

ORDINANCE 18-19

AN ORDINANCE OF THE MAYOR AND BOROUGH COUNCIL OF THE BOROUGH OF MOUNT ARLINGTON, IN THE COUNTY OF MORRIS, STATE OF NEW JERSEY, AUTHORIZING THE PRIVATE SALE OF CERTAIN MUNICIPAL PROPERTY LOCATED ON HOWARD BOULEVARD IN BLOCK 67 LOT 1 OWNED BY THE BOROUGH OF MOUNT ARLINGTON NOT REQUIRED FOR PUBLIC PURPOSES PURSUANT TO N.J.S.A. 40A:12-13(B)(5)

WHEREAS, the Local Lands and Buildings Law, N.J.S.A. 40A:12-13, et seq., authorizes the sale by municipalities of any real property, capital improvements or personal property, or interests therein, not needed for public use by sale in the manner provided by law; and

WHEREAS, the Borough of Mount Arlington is the owner of certain real property not needed for public use, and the Mayor and Council have determined that it is in the best interest of the Borough to sell the same; and

WHEREAS, the Local Lands and Buildings Law authorizes municipalities to sell property not needed for public use by private sale to a contiguous property owner where the property to be sold is less than the minimum size needed for development and it without any capital improvements; and

WHEREAS, the parcel to be sold is a vacant .2755 acre lot located on Howard Boulevard in Block 67 Lot 1. See Appraisal Report prepared by the Borough Tax Expert, Scott J. Holzhauer, CTA, SCGREAA, dated October 31, 2019, attached as “**EXHIBIT A**”, and incorporated herein as if set forth at length; and

WHEREAS, on March 5, 2019, the Mayor and Borough Council of the Borough of Mount Arlington determined that it is in the best interests of the Borough to sell this parcel to a contiguous property owner; and authorized the Borough Tax Expert to issue an appraisal report describing the property and the current market value.

BE IT ORDAINED, by the Mayor and Borough Council of the Borough of Mount Arlington, County of Morris, and the State of New Jersey that the property identified herein shall be sold by private sale to a contiguous property owner for not less than fair market value of the interest to be sold, said sale being made expressly subject to the following terms and conditions:

Section 1. The Property hereinafter identified shall be sold, pursuant to N.J.S.A. 40A:12-13(b)(5), to the highest bidder by private sale to a contiguous property owner, for not less than fair market value. It is the responsibility of the bidder to determine whether the property is subject to any encumbrances, liens, zoning regulations, easements, other restrictions, and the Borough makes no representations as to the parcel identified herein.

Section 2. The private sale shall be conducted at a date and time selected by the Borough Administrator upon approval of all documents by the Borough Attorney. The Borough Administrator and Mayor shall be authorized and empowered to sign all documents required to effectuate the sale of this parcel for not less than fair market value.

Section 3. The Buyer shall further abide by the following terms and conditions:

A. The Buyer shall conduct all necessary title searches prior to the date of the sale. The cost for any title insurance shall be the responsibility of the Buyer.

B. The description of the property above is intended as a general guide only and may not be accurate. This lot shall be conveyed subject to existing encumbrances, liens, zoning regulations, easements, other restrictions, such facts as an accurate survey would reveal and any present or future assessments for the construction of improvements benefiting said property.

C. The Buyer, at its sole expense, shall have the right to conduct environmental and other inspections of the Property with results satisfactory to Buyer and its lender but must complete such inspections within thirty (30) days of adoption of this ordinance.

D. If necessary for a legal description, the Borough Engineer shall perform a survey of the property being sold in form and substance satisfactory to the Borough, which said survey will be at Buyer's sole expense; and said survey, shall be certified to the Borough.

E. The sale is made subject to all applicable laws, statutes, regulations and ordinances of the United States, State of New Jersey and the Borough of Mount Arlington, including, without limitation those concerning disposition of municipal real estate.

F. No employee, agent or officer of the Borough of Mount Arlington has any authority to waive, modify or amend any of the conditions of the sale.

G. The property shall be conveyed by deed and such conveyance shall be subject to all covenants, restrictions, reservations and easements established of record or by prescription and without representation as to character of title of the property to be conveyed.

H. The Buyer shall deposit cash, check or money order in the amount of not less than 10% of the purchase price upon execution of a contract of sale. If the prospective Buyer defaults on the contract of sale, the deposit shall be forfeited and shall become the property of the Borough.

I. The Buyer shall pay at the time of closing:

- (1) The balance of the purchase price;
- (2) Legal fees incurred by the Borough for transfer of title, including the cost of production of legal documents;
- (3) Borough Tax Expert fees for the preparation of the Appraisal Report;

(4) Engineering fees incurred by the Borough in determining the exact dimensions of the property and any easement(s), if any, to be retained by the Borough;

(5) The cost of advertisement of the sale;

(6) The cost of recording the deed, with an agreement that said deed shall be recorded on behalf of the Buyer by the Borough Attorney; and

(7) Prorated real estate taxes for the balance of the current year as of the date of closing.

J. The Buyer shall covenant and agree to abide by appropriate zoning, subdivision, health and building regulations and codes and shall stipulate that this sale will not be used as grounds to support any variance from the regulations.

K. The purchase price shall not be used before any County Board of Taxation, Tax Court of New Jersey, or in any court of this State as grounds to support a challenge of the existing assessments with regard to other properties.

L. The Borough Engineer shall perform a courtesy review and prepare an application to the Borough Land Use Board for any minor subdivision, lot line adjustments or the like, if necessary.

Section 4. The Borough does not warrant or certify title to the property and in any event shall the Borough be liable for any damages to the Buyer/successful bidder if title is found unmarketable for any reason and the Buyer/successful bidder waives any and all right in damages or by way of liens against the Borough, the sole remedy being the right to receive a refund, prior to closing, of the deposit paid in the event title is found unmarketable. It shall be the obligation of the successful bidder to examine title to the premises prior to the closing. Notice of any alleged defect in title or claim of unmarketability must be served on the Borough Clerk and the Borough Attorney, by the Buyer, in writing no later than thirty (30) days after the execution of the contract of sale. Failure upon the part of the Buyer to give written notice within said time shall be deemed conclusive proof that the Buyer accepts the title in its present condition, and the Borough shall not be responsible for any subsequent claims of defect in title and shall not be required to refund money or correct any defect in title or be held liable for damages.

Section 5. Pursuant to N.J.S.A. 40A:12-13, the description of the property to be sold and the fair market value shall be posted on the bulletin board or other conspicuous place in Borough Hall and published in the official newspaper of the Borough by two insertions at least once a week during two (2) consecutive weeks, the last publication to be not earlier than seven (7) days prior to such sale. Upon the sale of said property, the Borough shall file with the Director of Local Government Services in the Department of Community Affairs sworn affidavits verifying the publication of advertisements as required by law.

Section 6. Right of Refusal. The Borough shall maintain at all times the right to refuse any and all bids and the right to rescind any sale of the property until the deed of sale has been executed by the Borough and the Buyer.

Section 7. All ordinances or parts of ordinances inconsistent herewith are hereby repealed as to such inconsistencies.

Section 8. If any section, sentence or any other part of this Ordinance is adjudged unconstitutional or invalid, such judgment shall not affect, impair, or invalidate the remainder of this Ordinance but shall be confined in its effect to the section, sentence or other part of this Ordinance directly involved in the controversy which such judgment shall be rendered.

Section 9. This Ordinance shall take effect immediately upon final passage and publication as provided by law.

I HEREBY CERTIFY this to be a true and correct Ordinance of the Mayor and Borough Council of the Borough of Mount Arlington, adopted on November 6, 2019 and will be further considered after a Public Hearing held on December 3, 2019 at the Municipal Building at 7:00 P.M.

ATTEST:

BOROUGH OF MOUNT ALRINGTON
COUNTY OF MORRIS
STATE OF NEW JERSEY



Lizbeth Dwyer, Acting Borough Clerk



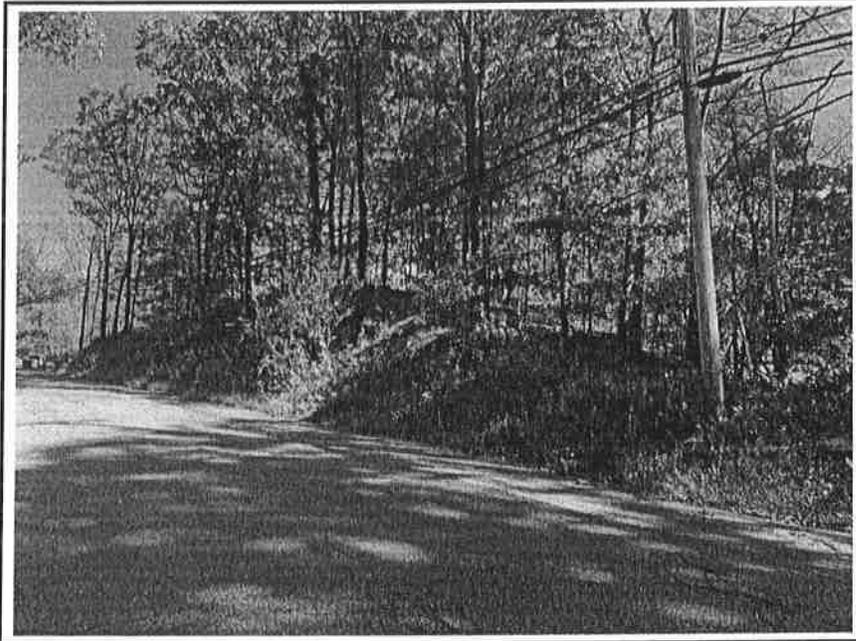
Michael Stanzilis, Mayor

SCOTT J. HOLZHAUER, CTA, SCGREA

REAL ESTATE APPRAISAL & ADVISORY SERVICES

*P.O. BOX 513 * TRANQUILITY, NJ 07879
PHONE (973) 670-0552 * FAX (973) 786-7469
EMAIL: SCOTT@SHOLZHAUER.COM*

APPRAISAL REPORT



PROPERTY DESCRIPTION: 0.275 Ac - Vacant Residential Lot
PROPERTY LOCATION: Howard Blvd (no assigned # > Island Lot)
Mount Arlington, NJ (Morris Cty)
BLOCK/LOT (S): 67 / 1
OWNER (S) OF RECORD: Borough of Mount Arlington
REPORT PREPARED BY: Scott J. Holzhauser, CTA, SCGREA
REPORT DATE: October 31, 2019
INSPECTION DATE: October 15, 2019
VALUATION DATE(S): October 15, 2019
PROPERTY RIGHTS: Fee Simple Estate
REPORT PREPARED FOR: Borough of Mount Arlington

SCOTT J. HOLZHAUER, CTA, SCGREAA

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EMAIL: SCOTT@SHOLZHAUER.COM

October 31, 2019

Carolyn Rinaldi
Mount Arlington Administrator
419 Howard Blvd.
Mount Arlington, NJ 07856

RE: Appraisal of Vacant Land:

Address: Howard Blvd (no assigned # > Island Lot)
Mount Arlington, NJ (Morris Cty)
Block/Lots: 67 / 1
Owner: Borough of Mount Arlington

Dear Carolyn:

In accordance with your request, I have conducted an analysis of the above referenced property and performed a study of the available relevant market data in order to prepare an appraisal of the subject. The purpose of this appraisal is to estimate the market value of the *fee simple estate* for the 100% undivided interest in the subject property.

It is my understanding that this report will be used by the Borough of Mount Arlington (the Client) for the purpose of potentially selling the property to an interested adjacent landowner as part of a proposed assemblage.

The function of this report will be to assist the Borough in the evaluation of the subject by providing a market value appraisal that may be suitable for determination of a fair compensation price if in fact the property is to be sold as contemplated. This report is not however to be utilized for mortgage financing purposes. A more detailed report would likely be required for that specific use.

The subject property is currently comprised of a single parcel of vacant land situated approximately 130-ft northeast from the intersection of "old" Howard Blvd with the realigned Howard Blvd. This lot is essentially an "island lot" that resulted from the road realignment project. The lot is completely wooded, with a moderate to severe incline from the edge of road pavement that surrounds the lot on all sides. Aside from the topography, there are no know encumbrances on the lot.

The immediate area surrounding the subject is residential to the east and north (along "old" Howard Blvd), and retail / professional uses along the realigned Howard Blvd to the west. These neighboring commercial uses include a professional office condo building at 22 Howard Blvd to the immediate west of the subject, Mt Arlington Plaza to the southwest, and Roxbury Commons to the south.

The subject lot is completely situated within Borough of Mount Arlington (very near the Roxbury border) and is identified for assessment purposes on the Municipal Tax Map as Block 67, Lot 1. According to the Tax Map, the subject property is shown to contain 0.275 acres in total. The geometric configuration of the parcel is that of an elongated semicircle, with 220-ft frontage along the straight portion of what is considered its "primary" road frontage and a depth of approximately 60-ft at the deepest point in the rounded arc.

Highlands Legislation

The subject property is situated entirely within the Highlands community – more specifically, located completely within the PLANNING AREA as identified in the Highlands Water Protection and Planning Act (P.L. 2004, c.120 - Effective August 10, 2004). Under this recently enacted legislation a great majority of development potential has been essentially eliminated on approximately 800,000 acres in the Preservation Area. As it relates to the subject property, the Highlands designation would not likely impact potential uses for the property. Therefore, no impact on value is being considered in this appraisal.

Client Guidelines for Appraisal Consideration

As per client directive, I have been asked to consider the subject property in its current condition as VACANT LAND for the potential sale of the 100% fee simple interest.

Highest and Best Use

The subject property is situated in the B-1 Zone, which permits all retail trade and services, and business and professional offices. There are no Highlands restrictions. The standard minimum lot size in this zone is 20,000-sf, however corner lots have a minimum size of 25,000-sf. It is likely that because of the unique configuration of the subject lot (surrounded by road on all sides), it might fall under the Corner Lot provision pertaining to bulk requirements. Despite being considered a pre-existing non-conforming use, as a practical matter considering the small size and unique shape of the subject, the Highest and Best (H&B) Use of the subject property (0.275 acres) would be as ancillary acreage for annexation with an adjacent parcel of similar zoning. While not immediately suitable for development itself, if allowed to be annexed the subject could enhance the size of a similarly zoned adjacent parcel and would therefore have value for increased density purposes to that adjoining parcel.

Accordingly, I consider the H&B Use for the subject to be for annexation with the adjacent property known as Block 61.01 Lots 3 & 4. This would require a partial "road vacation" by the municipality, which is being considered in conjunction with this scenario. At this juncture, the subject is being considered on an individual basis, with only the "potential" for use under this H&B Use scenario.

Other Considerations

There was no survey available in the Assessor's file for consideration. Due to the nature of this assignment all information pertaining to the subject was taken from municipal and other public record sources. Based on a search in the GSMLS and corroborated by the client, the subject property is not listed "for sale". Based on my conversation with the client there are no permits or approved plans for development, and no pending contracts for sale.

Inspection Information

Scott J. Holzhauer made a complete inspection of the subject property in connection with this appraisal assignment on October 15, 2019. I also conducted a review of all publicly known information, including the review of the recently obtained Title Search of the property. I also reviewed the Municipal Property Inventory Report (June 2013) prepared by the Borough Engineer. I also reviewed all available online imagery to get an overall impression of the subject property that was more than sufficient to base an opinion of value on. There were no detrimental conditions or potential environmental constraints observed during the inspection or subsequent research on the subject property that would influence my determination of H&B Use beyond what has already been discussed (primarily lot size, shape and topography).

Valuation Conclusion

After a study of all the available pertinent data, it is my opinion that the **market value** of the subject property, in *fee simple estate*, is as follows:

As of October 15, 2019: 0.275 Ac - Comm Vac Lot = \$10,000

This letter of transmittal is part of a larger document that has been prepared and is hereby presented as an Appraisal Report, consistent with the reporting requirements set forth under Standards Rule 2-2a of the Uniform Standards of Professional Appraisal Practice (USPAP). The opinion of value expressed herein is subject to the assumptions, limiting conditions, definitions and conclusions contained in this report; and to the market research and data analysis that have been retained in the appraiser's work file.

The conclusions of value stated in this report are certified to the **client only** (the intended user). The report itself is restricted for use by the client in any capacity related to the evaluation, negotiation, and disposition of the subject property as it pertains to the purpose for which the report was written. The anticipated readers of this report are presumed to have an underlying knowledge of the subject's geographical area, physical configuration, development potential and a general knowledge of the relevant economic market and factors involved with the subject property. Additional explanation should not be necessary to convey the analysis involved in estimating the final value. However, reporting requirements along with certain descriptions of the subject and/or analysis of the comparable sales and any resulting conclusions – may need to be further enhanced by follow-up oral dialogue or a further report submission based on the specific needs of the reader.

Considering the purpose for which this report was written, the descriptive data, analysis, and conclusions reported herein have been limited to the relevant salient facts upon which the opinion of value is based. This report may not thoroughly address issues pertinent to lenders, insurance companies, or those parties interested in partial interests of the property beyond the 2 stated intended users. This report is not intended for litigation.

Since the subject property is being evaluated with a H&B Use as vacant land with development potential as ancillary land for density purposes in contemplation of an annexation with a similarly zoned parcel (s), in a market with sufficient demand and activity for similar parcels of vacant land, **only the Sales Comparison (Market) Approach was utilized.** The Sales Comparison Approach relies heavily on the principle of substitution, which affirms that no prudent person will pay more

for a property than it will cost to buy a comparable substitute property. The price that a typical purchaser pays is usually the result of an extensive shopping process whereby purchasers are constantly comparing available alternatives. This approach is documented in this appraisal since properties similar to the subject (as vacant land), and in the subject's competitive market area, are routinely purchased for commercial development.

Thank you for the opportunity to be of professional service in this important matter. If you have any questions, please give me a call.

Respectfully submitted,
SCOTT J. HOLZHAUER, CTA, SCGREA
By:



Scott J. Holzauer
General Appraiser License #RG01115

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CERTIFICATION

This appraisal is certified to the Borough of Mount Arlington only. The report is intended for use in connection with internal analysis regarding the potential sale of municipal property. I certify that, to the best of my knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, unbiased professional work.
3. I have no recent, present or prospective interest in the property that is the subject of this report and have no personal interest or bias with respect to the parties involved.
4. My compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulated result or the occurrence of a subsequent event.
5. The analyses, opinions and conclusions were developed, and this report has been prepared as a complete appraisal in conformity with the Uniform Standards of Professional Appraisal Practice published by the Appraisal Foundation.
6. The use of this report is for the client only and their duly authorized representatives.
7. At the writing of this report the undersigned is current relative to continuing education requirements for the State of NJ.
8. I personally inspected the subject property (vacant land). The property owner was not present at the time of the inspection but was informed prior to the visit.
9. No one else provided significant appraisal assistance on this report.
10. I am in compliance with the Competency Provision of USPAP and have sufficient education and experience to perform an appraisal of the subject property.
11. I conclude value for the subject property, as follows:

As of October 15, 2019: 0.275 Ac - Comm Vac Lot = \$10,000

Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraiser, the firm with which he is connected, or any reference to any specific designation) shall be disseminated to the public through advertising media, public relations media, news media, sales media, or any other public means of communication without the prior written consent and approval of the undersigned.



Scott J. Holzhauer, CTA, SCGREA
General Appraiser License #RG01115

GENERAL ASSUMPTIONS

1. The appraiser assumes no responsibility for matters legal in character, nor renders any opinion as to title, which is assumed to be good and marketable. The legal description, if any is provided furnished, is assumed to be correct.
2. All existing liens and encumbrances have been disregarded and the property has been appraised as though "free and clear" of any encumbrances unless otherwise stated.
3. The property is assumed to be under responsible ownership and competent management.
4. Market data and information provided by others has been taken from sources deemed to be reliable, but may not have been verified first hand in all cases. No warranty is given for information provided by others.
5. Any referenced engineering, environmental, and/or property analysis studies or reports that may have been referenced in this appraisal are assumed to be correct. Any maps and illustrative exhibits that have been provided are only for the purpose of helping the reader visualize the subject property and/or the competing market area.
6. It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures that render it more or less valuable. No responsibility is assumed for such conditions or for obtaining the engineering studies that may be required to discover them. If public sewer service is not available to the subject property, it is assumed that adequate capacity for an onsite septic system exists, unless specific subsoil conditions are discussed in this report relative to that issue.
7. It is assumed that the property is in full compliance with all applicable federal, state, and local environmental regulations and laws unless the lack of compliance is stated, described, and considered in the appraisal report.
8. It is assumed that the property conforms to all applicable zoning and use regulations and restrictions unless nonconformity has been identified, described and considered in the appraisal report.
9. It is assumed that all required licenses, certificates of occupancy, consents, and other legislative or administrative authority from any local, state, or national government or private entity or organization have been, or can be, obtained or renewed for any use on which the value estimate contained in this report is based.
10. It is assumed that the use of the land and improvements (if present) is confined within the boundaries or property lines of the subject property described and that there are no encroachments or trespasses unless otherwise noted in this report.
11. Unless otherwise stated in this report, the existence of hazardous materials, which may or may not be present on the property, was not observed by the appraiser. Unless otherwise stated, the appraiser has no knowledge of the existence of such materials on or in the property, or on property immediately adjacent to the subject. On improved properties, the presence of substances such as asbestos, urea-formaldehyde foam insulation, lead paint, and other potentially hazardous materials may affect the value of the property. The value estimated is predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for such conditions or for any expertise or engineering knowledge required to discover them. The intended user is urged to retain an expert in that field, if desired.

GENERAL LIMITING CONDITIONS

1. A personal inspection of the property has been made (land only). Areas and dimensions of any improvements have been either physically measured or determined from review of the municipality's Property Record Card file. Lot size dimensions have been determined through a review of the current tax map of the municipality in which the subject exists, and/or from any survey data that may have been provided during this appraisal.
2. An analysis of local conditions and all relevant data has been made. Verification of factual matters contained in this report has been made to the extent deemed practical. The appraiser certifies that, to the best of his knowledge and belief, such factual matters are true and correct and that no important factors affecting the value of this property were knowingly overlooked or withheld. The resultant estimate of market value is predicated on the financial structure prevailing as of the date of value.
3. Possession of this report, or a copy thereof, does not carry with it the right of publication, nor may all or any part of the contents of this report be conveyed to the public through advertising, public relations, news, sales or other media, without written consent and approval of the authors, particularly as to value conclusions, and the identity of the appraisers or firm which they are connected. This report has been prepared for the exclusive benefit of the client. It may not be used or relied upon by any other third party. Any party who uses or relies upon any information in this report, without the appraiser's written consent, does so at their own risk.
4. Any allocation of the total value estimated in this report between land and improvements, or between individual valuation components (if applicable) applies only under the existing program of utilization. The separate valuation for land and building, or components of the "Larger Parcel" (or "Tract") must not be used in conjunction with any other appraisal and are invalid if so used.
5. This appraisal has been prepared as a complete appraisal as per client directive. The appraiser shall not be required to give testimony or appear in court by reason of this appraisal unless specific arrangements for these services are arranged.
6. Any forecasts, projections, or operating estimates contained herein are based on current market conditions, anticipated short-term supply and demand factors, and a continued stable economy. These forecasts are, therefore, subject to change with future conditions.
7. The Americans with Disabilities Act (ADA) became effective January 26, 1992. The appraiser has not made a specific compliance survey or analysis of the property to determine whether or not it is in conformity with the various detailed requirements of ADA. It is possible that a compliance survey of the property and a detailed analysis of the requirements of the ADA would reveal that the property is not in compliance with one or more of the requirements of the act. If so, this fact could have a negative impact upon the value of the property. Since the appraiser has no direct evidence relating to this issue, possible noncompliance with the requirements of ADA was not considered in estimating the value of the property.
8. Acceptance of and/or use of this report constitutes acceptance of all foregoing assumptions and limiting conditions.

EXECUTIVE SUMMARY

SALIENT FACTS

- **Property Location:** Howard Blvd (no assigned # > Island Lot)
Borough of Mount Arlington, NJ (Morris Cty)
- **Block / Lot(s):** 67 / 1
- **Owner:** Borough of Mount Arlington
- **Present Use:** Vacant land
- **Property Description:** Single parcel of vacant land containing 0.275 acres. Property is entirely wooded, with initial steep inclining topography off the road on all sides. Lot is surrounded by road on all sides and is irregular in shape.
- **Zoning / Highlands:** B-1 Business Zone
Situated completely within Highlands "PLANNING AREA"
- **Assmts / Taxes & Ratios (SUMMARY):**

	<i>Block/Lot:</i>	<u>67 / 1</u>
	<i>Total Assmt (2019):</i>	\$7,500
	<i>Taxes (\$2.629):</i>	EXEMPT
	<i>Avg Ratio (2020):</i>	85.06%
	<i>Equalized Value:</i>	\$8,800
- **Property Rights:** Fee Simple
- **Purpose of Appraisal:** To determine Market Value

IMPORTANT CONCLUSIONS:

- **Highest & Best Use:** Ancillary commercial land for merger w/ adjacent similarly zoned parcel(s) for potential density enhancement and buffer purposes
- **Reasonable Exposure:** Approx. 6 – 9 months (when considered for H&B Use)
- **Value Estimate(s):**

	<i>Block/Lot:</i>	<u>67 / 1</u>
	<i>Cost Appr.:</i>	n/a
MARKET VALUE AS OF	<i>Market Appr.:</i>	\$10,000
OCTOBER 15, 2019	<i>Income Appr.:</i>	n/a
	<i>Reconciled Val:</i>	\$10,000

PROPERTY RIGHTS APPRAISED

The property rights appraised are *all rights existing in FEE SIMPLE as of the appraisal date*. By definition, the fee simple estate is the "...Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the government powers of taxation, eminent domain, police power, and escheat" (Source: *The Dictionary of Real Estate Appraisal* – 4th Edition). Property rights inherent in the ownership of tangible personal property, and intangible benefits of the property itself, are not the subject of this report. *If the subject is encumbered by any contractual arrangement(s) that create estates, the value of those estates will not be analyzed in this report.*

PERSONAL PROPERTY

There are no items of personal property, trade fixtures and equipment, and/or tangible or intangible non-realty items included as part of the market value conclusions reported herein.

LIENS & ENCUMBRANCES

For the purpose of this appraisal, the subject is being appraised as if the title were free and clear from any liens or encumbrances.

ENVIRONMENTAL CONCERNS

At time of inspection, there were no items of environmental concern noted. Any interested purchaser is advised to consider obtaining a *Phase I Environmental Site Assessment* prior to proceeding with acquisition. This appraisal report assumes the site is void of any other environmental contamination or concerns which might influence the value conclusion, including the presence of any underground fuel storage tanks.

SUBSURFACE CONDITIONS

This appraiser is unaware of any known adverse subsurface conditions in existence that would prevent the use and enjoyment of the subject property to the fullest extent allowed by the zoning. The potential adverse effects on value based on the presence and condition of any underground fuel storage tanks and fuel-transport piping has not been considered in this appraisal.

HISTORY OF OWNERSHIP

The current owner (Borough of Mount Arlington) acquired the subject property via Deed on February 20, 1911. The subject deed was reviewed, along with a current Title Search dated September 23, 2019 by Town Title that showed no outstanding liens on the property. There were no unusual conditions brought to the attention of the appraiser that would have an impact on value.

CONTRACTS OF SALE

The subject property is not under any known sale or lease contract and is not presently listed "for sale" on the open market (based on a review of the GSMLS and discussion w/ Client).

DEFINITION OF MARKET VALUE (*Dictionary of Real Estate Appraisal – 4th Edition*)

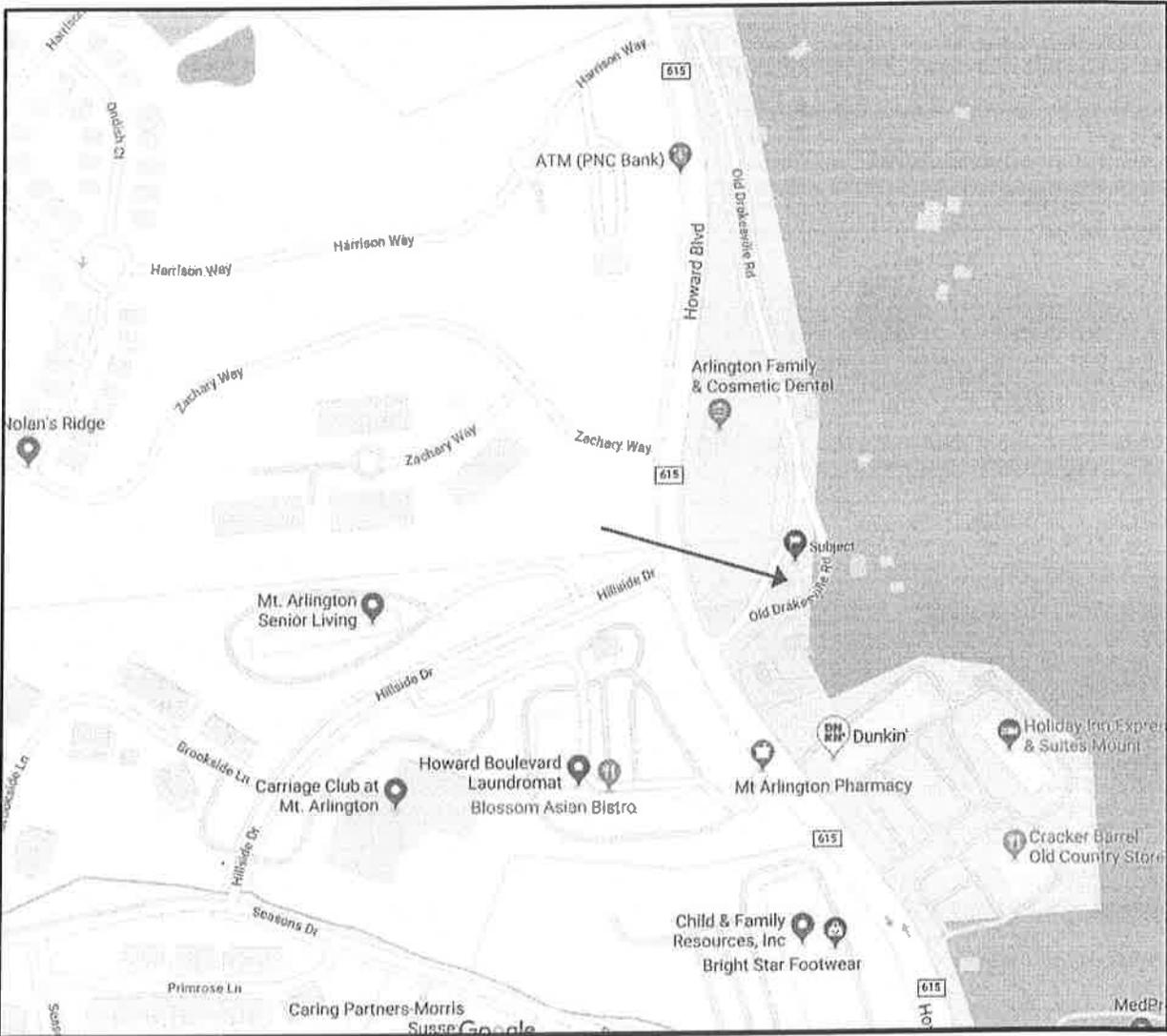
"The most probable price, as of a specific date, in cash, or in terms equivalent to cash, or other precisely revealed terms, for which the specified property rights should sell after reasonable exposure to the market under all conditions requisite to a fair sale, with the buyer and the seller each acting prudently, knowledgeably, and for self-interest, and assuming that neither is under undue duress. Fundamental assumptions and conditions presumed in this definition are:

1. Buyer and seller are typically motivated;
2. Both parties are well informed or well advised, and each acting in what they consider their own best interest;
3. A reasonable time is allowed for exposure in the open market;
4. Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. The price represents a normal consideration for the property sold unaffected by special or creative financing or sales concessions by anyone associated with the sale.
6. The effect, if any, on the amount of market value of atypical financing, services, or fees shall be clearly and precisely revealed in the appraisal report."

LOCATION MAP – LOCAL AREA

The map below shows a local view of the neighborhood where the subject property is located.

Block 67, Lot 1: Off "old" Howard Blvd
Coordinates: 40.904320, -74.635073



SUBJECT PROPERTY PHOTOS

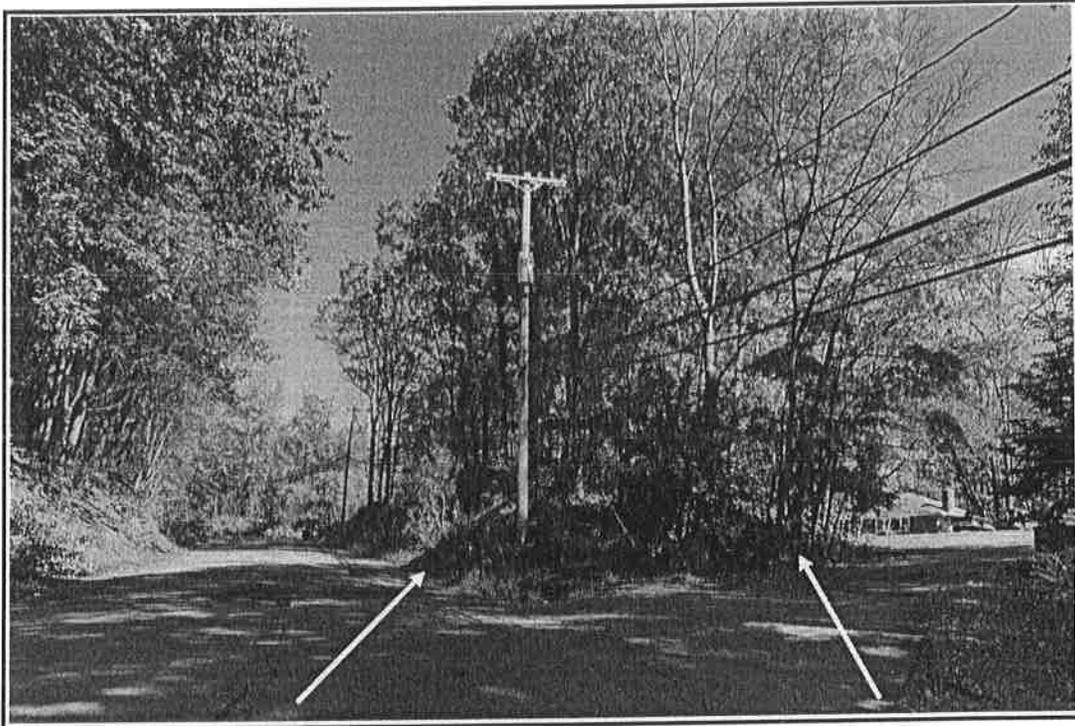


PHOTO #1 Looking north from entrance onto "old" Howard Blvd toward corner of lot

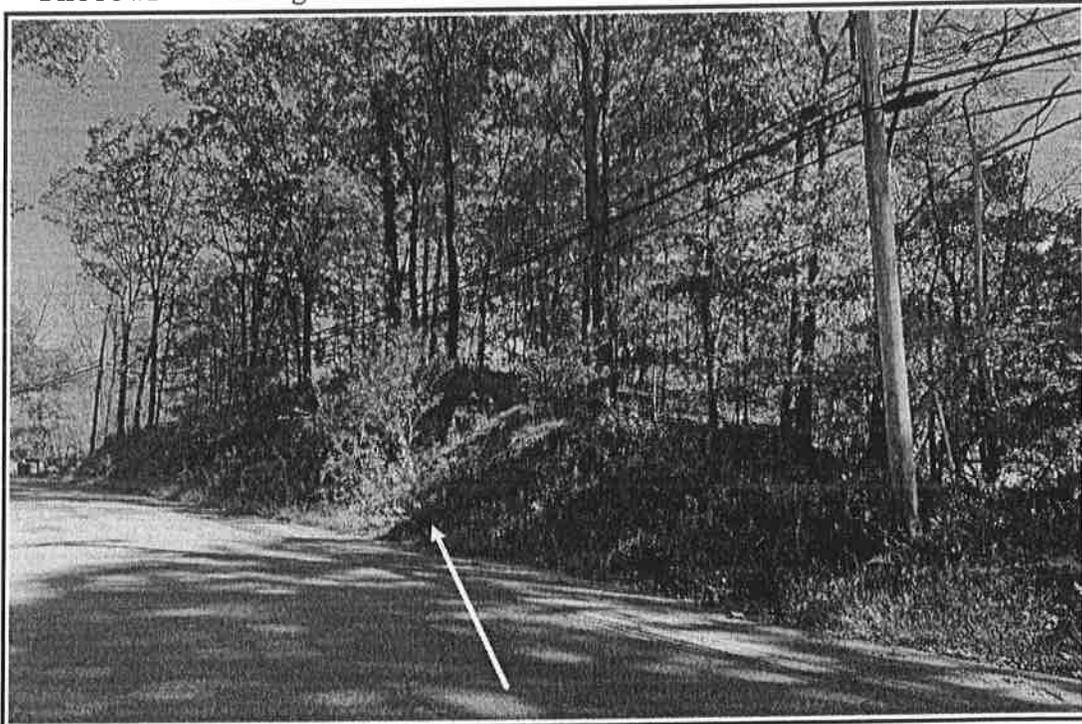


PHOTO #2 Looking northeast at subject along "old" Howard Blvd

SUBJECT PROPERTY PHOTOS (cont.)

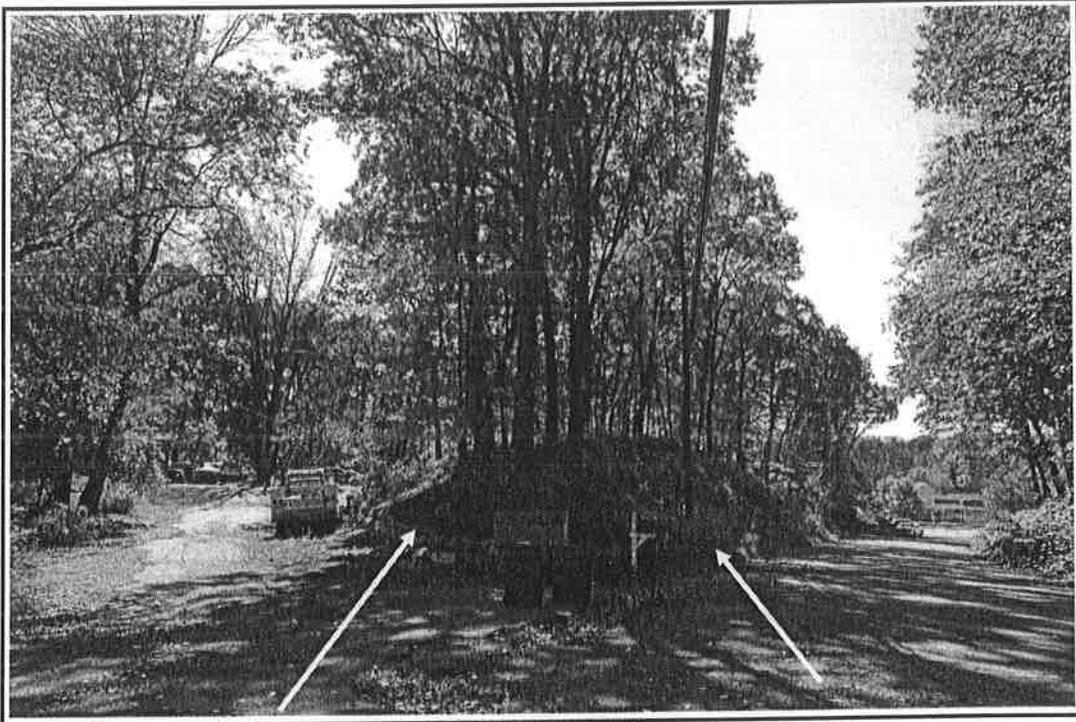


PHOTO #3 Looking south at corner of subject

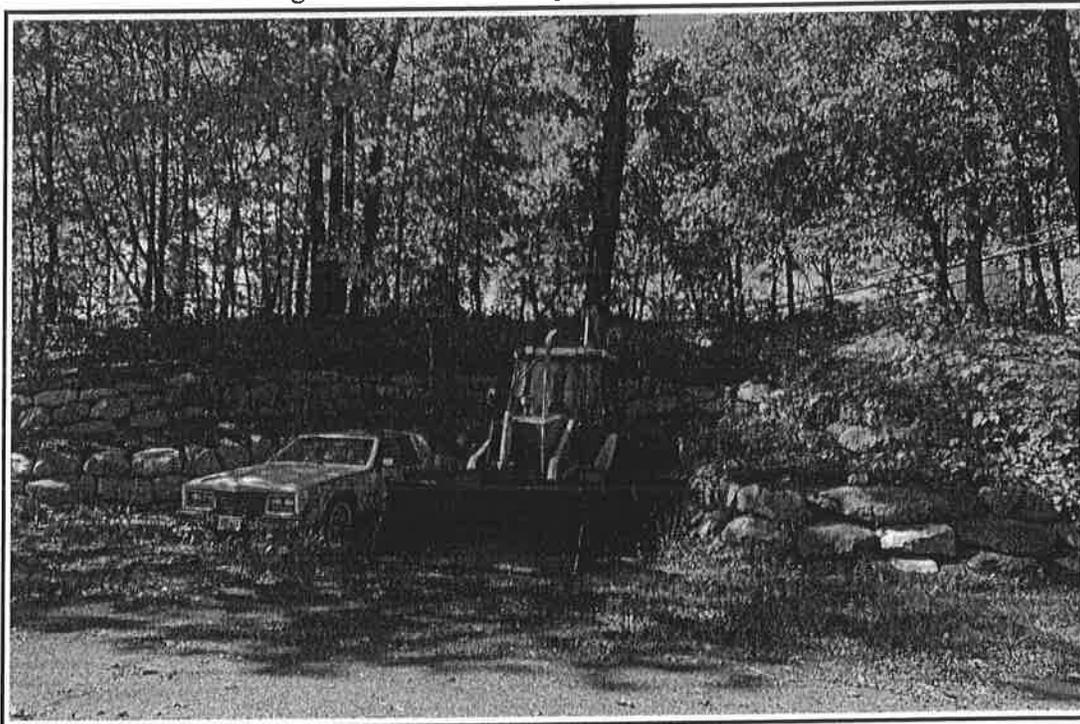


PHOTO #4 Looking west at subject (NOTE: improper encroachment for parking on subject)

ZONING

§17-28.8 B-1, Business Zone.

a. Permitted Principal Uses.

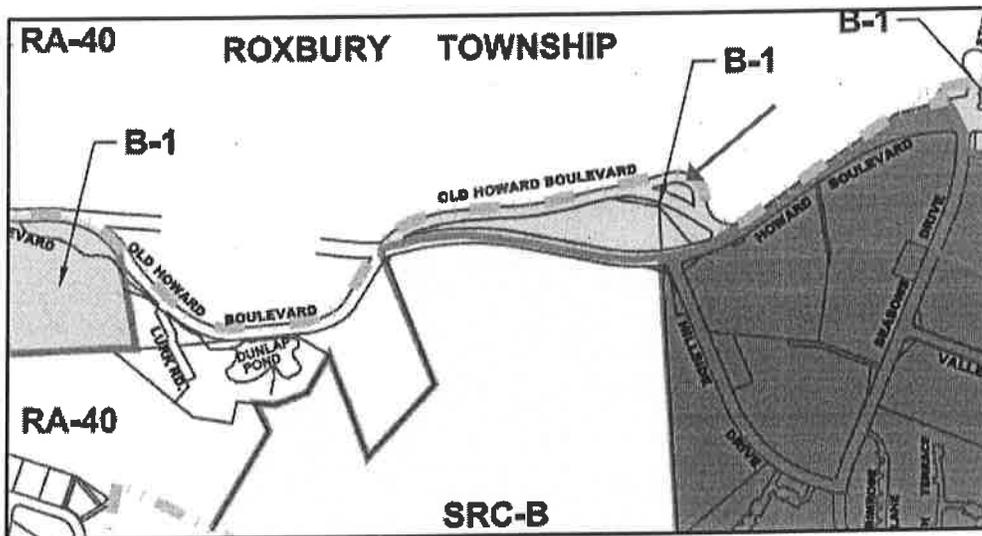
- (1) All retail trade, retail service, and professional service establishments including clubs, lodges and social buildings. All such permitted uses shall be conducted entirely within an enclosed and permanent building.
- (2) Business and professional offices.

b. Permitted Accessory Uses.

- (1) Off-street parking and loading facilities as provided in Article VII.
- (2) Signs as provided in Article VII.
- (3) Accessory storage, within a wholly enclosed permanent structure, of materials, goods and supplies intended for use on the premises.
- (4) Clothing bins as provided in §17-32.7. [Ord. No. 06-09 §3]

c. Conditional Uses.

- (1) Essential services as provided in §17-33.6
- (2) Churches and other places of worship including parish houses, Sunday school buildings and other similar uses as provided in §17-33.1.
- (3) Nursery schools as provided in §17-33.4.
- (4) Automotive service stations as provided in §17-33.8.
- (5) Animal hospitals as provided in §17-33.2.



Zoning Schedule

SCHEDULE 1

BOROUGH OF MOUNT ARLINGTON SCHEDULE OF AREA, YARD, AND BULK REQUIREMENTS

Zone	Minimum Size of Lot				Minimum Required Yard Areas							Floor Area Ratio	Maximum Percent of Impervious Lot Coverage	Maximum Height		Notes
	Interior Lots		Corner Lots		For Principal Buildings				For Accessory Buildings					In Stories	In Feet	
	Area In Square Feet	Width In Feet	Area In Square Feet	Width In Feet	Front Yard	One Side Yard	Total of Two Side Yards	Rear Yard	Side Yard	Rear Yard						
RA-40	40,000	175	46,000	200	50	20	50	50	Same as Principal	20	18	20	2½	32	No. 1	
RA-30	30,000	125	36,000	150	40	12	25	25	"	15	18	25	2½	32	No. 2	
RA-15	15,000	100	18,750	125	35	12	25	25	"	15	28	35	2½	32		
RA-7.5	7,500	50	10,000	75	25	10	20	20	"	15	30	50	2½	32		
OSGU	80,000	225	89,000	250	60	30	75	50	"	20	-	10	2½	32		
RG-5	200,000	200	200,000	300	40	50	100	50	"	50	-	50	2½	32		
B-1	20,000	100	25,000	125	40	10	25	25	"	25	-	60	2½	32		
R-C	20,000	100	25,000	125	25	10	25	25	"	25	-	60	2½	32		
R-PRD	40,000	175	46,000	200	SEE NOTES							-	15	2½	32	See §17-33.10
HMC	10 ac.	200	10 ac.	200	100	100	200	100	25 or 2x height		-	50	5	60	See §17-31.6	
PUD	217,800	200	217,800	300	100	50	100	100	"	100	-	50	2½	32	See §17-31.5a	
	(5 ac.)		(5 ac.)								-				No. 3	
OB	40,000	200	45,000	225	50	20	50	50	"	50	-	60	3	50		

- In R-40 zones, minimum lot area may be reduced to 30,000 square feet and 135 minimum frontage with public water or public sewer
- In R-30 zones, minimum lot area may be reduced to 20,000 square feet and 100 minimum frontage with public water or public sewer
- RA-40 zone controls single-family development in PUD.

GENERAL SITE DESCRIPTION

The following summary highlights the predominate characteristics that comprise and define the subject property. Additional details (Tax Map, Aerial Map & Highlands Map) are found pursuant to this summary to further elaborate and describe the subject property:

Location/Linkage: Primary improved access to the subject property is from Howard Boulevard, a County roadway (Route 615). The subject is judged as having good overall access to major arterial roadways and highways from this area. State Highway Rt. 15 is within 5 miles of the subject to the north, and Interstate Highway Rt. 80 is within ½ mile to the south.

Physical Features:

Size: 0.275 Ac

Frontage: Approx. 220-ft frontage along the straight portion of "primary" road frontage.

Shape: Elongated semicircle, with 60-ft at deepest point in the arc.

Topo: The lot slopes steeply up from the roadway on all sides and is heavily wooded

Soil Conditions: Soil types are generally limited for development. These soils however are present in the surrounding area that has in fact been developed both residentially & commercially. The presence of sewer & water would help to mitigate much of the development restrictions based on the soil, however property is not located in sewer service area, likely making it cost-prohibitive for independent development as is.

Flood Zone: The subject tract appears to be situated fully outside of any 100-yr flood hazard zone.

Wetland Area: Per review of NJ-Geo Web Map there are no apparent wetlands or attending buffers impacting the property.

Utilities: Municipal water is available in the area, along with gas, electric, phone & cable. Immediate development would likely require onsite septic (*see Engineer's note on following page regarding sewer*). There are no known impediments that would prohibit the subject from accessing the public utilities.

**Easements/
Encroachments:** A review of the Municipal Tax Map does not indicate the presence of any easements. There is an observed encroachment (non-sanctioned) on the east side of the lot that is being used for parking by an adjacent property owner.

Views / Other: None. See following "Engineer's note"

Engineer's Note (copy of email sent 10/30/2019):

From: Stan Puszcz <stan.puszcz@cppsc.com>
Sent: Wednesday, October 30, 2019 4:15 PM
To: Carolyn Rinaldi <crinaldi@mtarlingtonboro.com>
Cc: scott@sholzhauer.com
Subject: RE: Block 67 Lot 1

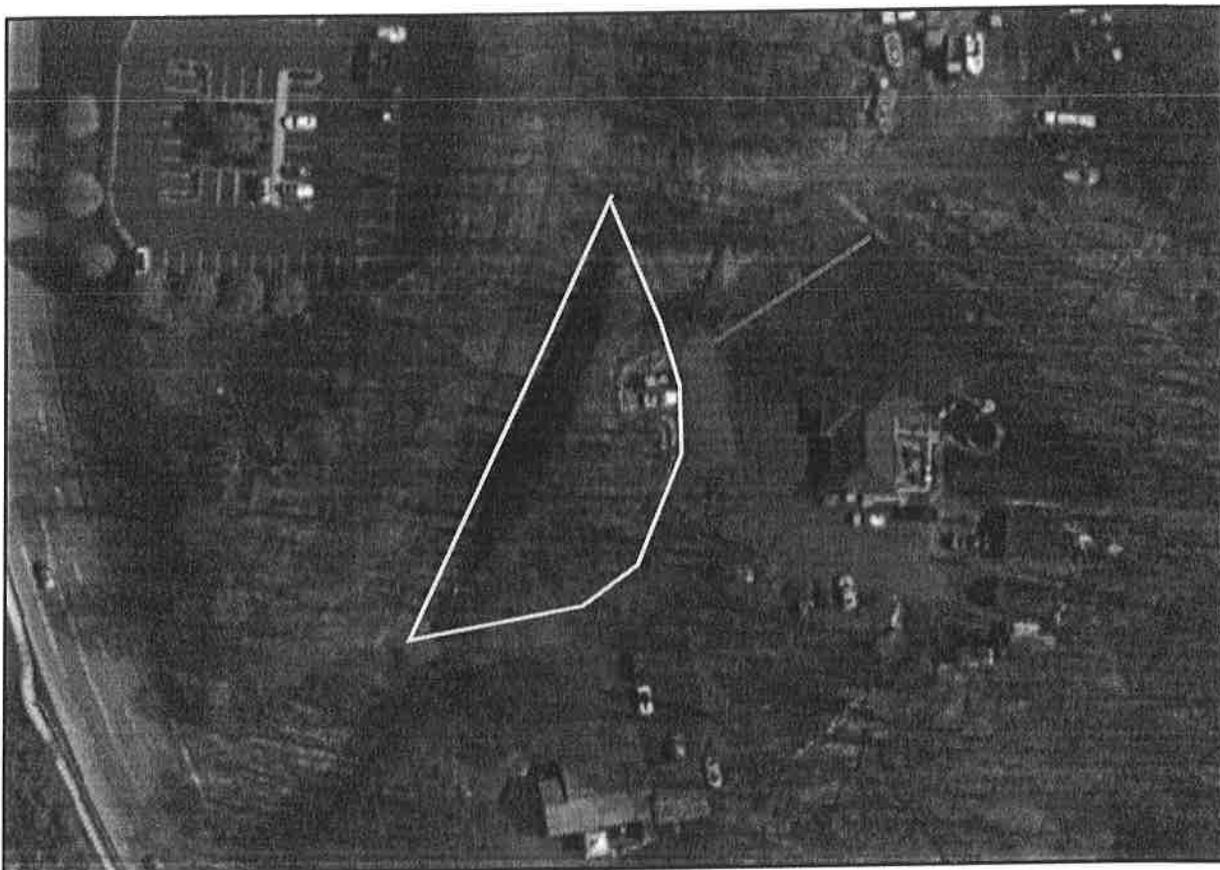
Block 67 Lot 1 is not contained within the SUEZ franchise territory. Therefore they are not/cannot be a customer of SUEZ.

- Water - Mt Arlington Customer
- Sewer – The current WQMP identifies the site as individual subsurface disposal (i.e., not within a sewer service area). So the applicant will need a site specific WQMP amendment (think of that as a state policy position – Municipal Resolution, County Resolution, NJDEP Commission Signature) that I would expect them to achieve in about 1 to 1.5 years, at which time they can apply to the Borough for a sewer connection (via a small onsite pump station and force main to the Borough's pump station on Zachary way).

AERIAL IMAGE

NJ-GeoWeb – 2015 Natural

Shows subject all wooded w/ area of encroachment (marked by red arrow) used for parking by adjacent property owner. There is no documentation to support this encroachment.



CONSTRAINTS MAP

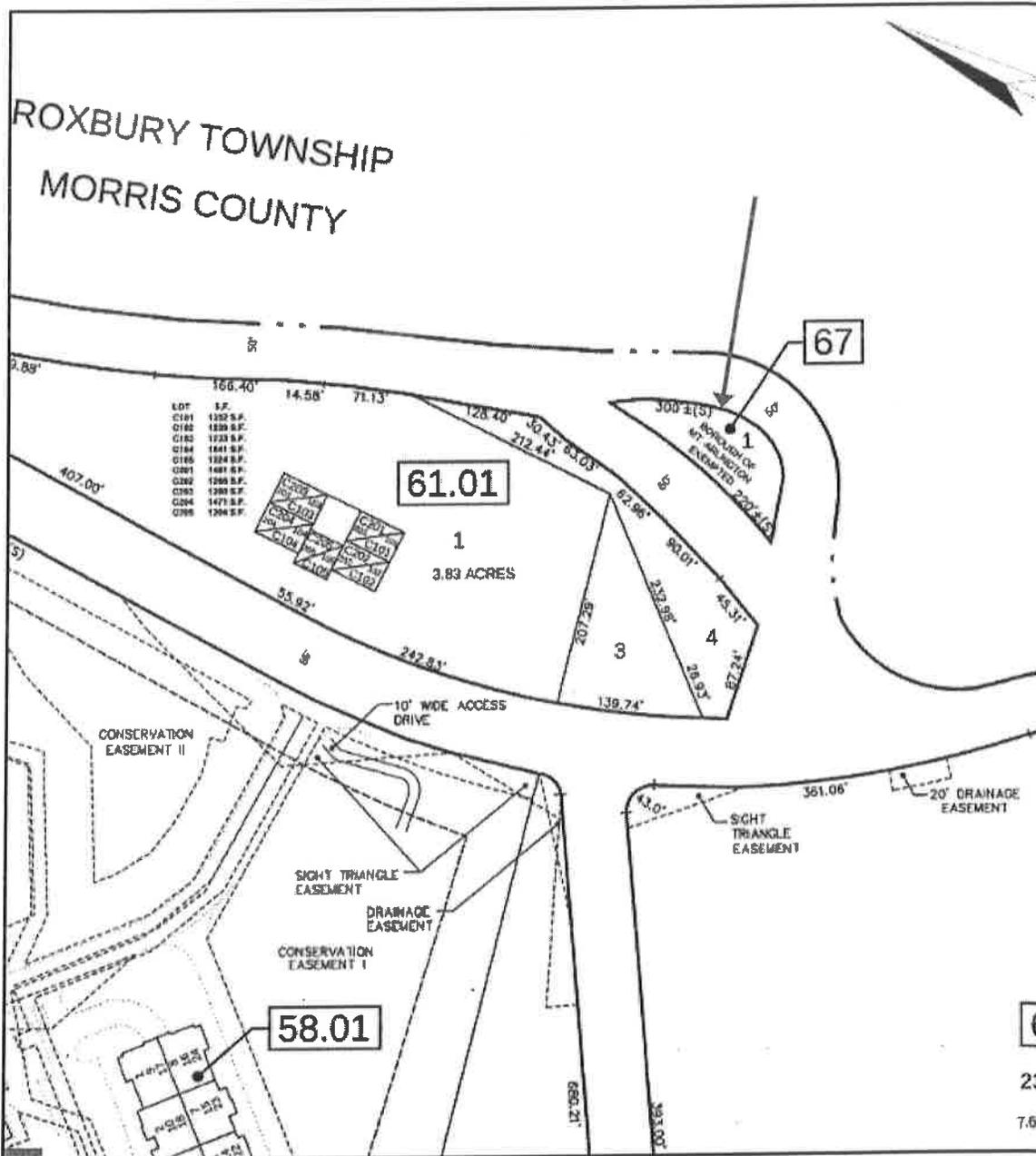
Highlands Council – Parcel Finder

Shows steep slopes surrounding property, with a moderately sloped plateau on top



MUNICIPAL TAX MAP

(Subject marked by red arrow)



IMPROVEMENT DESCRIPTION

N/A (subject is being evaluated as vacant land only).

HIGHEST & BEST USE

The subject property (both parcels) has been valued according to proper appraisal techniques in terms of its' highest and best use. Highest and best use is defined as "That *reasonable and probable use that supports the highest present value as of the effective date of the appraisal*. ... Alternatively, that use, from among reasonably probable and legally permitted uses, found to be physically possible, appropriately supported, financially feasible, and which results in highest land value" (Source: *The Dictionary of Real Estate Appraisal* – 4th Edition).

The definition immediately above applies specifically to the highest and best use of land. It is to be recognized that in cases where a site has existing improvements on it, the highest and best use may very well be determined to be different from the existing use. The existing use will continue, however, unless and until land value in its highest and best use exceeds the total value of the property in its existing use.

Implied from the above definition is that the determination of highest and best use results from the appraiser's judgment and analytical skill, i.e. that the use determined from analysis represents an opinion, not a fact to be found. In appraisal practice, the concept of highest and best use represents the premise upon which value is based. In the context of most probable selling price (market value) another appropriate term to reflect highest and best use would be most probable use. In the context of investment value an alternative term would be most profitable use.

Analyzing the Highest and Best Use of a specific property as though vacant assists the appraiser in selecting appropriate comparable properties and identifying the use that would produce the greatest net income to the land after property income has been allocated to the land.

Issues & Concerns:

- The subject parcel is 0.275 acres, with is considerably smaller than the 0.573-acre minimum size required for corner lots in the B-1 zone.
- The lot has an irregular shape, with only 60-ft depth at its deepest point.
- Steep upward topography surrounds the lot on all sides immediately off the road
- The lot is not within the sewer service area and would require a permit to potentially gain access into such.

Considering all of these impediments, this lot appears to have no independent viable use as a building lot, relegating it to an alternative use – primarily annexation to another similarly zoned parcel(s) for density and buffer enhancement. However, any potential lot merger would require the municipality to vacate part of the roadway that surrounds the subject. The municipality is presently considering such an action, which is the primary driver behind this current appraisal assignment.

Conclusion:

The subject property is situated in the B-1 Zone, which permits all retail trade and services, and business and professional offices. There are no Highlands restrictions. The standard minimum lot size in this zone is 20,000-sf, however corner lots have a minimum size of 25,000-sf. It is likely that because of the unique configuration of the subject lot (surrounded by road on all sides), it might fall under the Corner Lot provision pertaining to bulk requirements. Despite being considered a pre-existing non-conforming use, as a practical matter considering the small size and unique shape of the subject, the Highest and Best (H&B) Use of the subject property (0.275 acres) would be as ancillary acreage for annexation with an adjacent parcel of similar zoning. While not immediately suitable for development itself, if allowed to be annexed the subject could enhance the size of a similarly zoned adjacent parcel and would therefore have value for increased density purposes to that adjoining parcel.

MARKET APPROACH: VALUATION ANALYSIS

The Market (Sales Comparison) Approach is based on the premise that the informed prudent and rational person (investor or user) applying the principle of substitution will pay no more for a property than the cost of acquiring a similar or comparable property with the same utility as of the valuation date. This approach is predicated on two primary assumptions:

1. There is, in fact, an active market for the type of property being appraised
2. Data on recent sales of comparable properties in the same market, representing bona fide arm's-length transactions, are an appropriate guide to the market value of the subject property.

Application of the Market Approach requires the comparing and rating of other comparable properties to the property being appraised. The goal in this analysis is to develop an indication of what the comparable properties would have sold for (theoretically) if they had possessed all of the basic and pertinent physical and economic characteristics present at the subject property. These indications of value hopefully fall into a pattern clustering around a certain dollar figure which, when appropriately rounded, will provide an indication of the market value for the subject property as of the date of valuation. Market price is the basic guide to market value in the Market Approach. This includes whatever constitutes a cost to the typical informed purchaser.

The search for comparable property included review of Multiple Listing sales information (GSMLS) and deed transfer data on file with the County Board of Taxation and Hall of Records, and discussion with local Tax Assessors. The investigation was initiated within the subject (local) market area and expanded to other competitive market areas as needed. Major criteria for comparison of sale properties to the subject included that the same be vacant land offering similar development potential and/or utility as the subject based on H&B Use.

Each sale chosen for comparison offers a viable ownership/investment alternative to the subject property and would be likely to compete directly with the subject for potential purchasers. The unit of value considered for the sale properties is PRICE PER ACRE. Each sale found was investigated relative to property rights conveyed, manner of financing, conditions of sale and market conditions together with differences in physical characteristics.

Subsequent to collection and verification, direct comparison is made between the sale properties and the subject property on the basis of competing amenities. Upon completion of the comparative process, a range of value is indicated for the subject property. The most comparable data is given the most weight with regard to the final determination of estimated market value for the subject.

PROPERTY VALUATION:

Following is information and recording data relative to four (4) land sales reported from among the data considered within this analysis. Also considered during this analysis are any current "listings" or "contracts for sale" of similar vacant land. All sales activity has occurred after enactment of the Highlands Legislation. When compared with recent historical sales data for similar vacant land, the sales utilized in this analysis corroborate that the Highlands Legislation has not had a negative "value impact" on property that has a general suitability for use as a single building lot site.

Full descriptions of the sales principally relied upon in this appraisal are contained in the addendum.

COMPARABLE SALES ANALYSIS (MARKET) GRID

ELEMENT	SUBJECT	SALE #1	SALE #2	SALE #3	SALE #4
Street Address	Howard Blvd	189 Stickle Pd	6 Park Lake	189 Rt 206	6-18 Howard B
Municipality	Mt Arlington	Anover Twp	Sparta	Robury	Mt Arlington
Block / Lot	67 / 1	151 / 20	16001 / 9	9001 / 6	61.01 / 3, 4
Sale Date	N/A	8/25/2017	11/21/2017	2/15/2017	5/17/2018
Sale Price (*)	N/A	\$199,000	\$80,000	\$69,000	\$110,000
Lot Size (Acres)	0.275	4.880	2.470	1.174	1.030
Sale Price/Ac	N/A	\$40,800	\$32,400	\$58,800	\$106,800
Property Rights	Fee Simple	Similar	Similar	Similar	Similar
adjustment		0%	0%	0%	0%
Financing/Sale Cond.	N/A	Market	Market	Market	Market
adjustment		0%	0%	0%	0%
Market Cond (Time)	10/15/2019	Similar	Similar	Similar	Similar
adjustment		0%	0%	0%	0%
Adj SP/Ac		\$40,800	\$32,400	\$58,800	\$106,800
Location	Avg	Similar	Similar	Similar	Superior
adjustment		0%	0%	0%	-10%
Lot Size (Econ of Scale)	0.275	4.880	2.470	1.174	1.030
adjustment		15%	10%	0%	0%
Frontage / Shape	Good / poor	Superior	Superior	Superior	Superior
adjustment		-20%	-20%	-20%	-20%
Utilities	Water only	Similar	Similar	Similar	Similar
adjustment		0%	0%	0%	0%
Approvals	Of Right	Similar	Similar	Similar	Similar
adjustment		0%	0%	0%	0%
Physical Conditions	Steep Topo	Superior	Superior	Superior	Superior
adjustment		-15%	-15%	-10%	-10%
Net Adjustement		-20%	-25%	-30%	-40%
Indicated Value (Per Ac)		\$32,600	\$24,300	\$41,200	\$64,100
Avg Val / Ac		\$40,600			

Comparable Sales Analysis:

The subject property consists of a single parcel of Vacant Land situated in the B-1 zone district. The previous page depicts a Market Grid – where comparisons were made between the subject and the sales for various market-related elements of consideration relative to this type of proposed property use. The narrative below establishes the general criteria considered for each relevant adjustment that was made on the Market Grid.

The market research for comparable sales was made with the express intent of finding parcels of vacant land suitable for commercial development (consistent with the determination of H&B Use for the subject lot). The sales chosen for analysis are all within the subject's competitive market area for larger single-family building lots. These four (4) sales demonstrate many of the same general characteristics of the subject property, and would potentially offer viable purchasing alternatives to the subject property if in fact the subject were actually offered "for sale" as of the relevant valuation date.

Each sale considered for this analysis conveyed the fee simple interest for cash or its equivalent, and was considered an arm's length transaction. All sales conveyed within a time frame considered representative of the market conditions as of the valuation date. The overall real estate market, both vacant and improved, had been relatively FLAT for the past several years. All sales occurred within a relatively close time period of the valuation date (2017 or later). Accordingly, no adjustments were made for time (market conditions) to account for this current flat-market trend.

These 4 sales are further evaluated based on market derived "*elements of comparison*", which are each equated to the subject parcel being evaluated. In applying this valuation technique, a determination was made regarding the extent to which the pertinent elements of comparison for each sale are inferior to, similar to, or superior to, the corresponding elements found at the subject property. The elements of comparison considered in this analysis included the following:

Location - primarily takes into account the anticipated value range of a new residential dwelling being constructed between the subject neighborhood vs. the comparable sales neighborhoods. Elements such as traffic volume, proximity to schools, shopping areas, highways, mass transportation, and surrounding land uses are all of paramount concern to prospective residential property owners. Sale 1 was 10.8 miles from the subject, Sale 2 was 12.6 miles away, Sale 3 was 3.4 miles away, and Sale 4 was immediately across the street / adjacent to the subject. All 4 sales were in commercial zones, with immediate or very close access to major thoroughfares.

Lot Size (Economies of Scale) - takes into consideration the principal of "diminishing returns", which generally asserts that the larger the property - the lower the sale price per unit and conversely, the smaller the property - the higher the sale price per unit. This phenomenon is usually caused by the fact that the smaller the property, the lower the overall sales price will be. This measure of affordability in turn allows a greater number of potential buyers into the market for that given property, which through demand ends up applying greater pressure on the ultimate unit value of the property. The small size of the subject was considered inferior to the comparables, but would nonetheless result in an higher "unit value"

Frontage / Shape - primarily takes into account the geometric configuration of the lot and how that shape might influence the development of the parcel. Generally, the more rectangular a lot is, the more likely that it can achieve a maximum development density considering all setback and parking requirements. Lots with greater frontage (and lot width) generally offer a higher level of visibility and exposure for any commercial facility that might be constructed on the site. The subject's irregular shape and narrowness made it inferior to all of the comparables.

Utilities - are evaluated based upon the availability of essential services to a site – primarily public sewer. When a property requires septic installation, it often limits the useable land area available upon which the new improvements can be located. This consequently may even limit the size of the improvements as well. Properties in the Highlands Preservation Area, even if they might qualify for a development exemption in accordance with the law, will more than likely still be subject to more stringent requirements with regard to well & septic issues than otherwise similar property located outside the Preservation Area.

Development Approvals - are a significant factor in the market not only because of the significant outlay of cash required in order to obtain them, but also due to the significant amount of time involved in obtaining them, during which there are operating expenses on the property with no potential for income. Site Plan approval (commercial property only) is much less "uncertain" than subdivision approval – warranting little to no adjustment (unless a use variance of some type is being sought). When dealing with land without realistic subdivision potential, the only approval of significance would be a Building Permit (for new construction) – also warranting little to no adjustment. There is both a monetary and time cost associated with the variance process, and no outcome is certain in this regard. These costs and associated "risks" are factored into the adjustment for this element.

Physical conditions - refer to topography, wetlands, soil types, shape etc. Generally, the more suited a lot is to development or subdivision (i.e. less slopes, less rocks, less tree, etc.), the higher the sale price will be. The comparable sale properties were evaluated based on the level of environmental constraints (generally topography, wetlands & rock) known to be present on them. Also considered for adjustment with this element is the availability of improved road access and any extraordinary costs likely to be incurred in order to secure access to the developable portion of the lot (i.e. stream encroachments requiring General Wetland Permits and/or mitigation, excessively long driveways, etc.). Finally considered is any land restrictions resulting from easements that might be present.

The subject and each of the comparable sales is considered to have "legal access" for development purposes when considering the potential future improvement of each lot for potential commercial development.

MARKET APPROACH CONCLUSION:

After reviewing the 4 vacant land sales utilized in this report and making the required adjustments as depicted on the Market Adjustment Grid, the sales reflect a unique range in adjusted value (per lot) for the subject property, ranging from \$24,300 - \$64,100. All of the sales are judged to provide a good indication of value for the subject. The weighting (or ranking) of the sales is spread evenly among all 4 sales utilized. Accordingly, I feel that a value estimate commensurate within the mid-range suggested by the adjusted sales would be appropriate for the subject property.

A final consideration is that in order for the subject to be annexed to an adjacent lot, the municipality would need to vacate a portion of the public roadway that surrounds the entire lot. This would involve a layer of time, after which there would be further time needed to secure the appropriate lot-merger approvals from the Land Use Board. These "time factors" will likely further impact the value of the subject in a negative manner.

CONCLUDED VALUE / ACRE: \$40,000

INDICATED VALUE OF SUBJECT: 0.275 Ac - Comm Vac Lot = \$10,000
(rounded down to account for time factors)

RECONCILIATION & VALUE CONCLUSION

The primary approaches to solving for the market value of the diverted "Areas in Question" on each of the 2 subject properties have produced the following results:

Date of Value:	<u>October 15, 2019</u>
Cost Approach:	Not Utilized
Income Approach:	Not Utilized
Market Approach:	\$10,000

This appraisal of the subject property is being presented as a Summary Appraisal Report. The appropriate methodology for valuing a parcel of real estate is dictated by, and reflective of, market practice. **Only the Sales Comparison (Market) Approach was utilized.** The Sales Comparison Approach relies heavily on the principle of substitution, which affirms that no prudent person will pay more for a property than it will cost to buy a comparable substitute property. The price that a typical purchaser pays is usually the result of an extensive shopping process whereby prospective purchasers are constantly comparing available alternatives. This approach was well documented in this appraisal since properties similar to the subject are routinely purchased on the open market.

After consideration has been given to all of the relevant information that has been presented in this report, I have concluded that the market value of the subject property *in fee simple estate*, is as follows:

As of October 15, 2019: 0.275 Ac - Comm Vac Lot = \$10,000

Borough of Mount Arlington (owner)

*Vacant Land / B-1 Zone
Block 67 Lot 1 ("old" Howard Blvd)*

ADDENDUM

EXHIBIT A: PROFESSIONAL QUALIFICATIONS

SCOTT J. HOLZHAUER, CTA, SCGREA

STATE CERTIFIED GENERAL REAL ESTATE APPRAISER
LICENSE # RG01115

- EDUCATION:** Muhlenberg College, Allentown, PA
Bachelor of Science, May 1984 - Business Administration and Psychology
- Appraisal Institute Courses/Society of Real Estate (courses):**
Course 101 & 102, Cap Theory & Techniques Part A & B, Advanced Applications (Case Studies in H&B Use), USPAP (A & B)
- Additional Course Work:**
Real Property Appraisal I & II (Rutgers), Planning and Zoning Decision Making (Rutgers), Real Estate Sales and License Course
- Continuing Education (ongoing):**
Fully compliant with all requirements for licensing with the NJ State Board of Real Estate Appraisers & NJ Division of Taxation
- AFFILIATIONS:** Sussex County Assessor's Association – *President (7/1999-7/2010)*
AMANJ - *Tri-County VP - Sussex, Warren, Hunterdon (11/2000 – 11/2004)*
AMANJ - *President (11/2011 – 11/2013)*
Green Township Planning Board – *Chairman (7/2000 – present)*
- EXPERIENCE:**
- | | |
|----------------|--|
| 1/07 – Present | Scott J. Holzhauer, CTA, SCGREA (Private Practice) |
| 4/01 – 3/05 | Real Estate Appraisal & Advisory Services – appraisal & consulting services regarding all property types. Focus continues to be on governmental representation in matters pertaining to Tax Court Appeals, Eminent Domain proceedings, Partial Interest Acquisition in real property, Special Assessments, and fee simple valuation for NJDEP and other agencies |
| 4/05 – 12/06 | Partner: Holzhauer & Hostenstein, LLC |
| 7/92 – 4/01 | <i>(formerly Lin-Holz Advisory Group, LLC & Lin-Holz Assoc. – 7/92 thru 3/98)</i>
REAL ESTATE APPRAISAL & ADVISORY SERVICES – appraisal & consulting services regarding all property types. Practice focused on governmental representation in matters pertaining to Tax Court Appeals, Eminent Domain proceedings, and Partial Interest Acquisition in real property; fee simple valuation for agencies securing Green Acres and other Participating and Charitable-type Funding; and valuations for Estate & Internal Planning Purposes. Directly responsible for appraisal and consulting assignments including valuation, acquisition/disposition, and litigation support on all primary property types (residential, commercial, & vacant land). |

Professional Qualifications - continued
Scott J. Holzhauser, CTA, SCGREA

7/93 - Present **Tax Assessor** - Newton (since 7/93), Hardyston (since 11/97), Oakland (since 7/99), Franklin (since 3/04), Denville (7/94 – 6/96), Mendham Boro & Mendham Township (since 1/07), Morris Plains (since 7/11), Boonton (since 4/15)

1980-1992 **Senior Appraiser/Project Supervisor** - Certified Valuations Inc. Directly in charge of all phases of municipal revaluation programs, including the estimation of property values for the following municipalities:
Bergen County - Oakland, Midland Park, Ridgewood (Assistant Supervisor)
Morris County - Borough of Chester, Township of Morris, Township of Chatham, Borough of Mendham, Township of Mendham
Passaic County - Clifton, Wayne; Sussex County - Newton, Frankford
Union County – Kenilworth; Warren County - Oxford

Deputy Assessor - Former Deputy Assessor for Borough of New Providence (1990-91) and Borough of Bernardsville (1990)

CERTIFICATION: Certified Tax Assessor - State of New Jersey (May 1985)
State Certified General Real Estate Appraiser (June 1993)

EXPERT WITNESS:

- County Boards of Taxation: Morris, Passaic, Union, Essex, Bergen, Middlesex, Sussex, Warren
- Tax Court of New Jersey
- Superior Court of New Jersey
- Various Boards of Commissioners (condemnation matters)

MUNICIPAL CLIENTELE:
Since 1992
(Partial list)

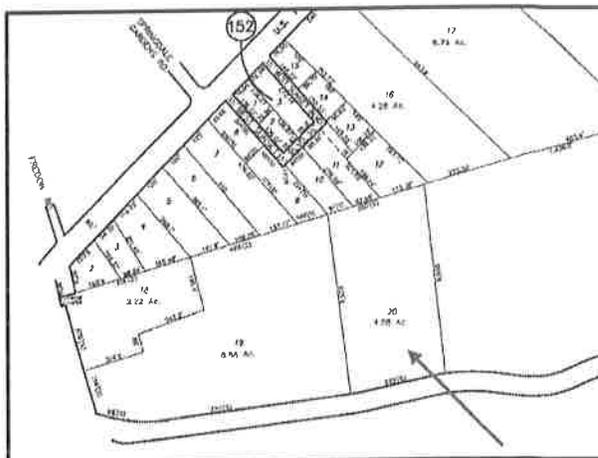
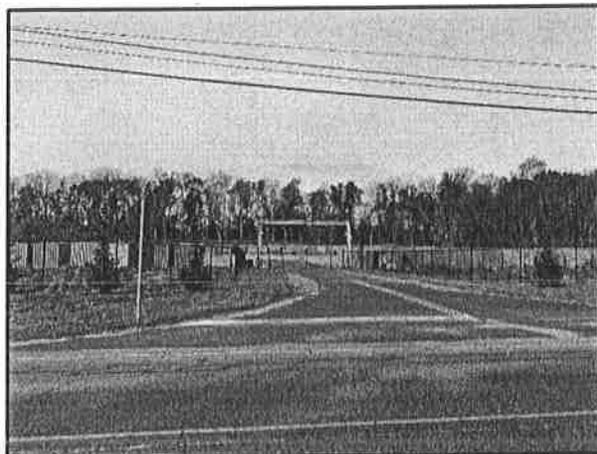
- Bergen Cty: Mahwah, Oakland, Ridgewood
- Morris Cty: Chatham Twp., Chester Borough, Chester Twp., Denville, Hanover Twp., Mendham Borough, Mendham Twp., Morris Twp., Mount Arlington, Mountain Lakes, Passaic (formerly Long Hill), Riverdale
- Passaic Cty: Bloomingdale, Haledon, Prospect Park, Wanaque, Wayne, West Milford, West Paterson
- Essex Cty: Bloomfield, Livingston, Millburn
- Sussex Cty: Andover Twp., Green, Hopatcong, Newton, Sparta

OTHER CLIENTELE:
(Partial list)

- Morris County Park Commission, • Bergen County Park Commission,
- NJDEP Green Acres (*on approved appraiser list*),
- Morris Land Conservancy
- U.S. Army Corps of Engineers (Oakland Flood Control Project)

EXHIBIT B: COMPARABLE SALES DETAIL SHEETS

LAND SALE NO. 1



PROPERTY TYPE: Commercial Vacant Land
ADDRESS: 290 Stickles Pond Rd, Andover (Sussex Cty)
TAX ID: Block 151, Lot 20
HIGHLANDS: N/A
HIGHEST/BEST USE: Commercial Building Lot

GRANTOR: Jump Lumber Co
GRANTEE: 290 Stickles Pond Rd, LLC
SALE DATE: 8/25/2017
BOOK / PAGE: 3445 / 508
PROPERTY RIGHTS: Fee Simple
VERIFICATION: GSMLS, Deed, Assessor

SALE PRICE: \$199,000
ADJ SALE PRICE: \$199,000
APPROVALS: Of right only

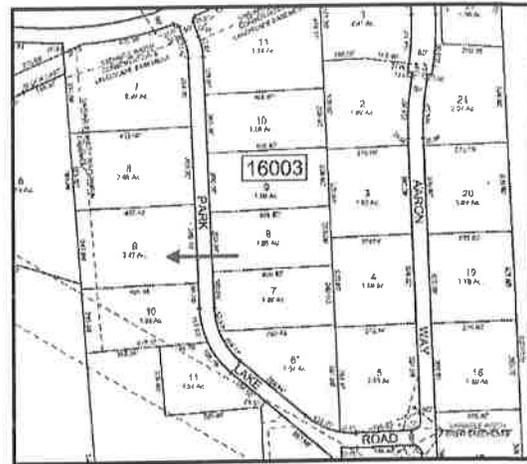
LOT SIZE (AC): 4.88
ZONING: BPRA
SHAPE: Rectangular
TOPOGRAPHY: Generally level
WETLANDS: None noted
EASEMENTS: None noted

LOT SIZE (SF): n/a
UTILITIES: No Sewer or Water
FRONTAGE: 335-ft
LANDSCAPING: Partially Wooded

COMMENTS: Sale of a vacant commercial building lot situated approximately 1400-ft from State Highway Rt 206 in a lightly developed commercial area. Property was not improved post sale but is utilized as a container storage lot.

SALE PRICE/ LOT: \$199,000 **SALE PRICE/AC:** \$40,778

LAND SALE NO. 2



PROPERTY TYPE: Commercial Vacant Land
ADDRESS: 6 Park Lake Rd, Sparta (Morris Cty)
TAX ID: Block 16001, Lot 9
HIGHLANDS: Planning Area
HIGHEST/BEST USE: Commercial Building Lot

GRANTOR: Theresa Swentzel
GRANTEE: Mahani Enterprises, LLC
SALE DATE: 11/21/2017
BOOK / PAGE: 3456 / 834
PROPERTY RIGHTS: Fee Simple
VERIFICATION: GSMLS, Deed, Assessor

SALE PRICE: \$80,000
ADJ SALE PRICE: n/a
APPROVALS: Of right only

LOT SIZE (AC): 2.47
ZONING: ED
SHAPE: Rectangular
TOPOGRAPHY: Generally level
WETLANDS: None known
EASEMENTS: 40-ft rear lot line Conservation Esmt

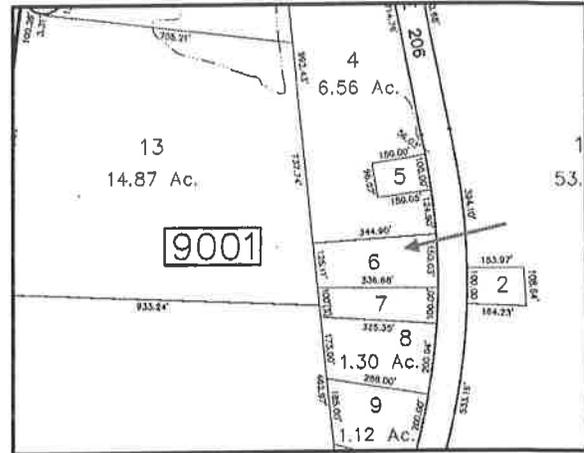
LOT SIZE (SF): n/a
UTILITIES: No Sewer / Public Water
FRONTAGE: 266-ft
LANDSCAPING: Partially Wooded

COMMENTS: Sale of a vacant commercial building lot situated within the Sparta Business Park at White Lake. Property initially listed at \$150,000 but was purchased by adjacent owner of Lot 8 for discounted price. Currently still vacant.

SALE PRICE/LOT: \$80,000

SALE PRICE/AC: \$32,388

LAND SALE NO. 3



PROPERTY TYPE: Commercial Vacant Land
ADDRESS: 189 Route 206, Roxbury (Morris Cty)
TAX ID: Block 9001, Lot 6
HIGHLANDS: Preservation Area
HIGHEST/BEST USE: Commercial / Residential Building Lot

GRANTOR: Empire TF Three Jersey Holdings, LLC
GRANTEE: Schelowski, Alexander
SALE DATE: 2/15/2017
BOOK / PAGE: 23089 / 477
PROPERTY RIGHTS: Fee Simple
VERIFICATION: GSMLS, Deed,

LOT SIZE (AC): 1.17
ZONING: OR-5
SHAPE: Rectangular
TOPOGRAPHY: Incline off Rd, moderate
WETLANDS: None known
EASEMENTS: None known

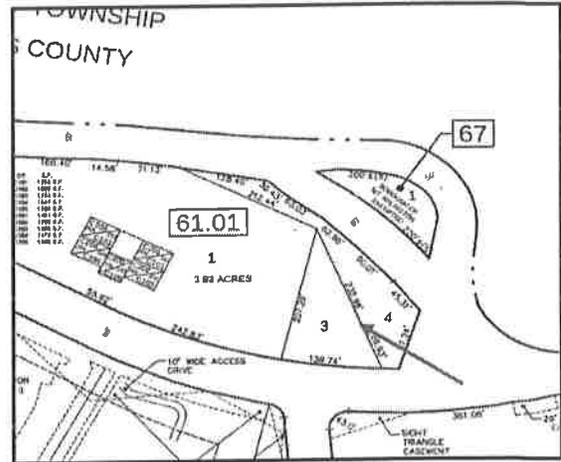
LOT SIZE (SF): n/a
UTILITIES: No Sewer or Water
FRONTAGE: 150-ft
LANDSCAPING: Partial woods – new constr

SALE PRICE: \$69,000
ADJ SALE PRICE: \$74,000 (after Hse demo)
APPROVALS: Of right only

COMMENTS: Sale of a vacant commercial lot along a busy section of Rt 206 south, approx. ½ mile south of International Dr. Sale included abandoned Cape Cod dwelling (1600-sf). Prop since developed w/ new dwelling of identical size (complies w/ Highlands Preservation status). Suitable for home business occupations

SALE PRICE/LOT: \$74,000
SALE PRICE/AC: \$63,247

LAND SALE NO. 4



PROPERTY TYPE: Commercial Vacant Land
ADDRESS: 16-18 Howard Blvd, Mt Arlington (Morris Cty)
TAX ID: Block 61.01 Lot 3 & 4 (2-lots)
HIGHLANDS: Planning Area
HIGHEST/BEST USE: Single Commercial Building Lot (lots should be merged to develop)

GRANTOR: Atkins Howard Boulevard LLC
GRANTEE: Arlington Plaza LLP
SALE DATE: 5/17/2018 **SALE PRICE:** \$110,000
BOOK / PAGE: 23356 / 1112 **ADJ SALE PRICE:** n/a
PROPERTY RIGHTS: Fee Simple **APPROVALS:** Of right only
VERIFICATION: GSMLS, Deed, Assessor

LOT SIZE (AC): 1.03 Ac (comb) **LOT SIZE (SF):** n/a
ZONING: B-1 **UTILITIES:** No Sewer / Public Water
SHAPE: Rectangular **FRONTAGE:** 196-ft & 215-ft
TOPOGRAPHY: Incline off Rd, moderate **LANDSCAPING:** Partially wooded
WETLANDS: None known
EASEMENTS: None known

COMMENTS: Sale of 2 adjacent commercial lots w/ development viability as a combined parcel due to unique shape and corner location. Located next to office condo bldg. in high-visibility commercial location

SALE PRICE/LOT: \$110,000 (comb) **SALE PRICE/AC:** \$106,796

COMPARABLE SALES LOCATION MAP

