Appraisal Report

Sheft Property Holdings
Colonial Bowling & Entertainment
Proposed Partial Acquisition

Location
Colonial Bowling & Entertainment
2420 Brunswick Pike
Block 2101, Lot 39
Township of Lawrence, County of Mercer, NJ

Prepared For:
Township of Lawrence
Attn: Kevin Nerwinski, Township Manager
2207 Lawrence Road
Lawrence Township, NJ 08648

Prepared By:
Richard J. Carabelli, Jr., MAI
Martin Appraisal Associates, Inc.
3525 Quakerbridge Road, Suite 5200
Hamilton, NJ 08619

File #: 16650

Date Written: August 17, 2018

Date of Valuation: June 15, 2018

MARTIN APPRAISAL ASSOCIATES, INC.

3525 QUAKERBRIDGE ROAD, SUITE 5200 HAMILTON, NJ 08619
PHONE: 609-438-9063 FAX: 609-438-9065 martinmaicre@gmail.com

August 17, 2018

Township of Lawrence
Attn: Kevin Nerwinski
Township Manager
2207 Lawrence Rd.
Lawrence Township, NJ 08648

RE: Appraisal Report
2420 Brunswick Pike
Block 2101, Lot 39
Township of Lawrence
County of Mercer
State of New Jersey
File #: 16650

Dear Mr. Nerwinski:

In accordance with your request, we have examined and investigated the referenced property in order to estimate the market value both “as is” and “as approved” of a proposed partial acquisition of 5.9± acres along with damages to the remainder if any, as of June 15, 2018.

Our appraisal is based on the fee simple interest and is prepared in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP), the New Jersey Administrative Code and follows the rules and regulations of NJDEP- Green Acres/Blue Acres Program. The intended users of the report include the client, D & R Greenway Land Trust, NJDEP/Green Acres Program and possibly the owner at the discretion of the client. The valuation does not include any hypothetical conditions or extraordinary assumptions. The accompanying report describes the method of the appraisal and includes all data gathered in our investigation.

RE: Sheft Property Holdings
2420 Brunswick Pike, Lawrence, NJ

The subject property is currently an 8.79± acre tract partially improved with a bowling and entertainment facility. The owners, Sheft Associates have a pending application before the township planning board to condominiumize the property into four tracts as follows:

1. Bowling and entertainment facility – 2.50 acres

2. Extended stay facility – 123 rooms – 2.10 acres

3. Commercial (retail pad) – 5,000 sq. ft. buildable – 1.14 acres

4. Common areas (elements) – 3.05 acres

According to township officials, the application is deemed complete and under review. The "as is" valuation will estimate the market value of the property as it approaches final approvals. The "as approved" value estimate will assume the property has full unappealable government approvals as described.

The intent of the partial acquisition is for the owners to relinquish the rights to develop the property beyond its present use.

We hereby certify that Richard J. Carabelli is currently certified as a General Real Estate Appraiser in the State of New Jersey.

After a complete study of all matters important to the estimation of value, subject to the Contingent and Limiting Conditions contained herein, it is our opinion that the market value of the subject property for the purpose cited herein, as of June 15, 2018 is:

Final Value Estimate of the Proposed 5.9± Acre Partial Acquisition

"As Is" $2,927,900

"As Approved"... $3,100,500

Richard J. Carabelli, MAI
President
NJ Certified General Real Estate
Appraiser [42RG00010800]

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SUMMARY OF IMPORTANT FACTS & CONCLUSIONS

Property Location:	2420 Brunswick Pike Block 2101, Lot 39 Township of Lawrence County of Mercer, State of New Jersey
Type of Property:	Improved with a 38,455 sq. ft. entertainment facility with associated parking and excess land.
Highest and Best Use – Before:	Retain existing improvements and develop the remaining excess land with an extended stay facility (as proposed) as well as a 1.14± acre commercial pad for future development.
Highest and Best Use – After:	Retain the existing improvement on approximately 2.89± acres
Land Size – Before:	8.79± acres
Land Size – After:	2.89± acres
Description of the Improvements:	Single story, 38,455 sq. ft. entertainment facility with 187 parking spaces.
Zoning:	HC, Highway Commercial
Purpose of Report:	To estimate the market value of a proposed partial acquisition of 5.90± acres along with damages to the remainder, if any, for possible purchase and NJDEP Green Acres funding.
Date of Valuation:	June 15, 2018
Identity of Client:	Township of Lawrence
User(s) of Report:	Township of Lawrence, D & R Greenway Land Trust, NJDEP-Green Acres Program and possibly, the property owner.
Hypothetical Conditions:	The “as approved” valuation assumes the subject property has final governmental approvals as per the pending condominium site plan described, as of the date of value.
Extraordinary Assumptions:	None

SUMMARY OF IMPORTANT FACTS & CONCLUSIONS

Final Value Estimate of the Proposed 5.9± Acre Partial Acquisition

"As Is"..$2,927,900

"As Approved"...$3,100,500

Brunswick Pike (Alternate US State Highway 1) Looking Northeast

Brunswick Pike (Alternate US State Highway 1) Looking Southwest

Existing Building (Remainder) Looking East

Existing Parking Lot

Rear Parking Lot – Partial Acquisition Area
Extended Stay Area

South Side of Existing Building, Access Lane and Surplus Parking
Portion to be Acquired

SCOPE OF WORK

Kevin Nerwinski, Township Manager, in conjunction with the Township of Lawrence has requested the firm of Martin Appraisal Associates, Inc. to perform an appraisal of the subject property in order to establish its market value both "as is" and "as approved" of a proposed 5.90± acre partial acquisition. The important and salient facts utilized in this report have been verified through public records, brokers, and attorneys, as well as parties to the transactions. This appraisal report shall contain, but not be limited to:

(1) Identification and description of the specific fee simple estate to be appraised and the effective date;

(2) A description of the subject property;

(3) A description of the subject's neighborhood, zoning, assessment and taxes, and delineation of title

(4) An analysis of the subject's highest and best use;

(5) A discussion of the appraisal techniques and/or analytical methods employed in the development of the valuation;

(6) A search and analysis of comparable land sales throughout Lawrence Township, as well as competing areas of Mercer County over the past five years.

(7) Implementation of the applicable appraisal approaches to value;

(8) A summary and reconciliation of the applicable approaches to value, as well as a final value estimate as of the date of value.

(9) An exterior inspection of the property.

All three classical approaches to value were considered, however only the sales comparison approach was applicable. Since the existing subject improvements are not affected by the proposed acquisition, they are not being valued. Therefore, the subject property is being valued as vacant land and only the sales comparison approach to value was used.

We have used information supplied to us by several sources as the foundation of our analysis. Documents and maps examined include Mercer County Soil Survey Maps and Soil Profiles through NRCS-SSURGO Soil Data, Fresh Water Wetlands Maps from the NJ Department of Environmental Protection Digital "GIS" files, Topographical & Geological Survey Maps, and tax maps of Lawrence Township.

SCOPE OF WORK

We believe that this information is accurate. However, it is not a substitute for an on-site evaluation by qualified experts. If additional or more detailed and more accurate information becomes available, we reserve the right to amend our analysis and change our conclusions, if necessary. This appraisal has been made in accordance with the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation, Standards for Appraisal in the NJ Administrative Code and follows the rules and regulations of NJDEP-Green Acres/Blue Acres Program.

APPRAISAL FORMAT

This appraisal report is intended to comply with the reporting requirements set forth under the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation. It fully describes the data and analyses of the assignment. All appropriate information is contained within the report.

PURPOSE OF THE APPRAISAL

The purpose of this appraisal is to estimate the market value both "as is" and "as approved" of a 5.90± acre partial acquisition for possible purchase and NJDEP Green Acres funding.

DATE OF VALUATION

The property will be valued as of June 15, 2018.

PROPERTY INSPECTION/OWNER NOTIFICATION

The subject property was inspected on June 15, 2018. At that meeting were Martha Sapp, Assistant Commissioner – NJDEP, Anine Rusecky and Michael Pratico, Jr., Review Appraisers – NJDEP, Tom Rodriquez, co-appraiser, and Jay Watson, Vice President – D & R Greenway Land Trust. The owners were not present; however, we did meet and consult with the owners, Peter and Dr. Stanley Sheft as well as William Cahill, the property owner's representative prior to preparing this report.

INTENDED USER(S) OF THIS APPRAISAL REPORT

The term "intended user" is defined by USPAP as" the *client and any other party as identified by name or type, as users of the appraisal, appraisal review, or consulting report, by the appraiser based on communication with the client at the time of the assignment."*. The intended user(s) of this appraisal report are the client, D & R Greenway, NJDEP- Green Acres/Blue Acres Program and probably the property owner at the discretion of the client.

COMPETENCY STATEMENT
PERTAINING TO THIS ASSIGNMENT

A requirement from the Uniform Standards of Professional Appraisal Practice (USPAP) affecting the appraiser is that…*" Prior to accepting an assignment or entering into an agreement to perform any assignment, an appraiser must properly identify the problem to be addressed and have the knowledge and experience to complete the assignment competently; or alternatively, must:*

- *Disclose the lack of knowledge and/or experience to the client before accepting the assignment;*
- *Take all steps necessary or appropriate to complete the assignment competently; and*
- *Describe the lack of knowledge and or experience and the steps taken to complete the assignment competently in the report".*

This appraiser has the appropriate knowledge, education, and experience to complete this assignment with competence. The appraiser's qualifications are submitted in the addenda of this report.

EXTRAORDINARY ASSUMPTIONS
NECESSARY IN THIS APPRAISAL

Extraordinary assumptions may be used per USPAP in an assignment only if:

- *"It is required to properly develop credible opinions and conclusions;*
- *the appraiser has a reasonable basis for the extraordinary assumption;*
- *use of the extraordinary assumption results in a credible analysis; and*
- *the appraiser complies with the disclosure requirements set forth in USPAP in extraordinary assumptions."*

Extraordinary assumptions are defined by USPAP as *"an assumption, directly related to a specific assignment, which, if found to be false, could alter the appraiser's opinions or conclusions with the following comment: Extraordinary assumptions presume as fact otherwise uncertain information about physical, legal, or economic characteristics of the subject property or about conditions external to the property, such as market conditions or trends, or about the integrity of data used in an analysis".* There are no extraordinary assumptions in this report.

HYPOTHETICAL CONDITIONS
NECESSARY IN THIS APPRAISAL

Hypothetical conditions may be used per USPAP in an assignment only if:

- *"use of the hypothetical condition is clearly required for legal purposes, for purposes of reasonable analysis, or for purposes of comparison;*
- *use of the hypothetical condition results in a credible analysis; and*
- *the appraiser complies with the disclosure requirements set forth in USPAP for*
- *hypothetical conditions."*

Hypothetical conditions are defined by USPAP as *"that which is contrary to what exists but is supposed for the purpose of analysis with the following comment: Hypothetical conditions assume conditions contrary to known facts about physical, legal, economic characteristics of the subject property or about conditions external to the property, such as market conditions or trends, or the integrity of data used in the analysis".* The "as approved" valuation assumes the property has full unappealable governmental approvals as per the site plan described as of the effective date of value – June 15, 2018.

DEFINITION OF MARKET VALUE

"Market value" is defined as[1]:

> *"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, knowledgeable, and assuming the price is not affected by undue stimulus."*

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

1. Buyer and seller are typically motivated;
2. Both parties are well informed or well advised, and each acting in what he considers his 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;
5. The price represents the normal consideration for the property, sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

EXPOSURE TIME

Under Paragraph 3 of the Definition of Market Value, the value estimate presumes "A reasonable time is allowed for exposure in the open market."[2] Exposure time is defined as the estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at the market value on the effective date of the appraisal. Exposure time is presumed to precede the effective date of the appraisal. Based on conversations with local brokers and appraisers, we have estimated the appropriate exposure time to have been approximately six to twelve months for the subject property.

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[1] The Appraisal of Real Estate, 14h Edition, Appraisal Institute, Chicago, IL 2013

[2] Federal Register, No 163, August 22, 1990, pages 34228 and 34229, also quoted in the definitions section of the Uniform Standards of Professional Practice, 1996, ed.

PROPERTY RIGHTS APPRAISED

Fee simple is an absolute fee,

> *"absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.[1]"*

IDENTIFICATION OF THE PROPERTY

The subject property is located on the southeast side of Brunswick Pike, just southwest of Colonial Lake Drive. It has a mailing address of 2420 Brunswick Pike and tax map identification of Block 2101, Lot 39, Township of Lawrence, County of Mercer, and State of New Jersey.

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1 Appraisal of Real Estate, Appraisal Institute, 14th Edition, 2013

DESCRIPTIONS

COMMUNITY PROFILE – Township of Lawrence

The subject property is located in Lawrence Township, which lies at the approximate center of Mercer County and is situated in the west/central portion of New Jersey. In addition to lying adjacent to the center of Trenton's northeastern boundary, it has Hopewell and Princeton Townships adjacent to the northern boundary; Ewing Township along the western boundary; and Hamilton and West Windsor Townships abutting the eastern boundary. Lawrence Township comprises a land area of approximately 21.87 square miles and is approximately equal in distance from New York City and Philadelphia.

As of the 2010 Census, the township had a population of 33,472, which reflects a significant increase of approximately 14.79% since the 2000 Census of 29,159. The population reflects a density of 1,530 persons per square mile. According to the 2011-2015 American Community Survey, the median household income was $86,301 and the per capita income was $39,569. A reported 6.0% of the population was below the poverty level. The workforce within the Township of Lawrence consists of management and business (52.2%), sales and office (23.6%), service occupations (13.6%), production and transportation (5.7%) and construction and maintenance (4.9%). The total civilian labor force was 18,670 and unemployment was reported at 7.6%.

The township's effective tax rate, based upon the 2017 tax rate of $2.787 and the equalization rate of 90.49% is $2.52. This is competitive with the surrounding suburban municipalities.

Municipalities	**Effective Tax Rate**
East Windsor Township	$3.29
Ewing Township	$3.67
Hamilton Township	$2.69*
Hopewell Township	$2.64
Princeton	$2.04
Robbinsville Township	$2.71
West Windsor Township	$2.43

*excluding fire districts

COMMUNITY PROFILE – Township of Lawrence

As of 2017, the real property valuation was divided as follows:

Class	Number of Parcels	% Valuation
Vacant	632	1.20%
Residential	9,876	61.58%
Farm (3a and 3b)	126	0.67%
Commercial	444	30.29%
Industrial	32	1.42%
Apartments	19	4.70%
Total	11,133	

Lawrence Township is a semi-rural community with the predominant housing type being single family detached dwellings on moderate to large size lots. The township also has a significant amount of open (preserved) space. Development has taken place throughout the township, with a balanced rate of growth in all four major land uses, (residential, commercial, industrial, and research/office).

There are 13,073 total housing units within Lawrence Township according to the 2011-2015 American Community Survey with a reported vacancy rate of 5.4%. A reported 68.4% of the units are owner occupied with 65.2% of the housing units being either single-family detached or single family attached. 23.4% of the units are located within apartment buildings with 10 or more units. The median value of an owner-occupied home is $285,000 and the median rent is $1,406.

Residential developments include 320 single family and duplex units in Liberty Green, developed by K. Hovnanian, along Lawrence Station Road; 485 single family homes townhouse style, apartments, and age restricted apartments in Yorkshire Village, along Province Line Road; 88 age restricted units known as Lawrenceville Pointe, along Bunker Hill Road; 12 single family homes known as Forest Gate, also along Princeton Pike; 13 single family homes known as Evan Oaks, along Federal City Road; and 22 single family homes known as the Enclave, along Province Line Road.

COMMUNITY PROFILE – Township of Lawrence

Primary and secondary education is provided through a number of public and private schools, including the Lawrence Township School System, the Lawrenceville School (a private prep school), the Chapin School (a private day school), Notre Dame High School (a Roman Catholic high school), and Rider University. Lawrence Township Public School System serves grades K-12, with four elementary schools, an intermediate school, a middle school and a high school. District enrollment for the 2011-2012 school year was 4,051 students.

Recreational facilities include Lawrence Veterans Park, Village Park, Central Park, and Colonial Lake Park. The nearest hospitals are the University Medical Center at Plainsboro, Capital Health Medical Center located in nearby Hopewell Township and Capital Health System – Fuld Campus, approximately one mile outside the township.

Significant development of commercial uses has centered along alternate U.S. Route 1 and U.S. Route 1 from the Brunswick Circle, northeastward to Quakerbridge Road, and along Franklin Corner Road, westward from Route 1 to the area bordering Princeton Pike and I-95. The Route 1 corridor within Lawrence Township features a combination of retail, service, commercial, and offices.

Retail centers include the 130+ establishments in the newly renovated Quakerbridge Mall, the 33+ establishments in the Mercer Mall, including a Porsche dealership, and the 40 establishments in the Lawrence Shopping Center, as well as the Red Roof Inn, the McIntosh Motor Inn, and numerous restaurants and service/commercial establishments and automobile dealerships, including Lawrence Lexus, Greenfield Dodge, Lawrence Toyota, Princeton Motorsport (Mercedes Benz), Lawrence Lincoln-Mercury, Princeton Acura, and Volvo of Princeton.

Other commercial development within the township includes an expansion of the Mercer Mall shopping center, a new Costco on Quakerbridge Road, a new Autolenders used car dealership on Brunswick Pike, a new Porsche dealership on Brunswick Pike, the expansion of the existing Toyota dealership on Brunswick Pike and the re-development of the former Mrs. G’s site with a McDonalds, Wawa and retail building on Brunswick Pike.

COMMUNITY PROFILE – Township of Lawrence

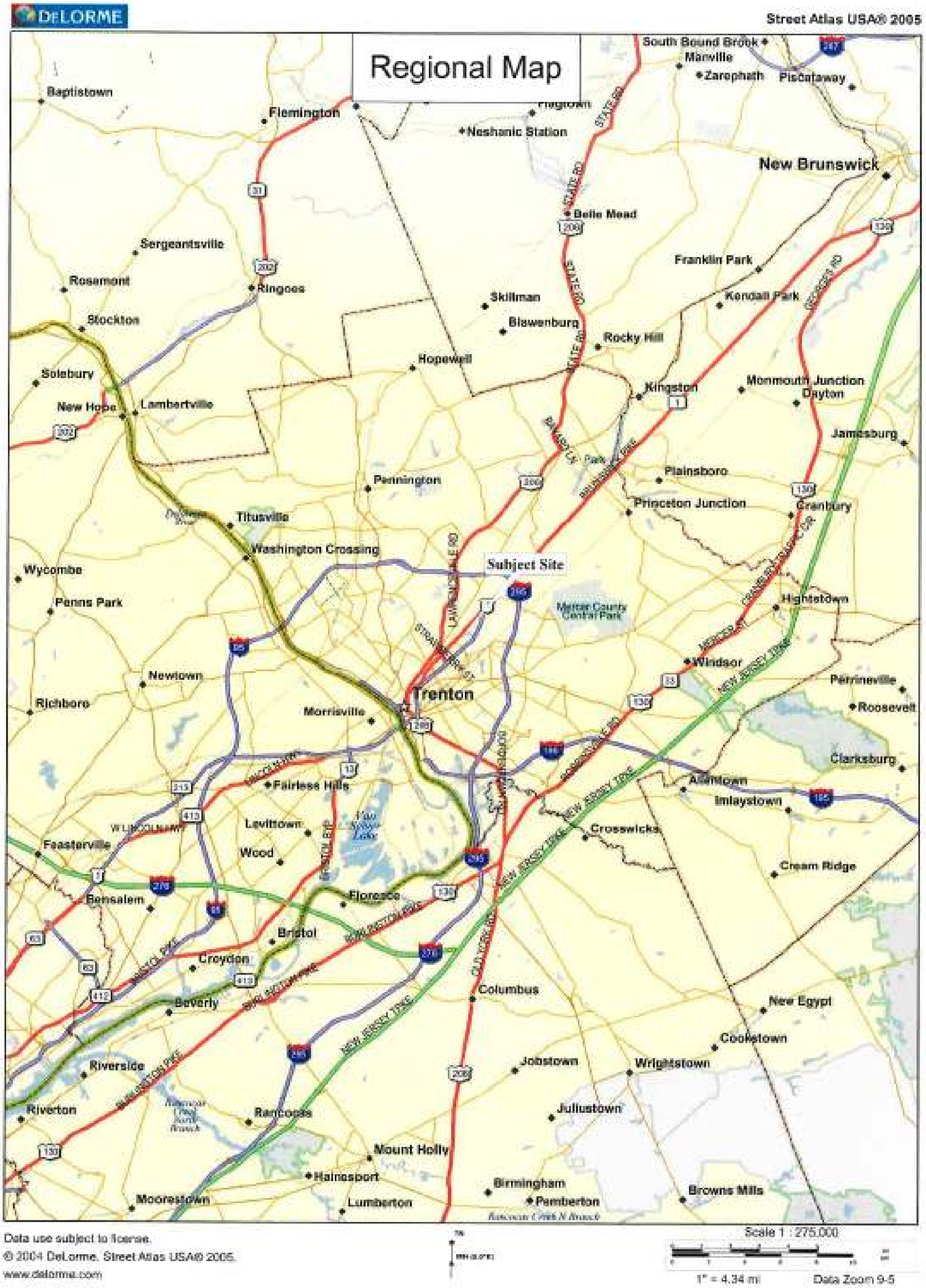
Franklin Corner/Princeton Pike/I-95 quadrant features numerous professional offices, light industrial, research/office, and financial establishments including the Princeton Pike Corporate Center and the Princeton Pike Office Park. Other significant research/office and industrial-type facilities within the township include Hydrocarbon Research, Inc., Public Service Electric & Gas Company, Educational Testing Service, and the corporate offices of Bristol-Myers-Squibb. Office development within the township includes a new building being constructed by Bristol Myers Squibb along Princeton Pike comprising 650,000± square feet, which will employ 2,500± people.

Major highways servicing the township include US Route 1, which is the main connecting highway between New York, Trenton, and Philadelphia; US Route 206; the Princeton Pike, which connects Princeton with Trenton; and Interstates 295 and 95. Route I-295 extends northeastward from the Delaware Memorial Bridge, which connects southwest New Jersey with the State of Delaware, to US Route 1, where it connects with I-95. Route I-95 extends southwestward from Route 1 and services a large portion of the eastern seaboard.

Additional transportation systems servicing the township include passenger rail service from the Hamilton Station providing NJ Transit rail service to the northeast corridor. Additional public transportation is available *via* NJ Transit bus line and the nearby Mercer County Airport in Ewing Township.

The township's current land use ordinance favors planned non-residential growth, while still maintaining the rural character of portions of the municipality. Most typical municipal services are provided by the township. Lawrence Township has a full-time police force, along with three volunteer fire companies. The township is governed by a Council Manager (CM'50) form of government, with predominantly full-time public employees. Lawrence Township is located in the 12th Congressional District and is part of the 15th State Legislative District.

Lawrence Township is a blend of corporate, commercial, educational, and residential citizens. The township is committed to business opportunities, education, conservation, cultural diversity, and historic preservation.



Data use subject to license.

www.delorme.com

NEIGHBORHOOD ANALYSIS

Social, economic, governmental, and environmental forces influence property values in the vicinity of a subject property, which in turn directly affect the value of the subject property itself. Therefore, it is necessary to delineate the boundaries of the area of influence to conduct a thorough analysis. These boundaries are identified by determining the area within which the forces affect all surrounding properties in the same way they affect the property being appraised. The area of influence is commonly called a neighborhood. *"A neighborhood is a group of complementary land uses; congruous grouping of inhabitants, buildings, or business enterprises."*[1]

The subject parcel is located along northbound Route 1 (a dual divided highway), also known as Business Route 1, or Brunswick Pike. The section of the US Route 1 corridor is largely improved with commercial development including a number of retail strip centers, shopping centers, as well as car dealerships and free-standing retail uses. The adjoining tracts just off of Route 1, consists largely of residential communities some older in nature. To the rear of the subject is Colonial Lake (Shabakunk Creek).

The subject's neighborhood along Route 1 (Brunswick Pike) extends northerly from the roundabout at Whitehead Road to just north of the jug handle at Texas Avenue. In addition to a small number of office uses and some home conversions, the north bound lane of Brunswick Pike features the following:

2098 Brunswick Pike: This is a recently constructed 2-story retail/apartment building containing a total of 10,568 sq. ft. The first floor is retail with 1,100-1,200 sq. ft. units being offered for $2,000 per sq. ft. NNN. Only one of the four units is leased. The tenant is Dunkin Donuts. Current rent of 1,695 sq. ft. is $36.00 per sq. ft. NNN. All four the second floor apartments are rented. Since the building is new CAM expenses are estimated at $10.00 per sq. ft.

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[1] The Appraisal of Real Estate, 14th Edition, Appraisal Institute, 2013

NEIGHBORHOOD ANALYSIS

2458 and 2470 Brunswick Pike: Just north of the subject is a 3,600 sq. ft. (former Pizza Hut restaurant) offered for $13.00 per sq. ft. NNN. Adjacent to this pad is an 18,516 sq. ft. 2-story (with mezzanine) retail building. This property is offered for $14.00 per sq. ft. NNN. Operating expenses for both are estimated at $4.00 per sq. ft.

2480 Brunswick Pike: This is a vacant 3-unit retail/office building comprising 4,800 sq. ft. and is available for $19.00 per sq. ft. gross.

2490 Brunswick Pike: This property is currently offered "for sale" through Weichert Realty. The lot is a 1.30 acre site improved with 3,844 sq. ft. (first floor) retail space along with a 3,844 sq. ft. (basement) office. Asking price has been reduced from $719,000 to $600,000.

2500 Brunswick Pike: A medical office building (7,550 sq. ft.) with a 7,550 sq. ft. basement. A total of 6,527 sq. ft. (three suites) is available for $16.00 per sq. ft. plus tenant utilities. Leased space is currently attaining $11.50 to $15.00 per sq. ft. (plus tenant utilities). The building has an elevator and eight suites over the two levels.

2520 Brunswick Pike: This is a fully leased 11,988 sq. ft. *Dollar Tree* store. Present rent is approximately $19.00 per sq. ft. NNN.

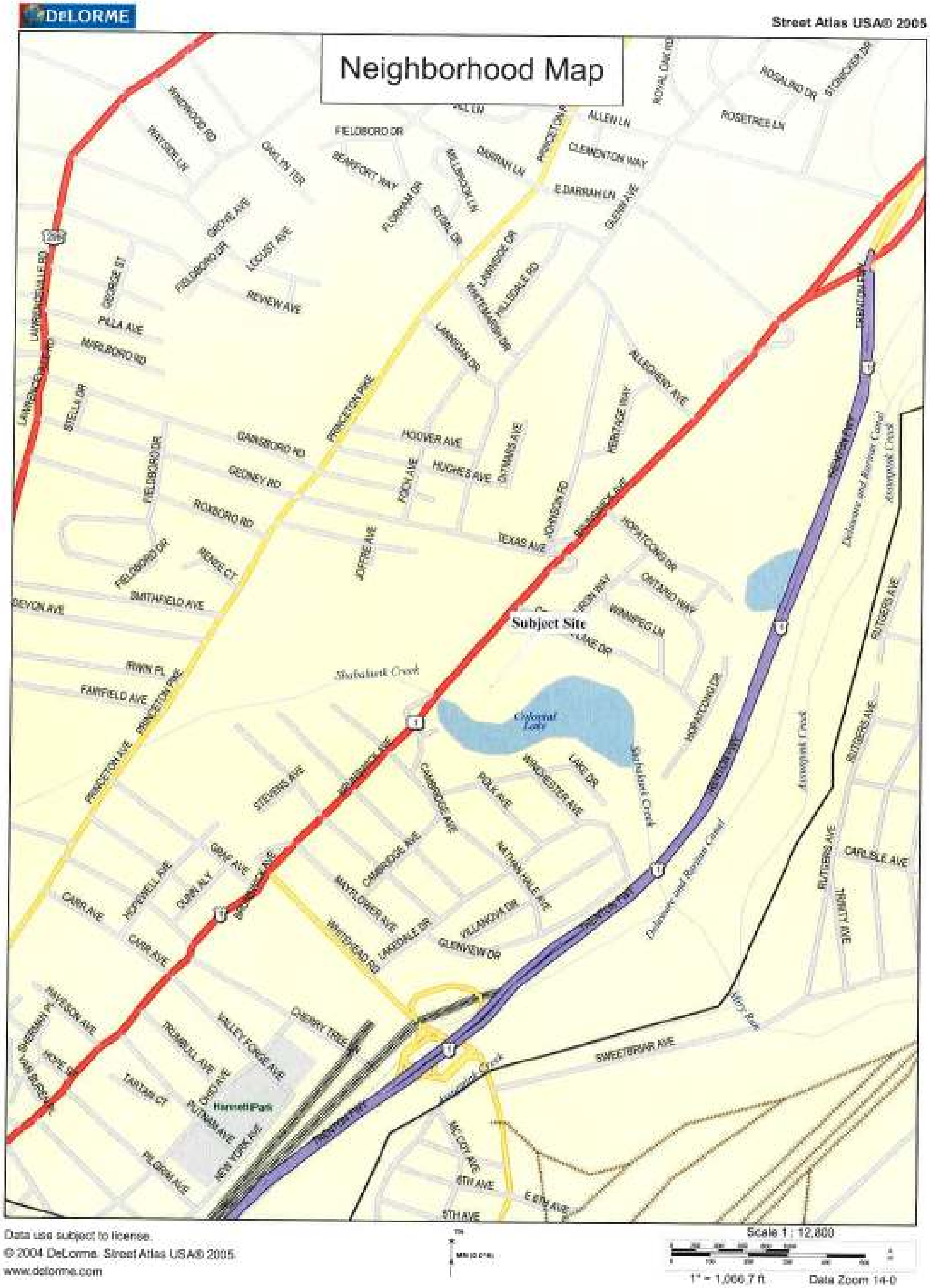
2534 Brunswick Pike: This building contains a total of 20,270 sq. ft. Current rates were not made available. However, asking rent for the two vacant units (1,776 sq. ft. and 1,200 sq. ft.) is $16.00 per sq. ft. NNN. Tenant CAM expenses are $7.50 per sq. ft.

Lawrence Shopping Center: This is a community shopping center comprising 365,000 sq. ft. over three separate structures and four commercial pads. Current rents for primary anchor tenants – Staples, Burlington Coat Factory, MJM and Acme (20,000 sq. ft. – 90,000 sq. ft.) range from $5.00 to $10.00 per sq. ft. NNN. Asking rents for smaller units up to 30,000 sq. ft. to 40,000 sq. ft. are $8.00 to $12.00 per sq. ft. NNN. A former (vacant) free standing furniture store comprising 50,000 sq. ft. has recently been leased to a major health club. The center is located directly opposite the subject on south bound Brunswick Pike.

NEIGHBORHOOD ANALYSIS

Since proposed development of the subject property includes an extended stay facility, we have also surveyed the Route 1 corridor from the immediate market area, the Brunswick Circle north to Plainsboro for hotel, motel, and extended stay facilities. The survey identifies five potentially competing locations. They are summarized below.

Property Name	Location	Property Type	Vacancy Rate	Sq Footage	Total # of Units	Type of Unit	Price per 30 nights	Furnished
Extended Stay America	4230 Route 1 South Brunswick, NJ	Extended Stay Hotel	n/a	n/a	129	Dbl Full	$ 2,340	X
				n/a		Queen	$ 2,340	X
Homewood Suites	3819 Route 1 Plainsboro, NJ	Extended Stay Hotel	24.90%	450	142	S	$ 2,970	X
				550		1B	$ 3,210	X
Extended Stay America	3450 Route 1 West Windsor, NJ	Extended Stay Hotel	n/a	300	92	S	$ 2,400	X
				400		1B	$ 2,850	X
Residence Inn	559 Route 130 & Stanbery Way	Extended Stay Hotel	n/a	300	120	S	$ 3,570	X
				350		1B	$ 4,170	X
Hilton Garden Inn	1300 Lenox Drive Lawrence Twp., NJ	Hotel	Opening March 2019	351	107	Dbl Queen	$ 4,290	X
				322		King	$ 4,410	X


DELORME
Street Atlas USA® 2005
Neighborhood Map
Subject Site
Colonial Lake
Shabakunk Creek
Delaware and Raritan Canal
Assunpink Creek
PRINCETON PIKE
PRINCETON AVE
LAWRENCEVILLE RD
TRENTON FWY
BRUNSWICK AVE
TEXAS AVE
DEVON AVE
GAINSBORO RD
GEDNEY RD
ROXBORO RD
HOOVER AVE
HUGHES AVE
SMITHFIELD AVE
FAIRFIELD AVE
STEVENS AVE
CAMBRIDGE AVE
MAYFLOWER AVE
LAKEDALE DR
GLENVIEW DR
VILLANOVA DR
WHITEHEAD RD
CARR AVE
SWEETBRIAR AVE
NEW YORK AVE
PUTNAM AVE
RUTGERS AVE
CARLISLE AVE
Hamnett Park
Data use subject to license.
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www.delorme.com
Scale 1 : 12,800
1" = 1,066.7 ft
Data Zoom 14-0

HISTORY OF THE PROPERTY

The prior sales history of the subject property is as follows:

Deed Date:	4/8/10	Recorded:	5/11/10
Deed Book:	6052	Deed Page:	542
Grantor:	Staub Associates, Inc. as 50% Tenant-in-common		
Grantee:	Sheft Associates, Inc.		
Consideration:	$875,000		
Comments:	The purpose this deed is to invest 100% interest in Sheft Associates. The grantee previously acquired 50% interest from Stanley R. Sheft on December 12, 1980 (Deed 2158, Page 63).		

To the best of the appraiser's knowledge, the subject property is not currently under contract of sale, nor is it being actively marketed for sale.

ASSESSMENT AND TAX DATA

The real estate tax assessment for the 2018 tax year is:

Land	$2,067,500
Improvements	$1,080,700
Total	$3,148,200

The 2017[1] tax rate was $2.787 per $100 of assessed valuation. The resultant real estate taxes were $87,740. The assessed value is based on a 2014 revaluation for market values as of October 1, 2013. The equalization ratio (the theoretical relationship of assessed-to-true value based on prior year usable sales) is 93.34%. Real estate taxes are likely to increase in the future due to governmental dependence on the local property tax structure.

[1] As of the date of writing, the 2018 tax rate had not yet been struck.

ZONING

The subject property is located within the HC, Highway Commercial District of the Lawrence Township, which permits the following uses and has the following requirements.

I. Permitted Uses

A. Retail sales of goods and services
B. Restaurants, including fast food restaurants
C. Bars and taverns
D. Department stores
E. Banks, including drive-in facilities
F. Offices
G. Theaters and entertainment
H. Indoor recreational facilities
I. Automobile sales
J. Automobile accessories and car washes
K. Governmental use
L. Shopping centers

II. Conditional Uses

A. Service station or repair garage
B. Motels
C. Hotels (with conditions)
D. Shopping centers established after January 1, 1989
E. Continuing care retirement center
F. Extended stay lodging facility

III. Area, Yard, and Building Regulations-

Minimum Lot Area:	2 acres
Minimum Lot Width:	200 ft.
Minimum Lot Frontage:	200 ft.
Minimum Lot Depth:	175 ft.
Minimum Yard Requirements	
Front Yard:	25 ft.
Rear Yard:	60 ft.
Side Yard:	25 ft. each
Maximum Lot Coverage	
Floor Area Ratio:	0.30
Impervious Surface:	0.60
Maximum Building Height:	3 story – 45 ft.

ZONING

IV. Conditional Use Criteria – Extended Stay Lodging Facilities

Extended stay lodging facilities are permitted in the Highway Commercial Zone as a conditional use conforming to the following conditions:

A. Limited accessory uses as defined in the ordinance
B. Trip generation shall not exceed the peak hour rates of permitted uses of the zone
C. Each unit of accommodation shall contain a minimum floor area of 325 sq. ft.
D. Ceilings shall be a minimum of 8 feet in height
E. All access to individual units shall be from interior hallways
F. Bulk requirements as defined in the ordinance

The subject property meets all of the specified zoning regulations and is a legal, conforming use. A zoning map has been included in the appendix.

DESCRIPTION OF THE LAND

The subject property consists of 8.790± acres with a frontage of approximately 594.91± feet along the southeast side of Brunswick Pike (Alternate U.S. State Highway 1), and a depth of 227.00± feet. The site is generally level, gently sloping from north to south, with elevations ranging from 70 feet (northern portion) to 55 feet (southern and eastern portion) which borders Colonial Lake. The southeastern portion of the site is located in a flood hazard area associated with Colonial Lake or Shabakunk Creek a non-category one waterway. A 100 ft. wide stream corridor to the Township of Lawrence buffers the lake. There is a small pocket (961 sq. ft.) of identifiable wetlands located in the eastern corner of the property. An estimated 3.2 acres have a successional vegetation and deciduous forest. According to the Mercer County Soil Survey, the subject's dominant soils are:

- Otha, Othello Silt Loams, Northern Coastal Plain, 0 to 2% slopes
- PHG, Pits, sand and gravel
- Udorthents, stratified substratum, 0 to 8% slopes

There are no reported easements, encroachments or adverse conditions, except for typical utility easements and those already mentioned. Soils are typical of the area and can support development. The appraiser is not aware of any apparent environmental hazards which might affect the subject property. Nor is he aware of any apparent natural, cultural, recreational, or scientific value in the subject property. Utilities available to the site include gas, water, electric, sewer, and telephone. The subject property is best described on the dimension plan located in the appendix, which illustrates its size, shape, and metes and bounds.

DESCRIPTION OF THE IMPROVEMENTS

The subject site is improved with a 38,455 square foot bowling and entertainment facility with 187 parking spaces. The existing building and portions of the parking areas were extensively renovated (and expanded) in 2011-2012.

IMPROVEMENT ANALYSIS

Since the improvements have rather recently been renovated they are in very good condition with few, if any, items of deferred maintenance. They suffer from a very modest amount of depreciation. In our opinion, since these improvements are not affected by the acquisition they will not be valued or further described.

DATA ANALYSIS AND CONCLUSIONS

Before the Proposed Partial Acquisition

PROPOSED DEVELOPMENT

The subject owner, through a hotel/motel developer is currently before the Lawrence Township Planning Board to further develop the subject tract. The proposed plan (which appears in the appendix) depicts a 3-story 52,902 sq. ft., 123 room, extended stay lodging facility, along with a retail pad suitable for a 1,200 sq. ft. coffee/donut shop, along with the existing improvements described. The extended stay facility has very few amenities. Based upon a conversation with the developer, William Cahill, the ultimate goal is to condominiumize the 8.790 acre tract into three lots as well as common elements.

The site plan which appears in the appendix depicts the following:

123 unit extended stay facility	2.10 acres
38,455 sq. ft. bowling/entertainment facility	2.50 acres
1,200 sq. ft. donut shop	1.14 acres
Common elements (drives/open space)	3.05 acres
Total tract	8.79 acres

The application was initially submitted to the zoning board on April 2, 2017. It was subsequently deemed complete in September. After initial township review, the applicant amended the plan to conform to all conditional uses. The application then went to the planning board. On March 5, 2018, the revised plan was reviewed and deemed complete. On June 1, 2018, the applicant agreed to postpone the planning board hearing to August 6, 2018 and subsequent to the September meeting, due to ongoing acquisition talks.

HIGHEST AND BEST USE - Before

Highest and best use may be defined as: *"the reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and results in the highest value."*[1] In an instance where a site has existing improvements, the highest and best use may 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. These definitions imply recognition of the contribution of a specific use to community, environment, or to community development goals, in addition to wealth maximization of individual property owners. Also implied is that the determination of highest and best use results from the appraiser's judgment and analytical skills (the use determined from the analysis represents an opinion, not a fact). In regards to, "most probable selling price" (market value), another 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".

Criteria for determining the highest and best use include:

1. The use must be legal and in compliance with zoning and building restrictions.
2. The use must be within the realm of probability; a likely one, not speculative or conjectural.
3. A demand for such use must exist.
4. The use must be profitable.
5. The use must provide the highest net return to the land.
6. The use must produce the return for the longest possible time.

[1] The Appraisal of Real Estate, 14th Edition, Appraisal Institute, 2013

HIGHEST AND BEST USE - As If Vacant

Physically Possible: The subject parcel contains 8.790± acres (382,914.6± sq. ft.) with sufficient frontage along Brunswick Pike (Rt.1). The site is virtually free of identifiable wetlands with a small portion situated in a delineated flood hazard area. However, the rear of the tract bordering Colonial Lake is encumbered by a 100 ft. wide stream corridor easement. Public sewer and water are available.

Legally Permissible: The subject parcel is located within the HC, Highway Commercial Zone of Lawrence Township in a developed commercial corridor. The permitted uses, regulations and requirements are summarized in the zoning section of the report. The subject's present use (bowling and entertainment facility) is a legal, conforming use. Lastly, extended stay facilities are a permitted use subject to the conditions already stated.

Financially Feasible: The subject property is located along a predominantly commercial stretch of Brunswick Pike. The area was improved a number of years ago. Portions have recently or presently being redeveloped or renovated. The subject's present HC zoning permits an array of commercial uses as well as motels, hotels, and extended stay facilities as conditional uses. In order to determine the financial feasibility of these physically possible, legally permissible uses we have relied on studies completed by various consultants as well as our independent study of the neighboring competing markets.

Retail/Office Development: The commercial market within the subject's market area has been extensively outlined in the neighborhood section of the report. While vacancies do exist, leasing has been active. A number of buildings have been renovated and updated. Rental rates for smaller in-line users range from $12.00 to $15.00 per sq. ft. for established centers with newer, more modern strategic locations attaining upwards of $20.00 NNN. Commercial (retail) development does appear to be financially feasible.

HIGHEST AND BEST USE - As If Vacant

Extended Stay: In order to determine the financial feasibility of the proposed extended stay facility we have reviewed a report prepared by Interim Hospitality Consultants (IHC) for a 140 room WoodSpring Suites Signature Hotel (Now Choice), as well as the results of our hotel/motel study. The IHC report concludes the projected demands for lodging accommodations in Lawrence Township is sufficient to support the proposed facility of 123 rooms. (The report was based upon 140 rooms which were subsequently revised to 123 rooms). This opinion was based upon the site's location (between Trenton and Princeton) along Colonial Lake. Also a supply and demand analysis was conducted based upon 1,638 guest rooms within greater Lawrence Township. Occupancy as well as average daily rates (ADR) are summarized as follows.

Market Trend
Lawrence Township, NJ Competitive Market Set

Year	*Occupancy*	*Average Daily Rate*	*RevPAR*
2010	72.9	87.90	64.04
2011	70.3	90.32	63.51
2012	72.6	94.14	68.33
2013	67.5	100.00	67.46
2014	71.0	100.12	71.07
2015	66.0	99.06	65.39
2016 (Jan-June)	62.2	99.03	61.58

HIGHEST AND BEST USE - As If Vacant

Based upon estimates and assumptions made in the report, the 5-year room revenue projections were made (based upon 140 rooms):

WoodSpring Suites Signature Hotel Lawrence Township, New Jersey Projected Average Room Revenue (Current Year Dollars)			
Year	*Occupancy*	*ADR*	*Room Revenue*
2019	80%	$62.00	$2,534,560
2020	81%	$64.00	$2,656,280
2021	82%	$66.00	$2,765,530
2022	83%	$68.00	$2,884,080
2023	84%	$70.00	$3,004,680

Utilizing an occupancy rate of 80% and an ADR of $62.00 the annual room rental (2019) would be just over $2.2M. These projections are based upon the fact the proposed hotel is one of the newest in the Lawrence area. The hotel will be professionally managed and the hotel will be affiliated with WoodSpring Suites Signature (Now Choice). A five year proforma appears in the appendix.

In addition to the IHC feasibility study, we have also surveyed the competing hotel/extended stay market throughout the area. The results are summarized on the following page. Based upon these facts as well as our independent survey of the hotel/motel market it appears development with an extended stay facility is financially feasible.

In summary, the subject property is located along a developed commercial stretch of Brunswick Pike. Based upon the historic commercial use of the area it would be financially feasible to develop the subject property "as if vacant" with commercial uses, a number of which are permitted under the present HC zoning requirements, including extended stay facilities.

<u>Maximally Productive:</u> The highest and best use, which is also physically possible, legally permissible, and financially feasible, is ultimately development with a multi-tenant retail center including an extended stay facility.

Property Name	Location	Property Type	Vacancy Rate	Sq Footage	Total # of Units	Type of Unit	Price per 30 nights	Furnished
Springhill Suites	5000 Midlantic Drive Mt. Laurel, NJ	Extended Stay Hotel	n/a	450	135	Dbl Queen	$ 3,870	X
				345		King	$ 3,870	X
WoodSpring Suites	1830 Frontage Rd. Cherry Hill, NJ	Extended Stay Hotel	n/a	270	124	Standard	$ 2,357	X
				300		Suite	$ 2,571	X
WoodSpring Suites	2991 Hamilton Blvd South Plainfield, NJ	Extended Stay Hotel	n/a	270	124	Standard	$ 2,357	X
				300		Suite	$ 2,571	X
Courtyard Marriot	231 Main Street North Brunswick, NJ	Hotel	Opening Nov 2018	364	124	King	n/a	X
				364		Dbl Queen	n/a	X
Towneplace Suites	1050 Rt. 202 Branchburg, NJ	Extended Stay Hotel	Opening Nov 2018	n/a	111	Studio	n/a	X
				n/a		1B	n/a	X
Extended Stay America	4230 Route 1 South Brunswick, NJ	Extended Stay Hotel	n/a	n/a	129	Dbl Full	$ 2,340	X
				n/a		Queen	$ 2,340	X
Homewood Suites	3819 Route 1 Plainsboro, NJ	Extended Stay Hotel	24.90%	450	142	S	$ 2,970	X
				550		1B	$ 3,210	X
Extended Stay America	3450 Route 1 West Windsor, NJ	Extended Stay Hotel	n/a	300	92	S	$ 2,400	X
				400		1B	$ 2,850	X
Residence Inn	559 Route 130 & Stanbery Way Hamilton, NJ	Extended Stay Hotel	n/a	300	120	S	$ 3,570	X
				350		1B	$ 4,170	X
Hilton Garden Inn	1300 Lenox Drive Lawrence Twp., NJ	Hotel	Opening March 2019	351	107	Dbl Queen	$ 4,290	X
				322		King	$ 4,410	X
Extended Stay America	30 Worlds Fair Dr. Somerset, NJ	Extended Stay Hotel	25%	300	104	S	$ 2,700	X
				400		1B	$ 3,300	X
Hampton Inn	1277 Rt 22 Bridgewater, NJ	Extended Stay Hotel	n/a	400	133	Dbl Queen	$ 4,770	X
				400		King	$ 4,770	X

HIGHEST AND BEST USE - As Improved

The highest and best use of the property pertains to the use that should be made of the property in light of the existing improvements. The improvements should meet the following criteria:

- Takes maximum advantage of the site's potential market demand
- Conforms to current markets standards and the character of the market area
- Contains the most suitably priced components

The highest and best use as improved may therefore be continuation of the exiting use, renovation or rehabilitation, expansion, adaptation or conversion to another use, partial or total demolition, or some combination of these alternatives.

Modification of Existing Use: Any modification of the existing improvements must need all four tests of highest and best use. Typically, a study of property productivity would likely show what changes to the existing improvements are physically possible and legally permissible. Financial feasibility is measured by the cost of modification versus the benefit (increase in rent). Since the subject improvements were modified, renovated and expanded within the past six to seven years, further expansion at this time is not practical. However, development of the excess land is financial feasible.

Demolition of the Improvements (Redevelopment): If an alternate use of a property is physically possible, legally permissible, financially feasible and more profitable than the continuing use it is the highest and best use of the property as improved. Considered in this opinion is the cost of demolition and redevelopment of the site. Since the subject improvements are recently renovated and/or new and contribute to the value of the property, demolition is not a reasonable option.

Conclusion: Since expansion, renovation, conversion to another use and partial or total demolition do not result in a greater return to the property, and the existing use remains financially feasible, it is our opinion the existing use of the subject property (entertainment facility) remains the highest and best use of the property as improved, with further development of the remaining excess land with other commercial uses.

HIGHEST AND BEST USE - As Improved

This can be achieved by condominiumizing the property as proposed and dividing each unit as follows:

Common elements	3.05 acres
38,455 sq. ft. bowling/entertainment	2.50 acres
123 unit extended stay facility	2.10 acres
5,000 sq. ft. retail/office	1.14 acres

The 5,000 sq. ft. retail/office building pad appears as a 1,200 sq. ft. donut shop on the site plan. However, it is our opinion based upon conversations with township officials and our knowledge of the commercial market, the 1.14 acre site can best be developed with a 5,000 sq. ft. (maximum) building. Therefore, a 1,200 sq. ft. donut shop does not, in our opinion, represent the highest and best use of that pad. Additionally, the common elements consist mainly of drives and open space.

FACTUAL DATA

Proposed Partial Acquisition

DESCRIPTION OF THE PROPOSED PARTIAL ACQUISITION AREA

Based upon our site inspection, dimension plan, property investigation and consultation with our client, the proposed partial acquisition area is summarized as follows:

The proposed partial acquisition encompasses 5.90± acres. The site is irregular in shape with gently sloping topography. The tract has split frontages of 18.00± feet and 128.20± feet along the southeast side of Brunswick Pike. The southerly tip includes the 921 sq. ft. isolated wetlands already described as well as the stream corridor, an 100 year flood hazard area associated with Colonial Lake. The northeast portion of the area is densely wooded as well as the area along Colonial Lake. Sections of the parcel formerly used as excess parking are surfaced with asphalt paving or gravel.

Proposed Acquisition Area Looking East

Proposed Acquisition Area Looking Northeast

Proposed Acquisition Area Looking Southeast

Proposed Acquisition Area Looking West

100 Feet Stream Corridor Looking Northeast – to be acquired

View of Colonial Lake from Proposed Extended Stay Site

**Remaining Undeveloped Land Looking Northeast from Highway
Area to be Acquired – Commercial Pad**

DESCRIPTION OF THE PROPOSED PARTIAL ACQUISITION AREA

The intent of the partial acquisition is for the owner to relinquish the ability to further develop the subject property with the proposed extended stay facility and commercial pad. Access to the partial acquisition area will additionally be provided through the remainder as per the proposed site plan.

DESCRIPTION OF THE REMAINDER

The remainder is a slightly irregular tract with frontages of approximately 447.80± feet along Brunswick Pike and a depth of just over 500 feet. It contains approximately 2.89 acres and is virtually 100% improved. All of the existing improvements except for a small portion of the asphalt paving lie within the remainder.

EFFECT ON THE REMAINDER

In our opinion, after the proposed partial acquisition there will be no negative impact on the remaining property for the following reasons:

- the site retains all of its sufficient size, most of its frontage and access to Brunswick Pike (Rt. 1),
- vehicular traffic (patron access) to the existing building is not impacted,
- all of the existing improvements remain intact, and
- the remainder retains sufficient size and shape for its continued use a bowling/entertainment facility.

APPRAISAL PROCESS

Generally, the process utilized by the appraiser in his estimate of market value of real estate includes the cost approach, the sales comparison approach, and the income or capitalization approach. The indicated value developed by these various approaches is correlated and weighed by the appraiser to arrive at the final estimate of the market value of the property.

The cost approach considers the current cost of reproducing a property, less depreciation from three sources; physical deterioration, functional obsolescence, and external obsolescence. This measure of value is utilized in the summation of the market value of the land assumed vacant, plus the depreciated reproduction cost of the improvements.

The sales comparison approach produces an estimate of value by comparing the subject property to sales and/or listing of similar properties in the same or competing areas. This technique is used to indicate the value established by informed buyers and sellers in the market.

The income or capitalization approach measures the worth of anticipated future benefits (net income) derived from a property. This approach develops the subject property's estimated net income during the remaining economic life of the improvements. It consists of estimating gross income, vacancy, expenses, and other charges. The net income is capitalized or discounted to arrive at an indication of value from the standpoint of an investment alternative.

Each approach to value has significance in the appraiser's consideration of market value depending upon the type of property being appraised. In a situation of a special purpose or service property, which is designed for special use and is not commonly sold, the cost approach will tend to have the greatest weight. In the appraisal of a marketable non-investment property, such as single-family residences, the sales comparison approach will be given the greatest weight.

APPRAISAL PROCESS

Marketable investment properties, which are purchased for investment and the income stream, generally lend themselves to the use of the income or capitalization approach to value. In this appraisal, the appraiser has considered the cost, sales comparison, and income approaches.

Conclusion: The cost approach is historically referred to as the summation approach because it consists of adding together the independently determined land value and the independently determined improvement value. Since the subject improvements are not being affected by the proposed acquisition and not being valued, the property is basically unimproved vacant land; therefore, the cost approach is not appropriate and will not be used.

The income approach involves appraising the property on the basis of its income generating capabilities. Since the improvements are not being valued, only the land is being appraised. Vacant commercial lots are not generally purchased based upon their income producing capabilities; therefore the income approach will not be used.

Since the existing subject improvements are not affected by the proposed acquisition, they are not being valued. Therefore, the subject parcel is being valued as vacant land and only the sales comparison approach to value is used. The appraiser has selected those sales he investigated as comparable to the subject property and has developed from them a unit of value based upon their most significant market characteristic. The appraiser has adjusted each sale as to its age, location, physical characteristics, and size, and then applied this adjusted unit value to the subject property to produce its indicated value.

Typically, a before and after analysis is used in the valuation of a partial acquisition such as the subject. However, when it is obvious that there is no damages to the remainder, the partial acquisition area may be directly valued. Since the subject's excess land can be improved with additional uses (as proposed) the direct valuation methodology will be used. Each component of the highest and best use (extended stay facility and commercial development) will be independently analyzed and valued (via the sales comparison approach) and the sum of their contributing value determined to arrive at a final estimate of value.

SALES COMPARISON APPROACH

Proposed Partial Acquisition
Extended Stay Land Analysis – As Is

SALES COMPARISON APPROACH – Adjustments

Extended Stay Land Analysis

In attempting to make the comparable sales equal to the subject property in order to estimate an indicated value applicable to the subject, certain adjustments are made to recognize their differences. An analysis of the adjustment is:

Property Rights Conveyed: All analyzed parcels reflected sales of fee simple interest. Therefore, no adjustments were warranted.

Financing: All properties were transferred with conventional financing, and no adjustments were required.

Conditions of Sale: The sales were verified for any abnormal conditions, motivational premiums, or discounts. All of the sales were transferred under normal conditions and therefore no adjustments were necessary.

Market Conditions (Time of Sale): Sales were considered from 2014 to the present. Therefore in analyzing the sales, the appraiser noted a slight appreciation in land values during this time.

Location: Due to the scarcity of hotel site sales in Lawrence Township and Mercer County in general, our search area was extended to similar areas of central New Jersey. This analysis produced four sales which we deemed comparable to the subject. Adjustments were made to those sales having locations of measurable difference to the subject's Lawrence Township site. Sales #1 through #3 were considered to be relatively similar to the subject. However, Sale #4 located in Branchburg along Route 202 near Routes 22, 206 and Interstate 287 has a more desirable location. Sale #5 is just off of US Route 1 south of New Brunswick in the North Brunswick Transit Village. This developing center (as described) is a far superior location and was adjusted accordingly.

Physical Characteristics: Consideration is generally given to each sale's shape, topography, and any other pertinent physical features, such as wetlands, flooding and easements. The subject site is approximately 2.1 acres. However, a larger portion is encumbered by a stream corridor easement and portions are subject to periodic flooding.

SALES COMPARISON APPROACH – Adjustments

Physical Characteristics: The five comparable sales range from 0.68 acres to over 6 acres. However, we believe each site is built or improved to its maximum build-out and there is no excess or surplus land requiring an adjustment.

Size (Building): The subject's proposed facility comprises 52,902 square feet. The five sales range from 50,544 square feet (Sale #4) to 96,609 square feet (Sale #3). Of equal importance is the fact the subject's proposed "gross" square footage per room is 430 square feet (including amenities), when the comparables range from 584 square feet (Sale #1) to 805 square feet (Sale #3). An appropriate adjustment was made to all five comparable sales based upon that factor.

Zoning/Approvals: The sales are located in zones with the same general permitted uses and minimum area and yard requirements as the subject property or had similar development approvals either obtained by the grantor or grantee. The allowable FAR and lot coverage is accounted for in the calculation of the potential build-out (rooms) of the subject and comparable sales. Additionally considered in this adjustment is the extent of approvals ranging from sales which sold subject to the buyer obtaining approvals to full unappealable government approvals obtained by the seller prior to closing. As the date of value the subject property appears to be nearing final development approvals ("as is" valuation).

Utilities: Since public sewer and water are available to the subject as well as to all of the comparable sales, no adjustment was required.

SALES COMPARISON APPROACH

The sales comparison approach is the process in which a market value estimate is derived by analyzing the market for similar properties recently sold or offered for sale and comparing these properties to the subject property.

Adjustments to the sales attempt to make each sale comparable to the subject property. Therefore, a plus adjustment indicates the subject is superior to the comparable sale and a minus adjustment indicates the subject is inferior to the comparable sale. The most significant characteristics for these types of property is the per room or suite unit of comparison for the initial analysis (extended stay facility) and the per square foot of building area for the second analysis (commercial development). The first five sales (#1 - #5) are considered comparable to the extended stay portion of the tract. Sales #6 - #10 relate to the commercial development.

COMPARABLE HOTEL LAND SALE #1

Property Information

Location:	*Springhill Suites* (by Marriott) 5000 Midlantic Drive Township of Mount Laurel County of Burlington State of New Jersey
Legal ID:	Block 515, Lot 1, C-0001
Proximity to Subject:	22.7 miles southwest of the subject
Property Type:	Vacant land

Sale Information

Date of Sale:	9/1/15
Deed Book/Page:	13191/2993
Grantor:	Brandywine Operating Partnership, LP
Grantee:	High Hotels, Ltd.
Consideration:	$2,200,000
Financing:	Cash to seller. Conventional financing for undisclosed amount with Metro Bank covering real property and improvements
Conditions of Sale:	Normal
Verified By:	Deed, public records, and Jeffrey Lucas, listing broker

Site Information

Land Size:	2.917± acres
Shape:	Irregular
Frontage/Depth:	620.00± feet – Midlantic Drive 340.00± feet – Marter Av. 360.00± feet – Duffy's Drive
Floor Area Ratio:	0.62
Topography:	Level and clear
Zoning:	MCD, Major Commercial District
Utilities	Water, sewer, electric, gas and telephone

Unit of Comparison

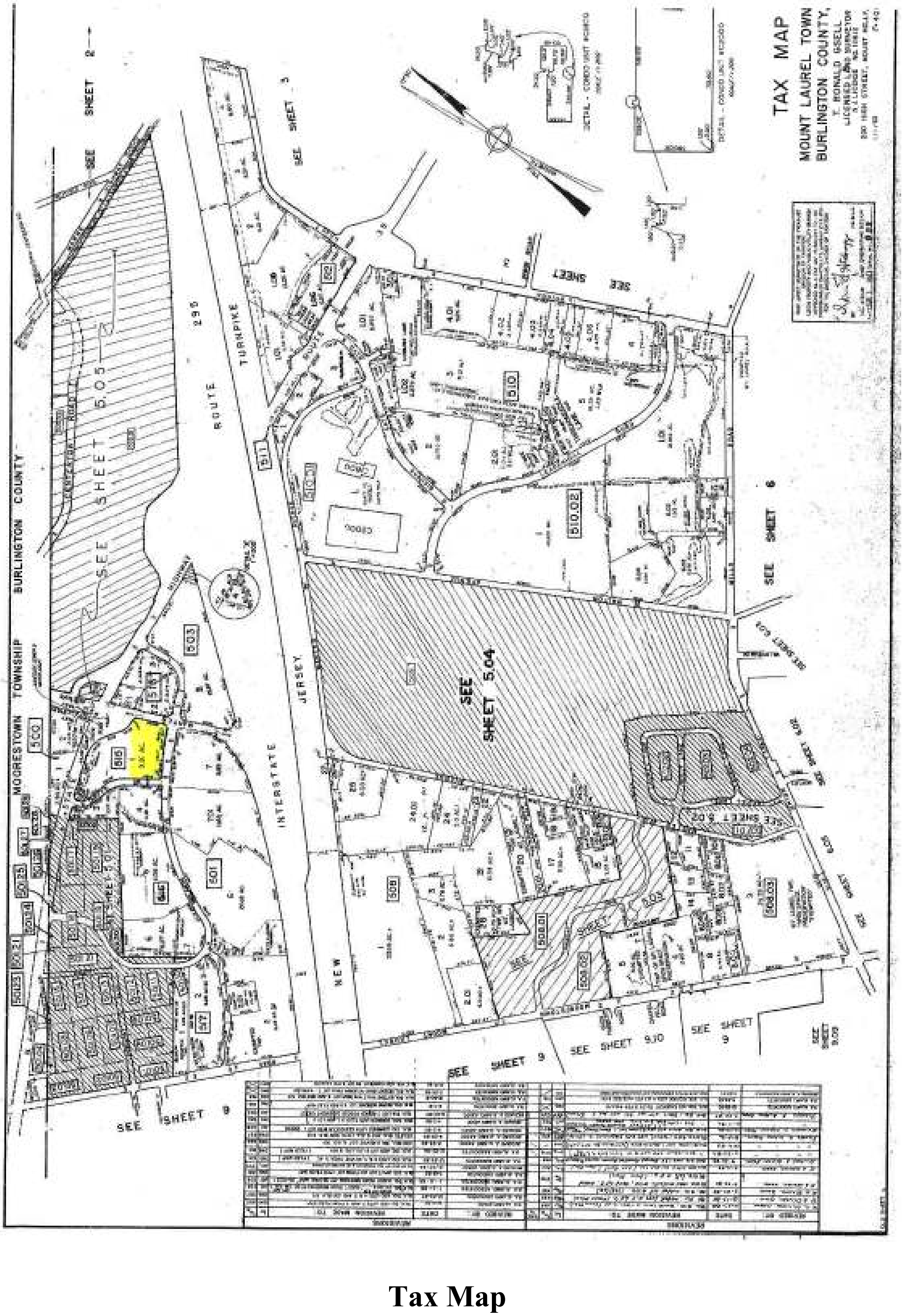
Price per Acre:	$754,200
Price per Sq. Ft. Approved:	$27.90
Price per Suite:	$16,296

COMPARABLE HOTEL LAND SALE #1

Comments

The sale property is referred to as Unit "A" of the 7000 Midlantic Condominium (50% interest in common elements). The site plan shows a total of 2.917± acres but the frontages have been estimated. The original approvals for the entire mother lot was a 134-room hotel with two restaurant pads. The plans were subsequently revised to reflect a 4-story 78,852 sq. ft., 135 room hotel with 155 parking spaces, on-site bar, patio and fire pit. The remaining condominium unit (not part of this transaction) was approved for a 10,500 sq. ft. retail strip (four restaurants). In summary, the site sold with approvals obtained by the seller for a 134 room Springhill Suites. Room sizes range from 345 to 450 sq. ft.

File #:2007113F.972P


TAX MAP
MOUNT LAUREL TOWN
BURLINGTON COUNTY,
MOORESTOWN TOWNSHIP
BURLINGTON COUNTY
ROUTE 295
TURNPIKE
INTERSTATE
JERSEY
NEW
SEE SHEET 5.05
SEE SHEET 5.04
SEE SHEET 6
SEE SHEET 9
SEE SHEET 9.10
SEE SHEET 3
SEE SHEET 2

Tax Map

COMPARABLE HOTEL LAND SALE #2

Property Information

Location:	*Hilton Garden Inn* 1300 Lenox Drive Township of Lawrence County of Mercer State of New Jersey
Legal ID:	Block 5101, Lot 19-C04
Proximity to Subject:	2.5 miles northeast of the subject
Property Type:	Vacant land

Sale Information

Date of Sale:	4/24/17
Deed Book/Page:	6283/1363
Grantor:	AG Prism NJPP, LLC
Grantee:	Briad Lodging Group Lawrenceville, LLC
Consideration:	$1,650,000
Financing:	Cash to seller. Conventional financing for $14,000,000 including construction loan with Provident Bank.
Conditions of Sale:	Normal
Verified By:	Marlene Laveman, V.P. and General Counsel for Grantee

Site Information

Land Size:	25.00± acres (24% interest in common elements)
Shape:	Slightly irregular
Frontage/Depth:	750.00± feet – Lenox Drive 1,293.09± feet – Depth
Topography:	Generally level, at road grade.
Floor Area Ratio:	0.25
Zoning:	RD-2, Research Development
Utilities	Public water, sewer, electric, gas and telephone.

Unit of Comparison

Price per Acre:	$275,000
Price per Sq. Ft. Approved:	$25.54
Price per Suite:	$15,420

COMPARABLE HOTEL LAND SALE #2

Comments

The sale property was purchased subject to the grantee obtaining approvals for a 64,592 square foot hotel containing 107 suites to be branded as a Hilton Garden Inn. The overall lot has been organized under a condominium form of ownership with the hotel joining two existing office buildings. The fourth "unit" has yet to be developed. The property is currently under construction with an estimated completion date of March 2019. Amenities will include business center, fitness room, pool, restaurant and meeting rooms. Room sizes range from 322 to 351 square feet.

File #:2007113F.827P


51.02
SHEET NO. 51.03
SHEET NO. 51.04
SHEET NO. 58.02
SHEET NO. 50.02
SHEET NO. 51
SHEET NO. 51.01
5101
TAX MAP
TOWNSHIP OF LAWRENCE
JOHN M. DURA, P.L.S.
51.02

Tax Map

COMPARABLE HOTEL LAND SALE #3

Property Information

Location:	*Residence Inn Hamilton* (by Marriott) 559 Route 130 and Stanbery Way Township of Hamilton County of Mercer State of New Jersey
Legal ID:	Block 2712, Lot 133.01
Proximity to Subject:	6.0 miles southeast of the subject
Property Type:	Vacant land

Sale Information

Date of Sale:	5/13/14
Deed Book/Page	6193/323
Grantor:	Hamilton Shoppes, LLC
Grantee:	Briad Lodging Group Hamilton, LLC
Consideration:	$2,125,000
Financing:	Cash to seller. No recorded mortgage
Conditions of Sale:	Normal
Verified By:	Deed and Scott C. Butler, Attorney for grantor

Site Information

Land Size:	5.848± acres
Shape:	Slightly irregular
Frontage/Depth:	413.22± feet – Route 130 519.73± feet – Stanbery Way 125.80± feet – Corner cut
Topography:	Generally level, at road grade
Floor Area Ratio:	0.38
Zoning:	RD, Research Development
Utilities:	Gas, electric, water, sewer, and telephone

Unit of Comparison

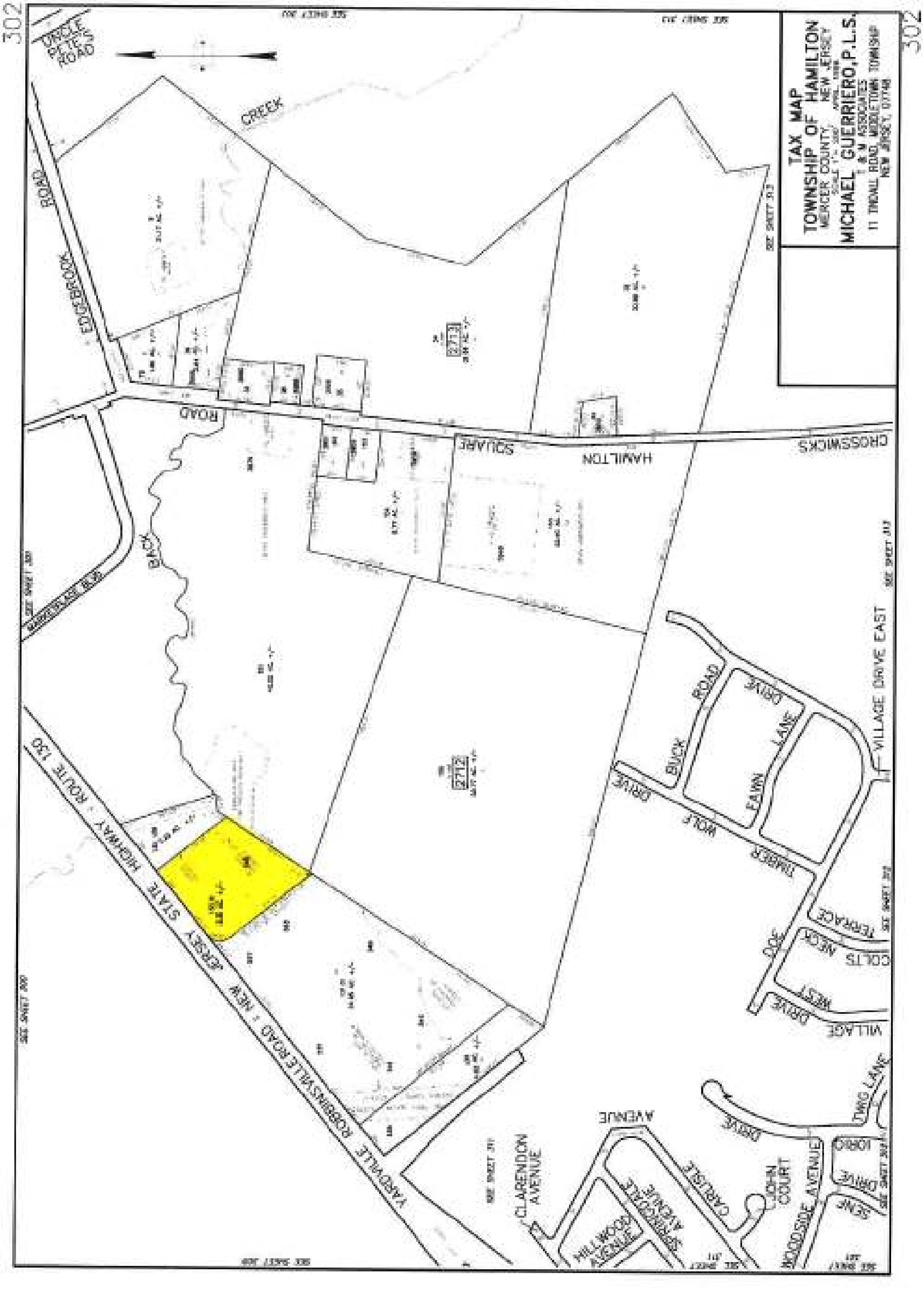
Price per Sq. Ft. Approved:	$22.00
Price per Acre:	$363,372
Price per Suite:	$17,708

COMPARABLE HOTEL LAND SALE #3

Comments

The property sold with approvals for a new four story residence inn comprising 96,609 square feet with 120 suites. Room sizes range from 300 to 350 square feet. Amenities include indoor pool, outdoor tennis, sauna, and complimentary breakfast. The lot is encumbered by a wetlands conservation easement in its easterly corner, an access easement along its northeast property line and a billboard assessment area in its northerly corner along Route 130. It previously sold on 3/22/12 as a package with the adjoining shopping center for a total consideration of $9,750,000. The project was completed in 2016.

File#: 2003104E.647P


302
TAX MAP
TOWNSHIP OF HAMILTON
MERCER COUNTY NEW JERSEY
MICHAEL GUERRIERO, P.L.S.
CREEK
EDGEBROOK ROAD
UNCLE PETE'S ROAD
ROAD
HAMILTON SQUARE
CROSSWICKS
BACK
YARDVILLE ROBBINSVILLE ROAD NEW JERSEY STATE HIGHWAY ROUTE 130
2712
2713
BUCK ROAD
FAWN LANE
WOLF DRIVE
TIMBER DRIVE
VILLAGE DRIVE EAST
DOE TERRACE
COLTS NECK
WEST DRIVE
VILLAGE
CARLISLE DRIVE
JOHN COURT
WOODSIDE AVENUE
CLARENDON AVENUE
HILLWOOD AVENUE
AVENUE

Tax Map

COMPARABLE HOTEL LAND SALE #4

Property Information

Location:	*Townplace Suites* (by Marriott) 1050 Route 202 Township of Branchburg County of Somerset State of New Jersey
Legal ID:	Block 58, Lots 27 and 27.01
Proximity to Subject:	21.3 miles north of the subject
Property Type:	Vacant land

Sale Information

Date of Sale:	11/9/16, effective 11/17/16
Deed Book/Page:	6922/1852
Grantor:	Terra Plasty, LLC
Grantee:	Briad Lodging Group Branchburg TPS, LLC
Consideration:	$2,025,000 $ 50,000 – plus demolition (est) $2,075,000 – total consideration
Financing:	Cash to seller. No recorded mortgage
Conditions of Sale:	Normal
Verified By:	Deed, public records and Alan W. Mandell, attorney for grantor

Site Information

Land Size:	3.170± acres
Shape:	Irregular
Frontage/Depth:	330.82± feet /613.81± feet
Topography:	Generally level , sparsely wooded
Floor Area Ratio:	0.48
Zoning:	R/S-2, Retail/Service - 2
Utilities	Water, sewer, electric, gas and telephone

Unit of Comparison

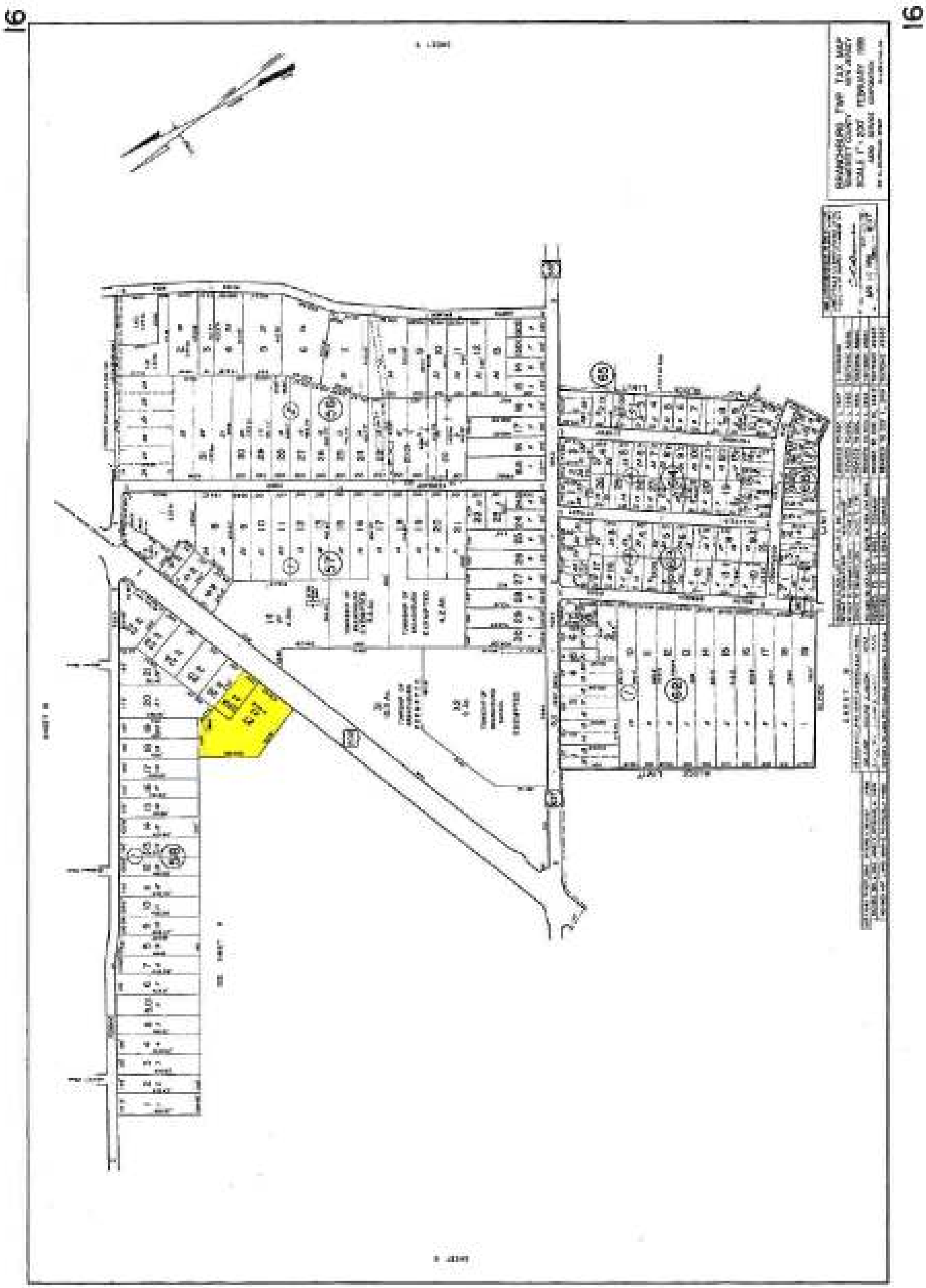
Price per Acre:	$654,574
Price per Sq. Ft. Approved:	$31.55
Price per Suite:	$18,694

COMPARABLE HOTEL LAND SALE #4

Comments

The sale consists of two contiguous tracts of vacant land totaling 3.17± acres. The property was sold contingent upon the grantee obtaining approvals for a 65,759± sq. ft., 3-story, 111 room extended stay facility. The average room size is 590 sq. ft. Amenities include indoor pool and outdoor recreation area. At the time of sale the property was improved with a single story ranch dwelling which was subsequently converted to office space. Estimated demolition costs was $50,000.

File #:2705113G.91P



Tax Map

COMPARABLE HOTEL LAND SALE #5

Property Information

Location:	*Courtyard by Marriott* 231 Main Street Township of North Brunswick County of Middlesex State of New Jersey
Legal ID:	Block 141, Lot 21.02
Proximity to Subject:	17.0 miles northeast of the subject
Property Type:	Vacant land

Sale Information

Date of Sale:	10/26/16
Deed Book/Page:	6900/0155
Grantor:	North Brunswick TOD Associates, LLC
Grantee:	Main Street Hotel, LLC
Consideration:	$3,500,000
Financing:	Cash to seller. Conventional financing for $13,680,000 with Parke Bank covering real property, improvements and FF&E.
Conditions of Sale:	Normal
Verified By:	Deed, public records and Office of Navin Advani, attorney for grantor

Site Information

Land Size:	0.68± acres
Shape:	Irregular rectangle
Frontage/Depth:	252.85± feet /149.00± feet
Topography:	Generally level and clear
Floor Area Ratio:	2.60
Zoning:	TOMU, Transit-Oriented Mixed Use
Utilities	Water, sewer, electric, gas and telephone

Unit of Comparison

Price per Acre:	$5,147,059
Price per Sq. Ft. Approved:	$45.38
Price per Suite:	$28,226

COMPARABLE HOTEL LAND SALE #5

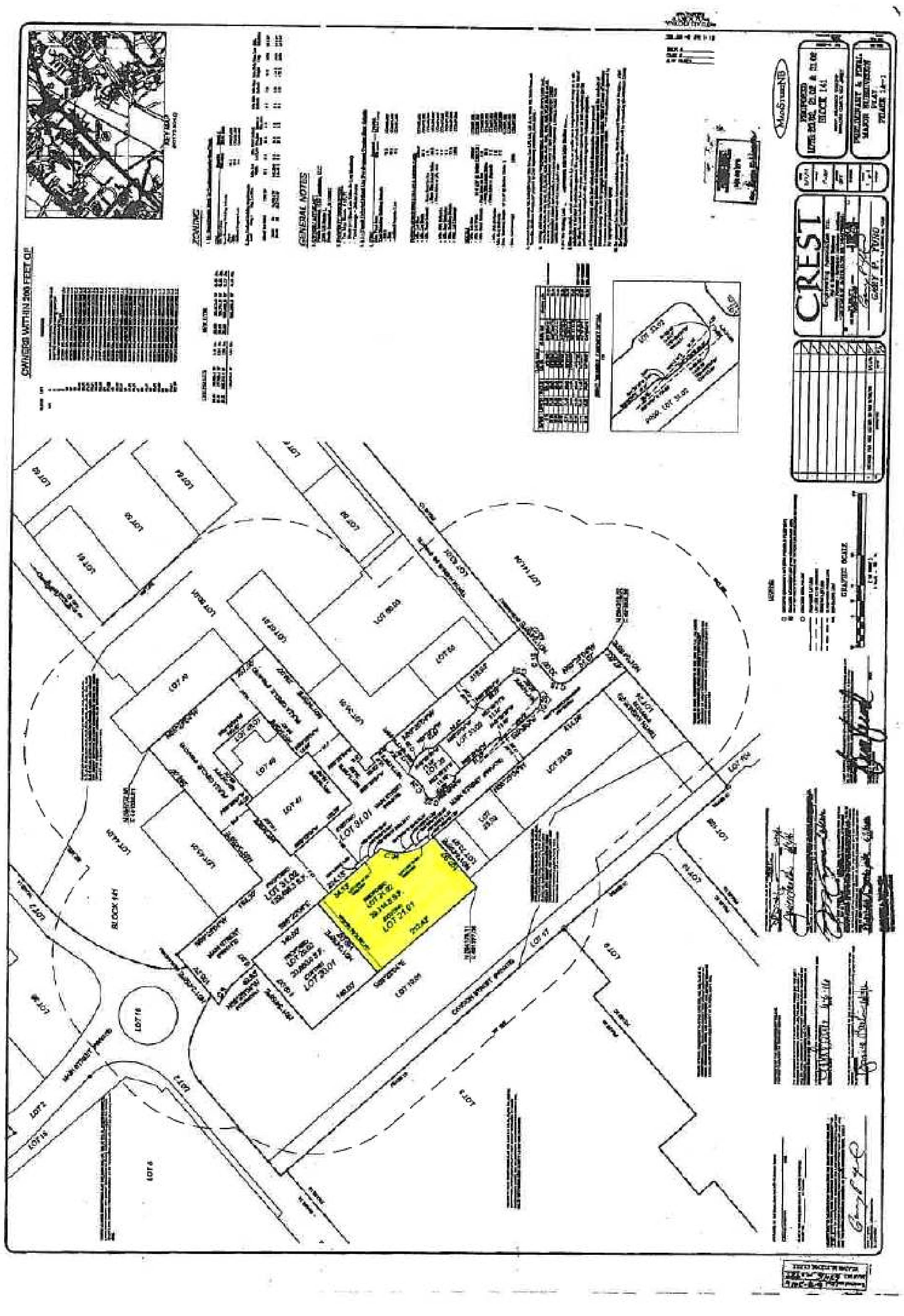
Comments

The sale property is a 0.68± acre approved pad in "Main Street NB", a transit oriented project, just off of Route 1 in North Brunswick Township. The total project comprises 206.456± acres. Proposed development consists of :

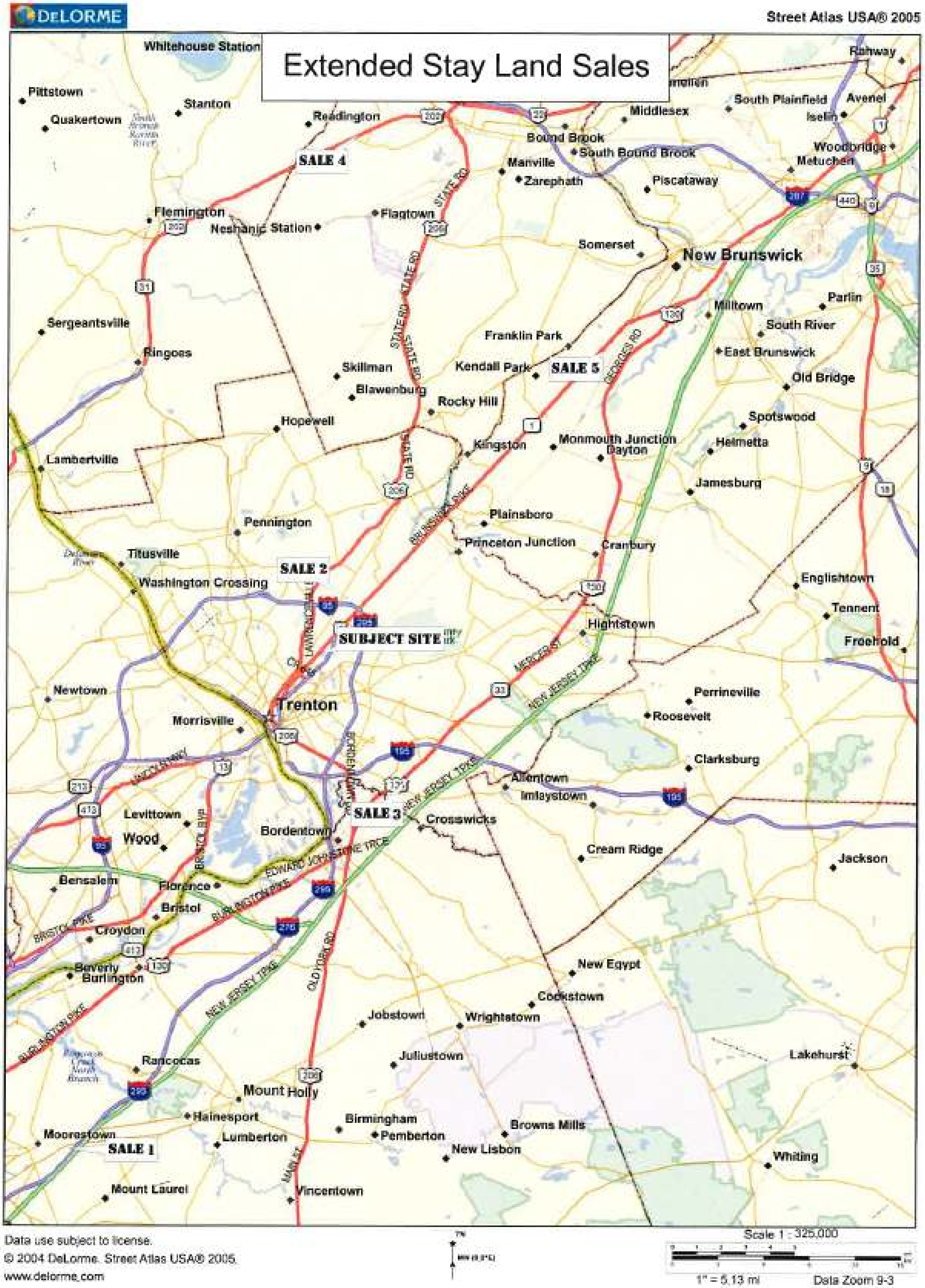
- 1,245,000 sq. ft. of non-residential space
- 300,000 sq. ft. single story large retail
- 450,000 sq. ft. mixed use retail commercial and large retail in mixed use retail commercial and multi-story building
- 50,000 sq. ft. free standing commercial pads
- 195,000 sq. ft. office uses
- 250,000 sq. ft of hotel space (375 rooms)
- 1,875 dwelling units, and
- 6,093 parking spaces

At the time of sale the property (0.68 acres) had approvals for a 7-story, 77,130 sq. ft., 124 room hotel. The site would have 178 shared parking spaces with an adjoining "Green Turtle" (8,500 sq. ft.) restaurant. Hotel amenities will include an outdoor pool, fitness center, limited menu restaurant and meeting room.

File #:2114113G.92P



Tax Map


DeLorme
Street Atlas USA® 2005
Extended Stay Land Sales
SALE 4
SALE 5
SALE 2
SUBJECT SITE
SALE 3
SALE 1
Trenton
New Brunswick
Flemington
Hopewell
Pennington
Princeton Junction
Plainsboro
Kingston
Rocky Hill
Hightstown
Cranbury
Morrisville
Bordentown
Crosswicks
Allentown
Levittown
Bristol
Burlington
Mount Holly
Mount Laurel
Moorestown
Lambertville
Titusville
Washington Crossing
Newtown
Somerset
Franklin Park
Kendall Park
Monmouth Junction
Dayton
Jamesburg
Freehold
Englishtown
Jackson
Lakehurst
New Egypt
Cream Ridge
Pemberton
Browns Mills
Whiting
Data use subject to license.
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www.delorme.com
Scale 1 : 325,000
1" = 5.13 mi
Data Zoom 9-3

VACANT HOTEL LAND COMPARATIVE RATING GRID

As Is Valuation

Element	Sale #1	Sale #2	Sale #3	Sale #4	Sale #5
Sale Price	$2,200,000	$1,650,000	$2,125,000	$2,075,000	$3,500,000
Real Property Rights Conveyed Adjustment	0	0	0	0	0
Adjusted Price[1]	$2,200,000	$1,650,000	$2,125,000	$2,075,000	$3,500,000
Reflects per Room/Suite	$16,296	$15,420	$17,708	$18,694	$28,226
Financing Adjustment	0	0	0	0	0
Conditions of Sale Adjustment	0	0	0	0	0
Adjusted Price[2]	$16,296	$15,420	$17,708	$18,694	$28,226
Date of Sale Adjustment	+ 5%	0	+ 10%	0	0
Adjusted Price[3]	$17,111	$15,420	$19,479	$18,694	$28,226
Location	0	- 5%	0	- 10%	- 20%
Physical Characteristics	0	0	0	0	0
Size	+ 5%	+ 5%	+ 10%	+ 5%	+ 5%
Utilities	0	0	0	0	0
Zoning/Approvals	- 5%	+ 5%	- 5%	+ 5%	- 5%
Net Adjustment	0	+ 5%	+ 5%	0	- 20%
Final Adjusted Sale Price	$17,111	$16,191	$20,453	$18,694	$22,581
For Reconciliation Purposes					
Total Adjustment	+ $815	+ $771	+ $2,745	0	- $5,645
Total Adjustment as Percentage of Sale Price	+ 5%	+ 5%	+16%	0	- 20%

[1] Sale price adjusted for property rights conveyed.
[2] Sale price adjusted for financing and conditions of sale.
[3] Sale price further adjusted for market conditions.

HOTEL LAND SALES - As Is Valuation

Adjustment Explanation

Sale #1 was adjusted for its market conditions (time of sale), slightly inferior (larger) improvement size, and superior approval status (full approvals).

Sale #2 was adjusted for is slightly superior location, albeit still in Lawrence Township but at a more desirable site off of Route 295, near Route 1 and Princeton, inferior (larger) improved size and inferior approval status (subject to approvals).

Sale #3 was adjusted for its market conditions (time of sale), significantly inferior (larger) size and superior approval status.

Sale #4 was adjusted for its superior location (Branchburg on Route 202, near Routes 206 and I-287), slightly inferior improved size, and inferior approved status (subject to approvals).

Sale #5 was adjusted for its significantly superior location (North Brunswick Transit Village), slightly inferior (larger) size, and superior approval status.

SALES COMPARISON APPROACH – Hotel Land Sales
SUMMARY AND VALUE CONCLUSION – As Is Valuation

The five delineated sales range from 107 rooms to 135 rooms and have an unadjusted value of $15,420 per room to $28,226 per room. Based upon the five delineated sales, as documented on the previous pages and adjusting for property rights, financing, conditions of sale, market conditions, location, physical characteristics, size, zoning/approvals, and utilities, we have an adjusted value of $16,191 per room to $22,992 per room. It is therefore our opinion based upon the data analyzed placing most emphasis on Sales 1, 2, and 3. The market value of the extended stay portion of the subject property is $17,300 per room.

Therefore-

123 rooms @ $17,300 per room = $2,127,900

SALES COMPARISON APPROACH

Proposed Partial Acquisition
Commercial Land Analysis – As Is

SALES COMPARISON APPROACH – Commercial Land Sales

Adjustment Analysis

As in the prior analysis certain adjustments are made to the comparable sales to recognize their differences. An analysis of these adjustments is:

Property Rights Conveyed: All analyzed parcels reflected sales of fee simple interest. Therefore, no adjustments were warranted.

Financing: All of the analyzed sales were cash transactions or had typical financing and no adjustments were required.

Conditions of Sale: The sales were verified for any abnormal conditions, motivational premiums, or discounts. All of the sales were transferred under normal conditions and therefore no adjustments were necessary.

Market Conditions (Time of Sale): Sales were considered late 2014 to the present. In analyzing the sales, the appraiser noted a slight stabilization in land values during this period.

Location: Location is defined as *"The time distance relationship or linkage between a property or neighborhood and all possible origins and destinations of residents coming to or going from the property or neighborhood."*[1] Adjustments were necessary when the comparable sales were not located in the subject's neighborhood or the same general area. The competing market consists of a short stretch of Brunswick Pike (US Route 1) from Whitehead Road to just south of Franklin Corner Road. All but one of the comparable sales is located along this highway. Sale #10 is located along a highway commercial section of Hamilton Township along Quakerbridge Road, a somewhat less desirable location than the subject. Therefore, an appropriate adjustment was made.

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[1] The Appraisal of Real Estate, 14th Edition 2013, Appraisal Institute, Chicago, IL

SALES COMPARISON APPROACH– Commercial Land Sales

Adjustment Analysis

Physical Characteristics: Since the highest and best use is commercial development each sale's shape, topography, and physical features were taken into consideration in comparison to the subject's physical characteristics.

Size/Unit Mix: Consideration was made to reflect the premise that smaller properties normally sell at higher per unit values than larger properties. This would apply to total financially feasible build-out (building size) of each of the five comparable sales which range from 2,956 sq. ft. to 12,736 sq. ft. The subject has the ability to be developed with 5,000 sq. ft. of retail space. Therefore adjustments were made to each sale having a significantly smaller or larger build-out. Also, included in this adjustment we have considered the fact Sale #4 once improved was developed with 50% apartment space (second floor). This was considered to be slightly inferior to the subject.

Zoning/Approvals: The sales are located in zones with the same general permitted uses and minimum area and yard requirements as the subject property or had similar development approvals either obtained by the grantor or grantee. The allowable FAR and lot coverage is accounted for in the calculation of the total build-out of the subject and comparable sales. Additionally considered in this adjustment is the extent of approvals ranging from sales which sold without approvals to full unappealable government approvals obtained by the seller prior to closing. As the date of value the subject property appears to be nearing final development approvals. However, the proposed site plans depict a 1,200 sq. ft. donut shop as part of the condominium project. As stated in the report, we do not believe this use maximizes the pad's build-out potential; therefore, the proposed plan must be amended. Lastly, the condition of the commercial land portion of the property both "as is" and "as approved" is virtually the same, requiring only a modest adjustment.

Utilities: Since municipal water and sewer are available to the subject and all five comparable sales, no adjustments were necessary.

SALES COMPARISON APPROACH – Commercial Land Sales

The sales comparison approach is the process in which a market value estimate is derived by analyzing the market for similar properties recently sold or offered for sale and comparing these properties to the subject property.

Adjustments to the sales attempt to make each sale comparable to the subject property. Therefore, a plus adjustment indicates the subject is superior to the comparable sale and a minus adjustment indicates the subject is inferior to the comparable sale.

As stated, the most significant characteristic for this type of property is the per square foot building unit of comparison. The following sales and offering are available to the subject property.

COMPARABLE VACANT COMMERCIAL LAND SALE #6

Property Information

Location:	2458 Brunswick Pike Township of Lawrence County of Mercer State of New Jersey
Legal ID:	Block 2101, Lot 40.01
Proximity to Subject:	Adjacent to the subject
Property Type:	Improved free-standing restaurant

Sale Information

Date of Sale:	7/14/16
Deed Book/Page:	6256/487
Grantor:	Ewing Leasing Company, Inc.
Grantee:	2470 Route 1, LLC
Consideration:	$815,000 - <u>$100,000</u> – less improvement value $715,000 – land consideration
Financing:	PMM $560,000 at market terms, balance paid as down payment
Conditions of Sale:	Normal; motivated buyer
Verified By:	Deed, public records, and Al L. Kettell, Jr., attorney for grantor and Alex Shapiro, grantee

Site Information

Land Size:	1.86± acres (81,022±sq. ft.)
Shape:	Elongated rectangle
Frontage/Depth:	125± ft./650± ft.
Floor Area Ratio:	0.05
Topography:	Generally level, partially wooded
Zoning:	HC, Highway Commercial
Utilities	Water, sewer, electric, gas and telephone

Unit of Comparison

Price per Sq. Ft. (land):	$8.82
Price per Acre:	$384,409
Price per Sq. Ft. (Building):	$194.82

COMPARABLE VACANT COMMERCIAL LAND SALE #6

Comments

The sale property is an elongated tract with sufficient frontage along Brunswick Pike. The frontage half of the property is improved with a former Pizza Hut restaurant comprising 3,670± sq. ft. with associated drives and parking. The rear half of the site is predominately wooded and is encumbered by a conservation easement. The property was reportedly acquired by the adjoining property owner at what appears to be a premium. The purchaser was taking advantage of a potential increase in parking by assembling the two tracts. The estimated contributory value of the structure is $100,000.

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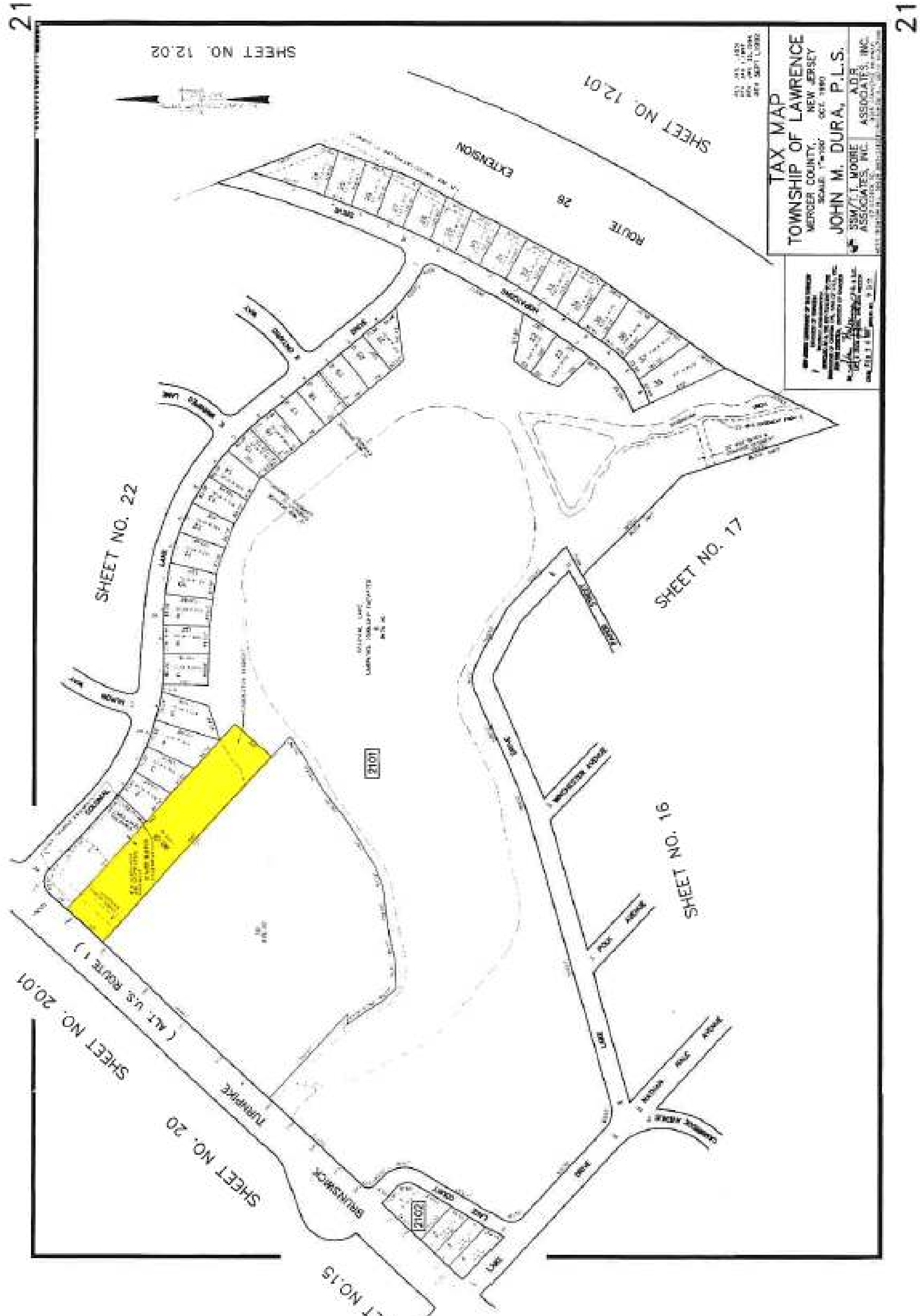

21
TAX MAP
TOWNSHIP OF LAWRENCE
MERCER COUNTY, NEW JERSEY
JOHN M. DURA, P.L.S.
SHEET NO. 12.02
SHEET NO. 12.01
ROUTE 29 EXTENSION
SHEET NO. 22
SHEET NO. 17
SHEET NO. 16
2101
2102
(ALT. U.S. ROUTE 1)
BRUNSWICK TURNPIKE
SHEET NO. 20.01
SHEET NO. 20
SHEET NO.15

COMPARABLE VACANT COMMERCIAL LAND SALE #7

Property Information

Location:	2653 Brunswick Pike Township of Lawrence County of Mercer State of New Jersey
Legal ID:	Block 3301, Lots 7, 6 and 5
Proximity to Subject:	0.5 miles northeast of the subject
Property Type:	Improved free-standing restaurant and single family home

Sale Information

Date of Sale:	7/14/17
Deed Book/Page:	6293/580
Grantor:	2653 Brunswick Pike, LLC
Grantee:	Paramjit S. Anand and Gurbhinder K. Anand
Consideration:	$400,000
Financing:	Cash to seller
Conditions of Sale:	Normal
Verified By:	Deed, public records, and Robert L. Baker, Jr., attorney for grantor and Paramjit S. Anand, grantee

Site Information

Land Size:	0.51± acres (22,216± sq. ft.)
Shape:	Regular rectangle
Frontage/Depth:	150± ft./150± ft.
Floor Area Ratio:	0.13
Topography:	Level
Zoning:	HC, Highway Commercial
Utilities	Water, sewer, electric, gas and telephone

Unit of Comparison

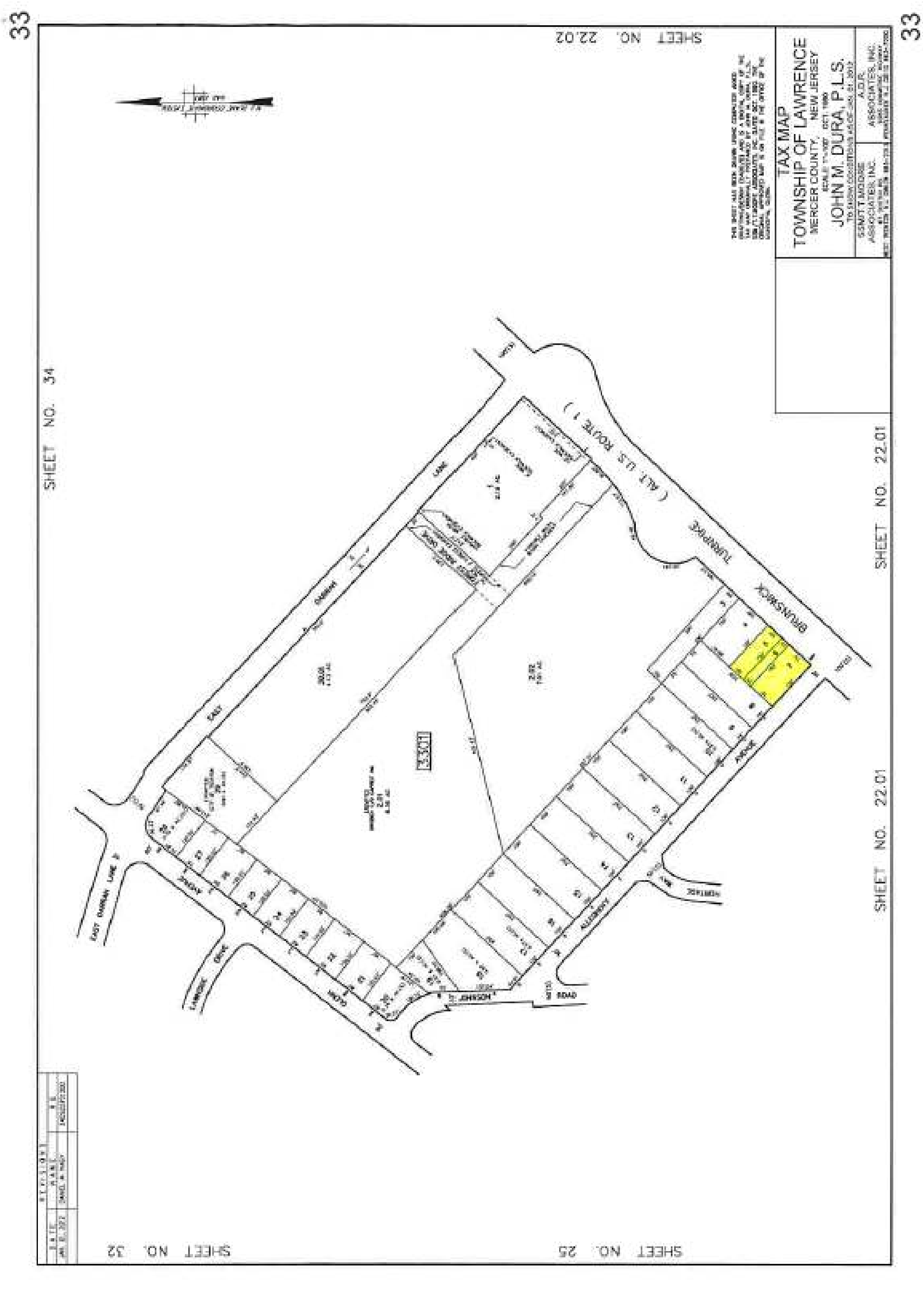
Price per Sq. Ft. (land):	$18.00
Price per Acre:	$784,314
Price per Sq. Ft. (Building):	$135.32

COMPARABLE VACANT COMMERCIAL LAND SALE #7

Comments

The sale property is a regularly shaped corner lot improved with a 512± sq. ft. fast food (seasonal) restaurant and 2,444 sq. ft. two-story single family residence. The restaurant (Stewart's) had been closed for approximately two years. The buyer reportedly approached the seller with an offer to purchase. The improvements were in below average condition. The cost of demolition is assumed to be offset by the interim use of both structures. The new owners plan on re redeveloping the site with a food service establishment. No definite plan exists at the present.

File #:2007104G.94P



33
TAX MAP
TOWNSHIP OF LAWRENCE
MERCER COUNTY, NEW JERSEY
JOHN M. DURA, P.L.S.
SHEET NO. 22.02
SHEET NO. 34
SHEET NO. 22.01
SHEET NO. 22.01
SHEET NO. 25
SHEET NO. 32
(ALT. U.S. ROUTE 1)
BRUNSWICK
TURNPIKE
EAST
DARRAH
LANE
33

COMPARABLE VACANT COMMERCIAL LAND SALE #8

Property Information

Location:	2915-2917 Brunswick Pike Township of Lawrence County of Mercer State of New Jersey
Legal ID:	Block 3507, Lot 13
Proximity to Subject:	1.5 miles northeast of the subject
Property Type:	Improved dealership

Sale Information

Date of Sale:	3/3/17
Deed Book/Page:	6279/1738
Grantor:	Central Jersey Cycle, Inc.
Grantee:	Route 1 Realty, LLC
Consideration:	$1,650,000 $ 100,000 – less improvement value (est) $1,550,000 – land consideration
Financing:	Cash to seller
Conditions of Sale:	Normal
Verified By:	Deed, public records, and David Orron, attorney for grantee

Site Information

Land Size:	1.22± acres (53,143± sq. ft.)
Shape:	Irregular, L-shaped
Frontage/Depth:	73.79± ft. – Brunswick Pike 30.00± ft. – Corner cut 200.63± ft. – unnamed “paper” street
Floor Area Ratio:	0.24
Topography:	Generally level
Zoning:	HC, Highway Commercial
Utilities	Water, sewer, electric, gas and telephone

Unit of Comparison

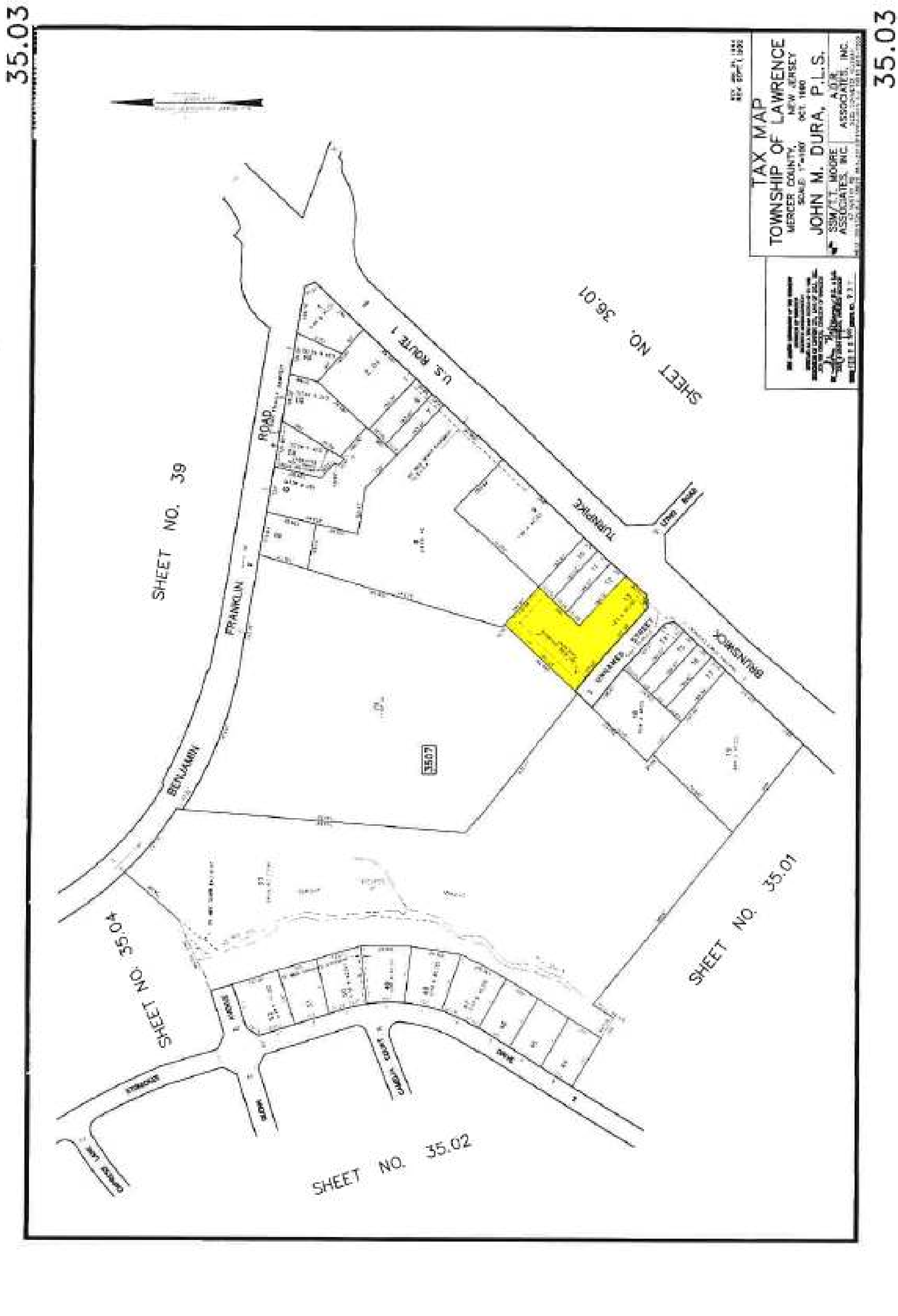
Price per Sq. Ft. (land):	$29.17
Price per Acre:	$1,270,492
Price per Sq. Ft. (Building):	$121.70

COMPARABLE VACANT COMMERCIAL LAND SALE #8

Comments

The sale property is an L-shaped lot having frontage along Brunswick Pike as well as an “unnamed street”. The site is encumbered by a slight triangle, a sanitary sewer easement as well as a 20 ft. wide drainage easement. A small section of the lot has identifiable wetlands. At the time of sale the property was improved with a cycle dealership having a 12,736 sq. ft. concrete block building. The property was purchased by a local car dealership along with four lots acquired in April 2016. The purchaser plans on consolidating the four lots along with a vacated paper street as well as the sale tract and redeveloping the property along with the existing concrete block building with a new car dealership. The contributory value of the improvements is estimated at $100,000.

File #:2007104G.95P


35.03
TAX MAP
TOWNSHIP OF LAWRENCE
MERCER COUNTY, NEW JERSEY
JOHN M. DURA, P.L.S.
SHEET NO. 36.01
SHEET NO. 39
SHEET NO. 35.01
SHEET NO. 35.04
SHEET NO. 35.02
U.S. ROUTE 1
BRUNSWICK
TURNPIKE
BENJAMIN
FRANKLIN
ROAD
3507
35.03

COMPARABLE VACANT COMMERCIAL LAND SALE #9

Property Information

Location:	2098 Brunswick Pike Township of Lawrence County of Mercer State of New Jersey
Legal ID:	Block 1601, Lot 49.01
Proximity to Subject:	0.4 miles southwest of the subject
Property Type:	Vacant land

Sale Information

Date of Sale:	9/22/14
Deed Book/Page:	6204/1728
Grantor:	GSA of Whitehorse, Inc.
Grantee:	Danza Group of Lawrenceville LLC
Consideration:	$950,000
Financing:	Cash to seller
Conditions of Sale:	Normal
Verified By:	Deed, public records, and Walter Hanley, attorney for grantee and Hector Olaya, Broker

Site Information

Land Size:	0.77± acres (33,541± sq. ft.)
Shape:	Irregular, rectangle
Frontage/Depth:	149.95± ft. – Whitehead Road 235.00± ft. – Brunswick Pike
Floor Area Ratio:	0.32
Topography:	Level, clear
Zoning:	NC-1, Neighborhood Center - 1
Utilities	Water, sewer, electric, gas and telephone

Unit of Comparison

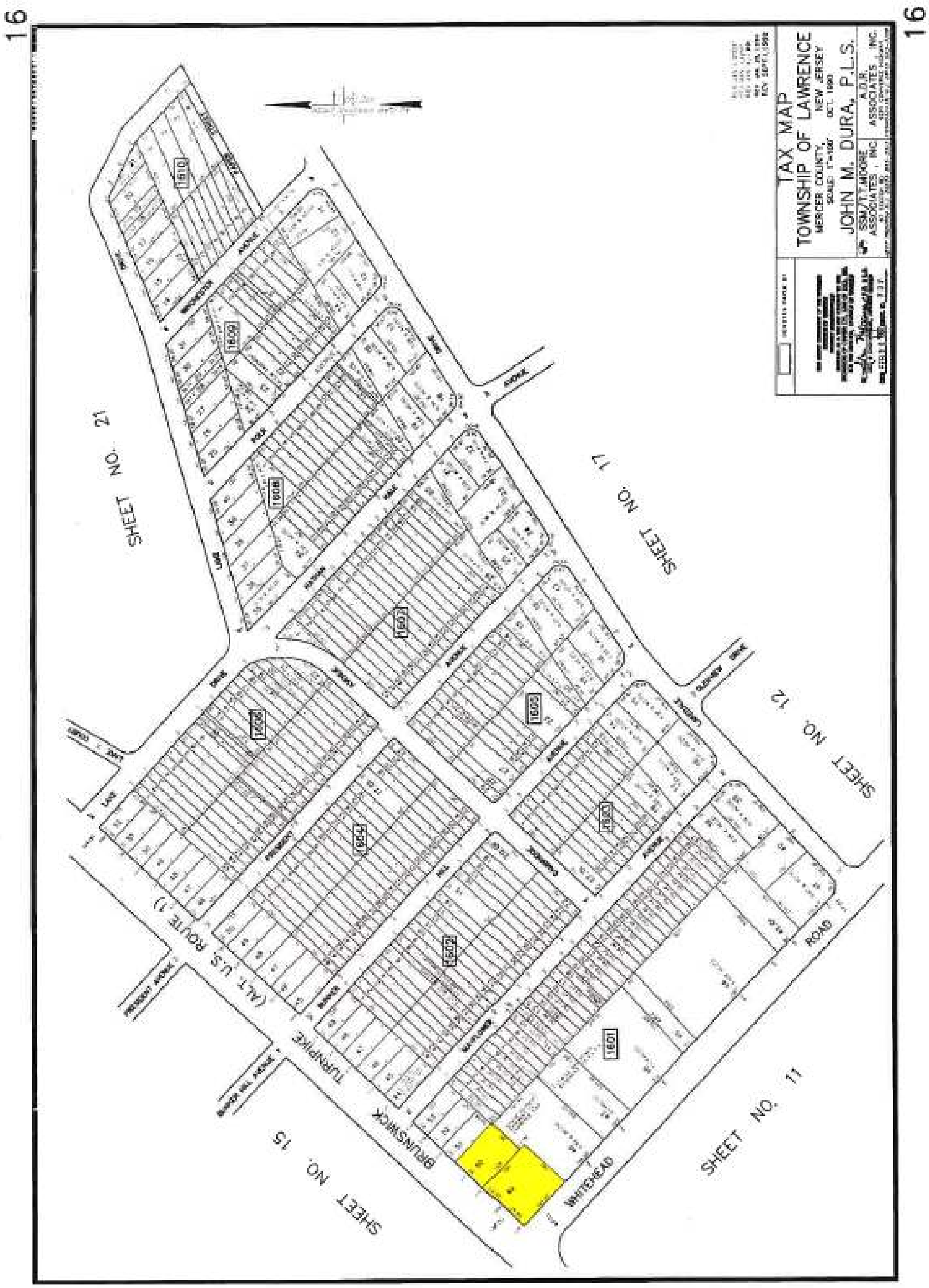
Price per Sq. Ft. (land):	$28.32
Price per Acre:	$1,233,766
Price per Sq. Ft. (Building):	$89.90

COMPARABLE VACANT COMMERCIAL LAND SALE #9

Comments

The sale property is a slightly irregular corner lot containing 0.77± acres. The property was formerly improved but was cleared in 2012 upon receiving approvals for a 10,568 sq. ft. 2-story retail apartment building. The first floor included four units, one of which is occupied by a Dunkin Donuts. The second floor is four rental apartment units. The grantor subsequently became partners with the Danza Group. This however was not contemplated at the time of sale and had no impact on the selling price.

File #:2007104G.96P


16
TAX MAP
TOWNSHIP OF LAWRENCE
MERCER COUNTY, NEW JERSEY
JOHN M. DURA, P.L.S.
SHEET NO. 21
SHEET NO. 17
SHEET NO. 12
SHEET NO. 11
SHEET NO. 15
BRUNSWICK TURNPIKE
(ALT. U.S. ROUTE 1)
WHITEHEAD ROAD
1610
1609
1608
1607
1606
1605
1604
1603
1602
1601

COMPARABLE VACANT COMMERCIAL LAND SALE #10

Property Information

Location:	3710 Quakerbridge Road Township of Hamilton County of Mercer State of New Jersey
Legal ID:	Block 1520, Lot 7
Proximity to Subject:	2.7 miles east northeast of the subject
Property Type:	Veterinarian office

Sale Information

Date of Sale:	12/12/14
Deed Book/Page:	6209/312
Grantor:	Maurice J. Smith
Grantee:	Cosmos Clubhouse LLC
Consideration:	$595,000
Financing:	Cash to seller
Conditions of Sale:	Normal
Verified By:	Deed, public records and John Reilly, Esquire

Site Information

Land Size:	4.82± acres (209,959± sq. ft.)
Shape:	Irregular, rectangle
Frontage/Depth:	279.75± ft. / 842.81± ft.
Floor Area Ratio:	0.03
Topography:	Frontage- level, rear slopes downward to northwest
Zoning:	HC, Highway Commercial
Utilities	Water, sewer, electric, gas and telephone

Unit of Comparison

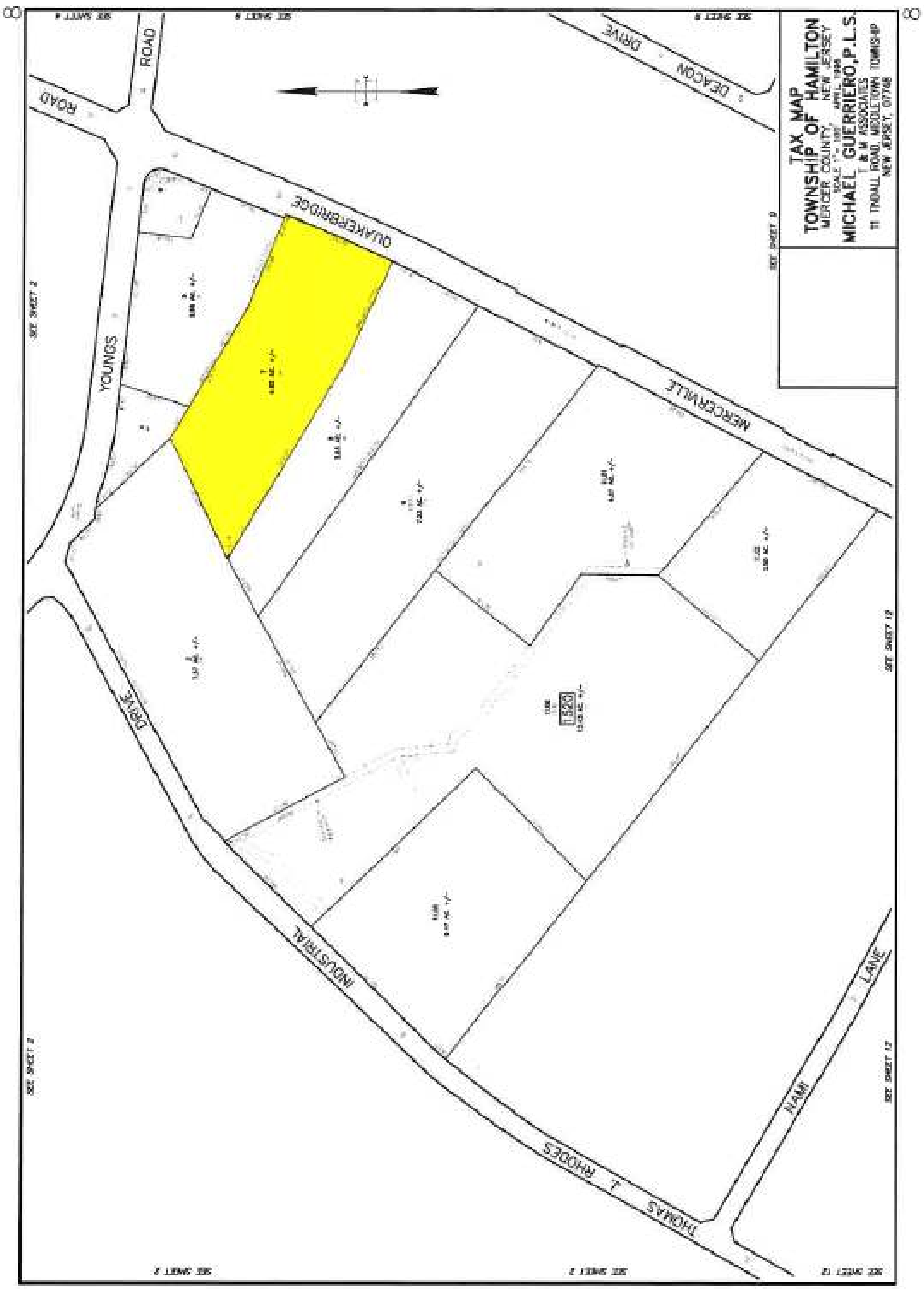
Price per Sq. Ft. (land):	$2.83
Price per Acre:	$123,444
Price per Sq. Ft. (Building):	$88.50

COMPARABLE VACANT COMMERCIAL LAND SALE #10

Comments

The property is a somewhat elongated dog-legged tract totaling 4.82± acres. The front portion of the tract which is generally level was improved with a 2,057± sq. ft. single story veterinarian office. The structure was partially salvaged and a new addition was constructed. The total building size is now 6,723 sq. ft. The portion of the original structure not demolished consists of the frontage and rear and side walls. The cost of partial demolition was assumed to be off-set by the contributing value of the salvaged structure. Additionally, while there remains surplus land, its contributory value if any is nominal – due to the parcel's irregular shape.

File #:2003104G.97P


TAX MAP
TOWNSHIP OF HAMILTON
MERCER COUNTY, NEW JERSEY
MICHAEL GUERRIERO, P.L.S.
T & M ASSOCIATES
11 TINDALL ROAD, MIDDLETOWN TOWNSHIP
NEW JERSEY, 07748
QUAKERBRIDGE
MERCERVILLE
ROAD
YOUNGS
ROAD
DEACON
DRIVE
INDUSTRIAL
DRIVE
THOMAS J. RHODES
NAMI
LANE
1520

COMPARABLE VACANT COMMERCIAL LAND SALE #11
Offering

Property Information

Location:	2490 Brunswick Pike Township of Lawrence County of Mercer State of New Jersey
Legal ID:	Block 2201, Lot 17.01
Proximity to Subject:	0.7 miles northeast of the subject
Property Type:	Improved retail building

Sale Information

Available:	Offering
Offered:	February 2018
Owner:	Cham Nagaraj
Agent/Broker:	Bill Sarr, Weichert Realty
Asking Price:	$600,000
Verified By:	Deed, public records, and Bill Sarr, Listing Agent

Site Information

Land Size:	1.30± acres (56,628± sq. ft.)
Shape:	Irregular
Frontage/Depth:	219.80± ft. / 310.00± ft.
Floor Area Ratio:	0.07
Topography:	Level
Zoning:	HC, Highway Commercial
Utilities	Water, sewer, electric, gas and telephone

Unit of Comparison

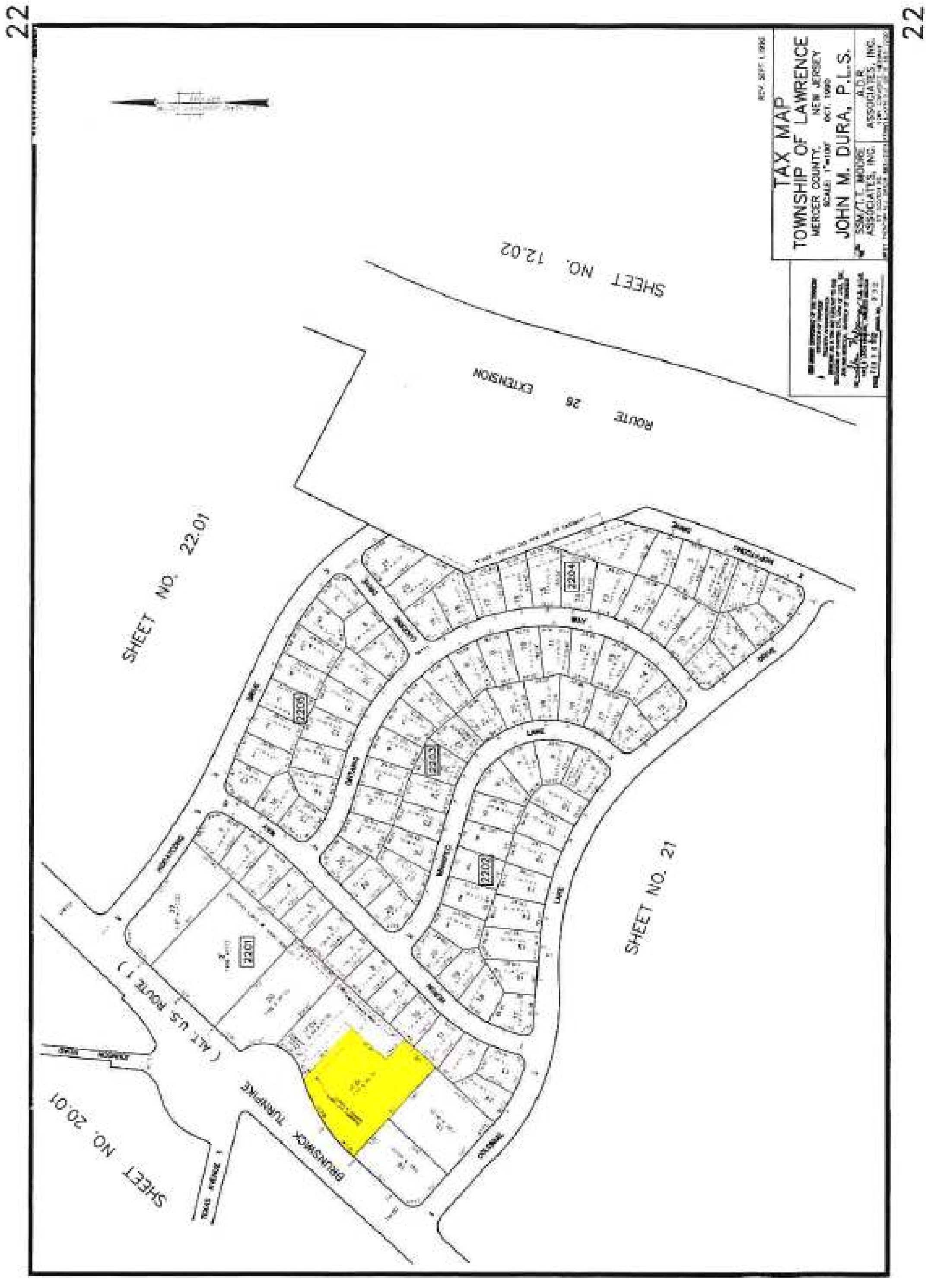
Price per Sq. Ft. (land):	$10.60
Price per Acre:	$461,538
Price per Sq. Ft. (Building):	$156.09

COMPARABLE VACANT COMMERCIAL LAND SALE #11
Offering

Comments

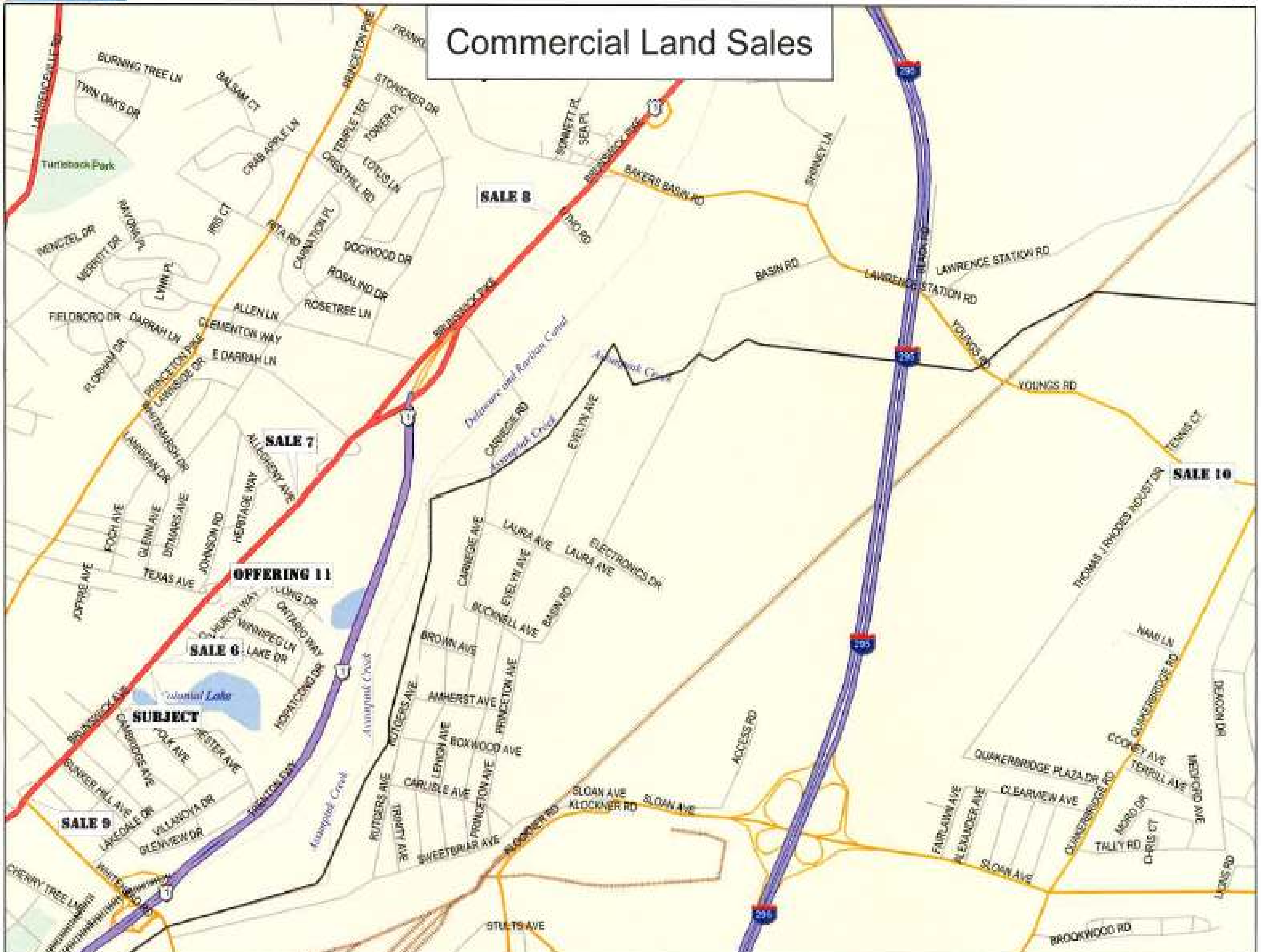
The property is an irregular shaped lot at a jug-handled intersection opposite Texas Avenue. The parcel has approximately 220 ft. along the entrance to the jug-handle. The northern property line is encumbered with a cross easement (access/egress) to Lot 19.02. Also the rear of the site has 10 ft. with buffer easement. The lot is improved with a former dress shop (retail building). It has a 3,844± sq. ft. finished basement last used as office space. The building has been entirely vacant for the past few years. It was initially listed for sale in October 2017 for $719,000, lowered to $699,000 in November 2017 and more recently lowered to $600,000 in February 2018.

File #:2007104G.98P


22
TAX MAP
TOWNSHIP OF LAWRENCE
MERCER COUNTY, NEW JERSEY
JOHN M. DURA, P.L.S.
SHEET NO. 12.02
ROUTE 29 EXTENSION
SHEET NO. 22.01
SHEET NO. 21
SHEET NO. 20.01
(ALT. U.S. ROUTE 1)
BRUNSWICK TURNPIKE
2201
2202
2203
2204
2205
22

DELORME

Street Atlas USA® 2005



Data use subject to license.

www.delorme.com

Scale 1 : 20,800
1" = 1,733.3 ft
Data Zoom 13-3

COMMERCIAL LAND COMPARATIVE RATING GRID

As Is Valuation

Element	Sale #6	Sale #7	Sale #8	Sale #9	Sale #10
Sale Price	$715,000	$400,000	$1,550,000	$950,000	$595,000
Real Property Rights Conveyed Adjustment	0	0	0	0	0
Adjusted Price[1]	$715,000	$400,000	$1,550,000	$950,000	$595,000
Reflects per Sq. Ft. Building	$194.82	$135.32	$121.70	$89.90	$88.50
Financing Adjustment	0	0	0	0	0
Conditions of Sale Adjustment	- 10%	0	0	0	0
Adjusted Price[2]	$175.34	$135.32	$121.70	$89.90	$88.50
Date of Sale Adjustment	0	0	0	+ 20%	+ 20%
Adjusted Price[3]	$175.34	$135.32	$121.70	$107.88	$106.20
Location	0	- 5%	0	- 5%	+ 20%
Physical Characteristics	- 5%	- 5%	- 5%	- 5%	- 5%
Size/Mix	0	- 5%	+ 10%	+ 20%	0
Utilities	0	0	0	0	0
Zoning/Approvals	0	0	0	- 5%	0
Net Adjustment	- 5%	- 15%	+ 5%	+ 5%	+ 15%
Final Adjusted Sale Price	$166.57	$115.02	$127.79	$113.27	$122.13
For Reconciliation Purposes					
Total Adjustment	- $28.25	- $20.30	+ $6.09	+$23.37	+ $33.63
Total Adjustment as Percentage of Sale Price	- 15%	- 15%	+ 5%	+ 26%	+ 38%

[1] Sale price adjusted for property rights conveyed.
[2] Sale price adjusted for financing and conditions of sale.
[3] Sale price further adjusted for market conditions.

COMMERCIAL LAND SALES - As Is Valuation

Adjustment Explanation

Sale #6 was adjusted for its conditions of sale (sold to adjoining property owner for a premium), and slightly physical characteristics (clear).

Sale #7 was adjusted for is slightly superior location (corner), slightly superior physical characteristics (clear) and slightly superior (smaller) size.

Sale #8 was adjusted for its slightly superior physical characteristics (clear) and inferior (larger) size.

Sale #9 was adjusted for its market conditions (time of sale), slightly superior location (corner), slightly superior physical characteristics (clear), significantly inferior (larger) size and unit mix, and full approvals at time of sale.

Sale #10 was adjusted for its market conditions (time of sale), significantly superior location (at round about, former traffic controlled intersection) and slightly superior physical characteristics (clear).

SALES COMPARISON APPROACH – Commercial Land Sales

SUMMARY AND VALUE CONCLUSION – As Is Valuation

In addition to the five gridded sales (6 – 10), we have also considered a property currently offered for sale (supplemental sale #11). This property is located just north of the subject at the Texas Avenue jug-handle. It is offered for $156.09 per square foot building.

The five delineated sales range from 3,670 sq. ft. building to 12,736 sq. ft. building and have a value of $88.50 per sq. ft. to $194.82 per square foot. Based upon the five delineated sales, as documented on the previous pages and adjusting for property rights, financing, conditions of sale, market conditions, location, physical characteristics, size/mix, zoning/approvals, and utilities, we have an adjusted value of $113.27 per sq. ft. to $166.57 per sq. ft. It is therefore our opinion based upon the data analyzed placing most emphasis on Sale 1, which immediately abuts the subject site to the north. The market value of the commercial land portion of the subject property is $160.00 per sq. ft. building.

Therefore-

5,000 sq. ft. building @ $160.00 per sq. ft. building = $800,000

SUMMARY OF VALUES – As Is Analysis

Final Value Calculations

Extended Stay Land Area	$2,127,900
Commercial Land Area (Pad)	$800,000
Final Estimate of Value – As Is Analysis	$2,927,900

SALES COMPARISON APPROACH

Proposed Partial Acquisition

Extended Stay Land Analysis – As Approved

SALES COMPARISON APPROACH – As Approved Analysis

The same elements of comparison as in the prior "as is" analysis were considered in this analysis. The only major difference was in the status of the approvals. The same five hotel land sales were considered and analyzed on a separate adjustment grid below.

HOTEL LAND COMPARATIVE RATING GRID

As Approved Valuation

Element	Sale #1	Sale #2	Sale #3	Sale #4	Sale #5
Sale Price	$2,200,000	$1,650,000	$2,125,000	$2,075,000	$3,500,000
Real Property Rights Conveyed Adjustment	0	0	0	0	0
Adjusted Price[1]	$2,200,000	$1,650,000	$2,125,000	$2,075,000	$3,500,000
Reflects per Room/Suite	$16,296	$15,420	$17,708	$18,694	$28,226
Financing Adjustment	0	0	0	0	0
Conditions of Sale Adjustment	0	0	0	0	0
Adjusted Price[2]	$16,296	$15,420	$17,708	$18,694	$28,226
Date of Sale Adjustment	+ 5%	0	+ 10%	0	0
Adjusted Price[3]	$17,111	$15,420	$19,479	$18,694	$28,226
Location	0	- 5%	0	- 10%	- 20%
Physical Characteristics	0	0	0	0	0
Size	+ 5%	+ 5%	+ 10%	+ 5%	+ 5%
Utilities	0	0	0	0	0
Zoning/Approvals	0	+ 10%	0	+ 10%	0
Net Adjustment	+ 5%	+ 10%	+ 10%	+ 5%	- 15%
Final Adjusted Sale Price	$17,967	$16,962	$21,427	$19,629	$23,992
For Reconciliation Purposes					
Total Adjustment	+ $856	+ $1,542	+ $3,719	+ $935	- $4,234
Total Adjustment as Percentage of Sale Price	+ 5%	+ 10%	+21%	+ 5%	- 15%

[1] Sale price adjusted for property rights conveyed.
[2] Sale price adjusted for financing and conditions of sale.
[3] Sale price further adjusted for market conditions.

SALES COMPARISON APPROACH

Hotel Land Sales - As Approved Valuation

Adjustment Explanation

Sale #1 was adjusted for its market conditions (time of sale) and slightly inferior (larger) improvement size.

Sale #2 was adjusted for is slightly superior location, albeit still in Lawrence Township but at a more desirable site off of Route 295, near Route 1 and Princeton, inferior (larger) improved size and inferior approval status.

Sale #3 was adjusted for its market conditions (time of sale) and significantly inferior (larger) size.

Sale #4 was adjusted for its superior location (Branchburg on Route 202, near Routes 206 and I-287), slightly inferior improved size, and inferior approved status.

Sale #5 was adjusted for its significantly superior location (North Brunswick Transit Village) and slightly inferior (larger) size.

SALES COMPARISON APPROACH – Hotel Land Sales
SUMMARY AND VALUE CONCLUSION – As Approved Valuation

The five delineated sales range from 107 rooms to 135 rooms and have an unadjusted value of $15,420 per room to $28,226 per room. Based upon the five delineated sales, as documented on the previous pages and adjusting for property rights, financing, conditions of sale, market conditions, location, physical characteristics, size, zoning/approvals, and utilities, we have an adjusted value of $16,962 per room to $23,992 per room. It is therefore our opinion based upon the data analyzed placing most emphasis on Sales #1 and #3. The market value of the extended stay portion of the subject property is $18,500 per room.

Therefore-

123 rooms @ $18,500 per room = $2,275,500

SALES COMPARISON APPROACH

Proposed Partial Acquisition

Commercial Land Analysis – As Approved

SALES COMPARISON APPROACH

Commercial Land Sales - As Approved Analysis

The same elements of comparison as in the prior "as is" analysis were considered in this analysis. The only major difference was in the status of the approvals. The same six commercial land sales were considered and analyzed on a separate adjustment grid below.

COMMERCIAL LAND COMPARATIVE RATING GRID

As Approved Valuation

Element	Sale #6	Sale #7	Sale #8	Sale #9	Sale #10
Sale Price	$715,000	$400,000	$1,550,000	$950,000	$595,000
Real Property Rights Conveyed Adjustment	0	0	0	0	0
Adjusted Price[1]	$715,000	$400,000	$1,550,000	$950,000	$595,000
Reflects per Sq. Ft. Building	$194.82	$135.32	$121.70	$89.90	$88.50
Financing Adjustment	0	0	0	0	0
Conditions of Sale Adjustment	- 10%	0	0	0	0
Adjusted Price[2]	$175.34	$135.32	$121.70	$89.90	$88.50
Date of Sale Adjustment	0	0	0	+ 20%	+ 20%
Adjusted Price[3]	$175.34	$135.32	$121.70	$107.88	$106.20
Location	0	- 5%	0	- 5%	+ 20%
Physical Characteristics	- 5%	- 5%	- 5%	- 5%	- 5%
Size/Mix	0	- 5%	+ 10%	+ 20%	0
Utilities	0	0	0	0	0
Zoning/Approvals	+ 5%	+ 5%	+ 5%	0	+ 5%
Net Adjustment	0	- 10%	+ 10%	+ 10%	+ 20%
Final Adjusted Sale Price	$175.34	$121.79	$133.87	$118.67	$127.44
For Reconciliation Purposes					
Total Adjustment	- $19.48	- $13.53	+ $12.17	+$28.77	+ $38.94
Total Adjustment as Percentage of Sale Price	- 10%	- 10%	+ 10%	+ 32%	+ 44%

[1] Sale price adjusted for property rights conveyed.

[2] Sale price adjusted for financing and conditions of sale.

[3] Sale price further adjusted for market conditions.

COMMERCIAL LAND SALES - As Approved Valuation
Adjustment Explanation

Sale #6 was adjusted for its conditions of sale (sold to adjoining property owner for a premium), and slightly physical characteristics (clear), and the need for site plan approvals.

Sale #7 was adjusted for is slightly superior location (corner), slightly superior physical characteristics (clear), slightly superior (smaller) size and the need for site plan approvals.

Sale #8 was adjusted for its slightly superior physical characteristics (clear), inferior (larger) size and the need for site plan approvals.

Sale #9 was adjusted for its market conditions (time of sale), slightly superior location (corner), slightly superior physical characteristics (clear) and significantly inferior (larger) size and unit mix.

Sale #10 was adjusted for its market conditions (time of sale), significantly superior location (at round about, former traffic controlled intersection), slightly superior physical characteristics (clear) and need for site plan approvals.

SALES COMPARISON APPROACH – Commercial Land Sales
SUMMARY AND VALUE CONCLUSION – As Approved Valuation

In addition to the five gridded sales (6 – 10), we have also considered a property currently offered for sale (supplemental sale #11). This property is located just north of the subject at the Texas Avenue jug-handle. It is offered for $156.09 per square foot building.

The five delineated sales range from 3,670 sq. ft. building to 12,736 sq. ft. building and have a value of $88.50 per sq. ft. to $194.82 per square foot. Based upon the five delineated sales, as documented on the previous pages and adjusting for property rights, financing, conditions of sale, market conditions, location, physical characteristics, size/mix, zoning/approvals, and utilities, we have an adjusted value of $118.67 per sq. ft. to $175.34 per sq. ft. It is therefore our opinion based upon the data analyzed placing most emphasis on Sale 1, which immediately abuts the subject site to the north. The market value of the commercial land portion of the subject property is $165.00 per sq. ft. building.

Therefore-

5,000 sq. ft. building @ $165.00 per sq. ft. building = $825,000

SUMMARY OF VALUES – As Approved Analysis

Final Value Calculations

Extended Stay Land Area	$2,275,500
Commercial Land Area (Pad)	$825,000
Final Estimate of Value – As Approved Analysis (5.9 acres)	$3,100,500

RECONCILIATION AND FINAL VALUE ESTIMATE

The final step in the appraisal process is to reconcile the value estimates. "*Reconciliation is the analysis of alternative conclusions to arrive at a final value estimate"*.[1] Since only the sales comparison approach was utilized in each analysis, a reconciliation is not necessary, except to summarize the values. After all considerations, it is this appraiser's opinion that the estimated market values are as follows:

Final Value Estimate-

"As Is"	**$2,927,900**
"As Approved"	**$3,100,500**

1 The Appraisal of Real Estate, 14th Edition, Appraisal Institute, Chicago, IL 2013

CERTIFICATION

I certify that to the best of my 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 my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have performed appraisal services regarding the property that is the subject of this report within the three year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, to the occurrence of a subsequent event directly related to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed and this report has been prepared in conformity with the Code of Professional Ethics, Standards of Professional Appraisal Practice of the Appraisal Institute and the *Uniform Standards of Professional Appraisal Practice*.
- I have made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report I have completed the continuing education program for Designated Members of the Appraisal Institute.

Richard J. Carabelli, Jr., MAI — August 17, 2018
NJ Certified General Real Estate Appraiser [42RG00010800]

CONTINGENT AND LIMITING CONDITIONS

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

2. The appraisers are not required to give testimony or attendance in court unless arrangements have been previously made therefore.

3. The legal description furnished is assumed to be correct. The sketch in this report, if any, is included to assist the reader in visualizing the property only. We have made no survey of the property and assume no responsibility in connection with such matters.

4. It is assumed that the utilization of the land and improvements is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted and considered in this report.

5. This report was prepared for the Township of Lawrence and is not intended for any other user. The appraiser hereby disclaims any and all liability for (a) use of this report for purposes other than the one intended and (b) use by any person other than D & R Greenway Land Trust or any state agency (NJDEP-Green Acres Program) or instrumentality or private non-profit organization providing funding for the purchase of the property.

6. The information which is identified and contained in this report, as furnished to me by others, is believed to be reliable; but we assume no responsibility for its accuracy. The appraiser assumes that there are no hidden or unapparent conditions of the property, subsoil, or structures, which would render it more or less valuable. The appraiser assumes no responsibility for such conditions or for engineering, which might be required to discover such factors.

7. The distribution of the total valuation in this report between land and improvements would apply only under the existing program of utilization. The separate valuations as reported must not be used in conjunction with any other appraisal and would be invalid if so used.

8. The inspection of the property and sales were made by the appraisers signing this report, unless specifically noted otherwise and we accept full responsibility for their description. The analysis, conclusions, and values are also solely the product of the appraiser(s) signing this report.

CONTINGENT AND LIMITING CONDITIONS

9. No environmental impact studies were either requested or made in conjunction with this appraisal, and the appraiser hereby reserves the right to alter, amend, revise, or rescind any of the value opinions based upon any subsequent environmental impact studies, research, or investigation.

10. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws, unless non-compliance is stated, considered, or defined in the appraisal report. Unless otherwise stated in this report, the existence of hazardous substances, including without limitation; asbestos, polychlorinated biphenyls, petroleum leakage, toxic waste, radon or agricultural chemicals, which may or may not be present on the property, or other environmental conditions, were not called to the attention of 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 such substances or conditions. If the presence of such substances, such as asbestos, urea formaldehyde foam insulation, or other hazardous substances or environmental conditions, may affect the value of the property, the value estimated is predicted on the assumption that there is no such condition on the property or in such proximity thereto that it would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them.

11. Development of land in New Jersey is subject to various environmental regulations, including regulations regarding wetlands as well as possible other regulations. Any references made to soil types, development capabilities, or to the location of wetlands were based on county agricultural soils and national inventory wetland maps. Such maps are useful as a guide only, and their accuracy and reliability cannot be guaranteed. The appraiser is not qualified to determine the type or quality of soils or wetland boundaries and the evaluation of the site by a qualified expert is recommended.

    The subject property has been appraised as if no wetlands or soil problems exist other than those expressly designated within this report. If an evaluation by a qualified expert reveals that the site contains additional designated wetlands or its soils present unusual development problems not previously delineated within this report, the value indicated herein should be adjusted accordingly.

CONTINGENT AND LIMITING CONDITIONS

12. We further acknowledge that our analysis, opinions, and conclusions within the appraisal have been made in strict accordance with the Uniform Standards of Professional Practice and the Code of Professional Ethics of various professional organizations, such as the Appraisal Institute and the National Association of Realtors, and the use of this report is subject to the requirements relating to review by each organization's duly authorized representatives.

13. The appraisal assignment was not based on a requested minimum or maximum valuation, a specific valuation, or the approval of a loan.

14. Further, the appraiser and/or firm assume no obligation, liability, or accountability to any third party. If this report is placed in the hands of anyone but the client, the client shall make such party aware of all the assumptions and limited conditions of the assignment.

15. Acceptance of and/or use of this appraisal report constitutes acceptance of the foregoing General Assumptions and General Limiting Conditions.

16. We have used information supplied to us by several sources as the foundation of our analysis. Documents and maps examined include Mercer County Soil Survey Maps and Soil Profiles, Fresh Water Wetlands Maps from the New Jersey Department of Environmental Protection Digital "GIS" files, topographical and geological survey maps, and tax maps of Lawrence Township.

17. We believe that this information is accurate. However, it is not a substitute for an on-site evaluation by qualified experts. If additional or more detailed and more accurate information becomes available, we reserve the right to amend our analysis and change our conclusions, if necessary.

ADDENDA

MARKETING TIME

This marketing time estimate represents our opinion as to the length of time necessary to sell a property interest in real estate at the estimated market level during the period immediately after the effective date of an appraisal. Marketing time differs from exposure time, which is always presumed to precede the effective date of an appraisal. Marketing time is the future price based on current known and expected characteristics of the properties, their environs, and the real estate market existing during that period of time.

The ultimate future price that may be achieved at the conclusion of the marketing period may or may not equal the appraised value on the earlier valuation date, depending on potential changes during the marketing period to the physical real estate, demographic and economic trends, the real estate market, tenancy and property operations, among other factors. A reasonable marketing time is a function of price, time, and anticipated market conditions, such as changes in the cost and availability of funds, not an isolated estimate of time along.

Our estimate of marketing time is based on one or more of the following:

1. information gathered through sales verification,
2. interview of market participants and review of investor surveys,
3. anticipated changes in market conditions,
4. statistical information about days on the market.

In conversations with various brokers and our assessment of the current market for vacant hotel and commercial land, marketing periods have declined somewhat over those experienced in the earlier part of the decade. Since there are few properties of a similar nature in the market area and sufficient demand, we would reasonably anticipate that the marketing period would be one to two years.

REFERENCES

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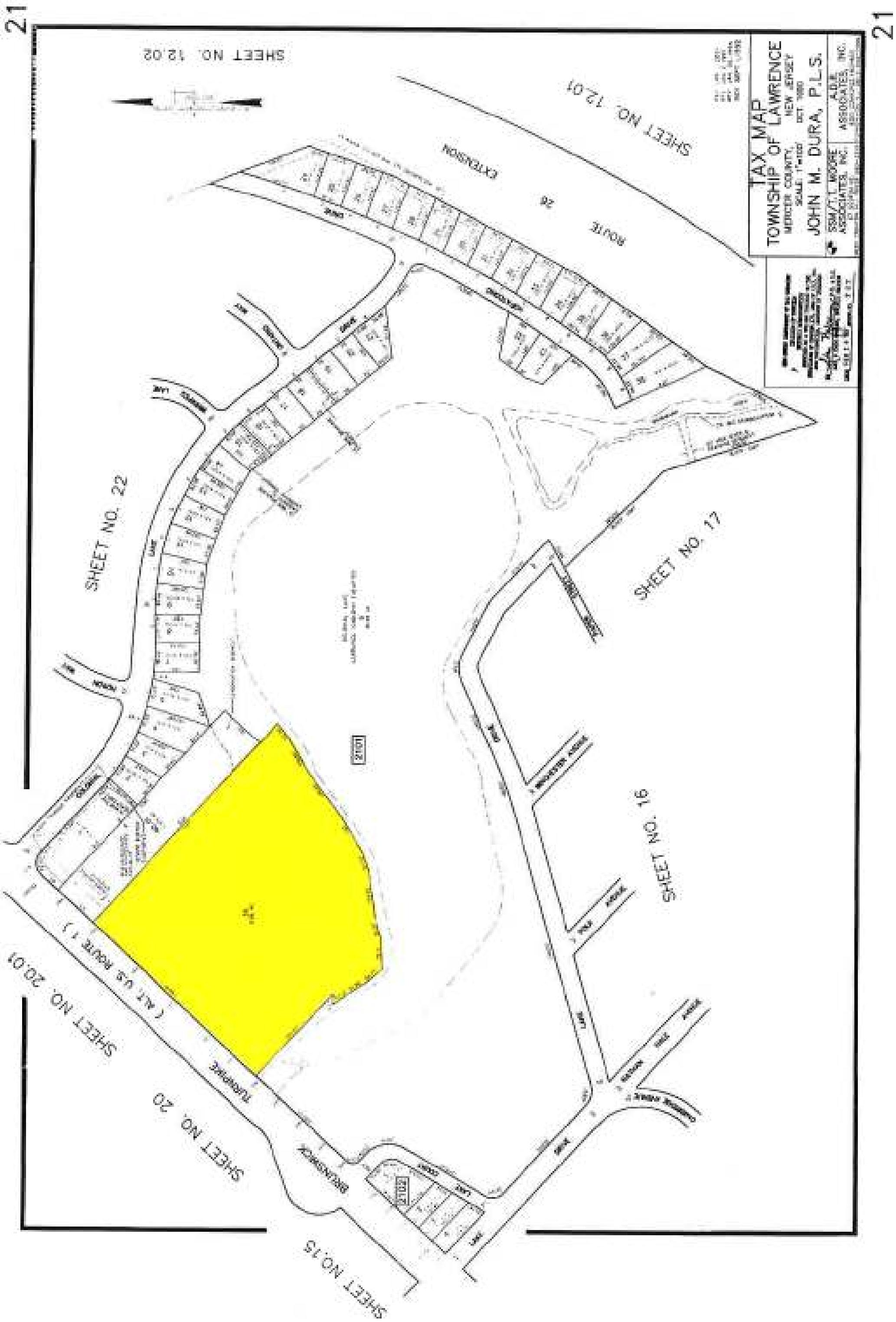
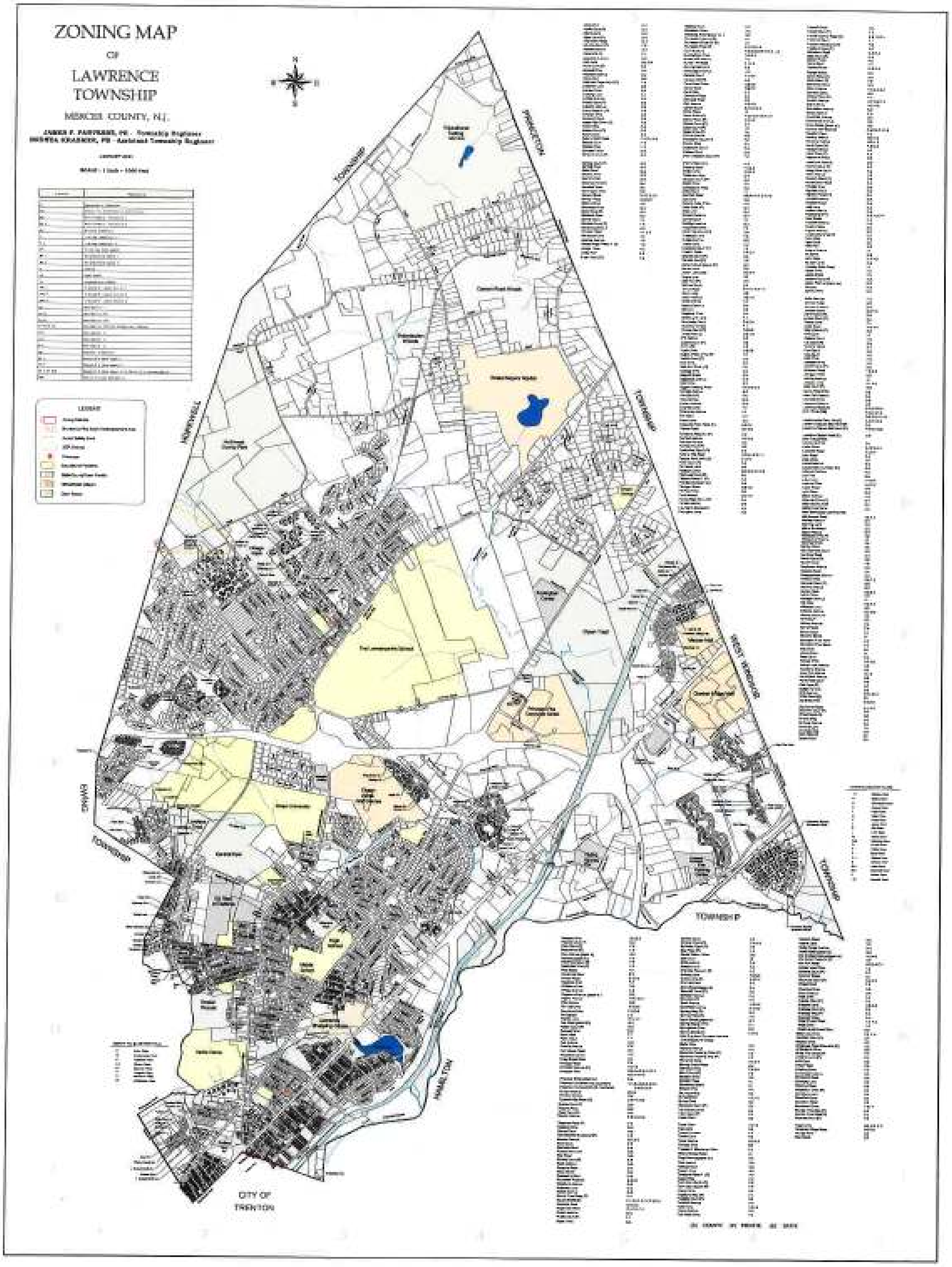
Interim Hospitality Consultants. *Feasibility Study,* WoodSpring Suites Signature Hotel. 2422 Brunswick Pike, Lawrenceville, NJ, Undated.


21
21
TAX MAP
TOWNSHIP OF LAWRENCE
MERCER COUNTY, NEW JERSEY
JOHN M. DURA, P.L.S.
SHEET NO. 12.02
SHEET NO. 12.01
ROUTE 26
EXTENSION
SHEET NO. 22
SHEET NO. 17
SHEET NO. 16
2101
2102
(ALT U.S ROUTE 1)
TURNPIKE
BRUNSWICK
SHEET NO. 20.01
SHEET NO. 20
SHEET NO.15


ZONING MAP
OF
LAWRENCE
TOWNSHIP
MERCER COUNTY, N.J.
PRINCETON
TOWNSHIP
CITY OF
TRENTON

National Flood Hazard Layer FIRMette

40°15'40.65"N

FEMA

Legend

SEE FIS REPORT FOR DETAILED LEGEND AND INDEX MAP FOR FIRM PANEL LAYOUT

SPECIAL FLOOD HAZARD AREAS
- Without Base Flood Elevation (BFE) *Zone A, V, A99*
- With BFE or Depth
- Regulatory Floodway *Zone AE, AO, AH, VE, AR*

OTHER AREAS OF FLOOD HAZARD
- 0.2% Annual Chance Flood Hazard, Areas of 1% annual chance flood with average depth less than one foot or with drainage areas of less than one square mile *Zone X*
- Future Conditions 1% Annual Chance Flood Hazard *Zone X*
- Area with Reduced Flood Risk due to Levee. See Notes. *Zone X*
- Area with Flood Risk due to Levee *Zone D*

OTHER AREAS
- NO SCREEN Area of Minimal Flood Hazard *Zone X*
- Effective LOMRs
- Area of Undetermined Flood Hazard *Zone D*

GENERAL STRUCTURES
- Channel, Culvert, or Storm Sewer
- Levee, Dike, or Floodwall

OTHER FEATURES
- 20.2 / 17.5 Cross Sections with 1% Annual Chance Water Surface Elevation
- Coastal Transect
- Base Flood Elevation Line (BFE)
- Limit of Study
- Jurisdiction Boundary
- Coastal Transect Baseline
- Profile Baseline
- Hydrographic Feature

MAP PANELS
- Digital Data Available
- No Digital Data Available
- Unmapped

N

This map complies with FEMA's standards for the use of digital flood maps if it is not void as described below. The base map shown complies with FEMA's base map accuracy standards.

The flood hazard information is derived directly from the authoritative NFHL web services provided by FEMA. This map was exported on 3/4/2018 at 12:24:33 PM and does not reflect changes or amendments subsequent to this date and time. The NFHL and effective information may change or become superseded by new data over time.

This map image is void if the one or more of the following map elements do not appear: base map imagery, flood zone labels, legend, scale bar, map creation date, community identifiers, FIRM panel number, and FIRM effective date. Map images for unmapped and unmodernized areas cannot be used for regulatory purposes.

Mercer County Clerk's Office

Return To:

STARK & STARK
PO BOX 5315

PRINCETON NJ 08543

Index DEEDS

Book 06052 Page 0542

No. Pages 0007

Instrument REGULAR EXCESS

Date : 5/11/2010

Time : 12:52:03

Control # 201005110349

INST# RD 2010 014109

STAUB ASSOC INC

SHEPT ASSOC INC

Employee ID EPAGANO

RECORDING	$	28.00
RECORDING	$	27.00
DARM $3	$	18.00
DARM $3	$	3.00
NMD1PA	$	12.00
NJPRFA	$	2.00
GRANTEE TX	$	.00
DD7 T1 CO	$	150.00
DD7 T1 ST	$	375.00
All Other	$	7,600.00
Total:	$	8,215.00

STATE OF NEW JERSEY
Mercer County Clerk's Office

**********PLEASE NOTE:**********************
* DO NOT REMOVE THIS COVER SHEET - *
* IT CONTAINS ALL RECORDING INFORMATION *
****

Paula Sollami-Covello
Mercer County Clerk

0060520542007LAT

VOL 6052 PAGE 542

Prepared By [signature]
SHARMILA D. IAZZETTI
An Attorney at Law of New Jersey

DD 7 lepgs
$90.00
RTF
$8125.00
#116894

DEED

THIS DEED is made on the 8th day of April, 2010.

BETWEEN **STAUB ASSOCIATES, INC.**, a Corporation of the State of New Jersey, as fifty percent (50%) tenant in common, having an address of 531 Elizabeth Avenue, Somerset, New Jersey, referred to as the Grantor,

AND **SHEFT ASSOCIATES, INC.**, a Corporation of the State of New Jersey, having an address of 2420 Brunswick Pike, Lawrence, New Jersey, referred to as the Grantee.

The word "Grantee" shall mean all Grantees listed above.

Transfer of Ownership. The Grantor grants and conveys (transfers ownership) the property described below to the Grantee. This transfer is made for the sum of **EIGHT HUNDRED SEVENTY FIVE THOUSAND AND 00/100 ($875,000.00) DOLLARS.** The Grantor acknowledges receipt of this money.

Tax Map Reference. (N.J.S.A. 46:15-2.1) Township of Lawrence, shown as Lot 39, Block 2101.

Property. The property consists of the land and all the buildings and structures on the land of the TOWNSHIP OF LAWRENCE, COUNTY OF MERCER and STATE OF NEW JERSEY. The legal description is:

SEE SCHEDULE 'A' ATTACHED HERETO AND MADE A PART HEREOF.

BEING the same premises conveyed to the Grantor herein by Deed from William E. Staub and Dorothy F. Staub, his wife, dated December 12, 1980 and recorded in the Mercer County Clerk's Office on May 5, 1981 in Deed Book 2159 at Page 888. The purpose of this Deed is to invest 100% interest in Sheft Associates, Inc., a New Jersey Corporation. Sheft Associates, Inc. having previously acquired a 50% interest in the premises by Deed from Stanley R. Sheft, dated December 12, 1980 recorded April 7, 1981 in Deed Book 2158, Page 63.

BEING shown on the Official Tax Maps of the TOWNSHIP OF LAWRENCE as LOT 39, BLOCK 2101, MERCER COUNTY, NEW JERSEY.

BEING commonly known as 2420 Brunswick Pike, Lawrence, New Jersey 08648.

SUBJECT to easements and restrictions of record, if any, zoning ordinances and such facts as would be disclosed by an accurate survey.

Promises by Grantor. The Grantor promises that the Grantor has done no act to encumber the property. This promise is called a "covenant as to grantor's acts" (N.J.S.A. 46:4-6). This promise means that the Grantor has not allowed anyone else to obtain legal rights which affect the property (such as by making a mortgage or allowing a judgment to be entered against the Grantor).

4551844
4/8/2010

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Signatures. This Deed is signed and attested to by the Grantors as of the date at the top of the first page.

WITNESS:

STAUB ASSOCIATES, INC.
a New Jersey Corporation

BY:

WILLIAM STAUB
President

A NOTARY PUBLIC OF NEW JERSEY

STATE OF NEW JERSEY)
) ss.:
COUNTY OF)

I CERTIFY that on the 8th day of April, 2010,

WILLIAM STAUB, the President of STAUB ASSOCIATES, INC., a New Jersey Corporation, the Seller named herein, personally came before me and acknowledged under oath, to my satisfaction that:

(a) he is the President of STAUB ASSOCIATES, INC., the Seller named in this Deed;

(b) this Deed was signed and delivered by the Corporation as its voluntary act; and

(c) the full and actual consideration paid or to be paid for the transfer of title is **$875,000.00**.

(Such consideration is defined in N.J.S.A. 46:15-5.)

A NOTARY PUBLIC OF NEW JERSEY

LINDSEY PRIOLO
A NOTARY PUBLIC OF NEW JERSEY
My Commission Expires 10/5/2012

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GIT/REP-3
(10-09)

State of New Jersey

SELLER'S RESIDENCY CERTIFICATION/EXEMPTION

(C.55, P.L. 2004)

(Please Print or Type)

SELLER(S) INFORMATION (See Instructions, Page 2)

Name(s)

Staub Associates, Inc.

Current Resident Address:

Street: 531 Elizabeth Avenue

City, Town, Post Office	State	Zip Code
Somerset	NJ	08873

PROPERTY INFORMATION (Brief Property Description)

Block(s)	Lot(s)	Qualifier
2101	39	

Street Address:

2420 Brunswick Pike

City, Town, Post Office	State	Zip Code
Lawrence	NJ	08648

Seller's Percentage of Ownership	Consideration	Closing Date
50%	$875,000.00	4/8/2010

SELLER ASSURANCES (Check the Appropriate Box) (Boxes 2 through 8 apply to Residents and Non-residents)

1. ☒ I am a resident taxpayer (individual, estate, or trust) of the State of New Jersey pursuant to N.J.S.A. 54A:1-1 et seq. and will file a resident gross income tax return and pay any applicable taxes on any gain or income from the disposition of this property.
2. ☐ The real property being sold or transferred is used exclusively as my principal residence within the meaning of section 121 of the federal Internal Revenue Code of 1986, 26 U.S.C. s. 121.
3. ☐ I am a mortgagor conveying the mortgaged property to a mortgagee in foreclosure or in a transfer in lieu of foreclosure with no additional consideration.
4. ☐ Seller, transferor or transferee is an agency or authority of the United States of America, an agency or authority of the State of New Jersey, the Federal National Mortgage Association, the Federal Home Loan Mortgage Corporation, the Government National Mortgage Association, or a private mortgage insurance company.
5. ☐ Seller is not an individual, estate or trust and as such not required to make an estimated payment pursuant to N.J.S.A.54A:1-1 et seq.
6. ☐ The total consideration for the property is $1,000 or less and as such, the seller is not required to make an estimated payment pursuant to N.J.S.A. 54A:5-1-1 et seq.
7. ☐ The gain from the sale will not be recognized for Federal income tax purposes under I.R.C. Section 721, 1031, 1033 or is a cemetery plot. (CIRCLE THE APPLICABLE SECTION). If such section does not ultimately apply to this transaction, the seller acknowledges the obligation to file a New Jersey income tax return for the year of the sale (see instructions).

   ☐ No non-like kind property received.
8. ☐ Transfer by an executor or administrator of a decedent to a devisee or heir to effect distribution of the decedent's estate in accordance with the provisions of the decedent's will or the intestate laws of this state.

SELLER(S) DECLARATION

The undersigned understands that this declaration and its contents may be disclosed or provided to the New Jersey Division of Taxation and that any false statement contained herein could be punished by fine, imprisonment, or both. I furthermore declare that I have examined this declaration and, to the best of my knowledge and belief, it is true, correct and complete.

4/8/2010
Date

Signature
(Seller) Please indicate if Power of Attorney or Attorney in Fact

Date

Signature
(Seller) Please indicate if Power of Attorney or Attorney in Fact

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MUST SUBMIT IN DUPLICATE
NC1645 - Affidavit of Consideration
RTF-1 (Rev. 7/08) P9/08

Printed by ALL-STATE LEGAL®
www.aslegal.com 800.222.0510 Page 1

STATE OF NEW JERSEY

AFFIDAVIT OF CONSIDERATION FOR USE BY SELLER

(Chapter 49, P.L. 1968, as amended through Chapter 33, P.L. 2006 (N.J.S.A. 46:15-5 et seq.)

BEFORE COMPLETING THIS AFFIDAVIT, PLEASE READ THE INSTRUCTIONS ON THE REVERSE SIDE OF THIS FORM.

STATE OF NEW JERSEY } SS. County Municipal Code 1107

COUNTY OF MERCER

Municipality of Property Location: Lawrence Township

FOR RECORDER'S USE ONLY	
Consideration $	
RTF paid by seller $	
Date	By

* Use symbol "C" to indicate that fee is exclusively for county use.

(1) PARTY OR LEGAL REPRESENTATIVE (See Instructions 3 and 4 attached)

Deponent, William Staub (Name) being duly sworn according to law upon his/her oath deposes and says that he/she is the Grantor (Grantor, Grantee, Legal Representative, Corporate Officer, Officer of Title Co., Lending Institution, etc.) in a deed dated 4/28/10 transferring real property identified as Block No. 2101 Lot No. 39 located at 2620 Brunswick Pike, Lawrence, New Jersey (Street Address, Town) and annexed thereto.

(2) CONSIDERATION $875,000.00 (See Instructions 1 and 5)

(3) Property transferred is Class (4A) 4B 4C (circle one). If Class 4A, calculation in Section 3A is required.

(3A) REQUIRED CALCULATION OF EQUALIZED VALUATION FOR ALL CLASS 4A COMMERCIAL PROPERTY TRANSACTIONS: (see Instructions 5A and 7)

Total Assessed Valuation ÷ Director's Ratio = Equalized Assessed Valuation

$1,800,000.00 ÷ 47.43 % = $ 3,793,405.21

If Director's Ratio is less than 100%, the equalized valuation will be an amount greater than the assessed value. If Director's Ratio is equal to or in excess of 100%, the assessed value will be equal to the equalized value.

(4) FULL EXEMPTION FROM FEE: (see Instruction 8)

Deponent states that this deed transaction is fully exempt from the Realty Transfer Fee imposed by C. 49, P.L. 1968, as amended through C. 66, P.L. 2004, for the following reason(s). Mere reference to the exemption symbol is insufficient. Explain in detail.

(5) PARTIAL EXEMPTION FROM FEE: (see Instruction 9) NOTE: All boxes below apply to grantor(s) only. ALL BOXES IN APPROPRIATE CATEGORY MUST BE CHECKED. Failure to do so will void claim for partial exemption.

Deponent claims that this deed transaction is exempt from the State's portion of the Basic Fee, Supplemental Fee and General Purpose Fee, as applicable, imposed by C. 176, P.L. 1975, C. 113, P.L. 2004 and C. 66, P.L. 2004 for the following reason(s):

A. SENIOR CITIZEN (see Instruction 9)
- [ ] Grantor(s) 62 years of age or over.*
- [ ] One- or two-family residential premises.
- [ ] Resident of the State of New Jersey.
- [ ] Owned and occupied by grantor(s) at time of sale.
- [ ] Owners as joint tenants must all qualify.

B. BLIND (see Instruction 9)
- [ ] Grantor(s) legally blind.*
- [ ] One- or two-family residential premises.
- [ ] Owned and occupied by grantor(s) at time of sale.
- [ ] Owners as joint tenants must all qualify.
- [ ] Resident of the State of New Jersey.

* IN THE CASE OF HUSBAND AND WIFE, PARTNERS IN A CIVIL UNION COUPLE, ONLY ONE GRANTOR NEEDS TO QUALIFY IF OWNED AS TENANTS BY THE ENTIRETY.

DISABLED (see Instruction 9)
- [ ] Grantor(s) permanently and totally disabled.*
- [ ] Receiving disability payments.*
- [ ] Not gainfully employed.*
- [ ] One- or two-family residential premises.
- [ ] Owned and occupied by grantor(s) at time of sale.
- [ ] Owners as joint tenants must all qualify.
- [ ] Resident of the State of New Jersey.

C. LOW AND MODERATE INCOME HOUSING (see Instruction 9)
- [ ] Affordable according to HUD standards.
- [ ] Meets income requirements of region.
- [ ] Reserved for occupancy.
- [ ] Subject to resale controls.

(6) NEW CONSTRUCTION (see Instructions 2, 10 and 12)
- [ ] Entirely new improvement.
- [ ] Not previously used for any purpose.
- [ ] Not previously occupied.
- [ ] "NEW CONSTRUCTION" printed clearly at the top of the first page of the deed.

(7) Deponent makes this Affidavit to induce the County Clerk or Register of Deeds to record the deed and accept the fee submitted herewith in accordance with the provisions of Chapter 49, P.L. 1968, as amended through Chapter 33, P.L. 2006.

Subscribed and sworn to before me

LAWRENCE W. DALY
MY COMMISSION # DD697...
EXPIRES Oct. 1, 20..
(407) 398-0153 Florida Notary Service

Notary Public

Signature of Deponent

Staub Associates, Inc.
Grantor Name

Deponent Address

531 Elizabeth Avenue, Somerset, New Jersey
Grantor Address at Time of Sale

XXX-XX-X 4232
Last 3 digits in Grantor's Social Security No.

Name/Company of Settlement Officer

This form is prescribed by the Director, Division of Taxation in the Department of the Treasury, as required by law, and may not be altered or amended without the prior approval of the Director. For information on the Realty Transfer Fee or to print a copy of this Affidavit, visit the Division of Taxation website at www.state.nj.us/treasury/taxation/lpt/localtax.shtml.

FOR OFFICIAL USE ONLY			
Instrument Number		County	
Deed Number		Book	Page
Deed Dated		Date Recorded	

County Recording Officers shall forward one copy of each Affidavit of Consideration for Use by Seller when Section 3A is completed.
State of New Jersey – Division of Taxation, P.O.Box 251, Trenton, NJ 08695-0251, Attention: Realty Transfer Fee Unit

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EXHIB IT A
LEGAL D ESCRIPTION

ALL that certain lot, parcel or tract of land, situate and lyingin the Township of Lawrence, County of Mercer, State of New Jersey, and being more particularly described as follows

BEGINNING at a point in the southeasterly line of State Highway Route 26, one hundred(100) feetin width, said point being in Shabakunk Creek as shown upon a map of Colonial Lakelands, dated June1923, filedn the Mercer County Clerk's Office June 28, 1923 and running thence;

(1) Along the said line of said State Highway approximately North 47 degrees 36 minutes East six hundred fifty (650) feet to a point;thence

(2) Along other lands formerly of Benjamin Satterthwaite, at right angles to the preceding course, approximately South 42 degrees 24 minutes East one thousand on e hundred thirty nine (1139) feet, more or less to apoint, in Shabakunk Creek,th ence up the said creek the following courses (said courses being the boundary line of "Col onial Lakelands"; thence

(3) South 71 degrees 20 minutes West threehundred forty three (343) feet, more or less, to a point; thence

(4) South 79 degrees 14 minutes West, three hundred two and sixty-four one-hundredths (302.64) feet to a point; thence

(5) South 60 d egrees 38 minutes West ninety-seven and six tenths (97.6) feet to a point; thence

(6) North 73 degrees 42 minutes West, seventy-seven and sixty-eight one-hundredths (77.68) feet to a point; thence

(7) North 8 degrees 34 minutes West, seven ty-six and eleven one-hundredths (76.11) feet to a point; thence

(8) S outh 68 degrees 50 minutes West two hundred and six one-hundredths (200.06) feet to a point; thence

(9) North 39 degrees 17 minutes West one hundred twenty-six and sixty-six one-hundredths (126.66) feet to a point; thence

(10) North 9 degrees 21 minutes East two hundred eighteen and forty-seven one-hundredths (218.47) feet to a point; thence

(11) North 66 degrees 34 minutes East forty-three and forty one-hundredths (43.40) feet to a point; thence

(12) North 7 degrees 14 minutes West seventy and forty-two one-hundredths (70.42) feet to a point; thence

(13) North 36 degrees 32 minutes West eighty-nine and forty-seven one-hundredths (89.47) feet to a point; thence

(14) South 32 degrees 12 minutes West seventy-four and seventy-five one-hundredths (74.75) feet to a point; th ence

(15) North 75 degrees 53 minutes West, ninety-seven (97) feet to a point; thence

(16) North 33 degrees 30 minutes West ninety-six (96) feet, more or less, to a point or place of Beginning. VOL 6 0 5 2 PAGE 5 4 7

FOR INFORMATIONAL PURPOSES ONLY: Also known as Lot 39 in Block 2101 on the Township of Lawrence Tax Map.

RECORD & RETURN TO:

CARY S. KVITKA, ESQ.
STARK & STARK, P.C.
P.O. Box 5315
PRINCETON, NEW JERSEY 08543

END OF DOCUMENT

GREEN ACRES

LOCAL GOVERNMENT UNIT AND NONPROFIT GUIDE

Pre-Appraisal Requirements

In order to establish an accurate value for a parcel of land, it is important to have all pertinent information *before* it is appraised. The following questions will allow Green Acres and the appraisers to be hired by the local government or nonprofit to have a better understanding of the project. It will streamline the appraisal process, as well as the appraisal review. This fact sheet must be submitted with the Project Reference Map and approved by Green Acres **before you hire appraisers**. **Green Acres will not schedule a pre-bid appraisal meeting or authorize appraisals to begin until this completed fact sheet and the Project Reference Map have been submitted and approved.** If the appraisal scenario changes from what is described below, corrected information must be submitted immediately to Green Acres. Please note – hired appraisers MUST be provided with written appraisal instructions, and all appraisals must be performed in accordance with the current Green Acres Scope of Work for appraisals.

Municipality: Lawrence Township
Block(s)/Lot(s): Block 2101/Lot 39
Owner: Sheft Associates Inc., 2420 Brunswick Pike, Lawrence Township NJ 08648

Please describe the physical characteristics of the property, including legal access to it and any special features. If sole access to the property is via an easement or agreement with adjoining property owner, documentation must be provided.

1. Open area surrounding existing entertainment center which extends from Brunswick Pike (north) to township property at Colonial Lake Park.

2. Present use of the property: Vacant land surrounding bowling Lanes/indoor entertainment facility. A portion of the parcel has pavement, the remaining area is lawn or woodland.

3. Are there any existing easements and/or rights-of-way on the property (e.g. utilities, road/driveway, drainage, sewer, etc)? If so, please describe.
no

4. Are there any leases or rentals on or of the property? no If yes, please describe terms of the agreement(s). (Appraisers should be provided with copies of any lease or rental agreements.)

5. Are there any wetlands, streams, ponds or **Category One streams** on the site? If it includes wetlands, do you have a Letter of Interpretation for the property? Wetlands and flood hazard areas are present onsite. LOI 11007-08-0001.1, FWW 16001, FHV 1107-08-0001.1

Note: Stream classifications are listed in the Surface Water Quality Standards (SWQS) at N.J.A.C. 7:9B-1.15 (found at *www.state.nj.us/dep/rules/*). The Department's interactive mapping tool (accessible through

7/2017

www.nj.gov/dep/gis/) is also helpful in identifying stream classifications. Directions on how to use the interactive mapping tool can be found at www.nj.gov/dep/wms/bwqsa/.

6. What is the zoning for the property? Highway Commercial Has it been rezoned since January 1, 2004? no If yes, what was the previous zoning?

7. Has the property been sold or otherwise changed ownership since January 1, 2004? Yes __x__ No _____

8. Utilities: Are public water and/or sewer available? Yes

9. For properties in the Highlands, is it in the **Preservation Area**_____ or **Planning Area** ____?
n/a

10. For properties in the Pinelands, is it in the Preservation Area? Yes ____ No ____
Are there active Pineland Development Credits associated with the property? Yes ____ No ____
Is there a current LOI for these PDCs? Yes ____ No ____
n/a

11. If there are any structures on-site, please describe the condition, current use, and proposed future use after acquisition. There are no structures on the acquisition area. The future plan is to annex this parcel to the Township owned Colonial Lake Park.

Note: Please be reminded that all structures must be evaluated for historic preservation purposes in accordance with the Green Acres rules. N.J.A.C. 7:36-4.4 (for local governments) and N.J.A.C. 7:36-15.4 (for nonprofits). In addition, the proposed use(s) of existing structures that will remain after acquisition must be approved in advance by Green Acres to ensure the eligibility of the proposed use(s).

12. Will this be a fee acquisition __x___ or an easement ______? If an easement, please describe type of easement as well as deed restrictions to be placed on the land. ______________________________________

Please also provide a copy of the proposed easement language. **If less than full public access will be provided, you must show public access area(s) on the Project Reference Map. Any limitation to public access must be approved by Green Acres, as this may affect funding eligibility.**

13. Is this an entire taking _____ or partial taking__x____? If a partial taking, please describe the taking and remainder areas in detail and show clearly on the Project Reference Map. The parcel to be acquired consists of 5.9 acres +/- that surrounds the existing entertainment facility and is comprised of parking area, lawn and woodland. The land remaining will contain the entertainment facility and it associated parking lot.

14. Do you have a copy of an existing survey of the property? yes If yes, please provide a copy. Attached

15. Does the current owner have a contract of sale or option agreement for this property, with you or anyone? unknown If yes, please provide a copy of the contract/agreement.

16. Are there any subdivision/development approvals for the property? no If yes, please describe and provide a copy of approved plans._Application is pending before the Planning Board to develop the rear of the parcel (i.e. the acquisition area) with an extended stay hotel.

17. Is this a multi-party acquisition? no If yes, please list partners and describe the proposed ownership/management interest for each party. (Attach additional sheet(s), if necessary.)____________________

18. Has the project site been identified by a municipality or otherwise designated for use in meeting municipal fair share low and moderate income housing obligations under the Fair Housing Act of 1985 (N.J.S.A. 52:27D-301)?
_____ Yes ___x____No

7/2017

For Green Acres Use

Proj. Number: ___________ Proj. Name: __________________Sponsor: ____________________

Fact Sheet/Proj, Reference Map reviewed by _______________ (Project Manager) Date: _______
Fact Sheet/Proj. Reference Map reviewed by _______________ (Appraisal Reviewer) Date: _______
Comments: ____

7/2017

PROJECT REFERENCE MAP CHECKLIST

The "project reference map" is used by the appraiser(s) in the determination of the parcel's market value. The minimum size of this map should be 11" x 17" and include the information listed below. Clarity of presentation of data will dictate the actual paper size. One copy of a project reference map is required for all acquisition proposals, but additional copies will be required for the appraisers.

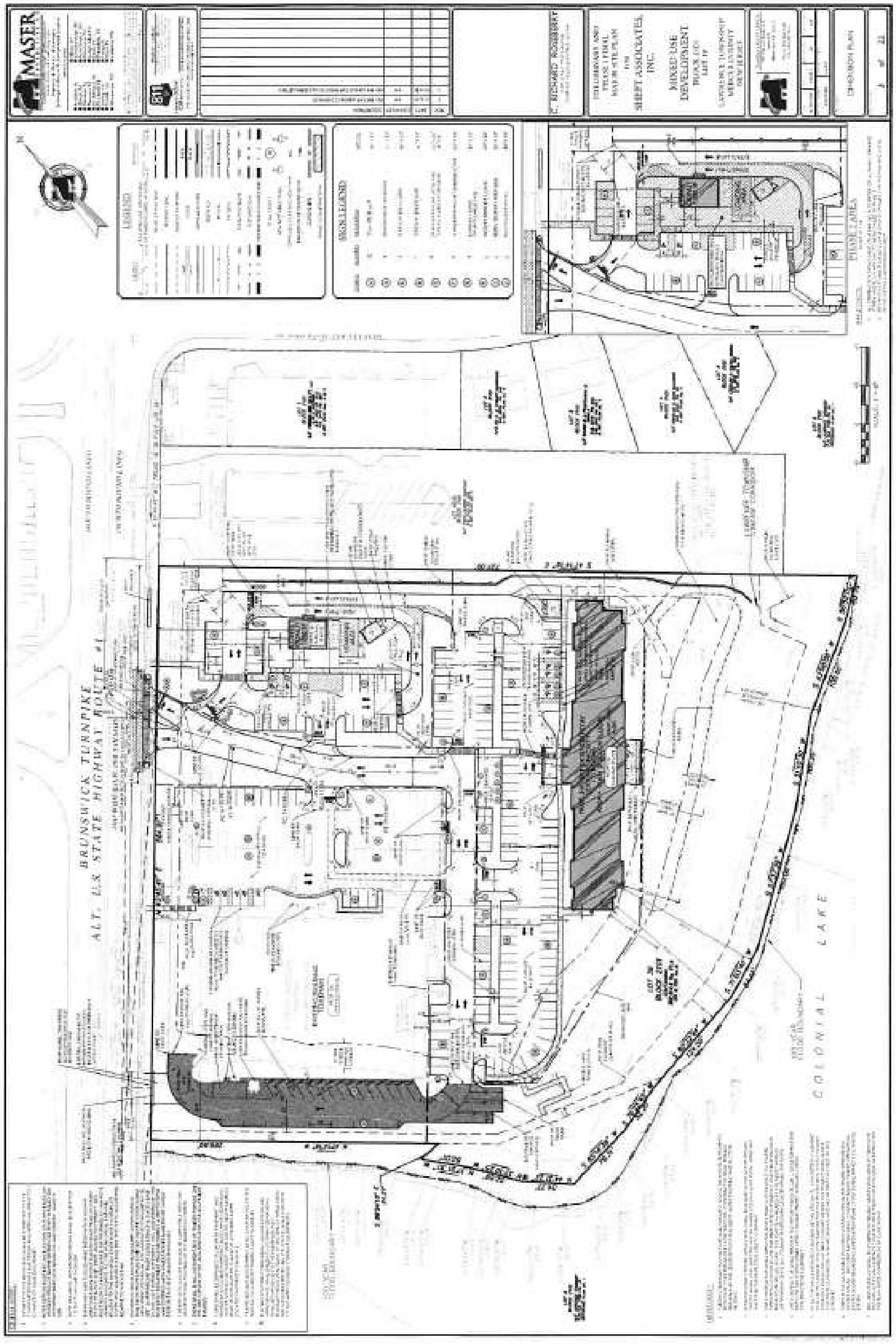
The project reference map can be generated mechanically using cartographic methods, or digitally using autocad or Geographic Information System (GIS) technology. Local units/nonprofits using GIS technology may acquire the georeference required by the Green Acres Program from the NJDEP's GIS. It is recommended that you provide the map preparer with all available data and documents pertinent to the site (i.e., existing surveys, local unit master plan, etc.) in order to facilitate this mapping process.

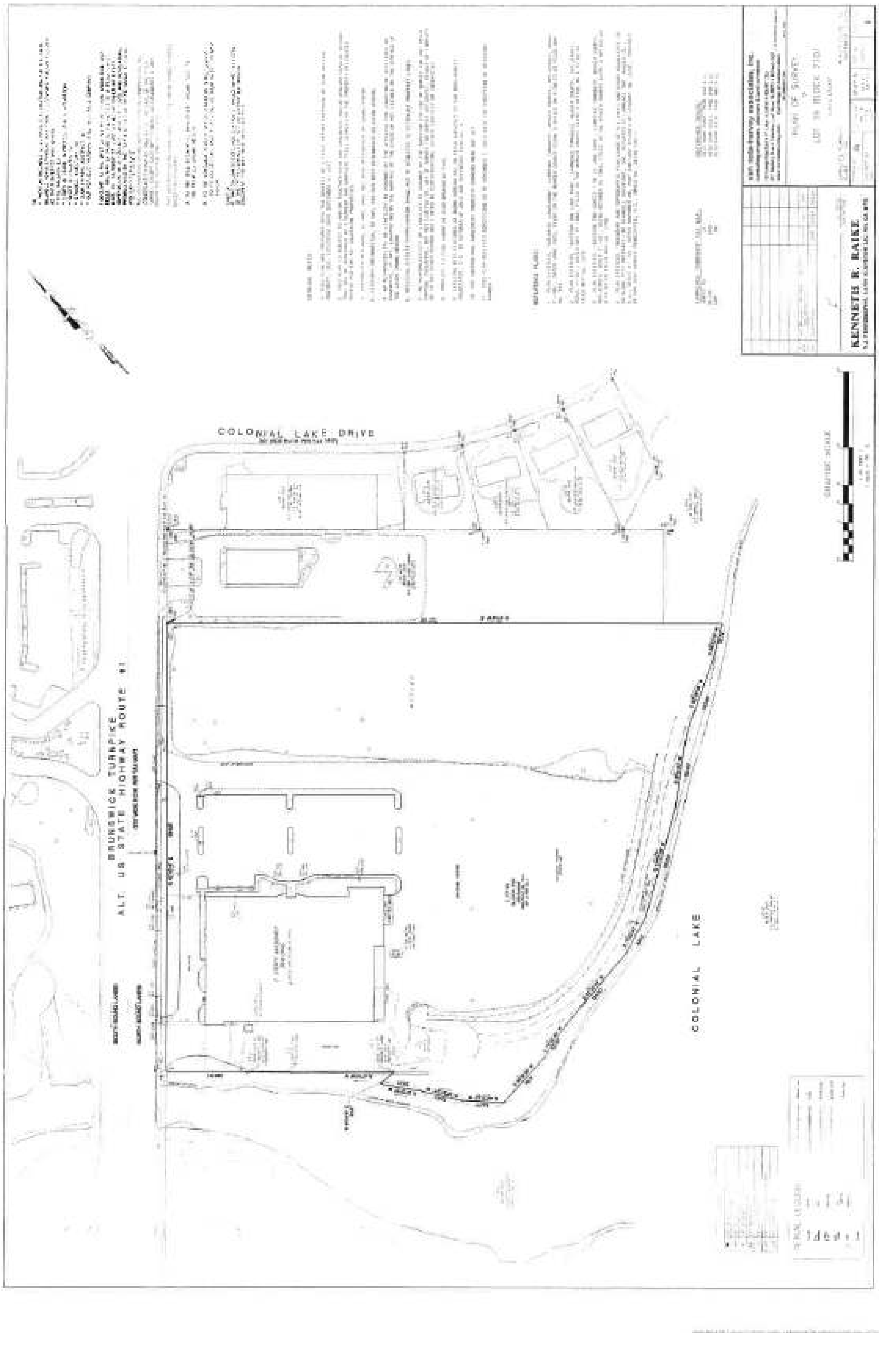
This checklist should be returned with your map. If any items are not applicable, please indicate with "N/A" next to that item. The following are required elements of the project reference map:

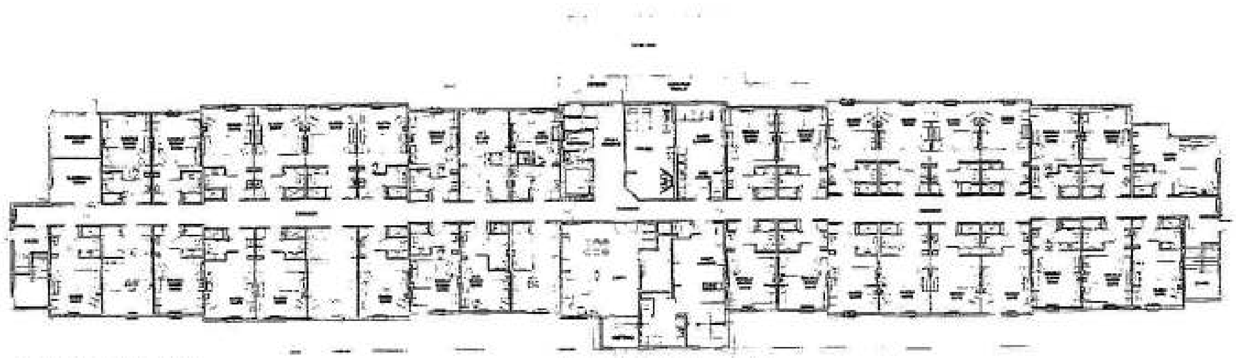
_x_ (a) Project name and location
_x_ (b) Block and lot numbers and municipality (ies) in which the acquisition is located
_x_ (c) Current owner(s) of record *(also indicate adjacent lots under the same ownership)*
_x_ (d) Area given in acreage or square feet
_x_ (e) Dimensions of each lot marked on each perimeter boundary
_x_ (f) Improvements shown in approximate location on parcel
_x_ (g) Acquisition area - if only a portion of the parcel is proposed for acquisition, both the proposed portion and the remaining areas and sizes should be noted.
_x_ (h) North arrow and scale of map. The map scale should be proportional to the size of the site to allow an appraiser to prepare an accurate appraisal
_x_ (i) If located in the Highlands, indicate whether site is in the Planning Area or Preservation Area
_x_ (j) Indicate if purchase will be fee or easement. If easement, and less than full public access is proposed, show public access area. (Extent of public access will affect value and eligibility for Green Acres funding. Please discuss with Green Acres.)
_x_ (k) Location and area of all known existing easements, road rightsofway, encroachments, dune and beach areas, and similar features, with the source of such information shown;
_x_ (l) Location and area of all streams, rivers, waterbodies, and associated buffers. Any waterbody classified as Category One pursuant to N.J.A.C. 7:9B, and the associated special water resource protection area established pursuant to N.J.A.C. 7:8, must be shown and labeled.
_x_ (m) Location and area of tidelands, available from the Department at www.nj.gov/dep/gis, as determined from New Jersey Tidelands claims maps, conveyance overlays, and atlas sheets;
_x_ (n) Location and area of floodplain, as shown on the New Jersey State Flood Hazard Area maps prepared under the Flood Hazard Area Control Act, N.J.S.A. 58:16A50 et seq. and available from the Department at www.nj.gov/dep/gis, or as determined from other State or Federal mapping or from a site delineation;
_x_ (o) Location and area of coastal wetlands, as shown on maps prepared by the Department under the Wetlands Act of 1970, N.J.S.A. 13:9A1 et seq. and available from the Department at www.nj.gov/dep/gis;
_x_ (p) Location and area of freshwater wetlands, available from the Department at www.nj.gov/dep/gis or as determined from:

- A wetlands delineation, if one exists, verified by the Department's Land Use Regulation Program or its successor;
- Freshwater wetlands maps prepared by the Department under the Freshwater Wetlands Protection Act, N.J.S.A. 13:9B1 et seq., if they exist; or
- If the documents listed under (1) and (2) above do not exist, U.S. Fish and Wildlife Service National Wetlands Inventory (NWI) maps, in conjunction with County Soil Surveys published by the U.S. Department of Agriculture.

7/2017


BRUNSWICK TURNPIKE
ALT. U.S. STATE HIGHWAY ROUTE #1
COLONIAL LAKE
MASER


COLONIAL LAKE DRIVE
BRUNSWICK TURNPIKE
COLONIAL LAKE
GRAPHIC SCALE
KENNETH R. RAIKE



1 FIRST FLOOR PLAN

SCALE: 3/32" = 1'-0"

ROOM MATRIX:

Queen Suite	59 Units @ 325 sf
Acc. Queen Suite	04 Units @ 325 sf
Double Queen Suite	50 Units @ 325 sf
Acc. Double Queen Suite	01 @ 419 sf
Deluxe King Suite	08 Units @ 341 sf
Acc. Deluxe King Suite	01 Unit @ 419 sf

TOTAL: 123 Guestrooms

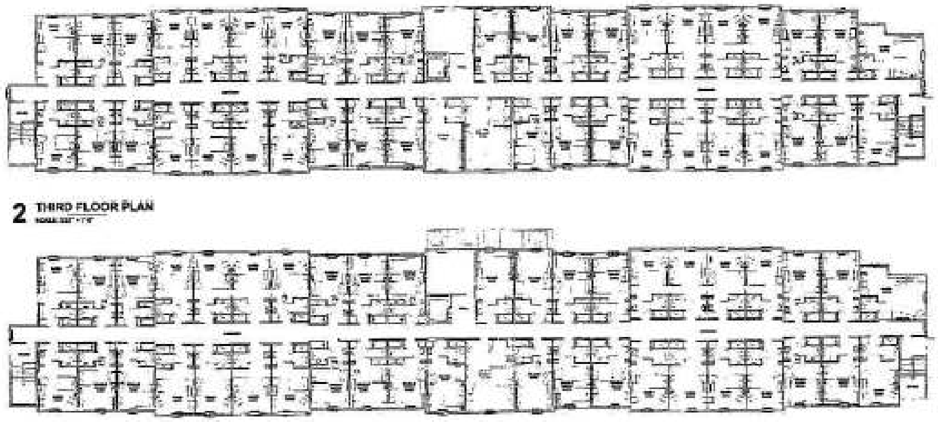
WoodSpring Hotels - First Floor Plan

LAWRENCEVILLE, NJ

DESIGN PRESENTATION ONLY - NOT FOR CONSTRUCTION

brr

1



2 THIRD FLOOR PLAN

1 SECOND FLOOR PLAN

ROOM MATRIX:

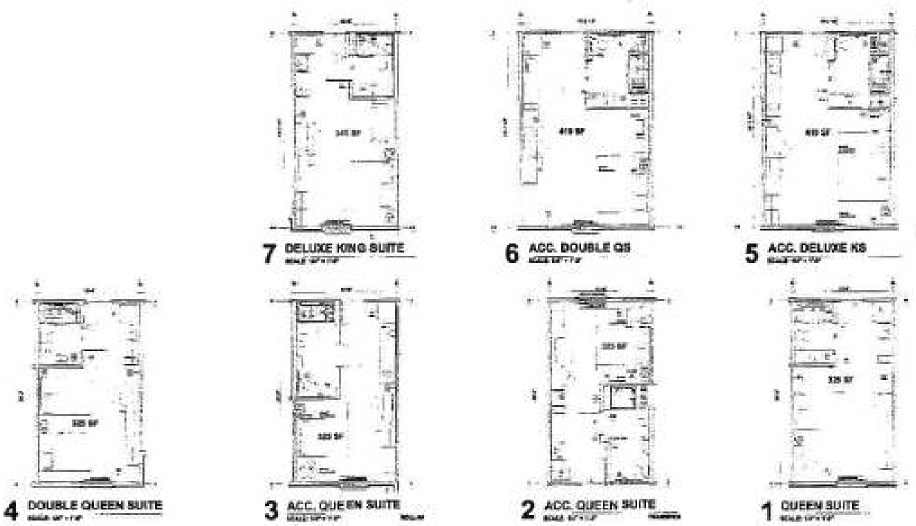
Queen Suite	[illegible]
Acc. Queen Suite	[illegible]
Double Queen Suite	[illegible]
Acc. Double Queen Suite	[illegible]
Deluxe King Suite	[illegible]
Acc. Deluxe King Suite	[illegible]

TOTAL: [illegible] Guestrooms

WoodSpring Hotels - Second and Third Floor Plan

LAWRENCEVILLE, NJ

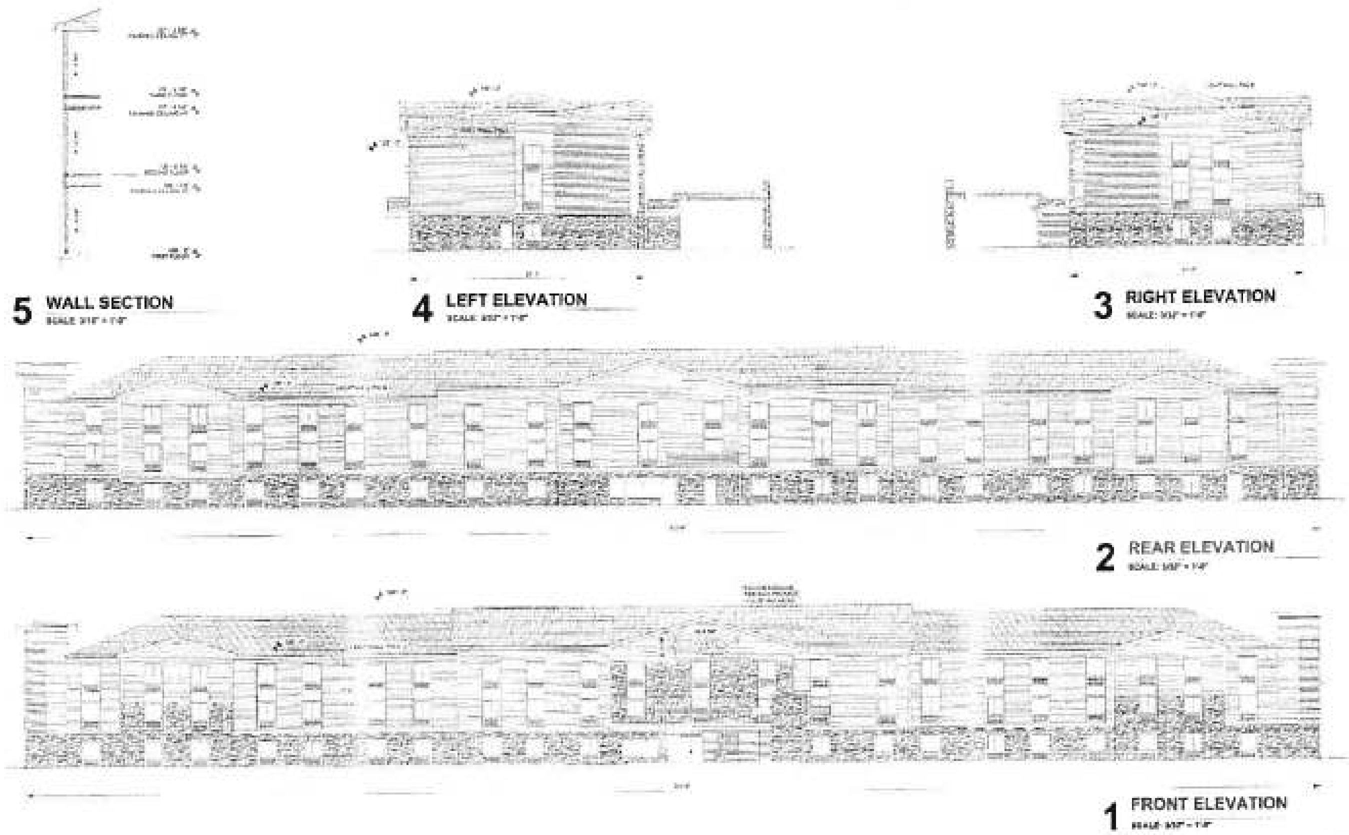
brr 2



WoodSpring Hotels - Enlarged Guestrooms

LAWRENCEVILLE, NJ

brr 3



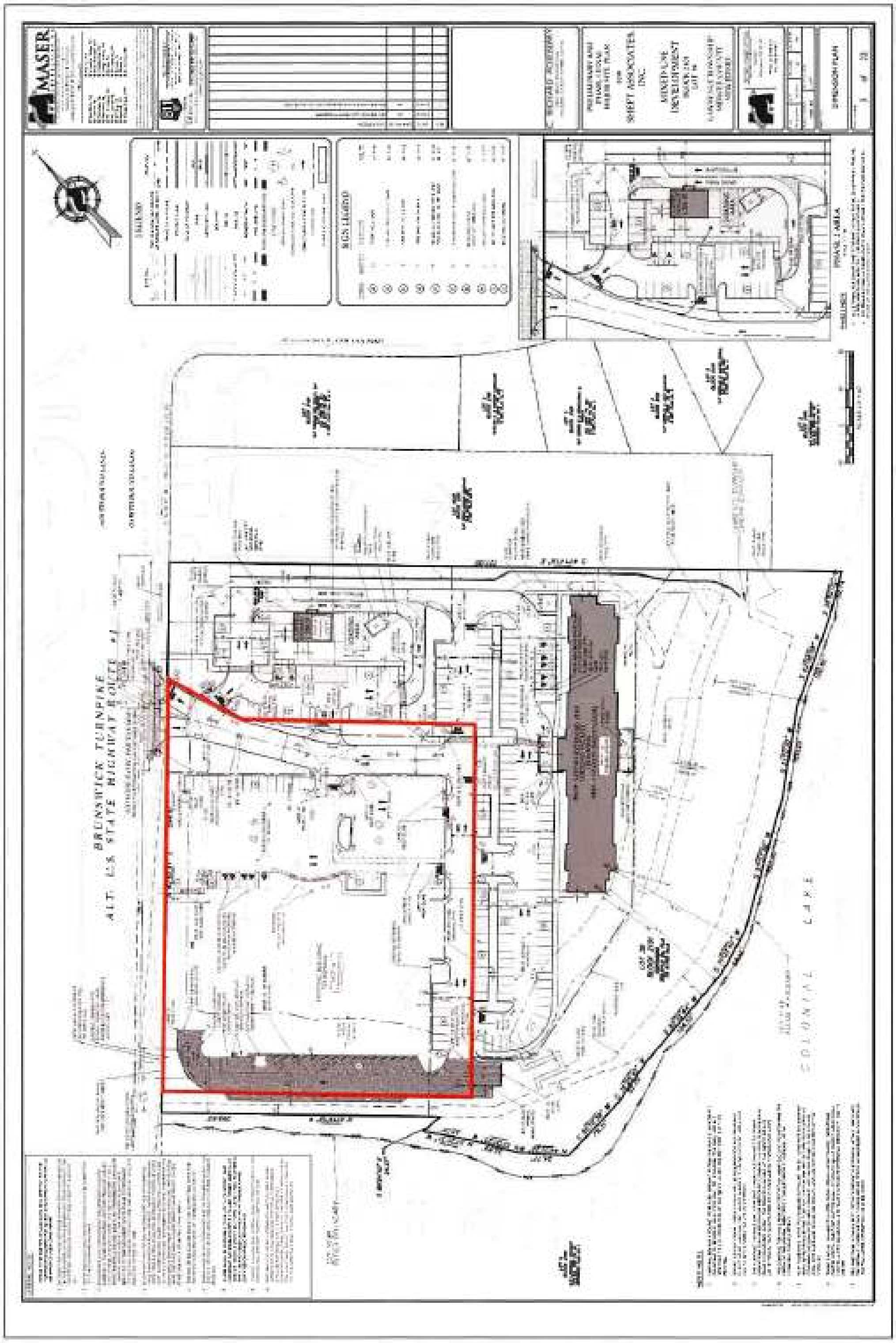
WoodSpring Hotels - Elevations and Building Section

LAWRENCEVILLE, NJ

DESIGN PRESENTATION ONLY - NOT FOR CONSTRUCTION

brr

4


MASER
BRUNSWICK TURNPIKE
ALT. U.S. STATE HIGHWAY ROUTE 1
COLONIAL LAKE

MARTIN APPRAISAL ASSOCIATES, INC.

3525 QUAKERBRIDGE ROAD, SUITE 5200 HAMILTON, NJ 08619
PHONE: 609-438-9063 FAX: 609-438-9065 martinmaicre@gmail.com

July 16, 2018

Sheft Associates, Inc.
2420 Brunswick Pike
Lawrenceville, NJ 08648

RE: Partial Land Acquisition
2420 Brunswick Pike
Block 2101, P/O Lot 39
Township of Lawrence
County of Mercer
State of New Jersey

Dear Gentlemen:

Thanks for meeting with me on June 27, 2018 at the D & R Greenway Land Trust office. These meetings help provide a chance for everyone to have input into the valuation process.

If you come across any additional information which you believe contributes to the value of the property in question or would be helpful in our responsibility as an appraiser to develop a fair and proper valuation, please feel free to contact me. Thank you for assisting in this process.

Sincerely,

Richard J. Carabelli, MAI
President
NJ Certified General Real Estate
Appraiser 42RG00010800

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PROFESSIONAL QUALIFICATIONS
of RICHARD J. CARABELLI, JR.

Designations: MAI, SCGREA, CTA

Business Address: Martin Appraisal Associates, Inc.
3525 Quakerbridge Rd, Suite 5200
Hamilton, New Jersey 08619

Business Phone: (609) 438-9063
Fax: (609) 438-9065
Email: martinmaicre@gmail.com

Education: Rider University, Lawrence Township, NJ

Bachelor of Science, Commerce
Public Administration Program
Courses Completed: Urban Planning and Development
Contemporary Social Problems
Administrative Analysis

Appraisal Institute Credit Received:

Real Estate Appraisal Principles
Basic Valuation Procedures
Capitalization Theory and Techniques Part A and Part B
Case Studies in Real Estate Valuation
Report Writing and Valuation Analysis
Standards of Professional Practice

Mercer County Community College, West Windsor Township, NJ

Real Estate Principles
Real Estate Appraisal Principles

Lawyers Title Insurance School, Hamilton Township, Mercer County, NJ

Professional Licenses, Affiliations and Associations:

New Jersey State Certified General Real Estate Appraiser [42RG00010800]
NJ Certified Tax Assessor (CTA)
Mercer County Board of Taxation, President and Commissioner
Member, Appraisal Institute—(MAI)
Member, Central NJ Chapter—Appraisal Institute, Past President and Board Member
New Jersey Licensed Real Estate Salesperson
Past President, NJ Association of County Tax Boards
Municipal Assessor, Township of Franklin, Somerset County
County Tax Administration Certificate
Member, IAAO, International Association of Assessing Officers
Member, Supreme Court Committee on the Tax Court
Past Member, Tax Assessor Continuing Eligibility Board
Past Member, Rutgers Continuing Studies, Focus Group

Experience: Residential properties, multi-family dwellings, commercial, industrial, income producing properties, vacant land, condemnation, and contaminated properties. Farmland preservation and conservation easement appraisals in conjunction with Open Space Farmland Preservation Programs, SADC and NJ DEP-Green Acres.

Municipal revaluations, reassessments, compliance plans, and special assessment review, valuation and consultation services.

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Capital Health Systems
D & R Greenway Land Trust
Diocese of Trenton
Marriott Corporation
Merrill Lynch
Monmouth Conservation Foundation
Mobil Oil Corporation
Princeton Medical Center
Princeton University
Public Service Electric & Gas
Southland Corporation
Tenacre

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Burlington Township
City of Burlington
City of Trenton
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Colts Neck
Dover Township
East Amwell Township
East Windsor Township
Florence Township
Franklin Township
Hamilton Township
Hillsborough Township
Hopewell Borough & Township
Holmdel Township
Howell Township
Hunterdon County Board of Freeholders
Hunterdon County Park System
Lawrence Township
Mercer County
Mercer County Improvement Authority
Medford Township
Millstone Township
Monmouth County Park System
NJ Department of Environmental Protection
NJ Department of Transportation
NJ Department of the Treasury
NJ Housing and Mortgage Finance
NJ Economic Development Authority
NJ Transit Authority
NJ Turnpike Authority
Pennington Borough
Princeton
Robbinsville Township
South Brunswick Township
US Internal Revenue Service
US Securities and Exchange Commission
West Windsor Parking Authority
West Windsor Township

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Centric Bank
Customers Bank
Farmers and Mechanics Bank
First Bank
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New Millennium Bank
The First National Bank and Trust Co. of Newtown
Washington First Bank

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Trammel Crow Company

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Southland Corporation

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East Amwell Township
East Windsor Township
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Franklin Township
Hamilton Township
Hillsborough Township
Hopewell Borough & Township
Holmdel Township
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Hunterdon County Board of Freeholders
Hunterdon County Park System
Lawrence Township
Mercer County
Mercer County Improvement Authority
Medford Township
Millstone Township
Monmouth County Park System
NJ Department of Environmental Protection
NJ Department of Transportation
NJ Department of the Treasury
NJ Housing and Mortgage Finance
NJ Economic Development Authority
NJ Transit Authority
NJ Turnpike Authority
Pennington Borough
Princeton
Robbinsville Township
South Brunswick Township
US Internal Revenue Service
US Securities and Exchange Commission
West Windsor Parking Authority
West Windsor Township

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Centric Bank
Farmers and Mechanics Bank
First Bank
First Choice Bank
First Constitution Bank
Fulton Financial Corporation
Grand Bank
Lakeland Bank
New Millennium Bank
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