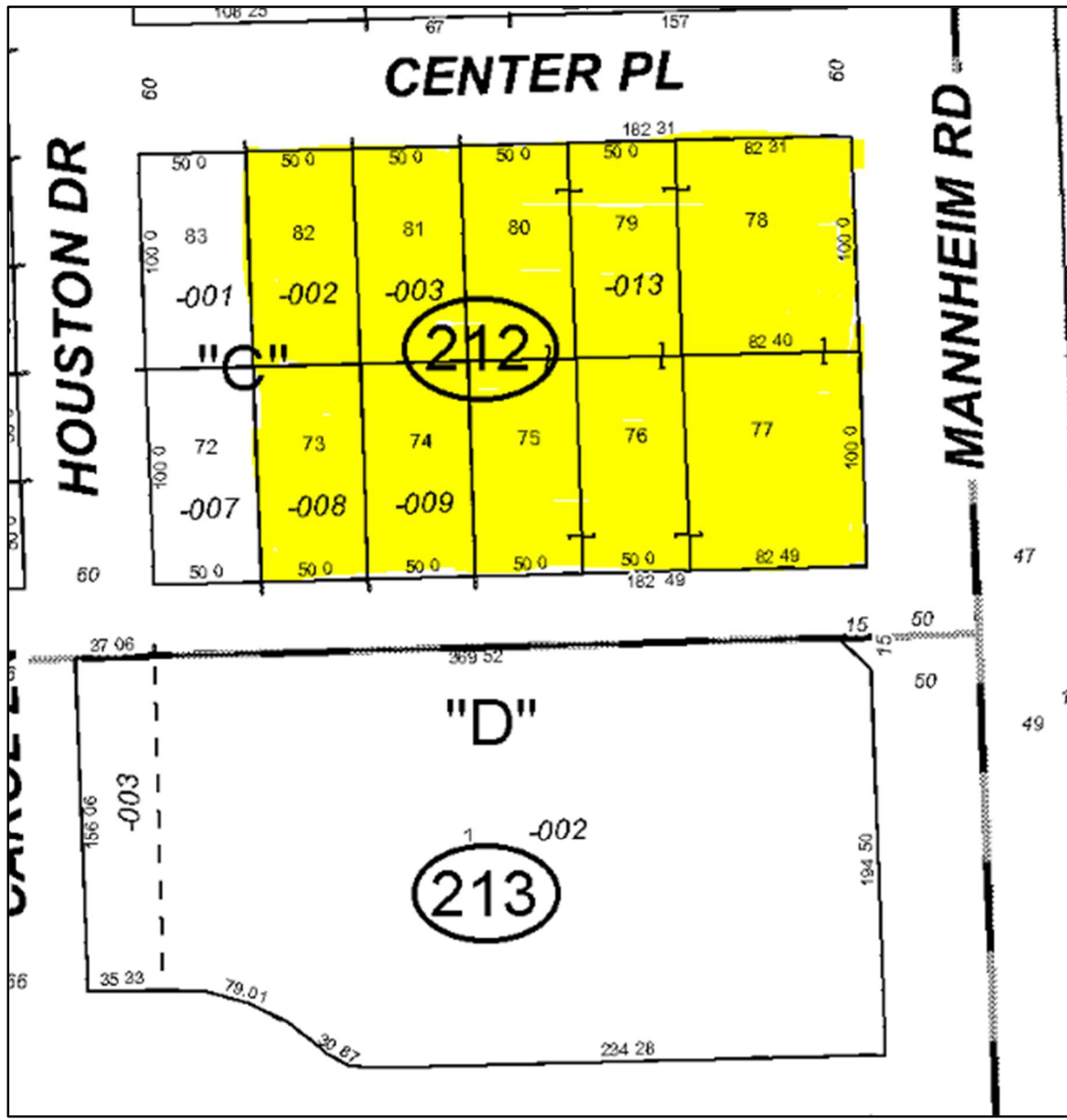
There are no known adverse encumbrances or easements. Please reference Limiting Conditions and Assumptions.

Surrounding
Improvements:

Hotel across Mannheim Road to the east; medspa to the south; auto related to the north (Ziebart and Auto Zone); low-rise multifamily to the west

Site Comments:

The subject is a 56,480 sf, rectangular, commercial-zoned, dual corner site located along a primary arterial road. The site has two curb cuts along Mannheim Road which would provide good access, however, they have been blocked by concrete barricades.



Subject highlighted above

Flood Map



Wetlands Map



Based on a review of the National Wetlands Inventory Maps on the US Fish and Wildlife Service website, the subject site does not contain any mapped wetlands. These are preliminary maps based on dated aerial imagery, and are not a final determination. Persons intending to engage in activities involving modifications within or adjacent to wetland areas should seek the advice of appropriate federal, state, or local agencies concerning specified agency regulatory programs and proprietary jurisdictions that may affect such activities.

ASSESSMENT AND TAXES

Taxing Authority: Cook County

Assessment Year: 2023

Tax Identification: 12-29-212-002, -003, -008, -009 and -013

ASSESSED VALUE

Real estate in Cook County is reassessed every three years. Taxes are payable in arrears in two installments. The first installment is an estimated bill based on the prior year's tax rate and assessed value. The second installment is then adjusted to reflect changes in assessed valuation or tax rates for that year. Taxes for 2023 will be payable in 2024.

The subject property is owned by the Village of Franklin Park and is therefore tax exempt.

The local property tax rate is 11.832%, which is above average when compared to all other Cook County municipalities, but similar to or lower than rates in some surrounding suburbs (Stone Park, Northlake, Melrose Park, Schiller Park). Also, the effective property tax rate in Franklin Park and surrounding Cook County communities is much higher than the effective tax rates in nearby communities in DuPage County, a couple of miles west of the subject, which puts the Cook County municipalities at a disadvantage in attracting new businesses. TIF districts, enterprise zones and tax incentive classes are some of the available tools to attract new business despite the real estate tax disadvantage.

ZONING

The subject is zoned C-3, General Commercial District by the Village of Franklin Park.

Zoning District:	C-3 General Commercial District	
Purpose:	“...to accommodate those commercial activities which may be incompatible with the predominantly retail uses permitted in other business districts.”	
Permitted Uses:	<u>Public/Civic:</u>	Conditional only
	<u>Commercial:</u>	Auto service stations and sales, medical clinics, recording studios, wholesale establishments, electrical showrooms, etc.
	<u>Residential:</u>	Hotel / motel (conditional), and watchmen’s quarters only
	<u>Conditional:</u>	Hospitals, hotels, car washes, printing and publishing, schools, theaters, etc.
Minimum Lot Size:	3,000 sf	
Max. Bldg. Height:	45 feet	
Yard Req.:	<u>Front:</u>	25 ft
	<u>Side:</u>	25 ft
	<u>Rear:</u>	20 ft
Maximum Floor-Area-Ratio (FAR):	3.5:1	
Parking Requirements:	Varies by use. See full Ordinance for complete listing.	
Source: Village of Franklin Park Zoning Ordinance		

ZONING MAP



The subject is zoned C-3, General Commercial District by the Village of Franklin Park.

Note: The subject is indicated by the blue arrow above

HIGHEST AND BEST USE

Land is appraised as if vacant and available for development to its Highest and Best Use, and the appraisal of improvements is based on their actual contribution to the site.

Highest and Best Use may be defined as:

The reasonably probable and legal use of vacant land or improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum profitability.

Highest and Best Use – “As If Vacant”

1. **Legally Permissible:** Private restrictions, zoning, building codes and other regulations establish use that are legally permitted. As indicated in the zoning section of this report, the subject is zoned C-3. The current zoning allows for a variety of commercial uses. Residential units are not allowed other than hotel / motel rooms (as a conditional use) and watchmen’s quarters. There are no known deed restrictions preventing development of the site in accordance with the existing C-3 zoning requirements.
2. **Physically Possible:** Factors such as the size, shape, terrain, accessibility of land and the risk of natural disasters such as floods or earthquakes affect the use to which vacant land can be used. In the case of the subject, the site is adequate in terms of size, frontage, terrain and depth to accommodate most types of developments permitted by the subject’s C-3 zoning.
3. **Financially Feasible:** Based on surrounding land uses and zoning, commercial development is the probable use. The majority of the surrounding uses along Mannheim Road are single-story commercial buildings, though there are also some light industrial and a couple of hotel / motel properties. Our review of the area indicated that there is a limited amount of vacant land inventory in the area. Although retail rental rates have been increasing and vacancy is near a frictional level, due to higher construction costs and interest rates, most developers are holding off on speculative commercial construction at this time. Therefore, financially feasible uses include a commercial build-to-suit or to hold for future development.
4. **Maximally Productive:** Of the financially feasible uses, the one creating the highest present land value is the most profitable use of the site as if vacant. Under current economic conditions, the most probable use would be a build-to-suit retail development.
5. The most probable buyer of the subject would be an investor or developer for land development purposes.
6. In conclusion, the Highest and Best Use of the site, as if vacant and ready for development, is: For a build-to-suit commercial development in accordance with existing zoning.

Highest and Best Use – “As Improved”

The subject property is a vacant site. Therefore, a Highest & Best Use 'as improved' analysis is not applicable.

VALUATION METHODOLOGY

Three basic Approaches may be used to arrive at an estimate of market value. They are:

1. The Cost Approach
2. The Income Capitalization Approach
3. The Sales Comparison Approach

Cost Approach

The Cost Approach is based on the principle that a prudent buyer would not pay more for a property than the cost of obtaining a similar site and having similar improvements constructed on the site. The land and the improvements are separately valued. The land is valued based on sales of comparable sites, adjusting their sale prices for differences indicated by the market. The replacement cost new of the improvements is estimated, and then adjusted for depreciation. The depreciated value of the improvements is then added to the value of the land to arrive at an estimate of value for the subject by the Cost Approach. The Cost Approach is summarized as follows:

$$\begin{array}{r} \text{Cost New} \\ - \text{Depreciation} \\ + \text{Land Value} \\ = \text{Value} \end{array}$$

Sales Comparison Approach

The Sales Comparison Approach is based on the principle that a prudent buyer would not pay more to purchase a property than it would cost to purchase a similar alternative property. The first step in this Approach is to collect sale prices (or asking prices) for properties that are comparable to the subject. These sales are then analyzed using common units of comparison, such as price per square foot, price per dwelling unit, or price per acre, depending on the property type. The unit prices that are derived are then adjusted for differences between the comparable sales and the subject. An adjusted unit price is applied to the subject, resulting in an estimate of value by the Sales Comparison Approach.

Income Capitalization Approach

The Income Capitalization Approach is based on the principle that a prudent buyer will pay no more for an income-producing property than the value of the projected income capitalized (or discounted) to a current lump-sum value at a given rate of return. This Approach forecasts a gross income for the subject, which is reduced to a net income by deducting a vacancy allowance and reasonable expenses. The net income is then capitalized (or discounted) based on a rate that is required in the market, taking into account the perceived risks and benefits that would apply to owning the subject property. The capitalization process results in an estimate of value by the Income Capitalization Approach.

Final Reconciliation

The appraisal process concludes with the final reconciliation of the values derived from the Approaches applied for a single estimate of market value. Different properties require different means of analysis and lend themselves to one Approach over the others.

Analyses Applied

A **cost analysis** was considered and was not developed because the subject is vacant land and this Approach was not applicable.

A **sales comparison analysis** was considered and was developed because there is adequate data to develop a value estimate and this approach reflects market behavior for this property type.

An **income analysis** was considered and was not developed because the subject is a vacant land parcel not generating any income. There is not a demonstrable rental market for commercial zoned sites in the area and therefore, this approach was not applicable and has not been developed for this appraisal.

SALES COMPARISON APPROACH

Land Valuation

The Sales Comparison Approach is based on the premise that a buyer would pay no more for a specific property than the cost of obtaining a property with the same quality, utility, and perceived benefits of ownership. It is based on the principles of supply and demand, balance, substitution and externalities. The following steps describe the applied process of the Sales Comparison Approach.

- The market in which the subject property competes is investigated; comparable sales, contracts for sale and current offerings are reviewed.
- The most pertinent data is further analyzed and the quality of the transaction is determined.
- The most meaningful unit of value for the subject property is determined.
- Each comparable sale is analyzed and where appropriate, adjusted to equate with the subject property.
- The value indication of each comparable sale is analyzed and the data reconciled for a final indication of value via the Sales Comparison Approach.

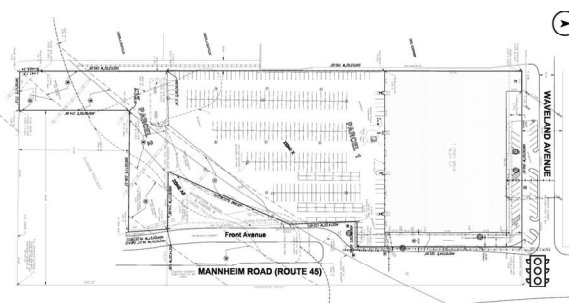
Land Comparables

We have researched several land sales for this analysis, and the following five were most relevant for this appraisal. The comparables are documented on the following pages followed by a location map and analysis grid. All sales have been researched through numerous sources, inspected and verified by a party to the transaction and/or by public record. The following data is considered the most pertinent available.

Comparable Sales Summary Table

Comp	Address City	Date Price	Land SF Price Per Land SF	Zoning Road Frontage
Subject	3010 N Mannheim Road	N/A	56,480	C-3
	Franklin Park	N/A	N/A	Dual Corner
1	3700 N Mannheim Road	2/11/2022	269,645	C-3
	Franklin Park	\$1,060,000	\$3.93	Signalized corner
2	800 N River Rd	10/18/2022	28,837	B-4, Corridor Commercial
	Mount Prospect	\$295,000	\$10.23	Sig., Corner; T-intersectn.
3	2506-2516 N Mannheim Rd.	12/22/2022	88,019	C-4, Cook County
	Franklin Park	\$1,025,000	\$11.65	Corner
4	Lot C Franklin Marketplace	11/29/2022	120,226	C-3
	Franklin Park	\$862,861	\$7.18	Corner within subdiv.
5	800 W Irving Park Rd.	12/1/2021	72,300	C-2
	Bensenville	\$1,100,000	\$15.21	Corner

Land Comparable 1



Transaction			
ID	10062	Date	2/11/2022
Address	3700 N Mannheim Road	Price	\$1,060,000
City	Franklin Park	Price Per Land SF	\$3.93
State	IL	Financing	Conventional
Tax ID	12-20-202-007 & -039	Property Rights	Fee Simple
Grantor	3700 Mannheim Arena	Days on Market	--
Grantee	Quicktrip Corp.	Verification	Broker, CoStar, Deed
Book/Page or Reference	2204622017	Conditions of Sale	Normal
Site			
Acres	6.2	Topography	Primarily level
Land SF	269,645	Zoning	C-3
Road Frontage	Signalized corner	Flood Zone	No
Shape	Irregular - Avg.	Encumbrance or	Overhead tollway &
Utilities	At site	Environmental Issues	None known
Comments			

According to Jack Reardon at NAI Hiffman, broker, this is an irregular-shaped site located at the southwest corner of Mannheim Road and Waveland Avenue, a signalized intersection. It has additional frontage on Front Avenue and Waveland Avenue. The Tri-State Tollway overpass runs above approximately 47,500 sf of the south portion of the property, limiting the use of this area to parking or perhaps storage if approved by the village. The broker reported that the village was very particular as to what they would allow on the site, and prohibited warehouse and distribution uses. This adversely impacted the price. Also, the buyer would be required to complete infrastructure upgrades, including some offsite work. The buyer plans a Quik Trip fueling station and convenience store, which required special use approval. The site has some visibility from I-294, which is elevated in this area.

Land Comparable 2



Transaction

ID	12565	Date	10/18/2022
Address	800 N River Rd	Price	\$295,000
City	Mount Prospect	Price Per Land SF	\$10.23
State	IL	Financing	Conventional
Tax ID	03-25-400-018	Property Rights	Fee Simple
Grantor	JLK Enterprises LLC	Days on Market	119
Grantee	Basit Trading LLC	Verification	CoStar, CCC, Broker
Book/Page or Reference	2229410050	Conditions of Sale	Normal

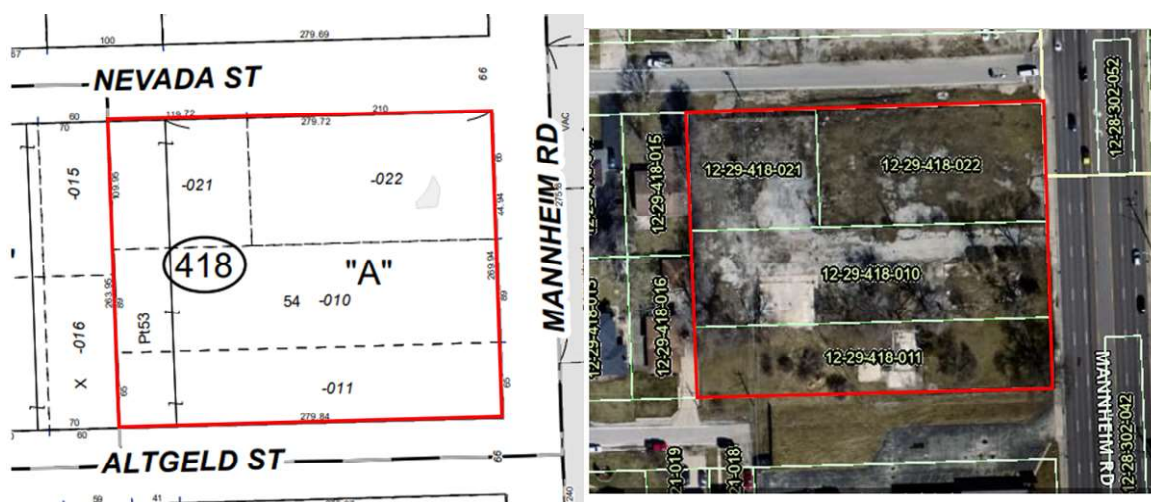
Site

Acres	0.7	Topography	Level
Land SF	28,837	Zoning	B-4, Corridor Commercial
Road Frontage	Sig., Corner; T-intersctn.	Flood Zone	X
Shape	Rectangular	Encumbrance or	None Known
Utilities	City	Environmental Issues	None Known

Comments

This was the sale of a 28,837 sf parcel that was improved with a car wash at the time of sale. It has been vacant since the sale. The broker was not sure what the buyer planned to do, but he said that the village was open to residential use, even though it is zoned B-4, Corridor Commercial District which does not permit residential. Broker said the property was clean with no environmental issues.

Land Comparable 3



Transaction			
ID	12682	Date	12/22/2022
Address	2506-2516 N Mannheim	Price	\$1,025,000
City	Franklin Park	Price Per Land SF	\$11.65
State	IL	Financing	Cash
Tax ID	12-29-418-010, -011, -021 & -022	Property Rights	Fee Simple
Grantor	Neveda Property LLC	Days on Market	700
Grantee	Leyden Township	Verification	Broker, MLS, CoStar,
Book/Page or Reference	2300625157	Conditions of Sale	Assemblage
Site			
Acres	2.0	Topography	Slight slopes
Land SF	88,019	Zoning	C-4, Cook County
Road Frontage	Corner	Flood Zone	No SFHA
Shape	Rectangular	Encumbrance or	None known
Utilities	At site	Environmental Issues	None per Phase I

Comments

The sale property is a rectangular, corner site located in an unincorporated area of Cook County, but has a Franklin Park mailing address. According to the listing agent, Ben Cocogliato of RCI Realty, former improvements on the site had been demolished at the time of listing.

The site had a clear Phase I environmental. The site had been on the market for nearly two years prior to the contract with an original list of \$1,300,000, which was eventually reduced to \$1,150,000. The buyer was Leyden Township and they also own adjacent land. Their plans are for a senior center on the site. The broker thought that the price was reflective of market value.

Land Comparable 4



Transaction

ID	12690	Date	11/29/2022
Address	Lot C Franklin Marketplace	Price	\$862,861
City	Franklin Park	Price Per Land SF	\$7.18
State	IL	Financing	Conventional
Tax ID	12-29-203-069 to -071	Property Rights	Fee Simple
Grantor	Village of Franklin Park	Days on Market	--
Grantee	WG Hotels LLC / John	Verification	Seller, Appraisal
Book/Page or Reference	2234208087		

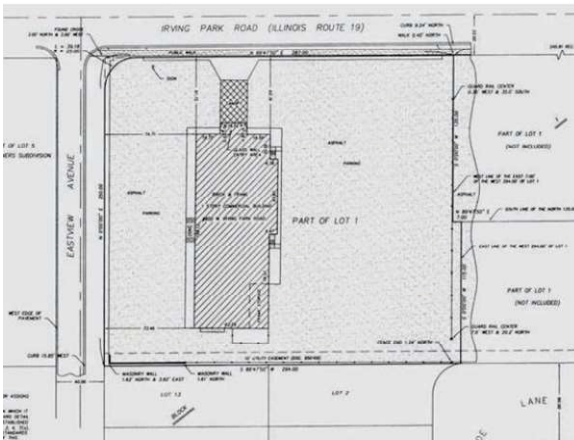
Site

Acres	2.8	Topography	Mostly level
Land SF	120,226	Zoning	C-3
Road Frontage	Corner within subdiv.	Flood Zone	Minimal
Shape	Nearly rectangular	Encumbrance or	Village RDA, Subdiv.
Utilities	At site	Environmental Issues	None known

Comments

The sale property is a vacant lot located along the south side of Crown Drive, about 315 feet west of Mannheim Road and 300 feet north of Grand Avenue within Franklin Marketplace, a commercial subdivision. The site is nearly rectangular in shape and has approximately 325 feet of frontage on the south side of Crown Road. Franklin Marketplace has curb cuts on Mannheim Road, Grand Avenue and Crown Road, and there are cross access easements throughout the development. The buyer is currently developing a Wyndham Garden hotel on the site. A small portion of the site along the north lot line is in a special flood hazard area. A new plat was created for the sale site and the new PINs do not yet show on most county sites.

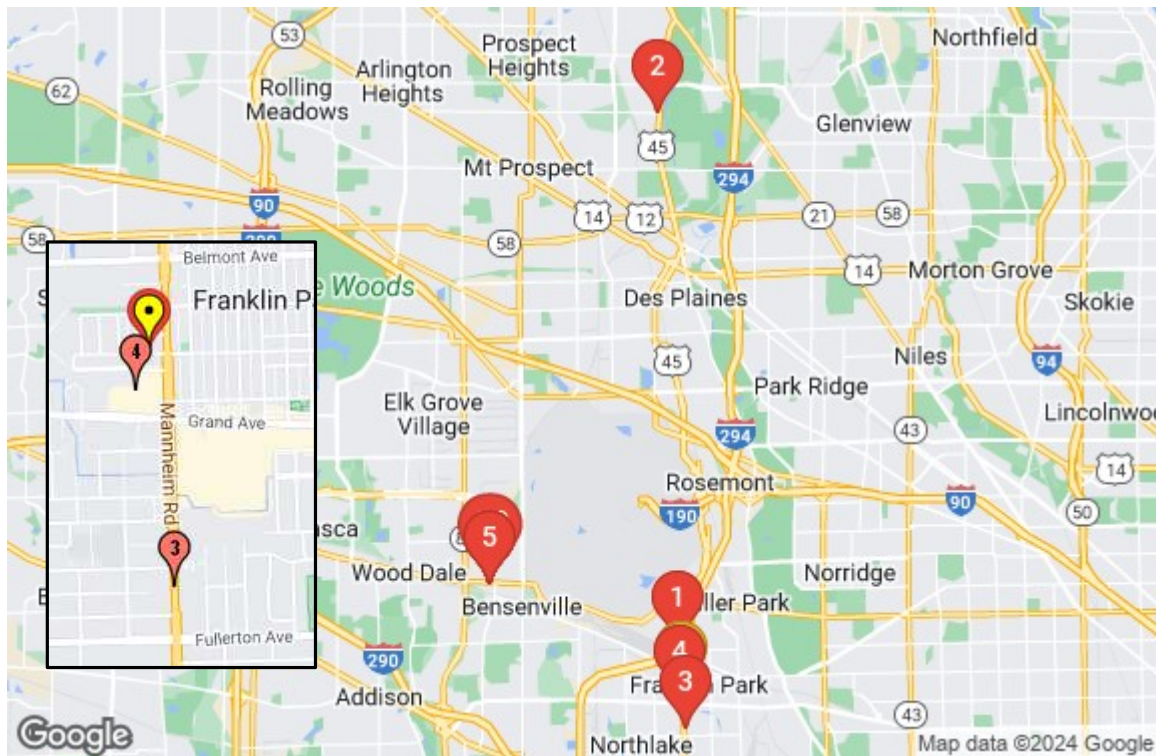
Land Comparable 5



Transaction			
ID	12683	Date	12/1/2021
Address	800 W Irving Park Rd.	Price	\$1,100,000
City	Bensenville	Price Per Land SF	\$15.21
State	IL	Financing	Village Funds
Tax ID	03-14-118-001	Property Rights	Fee Simple
Grantor	Mason Grave Realty LLC	Days on Market	--
Grantee	Village of Bensenville	Verification	Buyer, CoStar
Book/Page or Reference	R2022-05331		
Site			
Acres	1.7	Topography	Primarily level
Land SF	72,300	Zoning	C-2
Road Frontage	Corner	Flood Zone	No SFHA
Shape	Rectangular	Encumbrance or	None known
Utilities	At site	Environmental Issues	None known
Comments			

According to Kurtis Pozsgay with the Community & Economic Development Department of the Village of Bensenville, the sale property is a rectangular corner site that was improved with an older, vacant banquet hall having approximately 15,488 sf. It was primarily marketed as a redevelopment site and that was the village's intended use. The property was bank owned at the time of sale, but the purchaser indicated that it was widely marketed and they believe the price they paid was near market, but they may have overpaid slightly. They had an end user for a mixed-use development but the deal fell through as interest rates increased substantially. The improvements remain on the land, but the village has since secured a development partner for a mixed-use retail and residential development.

Comparables Map



Analysis Grid

The above sales have been analyzed and compared with the subject property. We have considered adjustments in the areas of:

- Property Rights Sold
- Financing
- Conditions of Sale
- Market Trends
- Location
- Physical Characteristics

On the following page is a sales comparison grid displaying the subject property, the comparables, and the adjustments applied.

Land Analysis Grid		Comp 1		Comp 2		Comp 3		Comp 4		Comp 5	
Address	3010 N Mannheim Road	3700 N Mannheim Road		800 N River Rd		2506-2516 N Mannheim Rd.		Lot C Franklin Marketplace		800 W Irving Park Rd.	
City	Franklin Park	Franklin Park		Mount Prospect		Franklin Park		Franklin Park		Bensenville	
State	Illinois	IL		IL		IL		IL		IL	
Date	1/24/2024	2/11/2022		10/18/2022		12/22/2022		11/29/2022		12/1/2021	
Price	N/A	\$1,060,000		\$295,000		\$1,025,000		\$862,861		\$1,100,000	
Land SF	56,480	269,645		28,837		88,019		120,226		72,300	
Unit Price per SF	N/A	\$3.93		\$10.23		\$11.65		\$7.18		\$15.21	
Transaction Adjustments											
Property Rights	Fee Simple	Fee Simple	0.0%	Fee Simple	0.0%	Fee Simple	0.0%	Fee Simple	0.0%	Fee Simple	0.0%
Financing	Conventional	Conventional	0.0%	Conventional	0.0%	Cash	0.0%	Conventional	0.0%	Village Funds	0.0%
Conditions of Sale	Typical	Normal	0.0%	Normal	0.0%	Assemblage	-3.0%	Village owned land	0.0%	REO, Village redevl.	-3.0%
Expenditures After Sale		\$53,000		\$21,000.00		\$0.00		\$0.00		\$125,000.00	
		5.0%		7.1%		0.0%		14.5%		11.4%	
Adjusted Land SF Unit Price		\$4.13		\$10.96		\$11.30		\$8.22		\$16.49	
Market Trends Through 1/24/2024		-5.0%		-2.0%		-2.0%		-2.0%		-5.0%	
Adjusted Price Per Unit		\$3.92		\$10.74		\$11.07		\$8.05		\$15.66	
Location		Similar		Inferior		Superior		Similar		Similar	
% Adjustment		0.0%		5.0%		-5.0%		0.0%		0.0%	
\$ Adjustment		\$0.00		\$0.54		-\$0.55		\$0.00		\$0.00	
Land SF	56,480	269,645		28,837		88,019		120,226		72,300	
% Adjustment		10.0%		-5.0%		2.0%		5.0%		0.0%	
\$ Adjustment		\$0.39		-\$0.54		\$0.22		\$0.40		\$0.00	
Shape	Rectangular	Irregular - Avg.		Rectangular		Rectangular		Nearly rectangular		Rectangular	
% Adjustment		5.0%		0.0%		0.0%		0.0%		0.0%	
\$ Adjustment		\$0.20		\$0.00		\$0.00		\$0.00		\$0.00	
Zoning	C-3	C-3		B-4, Corridor		C-4, Cook County		C-3		C-2	
% Adjustment		0.0%		-5.0%		0.0%		0.0%		-20.0%	
\$ Adjustment		\$0.00		-\$0.54		\$0.00		\$0.00		-\$3.13	
Site Improvements	Utilites at site	Requires infstructure & off-site work		Utilites, paved parking		Utilites at site		Pad in shop. Cntr.		Utilites at site	
% Adjustment		20.0%		0.0%		0.0%		-10.0%		0.0%	
\$ Adjustment		\$0.78		\$0.00		\$0.00		-\$0.81		\$0.00	
Road Frontage	Dual corner	Signalized corner		Sig., Corner; T-intersectn.		Corner		Corner within subdiv.		Corner	
% Adjustment		0.0%		3.0%		3.0%		3.0%		3.0%	
\$ Adjustment		\$0.00		\$0.32		\$0.33		\$0.24		\$0.47	
Other	None	Portion under interstate		None		None		None		None	
% Adjustment		15%		0%		0%		0%		0%	
\$ Adjustment		\$0.59		\$0.00		\$0.00		\$0.00		\$0.00	
Adjusted Unit Price		\$5.88		\$10.52		\$11.07		\$7.89		\$13.00	
Net Adjustments			50.0%		-2.0%		0.0%		-2.0%		-17.0%
Gross Adjustments			50.0%		18.0%		10.0%		18.0%		23.0%

Comparable Land Sale Adjustments

Property Rights

The subject is valued on a fee simple basis.

It appears that all of the comparables sold on a fee simple basis; therefore, no property rights adjustments are required.

Financing

The availability of financing affects both the supply of real estate and property values. In most cases, the cost and availability of financing have an inverse relationship; high interest rates and other costs usually are accompanied by a decline in the demand for credit. The adjustment for financing considers the differences in financing terms between the subject property and the comparable sales. Adjustments are made for sales financed with terms not readily available to typical buyers.

None of the comparables indicated that unusual financing factors affected the indicated sales prices. The comparable sales are cash, are conventionally financed at market rates, or involved terms equivalent to cash and therefore need no adjustments.

Conditions of Sale

If a comparable sale reflects unusual situations, we make appropriate adjustments for the motivations of the buyer and the seller, or for atypical conditions of sale. Situations requiring adjustment may include 1031 tax exchanges, assemblies, condemnation, sales between related parties and partnership dissolution.

While most sales have varying conditions, usually, they do not result in prices that vary from market. To the best of our knowledge, Comps 1, 2 and 4 did not have any atypical conditions that impacted the price and no adjustments are warranted. Although the broker said that the village would not allow what some potential buyers wanted, he was referring to industrial users and the site is not zoned for that, nor is the subject. An adjustment is not warranted.

Comp 3 was purchased by Leyden Township, an adjacent land owner. They were looking for a suitable site to construct a senior center and this site, in combination with their adjacent land, met the need. Given that they may have been more highly motivated, a downward adjustment is warranted.

Comp 5 was an REO property, but it was widely marketed. The eventual buyer was the village and they were looking to redevelop the vacant banquet hall site and had secured a developer for the project. According to the Community and Economic Development department representative, the REO status did not impact the price but the village may have overpaid because they wanted to control the site and had a developer lined up. The deal with the developer subsequently fell through as interest rates increased. Overall, a downward adjustment is warranted.

Expenditures After Purchase

The subject is vacant land, as were Comps 3 and 4.

Comp 1 was a parking lot and had an old water tower on the site. The pre-construction site work would be more costly than compared to a construction-ready site, though the amount of work is not known. An upward adjustment of 5% is made for this factor.

Comp 2 was improved with a small car wash while Comp 5 was improved with a banquet hall and the improvements will have to be demolished at the buyer's expense. Upward adjustments are made for this factor.

Economic Trends

An adjustment for market conditions may be necessary for sales if price appreciation or depreciation is common in the market, or if other factors such as tax law changes, moratoriums, or fluctuations in supply and demand have influenced values over the time of the sales. Although sometimes called a "time" adjustment, time is not the cause of the adjustment. Values do not change owing to the passage of time; they change along with changing market conditions.

As stated, though the retail market is performing well, sharply higher interest rates paired with elevated construction costs have resulted in a drop in transaction volume and new construction as projects that were feasible at low interest rates are not at the current higher rates. A proposed project on the subject site fell through for this reason and the same is true of Comp 5.

Comps 1 and 5 transacted near the height of the market in late 2021 and Q1 2022 and downward adjustments are warranted. Comps 2, 3 and 4 sold in the 4th quarter of 2022 when rates were higher but the impact on the market was not as pronounced as it currently is. Less significant downward adjustments are warranted. The adjustments consider the positive retail fundamentals along with the impact of higher rates and market uncertainty.

Location

Adjustments may be necessary to reflect the differences in value attributable to a property's location or market area. Although comparable properties in the same market area have similar general locational characteristics, property specific variations may exist. The key locational characteristics we considered include access, visibility, traffic count, tax rate, demographics and surrounding uses.

The subject property is located in Franklin Park on Mannheim Road, which has an average daily traffic count (ADTC) of 27,100 vehicles per day in this area. Surrounding properties on Mannheim Road are primarily commercial along with some light industrial, and there are some national tenants in the area. The site has two curb cuts on Mannheim Road and others on the side streets.

Comp 1 is located on Mannheim Road to the north of the subject. It has a superior traffic count at 40,700 vehicles per day and is also closer to O'Hare and the expressway interchange. Conversely, its visibility is partially obstructed to traffic approaching from the south due to the expressway overpass, and Mannheim becomes elevated at this point as it passes over the railroad tracks. Overall, these factors offset and the two properties are nearly similar in location.

Comp 2 is located on the corner of River Road and Kensington Avenue in Mt. Prospect. The total traffic count at 23,000 vpd is lower, and the east side of River is forest preserve land along the Des Plaines River, resulting in inferior commercial co-tenancy. Many improvements along this stretch of Mannheim are residential. Mt. Prospect has significantly higher home values and

household income levels, but a lower population density. Overall, it is inferior and adjusted upward.

Comp 3 is located 0.6 miles south of the subject on Mannheim Road. It has a Franklin Park mailing address but is in an unincorporated area. The traffic count is higher on this portion of Mannheim Road, and the tax rate is lower at 10.3% (vs. 11.8% for subject). Overall, a slight downward adjustment is warranted.

Comp 4 is located in the Franklin Marketplace, which is a seven-lot commercial subdivision that wraps around the northwest corner of Mannheim Road and Grand Avenue. As such, this sale has superior access from two primary thoroughfares and a secondary street. However, the sale site is set back from both thoroughfares and has inferior visibility, which is partially offset by signage. At the time of sale, subdivision tenants included Chase, Sonic, Jersey Mikes, Chipotle, AT&T and T-Mobile with an adjacent Starbucks. It has superior co-tenancy. Despite the advantages, it is overall similar as it set back 300 feet from a thoroughfare.

Comp 5 is located on Irving Park Road in neighboring Bensenville. The traffic count is slightly higher at 30,700 vehicles per day. The population density is inferior and the median home value is lower than the subject's (within a 1-mile radius) but the household income level is higher. It has an advantage due to its DuPage County location and lower effective property tax rate. Conversely, this portion of Irving Park Road has many residential improvements and commercial tenants are mostly local businesses. It is inferior in this respect. Overall, the two properties are generally similar and not adjusted.

Size

Size adjustments are necessary when there are significant differences in site size. There is usually an inverse relationship between unit value and size, with smaller sites selling at higher prices per square foot of value than larger sites, all else being equal. The subject property contains 56,480 sf of land.

Comps 1, 3 and 4 are larger sites warranting upward adjustments for size. Comp 2 is smaller and adjusted downward, while Comp 5 is generally similar in size and not adjusted,

Shape

The subject site is rectangular in shape. Comp 1 is irregular and is adjusted upward. Comps 2 through 5 are rectangular or nearly rectangular and are not adjusted.

Zoning

Zoning and characteristics of the site may affect how a site can be used and how much of the parcel is buildable. In this instance, the most appropriate unit of adjustment was determined to be the price per square foot.

The subject is zoned C-3, General Commercial District by the Village of Franklin Park, which indicates a maximum FAR of 3.5. Residential units are not permitted as a part of a mixed-use development in the C-3 district.

Comps 1, 3 and 4 are similar in this respect. Comp 2 is zoned B-4 which also does not permit residential as a part of a mixed-use development, but the village was willing to consider such a use. A modest downward adjustment is warranted for this factor.

Comp 5 allows for mixed-use and the planned use is for a four-story building with residential units on the upper levels. There is strong demand for apartment units and they are less risky than retail space. A significant downward adjustment is warranted.

Site Improvements

The subject site was previously improved as a hotel property and has all utilities available at the site lines.

According to the broker, Comp 1 would require infrastructure improvements and off-site work prior to development. The estimated cost was not reported. An upward adjustment is warranted.

Comps 2, 3 and 5 are similar sites that had previously been improved and had all utilities at the lot lines. No adjustments are warranted for these comps.

Comp 4 is a pad-ready site within a commercial subdivision, and has off-site detention. All common area roads were completed and the subdivision signage was erected, and these amenities benefitted the sale property. A downward adjustment is warranted.

Road Frontage / Block Location

The subject is a dual corner lot.

Comp 1 is a signalized corner lot and is generally similar. Comp 2 is a signalized corner lot, but it is at a T-intersection and not a true four-corner intersection. A modest upward adjustment is warranted.

Comps 3 through 5 are single corner lots and are adjusted upward slightly.

Other

Approximately one acre of Comp 1 is located beneath the Tri-State Tollway and is not buildable. It could potentially be used for parking or storage but the Tollway has easements for the right to access this land as needed. There is a small portion south of the part that is beneath the expressway, but it is separated from the north fully usable portion, and has less utility. Overall, a significant upward adjustment is warranted.

Conclusion – Land Valuation

The adjusted unit values of the comparable properties range from \$5.88 to \$13.00 psf; the average is \$9.67 psf. Comps 3 and 4 were given primary consideration in this analysis due to their proximity to the subject and because they are the most recent sales. The adjusted average of Comps 3 and 4 was \$9.48 psf. The subject was recently under contract for \$575,000 or \$10.18 psf, but it fell through due to elevated interest rates which resulted in the proposed project no longer being financially feasible for the contract purchaser. Also, the local TIF expired since then. Therefore, the concluded value is between the average adjusted unit price of Comps 3 and 4 (\$9.48 psf), and the adjusted average of all of the comparables of \$9.57 psf, or say \$9.50 per square foot.

$$56,480 \text{ square feet} \times \$9.50 \text{ psf} = \$536,560 \text{ rounded to } \$540,000$$

Market Value, As Is	
Indicated Value per Square Foot:	\$9.50
Subject Size (SF):	56,480 sf
Indicated Value:	\$536,560
Rounded:	\$540,000
	Five Hundred Forty Thousand Dollars

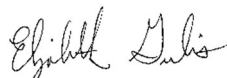
CERTIFICATION

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.
- Mary Wagner previously appraised the property for the same client in 2018, but otherwise the appraisers have not performed any appraisal work or any other type of work on the subject property in the past three years.
- 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 Uniform Standards of Professional Appraisal Practice.
- Elizabeth Gulis, MAI has not made a personal inspection of the property that is the subject of this report. Mary Wagner, MAI, has made a personal inspection of the property.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- 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, Mary Wagner, MAI, and Elizabeth Gulis, MAI, have completed the continuing education program of the Appraisal Institute.



Mary Wagner, MAI
IL Certified General Real Estate Appraiser
License No. 553-001102
License Expires: September 30, 2025



Elizabeth Gulis, MAI
IL Certified General Real Estate Appraiser
License No. 553.002269
License Expires: September 30, 2025

ADDENDA

Limiting Conditions and Assumptions

Acceptance of and/or use of this report constitutes acceptance of the following limiting conditions and assumptions; these can only be modified by written documents executed by both parties.

This appraisal is to be used only for the purpose stated herein. While distribution of this appraisal in its entirety is at the discretion of the client, individual sections shall not be distributed; this report is intended to be used in whole and not in part.

No part of this appraisal, its value estimates or the identity of the firm or the appraiser(s) may be communicated to the public through advertising, public relations, media sales, or other media.

All files, work papers and documents developed in connection with this assignment are the property of Praedium Valuation Group. Information, estimates and opinions are verified where possible, but cannot be guaranteed. Plans provided are intended to assist the client in visualizing the property; no other use of these plans is intended or permitted.

No hidden or unapparent conditions of the property, subsoil or structure, which would make the property more or less valuable, were discovered by the appraiser(s) or made known to the appraiser(s). No responsibility is assumed for such conditions or engineering necessary to discover them. Unless otherwise stated, this appraisal assumes there is no existence of hazardous materials or conditions, in any form, on or near the subject property.

Unless otherwise stated in this report, the existence of hazardous substances, including without limitation asbestos, polychlorinated biphenyl, petroleum leakage, or agricultural chemicals, which may or may not be present on the property, was not called to the attention of the appraiser nor did the appraiser become aware of such during the appraiser's inspection. The appraiser has no knowledge of the existence of such materials on or in the property unless otherwise stated. The appraiser, however, is not qualified to test for such substances. The presence of such hazardous substances may affect the value of the property. The value opinion developed herein is predicated on the assumption that no such hazardous substances exist on or in the property or in such proximity thereto, which would cause a loss in value. No responsibility is assumed for any such hazardous substances, nor for any expertise or knowledge required to discover them.

Unless stated herein, the property is assumed to be outside of areas where flood hazard insurance is mandatory. Maps used by public and private agencies to determine these areas are limited with respect to accuracy. Due diligence has been exercised in interpreting these maps, but no responsibility is assumed for misinterpretation.

Good title, free of liens, encumbrances and special assessments is assumed. No responsibility is assumed for matters of a legal nature.

Necessary licenses, permits, consents, legislative or administrative authority from any local, state or Federal government or private entity are assumed to be in place or reasonably obtainable.

It is assumed there are no zoning violations, encroachments, easements or other restrictions which would affect the subject property, unless otherwise stated.

The appraiser(s) are not required to give testimony in Court in connection with this appraisal. If the appraisers are subpoenaed pursuant to a court order, the client agrees to pay Praedium Valuation Group's regular per diem rate plus expenses.

Appraisals are based on the data available at the time the assignment is completed. Amendments/modifications to appraisals based on new information made available after the appraisal was completed will be made, as soon as reasonably possible, for an additional fee.

Americans with Disabilities Act (ADA) of 1990

A civil rights act passed by Congress guaranteeing individuals with disabilities equal opportunity in public accommodations, employment, transportation, government services, and telecommunications. Statutory deadlines become effective on various dates between 1990 and 1997. Praedium Valuation Group has not made a determination regarding the subject's ADA compliance or non-compliance. Non-compliance could have a negative impact on value; however, this has not been considered or analyzed in this appraisal.

Legal Description

LEGAL DESCRIPTION

LOTS 73 THROUGH 82, BOTH INCLUSIVE, (EXCEPT THAT PART OF LOT 77, CONVEYED TO THE STATE OF ILLINOIS BY DEED RECORDED AS DOCUMENT 25383996 AND DESCRIBED AS:

BEGINNING AT THE SOUTHEAST CORNER OF LOT 77; THENCE WEST ALONG THE SOUTH LINE OF LOT 77, A DISTANCE OF 15.00 FEET; THENCE NORTHEAST ALONG A STRAIGHT LINE TO A POINT ON THE EAST LINE OF LOT 77, WHICH IS 15.00 FEET NORTH (AS MEASURED ALONG SAID EAST LINE) OF THE SOUTHEAST CORNER OF SAID LOT 77; THENCE SOUTH ALONG SAID EAST LINE, A DISTANCE OF 15.00 FEET TO THE POINT OF BEGINNING), IN FRANKLIN MANOR, BEING A SUBDIVISION OF THE SOUTH 20 ACRES (EXCEPT THE NORTH 68.00 FEET THEREOF) OF THE NORTH 40 ACRES OF THE EAST 1/2 OF THE NORTHEAST 1/4 OF SECTION 29, TOWNSHIP 40 NORTH, RANGE 12, EAST OF THE THIRD PRINCIPAL MERIDIAN, IN COOK COUNTY, ILLINOIS.

Property Address: 3010 North Mannheim Road, Franklin Park, Illinois

PINs: 12-29-212-002-0000
12-29-212-003-0000
12-29-212-008-0000
12-29-212-009-0000
12-29-212-013-0000

Source: Cook County Records

EXECUTIVE SUMMARY

Cook County West Suburban Coalition (the *user*) retained **Weaver Consultants Group North Central, LLC** (WCG) to perform a *Phase I Environmental Site Assessment* (ESA) of the property located at 3010 North Mannheim Road in Franklin Park, Illinois (the Property). WCG performed this Phase I ESA in general compliance with the American Society for Testing Materials (ASTM) *Standard Practice for Environmental Site Assessments: Phase I Environmental Site Assessment Process* (ASTM E 1527-13) in an effort to identify, to the extent feasible, the presence of *recognized environmental conditions* with respect to the Property as defined in ASTM E 1527-13. Limiting conditions, exceptions to, or deletions from this practice are described in **Sections 1.5 and 10.0** of this *report*.

The Property includes approximately 1.35 acres of unimproved land. The Property is primarily comprised of a soil and grass surface. Sections of concrete driveway aprons onto Mannheim Road are located at the northeast and southeast portion of the Property. These two sections of a concrete driveway previously used for entry and exit from North Mannheim Road are blocked with concrete barricades. Power lines extend along the northern and southern boundaries of the Property. A cable line is marked along the eastern boundary of the Property.

According to our review of historical documents and interview with Mr. John Schneider and Mr. Eric Richard, the *key site managers*, the Property was developed as row-crop farmland by at least 1938, and remained unchanged through at least 1951. Between 1951 and 1955, the Property appeared vacant. Between 1955 and 1962 one building was constructed on the Property. Between 1962 and 1978 the original building on the Property was demolished and it was developed with a hotel, a parking lot and two apartment buildings. The Property remained in this configuration until 2011. The hotel building was occupied by O'Hare Congress Inn from approximately 1969 to 1979, by King's Plaza Hotel from approximately 1979 to 1994, by Grand Regency Inn from approximately 1994 to 1999, and by Super 8 Motel from 2004 to 2011. The hotel was damaged in a fire on August 11, 2011 and the buildings were subsequently demolished between September and November of that year. The Property has been vacant from 2011 to the present day.

On May 9, 2016, WCG representative Ms. Caitlin Keefe visually assessed the Property for *recognized environmental conditions*, including but not limited to, the presence of *hazardous substances, hazardous wastes, petroleum products, other wastes, underground storage tanks*

Weaver Consultants Group North Central, LLC

J:\PROJECTS\3800-3899\3896 - COOK COUNTY\300\01\03 - PHASE I AND II ESAS\03A - PHASE I ESAS\FRANKLIN PARK\FRANKLIN PARK - 3010 NORTH MANNHEIM\3010 N MANNHEIM FRANKLIN PARK - PHASE I ESA - FINAL.DOCX 10/18/16

(USTs), aboveground storage tanks (ASTs), polychlorinated biphenyl (PCB)-containing equipment, or other potential Findings for the Property.

WCG also performed a review of commercially available government records in an effort to identify *recognized environmental conditions* in connection with the Property. This records review addressed not only the Property, but also surrounding properties. The records review also included *reasonably ascertainable* historical data, which can be helpful in identifying the past uses of the Property and surrounding areas, as it may relate to the environmental condition of the Property.

Finally, WCG performed *interviews* with various government agencies and other parties with possible knowledge of the Property and surrounding properties in an effort to identify current and past uses of the Property and surrounding areas, as they may relate to the environmental condition of the Property.

ASTM E 1527-13 defines a *recognized environmental condition* as the presence or likely presence of any *hazardous substances* or *petroleum products* in, on, or at a *property*: (1) due to any *release* to the *environment*; (2) under conditions indicative of a *release* to the *environment*; or (3) under conditions that pose a *material threat* of a future *release* to the *environment*. *De minimis* conditions are not *recognized environmental conditions*.

Based upon the assessments described in this *report*, this Phase I ESA has revealed no evidence of *recognized environmental conditions* in connection with the Property.

This Executive Summary provides a brief overview of the findings of this Phase I ESA. Although the Executive Summary is an integral part of the *report*, it does not substitute for reading the entire *report* or the appended or referenced documents to fully understand the findings and conclusions of this Phase I ESA.

The preceding is a brief summary of a 349 page report.

PRÆDIUM
VALUATION GROUP

Appraisals • Consulting • Expert Witness

Mary Wagner, MAI

EDUCATION

University of Wisconsin- Madison, WI- 1991

Bachelor of Business Administration, Real Estate & Urban Land Economics

LICENSES, CERTIFICATIONS & AFFILIATIONS

- Illinois Certified General Real Estate Appraiser
- Member, MRED, Midwest Real Estate Data
- Designated Member of the Appraisal Institute (MAI)
- ICAP

APPRAISAL EXPERIENCE

Appraisal and review assignments for all types of real estate and property rights, including but not limited to: multi family residential, development sites, industrial, commercial, mixed-use, and special purpose properties. Industrial properties include factories, warehouses, manufacturing, and distribution facilities. Commercial and special purpose properties include but are not limited to: office buildings, shopping centers, big box retail, single tenant new leases, banks and restaurants.

Clients include financial institutions, appraisal management companies, municipalities, attorneys, accountants, non-for-profit organizations, investors, and individuals.

Qualified as an expert witness in federal bankruptcy court, the City of Chicago Zoning Board of Appeals and at municipal hearings.

Currently serve as a Candidate Adviser for the Appraisal Institute (national). Currently serve on the Board of Directors of the Chicago Chapter of the Appraisal Institute and as the Chairperson of the Education Committee.

PROFESSIONAL EXPERIENCE

Praedium Valuation Group, Chicago, IL (2016 - present)
Managing Director, Commercial Valuation

Midwest Appraisal Company, Chicago, IL (1991-2016)
President & Senior Reviewer

PRAEDIUM VALUATION GROUP

Appraisals • Consulting • Expert Witness

ELIZABETH GULIS, MAI

EDUCATION

The University of Michigan—Ann Arbor, MI (1984-1988)
Bachelor of Business Administration

Commercial Appraisal Coursework (Appraisal Institute)

General Appraiser Income Approach I	Statistics, Modeling and Finance
General Appraiser Income Approach II	General Appraiser Market Analysis Highest & Best Use
General Appraiser Sales Comparison Approach	General Report Writing and Case Studies
General Appraiser Site Valuation & Cost Approach	Advanced Market Analysis and Highest & Best Use
Advanced Income Capitalization	Advanced Concepts & Case Studies
Quantitative Analysis	General Appraiser Report Writing & Case Studies

LICENSES, CERTIFICATIONS & AFFILIATIONS

- Illinois Certified General Real Estate Appraiser
- Member, MRED, Midwest Real Estate Data
- Designated Member of the Appraisal Institute (MAI)

APPRAISAL EXPERIENCE

Commercial

Apartment Buildings (5+ Units)
Retail Buildings & Strip Centers
Industrial Buildings
New Construction
Rent Survey

Mixed Use Buildings
Office Buildings
Parking Garage Buildings
Broken Condominiums

Vacant Land
Retail and Office Condominiums
De-Conversions
House of Worship

Residential

Detached Single Family Houses
Condominiums
Small Income (2-4 Units) Properties

Cooperatives
Vacant Land
Relocation

New Construction

PROFESSIONAL EXPERIENCE

Praedium Valuation Group, Chicago, IL (2005 - present)

Senior Commercial Real Estate Appraiser (2012 –present)

- Value Types: Market, Bulk Sale Value, Disposition, Liquidation, As Is, As Complete, As Stabilized, Diminution in Value
- Proficient in WinTotal and Narrative1 software
- Appraisal Review

Certified Residential Real Estate Appraiser (2005-2012)

- Appraised residential real estate specializing in downtown Chicago neighborhoods and high-value properties.

PRÆDIUM VALUATION GROUP

Appraisals • Consulting • Expert Witness

January 9, 2024

Mr. Nicholas Walny
Director of Community Development and Planning
Village Of Franklin Park
nwalny@vofp.com

Re: 3010 N Mannheim Rd., Franklin Park

Dear Mr. Walny:

Thank you for the opportunity to present this proposal for appraisal services for the above-referenced property. It is our understanding that this appraisal is required to establish the subject property's current market value for a potential sale. By signing and returning this proposal you authorize Praedium Valuation Group to perform the following scope of work.

Specifications of the Appraisal.

Subject Property:	3010 N Mannheim Road, Franklin Park, IL
Property Type:	Vacant land; commercial development site
Interest to be Valued:	Fee simple
Additional Property to be Valued:	None
Intended Use:	Potential sale / disposition
Intended User:	Village of Franklin Park
Type of Value:	As-Is current market value
Date of Value:	Date of Appraiser's inspection, specific date to be stated in the report.
Hypothetical conditions, Special/Extraordinary assumptions:	None anticipated

Anticipated Scope of Work:	<ul style="list-style-type: none"> • Identification of the objective of the assignment. • Identification and analysis of the property and neighborhood. • On-site property observation • Analysis and conclusion of the property's highest and best use • Research and analysis of the history of the property. • A comparative analysis of comparable sale properties. • Development of the sales comparison approach to form an opinion of market value for each property. • Preparation of a narrative appraisal report
Report Option and Format:	Appraisal report
Delivery Date:	The turnaround time is 15 to 20 business days from the date this agreement is signed, assuming access to the property is provided in a timely manner
Appraiser's Interest In Subject Property or in Client or Other Involved Parties:	Appraiser has no knowledge of any current or prospective interest in the subject property, or in Client or other parties involved in the transaction to which this appraisal relates.
Prior Services Regarding Subject Property (USPAP Disclosure):	Appraiser previously appraised the subject property in 2018 for the same client. Otherwise, we have not performed any prior services relating to subject properties within the 3-year period preceding the date of this Agreement
Special Conditions:	None
Appraisal Fee:	\$1,800
Payment Terms:	Payment is due in full within 30 days of delivery

Conflicts of Interest

We have conducted a check for conflicts of interest based upon the information that you have provided and have found none. Please call us immediately if you become aware of a conflict or potential conflict that has not been waived.

Waiver of Jury Trial; Choice of Venue

We both agree to waive our legal right to a trial by jury for any dispute, and to instead submit any unresolved dispute, if any, to trial by a federal or state court venued in Chicago, Illinois. We also both agree that the federal or state courts venued in Chicago, Illinois, shall have jurisdiction and exclusive jurisdiction over any such dispute.

Authorizations

Client Authorization

Client: Village of Franklin Park

Date: 1-17-24

Signature: Nicholas A. Walny

Name: Nicholas A. Walny

Position: Director of Community Development

Billing Address (email or person/address to whom invoices should be sent):

9500 Belmont Ave.

Franklin Park, IL 60131

Property Contact Name: Nicholas A. Walny

Property Contact E-Mail: nwalny@vofp.com

Property Contact Phone: 847-671-8278

Praedium Authorization

Appraiser: Praedium Valuation Group

Signature: Mary Wagner

Name: Mary Wagner

Position: Managing Director

