

# ***Cass County Board of Equalization***

## ***Meeting Agenda***

June 6<sup>th</sup>, 2022  
3:30 PM

- I. Call to order
- II. Overview of Annual Report – Director of Equalization
- III. Equalization of Cities – Addenda A
  - a) Fargo
    - a. Appeals listed on Addenda B
    - b. Open floor for additional appeals
  - b) West Fargo
    - a. Appeals listed on Addenda C
    - b. Open floor for additional appeals
  - c) Remaining Cities
    - a. No Appeals at time of publishing agenda
    - b. Open floor for additional appeals
    - c. Discussion on City of Briarwood – Addenda D
- IV. Equalization of Townships – Addenda E
  - a) No appeals at time of publishing agenda
  - b) Open floor for additional appeals
- V. Adjustments prior to County Board of Equalization
  - a) Property owners who contacted us after notices of increase were mailed are listed on Addenda F

VI. Closing – Director will discuss his final recommendations to the board. There are two motions that we will be looking to accomplish

a) Motion 1: ***“Move all appeals presented today into a pending status.”***

b) Motion 2: ***“Approve all other valuations.”***

# 2022 Annual Assessment Report

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MAY 23, 2022

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Cass County Government

Authored by: Paul Fracassi – Director of Equalization



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## 2022 Annual Assessment Roll Index

Recommendation to the Board of Equalization \_\_\_\_\_ 3

2021 Assessment Year Summary \_\_\_\_\_ 4

Building Permits/Sales Ratio \_\_\_\_\_ 5

Value by Class of Property \_\_\_\_\_ 7

Taxable Valuation \_\_\_\_\_ 8

Exempt Properties \_\_\_\_\_ 13

### Supporting Information

    Appeals through the Board of Equalization \_\_\_\_\_ 14

    Sales Ratio Explained \_\_\_\_\_ 17

    Exemptions Explained \_\_\_\_\_ 18

    County Board of Equalization Statutes \_\_\_\_\_ 21

### Assessment Department

    Staff \_\_\_\_\_ 25

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2022 Cass County Board of Equalization

May 23, 2022

Honorable Board of County Commissioners  
211 Ninth St South  
Fargo, ND 58103

Honorable Commissioners:

The 2022 annual assessment report of Cass County establishes the final valuations for all classes of property based on an analysis of market activity that occurred between January 1<sup>st</sup>, 2021 & December 31<sup>st</sup>, 2021. The valuations submitted in this report are market driven as evidenced through the analysis.

The current taxable value in Cass County for the taxable year 2022 is \$1,133,356,614 which is up 9.5% from last year. Our office is responsible for maintaining all property record cards except those in Fargo and West Fargo, known as rural Cass. The projected taxable valuation increased 6.6% to \$185,693,529. The increase is under the county average and was largely influenced by a 4% reduction in ag land value.

The Board of Equalization meets annually within the first ten days of June with the first order of business to equalize all assessments within the cities of Cass County. The second order of business is to equalize the assessments of all townships. Further information regarding the county board of equalization can be found within this assessment report.

Procedures of assessment and appraisal are conducted under guidance from the North Dakota Tax Commissioner's Office, the North Dakota Century Code, and nationally recognized standards of mass appraisal of real property. Our office would like to use today's meeting as a hearing for all appeals. I ask that all appeals presented today be moved to a pending status, allowing our office time to review any new information that was presented. I will submit my final recommendation for each appeal at the follow-up meeting on June 20<sup>th</sup>. After the appeal portion of the meeting is completed today, the Cass County Tax Equalization Office respectfully recommends approving all values without a pending status. At the June 20<sup>th</sup> meeting we will look to approve those with a pending status.

Respectfully Submitted,



Paul Fracassi  
Director of Equalization

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## 2021 ASSESSMENT YEAR SUMMARY

The momentum from the 2020 calendar year carried all the way through 2021 as national rates averaged 2.91% on a 30-year home loan. The median value of a home in Cass County increased 11.5 % from \$259,900 to \$290,000 and average days on the market dropped from 65 to 46.

Since our office finalized county-wide residential property record cards at the end of 2020, we started our reappraisal cycle over with the city of Kindred as well as the townships of Reed, Noble, Wisner, Gardner, Berlin, Kinyon, Bell, and Gunkel. As we visited homes in the reappraisal area, we corrected our records to reflect the property in its current state. Land values were recalibrated, and the property records were further analyzed to reflect each reappraisal areas local market from 2021.

Commercial property continued to see accelerated growth in 2021 and our current sales analysis is showing that this class of property will need attention as we head into the next couple calendar years. We plan to review commercial land throughout the 2022 year with hopes of completing a county-wide commercial reappraisal by the end of 2023.

Ag land took a slight decrease for the second year in a row from \$1,278.11 to \$1,224.02 which resulted in a 4% reduction to ag values. This heavily offset growth amongst the commercial and residential classed properties in rural Cass county.

Updated property information can be found on our website at: <https://cass.northdakotaassessors.com/> The website has seen tremendous growth over the past year as visitors have increase by 60,000 since last year. The goal of the website is to maintain transparency so property owners can review the exact property characteristics used to determine their property value. It also provides an avenue to research sales throughout the region.

Our office will continue to track every portion of the market on a yearly basis and apply incremental adjustments as needed.

## BUILDING PERMIT VALUATIONS

2016 was the first year Cass County was able to internally track building permits through our CAMA software. The valuation of residential permits almost doubled in 2021, while the number of permits increased by 43%. Commercial permits saw a slight decrease in value, while the number of permits increased by 20. The main reason for the valuation decrease is due to the high school in Horace adding \$43 million in permit value during the 2020 year.

<i>Year</i>	<i>Residential</i>	<i>Permits</i>	<i>Commercial</i>	<i>Permits</i>
<i>2016</i>	\$33,276,948	243	\$4,682,236	24
<i>2017</i>	\$45,760,947	263	\$3,093,625	27
<i>2018</i>	\$51,867,874	300	\$9,235,364	39
<i>2019</i>	\$52,433,253	290	\$41,332,711	26
<i>2020</i>	\$63,581,463	441	\$65,379,314	64
<i>2021</i>	\$113,883,841	634	\$36,162,206	81



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## Sales Ratio Analysis

North Dakota property tax is an ad valorem tax. This means, simply, a tax according to value. The true and full value for tax purposes must reflect the market value of the property. To maintain equitable assessments and achieve an accurate portrayal of the market our office conducts a sales ratio study annually. It is the intent of the ND legislature that local assessors use the results of the sales ratio study as a guide in making and equalizing assessments of property.

The State Board of Equalization adopted a tolerance level of 90 to 100 percent for agricultural, residential, and commercial assessments for the 2021 sales ratio study. This means that our final ratio analysis, after adjustments, must have a median between 90 and 100 percent. Prior to adjustments, the 2021 residential sales resulted in a median of 86.0 percent while commercial sales closed the year at 91.4 percent, which is within the appropriate tolerance level. Adjustments made to both classes of property resulted in the final ratios listed below:

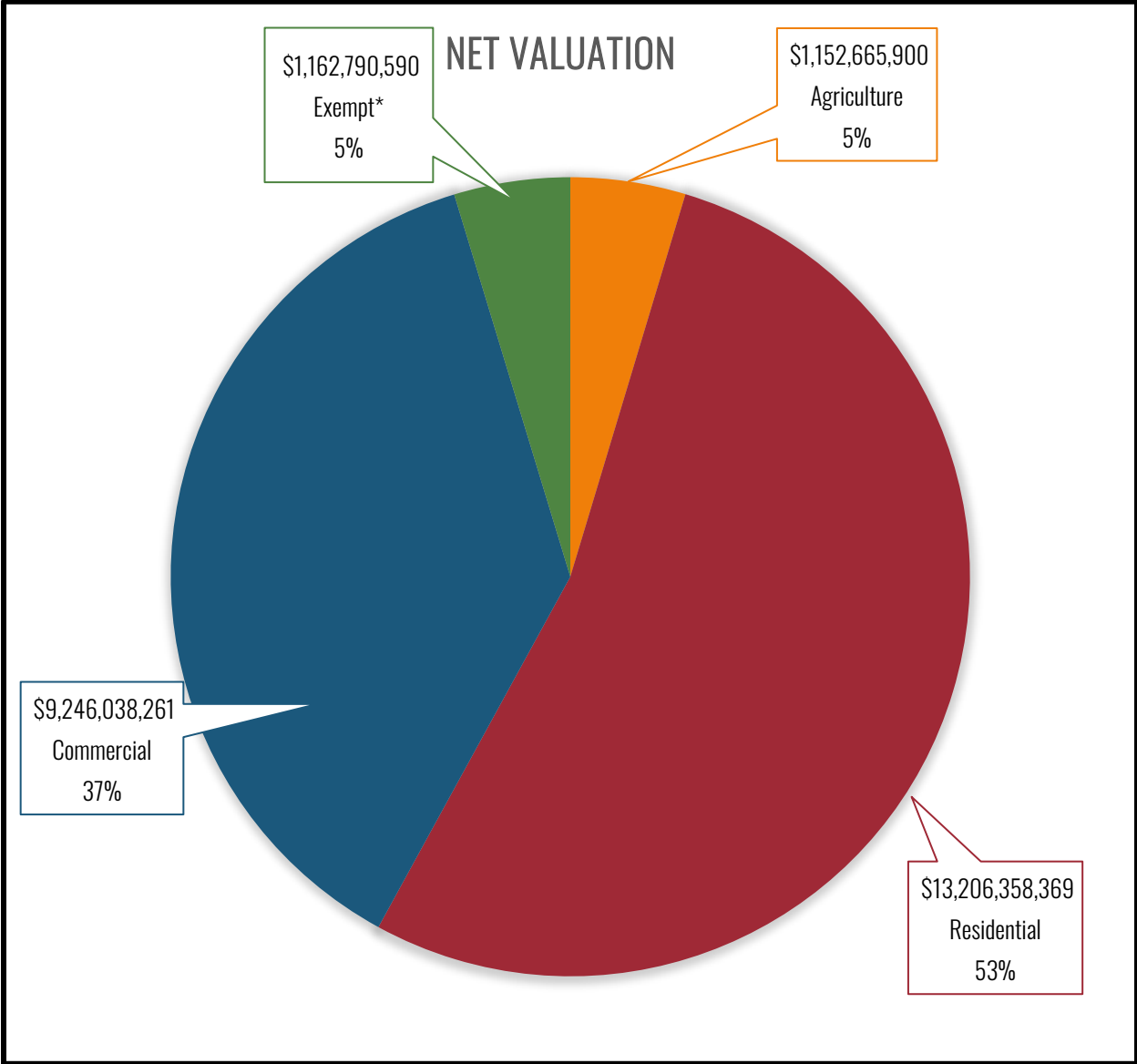
### 2021 Assessment Ratio Study for Cass County

	<i>2021 Measurements</i>		<i>Tolerance</i>
<i>Median Ratio Residential</i>	94.97%	State Mandated	90 - 100%
<i>Median Ratio Commercial</i>	96.46%	State Mandated	90 - 100%
<i>PRD Residential</i>	1.00	IAAO Guidelines	0.98 – 1.03
<i>PRD Commercial</i>	1.05	IAAO Guidelines	0.98 – 1.03
<i>COD Residential</i>	6.12%	IAAO Guidelines	Less Than 15%
<i>COD Commercial</i>	9.61%	IAAO Guidelines	Less Than 20%



# VALUATION BY CLASS

The following chart demonstrates the differences in valuations between the three main classes of property (Agricultural, Commercial, and Residential). Exempt values have been charted to demonstrate the potential value in Cass County



\*See Page 10 for breakdown of discretionary exemptions

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## 2022 TAXABLE VALUATION

The tax base is a derivative of the taxable valuation throughout Cass County. The value used for the tax base is the true and full value less any exemptions. This is known as the net assessed value as it represents any property subject to taxation in Cass County.

The taxable valuation is determined by applying an assessment ratio of 50% to the appraised value of all taxable property. Then, residential property has a factor of 9% applied and commercial and agriculture use 10%.

The taxable valuation multiplied by the mill levy will determine the total revenue received from property taxes.

The following table provides a projection of the 2022 taxable valuation. The mill levy will not be determined until November and many changes will occur between now and then. Examples of these changes could be from abatements, errors in assessments, or exemptions filed late. I have provided an estimate of these changes as detailed in the “adjustments” portion of the projection below. The table also contains an estimate of value for centrally assessed property. The state calculates centrally assessed property and provides valuations to the county yearly, each fall.

### 2022 Taxable Value Projection (Rural Cass County)

AGRICULTURE	\$57,473,355
RESIDENTIAL	\$98,908,300
COMMERCIAL	\$22,325,052
- Less TIF	(\$2,634,087)
- Less Adjustments	(\$200,000)
+ Plus Centrally Assessed*	\$9,820,909
<b>PROJECETED TAXABLE VALUE</b>	<b>\$185,693,529</b>
*Centrally assessed values estimated from 2021	

## TEN-YEAR VALUATION HISTORY – Excluding Fargo & West Fargo

\*Projected Taxable Valuation

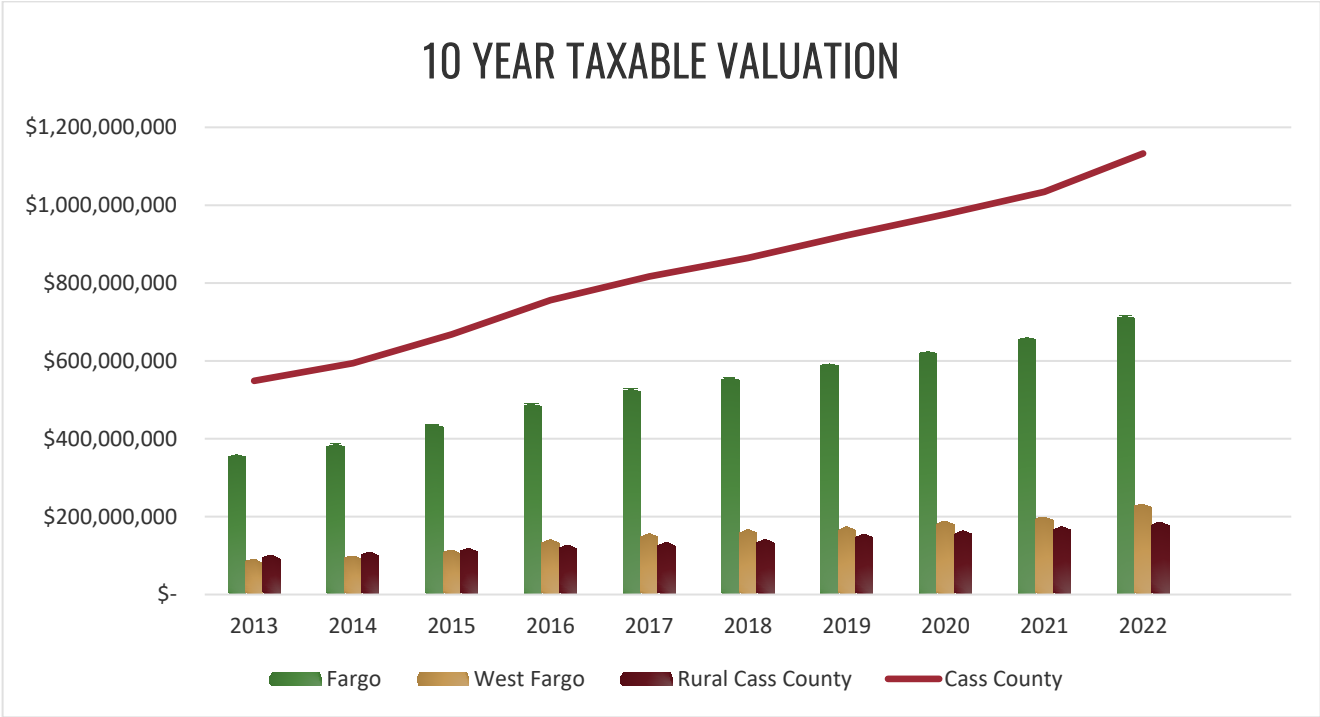
<i>Year</i>	<i>Valuation</i>	<i>Percent Change</i>
2013	\$ 99,905,297	6.5%
2014	\$ 108,123,426	8.2%
2015	\$ 117,639,641	8.8%
2016	\$ 126,128,070	7.2%
2017	\$ 133,043,061	5.8%
2018	\$ 142,584,836	7.2%
2019	\$ 153,652,639	7.8%
2020	\$ 163,004,237	6.1%
2021	\$ 173,705,828	6.6%
2022	\$ 185,693,529	6.9%

## TEN-YEAR VALUATION HISTORY – Including Fargo & West Fargo

\*Projected Taxable Valuation

<i>Year</i>	<i>Valuation</i>	<i>Percent Change</i>
2013	\$ 548,847,150	5.3%
2014	\$ 594,023,291	8.2%
2015	\$ 668,216,009	12.5%
2016	\$ 755,904,584	13.1%
2017	\$ 816,943,127	8.1%
2018	\$ 864,329,046	5.8%
2019	\$ 922,483,233	6.7%
2020	\$ 976,813,584	5.9%
2021	\$ 1,034,208,806	5.9%
2022*	\$ 1,131,750,000	9.4%

The chart below demonstrates the Ten-Year Taxable valuation of Cass County along with a breakdown of Fargo, West Fargo, and Rural Cass County.



## TAXABLE VALUATION BY COUNTY

The taxable valuation of a county is made up by the net value of its three classes of property (agricultural, commercial, & residential) as well as the addition of any centrally assessed property. Below is a comparison of the top 10 counties in North Dakota by taxable valuation.

<i>County</i>	<i>Estimated Population*</i>	<i>2021 Taxable Valuation</i>
<i>Cass</i>	186,562	\$ 1,034,208,806
<i>Burleigh</i>	98,933	\$ 563,139,379
<i>Williams</i>	38,484	\$ 390,117,917
<i>Ward</i>	69,071	\$ 340,629,520
<i>Mckenzie</i>	13,819	\$ 329,067,114
<i>Grand Forks</i>	72,705	\$ 332,615,906
<i>Stark</i>	33,046	\$ 203,683,940
<i>Morton</i>	33,611	\$ 192,841,268
<i>Mountrail</i>	9,576	\$ 151,909,432
<i>Stutsman</i>	21,576	\$ 131,519,308

\*Population estimates taken from United States Census Bureau

In 2021, Cass County made up 24% of the population of North Dakota and accounted for 17.6% of the taxable valuation in the state

## GENERAL MILL COMPARISON BY COUNTY

Mill levies are calculated annually by the County Auditor after budget hearings are held and all taxing jurisdictions have reported. The amount each taxing authority receives is reflected on the tax statements mailed in December. The following uses the Cass County median sale price of \$290,000 to demonstrate what a property owner would pay to the general mill of the top 10 populated counties in the state.

<i>County</i>	<i>2021 County General Mill Fund*</i>	<i>2020 County General Mill Fund</i>	<i>Taxes on Median Value</i>	
<i>Grand Forks</i>	48.78	47.13	\$	636.58
<i>Stutsman</i>	44.07	42.04	\$	575.11
<i>Morton</i>	39.04	39.22	\$	509.47
<i>Ward</i>	37.47	37.43	\$	488.98
<i>Stark</i>	31.12	35.00	\$	406.12
<i>Cass</i>	30.00	30.00	\$	391.50
<i>Burleigh</i>	24.33	25.89	\$	317.51
<i>Williams**</i>	10.17	8.15	\$	132.72
<i>Mountrail**</i>	10.00	13.31	\$	130.50
<i>Mckenzie**</i>	3.50	2.74	\$	45.68

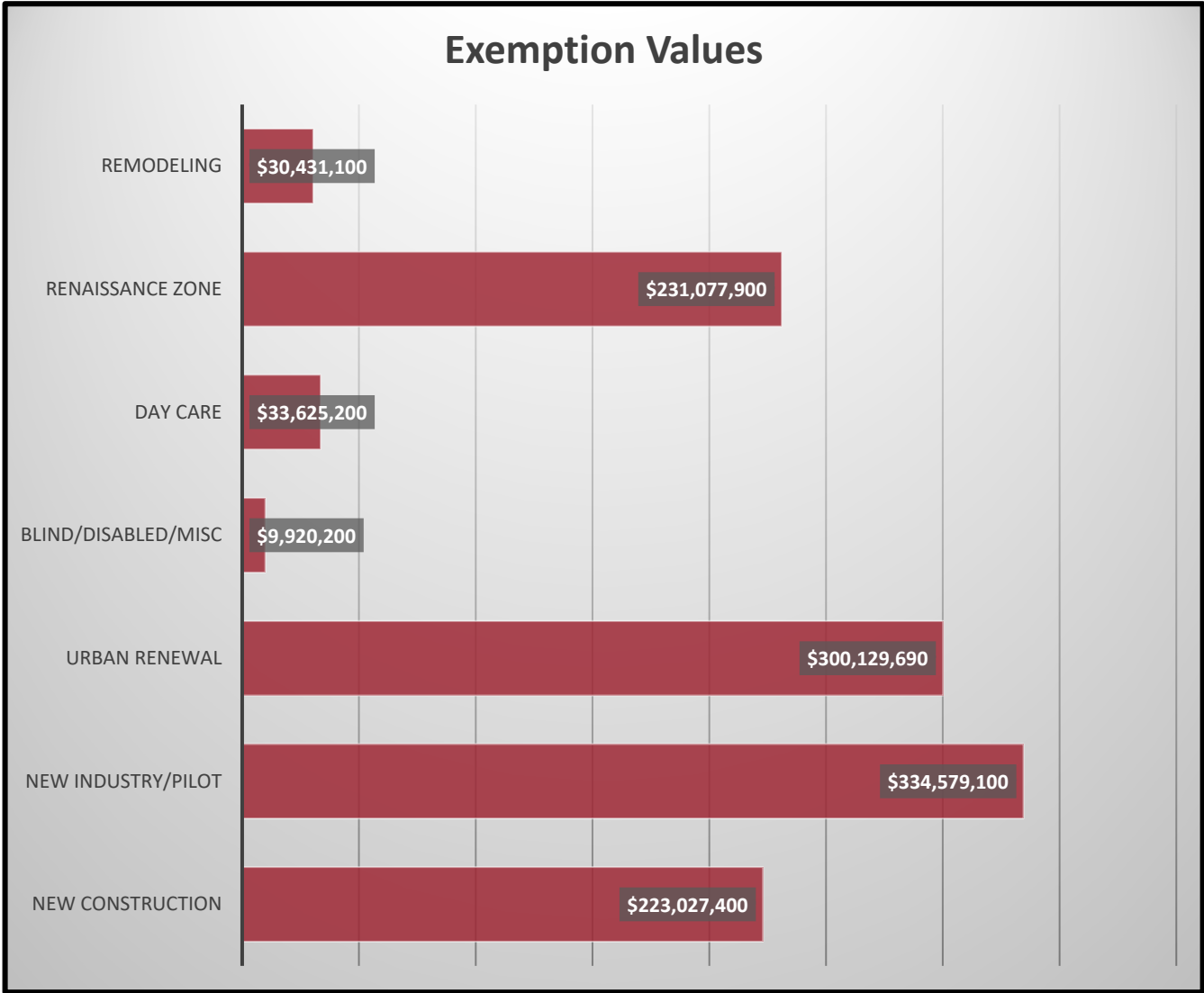
\*Taken from ND.gov/tax/tap (Taxpayer Access Point)

\*\*Uncharacteristic amounts of centrally assessed properties led to a diminished mill levy

# 2022 EXEMPT PROPERTIES

Property tax exemptions are available throughout Cass County and are up to the discretion of each jurisdiction. There are two types of exemptions: discretionary and non-discretionary. Discretionary exemptions include but are not limited to economic expansion, new home construction, or remodeling of a property. Non-discretionary exemptions include but are not limited to; city-owned property, parks and schools.

The chart below illustrates the percentage granted for any discretionary exemption offered throughout Cass County. Discretionary exemptions equate to roughly 4.8% of our overall value.



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## APPEAL THROUGH THE BOARD OF EQUALIZATION

North Dakota law directs all real property in the state to be assessed as to its value on February 1<sup>st</sup> of each year. Assessment officials around the state spend most of January, February, and March preparing these values by studying costs to build new, the areas marketing of existing property, and how these factors affected the current valuations. The assessor must notify the property owner whenever the true and full valuation increases by more than 10 percent and \$3,000 over the last assessment. The property owner shall receive a mailed written notice at the property owner's last known address at least 15 days prior to the local board of equalization. The notice must provide the true and full values used by the assessor along with the dates, times, and locations of both the Jurisdiction and the County Board of Equalizations.

Cities are required to hold the City Board of Equalization on the 2nd Tuesday in April and Townships are required to hold the Township Board of Equalization on the 2<sup>nd</sup> Monday in April. *The County Board of Equalization shall hold its meeting within the first ten days of June.* The State Board of Equalization meets the 2nd Tuesday in August.

A property owner who has questions about their valuation should contact the Assessment Department. They may appear before the Local Board of Equalization and the County Board of Equalization. Either of these boards may reduce the assessment of the property. A property owner can only appeal to the State Board of Equalization if they have appealed to both the local and county boards of equalizations. The decision of the State Board of Equalization is final in this appeal process.

### UNDERSTANDING YOUR ASSESSMENT

Most property owners are concerned about the rising property taxes. To express their concern effectively, a property owner must understand the two parts of the property tax system: TAXATION and VALUATION.

### WHAT CAUSES PROPERTY VALUES TO CHANGE?

The most obvious reason is that the property itself has changed. An addition to the property, basement finish, or rehabilitation of the property are some of the more common reasons. A less obvious, but more frequent, cause of change is that there was a change in the market itself. If a major employer leaves the area, property values can collapse, or if a once blighted neighborhood with good starter homes sparks interest to young first-time homebuyers, prices can start to rise. Additionally, larger and more expensive homes may take longer to sell, resulting in reduced prices to allow for a quicker sale, while at the same time more affordable housing in high demand creates an increase to value. In a stable neighborhood without any undue influence from the market, inflation alone may increase property values.



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## PROPERTY OWNER MISCONCEPTIONS

The notion that a change to the assessed value of a property changes the property taxes at the same percentage is one of the biggest misconceptions in property taxation. There are many parts that make up the taxation process that can have as much, if not more, bearing on property tax calculations. Assessors determine the total true and full value of a property using standards and practices set forth by the state. This is the foundation of the property tax system. Assessment officials strive to set fair and equitable values for property owners. If true and full values are fair and equitable, then everyone should be paying their fair and equitable share of the property tax. Taxing entities such as county, city, park, and school boards decide how much money their budgets need to operate for the up-coming year. That is how the actual tax dollar is decided. For example: the combined budget for all taxing entities is \$1,000,000 and the assessor has determined that the total valuation of all taxable property is \$100,000,000. A tax rate is calculated by dividing the amount of needed tax collections by the total valuations.  $1,000,000 / 100,000,000 = 1$  percent tax rate. On a \$100,000 valuation the taxes would equate to be \$1,000. If the assessor doubles all property valuations and the budget amount remains the same, the tax rate is reduced, but the tax amount stays the same.  $1,000,000 / 200,000,000 = 0.5$  percent tax rate. On a now \$200,000 valuation, the taxes would still equal out to \$1,000. The property valuation doubled but the taxes remained the same. If the property value increases but the taxing authority maintains the current tax rate, the taxes will rise. The jurisdictions can receive more money without changing the tax rate because the value increased.  $\$200,000 \times .01 = \$2,000$ . Likewise, if the assessor lowered all valuations by 25% and the budget amount remained the same, the tax rate would increase, and the tax amount would remain the same even though the valuation decreased.  $\$1,000,000 \text{ budget} / 75,000,000 = .0134$  tax rate. A previous value of \$100,000 lowered to \$75,000 would still pay \$1,000 in taxes.  $\$75,000 \times .0134 = \$1,000$ .

## WHAT IF THE VALUATION IS INCORRECT?

If a property owner believes the true and full value of their property is incorrect, they should contact the assessor's office for a review. The property owner should ask:

1. How the assessor values property.
2. How to gather information about their property and comparable properties.
3. How the appeal process works and what the deadlines are.

It is the property owner's responsibility to furnish good information about their property to the assessor. An appraisal of your property is only as good as the known information. A property owner would not want to seek a mortgage on the property without a private appraiser knowing all there is regarding the property. Likewise, a property owner can't expect an assessor to fairly assess their property without knowing all there is regarding the property.

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## CAN A PROPERTY OWNER APPEAL?

An assessment appeal is not for complaints about high property taxes. If, as a property owner, you feel that your property taxes are too high, you will NOT win an appeal. High property taxes are an issue for the entities who determine budgets.

A valuation can be appealed if:

1. Items that are affecting the valuation are incorrect on the property records. For example, there is only one bath, not two; a double stall garage not a triple; or the square footage of property is wrong.
2. Evidence that comparable properties are selling for less than the true and full valuation of your property.
3. The property valuation is accurate, but unfair, because it is higher than the property valuation of similar properties.
4. Property is eligible for an exemption that was not granted by the assessment officials.

If a property owner believes there may be a possible error in their valuation, the first step would be contacting the assessor's office for an informal meeting to discuss the valuation. At this meeting, you can expect to:

1. Review the facts of the property record with the assessment personnel.
2. Determine if the information is correct pertaining to your property.
3. Develop an understanding of how your property is valued.
4. Check that the value is fair when compared to other similar properties in your neighborhood.
5. Determine if any exemptions or credits are available to ease your tax burden.

Information regarding a formal appeal of your valuation can be obtained from your assessor. Remember, you will not win an appeal because you feel that taxes are too high. The appeal is only for determining if your valuation is a fair and equitable representation of the market.

For a formal appeal, a property owner must have documentation showing that the valuation is incorrect. A board of appeals will not decide that your valuation is incorrect unless supporting evidence proves otherwise; they will not take your word on it. The assessment staff will be there with documentation to inform the board of how the valuation was determined. The property owner must be able to prove to the board that there is a problem with the valuation. At an appeal hearing, the burden of proof lies with the appellant; therefore, it is our recommendation to provide the following:

1. Comparable properties in the current market that are currently assessed less than your property.

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2. A recent appraisal of your property which indicates true and full market value, not just what a bank is willing to lend on.
  3. Copies of your property records, and neighboring property records, which show inequities amongst values.
  4. Recent sale information regarding similar properties with documentation to prove the properties are comparable.

An appeal board is only interested in the fairness and accuracy of the value placed on the property. They are not able to lower valuations because the property owner cannot afford to pay the taxes or feels that the property tax is too high. The assessment staff is here to assist the public and educate property owners about the assessment process. Staff is trained to be respectful, calm, polite and helpful. If a property owner returns the same respect, the staff is better able to concentrate and be more helpful in gathering the information needed for an appeal.

## SALES RATIO EXPLAINED

The sales ratio study is conducted annually by the ND State Tax Commissioner's Office to ensure that the local jurisdictions comply with setting appropriate property values. Every sale of property in Cass County is filed with the state indicating the adjusted sales price (house, lot, and special assessment balance) and the true and full value. If the prior year sales percentage is not within the tolerance range, which for 2022 is 90-100% of the true and full value, then Cass County would need to increase the valuations to bring the overall values into compliance. Value adjustments for new construction or exemptions expiring are not considered in these increases.

### DEFINITIONS

- Median Ratio: A measure of central tendency. Median is affected by the number of observations and is not distorted by the size of extreme ratios. The State Board of Equalization, when equalizing residential and commercial property assessments, uses this. Individual ratios of the sales are arranged in order of magnitude, and then the middle ratio in the series is the "Median Ratio".
- Price Related Differential: A measurement of the relationship between the ratios of high-value and low-value properties to determine if the value of property has any influence on the assessment ratio. If the PRD is 1.00, there is no bias in the assessment of high-value properties in comparison to those for low-value properties. If the PRD is

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greater than 1.00, then owners of lower-value properties are paying a greater amount of tax relative to the owner of a high-value property. Conversely, if the PRD is lower than 1.00, the opposite is true.

- Coefficient of Dispersion: The most generally useful measure of variability is the coefficient of dispersion (COD). It measures the average percentage deviation of the ratios from the median ratio or how far from the median point, most of the property falls. The tighter the range the better and more equalized your property valuations are.

## EXEMPTIONS EXPLAINED

There are two types of exemptions allowed under North Dakota Statue. They are discretionary and non-discretionary. To better understand the dollar effect that exemptions have on a political subdivision, it is best to understand the difference between discretionary and non-discretionary exemptions.

### DISCRETIONARY

Discretionary exemptions are those exemptions that a governmental body can chose to grant or not grant. Jurisdictions throughout Cass County currently have the following discretionary exemptions available to property owners:

1. Residential Exemption for New Construction, which offers up to a \$150,000 reduction of the building's value on newly constructed homes for the first two full years after completion of construction. The builder is also afforded a one-year exemption for single-family homes up to \$150,000 on five homes only. This exemption is filed upon purchase of the home for the buyers and by February 1st of each year for the builders.
2. Remodeling Exemption for Improvements to Commercial and Residential Buildings offers an exemption on only the new value added by the project. The exemption can be for 3 or 5 years depending on the scope of the project. The property continues to pay property tax on the existing value. The exemption must be filed for prior to February 1st of the year following the completion of the project. It is an exemption that is granted to both residential and commercial projects.
3. New and Expanding Industry Exemption and the Payment In Lieu of Tax (PILOT) programs offer businesses that are expanding an opportunity to forgo taxes or make a payment in lieu on the project by meeting specific guidelines set forth by the city. This program is used by businesses that have expanded the size of their facility or have built

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a larger facility to expand into. The exemption, depending on the scope of the project, can be for 5 to 10 years. The New & Expanding Industry exemption must be applied for prior to start of construction and the PILOT must be applied for prior to occupancy. The eligibility for continuance is reviewed annually by the City Commission.

4. Renaissance Zones were created by some jurisdictions to help in the restoration of core areas of their cities. This is the only exemption that collaborates with the State of North Dakota allowing for income tax exemptions as well as five years of property tax exemptions. It applies to both residential and commercial property projects and must be applied for and granted by both the city and the state prior to start of construction.
5. Tax Increment Financing Districts are set up to help in the development of blighted areas. The existing tax base is frozen, and the tax dollars generated by new growth in the TIF is applied to special assessments.
6. Disability Exemptions and Credits are available for low-income senior citizens and disabled persons through a variety of exemptions. According to statute, these exemptions reduce the amount of tax paid by service-connected disabled veterans, low income seniors /disabled persons, the blind, or wheelchair property owners. The exemptions and credits range from \$100,000 to \$160,000 of the structure's value. Most applicants must apply annually for the credits. The State of ND refunds jurisdictions for the tax payments lost to credits.

### NON-DISCRETIONARY

Non-discretionary exemptions are those properties that are given exemptions by the North Dakota statute. Local governmental agencies have no control over whether these exemptions are granted or not. Listed below are property ownership types that are entitled to non-discretionary exemptions:

1. Government Owned Properties such as those owned by cities, schools, park districts, and state or federal government. Buildings like County Court House, the High School, or the Post Office are never added to the tax rolls. These types of property do not even have an application process but are simply granted an exemption due to ownership.
2. Religious Organization's Properties that are used exclusively for religious purposes like churches, parsonages, parking lots, or cemeteries are exempt from taxation. If a religious organization were to hold a vacant lot among their assets not used in conjunction with the church, that lot is taxable. Along the same lines, if a church owned the apartment building next door for future expansion, the apartment building is taxable. Religious organizations file an annual application for the exemption.
3. Charitable Property that is owned by for non-profit entities is eligible for exemptions. Some examples are Sheyenne Crossing's nursing home facility and the home for unwed

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mothers. Lodges such as the VFW are exempt on portions of their building used exclusively by the organization and not open to the public. These types of organizations apply annually for their exemption.

4. Group Homes used to care for dependent individuals also are granted non-discretionary exemptions through an annual application process.
5. Farmers are given an exemption on their buildings used for agricultural purposes and on their homes.

### EFFECT OF THE EXEMPTIONS

1. Exemptions reduce the tax base for all political subdivisions in which the property is located. A reduced tax base means reduced tax revenues collected by political subdivisions. When a jurisdiction grants an exemption, the loss of revenue is felt mainly by the school district which receives the largest share of the tax dollar.
2. An exemption affects the county, city, water districts, state, and park districts. Therefore, it is the jurisdictions responsibility to act wisely and prudently when granting exemptions. Jurisdictions must look for future revenue and other benefits received from those granted exemptions to see if they outweigh the tax dollars lost.
3. Property exempt by local discretion or charitable status may be included in optional levy calculations, thereby allowing collection of revenue by raising the tax rate on taxable property. (NDCC § 57-15-01.1) This results in a higher mill rate and higher taxes on taxable property while no taxes are levied on exempt property.



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# COUNTY BOARD OF EQUALIZATION STATUTES

## CHAPTER 57-12

### COUNTY BOARD OF EQUALIZATION

#### Section

- 57-12-01. Membership of Board – Meeting – Spot Checks**
- 57-12-02. Unorganized Territory**
- 57-12-03. Duties of Auditor**
- 57-12-04. Duties of Board**
- 57-12-05. Requirements**
- 57-12-06. Limitations on increase**
- 57-12-08. Auditor Correction Abstracts**

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*57-12-01. Membership of board - Meeting - Required attendance of certain officials.*

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The board of county commissioners shall meet within the first ten days of June of each year and shall constitute a board of equalization of the assessments made within the county. The chairman of the board shall preside. The county board of equalization shall conduct a continuous day-to-day meeting, not to include Saturdays, Sundays, or legal holidays, until it has completed all duties prescribed by this chapter. The first order of business must be the equalization of assessments of property assessed by city boards of equalization. The second order of business must be the equalization of assessments of property assessed by township boards of equalization. The chairman of each city board of equalization, or the chairman's appointed representative, and each city assessor must be present at such meeting during the first order of business. The chairman of each township board of equalization, or the chairman's appointed representative, and each township assessor must be present at such meeting during the second order of business. Each person required by this section to attend the meeting of the county board of equalization must be compensated at a rate not to exceed ten dollars per day for each day actually and necessarily spent in attendance at such meeting plus the same mileage and expenses as are authorized for subdivision employees and officials. Such per diem and expenses must be paid by the city or township in the same manner as other city or township expenses are paid.

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*57-12-01.1. Spot checks of real property.*

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Prior to the annual meeting of the county board of equalization, the board of county commissioners of each county within this state shall provide for spot checks upon property within each county to properly verify the accuracy of the real property listings and valuations. The spot checks must be reviewed by the county boards of equalization at their annual meeting in June and such boards shall make the necessary corrections in the property assessment listings and valuations. Such changes in the assessments must be made in accordance with the provisions of this chapter. In case any person whose duty it is to list property with the assessor refuses to list such property or intentionally omits a portion of such property in the person's listing as indicated by the spot check, the county boards of equalization, as a penalty for such refusal or omission, may make an added assessment on such property of twenty-five percent in excess of its true valuation. The board of county commissioners may select such persons or agencies as may be necessary to carry out the provisions of this section and provide for their compensation.

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*57-12-02. Duties of board as to assessments in unorganized territory.*

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The members of the board of county commissioners also shall meet as a board of equalization as respects all assessments made in assessment districts not embraced in a city or organized township, and shall perform the duties prescribed for a township board of equalization as respects unorganized territory, and such board must be regarded as the local board of equalization for such territory.

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*57-12-03. Duties of county auditor.*

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The county auditor shall act as clerk of the county board of equalization and shall keep an accurate journal or record of the proceedings and orders of said board, showing the facts and evidence upon which, its action is based. Such record must be published as other proceedings of the board of county commissioners are published, and a copy of such published proceedings must be transmitted to the state tax commissioner with the abstract of assessment required by law.

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*57-12-04. Duties of board.*

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At its meeting, the county board of equalization shall examine and compare the assessments returned by the assessors of all the districts within the county and shall proceed to equalize the same throughout the county between the several assessment districts.



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*57-12-05. Requirements to be followed in equalization of individual assessments.*

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The county board of equalization, when equalizing individual assessments, shall observe the following rules:

1. The valuation of each tract or lot of real property which is returned below its true and full value must be raised to the sum believed by such board to be the true and full value thereof.
2. The valuation of each tract or lot of real property which, in the opinion of the board, is returned above its true and full value must be reduced to such sum as is believed to be the true and full value thereof.

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*57-12-06. County board of equalization - Equalizing between assessment districts and between properties - Limitation on increase - Notice.*

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1. The rules prescribed in section 57-12-05 apply when the board of county commissioners is equalizing assessments between the several assessment and taxing districts in the county provided that in such case, except as otherwise provided in subsection 2, the board may raise or lower the valuation of classes of property only so as to equalize the assessments as between districts. If the board orders an increase under this subsection, the board must comply with any requirement for notice of an assessment increase under section 57-02-53.
2. Notwithstanding any other provision of this section:
  - a. The county board of equalization after notice to the local board of equalization may reduce the assessment on any separate piece or parcel of real estate even though such property was assessed in a city or township having a local board of equalization. The county board of equalization may not reduce any such assessment unless the owner of the property or the person to whom it was assessed first appeals to the county board of equalization, either by appearing personally or by a representative before the board or by mail or other communication to the board, in which the owner's reasons for asking for the reduction are made known to the board. The proceedings of the board shall show the manner in which the appeal was made known to the board and the reasons for granting any reduction in any such assessment.
  - b. The county board of equalization after notice to the local board of equalization may increase the assessment on any separate piece or parcel of real property even though such property was assessed in a city or township having a local board of equalization. The county board of equalization may not increase the valuation returned by the assessor or the local board of equalization to an amount that results in a cumulative increase of more than fifteen percent from

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the amount of the previous year's assessment without giving the owner or the owner's agent notice by mail to the owner of the property that such person may appear before the board on the date designated in the notice, which date must be at least five days after the mailing of the notice. The county auditor as clerk of the board shall send such notice to the person or persons concerned. If the board orders an increase under this subdivision, the board must comply with any requirement for notice of an assessment increase under section 57-02-53.

- c. If the county board of equalization during the course of its equalization sessions determines that any property of any person has been listed and assessed in the wrong classification, it shall direct the county auditor to correct the listing so as to include such assessment in the correct classification.
3. The owner of any separate piece or parcel of real estate that has been assessed may appeal the assessment thereon to the state board of equalization as provided in section 57-13-04; provided, however, that such owner has first appealed the assessment to the local equalization board of the taxing district in which the property was assessed and to the county board of equalization of the county in which the property was assessed. Notwithstanding this requirement, an owner of property which has been subjected to a new assessment authorized under section 57-14-08 may appeal the new assessment to the state board of equalization in the manner provided for in section 57-14-08.

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*57-12-07. Township and municipal officers to advise with board.*

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Repealed by S.L. 1963, ch. 381, § 2.

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*57-12-08. Auditor to correct list and send abstract to state tax commissioner.*

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The county auditor shall calculate the changes in the assessment lists determined by the county board of equalization and shall make corrections accordingly. After making such corrections, the county auditor shall make duplicate abstracts of the real property lists, one copy of which must be filed in the office of the county auditor and one copy of which must be forwarded to the state tax commissioner on or before the last day of June following each county equalization.

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*57-12-09. Notice of increased assessment to real estate owner.*

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Repealed by S.L. 2015, ch. 437, § 6.

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# ASSESSMENT OFFICE PERSONNEL

Jenni Krieg _____	Principal Clerk/Appraisal Tech
Greg Landa _____	Property Appraiser II
Nolan Meidinger _____	Property Appraiser II
Jaret Thompson _____	Property Appraiser II
Paul Fracassi _____	Director of Equalization

Our staff is committed to maintaining, understanding, and implementing nationally accepted mass appraisal practice throughout Cass County. We follow the guidance of the North Dakota Tax Commissioner’s Office as well as the North Dakota Century Code. Our goal is to create transparency and uniformity through fair and equitable assessments, which in turn will provide a just tax base to our citizens.



Addenda A  
Equalization of Cities

### District Assessment Totals

SELECTION: Tax Year: 2022; Tax Types: REAL; Jurisdiction: blank to zzzzz; School District: ALL; Fire District: ALL; Water District: ALL; Park District: ALL; Urban or Rural: U; Totals By: Jurisdiction

Jurisdiction			Farm	Business Lot	Business Bldg	Residential Lot	Residential Bldg	Total	Assessed	Homestead Credit	Veterans Credit	Net Taxable	Acres
01	LOCALLY ASSESSED	True and Full	2,929,800	1,700,954,321	5,748,946,600	1,622,488,744	5,852,459,625	14,927,779,090	7,463,889,545				
	LOCALLY ASSESSED	Taxable	146,490	85,047,716	287,447,332	73,011,993	263,367,834	709,021,365		2,446,407	3,459,583	703,115,375	
	Railroads	Taxable	0	487,027	0	0	0	487,027		0	0	487,027	
	Pipelines	Taxable	0	71,755	0	0	0	71,755		0	0	71,755	
	Power Companies	Taxable	0	6,254,995	0	0	0	6,254,995		0	0	6,254,995	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
	Fargo City	Total Taxable		146,490	91,861,493	287,447,332	73,011,993	263,367,834	715,835,142		2,446,407	3,459,583	709,929,152
02	LOCALLY ASSESSED	True and Full	319,700	409,077,000	988,007,500	703,663,900	2,847,650,800	4,948,718,900	2,474,359,450				
	LOCALLY ASSESSED	Taxable	15,985	20,453,850	49,400,375	31,664,876	128,147,323	229,682,408		560,943	1,567,728	227,553,737	
	Railroads	Taxable	0	203,730	0	0	0	203,730		0	0	203,730	
	Pipelines	Taxable	0	720,684	0	0	0	720,684		0	0	720,684	
	Power Companies	Taxable	0	1,021,121	0	0	0	1,021,121		0	0	1,021,121	
	West Fargo City	Total Taxable		15,985	22,399,385	49,400,375	31,664,876	128,147,323	231,627,943		560,943	1,567,728	229,499,272
03	LOCALLY ASSESSED	True and Full	99,100	6,887,200	43,932,600	30,905,700	172,390,700	254,215,300	127,107,650				
	LOCALLY ASSESSED	Taxable	4,955	344,360	2,196,630	1,390,757	7,757,789	11,694,490		82,739	78,725	11,533,026	
	Railroads	Taxable	0	132,553	-1	0	0	132,552		0	0	132,552	
	Pipelines	Taxable	0	100	0	0	0	100		0	0	100	
	Power Companies	Taxable	0	305,090	0	0	0	305,090		0	0	305,090	
	Casselton City	Total Taxable		4,955	782,103	2,196,629	1,390,757	7,757,789	12,132,232		82,739	78,725	11,970,768
04	LOCALLY ASSESSED	True and Full	622,400	3,059,800	13,256,700	16,601,300	66,920,000	100,460,200	50,230,100				
	LOCALLY ASSESSED	Taxable	31,120	152,990	662,835	747,059	3,011,488	4,605,491		9,000	35,640	4,560,851	
	Railroads	Taxable	0	8,703	0	0	0	8,703		0	0	8,703	
	Power Companies	Taxable	0	37,256	0	0	0	37,256		0	0	37,256	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
	Kindred City	Total Taxable		31,120	198,949	662,835	747,059	3,011,488	4,651,450		9,000	35,640	4,606,810
05	LOCALLY ASSESSED	True and Full	439,000	331,300	3,525,400	555,900	6,442,100	11,293,700	5,646,850				
	LOCALLY ASSESSED	Taxable	21,950	16,565	176,270	25,016	289,927	529,727		10,103	7,052	512,572	
	Railroads	Taxable	0	6,219	0	0	0	6,219		0	0	6,219	
	Power Companies	Taxable	0	16,303	0	0	0	16,303		0	0	16,303	
	Page City	Total Taxable		21,950	39,087	176,270	25,016	289,927	552,249		10,103	7,052	535,094
06	LOCALLY ASSESSED	True and Full	556,700	143,200	439,900	350,600	1,478,600	2,969,000	1,484,500				
	LOCALLY ASSESSED	Taxable	27,835	7,160	21,995	15,777	66,549	139,316		4,285	3,033	131,998	
	Power Companies	Taxable	0	4,878	0	0	0	4,878		0	0	4,878	
	Alice City	Total Taxable		27,835	12,038	21,995	15,777	66,549	144,194		4,285	3,033	136,876
07	LOCALLY ASSESSED	True and Full	858,600	618,500	9,516,100	1,069,200	4,981,900	17,044,300	8,522,150				
	LOCALLY ASSESSED	Taxable	42,930	30,925	475,805	48,114	224,204	821,978		0	5,823	816,155	

**Note about assessed values:**

Prior to year 2018, the values include all statement revisions. For 2018 and later, the report shows values as of the time the original statements (revision 0) were printed, omitting ALL statement revisions..

### District Assessment Totals

SELECTION: Tax Year: 2022; Tax Types: REAL; Jurisdiction: blank to zzzzz; School District: ALL; Fire District: ALL; Water District: ALL; Park District: ALL; Urban or Rural: U; Totals By: Jurisdiction

Jurisdiction			Farm	Business Lot	Business Bldg	Residential Lot	Residential Bldg	Total	Assessed	Homestead Credit	Veterans Credit	Net Taxable	Acres
	Railroads	Taxable	0	4,826	0	0	0	4,826		0	0	4,826	
	Power Companies	Taxable	0	4,035	0	0	0	4,035		0	0	4,035	
Amenia City		Total Taxable	42,930	39,786	475,805	48,114	224,204	830,839		0	5,823	825,016	
08	LOCALLY ASSESSED	True and Full	966,400	498,000	6,444,200	1,803,000	19,188,000	28,899,600	14,449,800				
	LOCALLY ASSESSED	Taxable	48,320	24,900	322,210	81,135	863,496	1,340,061		4,257	13,770	1,322,034	
	Railroads	Taxable	0	0	0	0	0	0		0	0	0	
Arthur City		Total Taxable	48,320	24,900	322,210	81,135	863,496	1,340,061		4,257	13,770	1,322,034	
09	LOCALLY ASSESSED	True and Full	2,625,400	152,100	374,000	8,965,800	35,858,300	47,975,600	23,987,800				
	LOCALLY ASSESSED	Taxable	131,270	7,605	18,700	403,461	1,613,655	2,174,691		3,753	30,789	2,140,149	
	Railroads	Taxable	0	57,048	0	0	0	57,048		0	0	57,048	
	Pipelines	Taxable	0	692	0	0	0	692		0	0	692	
Argusville City		Total Taxable	131,270	65,345	18,700	403,461	1,613,655	2,232,431		3,753	30,789	2,197,889	
10	LOCALLY ASSESSED	True and Full	0	116,900	5,593,100	63,100	547,400	6,320,500	3,160,250				
	LOCALLY ASSESSED	Taxable	0	5,845	279,655	2,840	24,637	312,976		0	0	312,976	
	Railroads	Taxable	0	12,770	0	0	0	12,770		0	0	12,770	
	Power Companies	Taxable	0	0	0	0	0	0		0	0	0	
Avr City		Total Taxable	0	18,615	279,655	2,840	24,637	325,746		0	0	325,746	
11	LOCALLY ASSESSED	True and Full	142,600	217,200	2,122,600	1,692,200	11,313,200	15,487,800	7,743,900				
	LOCALLY ASSESSED	Taxable	7,130	10,860	106,130	76,149	509,128	709,397		11,412	17,359	680,626	
	Railroads	Taxable	0	321,377	0	0	0	321,377		0	0	321,377	
	Pipelines	Taxable	0	1,419	0	0	0	1,419		0	0	1,419	
	Power Companies	Taxable	0	20,622	0	0	0	20,622		0	0	20,622	
Buffalo City		Total Taxable	7,130	354,278	106,130	76,149	509,128	1,052,815		11,412	17,359	1,024,044	
12	LOCALLY ASSESSED	True and Full	46,500	265,600	1,173,300	1,671,100	15,821,900	18,978,400	9,489,200				
	LOCALLY ASSESSED	Taxable	2,325	13,280	58,665	75,200	712,026	861,495		0	4,903	856,592	
	Railroads	Taxable	0	19,576	0	0	0	19,576		0	0	19,576	
	Power Companies	Taxable	0	9,628	0	0	0	9,628		0	0	9,628	
Davenport City		Total Taxable	2,325	42,484	58,665	75,200	712,026	890,699		0	4,903	885,796	
13	LOCALLY ASSESSED	True and Full	186,200	86,700	1,371,500	460,100	4,189,800	6,294,300	3,147,150				
	LOCALLY ASSESSED	Taxable	9,310	4,335	68,575	20,705	188,550	291,474		490	24	290,960	
	Railroads	Taxable	0	31,368	0	0	0	31,368		0	0	31,368	
Gardner City		Total Taxable	9,310	35,703	68,575	20,705	188,550	322,842		490	24	322,328	
14	LOCALLY ASSESSED	True and Full	0	387,300	4,960,600	496,100	7,076,700	12,920,700	6,460,350				
	LOCALLY ASSESSED	Taxable	0	19,365	248,030	22,325	318,472	608,191		4,469	5,670	598,052	
	Railroads	Taxable	0	14,854	0	0	0	14,854		0	0	14,854	
Grandin City		Total Taxable	0	34,219	248,030	22,325	318,472	623,045		4,469	5,670	612,906	

**Note about assessed values:**

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### District Assessment Totals

SELECTION: Tax Year: 2022; Tax Types: REAL; Jurisdiction: blank to zzzzz; School District: ALL; Fire District: ALL; Water District: ALL; Park District: ALL; Urban or Rural: U; Totals By: Jurisdiction

Jurisdiction			Farm	Business Lot	Business Bldg	Residential Lot	Residential Bldg	Total	Assessed	Homestead Credit	Veterans Credit	Net Taxable	Acres
15	LOCALLY ASSESSED	True and Full	5,070,700	30,675,200	25,488,100	124,111,700	398,161,600	583,507,300	291,753,650				
	LOCALLY ASSESSED	Taxable	253,535	1,533,760	1,274,405	5,585,027	17,917,772	26,564,498		41,625	220,350	26,302,523	
	Railroads	Taxable	0	2,870	0	0	0	2,870		0	0	2,870	
	Power Companies	Taxable	0	52,791	0	0	0	52,791		0	0	52,791	
	Horace City	Total Taxable	253,535	1,589,421	1,274,405	5,585,027	17,917,772	26,620,159		41,625	220,350	26,358,184	
16	LOCALLY ASSESSED	True and Full	793,400	446,800	6,226,600	1,363,500	18,437,600	27,267,900	13,633,950				
	LOCALLY ASSESSED	Taxable	39,670	22,340	311,330	61,358	829,741	1,264,438		3,212	21,079	1,240,147	
	Railroads	Taxable	0	0	0	0	0	0		0	0	0	
	Hunter City	Total Taxable	39,670	22,340	311,330	61,358	829,741	1,264,438		3,212	21,079	1,240,147	
17	LOCALLY ASSESSED	True and Full	126,600	421,200	1,734,300	1,916,100	13,359,700	17,557,900	8,778,950				
	LOCALLY ASSESSED	Taxable	6,330	21,060	86,715	86,225	601,229	801,558		11,997	15,228	774,333	
	Railroads	Taxable	0	4,777	0	0	0	4,777		0	0	4,777	
	Power Companies	Taxable	0	0	0	0	0	0		0	0	0	
	Leonard City	Total Taxable	6,330	25,837	86,715	86,225	601,229	806,335		11,997	15,228	779,110	
18	LOCALLY ASSESSED	True and Full	1,913,700	4,165,300	13,260,800	31,712,300	111,007,800	162,059,900	81,029,950				
	LOCALLY ASSESSED	Taxable	95,685	208,265	663,040	1,427,054	4,995,510	7,389,553		22,919	77,490	7,289,144	
	Railroads	Taxable	0	120,796	0	0	0	120,796		0	0	120,796	
	Power Companies	Taxable	0	83,538	0	0	0	83,538		0	0	83,538	
	Mapleton City	Total Taxable	95,685	412,599	663,040	1,427,054	4,995,510	7,593,887		22,919	77,490	7,493,478	
19	LOCALLY ASSESSED	True and Full	444,400	564,300	3,283,900	1,674,800	16,161,400	22,128,800	11,064,400				
	LOCALLY ASSESSED	Taxable	22,220	28,215	164,195	75,366	727,309	1,017,305		12,390	13,640	991,275	
	Railroads	Taxable	0	56,073	0	0	0	56,073		0	0	56,073	
	Pipelines	Taxable	0	2,847	0	0	0	2,847		0	0	2,847	
	Power Companies	Taxable	0	11,264	0	0	0	11,264		0	0	11,264	
	Tower City	Total Taxable	22,220	98,399	164,195	75,366	727,309	1,087,489		12,390	13,640	1,061,459	
71	LOCALLY ASSESSED	True and Full	0	15,900	225,200	7,200	118,900	367,200	183,600				
	LOCALLY ASSESSED	Taxable	0	795	11,260	324	5,352	17,731		0	0	17,731	
	Enderlin City	Total Taxable	0	795	11,260	324	5,352	17,731		0	0	17,731	
72	LOCALLY ASSESSED	True and Full	0	0	0	1,343,000	10,476,800	11,819,800	5,909,900				
	LOCALLY ASSESSED	Taxable	0	0	0	60,435	471,460	531,895		0	0	531,895	
	Power Companies	Taxable	0	1,098	0	0	0	1,098		0	0	1,098	
	Brianwood City	Total Taxable	0	1,098	0	60,435	471,460	532,993		0	0	532,993	
73	LOCALLY ASSESSED	True and Full	0	1,270,100	2,089,800	6,356,100	20,469,100	30,185,100	15,092,550				
	LOCALLY ASSESSED	Taxable	0	63,505	104,490	286,025	921,126	1,375,145		9,000	8,100	1,358,045	
	Power Companies	Taxable	0	3,035	0	0	0	3,035		0	0	3,035	
	Frontier City	Total Taxable	0	66,540	104,490	286,025	921,126	1,378,180		9,000	8,100	1,361,080	

**Note about assessed values:**

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### District Assessment Totals

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Jurisdiction			Farm	Business Lot	Business Bldg	Residential Lot	Residential Bldg	Total	Assessed	Homestead Credit	Veterans Credit	Net Taxable	Acres	
74	LOCALLY ASSESSED	True and Full	0	0	0	1,273,600	5,368,700	6,642,300	3,321,150					
	LOCALLY ASSESSED	Taxable	0	0	0	57,312	241,597	298,909		0	0	298,909		
	Power Companies	Taxable	0	0	0	0	0	0		0	0	0		
		Total Taxable		0	0	0	57,312	241,597	298,909		0	0	298,909	
North River City														
75	LOCALLY ASSESSED	True and Full	347,000	1,120,100	5,332,500	10,551,900	68,056,500	85,408,000	42,704,000					
	LOCALLY ASSESSED	Taxable	17,350	56,005	266,625	474,836	3,062,619	3,877,434		14,129	64,739	3,798,566		
	Railroads	Taxable	0	47,619	-1	0	0	47,618		0	0	47,618		
		Total Taxable		17,350	103,624	266,624	474,836	3,062,619	3,925,052		14,129	64,739	3,846,184	
Harwood City														
76	LOCALLY ASSESSED	True and Full	363,400	395,900	0	23,236,800	98,267,000	122,263,100	61,131,550					
	LOCALLY ASSESSED	Taxable	18,170	19,795	0	1,045,656	4,422,080	5,505,701		563	37,260	5,467,878		
	Power Companies	Taxable	0	12,914	0	0	0	12,914		0	0	12,914		
		Total Taxable		18,170	32,709	0	1,045,656	4,422,080	5,518,615		563	37,260	5,480,792	
Reiles Acres City														
77	LOCALLY ASSESSED	True and Full	0	0	0	1,523,100	5,244,100	6,767,200	3,383,600					
	LOCALLY ASSESSED	Taxable	0	0	0	68,540	235,991	304,530		0	8,100	296,430		
	Power Companies	Taxable	0	1,421	0	0	0	1,421		0	0	1,421		
		Total Taxable		0	1,421	0	68,540	235,991	305,951		0	8,100	297,851	
Prairie Rose City														
78	LOCALLY ASSESSED	True and Full	333,000	703,600	3,949,500	14,200,500	91,185,400	110,372,000	55,186,000					
	LOCALLY ASSESSED	Taxable	16,650	35,180	197,475	639,023	4,103,388	4,991,715		0	17,820	4,973,895		
		Total Taxable		16,650	35,180	197,475	639,023	4,103,388	4,991,715		0	17,820	4,973,895	
Oxbow City														
ALL	LOCALLY ASSESSED	True and Full	19,184,600	2,162,573,521	6,891,254,800	2,610,057,344	9,902,633,625	21,585,703,890	10,792,851,945					
	LOCALLY ASSESSED	Taxable	959,230	108,128,676	344,562,742	117,452,580	445,630,244	1,016,733,472		3,253,693	5,713,905	1,007,765,874		
	Railroads	Taxable	0	1,532,185	-1	0	0	1,532,184		0	0	1,532,184		
	Pipelines	Taxable	0	797,497	0	0	0	797,497		0	0	797,497		
	Power Companies	Taxable	0	7,839,989	0	0	0	7,839,989		0	0	7,839,989		
	Telephone	Taxable	0	0	0	0	0	0		0	0	0		
		Total Taxable		959,230	118,298,347	344,562,741	117,452,580	445,630,244	1,026,903,142		3,253,693	5,713,905	1,017,935,544	

\*\*\* END OF REPORT \*\*\*

**Note about assessed values:**

Prior to year 2018, the values include all statement revisions. For 2018 and later, the report shows values as of the time the original statements (revision 0) were printed, omitting ALL statement revisions..



## Addenda B

### City of Fargo Appeals

1. Amazon
2. Four Points by Sheraton
3. Jeffrey Eisert

# City of Fargo Supporting Information Amazon Appeal

**Appeal of Assessment for Year: 2022****Name of Applicant:** James Poliyanskiy, Amazon**Current Assessed Value** \$ 123,627,000**Applicant's Requested Value** Unspecified**General Property Information**

Property Type Warehouse

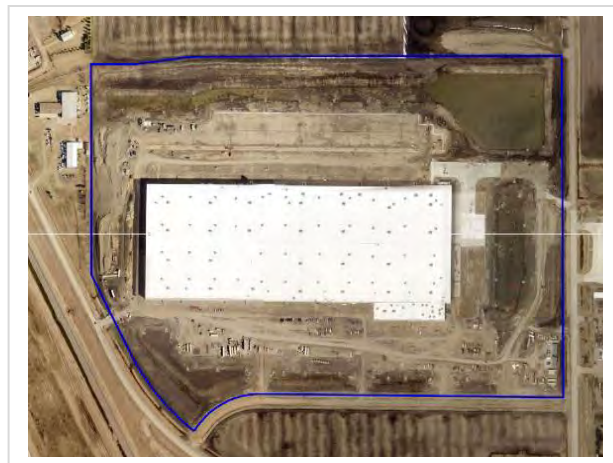
Total Floor Area (SF) 1,079,631

Gross Building Area (SF) 1,570,119

Land Size (Acres) 107.46 ac (+/-)

Declared Construction Cost\* (w/land) \$ 147.1M – 155.2M

Sale Price (12/10/2021)\*\* \$ 202,147,000

*\*\*Property included in declared construction cost and sale price are not fully known. Specifically items related to equipment, intangible value, and civil costs.***Summary**

Mr. Poliyanskiy of Amazon contacted our office on April 18<sup>th</sup>, 2022 to request a review of the 2022 true and full value. We provided him information on the valuation methodology, based on the cost approach. The valuation uses Marshall Valuation Service as a guide. A multiplier is used to adjust costs upward or downward to account for the local market and time. The valuation was set based on descriptions in Marshall Valuation Service. The multiplier used is the same as used for other newly constructed industrials.

Mr. Poliyanskiy provided a re-worked cost approach using a similar methodology. His preliminary suggested valuation is \$96,852,564. He selected a lower quality of construction, different HVAC adjustments, and different fire suppression adjustments. He also suggested removing the upper mezzanine level (239,990 sf) and freight elevators (vertical reciprocating conveyors) from the real estate tax roll as he views them as personal property. He also suggested a lower land value based on his research.

Our office requested information relating to the recent construction costs, the sale of the property in December of 2021, the lease in place, and the mortgage on file. The appellant has not yet been able to provide any of the requested documentation.

Staff reviewed the property on-site on April 28, 2022. Our findings tend to blend with Mr. Poliyanskiy's recommendations and our original listing of the property. At this time, we feel that both mezzanine levels are real estate, and should be valued and taxed as such. We feel this way because they are affixed to the structure in a way that makes their removal economically prohibitive. Both levels of mezzanine have electrical, fire suppression, and lighting affixed. However, we are not convinced that the vertical reciprocating conveyors are indeed real estate and have chosen to remove them from the assessment roll.

We reviewed the quality of the structure as outlined in Marshall Valuation Service. We determined that the quality could be reasonably classified between two levels: average and good. This is based directly on the descriptions outlined in the manual. We also made corrections to the HVAC system, as the entire structure is serviced by "package units", not space heaters and ventilation as we previously listed.

We are confident that the assessed land value is fair and equitable at \$1.75 per square foot. The raw land itself was acquired for \$0.77 per square foot before any civil and site work was completed.

After adjustments to the property record, the revised assessed value for the parcel is \$119,401,800

**Recommended Action:** Adjust the true and full value to \$119,401,800 for the 2022 tax year.

# Appellant Supporting Information Amazon Appeal

## Assessment Documentation

Cass County  
Fargo City Board of Equalization Reconvene

***Subject Property***

*PREYLOCK FARGO LLC  
FAR1 Amazon  
3737 44th Avenue North  
Fargo, ND 58102*

Hearing Date: Tuesday, May 3, 2022  
Time: 7:30 AM

Amazon  
PO Box 80416  
Seattle, WA 98108-0416

Presented by:  
James Poliyanskiy  
Real Estate Tax Manager, Amazon.com  
206-266-8245  
[jampol@amazon.com](mailto:jampol@amazon.com)

## Summary of Salient Facts

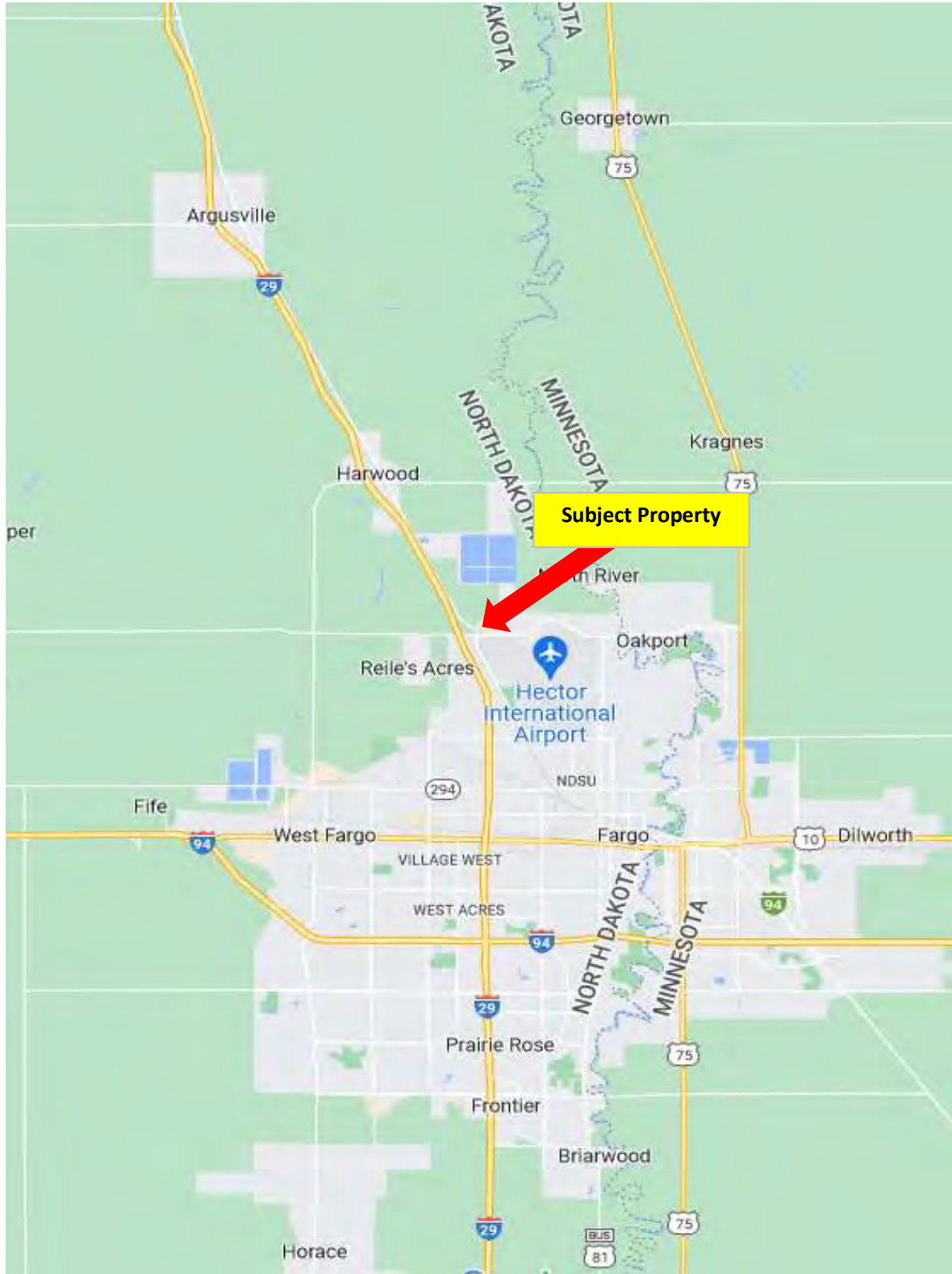
<b>County</b>	Cass			
<b>Taxes Payable Year</b>	2022			
<b>Property Owner</b>	PREYLOCK FARGO LLC			
<b>Property Name</b>	FAR1 Amazon			
<b>Address</b>	3737 44th Avenue North			
<b>City</b>	Fargo			
<b>State</b>	ND			
<b>Zip Code</b>	58102			
<b>Property Type</b>	Mega Warehouse			
<b>Number of Buildings</b>	1			
<b>Building Area</b>	1,080,206	Mezzanine	250,498	Total 1,330,704
<b>Year Built (SF)</b>	2020			
<b>Site Area (SF)</b>	4,680,903	107.46 Acres		
<b>Parcel Number(s)</b>	01-8760-00100-000			
<b>Jurisdiction</b>	Fargo City Board of Equalization Reconvene			
<b>Reference Number</b>	3737 44 AVE N – Amazon			
<b>Date</b>	5/3/2022			
<b>Time</b>	7:30 AM			

Taxes Payable Year	2022							
Parcel(s)	Land Size	Building Size	Land	\$/SF	Building	\$/SF	Total	\$/SF
01-8760-00100-000	4,680,903	1,080,206	\$8,192,000	\$1.75	\$115,331,000	\$106.77	\$123,523,000	\$114
<b>Total</b>	<b>4,680,903</b>	<b>1,080,206</b>	<b>\$8,192,000</b>	<b>\$1.75</b>	<b>\$115,331,000</b>	<b>\$106.77</b>	<b>\$123,523,000</b>	<b>\$114</b>

## Market Value Indication

	Land	\$/SF	Building	\$/SF	Total	\$/SF
Cost Approach (Marshall & Swift):	\$8,192,000	\$1.75	\$87,940,154	\$81.41	\$96,132,154	\$88.99
<b>Indication of Fair Market Value</b>	<b>\$8,192,000</b>	<b>\$1.75</b>	<b>\$87,940,154</b>	<b>\$81.41</b>	<b>\$96,132,154</b>	<b>\$88.99</b>

# Regional Map



# Aerial Map





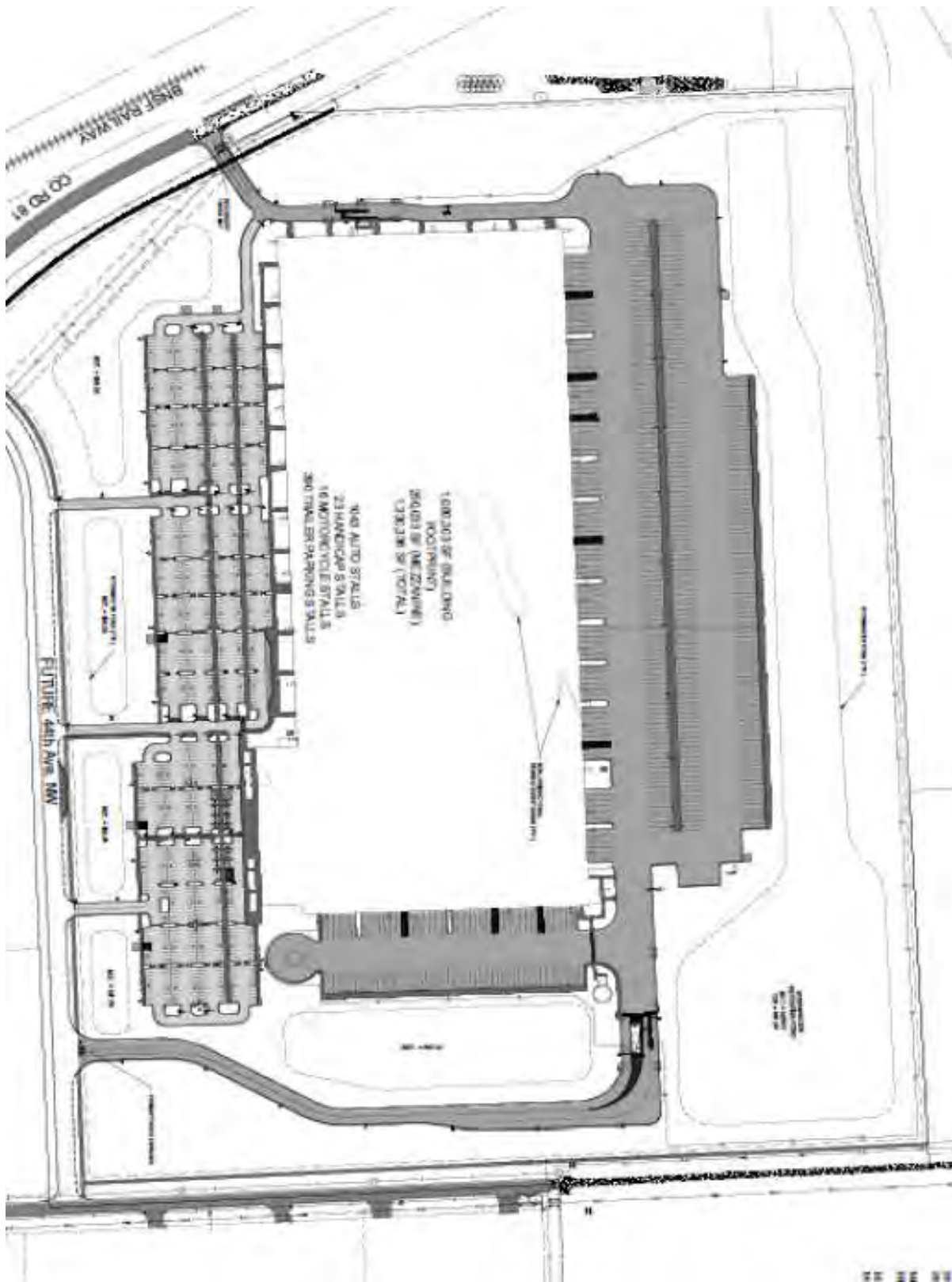
# Subject Property Photo 1



## Subject Property Photo 2



# Building Sketch



**FAR1 Amazon**  
**3737 44th Avenue North**  
**Fargo, ND 58102**  
**Marshall and Swift Cost Estimation**  
**Building Cost Analysis**  
**Parcel: 01-8760-00100-000**

**INDUSTRIAL BUILD UP COSTS**

	MEGA (STORAGE/DISTRIBUTION) WAREHOUSES (584)	
Building Base Value	Cost	
Base Rate - C Construction Class, Average Quality, Concrete Tilt Up		39.50
Mezzanine Area		
No. of Stories Adjustment	1.00	
Height Adjustment 40'	1.65	
Perimeter Adjustment	0.840	
Total Index Multiplier		1.39
M&S Current Multiplier	1.18	
M&S Local Multiplier	1.01	
M&S Current & Local Multiplier		1.19
Adjusted Base Rate		65.25
Building Area		1,080,206
<b>Base Building Cost</b>		<b>70,480,714</b>

Other Charges Item	Size/Units	Rate	Reg/Local Mult	Cost
Mezzanine Area	250,498	22.75	1.19	6,791,865
Cooling	1,080,206	5.09	1.19	6,552,813
Sprinklers: Wet	1,330,704	1.59	1.19	2,521,634
Total Other Charges				15,866,311
<b>Replacement Cost Subtotal</b>				<b>86,347,025</b>

Depreciation and Adjustments					
Type	Life	Age	Percent	Amount	Cost
Depreciated Replacement Cost New	45	1	2.22%	1,918,823	84,428,202

Extra Features							
Type	Age	Size/Units	Rate	Qual Adj	Reg/Local Mult	Depr	Cost
Dock Height Floors (50% Bldg)	1	539,815	2.00	1.0000	1.19	6.7%	1,200,923
Concrete Paving	1	29,814	4.00	1.0000	1.19	6.7%	132,654
Concrete Paving	1	383,006	4.00	1.0000	1.19	6.7%	1,704,142
Concrete Paving	1	845,961	4.00	1.0000	1.19	6.7%	3,764,008
Hydrogen Fuel Tank - 18,000 Gal	1	18,000	2.00	1.0000	1.19	6.7%	40,044
Canopy (Smoker's)	1	1,713	25.00	1.0000	1.19	6.7%	47,636
Water Storage Tank 250,000 Gal	1	250,000	0.83	1.0000	1.19	6.7%	230,812
Pump Room	1	602	38.00	1.0000	1.19	6.7%	25,446
Load Levelers	1	103	4000.00	1.0000	1.19	6.7%	458,287
<b>Total Extra Features Cost</b>							<b>7,603,952</b>

Improvement Value - Replacement Cost New	92,032,154
<b>Total Improvement Value</b>	<b>92,032,154</b>

Land Valuation						
Land Type	Size (SF)	\$/SF	Size (Ac)	\$/Ac	Adjustment	Land Value
Commercial	4,680,903	0.88	107.459	38,154	1.00	4,100,000
<b>Total Land Value</b>						<b>4,100,000</b>

<b>Total Property Value</b>	<b>96,132,154</b>
	<b>88.99 /SF</b>

Estimate Number : 6620  
 Parcel Number : 01-8760-00100-000 s1  
 Property Address : 3737 44 Ave N  
 ZIP/Postal Code : 58102

**Section 1**

**Occupancy**

	<u>Class</u>	<u>Height</u>	<u>Rank</u>
100% Mega Warehouse	Masonry bearing walls	40.00	3.0
Total Area	: 1,079,631		
Number of Stories (Section)	: 1.00		
Shape	: 2.00		
Effective Age (years)			

**Components**

	<u>Units/%</u>	<u>Other</u>
HVAC (Heating):		
Space Heater	97%	
Ventilation	97%	
Package Unit	3%	
Elevators:		
Passenger #	1	Stops : 2
Mezzanines:		
Mezzanines-Storage	250,498	
Mezzanines-Storage	239,990	
Elevators:		
Freight Power #	6	Stops : 3
Sprinklers:		
Dry Sprinklers	1,570,120	
Cost as of 01/2020		

	<u>Units/%</u>	<u>Cost</u>	<u>Total</u>
Basic Structure			
Base Cost	1,079,631	58.58	63,244,784
Exterior Walls	1,079,631	20.50	22,132,436
Heating & Cooling	2,126,873	4.31	9,170,711
Elevators	7	96,149.14	673,044
Sprinklers	1,570,120	2.27	3,564,172
Mezzanine	490,488	19.80	9,709,571
Basic Structure Cost	1,079,631	100.49	108,494,718
Extras			
Dock Height Floor (50% Bldg)	539,815	2.00	1,079,630
Concrete Paving	29,814	4.00	119,256
	383,006	4.00	1,532,024
	845,961	4.00	3,383,844
Hydrogen Fuel Tank-18,000 Gall	18,000	2.00	36,000
Canopy (Smoker's)	1,713	25.00	42,825
Water Storage Tank 250,000 Gal	250,000	0.83	207,500
Pump Room	602	38.00	22,876
Load Levelers	103	4,000.00	412,000
Replacement Cost New	1,079,631	106.82	115,330,673

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Estimate Number : 6620  
ZIP/Postal Code : 58102

Rounded to Nearest 1,000 115,331,000

**Remarks for Section 1:**  
Yr Built: 2020

# CALCULATOR METHOD

## CREAMERIES (315)

CLASS	TYPE	EXTERIOR WALLS	INTERIOR FINISH	LIGHTING, PLUMBING AND MECHANICAL	HEAT	Sq. M.	COST Cu. Ft.	Sq. Ft.
<b>A-B</b>	Average	Brick, concrete, solid construction	Plaster ceilings, tile floors, wainscot in production areas	Good lighting and plumbing, many outlets, lab	Steam	1334.72	8.85	124.00
	Good	Brick, block, concrete, retail entrance and storefront	Plaster, tile floors and wainscot, freezer and cooler rooms	Good lighting and plumbing, many outlets and drains, lab	Steam	1323.96	8.78	123.00
	Average	Brick, block, little trim, steel or wood trusses or joists	Plaster walls and ceiling, epoxy and tile on concrete floor, freezer room	Adequate lighting, plumbing, power outlets and drains	Steam	974.13	6.46	90.50
<b>C</b>	Low cost	Low-cost brick, block, tilt-up, no trim, wood rafters	Painted walls, slab floor, partly finished ceiling, chiller room	Minimum electrical and plumbing	Space heaters	667.36	4.43	62.00
	Good	Brick veneer, good stucco and trim, EIFS, retail entrance and storefront	Plaster, tile floors and wainscot, freezer and cooler rooms	Good lighting and plumbing, many outlets and drains, lab	Steam	1216.32	8.07	113.00
	Average	Brick veneer, good stucco, insulated, wood truss and rafters	Plaster walls and ceiling, some tile, concrete floor, freezer room	Adequate lighting, plumbing, power outlets and drains	Steam	882.64	5.85	82.00
<b>D</b>	Low cost	Stucco or siding, no trim, light roof structure	Plaster or gypsum board, concrete slab, chiller room	Minimum lighting and outlets, minimum plumbing	Space heaters	592.01	3.93	55.00
	Good	Good steel frame, sandwich panels, retail entrance and storefront	Plaster, tile floors and wainscot, freezer and cooler rooms	Good lighting and plumbing, many outlets and drains, lab	Steam	1216.32	8.07	113.00
	Average	Rigid steel frame, insulated siding or sandwich panels, good roof	Plaster walls and ceiling, some tile, concrete floor, freezer room	Adequate lighting, plumbing, power outlets and drains	Steam	882.64	5.85	82.00
<b>S</b>	Low cost	Pre-engineered frame, metal siding, lined	Plaster or gypsum board, concrete slab, chiller room	Minimum lighting and outlets, minimum plumbing	Space heaters	592.01	3.93	55.00

**NOTE:** For cold storage refrigeration, see Page 24. For retail dairy sales buildings, see Section 13. For short term storage, see section 17.

## MEGA (STORAGE/DISTRIBUTION) WAREHOUSES (584)

<b>C</b>	Good	Glulam or steel frame, decorative block or tilt-up, elastomeric roof	Plaster or drywall, some masonry partitions, good offices, cafeteria	Good lighting and plumbing, kitchen	Space heaters	645.83	4.28	60.00
	Average	Open steel or wood frame, block or tilt-up, good roof	Painted walls, finished offices and break room, good flat slab	Adequate lighting, good plumbing fixtures, food service	Space heaters	425.17	2.82	39.50
	Low cost	Large tilt-up, light panelized const., built-up roof, exposed insulation	Painted walls or unfinished, small offices, hardened slab	Adequate lighting and plumbing, some extras	Space heaters	282.55	1.87	26.25
	Cheap	Tilt-up, very large shell type	Unfinished, bulk storage, few offices	Minimum lighting and plumbing	Space heaters	230.89	1.53	21.45
<b>S</b>	Good	Heavy steel frame, insulated panels, good facade, some trim	Plaster or drywall, partitioned, good offices, cafeteria	Good lighting and plumbing, kitchen	Space heaters	608.16	4.03	56.50
	Average	Good steel frame, siding and fenestration, bar or web joints	Some good offices, interior finish and floor, break room, good flat slab	Adequate lighting, good plumbing fixtures, food service	Space heaters	417.10	2.77	38.75
	Low cost	Rigid steel frame, good metal siding and roof, exposed insulation	Unfinished, small offices, hardened slab	Adequate lighting and plumbing, some extras	Space heaters	287.93	1.91	26.75
	Cheap	Steel frame, siding, large shell type	Unfinished, bulk storage, few offices	Minimum lighting and plumbing	Space heaters	201.28	1.34	18.70

### YARD IMPROVEMENTS

For paving, fencing, landscaping, lighting, rail spurs, storm water management, see Section 66.

**MULTISTORY BUILDINGS** – Add .5% (1/2%) for each story, over three above ground, to all base costs of the building, including basements but excluding mezzanines.

**SPRINKLERS** – Systems are not included. Costs should be added from Page 37.

**BASEMENTS** – See Page 18.

**DOCK-HEIGHT FLOORS AND MEZZANINES** – See Page 27.

**SHIPPING DOCK EQUIPMENT AND WAREHOUSE SHELVING** – See Section 65.

# CALCULATOR METHOD

## MEZZANINES – INDUSTRIAL BUILDINGS

CLASS	TYPE	EXTERIOR WALLS	INTERIOR FINISH	LIGHTING, PLUMBING AND MECHANICAL	HEAT	Sq. M.	COST	Sq. Ft.
							Cu. Ft.	
<b>A-B</b>	Office	In building cost	Enclosed, average, industrial office finish, plaster soffit	Average office lighting and plumbing	Included in building cost	775.00	—	72.00
	Display	In building cost	Showroom finish, acoustic tile, vinyl composition	Average loft lighting and plumbing	Included in building cost	565.10	—	52.50
	Finished	In building cost	Partially open and enclosed stores and supply rooms	Average lighting, minimum plumbing	Included in building cost	505.90	—	47.00
	Good storage/mechanical	In building cost	Metal grating on good steel structure, no partitions	Minimum lighting, no plumbing	Included in building cost	597.40	—	55.50
	Average storage	In building cost	Average deck and concrete on good steel structure, no partitions	Minimum lighting, no plumbing	Included in building cost	287.93	—	26.75
<b>CDS</b>	Office	In building cost	Enclosed, average industrial office finish, acoustic tile soffit	Average office lighting and plumbing	Included in building cost	554.34	—	51.50
	Display	In building cost	Showroom finish, plaster or drywall soffit, vinyl composition	Average loft lighting and plumbing	Included in building cost	395.57	—	36.75
	Finished	In building cost	Partially open and enclosed stores and supply rooms	Average lighting, minimum plumbing	Included in building cost	360.59	—	33.50
	Average storage	In building cost	Heavy plywood or plank on wood or light steel structure, no partitions	Minimum lighting, no plumbing	Included in building cost	244.88	—	22.75
	Low-cost storage	In building cost	Light storage on plywood, minimum supports, no soffit	Minimum lighting	Included in building cost	182.99	—	17.00

**MEZZANINES** – Do not use story height or area-perimeter multipliers with mezzanine costs. For small prefabricated structures, see Section 64.

## MISCELLANEOUS DOCK STRUCTURES

TYPE	DESCRIPTION	COST PER SQUARE METER	COST PER SQUARE FOOT
Shipping dock	Structural steel or concrete piers and frame, heavy-duty floor, steel roof structure, good lighting, office area, some closed storage, adequate plumbing and washrooms	454.77	42.25
Shipping dock	Wood piers and frame, heavy mill-type floor, wood roof structure, adequate lighting and plumbing, office area	427.87	39.75
Loading dock	Steel or concrete piers, heavy slab, steel bumper	265.87	24.70
Loading dock	Timber piers, heavy wood floor	217.97	20.25
Loading dock	Dirt fill, concrete retaining wall and slab, wood or steel bumper	179.22	16.65
Loading dock	Light wood piers and girders, plank floor	146.93	13.65
Loading ramp	Paved ramp, steel railing, for forklift	470.92 - 688.89	43.75 - 64.00
Loading well	Excavated well, concrete retaining walls and paved ramp, wood or steel bumper, two stalls	151.23 - 181.37	14.05 - 16.85
Loading dock roofs	Good canopy structure with lighting and finished soffit or fascia panels	142.62 - 194.83	13.25 - 18.10
Loading dock roofs	Simple wood or steel structure without soffit or lighting, corrugated metal or composition surface	94.94 - 131.86	8.82 - 12.25

**NOTE:** Do not apply Refinement Multipliers to docks. Add heating and cooling cost, where applicable, from Page 36 or Section 53. For open shelters, see Section 17.

For detailed shipping dock equipment costs (i.e. dock levelers), see Section 65. Rail spurs and site paving and fencing, see Section 66.

**DOCK-HEIGHT FLOORS** – Add the cost per square foot to the base cost of the first floor for all occupancies except transit warehouses. For cut and balance use proportional cost.

5,000 sq. ft. ....	6.67	10,000 sq. ft. ....	5.17	20,000 sq. ft. ....	4.05	40,000 sq. ft. ....	3.09	60,000 sq. ft. ....	2.77	80,000 sq. ft. ....	2.46	100,000 sq. ft. ....	2.33	200,000 sq. ft. ....	1.77
485 sq. m. ....	71.80	929 sq. m. ....	55.65	1,858 sq. m. ....	43.59	3,716 sq. m. ....	33.26	5,574 sq. m. ....	29.82	7,432 sq. m. ....	26.48	9,290 sq. m. ....	25.08	18,580 sq. m. ....	19.05



## GARAGES, INDUSTRIALS, LOFTS AND WAREHOUSES REFINEMENTS

On this page and the next are means of making adjustments to the base costs given in this section. The component parts which are not defined, such as the roof or foundation, are considered to be commensurate with the general quality of the building. If further refinements are required or the construction is unusual, either price entirely or adjust the base costs by the Segregated Cost System, Section 44. Special items which should be added to the total cost may be added from the Unit-in-Place cost sections.

### HEATING AND COOLING

These costs are averages of the total cost of the entire heating or cooling installation, including its prorated share of the contractor's overhead and profit and the architect's fees. If the heating found in the building being appraised is different from that indicated for the base being used, take the difference between the costs of the two and add to or subtract from the base square foot cost. If a cubic foot cost is used, use one-fourteenth (1/14) the difference shown to adjust the base cubic foot cost. All of the heating costs included in the base costs are those listed under "Moderate Climate." For specific system costs not found below, see Section 44 or 53. For laminar flow clean rooms, see Section 44.

### COOLING ONLY

Cooling costs in industrial buildings are dependent on the summer heat load, types of walls and roof, type of manufacturing, number of partitions, and traffic in and out. In general, the following figures will serve as a guide for picking the proper cost of separate cooling. For cold-storage refrigeration, see Page 24 or Section 58 for greater detail.

TYPE	SQUARE METER COSTS			SQUARE FOOT COSTS		
	Mild Climate	Moderate Climate	Extreme Climate	Mild Climate	Moderate Climate	Extreme Climate
Central refrigeration with ducts and zone controls.....	61.89	90.42	132.40	5.75	8.40	12.30
Package refrig. (short ductwork).....	43.81	61.89	87.51	4.07	5.75	8.13
Central evaporative (with ducts).....	31.97	41.98	54.79	2.97	3.90	5.09
Package refrigeration .....	252.00 to 1790.00 per ton of rated capacity.					
Evaporative coolers.....	414.00 to 2360.00 per thousand CFM of rated capacity.					

### ELEVATORS

Lump sum cost per elevator plus the cost per stop or landing, including the ground level. Use the cost per stop for basement and mezzanine stops. See Section 58 for more detailed costs, for glass observation elevators and for personnel lift costs.

TYPE	Low	Average	Good	Excellent
Passenger, 2- to 3-story.....	46600.00	55000.00	64750.00	76250.00
4-story and over.....	81500.00	93250.00	107000.00	123000.00
add cost per stop .....	6800.00	7800.00	8950.00	10300.00
Freight, base cost, 2- to 3-story.....	36100.00	47700.00	63000.00	83250.00
4-story and over.....	70750.00	89250.00	113000.00	143000.00
add, cost per stop, manual doors.....	9150.00	9950.00	10800.00	11700.00
power doors .....	15900.00	17300.00	18900.00	20600.00
Escalators, each stairway.....	190000.00	203000.00	217000.00	232000.00
Vertical wheelchair lifts, each.....	12300.00	15600.00	19900.00	25300.00

### HEATING ONLY

TYPE	SQUARE METER COSTS			SQUARE FOOT COSTS		
	Mild Climate	Moderate Climate	Extreme Climate	Mild Climate	Moderate Climate	Extreme Climate
Electric, baseboard or cable.....	32.61	48.44	71.26	3.03	4.50	6.62
radiant panel .....	31.00	40.36	52.42	2.88	3.75	4.87
Electric wall heaters (incl FWA) .....	17.01	22.07	29.06	1.58	2.05	2.70
Forced-air furnace.....	37.24	54.90	80.41	3.46	5.10	7.47
Hot water, baseboard/convactor .....	60.28	92.57	142.62	5.60	8.60	13.25
radiant floor or ceiling.....	58.45	94.18	152.31	5.43	8.75	14.15
Space heaters, with fan.....	15.07	24.76	40.58	1.40	2.30	3.77
radiant .....	18.08	28.52	45.42	1.68	2.65	4.22
Steam (incl. boiler) .....	57.59	84.50	124.32	5.35	7.85	11.55
(without boiler).....	46.28	70.50	108.18	4.30	6.55	10.05
Wall or floor furnaces .....	18.08	24.22	32.61	1.68	2.25	3.03

### HEATING AND COOLING - EXCEPT LABORATORY BUILDINGS

Package A.C. (short ductwork) .....	68.57	103.87	157.15	6.37	9.65	14.60
Warm and cool air (zoned).....	89.99	138.85	214.74	8.36	12.90	19.95
Hot and chilled water (zoned) .....	156.08	237.34	360.59	14.50	22.05	33.50
Heat-pump system .....	73.73	120.56	196.98	6.85	11.20	18.30
add for gmd. loop heat source.....	19.05	33.37	58.45	1.77	3.10	5.43
Individual thru-wall heat pumps.....	31.97	51.13	82.45	2.97	4.75	7.66
Small individual heat pumps cost 1720.00 to 2330.00 per ton of rated capacity.						

### VENTILATION ONLY

Ventilation (blowers and ducts) or smoke removal system .....	11.19	16.15	23.57	1.04	1.50	2.19
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**GARAGES, INDUSTRIALS, LOFTS AND REFINEMENTS**

**EXTERIOR BALCONIES**

Balcony costs include the supporting structure, decking and rails. Apply costs to the balcony area.

	LOW	AVG.	GOOD	EXCL.
Concrete .....	21.45	28.00	36.50	47.50
Steel .....	20.05	27.50	37.25	51.50
Wood .....	16.90	23.05	31.50	43.00
Add for ornate finishes, balustrades.....	18.10	22.55	28.25	35.00
Add for roof or awning.....	11.20	14.90	19.80	26.25

**CANOPIES**

This is the cantilevered portion of a building that extends over an entrance. The distance that the canopy is cantilevered should be considered when selecting a rank.

	LOW	AVG.	GOOD	EXCL.
Wood Frame .....	26.00	32.25	40.50	50.00
Light false-mansard .....	13.05	16.15	20.20	25.00
Steel Frame.....	32.25	41.25	52.50	66.50
Light false-mansard .....	16.15	20.65	26.25	33.25

**SPRINKLERS**

Sprinkler costs include all costs for the system and supply lines, but not tanks, towers, or high-pressure pumps. The square foot costs listed are based on the total area of sprinkler system installation on a single main connection, including its prorated share of the contractor's overhead and profit and the architect's fees. The approximate low-end density is .33/3,000 with the high end of the range at .60/3,000 sprinkler density. For a more specific cost, see Section 44 (wet, ranks 1-3; dry, ranks 2-4) or Section 53. Sprinklers should not be modified for size or shape. For extra-hazard occupancies, add 15% to the costs below. For supplemental in-rack systems, add 30% to 100% per level. For Early Suppression Fast Response system, add \$0.58 (\$6.24 per Square Meter) plus \$1.15 (\$12.38 per Square Meter) to \$1.71 (\$18.41 per Square Meter) for pumps. To convert square foot costs to square meter costs, multiply by 10.764.

Coverage	WET SYSTEMS				DRY SYSTEMS			
	Low	Avg.	Good	Excl.	Low	Avg.	Good	Excl.
2,500 Square feet	3.42	4.15	5.02	6.09	4.56	5.52	6.68	8.09
5,000	3.08	3.71	4.47	5.38	4.07	4.90	5.91	7.12
10,000	2.79	3.34	4.00	4.79	3.66	4.38	5.24	6.27
15,000	2.61	3.12	3.72	4.45	3.41	4.08	4.87	5.82
20,000	2.49	2.97	3.53	4.21	3.23	3.85	4.59	5.48
30,000	2.35	2.79	3.32	3.95	3.04	3.61	4.29	5.09
40,000	2.24	2.66	3.15	3.74	2.90	3.44	4.07	4.82
50,000	2.19	2.59	3.06	3.61	2.80	3.31	3.92	4.63
60,000	2.12	2.50	2.95	3.48	2.71	3.20	3.77	4.45
80,000	2.02	2.38	2.80	3.30	2.58	3.04	3.58	4.22
100,000	1.97	2.31	2.72	3.19	2.51	2.95	3.46	4.07
125,000	1.90	2.23	2.62	3.07	2.41	2.83	3.32	3.90
150,000	1.84	2.16	2.53	2.97	2.34	2.74	3.22	3.77
200,000	1.77	2.07	2.42	2.83	2.24	2.62	3.07	3.59
250,000	1.71	2.00	2.33	2.72	2.15	2.51	2.93	3.42
300,000	1.67	1.94	2.26	2.63	2.09	2.43	2.83	3.29
400,000	1.61	1.87	2.16	2.51	2.01	2.33	2.69	3.12
600,000	1.49	1.73	2.01	2.33	1.86	2.16	2.51	2.92
800,000	1.43	1.66	1.92	2.23	1.79	2.07	2.40	2.78
1,000,000	1.38	1.59	1.84	2.13	1.71	1.98	2.29	2.65

# CALCULATOR METHOD

## GARAGES, INDUSTRIALS, LOFTS AND WAREHOUSES FLOOR AREA – PERIMETER MULTIPLIERS

AVERAGE FLOOR AREA		AVERAGE PERIMETER																AVERAGE FLOOR AREA	
Sq.M.	Sq. Ft.	610	671	731	792	914	1067	1219	1372	1524	1676	1829	1981	2133	2286	2438	M.	Sq. Ft.	Sq. M.
	FT.	2000	2200	2400	2600	3000	3500	4000	4500	5000	5500	6000	6500	7000	7500	8000	FT.		
27,871	300,000	.849	.852	.855	.857	.863	.872	.880	—	—	—	—	—	—	—	—		300,000	27,871
32,516	350,000	.845	.847	.850	.853	.857	.863	.871	—	—	—	—	—	—	—	—		350,000	32,516
37,161	400,000	.841	.843	.846	.848	.853	.858	.863	.870	.875	—	—	—	—	—	—		400,000	37,161
46,451	500,000	.835	.838	.840	.842	.846	.850	.855	.859	.863	.868	.873	—	—	—	—		500,000	46,451
55,741	600,000	—	—	—	.837	.841	.845	.849	.853	.856	.859	.863	.867	—	—	—		600,000	55,741
65,032	700,000	—	—	—	—	.836	.841	.845	.848	.851	.854	.857	.860	.863	.867	—		700,000	65,032
74,322	800,000	—	—	—	—	.834	.837	.841	.844	.847	.850	.853	.856	.858	.860	.863		800,000	74,322
83,612	900,000	—	—	—	—	.832	.835	.838	.841	.843	.847	.849	.851	.854	.856	.858		900,000	83,612
92,902	1,000,000	—	—	—	—	—	.832	.835	.838	.841	.843	.846	.848	.850	.853	.855		1,000,000	92,902
102,192	1,100,000	—	—	—	—	—	.831	.833	.835	.839	.841	.843	.846	.848	.850	.852		1,100,000	102,192
111,483	1,200,000	—	—	—	—	—	—	.832	.834	.836	.839	.841	.843	.845	.847	.849		1,200,000	111,483
120,773	1,300,000	—	—	—	—	—	—	—	.832	.834	.836	.839	.841	.843	.845	.847		1,300,000	120,773
130,063	1,400,000	—	—	—	—	—	—	—	.831	.833	.835	.836	.839	.841	.843	.845		1,400,000	130,063
139,353	1,500,000	—	—	—	—	—	—	—	.830	.832	.833	.835	.837	.839	.841	.843		1,500,000	139,353

NOTE: For larger buildings, enter the table by taking half the area and half the perimeter.

## STORY HEIGHT MULTIPLIERS

Multiply the base cost by the following multipliers for any variation in average story height from the base of 14 feet (4.27 meters). For extremely high-pitched roofs (see Section 10), use the height of the eaves plus one-half the height from the eaves to the ridge as the effective height.

In some buildings it is better to compute the total volume and divide by the total square feet of floor area to get an effective height to use.

AVERAGE WALL HEIGHT		SQUARE FOOT OR SQUARE METER MULTIPLIER	CUBIC FOOT MULT.	AVERAGE WALL HEIGHT		SQUARE FOOT OR SQUARE METER MULTIPLIER	CUBIC FOOT MULT.	AVERAGE WALL HEIGHT		SQUARE FOOT OR SQUARE METER MULTIPLIER	CUBIC FOOT MULT.
(M.)	(FT.)			(M.)	(FT.)			(M.)	(FT.)		
2.44	8	.885	1.567	7.31	24	1.231	.718	16.76	55	2.075	.528
3.05	10	.921	1.289	7.92	26	1.281	.690	18.29	60	2.225	.519
3.66	12	.960	1.120	8.53	28	1.331	.666	21.33	70	2.530	.506
4.27	14	1.000 (base)	1.000	9.14	30	1.382	.645	24.38	80	2.845	.498
4.88	16	1.041	.911	10.67	35	1.515	.606	27.43	90	3.161	.492
5.49	18	1.086	.844	12.19	40	1.650	.577	30.48	100	3.461	.485
6.10	20	1.133	.794	13.72	45	1.788	.556	33.52	110	3.738	.476
6.71	22	1.181	.752	15.24	50	1.930	.540	36.57	120	3.977	.464

These multipliers bring costs from preceding pages up to date. Also apply Local Multipliers, Section 99, Pages 5 through 10.

CALCULATOR COST SECTIONS

SEGREGATED COST SECTIONS

(Effective Date of Cost Pages)	11 (11/20)	12 (8/20)	13 (5/20)	14 (2/20)	15 (11/21)	16 (8/21)	17 (5/21)	18 (2/21)	
EASTERN	A	1.25	1.25	1.24	1.23	1.07	1.15	1.21	1.24
	B	1.21	1.21	1.19	1.21	1.01	1.08	1.15	1.18
	C	1.20	1.20	1.22	1.21	1.01	1.09	1.16	1.15
	D	1.21	1.22	1.23	1.22	0.97	1.07	1.13	1.16
	S	1.28	1.27	1.26	1.25	1.04	1.10	1.16	1.22
CENTRAL	A	1.21	1.20	1.20	1.21	1.03	1.12	1.16	1.18
	B	1.14	1.16	1.15	1.16	1.00	1.04	1.08	1.10
	C	1.17	1.18	1.19	1.18	0.96	1.03	1.10	1.12
	D	1.17	1.20	1.20	1.21	0.98	1.06	1.10	1.14
	S	1.17	1.20	1.18	1.21	0.98	1.05	1.14	1.15
WESTERN	A	1.21	1.24	1.26	1.27	1.08	1.14	1.19	1.18
	B	1.15	1.16	1.21	1.20	1.03	1.10	1.14	1.13
	C	1.18	1.21	1.20	1.24	0.99	1.09	1.13	1.17
	D	1.22	1.22	1.23	1.25	0.97	1.05	1.17	1.17
	S	1.20	1.21	1.26	1.25	1.01	1.14	1.18	1.15

(Effective Date of Cost Pages)	41 (12/20)	42 (9/20)	43 (6/20)	44 (3/20)	45 (12/21)	46 (9/21)	47 (6/21)	48 (3/21)	
EASTERN	A	1.25	1.25	1.24	1.23	1.07	1.15	1.21	1.24
	B	1.21	1.21	1.19	1.21	1.01	1.08	1.15	1.18
	C	1.20	1.20	1.22	1.21	1.01	1.09	1.16	1.15
	D	1.21	1.22	1.23	1.22	0.97	1.07	1.13	1.16
	S	1.28	1.27	1.26	1.25	1.04	1.10	1.16	1.22
CENTRAL	A	1.21	1.20	1.20	1.21	1.03	1.12	1.16	1.18
	B	1.14	1.16	1.15	1.16	1.00	1.04	1.08	1.10
	C	1.17	1.18	1.19	1.18	0.96	1.03	1.10	1.12
	D	1.17	1.20	1.20	1.21	0.98	1.06	1.10	1.14
	S	1.17	1.20	1.18	1.21	0.98	1.05	1.14	1.15
WESTERN	A	1.21	1.24	1.26	1.27	1.08	1.14	1.19	1.18
	B	1.15	1.16	1.21	1.20	1.03	1.10	1.14	1.13
	C	1.18	1.21	1.20	1.24	0.99	1.09	1.13	1.17
	D	1.22	1.22	1.23	1.25	0.97	1.05	1.17	1.17
	S	1.20	1.21	1.26	1.25	1.01	1.14	1.18	1.15

UNIT-IN-PLACE COST SECTIONS (51 – 70)

Sec.	Page	Date	Eastern	Central	Western	Sec.	Page	Date	Eastern	Central	Western		
51	2-3	(3/21)	Concrete Foundations.....	1.14	1.10	1.14	61	1-8	(12/20)	Tanks .....	1.21	1.19	1.23
51	4	(3/21)	Pilings.....	1.17	1.12	1.16	62	1	(6/20)	Industrial Pumps & Boilers.....	1.25	1.17	1.29
51	7-8	(3/21)	Steel and Concrete Frame.....	1.15	1.09	1.14	62	2-3, 6	(6/20)	Piping .....	1.25	1.17	1.29
51	3, 7	(3/21)	Wood Foundations, Frame .....	1.13	1.12	1.17	62	4	(6/20)	Electrical Motors .....	1.25	1.17	1.29
52	1-4, 6	(3/21)	Interior Construction.....	1.15	1.14	1.16	62	5	(6/20)	Steel Stacks, Chutes.....	1.25	1.17	1.29
52	5	(3/21)	Bank Vaults and Equipment .....	1.20	1.14	1.17	62	5	(6/20)	Masonry & Concrete Chimneys..	1.18	1.14	1.22
53	1-8	(6/21)	Heating, Cooling & Ventilating....	1.14	1.12	1.16	62	6	(6/20)	Compactors, Incinerators.....	1.25	1.17	1.29
53	9-12	(6/21)	Plumbing, Fire Protection, etc....	1.16	1.12	1.17	63	1-4	(9/20)	Trailer and Mfg. Housing Parks..	1.18	1.18	1.25
54	1-6	(6/21)	Electrical, Security .....	1.17	1.20	1.17	63	5-10	(9/20)	Manufactured Housing.....	1.20	1.20	1.23
55	3-7	(8/21)	Wall Costs.....	1.08	1.06	1.12	64	1-6	(3/20)	Service Stations, Car Washes....	1.24	1.21	1.22
56	1-2	(8/21)	Stained Glass.....	1.09	1.07	1.11	64	7-9	(3/20)	Prefabricated Metal Structures ...	1.24	1.20	1.26
56	3-6	(8/21)	Storefronts.....	1.09	1.07	1.11	64	7-8	(3/20)	Prefab. Wood & Air Structures....	1.23	1.22	1.25
56	7	(8/21)	Stonework.....	1.04	1.05	1.10	65	1-12	(3/20)	Equipment Costs.....	1.22	1.21	1.22
56	8	(8/21)	Columns, Stone & Concrete .....	1.04	1.05	1.10	66	1	(12/21)	Subdivision Costs .....	1.00	0.97	1.03
56	8	(8/21)	Columns, Wood & Aluminum.....	1.06	1.06	1.11	66	2-9	(12/21)	Yard Improvements.....	0.99	0.96	1.04
57	1-6	(9/21)	Roofs.....	1.04	1.04	1.07	66	10-11	(12/21)	Demolition & Remediation .....	0.99	0.99	1.03
58	1	(9/21)	Cold Storage .....	1.04	1.02	1.08	67	1-2	(12/21)	Golf Courses .....	0.99	1.00	1.02
58	2-8	(9/21)	Elevators, Conveying Systems...	1.11	1.09	1.12	67	3-7	(12/21)	Recreational Facilities.....	0.99	0.99	1.03
						70	1-32	(1/22)	Green Section.....	0.99	0.99	1.04	

This page supersedes the December 2021 Green Supplement.

# LOCAL MULTIPLIERS

Apply to costs brought up-to-date from preceding pages. Do not apply to Section 98 or any other indexes.

## UNITED STATES

CLASS	A	B	C	D	S	CLASS	A	B	C	D	S	CLASS	A	B	C	D	S	
<b>NEW JERSEY</b>	1.23	1.25	1.22	1.22	1.22	Plattsburgh	1.00	1.00	1.01	1.03	1.03	<b>OHIO (Continued)</b>						
Asbury Park	1.13	1.14	1.12	1.11	1.14	Poughkeepsie	1.14	1.18	1.16	1.18	1.16	Lima	0.96	0.97	0.96	0.94	0.96	
Atlantic City	1.26	1.27	1.27	1.29	1.28	Rochester	1.07	1.14	1.11	1.09	1.12	Lorain County	1.00	1.02	1.03	1.02	1.04	
Bayonne	1.26	1.32	1.26	1.26	1.26	Rome	1.01	1.05	1.03	1.06	1.02	Mansfield	1.00	1.00	0.97	0.97	0.99	
Camden	1.19	1.18	1.15	1.15	1.16	Schenectady	1.07	1.07	1.08	1.11	1.09	Marion	1.00	1.00	0.97	0.97	0.99	
Clifton	1.25	1.28	1.24	1.23	1.24	Syracuse	1.06	1.11	1.09	1.08	1.11	Middletown	0.94	0.95	0.95	0.95	0.96	
East Orange	1.26	1.28	1.24	1.24	1.24	Troy	1.10	1.12	1.13	1.13	1.12	Newark	1.01	1.01	0.99	0.99	1.00	
Edison	1.26	1.28	1.25	1.24	1.24	Utica	1.01	1.05	1.04	1.06	1.02	Portsmouth	0.92	0.89	0.88	0.88	0.92	
Elizabeth	1.28	1.27	1.24	1.24	1.24	Watertown	0.99	1.02	1.00	1.01	1.00	Springfield	0.97	0.97	0.97	0.98	0.98	
Fairlawn	1.26	1.29	1.24	1.24	1.25							Toledo	1.05	1.05	1.07	1.05	1.08	
Hackensack	1.25	1.30	1.25	1.24	1.26	<b>NEW YORK CITY AREA</b>	1.37	1.40	1.37	1.38	1.41	Youngstown	1.05	1.07	1.05	1.01	1.06	
Irvington	1.28	1.28	1.26	1.26	1.26	Bronx	1.39	1.41	1.39	1.41	1.43							
Jersey City	1.27	1.31	1.25	1.26	1.25	Brooklyn	1.37	1.41	1.39	1.39	1.42	<b>OKLAHOMA</b>	0.89	0.90	0.90	0.89	0.88	
Lakewood	1.11	1.14	1.13	1.12	1.12	Manhattan	1.38	1.44	1.40	1.41	1.43	Ardmore	0.91	0.92	0.93	0.91	0.90	
Morristown	1.27	1.29	1.26	1.26	1.26	Nassau County	1.38	1.42	1.39	1.40	1.43	Bartlesville	0.85	0.84	0.85	0.85	0.84	
New Brunswick	1.26	1.28	1.25	1.24	1.24	Orange County	1.23	1.26	1.23	1.22	1.26	Enid	0.90	0.87	0.88	0.87	0.87	
Newark	1.29	1.29	1.27	1.28	1.27	Putnam County	1.26	1.25	1.24	1.25	1.27	Lawton	0.85	0.86	0.86	0.84	0.83	
Passaic	1.25	1.28	1.24	1.23	1.24	Queens	1.36	1.41	1.39	1.39	1.42	Norman	0.93	0.96	0.95	0.94	0.93	
Paterson	1.26	1.29	1.24	1.24	1.25	Rockland County	1.26	1.28	1.26	1.26	1.28	Oklahoma City	0.93	0.96	0.95	0.94	0.93	
Plainfield	1.16	1.17	1.14	1.13	1.14	Staten Island	1.30	1.34	1.29	1.31	1.33	Tulsa	0.87	0.86	0.88	0.89	0.88	
Somerville	1.24	1.26	1.23	1.21	1.24	Suffolk County	1.40	1.45	1.41	1.41	1.44							
Teaneck	1.25	1.30	1.25	1.24	1.25	Westchester County	1.27	1.28	1.26	1.27	1.29	<b>OREGON</b>	1.09	1.08	1.07	1.06	1.09	
Trenton	1.23	1.23	1.21	1.21	1.21	Yonkers	1.39	1.42	1.39	1.40	1.42	Albany	1.10	1.07	1.06	1.04	1.08	
Vineland	1.15	1.15	1.15	1.16	1.16							Altamont	1.07	1.05	1.03	1.02	1.08	
West Orange	1.25	1.27	1.23	1.23	1.22	<b>NORTH CAROLINA</b>	0.93	0.93	0.91	0.91	0.93	Astoria	1.08	1.08	1.05	1.04	1.06	
						Asheville	0.95	0.96	0.95	0.94	0.95	Bend	1.14	1.12	1.11	1.11	1.12	
<b>NEW MEXICO</b>	0.92	0.91	0.92	0.91	0.92	Charlotte	0.95	0.94	0.93	0.93	0.96	Coos Bay	1.05	1.06	1.05	1.04	1.07	
Alamogordo	0.88	0.88	0.88	0.85	0.88	Durham	0.99	0.98	0.94	0.94	0.98	Corvallis	1.10	1.07	1.06	1.04	1.07	
Albuquerque	0.91	0.90	0.91	0.89	0.89	Fayetteville	0.92	0.94	0.90	0.91	0.92	Eugene	1.10	1.12	1.11	1.10	1.14	
Carlsbad	0.90	0.89	0.91	0.91	0.90	Gastonia	0.97	0.94	0.96	0.94	0.97	Grants Pass	1.05	1.07	1.06	1.03	1.10	
Clovis	0.94	0.94	0.94	0.93	0.92	Goldsboro	0.92	0.91	0.88	0.89	0.91	Klamath Falls	1.07	1.05	1.03	1.02	1.08	
Farmington	0.93	0.92	0.94	0.92	0.91	Greensboro	0.93	0.91	0.92	0.92	0.93	Medford	1.06	1.09	1.09	1.06	1.11	
Gallup	0.89	0.87	0.88	0.87	0.89	Greenville	0.88	0.90	0.86	0.88	0.88	North Bend	1.05	1.06	1.05	1.05	1.07	
Hobbs	0.90	0.89	0.90	0.90	0.89	Hickory	0.89	0.89	0.89	0.90	0.88	Pendleton	1.11	1.09	1.08	1.10	1.10	
Las Cruces	0.92	0.91	0.91	0.90	0.94	Jacksonville	0.89	0.90	0.87	0.87	0.89	Portland	1.17	1.12	1.12	1.10	1.11	
Los Alamos	0.95	0.91	0.93	0.94	0.94	Raleigh	0.99	0.98	0.94	0.94	0.98	Roseburg	1.05	1.05	1.02	1.02	1.08	
Portales	0.87	0.85	0.84	0.85	0.85	Rocky Mount	0.92	0.94	0.89	0.91	0.92	Salem	1.12	1.10	1.08	1.07	1.09	
Roswell	0.94	0.93	0.96	0.94	0.94	Wilmington	0.92	0.92	0.91	0.92	0.93	Springfield	1.04	1.04	1.04	1.03	1.07	
Santa Fe	0.94	0.91	0.93	0.93	0.93	Winston-Salem	0.87	0.92	0.90	0.88	0.88	The Dalles	1.14	1.12	1.09	1.07	1.11	
Taos	1.04	1.01	1.03	1.03	1.03													
						<b>NORTH DAKOTA</b>	0.97	1.04	1.02	0.99	1.03	<b>PENNSYLVANIA</b>	1.08	1.11	1.08	1.08	1.08	
<b>NEW YORK</b>	1.04	1.07	1.07	1.07	1.06	Bismarck	0.94	1.05	1.01	1.00	1.02	Allentown	1.11	1.16	1.10	1.13	1.08	
Albany	1.08	1.09	1.11	1.11	1.10	Fargo	0.95	1.00	1.01	0.97	1.00	Altoona	1.08	1.13	1.08	1.09	1.10	
Amsterdam	1.06	1.07	1.09	1.11	1.08	Grand Forks	0.97	1.04	1.02	0.99	1.02	Bethlehem	1.09	1.13	1.07	1.10	1.07	
Auburn	0.98	1.02	1.01	1.02	1.01	Jamestown	0.97	1.05	1.02	1.00	1.03	Easton	1.07	1.12	1.07	1.08	1.04	
Binghamton	0.99	1.02	0.99	0.99	1.00	Mandan	0.94	1.05	1.01	1.00	1.02	Erie	1.07	1.09	1.08	1.06	1.06	
Buffalo	1.09	1.10	1.13	1.11	1.10	Minot	1.01	1.04	1.03	0.99	1.04	Harrisburg	1.03	1.08	1.05	1.04	1.07	
Elmira	0.95	0.99	0.99	1.00	0.98	Williston	1.01	1.04	1.04	1.00	1.05	Johnstown	1.06	1.08	1.07	1.05	1.04	
Ithaca	0.95	0.98	1.00	1.00	0.98							Lancaster	1.06	1.07	1.04	1.04	1.04	
Jamestown	0.99	1.01	1.03	1.01	1.01	<b>OHIO</b>	1.00	1.00	1.00	0.99	1.00	Norristown	1.22	1.23	1.21	1.22	1.21	
Kingston	1.14	1.18	1.15	1.17	1.17	Akron	0.99	1.00	1.02	1.02	1.01	Philadelphia	1.22	1.23	1.22	1.23	1.22	
Niagara Falls	1.09	1.09	1.09	1.09	1.08	Canton	0.97	0.98	0.99	0.97	0.98	Pittsburgh	1.10	1.12	1.08	1.08	1.09	
						Cincinnati	0.98	1.00	0.99	0.99	1.01	Reading	1.08	1.13	1.09	1.09	1.06	
						Cleveland	1.03	1.05	1.07	1.05	1.08	Scranton	1.03	1.03	1.03	1.03	1.04	
						Columbus	1.05	1.03	1.03	1.03	1.03	State College	1.01	1.06	1.04	1.03	1.03	
						Dayton	0.97	0.98	0.99	0.99	0.98	Wilkes-Barre	1.01	1.04	1.04	1.02	1.04	
						East Liverpool	1.04	1.06	1.06	1.02	1.03	Williamsport	1.01	1.06	1.03	1.03	1.06	
						Hamilton	0.94	0.95	0.97	0.95	0.96	York	1.04	1.08	1.05	1.04	1.07	

City of Fargo Supporting Information  
Four Points by Sheraton Appeal

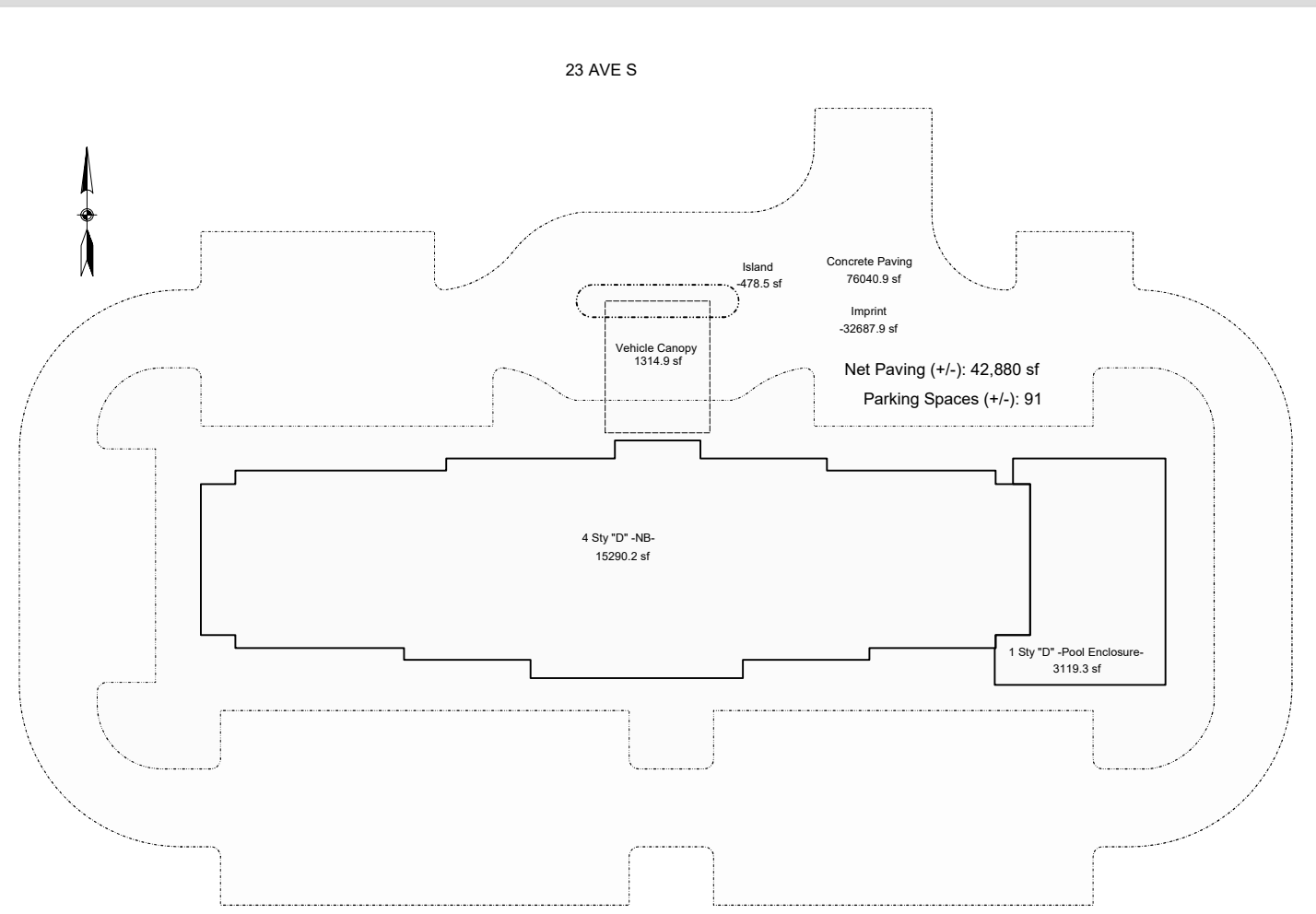


# SKETCH/AREA TABLE ADDENDUM

## SUBJECT INFO

: 01-8428-00020-000 Parcel No.: 01-8428-00020-000  
 Property Address: 5064 23 AVE S  
 City: Fargo : Cass State: ND ZipCode:  
 : TRANSCENDENT HOSPITALITY GROUP LLC  
 Sketch Source: FOUR POINTS BY SHERATON :  
 Data Collector: REH Date Measured:

## SKETCH



Sketch by Apex Sketch

### AREA CALCULATIONS SUMMARY

Code	Description	Factor	Net Size	Perimeter	Net Totals
GBA1	4 Sty "D" -NB-	1.0	15290.2	657.7	
	1 Sty "D" -Pool En	1.0	3119.3	255.3	18409.5
LAND	Imprint	-1.0	-32687.9	1072.6	
	Island	-1.0	-478.5	111.4	
	Concrete Paving	1.0	76040.9	1253.6	42874.5
P/P	Vehicle Canopy	1.0	1314.9	146.0	1314.9

### COMMENT TABLE 1

### COMMENT TABLE 2

### COMMENT TABLE 3

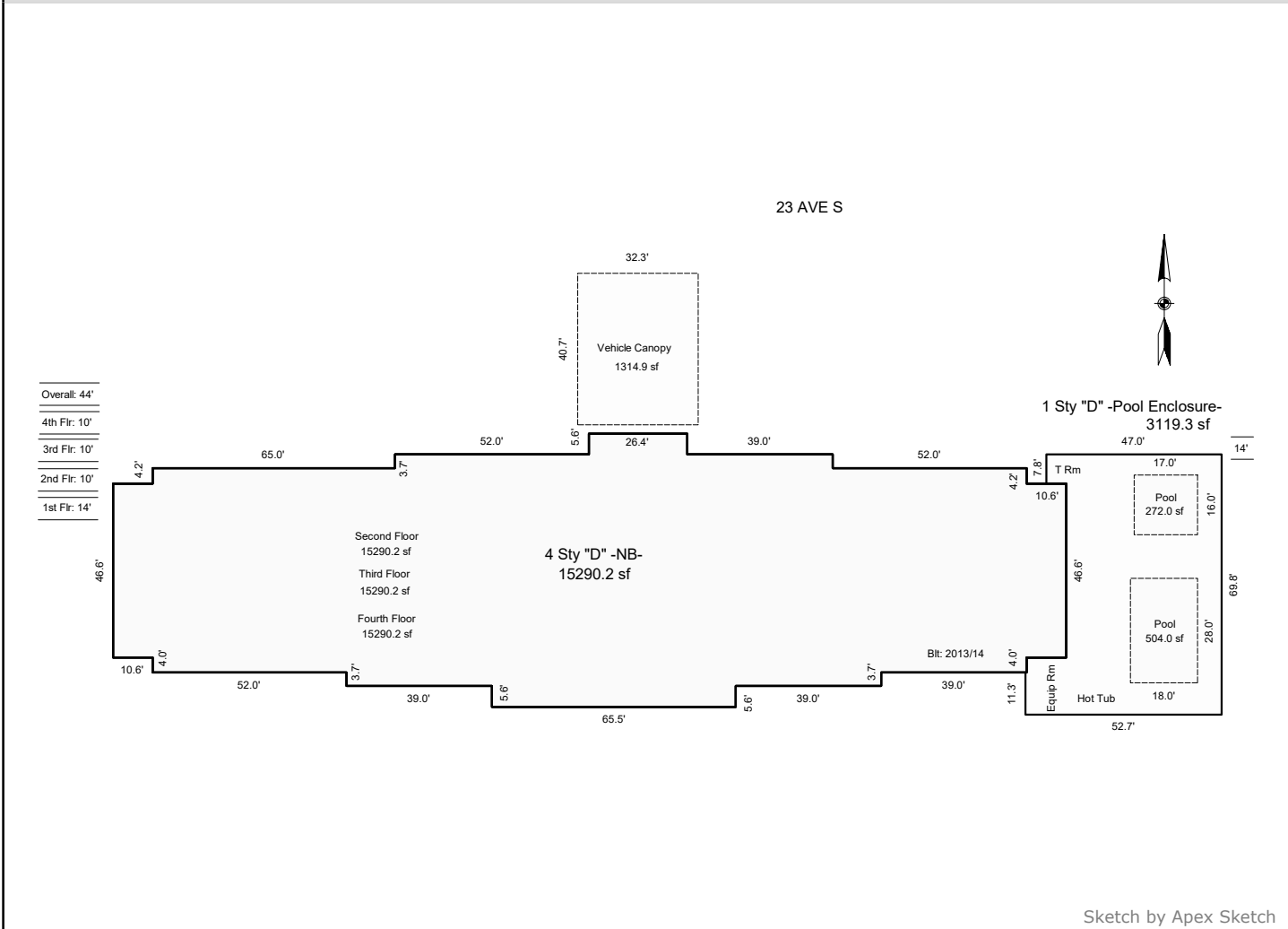
Net BUILDING cnt 2 (rounded) 18,410



# SKETCH/AREA TABLE ADDENDUM

SUBJECT INFO	
: 01-8428-00020-000	Parcel No.: 01-8428-00020-000
Property Address: 5064 23 AVE S	
City: Fargo	: Cass State: ND ZipCode:
: TRANSCENDENT HOSPITALITY GROUP LLC	
Sketch Source: FOUR POINTS BY SHERATON	
Data Collector: REH Date Measured:	

## SKETCH



Sketch by Apex Sketch

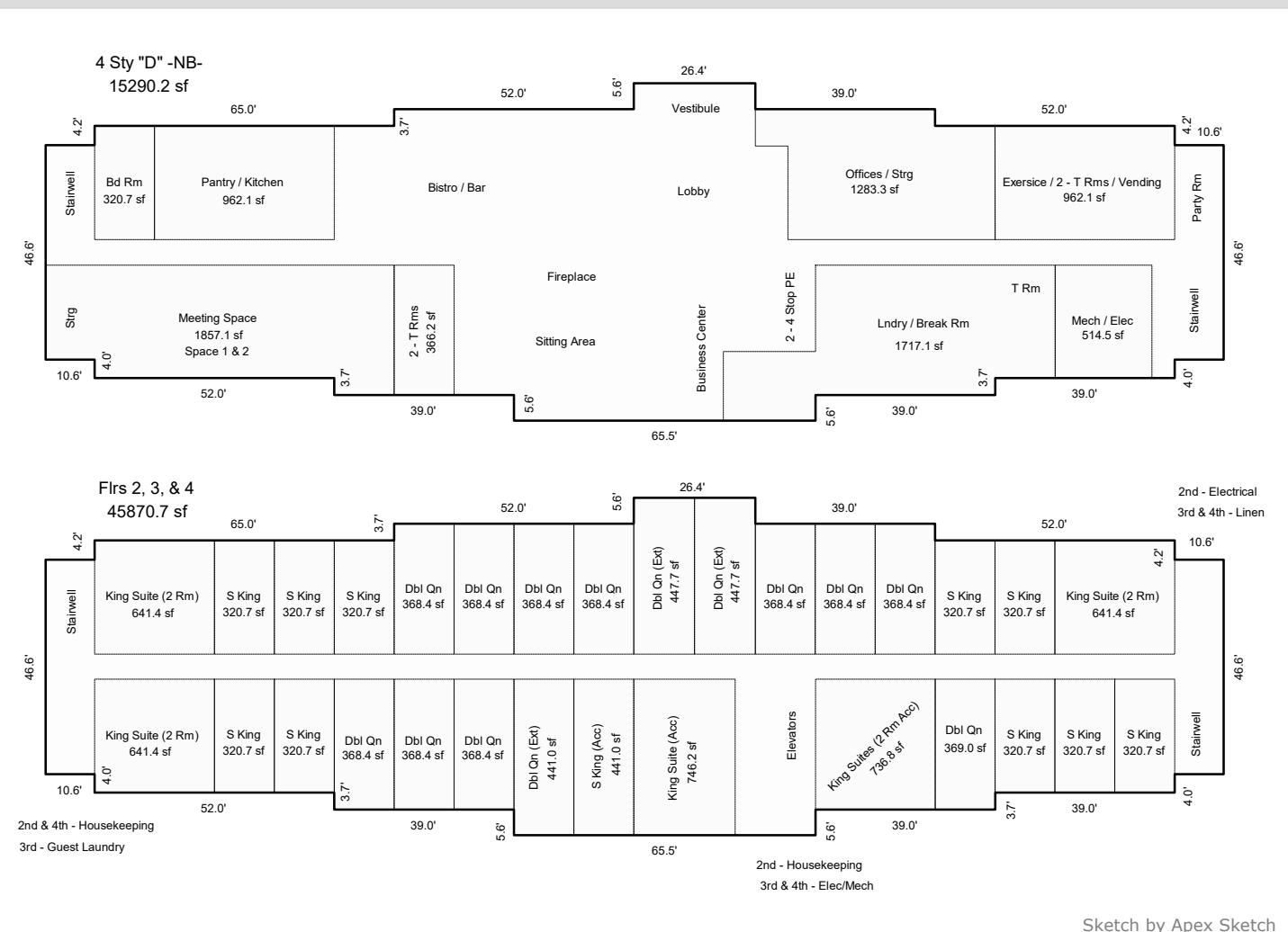
AREA CALCULATIONS SUMMARY						COMMENT TABLE 1	
Code	Description	Factor	Net Size	Perimeter	Net Totals		
GBA1	4 Sty "D" -NB-	1.0	15290.2	657.7			
	1 Sty "D" -Pool En	1.0	3119.3	255.3	18409.5		
GBA2	Second Floor	1.0	15290.2	657.7	15290.2		
GBA3	Third Floor	1.0	15290.2	657.7	15290.2		
GBA4	Fourth Floor	1.0	15290.2	657.7	15290.2		
P/P	Vehicle Canopy	1.0	1314.9	146.0			
	Pool	1.0	272.0	66.0			
	Pool	1.0	504.0	92.0	2090.9		
						COMMENT TABLE 2	COMMENT TABLE 3
Net BUILDING		cnt	5	(rounded)	64,280		

# SKETCH/AREA TABLE ADDENDUM

## SUBJECT INFO

: 01-8428-00020-000 Parcel No.: 01-8428-00020-000  
 Property Address: 5064 23 AVE S  
 City: Fargo : Cass State: ND ZipCode:  
 : TRANSCENDENT HOSPITALITY GROUP LLC  
 Sketch Source: FOUR POINTS BY SHERATON :  
 Data Collector: REH Date Measured:

## SKETCH



Sketch by Apex Sketch

### AREA CALCULATIONS SUMMARY

Code	Description	Factor	Net Size	Perimeter	Net Totals
GBA1	4 Sty "D" -NB-	1.0	15290.2	657.7	15290.2
GBA2	Flrs 2, 3, & 4	3.0	45870.7	657.7	45870.7
XTRA	S King	1.0	320.7	75.3	
	S King	1.0	320.7	75.3	
	Dbl Qn	1.0	369.0	82.7	
	Dbl Qn	1.0	368.4	82.7	
	Dbl Qn	1.0	368.4	82.7	
	Dbl Qn	1.0	368.4	82.7	
	Dbl Qn	1.0	368.4	82.7	
	Dbl Qn	1.0	368.4	82.7	
	Dbl Qn	1.0	368.4	82.7	
	Dbl Qn	1.0	368.4	82.7	
	Dbl Qn	1.0	368.4	82.7	
	Dbl Qn	1.0	368.4	82.7	
	Dbl Qn	1.0	368.4	82.7	
	Dbl Qn (Ext)	1.0	447.7	94.2	
	24 addl items				
	Net BUILDING	cnt	2	(rounded)	61,161

### COMMENT TABLE 1

<table border="1" style="width: 100%;"> <tr> <th style="width: 50%;">COMMENT TABLE 2</th> <th style="width: 50%;">COMMENT TABLE 3</th> </tr> <tr> <td style="height: 100px;"></td> <td style="height: 100px;"></td> </tr> </table>	COMMENT TABLE 2	COMMENT TABLE 3		
COMMENT TABLE 2	COMMENT TABLE 3			

## 2023 Parcel Information

Parcel No	Status	Owner	Addition Number	Address	Year	Parcel True & Full Value
01-8428-00020-000	1 Active	FARGO SOUTH HOSPITALITY LLC	8428 C & G	5064 23 AVE S FARGO, ND 58104	2023	6,134,500

## 2023 Commercial Improvement Record

Show Contents in Tabs

Building Value	4,936,500					
Year	2023					
Parcel No	01-8428-00020-000					
Land Value	1,198,000					
Seg Square Feet	108,936					
Segment	2					
Parcel Zoning	LC		Limited Commercial			
Location						
Area(SF) Building	64,280		Building Name	5064 23 AVE S   FOUR POINTS		
Stories	4		Option Code			
Building Shape	3	Irregular	Property Type	42	Hotel	
Building Imprint Sq. Ft.	18,410		Misc. Code			
Building Wall Height	0.00		Roof Code	6	Flat	
Year Built	2013					
Effective Age	0					
Building Condition	5	New/Excellent				
Exterior Wall Code	885	EIFS				
Sprinkler Type	681	Sprinklers				
Area(SF) Sprinklered	64,280					
Cost Pricing Used	<input checked="" type="checkbox"/>		% Adj	\$ Adj		
Market Pricing Used	<input type="checkbox"/>		1	0	0	
Income Pricing Used	<input type="checkbox"/>		2	0	0	
% Local	0		3	0	0	

	Code	%	Class	Bldg Wall Height	Perimeter	Rank	
1	595	Hotel, Limited Service	95 D	Wood or Steel Fr. Ext. Walls	11.00	0.00	2 Average
2	552	Recreational Enclosure	5 D	Wood or Steel Fr. Ext. Walls	14.00	0.00	2 Average
3			0		0.00	0.00	0
4			0		0.00	0.00	0

	Type	% Building	
1	616	Indiv. Thru-Wall Heat Pump	71
2	611	Package Unit	29
3			

	Type	# of Elevators	# of Stops	Rank	
1	651	Passenger	2	4	2 Average
2					0
3					0

### Bsmt

	Code	Area (SF)	Fin Type	Rank
1		0		0
2		0		0
3		0		0
4		0		0

### Item

	Description	Quantity	Cost	Depreciation

# City of Fargo Info

1	CONCRETE PAVING	42880	3.00	0.00
2	POOL	776	51.00	0.00
3	HOT TUB	1	14,000.00	0.00
4	CANOPY: VEHICLE	1315	35.00	0.00
5	FIREPLACE	1	3,700.00	0.00
6	BUILT IN	12	1,400.00	0.00
7		0	0.00	0.00
8		0	0.00	0.00
9		0	0.00	0.00
10		0	0.00	0.00

	Name	Date
Appraisal	REH Robert Harshberger	02/26/2016
Inspection		01/05/2016
Insp Type		
Permit Inspection		

Remarks	90 RMS.
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# Appellant Supporting Information Four Points by Sheraton Appeal



May 3, 2022

Cass County Board of Equalization  
211 9<sup>th</sup> Street South  
Fargo, ND 58103

RE: Appeal to the County Board of Equalization

To Whom it Concerns:

We would like to appeal the property value for Parcel No. 01-8428-00020-000, located at 5064 23 AVE S. The assessor asserts that the property is valued at \$6,134,500, but our opinion of value for the property is \$3,272,000, due to current market and economic conditions supporting a lower valuation.

Included please find our supporting documentation for our opinion of value and signed agent authorization forms for this appeal.

If you have any questions, please call us at (480) 634-6169, or by email at [appeals@pivotaltax.com](mailto:appeals@pivotaltax.com).

Thank you,

A handwritten signature in blue ink, appearing to read "Austin Glidewell", with a stylized, cursive script.

Austin Glidewell  
Director, Real Property



## KAJ Management



5064 23 AVE S  
Fargo, ND

Parcel #01-8428-00020-000

## Value Summary

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To Whom It May Concern:

The following is a history of the assessor's values over the past three years:

Year	Total Value	\$ / Unit
2020	\$ 7,217,000	\$ 80,188.89
2021	\$ 6,134,500	\$ 68,161.11
<b>2022</b>	<b>\$ 6,134,500</b>	<b>\$ 68,161.11</b>

Based on our analysis, we are requesting the following value for this property:

Method	Value	\$ / Unit
Income (Actual)	\$ 3,272,317 /	\$ 36,359.08
<b>Requested Value</b>	<b>\$ 3,272,317 /</b>	<b>\$ 36,359.08</b>



## Property Summary

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<b>Parcel Count:</b>	1	
<b>Location:</b>	5064 23 AVE S in Fargo	
<b>Major Cross Streets:</b>	23rd Ave S & 51st St S	
<b>Owner:</b>	Fargo South Hospitality LLC	
<b>Year Built:</b>	2013	
<b>Effective Year:</b>	2013	
<b>Building Square Feet:</b>	64,280	<b>Units:</b> 90
<b>Land Square Feet:</b>	108,944	<b>Acres:</b> 2.50
<b>Land/Build/Ratio:</b>	1.69	

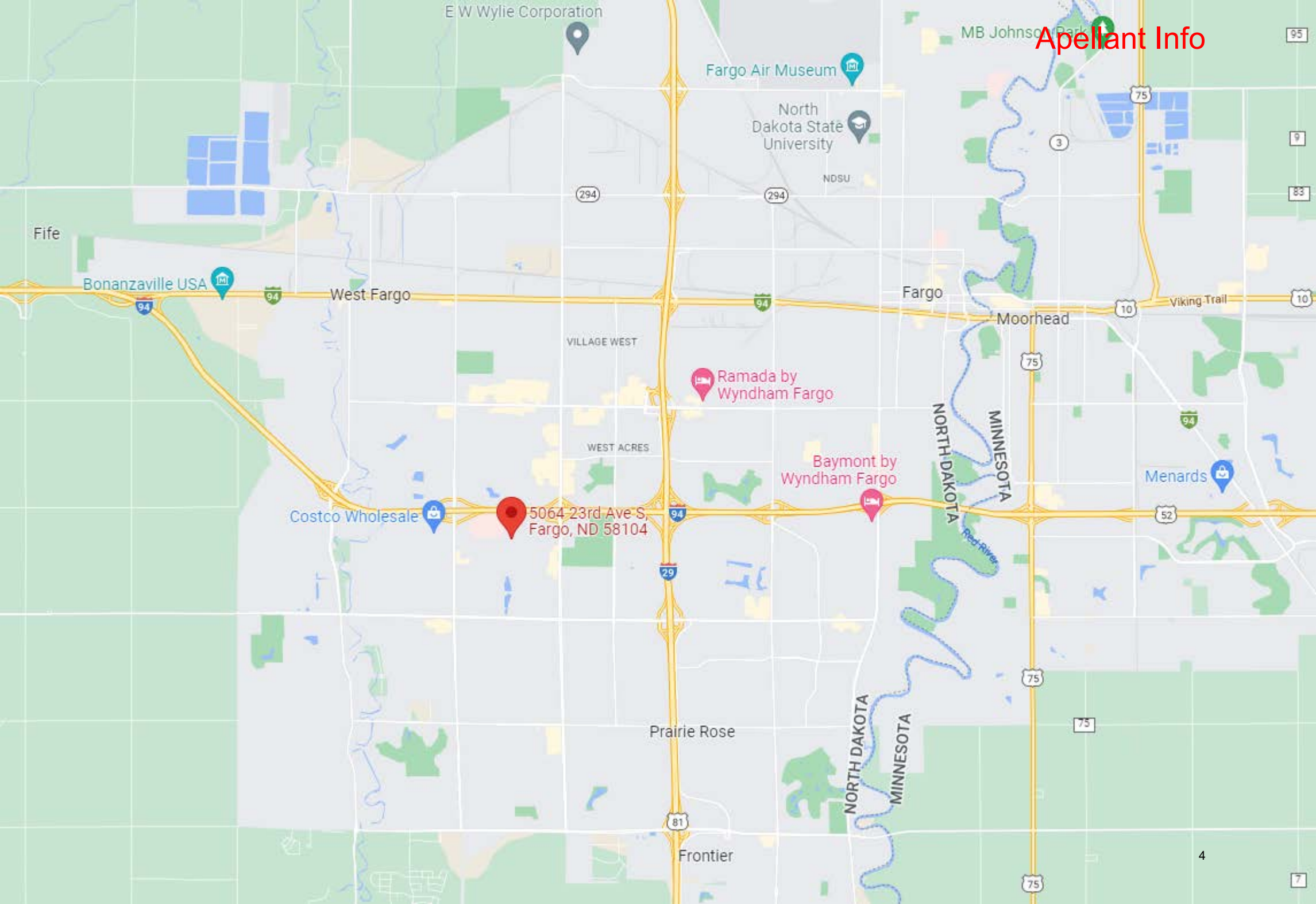
2022 Breakdown	Value	\$ / Unit
2022 Land Value (\$/SF):	\$ 1,198,000	\$ 11.00
2022 Imp Value: Leasable	\$ 4,936,500	\$ 54,850.00
2022 Total Value:	\$ 6,134,500	\$ 68,161.11

## Executive Summary

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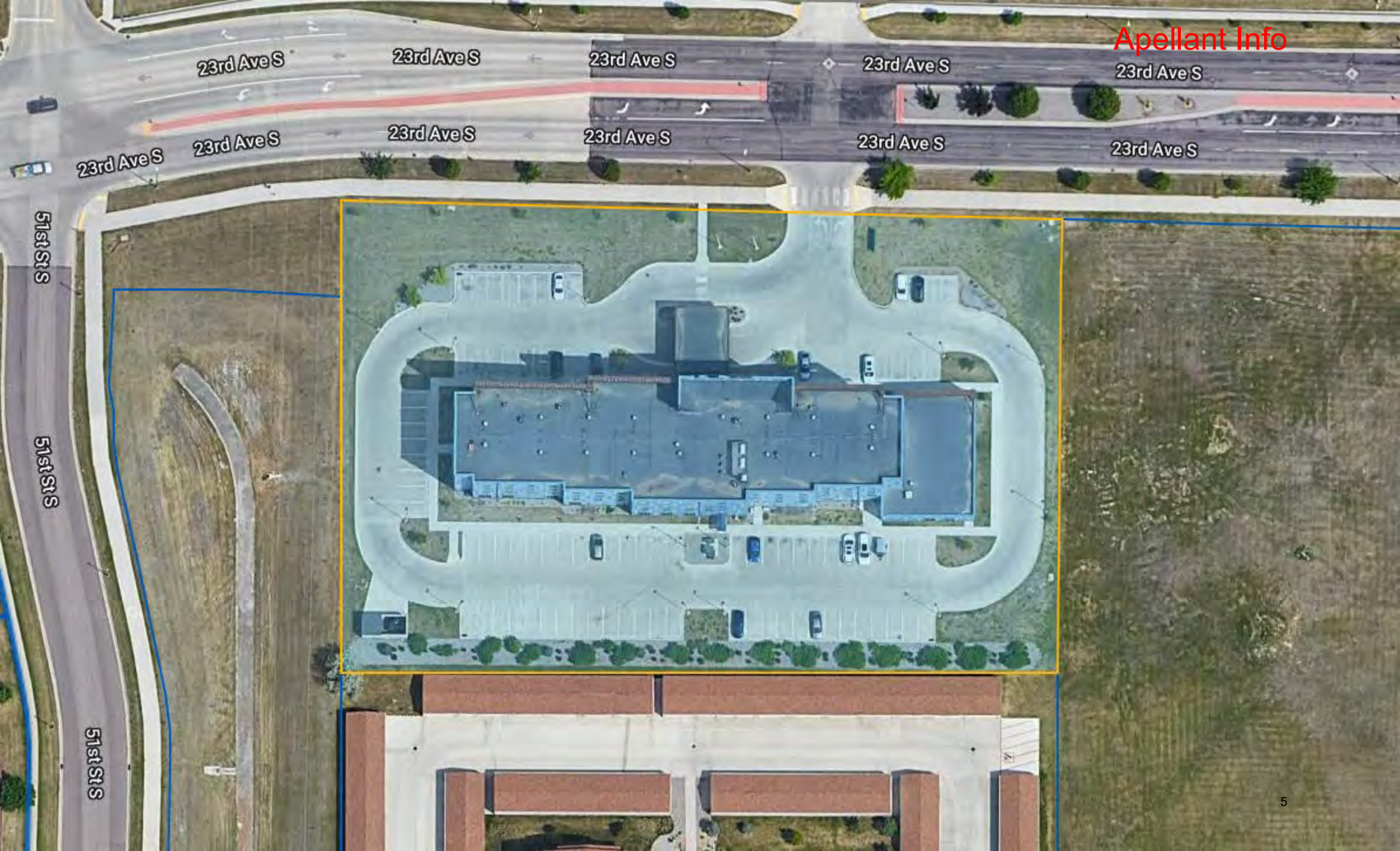
The subject property is a hotel in Fargo. Our Analysis features the Income Approach using the properties income statements to generate our proposal of value. Please note that the subject property had a vacancy rate of approximately 57% over the last year. Vacancy rates this high should be acknowledged when valuing any hotel or hospitality property.

Apellant Info



5064 23rd Ave S,  
Fargo, ND 58104

Appellant Info





## Actual Income Analysis

### Actual Income Analysis as of 12/31/2021

	<b>2021</b>
Total Units	90
<b>Income</b>	
Departmental Revenue	1,976,516
<b>Adjusted Gross Income</b>	<b>1,976,516</b>
<b>Expenses</b>	
Departmental Expenses	683,690
Undistributed Expenses	752,127
Management Fees	78,617
Fixed Charges	134,194
Reserve for Replacement*	98,826
<b>Total Expenses</b>	<b>1,747,454</b>
<b>Net Operating Income</b>	<b>229,062</b>
Effective Tax Rate	0.00%
Base Cap Rate	7.00%
<b>Effective Cap Rate</b>	<b>7.00%</b>
<b>Indicated Income Value (\$)</b>	<b>3,272,317</b>
<b>Value / Unit (\$)</b>	<b>36,359.08</b>

\* Reserves for Replacement are not provided by the property owner, they are an addition to the Actual Income Analysis.

Income Statement v2  
 Company: Fargo South Hospitality, LLC Property: Four Points by Sheraton  
 Period from 12/1/2021 to 12/31/2021  
 Year from 1/1/2021 to 12/31/2021  
 As defined in report

	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance
<b>SUMMARY</b>																						
Rooms Occupied	1,928		1	1,317		1	611	769		1	1,159	18,869		1	15,503		1	3,366	12,248		1	6,621
Rooms Available	2,790		1	2,790		2	0	2,790		4	0	32,850		2	32,850		2	0	32,940		3	-90
Occupancy %	69.10%		0.04%	47.20%		0.04%	21.90%	27.56%		0.04%	41.54%	57.44%		0.00%	47.19%		0.00%	10.25%	37.18%		0.00%	20.26%
ADR	87.68		0.05	81.25		0.06	6.44	73.98		0.10	13.70	92.74		0.00	85.34		0.01	7.41	78.67		0.01	14.08
RevPAR	60.59		0.03	38.35		0.03	22.24	20.39		0.03	40.20	53.27		0.00	40.27		0.00	13.00	29.25		0.00	24.02
TRevPAR	70.51		0.04	47.31		0.04	23.20	22.19		0.03	48.32	60.17		0.00	46.94		0.00	13.23	33.55		0.00	26.62
GOPPAR	14.06		0.01	11.36		0.01	2.70	-4.41		-0.01	18.47	16.46		0.00	13.24		0.00	3.22	2.30		0.00	14.16
<b>Departmental Revenue</b>																						
Rooms	169,052	85.93%	87.68	107,000	81.06%	81.25	62,052	56,892	91.91%	73.98	112,161	1,749,998	88.54%	92.74	1,323,000	85.81%	85.34	426,998	963,526	87.19%	78.67	786,472
Food & Beverage	23,570	11.98%	12.23	22,260	16.86%	16.90	1,311	3,249	5.25%	4.23	20,321	183,242	9.27%	9.71	186,579	12.10%	12.04	-3,337	110,886	10.03%	9.05	72,355
Telephone	0	0.00%	0.00	10	0.01%	0.01	-10	0	0.00%	0.00	0	0	0.00%	0.00	120	0.01%	0.01	-120	0	0.00%	0.00	0
Miscellaneous	4,100	2.08%	2.13	2,733	2.07%	2.08	1,367	1,756	2.84%	2.28	2,344	43,276	2.19%	2.29	32,169	2.09%	2.08	11,108	30,724	2.78%	2.51	12,552
<b>Total Departmental Revenue</b>	<b>196,723</b>	<b>100.00%</b>	<b>102.03</b>	<b>132,002</b>	<b>100.00%</b>	<b>100.23</b>	<b>64,721</b>	<b>61,897</b>	<b>100.00%</b>	<b>80.49</b>	<b>134,825</b>	<b>1,976,516</b>	<b>100.00%</b>	<b>104.75</b>	<b>1,541,868</b>	<b>100.00%</b>	<b>99.46</b>	<b>434,648</b>	<b>1,105,137</b>	<b>100.00%</b>	<b>90.23</b>	<b>871,380</b>
<b>Departmental Expenses</b>																						
Rooms	52,124	30.83%	27.04	31,110	29.07%	23.62	-21,015	25,719	45.21%	33.44	-26,406	510,777	29.19%	27.07	368,538	27.86%	23.77	-142,239	352,933	36.63%	28.82	-157,844
Food & Beverage	25,510	108.23%	13.23	9,748	43.79%	7.40	-15,762	3,222	99.14%	4.19	-22,288	156,029	85.15%	8.27	81,434	43.65%	5.25	-74,594	86,288	77.82%	7.05	-69,741
Telephone	225	0.00%	0.12	397	3.970.00%	0.30	172	397	0.00%	0.52	172	4,547	0.00%	0.24	4,764	3.970.00%	0.31	217	4,726	0.00%	0.39	179
Miscellaneous	774	100.00%	0.40	834	100.00%	0.63	61	156	100.00%	0.20	-618	12,337	100.00%	0.65	9,821	100.00%	0.63	-2,516	6,044	100.00%	0.49	-6,293
<b>Total Departmental Expenses</b>	<b>78,633</b>	<b>39.97%</b>	<b>40.78</b>	<b>42,089</b>	<b>31.89%</b>	<b>31.96</b>	<b>-36,544</b>	<b>29,493</b>	<b>47.65%</b>	<b>38.35</b>	<b>-49,140</b>	<b>683,690</b>	<b>34.59%</b>	<b>36.23</b>	<b>464,557</b>	<b>30.13%</b>	<b>29.97</b>	<b>-219,133</b>	<b>449,991</b>	<b>40.72%</b>	<b>36.74</b>	<b>-233,699</b>
<b>Total Departmental Income</b>	<b>118,090</b>	<b>60.03%</b>	<b>61.25</b>	<b>89,913</b>	<b>68.11%</b>	<b>68.27</b>	<b>28,176</b>	<b>32,404</b>	<b>52.35%</b>	<b>42.14</b>	<b>85,685</b>	<b>1,292,827</b>	<b>65.41%</b>	<b>68.52</b>	<b>1,077,311</b>	<b>69.87%</b>	<b>69.49</b>	<b>215,516</b>	<b>655,145</b>	<b>59.28%</b>	<b>53.49</b>	<b>637,681</b>
<b>Undistributed Operating Expenses</b>																						
Administrative & General	25,810	13.12%	13.39	19,074	14.45%	14.48	-6,736	12,232	19.76%	15.91	-13,578	258,783	13.09%	13.71	220,082	14.27%	14.20	-38,701	210,550	19.05%	17.19	-48,233
Sales & Marketing	10,134	5.15%	5.26	6,250	4.73%	4.75	-3,884	4,193	6.77%	5.45	-5,941	79,149	4.00%	4.19	65,992	4.28%	4.26	-13,157	65,191	5.90%	5.32	-13,958
Property Operation & Maintenance	13,592	6.91%	7.05	7,838	5.94%	5.95	-5,753	6,322	10.21%	8.22	-7,270	121,584	6.15%	6.44	94,048	6.10%	6.07	-27,536	95,056	8.60%	7.76	-26,528
Utilities	9,998	5.08%	5.19	11,742	8.90%	8.92	1,744	8,050	13.01%	10.47	-1,948	91,234	4.62%	4.84	99,406	6.45%	6.41	8,172	87,654	7.93%	7.16	-3,580
Franchise Fees	19,323	11.43%	10.02	13,306	12.44%	10.10	-6,017	13,904	24.44%	18.08	-5,418	201,377	11.51%	10.67	162,786	12.30%	10.50	-38,591	120,983	12.56%	9.88	-80,394
<b>Total Undistributed Expenses</b>	<b>78,856</b>	<b>40.08%</b>	<b>40.90</b>	<b>58,210</b>	<b>44.10%</b>	<b>44.20</b>	<b>-20,646</b>	<b>44,701</b>	<b>72.22%</b>	<b>58.13</b>	<b>-34,154</b>	<b>752,127</b>	<b>38.05%</b>	<b>39.86</b>	<b>642,314</b>	<b>41.66%</b>	<b>41.43</b>	<b>-109,813</b>	<b>579,434</b>	<b>52.43%</b>	<b>47.31</b>	<b>-172,693</b>
<b>Gross Operating Profit</b>	<b>39,234</b>	<b>19.94%</b>	<b>20.35</b>	<b>31,703</b>	<b>24.02%</b>	<b>24.07</b>	<b>7,531</b>	<b>-12,297</b>	<b>-19.87%</b>	<b>-15.99</b>	<b>51,531</b>	<b>540,700</b>	<b>27.36%</b>	<b>28.66</b>	<b>434,997</b>	<b>28.21%</b>	<b>28.06</b>	<b>105,703</b>	<b>75,711</b>	<b>6.85%</b>	<b>6.18</b>	<b>464,988</b>
<b>Management Fees</b>	<b>7,700</b>	<b>3.91%</b>	<b>3.99</b>	<b>5,052</b>	<b>3.83%</b>	<b>3.84</b>	<b>-2,648</b>	<b>2,964</b>	<b>4.79%</b>	<b>3.85</b>	<b>-4,736</b>	<b>78,617</b>	<b>3.98%</b>	<b>4.17</b>	<b>59,923</b>	<b>3.89%</b>	<b>3.87</b>	<b>-18,694</b>	<b>44,205</b>	<b>4.00%</b>	<b>3.61</b>	<b>-34,413</b>
<b>Income before Fixed Charges</b>	<b>31,534</b>	<b>16.03%</b>	<b>16.36</b>	<b>26,651</b>	<b>20.19%</b>	<b>20.24</b>	<b>4,883</b>	<b>-15,261</b>	<b>-24.66%</b>	<b>-19.85</b>	<b>46,795</b>	<b>462,083</b>	<b>23.38%</b>	<b>24.49</b>	<b>375,074</b>	<b>24.33%</b>	<b>24.19</b>	<b>87,009</b>	<b>31,507</b>	<b>2.85%</b>	<b>2.57</b>	<b>430,576</b>
<b>Fixed Charges</b>																						
Real Estate Taxes	9,006	4.58%	4.67	9,017	6.83%	6.85	11	9,006	14.55%	11.71	0	108,072	5.47%	5.73	108,199	7.02%	6.98	127	108,072	9.78%	8.82	0
Building Insurance	2,319	1.18%	1.20	2,086	1.58%	1.58	-233	2,130	3.44%	2.77	-189	26,122	1.32%	1.38	25,026	1.62%	1.61	-1,096	29,162	2.64%	2.38	3,040
<b>Total Fixed Charges</b>	<b>11,325</b>	<b>5.76%</b>	<b>5.87</b>	<b>11,102</b>	<b>8.41%</b>	<b>8.43</b>	<b>-223</b>	<b>11,136</b>	<b>17.99%</b>	<b>14.48</b>	<b>-189</b>	<b>134,194</b>	<b>6.79%</b>	<b>7.11</b>	<b>133,225</b>	<b>8.64%</b>	<b>8.59</b>	<b>-969</b>	<b>137,234</b>	<b>12.42%</b>	<b>11.20</b>	<b>3,040</b>
<b>Income Before Reserves</b>	<b>20,209</b>	<b>10.27%</b>	<b>10.48</b>	<b>15,549</b>	<b>11.78%</b>	<b>11.81</b>	<b>4,660</b>	<b>-26,397</b>	<b>-42.65%</b>	<b>-34.33</b>	<b>46,606</b>	<b>327,888</b>	<b>16.59%</b>	<b>17.38</b>	<b>241,849</b>	<b>15.69%</b>	<b>15.60</b>	<b>86,039</b>	<b>-105,728</b>	<b>-9.57%</b>	<b>-8.63</b>	<b>433,616</b>
<b>Replacement Reserves</b>	<b>7,869</b>	<b>4.00%</b>	<b>4.08</b>	<b>5,280</b>	<b>4.00%</b>	<b>4.01</b>	<b>-2,589</b>	<b>2,476</b>	<b>4.00%</b>	<b>3.22</b>	<b>-5,393</b>	<b>79,061</b>	<b>4.00%</b>	<b>4.19</b>	<b>61,675</b>	<b>4.00%</b>	<b>3.98</b>	<b>-17,386</b>	<b>44,205</b>	<b>4.00%</b>	<b>3.61</b>	<b>-34,855</b>
<b>Net Operating Income/EBITDA</b>	<b>12,340</b>	<b>6.27%</b>	<b>6.40</b>	<b>10,269</b>	<b>7.78%</b>	<b>7.80</b>	<b>2,071</b>	<b>-28,872</b>	<b>-46.65%</b>	<b>-37.55</b>	<b>41,213</b>	<b>248,828</b>	<b>12.59%</b>	<b>13.19</b>	<b>180,174</b>	<b>11.69%</b>	<b>11.62</b>	<b>68,654</b>	<b>-149,933</b>	<b>-13.57%</b>	<b>-12.24</b>	<b>398,761</b>

Income Statement v2  
 Company: Fargo South Hospitality, LLC Property: Four Points by Sheraton  
 Period from 12/1/2021 to 12/31/2021  
 Year from 1/1/2021 to 12/31/2021  
 As defined in report

	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance
Other Income																						
Interest Income	94	0.05%	0.05	0	0.00%	0.00	94	46	0.07%	0.06	48	1,019	0.05%	0.05	0	0.00%	0.00	1,019	2,394	0.22%	0.20	-1,374
Other Income	0	0.00%	0.00	0	0.00%	0.00	0	89,957	145.33%	116.98	-89,957	358,421	18.13%	19.00	0	0.00%	0.00	358,421	89,957	8.14%	7.34	268,463
Total Other Income	94	0.05%	0.05	0	0.00%	0.00	94	90,003	145.41%	117.04	-89,909	359,440	18.19%	19.05	0	0.00%	0.00	359,440	92,351	8.36%	7.54	267,089
Other Expenses																						
Mortgage Interest	23,888	12.14%	12.39	0	0.00%	0.00	-23,888	25,487	41.18%	33.14	1,599	294,792	14.91%	15.62	0	0.00%	0.00	-294,792	293,237	26.53%	23.94	-1,555
Note Interest	5,375	2.73%	2.79	0	0.00%	0.00	-5,375	5,375	8.68%	6.99	0	64,500	3.26%	3.42	0	0.00%	0.00	-64,500	72,833	6.59%	5.95	8,333
Bad Debt Expense	0	0.00%	0.00	0	0.00%	0.00	0	105	0.17%	0.14	105	3,938	0.20%	0.21	0	0.00%	0.00	-3,938	5,006	0.45%	0.41	1,068
Guaranteed Payments	12,225		6.34	0	0.00%	0.00	-12,225	12,600		16.38	375	65,900		3.49	0	0.00%	0.00	-65,900	65,900		5.38	0
Owner Expenses	0		0.00	0	0.00%	0.00	0	0		0.00	0	1,460		0.08	0	0.00%	0.00	-1,460	0		0.00	-1,460
Total Other Expenses	41,488	21.09%	21.52	0	0.00%	0.00	41,488	43,567	70.39%	56.65	-2,078	430,590	21.79%	22.82	0	0.00%	0.00	430,590	436,976	39.54%	35.68	-6,386
Income Before Depr & Amort	-21,185	-10.77%	-10.99	15,549	11.78%	11.81	-36,735	20,040	32.38%	26.06	-41,225	256,738	12.99%	13.61	241,849	15.69%	15.60	14,889	-450,352	-40.75%	-36.77	707,091
Depreciation	37,508	19.07%	19.45	0	0.00%	0.00	-37,508	38,274	61.83%	49.77	766	450,101	22.77%	23.85	0	0.00%	0.00	-450,101	449,749	40.70%	36.72	-352
Amortization	996	0.51%	0.52	0	0.00%	0.00	-996	996	1.61%	1.29	0	11,947	0.60%	0.63	0	0.00%	0.00	-11,947	11,947	1.08%	0.98	0
Net Income/(Loss)	-59,689	0	-31	15,549	0	12	-75,239	-19,230	0	-25	-40,460	-205,310	0	-11	241,849	0	16	-447,159	-912,048	-1	-74	706,739

Income Statement v2  
 Company: Fargo South Hospitality, LLC Property: Four Points by Sheraton  
 Period from 12/1/2021 to 12/31/2021  
 Year from 1/1/2021 to 12/31/2021  
 As defined in report

	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance
Market Segment Report																						
Room Revenue																						
Best Available Rate	34,147	20.20%	17.71	26,000	24.30%	19.74	8,147	13,710	24.10%	17.83	20,437	388,204	22.18%	20.57	264,000	19.95%	17.03	124,204	205,361	21.31%	16.77	182,844
Packages	0	0.00%	0.00	1,000	0.93%	0.76	-1,000	255	0.45%	0.33	-255	6,783	0.39%	0.36	12,000	0.91%	0.77	-5,217	2,952	0.31%	0.24	3,831
AAA/AARP	6,233	3.69%	3.23	7,000	6.54%	5.32	-767	3,786	6.65%	4.92	2,447	81,255	4.64%	4.31	104,000	7.86%	6.71	-22,745	65,582	6.81%	5.35	15,673
Corp Marketing Programs	23,564	13.94%	12.22	9,000	8.41%	6.83	14,564	10,877	19.12%	14.14	12,687	393,183	22.47%	20.84	144,000	10.88%	9.29	249,183	147,549	15.31%	12.05	245,634
Corp-Key Accts and BTA	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	27	0.00%	0.00	0	0.00%	0.00	27	0	0.00%	0.00	27
Local Negotiated Accts	27,631	16.34%	14.33	26,000	24.30%	19.74	1,631	19,156	33.67%	24.91	8,476	310,342	17.73%	16.45	294,000	22.22%	18.96	16,342	235,472	24.44%	19.23	74,870
Government	5,763	3.41%	2.99	2,000	1.87%	1.52	3,763	89	0.16%	0.12	5,674	31,989	1.83%	1.70	28,000	2.12%	1.81	3,989	17,225	1.79%	1.41	14,764
TPI	19,334	11.44%	10.03	15,000	14.02%	11.39	4,334	6,825	12.00%	8.88	12,508	229,858	13.13%	12.18	178,000	13.45%	11.48	51,858	120,706	12.53%	9.86	109,152
SMERF-Group	4,086	2.42%	2.12	8,000	7.48%	6.07	-3,914	78	0.14%	0.10	4,008	125,376	7.16%	6.64	156,000	11.79%	10.06	-30,624	52,687	5.47%	4.30	72,689
Corporate-Group	43,796	25.91%	22.72	3,000	2.80%	2.28	40,796	0	0.00%	0.00	43,796	115,331	6.59%	6.11	45,000	3.40%	2.90	70,331	50,822	5.27%	4.15	64,509
Reward Nights/Emp Rate	4,498	2.66%	2.33	10,000	9.35%	7.59	-5,502	2,116	3.72%	2.75	2,383	67,130	3.84%	3.56	98,000	7.41%	6.32	-30,870	65,118	6.76%	5.32	2,012
No Shows	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	520	0.03%	0.03	0	0.00%	0.00	520	52	0.01%	0.00	468
<b>Total Room Revenue</b>	<b>169,052</b>	<b>100.00%</b>	<b>87.68</b>	<b>107,000</b>	<b>100.00%</b>	<b>81.25</b>	<b>62,052</b>	<b>56,892</b>	<b>100.00%</b>	<b>73.98</b>	<b>112,161</b>	<b>1,749,998</b>	<b>100.00%</b>	<b>92.74</b>	<b>1,323,000</b>	<b>100.00%</b>	<b>85.34</b>	<b>426,998</b>	<b>963,526</b>	<b>100.00%</b>	<b>78.67</b>	<b>786,472</b>
Room Count																						
Best Available Rate	241	12.50%	0.13	264	20.05%	0.20	23	127	16.51%	0.17	-114	3,091	16.38%	0.16	2,552	16.46%	0.16	-539	2,043	16.68%	0.17	-1,048
Packages	0	0.00%	0.00	9	0.68%	0.01	9	0	0.00%	0.00	0	68	0.36%	0.00	108	0.70%	0.01	40	23	0.19%	0.00	-45
AAA/AARP	60	3.11%	0.03	78	5.92%	0.06	18	48	6.24%	0.06	-12	776	4.11%	0.04	1,141	7.36%	0.07	365	793	6.47%	0.06	17
Corp Marketing Programs	298	15.46%	0.15	104	7.90%	0.08	-194	155	20.16%	0.20	-143	3,762	19.94%	0.20	1,644	10.60%	0.11	-2,118	1,125	9.19%	0.09	-2,637
Corp-Key Accts and BTA	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	8	0.04%	0.00	0	0.00%	0.00	-8	0	0.00%	0.00	-8
Local Negotiated Accts	876	45.44%	0.45	314	23.84%	0.24	-562	245	31.86%	0.32	-631	4,297	22.77%	0.23	3,507	22.62%	0.23	-790	3,093	25.25%	0.25	-1,204
Government	10	0.52%	0.01	22	1.67%	0.02	12	1	0.13%	0.00	-9	293	1.55%	0.02	301	1.94%	0.02	8	194	1.58%	0.02	-99
TPI	221	11.46%	0.11	199	15.11%	0.15	-22	146	18.99%	0.19	-75	3,495	18.52%	0.19	2,261	14.58%	0.15	-1,234	2,657	21.69%	0.22	-838
SMERF-Group	43	2.23%	0.02	85	6.45%	0.06	42	0	0.00%	0.00	-43	1,249	6.62%	0.07	1,462	9.43%	0.09	213	381	3.11%	0.03	-868
Corporate-Group	105	5.45%	0.05	34	2.58%	0.03	-71	1	0.13%	0.00	-104	765	4.05%	0.04	489	3.15%	0.03	-276	557	4.55%	0.05	-208
Reward Nights/Emp Rate	74	3.84%	0.04	208	15.79%	0.16	134	46	5.98%	0.06	-28	1,065	5.64%	0.06	2,038	13.15%	0.13	973	1,382	11.28%	0.11	317
<b>Total Room Count</b>	<b>1,928</b>	<b>100.00%</b>	<b>1.00</b>	<b>1,317</b>	<b>100.00%</b>	<b>1.00</b>	<b>611</b>	<b>769</b>	<b>100.00%</b>	<b>1.00</b>	<b>1,159</b>	<b>18,869</b>	<b>100.00%</b>	<b>1.00</b>	<b>15,503</b>	<b>100.00%</b>	<b>1.00</b>	<b>3,366</b>	<b>12,248</b>	<b>100.00%</b>	<b>1.00</b>	<b>6,621</b>
ADR																						
Best Available Rate ADR	141.69	1.62	0.07	98.48	1.21	0.07	43.20	107.95	1.46	0.14	33.74	125.59	1.35	0.01	103.45	1.21	0.01	22.14	100.52	1.28	0.01	25.07
Packages ADR	0.00	0.00	0.00	111.11	1.37	0.08	-111.11	0.00	0.00	0.00	0.00	99.74	1.08	0.01	111.11	1.30	0.01	-11.37	128.35	1.63	0.01	-28.60
AAA/AARP ADR	103.88	1.18	0.05	89.74	1.10	0.07	14.14	78.88	1.07	0.10	25.01	104.71	1.13	0.01	91.15	1.07	0.01	13.56	82.70	1.05	0.01	22.01
Corp Marketing Programs ADR	79.07	0.90	0.04	86.54	1.07	0.07	-7.46	70.18	0.95	0.09	8.90	104.51	1.13	0.01	87.59	1.03	0.01	16.92	131.15	1.67	0.01	-26.64
Corp-Key Accts and BTA ADR	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.38	0.04	0.00	0.00	0.00	0.00	3.38	0.00	0.00	0.00	3.38
Local Negotiated ADR	31.54	0.36	0.02	82.80	1.02	0.06	-51.26	78.19	1.06	0.10	-46.64	72.22	0.78	0.00	83.83	0.98	0.01	-11.61	76.13	0.97	0.01	-3.91
Government ADR	576.28	6.57	0.30	90.91	1.12	0.07	485.37	89.00	1.20	0.12	487.28	109.18	1.18	0.01	93.02	1.09	0.01	16.15	88.79	1.13	0.01	20.39
TPI ADR	87.48	1.00	0.05	75.38	0.93	0.06	12.11	46.75	0.63	0.06	40.73	65.77	0.71	0.00	78.73	0.92	0.01	-12.96	45.43	0.58	0.00	20.34
Extended Stay ADR	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SMERF-Group Room ADR	95.02	1.08	0.05	94.12	1.16	0.07	0.91	0.00	0.00	0.00	95.02	100.38	1.08	0.01	106.70	1.25	0.01	-6.32	138.29	1.76	0.01	-37.91
Corporate Group - ADR	417.10	4.76	0.22	88.24	1.09	0.07	328.87	0.00	0.00	0.00	417.10	150.76	1.63	0.01	92.02	1.08	0.01	58.73	91.24	1.16	0.01	59.52
Reward Nights/Emp Rate ADR	60.79	0.69	0.03	48.08	0.59	0.04	12.71	46.00	0.62	0.06	14.79	63.03	0.68	0.00	48.09	0.56	0.00	14.95	47.12	0.60	0.00	15.91
<b>Total ADR</b>	<b>87.68</b>	<b>1.00</b>	<b>0.05</b>	<b>81.25</b>	<b>1.00</b>	<b>0.06</b>	<b>6.44</b>	<b>73.98</b>	<b>1.00</b>	<b>0.10</b>	<b>13.70</b>	<b>92.74</b>	<b>1.00</b>	<b>0.00</b>	<b>85.34</b>	<b>1.00</b>	<b>0.01</b>	<b>7.41</b>	<b>78.67</b>	<b>1.00</b>	<b>0.01</b>	<b>14.08</b>



Income Statement v2  
 Company: Fargo South Hospitality, LLC Property: Four Points by Sheraton  
 Period from 12/1/2021 to 12/31/2021  
 Year from 1/1/2021 to 12/31/2021  
 As defined in report

	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance
Rooms Department																						
Revenue																						
Best Available Rate	34,147	20.20%	17.71	26,000	24.30%	19.74	8,147	13,710	24.10%	17.83	20,437	388,204	22.18%	20.57	264,000	19.95%	17.03	124,204	205,361	21.31%	16.77	182,844
Packages	0	0.00%	0.00	1,000	0.93%	0.76	-1,000	255	0.45%	0.33	-255	6,783	0.39%	0.36	12,000	0.91%	0.77	-5,217	2,952	0.31%	0.24	3,831
AAA/AARP	6,233	3.69%	3.23	7,000	6.54%	5.32	-767	3,786	6.65%	4.92	2,447	81,255	4.64%	4.31	104,000	7.86%	6.71	-22,745	65,582	6.81%	5.35	15,673
Corp Marketing Programs	23,564	13.94%	12.22	9,000	8.41%	6.83	14,564	10,877	19.12%	14.14	12,687	393,183	22.47%	20.84	144,000	10.88%	9.29	249,183	147,549	15.31%	12.05	245,634
Corp-Key Accts and BTA	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	27	0.00%	0.00	0	0.00%	0.00	27	0	0.00%	0.00	27
Local Negotiated Accts	27,631	16.34%	14.33	26,000	24.30%	19.74	1,631	19,156	33.67%	24.91	8,476	310,342	17.73%	16.45	294,000	22.22%	18.96	16,342	235,472	24.44%	19.23	74,870
Government	5,763	3.41%	2.99	2,000	1.87%	1.52	3,763	89	0.16%	0.12	5,674	31,989	1.83%	1.70	28,000	2.12%	1.81	3,989	17,225	1.79%	1.41	14,764
TPI	19,334	11.44%	10.03	15,000	14.02%	11.39	4,334	6,825	12.00%	8.88	12,508	229,858	13.13%	12.18	178,000	13.45%	11.48	51,858	120,706	12.53%	9.86	109,152
SMERF-Group	4,086	2.42%	2.12	8,000	7.48%	6.07	-3,914	78	0.14%	0.10	4,008	125,376	7.16%	6.64	156,000	11.79%	10.06	-30,624	52,687	5.47%	4.30	72,689
Corporate-Group	43,796	25.91%	22.72	3,000	2.80%	2.28	40,796	0	0.00%	0.00	43,796	115,331	6.59%	6.11	45,000	3.40%	2.90	70,331	50,822	5.27%	4.15	64,509
Reward Nights/Emp Rate	4,498	2.66%	2.33	10,000	9.35%	7.59	-5,502	2,116	3.72%	2.75	2,383	67,130	3.84%	3.56	98,000	7.41%	6.32	-30,870	65,118	6.76%	5.32	2,012
No Shows	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	520	0.03%	0.03	0	0.00%	0.00	520	52	0.01%	0.00	468
<b>Total Rooms Revenue</b>	<b>169,052</b>	<b>100.00%</b>	<b>87.68</b>	<b>107,000</b>	<b>100.00%</b>	<b>81.25</b>	<b>62,052</b>	<b>56,892</b>	<b>100.00%</b>	<b>73.98</b>	<b>112,161</b>	<b>1,749,998</b>	<b>100.00%</b>	<b>92.74</b>	<b>1,323,000</b>	<b>100.00%</b>	<b>85.34</b>	<b>426,998</b>	<b>963,526</b>	<b>100.00%</b>	<b>78.67</b>	<b>786,472</b>
Expenses																						
Salaries & Wages																						
Payroll - Front Desk Associate	7,501	21.86%	3.89	4,164	21.78%	3.16	-3,336	5,003	27.81%	6.51	-2,498	67,540	21.97%	3.58	54,109	23.85%	3.49	-13,431	59,075	26.59%	4.82	-8,465
Payroll - Front Desk Associate - OT	415	1.21%	0.22	0	0.00%	0.00	-415	0	0.00%	0.00	-415	3,533	1.15%	0.19	0	0.00%	0.00	-3,533	1,390	0.63%	0.11	-2,143
Payroll-Front Desk Associate-PTO	370	1.08%	0.19	0	0.00%	0.00	-370	316	1.76%	0.41	-54	1,261	0.41%	0.07	0	0.00%	0.00	-1,261	1,518	0.68%	0.12	257
Payroll-Front Desk Associate-Training	409	1.19%	0.21	0	0.00%	0.00	-409	0	0.00%	0.00	-409	1,444	0.47%	0.08	0	0.00%	0.00	-1,444	972	0.44%	0.08	-473
Payroll - Night Auditor	3,675	10.71%	1.91	3,313	17.33%	2.52	-362	3,260	18.12%	4.24	-415	43,197	14.05%	2.29	39,011	17.20%	2.52	-4,186	39,403	17.74%	3.22	-3,795
Payroll - Night Auditor - OT	113	0.33%	0.06	0	0.00%	0.00	-113	48	0.27%	0.06	-65	1,198	0.39%	0.06	0	0.00%	0.00	-1,198	1,491	0.67%	0.12	293
Payroll-Night Auditor-PTO	256	0.75%	0.13	0	0.00%	0.00	-256	108	0.60%	0.14	-148	748	0.24%	0.04	0	0.00%	0.00	-748	432	0.19%	0.04	-316
Subtotal-Payroll Front Desk	12,739	37.12%	6.61	7,478	39.11%	5.68	-5,262	8,735	48.56%	11.36	-4,004	118,923	38.69%	6.30	93,120	41.05%	6.01	-25,803	104,281	46.94%	8.51	-14,642
Payroll - Executive Housekeeper	3,473	10.12%	1.80	2,574	13.46%	1.95	-898	1,973	10.97%	2.57	-1,499	28,154	9.16%	1.49	30,304	13.36%	1.95	2,150	25,421	11.44%	2.08	-2,734
Payroll - Executive Housekeeper - OT	26	0.07%	0.01	0	0.00%	0.00	-26	0	0.00%	0.00	-26	349	0.11%	0.02	0	0.00%	0.00	-349	244	0.11%	0.02	-105
Payroll-Exec Housekeeper-PTO	130	0.38%	0.07	0	0.00%	0.00	-130	139	0.78%	0.18	9	1,719	0.56%	0.09	0	0.00%	0.00	-1,719	1,163	0.52%	0.09	-555
Payroll - Asst Exec Hskp	2,720	7.93%	1.41	833	4.36%	0.63	-1,887	388	2.16%	0.51	-2,332	10,904	3.55%	0.58	9,809	4.32%	0.63	-1,095	9,074	4.08%	0.74	-1,830
Payroll - Asst Exec Hskp - OT	140	0.41%	0.07	0	0.00%	0.00	-140	0	0.00%	0.00	-140	884	0.29%	0.05	0	0.00%	0.00	-884	6	0.00%	0.00	-878
Payroll-Asst Exec Hskp-PTO	0	0.00%	0.00	0	0.00%	0.00	0	60	0.33%	0.08	60	0	0.00%	0.00	0	0.00%	0.00	0	60	0.03%	0.00	60
Payroll - Rooms Hskp	11,088	32.31%	5.75	6,448	33.72%	4.90	-4,640	4,140	23.01%	5.38	-6,948	91,318	29.71%	4.84	75,784	33.41%	4.89	-15,534	67,058	30.18%	5.48	-24,259
Payroll - Rooms Hskp - OT	551	1.61%	0.29	0	0.00%	0.00	-551	0	0.00%	0.00	-551	8,731	2.84%	0.46	0	0.00%	0.00	-8,731	362	0.16%	0.03	-8,370
Payroll-Rooms Hskp-PTO	18	0.05%	0.01	0	0.00%	0.00	-18	357	1.98%	0.46	339	439	0.14%	0.02	0	0.00%	0.00	-439	1,467	0.66%	0.12	1,028
Payroll-Rooms Hskp-Training	105	0.31%	0.05	0	0.00%	0.00	-105	0	0.00%	0.00	-105	105	0.03%	0.01	0	0.00%	0.00	-105	0	0.00%	0.00	-105
Payroll - Laundry	2,341	6.82%	1.21	1,337	6.99%	1.02	-1,004	1,533	8.52%	1.99	-808	29,471	9.59%	1.56	15,738	6.94%	1.02	-13,733	10,336	4.65%	0.84	-19,135
Payroll - Laundry - OT	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	195	0.06%	0.01	0	0.00%	0.00	-195	0	0.00%	0.00	-195
Payroll-Laundry-PTO	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	1,356	0.44%	0.07	0	0.00%	0.00	-1,356	206	0.09%	0.02	-1,151
Payroll - Public Areas	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	4,041	1.31%	0.21	0	0.00%	0.00	-4,041	654	0.29%	0.05	-3,387
Payroll - Public Areas - OT	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	95	0.03%	0.01	0	0.00%	0.00	-95	0	0.00%	0.00	-95
Subtotal-Payroll Housekeeping	20,592	60.00%	10.68	11,192	58.54%	8.50	-9,399	8,591	47.76%	11.17	-12,001	177,760	57.83%	9.42	131,634	58.03%	8.49	-46,126	116,051	52.23%	9.48	-61,709
Bonus & Incentives	0	0.00%	0.00	25	0.13%	0.02	25	0	0.00%	0.00	0	8,046	2.62%	0.43	300	0.13%	0.02	-7,746	0	0.00%	0.00	-8,046
Employee Relations	987	2.88%	0.51	425	2.22%	0.32	-562	663	3.69%	0.86	-324	2,676	0.87%	0.14	1,800	0.79%	0.12	-876	1,840	0.83%	0.15	-836
<b>Total Room Salaries &amp; Wages</b>	<b>34,318</b>	<b>100.00%</b>	<b>17.80</b>	<b>19,120</b>	<b>100.00%</b>	<b>14.52</b>	<b>-15,198</b>	<b>17,990</b>	<b>100.00%</b>	<b>23.39</b>	<b>-16,329</b>	<b>307,405</b>	<b>100.00%</b>	<b>16.29</b>	<b>226,854</b>	<b>100.00%</b>	<b>14.63</b>	<b>-80,551</b>	<b>222,172</b>	<b>100.00%</b>	<b>18.14</b>	<b>-85,233</b>
Payroll Related Expenses																						
Payroll Taxes	2,626	7.65%	1.36	1,587	8.30%	1.20	-1,039	1,321	7.34%	1.72	-1,306	23,889	7.77%	1.27	19,104	8.42%	1.23	-4,785	17,274	7.78%	1.41	-6,615
Workers Compensation	136	0.40%	0.07	70	0.37%	0.05	-66	136	0.76%	0.18	0	1,633	0.53%	0.09	840	0.37%	0.05	-793	9	0.00%	0.00	-1,624
Group Insurance	1,928	5.62%	1.00	1,538	8.04%	1.17	-390	576	3.20%	0.75	-1,352	15,022	4.89%	0.80	18,456	8.14%	1.19	3,434	11,000	4.95%	0.90	-4,022
Retirement Benefits	282	0.82%	0.15	30	0.16%	0.02	-252	122	0.68%	0.16	-160	3,542	1.15%	0.19	360	0.16%	0.02	-3,182	567	0.26%	0.05	-2,975
KAJ Bucks Employee Recognition	285		0.15	100		0.08	-185	100		0.13	-185	2,205		0.12	1,200		0.08	-1,005	1,139		0.09	-1,066

Income Statement v2  
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	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance
Total Rms PyrI Rel Exp	5,258	15.32%	2.73	3,325	17.39%	2.52	-1,933	2,255	12.54%	2.93	-3,002	46,292	15.06%	2.45	39,960	17.61%	2.58	-6,332	29,990	13.50%	2.45	-16,302
Total Rms Sal & PyrI Rel Exp	39,576	23.41%	20.53	22,445	20.98%	17.04	-17,131	20,245	35.59%	26.33	-19,331	353,697	20.21%	18.74	266,815	20.17%	17.21	-86,882	252,162	26.17%	20.59	-101,535

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	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance	
Other Expenses																							
Cable Television	1,785	1.06%	0.93	1,727	1.61%	1.31	-58	1,738	3.05%	2.26	-47	21,235	1.21%	1.13	20,724	1.57%	1.34	-511	20,731	2.15%	1.69	-504	
Cleaning - Contract	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	26,680	1.52%	1.41	0	0.00%	0.00	-26,680	0	0.00%	0.00	-26,680	
Cleaning Supplies	311	0.18%	0.16	250	0.23%	0.19	-61	0	0.00%	0.00	-311	5,139	0.29%	0.27	2,946	0.22%	0.19	-2,193	2,383	0.25%	0.19	-2,755	
Complimentary Breakfast	2,686	1.59%	1.39	1,000	0.93%	0.76	-1,686	77	0.14%	0.10	-2,609	16,960	0.97%	0.90	14,000	1.06%	0.90	-2,960	11,214	1.16%	0.92	-5,746	
Equipment Rental	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	0	0.00%	0.00	0	0.00%	0.00	0	574	0.06%	0.05	574	
Guest Relations	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	39	0.00%	0.00	0	0.00%	0.00	-39	220	0.02%	0.02	182	
Guest Relocation	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	4,880	0.28%	0.26	0	0.00%	0.00	-4,880	562	0.06%	0.05	-4,317	
Guest Room Supplies	2,092	1.24%	1.09	961	0.90%	0.73	-1,131	1,861	3.27%	2.42	-232	16,530	0.94%	0.88	11,317	0.86%	0.73	-5,213	12,136	1.26%	0.99	-4,394	
Guest Transportation	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	6	0.00%	0.00	0	0.00%	0.00	-6	0	0.00%	0.00	-6	
Internet Expense	165	0.10%	0.09	872	0.81%	0.66	707	626	1.10%	0.81	461	8,777	0.50%	0.47	10,464	0.79%	0.67	1,687	9,480	0.98%	0.77	703	
Laundry Supplies	236	0.14%	0.12	527	0.49%	0.40	291	232	0.41%	0.30	-4	6,048	0.35%	0.32	6,201	0.47%	0.40	154	4,421	0.46%	0.36	-1,627	
Linen Replenishment	2,436	1.44%	1.26	303	0.28%	0.23	-2,133	229	0.40%	0.30	-2,207	13,106	0.75%	0.69	3,566	0.27%	0.23	-9,540	2,256	0.23%	0.18	-10,849	
Loyalty Member Snacks	0	0.00%	0.00	66	0.06%	0.05	66	0	0.00%	0.00	0	0	0.00%	0.00	775	0.06%	0.05	775	0	0.00%	0.00	0	
Operating Supplies	342	0.20%	0.18	500	0.47%	0.38	158	186	0.33%	0.24	-156	8,416	0.48%	0.45	6,000	0.45%	0.39	-2,416	5,360	0.56%	0.44	-3,057	
Printing & Stationary	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	0	0.00%	0.00	0	0.00%	0.00	0	53	0.01%	0.00	53	
Reservations	0	0.00%	0.00	263	0.25%	0.20	263	0	0.00%	0.00	0	500	0.03%	0.03	3,101	0.23%	0.20	2,601	13,947	1.45%	1.14	13,447	
Training	0	0.00%	0.00	25	0.02%	0.02	25	0	0.00%	0.00	0	289	0.02%	0.02	300	0.02%	0.02	11	257	0.03%	0.02	-32	
Travel Agent Comm-Brand	2,027	1.20%	1.05	1,070	1.00%	0.81	-957	388	0.68%	0.50	-1,639	18,033	1.03%	0.96	13,230	1.00%	0.85	-4,803	10,929	1.13%	0.89	-7,104	
Travel Agent Comm-Direct	255	0.15%	0.13	1,000	0.93%	0.76	745	137	0.24%	0.18	-118	9,687	0.55%	0.51	7,900	0.60%	0.51	-1,787	6,141	0.64%	0.50	-3,545	
Uniforms	212	0.13%	0.11	100	0.09%	0.08	-112	0	0.00%	0.00	-212	757	0.04%	0.04	1,200	0.09%	0.08	443	106	0.01%	0.01	-651	
<b>Total Rooms Other Expenses</b>	<b>12,548</b>	<b>7.42%</b>	<b>6.51</b>	<b>8,665</b>	<b>8.10%</b>	<b>6.58</b>	<b>-3,884</b>	<b>5,474</b>	<b>9.62%</b>	<b>7.12</b>	<b>-7,074</b>	<b>157,080</b>	<b>8.98%</b>	<b>8.32</b>	<b>101,723</b>	<b>7.69%</b>	<b>6.56</b>	<b>-55,356</b>	<b>100,771</b>	<b>10.46%</b>	<b>8.23</b>	<b>-56,309</b>	
<b>Total Rooms Expenses</b>	<b>52,124</b>	<b>30.83%</b>	<b>27.04</b>	<b>31,110</b>	<b>29.07%</b>	<b>23.62</b>	<b>-21,015</b>	<b>25,719</b>	<b>45.21%</b>	<b>33.44</b>	<b>-26,406</b>	<b>510,777</b>	<b>29.19%</b>	<b>27.07</b>	<b>368,538</b>	<b>27.86%</b>	<b>23.77</b>	<b>-142,239</b>	<b>352,933</b>	<b>36.63%</b>	<b>28.82</b>	<b>-157,844</b>	
<b>Rooms Dept. Income (Loss)</b>	<b>116,928</b>	<b>69.17%</b>	<b>60.65</b>	<b>75,890</b>	<b>70.93%</b>	<b>57.62</b>	<b>41,038</b>	<b>31,173</b>	<b>54.79%</b>	<b>40.54</b>	<b>85,755</b>	<b>1,239,221</b>	<b>70.81%</b>	<b>65.67</b>	<b>954,462</b>	<b>72.14%</b>	<b>61.57</b>	<b>284,759</b>	<b>610,593</b>	<b>63.37%</b>	<b>49.85</b>	<b>628,628</b>	

Income Statement v2  
 Company: Fargo South Hospitality, LLC Property: Four Points by Sheraton  
 Period from 12/1/2021 to 12/31/2021  
 Year from 1/1/2021 to 12/31/2021  
 As defined in report

	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance
Food and Beverage Department																						
Revenue																						
Food Sales - Breakfast	8,915	37.82%	4.62	3,819	17.16%	2.90	5,096	851	26.19%	1.11	8,064	61,378	33.50%	3.25	35,995	19.29%	2.32	25,383	23,244	20.96%	1.90	38,134
Food Sales - Dinner	0	0.00%	0.00	1,185	5.32%	0.90	-1,185	0	0.00%	0.00	0	0	0.00%	0.00	10,240	5.49%	0.66	-10,240	8,024	7.24%	0.66	-8,024
Beer	2,163	9.17%	1.12	1,910	8.58%	1.45	253	128	3.95%	0.17	2,034	18,021	9.83%	0.96	17,091	9.16%	1.10	930	7,899	7.12%	0.64	10,122
Wine	489		0.25	263		0.20	226	33		0.04	456	3,993		0.21	2,868		0.19	1,125	2,510		0.20	1,483
Liquor	2,194		1.14	3,293		2.50	-1,099	197		0.26	1,997	17,026		0.90	29,038		1.87	-12,012	9,189		0.75	7,837
Food	0		0.00	5,700		4.33	-5,700	0		0.00	0	0		0.00	43,800		2.83	-43,800	0		0.00	0
Dinner	2,498		1.30	0		0.00	2,498	225		0.29	2,273	26,748		1.42	0		0.00	26,748	23,324		1.90	3,424
Beer	0		0.00	485		0.37	-485	0		0.00	0	0		0.00	3,723		0.24	-3,723	-108		-0.01	108
Liquor	748		0.39	0		0.00	748	0		0.00	748	4,195		0.22	0		0.00	4,195	3,895		0.32	301
Non-Alcoholic Beverage	220		0.11	0		0.00	220	0		0.00	220	385		0.02	0		0.00	385	0		0.00	385
Audio Visual	125		0.06	140		0.11	-15	0		0.00	125	525		0.03	1,100		0.07	-575	571		0.05	-46
Room Rental	4,503		2.34	3,500		2.66	1,003	1,475		1.92	3,028	36,928		1.96	27,500		1.77	9,428	22,305		1.82	14,623
Service Charges	1,716		0.89	1,965		1.49	-249	340		0.44	1,376	14,043		0.74	15,225		0.98	-1,181	10,034		0.82	4,009
<b>Total Food &amp; Beverage Revenue</b>	<b>23,570</b>	<b>100.00%</b>	<b>12.23</b>	<b>22,260</b>	<b>100.00%</b>	<b>16.90</b>	<b>1,311</b>	<b>3,249</b>	<b>100.00%</b>	<b>4.23</b>	<b>20,321</b>	<b>183,242</b>	<b>100.00%</b>	<b>9.71</b>	<b>186,579</b>	<b>100.00%</b>	<b>12.04</b>	<b>-3,337</b>	<b>110,886</b>	<b>100.00%</b>	<b>9.05</b>	<b>72,355</b>
Cost of Food and Beverage Sales																						
Cost of Food Sales	6,480	27.49%	3.36	1,501	6.74%	1.14	-4,979	328	10.10%	0.43	-6,152	40,636	22.18%	2.15	13,870	7.43%	0.89	-26,766	23,054	20.79%	1.88	-17,582
Cost of Beverage Sales	0	0.00%	0.00	298	1.34%	0.23	298	0	0.00%	0.00	0	0	0.00%	0.00	2,636	1.41%	0.17	2,636	0	0.00%	0.00	0
Cost of Beer	375		0.19	599		0.45	224	199		0.26	-176	7,394		0.39	5,203		0.34	-2,190	3,206		0.26	-4,188
Cost of Wine	113		0.06	92		0.07	-21	164		0.21	51	1,980		0.10	1,004		0.06	-976	1,954		0.16	-26
Cost of Liquor	871		0.45	659		0.50	-213	60		0.08	-811	6,749		0.36	5,808		0.37	-942	2,329		0.19	-4,421
Cost of Audiovisual	0		0.00	0		0.00	0	0		0.00	0	589		0.03	0		0.00	-589	566		0.05	-23
<b>Total Cost of Food and Beverage Sales</b>	<b>7,839</b>	<b>33.26%</b>	<b>4.07</b>	<b>3,148</b>	<b>14.14%</b>	<b>2.39</b>	<b>-4,691</b>	<b>752</b>	<b>23.13%</b>	<b>0.98</b>	<b>-7,088</b>	<b>57,349</b>	<b>31.30%</b>	<b>3.04</b>	<b>28,521</b>	<b>15.29%</b>	<b>1.84</b>	<b>-28,827</b>	<b>31,109</b>	<b>28.05%</b>	<b>2.54</b>	<b>-26,240</b>
<b>Food &amp; Beverage Gross Profit</b>	<b>15,731</b>	<b>66.74%</b>	<b>8.16</b>	<b>19,111</b>	<b>85.86%</b>	<b>14.51</b>	<b>-3,380</b>	<b>2,498</b>	<b>76.87%</b>	<b>3.25</b>	<b>13,233</b>	<b>125,893</b>	<b>68.70%</b>	<b>6.67</b>	<b>158,058</b>	<b>84.71%</b>	<b>10.20</b>	<b>-32,165</b>	<b>79,778</b>	<b>71.95%</b>	<b>6.51</b>	<b>46,115</b>
Expenses																						
Salaries and Wages																						
Cook-Restaurant	3,703		1.92	2,325		1.77	-1,378	1,334		1.73	-2,369	23,930		1.27	16,050		1.04	-7,880	12,682		1.04	-11,248
Cook-Restaurant-OT	0		0.00	0		0.00	0	0		0.00	0	572		0.03	0		0.00	-572	70		0.01	-502
Cook-Restaurant-PTO	247		0.13	0		0.00	-247	303		0.39	56	1,053		0.06	0		0.00	-1,053	783		0.06	-271
Cook-Restaurant-Training	0		0.00	0		0.00	0	0		0.00	0	91		0.00	0		0.00	-91	354		0.03	263
Servers-Restaurant	1,920		1.00	1,533		1.16	-387	0		0.00	-1,920	11,721		0.62	10,580		0.68	-1,141	5,838		0.48	-5,883
Servers-Restaurant-OT	0		0.00	0		0.00	0	0		0.00	0	145		0.01	0		0.00	-145	4		0.00	-142
Servers-Restaurant-PTO	196		0.10	0		0.00	-196	10		0.01	-186	196		0.01	0		0.00	-196	192		0.02	-4
Bartenders-Restaurant	1,721	13.77%	0.89	1,916	32.84%	1.45	195	0	0.00%	0.00	-1,721	12,027	16.84%	0.64	13,225	32.80%	0.85	1,198	5,695	14.20%	0.47	-6,332
Bartender-Restaurant-OT	0		0.00	0		0.00	0	0		0.00	0	133		0.01	0		0.00	-133	30		0.00	-103
Bartender-Restaurant-PTO	0		0.00	0		0.00	0	80		0.10	80	7		0.00	0		0.00	-7	213		0.02	206
Bartender-Restaurant-Training	0		0.00	0		0.00	0	0		0.00	0	462		0.02	0		0.00	-462	0		0.00	-462
Bonus & Incentives	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	2,119	2.97%	0.11	0	0.00%	0.00	-2,119	0	0.00%	0.00	-2,119
Payroll - Gratuity	1,165	9.32%	0.60	0	0.00%	0.00	-1,165	-18	-1.03%	-0.02	-1,182	612	0.86%	0.03	0	0.00%	0.00	-612	508	1.27%	0.04	-104
Chef-Banquet	3,544		1.84	0		0.00	-3,544	0		0.00	-3,544	16,399		0.87	0		0.00	-16,399	0		0.00	-16,399
Food and Beverage Director	0		0.00	0		0.00	0	0		0.00	0	0		0.00	0		0.00	0	9,915		0.81	9,915
Chef-PTO	0		0.00	0		0.00	0	0		0.00	0	146		0.01	0		0.00	-146	0		0.00	-146
Cook-Banquet	0		0.00	0		0.00	0	0		0.00	0	683		0.04	0		0.00	-683	88		0.01	-596
Servers-Banquet	0		0.00	34		0.03	34	0		0.00	0	41		0.00	261		0.02	219	684		0.06	643
Bartenders-Banquet	0		0.00	5		0.00	5	0		0.00	0	737		0.04	37		0.00	-700	379		0.03	-358
Bartender-Banquets-OT	0		0.00	0		0.00	0	0		0.00	0	211		0.01	0		0.00	-211	168		0.01	-42
Bartender-Banquets-Training	0		0.00	0		0.00	0	0		0.00	0	45		0.00	0		0.00	-45	0		0.00	-45

Income Statement v2  
 Company: Fargo South Hospitality, LLC Property: Four Points by Sheraton  
 Period from 12/1/2021 to 12/31/2021  
 Year from 1/1/2021 to 12/31/2021  
 As defined in report

	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance
Dishwasher-Banquet	0		0.00	7		0.01	7	0		0.00	0	0		0.00	56		0.00	56	0		0.00	0
Set-Up-Banquet	0		0.00	15		0.01	15	0		0.00	0	96		0.01	112		0.01	16	312		0.03	217
Gratuity Conference Center	0		0.00	0		0.00	0	0		0.00	0	0		0.00	0		0.00	0	2,192		0.18	2,192
<b>Total F&amp;B Salaries and Wages</b>	<b>12,496</b>	<b>53.02%</b>	<b>6.48</b>	<b>5,834</b>	<b>26.21%</b>	<b>4.43</b>	<b>-6,662</b>	<b>1,710</b>	<b>52.61%</b>	<b>2.22</b>	<b>-10,786</b>	<b>71,426</b>	<b>38.98%</b>	<b>3.79</b>	<b>40,321</b>	<b>21.61%</b>	<b>2.60</b>	<b>-31,105</b>	<b>40,106</b>	<b>36.17%</b>	<b>3.27</b>	<b>-31,321</b>
<b>Payroll Related Expenses</b>																						
Payroll Taxes	769	6.15%	0.40	0	0.00%	0.00	-769	138	8.08%	0.18	-630	5,701	7.98%	0.30	0	0.00%	0.00	-5,701	2,698	6.73%	0.22	-3,003
Payroll Taxes	262		0.14	0		0.00	-262	18		0.02	-245	1,369		0.07	0		0.00	-1,369	951		0.08	-418
Workers Compensation	31	0.25%	0.02	25	0.43%	0.02	-6	31	1.81%	0.04	0	370	0.52%	0.02	300	0.74%	0.02	-70	57	0.14%	0.00	-314
Workers Compensation	31		0.02	0		0.00	-31	31		0.04	0	370		0.02	0		0.00	-370	57		0.00	-314
Group Insurance	1,012	8.10%	0.52	416	7.13%	0.32	-596	0	0.00%	0.00	-1,012	2,200	3.08%	0.12	4,992	12.38%	0.32	2,792	1,624	4.05%	0.13	-575
Group Insurance	391		0.20	0		0.00	-391	3		0.00	-388	2,035		0.11	0		0.00	-2,035	41		0.00	-1,994
Retirement Benefits	0		0.00	0		0.00	0	0		0.00	0	0		0.00	0		0.00	0	2		0.00	2
<b>Total F&amp;B Pyrl Rel Exp</b>	<b>2,495</b>	<b>19.97%</b>	<b>1.29</b>	<b>441</b>	<b>7.56%</b>	<b>0.33</b>	<b>-2,054</b>	<b>221</b>	<b>12.91%</b>	<b>0.29</b>	<b>-2,275</b>	<b>12,046</b>	<b>16.86%</b>	<b>0.64</b>	<b>5,292</b>	<b>13.12%</b>	<b>0.34</b>	<b>-6,754</b>	<b>5,429</b>	<b>13.54%</b>	<b>0.44</b>	<b>-6,616</b>
<b>Total F&amp;B Sal &amp; Pyrl Rel Exp</b>	<b>14,991</b>	<b>63.60%</b>	<b>7.78</b>	<b>6,275</b>	<b>28.19%</b>	<b>4.76</b>	<b>-8,716</b>	<b>1,930</b>	<b>59.40%</b>	<b>2.51</b>	<b>-13,061</b>	<b>83,472</b>	<b>45.55%</b>	<b>4.42</b>	<b>45,613</b>	<b>24.45%</b>	<b>2.94</b>	<b>-37,859</b>	<b>45,535</b>	<b>41.06%</b>	<b>3.72</b>	<b>-37,937</b>
<b>Other Expenses</b>																						
China/Glass	237	1.01%	0.12	0	0.00%	0.00	-237	0	0.00%	0.00	-237	340	0.19%	0.02	400	0.21%	0.03	60	644	0.58%	0.05	304
China/Glass	0		0.00	50		0.04	50	0		0.00	0	160		0.01	600		0.04	440	501		0.04	341
Cleaning Supplies	540	2.29%	0.28	50	0.22%	0.04	-490	442	13.61%	0.58	-97	2,839	1.55%	0.15	600	0.32%	0.04	-2,239	1,714	1.55%	0.14	-1,125
Contract Services	732	3.10%	0.38	50	0.22%	0.04	-682	98	3.00%	0.13	-634	4,480	2.45%	0.24	1,750	0.94%	0.11	-2,730	3,513	3.17%	0.29	-967
Flatware	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	70	0.04%	0.00	250	0.13%	0.02	180	263	0.24%	0.02	193
Flatware	0		0.00	50		0.04	50	0		0.00	0	0		0.00	600		0.04	600	0		0.00	0
Linen	0		0.00	125		0.09	125	0		0.00	0	0		0.00	1,500		0.10	1,500	338		0.03	338
Menus	0		0.00	0		0.00	0	0		0.00	0	0		0.00	500		0.03	500	0		0.00	0
Operating Supplies	497	2.11%	0.26	0	0.00%	0.00	-497	0	0.00%	0.00	-497	2,772	1.51%	0.15	600	0.32%	0.04	-2,172	843	0.76%	0.07	-1,930
Operating Supplies	0		0.00	0		0.00	0	0		0.00	0	71		0.00	0		0.00	-71	55		0.00	-16
Operating Supplies	0		0.00	0		0.00	0	0		0.00	0	143		0.01	0		0.00	-143	0		0.00	-143
Paper and Plastics	425	1.80%	0.22	0	0.00%	0.00	-425	0	0.00%	0.00	-425	3,254	1.78%	0.17	500	0.27%	0.03	-2,754	1,353	1.22%	0.11	-1,901
Printing & Stationary	0		0.00	0		0.00	0	0		0.00	0	0		0.00	0		0.00	0	93		0.01	93
Training	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	120	0.07%	0.01	0	0.00%	0.00	-120	25	0.02%	0.00	-95
Uniforms	249	1.05%	0.13	0	0.00%	0.00	-249	0	0.00%	0.00	-249	785	0.43%	0.04	0	0.00%	0.00	-785	302	0.27%	0.02	-484
Utensils	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	173	0.09%	0.01	0	0.00%	0.00	-173	0	0.00%	0.00	-173
<b>Total F&amp;B Other Expenses</b>	<b>2,680</b>	<b>11.37%</b>	<b>1.39</b>	<b>325</b>	<b>1.46%</b>	<b>0.25</b>	<b>-2,355</b>	<b>540</b>	<b>16.62%</b>	<b>0.70</b>	<b>-2,140</b>	<b>15,208</b>	<b>8.30%</b>	<b>0.81</b>	<b>7,300</b>	<b>3.91%</b>	<b>0.47</b>	<b>-7,908</b>	<b>9,644</b>	<b>8.70%</b>	<b>0.79</b>	<b>-5,564</b>
<b>Total Food &amp; Beverage Expenses</b>	<b>17,671</b>	<b>74.97%</b>	<b>9.17</b>	<b>6,600</b>	<b>29.65%</b>	<b>5.01</b>	<b>-11,071</b>	<b>2,470</b>	<b>76.02%</b>	<b>3.21</b>	<b>-15,201</b>	<b>98,680</b>	<b>53.85%</b>	<b>5.23</b>	<b>52,913</b>	<b>28.36%</b>	<b>3.41</b>	<b>-45,767</b>	<b>55,179</b>	<b>49.76%</b>	<b>4.51</b>	<b>-43,501</b>
<b>Food &amp; Beverage Dept. Income (Loss)</b>	<b>-1,940</b>	<b>-8.23%</b>	<b>-1.01</b>	<b>12,511</b>	<b>56.21%</b>	<b>9.50</b>	<b>-14,451</b>	<b>28</b>	<b>0.86%</b>	<b>0.04</b>	<b>-1,967</b>	<b>27,213</b>	<b>14.85%</b>	<b>1.44</b>	<b>105,145</b>	<b>56.35%</b>	<b>6.78</b>	<b>-77,932</b>	<b>24,599</b>	<b>22.18%</b>	<b>2.01</b>	<b>2,615</b>
<b>F&amp;B Covers/Average Ck</b>																						
Breakfast Avg Ck	0		0.00	0		0.00	0	0		0.00	0	0		0.00	0		0.00	0	0		0.00	0
Lunch Avg Ck	0		0.00	0		0.00	0	0		0.00	0	0		0.00	0		0.00	0	0		0.00	0
Dinner Avg Ck	0		0.00	0		0.00	0	0		0.00	0	0		0.00	0		0.00	0	0		0.00	0
Lounge Avg Ck	0		0.00	0		0.00	0	0		0.00	0	0		0.00	0		0.00	0	0		0.00	0

Income Statement v2  
 Company: Fargo South Hospitality, LLC Property: Four Points by Sheraton  
 Period from 12/1/2021 to 12/31/2021  
 Year from 1/1/2021 to 12/31/2021  
 As defined in report

	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance
Telephone Department																						
Revenue																						
Telephone Revenue	0	0.00%	0.00	10	100.00%	0.01	-10	0	0.00%	0.00	0	0	0.00%	0.00	120	100.00%	0.01	-120	0	0.00%	0.00	0
Total Telephone Revenue	0	0.00%	0.00	10	100.00%	0.01	-10	0	0.00%	0.00	0	0	0.00%	0.00	120	100.00%	0.01	-120	0	0.00%	0.00	0
Expenses																						
Telephone Expense	225	0.00%	0.12	397	3,970.00%	0.30	172	397	0.00%	0.52	172	4,547	0.00%	0.24	4,764	3,970.00%	0.31	217	4,726	0.00%	0.39	179
Total Telephone Expenses	225	0.00%	0.12	397	3,970.00%	0.30	172	397	0.00%	0.52	172	4,547	0.00%	0.24	4,764	3,970.00%	0.31	217	4,726	0.00%	0.39	179
Telephone Dept. Income (Loss)	-225	0.00%	-0.12	-387	-3,870.00%	-0.29	162	-397	0.00%	-0.52	172	-4,547	0.00%	-0.24	-4,644	3,870.00%	-0.30	97	-4,726	0.00%	-0.39	179
Miscellaneous Department																						
Revenue																						
Pantry/Market Income	2,446	59.66%	1.27	1,633	59.76%	1.24	813	906	51.58%	1.18	1,540	24,658	56.98%	1.31	19,224	59.76%	1.24	5,435	15,386	50.08%	1.26	9,272
Pet/Smoking Fees	1,581	38.56%	0.82	856	31.33%	0.65	725	650	37.01%	0.85	931	16,051	37.09%	0.85	10,077	31.33%	0.65	5,974	8,281	26.95%	0.68	7,770
Vending Commissions	73	1.78%	0.04	171	6.27%	0.13	-98	201	11.42%	0.26	-128	1,204	2.78%	0.06	2,015	6.27%	0.13	-812	1,802	5.86%	0.15	-598
Rollaway Bed Income	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	10	0.02%	0.00	0	0.00%	0.00	10	0	0.00%	0.00	10
Miscellaneous Income	0	0.00%	0.00	53	1.93%	0.04	-53	0	0.00%	0.00	0	1,287	2.97%	0.07	620	1.93%	0.04	667	5,236	17.04%	0.43	-3,949
Guest Laundry/Dry Cleaning	0	0.00%	0.00	20	0.72%	0.02	-20	0	0.00%	0.00	0	66	0.15%	0.00	233	0.72%	0.02	-166	19	0.06%	0.00	47
Total Miscellaneous Revenue	4,100	100.00%	2.13	2,733	100.00%	2.08	1,367	1,756	100.00%	2.28	2,344	43,276	100.00%	2.29	32,169	100.00%	2.08	11,108	30,724	100.00%	2.51	12,552
Expenses																						
Dry Cleaning Expense	0	0.00%	0.00	18	89.98%	0.01	18	0	0.00%	0.00	0	87	130.76%	0.00	209	90.00%	0.01	123	25	132.46%	0.00	-61
Cost of Sales Pantry/Market	774	31.63%	0.40	817	50.00%	0.62	43	133	14.63%	0.17	-641	12,251	49.68%	0.65	9,612	50.00%	0.62	-2,639	5,996	38.97%	0.49	-6,255
Miscellaneous Expense	0	0.00%	0.00	0	0.00%	0.00	0	23	1.32%	0.03	23	0	0.00%	0.00	0	0.00%	0.00	0	23	0.08%	0.00	23
Total Miscellaneous Expenses	774	18.87%	0.40	834	30.53%	0.63	61	156	8.86%	0.20	-618	12,337	28.51%	0.65	9,821	30.53%	0.63	-2,516	6,044	19.67%	0.49	-6,293
Misc. Dept. Income (Loss)	3,326	81.13%	1.73	1,898	69.47%	1.44	1,428	1,601	91.14%	2.08	1,726	30,939	71.49%	1.64	22,348	69.47%	1.44	8,592	24,680	80.33%	2.01	6,260

Income Statement v2  
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	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance
Administrative and General																						
Salaries & Wages																						
Payroll - General Manager	6,631	62.40%	3.44	5,837	62.30%	4.43	-794	4,426	105.48%	5.75	-2,205	67,931	58.36%	3.60	70,040	63.52%	4.52	2,109	67,143	62.62%	5.48	-788
Payroll-General Manager-PTO	0	0.00%	0.00	0	0.00%	0.00	0	539	12.84%	0.70	539	4,286	3.68%	0.23	0	0.00%	0.00	-4,286	1,213	1.13%	0.10	-3,073
1 FE FF-PSL-EE	0	0.00%	0.00	0	0.00%	0.00	0	-4,021		-5.23	-4,021	0		0.00	0		0.00	0	0		0.00	0
Payroll - Operations Manager	3,685	34.68%	1.91	3,262	34.82%	2.48	-424	2,860	68.18%	3.72	-825	39,640	34.06%	2.10	39,140	35.50%	2.52	-499	37,268	34.76%	3.04	-2,372
Payroll-Operations Manager-PTO	310	2.92%	0.16	0	0.00%	0.00	-310	392	9.35%	0.51	82	590	0.51%	0.03	0	0.00%	0.00	-590	844	0.79%	0.07	254
Bonus & Incentives	0	0.00%	0.00	270	2.88%	0.21	270	0	0.00%	0.00	0	3,950	3.39%	0.21	1,080	0.98%	0.07	-2,870	750	0.70%	0.06	-3,200
Total A&G Salaries & Wages	10,626	5.40%	5.51	9,368	7.10%	7.11	-1,258	4,196	6.78%	5.46	-6,431	116,396	5.89%	6.17	110,260	7.15%	7.11	-6,136	107,218	9.70%	8.75	-9,179
Payroll Related Expenses																						
Payroll Taxes	819	7.71%	0.42	796	8.50%	0.60	-23	627	14.94%	0.82	-192	8,488	7.29%	0.45	9,372	8.50%	0.60	884	8,216	7.66%	0.67	-272
Workers Compensation	44	0.41%	0.02	20	0.21%	0.02	-24	44	1.04%	0.06	0	526	0.45%	0.03	240	0.22%	0.02	-286	-28	-0.03%	0.00	-554
Group Insurance	794	7.47%	0.41	826	8.82%	0.63	33	449	10.71%	0.58	-344	9,529	8.19%	0.51	9,912	8.99%	0.64	383	9,691	9.04%	0.79	161
Employee Relations	187	1.76%	0.10	0	0.00%	0.00	-187	161	3.84%	0.21	-26	231	0.20%	0.01	0	0.00%	0.00	-231	172	0.16%	0.01	-59
Retirement Benefits	0	0.00%	0.00	75	0.80%	0.06	75	0	0.00%	0.00	0	0	0.00%	0.00	900	0.82%	0.06	900	0	0.00%	0.00	0
Total A&G Pyrl Rel Exp	1,843	17.34%	0.96	1,717	18.33%	1.30	-125	1,281	30.53%	1.67	-562	18,774	16.13%	0.99	20,424	18.52%	1.32	1,650	18,050	16.84%	1.47	-723
Total A&G Sal & Pyrl Rel Exp	12,469	6.34%	6.47	11,086	8.40%	8.42	-1,383	5,476	8.85%	7.12	-6,992	135,170	6.84%	7.16	130,684	8.48%	8.43	-4,486	125,268	11.34%	10.23	-9,902
Other Expenses																						
Accounting Charges	1,776	0.90%	0.92	1,800	1.36%	1.37	24	1,824	2.95%	2.37	48	22,002	1.11%	1.17	21,600	1.40%	1.39	-402	21,839	1.98%	1.78	-164
Revenue Mgmt	1,000	0.51%	0.52	750	0.57%	0.57	-250	750	1.21%	0.98	-250	12,000	0.61%	0.64	9,000	0.58%	0.58	-3,000	9,750	0.88%	0.80	-2,250
Advertising	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	58	0.00%	0.00	0	0.00%	0.00	-58	0	0.00%	0.00	-58
Bank Service Charges	33	0.02%	0.02	0	0.00%	0.00	-33	0	0.00%	0.00	-33	344	0.02%	0.02	0	0.00%	0.00	-344	110	0.01%	0.01	-234
Cash Overage/Shortage	0	0.00%	0.00	0	0.00%	0.00	0	12	0.02%	0.02	12	-405	-0.02%	-0.02	0	0.00%	0.00	405	-13	0.00%	0.00	392
Cellular	0	0.00%	0.00	0	0.00%	0.00	0	52	0.08%	0.07	52	52	0.00%	0.00	0	0.00%	0.00	-52	586	0.05%	0.05	534
Contract Services	639	0.33%	0.33	0	0.00%	0.00	-639	712	1.15%	0.93	73	7,487	0.38%	0.40	355	0.02%	0.02	-7,132	4,515	0.41%	0.37	-2,972
Computer & Internet	75	0.00%	0.04	0	0.00%	0.00	-75	0	0.00%	0.00	-75	77	0.00%	0.00	0	0.00%	0.00	-77	0	0.00%	0.00	-77
Credit Card Commissions	5,279	2.68%	2.74	2,814	2.13%	2.14	-2,465	2,152	3.48%	2.80	-3,127	53,697	2.72%	2.85	34,795	2.26%	2.24	-18,902	30,812	2.79%	2.52	-22,886
Decorations	13	0.01%	0.01	0	0.00%	0.00	-13	0	0.00%	0.00	-13	13	0.00%	0.00	0	0.00%	0.00	-13	0	0.00%	0.00	-13
Dues & Subscriptions	227	0.12%	0.12	0	0.00%	0.00	-227	192	0.31%	0.25	-35	1,135	0.06%	0.06	540	0.04%	0.03	-595	1,267	0.11%	0.10	131
Donations	0	0.00%	0.00	0	0.00%	0.00	0	21	0.03%	0.03	21	31	0.00%	0.00	0	0.00%	0.00	-31	98	0.01%	0.01	67
Equipment Rental	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	0	0.00%	0.00	0	0.00%	0.00	0	675	0.06%	0.06	675
Insurance	51	0.03%	0.03	75	0.06%	0.06	24	31	0.05%	0.04	-20	430	0.02%	0.02	898	0.06%	0.06	468	370	0.03%	0.03	-60
Licenses & Permits	222	0.11%	0.12	324	0.25%	0.25	102	369	0.60%	0.48	147	2,525	0.13%	0.13	3,888	0.25%	0.25	1,363	4,056	0.37%	0.33	1,531
Miscellaneous	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	74	0.00%	0.00	0	0.00%	0.00	-74	40	0.00%	0.00	-34
Operating Supplies	315	0.16%	0.16	150	0.11%	0.11	-165	63	0.10%	0.08	-251	3,050	0.15%	0.16	1,800	0.12%	0.12	-1,250	1,434	0.13%	0.12	-1,616
Payroll Processing	399	0.20%	0.21	461	0.35%	0.35	62	365	0.59%	0.48	-34	4,688	0.24%	0.25	5,426	0.35%	0.35	738	5,192	0.47%	0.42	504
Recruiting	1,848	0.94%	0.96	300	0.23%	0.23	-1,548	0	0.00%	0.00	-1,848	4,570	0.23%	0.24	3,600	0.23%	0.23	-970	41	0.00%	0.00	-4,530
Postage and Delivery Charges	16	0.01%	0.01	0	0.00%	0.00	-16	42	0.07%	0.05	26	733	0.04%	0.04	0	0.00%	0.00	-733	559	0.05%	0.05	-174
Printing & Stationary	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	36	0.00%	0.00	0	0.00%	0.00	-36	0	0.00%	0.00	-36
Professional Fees	1,176	0.60%	0.61	1,204	0.91%	0.91	28	18	0.03%	0.02	-1,158	6,494	0.33%	0.34	4,816	0.31%	0.31	-1,678	3,518	0.32%	0.29	-2,976
Sales Tax Compensation/Penalty	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	0	0.00%	0.00	0	0.00%	0.00	0	-267	-0.02%	-0.02	-267
Telecommunications	273	0.14%	0.14	0	0.00%	0.00	-273	0	0.00%	0.00	-273	564	0.03%	0.03	0	0.00%	0.00	-564	0	0.00%	0.00	-564
Training	0	0.00%	0.00	60	0.05%	0.05	60	0	0.00%	0.00	0	2,589	0.13%	0.14	720	0.05%	0.05	-1,869	105	0.01%	0.01	-2,484
Travel	0	0.00%	0.00	50	0.04%	0.04	50	0	0.00%	0.00	0	0	0.00%	0.00	600	0.04%	0.04	600	0	0.00%	0.00	0
Travel/Property Direct	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	785	0.04%	0.04	960	0.06%	0.06	175	280	0.03%	0.02	-505
Travel - Food & Beverage	0	0.00%	0.00	0	0.00%	0.00	0	49	0.08%	0.06	49	585	0.03%	0.03	400	0.03%	0.03	-185	215	0.02%	0.02	-369
Uniforms	0	0.00%	0.00	0	0.00%	0.00	0	102	0.17%	0.13	102	0	0.00%	0.00	0	0.00%	0.00	0	102	0.01%	0.01	102
Total A&G Other Expenses	13,341	6.78%	6.92	7,988	6.05%	6.07	-5,353	6,755	10.91%	8.78	-6,585	123,613	6.25%	6.55	89,398	5.80%	5.77	-34,215	85,282	7.72%	6.96	-38,331

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	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance
Total A&G Expenses	25,810	13.12%	13.39	19,074	14.45%	14.48	-6,736	12,232	19.76%	15.91	-13,578	258,783	13.09%	13.71	220,082	14.27%	14.20	-38,701	210,550	19.05%	17.19	-48,233



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	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance
Sales & Marketing																						
Salaries and Wages																						
Payroll-Sales Manager	1,058	25.91%	0.55	3,640	82.92%	2.76	2,582	3,720	79.83%	4.84	2,662	29,576	57.10%	1.57	43,680	93.57%	2.82	14,104	43,807	86.42%	3.58	14,231
Payroll-Sales Manager-PTO	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	190	0.37%	0.01	0	0.00%	0.00	-190	122	0.24%	0.01	-69
Payroll-Sales (Hourly)	2,187	53.57%	1.13	0	0.00%	0.00	-2,187	0	0.00%	0.00	-2,187	9,670	18.67%	0.51	0	0.00%	0.00	-9,670	0	0.00%	0.00	-9,670
Payroll-Sales (Hourly)-OT	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	303	0.59%	0.02	0	0.00%	0.00	-303	0	0.00%	0.00	-303
Payroll-Sales (Hourly)-PTO	231	5.67%	0.12	0	0.00%	0.00	-231	0	0.00%	0.00	-231	570	1.10%	0.03	0	0.00%	0.00	-570	0	0.00%	0.00	-570
Bonus & Incentives	606	14.86%	0.31	750	17.08%	0.57	144	940	20.17%	1.22	333	11,491	22.18%	0.61	3,000	6.43%	0.19	-8,491	6,764	13.34%	0.55	-4,727
Total S&M Salaries and Wages	4,083	2.08%	2.12	4,390	3.33%	3.33	307	4,660	7.53%	6.06	577	51,801	2.62%	2.75	46,680	3.03%	3.01	-5,121	50,693	4.59%	4.14	-1,107
Payroll Related Expenses																						
Payroll Taxes	375	9.20%	0.19	373	8.50%	0.28	-2	360	7.73%	0.47	-15	4,158	8.03%	0.22	3,968	8.50%	0.26	-190	3,795	7.49%	0.31	-363
Workers Compensation	17	0.42%	0.01	10	0.23%	0.01	-7	17	0.37%	0.02	0	208	0.40%	0.01	120	0.26%	0.01	-88	9	0.02%	0.00	-199
Group Insurance	1	0.04%	0.00	42	0.96%	0.03	41	-1,127	-24.18%	-1.47	-1,128	53	0.10%	0.00	504	1.08%	0.03	451	1,435	2.83%	0.12	1,382
Retirement Benefits	0	0.00%	0.00	50	1.14%	0.04	50	0	0.00%	0.00	0	8	0.02%	0.00	600	1.29%	0.04	592	0	0.00%	0.00	-8
Total S&M Pyrl Rel Exp	394	9.66%	0.20	475	10.82%	0.36	81	-750	-16.08%	-0.97	-1,144	4,427	8.55%	0.23	5,192	11.12%	0.33	765	5,239	10.34%	0.43	812
Total S&M Sal & Pyrl Rel Exp	4,477	2.28%	2.32	4,865	3.69%	3.69	388	3,910	6.32%	5.08	-567	56,228	2.84%	2.98	51,872	3.36%	3.35	-4,356	55,933	5.06%	4.57	-295
Other Expenses																						
Outdoor Advertising	1,000	0.51%	0.52	0	0.00%	0.00	-1,000	0	0.00%	0.00	-1,000	1,000	0.05%	0.05	0	0.00%	0.00	-1,000	0	0.00%	0.00	-1,000
E-Commerce Marketing	1,984	1.01%	1.03	550	0.42%	0.42	-1,434	225	0.36%	0.29	-1,759	13,137	0.66%	0.70	6,600	0.43%	0.43	-6,537	7,561	0.68%	0.62	-5,576
Promotions	500	0.25%	0.26	0	0.00%	0.00	-500	0	0.00%	0.00	-500	500	0.03%	0.03	0	0.00%	0.00	-500	0	0.00%	0.00	-500
Trade Show	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	0	0.00%	0.00	0	0.00%	0.00	0	95	0.01%	0.01	95
Collateral/Brochures	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	0	0.00%	0.00	0	0.00%	0.00	0	236	0.02%	0.02	236
Print Ads	520	0.26%	0.27	0	0.00%	0.00	-520	0	0.00%	0.00	-520	787	0.04%	0.04	0	0.00%	0.00	-787	300	0.03%	0.02	-487
Radio/TV Ads	1,000	0.51%	0.52	0	0.00%	0.00	-1,000	0	0.00%	0.00	-1,000	1,000	0.05%	0.05	0	0.00%	0.00	-1,000	0	0.00%	0.00	-1,000
Complimentary Gifts & Services	77	0.04%	0.04	50	0.04%	0.04	-27	0	0.00%	0.00	-77	572	0.03%	0.03	600	0.04%	0.04	28	10	0.00%	0.00	-562
Dues & Subscriptions	95	0.05%	0.05	560	0.42%	0.43	465	58	0.09%	0.08	-38	1,202	0.06%	0.06	4,220	0.27%	0.27	3,018	1,007	0.09%	0.08	-194
Miscellaneous	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	2,259	0.11%	0.12	0	0.00%	0.00	-2,259	0	0.00%	0.00	-2,259
Operating Supplies	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	57	0.00%	0.00	0	0.00%	0.00	-57	0	0.00%	0.00	-57
Postage and Delivery Charges	2	0.00%	0.00	0	0.00%	0.00	-2	0	0.00%	0.00	-2	2	0.00%	0.00	0	0.00%	0.00	-2	29	0.00%	0.00	27
Printing & Stationary	16	0.01%	0.01	0	0.00%	0.00	-16	0	0.00%	0.00	-16	16	0.00%	0.00	0	0.00%	0.00	-16	0	0.00%	0.00	-16
Sales Software	463	0.24%	0.24	0	0.00%	0.00	-463	0	0.00%	0.00	-463	2,357	0.12%	0.12	0	0.00%	0.00	-2,357	0	0.00%	0.00	-2,357
Travel	0	0.00%	0.00	100	0.08%	0.08	100	0	0.00%	0.00	0	0	0.00%	0.00	1,200	0.08%	0.08	1,200	0	0.00%	0.00	0
Travel - Food & Beverage	0	0.00%	0.00	25	0.02%	0.02	25	0	0.00%	0.00	0	32	0.00%	0.00	300	0.02%	0.02	268	0	0.00%	0.00	-32
Client Entertainment	0	0.00%	0.00	100	0.08%	0.08	100	0	0.00%	0.00	0	0	0.00%	0.00	1,200	0.08%	0.08	1,200	20	0.00%	0.00	20
Total S&M Other Expenses	5,657	2.88%	2.93	1,385	1.05%	1.05	-4,272	283	0.46%	0.37	-5,374	22,921	1.16%	1.21	14,120	0.92%	0.91	-8,801	9,258	0.84%	0.76	-13,663
Total S&M Expenses	10,134	5.15%	5.26	6,250	4.73%	4.75	-3,884	4,193	6.77%	5.45	-5,941	79,149	4.00%	4.19	65,992	4.28%	4.26	-13,157	65,191	5.90%	5.32	-13,958

Income Statement v2  
 Company: Fargo South Hospitality, LLC Property: Four Points by Sheraton  
 Period from 12/1/2021 to 12/31/2021  
 Year from 1/1/2021 to 12/31/2021  
 As defined in report

	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance
Property Operation and Maintenance																						
Salaries and Wages																						
Payroll - Maintenance Staff	2,928	73.97%	1.52	3,631	99.32%	2.76	704	3,268	89.23%	4.25	340	41,413	85.76%	2.19	42,757	94.69%	2.76	1,344	40,600	89.34%	3.31	-813
Payroll - Maintenance Staff - OT	0	0.00%	0.00	0	0.00%	0.00	0	26	0.70%	0.03	26	2,370	4.91%	0.13	0	0.00%	0.00	-2,370	1,563	3.44%	0.13	-807
Payroll-Maintenance Staff-PTO	1,030	26.03%	0.53	0	0.00%	0.00	-1,030	369	10.08%	0.48	-661	2,710	5.61%	0.14	0	0.00%	0.00	-2,710	1,128	2.48%	0.09	-1,583
Payroll-Groundskeeping	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	44	0.00%	0.00	2,100	0.14	0.14	2,056	2,153	0.18	0.18	2,109
Bonus & Incentives	0	0.00%	0.00	25	0.68%	0.02	25	0	0.00%	0.00	0	1,750	3.62%	0.09	300	0.66%	0.02	-1,450	0	0.00%	0.00	-1,750
Total Maint Salaries and Wages	3,958	2.01%	2.05	3,656	2.77%	2.78	-302	3,662	5.92%	4.76	-296	48,288	2.44%	2.56	45,157	2.93%	2.91	-3,130	45,443	4.11%	3.71	-2,845
Payroll Related Expenses																						
Payroll Taxes	290	7.33%	0.15	311	8.50%	0.24	21	262	7.16%	0.34	-28	3,553	7.36%	0.19	3,838	8.50%	0.25	285	3,357	7.39%	0.27	-196
Workers Compensation	17	0.44%	0.01	35	0.96%	0.03	18	17	0.47%	0.02	0	208	0.43%	0.01	420	0.93%	0.03	212	176	0.39%	0.01	-33
Group Insurance	431	10.89%	0.22	416	11.38%	0.32	-15	416	11.35%	0.54	-15	4,954	10.26%	0.26	4,992	11.05%	0.32	38	4,990	10.98%	0.41	37
Retirement Benefits	0	0.01%	0.00	50	1.37%	0.04	50	0	0.00%	0.00	0	2	0.00%	0.00	600	1.33%	0.04	598	0	0.00%	0.00	-2
Total Maint Pyrl Rel Exp	739	18.67%	0.38	812	22.20%	0.62	73	695	18.98%	0.90	-44	8,717	18.05%	0.46	9,850	21.81%	0.64	1,133	8,523	18.76%	0.70	-194
Total Maint Sal & Pyrl Rel Exp	4,697	2.39%	2.44	4,468	3.38%	3.39	-229	4,358	7.04%	5.67	-339	57,005	2.88%	3.02	55,008	3.57%	3.55	-1,997	53,966	4.88%	4.41	-3,039
Other Expenses																						
Building Repairs	23	0.01%	0.01	200	0.15%	0.15	177	0	0.00%	0.00	-23	2,503	0.13%	0.13	2,400	0.16%	0.15	-103	5,174	0.47%	0.42	2,670
Contract Services	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	458	0.02%	0.02	0	0.00%	0.00	-458	0	0.00%	0.00	-458
Dues & Subscriptions	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	4,000	0.20%	0.21	4,000	0.26%	0.26	0	0	0.00%	0.00	-4,000
Electrical and Mechanical Equipment	315	0.16%	0.16	50	0.04%	0.04	-265	19	0.03%	0.02	-296	1,223	0.06%	0.06	600	0.04%	0.04	-623	1,118	0.10%	0.09	-105
Elevators	330	0.17%	0.17	190	0.14%	0.14	-140	0	0.00%	0.00	-330	7,750	0.39%	0.41	2,280	0.15%	0.15	-5,470	6,179	0.56%	0.50	-1,572
Engineering Supplies	258	0.13%	0.13	0	0.00%	0.00	-258	496	0.80%	0.64	237	3,199	0.16%	0.17	0	0.00%	0.00	-3,199	1,749	0.16%	0.14	-1,450
Equipment Rental	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	98	0.00%	0.01	0	0.00%	0.00	-98	292	0.03%	0.02	194
Fire/Sprinkler System	189	0.10%	0.10	260	0.20%	0.20	71	98	0.16%	0.13	-91	1,800	0.09%	0.10	3,120	0.20%	0.20	1,320	1,364	0.12%	0.11	-436
Floor Covering	338	0.17%	0.18	0	0.00%	0.00	-338	210	0.34%	0.27	-128	1,416	0.07%	0.08	0	0.00%	0.00	-1,416	1,672	0.15%	0.14	255
Furniture & Equipment	644	0.33%	0.33	70	0.05%	0.05	-574	-1,601	-2.59%	-2.08	-2,245	14,181	0.72%	0.75	840	0.05%	0.05	-13,341	3,668	0.33%	0.30	-10,513
Grounds Maintenance & Landscaping	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	1,716	0.09%	0.09	600	0.04%	0.04	-1,116	510	0.05%	0.04	-1,207
HVAC Repairs	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	1,336	0.07%	0.07	1,200	0.08%	0.08	-136	907	0.08%	0.07	-429
Kitchen Equipment	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	0	0.00%	0.00	0	0.00%	0.00	0	269	0.02%	0.02	269
Laundry Equipment	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	351	0.02%	0.02	0	0.00%	0.00	-351	0	0.00%	0.00	-351
Light Bulbs	0	0.00%	0.00	200	0.15%	0.15	200	0	0.00%	0.00	0	1,034	0.05%	0.05	2,400	0.16%	0.15	1,366	1,947	0.18%	0.16	913
Tools/Equipment	22	0.01%	0.01	100	0.08%	0.08	78	186	0.30%	0.24	164	1,535	0.08%	0.08	1,200	0.08%	0.08	-335	960	0.09%	0.08	-575
Painting/Wallcovering	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	189	0.01%	0.01	0	0.00%	0.00	-189	0	0.00%	0.00	-189
Pest Control	75	0.04%	0.04	70	0.05%	0.05	-5	75	0.12%	0.10	0	750	0.04%	0.04	840	0.05%	0.05	90	825	0.07%	0.07	75
Plumbing	0	0.00%	0.00	50	0.04%	0.04	50	3	0.00%	0.00	3	368	0.02%	0.02	600	0.04%	0.04	232	214	0.02%	0.02	-154
Snow Removal/Sweeping Fees	5,642	2.87%	2.93	1,500	1.14%	1.14	-4,142	1,343	2.17%	1.75	-4,299	7,726	0.39%	0.41	9,600	0.62%	0.62	1,874	5,505	0.50%	0.45	-2,221
Swimming Pool	1,058	0.54%	0.55	630	0.48%	0.48	-428	1,137	1.84%	1.48	80	12,763	0.65%	0.68	7,560	0.49%	0.49	-5,203	8,527	0.77%	0.70	-4,236
Television & Radio Repair	0	0.00%	0.00	0	0.00%	0.00	0	0	0.00%	0.00	0	0	0.00%	0.00	1,600	0.10%	0.10	1,600	0	0.00%	0.00	0
Uniforms	0	0.00%	0.00	50	0.04%	0.04	50	0	0.00%	0.00	0	183	0.01%	0.01	200	0.01%	0.01	17	213	0.02%	0.02	30
Total Maintenance Other Expenses	8,895	4.52%	4.61	3,370	2.55%	2.56	-5,525	1,964	3.17%	2.55	-6,930	64,579	3.27%	3.42	39,040	2.53%	2.52	-25,539	41,090	3.72%	3.35	-23,489
Total Maintenance Expenses	13,592	6.91%	7.05	7,838	5.94%	5.95	-5,753	6,322	10.21%	8.22	-7,270	121,584	6.15%	6.44	94,048	6.10%	6.07	-27,536	95,056	8.60%	7.76	-26,528

Income Statement v2  
 Company: Fargo South Hospitality, LLC Property: Four Points by Sheraton  
 Period from 12/1/2021 to 12/31/2021  
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 As defined in report

	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance
<b>Utilities</b>																						
Electricity	7,129	3.62%	3.70	9,524	7.22%	7.23	2,395	6,294	10.17%	8.18	-835	65,480	3.31%	3.47	78,912	5.12%	5.09	13,432	69,231	6.26%	5.65	3,751
Gas	1,541	0.78%	0.80	773	0.59%	0.59	-768	846	1.37%	1.10	-695	10,789	0.55%	0.57	5,722	0.37%	0.37	-5,067	4,861	0.44%	0.40	-5,927
Waste Removal	245	0.12%	0.13	245	0.19%	0.19	0	245	0.40%	0.32	0	3,022	0.15%	0.16	2,940	0.19%	0.19	-82	2,965	0.27%	0.24	-56
Water & Sewer	1,082	0.55%	0.56	1,200	0.91%	0.91	118	665	1.07%	0.86	-417	11,944	0.60%	0.63	11,833	0.77%	0.76	-111	10,596	0.96%	0.87	-1,348
<b>Total Utilities</b>	<b>9,998</b>	<b>5.08%</b>	<b>5.19</b>	<b>11,742</b>	<b>8.90%</b>	<b>8.92</b>	<b>1,744</b>	<b>8,050</b>	<b>13.01%</b>	<b>10.47</b>	<b>-1,948</b>	<b>91,234</b>	<b>4.62%</b>	<b>4.84</b>	<b>99,406</b>	<b>6.45%</b>	<b>6.41</b>	<b>8,172</b>	<b>87,654</b>	<b>7.93%</b>	<b>7.16</b>	<b>-3,580</b>
<b>Franchise Fees</b>																						
Royalties	9,332	5.52%	4.84	5,830	5.45%	4.43	-3,502	3,123	5.49%	4.06	-6,209	96,427	5.51%	5.11	72,105	5.45%	4.65	-24,322	52,877	5.49%	4.32	-43,550
Marketing Assessment	2,485	1.47%	1.29	2,226	2.08%	1.69	-259	2,135	3.75%	2.78	-349	27,833	1.59%	1.48	27,531	2.08%	1.78	-302	21,506	2.23%	1.76	-6,327
Loyalty Program	1,585	0.94%	0.82	980	0.92%	0.74	-605	6,496	11.42%	8.45	4,911	21,148	1.21%	1.12	11,790	0.89%	0.76	-9,358	15,704	1.63%	1.28	-5,445
IT System Fee	440	0.26%	0.23	350	0.33%	0.27	-90	323	0.57%	0.42	-117	5,413	0.31%	0.29	4,200	0.32%	0.27	-1,213	4,366	0.45%	0.36	-1,047
Reservation Fees	5,481	3.24%	2.84	3,920	3.66%	2.98	-1,561	1,827	3.21%	2.38	-3,654	50,555	2.89%	2.68	47,160	3.56%	3.04	-3,395	26,530	2.75%	2.17	-24,025
<b>Total Franchise Fees</b>	<b>19,323</b>	<b>11.43%</b>	<b>10.02</b>	<b>13,306</b>	<b>12.44%</b>	<b>10.10</b>	<b>-6,017</b>	<b>13,904</b>	<b>24.44%</b>	<b>18.08</b>	<b>-5,418</b>	<b>201,377</b>	<b>11.51%</b>	<b>10.67</b>	<b>162,786</b>	<b>12.30%</b>	<b>10.50</b>	<b>-38,591</b>	<b>120,983</b>	<b>12.56%</b>	<b>9.88</b>	<b>-80,394</b>

Income Statement v2  
 Company: Fargo South Hospitality, LLC Property: Four Points by Sheraton  
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Apellant Info

	PTD	%	CPOR	PTD Budget	%	CPOR	Variance	PTD Last Year	%	CPOR	Variance	YTD	%	CPOR	YTD Budget	%	CPOR	Variance	YTD Last Year	%	CPOR	Variance
<b>Housekeeping Labor Analysis</b>																						
Due Out	0		0.00	0		0.00	0	0		0.00	0	0		0.00	0		0.00	0	34		0.00	34
Payroll - Executive Housekeeper	3,473		1.80	2,574		1.95	-898	1,973		2.57	-1,499	28,154		1.49	30,304		1.95	2,150	25,421		2.08	-2,734
Payroll - Executive Housekeeper - OT	26		0.01	0		0.00	-26	0		0.00	-26	349		0.02	0		0.00	-349	244		0.02	-105
Payroll - Asst Exec Hskp	2,720		1.41	833		0.63	-1,887	388		0.51	-2,332	10,904		0.58	9,809		0.63	-1,095	9,074		0.74	-1,830
Payroll - Asst Exec Hskp - OT	140		0.07	0		0.00	-140	0		0.00	-140	884		0.05	0		0.00	-884	6		0.00	-878
Payroll - Rooms Hskp	11,088		5.75	6,448		4.90	-4,640	4,140		5.38	-6,948	91,318		4.84	75,784		4.89	-15,534	67,058		5.48	-24,259
Payroll - Rooms Hskp - OT	551		0.29	0		0.00	-551	0		0.00	-551	8,731		0.46	0		0.00	-8,731	362		0.03	-8,370
<b>Total Housekeeping Labor Expense</b>	<b>17,997</b>		<b>9.33</b>	<b>9,856</b>		<b>7.48</b>	<b>8,142</b>	<b>6,502</b>		<b>8.46</b>	<b>11,495</b>	<b>140,339</b>		<b>7.44</b>	<b>115,896</b>		<b>7.48</b>	<b>24,443</b>	<b>102,164</b>		<b>8.34</b>	<b>38,175</b>
Payroll - Laundry	2,341		1.21	1,337		1.02	-1,004	1,533		1.99	-808	29,471		1.56	15,738		1.02	-13,733	10,336		0.84	-19,135
Payroll - Laundry - OT	0		0.00	0		0.00	0	0		0.00	0	195		0.01	0		0.00	-195	0		0.00	-195
<b>Total Laundry Labor Expense</b>	<b>2,341</b>		<b>1.21</b>	<b>1,337</b>		<b>1.02</b>	<b>1,004</b>	<b>1,533</b>		<b>1.99</b>	<b>808</b>	<b>29,666</b>		<b>1.57</b>	<b>15,738</b>		<b>1.02</b>	<b>13,928</b>	<b>10,336</b>		<b>0.84</b>	<b>19,330</b>
Housekeeping Labor Exp/Stayover	0.00		0.00	0.00		0.00	0.00	0.00		0.00	0.00	0.00		0.00	0.00		0.00	0.00	0.00		0.00	0.00
Housekeeping labor Exp/Due out	0.00		0.00	0.00		0.00	0.00	0.00		0.00	0.00	0.00		0.00	0.00		0.00	0.00	3,004.83		0.25	-3,004.83
Laundry Labor Exp/Stayovers	0.00		0.00	0.00		0.00	0.00	0.00		0.00	0.00	0.00		0.00	0.00		0.00	0.00	0.00		0.00	0.00
Laundry Labor Exp/Due Outs	0.00		0.00	0.00		0.00	0.00	0.00		0.00	0.00	0.00		0.00	0.00		0.00	0.00	304.01		0.02	-304.01
<b>Total Housekeeping Hours</b>	<b>0</b>		<b>0.00</b>	<b>0</b>		<b>0.00</b>	<b>0</b>	<b>0</b>		<b>0.00</b>	<b>0</b>	<b>0</b>		<b>0.00</b>	<b>0</b>		<b>0.00</b>	<b>0</b>	<b>0</b>		<b>0.00</b>	<b>0</b>
Housekeeping Labor Hrs/Stayover	0.00		0.00	0.00		0.00	0.00	0.00		0.00	0.00	0.00		0.00	0.00		0.00	0.00	0.00		0.00	0.00
Housekeeping Labor Hrs/Due Outs	0.00		0.00	0.00		0.00	0.00	0.00		0.00	0.00	0.00		0.00	0.00		0.00	0.00	0.00		0.00	0.00
Laundry Labor Hrs/Stayovers	0		0.00	0		0.00	0	0		0.00	0	0		0.00	0		0.00	0	0		0.00	0
Laundry Labor Hrs/Due Outs	0.00		0.00	0.00		0.00	0.00	0.00		0.00	0.00	0.00		0.00	0.00		0.00	0.00	0.00		0.00	0.00



## Packet Summary

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In conclusion, based on our analysis, we are requesting the following value for this property

Method	Value	\$ / Unit
Income (Actual)	\$ 3,272,317 /	\$ 36,359.08
<b>Requested Value</b>	<b>\$ 3,272,317 /</b>	<b>\$ 36,359.08</b>

(Please Print on Company Letterhead Here)

## Agency Authorization Property Tax Matters

*This will serve as formal authorization and notification* by **KAJ Management (and related entities)** (Client) that Pivotal Tax Solutions, LLC (Pivotal) and its representatives are hereby granted authority to act on behalf of Client in property tax matters (including valuations, direct assessments, tax surcharges, service charges, fees and additional assessments) for the current and all past years within the applicable statute of limitations for the parcels and accounts listed on the attached Schedule A.

Specifically, Pivotal is delegated full authority to represent Client in filing, signing, negotiating, settling or otherwise dealing with all matters relating to real and personal property tax appeals with the assessor's office, treasurer's office and/or any other relevant government offices or agencies.

Furthermore, Pivotal *is given* authority to review, request and obtain copies of any and all information (including appraisal records, tax bills and other pertinent information) held by the Assessor, Treasurer, or any other governmental office or agency.

A photographic copy and/or a facsimile copy of this authorization are deemed to be the equivalent of the original authorization and may be used as such. This authorization will remain in effect until revoked by letter and signed by a corporate officer. Pivotal will provide Client with copies of appeals when required.

**Authorized and Certified by Client:**

Signature: Sara Lussman Date: 2.28.2022

Name/Title: Sara Lussman-Executive Vice President Phone: 605-231-5815  
(Corporate Officer)

Pivotal Lead Agent: Christopher Glidewell / 480-634-6169

**Pivotal Tax Solutions, LLC**  
**202 North Lindsay Road, Suite 201**  
**Mesa, AZ 85213**  
(480) 634-6169 – Phone  
(480) 615-0318 – Fax  
[Appeals@Pivotaltax.com](mailto:Appeals@Pivotaltax.com)

Client: Bridge33 Capital LLC (and related entities)  
 Agency Authorization for Calendar Year 2022 and Prior

## Schedule A

These properties are either Owned, Occupied, and/or Controlled by Client.

State	County	Parcel	Address	Owner	Property
KS	Sedgwick	087112030330201300	2340 N GREENWICH RD	Wichita Hospitality Group LLC	HI Express Wichita
KS	Sedgwick	443487	1236 S Dugan Rd	Wichita Airport Hospitality LLC	HI Express - Wichita Airport
KS	Sedgwick	590281	2340 N Greenwich Rd	Brandon Hospitality LLC	HI Express - Wichita
ND	Cass	01-6610-00704-000	4776 Agassiz Xing S	Agassiz Hospitality LLC	Hampton Inn
ND	Cass	01-8428-00020-000	5064 23 AVE S	Fargo South Hospitality LLC	Fargo Four Points
ND	Cass	02-0112-00010-000	805 Beaton Dr E	West Fargo Hospitality	Double Tree Homewood Suites
ND	Cass	02-0112-00020-000	815 Beaton Dr E	West Fargo Hospitality	Double Tree Homewood Suites
ND	Cass	02-0112-00030-000	825 Beaton Dr E	West Fargo Hospitality	Double Tree Homewood Suites
NE	Douglas	1415915111		Ralston Hospitality LLC	HI Express - Ralston
NE	Douglas	1415915113	7304 Q ST	Ralston Hospitality LLC	HI Express - Ralston
NE	Douglas	1415915115		Ralston Hospitality LLC	HI Express - Ralston
NE	Douglas	1415915117	7306 Q ST	Ralston Hospitality LLC	HI Express - Ralston
NE	Douglas	1619571030	17240 Wright St	OW Hospitality LLC	Fairfield Inn
SD	Minnehaha	90638	2600 S Lorraine PI	Sioux Falls Hospitality LLC	Sioux Falls Land
WY	Campbell	10060226	1120 E Boxelder Rd	Hilltop Hospitality LLC	Home2 Suites
WY	Campbell	10060959	1116 E Boxelder Rd	KAJ Management Inc	Home2 Suites
WY	Campbell	10060960	1122 E Boxelder Rd	KAJ Management Inc	Home2 Suites
WY	Campbell	15062	1137 Country Club Rd	KAJ Management Inc	KAJ Management Land

City of Fargo Supporting Information  
Jeffery Eisert



## Comparable Parcels From Sales Database

NAME: asRpt60100  
 DATE: 04/25/2022 8:33 AM  
 ENTITY: City of Fargo  
 USER: BSommer

	Subject	Comp 1	Comp 2	Comp 3
Property Address:	3043-3045 18 ST S	2301 30 AVE S	3025-3027 18 ST S	2313-2315 18 ST S
Parcel Number:	01-2350-00430-000	01-2350-01150-000	01-2350-00400-000	01-3750-00240-000
Sale Price:		222,500	254,900	213,000
Property Type:	Duplex	Duplex	Duplex	Duplex
Story Height:	Bi-Level	Bi-Level	Bi-Level	Bi-Level
Homo Area:	Average Low	Average Low	Average Low	Average High -10,600
Year Built:	1985	1984	1983	1978 10,600
Grade:	Average	Average	Average	Average
Total Area:	1292	972 8,600	1292	1152 4,200
Condition:	Average	Average	Average	Average
Basement Area:	Full	Full	Full	Full
# Stalls:	Two	Two	Two	Two
# Baths:	1 3/4 or 2	1 3/4 or 2	1 3/4 or 2	1 3/4 or 2
Basement Finish:	Full	Full	Full	Full
Land Value:	50,000	48,400 1,600	50,000	63,800 -13,800
# Fireplaces:	None	None	None	None
Air Conditioning:	Wall	Wall	Wall	Wall
Built Ins:	Average	Average	More than Average -1,000	Average
Deck:	Deck	Enclosed Porch/P -500	Patio 500	Deck
Extras:	None	None	Fence/Shed -9,600	None
Sale Date:	-	09/01/2021 2,700	10/09/2020 14,400	08/16/2021 3,500

<b>Recap</b>				
Sale Price:		222,500	254,900	213,000
Net Sum of Adj:		12,400	4,300	-6,100
Adjusted Sale Price:		234,900	259,200	206,900
Absolute Sum of Adj:		13,400	25,500	42,700
Number of Adj:		4	4	5
Pct of Adj:		6%	10%	20%
Weight Factor:		52.60	31.60	15.80
Price Per Sq Ft:		229	197	185

Current Value            243,900            189 / Sq Ft

**Indicated Market Value as of 04/25/2022 is 238,200 - 184 / Sq Ft**

Land	50,000
Improvement	188,200
<b>Total</b>	<b>238,200</b>

**2023 Parcel Information**

Parcel No	Status	Owner	Addition Number	Address	Year	Parcel True & Full Value
01-2350-00430-000	1 Active	EISERT, JEFFREY	2350 Rheault	3043-3045 18 ST S FARGO, ND 58103	2023	238,200

**2023 Residential Improvement Record**

<b>Year Built</b>	1985	<b>Basement Walls</b>	3	Concrete
<b>Building Value</b>	188,200	<b>Heating Fuel</b>	2	Electricity
<b>Option Code</b>	E Estimate	<b>Heating System Type</b>	3	Electric Base Board
<b>Property Type</b>	2 Duplex	<b>Air Conditioner</b>	2	Wall
<b>Condo Code</b>		<b>Basement Area</b>	5	Full
<b>No. of Units</b>	0	<b>Basement Finished</b>	5	Full
<b>Grade</b>	3 Average	<b>Basement Quality</b>	3	Average
<b>Story Height</b>	4 Bi-Level	<b>Basement Apartment</b>	2	One
<b>Building Condition</b>	3 Average	<b>Kitchen Cabinet Construction</b>	3	Hardwood
<b>Total Living Square Footage</b>	1,292	<b>Kitchen Cabinet Quality</b>	3	Average
<b>Main Floor Square Footage</b>	1,292	<b>Kitchen Cabinet Adequate</b>	2	Adequate
		<b>Built In Adjustment</b>	2	Average

<b>Shape</b>	2 Typical	<b>Front Width</b>	78
<b>Area (Sq Ft)</b>	9,357	<b>Average Depth</b>	120

<b>Dish Washer</b>	<input checked="" type="checkbox"/>	<b>Intercom</b>	<input type="checkbox"/>	<b>Garbage Compactor</b>	<input type="checkbox"/>	<b>Microwave</b>	<input checked="" type="checkbox"/>
<b>Garbage Disposal</b>	<input checked="" type="checkbox"/>	<b>Range Hood</b>	<input type="checkbox"/>	<b>Security System</b>	<input type="checkbox"/>	<b>Garage Door Opener</b>	<input checked="" type="checkbox"/>
<b>Stove/Oven</b>	<input type="checkbox"/>	<b>Built in Vacuum</b>	<input type="checkbox"/>	<b>Jenaire</b>	<input type="checkbox"/>	<b>Misc.</b>	<input type="checkbox"/>

<b>Interior Walls</b>	1 Sheet Rock	<b>Number of Baths</b>	3	1 3/4 or 2
<b>Doors/Trim</b>	2 Hardwood	<b>Number of Bedrooms</b>	6	
<b>Dining Room</b>	2 Dining Area	<b>Rooms on Main Floor</b>	5	
<b>Type of Fireplace</b>	1 None	<b>Rooms on Second Floor</b>	0	
<b>Number of Fireplaces</b>	1 None	<b>Number of Rooms in Basement</b>	5	
<b>Floor Covering</b>	4 Combination	<b>Floor Plan</b>	2	Adequate

<b>Total Rooms</b>	<b>Bedrooms</b>	<b>Full Baths</b>	<b>3/4 Baths</b>	<b>Half Baths</b>	<b>Plumbing Extra</b>	<b>Whirlpool Tub</b>	<b>Extra Fixtures</b>
							0

Attic						Shower Stall	0
Third						Sauna	0
Second						Steam Bath	0
Main	5	3	1			Lav / Sink	0
Basement 1	5	3	1			Kitchen	0
Basement 2							

Exterior Walls	3	Lap Siding	<b>Porch / Deck</b>	3	Deck
Dormer/LF	0		<b>Porch Value</b>	2,000	
Roof Design	2	Gable	<b>Extras</b>	101	None
Roof Covering	1	Asphalt	<b>Extra Cost</b>	0	
Type of Garage	3	Detached	Misc. Code		
<b>Number of Garage Stalls</b>	3	Two	Extras Remarks		
Garage Quality	3	Average			

	Name	Date
Appraisal	BSS Brenda Sommer	04/25/2022
Inspector	BSS Brenda Sommer	04/22/2022
Inspection Type		
Permit Inspection		
Pricing Used		

Remarks	
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[LOWER LEVEL BI-LEVEL] - full area, full finish

Concrete Foundation  
Electric Baseboard/ Wall Air Conditioner

Entrance - Vinyl floor, carpeted stairs, door at bottom

Family Room – carpet, wall air conditioner

Kitchen – vinyl floor, factory oak cabinets, closet laundry area

3 Bedrooms – carpet, standard closets

Full Bath – vinyl floor, factory hardwood vanity, fiberglass tub surround

Hall - linen closet, closet under stairs

Sheetrock walls and ceiling, oak embossed doors and trim

[UPPER LEVEL BI-LEVEL]

Entrance - Laminate flooring, carpeted stairs, door at top

Family Room – carpet, wall air conditioner

Kitchen – laminate floor, factory oak cabinets, closet laundry area (no doors)

3 bedrooms – carpet, standard closets (no doors)

Full Bath – laminate floor, factory hardwood vanity, fiberglass tub surround

Hall - closet

Sheetrock walls and ceiling, oak embossed doors and trim

[EXTERIOR]

Lap siding with asphalt shingles, gable roof

Garage is two stalls, detached, not finished

[NOTES]

4/22/22 - Recheck with owner. Owner pointed out some holes in flooring, a hole in door, siding has rot on the bottom piece, one window in the bedroom has what appears to be a shotgun hole. Home is well taken care of in average condition.

# City of Fargo Info

44'

Bi-Level Upper  
1292.0 sf

LL Bi-Level  
0.0 sf

28'

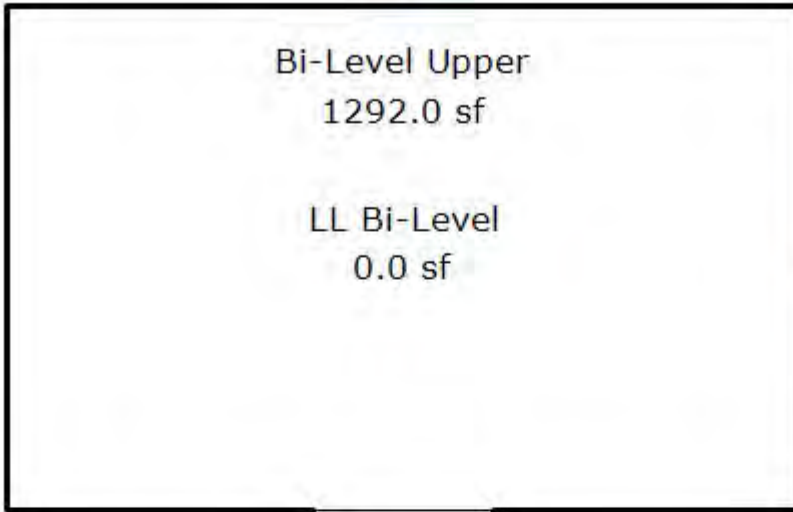
10'

6'

24'

Two Stall Garage  
576.0 sf

24'



Appellant Supporting Information  
Jeffery Eisert Appeal

# Appellant Info

**From:** [Cass County Assessor](#)  
**To:** [Fracassi, Paul](#)  
**Subject:** FW: Jeffrey Eisert  
**Date:** Friday, May 6, 2022 8:46:08 AM

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**From:** email440 <email440@yahoo.com>  
**Sent:** Friday, May 6, 2022 8:45 AM  
**To:** Cass County Assessor <assessor@casscountynd.gov>  
**Subject:** FW: Jeffrey Eisert

**CAUTION:** EXTERNAL EMAIL

This email is for Paul and it is regarding the new value stated by the city of Fargo for my residential property at 3043 and 3045 18th st s Fargo.

I believe the new value is too high and I will be providing evidence of why I believe it is too high based on condition and comparable sales.

Thank you,  
Jeffrey Eisert

# Appellant Info

**From:** [Fracassi, Paul](#)  
**To:** [email440@yahoo.com](mailto:email440@yahoo.com)  
**Subject:** Value Concern  
**Date:** Friday, May 13, 2022 2:35:00 PM

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Hey Jeffrey,

Just touching base to see if you had any additional information you were planning to supply regarding your value? I noticed in the last email you mentioned you'd provide evidence, so If you have anything you'd like me to review, email it to me and I'll take it into consideration.

Thank you.



**Paul D. Fracassi**

**Director of Equalization**, Cass County Government

211 9<sup>th</sup> St S  
Fargo, ND 58103  
(701) 241-5617

View our Website at:

<http://cass.northdakotaassessors.com/>



## Addenda C

### City of West Fargo Appeals

1. PetSmart
2. Tevye, LLC
3. Schatz

# City of West Fargo Supporting Information Petsmart Appeal

## City of West Fargo Info



**PIN:** 02-0082-00020-000

**Address:** 1630 13 AVE E

**Owner:** HULL FAMILY PARTNERSHIP LLC

**SF/ Land:** 153,994

**Year Built:** 2005

**SF/ Building:** 23,567sf

**A21 Value:** \$2,950,300 or \$125/sf    **A22 Value:** \$3,037,600 or \$129/sf    **% Change:** 3%

**Construction Notes:** The PetSmart building is an EIFS on steel large retail building located on 13th Ave. A majority of the space is occupied by PetSmart but a 3,200sf portion is leased out to smaller retailers.

**Cost Approach Notes:** The applicant submitted a cost approach value calculated from Marshall & Swift valuation services. The replacement cost of the building less depreciation, which was submitted by the applicant, was \$1,388,172 or \$59/sf. However they ask that their building value be \$1,039,200 or \$44/sf with no explanation as to why. Our proposed building value is \$1,805,600 or \$77/sf.

**Comparable Land Sale Notes:** The assessed value of the land is \$1,232,000 or \$8.00/sf. The applicant submitted a land value of \$692,800 or \$4.50/sf. No land comparable sales were submitted by the applicant. Our land value is supported by the comparable land sales attached.

**Comparable Sales Notes:** No comparable building sales were submitted by the applicant. Our value is supported by the comparable sales attached.

**Income Notes:** No income approach was submitted by the applicant.

**Final Thoughts:** This applicant has submitted a cost approach from a system not calibrated and used equitably across the city and a land value that is unsupported by any data. Typically in an appeal of this type of building we would expect at least a sales comparison approach for both the overall property and land, neither of which were submitted in this situation.

Our office uses a sales adjusted cost approach, as does a majority of the state. Utilizing this approach and proper assessing procedure is how we achieve valuation uniformity. Once our information is correct and our values are uniform throughout town, appeals must display an oversight in the market for a particular property. Reviewing the information submitted, I don't believe it is enough to warrant an adjustment.

**Recommendation: No Change in Value for 2022 Assessment**

Petsmart							
Land Comps							
SUBJECT							
Parcel	Address		Land Assessed	Lot Size Sq Ft	\$ Per Sq Ft		DBA
02-0082-00020-000	1630 13th Ave E		\$ 1,232,000	153,994	\$ 8.00		Petsmart
COMPARABLE 13TH AVE SALES							
Parcel	Address	Sales Date	Sales Price	Lot Size Sq Ft	\$ Per Sq Ft	Notes	DBA
01-3600-00241-000	4207 13 AVE S-Fgo	4/19/2021	\$ 1,903,400	50,636	\$ 37.59	Demod after purchase	Old Kelly Inn
01-2332-00350-000	4350 13th Ave S -Fgo	10/15/2020	\$ 1,807,100	48,000	\$ 37.65	Demod after purchase	Old Carwash
01-3880-01607-000	765 45 ST S-Fgo	8/31/2018	\$ 329,100	29,888	\$ 11.01	3 blocks North of 13th	Undeveloped
02-0880-00010-000	705 13th Ave E	9/8/2016	\$ 630,005	58,300	\$ 10.81		BC Contracting Office
02-1480-00030-000	825 13th Ave E	5/10/2016	\$ 488,846	42,938	\$ 11.38		Western Bank Office
*This sale was to buy and teardown a building for future construction, currently the site is cleared with the exception of a car wash.							
COMPARABLE LOT SALES							
Parcel	Address	Sales Date	Sales Price	Lot Size Sq Ft	\$ Per Sq Ft	Notes	DBA
01-2030-00010-000	3102 36 St S - Fgo	12/1/2020	\$ 1,863,600	173,233	\$ 10.76	I29 and 32nd	Undeveloped
01-3823-00015-030	4302 17 Ave S - Fgo	3/6/2020	\$ 1,615,800	147,226	\$ 10.97	off 17th Ave s near 45th St S	Office
01-0265-00146-000	3017 University Dr S - Fgo	1/15/2020	\$ 1,015,600	125,962	\$ 8.06	Near University and 32nd	Undeveloped
01-6990-00100-000	3550 38th Ave S - Fgo	9/28/2018	\$ 640,000	103,284	\$ 6.20	near 40th ave and I29	Office
01-8621-00301-000	3955 56th St S - Fgo	7/23/2018	\$ 1,554,700	116,639	\$ 13.33	near Veterans & 40th	Strip Mall
HISTORICAL SALES (NEIGHBORING LOTS)							
Parcel	Address	Sales Date	Sales Price	Lot Size Sq Ft	\$ Per Sq Ft	Notes	DBA
02-0082-00010-000	1638 13th Ave E	9/22/2003	\$ 677,756	112,961	\$ 6.00	Adjacent lot	Michaels
02-0081-00020-000	1150 17th St E	10/15/2002	\$ 787,692	131,282	\$ 6.00	Adjacent lot	Slumberland

Petsmart								
Large Retail Sales								
SUBJECT								
Parcel	Address	Lot Size Sq Ft	Bldg Sq Ft	Year Built	Assessed Value	\$ Per Sq Ft	DBA	
02-0082-00020-000	1630 13 Ave E	153,994	23,567	2005	\$ 3,037,600	\$ 128.89	Petsmart	
MOST RECENT SALE								
Parcel	Address	Lot Size Sq ft	Bldg Sq Ft	Year Built	Sale Date	Sales Price	\$ Per Sq Ft	DBA
02-0082-00020-000	1630 13 Ave E	153,994	23,567	2005	8/29/2006	\$ 5,000,000	\$ 212.16	Petsmart
COMPARABLE SALES								
Parcel	Address	Lot Size Sq ft	Bldg Sq Ft	Year Built	Sale Date	Sales Price	\$ Per Sq Ft	DBA
44.1349.002.000	3225 30th Ave S- GF	110,207	23,500	1998	2/8/2021	\$ 2,326,009	\$ 98.98	Office Max
02-0600-00065-000	110 Sheyenne St	85,520	40,854	1979	11/10/2020	\$ 2,354,962	\$ 57.64	Furniture For Less
58.535.0020	2809 HWY 10 E- MHD	107,843	16,063	1996	7/20/2020	\$ 1,800,000	\$ 112.06	MUSCATELL
44.2610.002.10	3221 32ND AVE S- GF	105,245	24,253	2006	1/1/2020	\$ 6,508,316	\$ 268.35	STRIP CENTER
44.2009.001.00	4460 32ND AVE S- GF	156,760	21,878	2005	8/1/2019	\$ 3,527,033	\$ 161.21	TRACTOR SUPPLY
58.535.0040	2901 FRONTAGE RD S-MHD	173,369	36,140	2003	1/17/2019	\$ 3,950,000	\$ 109.30	THE SHOPPES ON 10
01-8637-00400-000	4546 33 Ave S- Fgo	82,543	21,468	2016	5/15/2018	\$ 6,023,400	\$ 280.58	Hair Success
01-7920-00200-000	4701 Agassiz Xing S- Fgo	123,810	25,456	2005	6/26/2017	\$ 5,399,700	\$ 212.12	Northern Tool
58.031.0060	935 37th Ave S- MHD	260,839	46,014	2014	1/10/2017	\$ 9,435,000	\$ 205.05	Azool Retail Center
01-6230-00135-000	5100 14th Ave SW- Fgo	169,062	55,723	2000	4/1/2016	\$ 6,401,900	\$ 114.89	Gordmans

# Appellant Supporting Information Petsmart Appeal



## PetSmart, Inc.



1630 East 13th St  
West Fargo, ND

Parcel #02-0082-00020-000

## Value Summary

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To Whom It May Concern:

The following is a history of the assessor's values over the past three years:

Year	Total Value	\$/SF
2020	\$ 2,912,200	\$ 123.57
2021	\$ 2,950,300	\$ 125.19
<b>2022</b>	<b>\$ 3,037,600</b>	<b>\$ 128.89</b>

Based on our analysis, we are requesting the following value for this property:

Method	Value	\$/SF
Cost	\$ 2,620,172 / \$	111.18
<b>Requested Value</b>	<b>\$ 2,620,172 / \$</b>	<b>111.18</b>



## Property Summary

---

**Parcel Count:** 1  
**Location:** 1630 East 13th St in West Fargo  
**Major Cross Streets:** 13th Ave E & 45th St S  
**Owner:** HULL FAMILY PARTNERSHIP LLC  
**Year Built:** 2005  
**Effective Year:** 2005  
**Building Square Feet:** 23,567  
**Land Square Feet:** 152,460      **Acres:** 3.50  
**Land/Build/Ratio:** 6.47

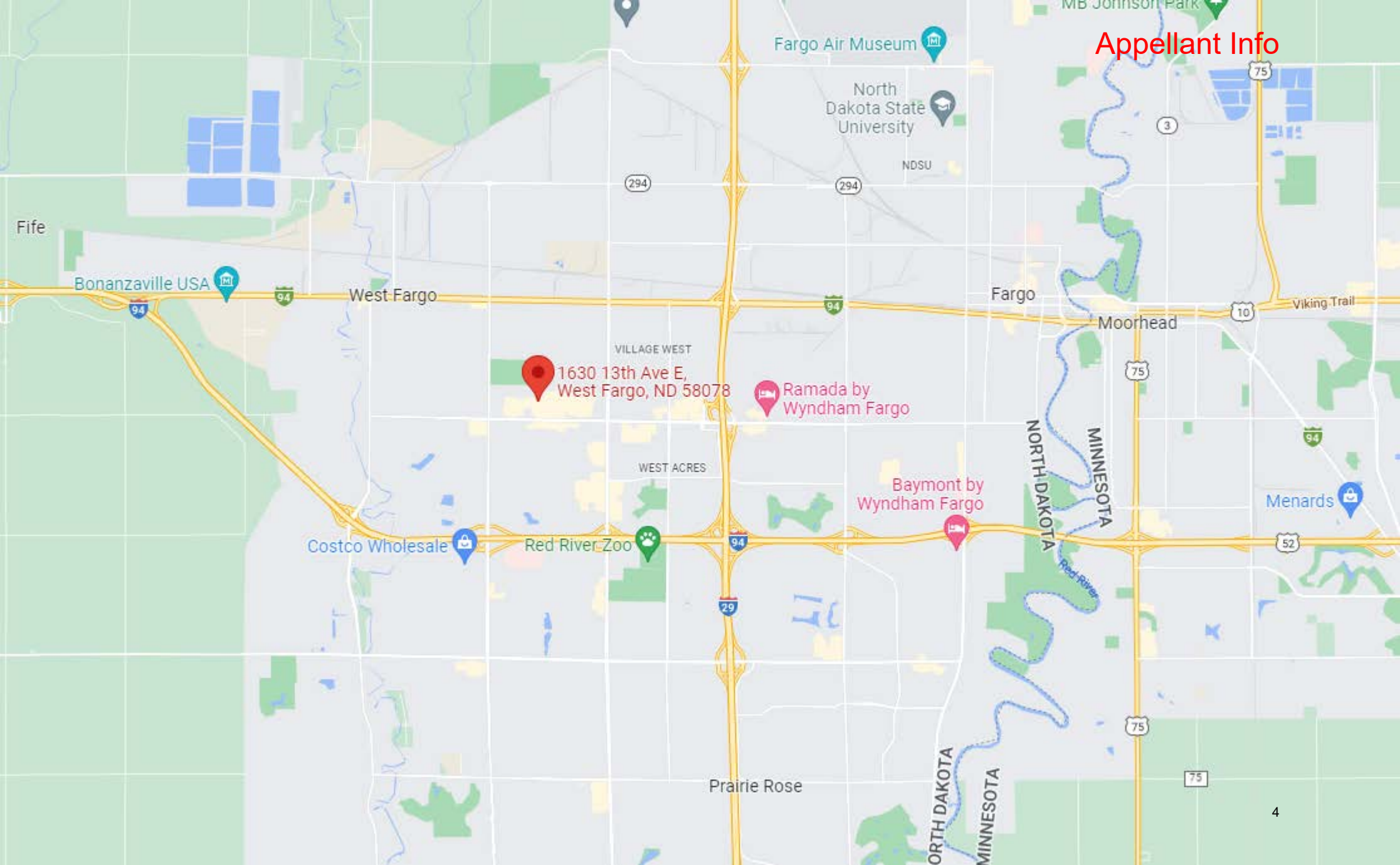
2022 Breakdown	Value	\$/SF
2022 Land Value:	\$ 1,232,000	\$ 8.08
2022 Imp Value: Leasable	\$ 1,805,600	\$ 76.62
2022 Total Value:	\$ 3,037,600	\$ 128.89

## Executive Summary

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The subject property is a PetSmart in West Fargo. Our Analysis features the Depreciated Cost Approach using Marshall & Swift to generate our proposal of value.

Appellant Info



1630 13th Ave E,  
West Fargo, ND 58078

Ramada by  
Wyndham Fargo

Baymont by  
Wyndham Fargo

Appellant Info





## Cost Analysis

Marshall and Swift (Calculator Method)											
Description	SF	Year Built	Eff Year	Exp Life	Eff Age	Class	Type			\$/SF	
<b>Adjusted Items:</b>											
1. RCN- Retail, Discount Stores (319)	23,567	2005	2005	35	17	C	Average	\$ 1,661,474		70.50	
Current Multiplier								\$ (66,459)		0.96	
Local Multiplier								\$ 16,614.74		1.01	
Depreciation								31%			
Adjusted RCNLD								\$ 1,112,024			
Total RCN:								\$ 1,661,474			
<b>SubTotal RCNLD of Adjusted Items:</b>								<b>\$ 1,112,024</b>			
<b>Non Adjusted items:</b>											
Extra Features								\$ 100,000			
<b>Total of Non Adjusted Items:</b>								<b>\$ 100,000</b>			
<b>Total Square Feet</b>		<b>23,567</b>									
Entrepreneurial Profit								10%	\$ 176,147		
Total RCNLD								1,388,172	\$ 58.90		
Assessed Land Value								1,232,000	\$ 8.08		
<b>Indicated Cost Value (\$)</b>								<b>2,620,172</b>			
<b>Value / SF (\$)</b>								<b>111.18</b>			

# CALCULATOR METHOD

## DISCOUNT STORES (319)

CLASS	TYPE	EXTERIOR WALLS	INTERIOR FINISH	LIGHTING, PLUMBING AND MECHANICAL	HEAT	Sq. M.	COST Cu. Ft.	Sq. Ft.
<b>A-B</b>	Average	Tilt-up panels, brick, good front, some ornamentation	Acoustic tile, vinyl tile, some built-ins and extras	Adequate lighting, outlets, and plumbing	Package A.C.	941.84	7.29	87.50
<b>C</b>	Good	Brick, good tilt-up, steel columns, wide spans	Plaster, good offices, acoustic tile, rubber or vinyl composition	Good lighting and outlets, good restrooms	Warm and cool air (zoned)	957.99	7.41	89.00
	Average	Brick or block, tilt-up, wood or steel columns and trusses	Drywall, small office area, acoustic tile, vinyl composition	Adequate lighting and restrooms, competitive fixtures	Package A.C.	758.86	5.87	70.50
	Low cost	Minimum block or tilt-up, pipe or wood columns	Painted exterior walls, minimum finish and office	Minimum lighting and plumbing	Forced air	581.25	4.50	54.00
<b>D</b>	Good	Brick or stone veneer, wood or steel columns and trusses	Plaster or drywall, good offices, good acoustic tile, vinyl or rubber	Good lighting and outlets, good restrooms	Warm and cool air (zoned)	898.79	6.96	83.50
	Average	Good stucco or siding on wood frame or heavy studs	Drywall, small office area, acoustic tile, vinyl composition	Adequate lighting and restrooms	Package A.C.	705.04	5.46	65.50
	Low cost	Stucco or siding on studs, small front	Drywall, few partitions, minimum finish and office	Minimum lighting and plumbing	Forced air	530.12	4.10	49.25
<b>DPOLE</b>	Low cost	Pole frame, metal siding, lined, small front	Drywall, few partitions, minimum finish and office	Minimum lighting and plumbing	Forced air	470.92	3.64	43.75
<b>S</b>	Good	Good sandwich panels, frame, some ornamentation	Drywall, good offices, acoustic tile, rubber or vinyl composition	Good lighting and outlets, good restrooms	Warm and cool air (zoned)	877.26	6.79	81.50
	Average	Sandwich panels, plain front	Few partitions, small office area, acoustic tile and vinyl composition	Adequate lighting and restrooms	Package A.C.	672.74	5.21	62.50
	Low cost	Steel panels, partly finished on interior, small front	Drywall, few partitions, minimum finish and office	Minimum lighting and plumbing	Forced air	495.14	3.83	46.00

## WAREHOUSE DISCOUNT STORES (458)

<b>C</b>	Good	Brick, block, tilt-up, open frame, plain front	Plaster or drywall, partitioned offices, good finished ceilings, vinyl floor	Fluorescent lighting, adequate outlets and restrooms, good extras	Package A.C.	775.00	6.00	72.00
	Average	Average block or tilt-up, open pipe or wood columns, some trim	Painted walls, some partitions, office area, vinyl composition and acoustic	Adequate lighting, restrooms, small snack bar or deli/fast food	Forced air	592.01	4.58	55.00
	Low cost	Cheap block or tilt-up, light panelized roof, no glass storefront	Unfinished, shell type, few partitions, concrete floor	Minimum code throughout	Space heaters	449.39	3.48	41.75
<b>D</b>	Good	Stucco or siding, open frame, plain front	Plaster or drywall, partitioned offices, good finished ceilings, vinyl floor	Fluorescent lighting, adequate outlets and restrooms, good extras	Package A.C.	710.42	5.50	66.00
	Average	Stucco or siding, open frame, small front, some trim	Painted walls, some partitions, office area, vinyl composition and acoustic	Adequate lighting, restrooms, small snack bar or deli/fast food	Forced air	535.50	4.14	49.75
	Low cost	Siding on box frame or studs, very plain, no glass except entry door	Unfinished, shell type, few partitions, concrete floor	Minimum code throughout	Space heaters	400.96	3.10	37.25
<b>DPOLE</b>	Low cost	Metal panels on light pole-frame, very plain, no glass storefront	Unfinished, shell type, few partitions, concrete floor	Minimum code throughout	Space heaters	379.43	2.94	35.25
<b>S</b>	Good	Steel frame, sandwich panels, plain front	Plaster or drywall, partitioned offices, good finished ceilings, vinyl floor	Fluorescent lighting, adequate outlets and restrooms, good extras	Package A.C.	683.51	5.29	63.50
	Average	Pre-engineered frame and siding, small front, some trim	Painted walls, some partitions, office area, vinyl composition and acoustic	Adequate lighting, restrooms, small snack bar or deli/fast food	Forced air	527.43	4.08	49.00
	Low cost	Single wall on light frame, very plain, no glass except entry door	Unfinished, shell type, few partitions, concrete floor	Minimum code throughout	Space heaters	409.03	3.17	38.00

**NOTES:** Lumberyard storage buildings and other miscellaneous shelters can be found in Section 17. For parking structures, see Section 14. For surface parking lots, see Section 66. Nursery netted shade canopies cost 6.31 to 9.51 per square foot (67.92 to 102.36 per square meter).

### MULTISTORY BUILDINGS

Add 0.5% (1/2%) for each story over three, above ground, to all base costs, excluding mezzanines.

### SPRINKLERS

Add for sprinkler systems from Page 40.

### ELEVATORS

Add for elevators from Page 39.

# LIFE EXPECTANCY GUIDELINES

## TYPICAL BUILDING LIVES

OCCUPANCY	CLASS	A	B	C	D	S	OCCUPANCY	CLASS	A	B	C	D	S
<b>SECTIONS 12 &amp; 42, RESIDENCES, MULTIPLES (GARDEN APTS.) AND MOTELS (Continued)</b>							<b>SECTIONS 13 &amp; 43, STORES AND COMMERCIAL BUILDINGS (Continued)</b>						
Single-family, historical residences, excellent		---	---	70	65	---	Laundry/dry cleaning, good		---	---	45	40	40
good and very good		---	---	65	60	---	average		---	---	40	35	35
low cost, fair and average		---	---	60	55	---	Laundromats, average		---	---	35	30	30
Town and row houses, excellent		---	---	60	55	---	Luxury boutiques, good		60	60	55	50	---
good		---	---	55	50	50	low cost and average		55	55	50	45	---
average		---	---	55	50	50	Markets and supermarkets, excellent		---	---	45	40	40
low cost and fair		---	---	50	45	---	average and good		40	40	40	35	35
Tropical houses, good		---	---	55	---	---	low cost		---	---	35	30	30
average		---	---	50	---	---	Modular, restaurants excellent		---	---	---	---	35
low cost		---	---	45	---	---	low cost, average and good		---	---	---	---	30
Yurts, good		---	---	---	30	---	Restaurants, very good and excellent		45	45	40	40	40
average		---	---	---	20	---	average and good		40	40	35	35	35
low cost		---	---	---	15	---	low cost		---	---	30	30	30
<b>SECTIONS 13 &amp; 43, STORES AND COMMERCIAL BUILDINGS</b>							Retail stores, good and excellent		55	55	50	45	45
Banquet halls, excellent		---	---	50	45	---	average		50	50	45	40	40
good		---	---	45	40	40	low cost		45	45	40	40	40
average		---	---	40	35	35	Roadside markets, excellent		---	---	40	35	35
low cost		---	---	35	30	30	good		---	---	35	30	30
Barber and beauty shops, good		45	45	40	35	35	average		---	---	30	25	25
low cost and average		40	40	35	30	30	low cost		---	---	---	20	20
Bars and taverns, good		---	---	45	40	---	cheap		---	---	---	15	---
average		45	45	40	40	40	Shopping centers, neighborhood, good		---	---	45	40	---
low cost		---	---	40	35	35	average		---	---	40	35	35
Cafeterias, excellent		---	---	45	40	---	low cost		---	---	35	30	30
good		45	45	35	35	35	community, good and excellent		---	---	50	45	45
low cost and average		40	40	35	30	30	average		---	---	45	40	40
Cocktail lounges, good and excellent		45	45	40	40	40	regional, good and excellent		55	55	55	50	---
average		40	40	40	35	35	average		---	---	50	45	45
low cost		---	---	35	35	35	regional discount, good		50	50	50	45	---
Convenience stores, excellent		---	---	45	40	40	average		45	45	45	40	40
average and good		45	45	40	35	35	mixed retail centers with office/residential units, good		---	---	50	45	---
low cost		---	---	35	30	30	low cost and average		---	---	45	40	---
Mini-marts, good and excellent		---	---	40	35	30	Snack bars, excellent		---	---	35	35	---
low cost and average		---	---	35	30	25	good		---	---	35	30	---
Dairy sales buildings, average		---	---	35	30	30	average		---	---	30	25	25
Department stores, good and excellent		55	55	50	---	---	low cost		---	---	25	20	20
low cost and average		50	50	45	---	---	cheap		---	---	20	15	15
mall anchor stores, average and good		50	50	45	40	---	Truck stop restaurants, good		---	---	35	35	35
low cost		45	45	40	35	35	average		---	---	30	30	30
Dining atriums and playrooms, good to excellent		---	---	35	35	35	Warehouse discount stores, good		---	---	35	30	30
low cost and average		---	---	30	30	30	low cost and average		---	---	30	30	30
cheap		---	---	---	10	---	mega discount, average and good		---	---	35	---	30
Discount stores, good		---	---	40	35	35	low cost		---	---	30	---	30
low cost and average		40	40	35	30	30	food, good		---	---	40	35	35
Drug stores, excellent		---	---	45	40	---	average		---	---	35	30	30
average and good		45	45	40	35	---	low cost		---	---	30	30	30
low cost		---	---	35	30	30	showroom, good		---	---	40	35	35
Fast-food restaurants, very good and excellent		40	40	35	35	35	low cost and average		---	---	35	30	30
low cost, average and good		35	35	30	30	30	Winery shops, excellent		---	---	50	45	---
Florist shops, excellent		---	---	45	40	40	good		---	---	45	40	---
average and good		50	50	40	35	35	average		---	---	40	35	35
low cost		---	---	35	30	30	low cost		---	---	35	30	30
Kiosks, miscellaneous stands		---	---	5 to 20 years	---	---							

# DEPRECIATION – COMMERCIAL PROPERTIES

EFFECTIVE AGE IN YEARS	TYPICAL LIFE EXPECTANCY IN YEARS									
	70	60	55	50	45	40	35	30	25	20
	DEPRECIATION – PERCENTAGE									
1	0	0	0	0	1	1	1	2	2	3
2	0	1	1	1	1	2	2	3	5	7
3	0	1	1	1	2	3	4	5	7	10
4	1	1	1	2	3	4	5	7	10	14
5	1	1	2	3	4	5	6	9	13	18
6	1	2	2	3	4	6	8	11	16	22
7	1	2	3	4	5	7	10	14	19	26
8	1	2	3	5	6	8	11	16	22	30
9	2	3	4	5	7	10	13	18	25	35
10	2	3	4	6	8	11	15	21	29	40
11	2	4	5	7	9	13	17	24	32	45
12	2	4	6	8	10	14	19	26	36	50
13	2	5	6	9	12	16	22	29	40	55
14	3	5	7	10	13	18	24	32	44	60
15	3	6	8	11	14	20	26	35	48	65
16	3	7	9	12	16	22	28	39	52	69
17	4	7	10	13	18	24	31	42	56	73
18	4	8	11	14	19	26	34	46	60	76
19	4	9	12	16	21	28	36	49	64	78
20	5	9	13	17	23	30	39	53	68	79
21	5	10	14	18	25	32	42	57	71	80
22	6	11	15	20	27	35	45	60	73	
23	6	12	16	21	29	37	48	63	75	
24	7	13	17	23	31	40	52	66	77	
25	7	14	19	25	33	43	55	69	79	
26	8	15	20	27	35	46	58	72	80	
27	9	16	21	28	37	49	61	75		
28	9	17	23	30	40	52	64	77		
29	10	18	24	32	42	54	68	78		
30	11	20	26	34	45	57	72	79		
32	13	22	30	38	50	62	75	80		
34	15	25	34	43	55	68	77			
36	17	28	38	48	61	73	79			
38	19	32	42	53	67	77	80			
40	21	35	46	59	72	79				
42	25	39	51	65	75	80				
44	28	43	56	70	77					
46	31	48	60	74	78					
48	34	53	64	77	79					
50	38	58	68	79	80					
55	48	67	75	80						
60	57	74	78							
65	65	78	80							
70	71	80								
75	75									
80	78									

EFFECTIVE AGE IN YEARS	TYPICAL LIFE EXPECTANCY IN YEARS									
	70	60	55	50	45	40	35	30	25	20
	REMAINING LIFE EXPECTANCY – YEARS									
1	69	59	54	49	44	39	34	29	24	19
2	68	58	53	48	43	38	33	28	23	18
3	67	57	52	47	42	37	32	27	22	17
4	66	56	51	46	41	36	31	26	21	16
5	65	55	50	45	40	35	30	25	20	15
6	64	54	49	44	39	34	29	24	19	14
7	63	53	48	43	38	33	28	23	18	13
8	62	52	47	42	37	32	27	22	17	12
9	61	51	46	41	36	31	26	21	16	11
10	60	50	45	40	35	30	25	20	15	10
11	59	49	44	39	34	29	24	19	14	9
12	58	48	43	38	33	28	23	18	13	8
13	57	47	42	37	32	27	22	17	12	7
14	56	46	41	36	31	26	21	16	11	6
15	55	45	40	35	30	25	20	15	10	5
16	54	44	39	34	29	24	19	14	9	4
17	53	43	38	33	28	23	18	13	8	4
18	52	42	37	32	27	22	17	12	7	3
19	51	41	36	31	26	21	16	11	6	2
20	50	40	35	30	25	20	15	10	5	2
21	49	39	34	29	24	19	14	9	5	2
22	48	38	33	28	23	18	13	8	4	
23	47	37	32	27	22	17	12	7	3	
24	46	36	31	26	21	16	11	6	3	
25	45	35	30	25	20	15	10	6	2	
26	44	34	29	24	19	14	9	5	2	
27	43	33	28	23	18	13	8	4		
28	42	32	27	22	17	12	7	4		
29	41	31	26	21	16	11	7	3		
30	40	30	25	20	15	10	6	3		
32	38	28	23	18	13	8	5	2		
34	36	26	21	16	11	7	4			
36	34	24	19	14	10	6	3			
38	32	22	17	12	8	5	2			
40	30	20	15	10	7	4				
42	28	18	13	9	6	3				
44	26	16	12	8	5					
46	24	14	10	7	4					
48	22	13	9	6	3					
50	20	11	8	5	3					
55	16	8	6	3						
60	12	6	4							
65	9	4	3							
70	7	3								
75	5									
80	4									

**PROPERTIES INCLUDED**  
 Section 11 All apartments, hotels, resorts  
 Section 12 Motels, lodges, large multiples & resorts  
 Section 13 All  
 Section 14 All  
 Section 15 All except libraries  
 Section 16 All except churches and fraternal bldgs.  
 Section 17 All commercial and industrial uses  
 Section 18 None  
 Section 64 All commercial and industrial uses  
 For lives less than 20 years, see Page 26.



These multipliers bring costs from preceding pages up to date. Also apply Local Multipliers, Section 99, Pages 5 through 10.

CALCULATOR COST SECTIONS

SEGREGATED COST SECTIONS

(Effective Date of Cost Pages)	CALCULATOR COST SECTIONS								
	11	12	13	14	15	16	17	18	
	(11/20)	(8/20)	(5/20)	(2/22)	(11/21)	(8/21)	(5/21)	(2/21)	
EASTERN	A	1.29	1.29	1.28	1.03	1.10	1.18	1.25	1.28
	B	1.23	1.24	1.21	1.04	1.03	1.10	1.17	1.20
	C	1.22	1.22	1.24	1.02	1.02	1.10	1.18	1.17
	D	1.23	1.24	1.25	1.01	0.98	1.09	1.15	1.17
	S	1.31	1.30	1.29	1.04	1.07	1.13	1.19	1.25
CENTRAL	A	1.24	1.23	1.23	1.00	1.06	1.15	1.20	1.21
	B	1.16	1.18	1.17	0.99	1.02	1.07	1.10	1.13
	C	1.19	1.20	1.21	0.99	0.98	1.04	1.11	1.14
	D	1.19	1.22	1.22	1.00	0.99	1.08	1.12	1.15
	S	1.19	1.23	1.21	1.00	1.00	1.07	1.17	1.17
WESTERN	A	1.24	1.28	1.30	1.07	1.12	1.18	1.23	1.21
	B	1.18	1.19	1.24	1.04	1.06	1.13	1.17	1.15
	C	1.20	1.24	1.23	1.05	1.02	1.11	1.15	1.19
	D	1.25	1.25	1.26	1.05	0.99	1.08	1.20	1.20
	S	1.24	1.24	1.29	1.04	1.04	1.17	1.21	1.19

(Effective Date of Cost Pages)	SEGREGATED COST SECTIONS								
	41	42	43	44	45	46	47	48	
	(12/20)	(9/20)	(6/20)	(3/22)	(12/21)	(9/21)	(6/21)	(3/21)	
EASTERN	A	1.29	1.29	1.28	1.03	1.10	1.18	1.25	1.28
	B	1.23	1.24	1.21	1.04	1.03	1.10	1.17	1.20
	C	1.22	1.22	1.24	1.02	1.02	1.10	1.18	1.17
	D	1.23	1.24	1.25	1.01	0.98	1.09	1.15	1.17
	S	1.31	1.30	1.29	1.04	1.07	1.13	1.19	1.25
CENTRAL	A	1.24	1.23	1.23	1.00	1.06	1.15	1.20	1.21
	B	1.16	1.18	1.17	0.99	1.02	1.07	1.10	1.13
	C	1.19	1.20	1.21	0.99	0.98	1.04	1.11	1.14
	D	1.19	1.22	1.22	1.00	0.99	1.08	1.12	1.15
	S	1.19	1.23	1.21	1.00	1.00	1.07	1.17	1.17
WESTERN	A	1.24	1.28	1.30	1.07	1.12	1.18	1.23	1.21
	B	1.18	1.19	1.24	1.04	1.06	1.13	1.17	1.15
	C	1.20	1.24	1.23	1.05	1.02	1.11	1.15	1.19
	D	1.25	1.25	1.26	1.05	0.99	1.08	1.20	1.20
	S	1.24	1.24	1.29	1.04	1.04	1.17	1.21	1.19

UNIT-IN-PLACE COST SECTIONS (51 – 70)

Sec.	Page	Date		Eastern	Central	Western	Sec.	Page	Date		Eastern	Central	Western
51 -	2-3	(3/21)	Concrete Foundations.....	1.16	1.13	1.17	61 -	1-8	(12/20)	Tanks .....	1.24	1.22	1.26
51 -	4	(3/21)	Pilings.....	1.20	1.14	1.20	62 -	1	(6/20)	Industrial Pumps & Boilers.....	1.28	1.19	1.32
51 -	7-8	(3/21)	Steel and Concrete Frame.....	1.17	1.12	1.17	62 -	2-3, 6	(6/20)	Piping .....	1.28	1.19	1.32
51 -	3,7	(3/21)	Wood Foundations, Frame .....	1.15	1.14	1.20	62 -	4	(6/20)	Electrical Motors .....	1.28	1.19	1.32
52 -	1-4, 6	(3/21)	Interior Construction.....	1.18	1.16	1.19	62 -	5	(6/20)	Steel Stacks, Chutes.....	1.28	1.19	1.32
52 -	5	(3/21)	Bank Vaults and Equipment .....	1.22	1.17	1.20	62 -	5	(6/20)	Masonry & Concrete Chimneys ..	1.21	1.16	1.25
53 -	1-8	(6/21)	Heating, Cooling & Ventilating ....	1.16	1.14	1.19	62 -	6	(6/20)	Compactors, Incinerators.....	1.28	1.19	1.32
53 -	9-12	(6/21)	Plumbing, Fire Protection, etc.....	1.19	1.14	1.20	63 -	1-4	(9/20)	Trailer and Mfg. Housing Parks ..	1.21	1.21	1.28
54 -	1-6	(6/21)	Electrical, Security .....	1.20	1.24	1.21	63 -	5-10	(9/20)	Manufactured Housing.....	1.22	1.22	1.26
55 -	3-7	(8/21)	Wall Costs.....	1.10	1.09	1.15	64 -	1-6	(3/22)	Service Stations, Car Washes ....	1.04	1.00	1.02
56 -	1-2	(8/21)	Stained Glass.....	1.11	1.09	1.14	64 -	7-9	(3/22)	Prefabricated Metal Structures ...	1.02	0.98	1.05
56 -	3-6	(8/21)	Storefronts.....	1.11	1.09	1.14	64 -	7-8	(3/22)	Prefab. Wood & Air Structures....	1.02	1.00	1.04
56 -	7	(8/21)	Stonework .....	1.06	1.08	1.12	65 -	1-12	(3/22)	Equipment Costs.....	1.01	1.01	1.02
56 -	8	(8/21)	Columns, Stone & Concrete .....	1.06	1.08	1.12	66 -	1	(12/21)	Subdivision Costs .....	1.02	1.00	1.06
56 -	8	(8/21)	Columns, Wood & Aluminum.....	1.09	1.08	1.13	66 -	2-9	(12/21)	Yard Improvements.....	1.01	0.98	1.07
57 -	1-6	(9/21)	Roofs.....	1.06	1.06	1.09	66 -	10-11	(12/21)	Demolition & Remediation .....	1.01	1.02	1.06
58 -	1	(9/21)	Cold Storage .....	1.06	1.04	1.10	67 -	1-2	(12/21)	Golf Courses .....	1.01	1.03	1.05
58 -	2-8	(9/21)	Elevators, Conveying Systems ...	1.15	1.12	1.15	67 -	3-7	(12/21)	Recreational Facilities.....	1.01	1.02	1.06
							70 -	1-32	(1/22)	Green Section.....	1.00	1.01	1.07

This page supersedes the December 2021 Green Supplement.

# LOCAL MULTIPLIERS

Apply to costs brought up-to-date from preceding pages. Do not apply to Section 98 or any other indexes.

## UNITED STATES

CLASS	A	B	C	D	S	CLASS	A	B	C	D	S	CLASS	A	B	C	D	S
<b>NEW JERSEY</b>	1.23	1.25	1.22	1.22	1.22	Plattsburgh	1.00	1.00	1.01	1.03	1.03	<b>OHIO (Continued)</b>					
Asbury Park	1.13	1.14	1.12	1.11	1.14	Poughkeepsie	1.14	1.18	1.16	1.18	1.16	Lima	0.96	0.97	0.96	0.94	0.96
Atlantic City	1.26	1.27	1.27	1.29	1.28	Rochester	1.07	1.14	1.11	1.09	1.12	Lorain County	1.00	1.02	1.03	1.02	1.04
Bayonne	1.26	1.32	1.26	1.26	1.26	Rome	1.01	1.05	1.03	1.06	1.02	Mansfield	1.00	1.00	0.97	0.97	0.99
Camden	1.19	1.18	1.15	1.15	1.16	Schenectady	1.07	1.07	1.08	1.11	1.09	Marion	1.00	1.00	0.97	0.97	0.99
Clifton	1.25	1.28	1.24	1.23	1.24	Syracuse	1.06	1.11	1.09	1.08	1.11	Middletown	0.94	0.95	0.95	0.95	0.96
East Orange	1.26	1.28	1.24	1.24	1.24	Troy	1.10	1.12	1.13	1.13	1.12	Newark	1.01	1.01	0.99	0.99	1.00
Edison	1.26	1.28	1.25	1.24	1.24	Utica	1.01	1.05	1.04	1.06	1.02	Portsmouth	0.92	0.89	0.88	0.88	0.92
Elizabeth	1.28	1.27	1.24	1.24	1.24	Watertown	0.99	1.02	1.00	1.01	1.00	Springfield	0.97	0.97	0.97	0.98	0.98
Fairlawn	1.26	1.29	1.24	1.24	1.25							Toledo	1.05	1.05	1.07	1.05	1.08
Hackensack	1.25	1.30	1.25	1.24	1.26	<b>NEW YORK CITY AREA</b>	1.37	1.40	1.37	1.38	1.41	Youngstown	1.05	1.07	1.05	1.01	1.06
Irvington	1.28	1.28	1.26	1.26	1.26	Bronx	1.39	1.41	1.39	1.41	1.43	<b>OKLAHOMA</b>	0.89	0.90	0.90	0.89	0.88
Jersey City	1.27	1.31	1.25	1.26	1.25	Brooklyn	1.37	1.41	1.39	1.39	1.42	Ardmore	0.91	0.92	0.93	0.91	0.90
Lakewood	1.11	1.14	1.13	1.12	1.12	Manhattan	1.38	1.44	1.40	1.41	1.43	Bartlesville	0.85	0.84	0.85	0.85	0.84
Morristown	1.27	1.29	1.26	1.26	1.26	Nassau County	1.38	1.42	1.39	1.40	1.43	Enid	0.90	0.87	0.88	0.87	0.87
New Brunswick	1.26	1.28	1.25	1.24	1.24	Orange County	1.23	1.26	1.23	1.22	1.26	Lawton	0.85	0.86	0.86	0.84	0.83
Newark	1.29	1.29	1.27	1.28	1.27	Putnam County	1.26	1.25	1.24	1.25	1.27	Norman	0.93	0.96	0.95	0.94	0.93
Passaic	1.25	1.28	1.24	1.23	1.24	Queens	1.36	1.41	1.39	1.39	1.42	Oklahoma City	0.93	0.96	0.95	0.94	0.93
Paterson	1.26	1.29	1.24	1.24	1.25	Rockland County	1.26	1.28	1.26	1.26	1.28	Tulsa	0.87	0.86	0.88	0.89	0.88
Plainfield	1.16	1.17	1.14	1.13	1.14	Staten Island	1.30	1.34	1.29	1.31	1.33	<b>OREGON</b>	1.09	1.08	1.07	1.06	1.09
Somerville	1.24	1.26	1.23	1.21	1.24	Suffolk County	1.40	1.45	1.41	1.41	1.44	Albany	1.10	1.07	1.06	1.04	1.08
Teaneck	1.25	1.30	1.25	1.24	1.25	Westchester County	1.27	1.28	1.26	1.27	1.29	Altamont	1.07	1.05	1.03	1.02	1.08
Trenton	1.23	1.23	1.21	1.21	1.21	Yonkers	1.39	1.42	1.39	1.40	1.42	Astoria	1.08	1.08	1.05	1.04	1.06
Vineland	1.15	1.15	1.15	1.16	1.16	<b>NORTH CAROLINA</b>	0.93	0.93	0.91	0.91	0.93	Bend	1.14	1.12	1.11	1.11	1.12
West Orange	1.25	1.27	1.23	1.23	1.22	Asheville	0.95	0.96	0.95	0.94	0.95	Coos Bay	1.05	1.06	1.05	1.04	1.07
<b>NEW MEXICO</b>	0.92	0.91	0.92	0.91	0.92	Charlotte	0.95	0.94	0.93	0.93	0.96	Corvallis	1.10	1.07	1.06	1.04	1.07
Alamogordo	0.88	0.88	0.88	0.85	0.88	Durham	0.99	0.98	0.94	0.94	0.98	Eugene	1.10	1.12	1.11	1.10	1.14
Albuquerque	0.91	0.90	0.91	0.89	0.89	Fayetteville	0.92	0.94	0.90	0.91	0.92	Grants Pass	1.05	1.07	1.06	1.03	1.10
Carlsbad	0.90	0.89	0.91	0.91	0.90	Gastonia	0.97	0.94	0.96	0.94	0.97	Klamath Falls	1.07	1.05	1.03	1.02	1.08
Clovis	0.94	0.94	0.94	0.93	0.92	Goldsboro	0.92	0.91	0.88	0.89	0.91	Medford	1.06	1.09	1.09	1.06	1.11
Farmington	0.93	0.92	0.94	0.92	0.91	Greensboro	0.93	0.91	0.92	0.92	0.93	North Bend	1.05	1.06	1.05	1.05	1.07
Gallup	0.89	0.87	0.88	0.87	0.89	Greenville	0.88	0.90	0.86	0.88	0.88	Pendleton	1.11	1.09	1.08	1.10	1.10
Hobbs	0.90	0.89	0.90	0.90	0.89	Hickory	0.89	0.89	0.89	0.90	0.88	Portland	1.17	1.12	1.12	1.10	1.11
Las Cruces	0.92	0.91	0.91	0.90	0.94	Jacksonville	0.89	0.90	0.87	0.87	0.89	Roseburg	1.05	1.05	1.02	1.02	1.08
Los Alamos	0.95	0.91	0.93	0.94	0.94	Raleigh	0.99	0.98	0.94	0.94	0.98	Salem	1.12	1.10	1.08	1.07	1.09
Portales	0.87	0.85	0.84	0.85	0.85	Rocky Mount	0.92	0.94	0.89	0.91	0.92	Springfield	1.04	1.04	1.04	1.03	1.07
Roswell	0.94	0.93	0.96	0.94	0.94	Wilmington	0.92	0.92	0.91	0.92	0.93	The Dalles	1.14	1.12	1.09	1.07	1.11
Santa Fe	0.94	0.91	0.93	0.93	0.93	Winston-Salem	0.87	0.92	0.90	0.88	0.88	<b>PENNSYLVANIA</b>	1.08	1.11	1.08	1.08	1.08
Taos	1.04	1.01	1.03	1.03	1.03	<b>NORTH DAKOTA</b>	0.97	1.04	1.02	0.99	1.03	Allentown	1.11	1.16	1.10	1.13	1.08
<b>NEW YORK</b>	1.04	1.07	1.07	1.07	1.06	Bismarck	0.94	1.05	1.01	1.00	1.02	Altoona	1.08	1.13	1.08	1.09	1.10
Albany	1.08	1.09	1.11	1.11	1.10	Fargo	0.95	1.00	1.01	0.97	1.00	Bethlehem	1.09	1.13	1.07	1.10	1.07
Amsterdam	1.06	1.07	1.09	1.11	1.08	Grand Forks	0.97	1.04	1.02	0.99	1.02	Easton	1.07	1.12	1.07	1.08	1.04
Auburn	0.98	1.02	1.01	1.02	1.01	Jamestown	0.97	1.05	1.02	1.00	1.03	Erie	1.07	1.09	1.08	1.06	1.06
Binghamton	0.99	1.02	0.99	0.99	1.00	Mandan	0.94	1.05	1.01	1.00	1.02	Harrisburg	1.03	1.08	1.05	1.04	1.07
Buffalo	1.09	1.10	1.13	1.11	1.10	Minot	1.01	1.04	1.03	0.99	1.04	Johnstown	1.06	1.08	1.07	1.05	1.04
Elmira	0.95	0.99	0.99	1.00	0.98	Williston	1.01	1.04	1.04	1.00	1.05	Lancaster	1.06	1.07	1.04	1.04	1.04
Ithaca	0.95	0.98	1.00	1.00	0.98	<b>OHIO</b>	1.00	1.00	1.00	0.99	1.00	Norristown	1.22	1.23	1.21	1.22	1.21
Jamestown	0.99	1.01	1.03	1.01	1.01	Akron	0.99	1.00	1.02	1.02	1.01	Philadelphia	1.22	1.23	1.22	1.23	1.22
Kingston	1.14	1.18	1.15	1.17	1.17	Canton	0.97	0.98	0.99	0.97	0.98	Pittsburgh	1.10	1.12	1.08	1.08	1.09
Niagara Falls	1.09	1.09	1.09	1.09	1.08	Cincinnati	0.98	1.00	0.99	0.99	1.01	Reading	1.08	1.13	1.09	1.09	1.06
						Cleveland	1.03	1.05	1.07	1.05	1.08	Scranton	1.03	1.03	1.03	1.03	1.04
						Columbus	1.05	1.03	1.03	1.03	1.03	State College	1.01	1.06	1.04	1.03	1.03
						Dayton	0.97	0.98	0.99	0.99	0.98	Wilkes-Barre	1.01	1.04	1.04	1.02	1.04
						East Liverpool	1.04	1.06	1.06	1.02	1.03	Williamsport	1.01	1.06	1.03	1.03	1.06
						Hamilton	0.94	0.95	0.97	0.95	0.96	York	1.04	1.08	1.05	1.04	1.07



## Packet Summary

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In conclusion, based on our analysis, we are requesting the following value for this property

Method	Value	\$/SF
Cost	\$ 2,620,172 / \$	111.18
<b>Requested Value</b>	<b>\$ 2,620,172 / \$</b>	<b>111.18</b>

City of West Fargo Supporting Information  
Tevye, LLC Appeal



Assessor's Department

800 4th Ave. E, Suite 1  
West Fargo, ND 58078  
assessor@westfargond.gov

Telephone: 701-515-5300  
Fax: 701-515-5001  
assessments.westfargond.gov

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4/28/2022

Tami Norgard  
218 NP Ave  
Fargo, ND 58107-1389

RE: Local Board of Equalization (4/12/22)

As directed by the Local Board of Equalization I have reviewed all the information submitted to our office for your various appeals. The value on two parcels had been changed, as the information we had on record for the property was incorrect, copies of what was presented to our Local Board is attached. I have also attached write ups on each appeal with our recommendation of value. At this point we are done with our review and any further appeal will be handled at the County level prior to the County Board of Equalization. Please find their contact info below:

County Tax Director: Paul Fracassi  
Email: [assessor@casscountynd.gov](mailto:assessor@casscountynd.gov)  
Phone: (701) 241-5616

Sincerely,

A handwritten signature in black ink, appearing to read "Nick R. Lee".

Nick R. Lee  
West Fargo, City Assessor



Assessor's Department

800 4th Ave. E, Suite 1
West Fargo, ND 58078
assessor@westfargond.gov

Telephone: 701-515-5300
Fax: 701-515-5001
assessments.westfargond.gov

Date: 4/11/2022

Notice of Appeal Action

Tevy, LLC
4980 Sheyenne St
West Fargo, ND 58078

RE: Parcel # 02-4955-00010-000

After your inquiry, we reviewed your property at 4980 Sheyenne St. As a result of this review, we have determined the following in regards to your value for the 2022 Assessment:

- Reduce the 2022 value from \$ 6,209,100 to \$ 6,196,600
Increase the 2022 value from \$ to \$
Make no change to the 2022 value \$

At this point this matter has been deemed a Formal Appeal, and the above conclusion of value will be presented to the Local Board of Equalization for their review. If you do not agree with this value, your next course of action is to appear before the Local Board of Equalization.

Sincerely,

West Fargo Assessor's Office
assessor@westfargond.gov
(701) 515-5300

## City of West Fargo Info



**PIN:** 02-4955-00010-000  
**Address:** 4980 Sheyenne St  
**Owner:** Teveye LLC  
**SF/ Land:** 382,326 8.77AC  
**Year Built:** 2018  
**SF/ Building:** 11,644  
**A22 Value:** \$6,196,600  
**A21 Value:** \$6,225,500

**Construction Notes:** The property at 4980 Sheyenne St is a large acreage located on the southern end of Sheyenne St. The property consists of 8.77AC of land, the original 2,232sf single story house built in 1996 with a 2,560sf metal storage building, and the main 11,644sf two story home built in 2018. The main home is constructed of executive quality materials and include features such as a bowling alley, indoor swimming pool and indoor gym.

**History of property:** In 2017 the property consisted of 8.77AC of land, the original house, and metal building. On 5/26/2017 the property was purchased by Teveye LLC for \$1,465,492. The next year on 7/2/2018 the primary building permit of \$4,100,000 was issued to construct the main house. Construction was completed in 2020 with full value assessed for the first time in 2021.


**Valuation Breakdown:** The valuation breakdown between the submitted appraisal and our value:


<u>Appraisal</u>		<u>T&amp;F Value</u>		<u>Diff</u>
Land-	\$1,035,000	Land-	\$872,200	<b>-162,800</b>
Other Buildings-	\$470,000	Other Buildings-	\$489,000	<b>19,000</b>
Main House-	\$1,965,000	Main House-	\$4,835,400	<b>2,870,400</b>
<b>Total-</b>	<b>\$3,470,000</b>	<b>Total-</b>	<b>\$6,196,600</b>	<b>2,726,600</b>




As you can see the primary disagreement between the valuations is what value the primary house contributes. As the replacement cost on the main building has been calculated between \$5.2 –5.7M as well as the primary building permit having been pulled for \$4.1M alone, it would be hard to argue our value is higher then the cost. This could be easily proved, however, by providing us the actual costs from the builder. The applicant submits the value must be lower then the cost on these executive homes as they are highly customized and unaffordable to the general public. I agree with this line of thinking, but we differ on the amount of discount to be applied. At \$1,965,000 the main house would be receiving an over 65% discount from our estimated replacement cost and the overall property value of \$3.47M wouldn't even be the highest sale we have seen in town. I have attached our highest new home sales and highest resale. You will see the indicated building costs are much higher on new home sales and only slightly lower overall on the resale that is inferior in age, quality, size, and amenities. The main house valuation of the submitted appraisal just doesn't make sense with recent sales and therefore can't be relied upon to adjust our equalized valuation. Please note the attached adjustments workup compares the property as outlined in applicant submitted appraisal one.

**Recommendation: No Change 2022 Value**

# City of West Fargo Info

Subject	
02-4955-00010-000	
	<p>Address: 4980 Sheyenne St</p> <p>Year Built: 2018</p> <p>TLA: 11,644</p> <p>Amenities: Bowling Alley, Gym, Indoor Swimming Pool \$/SF</p> <p>Indicated Building Cost \$ 1,965,000 \$ 169</p> <p>Permit Amount \$ 4,100,000 \$ 352</p>

Resale	
02-5151-00075-000	
	<p>Address: 3838 2 ST E</p> <p>Sale Date: 11/22/2019 \$/SF</p> <p>Sale Price: \$ 1,932,629 \$ 299</p> <p>Year Built: 2009</p> <p>TLA: 6,466</p> <p>Amenities: Unfinished Basement</p> <p>Land ASD Amount \$ 323,700</p> <p>Indicated Building Cost \$ 1,608,929 \$ 249</p> <p>Permit Amount \$ 940,000 \$ 145</p>

New Home Sales	
02-4912-00680-000	
	<p>Address: 533 LIZZIE PL E</p> <p>Sale Date: 2/14/2018 \$/SF</p> <p>Sale Price: \$ 3,545,942 \$ 514</p> <p>Year Built: 2015</p> <p>TLA: 6,897</p> <p>Amenities:</p> <p>Land Sale Amount \$ 171,183</p> <p>Indicated Building Cost \$ 3,374,759 \$ 489</p> <p>Permit Amount \$ 1,565,000 \$ 227</p>
02-5838-00010-000	
	<p>Address: 318 50 PL W</p> <p>Sale Date: 2/19/2021 \$/SF</p> <p>Sale Price: \$ 3,326,867 \$ 625</p> <p>Year Built: 2019</p> <p>TLA: 5,323</p> <p>Amenities: Outdoor Pool, Gym</p> <p>Land Sale Amount \$ 234,960</p> <p>Indicated Building Cost \$ 3,091,907 \$ 581</p> <p>Permit Amount \$ 2,000,000 \$ 376</p>
02-1491-00010-000	
	<p>Address: 124 BEATON DR W</p> <p>Sale Date: 6/12/2020 \$/SF</p> <p>Sale Price: \$ 3,097,893 \$ 456</p> <p>Year Built: 2017</p> <p>TLA: 6,789</p> <p>Amenities: Indoor Pool</p> <p>Land Sale Amount \$ 418,966</p> <p>Indicated Building Cost \$ 2,678,927 \$ 395</p> <p>Permit Amount \$ 1,400,000 \$ 206</p>




# City of West Fargo Info

**PIN 99-0000-00000-000**  
 Address 4980 SHEYENNE ST WEST FARGO  
 LOT 1 BLK 1 TEVYE ADDITION

**PIN 02-5151-00075-000**  
 Address 3838 2 ST E WEST FARGO  
 LOT 7 & 8 BLK 1 RESERVE AT OSGOOD

**PIN 02-4912-00680-000**  
 Address 533 LIZZIE PL E WEST FARGO  
 LOT 34 BLK 3 SHADOW CREEK 3RD

			SUBJECT		
			<b>Base</b>		
Land (SF)	212,572.80	\$484,700			
Style	2 Story Frame				
Main SF	4,544	\$311,173			
Addns SF	3,834	\$198,696			
Qtrs Over					
Porch SF	0	\$0			
Garage SF	0	\$0			
Bsmt/Attic	Full / None	\$85,329			
Heat/AC	FHA-Gas / Yes	\$14,277			
TLA	11,644	8,378/3,266			
Yr/Age/Cond.	2018 / 4 / NML				
Rms / Bedrms	28 / 8				
Bath Fixtures	11	\$27,200			
Bsmt Finish		\$180,579			
Porches	5691 SF	\$242,970			
Decks/Patios	0 SF	\$0			
Fireplace	1	\$4,100			
Att. Garages	2312 SF	\$47,974			
Bsmt Stalls	0	\$0			
Grade/Mult.	E+75 / 5.910	\$5,414,147			
Phy. Depr.	1%	-\$65,167			
F/E/Othr	16%/5%/0%	-\$1,303,235			
Bldg Extras	1	\$64,582			
Det. Garages	0 SF	\$0			
Yard Extras	1	\$51,008			
Ag Buildings	0	\$0			
Map Factor	0.930	-\$360,390			

Cd/Rec	D 021	1577769		
Analysis info	04/27/2022	/ 0.00% adj/mo		
Sale Date/Amt	11/22/2019	\$1,932,629		
Time Sale Adj	0 mo /Adj \$0 per mo	\$0		
Adj Sale Amt		\$1,932,629		
			<b>Base Difference</b>	
Land (SF)	58,327.50	\$323,700	\$161,000	
Style	2 Story Frame			
Main SF	3,063	\$224,456	\$86,717	
Addns SF	340	\$18,753	\$179,943	
Qtrs Over				
Porch SF	0	\$0	\$0	
Garage SF	0	\$0	\$0	
Bsmt/Attic	Full / None	\$46,271	\$39,058	
Heat/AC	FHA-Gas / Yes	\$7,593	\$6,684	
TLA	6,466	3,403/3,063		
Yr/Age/Cond.	2009 / 13 / NML			
Rms / Bedrms	14 / 5			
Bath Fixtures	6	\$15,700	\$11,500	
Bsmt Finish		\$17,600	\$162,979	
Porches	1260 SF	\$26,460	\$216,510	
Decks/Patios	0 SF	\$0	\$0	
Fireplace	3	\$10,700	-\$6,600	
Att. Garages	1752 SF	\$36,354	\$11,620	
Bsmt Stalls	0	\$0	\$0	
Grade/Mult.	E+50 / 5.070	\$1,643,821	\$3,770,326	
Phy. Depr.	8%	-\$163,817	\$98,650	
F/E/Othr	0%/5%/0%	-\$94,195	-\$1,209,041	
Bldg Extras	0	\$0	\$64,582	
Det. Garages	0 SF	\$0	\$0	
Yard Extras	0	\$0	\$51,008	
Ag Buildings	0	\$0	\$0	
Map Factor	0.950	-\$89,485	-\$270,905	
Mkt Influence	0%		\$0	

Cd/Rec	D 013	1531683		
Analysis info	04/27/2022	/ 0.00% adj/mo		
Sale Date/Amt	02/14/2018	\$3,545,942		
Time Sale Adj	0 mo /Adj \$0 per mo	\$0		
Adj Sale Amt		\$3,545,942		
			<b>Base Difference</b>	
Land (SF)	20,198.50	\$194,000	\$290,700	
Style	2 Story Brick			
Main SF	3,233	\$262,295	\$48,878	
Addns SF	65	\$4,977	\$193,719	
Qtrs Over				
Porch SF	0	\$0	\$0	
Garage SF	366	\$15,276	-\$15,276	
Bsmt/Attic	Full / None	\$43,901	\$41,428	
Heat/AC	FHA-Gas / Yes	\$7,420	\$6,856	
TLA	6,897	3,298/3,599		
Yr/Age/Cond.	2015 / 7 / NML			
Rms / Bedrms	15 / 5			
Bath Fixtures	7	\$17,600	\$9,600	
Bsmt Finish		\$84,058	\$96,521	
Porches	53 SF	\$2,830	\$240,140	
Decks/Patios	1383 SF	\$8,670	-\$8,670	
Fireplace	6	\$22,300	-\$18,200	
Att. Garages	1323 SF	\$27,452	\$20,522	
Bsmt Stalls	0	\$0	\$0	
Grade/Mult.	E+40 / 4.730	\$1,955,563	\$3,458,584	
Phy. Depr.	3%	-\$74,395	\$9,228	
F/E/Othr	0%/5%/0%	-\$120,272	-\$1,182,963	
Bldg Extras	1	\$119,864	-\$55,282	
Det. Garages	0 SF	\$0	\$0	
Yard Extras	0	\$0	\$51,008	
Ag Buildings	0	\$0	\$0	
Map Factor	0.950	-\$114,259	-\$246,131	
Mkt Influence	0%		\$0	

Total (without rounding) \$5,397,942

Total (without rounding) \$2,023,911  
 Net Adjustments \$3,374,031  
 Indicated Value \$5,306,660

Total (without rounding) \$2,457,281  
 Net Adjustments \$2,940,662  
 Indicated Value \$6,486,604

	Appraised	B of R	St Equalized	
Land	\$484,700	\$0	\$0	\$0
Dwelling	\$4,835,400	\$0	\$0	\$0
Impr.	\$0	\$0	\$0	\$0
Total	\$5,320,100	\$0	\$0	\$0

	Appraised	B of R	State Equalized	
Land	\$323,700	\$0	\$0	\$0
Dwelling	\$1,700,200	\$0	\$0	\$0
Impr.	\$0	\$0	\$0	\$0
Total	\$2,023,900	\$0	\$0	\$0

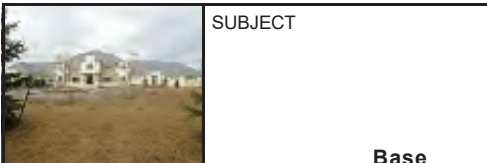
	Appraised	B of R	State Equalized	
Land	\$194,000	\$0	\$0	\$0
Dwelling	\$2,170,900	\$0	\$0	\$0
Impr.	\$0	\$0	\$0	\$0
Total	\$2,364,900	\$0	\$0	\$0

# City of West Fargo Info

**PIN 99-0000-00000-000**  
 Address 4980 SHEYENNE ST WEST FARGO  
 LOT 1 BLK 1 TEVYE ADDITION

**PIN 02-1491-00010-000**  
 Address 124 BEATON DR W WEST FARGO  
 LOT 1 BLK 1 OAKWOOD BEND 2ND

**PIN 02-5838-00010-000**  
 Address 318 50 PL W WEST FARGO  
 LOT 1 BLK 1 THE WILDS 14TH



SUBJECT		Base	
Land (SF)	212,572.80	\$484,700	
Style	2 Story Frame		
Main SF	4,544	\$311,173	
Addns SF	3,834	\$198,696	
Qtrs Over			
Porch SF	0	\$0	
Garage SF	0	\$0	
Bsmt/Attic	Full / None	\$85,329	
Heat/AC	FHA-Gas / Yes	\$14,277	
TLA	11,644	8,378/3,266	
Yr/Age/Cond.	2018 / 4 / NML		
Rms / Bedrms	28 / 8		
Bath Fixtures	11	\$27,200	
Bsmt Finish		\$180,579	
Porches	5691 SF	\$242,970	
Decks/Patios	0 SF	\$0	
Fireplace	1	\$4,100	
Att. Garages	2312 SF	\$47,974	
Bsmt Stalls	0	\$0	
Grade/Mult.	E+75 / 5.910	\$5,414,147	
Phy. Depr.	1%	-\$65,167	
F/E/Othr	16%/5%/0%	-\$1,303,235	
Bldg Extras	1	\$64,582	
Det. Garages	0 SF	\$0	
Yard Extras	1	\$51,008	
Ag Buildings	0	\$0	
Map Factor	0.930	-\$360,390	

Cd/Rec	D 013	1593999		
Analysis info	04/27/2022	/ 0.00% adj/mo		
Sale Date/Amt	06/12/2020		\$3,097,893	
Time Sale Adj	0 mo /Adj \$0 per mo		\$0	
Adj Sale Amt			\$3,097,893	
Base	Difference			
Land (SF)	104,520.00	\$388,700	\$96,000	
Style	1 Story Frame			
Main SF	4,454	\$215,663	\$95,510	
Addns SF	2,335	\$112,407	\$86,289	
Qtrs Over				
Porch SF	0	\$0	\$0	
Garage SF	0	\$0	\$0	
Bsmt/Attic	Full / None	\$40,888	\$44,441	
Heat/AC	FHA-Gas / Yes	\$8,404	\$5,873	
TLA	6,789	6,789		
Yr/Age/Cond.	2017 / 5 / NML			
Rms / Bedrms	13 / 5			
Bath Fixtures	9	\$26,500	\$700	
Bsmt Finish		\$104,295	\$76,284	
Porches	913 SF	\$24,327	\$218,642	
Decks/Patios	660 SF	\$2,640	-\$2,640	
Fireplace	1	\$3,700	\$400	
Att. Garages	1618 SF	\$33,574	\$14,401	
Bsmt Stalls	0	\$0	\$0	
Grade/Mult.	E+40 / 4.730	\$2,135,040	\$3,279,107	
Phy. Depr.	2%	-\$54,149	-\$11,018	
F/E/Othr	0%/0%/0%	\$0	-\$1,303,235	
Bldg Extras	0	\$0	\$64,582	
Det. Garages	0 SF	\$0	\$0	
Yard Extras	1	\$47,463	\$3,545	
Ag Buildings	0	\$0	\$0	
Map Factor	0.970	-\$79,599	-\$280,791	
Mkt Influence	0%		\$0	

Cd/Rec	D 013	1622950		
Analysis info	04/27/2022	/ 0.00% adj/mo		
Sale Date/Amt	02/19/2021		\$3,326,867	
Time Sale Adj	0 mo /Adj \$0 per mo		\$0	
Adj Sale Amt			\$3,326,867	
Base	Difference			
Land (SF)	31,980.00	\$250,400	\$234,300	
Style	1 Story Frame			
Main SF	4,297	\$208,061	\$103,112	
Addns SF	1,026	\$49,392	\$149,304	
Qtrs Over				
Porch SF	0	\$0	\$0	
Garage SF	0	\$0	\$0	
Bsmt/Attic	Full / None	\$39,446	\$45,883	
Heat/AC	FHA-Gas / Yes	\$6,500	\$7,776	
TLA	5,323	5,323		
Yr/Age/Cond.	2019 / 3 / NML			
Rms / Bedrms	15 / 7			
Bath Fixtures	8	\$21,400	\$5,800	
Bsmt Finish		\$138,950	\$41,629	
Porches	1272 SF	\$67,606	\$175,364	
Decks/Patios	2748 SF	\$21,884	-\$21,884	
Fireplace	2	\$7,600	-\$3,500	
Att. Garages	1602 SF	\$33,242	\$14,733	
Bsmt Stalls	0	\$0	\$0	
Grade/Mult.	E+30 / 4.390	\$2,071,638	\$3,342,509	
Phy. Depr.	0%	\$0	-\$65,167	
F/E/Othr	0%/0%/0%	\$0	-\$1,303,235	
Bldg Extras	2	\$74,726	-\$10,144	
Det. Garages	0 SF	\$0	\$0	
Yard Extras	1	\$54,593	-\$3,585	
Ag Buildings	0	\$0	\$0	
Map Factor	0.920	-\$214,619	-\$145,771	
Mkt Influence	0%		\$0	

Total (without rounding) \$5,397,942

Total (without rounding) \$3,009,852  
 Net Adjustments \$2,388,090  
 Indicated Value \$5,485,983

Total (without rounding) \$2,830,819  
 Net Adjustments \$2,567,124  
 Indicated Value \$5,893,991

	Appraised	B of R	St Equalized	
Land	\$484,700	\$0	\$0	\$0
Dwelling	\$4,835,400	\$0	\$0	\$0
Impr.	\$0	\$0	\$0	\$0
Total	\$5,320,100	\$0	\$0	\$0

	Appraised	B of R	State Equalized	
Land	\$388,700	\$0	\$0	\$0
Dwelling	\$2,619,700	\$0	\$0	\$0
Impr.	\$0	\$0	\$0	\$0
Total	\$3,008,400	\$0	\$0	\$0

	Appraised	B of R	State Equalized	
Land	\$250,400	\$0	\$0	\$0
Dwelling	\$2,518,300	\$0	\$0	\$0
Impr.	\$0	\$0	\$0	\$0
Total	\$2,768,700	\$0	\$0	\$0

Appellant Supporting Information  
Tevye, LLC Appeal

May 30, 2022

Cass County Board of Equalization  
Attn: Paul Fracassi, Director of Tax Equalization  
Cass County Courthouse  
211 9th St. S.  
Fargo, ND 58103

Via email:  
fracassip@casscountynd.gov

**Re: 4980 Sheyenne St., West Fargo, ND 58078 (Tevye, LLC)  
Dispute of Tax Assessment and Request for Correction.**

Dear Mr. Fracassi and the Cass County Board of Equalization:

Tevye, LLC (Tevye) hereby requests a reduction and correction to West Fargo's valuation and corresponding tax assessment for 4980 Sheyenne St., West Fargo, ND 58078 (Parcel ID: 02-4955-00010-000) (hereinafter "Property"). The City's assessment of the Property is a grossly erroneous calculation of the true and full value of the Property. The City currently assesses this Property at a level that I understand from an appraiser is far in excess of any other home valuation in North Dakota, at \$6,225,500. The City uses a non-specific mass computer model result that is run for all properties city-wide. Tevye obtained an independent appraisal from local, credible appraisers often used by the City, who determined that the actual full and true market value of the Property is \$3,470,000. Tevye disputed the City's assessment herein and at the West Fargo Board of Equalization hearing on April 12, 2022, and respectfully requested a correction of the original assessment based on the attached appraisal. Upon our requested further review by the City Assessor thereafter, he reduced the value to \$6,196,600 based upon his own miscalculation, yet without recognizing the fundamental problems with his valuation.

### Summary of Concerns

One of the most significant fundamental flaws in the City's calculation is that the City Assessor is heavily relying on costs of construction as evidence of market value. The City Assessor uses a general price per square foot of construction costs for newly constructed homes, which are not comparables. They are simply an indication of what homeowners decided to invest in their own houses. Particularly for high value homes, the amount that high income property owners decide to invest in property does not necessarily reflect what the market value would demand. The City of West Fargo Assessor uses, as comparables, sales of homes from custom builders to their clients. The result is a significantly inflated market value for many homes in West Fargo, which does not adequately reflect the West Fargo/Fargo housing market values. The City of West Fargo's

May 30, 2022

Page 2

assessment process leads to values that far exceed the values assessed on properties in nearby Fargo. This leads to inequitable taxation within the County.

Other issues that have skewed valuation include that the City inappropriately used the building permit as the primary source of building cost information. This does not create a cost estimate for valuation. The City should correlate known cost calculators. In addition, adjustments in a sales comparison grid need support. The City's adjustments have insufficient support. Finally, market value does not necessarily reflect assessment equality if the sales ratio within the jurisdiction of similar properties is less than 100%

### Argument

Property taxes must be based on the actual market value for property; what a willing buyer would pay to a willing seller if the property was listed on the market. "All assessments of any taxable property in excess of the full and true value in money are subject to correction and abatement and refund. . ." N.D.C.C. § 57-23-01. The Board may abate or refund, in whole or in part, any assessment or tax upon real property when the assessment on the property is invalid, inequitable, or unjust." *Dakota Northwestern Assoc. Ltd. Partnership v. Burleigh County Board of County Comm.*, 2000 ND 164, ¶ 9 (citing N.D.C.C. § 57-23-04(1)(h)).

The City made no change in value to the land from 2019 to 2021 (\$157,200) but increased the value of the buildings located on the Property from \$2,439,700 in 2020 to \$6,068,300 in 2021, representing an increase of \$3,628,600, well over twice the prior year's valuation. This dramatic increase in value is not accurate based on Tevye, LLC's appraisal of the Property. The 2022 true and full value must be drastically reduced and payment for 2021's assessment should be abated.

Pursuant to Section 57-11-03, N.D.C.C., the City of West Fargo's Board of Equalization may permit an owner, or an owner's agent, reasonable notice and opportunity to be heard regarding an intention by the Board to increase real property values. The Board may make corrections to land valuation that appear to be just. *Id.* In the present case, it is clear that the City dramatically inflated the assessed value of the Property well beyond their true and full values. The City Board of Equalization focused on construction costs and used calculations involving the extremely high cost per acre for new vacant development land in West Fargo as the basis for the incredibly high value assessments. While the market for new vacant development land is certainly high in West Fargo, that does not correlate dollar per dollar with Tevye's 8 acre parcel, which is undisputedly not going to be developed as bare land. The appropriate inquiry is, in totality, what a willing buyer would pay to a willing seller for this property on the open market.

The County Board is charged with examine and comparing "the assessments returned by the assessors of all the districts within the county and shall proceed to equalize the same throughout the

May 30, 2022

Page 3

county between the several assessment districts.” NDCC 57-12-04. I would urge you to conduct a searching inquiry to spot check homes against high value homes in different jurisdictions. Upon review of some higher value homes in Fargo that are on the market, it’s easy to see that the buyers may try to obtain more for higher end custom homes, with high listing prices, but the tax assessed values are far more reasonable. This will be discussed in more detail below.

“Every property within North Dakota, including properties at issue, must be assessed at its ‘true and full value.’ *RFM-TREI Jefferson Apartments, LLC v. Stark County Board of Comm.*, 2020 ND 204, ¶ 12. “True and full value is ‘the value determined by considering the earning or productive capacity, if any, the market value, if any, and all other matters that affect the actual value of the property to be assessed.’” *Id.* (quoting N.D.C.C. § 57-02-01(15)). In short, the true and full value is the market value of the property, what a willing buyer in the market would pay for the property if sold by a willing seller. True and full value is not the cost of construction or the number inserted on a building permit.

I asked the City to provide all documentation that supports their valuation, but received nothing before the day of the Board of Equalization hearing. There are no comparable sales in this market that would support a \$6.2 million value. One of the City Assessors advised that they have a computer model that generates the value based upon a mass appraisal and computes a valuation based upon inputs across the City. I understand how mass appraisals are created, and would suggest that the computer program may work great for homes on 1/8 to ½ acre lots with 1200 square feet to 5500 square feet, but the numbers appear to have become grossly skewed with larger lots and larger properties. Either that, or there has been some spot assessments whereby the value of this property has been intentionally elevated far in excess of what would be expected with the mass appraisal input. Since we have received no information from the City Assessor on the basis to justify this \$6.2 million value, I am unable to comment on how they arrived at their number.

Regardless of how the City’s computer model or assessor set a \$6.2 million valuation on the Tevye house, that does not mean there is any willing buyer in the market that would ever pay \$6.2 million for the house if it was for sale on the open market. With high value homes, individuals can choose to upgrade their features to suit their personal tastes, investing whatever amount they wish, while understanding they may not get their investment out when they sell it. The market value is not reflective of how much money is invested when constructing a house, it is simply a reflection of what a willing buyer would pay for it if it were for sale. There is an incredibly limited market for homes above \$1 million, with no evidence of any market for homes above \$3.3 million. It is harder to identify a market value for new construction given the lack of history of sales price, so appraisers identify similar properties and use sale prices with a willing buyer and willing seller to establish the market value.

May 30, 2022

Page 4

In order to obtain a realistic view of what the market would be for this Property, I hired two local appraisers to conduct an appraisal. It is noteworthy that I sought out reputable appraisers, who the City of West Fargo often rely on, to make sure we are using appraisers who know the local market and are trusted for their knowledge and valuations. I specifically did not want a Minneapolis appraiser who may not receive the same level of credibility or deference by local Board of Equalization bodies.

Based on the attached appraisal of the Property by GEB Appraisals & Triebwasser Appraisal Service, LLC Joint Venture (hereinafter “GEB”), the true and full value of the Property is \$3,470,000. This Property has two houses on it, the original 2,232 square foot, three bedroom house built in 1996, and the new high value home built on the remainder of the parcel. There are not many comparable sales with two residences on one parcel, so the appraisers essentially split the parcel in two and valued the two homes separately to capture the value. The older home, with 3.9 acres of property was appraised at \$820,000. The High Value Home, with 4.88 acres of property was appraised at \$2,650,000. When added together, the Property value is \$3,470,000 according to these appraisers.

The attached appraisals utilize the two commonly accepted methods for determining property value: (1) the Cost Approach and (2) the Sales Comparison Approach. Each method returned a vastly valuation lower than the City’s assessment value.

## **I. Cost Approach**

Under the Cost Approach, the appraisal considered what a prudent, rational person would pay to construct a similar and competitive property as opposed to purchasing the Property at issue. This approach estimates: (1) the land value according to its highest and best use; (2) an estimate of the replacement cost of the building and site improvements; (3) an estimate of the physical, functional and/or external depreciation accrued to the improvements, and; (4) provides a sum of the depreciated value of the improvements with the land value to reach the Property’s true and full value.

The land valuation was based on comparable sales of equivalent property and evaluated four distinct listings consisting of parcels sized at or over one acre. GEB determined the equivalent value for the subject property ranged from \$110,000 to \$160,000 per acre, with a median value of \$149,952 per acre, and in analyzing comparable property with equal weight, arrived at a reconciled per acre value of \$140,000. With the Property constituting 4.88 acres total, this results in a reconciled true and full land value of \$685,000. (See pg. 93 of the attached appraisal).

The estimate of the replacement cost of the building and site improvement was based on Swift Estimator, an online subsidiary resource of Marshall Valuation Service, with the subject property valued as separate components of land and building improvements, and used in connection with the

May 30, 2022  
Page 5

Property's external or economic, functional, and physical depreciation. Based on a determination incorporating soft costs related to engineering, architectural design, permits and legal expenses, and developer's profit, the cost equivalent for replacement of structures and their true and full value on a competitive property would be **\$2,700,000**. (See pg. 97 of the attached appraisal). Importantly, this valuation includes a level of economic depreciation, which does not appear to be included by the City in their assessments.

I'll note that the City Assessor and the Board of Equalization was quite focused on the actual cost of construction of the Tevye home. Much was made of the fact that the building permit included a cost of construction in the range of \$4 million. Yet, if you review the custom home sales shown below, it is noteworthy that in many instances, the building permit amount is much less than the actual sales price. In this case, the architect that submitted the building permit honestly reported what he believed to be a realistic improvement cost. That building permit value is not an indication of market value, as is evident from the comparables noted below, which frequently reflect a building permit valuation that is, at times, half the actual construction cost. Another noteworthy point to consider is that, again, the amount someone chooses to spend for features important to them personally do not carry through to market value. For the sake of illustration and not applicable to the Subject Property, if someone wants to add hand-painted silk wallpaper, wood ceilings made from fallen Old Growth California Redwood trees, and a gold plated bathtub, a homeowner can add those luxury, expensive features and pay the cost, without the expectation or reality of those investments dictating what the fair market value of the home will be when it gets put on the open market. The value is dictated by what a willing buyer is willing to pay for the same.

For that reason, there are various cost calculators that are used to determine what the cost should be for valuation purposes based upon features in a home. Our appraisers used a standard, reputable cost calculator to come up with a cost value to include in the appraisal. This information was presented to the City. The City used much higher cost number (including over \$1.18 million more in costs) and failed to include economic depreciation on this cost analysis. My credible, licensed appraiser, who the City of West Fargo routinely relies on for projects, concludes as follows:

**Conclusion:**

When the three section values are added together, the RCN is \$530,400.

When added to the RCN of the Main Dwelling, the total is \$3, 599,137

When the allocated site value of \$682,000 is added along with Engineering, Architectural, Permits, etc., the Total RCN **before** Depreciation is \$4,281,137.

This provides a major discrepancy with the City, which has concluded to a value of \$5,465,155 **before depreciation** (\$5,414,147 Building and site + Yard Improvements of \$51,008 = \$5,465,155) This is a discrepancy of \$1,184,018.



May 30, 2022  
Page 6

**Depreciation**

The next step in the process is to evaluate the Depreciation. WF uses lump sum values of 16% functional, 5% Economic and 0% Other, without explanation of their derivation.

Presumably "Other" in their grid is Physical Depreciation. Normal practice would indicate that a home of this quality and construction would have an estimated useful life of 100 years. Therefore, for each year that passes (without renovations or additions) the property would decrease in value by 1% per year. If that is normally the case, then legitimately a \$50,000 per year adjustment for physical depreciation alone would be present. Given the building has had three full years of occupancy, at least \$100,000 to \$150,000 should be attributable to physical depreciation alone.

Functional Depreciation is a deficiency in a property that makes it function differently than other building of its use, size, location, access, and other relevant factors.

Most obvious in this case is the fact that it has 8 (we count 7) bedrooms for 12,464footnote Square Feet of TLA, or 1,558 SF TLA/BR or 458 sf/ room. Footnote we do not come up with 28 rooms The Comparable sales indicate the following:

Property ID	Total TLA	BR	Ratio SF-TLA/BR	% Difference
02-5151-00075-000	6,466.00	5	1,293.20	28.6%
02-4912-00680-000	6,897.00	5	1,379.40	20.6%
02-1491-00010-000	6,789.00	5	1,357.80	22.5%
02-5838-00010-000	5,323.00	7	760.43	118.7%
Subject	11,644.00	7	1,663.43	

We believe that the ratio of BR to TLA is an indicator of functional utility. If there is one bedroom for every 1,663 SF that is about 3-4 times what an average home in the market possesses. Even in comparison to the other high value homes considered it is 20-30% higher than most and over 100% more than one in particular.

Even using the WF comps there should be roughly a 25% or more functional obsolescence factor rather than 16%.

The biggest issue in the depreciation is the fact that WF estimates a mere 5% economic depreciation without support.

In layman's terms, few buyers would pay this much per bedroom, so the value must be reduced by at least 25% of the cost calculation in order to find an appropriate fair market value.

May 30, 2022  
Page 7

The concept of economic depreciation for existing homes on the market (as opposed to new construction ‘sales’ from the builders) in this real estate market is also graphically addressed by the appraiser, as follows:

As stated in our appraisal, comparative analysis tells us that only two homes above \$1 Million have sold over a 2-year period. The pool of buyers above \$700,00 is very thin indeed. Lack of buyers in any market means that supply and demand are inelastic and very subject to price swings. High demand raises prices and low demand lowers prices given an equal supply. When the supply is short to start with, it does not mean that price will go up unless more buyers are entering that segment of the market. That is clearly shown here by market evidence.



Source: FMRMLS 2021-2022 YTD

External Depreciation is proven by the difference in Replacement Cost New to Current sales price. All properties are subject to depreciation. Any year over year increases in value are due entirely to two factors.

1. The underlying value of the site goes up as development costs increase
2. The RCN of the building goes up because of increasing prices of building materials.

By analyzing current data for a recently constructed home where RCN is known or can be closely estimated, the breakdown of physical, functional, and economic depreciation can be estimated.

In the present case we estimate 3% physical depreciation using the age-life method. We estimate functional depreciation at 25%. The difference in RCN minus current sales price is an indicator of overall depreciation.

One particular component of economic depreciation that the City of West Fargo Assessor entirely misses is the reduction in value for large spaces with limited utility, tailored to specific homeowners, like the indoor pool and sports court. The City includes the cost of the sports court and indoor pool space directly in the cost calculation, without recognizing a devaluation due to the fact they are

May 30, 2022  
Page 8

unique features that few buyers actually want. In a forthcoming report, GEB summarizes this as follows:

We note that [sports court and an indoor pool] are considered a luxury and properties that have them are unique in the market. This lack of buyer response to these features is a force outside of the property that is captured as external depreciation. To the extent that a property conforms to buyer expectations in the market, features of a property will have contributory value. When features of a property greatly exceed the expectations of buyers, then the buyers typically will only pay a nominal or no additional amount for the presence of those over-improvements. We believe that the value of the property as-is and as of the date of value is based upon the dwelling with a minor contributory value for the gym and swimming pool that is reflective only of the square foot value of the dwelling plus land, plus the additional site improvements.

As such, the City erroneously included significant costs associated with the construction of these unique improvements, without factoring a significant amount of external depreciation as a result of lack of buyers seeking these features.

The appraiser conducted an analysis of one of the two valid sales of over \$1 million, then compared it to the Subject. A Summary of pertinent information and excerpts from GEB's analysis are as follows:

Resale			
02-5151-00075-000			
	Address:	3838 2 ST E	
	Sale Date:	11/22/2019	\$/SF
	Sale Price:	\$ 1,932,629	\$ 299
	Year Built:	2009	
	TLA:	6,466	
	Amenities:	Unfinished Basement	
	Land ASD Amount	\$ 323,700	
Indicated Building Cost	\$ 1,608,929	\$ 249	
Permit Amount	\$ 940,000	\$ 145	

May 30, 2022  
Page 9

## **Sale Analysis of 3838 2nd Street E, West Fargo, ND**

Our analysis of that sale indicates the following.

Replacement Cost New as of the date of value, of the sale 11/22/2019, was \$1,902, 289 with a land value (developed by comparison) of \$6.00/ sf. X 58,000 sf = \$348,000 for a total estimated value of \$2,250,289. The building permit at 01/05/2010 was \$940,000. It was assessed at completion in 2011 at \$1,447,900 or \$223.92/sf. This would amount to an assessment to Value Ratio of 64.3%.

As of the date of sale the property was assessed for 2020 at \$1,844,700. It sold for \$2,490,000 or a sales ratio of 74%.

Further allocation of the sales price of \$2,566,000 with special assessments allocates to

\$2,556,000

-\$76,000 Specials

-\$580,000 Land Value (The increased value of the land plus site improvements since development @ \$10.00/sf)

= \$1,900,000 Residual Building Value

Or \$293.84/ sf

If we were to keep it simple and merely apply the \$300/ sf value of this property at the sale to the subject at WF square footage of 11,644 sf, then the assessed value for ad valorem taxation would be \$3,493,200. Adding in the estimate of the \$820,000 for the additional dwelling, metal building and site of the parcel brings us to \$4,313,200. This is still a difference of \$1,883,400 from the revised assessment of \$6,196,600. This seems to be the amount of over-assessment from a simple assessment comparison standpoint.

When considering physical functional and economic depreciation of this sale, CoreLogic-SwiftEstimator concludes to RCN less normal physical and functional depreciation of \$2,503,269. This residual is \$285.44/ SF

## **Comparison to the Subject Property**

A direct application to the subject would indicate a total market value of \$3,323,663.36 without adjustment for the Gym and Swimming Pool which are not included in square footage. If the Additional Dwelling, Building, and site are added to this to arrive at the total parcel valuation, then the estimated market value increases to \$4,143, 663.

Assessments typically show little to no value applied to Swimming Pools and Gymnasiums in this market and this factor is not proven in the WF analysis.

May 30, 2022  
Page 10

To simply add an additional \$2,052,000 to value for these remaining items is unsupported in this analysis.

Considering that the other High Value homes are seldom assessed at market value upon sale, an additional Sales Ratio adjustment would be appropriate.

An adjustment of 85% would indicate a value of \$3,522,113 without consideration of value for the gym and swimming pool.

Our supported value for the Gym and Swimming Pool by CoreLogic-SwiftEstimator that the value is no more than \$582, 792 without consideration of the Economic Depreciation that the market experiences for these two amenities.

There is not a lot of good data available on the value of swimming pools and gyms in the market, but we believe them to receive at least a 40% discount of economic depreciation over and above the 7.15%

indicated from Swift Estimator. This would reduce the contribution of these two amenities to \$349, 675, Say \$350,00.

In conclusion the estimate of value to provide equitable assessment of the subject property should likely be

Main Dwelling, Accessory Dwelling, Metal Building and Site	= \$4,143,663
Estimated Contributory value of Gym and Pool	= \$ 350,000
Total Estimated Fair Market Value	= \$4, 493,663
Less adjustment for Sales Ratio at 85%	= (\$ 670,050)
Estimated Equitable Assessed Value of the Subject	= \$3,823,663

Rounded to \$3,825,000 of which \$1,000,000 is land and \$2,825,000 is building improvements. A value of \$328.50/ square foot.

**We respectfully request that the unsupported assessment of the subject property of \$6,196,000 be reduced by the amount of overassessment in the amount of \$2,371,000. This 38% over-assessment is unsupported by market evidence.**

## **II. Sales Comparison Approach**

GEB also analyzed the Property under a Sales Comparison approach. GEB analyzed what a rational buyer seeking to pay no more for the Property would seek in comparison to property with the same quality, utility, and perceived benefits of ownership. This approach examines the market in which the Property competes and examines comparable sales, contracts for sale and current offerings, along with analysis of the quality of transaction, the most meaningful unit of value for the Property, and comparable sales adjusted to equate with the Property.

May 30, 2022

Page 11

Reviewing approximately fifteen (15) properties, the appraisal identified four comparable properties within the same market. As the Property is considered a high-value residential property based on market value and replacement costs, GEB made adjustments to take into account equivalent high-valued homes in the West Fargo market. Based on the comparable properties and considering all of the value indicators identified in the appraisal and weighted, the comparable range of gross building area (GBA) price per square footage is \$187.08 to \$351.26 with a median value of \$193.07. Based on these values, the reconciled per GBA value of \$212.00 per square foot was used, with the Property containing 12,464 square feet indicating a final reconciled value of **\$2,650,000**. Importantly, there is a new home in West Fargo, 2594 Rivers Bend) that is larger than the Tevye home, which was recently valued for assessment purposes at \$2,348,300. There are numerous similarities between these two houses regarding size, finished basement, sport court, two story homes with upgraded finishes and a 5 stall garage. Considering the concept of equitable valuation, there is no reason to value Tevye at \$6.2 million and this comparable house at \$2.6 million. Something is considerably off in the calculation process, or there has been a spot assessment to adversely impact Tevye.

The final appraisal determination of \$2,650,000 for the High Value Home parcel is a more reasonable assessment of the true and full value of the property. Along with the accessory building and underlying land value, GEB's appraised property value of **\$3,470,000** is a more accurate market value of the subject property and departs significantly from the City's valuation. The City Assessor advised at the BOE hearing that he will be increasing that home value in the next year, however that is the value in existence today.


One of the primary problems with West Fargo's analysis is their reliance on sales that are not valid comparables. The assessor chose a number of new home sales, which were sales from the custom builder to the client. In many instances, the cost per square foot is quite high for these high level custom homes based upon what a homeowner wants to include in their custom home. That is not an indication of market value or what a willing buyer would pay if the home was on the market. One high level existing home sale at 3838 2<sup>nd</sup> Street North sold for \$249/square foot as an arms length transaction.

May 30, 2022  
Page 12

Resale			
02-5151-00075-000			
	Address:	3838 2 ST E	
	Sale Date:	11/22/2019	\$/SF
	Sale Price:	\$ 1,932,629	\$ 299
	Year Built:	2009	
	TLA:	6,466	
	Amenities:	Unfinished Basement	
	Land ASD Amount	\$ 323,700	
	Indicated Building Cost	\$ 1,608,929	\$ 249
	Permit Amount	\$ 940,000	\$ 145

Yet, rather than focus on this sale, the City of West Fargo chose to rely on sales from builders to their clients in the per square foot range of \$489, 581 and 395/sq foot as comparables for the valuation of the Tevye home. These are blatantly inappropriate sales and do not fit the definition of “arm’s length” transactions consistent with the ND definition of Market Value, as any credible licensed appraiser would know. This is a fundamental and fatal flaw in the City’s valuation of the Tevye home. Some examples of the homes that West Fargo inappropriately used as comparables are three new home construction sales from custom builders to their clients, with the price per square foot highlighted in green in the examples above and below. As you’ll notice, the price per square foot when offered for sale on an open market, as depicted in the box above in green (one of two arm’s length sales over \$1m) is vastly less than the cost per square foot to build these high end custom homes identified in the box below. The box below includes closing transactions from custom builders to their clients – none of which are arm’s length transactions, nor are they appropriate to rely on for valuation.

May 30, 2022  
Page 13

New Home Sales	
02-4912-00680-000	
	Address: 533 LIZZIE PL E
	Sale Date: 2/14/2018 \$/SF
	Sale Price: \$ 3,545,942 \$ 514
	Year Built: 2015
	TLA: 6,897
	Amenities:
	Land Sale Amount \$ 171,183
Indicated Building Cost \$ 3,374,759 \$ 489	
Permit Amount \$ 1,565,000 \$ 227	
02-5838-00010-000	
	Address: 318 50 PL W
	Sale Date: 2/19/2021 \$/SF
	Sale Price: \$ 3,326,867 \$ 625
	Year Built: 2019
	TLA: 5,323
	Amenities: Outdoor Pool, Gym
	Land Sale Amount \$ 234,960
Indicated Building Cost \$ 3,091,907 \$ 581	
Permit Amount \$ 2,000,000 \$ 376	
02-1491-00010-000	
	Address: 124 BEATON DR W
	Sale Date: 6/12/2020 \$/SF
	Sale Price: \$ 3,097,893 \$ 456
	Year Built: 2017
	TLA: 6,789
	Amenities: Indoor Pool
	Land Sale Amount \$ 418,966
Indicated Building Cost \$ 2,678,927 \$ 395	
Permit Amount \$ 1,400,000 \$ 206	

If these new construction properties' values were adjusted using the 3838 2<sup>nd</sup> Street price per square foot instead of the 'as constructed' value, the valuations would be



- \$1,717,353 instead of \$2,364,900 (2022 WF valuation)
- \$1,325,427 instead of \$2,768,700(2022 WF valuation)
- \$1,690,461 instead of \$3,008,400 (2022 WF valuation)



May 30, 2022  
Page 14

West Fargo attempts to justify their incredibly high valuation of Tevye by using the builders' final costs to their clients as comparables. In reality, what should be gleaned from this review is that the City of West Fargo's assessment program is fundamentally flawed, resulting in the excessive valuation of many higher end homes that use these types of sales as comparables to justify higher values. This is grossly erroneous and has inappropriately skewed the entire market of higher end home valuations in West Fargo.



Another fundamental flaw in the City of West Fargo's rebuttal report is the extreme level of "adjustments" that are applied to comparables. At some point a comparable sale ceases to become a comparable sale when the overall value is increased by \$2.3 million to \$3.3 million over the actual sales price as an "adjustment" by the City Assessor. The incredible level of unwarranted adjustments in the highlighted columns below, which strain reason. For example:

PIN 02-5151-00075-000 Address 3838 2 ST E WEST FARGO  LOT 7 & 8 BLK 1 RESERVE AT OSGOOD			PIN 02-4912-00680-000 Address 533 LIZZIE PL E WEST FARGO  LOT 34 BLK 3 SHADOW CREEK 3RD		
Cd/Rec	D 021	1577769	Cd/Rec	D 013	1531683
Analysis info	04/27/2022	/ 0.00% adj/mo	Analysis info	04/27/2022	/ 0.00% adj/mo
Sale Date/Amt	11/22/2019	\$1,932,629	Sale Date/Amt	02/14/2018	\$3,545,942
Time Sale Adj	0 mo /Adj \$0 per mo	\$0	Time Sale Adj	0 mo /Adj \$0 per mo	\$0
Adj Sale Amt		\$1,932,629	Adj Sale Amt		\$3,545,942

*[Segments removed in the table in an effort to summarize]*

	Appraised	B of R	State Equalized		Appraised	B of R	State Equalized
Grade/Mult.	E+50 / 5.070	\$1,643,821	\$3,770,326	Grade/Mult.	E+40 / 4.730	\$1,955,563	\$3,458,584
Phy. Depr.	8%	-\$163,817	\$98,650	Phy. Depr.	3%	-\$74,395	\$9,228
F/E/Othr	0%/5%/0%	-\$94,195	-\$1,209,041	F/E/Othr	0%/5%/0%	-\$120,272	-\$1,182,963
Bldg Extras	0	\$0	\$64,582	Bldg Extras	1	\$119,864	-\$55,282
Det. Garages	0 SF	\$0	\$0	Det. Garages	0 SF	\$0	\$0
Yard Extras	0	\$0	\$51,008	Yard Extras	0	\$0	\$51,008
Ag Buildings	0	\$0	\$0	Ag Buildings	0	\$0	\$0
Map Factor	0.950	-\$89,485	-\$270,905	Map Factor	0.950	-\$114,259	-\$246,131
Mkt Influence	0%		\$0	Mkt Influence	0%		\$0
Total (without rounding)		\$2,023,911		Total (without rounding)		\$2,457,281	
Net Adjustments			\$3,374,031	Net Adjustments			\$2,940,662
Indicated Value			\$5,306,660	Indicated Value			\$6,486,604
Land	\$323,700	\$0	\$0	Land	\$194,000	\$0	\$0
Dwelling	\$1,700,200	\$0	\$0	Dwelling	\$2,170,900	\$0	\$0
Impr.	\$0	\$0	\$0	Impr.	\$0	\$0	\$0
Total	\$2,023,900	\$0	\$0	Total	\$2,364,900	\$0	\$0

May 30, 2022  
Page 15

PIN 02-1491-00010-000 Address 124 BEATON DR W WEST FARGO  LOT 1 BLK 1 OAKWOOD BEND 2ND				PIN 02-5838-00010-000 Address 318 50 PL W WEST FARGO  LOT 1 BLK 1 THE WILDS 14TH			
Cd/Rec	D 013	1593999		Cd/Rec	D 013	1622950	
Analysis info	04/27/2022	/ 0.00% adj/mo		Analysis info	04/27/2022	/ 0.00% adj/mo	
Sale Date/Amt	06/12/2020		\$3,097,893	Sale Date/Amt	02/19/2021		\$3,326,867
Time Sale Adj	0 mo /Adj	\$0 per mo	\$0	Time Sale Adj	0 mo /Adj	\$0 per mo	\$0
Adj Sale Amt			\$3,097,893	Adj Sale Amt			\$3,326,867

[Segments removed in the table in an effort to summarize]

Grade/Mult.	E+40 / 4.730	\$2,135,040	\$3,279,107	Grade/Mult.	E+30 / 4.390	\$2,071,638	\$3,342,509
Phy. Depr.	2%	-\$54,149	-\$11,018	Phy. Depr.	0%	\$0	-\$65,167
F/E/Othr	0%/0%/0%	\$0	-\$1,303,235	F/E/Othr	0%/0%/0%	\$0	-\$1,303,235
Bldg Extras	0	\$0	\$64,582	Bldg Extras	2	\$74,726	-\$10,144
Det. Garages	0 SF	\$0	\$0	Det. Garages	0 SF	\$0	\$0
Yard Extras	1	\$47,463	\$3,545	Yard Extras	1	\$54,593	-\$3,585
Ag Buildings	0	\$0	\$0	Ag Buildings	0	\$0	\$0
Map Factor	0.970	-\$79,599	-\$280,791	Map Factor	0.920	-\$214,619	-\$145,771
Mkt Influence	0%		\$0	Mkt Influence	0%		\$0
Total (without rounding)		\$3,009,852		Total (without rounding)		\$2,830,819	
Net Adjustments			\$2,388,090	Net Adjustments			\$2,567,124
Indicated Value			\$5,485,983	Indicated Value			\$5,893,991

The County Board of Equalization is charged with making sure the jurisdictions within the County value similar properties on the same bases, to make sure the valuations are equitable. In particular, I would draw your attention to a home located at 3253 Timber Creek Circle South in Fargo. It is almost 9,800 square feet with an indoor pool, much like the Tevye property, sitting on a one-acre lot. The City of Fargo's 2022 Certified assessment includes \$187,800 for land, with \$1,382,800 in improvements for a total of \$1,570,600 for a beautiful, high end custom home with an indoor pool. If you compare this home to the per square foot analysis above, this home is valued by the City of Fargo at \$160/sq foot for this 2015 construction. It is currently listed on the market for \$2.8 million, since the homeowner likely put more money into the home in construction costs. That said, the house has not sold, and the City of Fargo understands that construction costs are not the equivalent of market valuation.

May 30, 2022  
Page 16



I'll note that, while an indoor pool is considered a luxury in a high end home and add significant cost to the home, as indicated in the appraiser's comments above, they do not actually add much value in the open market. It requires a buyer who wants an indoor swimming pool and is willing to pay the significant costs associated with heating and maintaining the space, moisture management systems, as well as significant service, upkeep and operation of the indoor pool. Few buyers are interested in taking on these obligations.

## CONCLUSION

This Property is considered a high-value residential property with a very limited market for potential buyers, so it takes longer to attract qualified buyers. Another limiting factor is the ability for buyers to obtain financing for a high value home. The comparable sales identified in the appraisal reflect that some of the high value homes have taken well over a year on the market to sell, given the lack of buyers at this level. As previously determined by the North Dakota Supreme Court, if a property cannot be sold for the assessed value, then the market value, synonymous with the "true and full value" of the property must be less than the assessed value. (*RFM-TREI Jefferson Apartments*, 2020 ND 204 at ¶ 14). Assessments which exceed the true and full value of a property requires abatement or reduction of the property's assessed value. *Id.* Where a Board acts contrary to that directive, its acts are considered arbitrary and unreasonable. *Id.* In short, the City cannot use a computer model generated tax assessed value that is higher than the market would justify. The attached appraisal carefully walks through the factors that lead to a value on this parcel, in far more detail and targeted specifically to this home as opposed to the limitations created by using a mass appraisal process (which is totally understandable for the City to use in general).

The City's valuation does not reflect what a willing buyer would pay a willing seller for the Property, particularly in the West Fargo market. The City's valuation should not be adopted by the Board, and a downward correction is required.

May 30, 2022  
Page 17

While Tevey, LLC is not aware of what methodology the City used in reaching its true and full value, the City should not rely on building cost, permit values or prior sales information in reaching its determination. A builder's initial estimate on the cost of construction is not an accurate representation of the true and full value or market price of the Property upon completion.

Tevey, LLC requests the City consider the attached appraisal, find that the true and full value of the Property is \$3,470,000 for 2022, and abate the taxes for 2021 accordingly.

Sincerely,

A handwritten signature in black ink that reads "Tami Norgard". The signature is written in a cursive, flowing style.

Tami Norgard  
4724342.2

# Residential APPRAISAL REPORT



4980 Sheyenne Street

West Fargo, ND 58078

As of:

February 9, 2022

Prepared For:

TEVYE, LLC

Prepared by

GEB Appraisals & Triebwasser Appraisal  
Service Joint Venture

William N. Triebwasser, ND-CG 2916

William Triebwasser

Certified General Real Property

Appraiser

ND-CG 2916

Gerald (Gary) E. Bock, Practicing Affiliate

Certified General Real Property Appraiser

ND CG 21242

File Number: 50-2201 242



## PREFACE to the Hypothetical Appraisals

3/31/20222

Ms. Tami Norgard  
Vogel Law Firm- Fargo  
218 N.P. Avenue  
Fargo, ND 58102

RE: High-Value Residential Home Appraisal and Appraisal of an Accessory Dwelling Unit (ADU)  
with Metal Building

Owners: TEVYE, LLC  
Address: 4980 Sheyenne Street, West Fargo, ND 58078

Dear Ms. Norgard,

At your request, we have made an appraisal of the above-referenced property located at 4980 Sheyenne Street, West Fargo, ND. The property was inspected with the owners present on February 9, 2022.

The subject property was appraised as two distinct tracts, rather than as one tax parcel.

This Scope of Work is a departure from normal practice in that normally all of the land and buildings assigned to a particular tax parcel become the subject property.

This appraisal was complicated by the fact that there is more than one dwelling on the parcel. One is the primary dwelling, the other is the Additional Dwelling Unit (ADU) with a metal shop building.

Highest and Best Use analysis is an important part of any appraisal assignment and that is true for this assignment as well. The primary dwelling is a newly constructed high value home, whereas the ADU is not.

The properties that are comparable to each of these types of dwellings are vastly different. Part of our charge as appraisers under the Uniform Standards of Professional Appraisal Practice (USPAP) is to strive to not render appraisal opinions in a misleading manner.

We strongly believe that considering older smaller homes along with new high value luxury homes can be confusing to the reader and users of the appraisal.

For that reason, the decision was made with the concurrence of the client that the subject property should be considered under two hypothetical circumstances that allowed for the appraisal of each separately as they might be situated in their own market.

Those two hypothetical appraisals prepared for this assignment consistent of two valuation assignments for consideration of equitable taxation.

1. Appraisal of the ADU with metal building and site area sufficient to provide proper and legal access, site area and site improvements. This site area proposed is a hypothetical site that is rectangular in nature with the hypothetical property line placed a sufficient distance north of the metal building and running in a west-east direction to its intersection with the east property line of the subject property. This hypothetical site contains 3.9 acres, a dwelling of 2,232 square feet built in 1996 of above average quality construction and condition and a metal building of 2,560 square feet that has been recently remodeled and improved. It is also of above-average condition and quality.
2. Appraisal of a high value home of excellent quality on the remainder of the site 4.88 acres. The home has 12,464 square feet of above living area along with a nearly fully finished basement, an enclosed swimming pool, a sports court, and numerous other amenities. It is likely one of the most valuable homes to be found within the jurisdiction of West Fargo, ND. As a result, other high valued homes in the jurisdiction were evaluated in terms of their comparability in terms of assessed value, square footage, value at transfer or sale.

The goal in both of these appraisals is to determine the estimated fair market value of the property. The market value for purposes of valuation in North Dakota is based upon the Definition as found in state statute.

**In North Dakota, market value is defined as:**

*“The highest price for which property can be sold in the open market by a willing seller to a willing purchaser, neither acting under compulsion and both exercising reasonable judgment.”*

This definition is found in the North Dakota Century Code. N.D. C. C. § 24-01-01.1 (27). This definition is also found in the banking section of the Code as well. N.D.C.C. §6-01-02. It has been applied to eminent domain proceedings for DOT projects and non-DOT projects alike. It has also been used in property tax disputes brought to the Supreme Court.

With this concept in mind, the properties were then appraised separately with the goal of obtaining what might be a meaningful assessment of value for tax purposes.

As a result of the preparation of these two hypothetical appraisals, the following market value estimates were determined.

**Appraisal of the ADU with Metal Building.**

**\$820,000.00**

---

**Appraisal of the High Value Home**

**\$2,650,000**

---

The estimated valuation of the property including all land and buildings on Lot 1, Block 1 of Tevey Addition to the City of West Fargo is concluded to be:

**Conclusion of Value**

**\$3,470,000**

---

The date of inspection and the date of value for the subject property is February 9, 2022.

This report contains the property description, photo addenda, analysis, and supportive data for the conclusions and final estimate of value. The Definition of Market Value, Certification, and Statement of Limiting Conditions and supplementary limiting conditions can also be found within the report that follows.

We certify that we have personally inspected the subject parcel on February 9, 2022, along with the owners representatives. We also inspected the neighborhoods and comparable sales relied upon; that we have no role in the negotiations or authority to reach settlements regarding the property; and that all statements herein are true and correct to the best of our knowledge and belief.

The intended use of the Appraisal is for tax assessment analysis.

The intended user(s) are the client and property owner. Any other use of the report by any person or organization outside of those stated above, or for any purpose other than this project shall render the opinions null and void.

Respectfully submitted,N

**GEB Appraisals & Triebwasser Appraisal Service Joint Venture**

DRAFT

DRAFT



---

Gerald (Gary) E. Bock, AI- Practicing Affiliate  
Certified General Real Property Appraiser  
ND-CG 21242  
Expires: December 31, 2022

William N. Triebwasser  
Certified General Real Property Appraiser  
ND CG 2916  
December 31, 2022

## LETTER OF TRANSMITTAL

3/31/20222

Ms. Tami Norgard  
Vogel Law Firm- Fargo  
218 N.P. Avenue  
Fargo, ND 58102

RE: High-Value Residential Home Appraisal

Owners: TEVYE, LLC  
Address: 4980 Sheyenne Street, West Fargo, ND 58078

Dear Ms. Norgard,

At your request, we have made an appraisal of the above-referenced property located at 4980 Sheyenne Street, West Fargo, ND. The property was inspected with the owners present on February 9, 2022.

The subject property was subsequently evaluated using public records available to the appraiser, including public data available from Cass County, ND. The information used included GIS interactive maps, tax and assessment records, property ownership and transfer records, tax records, and the like.

Comparable sales information was analyzed and reviewed similarly and also used FlexMLS records. Additional confirmation of sales was obtained from the Cass County Recorder, ND verified through the NDRIN site to confirm property transfers.

Confirmation of these sales was also made with agents, buyers, sellers, and others involved in the sales as needed.

The date of inspection and the date of value for the subject property is February 9, 2022.

This report contains the property description, photo addenda, analysis, and supportive data for the conclusions and final estimate of value. The Definition of Market Value, Certification, and Statement of Limiting Conditions and supplementary limiting conditions can also be found within the report that follows.

We certify that we have personally inspected the subject parcel on February 9, 2022, along with the owners. We also inspected the neighborhoods and comparable sales relied upon; that we have no role in the negotiations or authority to reach settlements regarding the property; and that all statements herein are true and correct to the best of our knowledge and belief

The intended use of the Appraisal is for tax assessment analysis.

The intended user(s) are the client and property owner. Any other use of the report by any person or organization outside of those stated above, or for any purpose other than this project shall render the opinions null and void.

### Hypothetical Conditions:

- The property is appraised under the Hypothetical condition that the secondary dwelling and machine shed (Accessory Dwelling Unit) would be situated on a separate parcel for purposes of valuation.

### Extraordinary Assumptions:

- The property is appraised under the assumption that the use and occupancy of the Accessory Dwelling Unit and the Metal Building are restricted by the owner(s) since the property and Accessory Dwelling Unit are close together within a gated area with a shared driveway and security access.

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

Current As-Is Market Value:

The "As Is" market value of the Fee Simple estate of the property, as of February 9, 2022, is

**\$2,650,000**

**Two Million Six Hundred Fifty Thousand Dollars**

If you have any questions concerning the appraisal report, please feel free to contact us at 701-356 7300 or 701-238-5245.

Respectfully submitted,

**GEB Appraisals & Triebwasser Appraisal Service Joint Venture**

DRAFT

DRAFT

---

Gerald (Gary) E. Bock, AI- Practicing Affiliate  
Certified General Real Property Appraiser  
ND-CG 21242  
Expires: December 31, 2022

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William N. Triebwasser  
Certified General Real Property Appraiser  
ND CG 2916  
December 31, 2022

## PART I INTRODUCTION

### **Table of Contents**

PREFACE to the Hypothetical Appraisals.....	0
Appraisal of the ADU with Metal Building .....	3
Appraisal of the High Value Home .....	3
Conclusion of Value .....	3
LETTER OF TRANSMITTAL.....	5
PART I INTRODUCTION.....	7
Table of Contents.....	7
Summary of Important Facts and Conclusions.....	14
ASSUMPTIONS AND LIMITING CONDITIONS.....	16
PURPOSE, INTENDED USE, and INTENDED USERS OF THE APPRAISAL .....	21
Definition of Market Value .....	21
SCOPE OF WORK.....	22
Statement on Appraiser Independence: .....	25
Market Area Analysis .....	26
REGIONAL DATA .....	26
Metropolitan Area .....	27
Metropolitan Area Location.....	27
City of West Fargo Location Map .....	28
Housing Market Area Description .....	29
Market Qualifiers according to HUD .....	29
Economic Conditions .....	30
City Data .....	30
Market Area Analysis .....	33
PART II SUBJECT PROPERTY INFORMATION .....	35
Location Map .....	35
Property Description .....	36
Site:.....	38

Site Plan/Tax Map/Survey .....	39
Legal Description: .....	40
Americans With Disabilities Act.....	42
Hazardous Substances.....	42
Assessment and Taxes .....	43
Illustration of North Dakota Tax Calculation: .....	43
Zoning.....	44
SUMMARY OF THE APPRAISAL PROBLEM .....	45
Definitions .....	45
Cass County Location Map.....	50
Subject Property City Location Map.....	51
Subject Property Location Map.....	52
Subject Property Plat Map.....	53
FEMA Flood Plain Map.....	54
Subject Property Photos: Photos taken February 9, 2022 .....	55
Building Sketch of House and Garage (Drawings are not scaled).....	72
PART III DATA ANALYSIS AND CONCLUSIONS .....	80
HIGHEST AND BEST USE .....	80
Highest and Best Use of the Larger Parcel as though Vacant: .....	80
Legally Permissible: .....	80
Zoning.....	81
Access .....	81
Utilities .....	81
Lot Requirements:.....	82
Site Improvements:.....	82
Financially Feasible:.....	82
Maximally Productive:.....	82
Conclusion of Highest and Best Use of the Property as Improved .....	83
Legally permissible: .....	83
Maximally Productive: .....	83
VALUATION APPROACHES:.....	85

Valuation Methodology .....	85
Cost Approach .....	85
Income Approach .....	85
Sales Comparison Approach .....	85
Final Reconciliation.....	85
Analyses Applied .....	85
Cost Approach .....	86
Land Value.....	86
Sales Comparison Approach – Land Valuation.....	86
Land Comparables.....	87
Land Comparables Map .....	88
Analysis Grid.....	88
Comparable Land Sale Adjustments .....	90
Property Rights .....	90
Financing .....	90
Conditions of Sale .....	90
Economic Trends.....	90
Location: .....	90
Size and Use Allocation: (Land SF) .....	90
Utilities .....	90
Zoning: .....	91
Other Costs .....	91
Access:.....	91
Specials Assessments: .....	91
Environmental (Flood Risk): .....	91
Sales Comparison Approach Conclusion – Land Valuation .....	91
Cost Approach to Value .....	93
Cost Analysis .....	93
Depreciation Analysis .....	93
Physical Deterioration.....	93
Functional Obsolescence .....	93
External Obsolescence .....	94

Soft Costs .....	95
Engineering.....	95
Architectural .....	96
Permits and Legal .....	96
Marketing & Leasing Commissions .....	96
Developer's Profit .....	96
Analysis.....	96
Cost Approach Conclusion .....	98
Sales Comparison Approach-Assessed Value Comparison.....	99
Improved Comparable Properties Analysis .....	99
Comparative Analysis .....	106
Improved Comparables Map.....	107
Analysis Grid.....	107
Comparable Sale Adjustments.....	109
Sales Comparison Approach Conclusion.....	109
Additional Comparable Sale Adjustment Criteria .....	110
Location, Market Conditions, Residential Design and Age: .....	110
Property Rights.....	110
Financing.....	111
Site .....	111
GBA .....	111
Basement .....	111
Garages .....	111
Basement Finished Area .....	111
Site Improvements.....	112
Environmental (Flood Risk): .....	112
Special Assessments: .....	112
Final Reconciliation.....	113
Value Indications .....	113
Cost Approach .....	113
Sales Comparison Approach .....	114
Income Approach -Not Applicable .....	114

Value Conclusion .....	114
PART IV EXHIBITS AND ADDENDA.....	115
Regional Location Map.....	115
Cass County Location Map.....	116
West Fargo Plat Map .....	117
Cass County Property Tax Information .....	118
Warranty Deed .....	120
Elevation Map .....	121
Cost Approach Data .....	122
Cost Information.....	122
Included in the Costs: .....	122
Not Included in the Costs: .....	122
Residence Type.....	123
Single-Family Residence.....	123
Style .....	123
Two Story .....	123
Total Floor Area .....	123
Quality.....	123
Single-Family Residence Excellent Quality.....	124
Sports Court and Swimming Pool Criteria .....	126
APPRAISERS' QUALIFICATIONS .....	128



## CERTIFICATION

### We hereby certify;

- That to the best of our knowledge and belief the statements contained in the appraisal herein set forth are true, and the information upon which the opinions expressed therein are based is correct; subject to the limiting conditions herein set forth.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions, limiting conditions, and legal instructions, and are the personal, unbiased professional analysis, opinions, and conclusions of the Appraisers'.
- We have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- The Appraisers' have not performed any prior services regarding the subject within the previous three years of the appraisal date.
- We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
- Our compensation for completing this assignment is also 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.
- Disregarding those portions of USPAP (such as SR 1-4(1)) that are inconsistent with public policy or law is permitted through USPAP's Jurisdictional Exception Rule. The Jurisdictional Exception applies only to that portion of USPAP that is inconsistent with public policy or law. If any Jurisdictional Exceptions are required, the balance of USPAP has been maintained intact in the preparation and reporting of this appraisal.
- That we have personally inspected the property herein appraised and that we have also made a personal field inspection of the comparable sales relied upon in making said appraisal. The property owners or their designated agent was present for the property inspection.

- That we have not revealed the findings and results of such appraisal to anyone other than the proper officials and we will not do so until so authorized, or until we are required to do so by due process of law, or until we are released from this obligation by having publicly testified as to such findings.
- That no one provided significant professional assistance to the appraisers. The assistance of other professionals involved with the appraisal is routine, and isolated to their scope of expertise, and not directly contributory to this appraisal assignment.

### GEB Appraisals & Triebwasser Appraisal Service Joint Venture

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Gerald (Gary) E. Bock, AI- Practicing Affiliate  
Certified General Real Property Appraiser  
ND CG 21242  
Expires: December 31, 2022

William N. Triebwasser  
Certified General Real Property Appraiser  
ND CG 2916  
Expires: December 31, 2022

**Summary of Important Facts and Conclusions**

**GENERAL**

**Subject:** TEVYE, LLC  
 4980 Sheyenne Street, West Fargo,  
 Cass County, ND, 58078

A high value home of excellent quality and condition located adjacent to Sheyenne Street and in otherwise primarily single-family residential neighborhood. The site is exceptionally large, although well developed and has paved access from the street along with a professionally landscaped site.

**Owner:** TEVYE, LLC

**Legal Description:** Lot 1, Block 1, Tevey Addition to the City of West Fargo, ND. Lot 1, Block 1, Tevey Addition to the City of West Fargo, ND

**Date of Report:** 3/31/2022

**Intended Use:** The intended use is for tax assessment analysis.

**Intended User(s):** The client and property owner.

**Assessment:**

Real Estate Assessment and Taxes						
Tax ID	Land	Improvements	Other	Total Assessment	Tax Rate	Taxes
02-4955-00010-000	\$157,200	\$6,068,300	\$0	\$6,225,500	309.1200	\$86,599
<b>Totals</b>	<b>\$157,200</b>	<b>\$6,068,300</b>	<b>\$0</b>	<b>\$6,225,500</b>		<b>\$86,599</b>

**Sale History:** The subject has not sold in the last three years, according to public records.

**Current Listing/Contract(s):** The subject is not currently listed for sale, or under contract.

**Land:**

Land Summary				
Parcel ID	Gross Land Area (Acres)	Gross Land Area (Sq Ft)	Topography	Shape
02-4955-00010-000	4.88	212,485	Level	Rectangular

**Improvements:**

Building Summary					
Building Name/ID	Year Built	Condition	Number of Stories	Gross Building Area	Land to Building Ratio
Teyye, LLC prir	2018	New	2.0	12,464	17.05

**Zoning:** R-IA

**Highest and Best Use of the Site:** Single Family /Estate

**Highest and Best Use as Improved:** Single Family/Estate

**Type of Value:** Market Value

VALUE INDICATIONS	
<b>Land Value:</b>	\$685,000
<b>Cost Approach:</b>	\$2,700,000
<b>Sales Comparison Approach:</b>	\$2,650,000
<b>Reconciled Value(s):</b>	As Is
<b>Value Conclusion(s)</b>	\$2,650,000
<b>Effective Date (s)</b>	February 9, 2022

## ASSUMPTIONS AND LIMITING CONDITIONS

The certification of the Appraisers appearing in the appraisal report is subject to the following conditions and to such other specific and limiting conditions as are set forth by the Appraisers in the Report:

1. As agreed, with the client before the preparation of this appraisal, this is an “Appraisal Report” as defined under the *Uniform Standards of Professional Appraisal Practice*, as defined in the most recent edition.
2. This report is intended to comply with the reporting requirements set forth under This is an Appraisal Report as defined by Uniform Standards of Professional Appraisal Practice under Standards Rule 2-2(a). This format provides a summary or description of the appraisal process, subject and market data and valuation analyses. Supporting documentation concerning the data, reasoning, and analyses is retained in the appraiser's file. The information contained in this report is specific to the needs of the client and for the intended use stated in this report. The Appraisers are not responsible for unauthorized use of the report.
3. The Appraisers assume no responsibility for matters of a legal nature affecting the property appraised or the title thereto, nor do the Appraisers render any opinion as to the title, which is assumed to be good and marketable.
4. The property is appraised free and clear of any or all liens and encumbrances unless otherwise stated in this report.
5. Responsible ownership and competent property management are assumed unless otherwise stated in this report.
6. The information furnished by others is believed to be reliable. However, no warranty is given for its accuracy. All engineering is assumed to be correct. Any plot plans and illustrative material in this report are included only to assist the reader in visualizing the property. If so indicated, the Appraisers have examined the available flood maps that are provided by the Federal Emergency Management Agency (or other data sources) and have noted in the appraisal report whether the subject site is located in an identified Special Flood Hazard Area. Because the Appraisers are not surveyors, they make no guarantees, express or implied, regarding this determination.
7. It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures that render it more or less valuable. No responsibility is assumed for such conditions or for arranging for engineering studies that may be required to discover them.

8. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless otherwise stated in this report.
9. It is assumed that all applicable zoning and land use regulations and restrictions have been complied with unless nonconformity has been stated, defined, and considered in this appraisal report.
10. It is assumed that all required licenses, certificates of occupancy, or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimates contained in this report are based.
11. The Appraisers may have provided a sketch in the appraisal report to show approximate dimensions of the improvements, and any such sketch is included only to assist the reader of the report in visualizing the property and understanding the appraiser's determination of its size. Measurements are based upon exterior dimensions rounded to the nearest 6 inches. Unless otherwise indicated, a Land Survey was not performed. The sketch provided is from the West Fargo Assessor's office.
12. The Appraisers are not qualified to detect hazardous waste and/or toxic materials. Any comment by the Appraisers' that might suggest the possibility of the presence of such substances should not be taken as confirmation of the presence of hazardous waste and/or toxic materials; such determination would require investigation by a qualified expert in the field of environmental assessment. The presence of substances such as asbestos, urea-formaldehyde foam insulation, or other potentially hazardous materials may affect the value of the property. The appraiser's value estimate is predicated on the assumption that there is no such material on or in any part of the property that would cause a loss in value unless otherwise stated in this report. No responsibility is assumed for any environmental condition or for any expertise or engineering knowledge required to discover them. The appraiser's descriptions and resulting comments are the results of the routine observations made during the appraisal process. The intended users of this report should rely upon the Environmental Site Assessment conducted for the project for information regarding possible contamination.
13. Any site improvements are assumed to be completed in a good and workmanlike manner in accordance with the submitted plans and specifications. Private wells and septic systems, if present, are assumed to be in working order and to be compliant with existing regulations regarding inspection as if for sale.

14. Possession of this report, or a copy thereof, does not carry with it the right of publication. It may not be used for any purpose by any person other than to the intended user(s) to whom it is addressed without the written consent of the Appraisers', and in any event, only with properly written qualification and only in its entirety.
15. Neither all, nor any part of the contents of this report, or a copy thereof (including conclusions as to the property value, the identity of the Appraiser, professional designations, reference to any professional appraisal organizations, or the firm with which the Appraiser is connected), shall be conveyed by anyone to the public through advertising, public relations, news, sales, or other media, without the written consent and approval of the appraiser, the intended users or as otherwise directed by a court of law.
16. The Appraisers' will not give testimony or appear in court because they made an appraisal of the property in question unless specific arrangements to do so have been made beforehand.
17. If the cost approach is included in this appraisal, the Appraisers' have estimated the value of the land in the cost approach at its highest and best use, and the improvements at their contributory value. These separate valuations of the land and improvements must not be used in conjunction with any other appraisal and are invalid if they are so used. Unless otherwise specifically indicated, the cost approach to value is not an insurance value and should not be used as such.
18. The Appraisers' obtained the information, estimates, and opinions that were expressed in the appraisal report from sources that they consider to be reliable and believed to be true and correct. The Appraisers' do not assume responsibility for the accuracy of such items that were furnished by other parties.
19. An Appraisers' client is the party (or parties) who engage Appraisers' in a specific assignment. Any other party acquiring this report from the client does not become a party to the appraiser-client relationship. Any persons receiving this appraisal report because of disclosure requirements applicable to the appraiser's client do not become intended users of this report unless specifically identified by the client at the time of the assignment.
20. An appraisal of real property is not a 'home inspection' and should not be construed as such. As part of the valuation process, the Appraisers' perform a non-invasive visual inventory that is not intended to reveal defects or detrimental conditions that are not readily apparent. The presence of such conditions or defects could adversely affect the appraiser's opinion of value. Clients with concerns about such potential negative factors are encouraged to engage the appropriate type of expert to investigate.

21. The property under the following hypothetical condition(s) and extraordinary assumptions:

- The property is appraised under the Hypothetical condition that the secondary dwelling and machine shed (Accessory Dwelling Unit) would be situated on a separate parcel for purposes of valuation.
- The property is appraised under the extraordinary assumption that:
- The property is appraised under the assumption that the use and occupancy of the Accessory Dwelling Unit and the Metal Building are restricted by the owner(s) since the property and Accessory Dwelling Unit are close together within a gated area with a shared driveway and security access.



### **Americans with Disabilities Act (ADA) of 1990**

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

Comment: Normally a home of this size and amenities would have an elevator between floors. This is not an ADA requirement for this property, although it might be considered a deficiency by some buyers in this segment of the market.

## **PURPOSE, INTENDED USE, and INTENDED USERS OF THE APPRAISAL**

The purpose of this appraisal is to estimate the current 'As Is' market value for asset management purposes. This appraisal is to be used to determine the equitable valuation and thus taxation under ND Laws and Statutes. The appraisal will determine the market value for the hypothetical site and high value home as of the date of inspection, which is February 9, 2022. The Accessory Dwelling Unit and Metal Building have been appraised under a separate valuation assignment. This market value estimate, as defined below, is intended to provide the owners with a current market value for the property rights appraised. The report will be used by the intended user(s); the client and property owner.

### **Definition of Market Value**

The appraisal addresses the estimate of market value. The concept of market value is frequently reviewed from both legal and economic perspectives within private industry and at virtually all levels of government.

In North Dakota, market value is defined as:

*“The highest price for which property can be sold in the open market by a willing seller to a willing purchaser, neither acting under compulsion and both exercising reasonable judgment.”*

This definition is found in the North Dakota Century Code. N.D. C. C. § 24-01-01.1 (27). This definition is also found in the banking section of the Code as well. N.D.C.C. §6-01-02. It has been applied to eminent domain proceedings for DOT project and non-DOT projects alike. It has also been used in property tax disputes brought to the Supreme Court.

## SCOPE OF WORK

The Scope of Work is the type and extent of research and analyses performed in an appraisal assignment that is required to produce credible assignment results, given the nature of the appraisal problem, the specific requirements of the intended user(s), and the intended use of the appraisal report. Reliance upon this report, regardless of how acquired, by any party or for any use, other than those specified in this report by the Appraisers', is prohibited. The Opinion of Value that is the conclusion of this report is credible only within the context of the Scope of Work, Effective Date, the Date of Report, the Intended User(s), the Intended Use, the stated Assumptions and Limiting Conditions, any Hypothetical Conditions and/or Extraordinary Assumptions, and the Type of Value, as defined herein. The Appraisers, appraisal firm, and related parties assume no obligation, liability, or accountability, and will not be responsible for any unauthorized use of this report or its conclusions.

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

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

This appraisal is prepared for Ms. Tami Norgard of the Vogel Law Firm- Fargo. The problem to be solved is to estimate the current 'As Is' market value for asset management purposes. The intended use is for tax assessment analysis. This appraisal is intended for the use of the client and property owner.

SCOPE OF WORK	
<b>Report Type:</b>	This is an Appraisal Report as defined by Uniform Standards of Professional Appraisal Practice under Standards Rule 2-2(a). This format provides a summary or description of the appraisal process, subject and market data and valuation analyses. It is presented in a narrative format.
<b>Property Identification:</b>	The subject has been identified by the legal description and the assessors' parcel number.
<b>Inspection:</b>	A complete interior and exterior inspection of the subject property has been made, and photographs taken.
<b>Market Area and Analysis of Market Conditions:</b>	A complete analysis of market conditions has been made. The Appraisers maintain and have access to comprehensive databases for this market area and have

reviewed the market for sales and listings relevant to this analysis.

**Highest and Best Use Analysis:** A complete as vacant and as improved highest and best use analysis for the subject has been made. Physically possible, legally permissible and financially feasible uses were considered. The maximally productive use was concluded.

**Type of Value:** Market Value

### Valuation Analyses

**Cost Approach:** A cost approach was applied as there is adequate data to develop a land value and the depreciation accrued to the improvements can be reasonably measured.

**Sales Comparison Approach:** A sales approach was applied as there is adequate data to develop a value estimate and this approach reflects market behavior for this property type.

**Income Approach:** An income approach was not applied as the subject is not an income producing property and this approach does not reflect market behavior for this property type.

**Hypothetical Conditions:** The property is appraised under the Hypothetical condition that the secondary dwelling and machine shed (Accessory Dwelling Unit) would be situated on a separate parcel for purposes of valuation.

**Extraordinary Assumptions:** The property is appraised under the assumption that the use and occupancy of the Accessory Dwelling Unit and the Metal Building are restricted by the owner(s) since the property and Accessory Dwelling Unit are close together within a gated area with a shared driveway and security access.

The scope of work in an appraisal report is intended to be a complete valuation analysis that is matched to the level of detail required in the appraisal assignment. The analysis considers the current market value of properties located within the subject neighborhood or market area and analyzes those sales to determine the direction or parameters of market value for the subject property. In this appraisal the market value of the fee simple interest is estimated using the North Dakota Definition of Market Value. As a result, the sales comparison approach is relied upon to estimate the value of the subject's vacant land. Vacant lots are seldom if ever rented to produce income to the property owner, and they are typically held for future use for building construction purposes. As a result, the methods that the Appraisers' will rely upon in this appraisal are the sales comparison approach and the cost approach.

A part of the scope of work includes an examination of the public records for data relating to the subject property. Detailed information concerning the subject parcel was obtained, including the sales history of the tract and its current ownership as shown by public records. Investigation was completed using the Cass County records, GIS data and information, the North Dakota Recorder's Information Network (NDRIN) and other information. Comparable Sales were confirmed by cross referencing documents from the Register of Deeds Office and tax parcel data, as well as interviews with buyers, seller's, real estate agents, or other parties knowledgeable of the transaction when required.

Systematic research and analysis of sales of similar properties in the neighborhood was conducted, and considered the impact of governmental, social, economic and physical forces affecting the property.

Market value is defined in this report is based upon the North Dakota Definition of Market Value as further defined later in this report. It is based upon the date of the inspection. Please be aware that market value is a dynamic force and the market's reaction to buyers and sellers can be active or it can be stagnant, and changes can occur over time.

Inspection of the comparable sales properties as referenced in the report is limited to visual inspection from the street. Additionally, aerial photographs from other sources that have been taken during the summer months are used to give a bird's eye view of the property without interference of snow or cloud cover.

Using the information obtained from research of the subject and the comparable properties, the Appraisers' must make certain assumptions regarding the valuation of the property. Those assumptions and limiting conditions are stated in a following section of the report.

It is often necessary to include adjustments for property type, location, elevation, access, time, parcel size, and other pertinent features.

As a result of this process, an appraisal report was developed that is intended to communicate the results of the investigation. This information has been arranged in a manner and in a format that is deemed to be the most appropriate considering the details of the assignment and its intended use, as well as considering who the intended users of the report might be.

This appraisal has also been developed as an *Appraisal Report* as defined under the Uniform Standards of Professional Appraisal Practice (USPAP).

### **Statement on Appraiser Independence:**

We have knowledge and experience in appraising this type of property in this market area.

We are aware of, and have access to, the necessary and appropriate public and private data sources, such as multiple listing services, tax assessment records, public land records, and other such data sources for the area in which the property is located.

## Market Area Analysis

### REGIONAL DATA

#### Cass County Area Analysis

The subject is located in Cass County, which is located in the eastern most portion of the state of North Dakota, in the Red River Valley of the North. This is one of the most productive agricultural regions in the United States.

Because of its productivity, virtually all of the available agricultural acres (those not zoned for other uses) in this area are utilized for cash crop agriculture. Cass County ranks among the leaders in a wide range of crops in the state of North Dakota. The county ranking chart may be found in the North Dakota Agricultural Statistics bulletin published annually by the North Dakota Agricultural Statistics Service. The state ranks second among all states for overall wheat and navy bean production. North Dakota ranks third in sugar beet production which generates substantial revenues on the eastern most portion of the Red River Valley area, including Cass County. The western portion of the county consists of the more undulating loam and sandy loam soils which are still conducive to virtually all types of crop production and includes more acreage of corn, some potatoes and a lesser amount of sugar beets.

Agriculture is critical to the economic base of Cass County as many jobs and industries are agriculturally related. The rural based economy depends heavily on the well-being of the agricultural producers in the area, although to a lesser extent than in previous years. Technology, manufacturing, medicine, law and research also provide significant impact to the local economy. While the number of agricultural producers continues to decline, employment in these other sectors of the economy continue to grow. Please note the chart of economic sectors on Page 27.

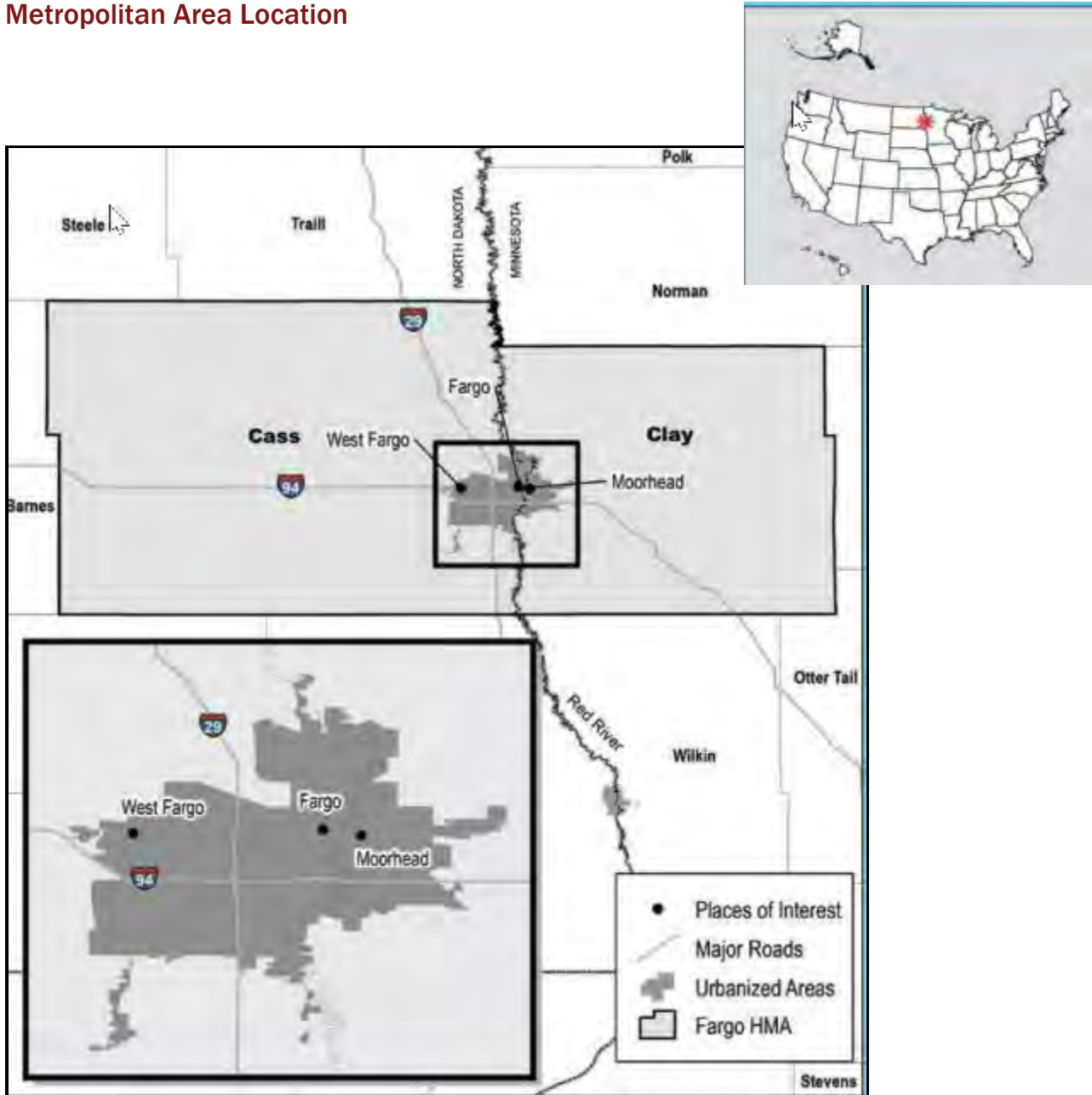
This diversification has brought numerous new jobs and residents into the metropolitan area as well as the county. Economic growth is expected to continue well into the future.

The county has an above average network of hard surfaced state and county roads. The remaining roads are generally good all-weather gravel roads and are connected with the county and state paved roads. Interstate Highway 29, which runs in a north/south direction through the eastern edge of North Dakota, is located on the eastern most portion of the county. Interstate Highway 94 enters the state at Fargo and runs east to west through the county.

The City of West Fargo includes the major corridors of I-94, business corridor of US Highway 10, CR 17/ Sheyenne Street, 9<sup>th</sup> Street/Veteran's Boulevard and others minor corridors.

Metropolitan Area

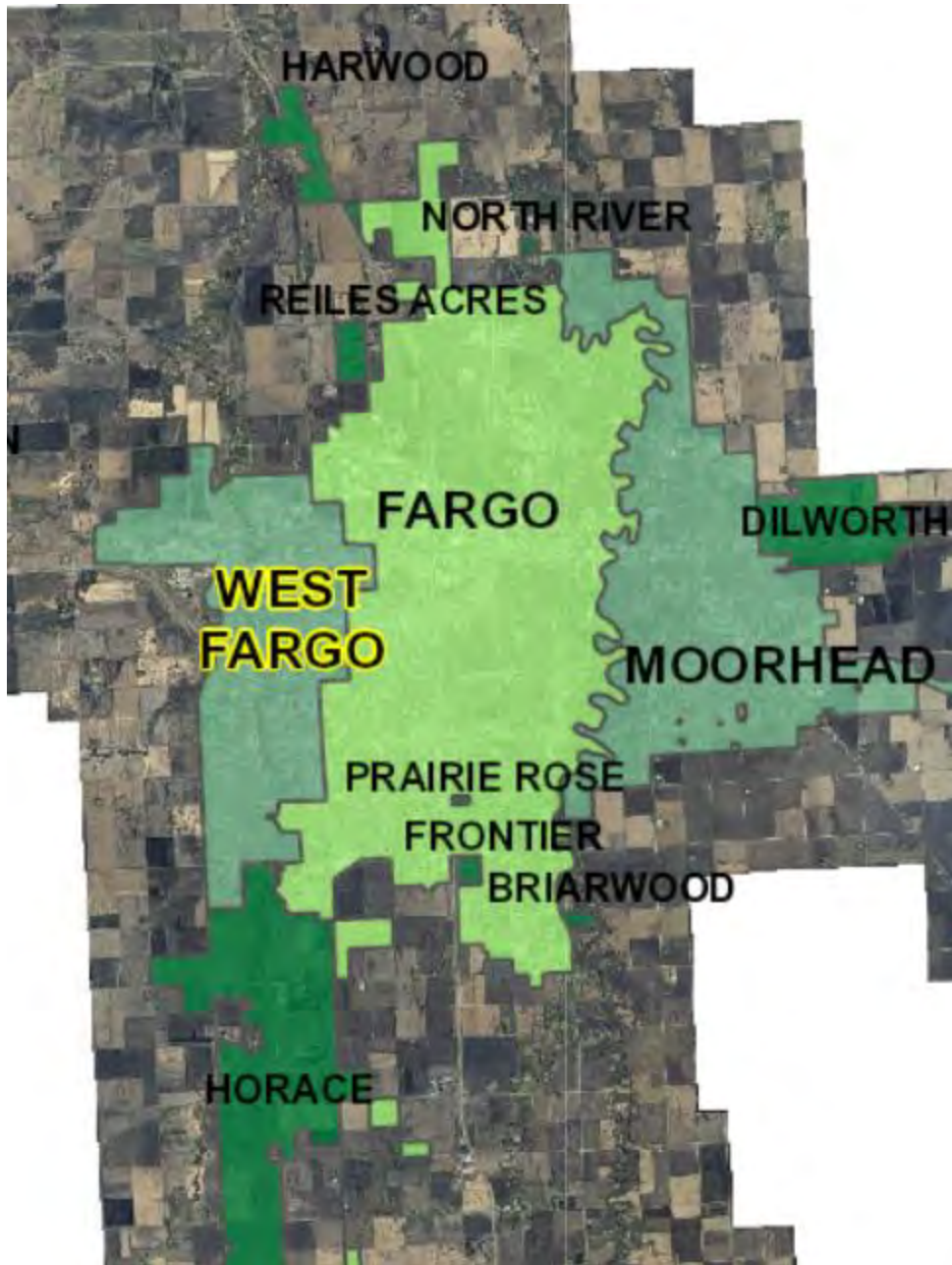
Metropolitan Area Location



The Metropolitan Statistical Area is formally referred to as the Fargo-Moorhead Metropolitan Statistical Area and includes all of the cities and towns included within the boundaries of Cass County, ND and Clay County, MN. The general location map of the area is depicted above.



**City of West Fargo Location Map**



The City of West Fargo is one of the fastest growing cities in the State of North Dakota, and now ranks 5<sup>th</sup> in terms of population statewide with an estimated population of more than

38,626 as of April 1, 2020. 2021 population estimates are not available as of the date of this report.<sup>1</sup>

## Housing Market Area Description<sup>2</sup>

The Fargo-Moorhead-West Fargo Housing Market Area (HMA) is bisected by the Red River; includes Cass County, North Dakota and Clay County, Minnesota; and is coterminous with the Fargo ND-MN Metropolitan Statistical Area (MSA).

The HMA includes the City of West Fargo as well as Moorhead, Minnesota. The current population of the HMA is estimated at 248,700. The City of West Fargo represents a population estimated at 37,058 as of July 1, 2019, according to the most recent U.S. Census Data.<sup>3</sup>

## Market Qualifiers according to HUD

### Economy



**Stable:** Jobs increased 0.2 percent during the 12 months ending June 2019, compared with 0.3 percent during the same 12-month period 1 year earlier.

Although job growth was likely affected by the recent COVID-19, pandemic, the true effect on the economy has not been definitively established at this writing, but appears to be recovering to pre-pandemic levels.

### Sales Market



**Balanced:** New and existing home sales decreased 6 percent during the 12 months ending June 2019.

Recent MLS data indicates a very strong market driven by short supply and above average demand. Sales have increased

<sup>1</sup> US Census

<https://www.census.gov/quickfacts/fact/table/westfargocitynorthdakota,casscountynorthdakota/AGE135219>

<sup>2</sup> U.S. Department of Housing and Urban Development, Comprehensive Housing Market Analysis Fargo, North Dakota-Minnesota July 2019

<sup>3</sup> United States Census Bureau, Quick Facts

<https://www.census.gov/quickfacts/fact/table/westfargocitynorthdakota,claycountyminnesota,moorheadcityminnesota,casscountynorthdakota,fargocitynorthdakota/PST045219>

**Economic Conditions**

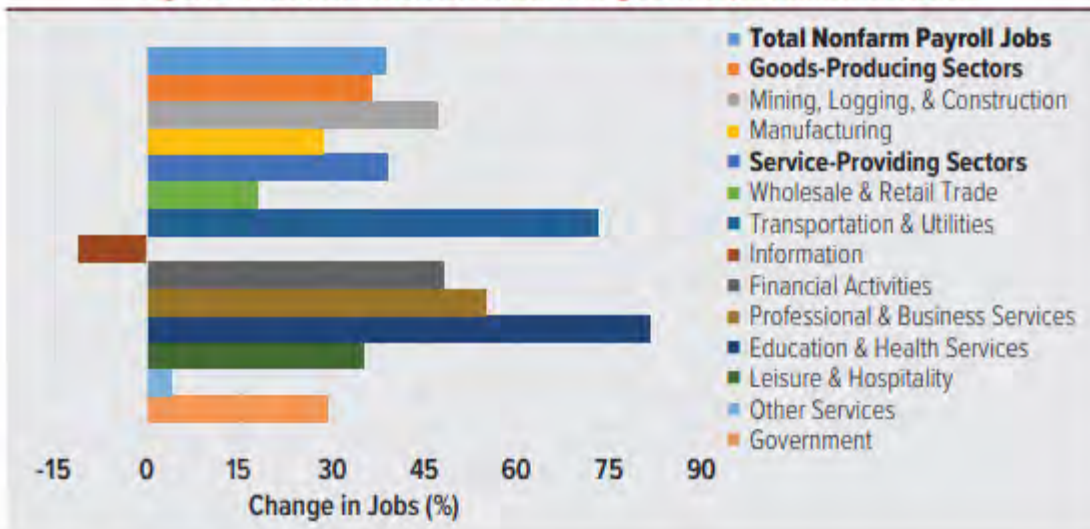
Major Employers	
1.	Sanford Health
2.	NDSU
3.	Essentia Health
4.	Fargo Public Schools
5.	West Fargo Public Schools

Source: [FM Economic Development](#)

**Largest sector: Education and Health Services**

The education and health services sector has been the fastest growing nonfarm payroll sector in the HMA since 2001 (Figure 1), partly because it was the only sector that added jobs every year.

**Figure 1. Sector Growth in the Fargo HMA, 2001 to Current**



Note: The current date is July 1, 2019.  
Source: U.S. Bureau of Labor Statistics

**City Data**

The City of West Fargo has experienced steady growth over the last 15 years, and although the growth in nearby Fargo and Moorhead has been exceptional, West Fargo has seen steady property development and population growth. This is evidenced not only by the number and value of building permits, but also has translated into a booming K-12 population which has driven the demand for new school construction.

Vacant land available for development has been almost entirely movement from unimproved agricultural land to development. Depending upon the Long-Range Plan of the City and County, this

land typically is developed in a manner consistent with those plans. West Fargo has a significant amount of vacant agricultural land area available both north and south of the central core to add development. The redevelopment occurring in the community is centered in the original downtown area and is progressing along the corridors of County Road 17 and 19th Avenue North.

This future development will depend upon the final approval and construction of the FM Diversion, which will remove much of the flood risk in that area. It will also require re a significant investment for infrastructure, so it is expected that those high anticipated costs will drive in-fill development first.

Given the prominence of West Fargo within the larger metropolitan market, Recent MLS Data indicates the following level of residential sales activity year on year. The Covid-19 Pandemic has not seemed to slow sales activity, and supply and demand at present appear to be at record levels.

<b>Flex MLS Data</b>	<b># Sold</b>	<b># Sold</b>	<b>Percent</b>	<b>Sold Volume</b>	
	<b>2019</b>	<b>2020</b>	<b>Change</b>	<b>2019</b>	<b>2020</b>
<b>E1- West Fargo</b>	58	56	-3	\$13,589,625	\$13,472,004
<b>E2- West Fargo</b>	94	90	-4	\$18,569,190	\$18,912,625
<b>E3- West Fargo</b>	63	64	+1	\$20,875,707	\$22,730,690
<b>E4- West Fargo</b>	348	447	+28	\$114,126,152	\$156,175,207
<b>E5- West Fargo</b>	16	13	-18	\$3,928,203	\$3,380,036
<b>E6- West Fargo</b>	7	6	-14	\$1,923,300	\$235,237,482
<b>Grand Totals</b>	<b>645</b>	<b>786</b>	<b>+22</b>	<b>\$182,483,982</b>	<b>\$235,237,482</b>

### Median Home Value and Household Income Summary

Median Home Value     \$241,000  
 Median Household Income     \$85,120

Source:     [US Census](#)

**Area Description & Boundaries**

**Neighborhood:** The Wilds

**Location:** Suburban

**Neighborhood Boundaries**

**North:** Interstate Highway 94

**South:** Cass County Highway

**East:** Red River of the North

**West:** Sheyenne Diversion

The neighborhood boundaries extend from Interstate Highway 94 to Cass County Highway on a north south axis and from Red River of the North to Sheyenne Diversion on an east west axis.

**Area Description & Boundaries**

**Neighborhood:** The Wilds

**Location:** Suburban

**Neighborhood Boundaries**

**North:** Interstate Highway 94

**South:** Cass County Highway

**East:** Red River of the North

**West:** Sheyenne Diversion

The neighborhood boundaries extend from Interstate Highway 94 to Cass County Highway on a north south axis and from Red River of the North to Sheyenne Diversion on an east west axis.

The subject neighborhood consists of mainly single-family homes of average to very good quality of construction in average to new condition. There are apartment buildings, twin homes, condominiums, schools, and parks within the neighborhood as well as commercial areas along Main Avenue, 9<sup>th</sup> Street E, 32<sup>nd</sup> Ave S, and Sheyenne Street. Single family housing values have been steadily increasing since the beginning of the COVID-19 pandemic. Financing is typically with conventional or FHA financing. The typical marketing time for a property in the area is 90-180 days, however, marketing times have been shorter due to strong demand and low inventory.

## Market Area Analysis

Area & Property Use Characteristics												
Location	<input type="checkbox"/>	Urban	<input checked="" type="checkbox"/>	Suburban	<input checked="" type="checkbox"/>	Rural	Population Trend	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Built Up	<input type="checkbox"/>	Fully Developed	<input checked="" type="checkbox"/>	Over 75%	<input type="checkbox"/>	25% to 75%	<input type="checkbox"/>	Under 25%	Employment Trend	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Development Pace	<input checked="" type="checkbox"/>	Rapid	<input type="checkbox"/>	Steady	<input type="checkbox"/>	Slow	Personal Income Level	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Property Values	<input checked="" type="checkbox"/>	Increasing	<input type="checkbox"/>	Stable	<input type="checkbox"/>	Declining	Retail Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Demand/Supply	<input checked="" type="checkbox"/>	Shortage	<input type="checkbox"/>	In Balance	<input type="checkbox"/>	Over Supply	New Construction	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Vacancy Trend	<input type="checkbox"/>	Increasing	<input type="checkbox"/>	Stable	<input checked="" type="checkbox"/>	Declining	Vacancy Trend	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Change in Economic Base	<input type="checkbox"/>	Likely	<input checked="" type="checkbox"/>	Unlikely	<input type="checkbox"/>	Taking Place	Rental Demand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
<div style="display: flex; justify-content: space-between; width: 100%;"> <span><b>Up</b></span> <span><b>Stbl</b></span> <span><b>Dn</b></span> </div>												
Is subject in Opportunity Zone? No												

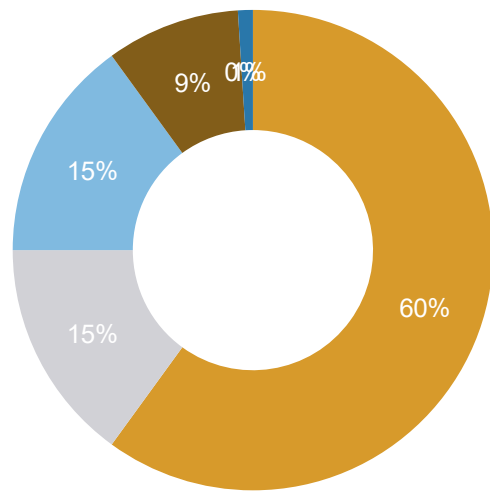
Area & Property Use Characteristics												
Location	<input type="checkbox"/>	Urban	<input checked="" type="checkbox"/>	Suburban	<input checked="" type="checkbox"/>	Rural	Population Trend	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Built Up	<input type="checkbox"/>	Fully Developed	<input checked="" type="checkbox"/>	Over 75%	<input type="checkbox"/>	25% to 75%	<input type="checkbox"/>	Under 25%	Employment Trend	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Development Pace	<input checked="" type="checkbox"/>	Rapid	<input type="checkbox"/>	Steady	<input type="checkbox"/>	Slow	Personal Income Level	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Property Values	<input checked="" type="checkbox"/>	Increasing	<input type="checkbox"/>	Stable	<input type="checkbox"/>	Declining	Retail Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Demand/Supply	<input checked="" type="checkbox"/>	Shortage	<input type="checkbox"/>	In Balance	<input type="checkbox"/>	Over Supply	New Construction	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Vacancy Trend	<input type="checkbox"/>	Increasing	<input type="checkbox"/>	Stable	<input checked="" type="checkbox"/>	Declining	Vacancy Trend	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Change in Economic Base	<input type="checkbox"/>	Likely	<input checked="" type="checkbox"/>	Unlikely	<input type="checkbox"/>	Taking Place	Rental Demand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
<div style="display: flex; justify-content: space-between; width: 100%;"> <span><b>Up</b></span> <span><b>Stbl</b></span> <span><b>Dn</b></span> </div>												
Is subject in Opportunity Zone? No												

**Land Use Trends**
**Present Land Use**

Single-Family	60%
Retail	15%
Multifamily	15%
Office	9%
Industrial	0%
Vacant	1%
<hr/>	
	100%

**Subject Land Use**

Residential

**Land Use**


		<b>Supply/Demand</b>		
<b>Vacancy</b>		Under	In Bal.	Over
Single-Family	65%	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Retail	10%	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Multifamily	10%	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Office	10%	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Industrial	10%	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Vacant	1%	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

- Single-Family
- Retail
- Multifamily
- Office
- Industrial
- Vacant

**Change in Land Use**    Taking Place

Land uses in the neighborhood consist of High Value Single Family Homes, Apartments, Retail, Office and Light Industrial

Age Range for Residential	2000	to	2022
Rent Range for Residential	N/A	to	N/A / square foot

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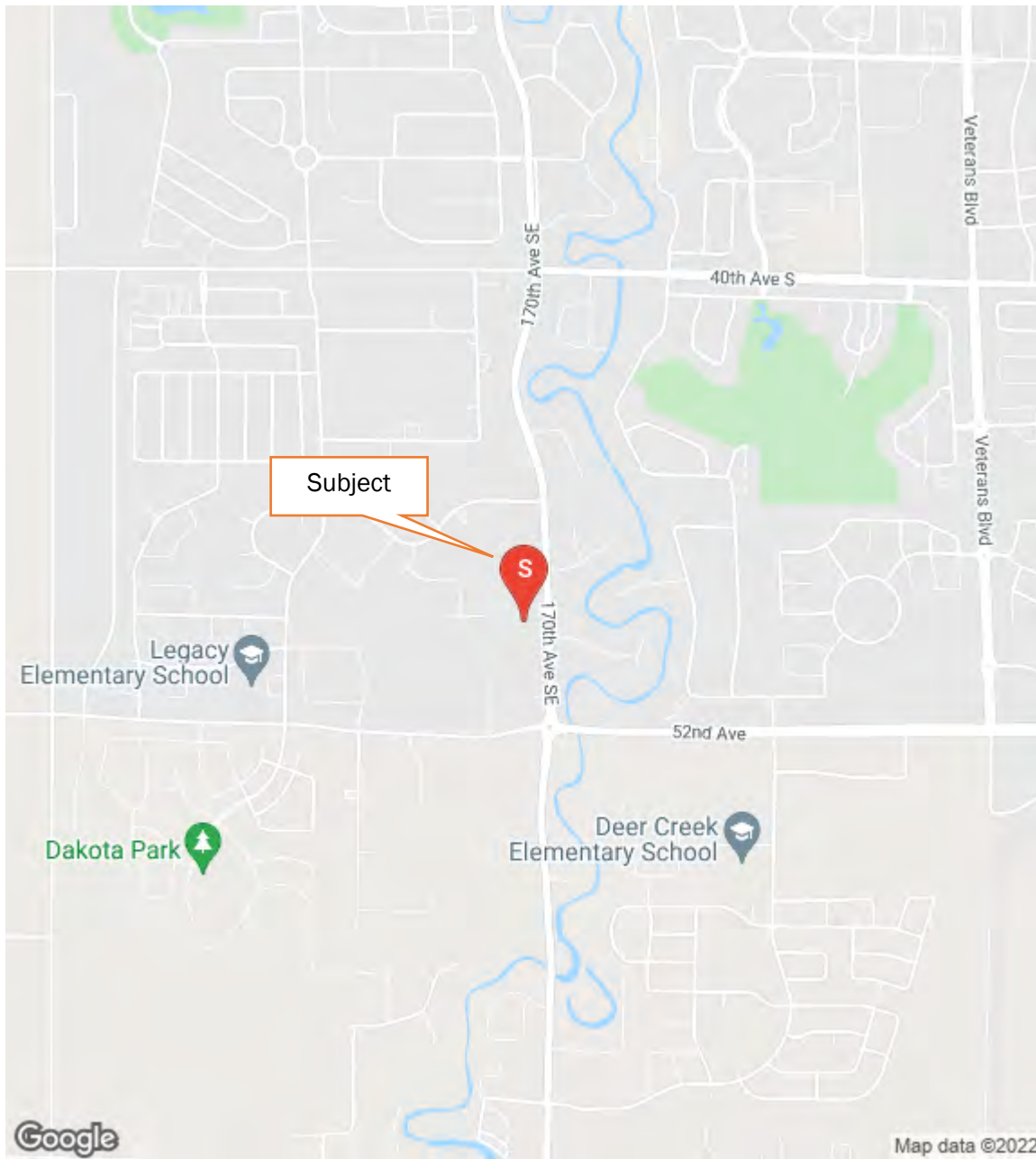
**Market Area Comparison**

Arterial (Highway) Access	Above Average
Public Transit	Below Average
Governmental Services	Average
New Construction	Above Average
Gentrification	Below Average
Market Sentiment	Above Average
Employment Trends	Above Average
Demand Generation	Above Average

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**PART II SUBJECT PROPERTY INFORMATION**

**Location Map**





**Property Description**

A high value home of excellent quality and condition located adjacent to Sheyenne Street and in otherwise primarily single-family residential neighborhood. The site is exceptionally large, although well developed and has paved access from the street along with a professionally landscaped site.

Land Summary				
Parcel ID	Gross Land Area (Acres)	Gross Land Area (Sq Ft)	Topography	Shape
02-4955-00010-000	4.88	212,485	Level	Rectangular

Land Summary				
Parcel ID	Gross Land Area (Acres)	Gross Land Area (Sq Ft)	Topography	Shape
02-4955-00010-000	4.88	212,485	Level	Rectangular

**SITE**

<b>Location:</b>	Adjacent to Sheyenne Street between 47th Ave and 52nd Ave S
<b>Current Use of the Property:</b>	Single Family Residential
<b>Site Size:</b>	Usable: 4.8780 acres; 212,485 square feet
<b>Shape:</b>	Rectangular
<b>Frontage/Access:</b>	<p>The subject property has Good/Paved access with frontage as follows:</p> <ul style="list-style-type: none"> <li>• Sheyenne Street: 801 feet</li> </ul> <p>The site has an average depth of 500 feet. It is not a corner lot. It is a complete platted subdivision site.</p>
<b>Visibility:</b>	Private
<b>Topography:</b>	Level
<b>Soil Conditions:</b>	The soil conditions observed at the subject appear to be typical of the region and adequate to support development.
<b>Utilities:</b>	<p>Electricity: The site is served by public electricity.</p> <p>Sewer: City sewer</p>

Water: City water

Natural Gas: Xcel Energy

Underground Utilities: The site is serviced by underground utilities.

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

**Site Improvements:**

Site Visibility: Private

Access: Good/Paved

Driveway: Paved Asphalt

Surface Parking: Concrete with base

Outdoor Lighting: Private

**Flood Zone:**

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

FEMA Map Number: 38017C0767G

FEMA Map Date: January 16, 2015

The subject is protected by the Sheyenne Diversion.

**Environmental Issues:**

Low elevation is protected by the Sheyenne Diversion

**Encumbrance /  
Easements:**

Typical ROW and utility

### Site:

The subject property is superior to other residential properties located throughout the market area and neighborhood. It is unique in that it is on a larger than normal site in an individually platted residential subdivision. The soil conditions observed at the subject appear to be typical of the region and adequate to support development. The site is contained entirely within Tevye 1<sup>st</sup> Addition. It is Rectangular in shape. The hypothetical site in this appraisal excludes that part of the property that includes the metal building and the Additional Dwelling Unit (a single family home). The site was previously at risk of flooding prior to the construction of the Sheyenne Diversion. The adjacent lands have been flooded by the Sheyenne River and the Red River of the North. The site has professionally developed landscaping and is well maintained. Access to the property is from Sheyenne Street that leads to the circular concrete driveway at the front of the property. The access is considered adequate and very private. The view from the property is open space/wooded with open views in all directions.

Site Plan/Tax Map/Survey



**PART II SUBJECT INFORMATION PROPERTY**

Legal Description:

The most recent sale reflects the value of the site before platting and construction., a Warranty Deed dated May 26, 2017 states:

Lot 1, Block 1, Tevye Addition to the City of West Fargo, ND.

**IMPROVEMENTS DESCRIPTION**

**Development/Property Name:** TEVYE, LLC

**Property Type:** Luxury

**Overview:** A high value home of excellent quality and condition located adjacent to Sheyenne Street and in otherwise primarily single-family residential neighborhood. The site is exceptionally large, although well developed and has paved access from the street along with a professionally landscaped site.

Building Summary					
Building Name/ID	Year Built	Condition	Number of Stories	Gross Building Area	Land to Building Ratio
Tevye, LLC pri	2018	New	2.0	12,464	17.05

Building Summary					
Building Name/ID	Year Built	Condition	Number of Stories	Gross Building Area	Land to Building Ratio
Tevye, LLC pri	2018	New	2.0	12,464	17.05

**GENERAL - TEVYE, LLC PRIMARY RESIDENCE**

**Building Identification:** Tevye, LLC primary residence

**Building Description:** Dwelling with attached garage

**Building Class:** Class A

**Construction:** Excellent

**Construction Quality:** Excellent

**Year Built:** 2018

**Renovations:** None required

**Effective Age:** 4 years  
**Remaining Useful Life:** 96  
**Condition:** New  
**Appeal/Appearance:** Excellent  
**Areas, Ratios & Numbers:** Number of Stories: 2.00  
 Gross Building Area: 12,464

### FOUNDATION, FRAME & EXTERIOR - TEVYE, LLC PRIMARY RESIDENCE

**Foundation:** Poured Concrete  
**Basement/Sublevels:** 6,451 square feet  
**Basement Use:** Full Finished--  
**Exterior:** Wood/Stucco/Brick  
**Windows:** Casement & Fixed Casement  
**Roof/Cover:** Hip / Asphalt Shingles  
**Other:** The basement is 10 feet deep.

### INTERIOR - TEVYE, LLC PRIMARY RESIDENCE

**Interior Layout:** Excellent  
**Floor Cover:** Hardwood, Tile  
**Walls:** Painted drywall  
**Ceilings & Ceiling Height:** Drywall/ / 10  
**Lighting:** A mix of LED, fluorescent and incandescent lighting  
**Other:** Ceiling Detail, Custom Casework, and Cabinetry

### MECHANICAL SYSTEMS - TEVYE, LLC PRIMARY RESIDENCE

**Heating:** Gas Forced Air  
**Cooling:** Central  
**Electrical:** 1,000-amp electrical service with backup generator  
**Plumbing Condition:** Excellent  
**Elevators/Escalators:** None / N/A

**Security:** Security system with multiple cameras and on-site monitoring

**Other:** The subject dwelling mechanical systems are comparable to a multi-family dwelling or hotel. There are 8 gas fired forced air heating units, a large electrical service entrance (1,000 amp), central air conditioning, pool equipment, etc.

**Comments:** The property has a backup generator in the event of a power outage.

## PARKING

**Parking Type and Number of Spaces:** Type: Paved open surface parking  
Spaces: 15  
Condition: Excellent

**Other:** There is a 5 Stall Attached Garage with interior parking spaces available. Ample parking spaces are available in front of both the attached garage and for outside parking if needed.

## PROPERTY ANALYSIS

**Design & Functional Utility:** An architecturally designed and constructed 2 story home of excellent quality with a 5 stall attached garage, 8 bedrooms, 10 baths, enclosed swimming pool, half-court basketball court and other high-end amenities

**Deferred Maintenance:** None

**Capital Improvements:** None planned or needed

**Comments:** An excellent quality high value home with amenities not otherwise found in the neighborhood or market area. It is perhaps them most valuable single family dwelling within the West Fargo, ND jurisdiction.

### Americans With Disabilities Act

Please reference the Limiting Conditions and Assumptions section of this report on page 17.

### Hazardous Substances

Please reference the Limiting Conditions and Assumptions section of this report on page 14.





Zoning

Zoning Summary	
<b>Zoning Authority</b>	City of West Fargo
<b>Zoning District</b>	R-1A Single Family Dwelling District
<b>Zoning Code</b>	R-1A
<b>Zoning Type/Description</b>	Single Family Residential
<b>Actual Density of Use</b>	N/A
<b>Current Use Legally Conforming</b>	The subject is a legal and conforming use.
<b>Zoning Change Requested</b>	N/A
<b>Zoning Change Description</b>	N/A
<b>Zoning Change Likely</b>	N/A
<b>Zoning Density/FAR</b>	Low to very low density
<b>Zoning Density/FAR (Metric)</b>	N/A
<b>Likely Zoning</b>	N/A
<b>Zoning Intent/Summary</b>	The provisions of the R-1A District are intended to apply to neighborhoods with low density, wherein certain educational, religious, recreational and other activities compatible with residential development are permitted.
<b>Permitted Uses</b>	<p>Single-family detached dwellings.</p> <ol style="list-style-type: none"> <li>2. Publicly owned and operated parks, playgrounds, and recreational facilities.</li> <li>3. Schools, churches, religious institutions and places of worship.</li> <li>4. Essential services and public buildings.</li> <li>5. State-licensed group homes serving six or fewer developmentally disabled persons.</li> <li>6. Accessory buildings, provided that they shall be located as required in Section 4-442 of this Ordinance.</li> <li>7. Home occupations, provided that they shall be operated as required in Section 4-448 of this Ordinance.</li> <li>8. Family Child Care Home.</li> </ol>
<b>Maximum Site Coverage</b>	30%
<b>Minimum Lot Area</b>	12,000
<b>Front Set Back Distance</b>	25
<b>Side Yard Distance</b>	60 feet
<b>Back Yard Distance</b>	60 feet
<b>Maximum Building Height</b>	30 feet
<b>Zoning Parking Requirements</b>	N/A
<b>Zoning Data Source</b>	Title IV, City of West Fargo Zoning Ordinance Section 4-422
<b>Zoning Comments</b>	The provisions of the R-1A District are intended to apply to neighborhoods with low density, wherein certain educational, religious, recreational and other activities compatible with residential development are permitted.

## SUMMARY OF THE APPRAISAL PROBLEM

The client has requested a valuation of the property to determine the fair market value for tax assessment analysis purposes. The assignment seeks to determine the "Fair Market Value" of the property according to the definition as provided herein. Because the ND Definition of Market Value is used, no market exposure or marketing time estimate is made.

### Definitions

For purposes of this assignment:

"True and full value" means the value determined by considering the earning or productive capacity, if any, the market value, if any, and all other matters that affect the actual value of the property to be assessed. This shall include, for purposes of arriving at the true and full value of property used for agricultural purposes, farm rentals, soil capability, soil productivity, and soils analysis.<sup>4</sup>

"Assessed valuation" means fifty percent of the true and full value of property.<sup>5</sup>

*As defined by NDCC Chapter 57-02 (12) "Residential property" means all property, or portions of property, used by an individual or group of individuals as a dwelling, including property upon which a mobile home is located but not including hotel and motel accommodations required to be licensed under chapter 23-09 nor structures providing living accommodations for four or more separate family units nor any tract of land upon which four or more mobile homes are located.*

*57-02-53. Assessment increase notice to property owner. 1. a. When any assessor has increased the true and full valuation of any lot or tract of land and improvements to an amount that is an increase of three thousand dollars or more and ten percent or more from the amount of the previous year's assessment, the assessor shall deliver written notice of the amount of increase and the amount of the previous year's assessment to the property owner at the expense of the assessment district for which the assessor is employed. Delivery of written notice to a property owner under this subdivision must be completed at least fifteen days before the meeting of the local board of equalization.*

*57-02-27 (1) All residential property to be valued at nine percent of assessed value. If any property is used for both residential and nonresidential purposes, the valuation must be prorated accordingly.*

A review of assessment records of the City of West Fargo indicate that the subject property is likely one of the highest valued single-family homes within the jurisdiction.

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<sup>4</sup> NDCC Chapter 57-02(15)

<sup>5</sup> NDCC Chapter 57-02 (3)

Property Type Distribution for Cass County

Sales Ratio Study for the year 2020												
County 09 CASS COUNTY												
	COUNT	SALES PRICE	ASSESSMENT	AVG ACRE	ARITH MEAN	AGG MEAN	MEDIAN	PRD	AVG DEV	COEFF OF DIS	RANGE HIGH	LOW
<b>PROPERTY TYPE DISTRIBUTION FOR CASS COUNTY</b>												
Agricultural	31	23,805,558	6,793,400	755	29.6	28.5	26.8	1.04	5.2	19.40	30460000.0	0.0
Commercial	32	7,994,706	6,728,400	0	87.5	84.2	90.8	1.04	9.9	10.91	90890000.0	0.0
Vacant Lots	0	0	0	0	0.0	0.0	0.0	0.00	0.0	0.00	0.0	0.0
Total Comm & VL	32	7,994,706	6,728,400	0	87.5	84.2	90.8	1.04	9.9	10.91	90890000.0	0.0
Residential	180	54,654,154	49,816,300	0	90.9	91.1	90.4	1.00	7.3	8.08	209120000.0	0.0
Lakeshore	0	0	0	0	0.0	0.0	0.0	0.00	0.0	0.00	0.0	0.0
Total Res & LS	180	54,654,154	49,816,300	0	90.9	91.1	90.4	1.00	7.3	8.08	209120000.0	0.0
Mobile Home	15	336,400	268,682	0	119.0	79.9	93.3	1.49	52.2	55.95	261.7	47.8
<b>GRAND TOTAL</b>	<b>258</b>	<b>86,790,818</b>	<b>63,606,782</b>	<b>2,646</b>	<b>84.7</b>	<b>73.3</b>	<b>89.6</b>	<b>1.16</b>	<b>16.6</b>	<b>18.54</b>	<b>209120000.0</b>	<b>0.0</b>

As can be seen from the table above, the mean sales price of residential properties of the 180 sales is \$303,634. The mean and the median are within acceptable levels for assessment accuracy as is the Coefficient of Dispersion. This indicates that generally speaking the sales analysis and reporting for Cass County is very accurate. Using West Fargo City statistics, the median home value is \$241,000.

However, the average residential property in Cass County is only equivalent to 4.9% of the value of the subject property which is assessed at \$6,225,000. It would take the average value of 25.82 other homes to equal the value of the subject.

The tax revenue of \$86,600 represented by the subject property and these 25.82 other homes would be equal to the following measurements.

No. of occupants 2.55 occupants/ household x 25.82 homes = 65.86 rounded up to 66 people.

Using Census data, it would appear that 19% of the population is school age (5 years old to 18 years old)

This population of 26 homes would be responsible for the payment of taxes of 13 children.

Of the 309.12 mills levied for taxes in total, 137.17 mills or roughly 44% of the taxes are used for education.

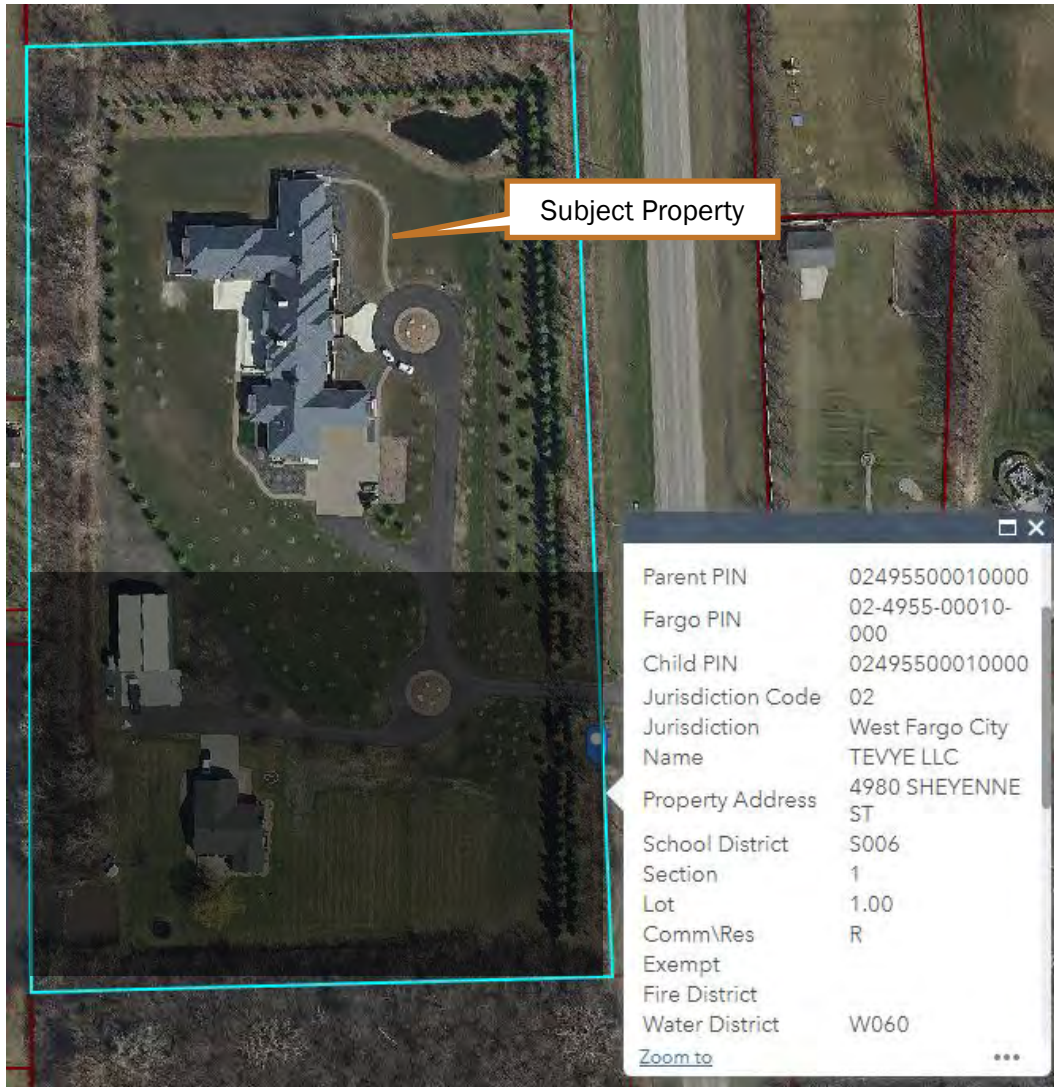
\$86,600 in taxes would yield \$38,428 or \$2,950.00 per child.

The analysis will focus on the statistics of the valuation in terms of

1. What is the fair market value of the property under current market conditions?
2. Does the fair market value of the property as assessed represent equitable taxation to the owner considering the classification, use and occupancy of the property?

Valuation issues addressed will include a discussion of the market area (neighborhood) sales, recent comparable sales relied upon, components of value and aspects of highest and best use including a determination of what is legally permissible, physically possible, financially feasible and that would result in a

credible result if the property were exposed to the open market, subject to the hypothetical conditions and extraordinary assumptions otherwise stated herein.



**Improvements:** Property is improved with the Tevye, LLC primary residence as well as a 5 stall attached garage. The dwelling is approximately 12,464square feet of above grade living area according to the assessment record. It was built in 2018 and has an effective age estimated at 4 years. The building is of excellent construction and of excellent quality with stucco and stone veneer. It has several Gas Forced Air sourced heat systems that provides both heating and cooling. The above grade room count is that of a 18.0 rooms, 2.0 bedroom, 8.0 bath home. It has a poured concrete almost completely finished basement.

The subject improvements also include an enclosed pool with pool equipment, athletic area along with a bowling alley, theatre room pool and a large outdoor patio. The exterior

finishes of the structures include a combination of EIFS, stone and metal trim detail. There are panoramic views from the large custom-made windows throughout the dwelling, with many large windows providing ample light.

At the main entrance to the dwelling, there are custom made French doors made from solid wood. Inside the main doors is a large foyer with two story height vaulted ceilings. There is ceiling detail and a large chandelier leading to the main living areas. There is a large custom staircase. The interior doors and millwork are custom made. The flooring is a combination of travertine and high-quality carpeting. There are custom built-ins throughout the interior of the dwelling.

The main floor has a large living room, private master suite, guest suite, gourmet chefs' kitchen, butler's pantry, dining area and family room. At the location of the garage entry to the dwelling there is a drop zone and built-in locker area. There is a larger indoor pool room with a wet bar area.

In the basement there is a large family room with wet bar and recreation areas, theater room, two bedrooms, two bathrooms, a bowling alley, private gym and sports court.

On the second floor there is a larger central family room, four bedrooms all with on suites and a work room.

The interior of the garage is finished. There is a high-end epoxy type finish on the floor, in floor heat and a separate workshop type area with a sink.

**Use History:** The property has been used as a residential property since its construction in 2018.

**Sales History:** The property has been owned by the present owners since 2017. The most recent recording occurred on May 26, 2017. A search of the Cass County Register of Deeds indicates The most recent sale reflects the value of the site before platting and construction., a Deed from Patricia Nischke, grantors, to themselves, TEVYE, LLC. The sales price for Lot 1, Block 1, Tevye Addition to the City of West Fargo, ND. was \$1,350,000. The price paid presumably included the ADU and metal shop building as well as the larger parcel site.

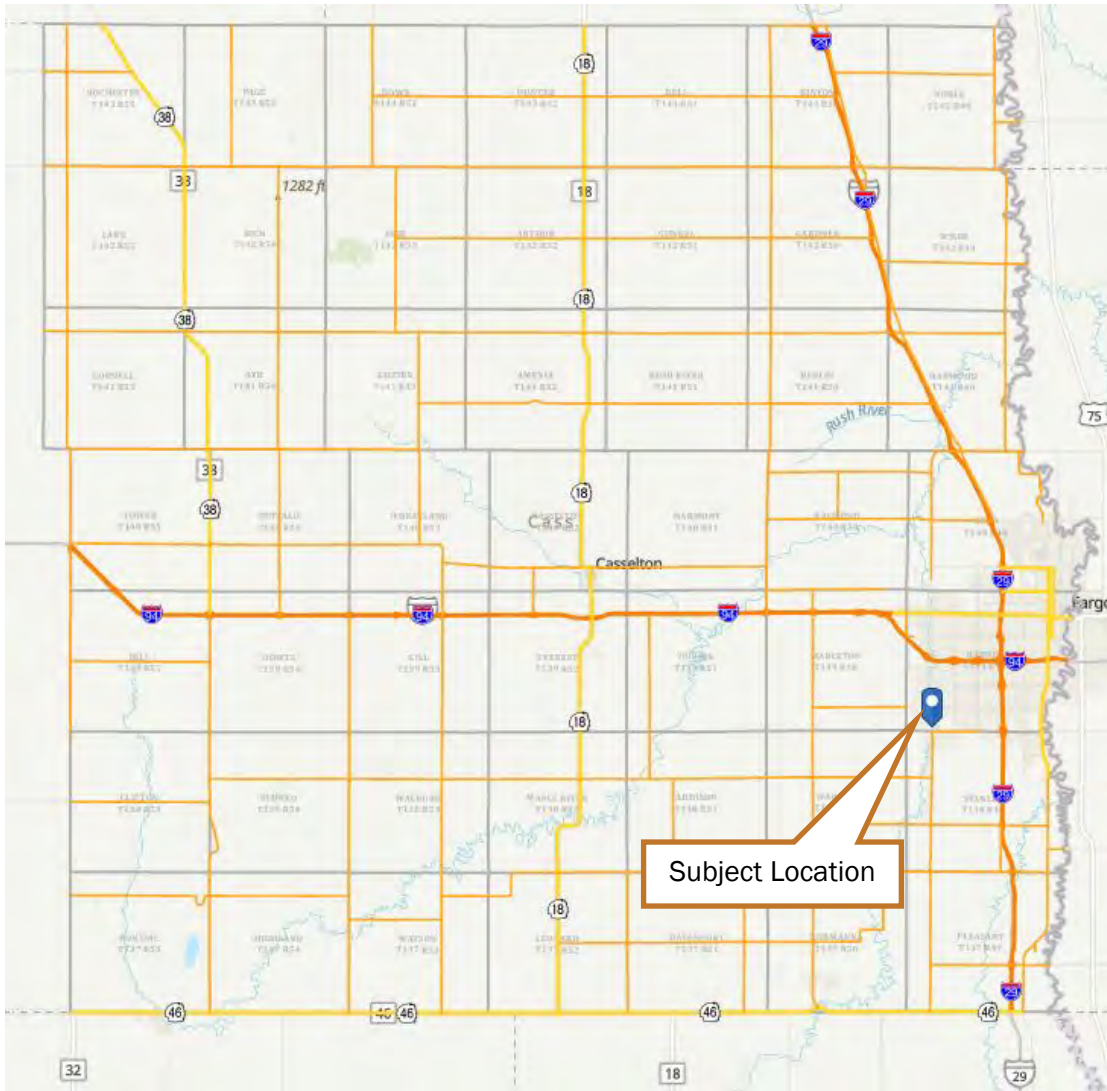
**Analysis of Prior Sale of the Subject Property:** There were no prior sales of the improved property within the previous 10 years. The subject was redeveloped and replatted by the current owners.

**Rental History:** The property has no rental history.

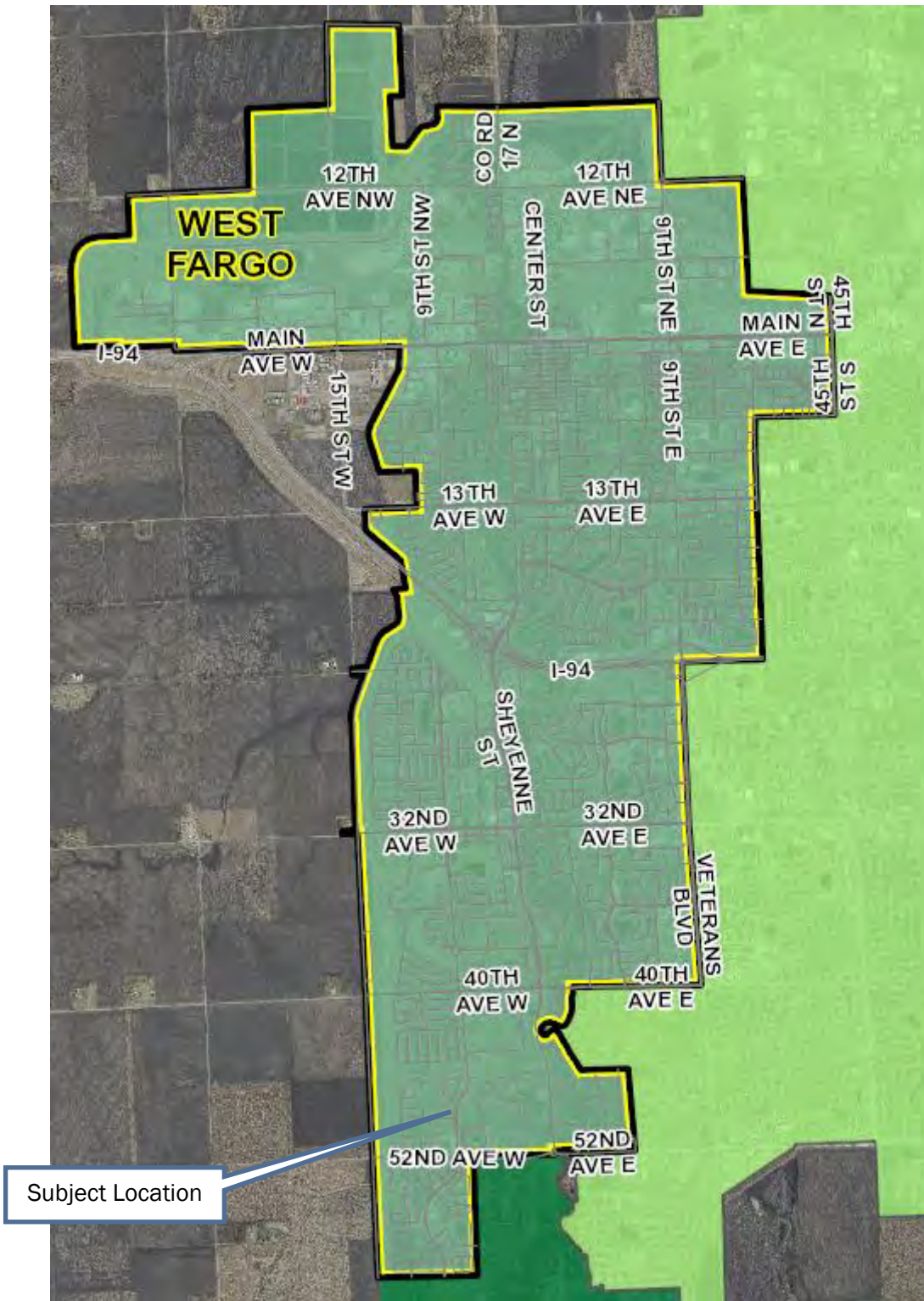
### ***Zoning and Land Use Regulation:***

The property is zoned R-1A, Single Family Residential, according to the City of West Fargo zoning code. This zoning is typical for Single Family Residential in this part of the city. The subject is a legal and conforming use.

Cass County Location Map



Subject Property City Location Map





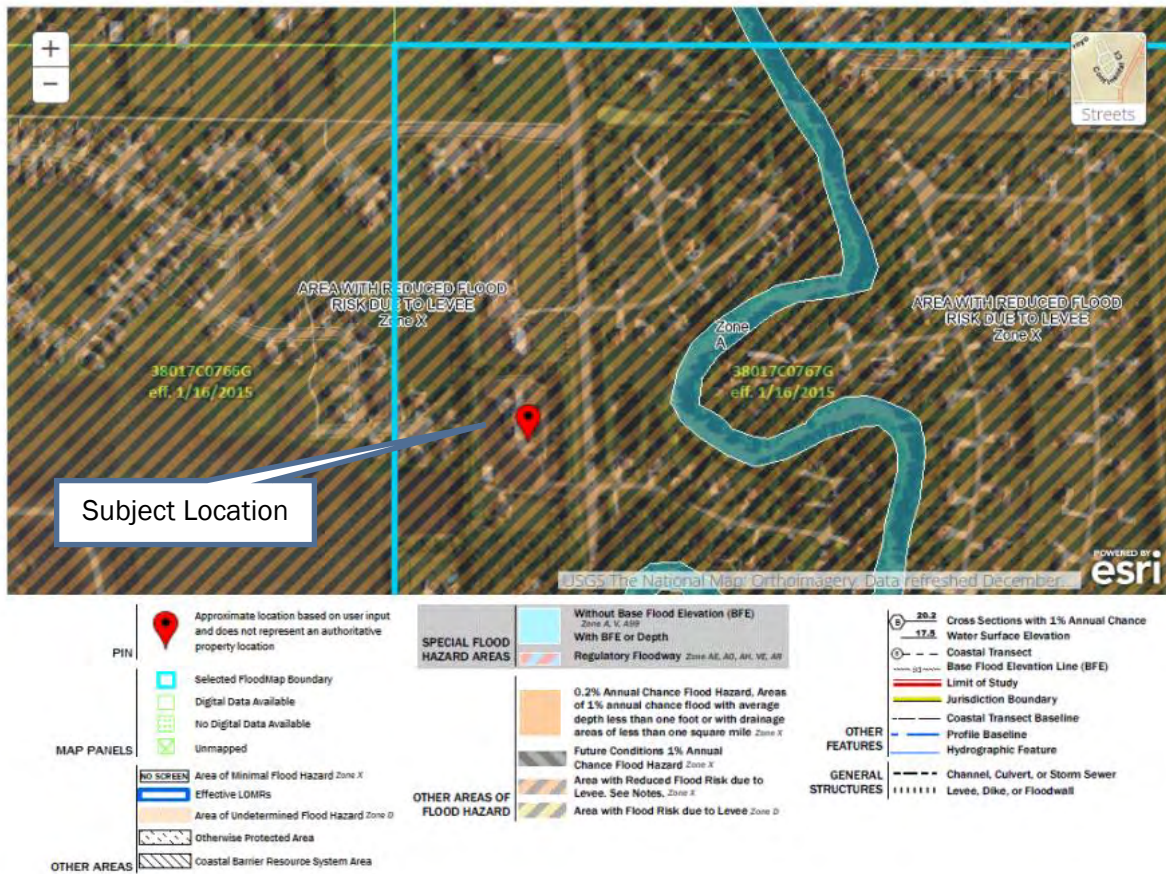
Subject Property Location Map





FEMA Flood Plain Map

FEMA Map number 38017C0767G dated January 16, 2015.



Other Floodway Areas in Zone X (outside the 0.2% chance of flood).

Subject Property Photos: Photos taken February 9, 2022



View of main dwelling



View of main dwelling



View of five stall attached garage



View of the rear and side of the main dwelling



View of the rear of the main dwelling



View of the rear of the main dwelling



View of the rear of the main dwelling



View of the side of the main dwelling



View of north edge of subject property looking from west to east



View of the main dwelling and subject site



View of the private shared entrance



View of the private driveway

## PART III DATA ANALYSIS AND CONCLUSIONS

### HIGHEST AND BEST USE

The highest and best use analysis is a procedure that is used to identify the most profitable and probable competitive use to which a property can be placed. These are key determinants of market value. Physically possible and legally permissible uses are analyzed ahead of financial feasibility and maximally productive uses. It does little good to implement maximally productive and financially feasible uses that are not legal or are physically impossible on the site. Highest and best use is defined as:

That reasonable, probable, and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value as of the effective date of the appraisal.

To estimate highest and best use, four elements are considered:

1. Possible use. What uses of the site in question are physically possible?
2. Permissible legal use. What uses of the site are legally permitted by zoning and deed restrictions?
3. Financially feasible use. Which possible and permissible uses will produce a net return to the owner of the site?
4. Maximally productive. Among the feasible uses, which use will produce the highest net return or the highest present worth?

A complete as vacant and as improved highest and best use analysis for the subject has been made. Physically possible, legally permissible and financially feasible uses were considered. The maximally productive use was concluded.

#### **Highest and Best Use of the Larger Parcel as though Vacant:**

##### **Legally Permissible:**

The Highest and Best Use as vacant would consider all of the uses as enumerated in the City of West Fargo Zoning Code. Other land uses would not likely be available without a variance being granted. Other uses would require the proposed development to be presented to the City of West Fargo for presentation to the Planning Commission.

## **Elevation:**

Flood Insurance Rate Maps or FIRMs are typically available from a jurisdiction to review to determine a property's relation to the adopted floodplain. The newest flood map, 38017C0767G went into effect on January 16, 2015. Typically, a mortgage company would inform an owner if they were required to purchase flood insurance and insurance agents are trained to provide you with information you need to know about flood insurance coverage.

If it is determined that a property is indeed in a Special Flood Hazard Area (SFHA) the owner will likely be required to obtain an Elevation Certificate to build. The Elevation Certificate is prepared by a registered engineer, land surveyor, or architect and may be kept on file by the local floodplain administrator. The subject property appears to be in a flood hazard area protected by levee or Zone X. It is not likely that flood insurance would be required but should be verified with a licensed insurance agent.

The critical building elevation for building construction is 844 feet, according to County GIS and the FIRM map.

It is possible to build upon the parcel and it is not precluded by soil, or elevation/flood conditions, and is therefore physically possible.

## **Zoning**

A complete analysis of zoning and applicable land use controls, including a review of potential deed restrictions has been made. The parcel in the project area is zoned R-1A, according to the current zoning map. This zoning limits its use to single-family homes with accessory buildings permitted. In this case, the parcel to be appraised is the same as the tax parcel identified in the Summary of the Appraisal Problem. There are no extenuating circumstances that the Appraisers are aware of that would change this conclusion. Single Family Residential uses are allowed and are legally permissible at the site.

## **Access**

The subject property has access from Sheyenne Street a hard-surfaced all-weather road with a concrete curb and gutter. This access is considered typical for residential properties within West Fargo. Accessibility is a physically possible attribute.

## **Size:**

The site size for the subject parcel is atypical, being of a size of 4.8780 acres. The physical possibility of new construction on the subject lot is determined by whether or not a building permit can be issued. Authority for issuing the building permit is vested with West Fargo. The building permit guidelines, although similar to the County zoning code, are independent, although aligned with the county zoning.

## **Utilities**

According to the owners and public records, the property is serviced with electricity, city water and sewer, and other typical utility services.

## **Lot Requirements:**

The lot size is a minimum of 8,400 square feet, and the subject greatly exceeds this requirement.

## **Site Improvements:**

The site has an asphalt and concrete surfaced driveway. The driveway is elevated above the surrounding site. Turfgrass, as well as evergreen and deciduous trees, foundation plantings, and perimeter landscaping, were also observed upon inspection. Sites are typically graded to drain properly, and this feature is not considered to drive value strongly except where there is past evidence of water problems affecting building improvements. Given the sloping nature of the property, drainage has been properly accommodated on the site.

## **Financially Feasible:**

All uses that can be expected to yield a positive return are financially feasible. The financial feasibility of the subject for residential use would be determined by whether or not the property could be built upon and resold in the current market, given the current market conditions. Financial feasibility is the third test of highest and best use. It would do little good to construct building improvements on a site even if physically possible and legally permissible if there is no future market for the completed property.

## **Maximally Productive:**

Of all of the financially feasible uses, the one that produces the highest residual land value consistent with the preceding tests determines the highest and best use. The maximally productive use of the property as vacant and available for use must be consistent with the zoning code for the City as well as the requirements imposed by the County. The goal in developing any property should be to maximize the value of the property in the after condition taking into consideration factors previously discussed.

It is concluded that the Highest and Best Use of the property as vacant is for single-family residential use with accessory buildings permitted.



## Conclusion of Highest and Best Use of the Property as Improved

### **Legally permissible:**

The subject parcel is currently improved as part of a platted subdivision, and its current use is consistent with other nearby properties. It has proper access and is serviced with typical utilities. The site has sufficient elevation of the foundation for the structure as observed. All of these conditions indicate compliance with zoning and the flood overlay district.

***Physically Possible:*** The subject property has sufficient site elevation for building improvements. The property is accessible from Sheyenne Street. There are no limiting soil or elevation conditions that preclude physical development, and a building permit was issued for the construction of the improvements.

***Financially Feasible:*** The financial feasibility of the property is proven by the fact that it has been built upon, has been improved since platting, and there are also other nearby properties that have been exchanged in the local market.

### **Maximally Productive:**

Of all of the financially feasible uses, the one that produces the highest residual land value consistent with the preceding tests determines the highest and best use. The maximally productive use of the property as vacant and available for use must be consistent with the Zoning Code for the City as well as the requirements imposed by the County Board. The goal in developing any property should be to maximize the value of the property in the after condition taking into consideration factors previously discussed.

In light of all of the conditions that might affect the property, the following considerations are primary in the consideration of the Highest and Best use as if vacant and available for development.

1. There have been recent sales of vacant lots or building sites that are vacant and available within the market area.
2. There has been development (building construction) upon lots purchased for development within the time period evaluated within this appraisal.

The Highest and Best Use as improved is concluded to be its current use. Although additional development would put additional invested capital at risk, the highest and best use as improved and including the adjacent lot, is for residential development consistent with the requirements of the R-1 zone.

Zoning Summary	
<b>Zoning Authority</b>	City of West Fargo
<b>Zoning District</b>	R-1A Single Family Dwelling District
<b>Zoning Code</b>	R-1A
<b>Zoning Type/Description</b>	Single Family Residential
<b>Actual Density of Use</b>	N/A
<b>Current Use Legally Conforming</b>	The subject is a legal and conforming use.
<b>Zoning Change Requested</b>	N/A
<b>Zoning Change Description</b>	N/A
<b>Zoning Change Likely</b>	N/A
<b>Zoning Density/FAR</b>	Low to very low density
<b>Zoning Density/FAR (Metric)</b>	N/A
<b>Likely Zoning</b>	N/A
<b>Zoning Intent/Summary</b>	The provisions of the R-1A District are intended to apply to neighborhoods with low density, wherein certain educational, religious, recreational and other activities compatible with residential development are permitted.
<b>Permitted Uses</b>	<p>Single-family detached dwellings.</p> <ol style="list-style-type: none"> <li>2. Publicly owned and operated parks, playgrounds, and recreational facilities.</li> <li>3. Schools, churches, religious institutions and places of worship.</li> <li>4. Essential services and public buildings.</li> <li>5. State-licensed group homes serving six or fewer developmentally disabled persons.</li> <li>6. Accessory buildings, provided that they shall be located as required in Section 4-442 of this Ordinance.</li> <li>7. Home occupations, provided that they shall be operated as required in Section 4-448 of this Ordinance.</li> <li>8. Family Child Care Home.</li> </ol>
<b>Maximum Site Coverage</b>	30%
<b>Minimum Lot Area</b>	12,000
<b>Front Set Back Distance</b>	25
<b>Side Yard Distance</b>	60 feet
<b>Back Yard Distance</b>	60 feet
<b>Maximum Building Height</b>	30 feet
<b>Zoning Parking Requirements</b>	N/A
<b>Zoning Data Source</b>	Title IV, City of West Fargo Zoning Ordinance Section 4-422
<b>Zoning Comments</b>	The provisions of the R-1A District are intended to apply to neighborhoods with low density, wherein certain educational, religious, recreational and other activities compatible with residential development are permitted.

## VALUATION APPROACHES:

### Valuation Methodology

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

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

### Cost Approach

The Cost Approach is summarized as follows:

Calculate the Replacement or Reproduction Cost New  
- Depreciation  
+ Land Value  
= Value

### Income Approach

The Income Approach converts the anticipated flow of future benefits (income) to a present value estimate through a capitalization and or a discounting process.

### Sales Comparison Approach

The Sales Comparison Approach compares sales of similar properties with the subject property. Each comparable sale is adjusted for its inferior or superior characteristics. The values derived from the adjusted comparable sales form a range of values for the subject. By process of correlation and analysis, a final indicated value is derived.

### Final Reconciliation

The appraisal process concludes with the Final Reconciliation of the values derived from the approaches applied for a single estimate of market value. Different properties require different means of analysis and lend themselves to one approach over the others.

### Analyses Applied

A **cost analysis** was considered and was developed because there is adequate data to develop a land value and the depreciation accrued to the improvements can be reasonably measured.

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

An **income analysis** was considered and was not developed because the subject is not an income producing property and this approach does not reflect market behavior for this property type.

## Cost Approach

The Cost Approach is based on the principle of substitution - that a prudent and rational person would pay no more for a property than the cost to construct a similar and competitive property, assuming no undue delay in the process. The Cost Approach tends to set the upper limit of value before depreciation is considered. The applied process is as follows:

- Estimate the land value according to its Highest and Best Use. We have used the Sales Comparison Approach; the process is as follows:
  - Comparable sales, contracts for sale and current offerings are researched and documented.
  - Each comparable is analyzed and adjusted to equate with the subject property.
  - The value indication of each comparable is analyzed and the data reconciled for a land value indication.
- Estimate the replacement cost of the building and site improvements.
- Estimate the physical, functional and/or external depreciation accrued to the improvements.
- Sum the depreciated value of the improvements with the value of the land for an indication of value.

## Land Value

The subject's land value has been developed via the sales comparison approach.

## Sales Comparison Approach – Land Valuation

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

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

## Land Comparables

We have researched approximately 12 site sales and have selected four comparables for this analysis; these are documented on the following pages followed by a location map and analysis grid. All sales have been researched through numerous sources, inspected and verified by a party to the transaction.

Comp	Address City	Date Price	Acres Price Per Acre	Land SF Price Per Land SF
<b>Subject</b>	4980 Sheyenne Street West Fargo	5/26/2017 --	4.88 --	212,485 --
1	64th Ave S Horace	7/30/2021 \$150,000	1.00 \$150,000	43,560 \$3.44
2	10713 CR 17 S Horace	7/11/2019 \$90,000	1.10 \$81,818	47,916 \$1.88
3	10721 CR 17 S Horace	3/6/2019 \$80,000	1.10 \$74,204	47,946 \$1.70
4	2815 100th Ave S Horace	7/26/2021 \$557,400	27.87 \$20,000	1,214,017 \$0.46

**Land Comparables Map**







**Analysis Grid**

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

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

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

# Appellant Info

Land Analysis Grid		Comp 1	Comp 2	Comp 3	Comp 4				
									
Address	4980 Sheyenne	64th Ave S	10713 CR 17 S	10721 CR 17 S	2815 100th Ave S				
City	West Fargo	Horace	Horace	Horace	Horace				
State	ND	ND	ND	ND	ND				
Date		7/30/2021	7/11/2019	3/6/2019	7/26/2021				
Price	--	\$150,000	\$90,000	\$80,000	\$557,400				
Acres	4.88	1.00	1.10	1.10	27.87				
Acre Unit Price		\$150,000	\$81,818	\$72,681	\$20,000				
<b>Transaction Adjustments</b>									
Property Rights	Fee Simple	Fee Simple	0.0%	Fee Simple	0.0%	Fee Simple	0.0%	Fee Simple	0.0%
Financing	Conventional	0	0.0%	0	0.0%	Cash	0.0%	Cash	0.0%
Conditions of Sale	Cash	0	0.0%	Cash	0.0%	Arm's Length	0.0%	Arm's Length	0.0%
Expend. After Sale		\$0		\$70,000		\$70,000		\$0	
<b>Adjusted Acre Unit Price</b>		<b>\$150,000</b>		<b>\$145,455</b>		<b>\$136,277</b>		<b>\$20,000</b>	
Market Trends Through	1/0/1900	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Adjusted Acre Unit Price</b>		<b>\$150,000</b>		<b>\$145,455</b>		<b>\$136,277</b>		<b>\$20,000</b>	
<b>Characteristics Adjustments</b>									
Location		=	=	=	Inferior				
% Adjustment		0%	0%	0%	0%				
Qualitative		Similar	Similar	Similar	Similar				
\$ Adjustment		\$0	\$0	\$0	\$0				
Acres	4.88	1.00	1.10	1.10	27.87				
% Adjustment		0%	0%	0%	100%				
Qualitative		Similar	Similar	Similar	Inferior				
\$ Adjustment		\$0	\$0	\$0	\$20,000				
Topography	Level	Level	Level	Level	Level				
% Adjustment		0%	0%	0%	0%				
Qualitative		Similar	Similar	Similar	Similar				
\$ Adjustment		\$0	\$0	\$0	\$0				
Shape	Rectangular	Rectangular	Rectangular	Rectangular	Irregular				
% Adjustment		0%	0%	0%	0%				
Qualitative		Similar	Similar	Similar	Similar				
\$ Adjustment		\$0	\$0	\$0	\$0				
Utilities	The site is served by public electricity., City water, City sewer, Xcel Energy	Adjacent	Rural Water/Septic	Rural water, gas, no septic	Adjacent				
% Adjustment		0%	10%	10%	50%				
Qualitative		Similar	Inferior	Inferior	Inferior				
\$ Adjustment		\$0	\$14,545	\$13,628	\$10,000				
Zoning	R-1A	Single Family	Residential Estate	R	Agricultural				
% Adjustment		0%	0%	0%	0%				
Qualitative		Similar	Similar	Similar	Similar				
\$ Adjustment		\$0	\$0	\$0	\$0				
Other Costs	0	0	0	0	0				
% Adjustment		0%	0%	0%	300%				
Qualitative		Similar	Similar	Similar	Inferior				
\$ Adjustment		\$0	\$0	\$0	\$60,000				
<b>Adjusted Acre Unit Price</b>		<b>\$150,000</b>		<b>\$160,000</b>		<b>\$149,905</b>		<b>\$110,000</b>	
Net Adjustments		0.0%	10.0%	10.0%	450.0%				
Gross Adjustments		0.0%	10.0%	10.0%	450.0%				

## Comparable Land Sale Adjustments

### ***Time and Market Conditions:***

Land values for vacant land tend to remain fairly stable over time. Since value is added primarily with the investment in streets and utilities just prior to development, large costs are not necessarily carried by the developer until the time of sale. An overall rate of increase of 1% per year is applied to all of the sales.

### **Property Rights**

All of the sales were sold for cash in Fee Simple estate, subject to restrictions of record, such as easements and were considered equal.

### **Financing**

Financing was cash to the seller with normal buyer financing when required.

### **Conditions of Sale**

All of the sales were considered arm's length.

### **Economic Trends**

Site sale prices appear to be stable to slightly increasing over time. Development costs after purchase are increasing.

### **Location:**

Sales comparable to the subject were found in the market area described as Fargo-Moorhead Metro area. The Comparable sales were located in what is considered the common neighborhood of Horace and West Fargo.

### **Size and Use Allocation: (Land SF)**

The subject hypothetical property was replatted into its own subdivision shortly after its purchase. The subject is much larger than the typical lot in a typical subdivision. The hypothetical subject lot in this subdivision is much larger than what is found in the market. The hypothetical site was configured to accommodate the dwelling with attached garage and other site improvements. Sale 4 is provided as a raw land undeveloped site. It is considered inferior to the subject because costs of development such as platting, the developers agreement and plan have not been implemented. The adjustment reflects only the size adjustment. Other adjustments for sale 4 are included below.

### ***Topography***

None of the sites provide unusual barriers to construction.

### ***Shape***

The sites were typically square or rectangular, with no areas of excess or surplus land.

### **Utilities**

Utility access varied from "in the street" to already present on the lot. Because the subject has the utilities included and connected. Sales 2 and 3 are slightly inferior because the utilities are in the street and need to be extended to the site buildings.



## **Zoning:**

A complete analysis of zoning and applicable land use controls, including a review of potential deed restrictions has been made. The zoning of the subject is confirmed to be R-1A. The comparables were considered equivalent. Sale 4 is zoned AG but is in transition to platting for Residential. No adjustment is required for the zoning.

## **Other Costs**

Significant costs are expended as sites move from raw ag land to platted and ready to build. Sale 4 requires additional adjustment to reflect the approximate investment in the site to make it comparable to the subject. These costs after platting and before development usually run \$2.00 to \$3.00/ square foot because of the cost of streets and road, curb and gutter, utility construction and a factor for street dedication, park dedication and storm water retention set-aside.

## **Other Factors Considered but not needing adjustment**

## **Access:**

Access to all of the properties is by a hard surfaced all-weather road and are considered equal.

## **Specials Assessments:**

Special assessments are a liability to a property that typically involves the financing of public improvements such as water service, sewer lines, paving, lighting, drains, etc. The specials varied from insignificant to 2% for sale 3.

## **Environmental (Flood Risk):**

The review of flood maps and the FEMA web site gives an indication of the relative risk that the subject and comparable sales are exposed to as far as flood risk. Metro wide flood protection is in place for all of the properties and no adjustments were required.

## **Sales Comparison Approach Conclusion – Land Valuation**

The analysis in the tables above for the subject provides evidence of sales that can be used to determine a market value for the subject property. Although they vary in location, they are the best evidence of value. These sales have validity because of their site characteristics.

The subject neighborhood has seen steady to increasing demand for residential sites, as evidenced by the new subdivisions being developed in various locations that appear to have low future flood risk. Small subdivisions experiencing flood risk have experienced buyouts and demolitions. The subject property is considered superior to other small residential properties within the Fargo-Moorhead metro area. The building site sales in Horace provide evidence of newly developed properties in a residential setting. Although the sites vary in size from the subject, they all provide an indication of usable site size.

Following adjustments, the comparables indicated prices per acre of \$110,000 to \$160,000, with a median value of \$149,952.

Comparable	\$/Acre	Comparability
2	\$160,000	
1	\$150,000	
3	\$149,905	
<b>Subject</b>	\$140,000	
4	\$110,000	

Comparable	\$/Acre	Comparability
2	\$160,000	
1	\$150,000	
3	\$149,905	
<b>Subject</b>	\$140,000	
4	\$110,000	

All of the value indications have been considered, and in the final analysis, all the comparables have been given equal weight in arriving at our final reconciled per acre value of \$140,000.

Land Value Ranges & As Is Reconciled Value				
Number of Comparables:	4	Unadjusted	Adjusted	% Δ
<b>Low:</b>		\$20,000	\$110,000	450%
<b>High:</b>		\$150,000	\$160,000	7%
<b>Average:</b>		\$81,125	\$142,476	76%
<b>Median:</b>		\$77,250	\$149,952	94%
<b>Reconciled Value/Unit Value:</b>			\$140,000	acre
<b>Subject Size:</b>			4.88	
<b>Indicated Value:</b>			\$682,918	
<b>Reconciled Final As Is Value:</b>			<b>\$685,000</b>	
<b>Six Hundred Eighty Five Thousand Dollars</b>				

In conclusion, it appears that the adjusted value of the subject property is in a range of from \$110,000 to \$160,000 for building sites, when various factors influencing value are considered as part of the value. As a result, the conclusion of land value for the subject property is:

**\$685,000**

*Six Hundred Eighty Five Thousand Dollars*

## Cost Approach to Value

### Cost Analysis

The next step in the Cost Approach is to estimate the replacement cost of the buildings and site improvements. The replacement cost of the subject site and building improvements are based on Swift Estimator an online subsidiary resource of Marshall Valuation Service, a nationally recognized cost service.

In the Cost Approach, the subject property is valued as separate components of land and building improvements. The land value estimate was developed in the preceding section of the report. Depreciation is broken into three types for real property appraisal; External (Economic), Functional and Physical.

### Depreciation Analysis

Depreciation may be defined as any loss of value from any cause. There are three general areas of depreciation: physical deterioration, functional obsolescence and external obsolescence.

Depreciation may be curable or incurable, the test being that money spent to cure the depreciation be gained in value. If the depreciation costs more to fix than will be gained in value, then the depreciation is considered incurable.

### Physical Deterioration

This results from deterioration from aging and use. This type of depreciation may be curable or incurable. Physical Depreciation is the most easily identified, since it is a direct result of physical wear and tear of the elements through the passage of time. Some physical deterioration is curable, while other forms of depreciation are incurable. Curable physical depreciation is also referred to as Deferred Maintenance and includes things that are readily repaired, such as broken windows, worn flooring, damaged drywall, faded and peeling paint, etc.

Incurable physical depreciation is the deterioration over time of items that typically have a longer life before replacement is needed. Some items include roof materials, which may still be serviceable, but have the expectation of replacement at some time before the building is completely deteriorated.

The subject dwelling is of high quality with durable finishes superior to most homes and is exhibiting little to no physical wear and tear.

### Functional Obsolescence

This results from a lack of utility or desirability due to design or market perception of the improvements. This type of depreciation may be curable or incurable. Functional Depreciation occurs when a building improvement becomes obsolete due to the passing of time. Examples would be a change in building construction methods and materials. Such obsolescence might include that of mechanical systems such as electrical, plumbing and heating.

Incurable depreciation is typically of long lived items such as the wall system, foundation, electrical system, etc. They include items that are difficult, extremely expensive or not economic to repair. Flood damaged foundations are one example of this type of depreciation. Properties that are overbuilt for their location or neighborhood are another example. (super adequacy).

Enclosed swimming pools are found in the greater market but are very rare. Within the bulk of the market very little value is attributed to the presence of a pool, largely due to the harsh winter climate at this location, which causes the pool to have less functional utility as a result. Enclosed pools are also found in the market, but also do not show significant contributory value due to their higher initial cost of the structure to enclose them, the mechanical systems required to heat the space, filter and treat the water, insurance and other fixed costs. They provide value to the owner, but it appears to be offset by the additional costs required for maintenance and insurance.

Likewise, athletic facilities for basketball, tennis and other team sports are not prevalent in the market. Higher value homes sometimes include these sports courts which include significant wall height similar to a gymnasium, commercial type HVAC systems and the fact that they are intended for that specific use. They do not serve as typical living quarters as found in a typical dwelling, and therefore also exhibit functional deficiency as a result.

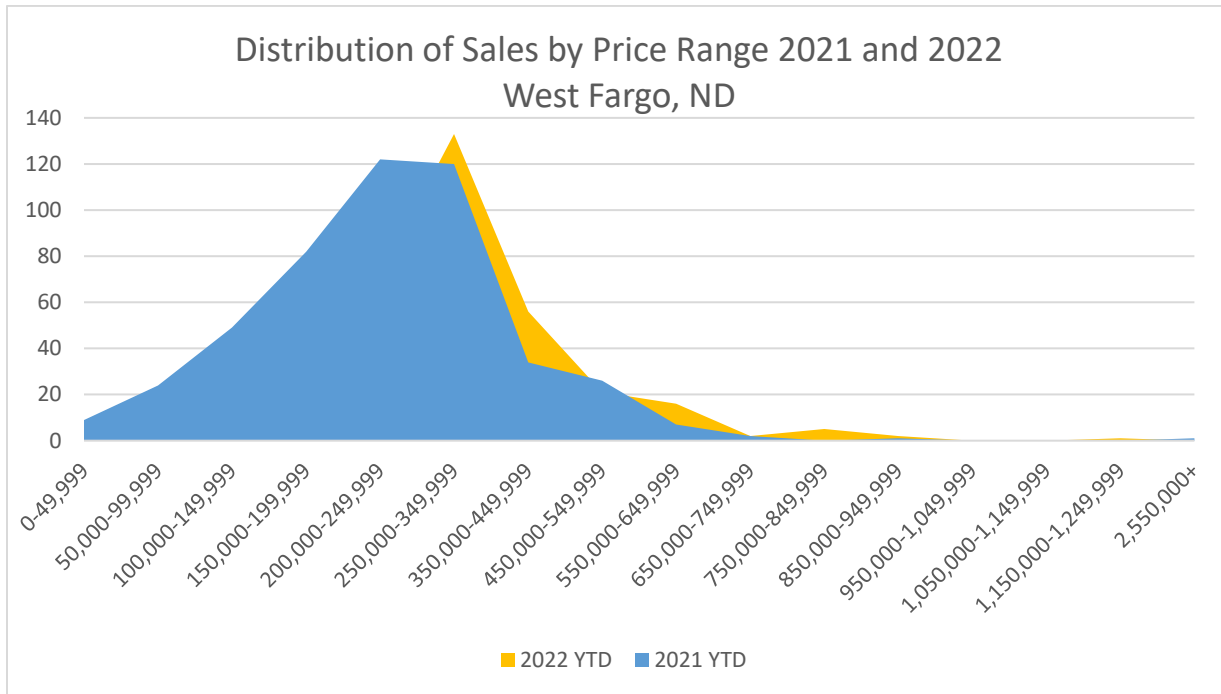
### **External Obsolescence**

External depreciation is due to circumstances outside the property itself, such as industry, demographic and economic conditions or an undesirable proximate use. This type of depreciation is rarely curable.

External Depreciation occurs when forces outside of a property cause a loss in value. It is usually beyond the ability of the owners to control and is directly related to macro-economic forces. Some examples would be environmental impact, isolation, physical deterioration of nearby properties, zoning changes, criminal activity, etc.

The subject suffers from external depreciation primarily because there is a lack of buyers that are ready, willing and able to afford these properties. As can be seen by the chart below, the distribution of sales is negligible at higher values, with only one to two transactions per year.

As a result, when these properties are sold, they exhibit a discount from the Replacement Cost New. This lack of contribution as compared to cost is expressed as economic or external depreciation.



Source: FMRMLS 2021-2022 YTD

As depicted in the chart above, there were only 13 sales of 226 reported above \$550,00 in 2021, of which only one sale was reported above \$2,550,000. YTD 2022 indicates 10 sales above \$550,000 with one sale between \$1,150,000 and \$1,250,000.

Although price levels have moved higher because of increasing construction costs, buyers for high end homes has remained stagnant.

This section of the report will detail the value of the depreciated building improvement, which, when added to the land value, will determine the value by the Cost Approach. Since the subject property is relatively new actual age of the subject is used.

Replacement Cost New estimates are based upon local cost data provided by Swift Estimator, an online service that is a subsidiary of CoreLogic-Marshall and Swift, a well-known cost service. Additional information has been researched to apply a value to the sports court and swimming pool areas of the home. Builders of new homes researched have been characteristically silent when contacted for information on a specific property.

The Marshall and Swift Valuation Service estimate is entered on the following pages. The computerized report is included in the addenda. It should be noted that the calculations in this section will not correlate exactly with the printout in the Exhibits due to application of the location and local cost multipliers being applied in each step, as well as rounding.

**Soft Costs**

Where appropriate, we have included the following soft costs:

**Engineering**

Engineering has been applied at 4.5% of building and site costs.

## **Architectural**

Architectural has been applied at 4.5% of building cost.

## **Permits and Legal**

Permitting and legal costs have been applied at \$20,000.

## **Marketing & Leasing Commissions**

It is often appropriate to add marketing expenses and leasing commissions necessary to bring an income producing property to stabilized occupancy to the cost schedule. In this case, these costs have been estimated at \$0.

## **Developer's Profit**

This factor reflects the profit necessary for the developer to undertake the management, responsibility and risks of construction associated with the subject property. Current valuation theory states that the four components that create value are land, labor, capital, and coordination. Developer's profit as used in the Cost Approach reflects the coordination component of value. Typically, developer's profit runs 10% to 20%: we have computed developer's profit at 10.0% of construction costs.

## **Analysis**

The hypothetical property is the primary dwelling and site. For purposes of this appraisal, it is a high value single family home with attached 5 Stall Attached garage, a full finished basement, a sports court and enclosed swimming pool in one building.

Depreciation is estimated using a straight-line method and typical site depreciation as it applies to the site improvements is also applied. The property functions as well as any other property in the market and neighborhood and no functional building issues were observed upon inspection. Likewise, the hypothetical property is influenced negatively by external factors, namely a limited number of buyers in this segment of the market at this price level.

When properly applied the Cost Approach can be a useful and reliable method to correlate information found in the Sales Comparison Approach. This is especially true for properties that have unique features and could not be adequately or accurately appraised otherwise.

The subject is unique in that it sits on a larger than average site from other homes comparable to it, requiring a large adjustment for site value. The Additional Dwelling Unit and metal building have been appraised on their own hypothetical site to distinguish between the subject's high quality of construction and amenities. The subject property provides a source of value not found in typical properties in the market.

4980 Shevenne Street West Fargo, ND • Residential • 50-2112 241

Cost Analysis - Section 1 of 1

b					
<b>Cost Source:</b> Marshall Valuation Service # 12: Dwellings, Multiples, Motels					
<b>No. of Stories Multiplier:</b> 1.000			<b>Local Multiplier:</b> 0.970		
<b>Height/Story Multiplier:</b> 1.000			<b>Current Cost Multiplier:</b> 1.000		
<b>Perimeter Multiplier:</b> 1.000			<b>Combined Multipliers:</b> 0.970		
Building Improvements					
Item	Unit Type	Cost	Quantity	Multiplier	Total
Basic Structure Cost- 2 Story Dwelling	Sq. Ft.	\$194.19	12,464	0.970	\$2,347,773
Basement Area	Sq. Ft.	\$28.90	6,909	0.970	\$193,680
Partition Finish Area of Basement	Sq. Ft.	\$66.26	4,544	0.970	\$292,053
Minimal Finish Are of Basement	Sq. Ft.	\$14.48	1,907	0.970	\$26,785
Attached 5- stall Garage	Sq. Ft.	\$51.10	2,312	0.097	\$11,460
Open Slab Porch	Sq. Ft.	\$12.17	152	0.970	\$1,794
Sports Court	Sq. Ft.	\$176.86	3,549	0.970	\$608,846
Enclosed Swimming Pool	Sq. Ft.	\$327.20	1,621	0.970	\$514,479
<b>Total Building Improvement Costs</b>					<b>\$3,996,870</b>
Price per SF Gross Building Area					\$320.67
Site Improvements					
Item	Unit Type	Cost	Quantity	Total	
Site Preparation & Improvements	Lump Sum	\$5	20,000	\$100,000	
Asphalt Paving with Base	Sq. Ft.	\$6.68	12,000	\$80,160	
Concrete Paving with Base	Sq. Ft.	\$10.38	5,000	\$51,900	
Professional Landscaping	Lump Sum	\$50,000.00	1	\$50,000	
					\$0
<b>Total Site Improvement Costs</b>					<b>\$282,060</b>
<b>Subtotal: Building &amp; Site Costs</b>					<b>\$4,278,930</b>
Price per SF Gross Building Area					\$343.30
Soft Costs					
Item			Percent Type	Total	
Engineering .....	4.5%		% Bld. & Site Cost	\$192,552	
Architectural .....	4.5%		% of Building Cost	\$179,859	
Permits & Legal .....				\$20,000	
Leasing .....				\$0	
<b>Total Soft Costs</b>					<b>\$392,411</b>
<b>Insurable Value (Excludes Site Improvements, related Site Soft Costs and Developer's Profit)</b>					<b>\$4,376,588</b>
Total Costs					
Subtotal: Building, Site & Soft Costs					\$4,671,341
Developer's Profit 10.0%					\$467,134
<b>Total Cost</b>					<b>\$5,138,475</b>
Price per SF Gross Building Area					\$412.27
Depreciation: Section 1 of 1					
Component	Eff. Age	Life	Percent	Amount	
Physical Depreciation: Building	4	100	4%	\$193,128	
Physical Depreciation: Site	2	50	4%	\$12,411	
Functional Obsolescence Building .....			25%	\$1,207,052	
External Obsolescence Building .....			35%	\$1,689,873	
<b>Total Depreciation</b>					<b>\$3,102,464</b>
<b>Depreciated Value of Improvements</b>					<b>\$2,036,011</b>
Cost Per Square Foot Gross Building Area					\$163.35
Land Value					
Land Value .....					\$682,000
Other .....					\$0
<b>Cost Approach Value Indication</b>					<b>\$2,718,011</b>
<b>Rounded</b>					<b>\$2,700,000</b>
Price per SF Gross Building Area					\$216.62
N1Cost1					
Two Million Seven Hundred Thousand Dollars					

## **Cost Approach Conclusion**

Based on the analysis detailed on the preceding page, as of February 9, 2022 we have reconciled to a cost approach value of:

**\$2,700,000**

**Two Million Seven Hundred Thousand Dollars**



## Sales Comparison Approach-Assessed Value Comparison

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

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

## Improved Comparable Properties Analysis

We have researched approximately 15 comparables and have included four comparables (one was used 2x times to provide weighting) for this analysis; these are documented on the following pages followed by a location map and analysis grid. All comparables have been researched through numerous sources, inspected, and verified by the public record.

Since this is a tax assessment comparison, the majority of the data has been obtained by comparison of the level of tax assessment of other high-valued homes in the West Fargo jurisdiction.

In the sales comparison approach, the subject property is compared to similar properties that have transferred and sold recently. Data from these sales are used to make comparisons to the subject property to determine a probable price at which the subject property would sell if offered on the market. In applying the sales comparison approach, the Appraisers' must compare like with like. That is, the Appraisers' must adjust each comparable to the subject property and impute an indicated value for the subject property, based upon a similar unit of comparison.

There are typically several factors by which residential properties may differ. This property is considered a high value residential property based upon its assessed value and replacement cost new. It is of a construction quality, size, condition and contains amenities typically found only in high end homes within the metro area. By direct comparison, or by knowledge of factors present in a larger market, the Appraisers' are able to make adjustments to the comparable properties that would provide an indicated value for the subject.

After adjusting for market conditions (time) and financing considerations, the Appraisers' are able to make comparative adjustments to the comparable sales. For purposes of this appraisal, the Comparable Sales Data Worksheets found in the Addenda detail the information available for the comparable sales relied upon.

Because of the relatively high value of the subject home, there were few arm's length sales that were outside of the builder/new owner transaction. Several could be relied upon in general, and only one which was from an original owner to a 2<sup>nd</sup> owner. There are currently 7 properties in the West Fargo tax jurisdiction that are comparable as far as size, story height, garage stalls and price and they range in transfer price from \$1,439,043 to \$3,326,867.

The Assessed Value range of the comparables ranges from \$1,043,049 to \$2,056,900.

The mean Assessment Ratio of the comparables is 85.2%, and the Median Ratio is 76.2%.

These ratios are to be expected in high value homes since there are few buyers in this price range. It should also be noted that these are "transfers" and not always "arm's length" sales" so as such they do not meet the strict definition of market value under the ND Definition of Market Value.

If the data is trimmed to disregard the lowest Assessment Ratio and the Highest Assessment Ratio, then the Mean Ratio is 81.69 and the Median Ratio is the same.

Sales Date	Sales Price	Address	Current Year	Taxes	Assmt Ratio
2/19/2021	\$ 3,326,867	318 50 PL W, WEST FARGO	\$ 2,056,900.00	\$ 28,612.30	61.83%
6/12/2020	\$ 3,097,893	124 Beaton Dr. W	\$ 2,737,400.00	\$ 38,078.33	88.36%
11/22/2019	\$ 1,932,629	3838 2nd St E	\$ 1,192,800.00	\$ 26,819.25	61.72%
5/4/2021	\$ 1,866,019	2761 Rivers Bend Dr E	\$ 1,245,600.00	\$ 17,326.79	66.75%
12/14/2021	\$ 1,554,785	453 20 Ave E	\$ 1,184,700.00	\$ 16,479.65	76.20%
6/1/2020	\$ 1,493,086	2678 Rivers Bend Drive	\$ 1,478,300.00	\$ 20,563.74	99.01%
11/5/2021	\$ 1,445,082	1068 49 TR W	\$ 1,021,200.00	\$ 14,205.30	70.67%
10/22/2021	\$ 1,439,043	2815 Rivers Bend Dr	\$ 1,043,049.00	\$ 14,509.23	72.48%
10/28/2021	\$ 1,419,631	2707 Rivers Bend Dr E	\$ 1,419,631.00	\$ 19,747.64	100.00%
7/3/2021	\$ 1,417,473	4812 Sheyenne St	\$ 1,992,500.00	\$ 27,716.47	140.57%
New Assessed	\$ 2,348,300	2594 Rivers Bend Drive	\$ 2,348,300.00	\$ 32,665.79	100.00%
				Mean	85.23%
				Median	76.20%

All of the comparables are in the same age range as the subject, have similar lot size and setting. The most comparable home for size is 2594 Rivers Bend Drive at 13,594 square feet. All the other comparables are smaller.

2/19/2021	\$ 3,326,867	318 50 PL W, WEST FARGO	1 Story Frame	2019	5,323
6/12/2020	\$ 3,097,893	124 Beaton Dr. W	1 Story Frame	2017	6,789
11/22/2019	\$ 1,932,629	3838 2nd St E	2-story	2009	6,466
5/4/2021	\$ 1,866,019	2761 Rivers Bend Dr E	2-story	2020	4,388
12/14/2021	\$ 1,554,785	453 20 Ave E	1-story	2001	3,494
6/1/2020	\$ 1,493,086	2678 Rivers Bend Drive	1-story	2019	3,952
11/5/2021	\$ 1,445,082	1068 49 TR W	1-story	2013	2,974
10/22/2021	\$ 1,439,043	2815 Rivers Bend Dr	2 Story	2021	4,499
10/28/2021	\$ 1,419,631	2707 Rivers Bend Dr E	2-story	2021	3,837
7/3/2021	\$ 1,417,473	4812 Sheyenne St	2-story	2020	5,817
New Assessed	\$ 2,348,300	2594 Rivers Bend Drive	2-story	2020	13,594

All of the sales occurred within the last 2 years. Going back further in time did not add any additional data to the search. As indicated earlier in the report, this indicates that there are very few buyers in this price range. In addition, the time on the market for these properties is much longer than the typical improved properties in the market, indicating that properties of this type are somewhat insulated from normal annual market increases which occur in the larger market. The subject will differ from the comparables in a few major respects.

Sales Date	Sales Price	Address	Current Year Assessment	Taxes	Square Footage	Taxes per Square Foot
2/19/2021	\$ 3,326,867	318 50 PL W, WEST FARGO	\$ 2,056,900.00	\$ 28,612.30	5,323	\$ 5.38
6/12/2020	\$ 3,097,893	124 Beaton Dr. W	\$ 2,737,400.00	\$ 38,078.33	6,789	\$ 5.61
11/22/2019	\$ 1,932,629	3838 2nd St E	\$ 1,192,800.00	\$ 26,819.25	6,466	\$ 4.15
5/4/2021	\$ 1,866,019	2761 Rivers Bend Dr E	\$ 1,245,600.00	\$ 17,326.79	4,388	\$ 3.95
12/14/2021	\$ 1,554,785	453 20 Ave E	\$ 1,184,700.00	\$ 16,479.65	3,494	\$ 4.72
6/1/2020	\$ 1,493,086	2678 Rivers Bend Drive	\$ 1,478,300.00	\$ 20,563.74	3,952	\$ 5.20
11/5/2021	\$ 1,445,082	1068 49 TR W	\$ 1,021,200.00	\$ 14,205.30	2,974	\$ 4.78
10/22/2021	\$ 1,439,043	2815 Rivers Bend Dr	\$ 1,043,049.00	\$ 14,509.23	4,499	\$ 3.22
10/28/2021	\$ 1,419,631	2707 Rivers Bend Dr E	\$ 1,419,631.00	\$ 19,747.64	3,837	\$ 5.15
7/3/2021	\$ 1,417,473	4812 Sheyenne St	\$ 1,992,500.00	\$ 27,716.47	5,817	\$ 4.76
New Assessed	\$ 2,348,300	2594 Rivers Bend Drive	\$ 2,348,300.00	\$ 32,665.79	13,594	\$ 2.40
		Mean	\$ 1,610,943.64	\$ 23,338.59	5,557.55	\$ 4.48
		Median	\$ 1,332,615.50	\$ 20,155.69	4,443.50	\$ 4.77

- The site is larger than most of the comparable sales.
- The site has a desirable viewshed amenity
- The GBA of the subject is much larger than most comparables.
- The assessment per square foot is higher than the comparables
- The assessed value per bedroom (as a measure of functional utility) is higher than the comparables.
- Very few homes have the level of site improvements found on the subject property, including a sports court and enclosed swimming pool.

Comparable sales information can be found on the following pages of the report.

## Comparable 1



### Transaction

<b>ID</b>	1598	<b>Date</b>	6/26/2021
<b>Address</b>	2594 Rivers Bend Drive	<b>Price</b>	\$2,348,300
<b>City</b>	West Fargo	<b>Price Per Acre</b>	\$1,893,790.32
<b>State</b>	ND	<b>Price Per SF</b>	\$172.75
<b>Tax ID</b>	02-4529-00010-000	<b>Price Per Bedroom</b>	\$587,075.00
<b>Grantor</b>	Merco Investments, LLLP	<b>Transaction Type</b>	Transfer
<b>Grantee</b>	Eric D Merhiy, etux	<b>Taxes</b>	\$49,773
<b>Legal Description</b>	LOT 1 BLK 1 RIVERS BEND AT THE PRESERVE 5T	<b>Taxes/SF GBA</b>	\$3.66
<b>Book/Page or Reference</b>	QCD	<b>Days on Market</b>	N/A
		<b>Sale Verification Source</b>	Public, MLS

### Site

<b>Acres</b>	1.2	<b>Topography</b>	Level to sloping
<b>Land SF</b>	54,014	<b>Zoning</b>	Single Family Residential
<b>Road Frontage</b>	225	<b>Flood Zone</b>	X
<b>Shape</b>	Irregular	<b>Encumbrance or Easement</b>	Typical ROW and utility
<b>Utilities</b>	Typical	<b>Environmental Issues</b>	Protected by Levee

### Improvements & Financial Data

<b>GBA</b>	13,594	<b>Garage</b>	5-Attached
<b>Source For SF Area</b>	MLS, Public	<b>Garage Parking Spaces</b>	3.0
<b>Building Description</b>	2-story	<b>Basement Size</b>	6,873
<b>Year Built</b>	2020	<b>Basement Use and Finish</b>	Unfinished
<b>Ancillary Buildings</b>	Sports Court	<b>Heating</b>	GFA/ Floor
<b>Condition</b>	Excellent	<b>Cooling</b>	Central

### Sale Comments

Excellent quality home with 2-stories, a 5 stall attached garage and a 6,000 sf finished basement and sports court.

## Comparable 2



### Transaction

<b>ID</b>	1592	<b>Date</b>	1/22/2019
<b>Address</b>	3838 2nd St E	<b>Price</b>	\$1,800,000
<b>City</b>	West Fargo	<b>Price Per Acre</b>	\$8,935,219.66
<b>State</b>	ND	<b>Price Per SF</b>	\$568.72
<b>Tax ID</b>	02-5151-00075-000	<b>Price Per Bedroom</b>	\$360,000
<b>Grantor</b>	Paul von Ebbers, etux	<b>Transaction Type</b>	Closed Sale
<b>Grantee</b>	Kirk Stevens, etux	<b>Taxes</b>	\$34,961
<b>Legal Description</b>	Lots 7 & 8 Block 1 , Reserve	<b>Taxes/SF GBA</b>	\$11.05
<b>Book/Page or Reference</b>	WD 1577769	<b>Days on Market</b>	387
		<b>Sale Verification Source</b>	Public, MLS

### Site

<b>Acres</b>	1.3	<b>Topography</b>	Level to sloping
<b>Land SF</b>	58,000	<b>Zoning</b>	Single Family
<b>Road Frontage</b>	256	<b>Flood Zone</b>	X
<b>Shape</b>	Irregular	<b>Encumbrance or Easement</b>	Typical ROW and utility
<b>Utilities</b>	Typical	<b>Environmental Issues</b>	Protected by Levee

### Improvements & Financial Data

<b>GBA</b>	3,165	<b>Garage</b>	3-Attached
<b>Source For SF Area</b>	MLS, Public	<b>Garage Parking Spaces</b>	3.00
<b>Building Description</b>	2-story	<b>Basement Size</b>	3,402
<b>Year Built</b>	2009	<b>Basement Use and Finish</b>	Unfinished
<b>Ancillary Buildings</b>	None	<b>Heating</b>	GFA/ Floor
<b>Condition</b>	Excellent	<b>Cooling</b>	Central

### Sale Comments

Excellent quality home with Connecticut stone exterior. Located on a 1.25 acre river lot, this home blends the warmth of wood finishing with the beauty of exquisite custom woodwork. The gourmet kitchen includes granite counters and the finest custom cabinetry. Enjoy casual dining with a view of the beautiful backyard or host family and friends on the spacious patio retreat. On special occasions, dine in the elegance of the formal dining room or gather in the sitting room, both located off the front foyer. The private executive office, located off the back hallway, has custom cherry built-ins. The spacious master suite includes his and hers baths and walk-in closets as well as a Carrara marble walk-in tile

## Comparable 3



### Transaction

<b>ID</b>	1599	<b>Date</b>	6/12/2020
<b>Address</b>	124 Beaton Dr W	<b>Price</b>	\$3,097,893
<b>City</b>	West Fargo	<b>Price Per Acre</b>	\$1,293,807.63
<b>State</b>	ND	<b>Price Per SF</b>	\$456.31
<b>Tax ID</b>	02-1491-00010-000	<b>Price Per Bedroom</b>	\$619,578.60
<b>Grantor</b>	Designer Homes of FM	<b>Transaction Type</b>	Transfer
<b>Grantee</b>	Ryan & Jennifer West	<b>Taxes</b>	\$38,078
<b>Legal Description</b>	LOT 1 BLK 1 OAKWOOD	<b>Taxes/SF GBA</b>	\$5.61
<b>Book/Page or Reference</b>	WD 1593999	<b>Days on Market</b>	
		<b>Sale Verification Source</b>	Public Record

### Site

<b>Acres</b>	2.4	<b>Topography</b>	Level to sloping
<b>Land SF</b>	104,300	<b>Zoning</b>	Single Family
<b>Road Frontage</b>	107	<b>Flood Zone</b>	X
<b>Shape</b>	Irregular	<b>Encumbrance or Easement</b>	Typical ROW and utility
<b>Utilities</b>	Typical	<b>Environmental Issues</b>	Protected by Levee

### Improvements & Financial Data

<b>GBA</b>	6,789	<b>Garage</b>	3-Attached
<b>Source For SF Area</b>	Public	<b>Garage Parking Spaces</b>	3.0
<b>Building Description</b>	1- story dwelling	<b>Basement Size</b>	4,454
<b>Year Built</b>	2017	<b>Basement Use and Finish</b>	Unfinished
<b>Ancillary Buildings</b>	Pool	<b>Heating</b>	GFA/ Floor
<b>Condition</b>	Excellent	<b>Cooling</b>	Central

### Sale Comments

Transfer of the property from the builder to the current owner.

## Comparable 4



### Transaction

<b>ID</b>	1598	<b>Date</b>	6/26/2021
<b>Address</b>	2594 Rivers Bend Drive	<b>Price</b>	\$2,348,300
<b>City</b>	West Fargo	<b>Price Per Acre</b>	\$1,893,790.32
<b>State</b>	ND	<b>Price Per SF</b>	\$172.75
<b>Tax ID</b>	02-4529-00010-000	<b>Price Per Bedroom</b>	587075
<b>Grantor</b>	Merco Investments, LLLP	<b>Transaction Type</b>	Transfer
<b>Grantee</b>	Eric D Merhiy, etux	<b>Taxes</b>	49773.13
<b>Legal Description</b>	LOT 1 BLK 1 RIVERS BEND	<b>Taxes/SF GBA</b>	\$3.66
<b>Book/Page or Reference</b>	QCD	<b>Days on Market</b>	N/A
		<b>Sale Verification Source</b>	Public, MLS

### Site

<b>Acres</b>	1.2	<b>Topography</b>	Level to sloping
<b>Land SF</b>	54,014	<b>Zoning</b>	Single Family
<b>Road Frontage</b>	225	<b>Flood Zone</b>	X
<b>Shape</b>	Irregular	<b>Encumbrance or Easement</b>	Typical ROW and utility
<b>Utilities</b>	Typical	<b>Environmental Issues</b>	Protected by Levee

### Improvements & Financial Data

<b>GBA</b>	13,594	<b>Garage</b>	5-Attached
<b>Source For SF Area</b>	MLS, Public	<b>Garage Parking Spaces</b>	\$3
<b>Building Description</b>	2-story	<b>Basement Size</b>	687300.00%
<b>Year Built</b>	2020	<b>Basement Use and Finish</b>	Unfinished
<b>Ancillary Buildings</b>	Sports Court	<b>Heating</b>	GFA/ Floor
<b>Condition</b>	Excellent	<b>Cooling</b>	Central

### Sale Comments

Excellent quality home with 2-stories, a 5 stall attached garage and a 6,000 sf finished basement and sports court.

## Comparative Analysis

Comparative data for the subject is found in the table below. For purposes of analysis, the ADU values have been allocated to show a residual tax assessment for the subject in this hypothetical appraisal of \$5,405,000.00

Address	Style	Year Built	Square Footage		Current Assessment	Taxes	Taxes/SF	Bedroom	Taxes/ BR
4980 Sheyenne Street	2 Story	2018	12,464	02-4955-00010-000	\$ 5,405,000.00	\$75,185.71	\$ 6.03	8	\$ 9,398.21
Acc Dwelling Unit	1-story	1996	2,232		\$ 724,000.00	\$10,071.13	\$ 4.51	5	\$ 2,014.23
Metal Building	class S	1996	2,560		\$ 96,000.00	\$ 1,335.40	\$ 0.52	0	
			17,256	Current Assmt and Tax	\$ 6,225,000.00	\$86,592.24	\$ 5.02		

There are several methods that may be used to address the discrepancy.

The first is to consider the Adjustment on a per square foot basis.

Equalization Plan 1	Adjustment per SF								
Subject	4980 Sheyenne Street	2 Story	2018	12,464	02-4955-00010-000	\$ 4,032,091.00	\$ 56,088.00	\$ 4.50	
	Acc Dwelling Unit	1-story	1996	2,232		\$ 724,000.00	\$ 10,071.13	\$ 4.51	
	Metal Building	class S	1996	2,560		\$ 96,000.00	\$ 13,355.40	\$ 5.22	
				17,256		\$ 4,852,091.00	\$ 79,514.53	\$ 4.61	
						Difference	\$ 7,077.71		

This method is biased against size and equalizes value regardless of functional utility. It would result in a reduction of \$7,077.70 in taxes.

The second method is to consider the functional utility of the subject based solely on bedroom count.

Equalization Plan 2	Adjustment per BR								
Subject	4980 Sheyenne Street	2 Story	2018	12,464	02-4955-00010-000	\$ 1,876,294.00	\$ 26,100.00		
	Acc Dwelling Unit	1-story	1996	2,232		\$ 724,000.00	\$ 10,071.13		
	Metal Building	class S	1996	2,560		\$ 96,000.00	\$ 1,335.40		
				17,256		\$ 2,696,294.00	\$ 37,506.53		
						Difference	\$ 49,085.71		

This method does not account for any differences in site size, additional living area or the contribution, if any, of the pool and sports court which are found in only 2 other comps individually.

The third method considers the equitable assessment of the property based upon the ratio of reported site sale and building permit value.

Equalization Plan 3	Adjustment per Building Permit from Comparably Assessed					Ratio of Assessed Value to Building Permit Values			
Subject	4980 Sheyenne Street	2 Story	2018	12,464	@. 80%	02-4955-00010-000	\$ 3,200,000.00	\$ 46,626.11	
	Acc Dwelling Unit	1-story	1996	2,232			\$ 724,000.00	\$ 10,071.13	
	Metal Building	class S	1996	2,560			\$ 96,000.00	\$ 1,335.40	
				17,256			\$ 4,020,000.00	\$ 58,032.64	
							Difference	\$ 28,559.60	

This method reflects the ratio of the closest comparable, 2594 which also had a sports court and 124 Beaton Drive which had a pool.

Of the mass appraisal comparables, 3 were selected as the best fit for comparison to the subject. One sale was included twice to reflect its weight in the analysis.



**Improved Comparables Map**



Legend	Address	City	Distance
Subject	4980 Sheyenne Street	West Fargo	Miles
Comp 1	2594 Rivers Bend Drive	West Fargo	2.36
Comp 2	3838 2nd St E	West Fargo	1.01
Comp 3	124 Beaton Dr W	West Fargo	2.95
Comp 4	2594 Rivers Bend Drive	West Fargo	2.36

**Analysis Grid**

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

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

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

Analysis Grid		Comp 1		Comp 2		Comp 3		Comp 4	
Address	4980 Sheyenne Street	2594 Rivers Bend	3838 2nd St E	124 Beaton Dr W	2594 Rivers Bend				
City	West Fargo	West Fargo	West Fargo	West Fargo	West Fargo				
State	ND	ND	ND	ND	ND				
Date	2/9/2022	6/26/2021	1/22/2019	6/12/2020	6/26/2021				
Price	–	\$2,348,300	\$1,800,000	\$3,097,893	\$2,348,300				
GBA	12,464	13,594	3,165	6,789	13,594				
Price Per SF	\$0.00	\$172.75	\$568.72	\$456.31	\$172.75				
<b>Transaction Adjustments</b>									
Property Rights	Fee Simple	Fee Simple	0.0%	Fee Simple	0.0%	Fee Simple	0.0%	Fee Simple	0.0%
Financing	Conventional	Conventional	0.0%	Conventional	0.0%	Conventional	0.0%	Conventional	0.0%
Conditions of Sale	Cash	Owner Transfer	0.0%	Arm's Length	0.0%	Arm's Length	0.0%	Owner Transfer	0.0%
Expenditures After Sale		\$0.00		\$0.00		\$0.00		\$0.00	
<b>Adjusted Price/SF</b>		<b>\$172.75</b>		<b>\$568.72</b>		<b>\$456.31</b>		<b>\$172.75</b>	
Market Trends Through	2/9/2022	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Adjusted Price/SF</b>		<b>\$172.75</b>		<b>\$568.72</b>		<b>\$456.31</b>		<b>\$172.75</b>	
<b>Characteristics Adjustments</b>									
Location		=		=		=		=	
% Adjustment		0%		0%		0%		0%	
Qualitative		Similar		Similar		Similar		Similar	
\$ Adjustment		\$0.00		\$0.00		\$0.00		\$0.00	
Condition	New	Excellent		Excellent		Excellent		Excellent	
% Adjustment		0%		0%		0%		0%	
Qualitative		Similar		Similar		Similar		Similar	
\$ Adjustment		\$0.00		\$0.00		\$0.00		\$0.00	
Year Built	2018	2020		2009		2017		2020	
% Adjustment		0%		0%		0%		0%	
Qualitative		Similar		Similar		Similar		Similar	
\$ Adjustment		\$0.00		\$0.00		\$0.00		\$0.00	
GBA	12,464	13,594		3,165		6,789		13,594	
% Adjustment		8.30%		-65.00%		-23.00%		8.30%	
Qualitative		Inferior		Superior		Superior		Inferior	
\$ Adjustment		\$14.34		-\$369.67		-\$104.95		\$14.34	
<b>Adjusted Price/SF</b>		<b>\$187.08</b>		<b>\$199.05</b>		<b>\$351.36</b>		<b>\$187.08</b>	
Net Adjustments		8.3%		-65.0%		-23.0%		8.3%	
Gross Adjustments		8.3%		65.0%		23.0%		8.3%	

**Comparable Sale Adjustments**

**Improved Sale 1**, located in the city of West Fargo, represents a Transfer of \$2,348,300 and is considered similar to the subject overall. The property rights of the comparable, fee simple, do not require an adjustment. No adjustment is warranted for the financing of the transaction. The conditions of sale do not require an adjustment. An upward adjustment of 8.3% is warranted for the GBA of the comparable. Adjustments for location, condition and year built were not necessary. No adjustments are applied as discussed in the analysis above.

**Improved Sale 2**, located in the city of West Fargo, represents a Closed Sale of \$1,800,000 and is considered similar to the subject overall. The property rights of the comparable, fee simple, do not require an adjustment. No adjustment is warranted for the financing of the transaction. The conditions of sale do not require an adjustment. A downward adjustment of -65.0% is warranted for the GBA of the comparable. Adjustments for location, condition and year built were not necessary. No adjustments are applied as discussed in the analysis above.

**Improved Sale 3**, located in the city of West Fargo, represents a Transfer of \$3,097,893 and is considered similar to the subject overall. The property rights of the comparable, fee simple, do not require an adjustment. No adjustment is warranted for the financing of the transaction. The conditions of sale do not require an adjustment. A downward adjustment of -23.0% is warranted for the GBA of the comparable. Adjustments for location, condition and year built were not necessary. No adjustments are applied as discussed in the analysis above.

**Improved Sale 4**, located in the city of West Fargo, represents a Transfer of \$2,348,300 and is considered similar to the subject overall. The property rights of the comparable, fee simple, do not require an adjustment. No adjustment is warranted for the financing of the transaction. The conditions of sale do not require an adjustment. An upward adjustment of 8.3% is warranted for the GBA of the comparable. Adjustments for location, condition and year built were not necessary. No adjustments are applied as discussed in the analysis above.

**Sales Comparison Approach Conclusion**

Following adjustments, the comparables indicated prices per GBA of \$187.08 to \$351.36, with a median value of \$193.07.

Comparable	\$/GBA	Comparability
3	\$351.36	
<b>Subject</b>	\$212.00	
2	\$199.05	
1	\$187.08	

All of the value indications have been considered, and in the final analysis, all comparables (including 1 and 4 which were included to weight the analysis) have been given weight in arriving at our final reconciled per GBA value of \$212.00 per square foot. A value closer to the median rather than the mean is believed to best represent the subject value under current market conditions and the amenities of the subject.

Value Ranges & As Is Reconciled Value				
Number of Comps:	4	Unadjusted	Adjusted	% Δ
	<b>Low:</b>	\$172.75	\$187.08	8%
	<b>High:</b>	\$568.72	\$351.36	-38%
	<b>Average:</b>	\$342.63	\$231.14	-33%
	<b>Median:</b>	\$314.53	\$193.07	-39%
<b>Reconciled Value/Unit Value:</b>			\$212.00	
<b>Subject Size:</b>			12,464	
<b>Indicated Value:</b>			\$2,642,368	
<b>Reconciled Final As Is Value:</b>			<b>\$2,650,000</b>	
<b>Two Million Six Hundred Fifty Thousand Dollars</b>				

## Additional Comparable Sale Adjustment Criteria

### Location, Market Conditions, Residential Design and Age:

Analysis of the market area; the ND Luxury Homes, indicates that the market is moving forward at a rapid rate, due mostly to large increases in the cost of building materials as well as labor. This has created a shortage of listings of property for sale. However, market movement at the high end of properties is essentially stable due to the small number of buyers who are able to afford excellent quality high value homes. For that reason an annual rate of increase has not been included in this analysis, since comparison of a few of the homes at this price range do not indicate that they will sell for much more today than they would have within the time period of the comparables.

By comparison to other sales within the market the most important components of each sale were evaluated. All of the sales were considered equal in location. Sale selection was limited to high value homes within the highest assessed value range as the subject.. As a result, only 10 homes that had sold within the last 2 years fell into the search range. From that search group, Sales 1, 2, and 3 were selected. Sale 4 was included twice because it was one of the largest homes sold in a setting similar to the subject that was of the same age as the subject and represents most closely the indicated assessed value of the subject.

### Property Rights

All of the sales were for fee simple absolute ownership, subject only to easements for utilities and rights-of-way.

## Financing

MLS data indicated that all of the sales were for cash to the seller, with normal financing obtained by the buyers.

## Site

The subject property is atypical of other lots in nearby subdivisions. Other developments platted at this time typically do not have sites this large. Under the sales comparison analysis, the unit of comparison is the square footage of the dwelling. The valuation under the Land Value section provides for the adjustments to derive the land value as a line item.

Site size and its attendant contributory value was considered for each of the comparable sales based upon consideration of the typical land value to overall value correlated to vacant land sales adjusted for site improvements. The adjustment to the site for each sale is made and applied in the table that follows:

## GBA

The standard for measurement of square footage is typically based upon all living area above grade. Basements, whether walkout or not are valued on the basis of the level of finish present. Net adjustments for square footage typically follow the grade of the home, and are a net value, so will not be the same as an "overall square foot value" since overall value counts everything on the parcel including the garage, lot, site improvements, etc. Typical adjustments are adjusted based upon an estimated contributory value of \$125.00/sf for values in excess of 50 square feet. Room count totals are typically not adjusted, since that difference is assumed to be adjusted within the square foot adjustment. This adjustment also reflects the functional utility of the properties in the analysis.

GBA as reported from MLS data or the city assessment records was used. Since these properties are all sketched by the assessment departments, they are deemed to best represent the square footage of the comparables.

## Basement

Basement construction within the neighborhood is typically poured concrete. The subject property and all of the comparable sales are equal in this regard. The subject basement square footage is known from measurement and is used as the basis for comparison. The value of the basement area is \$40/ square foot. Current cost exceeds this value, and the \$40.00/ sf is representative of the contributory value difference.

## Garages

The subject included 5 garage stalls that were finished and heated. The comparable sales were found that were comparable in this regard.

## Basement Finished Area

The finished area of the basements adds value; however the reporting of the finished area is less consistent and was not always used as a means of adjustment. Basement bedrooms were considered since they all had proper egress. Lack of inclusion of this adjustment does not appear to be significant in terms of the overall value of the properties sold.

**Site Improvements**

The site improvements found on the subject are considerable and include the swimming pool and sports court, the extensive asphalt and concrete driveway as well as an extensive paver patio. The site is also extensively and professionally landscaped.

**Environmental (Flood Risk):**

Since the floods of 2009, 2010 and 2011, virtually all properties in this market area are protected by levee or they carry flood insurance, and there were no discernable differences in the level of risk as evidenced by sale price. It is worth mentioning here since the market area was severely impacted by flooding in 1997. Comprehensive flood protection was implemented after that time and all of West Fargo comparables are considered to be flood protected.

**Special Assessments:**

The subject property is appraised "fee simple" value and as unencumbered. Since the comparable sales had special assessments that were assumed upon sale and included in the sale price. The unpaid specials were determined by public data as of the date of sale, and not current unpaid specials. The subject specials were the amount due as of the date of value.

Value Ranges & As Is Reconciled Value				
Number of Comps:	4	Unadjusted	Adjusted	% Δ
Low:		\$172.75	\$187.08	8%
High:		\$568.72	\$351.36	-38%
Average:		\$342.63	\$231.14	-33%
Median:		\$314.53	\$193.07	-39%
Reconciled Value/Unit Value:			\$212.00	
Subject Size:			12,464	
Indicated Value:			\$2,642,368	
Reconciled Final As Is Value:			<b>\$2,650,000</b>	
<b>Two Million Six Hundred Fifty Thousand Dollars</b>				

## Final Reconciliation

The process of reconciliation involves the analysis of each approach to value. The quality of data applied, the significance of each approach as it relates to market behavior and defensibility of each approach are considered and weighed. Finally, each is considered separately and comparatively with each other.

## Value Indications

<b>Land Value:</b>	\$685,000
<b>Cost Approach:</b>	\$2,700,000
<b>Sales Comparison Approach:</b>	\$2,650,000
<b>Income Approach:</b>	Not Utilized

## Cost Approach

The Cost Approach can be a reliable predictor of market value when properly applied. It is especially useful when market conditions exhibit strong price increases due to materials costs. Since closed sales are retrospective of the date of value, they may not always reflect current market value when price levels are increasing rapidly or there are marked changes in supply and demand. Careful analysis of closed sales can be used to derive rates of depreciation from the market. By using a process of allocation, a closed sale can assign values to the underlying site value by use of sales of comparable sites and adjusting for site improvements after construction. Or alternatively, site improvements can be tabulated separately with appropriate age-life values applied to estimate the value of the site improvements contribution.

After the site value and site improvements are allocated to the sale, the residual is the building value contribution. By dividing the residual improvement value by the replacement cost new of the improvements and overall rate of depreciation can be estimated. If the comparable sales are recent, and equivalent in many features, they likely will not be suffering from functional depreciation or external depreciation.

When comparable sales represent the median of the market and there is active participation by buyers and sellers, there is seldom any external or economic depreciation. As the price level of a segment of the market increases, there are fewer and fewer potential buyers for a property. This lack of buyers results in downward pressure on prices and will soften the effect of the otherwise increasing values within the market.

As a result, economic depreciation is at play in the value of excellent quality high value homes and analysis indicates that there is likely a 20% discount applied to the Replacement Cost New, in addition to any physical or functional depreciation.

When these values are applied, they closely mirror the values found in the Sales Comparison Approach.

## Sales Comparison Approach

This market and the other nearby Fargo-Moorhead metropolitan market have few available sales that reflect the size, quality, location and other amenities of the subject. The few comparable sales found still fall short of the subject in many respects. However, the various elements of comparison can be useful to consider the value of the subject property. Use of other high value, excellent quality homes eliminates the variability that would otherwise occur if using lesser quality homes that would also lack the same contributing elements as found in the subject.

As would be expected, high value homes that have been built and resold in the comparable markets on similar sites experience large discounts upon resale. Again, this is due in part to the fact that; 1) there are fewer qualified buyers, 2) It takes a longer exposure time to attract qualified buyers and 3) Financing for high value homes is decidedly more difficult for buyers.

All of these factors combine to cause a discounting to those properties that have been recently built and then sold by the original buyer within a relatively short time span.

Because of these factors, the Sales Comparison has validity, although to a lesser extent than it would have in the larger market where there is active demand and an abundance of properties for sale as well as a pool of qualified buyers.

## Income Approach -Not Applicable

The Income Approach is one of the three methods typically evaluated to estimate the value of the real estate and is important for income producing property where the leasehold is the major determinant of value. It is especially important in retail properties such as office buildings, apartments, restaurants, and other retail stores. The Income Approach considers the income and expenses and the net operating income (NOI) of the property. When NOI is compared to a known sales price, a capitalization rate can be extracted. Cap Rates can be applied when the income and expenses for both the subject property and the comparable sales are known. In the alternative, the income approach to value can be estimated using other market measurements that may be available. The Income Approach is not typically used for single family residential properties. For that reason, the Income Approach was considered, but not utilized in this appraisal.

## Value Conclusion

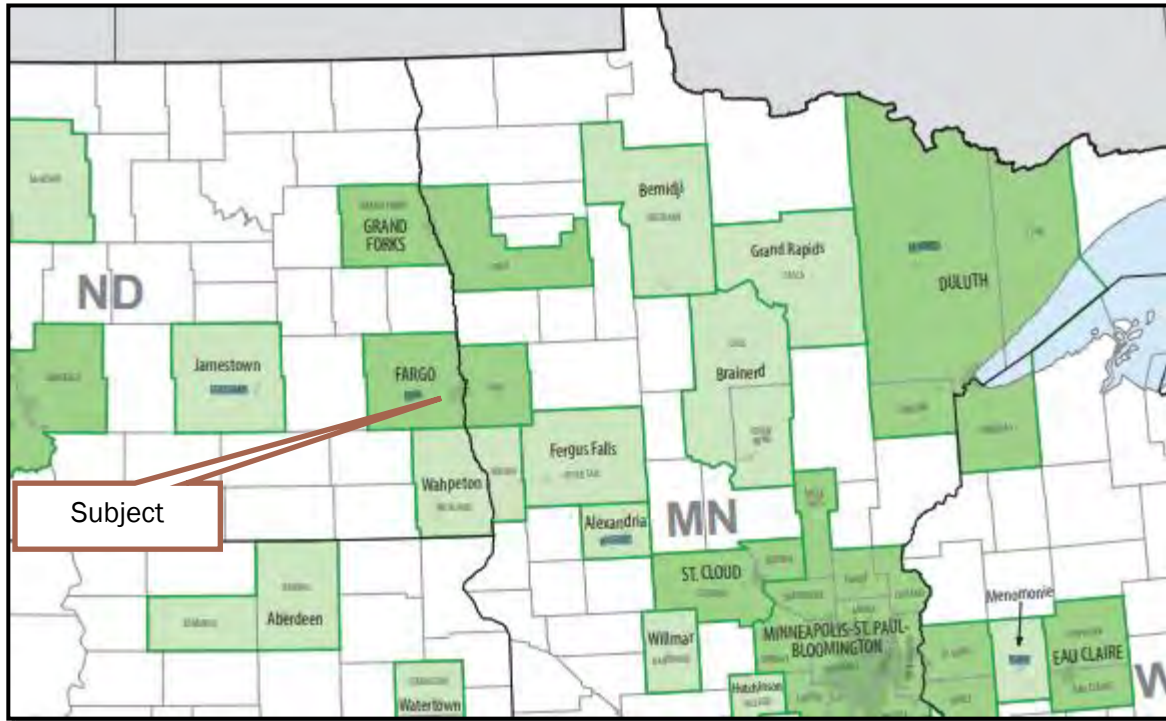
Based on the data and analyses developed in this appraisal, we have reconciled to the following value conclusion(s), considering both the cost and sales comparison approach as of February 9, 2022, subject to the Limiting Conditions and Assumptions of this appraisal.

**Reconciled Value(s):**      Premise: As-Is  
  
   Interest: Fee Simple  
  
   Value Conclusion: \$2,650,000  
  
   Two Million Six Hundred Fifty Thousand Dollars

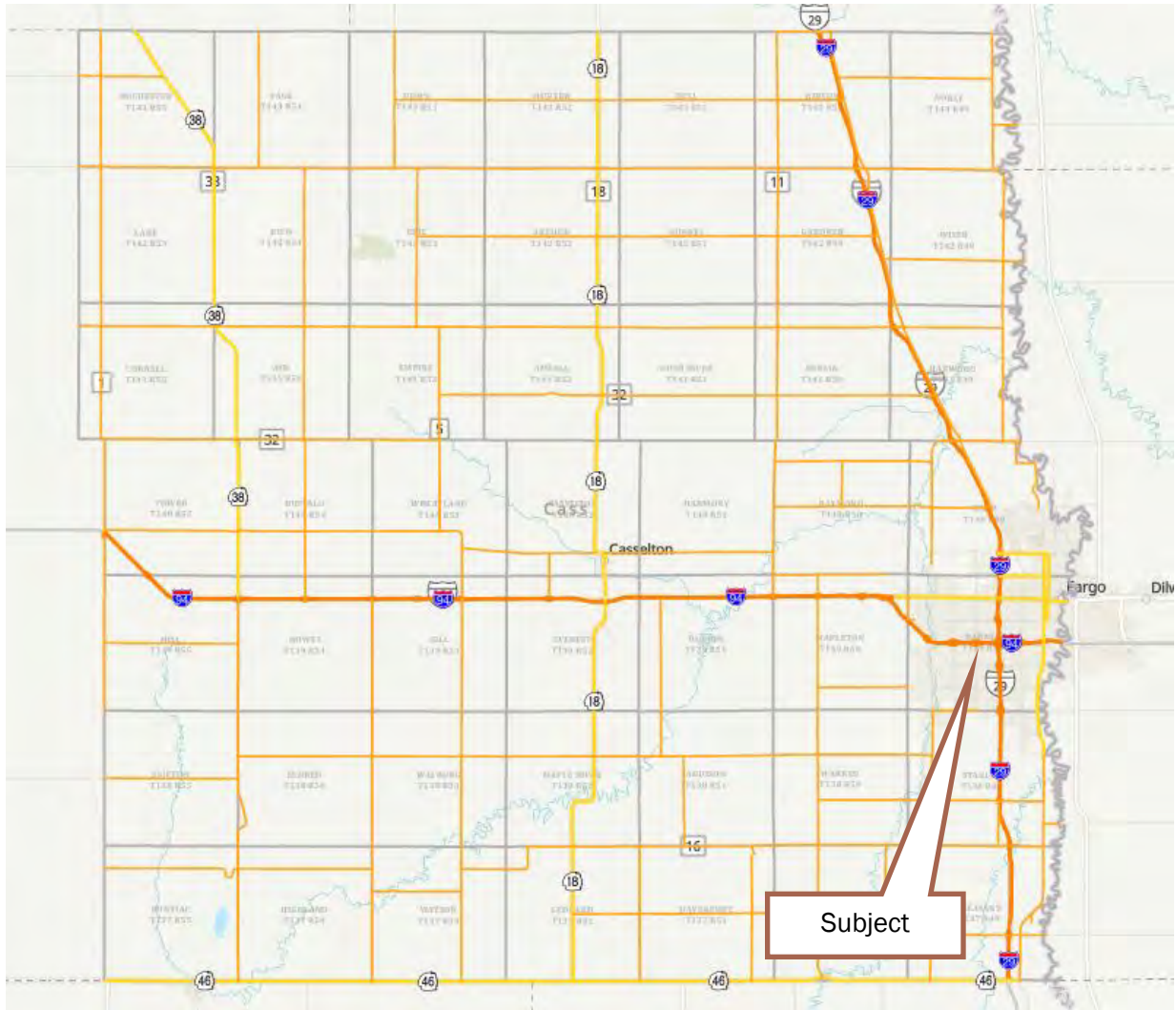


PART IV EXHIBITS AND ADDENDA

Regional Location Map

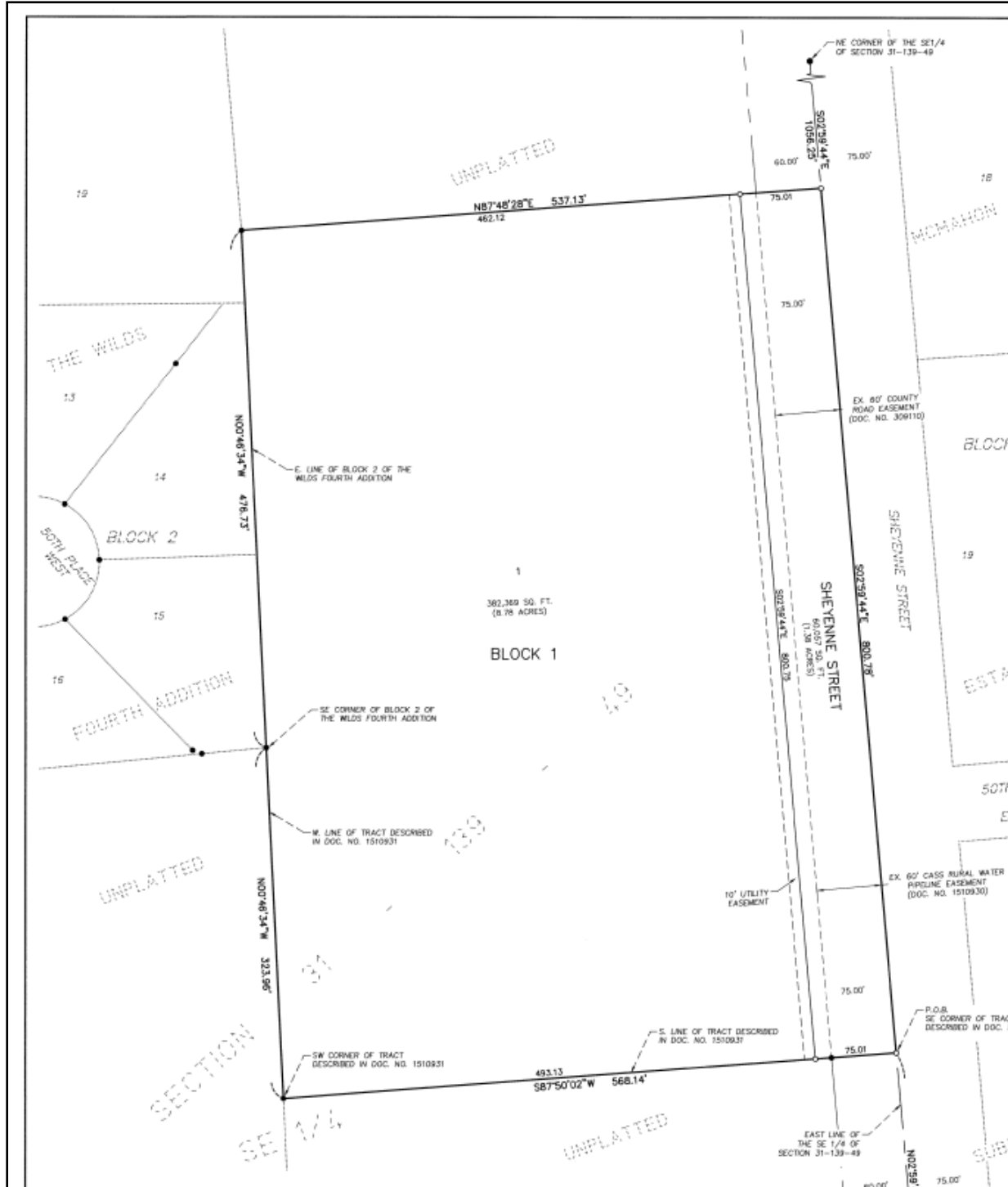


Cass County Location Map



West Fargo Plat Map

Subject



## Cass County Property Tax Information

<b>Parcel #:</b>	02-4955-00010-000	<b>Mail To:</b>	TEVYE LLC 218 NP AVE N FARGO ND 58102-4834	<b>2021 Statement #210147463</b>	
<b>Owner:</b>	TEVYE LLC			Mill Levy Rate:	309.12
<b>Address:</b>	4980 SHEYENNE ST WEST FARGO ND 58078			Consolidated:	\$86,599.36
<b>Jurisdiction:</b>	West Fargo City			Specials:	\$2,576.98
<b>Mortgage Company:</b>				Drains:	\$256.62
				Other:	\$0.00
				Discounts:	\$4,329.97
				Pen/Int:	\$0.00
				1st Due:	\$0.00
				2nd Due:	\$0.00
				Amount Due:	<b>\$0.00</b>
				Grand Total Due:	<b>\$0.00</b>

[Map View](#) - [Legal Description](#) - [Property details](#)

### Statements

Year	Statement #	Type	Tax	Penalty	Interest	Discount *	Paid	Balance	Add to Cart
2021	<a href="#">210147463</a>	Real Estate	\$89,432.96	\$0.00	\$0.00	\$4,329.97	<u>\$85,102.99</u>	\$0.00	Paid
2020	<a href="#">200147189</a>	Real Estate	\$38,489.78	\$0.00	\$0.00	\$1,752.39	<u>\$36,737.39</u>	\$0.00	Paid
2019	<a href="#">190146796</a>	Real Estate	\$14,318.46	\$0.00	\$0.00	\$536.32	<u>\$13,782.14</u>	\$0.00	Paid

### Assessments

Year	Agricultural		Residential		Commercial		Total	Taxable Value Before Credits	Credits	Net Taxable Value
	Land	Land	Building	Land	Building					
<a href="#">2021</a>	\$0.00	\$157,200.00	\$6,068,300.00	\$0.00	\$0.00	\$6,225,500.00	\$280,148.00	<u>\$0.00</u>	\$280,148.00	
<a href="#">2020</a>	\$0.00	\$157,200.00	\$2,439,700.00	\$0.00	\$0.00	\$2,596,900.00	\$116,861.00	<u>\$0.00</u>	\$116,861.00	
<a href="#">2019</a>	\$0.00	\$157,600.00	\$636,700.00	\$0.00	\$0.00	\$794,300.00	\$35,744.00	<u>\$0.00</u>	\$35,744.00	

### SPECIAL ASSESSMENTS

If any special assessment districts are listed below they are for debt service type districts where improvements are financed and a yearly installment of principal and interest is attached to your tax billing. The "Principal Remaining" is the principal balance of the assessment that has not been billed on the tax statement. The "2022 Installment" is the proposed billing of principal and interest for the next tax year. The "Paid Specials" is a listing of the principal and interest payments made each year.

This does not include any special assessments levied by the City of West Fargo. Contact the [City of West Fargo Finance](#) office or review their [website](#) for more information.

**Special Assessment Information**

Project Number	Description	Interest Rate	2022 Projected Interest	2022 Projected Principal	2022 Projected Total	Current Principal	Accrued Interest	Payoff Total	Pending Specials Estimate
05-4060	Storm Sewer Lift Station SM 72	4.53	1,560.62	1,016.37	2,576.99	34,450.68	256.54	34,707.22	0.00
02-2250	SHEYENNE ST - BEATON TO 40TH AVE	3.25	0.00	0.00	0.00	0.00	0.00	0.00	26,287.01
Total:			1,560.62	1,016.37	2,576.99	34,450.68	256.54	34,707.22	26,287.01

**Special Assessment Installments**

Tax Year	Certified Principal	Certified Interest	Certified Total
2021	972.32	1,604.66	2,576.98
2020	1,610.14	1,677.60	3,287.74
2019	1,610.14	1,750.54	3,360.68

“2022 Projected Total” is the current projected installment which is payable to Cass County as part of your 2022 tax statement, it is an estimate only and is subject to change due to any pending special assessments that may become approved over the course of the year. “Current Principal” is the balance of special assessments after the previous year installment was certified to Cass County. “Pending Specials” are estimates of special assessments that are awaiting confirmation from the West Fargo City Commission. If you intend to prepay your specials please call the West Fargo Finance office at 701-515-5010 to confirm the proper payoff amount. Special assessment prepayments are not accepted between Oct. 20 and November 1 to allow for completion of the certification of special assessment installments to Cass County.

Warranty Deed

Cass County - 1510931

<b>Document Type</b> WARRANTY DEED	<b>Recording Date</b> 05/26/2017 02:03:00 PM	<b>Document Date</b> 05/26/2017 12:00:00 AM
<b>Instrument Number</b> 1510931	<b>Book Page</b> <b>Book</b>	<b>Number of Pages</b> 3
<b>Grantor 1</b> NITSCHKE, PATRICIA A	<b>Page</b>	<b>Grantee 1</b> TEVYE LLC
<b>Legal</b>		
<b>Legal Description</b>		
Subdivision BARNES TOWNSHIP T139 R49 S23-26 Parcel: Quarter SE Section: 31 Township: 139 Range: 49 Parcel: Sixteenth NE Quarter SE Section: 31 Township: 139 Range: 49 Parcel: Sixteenth SE Quarter SE Section: 31 Township: 139 Range: 49 Parcel:		
<b>Notes</b>		
1 Consideration: \$1,350,000.00		
<b>Return Address</b> THE TITLE COMPANY-COMMERCIAL	<b>Related Information</b>	
	<b>Document # 1</b>	<b>Book Page 1</b>
		<b>Book</b>

Elevation Map



## Cost Approach Data

### Cost Information

An estimated replacement cost reflects those costs that the contractor incurs during the period of construction of the residence. Land and the cost of development are not included in any residence cost. Subdivision and Yard Improvement costs can be obtained from Section C of the *Residential Cost Handbook*. The following is a more specific listing of what the residence costs do and do not include:

#### Included in the Costs:

1. The actual costs used are final costs to the owner and will include average architect's fees and engineer's fees. These in turn include plans, plan check and building permits, and survey to establish building lines and grades.
2. Normal interest on only the actual building funds during the period of construction, and processing fee or service charge. Typically, this will average half of the going rate over the time period plus the service fee.
3. Appropriate local, state and federal sales taxes or GST, etc. on material and/or labor costs.
4. Normal site preparation including finish, grading and excavation for foundation and backfill for the structures only.
5. Utilities from structure to lot line figured for typical setback.
6. Contractors' overhead and profit, including job supervision, workmen's compensation, fire and liability insurance, unemployment insurance, equipment, temporary facilities, security, etc., are included.

#### Not Included in the Costs:

1. Costs of buying or assembling land, such as escrow fees, legal fees, property taxes, right of way, demolition, storm drains or rough grading, are considered costs of doing business or land improvement costs.
2. Pilings or hillside foundations are priced separately and are considered improvements to the land. This also refers to soil compaction and vibration, terracing, etc.
3. Costs of land planning or preliminary concept and layout for large developments inclusive of entrepreneurial incentives or developers' overhead and profit are not included, nor are interest or taxes on the land, feasibility studies, certificate of need, environmental impact reports, hazardous material testing, appraisal or consulting fees, etc.
4. Discounts or bonuses paid for financing are considered a cost of doing business, as are funds for operating start up, project bond issues, permanent financing, developmental overhead or fixture and equipment purchases, etc.
5. Yard improvements including signs, landscaping, paving, walls, yard lighting, pools or other recreational facilities, etc., which can be priced separately.
6. Off-site costs including roads, utilities, park fees, jurisdictional hookup, tap-in, impact or entitlement fees or assessments, etc.



7. Furnishings and fixtures, usually not found in the general contract, that are peculiar to a definite tenant, such as seating or kitchen equipment, etc.
8. Marketing costs to create the first occupancy including model or advertising expenses, leasing or brokers' commissions, or temporary operation of property owners' associations.

## Residence Type

### Single-Family Residence

These structures are detached, single-family residences designed for one-family ownership or occupancy. They are built in many architectural styles or mixtures of styles and are called by various names depending on the region where the home is constructed (e.g., cape cod, colonial, ranch, contemporary, modern, rustic, etc.).

### Style

#### Two Story-High Value Home



(Illustration is from the owner's Elevation Drawing)

A two-story residence has finished living area on two floors. The area of each floor is approximately the same. The roof structure has a medium slope, with limited attic space that is not intended for living area. This style is available for all residence types.

### Total Floor Area

The total floor area is the finished area on all floors based on the exterior dimensions of the building. It does not include any of the following areas: unfinished attics, finished or unfinished basements, porches, balconies, decks, patios or garages. You can include each of these areas in the cost of the residence using components or additions.

### Quality

Quality indicates the quality of the materials and workmanship in the residence, and determines the cost level in the report. Select one of the following main qualities:

- 1 Low (available for single-family residences only)
- 2 Fair
- 3 Average
- 4 Good
- 5 Very Good
- 6 Excellent

## Single-Family Residence Excellent Quality

Residences of Excellent Quality are usually individually designed and are characterized by the high quality of workmanship, finishes and appointments and the considerable attention to detail. Although residences at this quality level are inclusive of high-quality material and workmanship, and are somewhat unique in their design, these costs do not represent the highest cost in residential construction.

**The Excellent Quality does not include the extremely expensive homes, but is a very gracious residence, usually designed individually, with good detail and workmanship.** Special attention is given to both the quality and the quantity of exterior and interior ornamentation. Better quality floor and wall coverings may be found

### Residence

**Foundation:** A continuous, reinforced concrete perimeter and interior bearing wall foundation.

**Floor Structure:** Wood or steel floor joists and subfloor or concrete slab on grade for ground level, all upper floors are wood or steel floor joists and subfloor.

**Floor Insulation:** Not included in the basic residence cost, add where needed. Three levels of floor insulation are available, for mild, moderate and extreme climates.

**Floor Cover:** High-quality carpet or hardwood (parquet or plank), terrazzo, and vinyl, ceramic or quarry tile. Floor cover is not included in the basic residence cost. The Floor Cover Allowance is a weighting of those floor coverings typically found at this quality and can be used if floor cover is not itemized.

**Exterior Wall:** Fenestration is well designed with high-quality sash. Custom ornamentation and trim, select brick, cut stone, high-quality siding, etc., are used. Framing can be either wood or steel studs.

**Roof:** Heavy wood or steel rafters and sheathing with many hips and valleys.

**Interior Finish:** Interior walls are taped and painted drywall with high-grade paper or vinyl wall covering, hardwood paneling or ceramic tile. Built-in book shelving and ample cabinets, which may include such specialty cabinetry items as a cooking island, bar, desk, etc. High-quality pullman or vanity cabinets in bathrooms and dressing areas. Ceramic tile, marble or highest quality laminated plastic countertops and splash. Ceilings are mostly painted drywall with molding and coving details and other ornamentation with some degree of intricacy in their design and/or finish. Vaulted or cathedral ceilings will usually be found in master bedrooms, dining, great or family rooms, as well as entries. Raised panel hardwood veneer or enameled doors with good-quality hardware. Base, casings and moldings have tight mitered corners. Spacious walk-in closets or wardrobes with many built-in features. Large linen storage closets and pantry are fully shelved.

**Note:** Base interior wall height is 10' for Excellent Quality only. For each foot of variation, the program will add to or deduct from the base cost only, 3% for all masonry exterior walls including masonry veneers and 2% for frame exterior walls.

**Electrical:** Many well-positioned outlets and high-quality fixtures throughout. Large luminous fixtures in kitchen, bath and dressing areas.

**Plumbing:** The default at this quality is seventeen high-quality white or colored plumbing fixtures with one plumbing rough-in are included in the basic residence cost. The fixtures can include any of the following: water heater, laundry tray, tiled shower stall, toilet, bidet, lavatory, tub, tub with shower over, kitchen sink, wet bar or hydrotherapy tub (Jacuzzi). Adjustments should be used for any deviation from seventeen fixtures and a rough-in.

**Built-in Appliances:** None are included in the basic residence cost. The Built-in Appliance Allowance is a weighting of those typically found at this quality level and can be used when appliances are not itemized.

**Fireplaces:** None are included in the basic residence cost. Add as needed.

## Basements

**Unfinished:** Using the Group Section costs are provided for two common basement wall types: poured concrete and concrete block. Four wall thicknesses are available to choose from: 6 inches, 8 inches, 10 inches or 12 inches. The costs also include a concrete slab floor, floor drain, wood or steel pipe columns to support the living area above, a minimum number of electrical outlets, windows, and an open-riser, softwood stairway. The cost for a basement is not included in the basic residence cost.

**Finished:** Two types of finish are provided, both of which are additive costs to be used in conjunction with the unfinished basement cost and should be applied only to that portion which is finished.

**Minimal Finish:** The minimal basement finish includes asphalt or vinyl composition tile floor covering, fiberboard ceiling, painted walls, minimum electrical lighting, and incidental heating. The minimal-finish basement cost should be used in conjunction with an unfinished basement cost.

**Partitioned Finish:** The partitioned basement finish is somewhat similar in both quality of materials and workmanship to that of the basic residence. It is fully partitioned for recreation room, bedroom, laundry room, bathrooms, etc. The costs include ceiling, wall and floor finishes and electrical lighting, as well as heating (allowance for additional ducts and room registers). The cost should be used in conjunction with an unfinished basement cost.

## Porches and Breezeways

Porches and breezeways are similar in quality of both material and workmanship to the residence and are to be priced per square foot of floor area. Costs are provided for three types of floor structures, three types of wall enclosures, a roof and ceiling finish. Floor cover is not included and can be priced from the residence floor cover costs.

## Garages and Carports

**Garage:** Garage costs include a light concrete slab floor and an overhead door, which conform to the basic residence in both quality and construction. For garages with asphalt floors, use the asphalt (this will be a deduction) adjustment.

Detached garages are freestanding, and costs do not include any interior finish. Attached garages share a common wall with the residence, and costs include interior finish for only that wall which is common. Built-in garages have living area both adjacent to and above, and costs include finish for all common surfaces. The Add for Finish costs includes the necessary wall and/or ceiling finish to finish all interior surfaces. All costs are based on square footage of floor area. Basement garage costs are Lump-sum Adjustments and are to be used in conjunction with unfinished basement costs. Both the ceiling and the common wall are finished.

## Sports Court and Swimming Pool Criteria

[Home](#) > 358 Gymnasium (Elementary and Secondary School)

### 358 Gymnasium (Elementary and Secondary School)

These buildings are usually designed with the basketball court as the focal point. There is usually an entry area or lobby, and there may be a storefront and large openings in the entry area. The building itself is subdivided and includes locker/shower room facilities, some small administrative offices and miscellaneous rooms for storage and/or meetings. They can also serve as a number of teaching stations utilizing the spectator seating in the basketball court area.

Marshall Valuation Service sections: 18 and 48.

#### Typical Lives:

Quality	Class				
	A	B	C	D	S
Low	40	40	35	30	30
Average	45	45	40	35	35
Good	45	45	40	35	35
Excellent	50	50	45	40	40

#### Class D (Wood or Steel Framed Exterior Walls):

Quality	Exterior Walls	Interior Finish	Mechanicals	HVAC
Low	Light frame, stucco or siding, very plain	Concrete floor, some vinyl composition, minimal finish	Minimum gym lighting, plumbing and shower facilities	Space heaters
Average	Heavy frame, trusses or girders, good stucco or siding, little trim	Plaster or drywall, basketball floor, asphalt tile, few partitions	Adequate lighting & plumbing, shower rooms	Package A.C.
Good	Steel or glulam frame, trusses and girders, brick veneer, best stucco	Plaster or drywall, basketball floor, vinyl, good detail	Good lighting and outlets, tiled showers and restrooms	Heat pump system
Excellent	Heavy frame, masonry veneer walls, good entrance and lobby	Basketball floor, high-cost finishes, many extra facilities	Good lighting and outlets, good plumbing, extra features	Heat pump system

[Home](#) > 485 Natatorium

### 485 Natatorium

These structures are designed as specialized gymnasium-type structures for aquatic sports. Swimming pools and viewing facilities commensurate with the quality are included.

The number of amenities and support facilities (locker room, sauna, snack bars, etc.) varies with the quality level. Equipment and trade fixtures associated with these amenities are not included.

Marshall Valuation Service sections: 18 and 48.

#### Typical Lives:

Quality	Class				
	A	B	C	D	S
Low	40	40	35	30	30
Average	45	45	40	35	35
Good	45	45	40	35	35
Excellent	50	50	45	40	40

**Class D (Wood or Steel Framed Exterior Walls):**

<b>Quality</b>	<b>Exterior Walls</b>	<b>Interior Finish</b>	<b>Mechanicals</b>	<b>HVAC</b>
<b>Low</b>	Light frame, siding or stucco, very plain	Concrete floor, some tile, single pool, minimal finish	Minimum sports lighting & plumbing	Forced air
<b>Average</b>	Heavy frame, trusses or girders, good stucco or siding, little trim	Plaster or drywall, tile wainscot, Olympic or good municipal pools	Adequate lighting & plumbing, shower rooms	Package A.C.
<b>Good</b>	Steel or glulam frame, trusses and girders, brick veneer, best stucco	Good tile surfaces and detail, competition pools, viewing facilities	Good lighting and outlets, tiled showers and restrooms	Heat pump system

## APPRAISERS' QUALIFICATIONS

### GERALD (GARY) BOCK

110 37<sup>th</sup> Avenue South, Moorhead, MN 56560 · (701) 238-5245

[gebappraisals@gmail.com](mailto:gebappraisals@gmail.com)

State Certified General Real Property Appraiser,

ND #21242 Expires 12/31/2022

MN #4002816 Expires 8/31/2022

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Analytical, organized and detail-oriented real estate appraiser with broad experience in many aspects of the real estate appraisal profession. Expertise was gained from a background on a single-family farm and ranch, teaching, financial consulting as an expert for numerous law firms and farmer-rancher clients. Additional specialized experience related to performing appraisals under the Uniform Appraisal Standards for Federal Land Acquisitions (49 CFR Part 24, Uniform Relocation Assistance and Real Property Acquisition for Federal and Federally-Assisted Programs) in addition to meeting the continuing education requirements of the Uniform Standards for Professional Appraisal Practice. Providing Mentorship to other Certified General Appraisers in the areas of the Uniform Act Requirements.

#### Recent Appraisal Experience Related to the client's request

##### SE Judicial District-ND

- Referee for Partition of Industrial Property
- Expert witness in Eminent Domain Trial
- Deponent in two pipeline easement cases-expert witness presentation is pending

##### NW Judicial District -ND

- Expert Witness as Review Appraiser in a powerline condemnation case

Powerline Appraisals for MDU Resources Group -Minot

Oil Pipeline Appraisals for the Three Affiliated Tribes- Ft. Berthold Reservation- ND

## EXPERIENCE

2013-2021

### CERTIFIED GENERAL REAL PROPERTY APPRAISER

GE BOCK REAL ESTATE, LLC

Principal in a small business real estate appraisal and valuation practice to provide professional real estate appraisal and litigation consulting services for individuals and business clients. Provide full range of services, including Right of Way, Government LPA Appraisal projects, Flood Mitigation, estate, divorce, and other specialized appraisal services.

#### Success Examples:

Lead Appraiser for Agricultural, Rural Residential, Partial Acquisition and Residential vacant lot appraisals for the Cass County Joint Water Resource District. Condemnation action in SE District Court upheld the opinion of value. The case was appealed to the ND Supreme Court where the SE District Court case ruling was upheld.

Numerous residential appraisals performed for the City of Moorhead, MN for Flood Mitigation purposes after record flooding in 2009, 2011 and 2012 affected hundreds of residential appraisals adjacent to the Red River of the North.

Provided replacement cost new and current assessment analysis for a tax court case for the City of Moorhead. The case covered eight years of valuation and involved cost estimates exceeding \$100 Million.

**2011-1999**

**CERTIFIED GENERAL REAL PROPERTY APPRAISER-ASSISTANT CITY ASSESSOR-  
REAL ESTATE DEVELOPMENT SPECIALIST**

CITY OF MOORHEAD, MOORHEAD, MN 56560

Provided Mass Appraisal for Residential, Commercial, Industrial and Apartment properties for the City of Moorhead. Oversaw the transition from a paper filing system to a computerized system that emphasized Geographic Information System Integration. Provided Litigation support to the County Attorney's office in regard to several high profile MN Tax Court Appeals.

**1992-1999**

**LICENSED TRANSITIONAL APPRAISER, CERTIFIED GENERAL REAL PROPERTY  
APPRAISER**

GE BOCK & CO. -A SOLE PROPRIETORSHIP

Principal Appraiser-Real Estate Broker

Engaged in all types of real estate appraisal assignments focusing primarily on agricultural and residential properties. Represented real estate buyers as a buyer's agent. Listed and sold residential and agricultural land type properties. Provided financial consulting to farm owner-operators in assisting with debt restructuring.

**1991-1999**

**LICENSED TRANSITIONAL APPRAISER, CERTIFIED GENERAL REAL PROPERTY  
APPRAISER**

BRATTEN AND QUALEY LAND CO. 1991-1993

AND

GE BOCK & CO. -A SOLE PROPRIETORSHIP 1993-1999

Staff Appraiser and Sales Associate

Engaged in all types of real estate appraisal assignments focusing primarily on agricultural and residential properties. Represented real estate buyers as a buyer's agent. Listed and sold residential and agricultural land type properties. Provided financial consulting to farm owner-operators in assisting with debt restructuring.

**1985-1991**

**LICENSED REAL ESTATE AGENT, LICENSED TRANSITIONAL APPRAISER**

ASSOCIATE REALTY AND INVESTMENTS, INC.  
Real Estate Sales Associate,  
Transitionally Licensed Staff Appraiser  
Ag Mediation Counselor for ND Department of Agriculture.

**1972-1985**

## **SECONDARY AND ADULT FARM MANGEMENT INSTRUCTOR**

BEACH PUBLIC SCHOOL, NEW ENGLAND PUBLIC SCHOOL, DICKINSON PUBLIC SCHOOL

Secondary Vocational Agriculture Instructor  
Veterans' Agriculture and Adult Farm Management Instructor

## **EDUCATION**

**MAY 1972**

### **BACHELOR OF SCIENCE IN AGRICULTURE**

**THE NORTH DAKOTA STATE UNIVERSITY OF AGRICULTURE AND APPLIED SCIENCE**

Degree with emphasis on Education, Science, and Economics

Relevant Coursework: Biological Sciences, Agricultural Economics and Secondary Education,  
leading to a Secondary Vocational Agricultural Education Position

GPA: 3.53/4.0

## **PROFESSIONAL EDUCATION-REAL ESTATE APPRAISAL**

**1987-2020**

### **APPRAISAL INSTITUTE**

Principles of Real Estate Appraisal Course 1A-1.-1989

Procedures in Real Estate Appraisal Course 201-1983

Appraising the Single-Family Residence-1991

Uniform Residential Appraisal Report- 1993

Understanding Limited Appraisals-General 1994

Land Valuation -Adjustment Procedures 2004

Land Valuation Assignments 2004

Highest and Best Use and Market Analysis 2006

Ignorance Isn't Bliss: Understanding an Investigation by a State Appraiser Regulatory Board or Agency 2018

The Cost Approach: Unnecessary or Vital to A Healthy Practice? 2018

Supervisory Appraiser/Trainee Appraiser Course 2018

### **AMERICAN SOCIETY OF FARM MANAGERS AND RURAL APPRAISERS**

Uniform Appraisal Standards for Federal Land Acquisitions 2006

Appraisal Review 2007

Uniform Standards of Professional Practice & Code of Ethics 2000

Fractional Interests Seminar - 2000



Eminent Domain, - 1999  
Environmental Liabilities and Risk Management in Real Estate-1994  
Principles and Procedures of Rural Appraisal Course A-20-1993  
Sales Comparisons: Market Data Approach -1990  
Mathematics of Finance and Appraising Special Purpose Properties 1992

## **INTERNATIONAL RIGHT OF WAY ASSOCIATION**

Integrating Appraisal Standards -2021  
Eminent Domain Law Basics for the Right of Way Professional -2015  
Oil and Gas Law Basics and related surface rights issues -2014  
Standards of Professional Appraisal Practice-1991  
Relocation Assistance-Residential -2001  
Relocation Assistance for Businesses -2001  
Valuation of Contaminated Properties -2003  
Computing Replacement Housing Payments -2003  
Advanced Relocation Assistance (Residential) -2003  
Ethics and the Right-of-Way Profession -2003  
Uniform Relocation Act Seminar -2005  
Mobile Home Relocation -10/2008

### **Educational Provider- McKissock**

The Basics of Expert Witness for Commercial Appraisers- 2021  
The Fundamentals of Appraising Luxury Homes -2021  
New Construction Essentials: Luxury Homes-2021  
USPAP 2022-2023 7 Hour National USPAP Update Course -2021  
The Thermal Shell-2014  
Appraisal of Owner-Occupied Commercial Properties-2020  
Risky Business: Ways to Minimize Your Liability-2014  
Essential Elements of Disclosures and Disclaimers-2014  
Land and Site Valuation-2014  
Introduction to Legal Descriptions-2014

### **Educational Provider-Ted Whitmer**

Attacking and Defending and Appraisal in Litigation-2018

### **Minnesota Association of Assessment Officials**

Course A- Assessment Laws, History and Procedures -2001  
Course H- Fundamentals of Mass Appraisal -2001  
Course J- Income Approach to Valuation -2001  
Course K- Tax Policy and Assessment Administration -2000  
IAAO Course 102 Income Approach to Valuation -2000  
Narrative Report Writing -2001

## **MEMBERSHIPS AND ORGANIZATIONS**

- Appraisal Institute-Practicing Affiliate
- North Dakota Appraisers Association (NDAA)
- International Right of Way Association (IRWA)
- Former Member-American Society of Farm Managers and Rural Appraisers
- Former affiliation with the ND Association of Realtors & National Association of Realtors (NDREA & NAR)

# WILLIAM TRIEBWASSER

Federal Tax ID #26-3076130 | Triebwasser Appraisal Service, LLC  
bill@triebwasserappraisalservice.com | www.triebwasserappraisalservice.com

## Licenses:

Minnesota Certified General Appraiser, License# 20400274 – Expires: 08/31/2022  
North Dakota Certified General Appraiser, License# CG-2916- Expires: 12/31/2022  
**FHA & VA Approved in North Dakota and Minnesota**  
North Dakota Real Estate Sales Professional, License# 8087- Expires: 12/31/2022

## EDUCATION

### MCKISSOCK EDUCATION

- National USPAP Update Course-2019
- Rural Area Appraisals: Freddie Mac Guidelines and Property Eligibility Requirements- 2019
- Right of Way Professionals Workshop MNDOT- 2019
- The Nuts & Bolts of Building Green- 2016
- Avoiding Mortgage Fraud for Appraisers - 2016
- Managing Appraiser Liability - 2016
- The FHA Handbook 4000.1- 2016, 2021
- Appraising FHA Today -2012, 2014
- Even Odder-More Odd Ball Appraisal – 2012, 2014
- Appraising Manufactured Homes – 2012, 2014, 2021
- Introduction to Legal Descriptions – 2012, 2014
- Introduction to Expert Witness Testimony – 2010, 2018
- How to Analyze & Value Income Properties – 2010
- REO & Foreclosures – 2010
- USPAP 7 Hour Update –2007, 2009, 2010, 2012, 2014, 2016, 2018, 2021
- The Art of Addenda – 2010
- That's a Violation- 2018
- Divorce and Estate Appraisals- 2018
- Complex Properties: The Odd Side of Appraisal- 2018
- Evaluations, Desktops, and Other Limited Scope Appraisals- 2018, 2021
- Essential Elements of Disclosures & Disclaimers-2021

### ARCANUM GROUP

- 30- & 15-Hour Real Estate Pre-License Course - 2008

### APPRAISAL INSTITUTE COURSES

- General Appraiser Income Approach - 2007
- Basic Appraisal Procedures - 2007
- Residential Report Writing & Case Studies - 2006
- 310 Basic Income Capitalization, Chicago, IL - 2006
- USPAP 7 Hour Update - 2005
- 320 General Applications, Chicago, IL – 2004

### NORTH DAKOTA REAL ESTATE QUALIFICATIONS AND ETHICS BOARD COURSES

- The Uniform Appraisal Dataset from Fannie Mae and Freddie Mac "What You Need to Know Now" - 2011
- Analyzing Market Conditions - 2009
- Residential Appraisal Report Writing – 2007
- Small Residential Income Property Appraisal- 2007

### PRESOURCE EDUCATIONAL SERVICES, PLYMOUTH, MN COURSE

- Appraisal 101, 102; Introduction to Appraisal Principles I and II - 2003
- Appraisal 103, 104; Introduction to Appraisal Practices I and II - 2003
- Appraisal 105; Introduction to Appraisal Standards and Ethics - 2003

- Uniform Standards of Professional Appraisal Practice - 2003

## UNIVERSITIES

- University of Mary, Bismarck, ND-  
Bachelor of Science Degree, Major in Business/Management: 2003
- University of North Dakota, Grand Forks, ND: 2001-2003
- Minnesota State University, Moorhead, MN: 1997-1998

## BACKGROUND AND EXPERIENCE

### TRIEBWASSER APPRAISAL SERVICE- WEST FARGO, ND

- Owner/Residential & Commercial Real Property Appraiser: 2008 - Present

### GOOSE RIVER REALTY – HILLSBORO, ND

- Commercial Sales Associate: 2017 - Present

### NETA PROPERTY MANAGEMENT- FARGO, ND

- President: 2009 - Present

### NEWMARK GRUBB KNIGHT FRANK- FARGO, ND

- Commercial Sales Associate: 2009 - 2016

### CORWIN APPRAISAL- FARGO, ND

- Staff Appraiser, Residential Real Property Appraiser: 2006 – 2008

### NETA PROPERTY MANAGEMENT- FARGO, ND

- Consultant: 2005 - 2009

### NATWICK ASSOCIATES APPRAISAL SERVICES- FARGO, ND

- Staff Appraiser, Commercial, Industrial, Agricultural and Residential Real Property Appraiser  
2003 – 2006

### CORWIN APPRAISAL- FARGO, ND

- Office Staff: 2003

## APPRAISAL EXPERIENCE

### TRIEBWASSER APPRAISAL SERVICE: WEST FARGO, ND

- Residential & Commercial Real Property Appraisals in Cass County, ND and Clay County, MN

### CORWIN APPRAISAL

- Residential Real Property Appraisals in Cass County, ND and Clay County, MN

### NATWICK APPRAISAL

- Commercial, Industrial, Farmland, Residential
- Experience in Ethanol Plant, Cemetery, Feed Mill, Meat Packaging, Office Buildings, School Buildings, Farmland, Warehouse, Residential and Other Special Use Property Appraisals.
- Market Analysis for Commercial and Industrial Real Estate

## REAL ESTATE MANAGEMENT EXPERIENCE

### NETA PROPERTY MANAGEMENT: FARGO, ND

- President of NETA Property Management, a real estate management firm
- Manages 750 rental housing units located in 14 cities and several commercial office/retail buildings

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West Fargo, ND 58078

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bill@triebwasserappraisalservice.com  
gebappraisals@gmail.com

May 27, 2022

Ms. Tami Norgard  
Attorney-at-Law  
Vogel Law Firm  
218 NP Ave  
Fargo, ND 58107-1389

RE: Review of the Letter from the City of West Fargo of 4/28/2022 RE: Local Board of Equalization

Dear Ms. Norgard,

The purpose of this letter is to formalize our response to the referenced letter from West Fargo and to address the inconsistencies we believe exist in that response to the appraisals of the properties comprising Cass County Parcel Number 02-4955-00010-000 and addressed as 4980 Sheyenne Street and referred hereafter as the "subject".

We believe it is important to address both the fair market value and the assessment sales ratio of the subject property and the properties to which they are compared.

Any analysis of real property for ad valorem taxation should begin with the investigation to determine the fair market value of the property. In the context of properties in West Fargo, Cass County, and the State of North Dakota, Market Value is defined in State Statute.

The Definition of Market Value in ND was stated in the appraisals conducted for the subject property.

First of all, the term "market" must be fully understood by professionals engaged in the valuation of real property. Sometimes the term "market" is erroneously defined as an individual transaction that takes place between two parties to the exclusion of others. That is not a market. The Dictionary of Real Estate Appraisal defines market as:

*"a set of arrangements in which buyers and sellers are brought together through the price mechanism; the aggregate of possible buyers and sellers and transactions between them"*<sup>1</sup>

It is important to note that buyers and sellers is not referenced in the singular context, but in the context of more than one. A private contract between two individuals does not meet the standard as an "arms' length transaction" as otherwise typically recognized.

Construction of new homes arranged by contract between a builder and a private person create a contractual legal obligation of specific performance by the parties. This means that if the builder were to

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<sup>1</sup> Appraisal Institute, (2015) In *Dictionary of Real Estate Appraisal* (6<sup>th</sup> Edition) p.138

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\_\_\_\_\_ suddenly offer (market) for sale the property which is the subject of the construction contract he would be breaching that contractual obligation.

As a result, real estate practitioners only use closed subsequent sales of newer properties that have been exposed to the market as an indicator of market value as defined.

These facts refute the WF assertion that” *The main house valuation of the submitted appraisal just doesn’t make sense with recent sales and therefore can’t be relied upon to adjust our equalized valuation”*

The reason the valuation presented does not make sense is because the City of WF erroneously assumed that new construction costs were equivalent to market value.

This difference is generally referred to as “Cost vs. Contribution”

The response to the appraisals relies almost entirely on the assessed valuation of other homes that have been built in the community. It should be noted that **these are not arm’s length sales**. The sales relied upon were the result of a homeowner constructing a new home on a tract of land that they may or may not have previously purchased in an undeveloped or developed state.

#### **Cost vs. Contribution**

Cost is generally recognized as Replacement Cost New (RCN). *Replacement Cost Is the estimated cost to construct, at current prices as of a specific date, a substitute for a building or other improvements, using modern materials and current standards, design, and layouts.*<sup>2</sup>

Costs can be determined and derived from various sources. A builder, contractor or architect typically develops a cost model that includes all of the materials necessary for construction. These estimates may or may not include labor, permits, profit and overhead and other costs besides materials. Building permits are generally an unreliable source of RCN because they may or may not include non-building material costs. Often the building permit understates the values, or the building permit is issued in multiple parts, i.e., foundation, framing, site preparation, etc.

#### **Contribution<sup>3</sup>**

1. Contribution is defined as the amount a component of a property adds to the total value of the property. The contribution may or may not be equivalent to the cost to add the component.
2. The concept that the value of a particular component is measured in terms of the amount it adds to the value of the whole property or as the amount that its absence would detract from the value of the whole.

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<sup>2</sup> Appraisal Institute, (2015) In *Dictionary of Real Estate Appraisal* (6<sup>th</sup> Edition) p.197

<sup>3</sup> Appraisal Institute, (2015) In *Dictionary of Real Estate Appraisal* (6<sup>th</sup> Edition) p.50

**Contributory Value<sup>4</sup>**

1. A type of value that reflects the amount a property or component of a property contributes to the property as a whole.
2. The change in the value of a property as a whole, whether positive or negative, resulting from the addition or deletion of a property component. If the market reaction to value is negative, it is considered an over-improvement.

**Initial Analysis**

These concepts are the basis for this dispute regarding the assessment of the subject property. We believe that the City of West Fargo has erroneously assumed the following.

1. That market value is achieved by a bilateral transaction between two parties, not multiple buyers and sellers. We assert that a market exists when a number of properties owned by sellers are exposed to multiple buyers seeking properties to purchase. The exposure times in the market may vary greatly depending upon the property to be sold. Generally, the fewer buyers for a property type or segment, the longer exposure time is required in the market.
2. That the building permit value, in this case, is direct evidence of both the cost and the contributory value without relying on other sources of information. We do not know, and the City has not revealed the extent of its reliance on building permits as a source of value other than the inclusion of non-market transactions for comparison.
3. The City of WF argues that the unique features of the property, mainly the sports court-gymnasium and the enclosed pool offer value to the subject equivalent to their cost. We note that such improvements are considered a luxury and properties that have them are unique in the market. This lack of buyer response to these features is a force outside of the property that is captured as external obsolescence (also referred to herein as external depreciation). To the extent that a property conforms to buyer expectations in the market, features of a property will have contributory value. When features of a property greatly exceed the expectations of buyers, then the buyers typically will only pay a nominal or no additional amount for the presence of those over-improvements<sup>5</sup>. We believe that the value of the property as-is and as of the date of value is based upon the dwelling with a minor contributory value for the gym and swimming pool that is reflective only of the square foot value of the dwelling plus land, plus the additional site improvements.

**Rebuttal to the WF Analysis of 4/28/2022**

On the 3<sup>rd</sup> page of WF response, they provide comparison properties and a sales data grid. WF used other high-value tax assessments for comparison, three that are not sales. The only thing they prove is that the other properties are also over assessed based on value/SF as compared to 3838 2nd St

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<sup>4</sup> Appraisal Institute, (2015) In *Dictionary of Real Estate Appraisal* (6<sup>th</sup> Edition) p.50




<sup>5</sup> Appraisal Institute, (2015) In *Dictionary of Real Estate Appraisal* (6<sup>th</sup> Edition) Super adequacy p.226

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E, which is the only sale. It sold for \$1,932,629 which equates to \$249/sf vs \$489, \$581, and \$395 for the other comparative properties shown.

It should be noted that these are referenced as "New Home Sales" in the WF response when they are not. They are simply transfers from the builder to the new owner upon construction. They would not meet the definition of an "arm's length" transaction consistent with the ND Definition of Market Value.

Resale	
02-5151-00075-000	
	Address: 3838 2 ST E
	Sale Date: 11/22/2019 \$/SF
	Sale Price: \$ 1,932,629 \$ 299
	Year Built: 2009
	TLA: 6,466
	Amenities: Unfinished Basement
	Land ASD Amount \$ 323,700
Indicated Building Cost \$ 1,608,929 \$ 249	
Permit Amount \$ 940,000 \$ 145	

New Home Sales	
02-4912-00680-000	
	Address: 533 LIZZIE PL E
	Sale Date: 2/14/2018 \$/SF
	Sale Price: \$ 3,545,942 \$ 514
	Year Built: 2015
	TLA: 6,897
	Amenities:
	Land Sale Amount \$ 171,183
Indicated Building Cost \$ 3,374,759 \$ 489	
Permit Amount \$ 1,565,000 \$ 227	
02-5838-00010-000	
	Address: 318 50 PL W
	Sale Date: 2/19/2021 \$/SF
	Sale Price: \$ 3,326,867 \$ 625
	Year Built: 2019
	TLA: 5,323
	Amenities: Outdoor Pool, Gym
	Land Sale Amount \$ 234,960
Indicated Building Cost \$ 3,091,907 \$ 581	
Permit Amount \$ 2,000,000 \$ 376	
02-1491-00010-000	
	Address: 124 BEATON DR W
	Sale Date: 6/12/2020 \$/SF
	Sale Price: \$ 3,097,893 \$ 456
	Year Built: 2017
	TLA: 6,789
	Amenities: Indoor Pool
	Land Sale Amount \$ 418,966
Indicated Building Cost \$ 2,678,927 \$ 395	
Permit Amount \$ 1,400,000 \$ 206	



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If these Properties were adjusted using 3838 2nd Street, they would have assessed values of  
\$1,717,353  
\$1,325,427  
\$1,690,461, Respectively.

Instead, they are assessed for 2022 at:  
\$2,364,900  
\$2,768,700  
\$3,008,400

Based upon the one sale, the amount of over-assessment of these comparable properties is shown below. The data presented in a sense proves the existence of depreciation in the market, some of which is external depreciation.

\$647,547 or 37.7%  
\$1,443,273 or 108.9%  
\$1,317,939 or 77.96%

In attempting to prove that the subject is fairly assessed they are using erroneous information to do so. The assessment is based on the assemblage of the purchase of the lot, the building permit, and the resale of the lot to the builder (held for collateral for the construction). It may not and likely does not include the costs of the architect, project management, and engineering costs that typically are part of new construction but are unlikely to be recaptured upon resale. Because the owner contracted for the construction of the property with a builder there is no intention of the builder to offer the property for sale on the open market, therefore is not arm's length and should be shown as a transfer of interest and not a "sale" in the true sense.

Analysis of Sales should be completed using the three approaches to value: namely the Cost Approach, Sales comparison Approach, and the Income Approach. Because residential properties are seldom if ever rented, especially at this price level, the Income Approach is not applicable.

### **Cost Approach**

Therefore, the Cost Approach to value would require analysis using a recognized methodology. The most highly recognized method used for the Cost Approach is the national cost service of CoreLogic, formerly and also currently known as Marshall and Swift. There are a number of online, web based interfaces that are branded by CoreLogic. The most commonly used for Residential Appraisal is called SwiftEstimator.

SwiftEstimator is a Web-based portal that gives 24/7 access to a comprehensive suite of cost estimating tools and cost data via the Internet. SwiftEstimator was created in response to the growing demand for online delivery of M&S's trusted building cost data.

<https://www.bing.com/search?q=What+is+swiftestimator&form=ANNT1&refq=5897894948f043f19e780ce91bb31e0c>

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Using SwiftEstimator, analysis of the Subject property considered the sales of recently constructed homes that had, for whatever reason, been recently sold by the original owners after construction.

See Core Logic Reports included as Attachments

[CoreLogic Data Entry Report](#)

[CoreLogic Detailed- Report](#)

[Segregated Estimator - Detailed Report of Site Imp Gym Pool](#)

The above referenced reports provided the conclusions of RCN and appear to closely follow the building permits. However, the information provided by WF does not likewise provide a sufficient detailed accounting of the features present in the subject property.

1. For example, on the WF web site, the sketch and the data confirmed that the square footage of the dwelling is 12,464 SF. On the Assessment Appeal response letter shows a dwelling size of 11,644 SF. 11,644 sf seems to account for the first and second floor of the dwelling but does not correlate with the sketch or data.
2. The style section shows a total 8,378 sf of with a value of \$509,869 (presumably the first and second floor?) This indicates a base cost of \$60.86/ SF without other additions. Swift Estimator indicates a base cost of \$127.79/ SF without other additions. (See CoreLogic Detailed Report)

Style	2 Story Frame	
Main SF	4,544	\$311,173
Addtns SF	3,834	\$198,696

3. The next section contains the following information.

Bsmt/Attic	Full / None	\$85,329
Heat/AC	FHA-Gas / Yes	\$14,277
TLA	11,644	8,378/3,266
Yr/Age/Cond.	2018 / 4 / NML	
Rms / Bedrms	28 / 8	
Bath Fixtures	11	\$27,200
Bsmt Finish		\$180,579
Porches	5691 SF	\$242,970
Decks/Patios	0 SF	\$0
Fireplace	1	\$4,100

The basement has a value of \$85,329 for our estimate of \$6,909 SF. This base cost \$12.35/SF. CoreLogic indicates a value for the basement alone without finish of \$28.90/SF which correlates with what we know to be current local construction costs.

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There is no disagreement as to the Year/Age/Condition, except the Condition rating in our opinion should be very good to excellent given its recent construction and our observations upon visual inspection as of the date of value.

The room count is debatable but is somewhat irrelevant as value is determined by square footage, not per room. The number of bedrooms is considered for the functional utility of a dwelling, however.

The basement value applied of \$180,579 amounts to \$26.14/SF. CoreLogic estimates the minimal finished area at \$14.48/SF and the finished area at \$66.26/SF, for an average value of \$328,698/6,909 SF = \$47.58/SF.

4. The garage section of 2,312 SF is valued at \$20.75/SF vs. CoreLogic at \$51.10/SF
5. The Grade/Multiplier section is the greatest area of confusion, since it provides a plug adjustment of \$5,414, 147 or a whopping \$464.97/SF! CoreLogic considering all features thus far in the analysis concludes to a RCN of \$246.21/SF, which also squares with observed local construction costs.
6. WF provides an estimate of 1% physical depreciation, which would indicate normal depreciation for a house that has an estimated age-life of 400 years. Normally houses of this quality are estimated at a 100-year life, so normal physical life would be at least 1% per year or in this case 4% physical depreciation.

Functional Depreciation is offered at 16% and Economic Depreciation at 5%.

We would disagree with the Economic Depreciation on the basis of the difference shown between RCN and RCN less observed depreciation on other high value homes analyzed in the current market.

<b>Grade/Mult.</b>	<b>E+75 / 5.910</b>	<b>\$5,414,147</b>
<b>Phy. Depr.</b>	<b>1%</b>	<b>-\$65,167</b>
<b>F/E/Othr</b>	<b>16%/5%/0%</b>	<b>-\$1,303,235</b>

An overall depreciation of \$1,303,235 applied against the multiplier alone provides a 25.3% rate of depreciation.

7. The Building Extras, Yard Extras, and Map Factor are unexplained and provide an additional net adjustment of -\$244,800 or -\$21.02/SF

<b>Bldg Extras</b>	<b>1</b>	<b>\$64,582</b>
<b>Det. Garages</b>	<b>0 SF</b>	<b>\$0</b>
<b>Yard Extras</b>	<b>1</b>	<b>\$51,008</b>
<b>Ag Buildings</b>	<b>0</b>	<b>\$0</b>
<b>Map Factor</b>	<b>0.930</b>	<b>-\$360,390</b>

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8. This brings us to the conclusion of value which is \$5,397,942 which with the site value removed of \$484,700 is a net building and improvement value of \$4,913,242 or \$421.95/SF compared to CoreLogic (which also included the pool, paving, and Gym) with normal depreciation (no external) at \$3,338,720 or \$267.87/SF (based on 12,464 SF)

This large difference in overall SF value of \$154.08 seems irreconcilable at this point. Even using the WF smaller SF of TLA, the overall difference of \$1,794,118 cannot be reconciled easily by comparison of the two methods.

**Sales comparison of the property using Swift Estimator by CoreLogic**

The selection of these sales was prioritized according to the following criteria:

1. An initial search for properties using RMLS used parameters of 3 years and values above \$1 Million.
2. How closely did they conform to the subject as a high-value, high-quality home?
3. How recent were they built?
4. How recently were they sold?
5. What was the site size and did it correlate with the dwelling size (no surplus land or too little land for the size of the dwelling)
6. Were there differences in the square footage and amenities of the comparables compared to the subject.
7. Functional considerations such as poor access, unusual floorplans, area devoted to specific uses not found in the market segment.

The data was derived from the Swift Estimator Program in 3 parts;

1. The Main Dwelling by a Square Foot Estimate
2. The Gym by a Segregated Estimate
3. The Swimming Pool by a Segregated Estimate

The data derived from Attachments 2 and 3 were then entered into the Report Writer for the appraisal report which was presented.

**Conclusion:**

When the three section values are added together, the RCN is \$530,400.

When added to the RCN of the Main Dwelling, the total is \$3, 599,137

When the allocated site value of \$682,000 is added along with Engineering, Architectural, Permits, etc., the Total RCN **before** Depreciation is \$4,281,137.

This provides a major discrepancy with the City, which has concluded to a value of \$5,465,155 **before depreciation** (\$5,414,147 Building and site + Yard Improvements of \$51,008 = \$5,465,155) This is a discrepancy of \$1,184,018.

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Allowing for the value of the Additional Dwelling, Metal Building and Shop and its Allocated site value would add \$820,000 (a value that does not seem to be contested) = \$5,101,137 RCN with **NO Depreciation on Main Dwelling + RCN- Depreciation of the Additional Site.**

**The analysis of WF is confused by the fact that it is not clear whether the Additional Dwelling and Metal Building are included in their analysis or not.**

**It appears WF values the property at RCN + Land at \$6,623.335. A discrepancy of \$1,158, 180 just on Cost Calculation alone. This difference amounts to over 17% just in Cost Calculation alone, not considering Depreciation.**

### Depreciation

The next step in the process is to evaluate the Depreciation. WF uses lump sum values of 16% functional, 5% Economic and 0% Other, without explanation of their derivation.

Presumably "Other" in their grid is Physical Depreciation. Normal practice would indicate that a home of this quality and construction would have an estimated useful life of 100 years. Therefore, for each year that passes (without renovations or additions) the property would decrease in value by 1% per year. If that is normally the case, then legitimately a \$50,000 per year adjustment for physical depreciation alone would be present. Given the building has had three full years of occupancy, at least \$100,000 to \$150,000 should be attributable to physical depreciation alone.

Functional Depreciation is a deficiency in a property that makes it function differently than other building of its use, size, location, access, and other relevant factors.

Most obvious in this case is the fact that it has 8 (we count 7) bedrooms for 12,464footnote Square Feet of TLA, or 1,558 SF TLA/BR or 458 sf/ room. Footnote we do not come up with 28 rooms The Comparable sales indicate the following:

Property ID	Total TLA	BR	Ratio %	
			SF-TLA/BR	Difference
02-5151-00075-000	6,466.00	5	1,293.20	28.6%
02-4912-00680-000	6,897.00	5	1,379.40	20.6%
02-1491-00010-000	6,789.00	5	1,357.80	22.5%
02-5838-00010-000	5,323.00	7	760.43	118.7%
Subject	11,644.00	7	1,663.43	

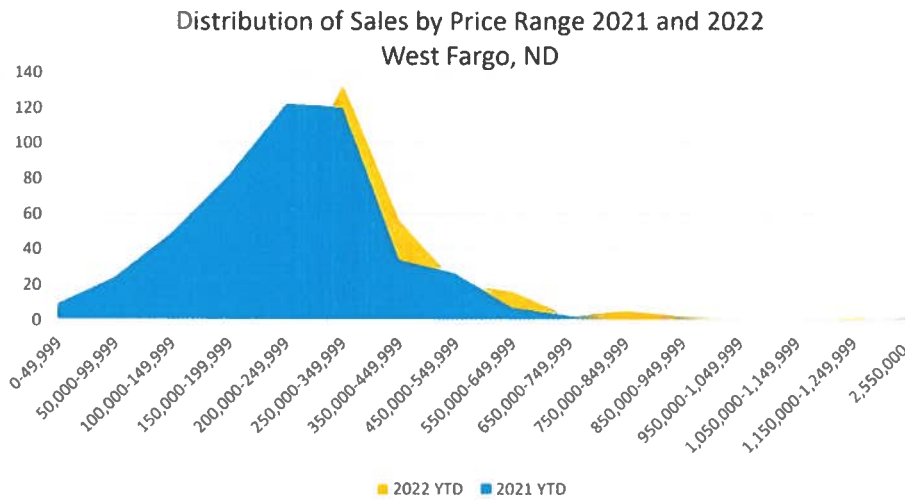
We believe that the ratio of BR to TLA is an indicator of functional utility. If there is one bedroom for every 1,663 SF that is about 3-4 times what an average home in the market possesses. Even in comparison to the other high value homes considered it is 20-30% higher than most and over 100% more than one in particular.

Even using the WF comps there should be roughly a 25% or more functional obsolescence factor rather than 16%.

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The biggest issue in the depreciation is the fact that WF estimates a mere 5% economic depreciation without support.

As stated in our appraisal, comparative analysis tells us that only two homes above \$1 Million have sold over a 2-year period. The pool of buyers above \$700,00 is very thin indeed. Lack of buyers in any market means that supply and demand are inelastic and very subject to price swings. High demand raises prices and low demand lowers prices given an equal supply. When the supply is short to start with, it does not mean that price will go up unless more buyers are entering that segment of the market. That is clearly shown here by market evidence.



Source: FMRMLS 2021-2022 YTD

External Depreciation is proven by the difference in Replacement Cost New to Current sales price. All properties are subject to depreciation. Any year over year increases in value are due entirely to two factors.

1. The underlying value of the site goes up as development costs increase
2. The RCN of the building goes up because of increasing prices of building materials.

By analyzing current data for a recently constructed home where RCN is known or can be closely estimated, the breakdown of physical, functional, and economic depreciation can be estimated.

In the present case we estimate 3% physical depreciation using the age-life method. We estimate functional depreciation at 25%. The difference in RCN minus current sales price is an indicator of overall depreciation.

There is really only one comparable sale in this analysis where an actual sale can be documented as a resale of new construction. That sale is 3838 2nd Street E in West Fargo.

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Sale

**Analysis of 3838 2nd Street E, West Fargo, ND**

Our analysis of that sale indicates the following.

Replacement Cost New as of the date of value, of the sale 11/22/2019, was \$1,902, 289 with a land value (developed by comparison) of \$6.00/ sf. X 58,000 sf = \$348,000 for a total estimated value of \$2,250,289. The building permit at 01/05/2010 was \$940,000. It was assessed at completion in 2011 at \$1,447,900 or \$223.92/sf. This would amount to an assessment to Value Ratio of 64.3%.

As of the date of sale the property was assessed for 2020 at \$1,844,700. It sold for \$2,490,000 or a sales ratio of 74%.

Further allocation of the sales price of \$2,566,000 with special assessments allocates to

\$2,556,000

-\$76,000 Specials

-\$580,000 Land Value (The increased value of the land plus site improvements since development @ \$10.00/sf)

= \$1,900,000 Residual Building Value

Or \$293.84/ sf

If we were to keep it simple and merely apply the \$300/ sf value of this property at the sale to the subject at WF square footage of 11,644 sf, then the assessed value for ad valorem taxation would be \$3,493,200. Adding in the estimate of the \$820,000 for the additional dwelling, metal building and site of the parcel brings us to \$4,313,200. This is still a difference of \$1,883,400 from the revised assessment of \$6,196,600. This seems to be the amount of over-assessment from a simple assessment comparison standpoint.

When considering the physical functional and economic depreciation of this sale, CoreLogic-SwiftEstimator concludes to RCN has less normal physical and functional depreciation of \$2,503,269. This residual is \$285.44/ SF

**Comparison to the Subject Property**

A direct application to the subject would indicate a total market value of \$3,323,663.36 without adjustment for the Gym and Swimming Pool which are not included in square footage. If the Additional Dwelling, Building, and site are added to this to arrive at the total parcel valuation, then the estimated market value increases to \$4,143, 663.

Assessments typically show little to no value applied to Swimming Pools and Gymnasiums in this market and this factor is not proven in the WF analysis.

To simply add an additional \$2,052,000 to the value for these remaining items is unsupported in this analysis.

Considering that the other High-Value homes are seldom assessed at market value upon sale, an additional Sales Ratio adjustment would be appropriate.

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An adjustment of 85% would indicate a value of \$3,522,113 without consideration of value for the gym and swimming pool.

Our supported value for the Gym and Swimming Pool by CoreLogic-SwiftEstimator that the value is no more than \$582, 792 without consideration of the Economic Depreciation that the market experiences for these two amenities.

There is not a lot of good data available on the value of swimming pools and gyms in the market, but we believe them to receive at least a 40% discount of economic depreciation over and above the 7.15% indicated from Swift Estimator. This would reduce the contribution of these two amenities to \$349, 675, Say \$350,00.

In conclusion, the estimate of value to provide an equitable assessment of the subject property should likely be

Main Dwelling, Accessory Dwelling, Metal Building and Site	= \$4,143,663
Estimated Contributory value of Gym and Pool	= \$ 350,000
Total Estimated Fair Market Value	= \$4, 493,663
Less adjustment for Sales Ratio at 85%	= (\$ 670,050)
Estimated Equitable Assessed Value of the Subject	= \$3,823,663

Rounded to \$3,825,000 of which \$1,000,000 is land and \$2,825,000 is building improvements. A value of \$328.50/ square foot.

**We respectfully request that the unsupported assessment of the subject property of \$6,196,000 be reduced by the amount of overassessment in the amount of \$2,371,000. This 38% over-assessment by WF is unsupported by market evidence.**

Respectfully submitted,

**GEB Appraisals and Triebwasser Appraisal Service Joint Venture**



Gerald (Gary) E. Bock, Practicing Affiliate  
 Certified General Real Property Appraiser  
 ND-CG 21242  
 Expires: December 31, 2022



William N. Triebwasser  
 Certified General Real Property Appraiser  
 ND CG 2916  
 December 31, 2022



# Attachments

## Attachment # 1

Cost Source: Indexes and Multipliers					
Cost Source: Marshall Valuation Service # 12: Dwellings, Multiples, Motels					
No. of Stories Multiplier: 1.000			Local Multiplier: 0.970		
Height/Story Multiplier: 1.000			Current Cost Multiplier: 1.000		
Perimeter Multiplier: 1.000			Combined Multipliers: 0.970		
Building Improvements					
Item	Unit Type	Cost	Quantity	Multiplier	Total
Basic Structure Cost- 2 Story Dwelling	Sq. Ft.	\$194.19	12,464	0.970	\$2,347,773
Basement Area	Sq. Ft.	\$28.90	6,909	0.970	\$193,680
Partition Finish Area of Basement	Sq. Ft.	\$66.26	4,544	0.970	\$292,053
Minimal Finish Are of Basement	Sq. Ft.	\$14.48	1,907	0.970	\$26,785
Attached 5- stall Garage	Sq. Ft.	\$51.10	2,312	0.097	\$11,460
Open Slab Porch	Sq. Ft.	\$12.17	152	0.970	\$1,794
Sports Court	Sq. Ft.	\$176.86	3,549	0.970	\$608,846
Enclosed Swimming Pool	Sq. Ft.	\$327.20	1,621	0.970	\$514,479
<b>Total Building Improvement Costs</b>					<b>\$3,996,870</b>
Price per SF Gross Building Area					\$320.67
Site Improvements					
Item	Unit Type	Cost	Quantity		Total
Site Preparation & Improvements	Lump Sum	\$5	20,000		\$100,000
Asphalt Paving with Base	Sq. Ft.	\$6.68	12,000		\$80,160
Concrete Paving with Base	Sq. Ft.	\$10.38	5,000		\$51,900
Professional Landscaping	Lump Sum	\$50,000.00	1		\$50,000
					\$0
<b>Total Site Improvement Costs</b>					<b>\$282,060</b>
<b>Subtotal: Building &amp; Site Costs</b>					<b>\$4,278,930</b>
Price per SF Gross Building Area					\$343.30
Soft Costs					
Item				Percent Type	Total
Engineering .....		4.5%		% Bld. & Site Cost	\$192,552
Architectural .....		4.5%		% of Building Cost	\$179,859
Permits & Legal .....					\$20,000
Leasing .....					\$0
<b>Total Soft Costs</b>					<b>\$392,411</b>
<b>Insurable Value (Excludes Site Improvements, related Site Soft Costs and Developer's Profit)</b>					<b>\$4,376,588</b>
Total Costs					
Subtotal: Building, Site & Soft Costs					\$4,671,341
Developer's Profit 10.0%					\$467,134
<b>Total Cost</b>					<b>\$5,138,475</b>
Price per SF Gross Building Area					\$412.27

# Attachments

## Attachment # 2

3/17/22, 8:57 PM

CoreLogic | ResidentialEstimator - Report

### CoreLogic - SwiftEstimator Residential Estimator - Standard Report

Estimate ID	50-2202 242		
Property Owner	Teyve, LLC Primary Dwelling		
Address	4980 Sheyenne St		
City	West Fargo		
State/Province	ND		
ZIP/Postal Code	58078		
Surveyed By	GEB		
Survey Date	2/9/2022		
Appraisal For	Tax Appeal		
Single-family Residence		Floor Area	12464 Square Feet
Effective Age		Quality	6 Excellent
Cost as of	03/2022	Condition	6 Excellent
Style	One Story 20%		
	Two Story 80%		
Exterior Wall	Frame, Synthetic Plaster (EIFS) 100%		
Plumbing Fixtures	17		

#### Cost Data

Description	Units	Unit Cost	Total
Base Cost	12,464	\$127.79	\$1,592,775
Plumbing Fixtures	17	\$4,631.75	\$78,740
Slate	12,464	\$13.38	\$166,768
Raised Subfloor	6,909	\$18.33	\$126,642
Floor Cover Allowance	12,464	\$18.48	\$230,335
Forced Air Furnace	12,464	\$6.26	\$78,025
Warmed & Cooled Air	12,464	\$9.70	\$120,901
Plumbing Rough-ins	1	\$1,164.00	\$1,164
Single 2-Story Fireplace	1	\$13,774.00	\$13,774
Appliance Allowance	1	\$11,252.00	\$11,252
Basic Structure Total Cost	12,464	\$194.19	\$2,420,376
Total Basement Area	6,909	\$28.90	\$199,670
Minimal Finish Area	1,907	\$14.48	\$27,613
Partition Finish Area	4,544	\$66.26	\$301,085
Subtotal Basement			\$528,368
Attached Garage	2,312	\$51.10	\$118,143
Subtotal Garage			\$118,143
Open Slab Porch	152	\$12.17	\$1,850
Subtotal Extras			\$1,850
Replacement Cost New	12,464	\$246.21	\$3,068,737
Total Depreciated Cost			\$3,068,737
Paving, Asphalt w/Base	5,000	\$6.68	\$33,400
Paving, Concrete w/Base	5,000	\$10.38	\$51,900
Paving, Concrete w/Base	3,394	\$11.83	\$40,151
Landscaping, Complex	1,000	\$10.43	\$10,430
Pool, Vinyl-lined	2,500	\$85.36	\$213,400
Tennis Courts	4	\$80,752.50	\$323,010
Subtotal Yard Improvements			\$672,291
Non Building			\$672,291
Non Building Depreciation			\$402,308
Non Building Depreciated Cost			\$269,983
Total			\$3,338,720

Cost data by CoreLogic, Inc.

# Attachments

## Attachment # 3

The data shown below is for additional site improvements not shown on the main dwelling, the gym, and the pool (3 Sections)

3/20/22, 1:57 PM

CoreLogic | Segregated Estimator - Detailed Report

### CoreLogic - Swift Estimator Segregated Estimator - Detailed Report

#### General Information

Estimate ID: 50-2202 242 Segregated  
 Property Owner: Tevye, LLC  
 Address: 4980 Sheyenne Street  
 City: West Fargo  
 State: ND  
 ZIP/Postal Code: 58078  
 Surveyed By: GEB  
 Survey Date: 3/17/2022  
 Cost as of Date: 03/2022

#### Summary

Section	Cost New	Depreciation	Depreciated Cost
Section 1 : High Value Residence(Residential)	\$46,464	\$0	\$46,464
Section 2 : Gymnasium (School)	\$627,692	\$44,900	\$582,792
Section 3 : Natatorium	\$530,400	\$39,780	\$490,620
<b>TOTAL COST</b>	<b>\$1,204,556</b>	<b>\$84,680</b>	<b>\$1,119,876</b>

#### Section 1

Occupancy: High Value Residence(Residential)  
 Class: D - Wood or Steel Framed Exterior Walls  
 Quality: 5 - Exceptional  
 Condition: 6 - Excellent  
 Number of Stories: 2  
 Average Story Height: 10  
 Floor Area: 12464

#### Detailed Totals

Component	Units	Cost	Cost New	Depr	Depr Cost
<b>Yard Improvements:</b>					
Decorative Finish, Paved Areas	3,394	\$13,69	\$46,464		\$46,464
<b>NonBuilding Subtotal</b>			<b>\$46,464</b>	<b>\$0</b>	<b>\$46,464</b>
<b>Total Cost</b>			<b>\$46,464</b>	<b>\$0</b>	<b>\$46,464</b>

#### Section 2

Occupancy: Gymnasium (School)  
 Class: D - Wood or Steel Framed Exterior Walls  
 Quality: 3 - Good  
 Condition: 6 - Excellent  
 Number of Stories: 1  
 Average Story Height: 20  
 Floor Area: 3549  
 Effective Age: 2 years

#### Detailed Totals

Component	Units	Cost	Cost New	Depr	Depr Cost
<b>Floor cover:</b>					
Hardwood Gym Floor	3,549	\$24.54	\$87,092	\$4,355	\$82,737
<b>Exterior Wall:</b>					
Siding, Wood Frame	30,000	\$18.02	\$540,600	\$40,545	\$500,055

# Attachments

## Attachment #3 Continued

3/20/22, 1:57 PM

CoreLogic | Segregated Estimator - Detailed Report

<b>Subtotal Superstructure</b>	<b>3,549</b>	<b>\$176.86</b>	<b>\$627,692</b>	<b>\$44,900</b>	<b>\$582,792</b>
<b>Replacement Cost New</b>	<b>3,549</b>	<b>\$176.86</b>	<b>\$627,692</b>		
Physical & Functional Depr	7.15%			\$44,900	
Depreciated Cost					\$582,792
<b>Total Cost</b>			<b>\$627,692</b>	<b>\$44,900</b>	<b>\$582,792</b>

### Section 3

Occupancy:	Natorium
Class:	D - Wood or Steel Framed Exterior Walls
Quality:	3 - Good
Condition:	6 - Excellent
Number of Stories:	1
Average Story Height:	20
Floor Area:	1621
Effective Age:	3 years

### Detailed Totals

Component	Units	Cost	Cost New	Depr	Depr Cost
<b>Exterior Wall:</b>					
Stucco, Wood Frame	30.000	\$17.68	\$530,400	\$39,780	\$490,620
<b>Subtotal Superstructure</b>	<b>1,621</b>	<b>\$327.21</b>	<b>\$530,400</b>	<b>\$39,780</b>	<b>\$490,620</b>
<b>Replacement Cost New</b>	<b>1,621</b>	<b>\$327.21</b>	<b>\$530,400</b>		
Physical & Functional Depr	7.50%			\$39,780	
Depreciated Cost					\$490,620
<b>Total Cost</b>			<b>\$530,400</b>	<b>\$39,780</b>	<b>\$490,620</b>

Cost data by CoreLogic, Inc.

\*\*\*Except for items and costs listed under "Addition Details," this SwiftEstimator report has been produced utilizing current cost data and is in compliance with the Marshall & Swift Licensed User Certificate. This report authenticates the user as a current Marshall & Swift user.\*\*\*



# City of West Fargo Supporting Information Schatz Appeal

## City of West Fargo Info



**PIN:** 02-4958-00010-000  
**Address:** 4812 Sheyenne St  
**Owner:** Michael Svaleson  
**SF/ Land:** 342,687 7.87AC  
**Year Built:** 2020  
**SF/ Building:** 5,817  
**A22 Value:** \$2,673,200  
**A21 Value:** \$1,992,500

**Construction Notes:** The property at 4812 Sheyenne St. is a large acreage located on the southern end of Sheyenne St. The property consists of 7.87AC of land, a 7,576sf metal building, and the 5,817sf home built in 2020. The home is built of a very high quality, the storage buildings are recently updated, and there is a large quantity of hard surfacing on the lot.

**History of property:** In 2018 the property consisted of 7.87AC of land, an old house, and the metal building. On 7/3/2018 the property was purchased by Deanne Schatz for \$1,417,473, with a permit pulled promptly on 9/19/2018 to demolish the house. The next year on 7/3/2019 the primary building permit of \$1,500,000 was issued to construct the main house. Construction was completed in 2020 with full value assessed for the first time in 2021.

**Valuation Breakdown:** The valuation breakdown between 2021 and 2022:

<u>2021 Assessment</u>		<u>2022 Assessment</u>	<u>Diff</u>	
Land-	\$155,800	Land-	\$799,400	<b>643,600</b>
Buildings-	\$1,836,700	Main House-	\$1,873,800	<b>37,100</b>
<b>Total-</b>	<b>\$1,992,500</b>	<b>Total-</b>	<b>\$2,673,200</b>	<b>680,700</b>

As you can see, the primary change for 2022 was the land value. For 2022 we analyzed the land across town, calculated a land value, added the structure values and then ran analysis to make sure the overall values were fair and equitable. This is one of a handful of large, non-river lots on Sheyenne St. It was always assumed by our office that lots like these would likely sell as developable land, but since they had usable buildings, would only sell when the value of land citywide increased. Fast forward to 2021 and all of these lots have sold. This particular property sold for north of \$1.4M. The owner then ripped down the old house, updated the metal buildings, and paved over 15,000sf of their lot. In the condition the buildings stood at the time of sale, the house obviously had no value (as it was torn down immediately) and the metal building had less than \$200,000 in value (per our estimates), which leaves land value making up over \$1.2M of the sale. A similar adjacent lot sold for roughly \$1M dollars after removing the land value, with an appraisal submitted on that parcel exceeding our conclusion of land value. These two sales were our primary indication that large tracks of land required a correction, and that correction was applied equitably to similar parcels. I have attached some comparable sales. Please note there will be large adjustments as land alone with account for around a \$500k difference compared to the typical high end home. Also please note this comparison ignores the value for the metal buildings.

**Recommendation: No Change 2022 Value**

# City of West Fargo Info

**PIN 99-2000-00000-000**  
 Address 4812 SHEYENNE ST WEST FARGO  
 LOT 1 BLK 1 SCHATZ RANCH FIRST ADDITIO

**PIN 02-4528-00180-000**  
 Address 2761 RIVERS BEND DR E WEST FARGO  
 LOT 5 BLK 2 RIVERS BEND AT THE PRESERVE

**PIN 02-4528-00150-000**  
 Address 2815 RIVERS BEND DR E WEST FARGO  
 LOT 2 BLK 2 RIVERS BEND AT THE PRESERVE



SUBJECT		
Land (SF)	342,686.52	<b>Base</b> \$799,400
Style	2 Story Frame	
Main SF	2,126	\$178,166
Addns SF	834	\$42,278
Qtrs Over		
Porch SF	0	\$0
Garage SF	731	\$25,000
Bsmt/Attic	Full / None	\$37,114
Heat/AC	FHA-Gas / Yes	\$6,744
TLA	5,817	2,927/2,890
Yr/Age/Cond.	2020 / 2 / NML	
Rms / Bedrms	14 / 7	
Bath Fixtures	6	\$12,700
Bsmt Finish		\$63,750
Porches	1142 SF	\$28,477
Decks/Patios	0 SF	\$0
Fireplace	2	\$7,800
Att. Garages	2880 SF	\$59,760
Bsmt Stalls	0	\$0
Grade/Mult.	E+20 / 4.050	\$1,408,457
Phy. Depr.	0%	-\$1,042
F/E/Othr	0%/5%/0%	-\$93,460
Bldg Extras	0	\$0
Det. Garages	0 SF	\$0
Yard Extras	0	\$0
Ag Buildings	0	\$0
Map Factor	0.930	-\$124,302

		Base	Difference
Cd/Rec	D 013	1633475	
Analysis info	04/27/2022	/ 0.00% adj/mo	
Sale Date/Amt	05/24/2021		\$1,866,019
Time Sale Adj	0 mo /Adj \$0 per mo		\$0
Adj Sale Amt		\$1,866,019	
Land (SF)	26,676.00	\$268,300	\$531,100
Style	2 Story Frame		
Main SF	1,523	\$143,650	\$34,516
Addns SF	1,538	\$79,967	-\$37,690
Qtrs Over			
Porch SF	0	\$0	\$0
Garage SF	79	\$3,249	\$21,751
Bsmt/Attic	Full / None	\$32,357	\$4,757
Heat/AC	FHA-Gas / Yes	\$6,594	\$150
TLA	4,388	3,061/1,327	
Yr/Age/Cond.	2020 / 2 / NML		
Rms / Bedrms	16 / 5		
Bath Fixtures	6	\$13,900	-\$1,200
Bsmt Finish		\$46,483	\$17,267
Porches	80 SF	\$2,890	\$25,587
Decks/Patios	841 SF	\$2,734	-\$2,734
Fireplace	2	\$7,400	\$400
Att. Garages	1800 SF	\$37,350	\$22,410
Bsmt Stalls	0	\$0	\$0
Grade/Mult.	E+30 / 4.390	\$1,274,004	\$134,453
Phy. Depr.	0%	\$0	-\$1,042
F/E/Othr	0%/5%/0%	-\$82,490	-\$10,970
Bldg Extras	1	\$28,185	-\$28,185
Det. Garages	0 SF	\$0	\$0
Yard Extras	0	\$0	\$0
Ag Buildings	0	\$0	\$0
Map Factor	0.950	-\$78,366	-\$45,936
Mkt Influence	100%		\$0

		Base	Difference
Cd/Rec	D 013	1649213	
Analysis info	04/27/2022	/ 0.00% adj/mo	
Sale Date/Amt	10/22/2021		\$1,439,043
Time Sale Adj	0 mo /Adj \$0 per mo		\$0
Adj Sale Amt		\$1,439,043	
Land (SF)	25,585.00	\$246,800	\$552,600
Style	2 Story Frame		
Main SF	1,348	\$133,533	\$44,634
Addns SF	1,246	\$65,162	-\$22,885
Qtrs Over			
Porch SF	117	\$4,827	-\$4,827
Garage SF	695	\$23,769	\$1,231
Bsmt/Attic	Full / None	\$38,105	-\$991
Heat/AC	FHA-Gas / Yes	\$5,778	\$966
TLA	4,499	2,594/1,905	
Yr/Age/Cond.	2021 / 1 / NML		
Rms / Bedrms	12 / 6		
Bath Fixtures	6	\$16,850	-\$4,150
Bsmt Finish		\$42,570	\$21,180
Porches	582 SF	\$16,410	\$12,067
Decks/Patios	0 SF	\$0	\$0
Fireplace	2	\$7,400	\$400
Att. Garages	1983 SF	\$41,147	\$18,613
Bsmt Stalls	0	\$0	\$0
Grade/Mult.	E-10 / 3.050	\$801,185	\$607,272
Phy. Depr.	0%	\$0	-\$1,042
F/E/Othr	0%/5%/0%	-\$59,601	-\$33,859
Bldg Extras	0	\$0	\$0
Det. Garages	0 SF	\$0	\$0
Yard Extras	0	\$0	\$0
Ag Buildings	0	\$0	\$0
Map Factor	0.950	-\$56,620	-\$67,682
Mkt Influence	100%		\$0

Total (without rounding) \$2,450,842

Total (without rounding) \$1,786,207  
 Net Adjustments \$664,634  
 Indicated Value \$2,530,653

Total (without rounding) \$1,327,316  
 Net Adjustments \$1,123,527  
 Indicated Value \$2,562,570

	Appraised	B of R	St Equalized
Land	\$799,400	\$0	\$0
Dwelling	\$1,651,400	\$0	\$0
Impr.	\$0	\$0	\$0
Total	\$2,450,800	\$0	\$0

	Appraised	B of R	State Equalized
Land	\$268,300	\$0	\$0
Dwelling	\$1,489,000	\$0	\$0
Impr.	\$0	\$0	\$0
Total	\$1,757,300	\$0	\$0

	Appraised	B of R	State Equalized
Land	\$246,800	\$0	\$0
Dwelling	\$1,075,800	\$0	\$0
Impr.	\$0	\$0	\$0
Total	\$1,322,600	\$0	\$0

# City of West Fargo Info

**PIN 99-2000-00000-000**  
 Address 4812 SHEYENNE ST WEST FARGO  
 LOT 1 BLK 1 SCHATZ RANCH FIRST ADDITIO

**PIN 02-4528-00210-000**  
 Address 2707 RIVERS BEND DR E WEST FARGO  
 LOT 8 BLK 2 RIVERS BEND AT THE PRESERVE

**PIN 02-4525-00550-000**  
 Address 2721 1 ST E WEST FARGO  
 LOT 7 BLK 4 RIVERS BEND AT THE PRESERVE



**SUBJECT**



Cd/Rec D 013 1649791  
 Analysis info 04/27/2022 / 0.00% adj/mo  
 Sale Date/Amt 10/28/2021 \$1,419,631  
 Time Sale Adj 0 mo /Adj \$0 per mo \$0  
 Adj Sale Amt \$1,419,631



Cd/Rec D 013 1651962  
 Analysis info 04/27/2022 / 0.00% adj/mo  
 Sale Date/Amt 11/19/2021 \$1,607,940  
 Time Sale Adj 0 mo /Adj \$0 per mo \$0  
 Adj Sale Amt \$1,607,940

		Base	
Land (SF)	342,686.52	\$799,400	
Style	2 Story Frame		
Main SF	2,126	\$178,166	
Addns SF	834	\$42,278	
Qtrs Over			
Porch SF	0	\$0	
Garage SF	731	\$25,000	
Bsmt/Attic	Full / None	\$37,114	
Heat/AC	FHA-Gas / Yes	\$6,744	
TLA	5,817	2,927/2,890	
Yr/Age/Cond.	2020 / 2 / NML		
Rms / Bedrms	14 / 7		
Bath Fixtures	6	\$12,700	
Bsmt Finish		\$63,750	
Porches	1142 SF	\$28,477	
Decks/Patios	0 SF	\$0	
Fireplace	2	\$7,800	
Att. Garages	2880 SF	\$59,760	
Bsmt Stalls	0	\$0	
Grade/Mult.	E+20 / 4.050	\$1,408,457	
Phy. Depr.	0%	-\$1,042	
F/E/Othr	0%/5%/0%	-\$93,460	
Bldg Extras	0	\$0	
Det. Garages	0 SF	\$0	
Yard Extras	0	\$0	
Ag Buildings	0	\$0	
Map Factor	0.930	-\$124,302	

		Base	Difference
Land (SF)	26,196.00	\$268,300	\$531,100
Style	2 Story Frame		
Main SF	1,650	\$150,706	\$27,460
Addns SF	947	\$46,287	-\$4,010
Qtrs Over			
Porch SF	0	\$0	\$0
Garage SF	0	\$0	\$25,000
Bsmt/Attic	Full / None	\$37,656	-\$542
Heat/AC	FHA-Gas / Yes	\$5,863	\$881
TLA	3,837	2,597/1,240	
Yr/Age/Cond.	2021 / 1 / NML		
Rms / Bedrms	13 / 6		
Bath Fixtures	6	\$14,500	-\$1,800
Bsmt Finish		\$50,740	\$13,010
Porches	0 SF	\$0	\$28,477
Decks/Patios	590 SF	\$5,100	-\$5,100
Fireplace	2	\$7,800	\$0
Att. Garages	1419 SF	\$29,444	\$30,316
Bsmt Stalls	0	\$0	\$0
Grade/Mult.	E-10 / 3.050	\$698,182	\$710,275
Phy. Depr.	0%	\$0	-\$1,042
F/E/Othr	0%/5%/0%	-\$51,939	-\$41,521
Bldg Extras	0	\$0	\$0
Det. Garages	0 SF	\$0	\$0
Yard Extras	0	\$0	\$0
Ag Buildings	0	\$0	\$0
Map Factor	0.950	-\$49,341	-\$74,961
Mkt Influence	100%		\$0

		Base	Difference
Land (SF)	18,620.50	\$160,600	\$638,800
Style	2 Story Frame		
Main SF	1,407	\$136,474	\$41,693
Addns SF	1,383	\$66,879	-\$24,601
Qtrs Over			
Porch SF	0	\$0	\$0
Garage SF	0	\$0	\$25,000
Bsmt/Attic	Full / None	\$39,423	-\$2,309
Heat/AC	FHA-Gas / Yes	\$5,969	\$776
TLA	4,197	2,763/1,434	
Yr/Age/Cond.	2020 / 2 / NML		
Rms / Bedrms	17 / 6		
Bath Fixtures	5	\$13,200	-\$500
Bsmt Finish		\$60,690	\$3,060
Porches	429 SF	\$11,480	\$16,997
Decks/Patios	930 SF	\$7,860	-\$7,860
Fireplace	0	\$0	\$7,800
Att. Garages	1498 SF	\$31,084	\$28,677
Bsmt Stalls	0	\$0	\$0
Grade/Mult.	E / 3.380	\$903,090	\$505,367
Phy. Depr.	0%	\$0	-\$1,042
F/E/Othr	0%/5%/0%	-\$64,127	-\$29,333
Bldg Extras	1	\$20,525	-\$20,525
Det. Garages	0 SF	\$0	\$0
Yard Extras	1	\$65,955	-\$65,955
Ag Buildings	0	\$0	\$0
Map Factor	0.950	-\$60,921	-\$63,381
Mkt Influence	100%		\$0

Total (without rounding) \$2,450,842

Total (without rounding) \$1,213,299  
 Net Adjustments \$1,237,543  
 Indicated Value \$2,657,174

Total (without rounding) \$1,398,179  
 Net Adjustments \$1,052,664  
 Indicated Value \$2,660,604

	Appraised	B of R	St Equalized
Land	\$799,400	\$0	\$0
Dwelling	\$1,651,400	\$0	\$0
Impr.	\$0	\$0	\$0
Total	\$2,450,800	\$0	\$0

	Appraised	B of R	State Equalized
Land	\$268,300	\$0	\$0
Dwelling	\$937,500	\$0	\$0
Impr.	\$0	\$0	\$0
Total	\$1,205,800	\$0	\$0

	Appraised	B of R	State Equalized
Land	\$160,600	\$0	\$0
Dwelling	\$1,220,200	\$0	\$0
Impr.	\$0	\$0	\$0
Total	\$1,380,800	\$0	\$0



**PIN 99-2000-00000-000**  
 Address 4812 SHEYENNE ST WEST FARGO  
 LOT 1 BLK 1 SCHATZ RANCH FIRST ADDITIO

**PIN 02-4526-00560-000**  
 Address 307 25 AVE E WEST FARGO  
 LOT 2 BLK 5 RIVERS BEND AT THE PRESERVE



SUBJECT		
		Base
Land (SF)	342,686.52	\$799,400
Style	2 Story Frame	
Main SF	2,126	\$178,166
Addns SF	834	\$42,278
Qtrs Over		
Porch SF	0	\$0
Garage SF	731	\$25,000
Bsmt/Attic	Full / None	\$37,114
Heat/AC	FHA-Gas / Yes	\$6,744
TLA	5,817	2,927/2,890
Yr/Age/Cond.	2020 / 2 / NML	
Rms / Bedrms	14 / 7	
Bath Fixtures	6	\$12,700
Bsmt Finish		\$63,750
Porches	1142 SF	\$28,477
Decks/Patios	0 SF	\$0
Fireplace	2	\$7,800
Att. Garages	2880 SF	\$59,760
Bsmt Stalls	0	\$0
Grade/Mult.	E+20 / 4.050	\$1,408,457
Phy. Depr.	0%	-\$1,042
F/E/Othr	0%/5%/0%	-\$93,460
Bldg Extras	0	\$0
Det. Garages	0 SF	\$0
Yard Extras	0	\$0
Ag Buildings	0	\$0
Map Factor	0.930	-\$124,302
<b>Total (without rounding)</b>		<b>\$2,450,842</b>

		Base	Difference
Cd/Rec	D 013	1641456	
Analysis info	04/27/2022	/ 0.00% adj/mo	
Sale Date/Amt	08/05/2021		\$1,185,838
Time Sale Adj	0 mo /Adj \$0 per mo		\$0
Adj Sale Amt			\$1,185,838
Land (SF)	19,043.85	\$148,800	\$650,600
Style	2 Story Frame		
Main SF	1,918	\$165,987	\$12,179
Addns SF	314	\$17,567	\$24,711
Qtrs Over			
Porch SF	0	\$0	\$0
Garage SF	0	\$0	\$25,000
Bsmt/Attic	Full / None	\$33,175	\$3,939
Heat/AC	FHA-Gas / Yes	\$5,578	\$1,167
TLA	4,150	2,212/1,938	
Yr/Age/Cond.	2020 / 2 / NML		
Rms / Bedrms	15 / 7		
Bath Fixtures	7	\$18,000	-\$5,300
Bsmt Finish		\$40,800	\$22,950
Porches	288 SF	\$8,510	\$19,967
Decks/Patios	78 SF	\$1,872	-\$1,872
Fireplace	1	\$5,000	\$2,800
Att. Garages	1050 SF	\$21,788	\$37,973
Bsmt Stalls	0	\$0	\$0
Grade/Mult.	E / 3.380	\$757,497	\$650,960
Phy. Depr.	0%	\$0	-\$1,042
F/E/Othr	0%/5%/0%	-\$53,788	-\$39,672
Bldg Extras	0	\$0	\$0
Det. Garages	0 SF	\$0	\$0
Yard Extras	0	\$0	\$0
Ag Buildings	0	\$0	\$0
Map Factor	0.950	-\$51,099	-\$73,203
Mkt Influence	100%		\$0
<b>Total (without rounding)</b>		<b>\$1,119,686</b>	
Net Adjustments			\$1,331,157
Indicated Value			\$2,516,995

	Appraised	B of R	St Equalized
Land	\$799,400	\$0	\$0
Dwelling	\$1,651,400	\$0	\$0
Impr.	\$0	\$0	\$0
<b>Total</b>	<b>\$2,450,800</b>	<b>\$0</b>	<b>\$0</b>

	Appraised	B of R	State Equalized
Land	\$148,800	\$0	\$0
Dwelling	\$970,900	\$0	\$0
Impr.	\$0	\$0	\$0
<b>Total</b>	<b>\$1,119,700</b>	<b>\$0</b>	<b>\$0</b>

## City of West Fargo Info



**PIN:** 02-3000-01283-010/02-3000-01283-020/  
02-3000-01293-000/02-3000-01285-000

**Address:** 5100 block of Sheyenne St

**Owner:** Invertase LLC

**SF/ Land:** 707,457 16.24AC

**Building \$:** \$1,074,600

**A22 Value:** \$3,025,000

**A21 Value:** \$1,273,100

**Property Notes:** These parcels were all purchased on 12/30/21 by Invertase LLC. They consist of 16.24AC, three homes, a metal building, and a couple of out-buildings. The applicant has stated they purchased the properties primarily to control the land adjacent to their property to the north, and have short term plans to use the house in the NW corner. Applicants' representative could only get me into the house in the NW corner, as the other homes had been leased back to the sellers.

**History of property:** All properties were sold for \$4,962,255 on 12/30/2021.

**Valuation Breakdown:** The valuation breakdown between the sale and 2022 assessment:

<u>Sale</u>		<u>2022 Assessment</u>		<u>Diff</u>
Land-	\$3,887,655	Land-	\$1,950,400	-1,937,255
Buildings-	\$1,074,600	Main House-	\$1,074,600	0
<b>Total-</b>	<b>\$4,962,255</b>	<b>Total-</b>	<b>\$3,025,000</b>	<b>-1,937,255</b>

This sale of property was not a valid sale but an assemblage of nearby land by the applicant, therefore this is not an arm's length sale to be used for setting property values. Additionally this sale was received after we had completed our land analysis for the year, and was given no bearing to the valuation of any parcel in the city. You will notice our land value is roughly half of what the applicant paid. These land values, like all land values, were addressed for the 2022 assessment, many for the first time since 2016.

In response to the question of equity to the parcel to the west of these, that parcel is classified as agricultural and the value is calculated on rates provided by the county based on soil productivity. Since ag rates are based on productivity and not market sales, comparing the valuations is not reasonable.

Our methodology is the same in valuing these parcels versus similar, adjacent parcels, including one adjacent parcel having an appraisal submitted by the applicant that exceeds our land value conclusion. Also considering our value is nearly \$2M less than the admittedly elevated sale price, I feel it is clear that no undue weight was given to the fact these properties just sold for this price. West Fargo only has enough land sales in some areas to effectively study land every five years. The value on these land heavy parcels were updated for 2022 and have likely been lagging for years.

**Recommendation: No Change 2022 Value**

Appellant Supporting Information  
Schatz Appeal

May 30, 2022

Cass County Board of Equalization  
Attn: Paul Fracassi, Director of Tax Equalization  
Cass County Courthouse  
211 9th St. S.  
Fargo, ND 58103

[fracassip@casscountynd.gov](mailto:fracassip@casscountynd.gov)

**Re: 4812 Sheyenne St., West Fargo, ND 58078 (Deanne Schatz & Michael Svaleson)  
Dispute of Tax Assessment and Request for Correction.**

To the Cass County Board of Equalization:

Deanne Schatz hereby requests a reduction and correction to the City of West Fargo's valuation and corresponding tax assessment for 4812 Sheyenne St., West Fargo, ND 58078 (Parcel ID: 02-4958-00010-000) (hereinafter "Property"). From 2021 to 2022, the City increased the Property value **by an astounding \$680,700** for this home, an increase of over 34% of value in one year for this high value home. The City increased the value of the Schatz home from \$1,992,500.00 in 2021 to a valuation of \$2,673,200 as of February 2022. The City Assessor advises that they use a mass appraisal, which is a computer model that is run for all properties city-wide. While the City Assessor claims that puts all properties on an equal footing, there is something amiss in the application of that model to the Schatz parcel. I understand how and why mass appraisals are created, yet the computer model is only as good as the inputs and only provides credible results if the properties subject to it are like properties exposed to similar market conditions. While this computer model may work great for homes on 1/8 to 1/2 acre lots with 1200 square feet to 5500 square feet, either the inputs or the numbers appear to get skewed with larger lots and larger properties. I find it hard to believe that the computer model calculated a \$680,000 increase in the Schatz house in one year due to a sale of some vacant development land nearby. Just because vacant development land sells nearby, it does not result in all homes within a designated radius having their market value increase by the amount as if their land will suddenly demand that same value. This is not vacant developable land, or even land that will sustain future development on the property. Further, it is clear that not all houses in the area saw a similar increase in their land valuation, so there must have been some spot assessing, which is resulting in inequitable valuation and taxation. Coincidentally, these property owners objected to the excessive special assessments on their parcel last fall, and now their property received this dramatic increase in valuation, while other neighbors did not have the same increases.

Upon learning of the dramatic increase, Michael Svaleson called the City Assessor's office to see if there was some mistake. The City Assessor advised Schatz that their land value was increasing because Schatz's neighbor (Tevye, LLC) bought some vacant land to the south and west of the

May 30, 2022  
Page 2

properties for assemblage purposes, for an amount that exceeded market value. For example, the land purchased by Invertase had previously been assessed at \$38,000, yet once Invertase purchased it, the Assessor's value skyrocketed to \$782,000 (Parcel 02-3000-01283-010). Ironically, one Invertase parcel was a part of a larger parcel, held for future development. The new Invertase parcel is now valued at \$4.30 per square foot, while the prior owner who still owns the identical adjacent land is being assessed based up \$0.03 per square foot (based upon Mr. Svaleson's calculations). This is not equitable taxation, it is an example of spot assessing where a few particular owners are dramatically increased while others with nearly identical property are not.

The fact that there was a sale of vacant development land nearby does not mean there is any willing buyer in the market that would pay \$2.6 million for the Schatz house if it was for sale. Any computer model that would cause value to increase by \$680,000 in one year should be inherently suspect, causing a more specific review of the valuation process and comparables to this parcel. I question whether the formula or inputs are skewed in this case, as the general mass appraisal process should not justify the significant increase identified here. Given the limited buyers for homes over \$1 million, there is a limit to how far the City can push increases in market value based upon their computer modeling. There simply is not sufficient buyers to support such a jump.

An appraiser in another West Fargo property valuation appeal provided an analysis of the arm's length residential home sale transactions above \$1 million and found only 2 in the last 2 years, as follows:

As stated in our appraisal, comparative analysis tells us that only two homes above \$1 Million have sold over a 2-year period. The pool of buyers above \$700,00 is very thin indeed. Lack of buyers in any market means that supply and demand are inelastic and very subject to price swings. High demand raises prices and low demand lowers prices given an equal supply. When the supply is short to start with, it does not mean that price will go up unless more buyers are entering that segment of the market. That is clearly shown here by market evidence.



May 30, 2022

Page 3

(GEB Appraisals & Triebwasser Appraisal Service, LLC Joint Venture, submitted for Tevye, LLC. Property valuation objection).

Just because development land is escalating in price, that does not necessarily justify a \$680,000 increase in the market value of the Schatz home. The Schatz home is not constructed on vacant development land, nor will it be sold off for future development. The valuation of the Schatz home is limited by what the market would pay for the home, which is often determined based upon prices of comparable sales of similar types of properties in the area. Just because development in West Fargo may be increasing for new residential subdivisions does not cause a parallel increase in the Schatz home's value as if the acreage under the Schatz home is available for development.

One parcel mentioned by the City Assessor to the Owner as validation for the City's increase was 443 45<sup>th</sup> Avenue West, in West Fargo, where an older home was purchased and torn down for redevelopment. The assessed value of the land with a home was valued at \$114,800. Once the home was demolished, the vacant land was valued for tax purposes at \$194,200, so the land was more valuable as vacant. The Assessor used this as an example to the Owner of why the assessed value of the Schatz home went up \$680,000 in a year. That is faulty logic when identifying the market value of a high value home. There is no correlation between the proposed logic of the City and a determination of what a willing buyer would pay to a willing seller of the Schatz home.

Another issue that appears to be amiss in the City's assessment is the lack of recognition of economic depreciation, which would be applied to any high value home in recognition of a lack of buyers in this market, the lengthy marketing time for a house in this price range, and the difficulty of obtaining financing for potential buyers of a high value home, all of which put downward pressure on sales price.

Further, the City Assessor incorrectly used four land sales to the south of the Schatz home as the stated justification for the \$680,000 increase. The sales referenced by the Assessor's Office were purchased by Invertase for assemblage purposes with a large home (owned by Tevye, LLC) adjacent to these four parcels and also adjacent to the Schatz home. None of the Invertase purchases were listed for sale. These purchases would not qualify as an arms-length transaction between a willing seller and willing buyer in an open market. The purchase was for an intended assemblage purpose, so any elevated value paid for the parcels are not reflective of what the market for development land is in this area. When property is purchased at a higher value because of proximity to the buyer's other property, that concept is called "assemblage" and the sales are not deemed to be arms-length transactions between a willing buyer and willing seller. No licensed appraiser would ever use parcels bought for assemblage as sales comparables to determine the market value of any similar properties. The City Assessor's office knows these parcels were bought for assemblage, so they should not be using those values as a basis to dramatically increase Schatz's value. The statement from the City

May 30, 2022

Page 4

Assessor that Schatz's neighbor is driving up Schatz's valuation by paying over market for properties evidences a lack of acceptable appraisal/assessment criteria in determining value.

A more reasonable reflection of market value would be obtained by an appraisal of the Schatz home or other comparable sales of similar homes. In fact, Schatz obtained an independent appraisal from local, credible appraisers a year ago, which evaluated a number of sales of higher valued homes of similar size and character, ultimately concluding the value of the Schatz home is \$2,147,722. (Appraisal attached.) This is the level that the market would support for a sale of this Property.

In an attempt to justify the \$680,000 increase, the City Assessor's office sent me four recent sales in order to justify the increased valuation. The sales prices of these four properties are \$1.8 million, \$1.9 million, \$1.4 million and \$764,000. The City Assessor's office includes a number of adjustments to each of these parcels in order to make them 'comparable' to the Schatz house. The City Assessors office adds dramatic increases to the supposedly 'comparable' homes to make them more comparable to Schatz's house, increasing each value by \$1.4 million, \$1.1 million, \$664,000 and \$426,000. Considering the Schatz home was valued at \$1.9 million in 2021, I would advise that these 'comparables' are likely not comparable at all if the assessor has to add \$1.4 million to the purchase price in order to make the house actually comparable. It would be much more accurate and reliable to use an actual property-specific appraisal created by a licensed appraiser as a basis of valuation, like the attached appraisal completed in 2021, valuing the home at \$2.1 million.

"All assessments of any taxable property in excess of the full and true value in money are subject to correction and abatement and refund. . ." N.D.C.C. § 57-23-01. The Board may abate or refund, in whole or in part, any assessment or tax upon real property when the assessment on the property is invalid, inequitable, or unjust." *Dakota Northwestern Asso. Ltd. Partnership v. Burleigh County Board of County Comm.*, 2000 ND 164, ¶ 9 (citing N.D.C.C. § 57-23-04(1)(h)). The proposed 2022 valuation should be no more than the market value, which is indicated in an appraisal.

Pursuant to Section 57-11-03, N.D.C.C., the City of West Fargo's Board of Equalization may permit an owner, or an owner's agent, reasonable notice and opportunity to be heard regarding an intention by the Board to increase real property values. The Board may make corrections to land valuation that appear to be just. *Id.* In the present case, the City has inflated the value of the Property beyond its true and full value, with a flawed basis for the increase of the land acreage by \$680,000, attributing it to the increase in possible development land in the area.

The County Board is charged with examine and comparing "the assessments returned by the assessors of all the districts within the county and shall proceed to equalize the same throughout the county between the several assessment districts." NDCC 57-12-04. I would urge you to conduct a searching inquiry to spot check homes against high value homes in different jurisdictions. Upon review of some higher value homes in Fargo that are on the market, it's easy to see that the buyers

May 30, 2022  
Page 5

may try to obtain more for higher end custom homes, with high listing prices, but the tax assessed values are far more reasonable.

“Every property within North Dakota, including properties at issue, must be assessed at its ‘true and full value.’ *RFM-TREI Jefferson Apartments, LLC v. Stark County Board of Comm.*, 2020 ND 204, ¶ 12. “True and full value is ‘the value determined by considering the earning or productive capacity, if any, the market value, if any, and all other matters that affect the actual value of the property to be assessed.’” *Id.* (quoting N.D.C.C. § 57-02-01(15)). The Schatz home was just completed and is not going to be further developed on this parcel, so it should not be adjusted as if it is developable land that is increasing in value for future development.

Based on the attached appraisal of the Property by Deanne Schatz’s lender, Town & Country Credit Union, the true and full value of the Property is \$2,100,000, falling below the City’s assessment.

## **I. Cost Approach**

Under the Cost Approach, the appraisal considered what a prudent, rational person would pay to construct a similar and competitive property as opposed to purchasing the Property at issue. The estimate of the replacement cost of the building and site improvement was based on Swift Estimator, an online subsidiary resource of Marshall Valuation Service, adjusted for local costs and conditions. Based on the cost equivalent for replacement, the Property was valued at **\$2,147,722**.

In reviewing the cost approach and value of the land, the City Assessor acknowledged that the original house had been torn down, but quickly surmised that it must have had no value since the Owner chose to tear it down and build a new home. As such, the City Assessor did not include any reduction in value for the value of the improvement that was removed from the property, yet added the new construction cost in full as contributing to this \$2.6 value. This calculation is illogical.

## **II. Sales Comparison Approach**



The appraisal analyzed the Property under a Sales Comparison approach comparing the Property to six comparable listings. Of particular note is a review of “Comparable 3” with a marketing history listing the property for \$2,899,000 in August, 2018 and reduced to \$2,450,000 at the time of sale garnering only 77% of the listed price. “Comparable 5” also indicates availability for 1,280 days with an initial list price of \$3,250,000 with the appraiser providing an adjusted sales price of \$2,041,815. Based on the comparable properties with adjusted sales prices ranging from \$1,985,640 to \$2,633,825, the appraisal determined the value of the Property at **\$2,100,000**. In short, higher value homes are not easy to sell since there is not a large group of buyers who constitute a market for the homes, with only one or two houses being sold in this range annually. Regardless of any



May 30, 2022  
Page 6



attempted recalibration of the land value by the City, the true and full value of the Property is limited by what the market will bear for sales of similar homes, which is clear from the appraisal.

Another fundamental flaw in the City of West Fargo’s rebuttal report is the extreme level of “adjustments” that are applied to comparables. At some point a comparable sale ceases to become a comparable sale when the overall value is increased such that it doubles the actual sales price of a comparable as an “adjustment” by the City Assessor. The incredible level of unwarranted adjustments in the highlighted columns below, which strain reason. For example:

<b>PN 02-4528-00180-000</b> Address 2761 RIVERS BEND DR E WEST FARGO LOT 5 BLK 2 RIVERS BEND AT THE PRESERVE 				<b>PN 02-4528-00150-000</b> Address 2815 RIVERS BEND DR E WEST FARGO LOT 2 BLK 2 RIVERS BEND AT THE PRESERVE 			
Cd/Rec	D 013	1633475		Cd/Rec	D 013	1649213	
Analysis info	04/27/2022	/ 0.00% adj/mo		Analysis info	04/27/2022	/ 0.00% adj/mo	
Sale Date/Amt	05/24/2021		\$1,866,019	Sale Date/Amt	10/22/2021		\$1,439,043
Time Sale Adj	0 mo /Adj \$0 per mo		\$0	Time Sale Adj	0 mo /Adj \$0 per mo		\$0
Adj Sale Amt			\$1,866,019	Adj Sale Amt			\$1,439,043

*(Some rows removed to be brief)*

Total (without rounding)	\$1,786,207			Total (without rounding)	\$1,327,316		
Net Adjustments		\$664,634		Net Adjustments		\$1,123,527	
Indicated Value		\$2,530,653		Indicated Value		\$2,562,570	

<b>PN 02-4528-00210-000</b> Address 2707 RIVERS BEND DR E WEST FARGO LOT 8 BLK 2 RIVERS BEND AT THE PRESERVE 				<b>PN 02-4525-00550-000</b> Address 2721 1 ST E WEST FARGO LOT 7 BLK 4 RIVERS BEND AT THE PRESERVE 			
Cd/Rec	D 013	1649791		Cd/Rec	D 013	1651962	
Analysis info	04/27/2022	/ 0.00% adj/mo		Analysis info	04/27/2022	/ 0.00% adj/mo	
Sale Date/Amt	10/28/2021		\$1,419,631	Sale Date/Amt	11/19/2021		\$1,607,940
Time Sale Adj	0 mo /Adj \$0 per mo		\$0	Time Sale Adj	0 mo /Adj \$0 per mo		\$0
Adj Sale Amt			\$1,419,631	Adj Sale Amt			\$1,607,940

*(Some rows removed to be brief)*

Total (without rounding)	\$1,213,299			Total (without rounding)	\$1,398,179		
Net Adjustments		\$1,237,543		Net Adjustments		\$1,052,664	
Indicated Value		\$2,657,174		Indicated Value		\$2,660,604	

May 30, 2022

Page 7

The appraisal notes that the Property is a high value residential property with expected price regressions between 15-20% within the limited market for potential buyers and sellers. As previously determined by the North Dakota Supreme Court, if a property cannot be sold for the assessed value, then the market value, synonymous with the “true and full value” of the property must be less than the assessed value. (*RFM-TREI Jefferson Apartments*, 2020 ND 204 at ¶ 14). Assessments which exceed the true and full value of a property requires abatement or reduction of the property’s assessed value. *Id.* Where a Board acts contrary to that directive, its acts are considered arbitrary and unreasonable. *Id.*

The City’s drastic increase in valuation does not reflect what a willing buyer would pay a willing seller for the Property, particularly in the West Fargo market. The City’s valuation should not be adopted by the County Board of Equalization, and a downward correction is required. Deanne Schatz requests the City consider the attached appraisal as evidence of the Property’s true and full value, setting the market value at \$2,100,000. That would still reflect an increase of \$107,500 in one year, which is significant.

Sincerely,

A handwritten signature in black ink that reads "Tami Norgard". The signature is written in a cursive, flowing style.

Tami Norgard

4727034.1

03/16/2021

**ADDITIONAL COMMENTS AND EXPLANATIONS REGARDING THE APPRAISAL OF THE SUBJECT PROPERTY LOCATED AT 4812 SHEYENNE ST S . WEST FARGO, ND.**

THE SUBJECT DWELLING IS ONE OF SEVERAL HUNDRED EXECUTIVE TYPE HOMES WITH CONSTRUCTION COST EXCEEDING \$800,000 IN THE GREATER FARGO/MOORHEAD MARKET.

THE SUBJECT'S IMPROVEMENTS UPON A LARGER CLOSE IN RESIDENTIAL SITE LEAVES IT IN A MORE SELECT GROUP OF EXECUTIVE HOUSING OPTIONS.

THE EXCEPTIONAL SIZE AND QUALITY OF THE HOUSE AND OUTBUILDINGS ON SITE PUTS THE SUBJECT PROPERTY AMONG JUST A HANDFUL OF SUCH RESIDENTIAL PROPERTIES IN THE REGION.

MARKET ACTIVITY INDICATES A SIGNIFICANT PRICE REGRESSION IN RELATION TO THE COST OF SUCH ELABORATE IMPROVEMENTS IN THE LOCAL RESIDENTIAL *RESALE* MARKET.

AS STATED THE HIGHEST AND BEST USE OF THE PROPERTY IS SINGLE FAMILY RESIDENTIAL AND THE ADDITIONAL NON MAIN DWELLING ASSOCIATED IMPROVEMENTS UPON THE SITE HAVE A POSITIVE IMPACT ON VALUE BUT DO NOT ULTIMATELY DRIVE PROPERTY USE OR VALUE.

THE AVAILABLE MARKET ACTIVITY AND DATA ALLOWS FOR VALUATION OF THE PROPERTY WITH A REASONABLE LEVEL OF CONFIDENCE IN THE RESULT, HOWEVER, IT IS IMPORTANT TO NOTE THAT THE INTENDED USE OF THIS REPORT IS FOR LENDING PURPOSES, NO OTHER USE IS INTENDED AND ALSO TO CONSIDER THAT THE SUBJECT RESIDES IN A MARKET SEGMENT THAT IS NOT OFTEN TESTED AND FEW SIMILAR SUCH PROPERTIES EXISTS WITHIN THE DEFINED MARKET.



Uniform Residential Appraisal Report

4812J031021
File # SCHATZ

The purpose of this summary appraisal report is to provide the lender/client with an accurate, and adequately supported, opinion of the market value of the subject property.

Property Address 4812 Sheyenne St City West Fargo State ND Zip Code 58078
Borrower DEANNE SCHATZ Owner of Public Record DEANNE SCHATZ County CASS
Legal Description SCHATZ RANCH 1ST ADDN. LOT 1 BLK 1
Assessor's Parcel # 02-4958-00010-000 Tax Year 2020 R.E. Taxes \$ 6,131
Neighborhood Name WEST FARGO Map Reference 22020 Census Tract 0405.00
Occupant [X] Owner [ ] Tenant [ ] Vacant Special Assessments \$ 13,130 [ ] PUD HOA \$ 0 [ ] per year [ ] per month
Property Rights Appraised [X] Fee Simple [ ] Leasehold [ ] Other (describe)
Assignment Type [ ] Purchase Transaction [X] Refinance Transaction [ ] Other (describe)
Lender/Client TOWN & COUNTRY CREDIT UNION- IN Address 5181 38TH ST S, FARGO, ND 58104
Is the subject property currently offered for sale or has it been offered for sale in the twelve months prior to the effective date of this appraisal? [ ] Yes [X] No
Report data source(s) used, offering price(s), and date(s). RMLS.

SUBJECT

I [ ] did [ ] did not analyze the contract for sale for the subject purchase transaction. Explain the results of the analysis of the contract for sale or why the analysis was not performed.

CONTRACT

Contract Price \$ Date of Contract Is the property seller the owner of public record? [ ] Yes [ ] No Data Source(s)
Is there any financial assistance (loan charges, sale concessions, gift or downpayment assistance, etc.) to be paid by any party on behalf of the borrower? [ ] Yes [ ] No
If Yes, report the total dollar amount and describe the items to be paid.

Note: Race and the racial composition of the neighborhood are not appraisal factors.

NEIGHBORHOOD

Table with columns: Neighborhood Characteristics, One-Unit Housing Trends, One-Unit Housing, Present Land Use %. Includes data for Location, Built-Up, Growth, and Neighborhood Boundaries.

Market Conditions (including support for the above conclusions) See attached addenda.

SITE

Dimensions IRREGULAR Area 7.87 ac Shape IRREGULAR View N;Res;Pstrl
Specific Zoning Classification A Zoning Description AGRICULTURAL DISTRICT REGULATIONS
Zoning Compliance [X] Legal [ ] Legal Nonconforming (Grandfathered Use) [ ] No Zoning [ ] Illegal (describe)
Is the highest and best use of subject property as improved (or as proposed per plans and specifications) the present use? [X] Yes [ ] No If No, describe See general text addendum.
Utilities Public Other (describe) Public Other (describe) Off-site Improvements - Type Public Private
Electricity [X] [ ] 600A CB Adequate Water [X] [ ] Street GRAVEL [X] [ ]
Gas [X] [ ] Sanitary Sewer [X] [ ] Alley NONE [ ] [ ]
FEMA Special Flood Hazard Area [ ] Yes [X] No FEMA Flood Zone X500 FEMA Map # 38017C0767G FEMA Map Date 01/16/2015
Are the utilities and off-site improvements typical for the market area? [X] Yes [ ] No If No, describe
Are there any adverse site conditions or external factors (easements, encroachments, environmental conditions, land uses, etc.)? [X] Yes [ ] No If Yes, describe
NO APPARENT ADVERSE ENCROACHMENTS OR EASEMENTS NOTED. CURRENT UNCERTIFIED SPECIALS BALANCE OF \$134,503.62, WORK IN PROGRESS BALANCE OF \$12,826.03.

IMPROVEMENTS

Table with columns: General Description, Foundation, Exterior Description materials/condition, Interior materials/condition. Includes details on Units, # of Stories, Type, Design, Year Built, Effective Age, Attic, Heating, Cooling, Amenities, and Appliances.

Describe the condition of the property (including needed repairs, deterioration, renovations, remodeling, etc.). C2;No updates in the prior 15 years;See attached addenda.

Are there any physical deficiencies or adverse conditions that affect the livability, soundness, or structural integrity of the property? [ ] Yes [X] No If Yes, describe
NO KNOWN APPARENT ADVERSE CONDITIONS OR PHYSICAL DEFICIENCIES NOTED.

Does the property generally conform to the neighborhood (functional utility, style, condition, use, construction, etc.)? [X] Yes [ ] No If No, describe

Uniform Residential Appraisal Report

4812J031021  
File # SCHATZ

There are 8 comparable properties currently offered for sale in the subject neighborhood ranging in price from \$ 1,000,000 to \$ 2,500,000		There are 3 comparable sales in the subject neighborhood within the past twelve months ranging in sale price from \$ 1,000,000 to \$ 3,215,000			
FEATURE	SUBJECT	COMPARABLE SALE # 1	COMPARABLE SALE # 2	COMPARABLE SALE # 3	
Address	4812 Sheyenne St West Fargo, ND 58078	446 Trent Jones Dr Oxbow, ND 58047	318 50th PI W West Fargo, ND 58078	3838 2nd St E West Fargo, ND 58078	
Proximity to Subject		11.21 miles SE	0.13 miles SW	0.89 miles NE	
Sale Price	\$	\$ 1,550,000	\$ 3,214,415	\$ 1,890,000	
Sale Price/Gross Liv. Area	\$ 823.75 sq.ft.	\$ 383.47 sq.ft.	\$ 644.43 sq.ft.	\$ 288.59 sq.ft.	
Data Source(s)		FMAAR #20-2640;DOM 231	FMAAR#21-630;DOM 1	18-4879;DOM 387	
Verification Source(s)		CTY RECRDS	CTY RECORDS	CTY RCRDS	
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-) \$ Adjustment	DESCRIPTION	+(-) \$ Adjustment
Sales or Financing		ArmLth		ArmLth	
Concessions		Conv;0		Conv;0	
Date of Sale/Time		s03/21;c02/21		s02/21;c02/21	
Location	N;Res;	N;Res;Oxbow	0	N;Res;	
Leasehold/Fee Simple	Fee Simple	Fee Simple		Fee Simple	
Site	7.87 ac	30492 sf	+300,000	32205 sf	+200,000
View	N;Res;Pstrl	B;Glfvw;Wtr	-20,000	B;Res;pond	0
Design (Style)	DT2;2 STORY	DT1;1 STORY	0	DT1;1 STORY	0
Quality of Construction	Q2	Q2		Q1	-640,000
Actual Age	0	4	0	0	
Condition	C2	C2	+20,000	C1	0
Above Grade	Total Bdrms. Baths	Total Bdrms. Baths		Total Bdrms. Baths	
Room Count	11 5 3.1	8 4 3.2	-8,000	9 4 3.1	0
Gross Living Area	5,537 sq.ft.	4,042 sq.ft.	+134,550	4,988 sq.ft.	+49,410
Basement & Finished Rooms Below Grade	2442sf2400sfin 2rr2br2.0ba2o	3720sf3720sfin 1rr2br1.1ba0o	0 +8,000	5705sf5705sfwu 2rr3br2.0ba2o	-60,000 -100,000
Functional Utility	VERY GOOD	VERY GOOD		VERY GOOD	
Heating/Cooling	GFA/FL/CACX3	GFA/FL/CACx2	0	GFA/FL/CACX3	
Energy Efficient Items	Extreme climate	Extreme climate		Extreme climate	
Garage/Carport	3ga3gd6dw	4ga4dw	+40,000	4ga4dw	+40,000
Porch/Patio/Deck	Porches, Patios	PATIO/DECK	-20,000	Porches, Patios	-50,000
F/P, FENCE, ETC.	2 F/P,generator	3FP,Spmklrs	0	2 F/P,generator	1 F/P
OTHER	SHOP	NONE	+150,000	pool&gym	0
TOTAL UNPAID BALANCES	\$147,329	\$0	-110,000	\$85,240	-20,000
Net Adjustment (Total)		<input checked="" type="checkbox"/> + <input type="checkbox"/> - \$ 494,550		<input type="checkbox"/> + <input checked="" type="checkbox"/> - \$ 580,590	<input checked="" type="checkbox"/> + <input type="checkbox"/> - \$ 235,920
Adjusted Sale Price of Comparables		Net Adj. 31.9 % Gross Adj. 52.3 % \$ 2,044,550		Net Adj. 18.1 % Gross Adj. 36.1 % \$ 2,633,825	Net Adj. 12.5 % Gross Adj. 64.2 % \$ 2,125,920

SALES COMPARISON APPROACH

I  did  did not research the sale or transfer history of the subject property and comparable sales. If not, explain

My research  did  did not reveal any prior sales or transfers of the subject property for the three years prior to the effective date of this appraisal.

Data Source(s) RMLS; CTY RECORDS

My research  did  did not reveal any prior sales or transfers of the comparable sales for the year prior to the date of sale of the comparable sale.

Data Source(s) RMLS

Report the results of the research and analysis of the prior sale or transfer history of the subject property and comparable sales (report additional prior sales on page 3).

ITEM	SUBJECT	COMPARABLE SALE #1	COMPARABLE SALE #2	COMPARABLE SALE #3
Date of Prior Sale/Transfer	11/20/2020			
Price of Prior Sale/Transfer	\$10			
Data Source(s)	RMLS; CTY RECORDS	RMLS; CTY RECORDS	RMLS;CTY RECORDS	NDRIN
Effective Date of Data Source(s)	03/01/2020	01/01/2021	01/31/2021	01/21/2021

Analysis of prior sale or transfer history of the subject property and comparable sales ALL KNOWN SALES FOR SUBJECT WITHIN THE LAST 3 YEARS ARE LISTED ABOVE. KNOWN PREVIOUS SALE FOR COMPARABLES IN THE LAST YEAR ARE LISTED. THE PREVIOUS SUBJECT SALE OF 07/03/2018 FOR \$1,300,000 WAS AN ARMS LENGTH TRANSACTION AND APPEARS TO BE REASONABLE FOR THE TIME. AT THE TIME OF THIS SALE A DWELLING EXISTED ALONG WITH OUTBUILDINGS. SINCE THE SALE THE DWELLING HAS BEEN REMOVED AND REPLACED, OUTBUILDINGS, LANDSCAPE AND DRIVES/PARKING IMPROVED SIGNIFICANTLY.

Summary of Sales Comparison Approach See attached addenda.

Indicated Value by Sales Comparison Approach \$ 2,100,000

Indicated Value by: Sales Comparison Approach \$ 2,100,000 Cost Approach (if developed) \$ 2,147,722 Income Approach (if developed) \$

THE SALES COMPARISON APPROACH IS OUR BEST INDICATOR OF VALUE AS IT BEST REFLECTS THE ACTIONS OF BUYERS AND SELLERS IN THE MARKET. THE COST APPROACH AND INCOME APPROACH WERE CONSIDERED AND DEEMED NOT APPLICABLE TO THE APPRAISAL PROBLEM.

RECONCILIATION

This appraisal is made  "as is",  subject to completion per plans and specifications on the basis of a hypothetical condition that the improvements have been completed,  subject to the following repairs or alterations on the basis of a hypothetical condition that the repairs or alterations have been completed, or  subject to the following required inspection based on the extraordinary assumption that the condition or deficiency does not require alteration or repair:

Based on a complete visual inspection of the interior and exterior areas of the subject property, defined scope of work, statement of assumptions and limiting conditions, and appraiser's certification, my (our) opinion of the market value, as defined, of the real property that is the subject of this report is \$ 2,100,000 , as of 03/10/2021 , which is the date of inspection and the effective date of this appraisal.

Uniform Residential Appraisal Report

4812J031021  
File # SCHATZ

ADDITIONAL COMMENTS

THIS REPORT HAS A PASSWORD PROTECTED DIGITAL SIGNATURE.

THE VISUAL INSPECTION OF THE SUBJECT PROPERTY DID NOT INCLUDE THE FOLLOWING:

OBSERVATION OF THE ATTIC, OBSERVATION OF ANY CRAWLSPACE, ACTIVATION AND/OR TESTING OF MECHANICAL SYSTEMS (INCLUDING ANY WELL OR SEPTIC SYSTEM, IF APPLICABLE), ANYTHING THAT IS NOT READILY OBSERVABLE, MOLD ASSESSMENT OR RADON ASSESSMENT, ROOF CONDITION REPORT BEYOND AN OBSERVATION BASED ON A VISUAL FROM THE GROUND.

THIS PROPERTY WAS NOT IMPACTED BY ANY RECENT FLOOD RELATED EVENTS.

THE SCOPE OF WORK HAS BEEN TO COLLECT, CONFIRM, AND REPORT DATA. OTHER GENERAL MARKET DATA AND CONDITIONS HAVE BEEN CONSIDERED. CONSIDERATION HAS BEEN GIVEN TO THE PROPERTY'S ZONING AND SURROUNDING IMPROVEMENTS AND NEIGHBORHOOD. THE WORK FOR THIS ASSIGNMENT INCLUDED:

AN INSPECTION OF THE PROPERTY BEING APPRAISED AS WELL AS THE NEIGHBORHOOD IN WHICH IT IS LOCATED. DURING THE INSPECTION, AN INVENTORY OF PROPERTY ATTRIBUTES WAS COLLECTED BASED ON VISUAL OBSERVATIONS.

INSPECTED PUBLIC RECORDS FOR PROPERTY'S ZONING, FLOOD HAZARD AREA CLASSIFICATION, PROPERTY TAX ASSESSOR'S RECORDS, FOR ATTRIBUTES OF THE PROPERTY.

CONSIDERATION OF HIGHEST AND BEST USE OF THE LAND AND PROPERTY AS VACANT AND IMPROVED.

COLLECTION AND ANALYSIS OF COMPARABLE LAND SALES IN ORDER TO FORM AN OPINION OF THE VALUE OF THE UNDERLYING LAND.

CONSULTED APPROPRIATE COST REPLACEMENT FIGURES FROM NATIONAL COST DATA SERVICES, AS WELL AS COMPARISONS WITH LOCAL BUILDER ESTIMATES, WHICH WOULD LEAD TO COMPLETION OF THE COST TO VALUE APPROACH.

INVESTIGATED COMPARABLE SALES OF SIMILAR IMPROVED PROPERTIES, MADE A COMPARATIVE ANALYSIS WHICH WOULD LEAD TO THE COMPLETION OF THE SALES COMPARISON APPROACH TO VALUE.

RECONCILING THE VALUE INDICATION FROM THE APPROPRIATE APPROACHES TO VALUE INTO A FINAL OPINION FROM THE SUBJECT PROPERTY; ALL AS OF THE EFFECTIVE DATE OF THIS REPORT.

THE APPRAISER HAS NOT PROVIDED ANY SERVICES OF ANY TYPE ASSOCIATED WITH THE SUBJECT PROPERTY IN THE LAST THREE YEARS.

SUBJECT UTILITIES WERE ON AND WORKING IN EXISTING BUILDING AT THE TIME OF MY INSPECTION.

COST APPROACH

COST APPROACH TO VALUE (not required by Fannie Mae)				
Provide adequate information for the lender/client to replicate the below cost figures and calculations.				
Support for the opinion of site value (summary of comparable land sales or other methods for estimating site value)		ANALYSIS OF SIMILAR COMPARABLES		
SALES AND LISTINGS, AS WELL AS APPLICATION OF THE EXTRACTION METHOD OF SITE VALUATION IN THE GENERAL AREA OF THE SUBJECT. THE SUBJECT SITE IS VALUED IN USE, SINGLE FAMILY DWELLING SITE. SITE VALUE DOES NOT INCLUDE OUTSTANDING SPECIALS BALANCE.				
ESTIMATED	<input type="checkbox"/> REPRODUCTION OR	<input checked="" type="checkbox"/> REPLACEMENT COST NEW	OPINION OF SITE VALUE	= \$ 600,000
Source of cost data	MARSHALL&SWIFT ADJUSTED FOR LOCAL COND.		DWELLING	5,537 Sq.Ft. @ \$ 225.00 = \$ 1,245,825
Quality rating from cost service	EXCELL	Effective date of cost data	BASEMENT	2,442 Sq.Ft. @ \$ 120.00 = \$ 293,040
Comments on Cost Approach (gross living area calculations, depreciation, etc.)			PORCH, PATIO	= \$ 50,000
See attached addenda.			Garage/Carport	2,866 Sq.Ft. @ \$ 54.00 = \$ 154,764
			Total Estimate of Cost-New	= \$ 1,743,629
			Less Physical	
			Less Functional	
			Less External	435,907 = \$( 435,907)
			Depreciation	
			Depreciated Cost of Improvements	= \$ 1,307,722
			"As-is" Value of Site Improvements	= \$ 90,000
			Contributory value of detached SHOP/AND SHED.	= \$ 150,000
Estimated Remaining Economic Life (HUD and VA only)	100 Years	INDICATED VALUE BY COST APPROACH		= \$ 2,147,722

INCOME

INCOME APPROACH TO VALUE (not required by Fannie Mae)			
Estimated Monthly Market Rent \$	X	Gross Rent Multiplier	= \$ Indicated Value by Income Approach
Summary of Income Approach (including support for market rent and GRM)			

PUD INFORMATION

**PROJECT INFORMATION FOR PUDs (if applicable)**

Is the developer/builder in control of the Homeowners' Association (HOA)?  Yes  No Unit type(s)  Detached  Attached

Provide the following information for PUDs ONLY if the developer/builder is in control of the HOA and the subject property is an attached dwelling unit.

Legal Name of Project

Total number of phases Total number of units Total number of units sold

Total number of units rented Total number of units for sale Data source(s)

Was the project created by the conversion of existing building(s) into a PUD?  Yes  No If Yes, date of conversion.

Does the project contain any multi-dwelling units?  Yes  No Data Source

Are the units, common elements, and recreation facilities complete?  Yes  No If No, describe the status of completion.

Are the common elements leased to or by the Homeowners' Association?  Yes  No If Yes, describe the rental terms and options.

Describe common elements and recreational facilities.

## Uniform Residential Appraisal Report

4812J031021  
File# SCHATZ

This report form is designed to report an appraisal of a one-unit property or a one-unit property with an accessory unit; including a unit in a planned unit development (PUD). This report form is not designed to report an appraisal of a manufactured home or a unit in a condominium or cooperative project.

This appraisal report is subject to the following scope of work, intended use, intended user, definition of market value, statement of assumptions and limiting conditions, and certifications. Modifications, additions, or deletions to the intended use, intended user, definition of market value, or assumptions and limiting conditions are not permitted. The appraiser may expand the scope of work to include any additional research or analysis necessary based on the complexity of this appraisal assignment. Modifications or deletions to the certifications are also not permitted. However, additional certifications that do not constitute material alterations to this appraisal report, such as those required by law or those related to the appraiser's continuing education or membership in an appraisal organization, are permitted.

**SCOPE OF WORK:** The scope of work for this appraisal is defined by the complexity of this appraisal assignment and the reporting requirements of this appraisal report form, including the following definition of market value, statement of assumptions and limiting conditions, and certifications. The appraiser must, at a minimum: (1) perform a complete visual inspection of the interior and exterior areas of the subject property, (2) inspect the neighborhood, (3) inspect each of the comparable sales from at least the street, (4) research, verify, and analyze data from reliable public and/or private sources, and (5) report his or her analysis, opinions, and conclusions in this appraisal report.

**INTENDED USE:** The intended use of this appraisal report is for the lender/client to evaluate the property that is the subject of this appraisal for a mortgage finance transaction.

**INTENDED USER:** The intended user of this appraisal report is the lender/client.

**DEFINITION OF MARKET VALUE:** 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, knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby: (1) buyer and seller are typically motivated; (2) both parties are well informed or well advised, and each acting in what he or she considers his or her own best interest; (3) a reasonable time is allowed for exposure in the open market; (4) payment is made in terms of cash in U. S. dollars or in terms of financial arrangements comparable thereto; and (5) the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions\* granted by anyone associated with the sale.

\*Adjustments to the comparables must be made for special or creative financing or sales concessions. No adjustments are necessary for those costs which are normally paid by sellers as a result of tradition or law in a market area; these costs are readily identifiable since the seller pays these costs in virtually all sales transactions. Special or creative financing adjustments can be made to the comparable property by comparisons to financing terms offered by a third party institutional lender that is not already involved in the property or transaction. Any adjustment should not be calculated on a mechanical dollar for dollar cost of the financing or concession but the dollar amount of any adjustment should approximate the market's reaction to the financing or concessions based on the appraiser's judgment.

**STATEMENT OF ASSUMPTIONS AND LIMITING CONDITIONS:** The appraiser's certification in this report is subject to the following assumptions and limiting conditions:

1. The appraiser will not be responsible for matters of a legal nature that affect either the property being appraised or the title to it, except for information that he or she became aware of during the research involved in performing this appraisal. The appraiser assumes that the title is good and marketable and will not render any opinions about the title.
2. The appraiser has provided a sketch in this appraisal report to show the approximate dimensions of the improvements. The sketch is included only to assist the reader in visualizing the property and understanding the appraiser's determination of its size.
3. The appraiser has examined the available flood maps that are provided by the Federal Emergency Management Agency (or other data sources) and has noted in this appraisal report whether any portion of the subject site is located in an identified Special Flood Hazard Area. Because the appraiser is not a surveyor, he or she makes no guarantees, express or implied, regarding this determination.
4. The appraiser will not give testimony or appear in court because he or she made an appraisal of the property in question, unless specific arrangements to do so have been made beforehand, or as otherwise required by law.
5. The appraiser has noted in this appraisal report any adverse conditions (such as needed repairs, deterioration, the presence of hazardous wastes, toxic substances, etc.) observed during the inspection of the subject property or that he or she became aware of during the research involved in performing the appraisal. Unless otherwise stated in this appraisal report, the appraiser has no knowledge of any hidden or unapparent physical deficiencies or adverse conditions of the property (such as, but not limited to, needed repairs, deterioration, the presence of hazardous wastes, toxic substances, adverse environmental conditions, etc.) that would make the property less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied. The appraiser will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because the appraiser is not an expert in the field of environmental hazards, this appraisal report must not be considered as an environmental assessment of the property.
6. The appraiser has based his or her appraisal report and valuation conclusion for an appraisal that is subject to satisfactory completion, repairs, or alterations on the assumption that the completion, repairs, or alterations of the subject property will be performed in a professional manner.



## Uniform Residential Appraisal Report

APPRAISER'S CERTIFICATION: The Appraiser certifies and agrees that:

1. I have, at a minimum, developed and reported this appraisal in accordance with the scope of work requirements stated in this appraisal report.
2. I performed a complete visual inspection of the interior and exterior areas of the subject property. I reported the condition of the improvements in factual, specific terms. I identified and reported the physical deficiencies that could affect the livability, soundness, or structural integrity of the property.
3. I performed this appraisal in accordance with the requirements of the Uniform Standards of Professional Appraisal Practice that were adopted and promulgated by the Appraisal Standards Board of The Appraisal Foundation and that were in place at the time this appraisal report was prepared.
4. I developed my opinion of the market value of the real property that is the subject of this report based on the sales comparison approach to value. I have adequate comparable market data to develop a reliable sales comparison approach for this appraisal assignment. I further certify that I considered the cost and income approaches to value but did not develop them, unless otherwise indicated in this report.
5. I researched, verified, analyzed, and reported on any current agreement for sale for the subject property, any offering for sale of the subject property in the twelve months prior to the effective date of this appraisal, and the prior sales of the subject property for a minimum of three years prior to the effective date of this appraisal, unless otherwise indicated in this report.
6. I researched, verified, analyzed, and reported on the prior sales of the comparable sales for a minimum of one year prior to the date of sale of the comparable sale, unless otherwise indicated in this report.
7. I selected and used comparable sales that are locationally, physically, and functionally the most similar to the subject property.
8. I have not used comparable sales that were the result of combining a land sale with the contract purchase price of a home that has been built or will be built on the land.
9. I have reported adjustments to the comparable sales that reflect the market's reaction to the differences between the subject property and the comparable sales.
10. I verified, from a disinterested source, all information in this report that was provided by parties who have a financial interest in the sale or financing of the subject property.
11. I have knowledge and experience in appraising this type of property in this market area.
12. I am aware of, and have access to, the necessary and appropriate public and private data sources, such as multiple listing services, tax assessment records, public land records and other such data sources for the area in which the property is located.
13. I obtained the information, estimates, and opinions furnished by other parties and expressed in this appraisal report from reliable sources that I believe to be true and correct.
14. I have taken into consideration the factors that have an impact on value with respect to the subject neighborhood, subject property, and the proximity of the subject property to adverse influences in the development of my opinion of market value. I have noted in this appraisal report any adverse conditions (such as, but not limited to, needed repairs, deterioration, the presence of hazardous wastes, toxic substances, adverse environmental conditions, etc.) observed during the inspection of the subject property or that I became aware of during the research involved in performing this appraisal. I have considered these adverse conditions in my analysis of the property value, and have reported on the effect of the conditions on the value and marketability of the subject property.
15. I have not knowingly withheld any significant information from this appraisal report and, to the best of my knowledge, all statements and information in this appraisal report are true and correct.
16. I stated in this appraisal report my own personal, unbiased, and professional analysis, opinions, and conclusions, which are subject only to the assumptions and limiting conditions in this appraisal report.
17. I have no present or prospective interest in the property that is the subject of this report, and I have no present or prospective personal interest or bias with respect to the participants in the transaction. I did not base, either partially or completely, my analysis and/or opinion of market value in this appraisal report on the race, color, religion, sex, age, marital status, handicap, familial status, or national origin of either the prospective owners or occupants of the subject property or of the present owners or occupants of the properties in the vicinity of the subject property or on any other basis prohibited by law.
18. My employment and/or compensation for performing this appraisal or any future or anticipated appraisals was not conditioned on any agreement or understanding, written or otherwise, that I would report (or present analysis supporting) a predetermined specific value, a predetermined minimum value, a range or direction in value, a value that favors the cause of any party, or the attainment of a specific result or occurrence of a specific subsequent event (such as approval of a pending mortgage loan application).
19. I personally prepared all conclusions and opinions about the real estate that were set forth in this appraisal report. If I relied on significant real property appraisal assistance from any individual or individuals in the performance of this appraisal or the preparation of this appraisal report, I have named such individual(s) and disclosed the specific tasks performed in this appraisal report. I certify that any individual so named is qualified to perform the tasks. I have not authorized anyone to make a change to any item in this appraisal report; therefore, any change made to this appraisal is unauthorized and I will take no responsibility for it.
20. I identified the lender/client in this appraisal report who is the individual, organization, or agent for the organization that ordered and will receive this appraisal report.

Uniform Residential Appraisal Report

4812J031021  
File # SCHATZ

21. The lender/client may disclose or distribute this appraisal report to: the borrower; another lender at the request of the borrower; the mortgagee or its successors and assigns; mortgage insurers; government sponsored enterprises; other secondary market participants; data collection or reporting services; professional appraisal organizations; any department, agency, or instrumentality of the United States; and any state, the District of Columbia, or other jurisdictions; without having to obtain the appraiser's or supervisory appraiser's (if applicable) consent. Such consent must be obtained before this appraisal report may be disclosed or distributed to any other party (including, but not limited to, the public through advertising, public relations, news, sales, or other media).

22. I am aware that any disclosure or distribution of this appraisal report by me or the lender/client may be subject to certain laws and regulations. Further, I am also subject to the provisions of the Uniform Standards of Professional Appraisal Practice that pertain to disclosure or distribution by me.


23. The borrower, another lender at the request of the borrower, the mortgagee or its successors and assigns, mortgage insurers, government sponsored enterprises, and other secondary market participants may rely on this appraisal report as part of any mortgage finance transaction that involves any one or more of these parties.

24. If this appraisal report was transmitted as an "electronic record" containing my "electronic signature," as those terms are defined in applicable federal and/or state laws (excluding audio and video recordings), or a facsimile transmission of this appraisal report containing a copy or representation of my signature, the appraisal report shall be as effective, enforceable and valid as if a paper version of this appraisal report were delivered containing my original hand written signature.

25. Any intentional or negligent misrepresentation(s) contained in this appraisal report may result in civil liability and/or criminal penalties including, but not limited to, fine or imprisonment or both under the provisions of Title 18, United States Code, Section 1001, et seq., or similar state laws.

**SUPERVISORY APPRAISER'S CERTIFICATION:** The Supervisory Appraiser certifies and agrees that:

1. I directly supervised the appraiser for this appraisal assignment, have read the appraisal report, and agree with the appraiser's analysis, opinions, statements, conclusions, and the appraiser's certification.
2. I accept full responsibility for the contents of this appraisal report including, but not limited to, the appraiser's analysis, opinions, statements, conclusions, and the appraiser's certification.
3. The appraiser identified in this appraisal report is either a sub-contractor or an employee of the supervisory appraiser (or the appraisal firm), is qualified to perform this appraisal, and is acceptable to perform this appraisal under the applicable state law.
4. This appraisal report complies with the Uniform Standards of Professional Appraisal Practice that were adopted and promulgated by the Appraisal Standards Board of The Appraisal Foundation and that were in place at the time this appraisal report was prepared.
5. If this appraisal report was transmitted as an "electronic record" containing my "electronic signature," as those terms are defined in applicable federal and/or state laws (excluding audio and video recordings), or a facsimile transmission of this appraisal report containing a copy or representation of my signature, the appraisal report shall be as effective, enforceable and valid as if a paper version of this appraisal report were delivered containing my original hand written signature.

APPRaiser JAMES DOBBS  
 Signature   
 Name JAMES DOBBS  
 Company Name BORDER APPRAISALS INC,  
 Company Address P.O. BOX 9252  
 FARGO, ND 58106  
 Telephone Number (701) 280-9000  
 Email Address INBOX@BORDERAPPRAISALS.COM  
 Date of Signature and Report 03/16/2021  
 Effective Date of Appraisal 03/10/2021  
 State Certification # CR-21033  
 or State License #  
 or Other (describe) State #  
 State ND  
 Expiration Date of Certification or License 12/31/2021

SUPERVISORY APPRAISER (ONLY IF REQUIRED)  
 Signature  
 Name  
 Company Name  
 Company Address  
 Telephone Number  
 Email Address  
 Date of Signature  
 State Certification #  
 or State License #  
 State  
 Expiration Date of Certification or License

ADDRESS OF PROPERTY APPRAISED  
 4812 Sheyenne St  
 West Fargo, ND 58078  
 APPRAISED VALUE OF SUBJECT PROPERTY \$ 2,100,000

LENDER/CLIENT  
 Name No AMC  
 Company Name TOWN & COUNTRY CREDIT UNION- INHOUSE  
 Company Address 5181 38TH ST S, FARGO, ND 58104  
 Email Address

SUBJECT PROPERTY  
 Did not inspect subject property  
 Did inspect exterior of subject property from street  
 Date of Inspection  
 Did inspect interior and exterior of subject property  
 Date of Inspection

COMPARABLE SALES  
 Did not inspect exterior of comparable sales from street  
 Did inspect exterior of comparable sales from street  
 Date of Inspection



## Supplemental Addendum

File No. SCHATZ

Borrower	DEANNE SCHATZ				
Property Address	4812 Sheyenne St				
City	West Fargo	County	CASS	State	ND Zip Code 58078
Lender/Client	TOWN & COUNTRY CREDIT UNION- INHOUSE				

• **URAR : Neighborhood - Market Conditions**

MLS STATISTICS INDICATE THAT THE AVERAGE TIME ON THE MARKET FOR ALL PRICE RANGES WITHIN THE LAST 12 MONTHS IS ABOUT 88 DAYS WITH SELLERS RECEIVING 101% OF LIST PRICE AS FINAL SALES PRICE. UNEMPLOYMENT IN THE METRO AREA IS AT OR NEAR 3%. DEMAND APPEARS TO EXCEED SUPPLY IN MOST PRICE RANGES. THE MARKET IS MORE STABLE IN HIGHER PRICE RANGES.

**BOTH THE EXPECTED EXPOSURE TIME AND MARKETING TIME FOR PROPERTIES LIKE THE SUBJECT IN THE AREA IS ESTIMATED AT 6-24 MONTHS. CITED RMLS DATA FROM THE LOCAL RMLS SYSTEM, ALL DISTRICTS.**

THERE MAY BE DIFFERENCES IN THE STATISTICS BETWEEN THE NEIGHBORHOOD TRENDS AND THE MARKET CONDITIONS REPORT. THE NEIGHBORHOOD TRENDS STATISTICS ARE BOUND BY DATA THAT IS REFLECTIVE OF THE DEFINED NEIGHBORHOOD. THE MARKET CONDITIONS REPORT CONSIDERS THE NEIGHBORHOOD, AS WELL AS, THOSE COMPETING AREAS WITHIN THE SAME MARKET AS THE SUBJECT AND ALSO WITHIN A CERTAIN SEGMENT OF THAT MARKET. IN ESSENCE, THE ANALYSIS OF THE DEFINED NEIGHBORHOOD AND THE REPORT OF THE SUBJECT'S MARKET AREA ARE TWO DIFFERENT REPORTS WITH DIFFERENT CRITERIA, WHICH MAY RESULT IN DIFFERENCES BETWEEN THE DATA.

• **URAR : Site - Highest and Best**

THE CURRENT ZONING ORDINANCE IS CONSISTENT WITH THE SUBJECT'S IMPROVED USE, SINGLE FAMILY RESIDENTIAL. THE CURRENT MARKET VALUE OF THE SUBJECT PROPERTY IS DRIVEN BY ITS CURRENT IMPROVED USE. THIS USE IS SUPPORTED THROUGH MARKET ANALYSIS AND DEEMED THE HIGHEST AND BEST USE AT THIS TIME.

• **URAR : Neighborhood - Description**

THE SUBJECT IS LOCATED IN THE CITY OF WEST FARGO. THERE ARE VARIOUS SUBDIVISIONS IN CLOSE PROXIMITY, MOST WITH LARGER SITES AND SOME ESTATE TYPE PROPERTIES WITH LARGER SITES LIKE THE SUBJECT INCLUDING ADJACENT TO THE SOUTH (NEWLY COMPLETED). SUBJECT LOCATION HAS GOOD ACCESS TO MAJOR TRAFFIC ROUTES AND GOOD PROXIMITY TO MOST EMPLOYMENT, RETAIL, SCHOOLS AND GENERAL SERVICES. CLOSE IN URBAN, SUBURBAN AND RURAL HOMES WITH LARGER LOTS ARE A POPULAR HOUSING CHOICE FOR THE AREA. THERE ARE NO SUBSTANTIAL NEGATIVE FACTORS PRESENT IN THE IMMEDIATE SUBJECT NEIGHBORHOOD. THE SUBJECT ENJOYS LOW DENSITY SETTING WITH OBSCURED REAR POND VIEWS, IMPROVEMENTS WELL SET BACK FROM HEAVIER TRAFFIC SHEYENNE STREET TO THE FRONT (EAST).

AN ADJACENT PROPERTY TO THE SOUTH IS SIMILAR IN SITE AREA AND VIEWS AND IS WAS RECENTLY CONSTRUCTED WITH A BUILDING PERMIT INDICATING COST TO CONSTRUCT OF \$4,100,000 WHICH WOULD LIKELY CONSTITUTE THE HIGHEST VALUED RESIDENTIAL PROPERTY IN THE REGION. THE SUBJECT WHILE HAVING A COST TO CONSTRUCT OF LESS THAN HALF THAT AMOUNT IS ALSO ONE OF THE HIGHEST VALUED IN THE REGION BY COST.

**UAD COMPLIANT REPORT:**

AT THE REQUEST OF THE CLIENT, THIS APPRAISAL REPORT HAS BEEN PREPARED IN COMPLIANCE WITH THE UNIFORM APPRAISAL DATASET (UAD) FROM FANNIE MAE AND FREDDIE MAC.

THE UAD REQUIRES THE APPRAISER TO USE STANDARDIZED RESPONSES THAT INCLUDE SPECIFIC FORMATS, DEFINITIONS, ABBREVIATIONS, AND ACRONYMS.

THE APPRAISER ATTEMPTED TO OBTAIN AN ADEQUATE AMOUNT OF INFORMATION IN THE NORMAL COURSE OF BUSINESS REGARDING THE SUBJECT AND COMPARABLE PROPERTIES.

SOME OF THE STANDARDIZED RESPONSES REQUIRED BY THE UAD, ESPECIALLY THOSE IN WHICH THE APPRAISER HAS NOT HAD THE OPPORTUNITY TO VERIFY PERSONALLY OR MEASURE, COULD MISTAKENLY IMPLY GREATER PRECISION AND RELIABILITY IN THE DATA THAN IS FACTUALLY CORRECT OR TYPICAL IN THE NORMAL COURSE OF BUSINESS.

EXAMPLES INCLUDE CONDITION AND QUALITY RATINGS AS WELL AS COMPARABLE SALES AND LISTING DATA.

NOT EVERY ELEMENT OF THE SUBJECT PROPERTY WAS VIEWABLE AND COMPARABLE PROPERTY DATA WAS GENERALLY OBTAINED FROM THIRD-PARTY SOURCES SUCH AS FMAAR MLS.

CONSEQUENTLY, THIS INFORMATION SHOULD BE CONSIDERED AN "ESTIMATE" UNLESS OTHERWISE NOTED BY THE APPRAISER.

THE INTENDED USER OF THIS APPRAISAL REPORT IS THE LENDER/CLIENT. NO ADDITIONAL INTENDED USERS ARE IDENTIFIED BY THE APPRAISER. THIS REPORT CONTAINS SUFFICIENT INFORMATION TO ENABLE THE CLIENT TO UNDERSTAND THE REPORT. ANY OTHER PARTY RECEIVING A COPY OF THIS REPORT FOR ANY REASON IS NOT AN INTENDED USER; NOR DOES IT RESULT IN AN APPRAISER-CLIENT RELATIONSHIP. USE OF THIS REPORT BY ANY OTHER PARTY(IES) IS NOT INTENDED BY THE APPRAISER.

• **URAR : Improvements - Additional Features**

THE SUBJECT DWELLING INCORPORATES BOTH VERY GOOD AND EXCELLENT CONSTRUCTION MATERIALS AND METHODS AND INCLUDES A FINISHED BASEMENT WITH EQUAL QUALITY TO THE MAIN. SEE SKETCH, PHOTOS AND INCLUDED BLUEPRINTS.

• **URAR : Subject - Overall Condition of the Property**

THE SUBJECT DWELLING IS A 2-STORY DESIGN WITH VERY GOOD TO EXCELLENT QUALITY OF MATERIALS AND CONSTRUCTION. OVERALL CONDITION IS NEW AND JUST RECENTLY OCCUPIED. THE FLOOR PLAN IS FUNCTIONAL AND OPEN WITH GOOD DESIGN AND FLOW.

THE BASEMENT HAS FULL FINISH WITH IN FLOOR HEAT. THE BASEMENT CEILINGS ARE 9', FLOORS ARE PRIMARILY VERY GOOD CARPETS AD CERAMIC TILES. ROOMS INCLUDE A WET BAR/KITCHEN OF GOOD QUALITY

## Supplemental Addendum

File No. SCHATZ

Borrower	DEANNE SCHATZ				
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Lender/Client	TOWN & COUNTRY CREDIT UNION- INHOUSE				

AND HIGH APPEAL. (ALL COUNTERS THROUGHOUT THE DWELLING ARE QUARTZ OF HIGH QUALITY, ALL BATH WAINSCOTING SUBWAY TILE OR A VARIANT ). GOOD DAYLIGHT WINDOWS IN THE FAMILY ROOM, 2 BEDROOMS WITH EGRESS WINDOWS AND LADDERS, WALK IN CLOSETS, ONE BEING A SUITE WITH FULL BATH, THE OTHER NEAR A HALL ACCESSED FULL BATH. GOOD WALL ACCENTS IN BAR/KITCHEN, THERE IS A REC AREA, GOOD SOUND SYSTEM, LIGHTING AND DRYWALL EFFECTS, FAMILY ROOM, 4 DEDICATED STORAGE AREAS AND MECHANICAL AREA. THE ENTIRE HOME HAS SMART TECHNOLOGY LINKING MEDIA, LIGHTING AND SECURITY.

DWELLING HAS 3 GAS FURNACES, THREE CENTRAL AIR UNITS, FLOOR HEAT BOILER, SUPER ADEQUATE ELECTRICAL SERVICE AND STRUCTURAL SUPPORT THROUGHOUT. THE FINISHED AND ATTACHED GARAGE HAS A 4TH INDEPENDENT HVAC SYSTEM.

THE MAIN FLOOR HAS 10' BASE CEILING HEIGHT WITH GOOD CEILING DETAILS AND VAULTS REACHING OVER 19' IN THE GREAT ROOM. MAIN FLOOR PANEL DOOR HEIGHT IS 8", CASEWORK IS PRIMARILY CUSTOM MADE THROUGHOUT INCLUDING WALNUT WOOD AND ENAMELED WOOD, , INTERIOR DOORS ARE WALNUT PANEL OF HIGH APPEAL WITH SOME VARIATIONS, MILLWORK IS WIDE MULTI PIECE OF HIGH QUALITY AS WELL. FENESTRATION IS SUPERIOR THROUGHOUT WITH TRANSOMS, EXTENSIVE WINDOW SCHEDULE WITH LARGE WINDOW HEIGHTS. THERE IS 2 BUILTIN LOCKERS WITH SEATS NEAR THE GARAGE ENTRANCE. THE LIVING AREAS OF THE MAIN HAVE AN OPEN FLOOR PLAN, GAS FIREPLACE IN THE LIVING ROOM AND A WOOD BURNING UNIT IN THE SUNROOM, BOTH WITH GOOD STONE OR WOOD HEARTH MANTEL ARRANGEMENTS. DINING ROOM/DEN INCLUDES BUILTINS, GOOD CEILING DETAILS AND GOOD LIGHTING. THE KITCHEN IS OPEN AND CENTRALLY LOCATED, IS LARGE AND HAS VERY GOOD CUSTOM CASEWORK, BRICK WALL DETAILS AND THE AFOREMENTIONED QUARTZ TOPS AND INCLUDES A LARGE ISLAND WITH BREAKFAST BAR. THERE IS A BACK OR BUTLER'S KITCHEN WITH ADDITIONAL FOOD PREP AND STORAGE ALONG WITH ADDITIONAL BUILT IN APPLIANCE PACKAGE. THE MAIN FLOOR OWNER'S SUITE INCLUDES ABOUT 300 SF OF CLOSET SPACE WITH LAUNDRY FACILITIES AND CENTER ISLAND CASEWORK, OWNER'S BATH IS DELUXE, DUAL SINK , MAKE UP DESK, LARGE WALK IN TILED STEAM SHOWER WITH MULTIPLE HEADS. THE BEDROOM ITSELF IS SPACIOUS WITH BUILT IN WINDOW BENCH WITH DRAWERS AND GOOD CEILING DETAILS. ALSO ON THE MAIN IS AN ADDITIONAL HALF BATH.

THE SECOND FLOOR IS A FUNCTIONAL SPACE WITH CATWALK OVERLOOKING THE GREAT ROOM BELOW. AS INDICATED IN THE PLANS THERE ARE 4 BEDROOMS, 2 FULL BATHS INCLUDING A JACK AND JILL ARRANGEMENT SPLIT BETWEEN TWO OF THE BEDROOMS, STORAGE AREAS, SPACIOUS LAUNDRY ROOM AND A BONUS AREA OVER THE GARAGE USED AS A MEDIA AND GAME ROOM .

THE ATTACHED GARAGE IS OVERSIZED, FINISHED AND HEATED (FLOOR HEAT) WITH PET SERVICE AREA INCLUDING CASEWORK, PET TUB, UTILITY SINK WITH HALF WALL PARTITION FROM THE REST OF THE GARAGE. ON EACH SIDE OF THE GARAGE ARE KICK OUT STORAGE ROOMS, ALSO FINISHED WITH THE REAR DEDICATED FOR FUTURE INGROUND POOL MECHANICAL AND STORAGE NEEDS.

THE SUBJECT HAS A DETACHED BUILDING THAT IS COMPRISED OF A THREE STALL FINISHED GARAGE WITH OFFICE, BATH AND UTILITY AREAS TO THE REAR, ATTACHED TO IT IS A 50'X104'X13' SHOP THAT HAS RECENTLY BEEN UPDATED WITH SPRAY FOAM INSULATION, NEW INTERIOR METAL SHEETING, NEW EXTERIOR DOORS AND NEW LIGHTING. THIS BUILDING HAS A 36'X72 EXTENSION TO THE NORTH THAT ONCE HELD HORSE STABLES AND NOW HAS BEEN CONVERTED TO AN INSULATED AND FINISHED BUILDING WITH NEW FLOOR AND FLOOR HEAT GAS FORCED AIR SUPPLEMENTAL HEAT WITH CENTRAL AIR, BATH ROUGH IN IS IN PLACE AND SECURED PARTITIONED AREAS FOR VALUABLES ARE IN PLACE. THESE BUILDINGS ARE INTEGRATED INTO THE PROPERTY'S SECURITY SYSTEM AND SUPPLEMENTAL AUTOMATIC BACK-UP GENERATOR SYSTEM WHICH HAS 600 AMP CAPACITY AND 50 KILOWATT OUTPUT WHICH IS MORE THAN ADEQUATE FOR SERVICING THE ENTIRE PROPERTY'S ELECTRICAL NEEDS.

EXTERIOR AMENITIES INCLUDE FRONT AND REAR COVERED PORCHES AND CONCRETE DRIVEWAY AND APRON SURFACES IN EXCESS OF 25,000 SQUARE FEET. LANDSCAPE IS MATURE, DECORATIVE FENCING IS IN PLACE AT THE EAST BOUNDARY OF THE SITE ALONG SHEYENNE STREET.

• **URAR : Sales Comparison Analysis - Summary of Sales Comparison Approach**

THE COMPARABLES SELECTED ARE RECENT, SIMILAR SALES IDENTIFIED NEAR THE SUBJECT PROPERTY. ANY CONDITION ADJUSTMENTS ARE BASED ON RMLS COMMENTS, RMLS PHOTOS AS WELL AS EXTERIOR INSPECTIONS OF THE COMPS. OTHER ADJUSTMENTS CONSIDER DWELLING SIZE, SITE AREA, LOCATION, QUALITY OF CONSTRUCTION AND AMENITIES OR LACK THEREOF. THE COMPARABLES SELECTED PRESENT REASONABLE ALTERNATIVES TO THE SUBJECT FOR THE TYPICAL BUYER IN THE MARKET.

THE APPRAISER WAS UNABLE TO IDENTIFY A PUBLICLY OFFERED SALE OR RESALE THAT EXCEEDED THE APPRAISED VALUE OF THE SUBJECT IN THIS REPORT. COMPARABLE 2, A RECENTLY CLOSED PRESALE WAS INCLUDED TO BRACKET THE HIGH SIDE OF THE SUBJECT PROPERTY. IT IS A HIGH VALUE INDICATOR AS EXPECTED AND ILLUSTRATES THE 15-20% PRICE REGRESSION EXPECTED IN THE RESALE MARKET FOR THE FINEST AND HIGHEST VALUED PROPERTIES IN THIS MARKET.

THERE ARE PROPERTIES IN THE GREATER RESIDENTIAL MARKET THAT EXCEED THE SUBJECT COST (THE ADJACENT PROPERTY TO THE SOUTH FOR INSTANCE) BUT WERE CONSTRUCTED ON OWNER HELD SITES. THE APPRAISER CONSIDERED SALES FROM 2012 FORWARD AND LOCATED IN THE GREATER MARKET IN RESEARCHING APPROPRIATE SALES DATA FOR USE IN THIS ANALYSIS.

**COMPARABLE 1** IS A RAMBLER RESALE HAVING CLOSED IN THE PAST WEEK. IT IS LOCATED IN A DESIRABLE GOLF COURSE DEVELOPMENT SOUTH OF THE METRO AND HAS AN SITE OF INFERIOR VALUE AND SMALLER SIZE IN AN AREA OF HIGH CONFORMITY. SALE HAS A SMALLER GARAGE AND LACKS THE SUBJECT'S DESIRABLE OUTBUILDING ARRANGEMENT .

**COMPARABLE 2** IS THE AFOREMENTIONED HIGH SIDE PRESALE, ALSO CLOSED IN THE PAST 30 DAYS. SITE IS ACTUALLY TWO RESIDENTIAL SITES COMBINED IN THE ADJACENT WILDS 14TH ADDITION DEVELOPMENT. QUALITY ADJUSTMENT IS MADE BASED ON BUILDER INTERVIEW AND EXTERIOR INSPECTION OF THE PROPERTY. INTERIOR AND EXTERIOR WALL FINISHES, FENESTRATION, CASEWORK AND FLOORING ACCOUNT FOR MUCH OF THE

## Supplemental Addendum

File No. SCHATZ

Borrower	DEANNE SCHATZ				
Property Address	4812 Sheyenne St				
City	West Fargo	County	CASS	State	ND Zip Code 58078
Lender/Client	TOWN & COUNTRY CREDIT UNION- INHOUSE				

SUPERIOR ELEMENTS OF THE SALE. BASEMENT IS LARGER AND RUNS BENEATH THE ATTACHED GARAGE AND INCLUDES MORE FINISHED AREA. GARAGES ARE INFERIOR EXTERIOR PATIOS AND PORCHES SUPERIOR AND THE INGROUND POOL AND ENCLOSED GYM FEATURE OFF SET THE SUBJECT'S OUTBUILDINGS. AS EXPECTED THIS PRESALE IS A HIGH INDICATOR OF VALUE AND IS WEIGHTED IN RECONCILIATION WITH THIS CONSIDERED.

**COMPARABLE 3** IS A 2-STORY RESALE OF SUPERIOR QUALITY TO THE SUBJECT (STONE CONSTRUCTION, MILLWORK, DOORS AND CASEWORK). MARKETING HISTORY OF THIS SALE IS ILLUSTRATIVE OF THE PRICE REGRESSION AT THE UPPER END OF THE RESIDENTIAL MARKET HERE. LISTED FOR \$2,899,000 ON 08/29/2018 AND REDUCED TO 2,450,000 BY THE CONTRACT DATE IT STILL ONLY GARNERED 77% OF THAT LIST PRICE. SITE AREA IS SMALLER WITH PREFERRED VIEWS, CRAFTSMANSHIP EXCELLENT, CONDITION QUITE GOOD. SALE LACKS AN OUTBUILDING AND HAS INFERIOR GARAGE ARRANGEMENT, EXTERIOR AMENITIES ARE EXCELLENT.

**COMPARABLE 4** IS A RECENTLY CLOSED RESALE OF A 2-STORY DWELLING OF SIMILAR EXCELLENT QUALITY AND CONSTRUCTION METHODS WITH INFERIOR CONDITION DUE TO AGE AND WEAR. SITE VALUE IS LESS WITH A STANDARD UPPER END RESIDENTIAL SITE WITH PREFERRED VIEWS AND GOOD CONFORMITY. THIS SALE HAS NO OUTBUILDINGS OR ADDITIONAL GARAGES.

**COMPARABLE 5** HAS BEEN OFFERED A TOTAL OF ABOUT 1280 DAYS SINCE 08/15/2013, GENERALLY KNOWN AS AVAILABLE FOR PURCHASE THE PROPERTY BEGAN WITH A LIST PRICE THAN OF \$3,250,000. IT IS A UNIQUELY LARGE DWELLING WITH AN AREA NOT INCLUDED IN THE GLA THAT HOUSES AN INDOOR POOL. LIKELY SEEN AS EXCESSIVELY LARGE AND EXPENSIVE TO OPERATE IT COVERS TWO VERY GOOD RESIDENTIAL SITES WITH GOLF AND POND VIEWS ON A LOW TRAFFIC STREET OF HIGH CONFORMITY. BASEMENT ADJUSTMENT IS MODEST DUE TO EXCESSIVE SIZE AND AGE OF FINISH. POOL PARTIALLY OFFSETS THE SUBJECT SHOP COMPLEX. A TIME ADJUSTMENT IS APPLIED TO THIS SALE TO REFLECT MARKET APPRECIATION SINCE THE CONTRACT DATE OF THIS SALE.

**COMPARABLE 6** IS AN ESTATE TYPE RURAL PROPERTY SOME DISTANCE FROM THE METRO, SITE AREA IS LARGER AND INCLUDES TILLABLE ACREAGE. SITE VALUE OVERALL IS SIMILAR. QUALITY ADJUSTMENT IS FOR CASEWORK, FENESTRATION, COUNTERS AND BATH FINISHES ALONG WITH GENERAL DESIGN APPEAL (CEILINGS AND ROOFS). GARAGE ARRANGEMENT AND EXTERIOR AMENITIES ARE INFERIOR WHILE SHOP FEATURE IS SIMILAR IN APPEAL WITH A HIGH LEVEL OF FINISH INCLUDING KITCHEN AREA AND BATH. THE APPRAISER HAS INSPECTED THE INTERIOR OF THIS SALE. A TIME ADJUSTMENT IS APPLIED TO THIS SALE TO REFLECT MARKET APPRECIATION SINCE THE CONTRACT DATE OF THIS SALE.

ALL ADJUSTMENTS ARE MADE BASED ON OBSERVED MARKET REACTION IN THE PRICE RANGE AND AREA.

IT WAS NECESSARY TO EXCEED ADJUSTMENT PERCENTAGE GUIDELINES IN SOME INSTANCES TO ACCURATELY ADJUST FOR DIFFERENCES BETWEEN THE SUBJECT AND THE COMPARABLE SALES.

ANY BUYER ASSUMED SPECIAL ASSESSMENTS HAVE NOT BEEN ADDED TO THE COMPARABLE'S SALES PRICE. THE SUBJECT'S FINAL VALUE DOES NOT INCLUDE ANY OUTSTANDING SPECIAL ASSESSMENTS.

THE AMOUNT OF THE SPECIALS BALANCE IS DEPENDANT ON COSTS FOR MANY OF THE ITEMS INCLUDING FOR PARKS, GREENSPACES, PONDS, SHELTERS OR ANY COMMUNITY IMPROVEMENTS IN A GIVEN SUBDIVISION OR DEVELOPMENT. SUBDIVISIONS HAVE DIFFERENCES IN AMENITIES, NEIGHBORHOOD CHARACTERISTICS AND LOCATIONAL ATTRIBUTES. SITE FRONTAGE AND AREA DRIVE ASSESSMENT DIFFERENCES WITHIN DEVELOPMENTS AS WELL. GIVEN THE CIRCUMSTANCE OF THE MANY ASPECTS OF SPECIAL ASSESSMENTS AND THE DIFFERENCES OF EACH SUBDIVISION THROUGHOUT THE METRO AREA, THE SPECIALS MAY NOT HAVE BEEN ADJUSTED FOR AT A DOLLAR FOR DOLLAR RATE DIRECTLY IN THE SALES COMPARISON GRID, BUT HAVE BEEN CONSIDERED IN THE ANALYSIS AND NECESSARY ADJUSTMENTS MAY BE REFLECTED IN THE SITE PORTION OF THE GRID OR IN THE SPECIAL ASSESSMENT LINE IF APPROPRIATE. ANY SPECIAL ASSESSMENT ADJUSTMENT CONSIDERS THE AGE OF THE RESPECTIVE IMPROVEMENTS FUNDED BY THE SPECIALS BALANCES LISTED AND ACKNOWLEDGES THE MARKET'S SOMEWHAT UNPREDICTABLE REACTION TO THESE ASSUMED AND LONG AMORTIZED SIDE BALANCES.

### • **COST APPROACH/DEPRECIATION COMMENTS**

THE COST FIGURES USED WERE DEVELOPED FROM MARSHALL & SWIFT'S RESIDENTIAL COST HANDBOOK, ADJUSTED FOR LOCAL COSTS AND CONDITIONS. PHYSICAL DEPRECIATION IS BASED ON THE AGE/LIFE METHOD. THE COST OF EXTRA FEATURES ARE INCLUDED IN THE BASE COST PER SQUARE FOOT. THE "AS IS" SITE VALUE INCLUDES DRIVEWAY, WALKS, PATIOS, LANDSCAPE. EXTERNAL DEPRECIATION IS TAKEN TO REFLECT THE MARKET'S INABILITY TO FULLY COMPENSATE FOR THE HIGHEST QUALITY OF CONSTRUCTION AND SUPER ADEQUATE OUTBUILDING ARRANGEMENT OF THE SUBJECT IN THE RESALE MARKET.

Building Sketch (Page - 3)

Borrower	DEANNE SCHATZ				
Property Address	4812 Sheyenne St				
City	West Fargo	County	CASS	State	ND Zip Code 58078
Lender/Client	TOWN & COUNTRY CREDIT UNION- INHOUSE				

Living Area		Calculation Details	
First Floor	2858 Sq ft	9 × 3 =	27
		12 × 2 =	24
		10 × 3 =	30
		9.5 × 10 =	95
		22 × 20.5 =	451
		6 × 7 =	42
		28 × 14 =	392
		35.5 × 13 =	461.5
		31.5 × 11 =	346.5
		35.5 × 10 =	355
		16 × 16 =	256
		21 × 18 =	378
Second Floor	2678.5 Sq ft	11 × 4 =	44
		11 × 4 =	44
		12 × 4 =	48
		9 × 3 =	27
		16 × 22.5 =	360
		31.5 × 25 =	787.5
		14.5 × 18 =	261
		19.5 × 14 =	273
		16.5 × 12 =	198
		28.5 × 19.5 =	555.75
		2.5 × 2.5 =	6.25
		2 × 2 =	4
		5 × 14 =	70
<b>Total Living Area (Rounded):</b>	<b>5537 Sq ft</b>		
<b>Non-living Area</b>			
Porch	264 Sq ft	12 × 22 =	264
Basement	2442 Sq ft	9 × 3 =	27
		12 × 2 =	24
		10 × 3 =	30
		6 × 7 =	42
		28 × 14 =	392
		35.5 × 12 =	426
		37.5 × 1 =	37.5
		33.5 × 11 =	368.5
		37.5 × 10 =	375
		36.5 × 16 =	584
		20.5 × 2 =	41
		9.5 × 10 =	95
Garage	1666 Sq ft	15 × 6 =	90
		16 × 4 =	64
		15 × 6 =	90
		44 × 27 =	1188
		10 × 6 =	60
		22 × 7 =	154
		10 × 2 =	20
Porch	955 Sq ft	11 × 4 =	44
		10 × 11.5 =	115
		10 × 7.5 =	75
		11.5 × 12 =	138
		8.5 × 9 =	76.5
		9.5 × 13 =	123.5
		7.5 × 12 =	90
		11.5 × 23 =	264.5
		9.5 × 3 =	28.5
Shop	7792 Sq ft	50 × 68 =	3400
		122 × 36 =	4392
Garage	1200 Sq ft	30 × 40 =	1200
Patio	960 Sq ft	24 × 40 =	960

Building Sketch (Page - 3)

Borrower	DEANNE SCHATZ				
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City	West Fargo	County	CASS	State	ND Zip Code 58078
Lender/Client	TOWN & COUNTRY CREDIT UNION- INHOUSE				

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		8.5 × 9 =	76.5
		9.5 × 13 =	123.5
		7.5 × 12 =	90
		11.5 × 23 =	264.5
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		122 × 36 =	4392
Garage	1200 Sq ft	30 × 40 =	1200
Patio	960 Sq ft	24 × 40 =	960



Subject Photo Page

Borrower	DEANNE SCHATZ				
Property Address	4812 Sheyenne St				
City	West Fargo	County	CASS	State	ND Zip Code 58078
Lender/Client	TOWN & COUNTRY CREDIT UNION- INHOUSE				



**Subject Front**

4812 Sheyenne St  
 Sales Price  
 GLA 5,537  
 Total Rooms 11  
 Total Bedrms 5  
 Total Bathrms 3.1  
 Location N;Res;  
 View N;Res;Pstrl  
 Site 7.87 ac  
 Quality Q2  
 Age 0



**Subject Rear**



**Subject Street**

Photograph Addendum

Borrower	DEANNE SCHATZ				
Property Address	4812 Sheyenne St				
City	West Fargo	County	CASS	State	ND Zip Code 58078
Lender/Client	TOWN & COUNTRY CREDIT UNION- INHOUSE				



**FRONT VIEW**



**NORTH AND WEST VIEW**



**SOUTH SIDE EGRESS WINDOWS**



**ADDITIONAL FRONT VIEW**



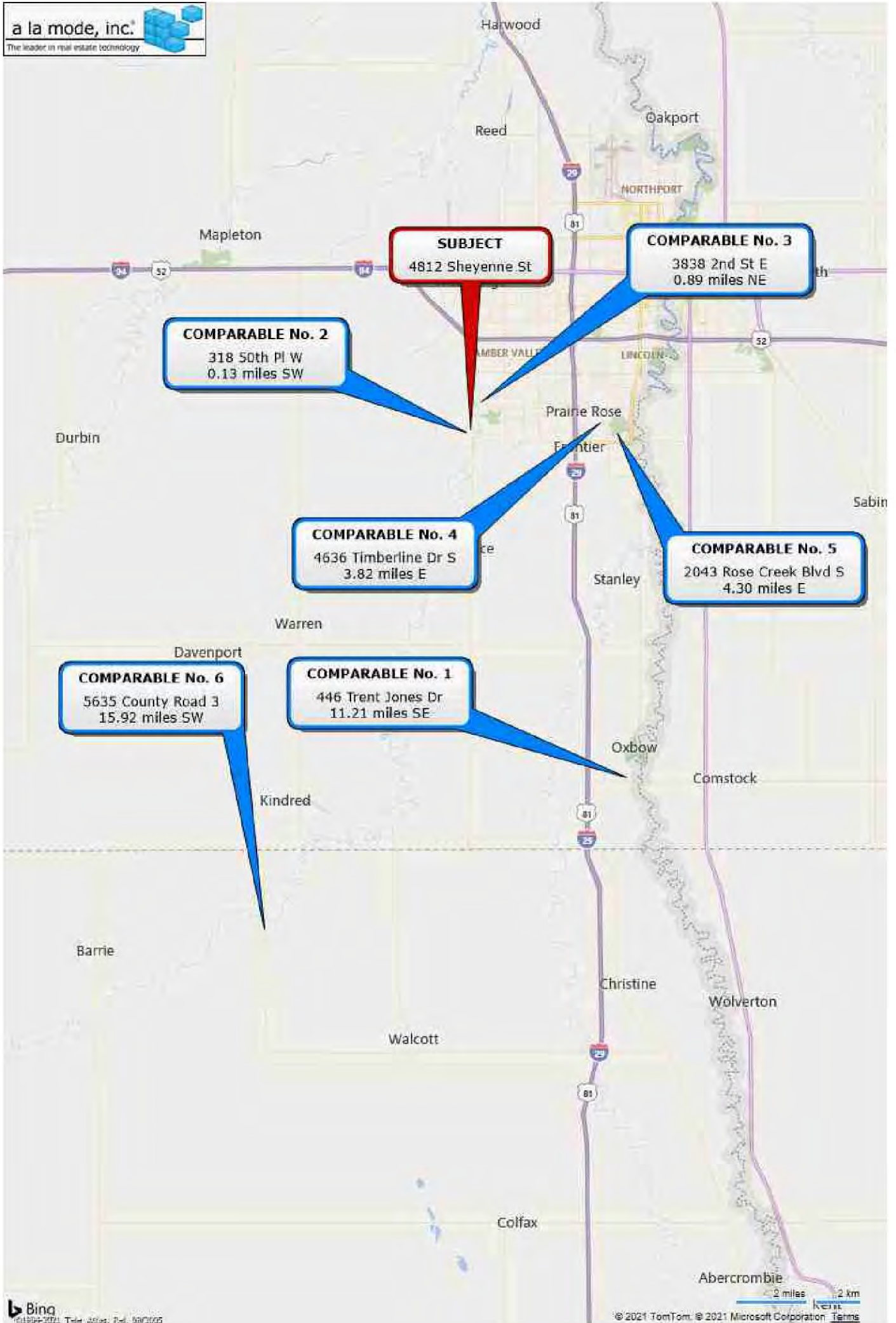
**REAR PORCH**



**ADDITIONAL REAR VIEW**

Location Map

Borrower	DEANNE SCHATZ				
Property Address	4812 Sheyenne St				
City	West Fargo	County	CASS	State	ND Zip Code 58078
Lender/Client	TOWN & COUNTRY CREDIT UNION- INHOUSE				



Comparable Photo Page

Borrower	DEANNE SCHATZ				
Property Address	4812 Sheyenne St				
City	West Fargo	County	CASS	State	ND Zip Code 58078
Lender/Client	TOWN & COUNTRY CREDIT UNION- INHOUSE				



**Comparable 1**

446 Trent Jones Dr  
 Proximity 11.21 miles SE  
 Sale Price 1,550,000  
 GLA 4,042  
 Total Rooms 8  
 Total Bedrms 4  
 Total Bathrms 3.2  
 Location N;Res;Oxbow  
 View B;Glfw;Wtr  
 Site 30492 sf  
 Quality Q2  
 Age 4



**Comparable 2**

318 50th Pl W  
 Proximity 0.13 miles SW  
 Sale Price 3,214,415  
 GLA 4,988  
 Total Rooms 9  
 Total Bedrms 4  
 Total Bathrms 3.1  
 Location N;Res;  
 View B;Res;pond  
 Site 32205 sf  
 Quality Q1  
 Age 0



**Comparable 3**

3838 2nd St E  
 Proximity 0.89 miles NE  
 Sale Price 1,890,000  
 GLA 6,549  
 Total Rooms 17  
 Total Bedrms 5  
 Total Bathrms 6.1  
 Location N;Res;  
 View B;CtyStr;River  
 Site 1.26 ac  
 Quality Q2  
 Age 10

Comparable Photo Page

Borrower	DEANNE SCHATZ				
Property Address	4812 Sheyenne St				
City	West Fargo	County	CASS	State	ND Zip Code 58078
Lender/Client	TOWN & COUNTRY CREDIT UNION- INHOUSE				



**Comparable 4**

4636 Timberline Dr S  
 Prox. to Subj. 3.82 miles E  
 Sales Price 1,290,000  
 G.L.A. 4,241  
 Tot. Rooms 11  
 Tot. Bedrms. 4  
 Tot. Bathrms. 4.1  
 Location N;Res;cul-de-sac  
 View B;Res;Trees  
 Site 19361 sf  
 Quality Q2  
 Age 12



**Comparable 5**

2043 Rose Creek Blvd S  
 Prox. to Subj. 4.30 miles E  
 Sales Price 1,525,000  
 G.L.A. 7,421  
 Tot. Rooms 12  
 Tot. Bedrms. 4  
 Tot. Bathrms. 6.1  
 Location N;Res;  
 View B;Glfvw;Res  
 Site 1.1 ac  
 Quality Q2  
 Age 18



**Comparable 6**

5635 County Road 3  
 Prox. to Subj. 15.92 miles SW  
 Sales Price 1,125,000  
 G.L.A. 2,244  
 Tot. Rooms 7  
 Tot. Bedrms. 2  
 Tot. Bathrms. 2.1  
 Location N;Rural;kindred  
 View N;Pstrl;  
 Site 63.45 ac  
 Quality Q3  
 Age 9



## UNIFORM APPRAISAL DATASET (UAD) DEFINITIONS ADDENDUM

(Source: Fannie Mae UAD Appendix D: UAD Field-Specific Standardization Requirements)

### Condition Ratings and Definitions

#### C1

The improvements have been recently constructed and have not been previously occupied. The entire structure and all components are new and the dwelling features no physical depreciation.

Note: Newly constructed improvements that feature recycled or previously used materials and/or components can be considered new dwellings provided that the dwelling is placed on a 100 percent new foundation and the recycled materials and the recycled components have been rehabilitated/remanufactured into like-new condition. Improvements that have not been previously occupied are not considered "new" if they have any significant physical depreciation (that is, newly constructed dwellings that have been vacant for an extended period of time without adequate maintenance or upkeep).

#### C2

The improvements feature no deferred maintenance, little or no physical depreciation, and require no repairs. Virtually all building components are new or have been recently repaired, refinished, or rehabilitated. All outdated components and finishes have been updated and/or replaced with components that meet current standards. Dwellings in this category are either almost new or have been recently completely renovated and are similar in condition to new construction.

Note: The improvements represent a relatively new property that is well maintained with no deferred maintenance and little or no physical depreciation, or an older property that has been recently completely renovated.

#### C3

The improvements are well maintained and feature limited physical depreciation due to normal wear and tear. Some components, but not every major building component, may be updated or recently rehabilitated. The structure has been well maintained.

Note: The improvement is in its first-cycle of replacing short-lived building components (appliances, floor coverings, HVAC, etc.) and is being well maintained. Its estimated effective age is less than its actual age. It also may reflect a property in which the majority of short-lived building components have been replaced but not to the level of a complete renovation.

#### C4

The improvements feature some minor deferred maintenance and physical deterioration due to normal wear and tear. The dwelling has been adequately maintained and requires only minimal repairs to building components/mechanical systems and cosmetic repairs. All major building components have been adequately maintained and are functionally adequate.

Note: The estimated effective age may be close to or equal to its actual age. It reflects a property in which some of the short-lived building components have been replaced, and some short-lived building components are at or near the end of their physical life expectancy; however, they still function adequately. Most minor repairs have been addressed on an ongoing basis resulting in an adequately maintained property.

#### C5

The improvements feature obvious deferred maintenance and are in need of some significant repairs. Some building components need repairs, rehabilitation, or updating. The functional utility and overall livability is somewhat diminished due to condition, but the dwelling remains useable and functional as a residence.

Note: Some significant repairs are needed to the improvements due to the lack of adequate maintenance. It reflects a property in which many of its short-lived building components are at the end of or have exceeded their physical life expectancy but remain functional.

#### C6

The improvements have substantial damage or deferred maintenance with deficiencies or defects that are severe enough to affect the safety, soundness, or structural integrity of the improvements. The improvements are in need of substantial repairs and rehabilitation, including many or most major components.

Note: Substantial repairs are needed to the improvements due to the lack of adequate maintenance or property damage. It reflects a property with conditions severe enough to affect the safety, soundness, or structural integrity of the improvements.

### Quality Ratings and Definitions

#### Q1

Dwellings with this quality rating are usually unique structures that are individually designed by an architect for a specified user. Such residences typically are constructed from detailed architectural plans and specifications and feature an exceptionally high level of workmanship and exceptionally high-grade materials throughout the interior and exterior of the structure. The design features exceptionally high-quality exterior refinements and ornamentation, and exceptionally high-quality interior refinements. The workmanship, materials, and finishes throughout the dwelling are of exceptionally high quality.

#### Q2

Dwellings with this quality rating are often custom designed for construction on an individual property owner's site. However, dwellings in this quality grade are also found in high-quality tract developments featuring residence constructed from individual plans or from highly modified or upgraded plans. The design features detailed, high quality exterior ornamentation, high-quality interior refinements, and detail. The workmanship, materials, and finishes throughout the dwelling are generally of high or very high quality.

## UNIFORM APPRAISAL DATASET (UAD) DEFINITIONS ADDENDUM

(Source: Fannie Mae UAD Appendix D: UAD Field-Specific Standardization Requirements)

## Quality Ratings and Definitions (continued)

## Q3

Dwellings with this quality rating are residences of higher quality built from individual or readily available designer plans in above-standard residential tract developments or on an individual property owner's site. The design includes significant exterior ornamentation and interiors that are well finished. The workmanship exceeds acceptable standards and many materials and finishes throughout the dwelling have been upgraded from "stock" standards.

## Q4

Dwellings with this quality rating meet or exceed the requirements of applicable building codes. Standard or modified standard building plans are utilized and the design includes adequate fenestration and some exterior ornamentation and interior refinements. Materials, workmanship, finish, and equipment are of stock or builder grade and may feature some upgrades.

## Q5

Dwellings with this quality rating feature economy of construction and basic functionality as main considerations. Such dwellings feature a plain design using readily available or basic floor plans featuring minimal fenestration and basic finishes with minimal exterior ornamentation and limited interior detail. These dwellings meet minimum building codes and are constructed with inexpensive, stock materials with limited refinements and upgrades.

## Q6

Dwellings with this quality rating are of basic quality and lower cost; some may not be suitable for year-round occupancy. Such dwellings are often built with simple plans or without plans, often utilizing the lowest quality building materials. Such dwellings are often built or expanded by persons who are professionally unskilled or possess only minimal construction skills. Electrical, plumbing, and other mechanical systems and equipment may be minimal or non-existent. Older dwellings may feature one or more substandard or non-conforming additions to the original structure

## Definitions of Not Updated, Updated, and Remodeled

## Not Updated

Little or no updating or modernization. This description includes, but is not limited to, new homes. Residential properties of fifteen years of age or less often reflect an original condition with no updating, if no major components have been replaced or updated. Those over fifteen years of age are also considered not updated if the appliances, fixtures, and finishes are predominantly dated. An area that is 'Not Updated' may still be well maintained and fully functional, and this rating does not necessarily imply deferred maintenance or physical/functional deterioration.

## Updated

The area of the home has been modified to meet current market expectations. These modifications are limited in terms of both scope and cost.

An updated area of the home should have an improved look and feel, or functional utility. Changes that constitute updates include refurbishment and/or replacing components to meet existing market expectations. Updates do not include significant alterations to the existing structure.

## Remodeled

Significant finish and/or structural changes have been made that increase utility and appeal through complete replacement and/or expansion.

A remodeled area reflects fundamental changes that include multiple alterations. These alterations may include some or all of the following: replacement of a major component (cabinet(s), bathtub, or bathroom tile), relocation of plumbing/gas fixtures/appliances, significant structural alterations (relocating walls, and/or the addition of) square footage). This would include a complete gutting and rebuild.

## Explanation of Bathroom Count

Three-quarter baths are counted as a full bath in all cases. Quarter baths (baths that feature only a toilet) are not included in the bathroom count. The number of full and half baths is reported by separating the two values using a period, where the full bath count is represented to the left of the period and the half bath count is represented to the right of the period.

## Example:

3.2 indicates three full baths and two half baths.

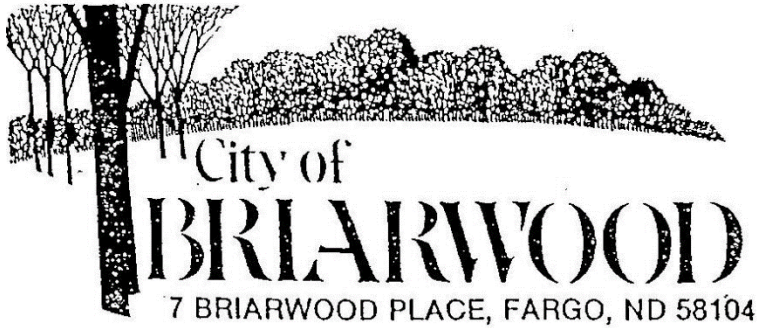






Addenda D

Briarwood City Minutes - Discussion



CITY OF BRIARWOOD  
MINUTES OF THE CITY COUNCIL  
April 12<sup>th</sup>, 2022

Briarwood's City Council met at noon on Tuesday, April 12<sup>th</sup>, 2022. Those present for the meeting included Council Members Sam Groff, Joel Jorgenson (via telephone) and Rich Oksendahl, Auditor Mike Fritz and Assessor Stephen Rolczynski.

**2022 Tax Equalization Meeting:**

- Assessor Stephen Rolczynski started the 2022 tax equalization meeting by sharing the following information:
  - As part of the 2022 assessment, he reviewed the housing market and sales data in the Fargo-Moorhead area and Briarwood's sales data, which shows the last sale in 2019 (4 Briarwood).
  - He said because there are no recent sales, he had to expand his scope when assessing Briarwood's property values.
  - He said the 2022 property value assessments in the FM area have averaged around 10%.
  - He said increased materials costs and lower interest rates have contributed to increased average home sales prices over the past year.
- Stephen shared a spreadsheet showing the 19 properties in Briarwood along with their 2021 values and their proposed 2022 values, with all values increasing.
- Stephen said with the average increases in the area closer to 10%, he suggested Briarwood should increase its property values at least 6-8% in attempt to keep up versus potentially having the County just step in and increase the values as they see fit, which could result in closer to a 10% increase.
- Mike stated that without the diversion, there is still a considerable flood risk in Briarwood that should be factored into its property value assessments.
- The city council suggested the proposed 2022 property values be reduced due to the flood risk.
- Stephen said he would be willing to reduce the proposed 2022 property values and continue to factor in the flood risk accordingly during the annual assessments until the diversion is completed.
- Stephen suggested using the following formula for assessing each Briarwood property:
  - 100% of the proposed 2022 "Land" value" + 96% of the proposed 2022 "Dwelling value
- The city council agreed with Stephen's proposal, and Stephen said he would send Mike an updated spreadsheet with the newly calculated proposed 2022 property values for Briarwood within the next couple weeks.

**American Rescue Plan Act (ARPA):**

- Mike advised the first reporting deadline related to the American Rescue Plan Act (ARPA) is April 30, 2022.
- Mike shared the following per an email he received from the ND League of Cities:
  - Final rule by the U.S. Treasury allows cities to claim their entire ARPA award amount, up to \$10 million as revenue loss. To claim the standard allowance, cities are not required to demonstrate an actual loss of revenue. The standard allowance reporting allows a simplified

## Appellant Info

reporting procedure. Recently, Treasury announced that cities can elect to use the standard allowance and report any eligible ARPA project under the standard allowance. In other words, cities that have decided to use their ARPA money for a water or sewer project (that would be a qualifying project under the state revolving loan fund for drinking water or for clean water) can use the simpler reporting under the standard allowance reporting. Please also note that if you have not spent the funds or if you have not picked a project yet, you should report that you have not spent the funds and update the report later. As a reminder, selecting the standard allowance is a one-time opportunity and must be selected by April 30.

- Mike said the U.S. Treasury has opened access to the ARPA Project and Expenditure Report, including a one-time option to elect the “standard allowance”. If the “standard allowance” is elected, a local government can spend these funds on government services, which includes services ranging from road construction to public safety to supporting schools. I believe this election makes sense for Briarwood and would simplify the reporting process.
- Mike recommended Briarwood elect the “standard allowance” to simplify the reporting process. He said the City Council still has time to pick a project (road construction or public safety seem to be 2 potential projects for which to use the \$11,147.60 in ARPA funds allotted to Briarwood.
- The city council agreed with Mike’s recommendation to elect the “standard allowance”.
- Mike will complete the ARPA Project and Expenditure Report by no later than April 30, 2022.

### Additional Security Camera for Briarwood:

- Mike will check with John to see if he has spoken with Trinity with TrinSpin to get his thoughts about tapping into the driveway light at 15 Briarwood for providing the power for the additional security camera.

### Minutes:

- Joel motioned to approve February’s meeting minutes; Sam seconded. Motion carried.

### Bills:

- Sam motioned to approve bills for February & March; Rich seconded. Motion carried.

### Adjournment:

- The meeting was adjourned. The next meeting for the City Council of Briarwood will be held Tuesday, May 10<sup>th</sup> at Noon at the West Park Plaza.

Mike Fritz - Briarwood City Auditor

- Action Items Highlighted in Yellow

# Addenda E

## Equalization of Townships

### District Assessment Totals

SELECTION: Tax Year: 2022; Tax Types: REAL; Jurisdiction: blank to zzzzz; School District: ALL; Fire District: ALL; Water District: ALL; Park District: ALL; Urban or Rural: R; Totals By: Jurisdiction

Jurisdiction			Farm	Business Lot	Business Bldg	Residential Lot	Residential Bldg	Total	Assessed	Homestead Credit	Veterans Credit	Net Taxable	Acres
21	LOCALLY ASSESSED	True and Full	29,234,300	0	0	1,922,800	5,851,700	37,008,800	18,504,400				
	LOCALLY ASSESSED	Taxable	1,461,715	0	0	86,526	263,332	1,811,573		5,427	0	1,806,146	
	Railroads	Taxable	0	49,221	0	0	0	49,221		0	0	49,221	
	Power Companies	Taxable	0	9,263	0	0	0	9,263		0	0	9,263	
	Addison Township	Total Taxable	1,461,715	58,484	0	86,526	263,332	1,870,057		5,427	0	1,864,630	
22	LOCALLY ASSESSED	True and Full	26,522,500	74,800	678,400	1,443,200	4,960,000	33,678,900	16,839,450				
	LOCALLY ASSESSED	Taxable	1,326,125	3,740	33,920	64,944	223,208	1,651,937		0	0	1,651,937	
	Railroads	Taxable	0	229,423	0	0	0	229,423		0	0	229,423	
	Pipelines	Taxable	0	52,618	0	0	0	52,618		0	0	52,618	
	Power Companies	Taxable	0	7,276	0	0	0	7,276		0	0	7,276	
Amenia Township	Total Taxable	1,326,125	293,057	33,920	64,944	223,208	1,941,254		0	0	1,941,254		
23	LOCALLY ASSESSED	True and Full	25,969,400	347,600	927,700	1,149,000	3,660,300	32,054,000	16,027,000				
	LOCALLY ASSESSED	Taxable	1,298,470	17,380	46,385	51,705	164,718	1,578,658		0	0	1,578,658	
	Railroads	Taxable	0	50,234	1	0	0	50,234		0	0	50,234	
	Pipelines	Taxable	0	8,691	0	0	0	8,691		0	0	8,691	
	Arthur Township	Total Taxable	1,298,470	76,305	46,386	51,705	164,718	1,637,583		0	0	1,637,583	
24	LOCALLY ASSESSED	True and Full	24,065,600	42,600	715,600	612,700	1,518,900	26,955,400	13,477,700				
	LOCALLY ASSESSED	Taxable	1,203,280	2,130	35,780	27,572	68,352	1,337,113		5,625	0	1,331,488	
	Railroads	Taxable	0	129,935	1	0	0	129,936		0	0	129,936	
	Power Companies	Taxable	0	19,606	0	0	0	19,606		0	0	19,606	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
Ayr Township	Total Taxable	1,203,280	151,671	35,781	27,572	68,352	1,486,655		5,625	0	1,481,030		
25	LOCALLY ASSESSED	True and Full	181,200	112,800	392,000	0	0	686,000	343,000				
	LOCALLY ASSESSED	Taxable	9,060	5,640	19,600	0	0	34,300		0	0	34,300	
	Railroads	Taxable	0	0	0	0	0	0		0	0	0	
	Pipelines	Taxable	0	0	0	0	0	0		0	0	0	
	Power Companies	Taxable	0	0	0	0	0	0		0	0	0	
Barnes Township	Total Taxable	9,060	5,640	19,600	0	0	34,300		0	0	34,300		
26	LOCALLY ASSESSED	True and Full	28,579,500	0	0	865,600	2,028,100	31,473,200	15,736,600				
	LOCALLY ASSESSED	Taxable	1,428,975	0	0	38,952	91,268	1,559,195		0	0	1,559,195	
	Bell Township	Total Taxable	1,428,975	0	0	38,952	91,268	1,559,195		0	0	1,559,195	
27	LOCALLY ASSESSED	True and Full	26,307,200	35,000	263,400	2,565,600	9,784,500	38,955,700	19,477,850				
	LOCALLY ASSESSED	Taxable	1,315,360	1,750	13,170	115,452	440,313	1,886,045		0	25,920	1,860,125	
	Railroads	Taxable	0	18,187	0	0	0	18,187		0	0	18,187	
Berlin Township	Total Taxable	1,315,360	19,937	13,170	115,452	440,313	1,904,232		0	25,920	1,878,312		

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### District Assessment Totals

SELECTION: Tax Year: 2022; Tax Types: REAL; Jurisdiction: blank to zzzzz; School District: ALL; Fire District: ALL; Water District: ALL; Park District: ALL; Urban or Rural: R; Totals By: Jurisdiction

Jurisdiction			Farm	Business Lot	Business Bldg	Residential Lot	Residential Bldg	Total	Assessed	Homestead Credit	Veterans Credit	Net Taxable	Acres
28	LOCALLY ASSESSED	True and Full	22,284,800	134,400	461,600	999,200	3,454,700	27,334,700	13,667,350				
	LOCALLY ASSESSED	Taxable	1,114,240	6,720	23,080	44,964	155,470	1,344,474		0	0	1,344,474	
	Railroads	Taxable	0	417	0	0	0	417		0	0	417	
	Pipelines	Taxable	0	9,648	0	0	0	9,648		0	0	9,648	
	Power Companies	Taxable	0	287,841	0	0	0	287,841		0	0	287,841	
Buffalo Township		Total Taxable	1,114,240	304,626	23,080	44,964	155,470	1,642,380		0	0	1,642,380	
29	LOCALLY ASSESSED	True and Full	27,383,300	3,685,700	63,479,900	1,418,200	3,993,200	99,960,300	49,980,150				
	LOCALLY ASSESSED	Taxable	1,369,165	184,285	3,173,995	63,819	179,699	4,970,963		0	0	4,970,963	
	Railroads	Taxable	0	265,169	0	0	0	265,169		0	0	265,169	
	Pipelines	Taxable	0	36,166	0	0	0	36,166		0	0	36,166	
	Power Companies	Taxable	0	54,693	0	0	0	54,693		0	0	54,693	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
Casselton Township		Total Taxable	1,369,165	540,313	3,173,995	63,819	179,699	5,326,991		0	0	5,326,991	
30	LOCALLY ASSESSED	True and Full	17,786,800	0	0	1,010,100	2,550,400	21,347,300	10,673,650				
	LOCALLY ASSESSED	Taxable	889,340	0	0	45,455	114,774	1,049,568		9,425	0	1,040,143	
	Railroads	Taxable	0	0	0	0	0	0		0	0	0	
	Power Companies	Taxable	0	7,603	0	0	0	7,603		0	0	7,603	
Clifton Township		Total Taxable	889,340	7,603	0	45,455	114,774	1,057,171		9,425	0	1,047,746	
31	LOCALLY ASSESSED	True and Full	20,840,700	0	0	424,000	1,435,600	22,700,300	11,350,150				
	LOCALLY ASSESSED	Taxable	1,042,035	0	0	19,080	64,605	1,125,720		0	0	1,125,720	
Cornell Township		Total Taxable	1,042,035	0	0	19,080	64,605	1,125,720		0	0	1,125,720	
32	LOCALLY ASSESSED	True and Full	27,069,400	115,500	330,500	4,480,100	16,980,400	48,975,900	24,487,950				
	LOCALLY ASSESSED	Taxable	1,353,470	5,775	16,525	201,605	764,135	2,341,509		0	28,350	2,313,159	
	Railroads	Taxable	0	47,273	0	0	0	47,273		0	0	47,273	
	Power Companies	Taxable	0	7,093	0	0	0	7,093		0	0	7,093	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
Davenport Township		Total Taxable	1,353,470	60,141	16,525	201,605	764,135	2,395,875		0	28,350	2,367,525	
33	LOCALLY ASSESSED	True and Full	23,084,000	0	0	557,300	1,829,200	25,470,500	12,735,250				
	LOCALLY ASSESSED	Taxable	1,154,200	0	0	25,079	82,317	1,261,595		0	0	1,261,595	
	Railroads	Taxable	0	1,489	0	0	0	1,489		0	0	1,489	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
Dows Township		Total Taxable	1,154,200	1,489	0	25,079	82,317	1,263,084		0	0	1,263,084	
34	LOCALLY ASSESSED	True and Full	27,282,900	549,200	2,511,400	1,349,500	3,944,600	35,637,600	17,818,800				
	LOCALLY ASSESSED	Taxable	1,364,145	27,460	125,570	60,728	177,518	1,755,420		0	0	1,755,420	
	Railroads	Taxable	0	18,234	0	0	0	18,234		0	0	18,234	
	Pipelines	Taxable	0	35,765	0	0	0	35,765		0	0	35,765	

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### District Assessment Totals

SELECTION: Tax Year: 2022; Tax Types: REAL; Jurisdiction: blank to zzzzz; School District: ALL; Fire District: ALL; Water District: ALL; Park District: ALL; Urban or Rural: R; Totals By: Jurisdiction

Jurisdiction			Farm	Business Lot	Business Bldg	Residential Lot	Residential Bldg	Total	Assessed	Homestead Credit	Veterans Credit	Net Taxable	Acres
Durbin Township	Power Companies	Taxable	0	27,489	0	0	0	27,489		0	0	27,489	
		Total Taxable	1,364,145	108,948	125,570	60,728	177,518	1,836,908		0	0	1,836,908	
35	LOCALLY ASSESSED	True and Full	17,100,200	151,700	943,500	1,255,000	3,895,600	23,346,000	11,673,000				
	LOCALLY ASSESSED	Taxable	855,010	7,585	47,175	56,475	175,313	1,141,558		1,125	5,670	1,134,763	
	Pipelines	Taxable	0	1,269	0	0	0	1,269		0	0	1,269	
	Power Companies	Taxable	0	5,252	0	0	0	5,252		0	0	5,252	
Eldred Township		Total Taxable	855,010	14,106	47,175	56,475	175,313	1,148,079		1,125	5,670	1,141,284	
36	LOCALLY ASSESSED	True and Full	22,346,900	135,400	817,600	1,159,900	4,093,700	28,553,500	14,276,750				
	LOCALLY ASSESSED	Taxable	1,117,345	6,770	40,880	52,196	184,229	1,401,419		0	0	1,401,419	
	Railroads	Taxable	0	123,869	1	0	0	123,870		0	0	123,870	
	Power Companies	Taxable	0	3,072	0	0	0	3,072		0	0	3,072	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
Empire Township		Total Taxable	1,117,345	133,711	40,881	52,196	184,229	1,528,361		0	0	1,528,361	
37	LOCALLY ASSESSED	True and Full	21,116,600	25,200	164,300	808,000	3,350,600	25,464,700	12,732,350				
	LOCALLY ASSESSED	Taxable	1,055,830	1,260	8,215	36,360	150,799	1,252,464		0	0	1,252,464	
	Railroads	Taxable	0	248,429	0	0	0	248,429		0	0	248,429	
	Pipelines	Taxable	0	49,181	0	0	0	49,181		0	0	49,181	
	Power Companies	Taxable	0	5,174	0	0	0	5,174		0	0	5,174	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
Erie Township		Total Taxable	1,055,830	304,044	8,215	36,360	150,799	1,555,248		0	0	1,555,248	
38	LOCALLY ASSESSED	True and Full	26,888,100	947,200	4,776,600	2,343,200	6,146,000	41,101,100	20,550,550				
	LOCALLY ASSESSED	Taxable	1,344,405	47,360	238,830	105,444	276,580	2,012,619		0	8,100	2,004,519	
	Railroads	Taxable	0	29,654	0	0	0	29,654		0	0	29,654	
	Pipelines	Taxable	0	35,705	0	0	0	35,705		0	0	35,705	
	Power Companies	Taxable	0	10,845	0	0	0	10,845		0	0	10,845	
Everest Township		Total Taxable	1,344,405	123,564	238,830	105,444	276,580	2,088,823		0	8,100	2,080,723	
39	LOCALLY ASSESSED	True and Full	40,800	0	0	130,300	359,300	530,400	265,200				
	LOCALLY ASSESSED	Taxable	2,040	0	0	5,864	16,170	24,073		0	0	24,073	
Fargo Township		Total Taxable	2,040	0	0	5,864	16,170	24,073		0	0	24,073	
40	LOCALLY ASSESSED	True and Full	29,221,700	129,500	745,300	3,074,000	8,629,200	41,799,700	20,899,850				
	LOCALLY ASSESSED	Taxable	1,461,085	6,475	37,265	138,330	388,325	2,031,480		5,625	0	2,025,855	
	Railroads	Taxable	0	114,833	0	0	0	114,833		0	0	114,833	
	Pipelines	Taxable	0	1,278	0	0	0	1,278		0	0	1,278	
Gardner Township		Total Taxable	1,461,085	122,586	37,265	138,330	388,325	2,147,591		5,625	0	2,141,966	

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### District Assessment Totals

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Jurisdiction			Farm	Business Lot	Business Bldg	Residential Lot	Residential Bldg	Total	Assessed	Homestead Credit	Veterans Credit	Net Taxable	Acres
41	LOCALLY ASSESSED	True and Full	25,385,500	0	0	1,586,000	6,666,100	33,637,600	16,818,800				
	LOCALLY ASSESSED	Taxable	1,269,275	0	0	71,370	299,979	1,640,624		0	0	1,640,624	
	Pipelines	Taxable	0	35,825	0	0	0	35,825		0	0	35,825	
	Power Companies	Taxable	0	1,635	0	0	0	1,635		0	0	1,635	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
Gill Township			Total Taxable	1,269,275	37,460	71,370	299,979	1,678,084		0	0	1,678,084	
42	LOCALLY ASSESSED	True and Full	29,990,700	200	28,600	1,194,600	2,764,600	33,978,700	16,989,350				
	LOCALLY ASSESSED	Taxable	1,499,535	10	1,430	53,757	124,410	1,679,142		0	0	1,679,142	
	Gunkel Township			Total Taxable	1,499,535	10	1,430	53,757	124,410	1,679,142	0	0	1,679,142
43	LOCALLY ASSESSED	True and Full	29,195,500	34,800	141,500	803,600	4,064,600	34,240,000	17,120,000				
	LOCALLY ASSESSED	Taxable	1,459,775	1,740	7,075	36,162	182,914	1,687,666		0	0	1,687,666	
	Railroads	Taxable	0	309,220	1	0	0	309,221		0	0	309,221	
	Pipelines	Taxable	0	189,574	0	0	0	189,574		0	0	189,574	
	Power Companies	Taxable	0	429,084	0	0	0	429,084		0	0	429,084	
	Harmony Township			Total Taxable	1,459,775	929,618	7,076	36,162	182,914	2,615,545	0	0	2,615,545
44	LOCALLY ASSESSED	True and Full	20,229,900	369,100	1,056,400	8,217,700	25,484,200	55,357,300	27,678,650				
	LOCALLY ASSESSED	Taxable	1,011,495	18,455	52,820	369,797	1,146,826	2,599,392		4,500	12,960	2,581,932	
	Railroads	Taxable	0	93,921	0	0	0	93,921		0	0	93,921	
	Pipelines	Taxable	0	179,984	0	0	0	179,984		0	0	179,984	
	Harwood Township			Total Taxable	1,011,495	292,360	52,820	369,797	1,146,826	2,873,297	4,500	12,960	2,855,837
45	LOCALLY ASSESSED	True and Full	19,240,800	60,800	305,000	1,569,300	5,209,300	26,385,200	13,192,600				
	LOCALLY ASSESSED	Taxable	962,040	3,040	15,250	70,619	234,427	1,285,375		0	9,867	1,275,508	
	Pipelines	Taxable	0	1,359	0	0	0	1,359		0	0	1,359	
	Power Companies	Taxable	0	11,507	0	0	0	11,507		0	0	11,507	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
	Highland Township			Total Taxable	962,040	15,906	15,250	70,619	234,427	1,298,241	0	9,867	1,288,374
46	LOCALLY ASSESSED	True and Full	19,161,400	200	23,300	883,000	3,146,300	23,214,200	11,607,100				
	LOCALLY ASSESSED	Taxable	958,070	10	1,165	39,735	141,588	1,140,568		0	0	1,140,568	
	Pipelines	Taxable	0	36,838	0	0	0	36,838		0	0	36,838	
	Power Companies	Taxable	0	11,074	0	0	0	11,074		0	0	11,074	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
	Hill Township			Total Taxable	958,070	47,922	1,165	39,735	141,588	1,188,480	0	0	1,188,480
47	LOCALLY ASSESSED	True and Full	21,489,400	68,600	144,900	1,178,000	3,392,600	26,273,500	13,136,750				
	LOCALLY ASSESSED	Taxable	1,074,470	3,430	7,245	53,010	152,674	1,290,829		0	3,815	1,287,014	
	Pipelines	Taxable	0	36,631	0	0	0	36,631		0	0	36,631	

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Jurisdiction			Farm	Business Lot	Business Bldg	Residential Lot	Residential Bldg	Total	Assessed	Homestead Credit	Veterans Credit	Net Taxable	Acres
	Power Companies	Taxable	0	1,678	0	0	0	1,678		0	0	1,678	
Howes Township		Total Taxable	1,074,470	41,739	7,245	53,010	152,674	1,329,138		0	3,815	1,325,323	
48	LOCALLY ASSESSED	True and Full	24,607,900	20,000	205,000	1,143,700	3,751,600	29,728,200	14,864,100				
	LOCALLY ASSESSED	Taxable	1,230,395	1,000	10,250	51,467	168,829	1,461,940		0	0	1,461,940	
	Railroads	Taxable	0	0	0	0	0	0		0	0	0	
Hunter Township		Total Taxable	1,230,395	1,000	10,250	51,467	168,829	1,461,940		0	0	1,461,940	
49	LOCALLY ASSESSED	True and Full	28,289,900	269,800	808,900	2,776,300	7,145,700	39,290,600	19,645,300				
	LOCALLY ASSESSED	Taxable	1,414,495	13,490	40,445	124,934	321,566	1,914,929		0	0	1,914,929	
	Railroads	Taxable	0	156,157	0	0	0	156,157		0	0	156,157	
	Pipelines	Taxable	0	2,748	0	0	0	2,748		0	0	2,748	
Kinyon Township		Total Taxable	1,414,495	172,395	40,445	124,934	321,566	2,073,834		0	0	2,073,834	
50	LOCALLY ASSESSED	True and Full	18,562,100	5,600	0	277,700	1,108,000	19,953,400	9,976,700				
	LOCALLY ASSESSED	Taxable	928,105	280	0	12,497	49,862	990,743		0	0	990,743	
	Railroads	Taxable	0	59,387	1	0	0	59,387		0	0	59,387	
	Pipelines	Taxable	0	13,057	0	0	0	13,057		0	0	13,057	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
Lake Township		Total Taxable	928,105	72,724	1	12,497	49,862	1,063,187		0	0	1,063,187	
51	LOCALLY ASSESSED	True and Full	20,647,100	120,300	1,247,700	1,824,400	6,703,600	30,543,100	15,271,550				
	LOCALLY ASSESSED	Taxable	1,032,355	6,015	62,385	82,098	301,671	1,484,524		0	0	1,484,524	
	Railroads	Taxable	0	48,785	0	0	0	48,785		0	0	48,785	
Leonard Township		Total Taxable	1,032,355	54,800	62,385	82,098	301,671	1,533,309		0	0	1,533,309	
52	LOCALLY ASSESSED	True and Full	28,386,300	189,600	976,900	2,205,700	5,542,100	37,300,600	18,650,300				
	LOCALLY ASSESSED	Taxable	1,419,315	9,480	48,845	99,257	249,406	1,826,302		0	0	1,826,302	
	Railroads	Taxable	0	13,222	0	0	0	13,222		0	0	13,222	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
Maple River Township		Total Taxable	1,419,315	22,702	48,845	99,257	249,406	1,839,524		0	0	1,839,524	
53	LOCALLY ASSESSED	True and Full	25,128,400	1,449,500	4,209,900	4,153,900	17,455,500	52,397,200	26,198,600				
	LOCALLY ASSESSED	Taxable	1,256,420	72,475	210,495	186,926	785,515	2,511,830		0	0	2,511,830	11
	Railroads	Taxable	0	294,903	0	0	0	294,903		0	0	294,903	
	Pipelines	Taxable	0	669,746	0	0	0	669,746		0	0	669,746	
	Power Companies	Taxable	0	42,952	0	0	0	42,952		0	0	42,952	
Mapleton Township		Total Taxable	1,256,420	1,080,076	210,495	186,926	785,515	3,519,431		0	0	3,519,431	11

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### District Assessment Totals

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Jurisdiction			Farm	Business Lot	Business Bldg	Residential Lot	Residential Bldg	Total	Assessed	Homestead Credit	Veterans Credit	Net Taxable	Acres
54	LOCALLY ASSESSED	True and Full	23,687,500	32,000	12,700	1,710,900	3,267,600	28,710,700	14,355,350				
	LOCALLY ASSESSED	Taxable	1,184,375	1,600	635	76,991	147,049	1,410,649		0	0	1,410,649	
	Noble Township		Total Taxable	1,184,375	1,600	635	76,991	147,049	1,410,649		0	0	1,410,649
55	LOCALLY ASSESSED	True and Full	25,316,600	1,188,300	5,365,000	8,289,100	31,855,600	72,014,600	36,007,300				
	LOCALLY ASSESSED	Taxable	1,265,830	59,415	268,250	373,010	1,433,537	3,400,041		16,875	19,908	3,363,258	
	Railroads	Taxable	0	24,638	0	0	0	24,638		0	0	24,638	
	Power Companies	Taxable	0	2,334	0	0	0	2,334		0	0	2,334	
	Normanna Township		Total Taxable	1,265,830	86,387	268,250	373,010	1,433,537	3,427,013		16,875	19,908	3,390,230
56	LOCALLY ASSESSED	True and Full	21,766,600	52,600	313,800	347,700	1,934,900	24,415,600	12,207,800				
	LOCALLY ASSESSED	Taxable	1,088,330	2,630	15,690	15,647	87,074	1,209,370		0	0	1,209,370	
	Power Companies	Taxable	0	7,513	0	0	0	7,513		0	0	7,513	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
	Page Township		Total Taxable	1,088,330	10,143	15,690	15,647	87,074	1,216,883		0	0	1,216,883
57	LOCALLY ASSESSED	True and Full	26,091,500	388,200	1,745,400	7,578,100	34,024,000	69,827,200	34,913,600				
	LOCALLY ASSESSED	Taxable	1,304,575	19,410	87,270	341,015	1,531,119	3,283,388		6,188	8,100	3,269,100	
	Power Companies	Taxable	0	0	0	0	0	0		0	0	0	
Pleasant Township		Total Taxable	1,304,575	19,410	87,270	341,015	1,531,119	3,283,388		6,188	8,100	3,269,100	
58	LOCALLY ASSESSED	True and Full	17,335,500	275,800	1,228,100	970,600	3,432,800	23,242,800	11,621,400				
	LOCALLY ASSESSED	Taxable	866,775	13,790	61,405	43,677	154,485	1,140,132		0	0	1,140,132	
	Railroads	Taxable	0	155,379	0	0	0	155,379		0	0	155,379	
	Pipelines	Taxable	0	30,167	0	0	0	30,167		0	0	30,167	
	Power Companies	Taxable	0	5,439	0	0	0	5,439		0	0	5,439	
	Pontiac Township		Total Taxable	866,775	204,775	61,405	43,677	154,485	1,331,117		0	0	1,331,117
59	LOCALLY ASSESSED	True and Full	25,957,700	279,100	3,454,100	5,903,100	18,077,100	53,671,100	26,835,550				
	LOCALLY ASSESSED	Taxable	1,297,885	13,955	172,705	265,640	813,497	2,563,681		7,322	4,860	2,551,499	
	Railroads	Taxable	0	249,683	0	0	0	249,683		0	0	249,683	
	Pipelines	Taxable	0	257,842	0	0	0	257,842		0	0	257,842	
	Power Companies	Taxable	0	21,342	0	0	0	21,342		0	0	21,342	
	Raymond Township		Total Taxable	1,297,885	542,822	172,705	265,640	813,497	3,092,548		7,322	4,860	3,080,366
60	LOCALLY ASSESSED	True and Full	11,148,300	2,666,200	7,015,900	34,938,800	129,643,000	185,412,200	92,706,100				
	LOCALLY ASSESSED	Taxable	557,415	133,310	350,795	1,572,246	5,834,070	8,447,836		15,750	102,060	8,330,026	3
	Railroads	Taxable	0	403,608	0	0	0	403,608		0	0	403,608	
	Pipelines	Taxable	0	74,617	0	0	0	74,617		0	0	74,617	
	Power Companies	Taxable	0	411,884	0	0	0	411,884		0	0	411,884	
	Reed Township		Total Taxable	557,415	1,023,419	350,795	1,572,246	5,834,070	9,337,945		15,750	102,060	9,220,135

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### District Assessment Totals

SELECTION: Tax Year: 2022; Tax Types: REAL; Jurisdiction: blank to zzzzz; School District: ALL; Fire District: ALL; Water District: ALL; Park District: ALL; Urban or Rural: R; Totals By: Jurisdiction

Jurisdiction			Farm	Business Lot	Business Bldg	Residential Lot	Residential Bldg	Total	Assessed	Homestead Credit	Veterans Credit	Net Taxable	Acres
61	LOCALLY ASSESSED	True and Full	22,751,600	29,300	43,600	347,500	1,347,500	24,519,500	12,259,750				
	LOCALLY ASSESSED	Taxable	1,137,580	1,465	2,180	15,638	60,640	1,217,502		0	0	1,217,502	
	Railroads	Taxable	0	438,596	0	0	0	438,596		0	0	438,596	
	Pipelines	Taxable	0	69,516	0	0	0	69,516		0	0	69,516	
	Power Companies	Taxable	0	11,506	0	0	0	11,506		0	0	11,506	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
	Rich Township	Total Taxable	1,137,580	521,083	2,180	15,638	60,640	1,737,120		0	0	1,737,120	
62	LOCALLY ASSESSED	True and Full	19,117,400	0	0	377,500	1,729,800	21,224,700	10,612,350				
	LOCALLY ASSESSED	Taxable	955,870	0	0	16,988	77,845	1,050,702		5,625	2,241	1,042,836	
	Railroads	Taxable	0	213,540	0	0	0	213,540		0	0	213,540	
	Pipelines	Taxable	0	38,878	0	0	0	38,878		0	0	38,878	
	Power Companies	Taxable	0	469	0	0	0	469		0	0	469	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
	Rochester Township	Total Taxable	955,870	252,887	0	16,988	77,845	1,303,589		5,625	2,241	1,295,723	
63	LOCALLY ASSESSED	True and Full	30,270,700	66,000	199,400	1,559,100	5,204,200	37,299,400	18,649,700				
	LOCALLY ASSESSED	Taxable	1,513,535	3,300	9,970	70,160	234,198	1,831,162		0	8,100	1,823,062	
	Railroads	Taxable	0	252,764	0	0	0	252,764		0	0	252,764	
	Pipelines	Taxable	0	53,399	0	0	0	53,399		0	0	53,399	
	Power Companies	Taxable	0	747	0	0	0	747		0	0	747	
	Rush River Township	Total Taxable	1,513,535	310,210	9,970	70,160	234,198	2,138,072		0	8,100	2,129,972	
64	LOCALLY ASSESSED	True and Full	14,370,000	17,344,500	46,398,640	23,426,500	102,275,900	203,815,540	101,907,770				
	LOCALLY ASSESSED	Taxable	718,500	867,225	2,319,932	1,054,193	4,602,485	9,562,334		0	68,850	9,493,484	
	Railroads	Taxable	0	32,734	0	0	0	32,734		0	0	32,734	
	Power Companies	Taxable	0	11,933	0	0	0	11,933		0	0	11,933	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
	Stanley Township	Total Taxable	718,500	911,892	2,319,932	1,054,193	4,602,485	9,607,001		0	68,850	9,538,151	
65	LOCALLY ASSESSED	True and Full	19,754,900	563,100	4,551,600	664,000	1,957,400	27,491,000	13,745,500				
	LOCALLY ASSESSED	Taxable	987,745	28,155	227,580	29,880	88,087	1,361,447		0	13,037	1,348,410	
	Railroads	Taxable	0	270,255	1	0	0	270,255		0	0	270,255	
	Pipelines	Taxable	0	7,139	0	0	0	7,139		0	0	7,139	
	Power Companies	Taxable	0	17,951	0	0	0	17,951		0	0	17,951	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
	Tower Township	Total Taxable	987,745	323,500	227,581	29,880	88,087	1,656,792		0	13,037	1,643,755	
66	LOCALLY ASSESSED	True and Full	26,592,600	302,000	1,010,600	1,674,100	6,791,200	36,370,500	18,185,250				
	LOCALLY ASSESSED	Taxable	1,329,630	15,100	50,530	75,335	305,623	1,776,217		5,540	0	1,770,677	
	Railroads	Taxable	0	5,984	0	0	0	5,984		0	0	5,984	

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District Assessment Totals

SELECTION: Tax Year: 2022; Tax Types: REAL; Jurisdiction: blank to zzzzz; School District: ALL; Fire District: ALL; Water District: ALL; Park District: ALL; Urban or Rural: R; Totals By: Jurisdiction

Jurisdiction			Farm	Business Lot	Business Bldg	Residential Lot	Residential Bldg	Total	Assessed	Homestead Credit	Veterans Credit	Net Taxable	Acres
	Power Companies	Taxable	0	0	0	0	0	0		0	0	0	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
Walburg Township		Total Taxable	1,329,630	21,084	50,530	75,335	305,623	1,782,201		5,540	0	1,776,661	
67	LOCALLY ASSESSED	True and Full	26,644,300	392,000	1,634,800	3,009,300	11,611,500	43,291,900	21,645,950				
	LOCALLY ASSESSED	Taxable	1,332,215	19,600	81,740	135,419	522,534	2,091,507		10,125	0	2,081,382	
	Railroads	Taxable	0	45,206	-1	0	0	45,205		0	0	45,205	
	Power Companies	Taxable	0	24,600	0	0	0	24,600		0	0	24,600	
Warren Township		Total Taxable	1,332,215	89,406	81,739	135,419	522,534	2,161,312		10,125	0	2,151,187	
68	LOCALLY ASSESSED	True and Full	19,024,100	4,000	66,600	1,287,600	3,555,100	23,937,400	11,968,700				
	LOCALLY ASSESSED	Taxable	951,205	200	3,330	57,942	159,987	1,172,664		0	0	1,172,664	
	Railroads	Taxable	0	6,938	0	0	0	6,938		0	0	6,938	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
Watson Township		Total Taxable	951,205	7,138	3,330	57,942	159,987	1,179,602		0	0	1,179,602	
69	LOCALLY ASSESSED	True and Full	24,195,600	115,800	405,800	2,117,800	11,612,600	38,447,600	19,223,800				
	LOCALLY ASSESSED	Taxable	1,209,780	5,790	20,290	95,301	522,591	1,853,752		5,045	8,100	1,840,607	
	Railroads	Taxable	0	542,795	0	0	0	542,795		0	0	542,795	
	Pipelines	Taxable	0	8,538	0	0	0	8,538		0	0	8,538	
	Power Companies	Taxable	0	48,932	0	0	0	48,932		0	0	48,932	
Wheatland Township		Total Taxable	1,209,780	606,055	20,290	95,301	522,591	2,454,017		5,045	8,100	2,440,872	
70	LOCALLY ASSESSED	True and Full	25,886,300	87,600	36,000	1,891,700	4,430,200	32,331,800	16,165,900				
	LOCALLY ASSESSED	Taxable	1,294,315	4,380	1,800	85,127	199,369	1,584,990		0	4,977	1,580,013	
	Railroads	Taxable	0	21,070	0	0	0	21,070		0	0	21,070	
	Pipelines	Taxable	0	1,431	0	0	0	1,431		0	0	1,431	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
Wiser Township		Total Taxable	1,294,315	26,881	1,800	85,127	199,369	1,607,491		0	4,977	1,602,514	
ALL	LOCALLY ASSESSED	True and Full	1,133,532,000	32,861,600	159,837,940	151,475,000	553,650,600	2,031,357,140	1,015,678,570				
	LOCALLY ASSESSED	Taxable	56,676,600	1,643,080	7,991,897	6,816,375	24,914,969	98,042,921		104,197	334,915	97,603,809	14
	Railroads	Taxable	0	4,965,150	4	0	0	4,965,154		0	0	4,965,154	
	Pipelines	Taxable	0	1,937,610	0	0	0	1,937,610		0	0	1,937,610	
	Power Companies	Taxable	0	1,507,787	0	0	0	1,507,787		0	0	1,507,787	
	Telephone	Taxable	0	0	0	0	0	0		0	0	0	
		Total Taxable	56,676,600	10,053,627	7,991,901	6,816,375	24,914,969	106,453,472		104,197	334,915	106,014,360	14

\*\*\* END OF REPORT \*\*\*

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## Addenda F

### Adjustments made prior to County Board

<u>Parcel Number</u>	<u>Name</u>	<u>Address</u>	<u>City</u>	<u>Value on Notice</u>	<u>Proposed Value</u>	<u>Amount Changed</u>
03-0875-00080-020	The Casselton Inn	2050 Governors Dr	Casselton, ND 58012	\$ 53,400	\$ 53,400	\$ -
03-0875-00090-000	The Casselton Inn	2050 Governors Dr	Casselton, ND 58012	\$ 503,400	\$ 503,400	\$ -
03-0875-00110-010	The Casselton Inn	2050 Governors Dr	Casselton, ND 58012	\$ 2,548,700	\$ 2,548,700	\$ -
03-1250-00070-000	Steven & Maxine Rust	872 7th St Ct	Casselton, ND 58012	\$ 459,200	\$ 427,700	\$ 31,500
03-1250-00120-000	Aaron & Adrienne Olson	831 7th St Ct	Casselton, ND 58012	\$ 589,500	\$ 577,900	\$ 11,600
03-1500-00654-030	Harness MHP LLC	2104 14th Ave S	Moorhead, MN 56560	\$ 455,100	\$ 455,100	\$ -
03-1550-00020-000	Susan & Dennis Quittschreiber	241 3rd St S	Casselton, ND 58012	\$ 209,700	\$ 209,700	\$ -
04-0000-09777-117	Kindred Airport	PO Box 83	Kindred, ND 58051	\$ 160,000	\$ 128,800	\$ 31,200
04-0100-00773-000	Jason & Jill Filler	570 Spruce St	Kindred, ND 58051	\$ 187,500	\$ 175,300	\$ 12,200
04-0100-00852-010	Brian & Kimberly Lammers	340 Maple ST	Kindred, ND 58051	\$ 225,500	\$ 225,500	\$ -
04-0300-00912-010	Patricia Peraza	471 Spruce St	Kindred, ND 58051	\$ 203,500	\$ 203,500	\$ -
04-0300-00918-000	Ryan Sather	321 Spruce St	Kindred, ND 58051	\$ 339,300	\$ 339,300	\$ -
04-0320-00060-007	Daniel & Carlotta Ford	140 Sheyenne St, Unit G	Kindred, ND 58051	\$ 203,300	\$ 203,300	\$ -
04-0390-00180-000	Jordan Swanson	485 Beechcraft Blvd	Kindred, ND 58051	\$ 397,000	\$ 366,200	\$ 30,800
04-0400-00070-010	Oswaldo Peraza	185 Viking Cir	Kindred, ND 58051	\$ 326,500	\$ 322,000	\$ 4,500
04-0410-00140-000	Viking Homes, LLC	418 Woodlawn Dr	Kindred, ND 58051	\$ 209,800	\$ 137,000	\$ 72,800
05-0100-01219-000	Tori Harbeke	1958 138th Ave SE	Page, ND 58064	\$ 38,500	\$ 8,000	\$ 30,500
07-0100-11411-000	Jonathan & Alisah Prien	101 Reed St E	Amenia, ND 58004	\$ 68,500	\$ 18,000	\$ 50,500
07-0100-11415-000	Pro Seed Inc	705 Brewster St E	Harvey, ND 58341	\$ 471,000	\$ 471,000	\$ -
07-0100-11428-000	Pro Seed Inc	705 Brewster St E	Harvey, ND 58341	\$ 783,600	\$ 783,600	\$ -
07-0100-11428-030	Pro Seed Inc	705 Brewster St E	Harvey, ND 58341	\$ 507,800	\$ 507,800	\$ -
07-0100-11439-000	Patti Larsen	211 Vail St	Amenia, ND 58004	\$ 137,500	\$ 137,500	\$ -
07-0100-11454-000	Matt Kapaun	302 Chaffee Ave	Amenia, ND 58004	\$ 215,400	\$ 215,400	\$ -
07-0150-00010-030	Amenia SN Property LC	101 Brown St	Amenia, ND 58004	\$ 744,300	\$ 744,300	\$ -
10-0100-12063-000	Frank Mullen	14240 26th St SE	Ayr, ND 58007	\$ 100,000	\$ 76,000	\$ 24,000
11-0100-12189-000	Antoinette Babcock	200 Pearl St N	Buffalo, ND 58011	\$ 159,400	\$ 159,400	\$ -
11-0100-12263-000	Janice Diemert	204 1st Ave E	Buffalo, ND 58011	\$ 193,100	\$ 193,100	\$ -
11-0100-12283-020	Gerald Marks	PO Box 121	Buffalo, ND 58011	\$ 122,200	\$ 122,200	\$ -
11-0300-12302-000	Gerald Marks	PO Box 121	Buffalo, ND 58011	\$ 57,200	\$ 57,200	\$ -
11-0300-12319-020	Wesley Beilke	205 Broadway S	Buffalo, ND 58011	\$ 239,900	\$ 239,900	\$ -
13-0100-12636-000	Beverly & Richard Tollerud	463 Mairs Ave	Gardner, ND 58036	\$ 27,200	\$ 49,100	\$ (21,900)
15-0000-00800-040	Tracy Bakke	7 Horseshoe Bend	Horace, ND 58047	\$ 1,885,100	\$ 1,885,100	\$ -
15-0000-00803-000	Tracy Bakke	7 Horseshoe Bend	Horace, ND 58047	\$ 107,300	\$ 107,300	\$ -
15-0100-13005-010	Ericka Urness	Sheyenne Trailer Ct	Horace, ND 58047	\$ 648,500	\$ 648,500	\$ -



15-0200-13026-000	Ericka Urness	Sheyenne Trailer Ct	Horace, ND 58047	\$	364,400	\$	364,400	\$	-
15-0860-00520-000	Byron Sletto	614 6th ST E	Horace, ND 58047	\$	273,900	\$	273,900	\$	-
15-2900-00300-000	Brent Hople	7740 Firefly Ln	Horace, ND 58047	\$	557,500	\$	476,200	\$	81,300
16-0100-00080-000	Brandon Murch	133 3rd St W	Hunter, ND 58048	\$	120,800	\$	120,800	\$	-
18-0100-13805-010	Allen Pritchard	2205 Sheyenne ST	West Fargo, ND 58078	\$	817,400	\$	436,300	\$	381,100
18-0100-13805-000	Allen Pritchard	2205 Sheyenne ST	West Fargo, ND 58078	\$	393,800	\$	174,600	\$	219,200
21-0000-00159-010	Mike Schmidt	4723 161 Ave SE	Davenport, ND 58021	\$	727,800	\$	705,400	\$	22,400
22-0000-00406-015	Anna Hill	2785 156 Ave SE	Amenia, ND 58004	\$	203,100	\$	203,100	\$	-
27-0000-01513-030	Mark & Roxane Doll	16485 25th St SE	Argusville, ND 58005	\$	442,200	\$	442,200	\$	-
37-0000-04692-000	Gene Belling	214 Main Ave	Erie, ND 58029	\$	78,400	\$	72,000	\$	6,400
38-0000-04866-100	Frank Kasowski	Hangar 16B	Lease	\$	83,300	\$	52,600	\$	30,700
38-0000-04866-110	William Dittmer	Hangar 16A	Lease	\$	83,300	\$	52,600	\$	30,700
38-0000-04870-010	Marlys Weber	15460 38th St SE	Mapleton, ND 58059	\$	74,000	\$	65,900	\$	8,100
40-0000-05467-020	Tyler Lindemann	2028 165th Ave SE	Gardner, ND 58036	\$	179,200	\$	172,400	\$	6,800
40-0000-05490-010	Carol Vandneinde	16449 22nd St SE	Gardner, ND 58036	\$	208,500	\$	208,500	\$	-
40-0000-05494-010	Richard Headberg	16551 22nd St SE	Gardner, ND 58036	\$	81,200	\$	81,200	\$	-
40-0000-05495-010	Richard Headberg	16551 22nd St SE	Gardner, ND 58036	\$	144,400	\$	144,400	\$	-
40-0000-05546-010	Steven & Diane Hanson	2343 165th Ave SE	Argusville, ND 58005	\$	273,400	\$	273,400	\$	-
40-0400-00010-040	David & Jill Hudson	PO Box 2162	Fargo, ND 58107	\$	19,000	\$	19,000	\$	-
42-0000-06015-020	Steve Lerew	15864 18th St SE	Hunter, ND 58048	\$	339,200	\$	339,200	\$	-
42-0000-06042-020	Travis House	15919 19th St SE	Hunter, ND 58048	\$	116,500	\$	116,500	\$	-
42-0000-06057-010	Nolan & Jacqueline Anderson	16175 21st St SE	Hunter, ND 58048	\$	235,200	\$	235,200	\$	-
49-0000-07950-000	Joshua & Erin Nikle	1705 165th Ave SE	Gardner, ND 58036	\$	241,700	\$	214,000	\$	27,700
49-0200-00010-000	Jay & Jolene Hammer	16405 18th St SE	Gardner, ND 58036	\$	658,700	\$	658,700	\$	-
52-0000-08724-050	John Buchholz	4255 153rd Ave SE	Mapleton, ND 58059	\$	137,300	\$	1,500	\$	135,800
52-0000-08859-030	Darrel Discher	Ag Land	Mapleton, ND 58059	\$	180,700	\$	180,700	\$	-
54-0000-09306-050	Clint & Jocelyn Hayden	1265 172 1/2 Ave SE	Grandin, ND 58038	\$	329,300	\$	307,800	\$	21,500
54-0000-09354-010	Douglas & Rae Smith	21963 Ericka Ln	Puposky, MN 56667	\$	166,000	\$	130,800	\$	35,200
54-0000-09404-020	Jeff Turner	17281 17th St S	Gardner, ND 58036	\$	215,900	\$	215,900	\$	-
54-0000-09433-010	Eileen Buringrud	17053 18th St S	Gardner, ND 58036	\$	286,900	\$	286,900	\$	-
60-0000-00040-000	Yvonne Lies	1819 64th Ave N	Fargo, ND 58102	\$	33,200	\$	33,200	\$	-
60-0000-00065-000	Timothy & Sheila Johnson	6957 Co Rd 31 N	Fargo, ND 58102	\$	51,600	\$	51,600	\$	-
60-0000-00276-000	Kent Lindemann	6823 Co Rd 17	Harwood, ND 58042	\$	542,100	\$	509,400	\$	32,700
60-0000-00480-000	David Wallace	5308 71 St N	Harwood, ND 58042	\$	142,300	\$	128,000	\$	14,300
60-0000-00520-010	Michelle Morgenroth	6910 56th Ave N	Harwood, ND 58042	\$	289,000	\$	289,000	\$	-

60-0000-01091-060	Maxine Birst	4462 45th ST N	Fargo, ND 58102	\$	314,700	\$	314,700	\$	-
60-0000-01096-000	James & Gail Prudhomme	4302 45th St N	Fargo, ND 58102	\$	443,300	\$	443,300	\$	-
60-0000-01103-010	Robert & Sandra Hoy	5103 57th ST N	Fargo, ND 58102	\$	131,200	\$	107,400	\$	23,800
60-0000-01291-000	Daniel Stuart	7406 52nd Ave N	Harwood, ND 58042	\$	286,100	\$	266,200	\$	19,900
60-0000-01431-000	Jim & Twylah Blotsky	7806 40th Ave N	Fargo, ND 58102	\$	241,500	\$	155,800	\$	85,700
60-0400-03200-020	Terry & Patricia Mathern	4851 16th St N	Fargo, ND 58102	\$	35,800	\$	18,000	\$	17,800
60-0850-00010-000	Harriet Smedshammer	1602 Hyde St	West Fargo, ND 58078	\$	286,500	\$	286,500	\$	-
60-1100-00510-000	Daniel Duff	1314 64th Ave N	Fargo, ND 58102	\$	587,900	\$	587,900	\$	-
60-1100-01070-000	Matthew & Kari Frisk	6459 13th St N	Fargo, ND 58102	\$	699,800	\$	699,800	\$	-
60-1100-01162-000	Stephen Gonser	6408 13th St N	Fargo, ND 58102	\$	24,400	\$	24,400	\$	-
60-1100-01170-000	Stephen Gonser	6408 13th St N	Fargo, ND 58102	\$	499,700	\$	499,700	\$	-
60-1100-01290-000	James & Julie Frisk	6407 15th ST N	Fargo, ND 58102	\$	688,400	\$	688,400	\$	-
60-1110-00110-000	Anthony & Christine Coronato	6301 15th St N	Fargo, ND 58102	\$	410,500	\$	410,500	\$	-
60-1800-00010-010	Ian & Adrian Haugen	6715 Co Rd 31	Fargo, ND 58102	\$	323,800	\$	323,800	\$	-
60-2200-00030-000	Phillip & Yvonne Mathias	310 Woodland Pl	West Fargo, ND 58078	\$	410,100	\$	390,000	\$	20,100
60-2200-00050-000	Matt & Jessica Lepird	2019 Ann St	West Fargo, ND 58078	\$	423,800	\$	407,900	\$	15,900
60-2210-00010-000	Matthew & Tiffany Heinzen	1935 Ann St	West Fargo, ND 58078	\$	506,600	\$	503,900	\$	2,700
60-2210-00020-000	Steven & Karen Kraft	1907 Ann St	West Fargo, ND 58078	\$	377,200	\$	364,700	\$	12,500
66-0100-12465-020	Richard Schroeder	103 Main St	Chaffee, ND 58079	\$	194,600	\$	135,100	\$	59,500
70-0000-13513-010	John & Peggy Nyberg	17068 18th St SE	Chaffee, ND 58079	\$	184,600	\$	182,700	\$	1,900
59-0000-10825-000	Jeana & John Marshall	16461 31 St SE	Harwood, ND 58042		206,900	\$	198,100	\$	8,800