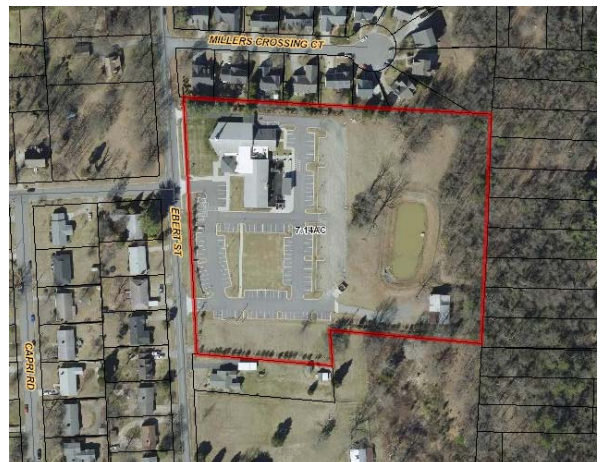


***Impact Study
Proposed Cell Tower
Twin City Bible Site
1337 Ebert Street
Winston-Salem, Forsyth
County,
North Carolina***

***Statement Date
September 22, 2017***



October 2, 2017

Mr. Erik Brooks, PMP
Operations Manager
Communications Tower Group, LLC
15720 Brixham Hill, Ave. Suite 300
Charlotte, NC 28277

RE: Impact Study for Proposed Cell Tower located at 1337 Ebert Road, Winston-Salem Forsyth County, North Carolina.

Dear Mr. Brooks:

I have inspected the above referenced property and have completed an impact study for the proposed improvements. The scope of work for the assignment is based on applicable sections of the Winston-Salem/Forsyth County Unified Development Ordinance. The site is referred to as the Twin City Bible location. The intended use of this report is to assist Winston-Salem officials regarding the issuance of a special use permit for the proposed development.

EXTRAORDINARY ASSUMPTIONS HYPOTHETICAL CONDITIONS:

We assume for the purposes of this report that the development will be consistent with the plans provided to the analyst. We understand these plans will be included in the application for the permit. The information received included a proposed site plan and a brief description of the proposed development.

The conclusions are supported by the research and reasoning set forth in the attached narrative. Your attention is invited to the Assumptions and Limiting Conditions section of this report. The analyst certifies that I have no present or contemplated future interest in the property, and that my fee for this assignment is in no way contingent upon the conclusions reported.

Based on the research retained in the analyst's work file and/or presented in this report, it is my opinion; the proposed improvements will not substantially injure the value of adjoining or abutting properties.

Thank you for the opportunity to be of service. If you have any questions or comments, please contact my office.

Sincerely yours,



MICHAEL P. BERKOWITZ
MPB Real Estate

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SCOPE OF THE ASSIGNMENT

In accordance with our agreement with the client, this impact study is specific to the needs of our client as part of an application for a special use permit. Our study and the reporting of our study is in agreement with our client as follows:

1. The proposed development of a 150-foot cell tower requires a special use permit for development. The report is intended to address some of the items in the Wireless Telecommunication Ordinance regarding the standards and intent associated with the issuance of this permit and the intent of the ordinance.
2. Research includes research of market data of adjacent and abutting properties for telecommunication towers in Winston Salem and the neighborhood to determine the market's behavior regarding the installation of telecommunications towers.
3. Analysis of the market data includes comparison with other similar properties with common physical and legal characteristics to determine the impact, if any, of existing towers.
4. As part of our research, we also toured the neighborhood to identify surrounding land use patterns and the potential impact on the development patterns in the area. We analyze the potential impact of the proposed development on these properties.

Included in the Addenda of this report are definitions provided for the reader's information. I also provide exhibits that are included in the application.

PREMISES OF THE STUDY

Client	Mr. Erik Brooks, PMP Operations Manager Communications Tower Group, LLC 15720 Brixham Hill, Ave. Suite 300 Charlotte, NC 28277
Analyst	Michael P. Berkowitz MPB Real Estate, LLC 1100 Sundance Drive Concord, North Carolina 28027 mberkowitz28027@gmail.com 704-605-0595
Subject	Proposed Cell Tower “Twin City Bible Site” 1337 Ebert Street Winston-Salem, Forsyth County, North Carolina 27103 Tax Parcel ID – 6824-27-7772
Inspection	I inspected the property and neighborhood surrounding the proposed development. Details of surrounding land uses and observations are provided throughout the report. I also performed off site visual inspections of several towers located in the general area. I consider my observations in the context of the market data. They are a contributing factor to my conclusions.
Purpose and Intended Use of the Study	<p>Purpose – The purpose of the study is to provide my opinion of the potential impact associated with the proposed telecommunications tower located at 1337 Ebert Street, Winston-Salem, Forsyth County, North Carolina.</p> <p>Intended Use – The intended use is to assist Winston-Salem officials for my client’s application for the development of the tower. I understand that City officials will use this report to assist them in the decision to grant or deny the permit for development.</p>
Extraordinary Assumptions and	I assume for the purposes of this report that the development will be consistent with the plans provided to the analyst. I

Hypothetical Conditions of Study

understand these plans will be included in the application for the permit. The information received included a proposed site plan, photo simulations and a brief description of the proposed development.

I assume for the purposes of the report that the acquisition of easement rights to access the property will be completed in accordance with the requirements of Winston-Salem, Forsyth County and NCDOT guidelines. Based on my review of the plans provided to the analyst, the proposed plan appears to include access which appears in accordance with the appropriate governmental authorities.

Effective Date of Analysis

September 22, 2017

Date of Report

October 2, 2017

Study Development and Reporting Process

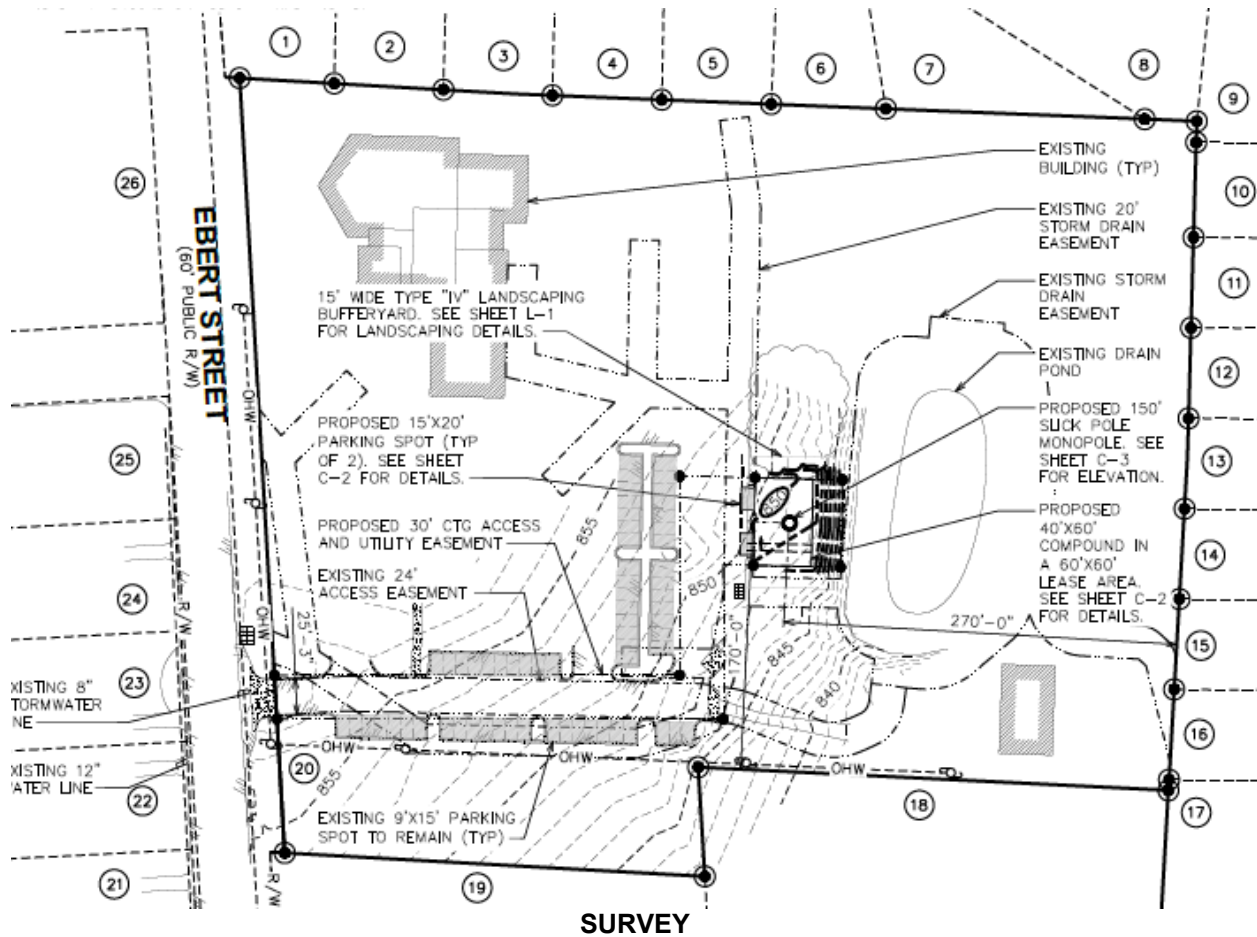
In preparing this study, the analyst:

- Analyzes physical affects, if any, of the proposed construction on adjacent, abutting or surrounding properties;
- Reviews plans for the proposed development to determine whether it is in compliance with the Winston-Salem/Forsyth County Ordinance with respect to items within my field of expertise;
- Reviews a report and exhibits provided by the developer with respect to the physical characteristics of the proposed development;
- Reviews the Wireless Telecommunication Ordinance regarding permits and addresses items within my field of expertise;
- Researches market data around existing cell towers in Winston-Salem and surrounding area to determine whether the proposed development is in accordance with the other similar developments in the area.

PROPOSED FACILITY

Tower

Based on information provided to the analyst, the proposed tower will consist of a 150-foot “slick stick” monopole communications tower. The following site plan shows the proposed site.

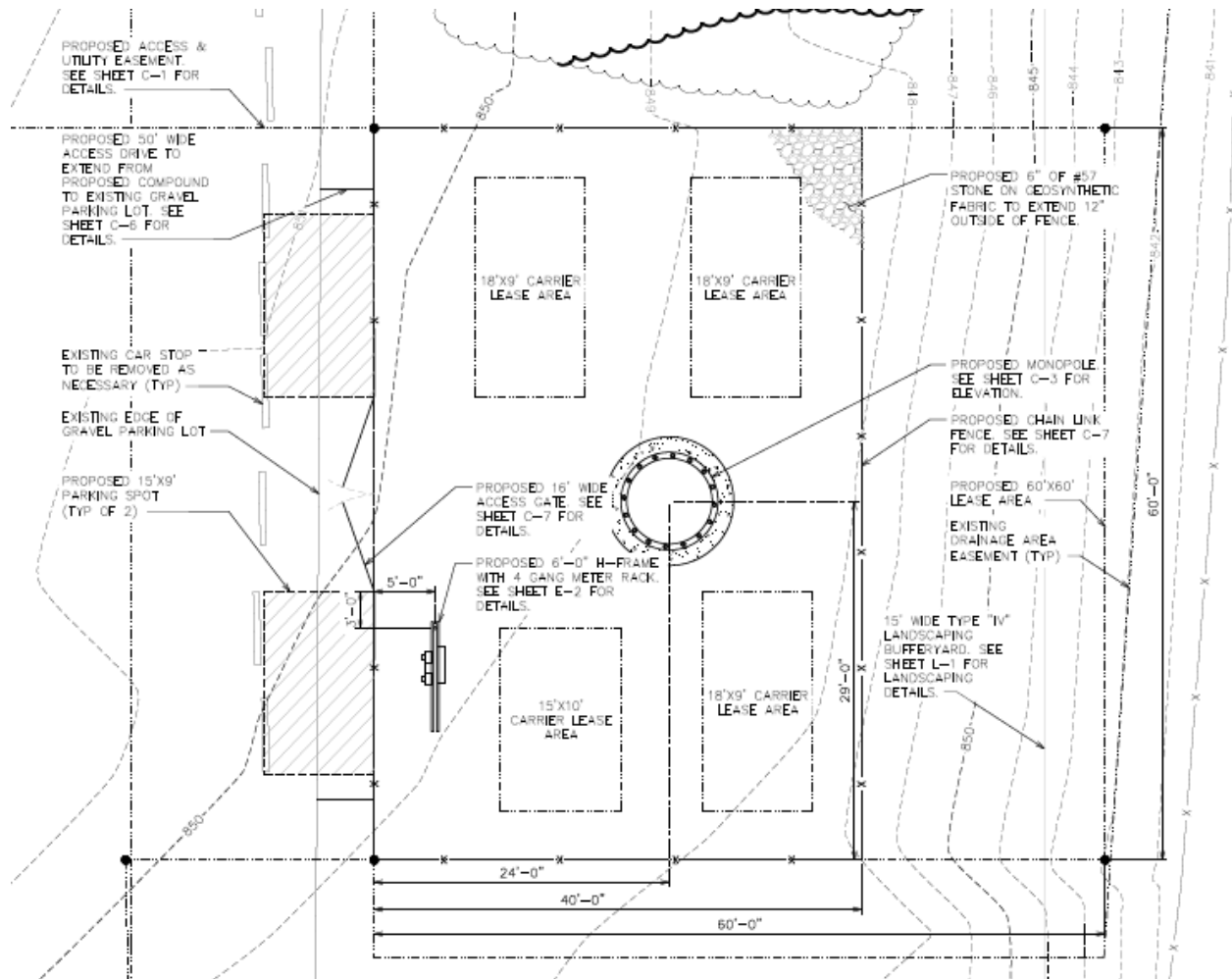


Site Improvements

The site improvements, based on the information provided, will include the following.

- An eight-foot high chain link fence with three-strands of barbed wire. The entrance will include one sixteen-foot wide gate.
- A one foot stone apron around the fenced area.

- Areas for four equipment sheds for the proposed carriers on the pole.



SITE PLAN

Access

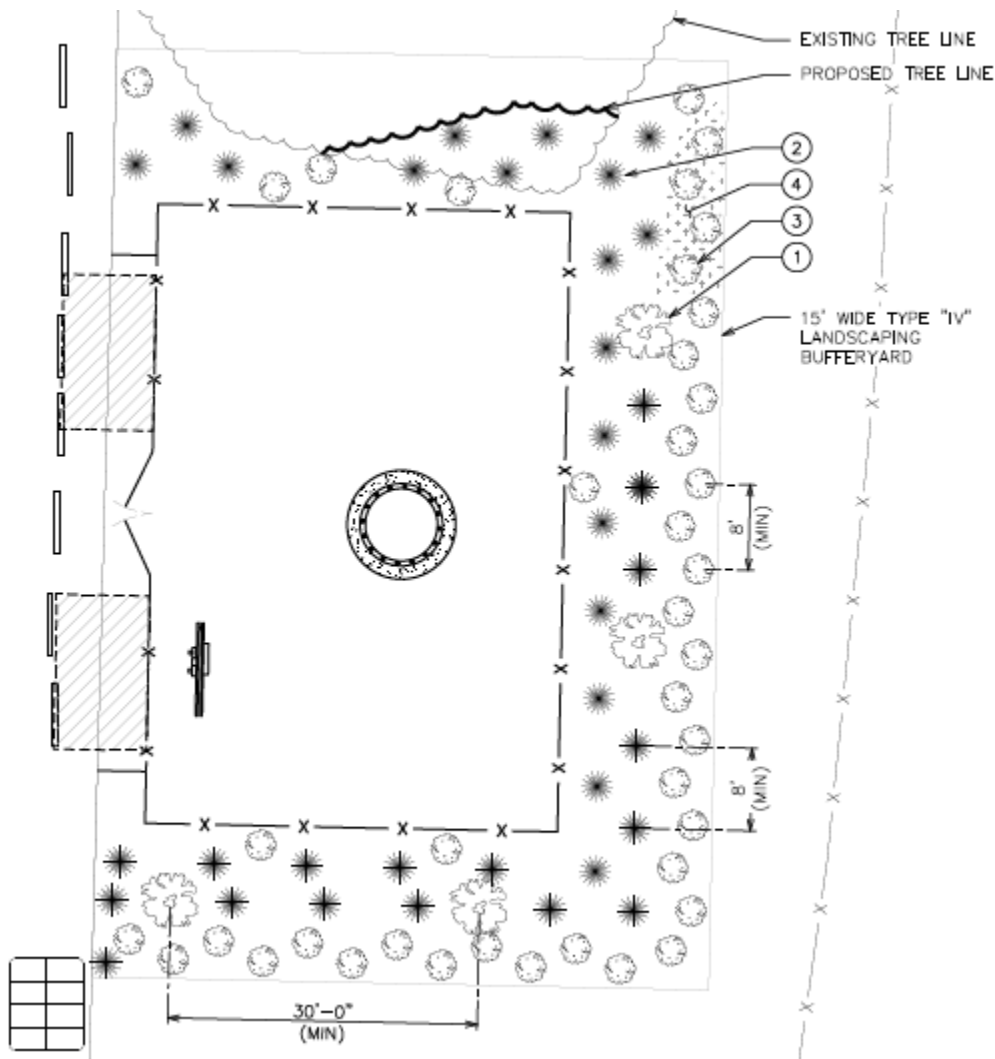
Access to the site will be provided by a proposed 30-foot wide access/utility easement. The entrance extends from Ebert Street. The access road appears to be the shared between the existing institutional and site improvements and the proposed tower.

Location

The leased area for the proposed development is located almost in the center of the 7.14-acre site. The subject and most of the surrounding properties have a residential zoning designations. The majority of properties carry an RS-7 or RS-9 designation which permits higher density residential development.

Landscaping

The landscaping proposed is detailed in the information provided for this assignment. The following exhibit shows the proposed landscaping around the facility. It is pertinent that there are varying levels of existing screening including trees and fencing along all of the boundaries except the frontage along Ebert Street.



The proposed vegetative buffer is identified as a Class IV landscaping buffer yard. This is a requirement for the proposed development. The landscaping will include four deciduous trees, 36 evergreen trees and 40 evergreen supplemental shrubs. This buffer is in addition to the existing trees and other buffers between the area of the proposed development and adjacent or abutting properties.

SURROUNDING LAND USES

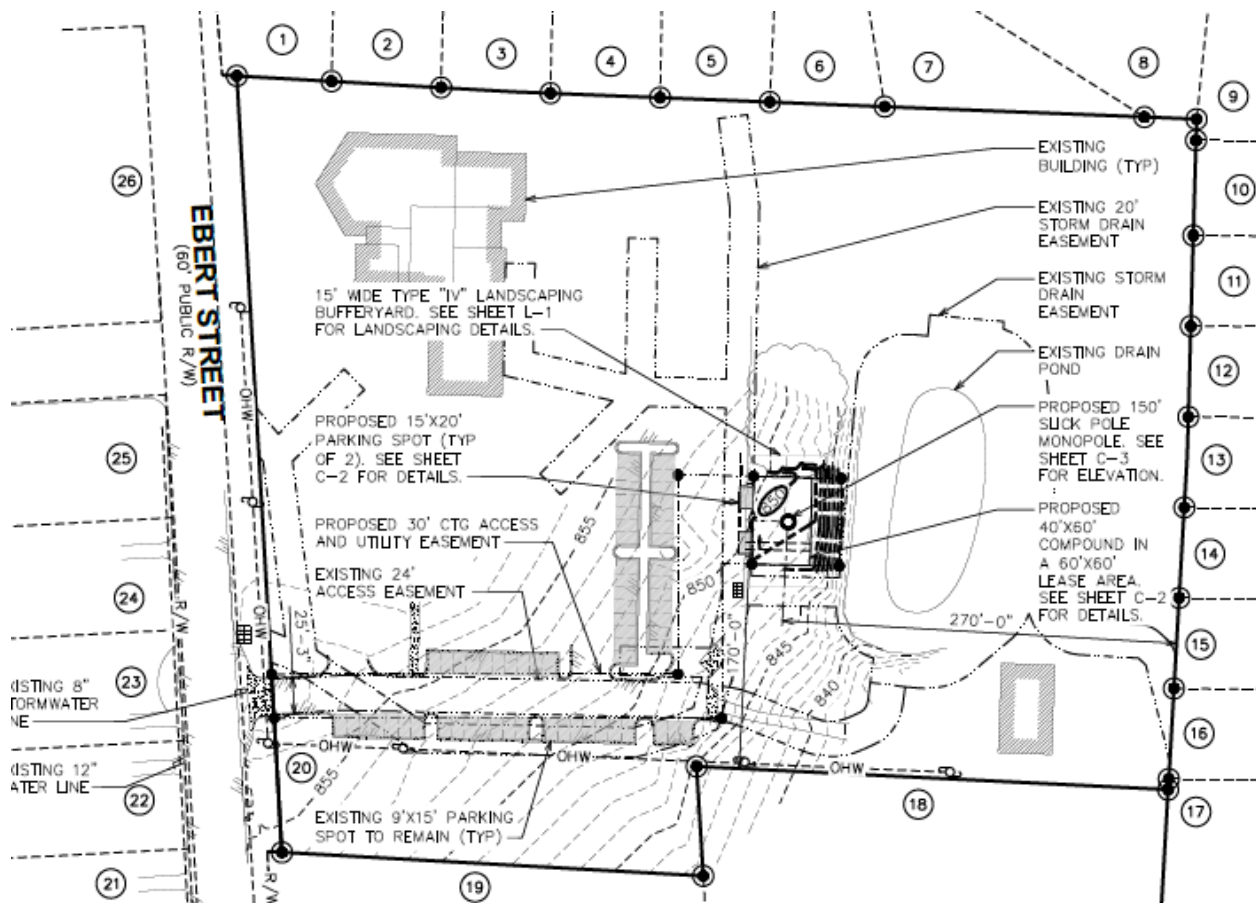
Surrounding land uses are a factor in determining the highest and best use of a property. The determination of the highest and best use is the premise of the valuation of any property. The following section is intended to provide a brief overview of the surrounding land uses. Growth patterns are typically defined by transportation corridors and utility linkage.

Ebert Street is a secondary road stemming from the primary transportation corridor of Silas Creek Parkway located just south of the subject. Further to the south is Interstate 40. To the east of the subject, the primary corridor is Peter's Creek Parkway. Similar residential developments extend to the west to Bolton Street. Higher density residential development is prevalent to the north to Queen Street. The commercial and industrial developments focus on the primary corridors with residential development off secondary streets comparable to Ebert Street. This development is consistent with other sections of cities comparable to Winston-Salem.

Most of the residential improvements in the area are over 20 years old. The uses in the area have remained consistent for many years. There was little to no evidence of revitalization in the area. Based on the market activity in the area, the neighborhood appears in the stable phase of its economic life cycle. We consider the stability in the neighborhood to continue because of the strong utility linkage.

ADJACENT AND ABUTTING PROPERTIES

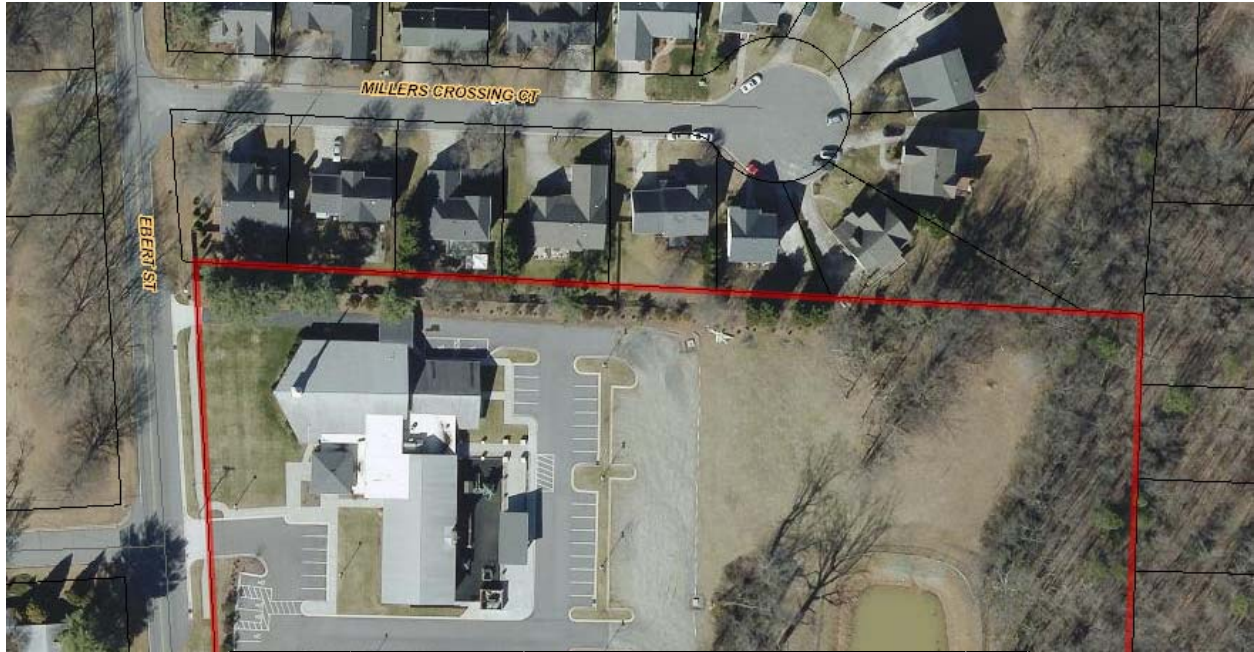
The following chart provides a summary of the adjacent or abutting properties. Please note that the subject is identified on the chart as property 20. The properties correlate to the site plan also provided in this section.



Based on observations made during the inspection, we have segregated the adjacent and abutting properties into four sections. The sections are based on their location and identified as follows:

- *Millers Crossing* – These properties are identified as properties One through Eight on the previous exhibit. The properties are improved with single family dwellings that abut the subject along the northern

boundary. The properties are all improved with single family dwellings at a density level commensurate with their existing zoning. The following exhibits are an aerial of these properties followed by a summary chart.



Miller Crossing Properties			
Property	Tax Parcel	Owner	Use
1	6824-28-4082	Anna & Michael Tucker	SFD
2	6824-28-5061	Nicholas & Nicole Walker	SFD
3	6824-28-6031	Patrick Craven	SFD
4	6824-28-7010	Dennis & Jane Henderson	SFD
5	6824-27-7978	Margaret Morris & Barbara Nicklas	SFD
6	6824-27-8948	Matthew & Andrea Triplett	SFD
7	6824-27-9928	Tran Hai Hong & Giao Than	SFD
8	6824-38-0002	Charles Frost	SFD

- *Miller Street* – These properties are located along the eastern boundary of the proposed development. The Site Plan varies slightly with the map from the Forsyth County GIS. We have included in the analysis the properties Nine through Seventeen on the Site Plan. The properties include vacant sites with some improved with single family dwellings. As shown on the following aerial, there is a significant wooded

buffer between the proposed development and these properties.



Miller Street Properties			
Property	Tax Parcel	Owner	Use
9	6824-37-3996	Shirley Mullis	SFD
10	6824-37-2961	Douglas Morgan	Vacant
11	6824-37-3834	James Cribb	SFD
12	6824-37-2738	Carolyn Paddycord	Vacant
13	6824-37-2732	Patrick Messick	Vacant
14	6824-37-2646	Douglas Morgan	Vacant
15	6824-37-3558	Rhonda Herrmann	SFD
16	6824-37-3552	Michael Miller	SFD
17	6824-37-3457	Ralph & Shirley Medford	SFD

The two properties butting the southern boundary are listed for sale by Bob Anderson of Freeman Commercial Real Estate. The two properties are part of an assemblage offered as a “Development Opportunity”. The list price of \$1.4 million indicates a higher intensity of development rather than for single family residential development. Another site on Ebert Street listed by the same firm is listed at \$150,000 for a similar size site showing the influence of the Silas Creek

Parkway on intended uses in the neighborhood. The following flyer was extracted from the listing agent's website.

FREEMAN COMMERCIAL REAL ESTATE

8.12 Acres For Sale
Silas Creek Parkway at Ebert Street
Winston-Salem, NC

The image is an aerial photograph of a residential and commercial area in Winston-Salem, NC. A yellow outline highlights a specific site of approximately 8.12 acres, labeled as '+/- 8.12 AC Site'. The site is located at the intersection of Silas Creek Parkway and Ebert Street. To the west of the site, along Silas Creek Parkway, is a property with 20,000 VPD. To the east of the site, along Ebert Street, is a property with 11,000 VPD. Further east, along Ebert Street, is a property with 30,500 VPD. The surrounding area includes residential homes, a multi-family building, and Forsyth Technical Community College. A traffic light is visible at the intersection of Silas Creek Parkway and Ebert Street.

The last section of adjacent properties are the properties located along Ebert Street. These properties are identified as properties 21 through 26 on the Site Plan. These properties include one vacant site and five sites improved with single family dwellings. Again, these properties have a current visual impact from the church as well as higher levels of traffic from Ebert Street.



Ebert Street Properties			
Property	Tax Parcel	Owner	Use
21	6824-27-3460	Clotile Williard	SFD
22	6824-27-3467	Danielle Shannon	SFD
23	6824-27-3555	Rocheleau Pappas	SFD
24	6824-27-3653	Meghan Loscheider	SFD
25	6824-27-3740	Robert Jasinkiewicz	SFD
26	6824-27-2980	James & Marie Adams	Vacant

Summary

The most significant potential impact on the adjacent properties will be the visual impact of the proposed development. The properties along the eastern and northern boundaries all include tree buffers between the proposed development and these properties. As we will detail later in the report, the existing improvements on the subject and the surrounding area represent a significant influence on property values.

ORDINANCE AND SPECIAL USE PERMIT CRITERIA

Many of the items in the ordinance will be addressed by those with expertise within their respective fields. The proposed development will be a stealth tower. The “unipole” design will not have exterior appurtenances.

Section 2-5.79

The most significant potential issue that could impact property values is the visual impact of the tower. The following was extracted from this section:

“New stealth towers shall be configured and located in a manner that minimizes adverse effects including visual impacts on the landscape and adjacent properties.”

The impact study focuses on the potential impact to property values and the determination of whether the proposed development is in harmony with the provisions for other utility services in the neighborhood.

We will discuss property values later in the report. We acknowledge that the installation of a 150-foot tower is a structure that will have a height in excess of any structure in the immediate area. The infrastructure in the area includes above ground utilities. The power lines observed represent a larger visual footprint than the proposed tower. We recognize that the tower will be visible, but the surrounding tree lines proposed buffer yard and siting in the middle of the property assist in minimizing the visual impact of the tower. We consider this in the analysis of the market data around other cell towers.

My tour of the neighborhood revealed many other above ground structures that impact the landscape of the area. In this section we address the neighborhood observation in the context of information for the four sections of adjacent/abutting properties detailed earlier in the report.



POWER LINES ALONG EBERT STREET



STREET LIGHT ON EBERT STREET



STREET LIGHT ON MILLER CROSSING



UTILITIES AND LIGHT FROM MILLER CROSSING



PARKING LIGHTING ON SUBJECT



FENCING REAR OF MILLER CROSSING



SOUTHERN BOUNDARY



EXISTING INFRASTRUCTURE

Given the propensity for above ground infrastructure which is highly visible from all of the properties observed during our tour of the neighborhood, we conclude that the proposed development is in harmony with the area.

MARKET RESEARCH

The most significant issue associated with the potential impact of the proposed development is on property values of adjacent and abutting properties. To determine whether the local market recognizes an adjustment for such a development, we researched market for adjacent and abutting properties of existing towers. We recognize websites

www.antennasearch.com and www.cellreception.com as the source of my research.

Cell Tower Selection Process

As with an appraisal, the selection of comparable cell towers is based on several factors including but not necessarily limited to zoning, tower height and surrounding developments. The proposed tower is a stealth tower with a proposed height of 150 feet. The proposed location site is on an institutional property off the Silas Creek corridor. The initial search of cell towers resulted in 82 towers/antennae in the Winston-Salem area.

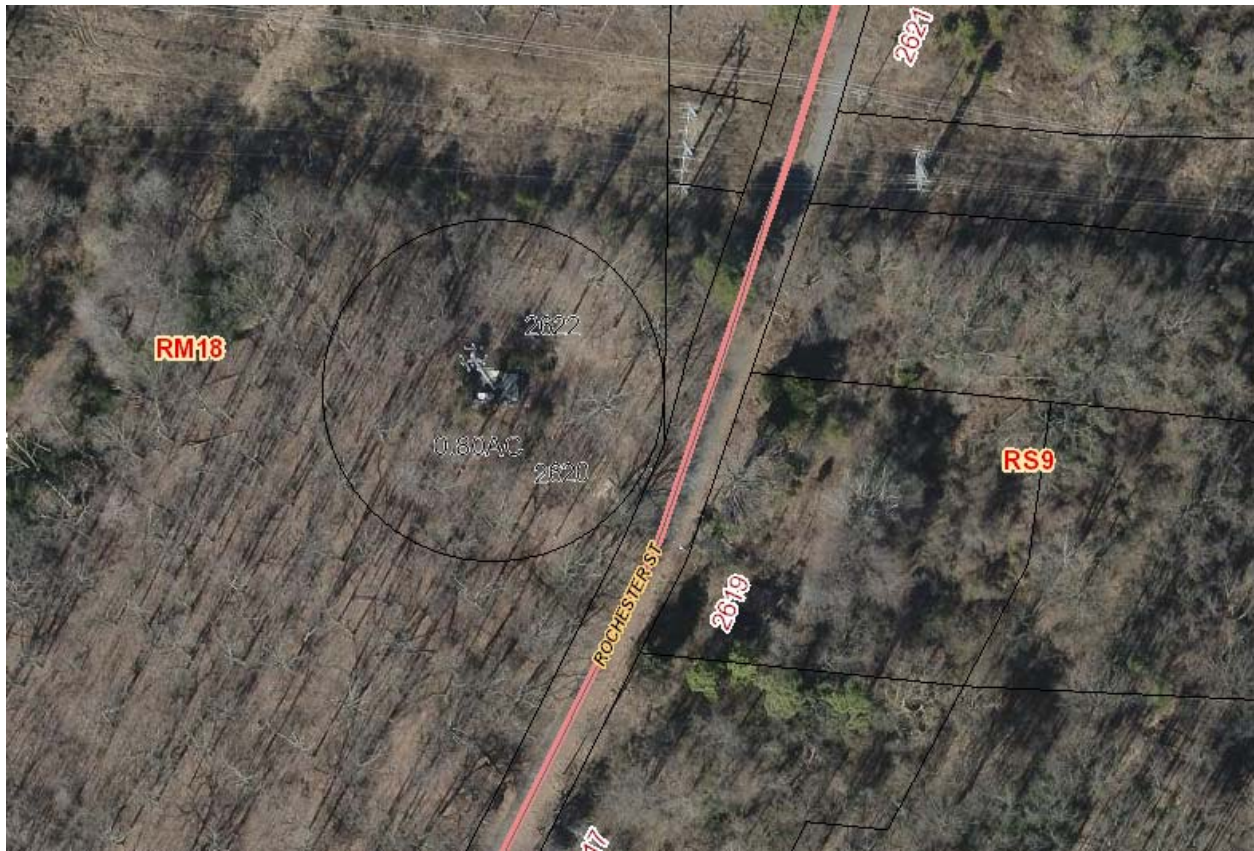
- *Tower Height* – The proposed height of 150 feet led us to include towers with a height between 100 and 200 feet. Larger towers are typically lattice construction or include guy wires and are not considered comparable to the proposed tower. Smaller towers identified as those under 100 feet are in many cases private towers and do not have the visual impact of the proposed tower.
- *Zoning* – The subject has a residential zoning designation. In the same manner as residential land sales would not typically be considered in the valuation of commercial sites we do not consider the use of these towers to provide any insight to the potential impact of the proposed development.

Our research revealed three towers in the area that were constructed on residentially zoned sites. The towers are summarized in the following chart.

Construction	Zoning	Year Constructed	Address	Tower Height
Monopole	RM-18	1996	2620 ROCHESTER AVE	152
Lattice	RS-7	1995	2005 ROW ST	150
Mast	RS-9	1998	SWQ FRATERNITY CHURCH & EBERT ROADS	180

Research revealed only three towers that are constructed on residentially zoned properties with comparable heights to the proposed tower. Further, none of the towers are stealth towers

and present a higher level of visual impact than the proposed tower. The following provides a summary of the research of these towers.



2620 Rochester Street

This tower is a monopole tower that has exterior appurtenances and is not a stealth tower. While there were no sales of adjacent or abutting properties to recognize the influence of this tower, the tower was developed adjacent to other utility infrastructure. The City of Winston-Salem owns most of the adjacent/abutting properties. This tower does provide an example of the development of above ground utility structures in similar areas.





2005 Row Street

This tower was developed on two residential lots. The remaining properties to the west of the tower are all under the same ownership and operate as a rental property. Current development patterns for multifamily have moved away from land lines and relied more heavily on cellular services. I am aware of several multifamily developments with cell towers on the site. Again, the sale of adjacent/abutting properties provides no evidence of a diminution in value. The small site of the tower may have influenced the development of the adjacent lot, but the size of the subject and proximity of the tower to adjacent properties would not provide such an influence.

Summary

The market activity for adjacent or abutting properties for existing cell towers does not provide empirical evidence that the proposed development will injure the value of adjacent or

abutting properties. Therefore, the remainder of the impact study focuses on the proposed development.

In addition to the market activity for existing towers, we also consider the surrounding developments for the subject. The question posed for this study is “would the development of the stealth tower warrant a downward adjustment to adjacent properties?”

When considering an adjustment in an appraisal, the appraiser must consider all factors that could contribute to an adjustment. The aesthetics and location of the proposed development as well as the existing developments are a factor in developing our opinion. The factors considered in developing our opinion include but are not necessarily limited to:

- Ebert Street is a well-traveled secondary road stemming from a strong commercial/industrial corridor of Silas Creek Parkway.
- The existing infrastructure along Ebert Street includes above ground electrical transmission lines that pose a higher level of visual impact than the proposed tower despite its proposed height. There are street lights along this road as well as Miller Crossing.
- Most of the properties include significant screening from the proposed development. Additional screening will be included in the development of the stealth tower.

All of these factors would contribute to the aesthetic appeal and the hypothetical valuation of properties in the neighborhood. The multitude of factors would indicate that multicollinearity for aesthetics exists along the Ebert Street corridor. Multicollinearity arises when multiple items correlate with each other. The multiple factors can cause a distortion of the impact of any of the factors individually

without consideration for all of the factors that contribute to the common issue. The following is a summary of those items for the four categories identified earlier in the report.

- *Millers Crossing* – The adjacent properties for this section already include significant screening between the subject property and their residences. Based on my observations from Miller’s Crossing, the properties maintain a view of the subject, parking lights and other utility structures.
- *Miller Street* – All of these properties are heavily wooded. Further, there is a tree line along the eastern boundary of the subject. It is unlikely that any of these properties will have a direct view of the tower. If there is any visual impact on these properties, it would be nominal and not warrant any adjustment.
- *Ebert Street* - The visual aesthetics along Ebert Street include several factors that could influence values. The existing potential influences include the traffic, above ground electrical infrastructure, existing street and parking light poles.
- *Properties South* – The properties south of the proposed development are being marketed for a higher level of development than single family. Research of other towers along major transportation corridors indicate that there is no influence from a cell tower along primary corridors.

In the case of the proposed development, all of the properties have significant visual impact from other existing infrastructure and from the developments along the corridor. Many include significant screening to mitigate these factors. These factors contribute to our conclusion that the proposed development is in harmony with development patterns along Ebert Street and other secondary roads in the area. To attribute any adjustment to the proposed development would be

misleading and not result in a credible adjustment. In other words, any adjustment for the development of a tower behind a church without consideration of the numerous other aesthetic influences would not be credible.

Other Considerations

Other potential impacts to the surrounding area include noise, traffic and lighting. The operation of a cell tower is essentially silent and would not influence the surrounding developments. The additional traffic caused by the proposed development is nominal and would likely occur for routine maintenance. Any increases in traffic are considered nominal and does not impact the adjacent or abutting properties.

Conclusions

Therefore, it is my opinion that the proposed development is in harmony with the neighborhood. The proposed development would not justify an adverse adjustment to adjacent or abutting properties.



Michael P. Berkowitz
Analyst

ADDENDA

Certifications

CERTIFICATION OF THE ANALYST

I, Michael P. Berkowitz, certify that, to the best of my knowledge and belief,

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. 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.
4. I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
5. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. 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, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
8. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.
9. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
10. I have made a personal inspection of the property that is the subject of this report.
11. No one provided significant real property appraisal assistance to the person(s) signing this certification other than those individuals having signed the attached report.



A handwritten signature in black ink that reads "Michael P. Berkowitz".

Michael P. Berkowitz
(NC State Certified General Real Estate Appraiser #A6169)
(SC State Certified General Real Estate Appraiser #CG6277)

October 2, 2017
Date

Assumptions and Limiting Conditions

ASSUMPTIONS AND LIMITING CONDITIONS

Limit of Liability

The liability of Michael P. Berkowitz is limited to the client only and to the fee actually received by him. Further, there is no accountability, obligation, or liability to any third party. If this report is placed in the hands of anyone other than client, the client shall make such party aware of all limiting conditions and assumptions of the assignment and related discussions. Further, client will forever indemnify and hold Michael P. Berkowitz harmless from any claims by third parties related in any way to the study which is the subject of the report. Third parties shall include limited partners of client if client is a partnership and stockholders of client if client is a corporation, and all lenders, tenants, past owners, successors, assigns, transferees, and spouses of client. Michael P. Berkowitz will not be responsible for any costs incurred to discover or correct any deficiencies of any type present in the property, physically, financially, and/or legally.

Copies, Distribution, Use of Report

Possession of this report or any copy of this report does not carry with it the right of publication, nor may it be used for other than its intended use; the physical report remains the property of Michael P. Berkowitz for the use of the client, the fee being for the analytical services only.

The bylaws and regulations of the Appraisal Institute require each member and candidate to control the use and distribution of each report signed by such member or candidate; except, however, the client may distribute copies of this report in its entirety to such third parties as he may select; however, selected portions of this report shall not be given to third parties without the prior written consent of the signatories of this report. Neither all nor any part of this report shall be disseminated to the general public by the use of advertising media, public relations, news, sales or other media for public communication without the prior written consent of Mr. Berkowitz.

Confidentiality

This report is to be used only in its entirety and no part is to be used without the whole report. All conclusions and opinions concerning the analysis as set forth in the report were prepared by Michael Berkowitz whose signature appears on the report. No change of any item in the report shall be made by anyone other than Mr. Berkowitz. Mr. Berkowitz shall have no responsibility if any such unauthorized change is made.

Michael Berkowitz may not divulge the material contents of the report, analytical findings or conclusions, or give a copy of the report to anyone other than the client or his designee as specified in writing except as may be required by the Appraisal Institute as they may request in confidence for ethics enforcement, or by a court of law or body with the power of subpoena.

Information Used

No responsibility is assumed for accuracy of information furnished by or work of others, the client, his designee, or public records. We are not liable for such information or the work of subcontractors. The comparable data relied upon in this report has been confirmed with one or more parties familiar with the transaction or from affidavit or other sources thought reasonable; all are considered appropriate for inclusion to the best of our factual judgment and knowledge. An impractical and uneconomic expenditure of time would be required in attempting to furnish unimpeachable verification in all instances, particularly as to engineering and market-related information. It is suggested that the client consider independent verification as a prerequisite to

any transaction involving sale, lease, or other significant commitment of funds for the subject property.

Testimony, Consultation, Completion of Contract for Report Services

The contract for report, consultation, or analytical service is fulfilled and the total fee payable upon completion of the report, unless otherwise specified. Mr. Berkowitz will not be asked or required to give testimony in court or hearing because of having made the report, in full or in part, nor engage in post report consultation with client or third parties except under separate and special arrangement and at an additional fee. If testimony or deposition is required because of any subpoena, the client shall be responsible for any additional time, fees, and charges, regardless of issuing party.

Exhibits

The illustrations and maps in this report are included to assist the reader in visualizing the property and are not necessarily to scale. Various photographs, if any, are included for the same purpose as of the date of the photographs. Site plans are not surveys unless so designated.

Legal, Engineering, Financial, Structural or Mechanical Nature, Hidden Components, Soil

No responsibility is assumed for matters legal in character or nature, nor matters of survey, nor of any architectural, structural, mechanical, or engineering nature. No opinion is rendered as to the title, which is presumed to be good and marketable. The property is appraised as if free and clear, unless otherwise stated in particular parts of the report. The legal description is assumed to be correct as used in this report as furnished by the client, his designee, or as derived by MR. BERKOWITZ.

The report is based on there being no hidden, unapparent, or apparent conditions of the property site, subsoil or structures or toxic materials which would render it more or less valuable. No responsibility is assumed for any such conditions or for any expertise or engineering to discover them. All mechanical components are assumed to be in operable condition and status standard for properties of the subject type. Conditions of heating, cooling, ventilation, electrical, and plumbing equipment are considered to be commensurate with the condition of the balance of the improvements unless otherwise stated.

Legality of Use

The report is based on the premise that there is full compliance with all applicable federal, state and local environmental regulations and laws unless otherwise stated in the report; further, that all applicable zoning, building and use regulations, and restrictions of all types have been complied with unless otherwise stated in the report. Further, it is assumed that all required licenses, consents, permits, or other legislative or administrative authority, local, state, federal and/or private entity or organization have been or may be obtained or renewed for any use considered in the value estimate.

Definitions

Please click on the link below (or enter the address in your web browser) to access *The Online Dictionary of Real Estate Appraisal, Fifth Edition*, published by the Appraisal Institute, for an interactive database of term definitions that may be useful to the reader of this report.

<http://www.appraisalinstitute.org/dictionary/welcome.aspx?id=F8C6H8E9A3VL2N6Z3F>

Qualifications of the Analyst

QUALIFICATIONS OF THE ANALYST

Michael P. Berkowitz
1100 Sundance Drive
Concord, North Carolina 28027
(704) 605-0595

EDUCATION AND CREDENTIALS

- **Central Piedmont Community College**
 - R-1 - Introduction to Real Estate Appraisal, 2002
 - R-2 - Valuation Principles and Procedures, 2002
 - R-3 - Applied Residential Property Valuation, 2002
 - G-1 - Introduction to Income Property Appraisal, 2003
- **Bob Ipock and Associates**
 - G-2 - Advanced Income Capitalization Procedures, 2003
 - G-3 - Applied Property Income Valuation 2004
- **Appraisal Institute**
 - 520 Highest and Best Use and Market Analysis, 2004
 - Seminar Rates, Multipliers and Ratios 2005
 - 530 Advanced Sales Comparison and Cost Approaches 2006
 - Seminar Apartment Appraisal, Concepts & Applications 2009
 - Seminar Appraising Distresses Commercial Real Estate 2009
 - Seminar Appraising Convenience Stores 2011
 - Seminar Analyzing Operating Expenses 2011
- **Duke University**
 - Major: Economics 1985-1989

AFFILIATIONS AND ACTIVITIES

- **Association Memberships**
 - North Carolina State Certified General Real Estate Appraiser, October 2006, Certificate No. A6169

RELATED EXPERIENCE

- Provided real estate consulting services for a variety of clients including real estate brokers, property owners and financial planners
- Performed financial feasibility studies for multiple property types including golf communities, and renovation projects.
- Developed plan for self-contained communities.

APPRAISAL EXPERIENCE

A partial list of types of properties appraised include:
Retail Properties, Single and Multi-Tenant, Proposed and Existing
Office Single and Multi-Tenant Proposed and Existing
Mixed-Use Properties, Proposed and Existing

Industrial Properties, Warehouse, Flex and Manufacturing
Vacant Land
Condemnation
C-Stores

CLIENTELE

Bank of America
Wachovia Bank, N.A.
First Citizens Bank
RBC Centura Bank
City of Charlotte
City of Concord
Union County
BB & T
Aegon USA Realty Advisors
Sun Trust Bank
First Charter Bank
Regions Bank
Charlotte Housing Authority
Alliance Bank and Trust
Broadway Bank
Duke Energy Corporation
Jim R. Funderburk, PLLC
Hamilton, Fay, Moon, Stephens, Steele & Martin
Senator Marshall A. Rauch
Perry, Bundy, Plyler & Long, LLP
Robinson, Bradshaw & Hinson
CSX Real Property
Baucom, Clayton, Burton, Morgan & Wood, PA
City of Mount Holly
Our Towns Habitat for Humanity
Parker, Poe, Adams & Bernstein, LLP
Central Carolina Bank
Southern Community Bank and Trust

