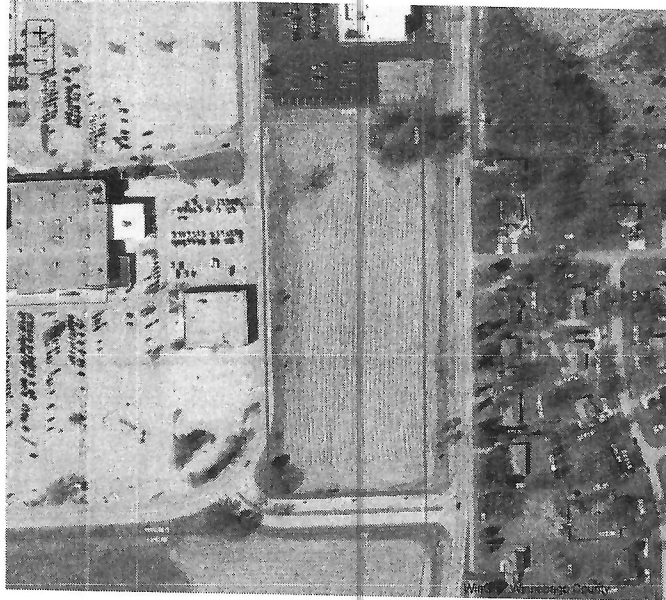


## APPRAISAL OF REAL PROPERTY



### LOCATED AT

2XXX S. Bell School Road, PIN: 12-35-326-007  
Rockford, IL 61112  
See Property Description Following Plat Map

### FOR



### OPINION OF VALUE

\$1,100,000

### AS OF

October 10, 2019

### BY

Gail M. Wills  
Gail M. Wills and Associates, LTD  
3268 Kregel Drive  
Rockford, IL 61109  
815-985-1295  
e-mail: gwills@gailmwillsandassoc.com  
Telephone: 815-985-1295

Owner	[REDACTED]	File No.	
Property Address	2XXX S. Bell School Road		
City	Rockford	County	Winnebago
Client	[REDACTED]	State	IL
		Zip Code	61112

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# LAND APPRAISAL REPORT

File No.:

Property Address: **2XXX S. Bell School Road (PIN 12-35-326-007)** City: **Rockford** State: **IL** Zip Code: **61112**  
 County: **Winnebago** Legal Description: **See Property Description Following Plat Map**

Assessor's Parcel #: **12-35-326-005** Tax Year: **2018** R.E. Taxes: \$ **NA** Special Assessments: \$ **0**  
 Market Area Name: **Rockford Metro Area** Map Reference: **40420** Census Tract: **0005.14**

Current Owner of Record: [Redacted] Borrower (if applicable):  
 Project Type (if applicable):  FOD  Deterministic FOD  Other (describe)  
 Are there any existing improvements to the property?  No  Yes If Yes, indicate current occupancy:  Owner  Tenant  Vacant  Not habitable  
 If Yes, give a brief description:

The purpose of this appraisal is to develop an opinion of:  Market Value (as defined), or  other type of value (describe)  
 This report reflects the following value (if not Current, see comments):  Current (the Inspection Date is the Effective Date)  Retrospective  Prospective

Property Rights Appraised:  Fee Simple  Leasehold  Leased Fee  Other (describe)  
 Intended Use: **Establish fair market value for collateral monitoring.**  
 Intended User(s) (by name or type): [Redacted]

Client: [Redacted] Address: [Redacted]  
 Appraiser: **Gail M. Wills** Address: **3268 Kregel Drive, Rockford, IL 61109**

Characteristics			Predominant Occupancy	One-Unit Housing	Present Land Use	Change in Land Use
Location:	<input type="checkbox"/> Urban	<input checked="" type="checkbox"/> Suburban	<input type="checkbox"/> Rural	PRICE (\$000)	One-Unit <b>50%</b>	<input checked="" type="checkbox"/> Not Likely
Built up:	<input checked="" type="checkbox"/> Over 75%	<input type="checkbox"/> 25-75%	<input type="checkbox"/> Under 25%	AGE (yrs)	2-4 Unit <b>5%</b>	<input type="checkbox"/> Likely * <input type="checkbox"/> In Process *
Growth rate:	<input type="checkbox"/> Rapid	<input type="checkbox"/> Stable	<input checked="" type="checkbox"/> Slow	<b>100</b> Low <b>10</b>	Multi-Unit <b>5%</b>	* To:
Property values:	<input type="checkbox"/> Increasing	<input checked="" type="checkbox"/> Stable	<input type="checkbox"/> Declining	<b>300</b> High <b>50</b>	Comm'l <b>40%</b>	
Demand/supply:	<input type="checkbox"/> Shortage	<input checked="" type="checkbox"/> In Balance	<input type="checkbox"/> Over Supply	<b>160</b> Pred <b>20</b>		
Marketing time:	<input type="checkbox"/> Under 3 Mos.	<input type="checkbox"/> 3-6 Mos.	<input checked="" type="checkbox"/> Over 6 Mos.			

Factors Affecting Marketability											
Item	Good	Average	Fair	Poor	N/A	Item	Good	Average	Fair	Poor	N/A
Employment Stability	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Adequacy of Utilities	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Convenience to Employment	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Property Compatibility	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Convenience to Shopping	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Protection from Detrimental Conditions	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Convenience to Schools	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Police and Fire Protection	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Adequacy of Public Transportation	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	General Appearance of Properties	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recreational Facilities	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Appeal to Market	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Market Area Comments: **See attached addenda.**

Dimensions: **Rectangular** Site Area: **330,328**  
 Zoning Classification: **CC, Community Commercial** Description: **See attached addenda.**

Do present improvements comply with existing zoning requirements?  Yes  No  No Improvements  
 Uses allowed under current zoning: **A variety of commercial/retail uses including gas stations; restaurants, including drive-in; garden shops; golf courses, including driving ranges; amusement establishments; catering establishments; automotive repair, and others. Please refer to Winnebago County Zoning Ordinance for complete listing of permitted use.**  
 Are CC&Rs applicable?  Yes  No  Unknown Have the documents been reviewed?  Yes  No Ground Rent (if applicable) \$ \_\_\_\_\_ / \_\_\_\_\_

Highest & Best Use as Improved:  Present use, or  Other use (explain) **The subject site is vacant and has no improvements. The highest and best use if developed would be for commercial/retail use consistent with the permitted uses under the zoning ordinance.**  
 Actual Use as of Effective Date: **Vacant land** Use as appraised in this report: **Vacant Land**  
 Summary of Highest & Best Use: **The subject is located in an area of compatible retail/commercial uses surround the CherryVale Regional Mall. Other out lots in the CherryVale Mall consist primarily of gas station/C-stores, full service restaurants, and fast food restaurants including Burger King, Dairy Queen, Taco Bell and Arby's. The highest and best use of the subject if improved with be for a retail/commercial use compatible with existing uses and permitted under zoning.**

Utilities	Public	Other	Provider/Description	Off-site Improvements	Type	Public	Private	Frontage
Electricity	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<b>ComEd</b>	Street	<b>S. Bell School Rd.</b>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<b>Refer to WNGIS Plat Map</b>
Gas	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<b>NIG</b>	Width	<b>Two lane</b>			<b>Generally Level</b>
Water	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<b>Municipal</b>	Surface	<b>Asphalt</b>			<b>330,328 SF</b>
Sanitary Sewer	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<b>Municipal</b>	Curb/Gutter	<b>None</b>	<input type="checkbox"/>	<input type="checkbox"/>	<b>Rectangular</b>
Storm Sewer	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<b>Municipal</b>	Sidewalk	<b>None</b>	<input type="checkbox"/>	<input type="checkbox"/>	<b>Reported Adequate</b>
Telephone	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<b>Various</b>	Street Lights	<b>Yes</b>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<b>Retail Uses to the east;</b>
Multimedia	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<b>Comcast</b>	Alley	<b>None</b>	<input type="checkbox"/>	<input type="checkbox"/>	<b>Harrison Ave. to south, and vacant lot to the north</b>

Other site elements:  Inside Lot  Corner Lot  Cul de Sac  Underground Utilities  Other (describe)  
 FEMA Spec'l Flood Hazard Area  Yes  No FEMA Flood Zone **X** FEMA Map # **17201C0401D** FEMA Map Date **09/06/2006**

Site Comments: **The subject site is irregular in shape. It offers frontage, but currently does not offer access from S. Bell School Road. Although not confirmed, it appears at least one curb cut from S. Bell School Road and possibly additional curb cuts from a perimeter roadway to the north would be feasible. This appraisal assumes that adequate access would be available to the subject site from multiple curb cuts as discussed above. The site is of adequate size and shape to allow for a variety of commercial/retail related uses.**



# LAND APPRAISAL REPORT

File No.:

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): **MLS/Recorder**

1st Prior Subject Sale/Transfer  
Date:  
Price:  
Source(s):  
2nd Prior Subject Sale/Transfer  
Date:  
Price:  
Source(s):

Analysis of sale/transfer history and/or any current agreement of sale/listing:  
**The subject lot is currently listed for sale by CBRE for \$4.00 per square foot. There have been no sales/transfers of the subject over the past three years. Nor are there any current agreements of sale reported. The owner of the property reported that they received a relatively recent an offer on this property that did not result in an executed sale agreement for \$937,000 or \$2.84 per square foot.**

FEATURE	SUBJECT PROPERTY	COMPARABLE NO. 1		COMPARABLE NO. 2		COMPARABLE NO. 3	
Address	2XXX S. Bell School Road Rockford, IL 61112	1975 Pawlisch Dr Cherry Valley, IL		7541 Temple Ct Rockford, IL		8000 E Riverside Blvd Loves Park, IL 61111	
Proximity to Subject		.10 miles N		.75 miles N		6 miles N	
Sale Price	\$	\$ 140,000		\$ 430,195		\$ 4,000,000	
Price/	\$	3.52		5.30		5.40	
Data Source(s)		ICEX Recorder		Assessor/Owner Owner		Public Records Recorder	
Verification Source(s)							
VALUE ADJUSTMENT	DESCRIPTION	DESCRIPTION	+(-) \$ Adjust	DESCRIPTION	+(-) \$ Adjust	DESCRIPTION	+(-) \$ Adjust
Sales or Financing		Cash	0	Conventional	0	Conventional	0
Concessions		None	0	None	0	None	0
Date of Sale/Time		3/19	0	3/19	0	12/17	0
Rights Appraised	Fee Simple	Fee Simple	0	Fee Simple	0	Fee Simple	0
Location	Above Average	Similar	0	Inferior	+43,019	Superior	-800,000
Site Area	330,328	39,729	-50,000	81,155	-50,000	740,520	+400,000
Visibility/Access	Average	Inferior	+42,000	Similar	0	Similar	0
Influence	Interior	Similar/Interior	0	Similar/Interior	0	Superior/Corner	-130,000
Zoning	Commercial	Similar	0	Similar	0	Similar	0
Average Daily Traffic Ct	4000/day	Similar/4000/day	0	Sup/10,800-11,600	-129,059	Sup/11,300	-1,200,000
Flood Zone	Zone X	Similar	0	Similar	0	Similar	0
Net Adjustment (Total, in \$)		<input type="checkbox"/> + <input checked="" type="checkbox"/> - \$	-8,000	<input type="checkbox"/> + <input checked="" type="checkbox"/> - \$	-136,040	<input type="checkbox"/> + <input checked="" type="checkbox"/> - \$	-1,730,000
Adjusted Sale Price (in \$)		\$	132,000	\$	294,155	\$	2,270,000
Summary of Sales Comparison Approach	See attached addenda.						

PROJECT INFORMATION FOR PUDs (if applicable)  The Subject is part of a Planned Unit Development.  
Legal Name of Project:  
Describe common elements and recreational facilities:

Indicated Value by: Sales Comparison Approach \$ 1,100,000  
Final Reconciliation  
**The Sales Comparison is the only relevant method to appraise vacant land and is therefore, the only value developed.**  
Primary emphasis has been placed on all Comps.  
This appraisal is made  "as is", or  subject to the following conditions:

This report is also subject to other Hypothetical Conditions and/or Extraordinary Assumptions as specified in the attached addenda.  
Based upon an inspection of the subject property, defined Scope of Work, Statement of Assumptions and Limiting Conditions, and Appraiser's Certifications, my (our) Opinion of the Market Value (or other specified value type), as defined herein, of the real property that is the subject of this report is:  
\$ 1,100,000, as of: October 10, 2019, which is the effective date of this appraisal.  
If indicated above, this Opinion of Value is subject to Hypothetical Conditions and/or Extraordinary Assumptions included in this report. See attached addenda.

A true and complete copy of this report contains 19 pages, including exhibits which are considered an integral part of the report. This appraisal report may not be properly understood without reference to the information contained in the complete report, which contains the following attached exhibits:  
 Limiting cond./Certifications  Narrative Addendum  Location Map(s)  Flood Addendum  Additional Sales  
 Photo Addenda  Parcel Map  Hypothetical Conditions  Extraordinary Assumptions

Client Contact: [Redacted] Address: [Redacted]  
E-Mail: NA  
APPRaiser: [Redacted]  
SUPERVISORY APPRAISER (if required) or CO-APPRaiser (if applicable)

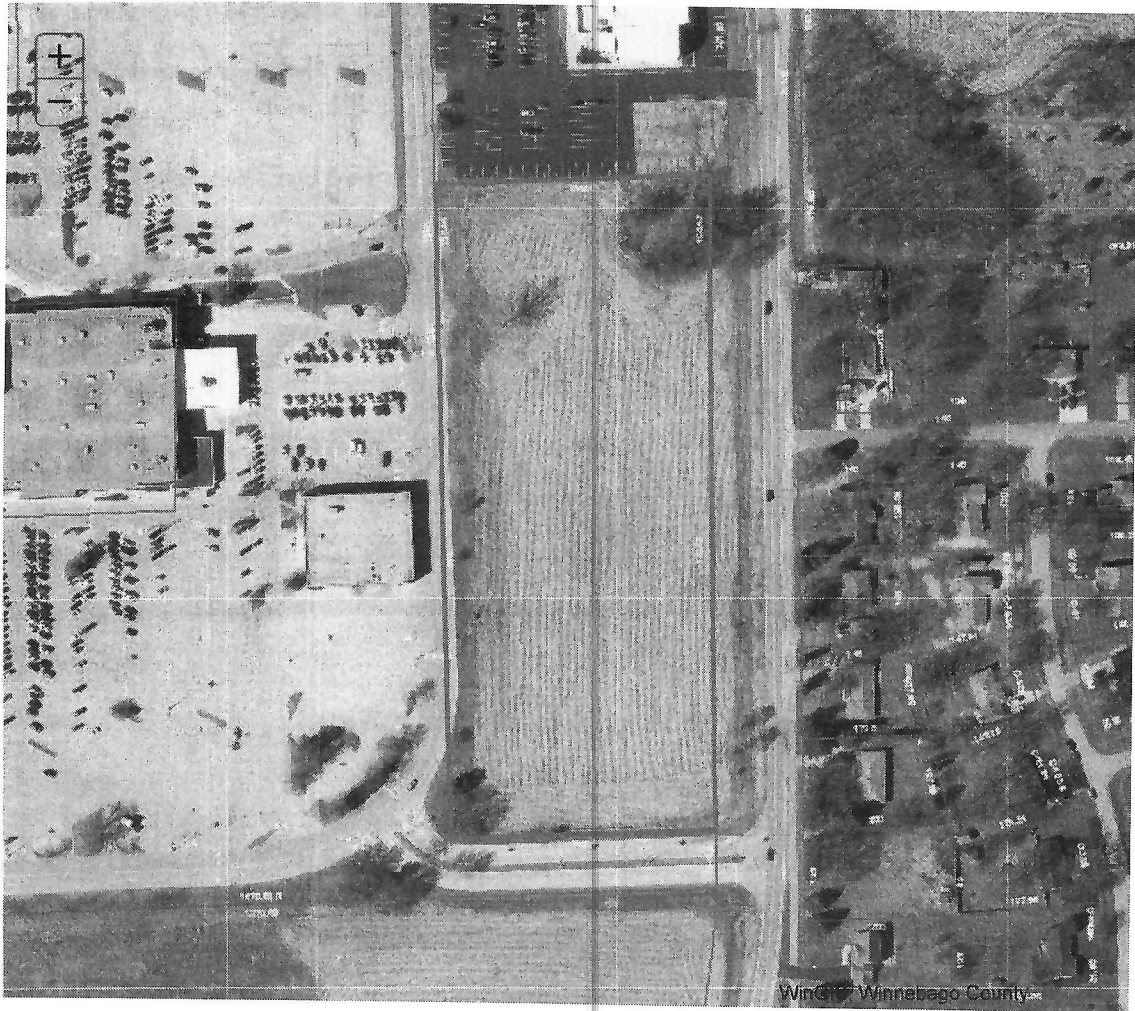
Appraiser Name: Gail M. Wills  
Company: Gail M. Wills and Associates, LTD  
Phone: 815-985-1295 Fax:  
E-Mail: e-mail: gwills@gailmwillsandassoc.com  
Date of Report (Signature): 10/10/2019  
License or Certification #: 553.000522 State: IL  
Designation: General Certified Appraiser  
Expiration Date of License or Certification: 09/30/2021  
Inspection of Subject:  Did Inspect  Did Not Inspect (Desktop)  
Date of Inspection: October 10, 2019



# Subject WINGIS Plat Map

Owner	[REDACTED]						
Property Address	2XXX S. Bell School Road PIN: 12-35-326-007						
City	Rockford	County	Winnebago	State	IL	Zip Code	61112
Client	[REDACTED]						

PIN: 12-35-326-007



## Property Description Per WINGIS Including Brief Legal

COMM AT THE NE COR OF SW1/4 SEC 35-44-2 TH W 80 FT TO POB TH S 770.25 FT W 366.4 FT N 770 FT N 128.44 FT E 378.43 TH S 128.47 FT TO POB PT W1/2 SEC 35-44-2 7.59A(c)

**Zoning Type:** CC

**Zoning Description:** Commercial Community

There is currently no tax information available for this PIN

There are currently no exemptions to display for this PIN

### School District

**SCHOOLDIST :** Rockford School Dist #205

**GRADESCHOOL :**

### Assessor Information

**Township:**

ROCKFORD

Ken Crowley

401 W State St

Rockford, IL 61101

8159650300

### Sales History

There is currently no Sales History information available for this PIN

### Flood Zone

**In/Out**

OUT

**Flood Zone Type**

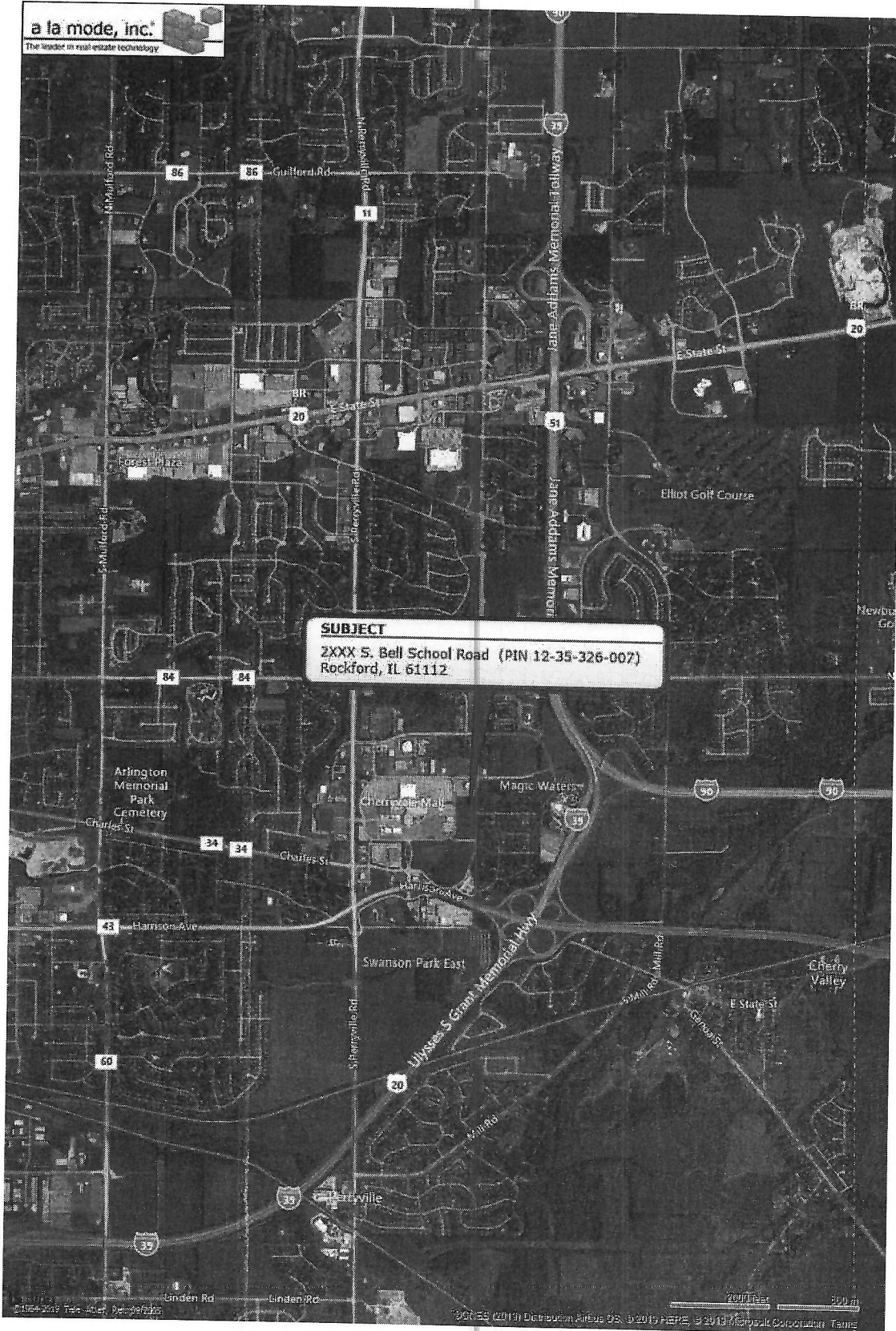
X



[Subscription Login \(Subscription/\)](#) | [Terms of Use \(Terms.aspx\)](#) | [Privacy Policy \(Privacy.aspx\)](#) | [Site Updates Documentation \(/pdf/WinGISPublicSiteUpdates.pdf\)](#)

## Location Map

Owner	[REDACTED]				
Property Address	2XXX S. Bell School Road (PIN 12-35-326-007)				
City	Rockford	County	Winnebago	State	IL
Client	[REDACTED]		Zip Code	61112	







# Plat Map - Land Sale 1

Owner	[REDACTED]				
Property Address	2XXX S. Bell School Road (PIN 12-35-326-007)				
City	Rockford	County	Winnebago	State	IL
Client	[REDACTED]			Zip Code	61112

Site remains vacant following demolition of a fire damaged building. Temporary use is by a garden shed retailer with sample sheds on the site.





### Plat Map Land - Sale 3

Owner	[REDACTED]				
Property Address	2XXX S. Bell School Road (PIN 12-35-326-007)				
City	Rockford	County	Winnebago	State	IL Zip Code 61112
Client	[REDACTED]				

Costco Retail Center has been constructed on site.



# Supplemental Addendum

File No.

Owner	[REDACTED]			[REDACTED]	
Property Address	2XXX S. Bell School Road (PIN 12-35-326-007)				
City	Rockford	County	Winnebago	State	IL
Client	[REDACTED]	Zip Code	61112		

### **• GP Land: Market Area - Comments**

The subject property is a vacant out lot in the Cherry Vale Mall Regional Shopping Center. It offers close proximity to I-39/I-90 tollway access and U.S. Route 20 a primary east/west highway that connects the subject market area with communities both east and west. U.S. Route 20 provides good access to communities to the west including Freeport, Lena, Stockton and as far west as Galena and the Mississippi River. Also, I-39 provides access various tollways and expressways including I-88, I-80 and southern Illinois. I-90 provides access to communities to the north of Rockford and into Wisconsin.

The overall market has seen some improvement after many years of stagnation. The majority of new commercial/retail development is in the area near E. Riverside Boulevard and I-90 where the new MercyHealth Complex was constructed and opened in early January 2019. This has spurred development in the vicinity with a new hotel, currently under construction, a Casey General Store Gas Station/C-store, and a recently completed Costco Retail Development. Some of the highest prices involving land sales have been along the E. Riverside Corridor between Mulford Road on the west and Paulson Road on the east.

### **• GP Land: Site Description - Zoning Description**

A variety of commercial/retail uses including gas stations; restaurants, including drive-in; garden shops; golf courses, including driving ranges; amusement establishments; catering establishments; automotive repair, and others. Please refer to Winnebago County Zoning Ordinance for complete listing of permitted use.

### **• GP Land: Summary of Sales Comparison Approach**

Relatively few sales of commercially zoned land have taken place in the Rockford Metro Area over the past several years. Recently, sales activity has increased somewhat in the gas station/C-store sector with Circle K and Casey's General Store entering the Rockford market. Overall, values for commercial land were relatively stagnant for several years. Although land values have shown some increase overall the higher values, relate to location of the sales including synergy received from being close to developing areas such as that located near the new MercyHealth Campus at E. Riverside and the tollway. That development, as well as the new Costco that recently opened at E. Riverside and the tollway has spurred additional development in the retail and services sectors. This includes lodging with a new Home2Suites hotel under construction at the NWC of E. Riverside and the tollway and a new Casey's General Store located across the street from the new Costco. The highest per square foot sale prices have been in this area and further west on E. Riverside near N. Perryville Road and E. Riverside. Overall, new gas station/C-stores being developed are showing land sale prices of between also resulting in sale prices per square foot between \$5.30 and \$9.97 per square foot.

Comp 1 is an out lot located in CherryVale Mall and is considered most comparable overall when compared to the subject. The lot became vacant following the destruction of the existing building on the site by a fire several years ago. Overall, it is considered relatively comparable to the subject warranting no adjustment. After adjustment is sold for \$3.32 per square foot. This is the only sale of an out lot in the mall over more than 10 years. Comp 2 is the sale of a lot located approximately .75 miles north of the subject at Newburg and S. Bell School Roads. It was purchased for development with a Casey's General Store, gas station/C-store that is currently under construction. It is located in an area of higher average daily traffic counts when compared to the subject and was adjusted downward for this element of comparison. Other elements of comparison are considered relatively comparable to the subject warranting no adjustment. After significant adjustment for average daily traffic count, an adjusted sale price of \$3.62/sf is indicated. Comp 3 is the sale of a larger site that has subsequently been developed with a Costco retail store and gas station in Loves Park. Its corner location and location at a full interchange with E. Riverside and I-90 is considered superior to the subject. Average daily traffic count is also considered superior to the subject. After downward adjustment for corner influence and average daily traffic count significant downward adjustment is indicated resulting in an adjusted sale price of \$3.07/SF.

The adjusted sale prices range from a low of \$3.07 per sq. ft. for a larger parcel located in Loves Park, to a smaller parcel located in close proximity to the subject, Comp 2, for \$3.62 per square foot. Comp 1 considered most comparable to the subject but considerably smaller in size requiring size adjustment resulted in an adjusted value per square foot of \$3.07.

Overall, some significant adjustments were indicated for Comps 2 and 3 for their far superior average daily traffic counts when compared to Comp 1 and the subject and Comp 3 for larger lot size.

Primary emphasis is placed on the adjusted average of the comparable sales with a value estimate near the mid point of the range. A fair market value for the subject is estimated at \$3.25 per square foot.  $330,328 \text{ SF} \times \$3.25/\text{SF} = \$1,073,566$ , rounded to \$1,100,000.

# Assumptions, Limiting Conditions & Scope of Work

Property Address: 2XXX S. Bell School Road (PIN 12-35-326-007) City: Rockford File No.:  
Client: [REDACTED] Address: [REDACTED] State: IL Zip Code: 61112  
Appraiser: Gail M. Wills Address: 3268 Kregel Drive, Rockford, IL 61109

## STATEMENT OF ASSUMPTIONS & LIMITING CONDITIONS

- The appraiser will not be responsible for matters of a legal nature that affect either the property being appraised or the title to it. The appraiser assumes that the title is good and marketable and, therefore, will not render any opinions about the title. The property is appraised on the basis of it being under responsible ownership.
- The appraiser may have provided a plat and/or parcel map in the appraisal report to assist the reader in visualizing the lot size, shape, and/or orientation. The appraiser has not made a survey of the subject property.
- If so indicated, 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 the appraisal report whether 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.
- 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.
- The appraiser has noted in the appraisal report any adverse conditions (including, but not limited to, 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 normal research involved in performing the appraisal. Unless otherwise stated in the appraisal report, the appraiser has no knowledge of any hidden or unapparent conditions of the property, or adverse environmental conditions (including, but not limited to, the presence of hazardous wastes, toxic substances, etc.) that would make the property more or less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied, regarding the condition of the property. 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, the appraisal report must not be considered as an environmental assessment of the property.
- The appraiser obtained the information, estimates, and opinions that were expressed in the appraisal report from sources that he or she considers to be reliable and believes them to be true and correct. The appraiser does not assume responsibility for the accuracy of such items that were furnished by other parties.
- The appraiser will not disclose the contents of the appraisal report except as provided for in the Uniform Standards of Professional Appraisal Practice, and any applicable federal, state or local laws.
- An appraiser's client is the party (or parties) who engage an appraiser 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.
- The appraiser's written consent and approval must be obtained before this appraisal report can be conveyed by anyone to the public, through advertising, public relations, news, sales, or by means of any other media, or by its inclusion in a private or public database. Possession of this report or any copy thereof does not carry with it the right of publication.
- Forecasts of effective demand for the highest and best use or the best fitting and most appropriate use were based on the best available data concerning the market and are subject to conditions of economic uncertainty about the future.

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 Appraiser, 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 appraiser, 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.

Additional Comments (Scope of Work, Extraordinary Assumptions, Hypothetical Conditions, etc.):

Legal descriptions and a Plat of Survey were not provided the appraiser. The subject site area, dimensions and other physical characteristics were obtained from WINGIS and are assumed to be correct as reported.

# Certifications & Definitions

Property Address: 2XXX S. Bell School Road (PIN 12-35-326-007) City: Rockford File No.:  
 Client: [REDACTED] Address: [REDACTED] State: IL Zip Code: 61112  
 Appraiser: Gail M. Wills Address: 3268 Kregel Drive, Rockford, IL 61109

## APPRAISER'S CERTIFICATION

- I certify that, to the best of my knowledge and belief:
- The statements of fact contained in this report are true and correct.
  - The credibility of this report, for the stated use by the stated user(s), of the reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
  - I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
  - Unless otherwise indicated, I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
  - I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
  - My engagement in this assignment was not contingent upon developing or reporting predetermined results.
  - My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
  - My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice that were in effect at the time this report was prepared.
  - I did not base, either partially or completely, my analysis and/or the opinion of value in the appraisal report on the race, color, religion, sex, 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.
  - Unless otherwise indicated, I have made a personal inspection of the property that is the subject of this report.
  - Unless otherwise indicated, no one provided significant real property appraisal assistance to the person(s) signing this certification.

### Additional Certifications:

I have not performed any prior appraisal or other professional services regarding this property over the past three years.

### DEFINITION OF MARKET VALUE \*:

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

1. Buyer and seller are typically motivated;
2. Both parties are well informed or well advised and acting in what they consider their own best interests;
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.

\* This definition is from regulations published by federal regulatory agencies pursuant to Title XI of the Financial Institutions Reform, Recovery, and Enforcement Act (FIRREA) of 1989 between July 5, 1990, and August 24, 1990, by the Federal Reserve System (FRS), National Credit Union Administration (NCUA), Federal Deposit Insurance Corporation (FDIC), the Office of Thrift Supervision (OTS), and the Office of Comptroller of the Currency (OCC). This definition is also referenced in regulations jointly published by the OCC, OTS, FRS, and FDIC on June 7, 1994, and in the Interagency Appraisal and Evaluation Guidelines, dated October 27, 1994.

Client Contact: [REDACTED] Client Name: [REDACTED]  
 E-Mail: NA Address: [REDACTED]

<p>APPRaiser</p> <p>Appraiser Name: Gail M. Wills                  Company: Gail M. Wills and Associates, LTD                  Phone: 815-985-1295 Fax: _____                  E-Mail: e-mail: gwills@gailmwillsandassoc.com                  Date Report Signed: 10/10/2019                  License or Certification #: 553.000522 State: IL                  Designation: General Certified Appraiser                  Expiration Date of License or Certification: 09/30/2021                  Inspection of Subject: <input checked="" type="checkbox"/> Did Inspect <input type="checkbox"/> Did Not Inspect (Desktop)                  Date of Inspection: October 10, 2019</p>	<p>SUPERVISORY APPRAISER (if required)                  or CO-APPRAISER (if applicable)</p> <p>Supervisory or Co-Appraiser Name: _____                  Company: _____                  Phone: _____ Fax: _____                  E-Mail: _____                  Date Report Signed: _____                  License or Certification #: _____ State: _____                  Designation: _____                  Expiration Date of License or Certification: _____                  Inspection of Subject: <input type="checkbox"/> Did Inspect <input type="checkbox"/> Did Not Inspect                  Date of Inspection: _____</p>
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SIGNATURES



## Appraiser Qualifications

### Qualifications of Gail M. Wills Gail M. Wills & Associates, Ltd 3268 Kregel Drive Rockford, IL 61109

#### Real Estate Appraising, Consulting, Counseling, Forensic Review and Arbitration

Real estate appraiser, counselor, consultant, analyst, forensic reviewer and arbitrator, with Gail M. Wills & Associates, Ltd. Gail M. Wills & Associates, Ltd. was organized to perform comprehensive services in real estate valuations, counseling and appraising for complex real property assignments and forensic appraisal review for both residential and commercial properties. Clients include financial institutions, attorney's, CPA's, insurance companies and corporations. She has more than thirty years of comprehensive real estate appraisal and consulting experience. Her scope of experience includes the *appraisal and appraisal review* of numerous types of properties in the greater Chicago Metropolitan area and northern Illinois.

#### EXPERIENCE:

Since 1984, Gail M. Wills has been actively engaged in real estate analysis, valuation, counseling, appraisal, appraisal review and appraisal education. She has been a Certified General Appraiser since 1993.

- **Gail M. Wills & Associates, Ltd., Rockford, IL**  
President  
Chief Appraiser

Independent Fee Appraiser performing appraisal valuation, appraisal review and appraisal consulting assignments on residential and commercial properties located primarily in the Greater Chicago Metropolitan Area and northern Illinois.

- **AMCORE Bank, N.A., Rockford, IL**  
June 2002 to April 2007  
Officer and Senior Reviewer, Appraisal and Environmental Compliance Department

Responsible for reviewing appraisals and environmental reports of commercial real estate on loans up to \$30 million per AMCORE Bank's Appraisal Policy and Federal Regulations. Responsibilities included maintaining AMCORE's Approved Appraiser List including adding approved appraisers and deactivating appraisers as necessary due to poor performance, provided recommendations and necessary documentation regarding changes to bank appraisal policy. Additional responsibilities included supervising and training of support staff.

- **Wills Valuation Consultants, Ltd., Rolling Meadows, IL**  
June 1993 to June 2002  
Chief Appraiser, providing real estate appraisal and consulting service to a variety of clients including: financial institutions, state governmental agencies, attorneys, and individuals.

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Gail M. Wills and Associates, Ltd.

## Appraiser Qualifications

Page 2

### Prior Appraisal Related Employment

Oakton Community College, Des Plaines, IL September 1993 to October 2000  
Adjunct Faculty, Instructor for Appraisal Certification Courses

Valuation Counselors, Chicago, IL September 1992 to June 1993  
Staff Appraiser, performing real estate valuation for investment grade properties located throughout the United States.

Household International, Prospect Heights, IL January 1990 to September 1992  
Appraisal Reviewer & Quality Control Analyst, performing desk and field reviews of investment grade, commercial real estate throughout the United States, in compliance with the Uniform Standards of Professional Appraisal Policy (USPAP) and in compliance with bank appraisal policy and OTS regulations. Maintained and added approved appraisers to Approved Appraiser List and worked closely with regulators during audits.

Real Estate Research Corporation, Chicago, IL October 1986 to January 1990  
Staff Appraiser, performing real estate valuations for investment grade properties located throughout the United States. Specialized in complex, investment grade properties including portfolios of properties for various pension funds and financial institutions.

William A. McCann & Associates, Chicago, IL April 1984 to October 1986  
Staff Appraiser, performing real estate valuations for properties located throughout the Chicago Metropolitan Area and collar counties.

### CERTIFICATION

Certified General Appraiser (State of Illinois) - continuing education completed

### PROFESSIONAL AFFILIATIONS

Member of Illinois Coalition of Appraisal Professionals (ICAP)

### EDUCATION

B.A. Degree, National-Louis University  
Various Appraisal Related Courses and Seminars  
(Additional detail available upon request)

**e-mail:** [gwills@gailmwillsandassoc.com](mailto:gwills@gailmwillsandassoc.com)

**Website:** [www.gailmwillsassociates.com](http://www.gailmwillsassociates.com)

**Telephone:** 815-985-1295

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Gail M. Wills and Associates, Ltd.



**Engagement Letter**

**Gail M. Wills and Associates, Ltd.**  
Real Estate Appraisal & Consulting

815-985-1295  
gwills@gailmwillsandassoc.com

September 18, 2019

To: [REDACTED]  
[REDACTED]  
[REDACTED]

Re: Appraisal of Various Vacant Commercial Lots and Bello II Residential Lots.  
Rockford, IL

[REDACTED]

The intended use, or function, of the appraisal is to provide the estimated "as is" market value for the above-referenced real estate. The parcels to be appraised are listed on the attached sheet.

The fee will be \$7,600<sup>000</sup> due upon receipt of the appraisals, with a delivery date no later than the end of the business day October 15, 2019. Please execute two copies of this engagement letter.

The completed appraisals will be delivered to you in person at the location decided.

Compliance: The report will be developed to reflect good appraisal practice and comply with the Uniform Standards of Professional Appraisal Practice (USPAP) and Title XI of the Federal Financial Institutions Reform Recovery and Enforcement Act of 1989 (FIRREA) giving special attention to the guidelines set forth by the Comptroller of the Currency's (OCC) Standards of 12 CFR, part 323.

Engagement Letter

Page 2

Please sign and two copies of this letter as your acceptance of this assignment in accordance with the terms outlined herein. One executed copy is for your files.

Sincerely,



Gail M. Wills  
President  
Gail M. Wills and Associates, Ltd.  
[gwills@gailmwillsandassoc.com](mailto:gwills@gailmwillsandassoc.com)  
815-985-1295

Signature:



Date:

9-18-19

# Engagement Letter

2018 Real Estate taxes paid in 2019

Property Code	Address		C-BRO	JTJ	Bell Valley
12-35-352-004	71xx Harrison Avenue		238.52		
12-35-352-005	71xx Charles St.		163.08		
12-35-352-008	71xx Harrison Avenue		176.72		
12-35-326-006	23xx Bell School Road		492.74		
12-35-326-005	24xx Bell School Road		1,324.08		
12-26-453-006	1462 Bell Valley Road	Lot 1			185.64
12-26-452-004	1446 Bell Valley Road	Lot 5			45.76
12-26-453-005	1440 Bell Valley Road	Lot 4			<del>428.68</del>
12-26-453-002	1397 Bell Valley Road	Lot 3			223.44
12-26-453-004	1461 Bell Valley Road	Lot 2			102.48
12-26-451-003	13xx Bell Valley Road				695.66
12-26-401-004	11xx Bell Valley Road				1,176.82
12-26-401-002	1032 Bell School Road				431.18
12-22-176-017	667 Shiloh Road	Lot 107	0.00		
12-22-176-002	720 Shiloh Road	Lot 103	0.00		
12-22-176-001	754 Shiloh Road	Lot 104	0.00		
12-22-176-026	701 Pisa Court	Lot 114	0.00		
12-22-176-018	702 Pisa Court	Lot 105	0.00		
12-22-176-025	707 Pisa Court	Lot 113	0.00		
12-22-176-019	708 Pisa Court	Lot 108	0.00		
12-22-176-024	713 Pisa Court	Lot 112	0.00		
12-22-176-020	714 Pisa Court	Lot 106	0.00		
12-22-176-023	719 Pisa Court	Lot 111	0.00		
12-22-176-021	720 Pisa Court	Lot 109	0.00		
12-22-176-022	723 Pisa Court	Lot 110	0.00		
12-22-178-008	711 Tivoli Court	Lot 87	0.00		
12-22-178-009	725 Tivoli Court	Lot 96	0.00		
12-22-178-007	726 Tivoli Court	Lot 98	0.00		
12-22-178-010	737 Tivoli Court	Lot 95	0.00		
12-22-178-006	740 Tivoli Court	Lot 99	0.00		
12-22-178-011	741 Tivoli Court	Lot 94	0.00		
12-22-178-005	742 Tivoli Court	Lot 100	0.00		
12-22-178-012	753 Tivoli Court	Lot 93	0.00		
12-22-178-004	754 Tivoli Court	Lot 101	0.00		
12-22-178-013	755 Tivoli Court	Lot 92	0.00		
12-22-178-003	756 Tivoli Court	Lot 102	0.00		
12-22-176-016	801 Tivoli Drive	Lot 81	0.00		
12-22-177-006	810 Tivoli Drive	Lot 83	0.00		
12-22-176-014	813 Tivoli Drive	Lot 89	0.00		
12-22-177-005	824 Tivoli Drive	Lot 82	0.00		
12-22-176-013	825 Tivoli Drive	Lot 88	0.00		
12-22-177-004	836 Tivoli Drive	Lot 81	0.00		
12-22-176-012	849 Tivoli Drive	Lot 87	0.00		
12-22-177-003	854 Tivoli Drive	Lot 80	0.00		
12-22-176-011	863 Tivoli Drive	Lot 86	0.00		
12-22-177-002	872 Tivoli Drive	Lot 79	0.00		
12-22-176-010	887 Tivoli Drive	Lot 85	0.00		
12-22-177-001	890 Tivoli Drive	Lot 78	0.00		
12-22-130-013	891 Tivoli Drive	Lot 84	0.00		
12-21-128-001	950 Tivoli Drive	Lot 69	0.00		
12-22-128-003	6331 Tuscan Circle	Lot 58	0.00		
12-22-130-008	950 Tuspany Way	Lot 55	0.00		
12-22-101-003	Featherstone Road	Lot 3		1,572.70	
12-22-103-008	6216 Agawams Way	Lot 77		752.32	
12-22-126-002	63xx Gullford Road	Lot 76		711.80	
12-22-152-001	757 Featherstone Road	Lot 11		38.86	
12-22-152-002	711 Featherstone Road	Lot 12		0.00	

*sold to Caseys May 2019*

*end*

	2,395.14	3,075.78	2,986.56
First Instalment	1,197.57	1,537.89	1,494.28
Second Instalment	1,197.57	1,537.89	1,494.28
	8,459.48		