APPRAISAL REPORT

75.032± ACRE PARCEL

7900 South Willow Springs Road Willow Springs, Illinois

AT THE REQUEST OF

Lyons Township High School District 204 c/o Mr. Ares G. Dalianis Franczek P.C. 300 South Wacker Drive Suite 3400 Chicago, Illinois 60606

EFFECTIVE DATE OF VALUE

May 10, 2022

VALUATION PREMISE

Market Value - As Re-Zoned



APPRAISAL ASSOCIATES

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May 13, 2022

Lyons Township High School District 204 c/o Mr. Ares G. Dalianis Franczek P.C. 300 South Wacker Drive Suite 3400 Chicago, Illinois 60606

RE 75.032± Acre Parcel 7900 South Willow Springs Road Willow Springs, Illinois

> PINs 18-32-101-001 18-32-103-002, -003, -004 & -006

Dear Mr. Dalianis:

At your request, we have personally inspected the above-captioned real estate and completed the analysis necessary to develop an opinion of the Market Value of the fee simple interest, as rezoned to allow industrial use, as of May 10, 2022. The Appraisal Report that follows sets forth our analysis of the neighborhood, site, comparable data and assumptions and limiting conditions. In our opinion, the Market Value of the fee simple interest, as re-zoned, was \$68,000,000.

The subject real estate is 3,268,396± square feet of vacant land located along the west side of Willow Springs Road, from 79th Street on the north to German Church Road on the south, in the northwest portion of Willow Springs. The majority of the parcel is owned by Lyons Township High School District 204 and is heavily wooded. PINs 18-32-103-002 & -003 are owned by the Pleasant Dale Park District. Existing improvements are limited to the signage and gravel driveway extending west from Willow Springs Road. The signage indicates that the land is not open to the general public.

The opinions contained herein are subject to the attached limiting conditions, certification and special assumptions. This appraisal report has been prepared in conformity with, and is subject to the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute, which include the Uniform Standards of Professional Appraisal Practice (USPAP).

Respectfully submitted,

William J. Enright, MAI

Illinois State Certified General Real Estate Appraiser

(553.000151, Exp. 9/30/2023)



SUMMARY OF PERTINENT DATA

Property Appraised: 7900 South Willow Springs Road

Willow Springs, Illinois

Property Rights Appraised: Fee Simple Interest

Net Land Area: 3,268,396± Square Feet (75.032± Acres)

Zoning - Existing: NWSRC-PD, North Willow Springs Road Corridor -

Planned Development District

Zoning - Proposed: L-1, Light Industrial District

Shape: Basically Rectangular

Utilities: All Available

Topography: Rolling to sloping downward to the southeast.

Improvements: Gravel driveway and signage.

Current Use: Vacant

Highest and Best Use: Industrial Development - As Re-Zoned

Market Value Conclusion: \$68,000,000 - As Re-Zoned

Valuation Date: May 10, 2022

Inspection Date: May 10, 2022

INTRODUCTION

Type and Definition of Value

The purpose of this appraisal is to develop an opinion of the as is Market Value of the subject real estate, as described herein.

Market Value is defined in <u>The Dictionary of Real Estate Appraisal</u>, Sixth Edition, 2015, published by the Appraisal Institute, as well as the Federal Register 77472, December 10, 2010, as follows:

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.

INTENDED USE AND USER OF REPORT

This appraisal report will be utilized by the client, Lyons Township High School District 204, to establish a current valuation basis for potential disposition purposes. Use of this report by other parties or for other purposes is not intended by the appraiser.

INTRODUCTION

REAL PROPERTY INTEREST APPRAISED

Fee Simple Interest. This interest is defined by the Appraisal Institute as:

An absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.

It was assumed that there are no other encroachments, encumbrances, mortgages, restrictions or liens, except the normal utility and ingress/egress easements.

EXPOSURE TIME

The definition of Market Value requires adequate marketing efforts and reasonable time for exposure in the open market. The exposure time is the length of time the property would have been offered on the market prior to sale as of the effective date of the appraisal. Determination of the required exposure time is based on examination of the marketing times of recently closed transactions and observations of changes in market conditions. Given the nature of the subject property, a six to nine-month exposure time was considered reasonable as of the date of value.

IDENTIFICATION OF THE REAL ESTATE

The subject real estate is 3,268,396± square feet of vacant land located along the west side of Willow Springs Road, from 79th Street on the north to German Church Road on the south, in the northwest portion of Willow Springs. The majority of the parcel is owned by Lyons Township High School District 204 and is heavily wooded. PINs 18-32-103-002 & -003 are owned by the Pleasant Dale Park District. Existing improvements are limited to the signage and gravel driveway extending west from Willow Springs Road. The signage indicates that the land is not open to the general public.

Introduction

The subject is identified by the Cook County Assessor's Office by the following Permanent Index Numbers and addresses:

Permanent	
Index No.	Address
18-32-101-001	7901 Wolf Road
18-32-103-002	8100 Willow Springs Road
18-32-103-003	8100 Willow Springs Road
18-32-103-004	8100 Willow Springs Road
18-32-103-006	8100 Willow Springs Road

Note - The indicated address for PIN 18-32-101-001 is inaccurate as the parcel is located one-quarter mile east of Wolf Road.

No legal description or current plat of survey was provided. The land area was calculated based on the Sidwell Studio Map (contained herein), as adjusted to reflect the existing rights-of-way. No personal property, trade fixtures, or intangible items are included in the value conclusion.

PROPERTY HISTORY

Based on our investigation of public records, there has been no recorded transfer during the five years prior to the date of value. To the best of our knowledge, the real estate is not currently listed for sale or subject to any purchase options.

Bridge Development recently offered to purchase the entire for parcel for \$65,000,000. We were not provided with a copy of the offer, however, it is our understanding that it is contingent upon municipal approval of a zoning change to allow development with a distribution warehouse facility.

INTRODUCTION

EFFECTIVE DATE OF VALUE

The effective date of value is May 10, 2022 (also the date of inspection).

SCOPE OF WORK

In preparing this appraisal, we have inspected the subject land; gathered information from the subject's neighborhood on comparable data and analyzed the information in applying the Sales Comparison Approach. Since the land is vacant, the Cost Approach and the Income Capitalization Approach were not considered applicable.

Market research for this appraisal was gathered from numerous sources including, but not limited to, the following:

Cook County Assessor's Office

Multiple Listing Service of Northern Illinois

Willow Springs Zoning Department

CoStar Comps and Property

LoopNet and LoopSearch

Information supplied by brokers and appraisers

Our primary emphasis in the data research process centered on comparable data located in Willow Springs and nearby/competitive areas.

EXTRAORDINARY ASSUMPTIONS/HYPOTHETICAL CONDITIONS

The Market Value conclusion use assumes a zoning change to the L-1, Light Industrial District classification. There were no other extraordinary assumptions and hypothetical conditions that might have affected the assignment results.

METROPOLITAN DATA

The Chicago-Naperville-Elgin, IL-IN-WI Metropolitan Statistical Area (MSA) covers an area of approximately 7,200 square miles along the southwestern edge of Lake Michigan and serves as the Midwest's regional center for manufacturing, retailing, transportation, communications, culture, finance and related services. The 14-county MSA includes nine counties in northeastern Illinois (Cook, DeKalb, DuPage, Grundy, Kane, Kendall, Lake, McHenry and Will), four in Indiana (Jasper, Lake, Newton, Porter) and one in Wisconsin (Kenosha).

The MSA is home to approximately 9.6 million people with over 90% living in Illinois. It is the third most populous metropolitan area in the country and ranks among the largest metro areas in the developed world. The City of Chicago anchors the MSA with a population of 2.7 million and a population density about ten times higher than the region's average.

Population Trends - Chicago-Naperville-Elgin MSA (2010 to 2020)

	2010	2020	%	2020	Land Area	Density/
Region	Population	Population	Δ	% MSA	(Sq. Miles)	Sq. Mile
City of Chicago	2,695,598	2,746,388	1.9%	28.6%	234	11,737
Suburban Cook	2,499,077	2,529,153	1.2%	26.3%	711	3,557
Cook County Total	5,194,675	5,275,541	1.6%	54.8%	945	5,583
DeKalb County	105,160	100,420	-4.5%	1.0%	631	159
DuPage County	916,924	932,877	1.7%	9.7%	328	2,844
Grundy County	50,063	52,533	4.9%	0.5%	418	126
Kane County	515,269	516,522	0.2%	5.4%	520	993
Kendall County	114,736	131,869	14.9%	1.4%	320	412
Lake County	703,462	714,342	1.5%	7.4%	444	1,609
McHenry County	308,760	310,229	0.5%	3.2%	603	514
Will County	677,560	696,355	2.8%	7.2%	837	832
Illinois Metro Area Total	8,586,609	8,730,688	1.7%	90.8%	5,046	1,730
Jasper County IN	33,478	32,918	-1.7%	0.3%	560	59
Lake County IN	496,005	498,700	0.5%	5.2%	499	999
Newton County IN	14,244	13,830	-2.9%	0.1%	402	34
Porter County IN	164,343	173,215	5.4%	1.8%	418	414
Kinosha County WI	166,426	169,151	1.6%	1.8%	272	622
Indiana & Wisconsin	874,496	887,814	1.5%	9.2%	2,151	413
Total MSA	9,461,105	9,618,502	1.7%	100.0%	7,197	1,336

During the past decade, the population of the Chicago-Naperville-Elgin MSA experienced continued growth, although at a slower rate than during the previous two decades. Most population growth was in the outlying Illinois counties of Grundy, Kendall and Will, but the rate of increase was more moderate than in recent decades. Other collar counties like DeKalb, Kane and McHenry saw growth stagnate or decline between 2010 and 2020.

The City of Chicago dominates the MSA with over 28% of the area's population and an equal percentage of the area's total jobs. During the past decade, communities closest to the City core such as the Loop, Near South Side, Near North Side and Near West Side saw population increases while several south side communities saw decreases resulting in an overall City of Chicago population increase of 1.9%.

Commuting patterns in the Chicago area are strongly influenced by the dominance of Chicago's central business district in terms of employment. As with most US metropolitan areas, many more people work in the central business district than live there and workers commute many miles from their suburban homes to work downtown. As a consequence, the region's extensive rail and highway system has developed along a hub-and-spoke pattern. Several employment sub-centers have developed in out-lying suburban communities including Evanston, Schaumburg, Aurora and Naperville.

Income and Employment

The Chicago-Naperville-Elgin MSA has one of the largest metropolitan economies in the world with a 2020 metropolitan gross domestic product (GDP) of \$693 billion, ranking it third in the United States behind Los Angeles and New York. Key elements to the success of the Chicago Metropolitan Area are its central location, skilled work force of almost 5 million and a diverse economy. As a whole, service-related industries are the dominant employment sectors in the greater Chicago metropolitan area.

The following table details employment trends in the Chicago Metropolitan Area:

Industry Group	2017	2018	2019	2020	2021
Mining and Logging	1,500	1,500	1,500	1,500	1,700
Construction	171,400	172,900	172,300	164,000	168,700
Manufacturing	420,200	424,500	426,000	394,800	403,200
Trade, Transportation, and Utilities	980,300	987,200	983,100	945,200	984,500
Information	78,200	76,200	75,000	71,700	71,000
Financial Activities	304,800	313,800	315,700	316,800	316,400
Professional and Business Services	827,600	849,400	848,500	789,400	816,200
Educational and Health Services	727,100	744,500	762,500	699,900	707,900
Leisure and Hospitality	467,700	479,700	489,500	308,800	395,400
Other Services	194,200	199,600	201,000	174,800	185,200
Government	557,900	553,900	564,100	517,700	525,800
Total	4,730,900	4,803,200	4,839,200	4,384,600	4,576,000

Note: Due to rounding, totals in the industry data may not add up.

Trade, Transportation and Utilities - Chicago's strategic location and transportation infrastructure make it one of the most important transportation centers in the country. Located in the path of three of the nation's busiest interstate highways (I-80, I-90 and I-94), Chicago claims over 50% of the nation's rail and intermodal activity. It is the largest intermodal container handler in the Western Hemisphere and the fifth largest in the world. It handles more containers than Los Angeles and Long Beach combined, and three times as much as New York and New Jersey. The Chicago metropolitan area sits at the convergence of all six class-one railways and within a day's drive of one-third of the country's population. Not surprisingly, the Trade, Transportation and Utilities employment sector is the largest single employment sector in the MSA, accounting for over 20% of regional jobs in 2021. This sector includes air and ground passenger transportation as well as goods transportation services, for which the area's employment level and share of the US total have been growing over the past ten years.

Professional and Business Services and Financial Activities - The Chicago Metropolitan Area is one of the most influential financial and business centers in the world and is the home of the Chicago Board of Trade and the Chicago Mercantile Exchange. Its position as a world leader in financial and business services has attracted the headquarters and facilities of a substantial number of large and influential global firms. Specifically, the Chicago Metropolitan Area is the global center for trading in commodity and financial products and home to the headquarters of dozens of Fortune 500 companies, including Boeing, McDonald's, Walgreens, Mondelez International, Illinois Tool Works, Baxter International, W.W. Grainger, Discover Financial Services AbbVie, and United Continental Airlines. A growing number of foreign multinationals have also located their North American headquarters in Chicago or surrounding suburbs. Professional and Business Services and Financial Activities combined represented almost a quarter of total employment in the MSA.

Education and Health Services - High-caliber educational institutions and health services in the Chicago region have played a central role in attracting world-leading firms and high-value added activities into the region. Chicago's top universities include Northwestern University, University of Chicago, Loyola University Chicago, DePaul University, Illinois Institute of Technology and University of Illinois at Chicago. These and other local institutions of higher education contribute to creating a world center of learning and research. The University of Chicago and Northwestern University are among the top employers in the area and have a combined employment of over 25,000. Educational and health services jobs have been notably resilient even during recessionary periods and account for about 15% of total employment.

Leisure and Hospitality - An important asset for the Chicago Metropolitan Area is the richness and diversity of its cultural offerings and urban amenities. Situated squarely in the center of the country, Chicago is easy accessible via a wide variety of airlines, six class-one railroads and a vast network of major highways. Chicago's McCormick Place is the largest convention center in the country. The Chicagoland area has a diverse selection of guest rooms. The MSA also has a wealth of natural resources, including an extensive system of parks, open spaces, trails, and

waterways, with access to Lake Michigan for drinking water and recreation. As a result, leisure and hospitality accounted for about 8 % of total employment.

Manufacturing - Chicago is the second largest industrial real estate market in the U.S. with over 1.2 billion square feet of inventory, second only to the Greater Los Angeles industrial market. While manufacturing jobs have declined from about 700,000 in 1990 to just over 400,000, manufacturing still accounts for about 20% of regional GDP and continues to be a significant employer, accounting for 9% of total regional employment. Those manufacturers that remain in the area have grown leaner, pushed for productivity gains, and generally have moved up the value-added chain to compete in the global economy. The Chicago industrial market remains the most dominant in the Midwest, due in large part to its growing prominence as an inland port.

Major employers in the Chicago metropolitan area (as of December, 2020) are summarized below:

Rank	Company	Nature of Operation	Local Employees	12-Month % Change
1	U.S. Government	Federal Government	52,357	14.5%
2	Chicago Public Schools	Public School District	38,637	2.4%
3	City of Chicago	City Government	30,928	-2.2%
4	Advocate Aurora Health	Healthcare	26,585	2.6%
5	Cook County	County Government	22,074	-1.6%
6	Northwestern Memorial Healthcare	Healthcare	21,999	3.5%
7	University of Chicago	Higher Education	18,732	2.5%
8	Amazon.com, Inc.	E-commerce	18,210	24.6%
9	Amita Health	Healthcare	18,202	24.2%
10	Walmart Inc.	Home Goods Retailer	16,900	12.7%

Source: Crain's Chicago Business

(Ranked by full-time local employees as of 12/31/2020)

As of March, 2022, the unemployment rate for the Chicago metropolitan area was 4.5%. This reflects a significant decline from 6.8% reported one year earlier as companies re-hire workers.

The Chicago Metropolitan area offers relatively affordable residential real estate when compared to other large cities. The high-income level in combination with the low cost of housing makes the Chicago Metropolitan Area a relatively affordable market in which to live when compared to other major markets.

In summary, the Chicago Metropolitan Area is one of the largest and most diverse markets in the country, which has helped maintain its consistent and relatively stable economic performance. Chicago's traditional manufacturing industries have declined in importance, but new high technology, finance and service sectors are becoming increasingly important. Innovation in the financial sector has helped maintain Chicago's position as a world-class financial center. Longer term, high-tech industries, the vast transportation and distribution network, a more streamlined manufacturing base, and Chicago's role as the service center of the Midwest are all expected to support the metropolitan area's economy.

COMMUNITY DATA

The subject property is located in Willow Springs, a relatively small residential suburb located 20 miles southwest of Chicago's Loop. Willow Springs extends along the Des Plaines River from LaGrange Road on the east to near Route 83 on the west. Adjoining communities include Burr Ridge, Countryside, Hodgkins on the north. The village is adjoined on the south by nearly 20,000+ acres of Cook County forest preserve land. The majority of the Village is located within Cook County although a portion at the west end extends into DuPage County.

The Des Plaines River and the national landmark Illinois & Michigan Canal Heritage Corridor run through the village and essentially divide it into two sections. A substantial amount of the land located along the diagonal course of the Des Plaines River, the Sanitary Drainage and Ship Canal and the Illinois & Michigan Canal is zoned for industrial use. The major industrial user in the community is the United Parcel Service (UPS) distribution center located on the site of the former General Motors stamping plant that terminated operations during 1989. Smaller

industrial buildings are located northwest of Archer Avenue along the Illinois & Michigan Canal. Most commercial uses in the area are located along Archer Avenue.

According to the 2020 U.S. Census, Willow Springs currently has a population of 5,857. This represents a 6% increase since the 2010 population of 5,524. Residential sections are clustered in two areas to the east and west of the Des Plaines River. New construction includes numerous townhomes and mid-rise buildings located along the northwest side of Archer Avenue near Willow Springs Road.

Transportation facilities are considered good. Willow Springs Road, Archer Avenue and LaGrange Road are the main highway arteries in Willow Springs. Access to the Stevenson Expressway (I-55) is available at LaGrange Road. Access to the Tri-State Tollway (I-294) is available from 75th Street. Access to the Stevenson Expressway (I-55) is available via County Line Road and Kingery Highway. Metra commuter train service is available on the Heritage Corridor line to downtown Chicago with a passenger stop at Willow Springs Road.

IMMEDIATE AREA OF SUBJECT PROPERTY

The subject is located along the west side of Willow Springs Road, from 79th Street on the north to German Church Road on the south, in the northwest portion of Willow Springs. The general area is improved with a variety of industrial, residential, recreational and related uses constructed since the 1960s. The area is essentially fully built-up and little vacant land remains for development.

The land along the east side of Willow Springs Road includes a large distribution facility (UPS) and a municipal police station. The land along the north side of 79th Street is a country club (Edgewood Valley) extending to the Tri-State Tollway. The land along the south side of German Church Road is improved with single-family homes. The land to the west of the subject includes single-family homes and an elementary school.

The following information was developed based on our visual inspection of the property on May 10, 2022, review of public records and information obtained from other sources.

Property Appraised: 7900 South Willow Springs Road

Willow Springs, Illinois

Net Land Area *: 3,268,396± Square Feet (75.032± Acres)

* Exclusive of existing rights-of-way.

Shape: Basically Rectangular

Street Frontage: 2,567± feet along the west side of Willow Springs Road,

1,280± feet along the south side of 79th Street and 1,214±

feet along the north side of German Church Road.

Access: Unrestricted from the fronting streets.

Utilities: All utilities in the nature of water, sewer, gas and electricity

were assumed to be available for service to the site.

Topography: Rolling to sloping downward to the southeast.

Flood Hazard: According to the flood zone map (FEMA - Community

Panel 17031C 0582 J, Effective August 19, 2008), the

subject site is not situated within a designated flood hazard

zone.

Wetlands: Based on the Wetlands Mapper (U.S. Fish & Wildlife

Service), there are no wetlands. However, a wetlands

delineation is suggested as a small area in the southeast

corner of the parcel contains vegetation typically associated

with wetlands.

Soil Conditions: No soil or subsoil tests have been provided, however, it is

believed and assumed that no adverse soil conditions exist.

The presence of other buildings in the area tends to suggest

that good supportive soil and subsoils exist.

Environmental: No adverse environmental conditions were reported. Thus,

this report is made without consideration of any adverse

environmental conditions. Given the potential for

contamination it is strongly recommended that testing and

analysis be completed in order to quantify environmental

conditions since remediation costs, if any, would likely

have a direct impact on value.

Real Estate Taxes: Exempt

Site Conclusion: The subject land is considered suitable for general use

based on its topography, availability of utilities,

neighboring uses and lack of adverse conditions that would

restrict use.

ZONING - EXISTING

According to the present zoning ordinance of Willow Springs, the subject site is zoned NWSRC-PD, North Willow Springs Road Corridor - Planned Development District. This district is established to provide for the development of a compatible mixture of open-space, commercial, single-family residential, and senior-oriented residential uses. Specific land uses, designs, and densities allowed in the NWSRC-PD District shall adhere to the principles and guidelines described in the Comprehensive Plan and amendment for the North Willow Springs Road Corridor, adopted by the Village Board on December 12, 2002 by Ord. No. 26-0-2002.

Permitted Uses

- A. The following uses shall be permitted, subject to compliance with the Site Plan Review standards and process contained in Section 9A-1-9: secondary schools, public and not-for-profit.
- B. The following uses may be permitted in the NWSRC-PD District, subject to approval as part of an approved planned development in accordance with the requirements of this ordinance:

Retail and all other uses allowed in the B-1 Community Shopping District, unless otherwise restricted.

Single family residential housing at a minimum of SR-3 (30,000 SF) or higher.

Senior Residential Housing.

C. Any other use authorized in a Special Use Planned Development Ordinance approved by the Village Board for individual developments in accordance with the procedures and standards of Sections 9A-1-5-1 and 9A-5-1G-4.

Prohibited Uses

Any use that is not authorized pursuant to Section 9A-12-2 shall not be allowed, and in addition the following uses shall be specifically prohibited, in the NWSRC-PD District:

- Automotive fueling and/or service station, including service and minor repair
- Automobile and truck laundries
- Used automobile dealerships
- Auto wrecking/salvage yards
- Animal kennels
- Mini warehouses/self-service and personal storage facilities
- Industrial and warehouse uses
- Wholesale establishments
- Any other use the Village Board believes would be detrimental to the health, welfare, and safety of Willow Springs residents.

ZONING - PROPOSED

The proposed use as a distribution warehouse facility would likely require rezoning under the L-1, Light Industrial District classification. This district is intended to control the development of lands to be used by industrial firms that have high standards of performance and that can locate in close proximity to residential and business uses without creating nuisances. The District regulations are designed to permit the operations of manufacturing, wholesaling and warehousing activities with adequate protection to adjacent district uses and sufficient control of external effects to protect one industry from another and particularly where such light industrial uses adjoining uses in other than industrial zoning districts. In this District, outdoor storage must be completely screened and all industrial operations must be in an enclosed building.

The following is a summary of the zoning regulations in this district:

Site and Structure Requirements

Minimum Lot Area: 20,000 Square Feet

Minimum Width: 100 Feet
Maximum Lot Coverage: Not Specified

Maximum FAR: 0.50
Maximum Building Height: 35 Feet

Setback Requirements

Front yard: 35 Feet Side yard: 35 Feet Rear yard: 35 Feet

Note - The subject property is located immediately east of a residential neighborhood. While rezoning to allow industrial use may be possible, there is no assurance that the community would support this use.

HIGHEST AND BEST USE

The highest and best use of a property is a function of market forces that are defined by the reactions of buyers and sellers of this type of real estate. This concept underlies the value premise and methodology utilized in valuation of property. Highest and best use is sometimes referred to as the optimum use, however, uses which are dependent upon uncertainties or a combination of events are not usually considered reasonably probable and are excluded as potential uses. Highest and best use is defined by the Appraisal Institute as follows:

The reasonably probable and legal use of vacant land or improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value.

The highest and best use of the subject is typically considered on two levels if it is improved:

- 1. The Highest and Best Use of the Land as Vacant
- 2. The Highest and Best Use of the Property as Improved

In both cases, the highest and best use must meet four criteria. Each highest and best use must be legally permissible, physically possible, financially feasible and maximally productive. Since the land is vacant, an analysis of the highest and best use of the property as improved is not applicable.

<u>Highest and Best Use – As Vacant</u>

Legally Permissible - As previously noted, the subject land is zoned NWSRC-PD, North Willow Springs Road Corridor - Planned Development District. This zoning classification provides for the development of a compatible mixture of open-space, commercial, single-family residential, and senior-oriented residential uses. The value for industrial use assumes a zoning change under the L-1, Light Industrial District classification.

HIGHEST AND BEST USE

Physically Possible - The subject is a basically rectangular-shaped parcel containing 3,268,396± square feet of land area. The land has rolling to sloping topography. All municipal and public utilities were assumed to be available in adequate capacity for development. No physical limitations were noted that would preclude development of the land to its highest and best use.

Financially Feasible - To be financially feasible, any use that is physically possible and legally permissible must also produce a return equal to or greater than the amount needed to satisfy operating expenses, financial obligations and capital amortization. Given the location of the land, the nature of the adjoining uses and general trend of development in the area, a variety of commercial, residential and industrial uses were considered financially feasible.

Maximally Productive - The maximally productive use of the land is the financially feasible use that provides the greatest return over the longest period, considering the risks involved.

Under the existing zoning, the subject land can be developed with a variety of commercial and residential uses. Given the nature of the area, as well as the general trend of development, the likely use would include a mixture of low to medium density housing (including senior housing), as well as commercial uses in the northeast and southeast corners of the parcel.

Recent sales and current listing of residential and commercial-zoned parcels in the general area summarized below:

HIGHEST AND BEST USE

Summary of Comparable Data - Large Parcels of Residential & Commercial-Zoned Land

Comp.			Sale	Sale	Land		Proposed	Price
No.	Property Address	City	Date	Price	Area	Zoning	Use	/SF
1	11702 German Church Road	Burr Ridge	4/22	\$337,500	132,468	R-2	Single Family	\$2.55
2	9000 South County Line Road	Burr Ridge	10/21	\$1,800,000	199,505	R-1	Single Family	\$9.02
3	10S630 Garfield Avenue	Burr Ridge (Uninc.)	6/21	\$630,000	381,586	R-1	Single Family	\$1.65
4	8401 South County Line Road	Burr Ridge	4/21	\$675,000	230,868	R-2A	Single Family	\$2.92
5	441 Ninth Avenue	LaGrange	3/19	\$5,250,000	385,942	I/B	Multi Family	\$13.60
6	8900 Archer Avenue	Willow Springs	2/19	\$1,250,000	238,709	B-1	Multi Family	\$5.24
7	11731 87th Street	Burr Ridge	List	\$3,749,900	653,400	R-1	Single Family	\$5.74
8	5750 South LaGrange Road	Countyside	List	\$3,600,000	397,147	R-3	Single Family	\$9.06
9	11731 87th Street	Burr Ridge	List	\$3,749,900	653,400	R-1	Single Family	\$5.74
10	8000 South County Line Road	Burr Ridge	List	\$1,500,000	175,111	R-2	Single Family	\$8.57
11	11411 German Church Road	Burr Ridge	List	\$1,450,000	201,247	R-2B	Single Family	\$7.21
12	8754-8764 South Archer Avenue	Willow Springs	List	\$895,000	89,734	$VC\;PD$	MFR/Comm.	\$9.97
13	11325 77th Street	Burr Ridge	List	\$585,000	108,896	R-2A	Single Family	\$5.37
14	NWQ 95th & 88th	Hickory Hills	List	\$5,500,000	1,303,315	PUD	Commercial	\$4.22
Subj.	7900 South Willow Springs Road	Willow Springs	Offer	\$65,000,000	3,268,396	L-I	Industrial	\$19.89

The comparable data indicates a unit price range of \$1.65 to \$13.60 per square foot of land area. The low end of this range is a parcel located in an unincorporated area that does not have municipal sewer and water. The high end of the range is a parcel located in LaGrange that was acquired for multi-family residential development. The pending offer for the subject parcel is significantly above the unit range of the comparable data.

As noted later in this report, the value of the land as re-zoned to allow industrial use was estimated to be \$20.00 to \$21.50 per square foot of land area. Considering the three previous criteria used to establish the highest and best use of the property, as well as the comparable data, the pending offer for the subject property, the maximally productive use is towards re-zoning to allow industrial development.

Conclusion - Highest and Best Use - As Vacant

Thus, the highest and best use of the subject land if vacant, which is physically possible, legally permissible, financially feasible and maximally productive, is towards re-zoning to allow industrial development.

VALUATION PROCESS

The valuation of real estate is typically derived through the three basic approaches to value: the Cost Approach, the Sales Comparison Approach and the Income Capitalization Approach. Each approach to value is briefly described as follows:

The *Cost Approach* considers the estimated value of the land, as if vacant, plus the estimated cost to reproduce or replace the building and land improvements (plus developer's profit) less the estimated loss in value due to physical deterioration and obsolescence. The Cost Approach usually yields a reliable indication of value when applied to newer properties that are developed to their highest and best use.

The *Income Capitalization Approach* involves an estimation of value based on a property's ability to produce net income in terms of investor requirements. The total revenues of a property, less appropriate expenses, are capitalized into a value indication by a rate relative to the certainty of its continuance and the risk involved in ownership of the property.

The *Sales Comparison Approach* is utilized to estimate the value of a property by direct comparison with similar properties that have recently sold in competitive or similar locations. Compensatory adjustments are required to reflect physical, locational and other differences to provide an indication of value.

Based on the values indicated from each approach, a final estimate of value is then developed considering the appropriateness of each method as it applies to the subject property and the quality of the available supporting data. Since the land is vacant, the Cost Approach and the Income Capitalization Approach were not considered applicable.

The Sales Comparison Approach involves comparison of the subject land with similar sites and parcels that have recently sold or are currently offered for sale. The comparable sales are adjusted to the subject based on market supported comparisons to produce a value indication for the subject. The basis for comparison underlies the principle of substitution that states that no prudent person will pay more to buy a parcel than is required to obtain a similar parcel having equal utility.

The necessary steps for the Sales Comparison Approach are summarized as follows:

- 1. Compilation of data concerning recent sales of comparable properties in the subject's market.
- 2. Determination of the appropriate unit of comparison considering the nature of the real estate (e.g. price per square foot of land area, price per acre, price per front foot, price per allowable floor/area ratio (F.A.R.), or price per buildable unit).
- 3. Application of adjustments to the unit price based on market-supported comparison.
- 4. Reconciliation of the adjusted unit prices to develop a value conclusion.

COMPARABLE SALES DATA

Vacant land in the area is typically bought and sold on the basis of price per square foot of land area. Considering the nature of the subject land, this unit of comparison is considered to provide a basis for adjustment to the subject. Based on conversations with informed real estate brokers and owners in the area, as well as information obtained from public records, the following transactions are considered to be most comparable to the subject land.

Land Sale Number 1

3305 South Lawndale Avenue Chicago, Illinois

Date of Sale: January, 2022 Sale Price: \$13,000,000 Unit Price: \$14.49 PSF

Parcel Description

Land Area: 897,336 SF
Zoning: M3-3 (Industrial)
Utilities: All Available

Topography: Level Shape: Irregular Flood Hazard: None Floodway: None



Transaction Information

Grantor: Trust

Grantee: 3305 Lawndale Dev, LLC

Doc. No.: 2203322028

PIN: 16-35-119-001 & -003

16-35-120-004

16-35-204-001 & -002

16-35-500-001 16-35-505-004

Comments

This parcel is located east of Pulaski Road and access is via a private roadway and easement(s). At the time of sale, the land was improved the land was used as a truck parking/container storage yard. The buyer (Hilco) intends to redevelop the parcel as a truck trailer storage yard for the nearby Target distribution warehouse facility. Reported limitations to development included atypical topography and remediation.

Land Sale Number 2

9301 West 55th Street McCook, Illinois

Date of Sale: December, 2021 Sale Price: \$91,275,000 Unit Price: \$24.08 PSF

Parcel Description

Land Area: 3,789,720 SF
Zoning: HM (Industrial)
Utilities: All Available

Topography: Level

Shape: Rectangular

Flood Hazard: None Floodway: None



Transaction Information

Grantor: Progress Rail Locomotive Inc.
Grantee: Bridge Point Mccook 3 LLC

Doc. No.: 2135457006

PIN: 18-10-300-044, -046 &-048

18-10-400-007, -008 & -012

18-10-500-003

Comments

This parcel is located at the northwest corner of 55th Street and Joliet Road. At the time of sale, the land was improved with an older/obsolete manufacturing complex. The buyer (Bridge Industrial) acquired the site for redevelopment with two distribution warehouse facilities totaling 1,189,079 square feet.

Land Sale Number 3

5301 West Roosevelt Road Cicero, Illinois

Date of Sale: December, 2021 Sale Price: \$22,015,000 Unit Price: \$26.06 PSF

Parcel Description

Land Area: 844,916 SF
Zoning: M-3 (Industrial)
Utilities: All Available

Topography: Level

Shape: Rectangular

Flood Hazard: None Floodway: None



Transaction Information

Grantor: Park-Ohio Industries Inc.
Grantee: Duke Realty Roosevelt LLC

Doc. No.: 2136119060

PIN: 16-21-103-005 & -015

16-21-104-001, -003 & -004

Comments

This parcel is located at the southeast corner of Roosevelt Road and 54th Avenue. At the time of sale, the land was improved with an older/obsolete manufacturing complex containing 342,692± square feet of gross building area. The buyer (Duke Realty) acquired the site for redevelopment with a 391,000± square foot distribution warehouse facility.

Land Sale Number 4

6400 West 46th Street Forest View, Illinois

Date of Sale: July, 2021 Sale Price: \$20,000,000 Unit Price: \$9.36 PSF

Parcel Description

Land Area: 2,137,021 SF
Zoning: M2 (Industrial)
Utilities: All Available

Topography: Level

Shape: Highly Irregular

Flood Hazard: None Floodway: None



Transaction Information

Grantor: Kornerstone Industrial Properties LLC

Grantee: LSF Chicago LLC

Doc. No.: 2123057014

PIN: 19-05-300-030, etc.

Comments

This storage yard is comprised of several non-contiguous parcels and is improved with two industrial buildings totaling 22,225± square feet of gross building area. Additional improvements include paving (asphalt and gravel), corrugated iron seawall and fencing/gates. Truck access is limited to 43rd Street, a private roadway extending from Cicero Avenue (two miles to the east). The buyer was Brennan Investment Group, a national industrial developer. However, no information concerning their intended use was available.

Note - This parcel is partially located in Stickney.

Land Sale Number 5

10400 West North Avenue Melrose Park, Illinois

Date of Sale: June, 2021 Sale Price: \$62,918,000 Unit Price: \$16.67 PSF

Parcel Description

Land Area: 3,773,625 SF Zoning: G (Industrial) Utilities: All Available

Topography: Level

Shape: Basically Rect.

Flood Hazard: None Floodway: None



Transaction Information

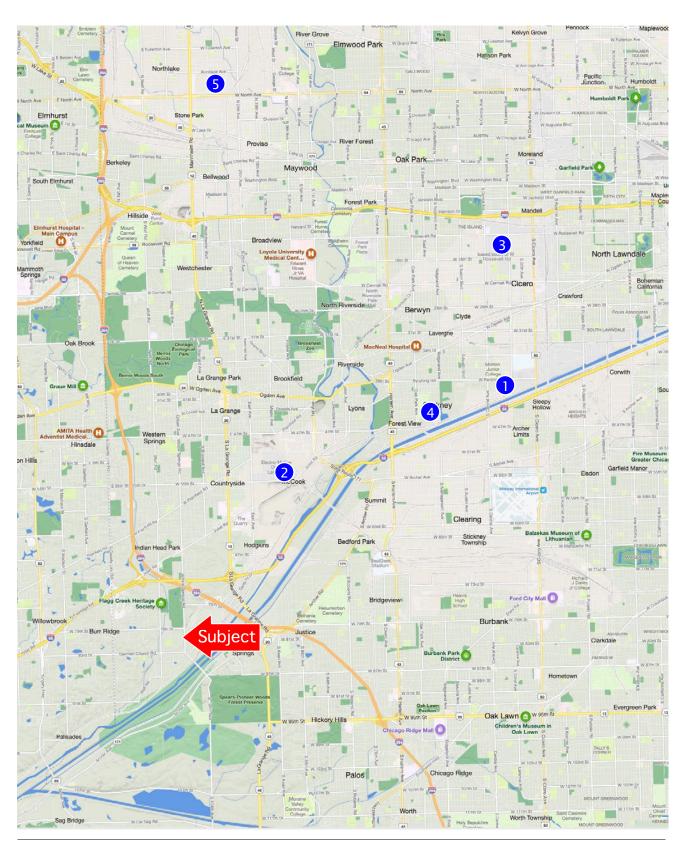
Grantor: Navistar, Inc.

Grantee: Bridge Point Melrose Park LLC

Doc. No.: 2118257012 PIN: 12-33-301-023

Comments

This property is located along north side of North Avenue and extends to Cornelia Avenue on the east and Armitage Avenue on the north. At the time of sale, the land was improved with an older manufacturing complex containing 2± million square feet of gross building area. The buyer (Bridge Industrial) acquired this property for redevelopment with three speculative distribution warehouse facilities totaling 1,539,789± square feet.



Summary of Vacant Land Sales

Sale			Sale	Sale	Land		Price
No.	Property Address	City	Date	Price	Area	Zoning	/SF
1	3305 South Lawndale Avenue	Chicago	1/22	\$13,000,000	897,336	M3-3	\$14.49
2	9301 West 55th Street	McCook	12/21	\$91,275,000	3,789,720	HM	\$24.08
3	5301 West Roosevelt Road	Cicero	12/21	\$22,015,000	844,916	M-3	\$26.06
4	6400 West 46th Street	Forest View	7/21	\$20,000,000	2,137,021	M2	\$9.36
5	10400 West North Avenue	Melrose Park	6/21	\$62,918,000	3,773,625	G	\$16.67
Subj.	7900 South Willow Springs Road	Willow Springs	n/a	n/a	3,268,396	NWSRC-PD	n/a
			LOI	\$65,000,000	3,268,396	L- I	\$19.89

Analysis of Land Sales

Five comparables ranging in size from 844,916 to 3,773,625 square feet have been analyzed and compared with the subject. These comparables range in unit price from \$9.36 to \$26.06 per square foot of land area. Since no two properties are identical, compensatory adjustments are applied to the comparables to reflect variances with the subject for factors such as time, size, location, utility, and other pertinent factors.

1) Real Property Rights Conveyed

Transaction prices are always based upon the real property rights conveyed (i.e., a leased-fee interest would reflect the present worth of future lease payments). Based on conversations with primary participants in each transaction and an investigation of the public records, all of the sales represented the transfer of fee simple title. Therefore, no adjustments were necessary for differences in property rights conveyed.

2) Financing Terms

The transaction price for one parcel may differ from that for an identical parcel because of financing arrangements (i.e., a buyer may pay a premium to obtain below market financing from a seller). All of the comparable sales were conventional insofar as the seller received cash or cash equivalent and did not extend non-market financing arrangements. Therefore, no adjustments were made for financing terms.

3) Conditions of Sale

The conditions of sale adjustment reflects the motivations of the buyer and seller. When conditions are atypical, sale prices may be higher or lower than those of normal market transactions (i.e., a foreclosure sale or a sale between related parties). All of the sales were reported to be "arm's length" transactions, thus no adjustments were made for conditions of sale.

4) Market Conditions (Time)

Adjustments for time are typically applied to the comparable sales to reflect the date of valuation of the subject. The sales were transacted between June, 2021 and January, 2022. Considering the May 10, 2022 date of value, upward adjustments for time were made to each sale to reflect strong market conditions.

5) <u>Location Adjustment</u>

A major factor affecting value is location, and adjustments are typically applied to comparables that are located in areas superior or inferior to the subject area taking into consideration roadway or transportation route access, neighborhood conditions, etc. Sales 1 and 4 require upward adjustments for location due to poor inferior access. Sales 2, 3 and 5 require downward adjustments for superior location.

6) Size

With regard to size, it should be noted that, all factors being equal, larger sites tend to sell at lower unit prices than smaller sites due to economies of scale and limited depth of the market. However, a site too small may have limited utility without assemblage potential. Following this line of reasoning, it was necessary to adjust each sale for its size variance with the subject. The subject contains 3,268,396± square feet of land area. Sales 1, 3 and 4 require downward adjustments for smaller size. No other adjustments for this factor were made.

7) Physical Characteristics

Appropriate adjustments have also been made as required to reflect differences between the comparables and the subject in terms of physical characteristics including shape, zoning, site improvements, corner influence, topography, availability of utilities, flood plain, demolition/site preparation costs, etc.

Summary of Adjustments

Element of Comparison	Sale 1	Sale 2	Sale 3	Sale 4	Sale 5
Unadjusted Unit Price	\$14.49	\$24.08	\$26.06	\$9.36	\$16.67
Terms of Sale Adjustments					
Real Property Rights Conveyed	=	=	=	=	=
Financing Terms Adjustment	=	=	=	=	=
Conditions of Sale Adjustment	=	=	=	=	=
Market Conditions Adjustment	+	+	+	+	+
Total Terms of Sale Adjustment	+	+	+	+	+
Other Adjustments					
Location Adjustment	+	-	-	+	-
Size Adjustment	-	=	-	-	=
Zoning Adjustment	=	=	=	=	=
Shape Adjustment	+	+	=	+	=
Topography Adjustment	+	-	-	-	-
Utilities Adjustment	=	=	=	=	=
Demolition/Site Preparation Adjustment	+	+	+	+	+
Total Other Adjustments	+	=	-	+	-
Final Overall Adjustment	+	+	-	+	+

MARKET VALUE CONCLUSION - AS RE-ZONED

Considering these sales and their adjusted unit prices, the Market Value of the subject property, as re-zoned to allow industrial use, was developed as follows:

3,268,396± Square Feet @ \$20.00 Per Square Foot \$65,367,920 3,268,396± Square Feet @ \$21.50 Per Square Foot \$70,270,514 Say \$68,000,000

CERTIFICATION

I certify that, to the best of my knowledge and belief:

The statements of fact contained in this report and upon which the opinions are based are true and correct, subject to the assumptions and limiting conditions explained in the report.

The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions. 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. Furthermore, 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 (or any future appraisal assignments for this client) was not contingent upon developing or reporting predetermined results. Our 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. Furthermore, this appraisal was not based on a requested minimal valuation, a specific value, or the approval of a loan.

This appraisal report identifies all of the limiting conditions (imposed by the terms of our assignment or by the undersigned) affecting the analysis, opinions, and conclusions contained in this report.

The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics & Standards of Professional Appraisal Practice of the Appraisal Institute, which include the Uniform Standards of Professional Appraisal Practice. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.

We 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.

No one provided significant real property appraisal assistance to the person signing this certification.

As of the date of this report, William J. Enright has completed the continuing education program for Designated Members of the Appraisal Institute.

William J. Enright has made a personal/physical inspection of the property that is the subject of this report on the date/dates indicated: May 10, 2022.

William J. Enright, MAI

Illinois State Certified General Real Estate Appraiser

(553.000151, Exp. 9/30/2023)

UNDERLYING ASSUMPTIONS & CONTINGENT CONDITIONS

For the purpose of this appraisal, it is assumed:

- 1. That the legal description is correct.
- 2. That the title to the property is legally sufficient.
- 3. That there are no encumbrances or defects of title.
- 4. That the property is free and clear of all liens.
- 5. That the property will be efficiently managed and maintained.

The appraisal is made subject to the following contingent conditions:

- 1. That no liability is assumed because of inaccuracies or errors in said estimate and opinion.
- 2. That no liability is assumed as a result of matters of legal character affecting the property, such as title defects, encroachments, liens, overlapping boundaries, party wall agreements, and easements.
- 3. This appraisal is to be used in whole and not in part. Unless, authorized by the appraiser(s), no part of it shall be used in conjunction with any other appraisal and is invalid if so used.
- 4. The appraiser herein by reason of this appraisal is not required to give testimony in court with reference to the subject property unless otherwise previously arranged.
- 5. Possession of this report, or copy thereof, does not carry with it the right of publication, nor may it be used for any purpose by anyone but the applicant, without previous written consent of the appraiser.
- 6. Present worth of the purchase power of the dollar.
- 7. This appraisal has been made in conformity with the rules of the professional ethics of the Appraisal Institute.
- 8. Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the property, was not observed by the appraiser. The appraiser has no knowledge of the existence of such materials on or in the property. The appraiser, however, is not qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation, or other potentially hazardous materials may affect the value of the property. The value estimate is predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in the field, if desired.
- 9. The Market Value conclusion use assumes a zoning change to the L-1, Light Industrial District classification.

QUALIFICATIONS

WILLIAM J. ENRIGHT, MAI

POSITION

Principal APPRAISAL ASSOCIATES 3 Grant Square, Suite 113 Hinsdale, Illinois 60521 312-236-6601

PROFESSIONAL AFFILIATIONS & LICENSES

Member of the Appraisal Institute (#9391)

- Chairman Experience Review Committee (1997-2000)
- Director (1997-2001)

Illinois State Certified General Real Estate Appraiser Illinois Association of Certified Real Estate Appraisers

Chicago Association of Realtors
American Institute of Certified Public Accountants

B.S. Accounting, Indiana University, Bloomington, Indiana Certified Public Accountant (CPA)

EXPERT WITNESS

Board of Review (Cook, DuPage and McHenry County) Illinois Property Tax Appeal Board Chicago Zoning Board of Appeals Cook County Circuit Court

Types of Properties Appraised

Multi Family Residential	Shopping Centers	Hospitals
Single Family Residential	Airport Hangars	Medical Buildings
Special Purpose Properties	Nursing Homes	Motels
Commercial Properties	Office Buildings	Hotels
Industrial Properties	Rights-of-Way	Quarries

SUBJECT PHOTOGRAPHS



View Facing Southwest From 79th Street



View Facing West From 79th Street

SUBJECT PHOTOGRAPHS



View Facing Northwest From German Church Road



View Facing West From German Church Road



View of Park-Owned Parcel From Willow Springs Road



View Facing Northeast From German Church Roa

SUBJECT PHOTOGRAPHS



View North Along Willow Springs Road



View South Along Willow Springs Road

