

APPRAISAL COVER SHEET

TYPE OF REPORT: Appraisal Report for market value

PARCEL NO.: L-K-035

OWNER NAME: State of Arizona – Statewide Excess Land

NAME & LOCATION OF PROPERTY: 32.18 Acres of Vacant Land – South side of State Route 66 at mile post 63.5 in Mohave County, Arizona.

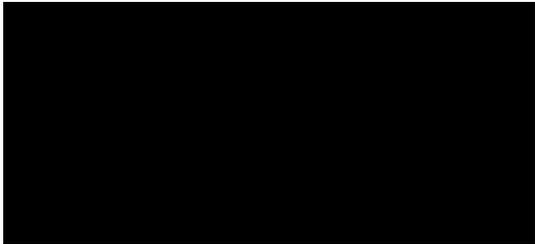
PROJECT: H089301R

HIGHWAY: Kingman – Ash Fork Highway

SECTION: Kingman Ash Fork Highway

DATE OF APPRAISAL REPORT: May 21, 2015

EFFECTIVE DATE OF VALUE: April 21, 2015

APPRAISERS: 

Aerial Photograph of the Subject Property



*Boundary lines are not to scale.*



May 21, 2015

Mr. Steve Troxel  
Procurement Specialist  
Right of Way Operations Section, Room 331  
Arizona Department of Transportation  
205 South 17<sup>th</sup> Avenue, Mail Drop #612E  
Phoenix, Arizona 85007

REF: Appraisal report for the ADOT Parcel L-K-035 owned by ADOT, located on the south side of State Route 66 at mile post 63.5 in Mohave County, Arizona.  
Appraiser's File No.: 15-072-L

Dear Mr. Troxel:

At your request, I have provided my market value opinion for the subject property referenced above. The property is located on the south side of State Route 66 at mile post 63.5 in Mohave County, Arizona. The subject property is comprised of 32.18 acres of vacant unimproved land.

The subject property is located about 5 miles northeast of Kingman and 2 miles northeast of the Kingman Airport. It is in the A-R/10A Agricultural-Residential zoning for Mohave County. This zoning permits very low density residential use with a minimum lot size of 10 acres acre per dwelling. However, the Suburban Development Area land use within the General Plan allows non-residential development in appropriate locations. Given the subject's location between the highway and the railroad, the highest and best use is for long term investment with a most likely potential future use for industrial.

The economy in the Kingman area continues to languish since the recession was officially declared over in early 2009. The housing market is showing some gradual improvement. The average home price in 2014 was \$139,191 which reflects an 11.9% increase over the 2013 figure. The volume is up as well with a 5.6% increase in the total number of sales in 2014. However, there has been no demand for large industrial parcels for the last 5 years.

The purpose of this appraisal to provide my market value opinion for the subject property, as of April 21, 2015, pursuant to Arizona Revised Statute 28-7091:

"...'Market Value' means the most probable price estimated in terms of cash in United States dollars or comparable market financial arrangements which the property would bring if exposed for sale in the

open market, with reasonable time allowed in which to find a purchaser, buying with knowledge of all of the uses and purposes to which it was adapted and for which it was capable."

The intended users of the appraisal are officials and agents of the Arizona Department of Transportation; the property owner(s), as well as their representatives and agents; and courts having jurisdiction concerning the disposition of the subject property. No other use is intended, and any unintended use may be misleading.

This is an appraisal report and is intended to comply with the reporting requirements set forth in Standards rule 2-2(a) of the *Uniform Standards of Professional Appraisal Practice* (USPAP) promulgated by the Appraisal Standards Board of the Appraisal Foundation.. The Sales Comparison Approach is utilized to support my market value opinion.

This report or any portion thereof is for the exclusive use of the client and is not intended to be used, sold, transferred, given, or relied on by any other person other than the client without the prior, expressed written permission of the author, as set forth within the Contingent and Limiting Conditions contained in this report.

Based upon the data, analyses, opinion and conclusions contained in this report, my market value opinion, as of April 21, 2015, is as follows:

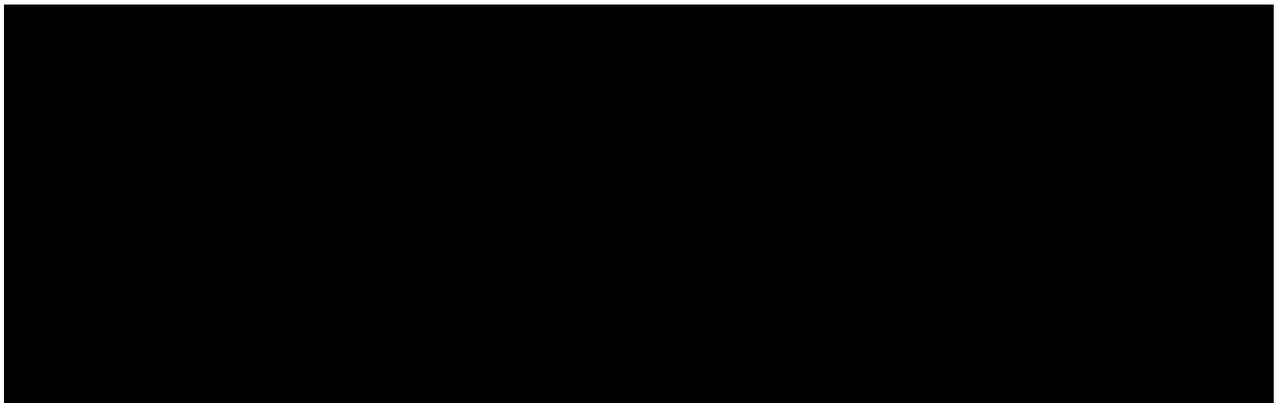
**MARKET VALUE OPINION FOR THE**  
**SUBJECT 32.18 ACRES ..... \$390,000**  
***\$12,119 per Acre***

**Extraordinary Assumption:**

We hereby certify that to the best of our knowledge and belief, all statements and opinions contained in this appraisal report are correct. This transmittal letter is not valid for any purpose unless accompanied by the appraisal referred to herein.

In order to guarantee the authenticity of this report, the designated appraiser has imprinted this letter of transmittal with an embossed seal. Any copy without same is not a certified copy and the appraiser assumes no responsibility or liability for such a report.

Respectfully submitted,



## **TABLE OF CONTENTS**

<i>CONTINGENT AND LIMITING CONDITIONS</i> .....	1
<i>EXTRAORDINARY ASSUMPTION/HYPOTHETICAL CONDITIONS</i> .....	4
<i>THE APPRAISAL PROCESS</i> .....	5
<i>PROPERTY IDENTIFICATION</i> .....	6
<i>PURPOSE OF THE APPRAISAL</i> .....	10
<i>DEFINITIONS</i> .....	10
<i>INTEREST TO BE APPRAISED</i> .....	10
<i>OWNERSHIP HISTORY AND FIVE-YEAR CHAIN OF TITLE</i> .....	11
<i>SIGNS</i> .....	11
<i>CONTACT REPORT</i> .....	12
<i>SCOPE OF WORK</i> .....	13
<i>REGIONAL AND NEIGHBORHOOD ANALYSIS</i> .....	16
<i>NEIGHBORHOOD ANALYSIS</i> .....	21
<i>MARKET ANALYSIS</i> .....	23
<i>SITE ANALYSIS</i> .....	25
<i>GENERAL PLAN &amp; ZONING</i> .....	28
<i>ASSESSED VALUATION &amp; REAL ESTATE TAXES</i> .....	30
<i>HIGHEST AND BEST USE</i> .....	33
<i>LAND VALUATION</i> .....	35
<i>EXPOSURE TIME</i> .....	50
<i>AUDITING BREAKDOWN</i> .....	50
<i>CERTIFICATION</i> .....	53
<i>CERTIFICATION</i> .....	55
<i>QUALIFICATIONS OF STEVEN R. COLE, MAI, SRA</i> .....	57
<i>QUALIFICATIONS OF DAN R. RICHARDS</i> .....	59
<i>ADDENDA</i> .....	61

---

## *CONTINGENT AND LIMITING CONDITIONS*

The certification of the Appraiser appearing in the report is subject to the following conditions, and to such other specific and limiting conditions as are set forth by the Appraiser in the report.

This report is being prepared for my client. This report or any portion thereof is for the exclusive use of the client and is not intended to be used, sold, transferred, given or relied on by any other person than the client without the prior, expressed written permission of the author, as set forth within the Limiting Conditions contained in this report.

The Appraiser assumes no responsibility for matters of a legal nature affecting the property appraised or the title thereto, nor does the Appraiser render any opinion as to the title, which is assumed to be good and marketable. The property is appraised as though under responsible ownership, competent management and adequate marketing typical for that type of property. The legal description, if provided to me, is assumed to be correct. Unless otherwise noted, it is assumed there are no encroachments, zoning violations or restrictions existing in the subject property.

The Appraiser has made no survey of the property. Any sketch or map in the report may show approximate dimensions and is included for illustrative purposes only. It is the responsibility of a certified engineer, architect or registered surveyor to show by a site plan the exact location of the subject property or any improvements or any proposed improvements thereon, or the exact measurements or calculations of estimated area of the site. In the absence of such a survey, the Appraiser may have utilized Tax Assessor's maps or other maps which may not represent the exact measurements of the subject property or other comparable information utilized to determine the value of the subject property. Any variation in dimensions or calculations based thereon may alter the estimates of value contained within the report.

When possible, the appraiser has relied upon building measurements provided by the client, owner, or agents of these parties. In their absence, the appraiser has relied upon his own measurements of the subject improvements. However, there are some factors that may limit our ability to obtain accurate measurements. Professional building area measurements are beyond the scope of this appraisal assignment.

In estimating the opinion of value of the subject property and in analyzing comparable information, the Appraiser has relied upon information from public and private planning agencies as to the potential use of land or improved properties. This information may include, but is not limited to, Area Plans, Neighborhood Plans, Zoning Plans and Ordinances, Transportation Plans and the like. To the extent that these plans may change, the value opinions of this report may also change.

The dates of value to which the opinions expressed in this report apply are set forth in this report. The appraiser assumes no responsibility for the economic or physical factors occurring at some point at a later date, which may affect the opinions stated herein. The forecasts, projections, or operating estimates contained herein are based on current market conditions and anticipated short-term supply and demand factors. These forecasts are therefore, subject to changes with future conditions.

---

In the absence of a professional Engineer's Feasibility Study, information regarding the existence of utilities is made only from a visual inspection of the site. The Appraiser assumes no responsibility for the actual availability of utilities, their capacity or any other problem which may result from a condition involving utilities. The respective companies, governmental agencies or entities should be contacted directly by concerned persons.

The Appraiser is not required to give testimony or appear in court because of having made the appraisal with reference to the property in question, unless prior arrangements have been made and confirmed in writing.

Any allocation of the valuation in the appraisal report between land and improvements applies only under the existing program of utilization. The separate valuation for land and improvements must not be used in conjunction with any appraisal and are invalid if so used.

The Appraiser assumes that there are no hidden or unapparent conditions of the property, subsoil, potential flooding hazards, hydrology or structures which would render it more or less valuable. The Appraiser assumes no responsibility for such conditions or for engineering which might be required to discover such factors.

Unless otherwise stated within this report, the existence of hazardous materials, which may or may not be present within or on the property, will not be considered by the appraiser. The Appraiser assumes, and the client warrants, that no such materials adversely affect the utility, usability or developability of the property to the best of their knowledge. The Appraiser is not qualified to detect such substances. The value opinion has been predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility will be 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 this field, if desired.

The presence of barriers to the disabled, which may or may not be present within or on the subject property, will not be considered by me. I have not performed a compliance survey to determine if it is in conformance with the A.D.A (Americans with Disabilities Act). The Appraiser assumes, and the client warrants, that no such barriers adversely affect the utility, usability, or developability of the property to the best of their knowledge. The Appraiser is not qualified to analyze such barriers. The value opinion has been predicated on the assumption that there are no such barriers on or in the property that would cause a loss in value. The client is urged to retain an expert in this field, if desired.

Information, estimates and opinions furnished to the Appraiser and contained in the report were obtained from sources considered reliable and believed to be true and correct. However, no responsibility for accuracy of such items furnished to the Appraiser can be attributed to the Appraiser.

Disclosures of the contents of the report by the Appraiser are governed by the Bylaws and Regulations of the professional appraisal organizations with which the Appraiser is affiliated.

---

On all reports which are undertaken subject to satisfactory completion of, alterations of or repairs to improvements, the report and value conclusions contained in it are contingent upon completion of the improvements or of the repairs thereto or alterations thereof in a workmanlike manner and consistent with the specifications presented to the Appraiser.

Prospective value opinions are intended to reflect the current expectations and perceptions of market participants. They should not be judged on whether specific items in the forecasts are realized. The appraiser cannot be held responsible for unforeseeable events that alter market conditions after the effective date of the report. Any income and expense estimates contained in the appraisal report are used only for the purpose of estimating value and do not constitute prediction of future operating results. Furthermore, it is likely that some assumptions will not materialize and that unanticipated events may occur that will affect actual performance.

The appraiser has not made a specific survey of the subject property to determine whether or not it has any plant or wildlife which is identified as an endangered or threatened species by the U.S. Fish and Wildlife Service. While not observed and while no information was provided to confirm or deny the existence of any endangered or threatened species on the subject property (unless expressly stated herein), it is emphasized that the appraiser is not qualified to detect or analyze such plants and wildlife. Any such conclusions must be based upon the professional expertise of persons qualified to make such judgments. Thus, any person or other entity with an interest in the subject property is urged to retain an expert if so desired.

Possession of this report, or a copy thereof, does not carry with it the right of publication. Neither all, nor any part of the content of the report, or copy thereof (including conclusions as to property value, the identity of the appraiser, professional designations, reference to any professional appraisal organization or the firm with which the appraiser are connected), shall be disseminated to the public through advertising, public relations, news, sales, or other media without prior written consent [REDACTED].

This appraisal was prepared for the sole and exclusive use of the client. Any party who is not the client or intended user identified in the appraisal or engagement letter is not entitled to rely upon the contents of the appraisal without express written consent of [REDACTED]. We claim no expertise in areas such as, legal description survey, structural, or environmental, engineering mechanical or electrical systems and the like. We assume such data is accurate and such systems functional unless otherwise noted in the appraisal.

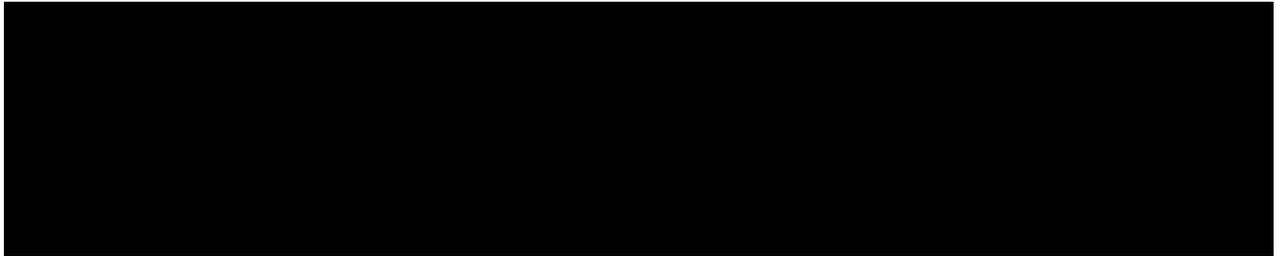
This appraisal shall be considered in its entirety. No part thereof shall be used separately or out of context.

This appraisal does not guarantee compliance with building code and life safety code requirements of the local jurisdiction. It is assumed that all required licenses, consents, certificates of occupancy or other legislative or administrative authority from any local, state or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value conclusion contained in this report is based unless specifically stated to the contrary.

---

This appraisal is not intended to be used in connection with a real estate syndicate or syndicates. A real estate syndicate is defined as a general or limited partnership, joint venture, unincorporated association or other organization formed for the purpose of, an investment from an interest in real property. It includes but, is not limited to a sale, exchange, trade or development of such real property. It may or may not be registered with the United States Securities and Exchange Commission or a state regulatory agency which regulates public offerings.

This appraisal applies to the land and building improvements only. The value of trade fixtures, furnishings, and other equipment, or subsurface rights, (mineral, gas, and oil), were not considered in this appraisal unless specifically stated to the contrary.



All disputes shall be settled by binding arbitration in accordance with the commercial arbitration rules of the American Arbitration Association.

The use of this report or its analysis and conclusions by the client or any other party constitutes acceptance of all the above limiting conditions.

***EXTRAORDINARY ASSUMPTION/HYPOTHETICAL CONDITIONS***

There are no extraordinary assumptions or hypothetical conditions for this appraisal.

---

## *THE APPRAISAL PROCESS*

An appraisal is an opinion based upon research, judgment, and an analysis of factors influencing real estate value. These factors consider the four major forces at work in the economy: physical, legal/political, social and economic forces.

The sections comprising the first portion of the report include: Date, Function and Purpose of the Appraisal, Property Identification, Scope of the Appraisal, Neighborhood Data, Site Analysis, and Highest and Best Use. The highest and best use of the subject property is the basis upon which market value is determined.

The second portion of the report contains the approaches used to determine an opinion of market value of the fee simple interest in the subject property. The fee simple interest is the unencumbered interest in the property. The three traditional approaches to value are considered. The subject property is vacant land that is located on the south side of State Route 66 in an unincorporated area of Kingman, Arizona. Since the subject is vacant land, the only applicable approach is the Sales Comparison Approach to value. The Income and Cost Approaches are not applied since the market relies exclusively on the Sales Comparison Approach when valuing vacant land.

---

**PROPERTY IDENTIFICATION**

The subject property is identified as ADOT Parcel Number L-K-035 that is owned by the State of Arizona. The subject is Statewide Excess Land and is portions of Mohave County Assessor's Parcel Numbers 310-10-007 and 310-06-011. The legal description that was provided by ADOT is as follows.

**EXHIBIT A  
RIGHT OF WAY VESTING**

That portion of the South half of the South half (*S1/2 S1/2*) of Section 12 and of the North half of the North half (*N1/2 N1/2*) of Section 13, Township 22 North, Range 16 West, Gila and Salt River Meridian, Mohave County, Arizona, described as follows:

That portion of the above described Sections 12 and 13, being bounded by the existing northwesterly right of way line of the Atchison Topeka and Santa Fe Railway Company (now BNSF Railway Company), a line 100 feet southwesterly of and parallel with the centerline of an existing wash, which crosses U.S. Highway 66 (KINGMAN - ASH FORK HIGHWAY) at centerline station 545+00.64 as shown in the records of the Arizona Department of Transportation plan labeled KINGMAN-ASH FORK HIGHWAY, Kingman Airport- M.P. 72, F-042-2-802, D-8-T-305, sheets 8 & 9 of 30, a line 100.00 feet southeasterly of and parallel with the centerline of said U.S. Highway 66, and a line 100 feet northeasterly of and parallel with the centerline of an existing wash, which crosses said U.S. Highway 66 centerline at station 524+34.10.

1,401,739 square feet, more or less.

EXCEPT all oil, gas, coal and minerals whatsoever, as reserved in Book 48, Page 551, Mohave County, Arizona.

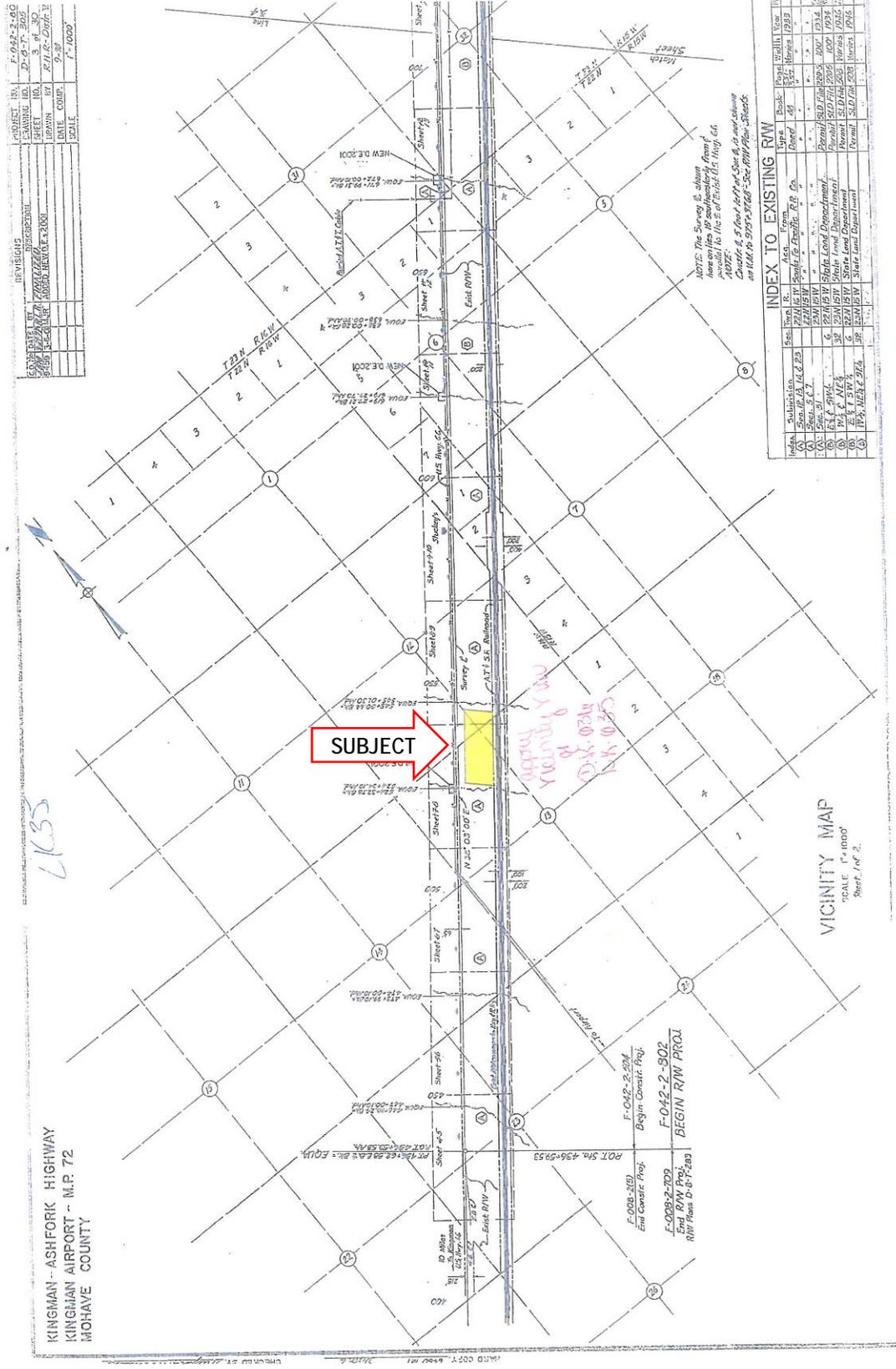
GRANTOR RESERVES unto the public and various utility companies, easements for existing utilities, if any, within the above described property, in accordance with Arizona Revised Statute 28-7210. Access to the existing utilities will be by way of what exists at the time of the conveyance and shall be the responsibility of the Grantee herein and of the public or utility companies to show where that access is located.

**NOTES:  
RESERVATIONS TO BE MADE ON DEED OUT:**

- 1.) Minerals Reservations must be reserved out again when the Arizona Department of Transportation sells parcel herein.
- 2.) Access shall be limited to one driveway; ~~100-feet shall be reserved for maintenance purposes at all wash locations.~~

**END OF EXHIBIT A**

# PROPERTY IDENTIFICATION MAP



REVISIONS

NO.	DATE	BY	DESCRIPTION
1	10/15/03	JK	PREPARED FOR PERMITTING
2	10/15/03	JK	ADDED METERS TO ROAD
3	10/15/03	JK	ADDED METERS TO ROAD
4	10/15/03	JK	ADDED METERS TO ROAD
5	10/15/03	JK	ADDED METERS TO ROAD

PROJECT NO. F-042-2-00  
 DRAWING NO. D-01-305  
 SHEET NO. 3 of 30  
 DRAWN BY E.H.S.-Duff  
 DATE COMP. 9-9-03  
 SCALE 1"=1000'

INDEX TO EXISTING RW

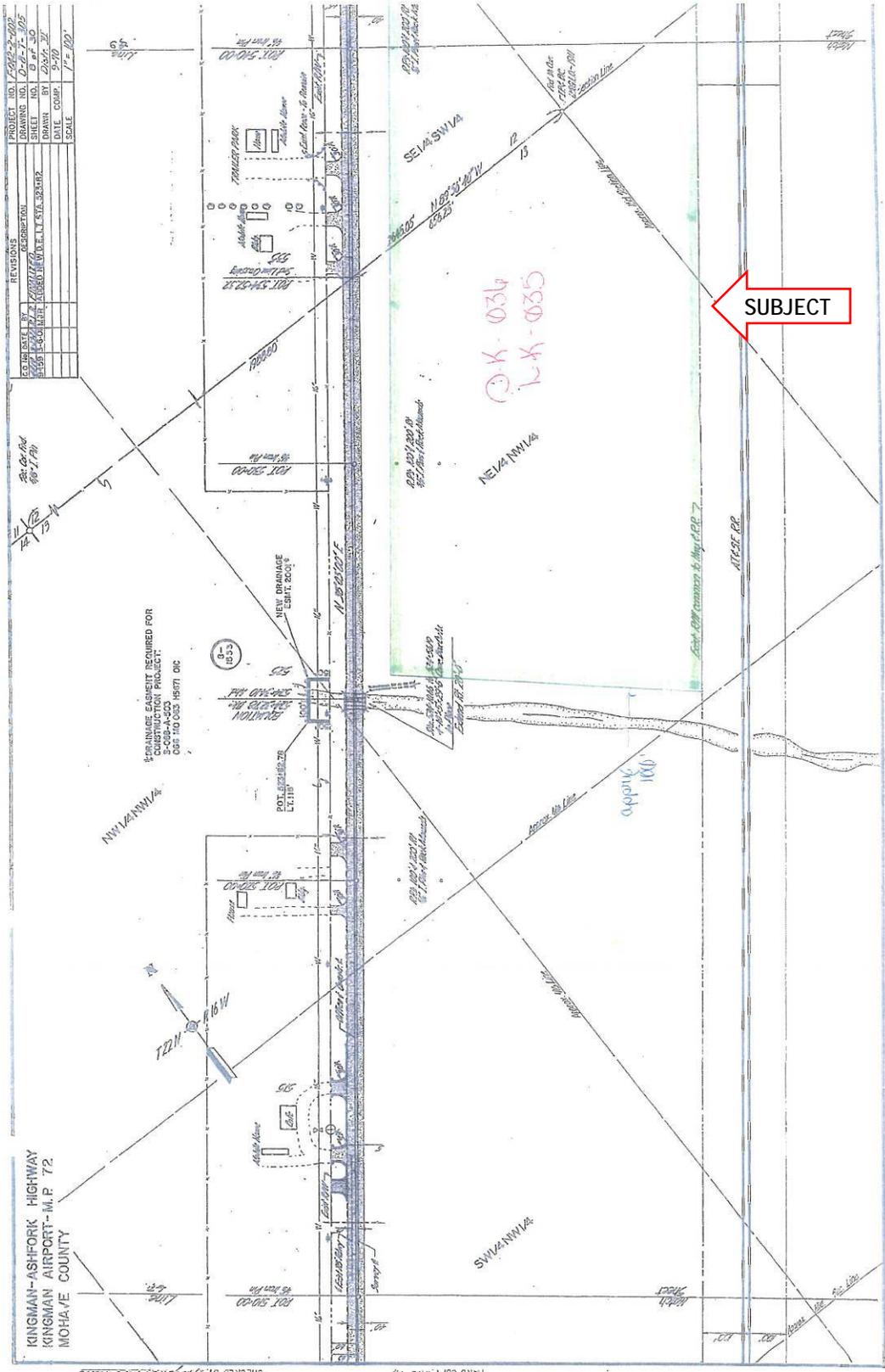
Index	Substation	From	To	Dist.	From	To	Dist.	Notes
1	224125W	224125W	224125W	0.00	224125W	224125W	0.00	224125W
2	224125W	224125W	224125W	0.00	224125W	224125W	0.00	224125W
3	224125W	224125W	224125W	0.00	224125W	224125W	0.00	224125W
4	224125W	224125W	224125W	0.00	224125W	224125W	0.00	224125W
5	224125W	224125W	224125W	0.00	224125W	224125W	0.00	224125W

NOTE: The Survey is shown from the location of the E of Enid Co. Hwy. Co.  
 NOTE: Check at 3' East of Enid Co. Hwy. Co. for the location of the E of Enid Co. Hwy. Co.  
 as shown on the 1903-1904 Section Maps.

KINGMAN - ASHFORK HIGHWAY  
 KINGMAN AIRPORT - M.P. 72  
 MOHAVE COUNTY

VICINITY MAP  
 SCALE 1"=1000'  
 Sheet 1 of 2

F-008-2183  
 End Condit. Proj.  
 F-042-2-004  
 Begin Condit. Proj.  
 F-042-2-802  
 BEGIN RW PROJ.  
 POT Sta. 436+59.53  
 AT&T RIV  
 13.5'



PROJECT NO.	104-2-202
DRAWING NO.	0-2-1-102
SHEET NO.	9 OF 30
DRAWN BY	D.A.C.
DATE COMP.	5-20
SCALE	1" = 100'

REVISION	NO.	DESCRIPTION
1	1	AS SHOWN

KINGMAN-ASHFORK HIGHWAY  
 KINGMAN AIRPORT - M.P. 72  
 MOHAVE COUNTY

SEWERAGE & DRAINAGE REQUIRED FOR  
 CONSTRUCTION PROJECT  
 S-088-A-003  
 SEE THE 033 HSEIT DIC

**SUBJECT**

OK 034  
 LK 035



---

## ***PURPOSE OF THE APPRAISAL***

<b><i>Purpose of the Appraisal:</i></b>	The purpose of the appraisal is to provide a market value opinion of the fee simple estate.
<b><i>Intended User of the Appraisal:</i></b>	The intended users of the appraisal are officials and agents of the Arizona Department of Transportation; as well as their representatives and agents; and courts having jurisdiction concerning the disposition of the subject property. No other use is intended, and any unintended use may be misleading.
<b><i>Intended Use of the Appraisal:</i></b>	The intended use of the appraisal is to provide a market value opinion for possible disposition of the property.
<b><i>Date of Value Opinion:</i></b>	The effective date of the value opinion is April 21, 2015, the date of the property inspection.
<b><i>Date of the Appraisal Report:</i></b>	The date of the appraisal report is May 21, 2015.

## ***DEFINITIONS***

### ***Definition of Market Value:***

Pursuant to Arizona Revised Statute 28-7091:

"...'Market Value' means the most probable price estimated in terms of cash in United States dollars or comparable market financial arrangements which the property would bring if exposed for sale in the open market, with reasonable time allowed in which to find a purchaser, buying with knowledge of all of the uses and purposes to which it was adapted and for which it was capable."

## ***INTEREST TO BE APPRAISED***

### **Fee Simple Estate:**

The interest to be appraised is that interest arising from fee simple estate ownership. *The Dictionary of Real Estate Appraisal*, 5<sup>th</sup> Edition, by The Appraisal Institute defines the fee simple estate as:

---

“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.”

***OWNERSHIP HISTORY AND FIVE-YEAR CHAIN OF TITLE***

**ADOT Parcel L-K-035:**

According to the Right of Way Disposal Report provided by ADOT, the title to the subject property is vested in The State of Arizona, by and through its Department of Transportation. The subject has been owned by the State of Arizona for many years.

There have been no title transfers, listings for sale or offers to purchase for the five years prior to this appraisal. The purpose of this appraisal is to assist ADOT with establishing a price for the subject property.

***SIGNS***

There are no signs or billboards located on the property.



---

## ***SCOPE OF WORK***

The scope of work for an appraisal is the extent of the process of collecting, confirming, and reporting data, as well as the methods used in supporting the value opinion. The subject property is vacant land that is located on the south side of State Route 66 at miles post 63.5 in an unincorporated area of Kingman, Arizona. In accordance with Arizona Department of Transportation Appraisal Standards and Specifications and the Uniform Standards of Professional Appraisal Practice (USPAP), effective January 1, 2014, the scope of work for the appraisal includes, but is not limited to, the following:

- Inspection and analysis of the subject property, market conditions, and other restrictions that affect value; and
- Research, analysis, inspection and confirmation of comparable market data; and
- Consideration of the three approaches to value which include the Cost, Sales Comparison and Income Approaches to support my market value opinion for the subject property.

Since the subject property is vacant land, only the Sales Comparison Approach is applied. Consistent with market expectations, sellers and buyers rely almost exclusively on sales of similar properties when valuing vacant land. Since the subject is vacant land, the Income and Cost Approaches are not applicable. Our research for comparable sales data first focused on sales of vacant industrial land. Given the weak economy and limited data for sales of vacant land, it was necessary to widen the date range for the data to include the last 5 to 7 years. Data sources included the Assessors records for Mohave County, LoopNet, DataTree data, and interviews with local real estate brokers, property owners and market participants. The market data contained in this report is believed to be the best available. The data and analyses provide adequate support for our market value opinion.

### **Scope of the Project:**

There is no ADOT project. This appraisal is intended to assist the client with establishing an asking price in order to sell the subject property.

### **Arizona State Transportation Board Resolution Data:**

Not applicable.

### **Right-of-Way Plan Drawing Number, Date of Approval and Last Revision Date:**

Not applicable.

### **Subject Areas as Shown on the Right of Way Plans:**

Not applicable.

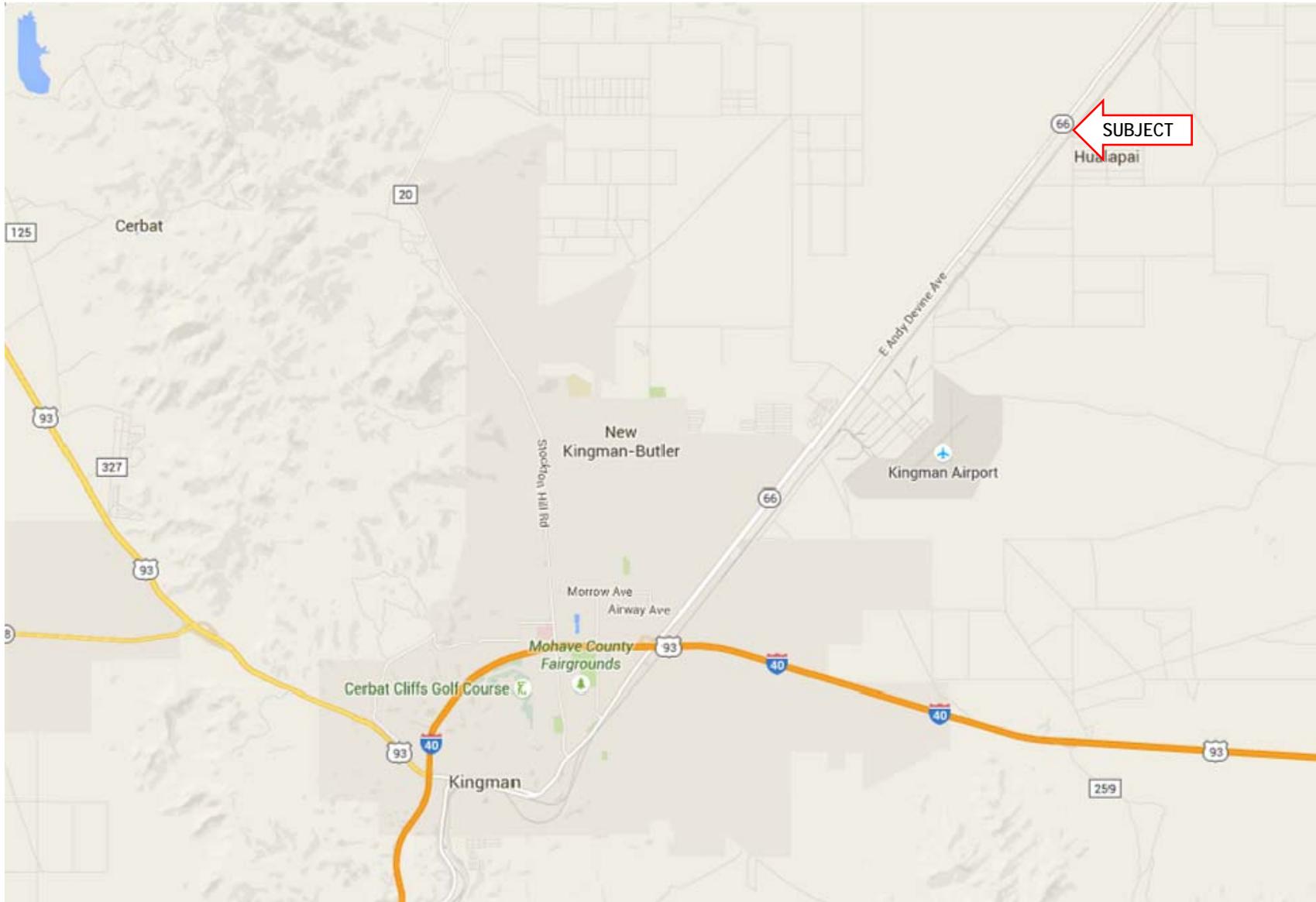
---

**Limitation in Scope:**

This is a narrative appraisal report that is intended to comply with ADOT Appraisal Standards and Specifications and the Uniform Standards of Professional Appraisal Practice. There are no other limitations in the scope of the assignment, other than those discussed in the Contingent and Limiting Conditions and Extraordinary Assumptions.



**REGIONAL MAP**



---

## **REGIONAL AND NEIGHBORHOOD ANALYSIS**

### **Geographic Location:**

The value of any property is not entirely intrinsic, that is, it is not determined solely by the characteristics of the site itself. The economic, governmental, environmental, and social forces of the neighborhood must also be considered.

### **Geographic Location:**

The neighborhood for the subject property includes the general Kingman area of Mohave County, Arizona. Mohave County is located in the northwestern portion of Arizona adjacent to the Nevada and California boundaries. Kingman is the county seat and the third largest city in Mohave County. Mohave County is 13,479 square miles in area, of which 186 square miles are water, with approximately 1000 miles of shoreline along the Colorado River. Kingman, Bullhead City and Mohave County experienced steady growth through the 1980s and 1990s. There was significant expansion in all market sectors during the housing boom in 2004-06 in the Tri-State area which includes Bullhead City, Mohave Valley, Needles, California and Laughlin, Nevada. There was also some growth in Kingman but not as much as has been experienced in the Tri-State area.

The Colorado River runs westward across the northern portion of Mohave County, then forms the western border of Mohave County as it runs southward toward the Gulf of California in Mexico. The county is the second largest in the state. The largest is Coconino County adjacent east. Principal industries include retirement living, tourism, services, county and city government, light manufacturing, Ford Motor Proving Grounds, construction, mining and ranching.

### ***Population Data:***

Population data for Kingman, Mohave County and Arizona is presented in the following table.

<b>POPULATION STATISTICS</b>			
<b>Arizona, Mohave County &amp; Cities</b>			
<b>City</b>	<b>2010</b>	<b>2014</b>	<b>Annual Growth Rate</b>
Arizona	6,401,569	6,667,241	1.02%
Mohave County	200,099	204,000	0.48%
Bullhead City	39,518	39,465	-0.03%
Kingman	28,081	28,620	0.48%
Lake Havasu City	52,469	53,193	0.34%

---

Prior to the collapse of the housing market and the ensuing recession, Kingman and Lake Havasu City were the fastest growing cities in the county. The growth rates for Mohave County have since slowed to a crawl. Bullhead City has actually experienced a slight decline in the population due to the loss of jobs in tourism and gaming industries.

***Economic Forces:***

The principal economic activities in Mohave County are trade, services, government, manufacturing and construction. Medical centers are located in Kingman, Lake Havasu City, and Bullhead City. Mohave Community College in Kingman offers a variety of Associate Degrees.

Kingman's economy thrived during the 1960s and 70s when population and job growth were expanding. This expansion slowed significantly in the early 1980s when the nearby Duval Mine ceased operations which resulted in a loss of 450 jobs. Economic conditions have improved since this time with expansion of a more diversified employment base. Currently there are 10 manufacturing plants in the City which employ more than 1,200 workers. The most recent is Gardian Industries which built a plant 1998 to manufacture insulation products and employs approximately 120 workers.

The downtown core is a mix of historic buildings and outdated commercial buildings. Many of the commercial buildings began to suffer from deferred maintenance as occupants were attracted to better locations since the opening of the Interstate 40 bypass in 1979. As a result, the downtown core exhibits a vacancy rate of 10% to 20%. Some revitalization has occurred in the old downtown core, although at a very gradual rate. Prior to completion of the Interstate 40 bypass, Andy Devine Avenue was the City's primary commercial arterial.

Demand for newer more modern commercial properties oriented to the new bypass compelled new commercial growth along Stockton Hill Road which has become the prominent commercial arterial in the City.

Kingman is the regional trade, service and distribution hub for northwestern Arizona. The Ford Motor Proving Grounds, located 23 miles south, is one of the area's largest private employers. Major public and private employers are listed in the following table.

Private Employers	Public Employers
Citizens Utilities	City of Kingman
Ford Motor Company	Kingman Unified School District
Gardian Fiber Glass	Mohave Community College
Kingman Regional Medical Center	Mohave County Government
Tru-Serv	

Tourism also contributes to the local economy since the city serves as a stopover for visitors that are traveling to the abundance of attractions in this region. The gaming industry in Laughlin, Nevada, 30 miles west, attracted 6 million visitors last year. The Colorado River and Lake Mead Recreational Areas offer year-round water related activities including boating, fishing, water ski, jet ski, swimming, camping and picnicking. The Black Mountain Range southwest of Kingman offers hunting, off-road vehicle use, hiking, rock hounding and exploration of ghost towns. In addition, the south rim of the Grand Canyon is about 200 miles northeast.

**Labor Force Data:**

Statistical labor force and unemployment data for Mohave County is presented in the following table. The data shows the increase in unemployment rate that followed the early 2009 official declaration of the end of the recession. The unemployment rate began to improve in 2012 and has gradually improved since.

Labor Force & Unemployment Data - Mohave County						
	2009	2010	2011	2012	2013	2014
Labor Force	92,138	82,726	79,608	77,723	77,246	78,247
Unemployment Rate	10.4%	13.0%	12.3%	11.0%	10.3%	8.8%

As of April 2015 the unemployment rate is 7.5% for Mohave County which is 1.8% higher than the current rate of 5.7% for the state.

**Housing Market:**

The housing market in Kingman was negatively impacted by the recession and high unemployment rate. According to a newspaper article<sup>1</sup> in March this year home sales in Kingman showed a spike in sales activity, the highest since May 2006. Data from the Kingman/Golden Valley Association of Realtors reported 93 sales in March compared to

<sup>1</sup> James Chilton, "March home sales top pre-bust levels, but prices continue to dive," *Daily Miner*, April 29, 2010

---

56 and 55 sales in January and February, respectively. The increase in sales activity followed the national trend that was attributed to the federal tax incentive for home buyers. More significantly, the inventory of homes for sale dropped to 455, down from the peak of 1,026 in April 2008.

The average home price for the peak of the market in 2006 is compared to the average prices for 2013 and 2014 in the following table:

Average Home Prices - Kingman/Golden Valley			
Year:	2006	2013	2014
Avg. Price	\$225,631	\$122,491	\$139,191
% Change	n/a	-45.7%	+13.6%
Overall Change from 2006:			-38.3%

The above data indicates that market conditions improved in 2014 with a 13.6% increase in the average price over the prior year. However, the 2014 average price is still 38.3% below the peak of the market in 2006. According to the 2015 forecast for the Kingman market published by Scott Lander of Keller Williams Realty, the market is expected to continue to improve through 2015. The average home price is expected to increase 3% to 5% by the end of the year.

In 2014 there were 147 single family residential housing starts in the Kingman market. This is a 38.5% increase from the 107 reported for 2013. The average over the past 34 years was 204 single family housing starts. Thus, the current level of new-home activity remains well below the historical average.

The above data shows a significant decrease in construction activity for new detached single family residences. Annualized, the number of permits issued through the first seven months of this year indicates a slight decrease from the prior year.

***Commercial Development:***

There has modest new development in the commercial sector in Kingman. Commercial building permit activity in 2014 remained the same as 2013. However, the valuation is down significantly from \$16,995,216 in 2013 to \$3,938,089 in 2014. Commercial projects that commenced in 2014 included: renovation of the Frontier Center City located at Stockton Hill Road and Detroit Avenue; 99¢ Only Store; Tractor Supply Company; and the relocation of the Sears Catalogue Store and Fallas Discount Clothing. Other projects include a 4,000 square foot warehouse on Nevada Steet; Let's C U Smile

---

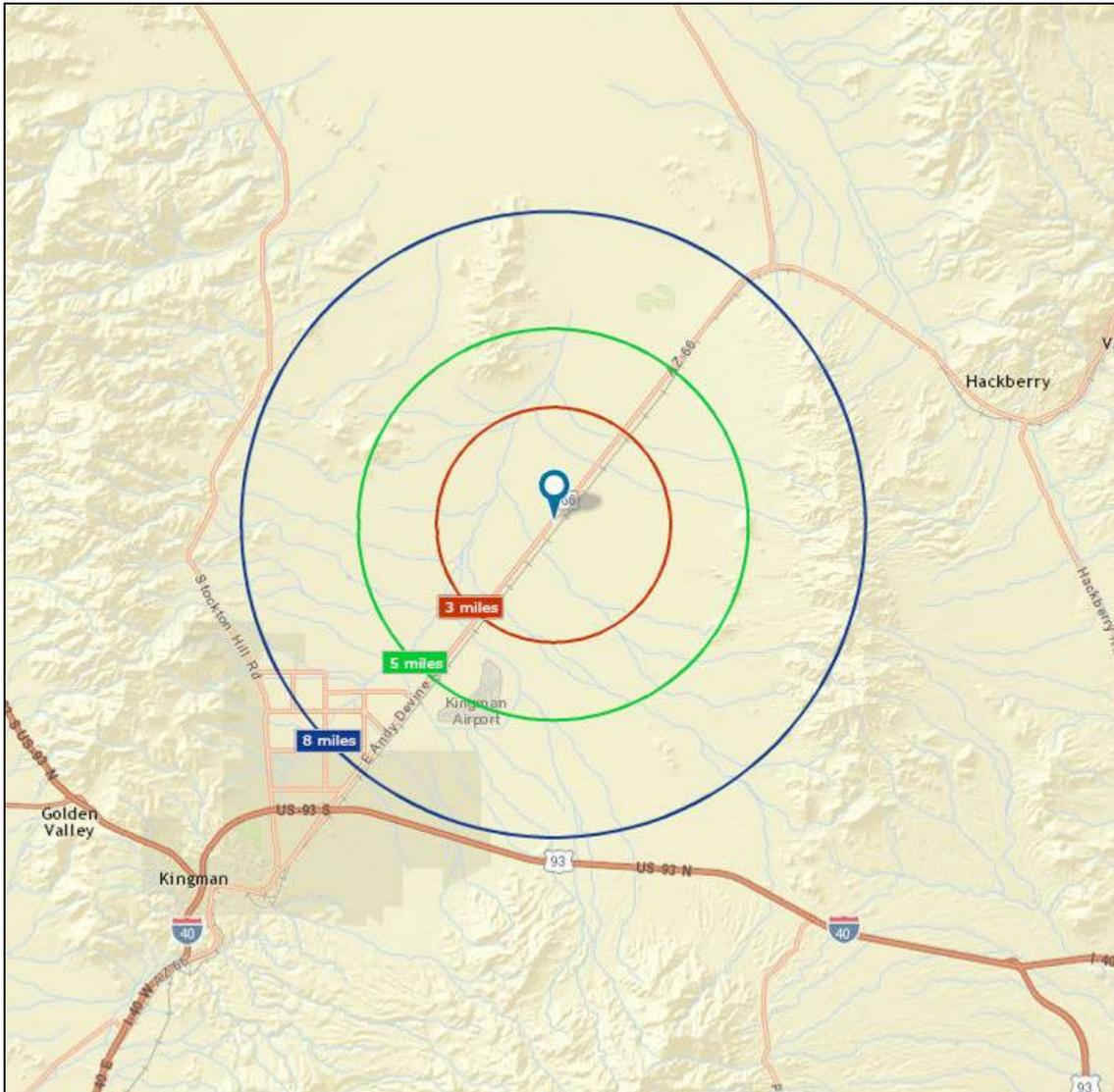
Dentistry is building a 5,800 square foot dental office on Airway Avenue; a 10,000 square foot medical office building on North Western Avenue; Retail building with 6,182 square feet that will be leased to Jimmy Johns and the Mattress Firm on Stockton Hill Road and a 16,950 square foot treatment facility for Mohave Mental Health on Airway Avenue.

***Transportation:***

Interstate 40, a four-lane divided freeway, is the primary transportation route for this region. I-40 runs from Barstow, California to Winston-Salem, North Carolina. Historic Route 66 was once part of the major east-west corridor that is now Interstate 40. Some remnants of the original U.S. 66 remain, a portion of which runs through Kingman. U.S. Highway 93 is primarily a two-lane highway that extends northward from Phoenix to the Canadian border in Northern Montana. The section of U.S. 93 between Kingman and the Lake Mead National Recreation Area is a four-lane, divided highway. State Highway 95, a two and four-lane highway, runs north from San Luis on the Mexican border through Yuma and Lake Havasu City and ends in Bullhead City. State Highway 389, a two-lane highway, runs east from the Utah line at Colorado City to U.S. Highway 89 at Fredonia just across the line of Coconino County.

Greyhound Bus service is available. The Kingman Airport offers limited scheduled passenger flights to Phoenix and full general aviation services including charters across the country.

## NEIGHBORHOOD MAP



### *NEIGHBORHOOD ANALYSIS*

The value of any property is not solely determined by the physical characteristics of the site. The environmental, social, economic and governmental forces in the immediate area must also be analyzed as they can have direct and indirect effects on value.

Demographic information from the Site to do Business (STDBOnline.com) online data system for the 3-mile, 5-mile and 8-mile radii from the subject property are presented below:

<b>2015 Demographics:</b>	<b>3-Mile Radius</b>	<b>5-Mile Radius</b>	<b>8-mile Radius</b>
Population:	222	412	14,991
Annual Rate of Increase 2010-2015	0.26%	0.51%	0.31%
Number of Households:	104	172	5,933
Average Household Size	2.13	2.20	2.47
Annual Rate of Increase In Households 2010-2015	0.56%	0.68%	0.36%
Median Household Income:	\$36,496	\$36,192	\$27,195
Annual Rate of Increase in Median HH Income	4.06%	3.13%	2.04%
Average Household Income	\$50,517	\$50,307	\$38,550
Annual Rate of Increase in Average HH Income	3.73%	3.59%	3.43%

**Market Area:** Greater Kingman Area

**Governmental Forces:**

Police Protection: Mohave County Sheriff's Department  
 Fire Protection: Mohave County

**Environmental Forces:**

Predominant Land Use: Predominant land uses in the surrounding area include single family residences and trailer parks along the north side of State Route 66. The railroad runs parallel along the south boundary of the subject property. The Kingman Airport is about two miles southwest. In addition, there are large tracts of vacant land.

Quality & Condition of Surrounding Area: Some environmental characteristics that influence value include land use patterns, topography, building densities, property maintenance, nuisances and hazards, and the adequacy of transportation corridors. This is an area that includes older low density rural residences and vacant land.

**Social Forces:**

Transportation Linkages: The subject is located on State Route 66 which is part of the Historic US 66 that once crossed the nation. Route 66 intersects with Interstate 40 which runs from Barstow, California to Winston-Salem, North Carolina.

Schools: Kingman Public Schools

**Impact on Value:** The subject is located outside of the City of Kingman and about 2 miles northeast of the airport. The area is characterized as low density residential with an abundance of large tracts of vacant land.

---

## **MARKET ANALYSIS**

The highest and best use of the subject property is for long term investment with a future potential for industrial use due to its close proximity to the railroad. Like all other market sectors, the industrial sector was negatively impacted by the recession. The industrial market in Kingman has continued to languish due to the lack of job and economic growth and weakness in the construction sector. Given the small size of the Kingman market, there are no sources that publish periodic sales, leasing and vacancy statistics. Mr. Robert Riley, Director of Economic Development for the Kingman Airport Industrial Park, said that there have been a few improved sales in the industrial park in the last few years. However, there have no vacant land sales within the park since 2010.

We also interviewed Mr. Dave Hollingsworth, owner/broker for Hollingsworth Properties, who sells and leases commercial and industrial real estate in the Kingman area. Mr. Hollingsworth reported that there has been very little sales activity for vacant industrial land. The most recent sale that he knew of was for a 2 acre parcel off Airway Avenue that sold in the last year for \$200,000 or \$2.30 per square foot. He said that he didn't know of any acreage sales in the last 5 years. When asked if there were any projects on the horizon that would benefit the Kingman economy, he commented about the preliminary discussions for two projects. One is the proposed Interstate 11 that would connect Nogales, Arizona with Las Vegas, Nevada. The other is the possibility that Burlington Northern Santa Fe Railroad would add a third rail line along their existing rights of way. However, he was quick to note that these projects are only in the preliminary planning stages. Currently, there is no indication of when or if the projects will actually come to fruition.

Lacking published data, research of the LoopNet database revealed limited data for sales of improved industrial properties. The data is summarized below.

SALES DATA - IMPROVED INDUSTRIAL PROPERTIES KINGMAN, ARIZONA			
	2015	2014	2013
No. of Sales:	2	7	5
Avg. Price/S.F.:	\$23.65	\$30.31	\$23.66

Source: LoopNet.com

---

While the above data may not be a comprehensive review of the industrial market in Kingman, it demonstrates the limited demand that has been occurring for the last two years. Further, the lack of job growth and limited construction activity will continue to drag on the industrial sector. With only two sales in the first quarter of 2015 it is too early to tell if there may be a slight uptick in the market. There is not enough activity now or in the foreseeable future to generate demand for speculative development. The current market is clearly owner-user driven.

---

## *SITE ANALYSIS*

### **Location:**

The subject is located on the south side of State Route 66 at mile post 63.5 in an unincorporated area of Kingman, Mohave County, Arizona.

### **Site Area:**

According to the legal description provided by ADOT, the subject property is comprised of 1,401,739 square feet or 32.18 acres.

### **Topography/Shape:**

The subject is irregularly shaped and the site has gently rolling terrain.

### **Access and Visibility:**

The subject property has legal and physical access from State Route 66 which is a paved two lane highway. According to the 2013 average daily traffic counts compiled by ADOT, the average daily traffic count is 4,040 at this location.

### **Utilities:**

All utilities are located on the north side of the highway.

Water:	Improved properties rely on private wells
Sewer:	Septic systems
Electric:	Unisource Energy Services
Telephone:	NPG Cable and Frontier Telephone
Gas:	Unisource Energy Services and Propane

Electric and telephone utilities would need to be extended over or under the highway to connect to the subject property. The nearest water main is about one-half mile southwest of the subject. The nearest sewer main is about six-tenths of a mile southwest. The water and sewer mains run north-south and would not need to be extended across the highway.

### **Surrounding Uses:**

North:	Existing rural residences and older closed-up commercial properties along the north side of the highway. Large tracts of vacant land are behind the improved properties.
East:	Large tracts of vacant land.
South:	The Burlington Northern Santa Fe Railroad abuts the south boundary of the subject property. Vacant land south of the railroad.

---

West: Vacant land is adjacent west. The Kingman Airport and Industrial Park is about 2 miles southwest.

**Flood Zone:**

According to FIRM Map Panel No. 04013C 4325G dated November 18, 2009, the subject property is located in unshaded Zone, outside of the 100-year and 500-year flood.

**Police & Fire Protection:**

Police and fire protection are provided by the Mohave County Sheriff's Department and Fire and Emergency Services.

**Soil & Subsoil Conditions:**

A soils engineering report was not provided to the appraisers and the soil and sub-soil conditions are not known. There is no visual evidence of adverse soil conditions on the site. The surrounding improved properties indicate that subsoil conditions support development of properties of this nature.

**Environmental Conditions:**

No sign of distressed vegetation, soil stains or extraordinary odors were observed during the inspection. The subject has been vacant land for many years. There are no physical indications of a prior use. No environmental clearance report was provided to the appraisers by ADOT. This appraisal assumes that there are no environmental conditions that adversely affect the value of the property.

**Restrictions & Easements:**

The title report for the subject property provided to the appraisers by ADOT for review is included in the Addenda. The exceptions from the Schedule B of the Title Report follow:

**SCHEDULE B  
EXHIBIT B**

1. The lien of the current year's taxes.
2. The right of future appropriation of rights of way for railroad purposes in favor of the Santa Fe Pacific Railroad Company, a corporation, or its successors or assigns, or the Atchison, Topeka and Santa Fe Railway Company, or its successors or assigns, as set forth in Indenture from the Santa Fe Pacific Railroad Company, a corporation to The State of Arizona dated October 11, 1933, recorded December 11, 1933 in Book 48 of Deeds, pages 551 - 557.

**END OF SCHEDULE B**



---

## **GENERAL PLAN & ZONING**

### **General Plan:**

In accordance with the Mohave County General Plan, the subject property is designated as Suburban Development Area (SDA) within Sub Area 6. The SDA land use provides for large lot, suburban development in growing parts of Mohave County. Density is between 1 and 0.2 density units per acre (DU/A). Lot sizes are between 1 and 5 acres. All non-residential land uses may develop here, if they are in appropriate locations and have adequate services. Typical suburban services include paved streets, sewer systems, (limited septic systems) and public water supply. In some areas, urban services may be required.

### **Zoning:**

***A-R/10A, Agricultural-Residential:*** The subject is located in the A-R/10A zoning district for Mohave County. This zoning permits agricultural and very low density single family residential uses with a minimum lot size of ten (10) acres per dwelling. Site-built, manufactured homes, and factory-built homes are permitted. Other permitted uses include guest ranches, private greenhouses, flower and vegetable gardens, fruit trees, orchards and domestic pets. Horses and cows may be maintained for private use. Wireless communication towers, schools, churches, public buildings, childcare, adult foster care uses are also permitted. Uses that are allowed under special use permits include recreational vehicle parks, manufactured home parks, riding stable and horse breeding farms, retail plant nurseries, kennels and veterinary clinics, accessory residences, childcare group homes and assisted living facilities. Development regulations include: Minimum lot size of 10 acres per dwelling. The Zoning Map follows.

### **Impact on Value:**

The subject property has good access and visibility from State Route 66 which is a secondary transportation route.

ZONING MAP



---

***ASSESSED VALUATION & REAL ESTATE TAXES***

The assessed value and real estate tax data for the appraised property is derived from the Maricopa County Assessor's records, as follows:

ASSESSED VALUE & TAX DATA			
ADOT Parcel	APN	Full Cash Value	Tax Amount
L-K-035	310-06-011	\$43,546	Exempt
"	310-10-007	\$49,160	Exempt

Since the property is owned by the State of Arizona, it is exempt from real estate taxes. Based on the assessed values and current tax rates, the taxes are estimated to be approximately \$1,975.81 if the parcels were privately held.

---

View of the subject facing southeast from State Route 66.



State Route 66 facing northeast. The subject is on the right.



---

State Route 66 facing southwest.



---

## **HIGHEST AND BEST USE**

According to *The Appraisal of Real Estate, 14<sup>th</sup> Edition*, published by the Appraisal Institute, highest and best use is defined as:

The reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value. (Page 297)

The highest and best use of the land as vacant must meet four criteria. The highest and best use must be:

- 1) **Legally Permissible:** What uses are permitted by zoning, private restrictions, historic districts, and environmental regulations on the site?
- 2) **Physically Possible:** Based on the physical characteristics of the site, what uses are physically possible?
- 3) **Financially Feasible:** Which uses meeting the first two criteria will produce a positive return to the owner of the site?
- 4) **Maximally Productive:** Among the feasible uses, which use will produce the highest price, or value, consistent with the rate of return warranted by the market? This use is the highest and best use.

The four tests above are applied to the appraised property in the following paragraphs.

### **AS VACANT**

#### **Legally Permissible:**

The subject property is designated as Suburban Development Area within the Mohave County General Plan. This land use allows low density residential uses as well as non-residential uses in appropriate locations that have availability of public services. The zoning is A-R/10A, Agricultural-Residential for Mohave County. This zoning permits agricultural and very low density residential uses with a minimum lot size of 10 acres per dwelling. Other residential related uses are also permitted. The legally permissible use as vacant is for a rural agricultural or residential use.

#### **Physically Possible:**

The subject is located on the south side of State Route 66, about 2 miles northeast of the Kingman Airport and Industrial Park. The property has legal and physical access from the highway. Visibility is good. The average daily traffic count is 4,040 at this

---

location. Electric and telephone utilities are available across the highway. The nearest water and sewer mains are one-half mile and six-tenths of a mile southwest, respectively. The property is located unshaded Zone X which is outside of the floodplain.

There are improved residential properties along the north side of the highway as well as some closed-up commercial properties. The closed commercial properties are remnants from the era before Interstate 40 was built to bypass the old Route 66. Behind the residences and surrounding the subject is vacant land. The Burlington Northern Santa Fe Railroad abuts the south boundary of the subject. The direct impact of the railroad to the subject property would dissuade any residential development. The best evidence for potential future use is provided by the industrial development that has occurred at the Kingman Airport and Industrial Park and farther south along State Route 66. The strip of land that runs between the highway and the railroad has been developed with industrial uses that include manufacturing, light industrial, auto salvage, auto towing yards and other service uses.

Based on the location, physical characteristics, and surrounding uses, residential is an unlikely physically possible use. Given the location between the highway and the railroad, the most likely potential use would be industrial or service business use. This would require a re-zoning. The SDA land use of the General Plan allows non-residential uses to be developed provided the location and public services support that use. Therefore, we believe obtaining a re-zoning is reasonably probable.

***Financially Feasible and Maximally Productive:***

The financially feasible use for vacant land is indicated by the demand that is generated in the market area of the subject property. Our research revealed that there has been no demand for large acreage of vacant land in the Kingman area for the last several years. The weak job growth and construction activity continues to impact the area's industrial market. Therefore, it was necessary to include older sales in the Sales Comparison Approach.

Given the subject's location, zoning, physical characteristics and the current market conditions, the financially feasible and maximally productive use as vacant is for medium to long term investment for future industrial or service business use.

---

***Highest and Best Use:***

Given the zoning, location, physical characteristics and the weak current market conditions, the highest and best use as vacant is for medium to long term investment for future industrial or service business use.

***LAND VALUATION***

The Sales Comparison Approach is used to support the market value opinion for the subject property, as vacant. In the Sales Comparison Approach, sales of similar sites in the subject area are compared and adjusted to the subject property. This approach applies the principle of substitution which affirms that when a property can be replaced, its value tends to be set by the cost of acquiring an equally desirable substitute property without undue or costly delay. The Cost and Income Approaches are not applicable since the market relies almost exclusively on sales of similar properties when valuing vacant land.

Adjustments are applied to the comparable sales based on the following elements of comparison: property rights conveyed, financing terms, conditions of sale, market conditions, location, physical characteristics and zoning. The adjustments are based on the sale price per acre unit of comparison. This is equal to the sale price divided by the total acreage of the sale.

Here follows an overall sales map, individual sales data sheets with photographs, aerials, parcel maps, and our valuation analysis.



---

**COMPARABLE LAND SALE**



COMPARABLE SALE: 1

LOCATION: 4705 E. Mohave Airport Drive, Kingman, AZ

LEGAL DESCRIPTION: RECORD OF SURVEY BK 4 PG 38  
PARCEL II-J CONT 4.92 AC, Sec 26  
T22N, R16W, Mohave County, Arizona

TAX CODE NUMBER:  
RECORDS: Instrument: Warranty Deed  
Date Recorded: January 18, 2007  
Document No.: 2007005100

SELLER: Stockton Hill, LLC

BUYER: WALKFED, LLC.

SALE PRICE: \$650,000

TERMS: Cash

SITE SIZE: 4.92 Acres

SALE PRICE PER ACRE: \$132,114

---

ZONING: A-D, Airport Development Zone, Mohave County. Allows for industrial and some retail uses, Mohave County

PHYSICAL DESCRIPTION:

Topography / Shape: Flat / Rectangular

Flood Zone: Zone X, a non-flood hazard area.

Utilities: All utilities are available to the site.

Access: Good access from Mohave Airport Drive

MARKETING TIME: Undisclosed

CONFIRMED WITH: Scott Lander, broker with ReMax Prestige Realty, (928) 303-8430

DATE CONFIRMED: May 2015

COMMENTS: None

ID. 15-072-L.1



ID. 15-072-L.1

---

**COMPARABLE LAND SALE**



COMPARABLE SALE: 2

LOCATION: 5005 East Industrial Boulevard, Kingman, AZ

LEGAL DESCRIPTION: POR OF SEC 26 & 27 KINGMAN AIRPORT INDUSTRIAL PARK PARCEL III-C PER SURVEY REC 12/9/94 AT FEE NO 94-71408 CONT 5.42 ACRES 310-19-136(310-19-153 & 154) MOHAVE COUNTY

TAX CODE NUMBER(S): 319-10-154

RECORDS: Instrument: Warranty Deed  
Date Recorded: June 27, 2008  
Docket/Page: 7245/33

SELLER: Gold Rush Commercenter LLC

BUYER: City of Kingman

SALE PRICE: \$376,006

TERMS: Cash

SITE SIZE: 5.42 acres; 236,095 SF

---

SALE PRICE PER ACRE: \$69,374

ZONING: A-D, Airport Development Zone, Mohave County. Allows for industrial and some retail uses

PHYSICAL DESCRIPTION:

Topography / Shape: Generally flat / Irregular shape

Flood Zone: Not located within a flood hazard area.

Utilities: All utilities available to site.

Access/Visibility: Average access and visibility from adjoining streets

THREE YEAR HISTORY: No sales in three prior years.

MARKETING TIME: On-going marketing program through the Airport Industrial Park administration.

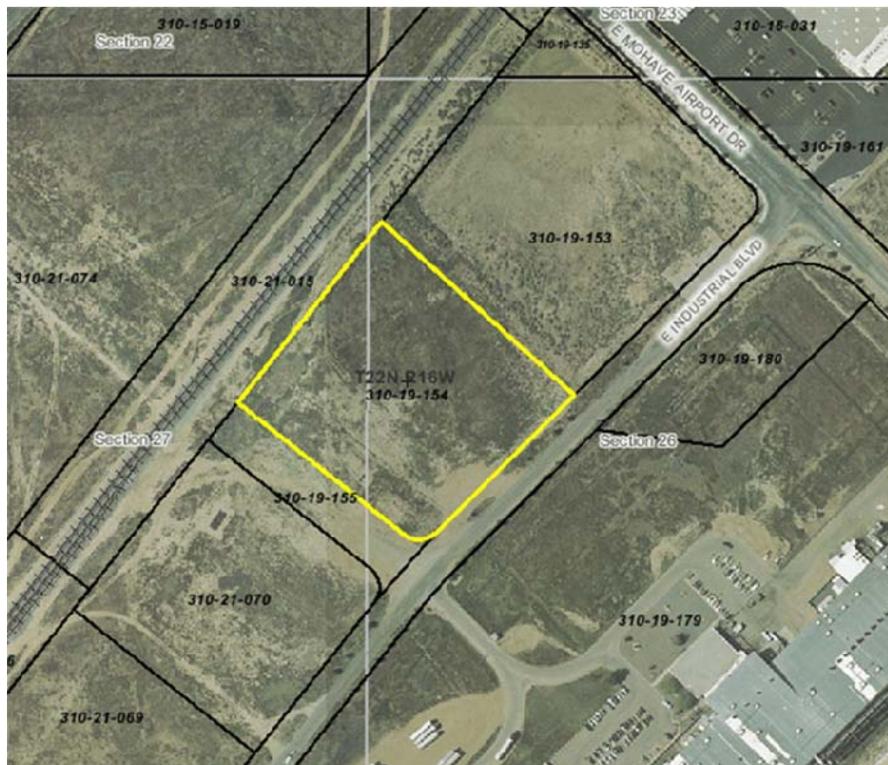
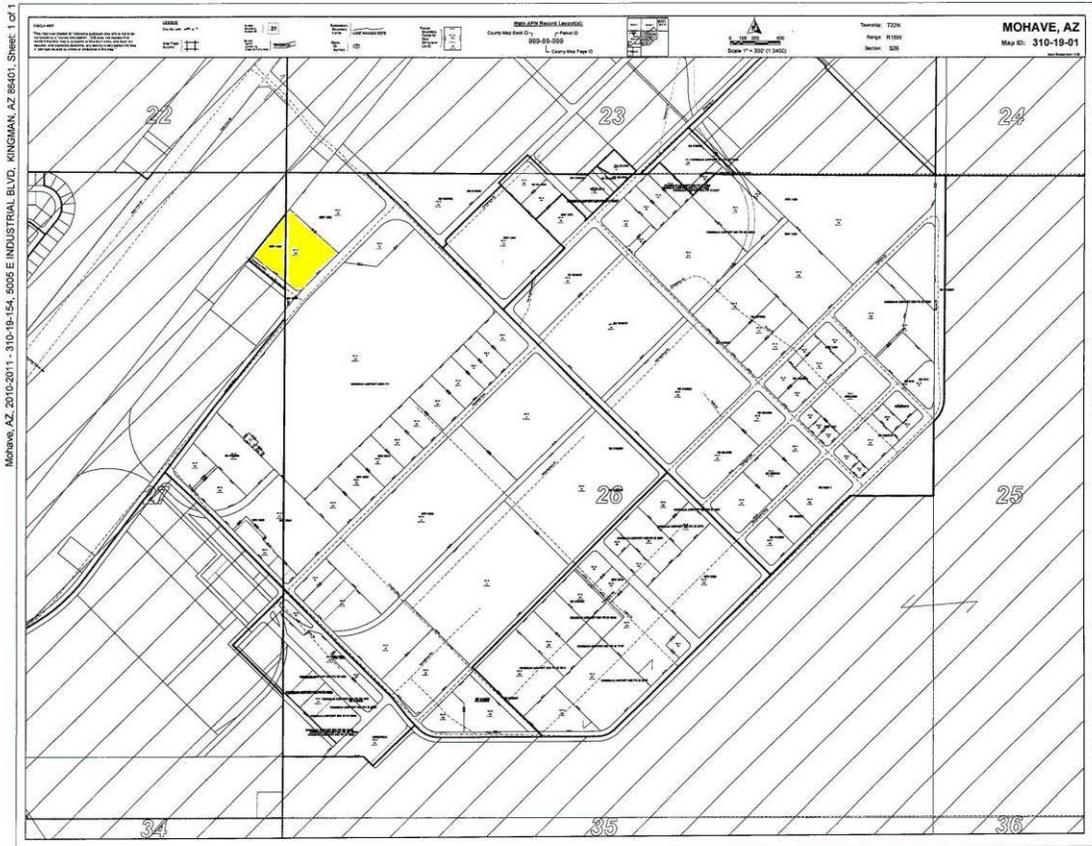
CONFIRMED WITH: Mr. Bob Riley, Economic Development Director for Airport Industrial Park (928) 757-2134

DATE CONFIRMED: December, 2010

COMMENTS:

None, straightforward transaction.

I.D.: 10-190-L.1



---

**COMPARABLE LAND SALE**



COMPARABLE SALE: 3

LOCATION: Southwest corner of Mohave Airport Drive and Olympic Drive, Kingman, AZ

LEGAL DESCRIPTION: LENGTHY LEGAL: T22N R16W SEC 26 THAT PORTION LYING NELY OF IV-U-E-C DELINEATED ON SRV ID 2514 8/16/2005 2005-89352 OF PARCEL IV-U-B PER SURVEY ID 1735 10/20/1992 92-57644 NOT INCLUDING PAR IV-U-D DELINEATED ON SRV ID 2378 4/14/2004 1004-33108 & AMENDED IN SRV ID 2404 7/22/2004 2004-67354 & PARCEL IV-U-F AS DELINEATED ON SRV ID 2396 6/18/2004 2004-55992 & PAR TW 1 (310-19-209 & 210) 2009 TAX MOHAVE COUNTY, ARIZONA

TAX CODE NUMBER: 310-19-201, 209 & 210

RECORDS: Instrument: Quit Claim Deed  
Date Recorded: January 21, 2010  
Document No.: 2010003461

SELLER: City of Kingman

BUYER: ISCO Industries

SALE PRICE: \$653,400

---

TERMS: Cash

SITE SIZE: 10.0 Acres

SALE PRICE PER ACRE: \$65,340

ZONING: A-D, Airport Development Zone, Mohave County. Allows for industrial and some retail uses, Mohave County

PHYSICAL DESCRIPTION:

Topography / Shape: Flat / Rectangular

Flood Zone: Zone X, a non-flood hazard area.

Utilities: All utilities are available to the site.

Access: Good access from Mohave Airport Drive and Olympic Drive..

MARKETING TIME: Undisclosed

CONFIRMED WITH: Robert Riley, Economic Development Director for Kingman Airport, (928) 757-2134

DATE CONFIRMED: May 2015

COMMENTS: None. This is the most recent land sale in the Airport Industrial Park.

ID. 15-072-L.3



ID. 15-072-L.3

---

## *LAND VALUE ANALYSIS*

Three sales of vacant industrial land are included in the analysis. Land sale activity has been limited due to the effects of the recession. The Kingman market has been slow to recover due to little job growth and construction activity. The data presented herein is believed to be the best available.

Adjustments are made to each comparable sale for differences in property rights conveyed, financing terms, conditions of sale, market conditions, location, physical characteristics, zoning and intended use. Quantitative adjustments have been made for elements of comparison including property rights conveyed, financing terms, conditions of sale, and date of sale. There is inadequate support for quantitative adjustments for elements of comparison involving location and physical differences. Therefore, qualitative adjustments are utilized for the remaining elements of comparison.

Here follows the analysis of the sales by each element of comparison. An adjustment grid summarizing the adjustments as they apply to the comparable sales precedes the conclusion of this analysis.

### **Commercially Zoned Portion:**

#### ***Property Rights Conveyed:***

No adjustments are made for property rights conveyed. The fee simple interest was transferred for each of the comparable sales.

#### ***Financing Terms:***

All of the sales were cash transactions. Adjustments are unnecessary.

#### ***Conditions of Sale:***

No extraordinary conditions were reported for the comparable sales. Adjustments are unnecessary.

#### ***Market Conditions (Date of Sale):***

The transaction dates for the comparable sales are from January 18, 2007, to January 1, 2010. The effective date of value for this appraisal is April 21, 2015. It is widely known that real estate values have decreased in virtually all major market areas throughout the state due to the deep decline in the housing market and the recession. None of the comparable sales included in this analysis provide sale and re-sale data within this period to derive a paired-sale analysis. It is widely known that real estate values have decreased in virtually all major market areas throughout the state due to the deep decline in the housing

---

market and the recession. There is no single reporting service that compiles market statistics for commercial properties in Kingman. The Kingman/Golden Valley Association of Realtors reported that the average home price as of January 2010 had dropped 56.3% since 2006. Commercial brokers said that commercial/industrial land values have dropped 50% to 70% in Kingman. Mr. Dave Hollingsworth longtime commercial broker said that the high end of the range is for large acreage properties. Land values generally bottomed out and have remained flat since sellers are unwilling to make additional price concessions.

Based on the foregoing information, the decrease in land values is estimated to be 50% from mid-2007. This equals a rate of decline of 1.25% per month for the comparable sales to the end of 2010.

### **Location**

#### ***General Location/Access/Visibility:***

One of the most significant elements of value for vacant land is location. The subject is located on the south side of State Route 66 at mile post 63.5, about 2 miles northeast of the Kingman Airport and Industrial Park. The immediately surrounding neighborhood is comprised of established residences and older closed-up commercial properties on the north side of the highway and large tracts of vacant land.

All three of the comparable sales have superior locations in the Airport Industrial Park. The industrial park has typical infrastructure in place with paved roads and convenient access. Downward 20% adjustments are made to the sales for their superior locations.

### **Physical Characteristics**

#### ***Site Size:***

The subject is 32.18 acres. The comparable sales are from 4.92 to 10.0 acres. Due to economies of scale, the market frequently recognizes that a smaller parcel tends to sell at a higher price per acre. Conversely, a larger parcel tends to sell at a lower price per acre. All of the comparable sales are smaller than the subject. Due to the limited sale activity no sales were discovered that were similar in size. Downward adjustments are made to each of the sales for their relative size differences.

#### ***Topography/Shape:***

The subject has gentle rolling terrain and an irregular shape. However, the shape is not so irregular that it would constrain development. All of the sales have flat terrain and rectangular shapes. Adjustments are unnecessary.

---

***Floodplain:***

The entire subject property is in Zone X, outside of the floodplain. All of the sales are similar. No adjustments are made.

***Utilities:***

Electric and telephone utilities are available to the subject on the north side of the highway, a distance of about 120 feet. The nearest water main is about one-half mile southwest. The nearest sewer main is six-tenths of a mile southwest. The adjustment for the comparable sale is based on the estimated cost to extend utilities to the subject property. Average costs from the *Marshall Valuation Service*, Section 66, Page 1, are employed to estimate the costs. The estimated cost to extend the electric and telephone utilities includes a rough estimate to bore under the highway. The cost estimate follows:

Estimated Cost to Extend Utilities						
Subject Acres:	32.18	Ac				
Water Main	2,640	L.F.	X	\$24.88	/L.F. =	\$65,683.20
Sewer Main	3,168	L.F.	X	\$18.92	/L.F. =	\$59,938.56
Manholes	8	Units	X	\$2,725.00	Each =	\$21,800.00
Electric & tele. Conduit						<u>\$5,500.00</u>
Subtotal						\$152,921.76
Add Contingency @	10.0%					<u>\$15,292.18</u>
Total Estimated Cost						\$168,213.94
Cost per Acre:						\$5,227.28

Based on the above estimate, downward \$5,227 per acre adjustments are made to each of the sales for their superior availability of utilities.

***Zoning/Intended Use***

The subject property is in the A-R/10A, Agricultural-Residential zoning district for Mohave County. This zoning permits very low density agricultural and residential uses with a minimum lot size of 10 acres per dwelling. However, the Suburban Development Area land use of the General Plan allows development of non-residential uses in appropriate locations. Given the subject's location between the highway and railroad, we believe that there is a reasonable probability for rezoning. All of the comparable sales have A-D Airport Development zoning which permits industrial and some retail uses. Downward adjustments are made for consideration of the costs associated with the rezoning process.

The Land Sales Adjustment Matrix is presented on the following page.

# LAND SALES ADJUSTMENT MATRIX

ELEMENTS OF COMPARISON	SUBJECT S. side Route 66 at mile post 63.5	LAND SALE 1		LAND SALE 2		LAND SALE 3	
		4705 E. Mohave Airport Dr.	ADJUST.	5005 E. Industrial Blvd.	ADJUST.	SW Mohave Airport D. & Olympic Dr.	ADJUST.
SALE PRICE	N/A	\$650,000	\$132,114	\$376,006	\$69,374	\$653,400	\$65,340
PROPERTY RIGHTS CONVEYED <i>Adjustment</i>	Fee Simple	Fee Simple 0%	\$0	Fee Simple 0%	\$0	Fee Simple 0%	\$0
FINANCING TERMS <i>Adjustment</i>	Assume cash to seller	Cash 0%	\$132,114	Cash 0%	\$69,374	Cash 0%	\$65,340
CONDITIONS OF SALE <i>Adjustment</i>	Assume Market	Market 0%	\$0	Market 0%	\$0	Market 0%	\$0
MARKET CONDITIONS <i>Adjustment</i>	April 21, 2015 Date of Inspection	January 18, 2007 -45.0%	\$132,114	June 27, 2008 -22.5%	\$69,374	January 21, 2010 -15.0%	\$65,340
<b>ADJUSTED SALE PRICE PER ACRE:</b>			<b>\$72,663</b>		<b>\$53,765</b>		<b>\$55,539</b>
LOCATION General Location Access/Visibility <i>Adjustment</i>	Average Rural Kingman Good / Good	Good Airport Good/Good -20%	(\$14,533)	Good Airport Good/Good -20%	(\$10,753)	Good Airport Good/Good -20%	(\$11,108)
PHYSICAL CHARACTERISTICS Site Size <i>Adjustment</i>	32.18	4.92 -40%	(\$29,065)	5.42 -40%	(\$21,506)	10.00 -20%	(\$11,108)
Topgraphy/Shape <i>Adjustment</i>	Gentle rolling / Irregular	Flat / Rectangular 0%	\$0	Flat / Rectangular 0%	\$0	Flat / Rectangular 0%	\$0
Floodplain <i>Adjustment</i>	Zone X; outside flood	Zone X; outside flood 0%	\$0	Zone X, outside 0%	\$0	Zone X, Outside 0%	\$0
Utilities <i>Adjustment</i>	Utilities across highway	All utilities -	(\$5,227)	All utilities -	(\$5,227)	All utilities -	(\$5,227)
Zoning/Intended Use <i>Adjustment</i>	A-R/10A / Investment	A-D / Industrial -10%	(\$7,266)	A-D / Industrial -10%	(\$5,376)	A-D / Industrial -10%	(\$5,554)
<b>ADJUSTED SALE PRICE / ACRE</b>			<b>\$16,572</b>		<b>\$10,902</b>		<b>\$22,543</b>

---

**Value Conclusion – Residential Component:**

The unadjusted value range from the comparable sales is from \$65,340 to \$132,114 per acre. After making adjustments for the appropriate elements of comparison, the estimated value range for the subject is from \$10,902 to \$22,543 per acre. The arithmetic mean is \$16,672 per acre. Consideration is given to the subject’s more rural location. Given the slow economic recovery in Kingman, we believe that there is long term potential for development of the subject property. Therefore, weight is given toward the lower end of the value range.

Based on the foregoing analysis, it is our opinion that the market value of the subject property is \$12,000 per acre, as follows

$$\begin{aligned} & \$12,000/\text{Acre} \times 32.18 \text{ Acres} = \$386,160 \\ & \text{Rounded to: } \$390,000 \end{aligned}$$

**MARKET VALUE OPINION FOR  
THE SUBJECT 32.18 ACRES ..... \$390,000**

***EXPOSURE TIME***

The exposure time for a property is typically estimated through an analysis of the marketing times for the comparable sales. Marketing times for the comparable sales ranged from one to three years. Mr. Dave Hollingsworth, prominent commercial and industrial broker in the Kingman market said that demand for land remains weak. However, he believed that land that is priced appropriately should sell in 12 months or less. Based on this information, the estimated exposure time is up to 12 months.

***AUDITING BREAKDOWN***

“As Is” Land Value*	\$390,000
<b>Total</b>	<b>\$390,000</b>

---

PROJECT: H089301R  
HIGHWAY: KINGMAN ASH FORK HIGHWAY  
SECTION: KINGMAN AIRPORT – MP 72  
PARCEL: #L-K-035  
CONTRACT: AD14-052973 #JW-15-011

I hereby certify:

That I personally inspected the property herein appraised, and that I have afforded the property owner the opportunity to accompany me at the time of inspection. I also made a personal field inspection of each comparable sale relied upon in making said appraisal. The subject and the comparable sales relied upon in making the appraisal were as represented by the photographs contained in the appraisal.

That I have given consideration to the value of the property the damages and benefits to the remainder, if any; and accept no liability for matters of title or survey. That, to the best of my knowledge and belief, the statements contained in said appraisal are true and the opinions, as expressed therein, are based upon correct information; subject to the limiting conditions therein set forth.

That no hidden or unapparent conditions of the property, subsoil, or structures were found or assumed to exist which would render the subject property more or less valuable; and I assume no responsibility for such conditions, or for engineering which might be required to discover such factors. That, unless otherwise stated in this report, the existence of hazardous materials, which may or may not be present in the property, were not observed by myself or acknowledged by the owner. This appraiser, however, is not qualified to detect such substances, the presence of which may affect the value of the property. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them.

That my analysis, opinion, and conclusions were developed and this report has been prepared, in conformity with the Arizona Department of Transportation Appraisal Standards and Specifications and the Uniform Standards of Professional Appraisal Practice.

That this appraisal has further been made in conformity with the appropriate State and Federal laws, regulations, policies and procedures applicable to appraisal of State of Arizona excess land and for such purposes..

That I understand this appraisal may be used in connection with the disposition of ADOT excess land.

That neither my employment nor my compensation for making the appraisal and report are in any way contingent upon the values reported herein.

---

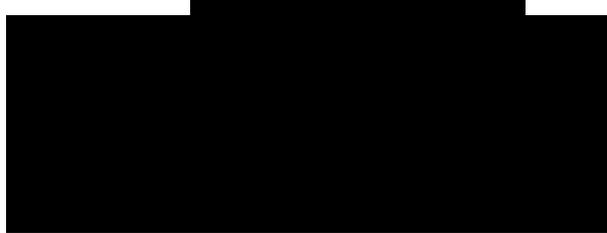
That I have no direct or indirect present or contemplated future personal interest in the property that is the subject of this report, or any benefit from the acquisition of the property appraised herein.

That I have not revealed the findings and result of such appraisal to anyone other than the property officials of the Arizona Department of Transportation or officials of the Federal Highway Administration, and I will not do so unless so authorized by property State officials, or until I am required to do so by due process of law, or until I am released from this obligation by having publicly testified as to such findings.

That my opinion of the MARKET VALUE of the subject as of the 21<sup>st</sup> day of April, 2015, based upon my independent appraisal and the exercise of my professional judgment is:

**MARKET VALUE OPINION ..... \$,000**

Date: May 21, 2015



---

***CERTIFICATION***

THE APPRAISER CERTIFIES TO THE BEST OF MY KNOWLEDGE AND BELIEF:

The statements of fact contained in this report are true and correct.

The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, unbiased professional analyses, opinions, and conclusions.

I have performed no other 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.

My compensation 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 the appraisal.

My analyses, opinions, and conclusions were developed, and this report has been prepared in accordance with the standards and reporting requirements of the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation, the Arizona Department of Transportation Appraisal Standards and Specifications and any governmental authorities referenced within the appraisal report.

I have made a personal inspection of the property that is the subject of this report.

No one provided significant professional assistance to the person(s) signing this report, except as stated in the report.

The "Opinion of Market Value" in the appraisal report is not based in whole or in part upon the race, color, or national origin of the prospective owners or occupants of the property appraised, or upon the race, color, or national origin of the present owners or occupants of the properties in the vicinity of the property appraised.

I certify that, to the best of my knowledge and belief, 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 and the Standards of Professional Practice of the Appraisal Institute. The use of this report is subject to the requirements relating to review by its duly authorized representatives.

I certify that, to the best of my knowledge and belief, 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 and the Standards of Professional Practice of the Appraisal Institute. The use of this report is subject to the requirements relating to review by its duly authorized representatives.

I hereby certify that I am competent to complete the appraisal assignment. The reader is referred to appraiser's Statement of Qualifications.

---

No change of any item in the appraisal report shall be made by anyone other than the Appraiser, and the Appraiser shall have no responsibility for any such unauthorized change.

The "Opinion of Market Value" in the appraisal report is not based in whole or in part upon the race, color, or national origin of the prospective owners or occupants of the property appraised, or upon the race, color, or national origin of the present owners or occupants of the properties in the vicinity of the property appraised.

As of the date of this report, [REDACTED]



Date: May 21, 2015

---

## ***CERTIFICATION***

THE APPRAISER CERTIFIES TO THE BEST OF MY KNOWLEDGE AND BELIEF:

The statements of fact contained in this report are true and correct.

The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, unbiased professional analyses, opinions, and conclusions.

I have performed no other 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.

My compensation 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 the appraisal.

My analyses, opinions, and conclusions were developed, and this report has been prepared in accordance with the standards and reporting requirements of the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation, the Arizona Department of Transportation Appraisal Standards and Specifications and any governmental authorities referenced within the appraisal report.

I have made a personal inspection of the property that is the subject of this report.

No one provided significant professional assistance to the person(s) signing this report, except as stated in the report.

The "Opinion of Market Value" in the appraisal report is not based in whole or in part upon the race, color, or national origin of the prospective owners or occupants of the property appraised, or upon the race, color, or national origin of the present owners or occupants of the properties in the vicinity of the property appraised.

I certify that, to the best of my knowledge and belief, 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 and the Standards of Professional Practice of the Appraisal Institute. The use of this report is subject to the requirements relating to review by its duly authorized representatives.

I certify that, to the best of my knowledge and belief, 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 and the Standards of Professional Practice of the Appraisal Institute. The use of this report is subject to the requirements relating to review by its duly authorized representatives.

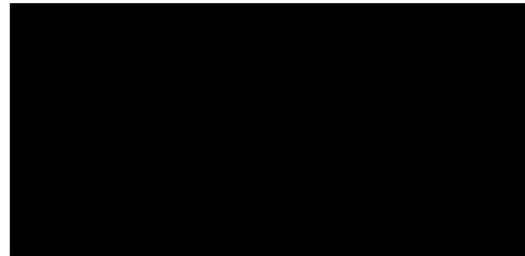
---

I hereby certify that I am competent to complete the appraisal assignment. The reader is referred to appraiser's Statement of Qualifications.

No change of any item in the appraisal report shall be made by anyone other than the Appraiser, and the Appraiser shall have no responsibility for any such unauthorized change.

The "Opinion of Market Value" in the appraisal report is not based in whole or in part upon the race, color, or national origin of the prospective owners or occupants of the property appraised, or upon the race, color, or national origin of the present owners or occupants of the properties in the vicinity of the property appraised.

Date: May 21, 2015



[REDACTED]

---

[REDACTED]

APPROVED APPRAISER:

With most major commercial banks and mortgage companies in Arizona.

STATE CERTIFICATION:

Arizona Certified General Real Estate Appraiser Number [REDACTED] Currently certified through August 31, 2016.

[REDACTED]

---

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

□ [Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

5

---

*ADDENDA*

**ARIZONA DEPARTMENT OF TRANSPORTATION**  
**RIGHT OF WAY GROUP**  
**RIGHT OF WAY DISPOSAL REPORT**

The undersigned has examined the title to the property indicated below and the fee owner is:

The State of Arizona, by and through its Department of Transportation

**Address:** 205 South 17th Avenue, Mail Drop 612E, Phoenix, Arizona 85007

**By virtue of that certain:** See Exhibit A and Resolutions Section.

Upon compliance with REQUIREMENTS herein, satisfactory title will vest in \_\_\_\_\_.

**RIGHT OF WAY VESTING**

SEE EXHIBIT A ATTACHED

**REMARKS:** ~~Schedule B matters have not been searched and are not addressed in this report.~~  
 UPDATED 3/10/15, added legal description and added Exhibit B - Sherry L. Hayes  
 Removed remark above regarding Schedule B items and renamed from Exhibit to Schedule B. S.L.H.  
 Added sentence to utility reservation and removed sentence in Note 2 in Exhibit A. - S.L.H.

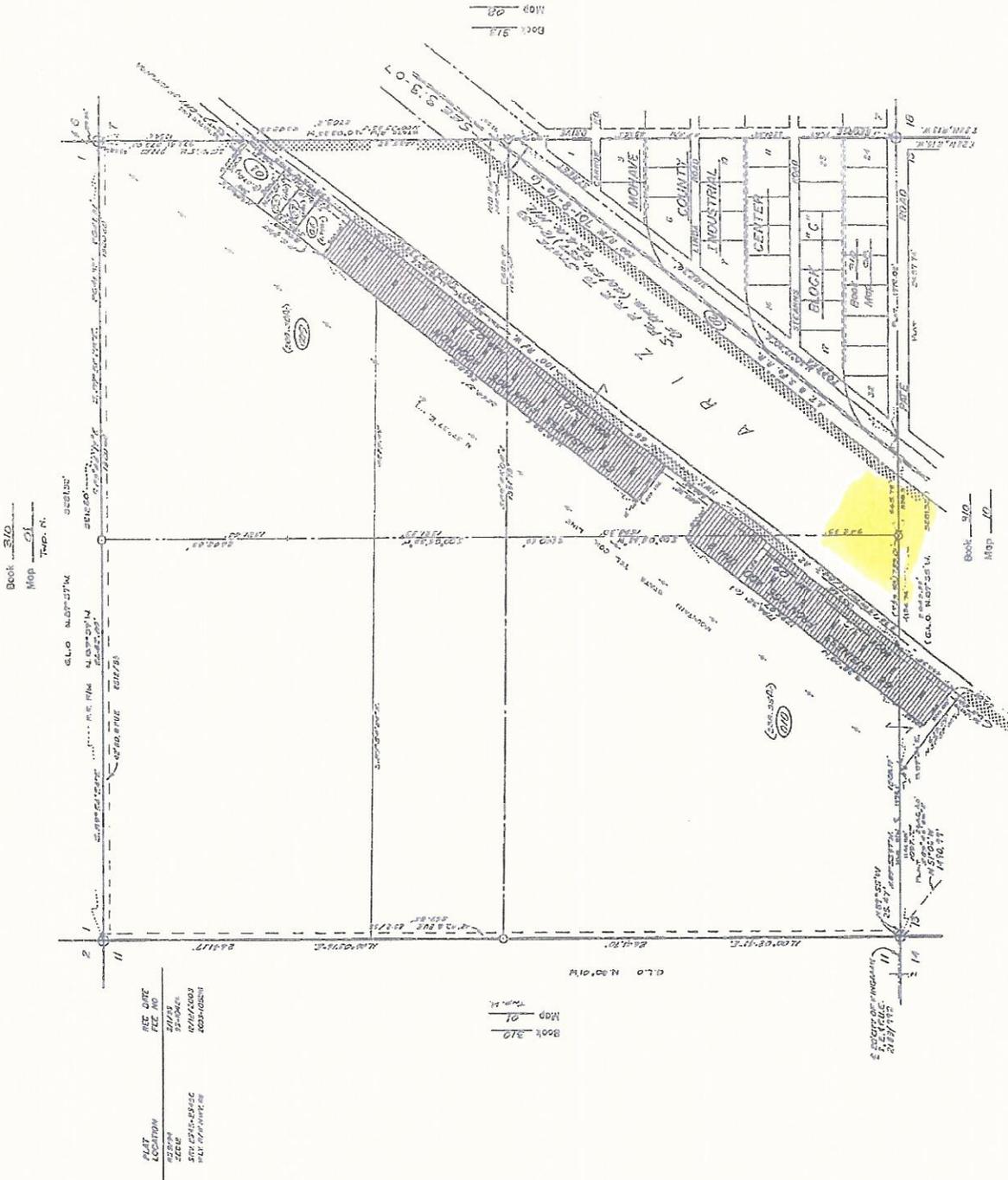
<b>Date of Search:</b> January 14, 2015	<b>Examiner:</b> Sherry L. Hayes	<b>Reviewer:</b> Byron Hopkins
<b>Update to:</b> February 20, 2015	<b>Examiner:</b> Sherry L. Hayes	<b>Reviewer:</b> N/A
<b>Update to:</b>	<b>Examiner:</b>	<b>Reviewer:</b>
<b>Update to:</b>	<b>Examiner:</b>	<b>Reviewer:</b>
<b>Update to:</b>	<b>Examiner:</b>	<b>Reviewer:</b>

<b>County:</b> Mohave	<b>Tax Arb:</b> 310-06 and 310-10	<b>Disposal:</b> L-K-035
<b>Tracs No.:</b> 066 MO 000 H0888 01R	<b>Highway:</b> KINGMAN - ASH FORK	<b>Excess Land:</b> N/A
<b>Fed. No.:</b> F.A.P. 80-G; F-008-2-709	<b>Section:</b> Kingman Airport - MP 72	<b>Parcel No.:</b> 1171

SEC. 12 T. 22 N., R. 16 W.

BOOK 310  
MAP 06

Code 0400  
Code 0170



MOHAVE COUNTY  
ASSESSOR'S MAP (M)

22 N., 16 W. 12  
DATE \_\_\_\_\_ SEPT 16, 2005

**EXHIBIT A  
RIGHT OF WAY VESTING**

That portion of the South half of the South half (S1/2 S1/2) of Section 12 and of the North half of the North half (N1/2 N1/2) of Section 13, Township 22 North, Range 16 West, Gila and Salt River Meridian, Mohave County, Arizona, described as follows:

That portion of the above described Sections 12 and 13, being bounded by the existing northwesterly right of way line of the Atchison Topeka and Santa Fe Railway Company (now BNSF Railway Company), a line 100 feet southwesterly of and parallel with the centerline of an existing wash, which crosses U.S. Highway 66 (KINGMAN — ASH FORK HIGHWAY) at centerline station 545+00.64 as shown in the records of the Arizona Department of Transportation plan labeled KINGMAN-ASH FORK HIGHWAY, Kingman Airport-M.P. 72, F-042-2-802, D-8-T-305, sheets 8 & 9 of 30, a line 100.00 feet southeasterly of and parallel with the centerline of said U.S. Highway 66, and a line 100 feet northeasterly of and parallel with the centerline of an existing wash, which crosses said U.S. Highway 66 centerline at station 524+34.10.

1,401,739 square feet, more or less.

EXCEPT all oil, gas, coal and minerals whatsoever, as reserved in Book 48, Page 551, Mohave County, Arizona.

GRANTOR RESERVES unto the public and various utility companies, easements for existing utilities, if any, within the above described property, in accordance with Arizona Revised Statute 28-7210. Access to the existing utilities will be by way of what exists at the time of the conveyance and shall be the responsibility of the Grantee herein and of the public or utility companies to show where that access is located.

**NOTES:**

**RESERVATIONS TO BE MADE ON DEED OUT:**

- 1.) Minerals Reservations must be reserved out again when the Arizona Department of Transportation sells parcel herein.
- 2.) Access shall be limited to one driveway; 100 feet shall be reserved for maintenance purposes at all wash locations.

**END OF EXHIBIT A**

## RESOLUTIONS

- I. Resolution by the Arizona State Highway Commission, dated September 9, 1927, shown on Page 26 of its Official Minutes. Shows original Arizona State Highways. Sets this out as U.S. Highway 66.  
[Project N/A]
- II. Resolution by the Arizona State Highway Commission, dated November 6, 1933, shown on Page 429 of its Official Minutes. Designated as a State Highway.  
[National Recovery Highway Project No. 80]
- III. Resolution by the Arizona State Highway Commission, dated September 2, 1947, shown on Page 218 of its Official Minutes. Declared as being included in the National System of Interstate Highways.  
[Project N/A]
- IV. Resolution 1969-100, by the Arizona State Highway Commission, dated November 4, 1969, not recorded, which designates as a State Highway.  
[Project F-042-2-802]
- V. Resolution 1984-10-A-063, by the Arizona State Transportation Board, dated October 26, 1984, recorded November 1, 1984, in Docket 1066, page 845, for designation as State Route 66.  
[Project F-042-2-802 (Gen)]
- VI. Resolution 1987-11-C-108, by the Arizona State Transportation Board, dated November 20, 1987, recorded January 29, 1988, in Docket 1395, page 634, for designation as a Historic Road.  
[Project F-042-2-802 (Gen)]
- VII. Resolution 2001-03-A-014, by the Arizona State Transportation Board, dated March 16, 2001, recorded April 6, 2001, in Docket 3718, page 181, for the acquisition as establishment of addition right of way for the Historic Road.  
[Project S-066-A-700]

END OF RESOLUTIONS

**SCHEDULE B**  
**~~EXHIBIT B~~**

1. The lien of the current year's taxes.
2. The right of future appropriation of rights of way for railroad purposes in favor of the Santa Fe Pacific Railroad Company, a corporation, or its successors or assigns, or the Atchison, Topeka and Santa Fe Railway Company, or its successors or assigns, as set forth in Indenture from the Santa Fe Pacific Railroad Company, a corporation to The State of Arizona dated October 11, 1933, recorded December 11, 1933 in Book 48 of Deeds, pages 551 - 557.

**END OF SCHEDULE B**

## **REQUIREMENTS**

1. RECORD Deed from the State of Arizona, by and through its Department of Transportation, to \_\_\_\_\_.

**END OF REQUIREMENTS**



L-K-035

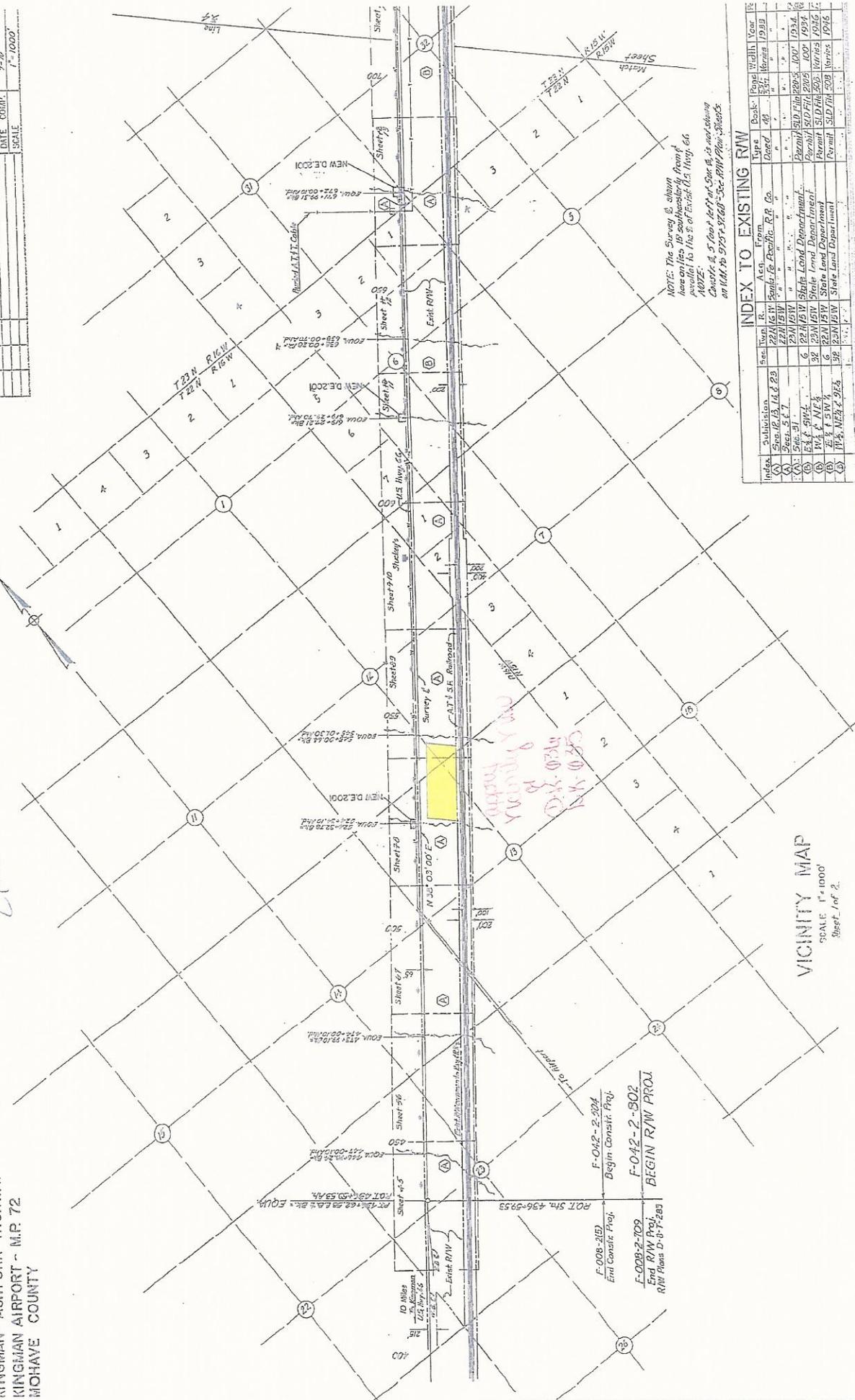
PROJECT NO.	F-042-2-90
PLANNING NO.	D-3-T-300
SHEET NO.	3 of 30
UPDOWN	NY
SCALE	1" = 1000'
DATE COMPI.	9-79
SCALE	1" = 1000'

REVISIONS

NO.	DATE	BY	DESCRIPTION
1	12/1/79	W. J. ...	ADDED NEW DE. 2001
2	1-6-80	W. J. ...	ADDED NEW DE. 2001

1635

KINGMAN - ASHFORK HIGHWAY  
 KINGMAN AIRPORT - M.P. 72  
 MOHAVE COUNTY



NOTE: The Survey is shown here on this 1/4 section only from the parallel to the S of Exist. U.S. Hwy. 66  
 NOTE:  
 County A, 5 Foot Left of Cur. is not shown on MAP No. 5707-3160-See R/W Plan Sheets

INDEX TO EXISTING RW

Index	Subdivision	Sec.	Twp.	R.	Acq.	From	Type	Year
(A)	Secs. 13, 14, & 29	22N	12W	14E	29	Spokane Pacific R.R. Co.	Grant	1939
(B)	Secs. 5 & 7	22N	12W	14E	29	"	Grant	1939
(C)	Sec. 31	22N	12W	14E	29	"	Grant	1939
(D)	Ex. & NW 1/4	22N	12W	14E	29	State Land Department	Permit	1934
(E)	W 1/4 NE 1/4	22N	12W	14E	29	State Land Department	Permit	1934
(F)	E 1/4 SW 1/4	22N	12W	14E	29	State Land Department	Permit	1934
(G)	NE 1/4 SW 1/4	22N	12W	14E	29	State Land Department	Permit	1934

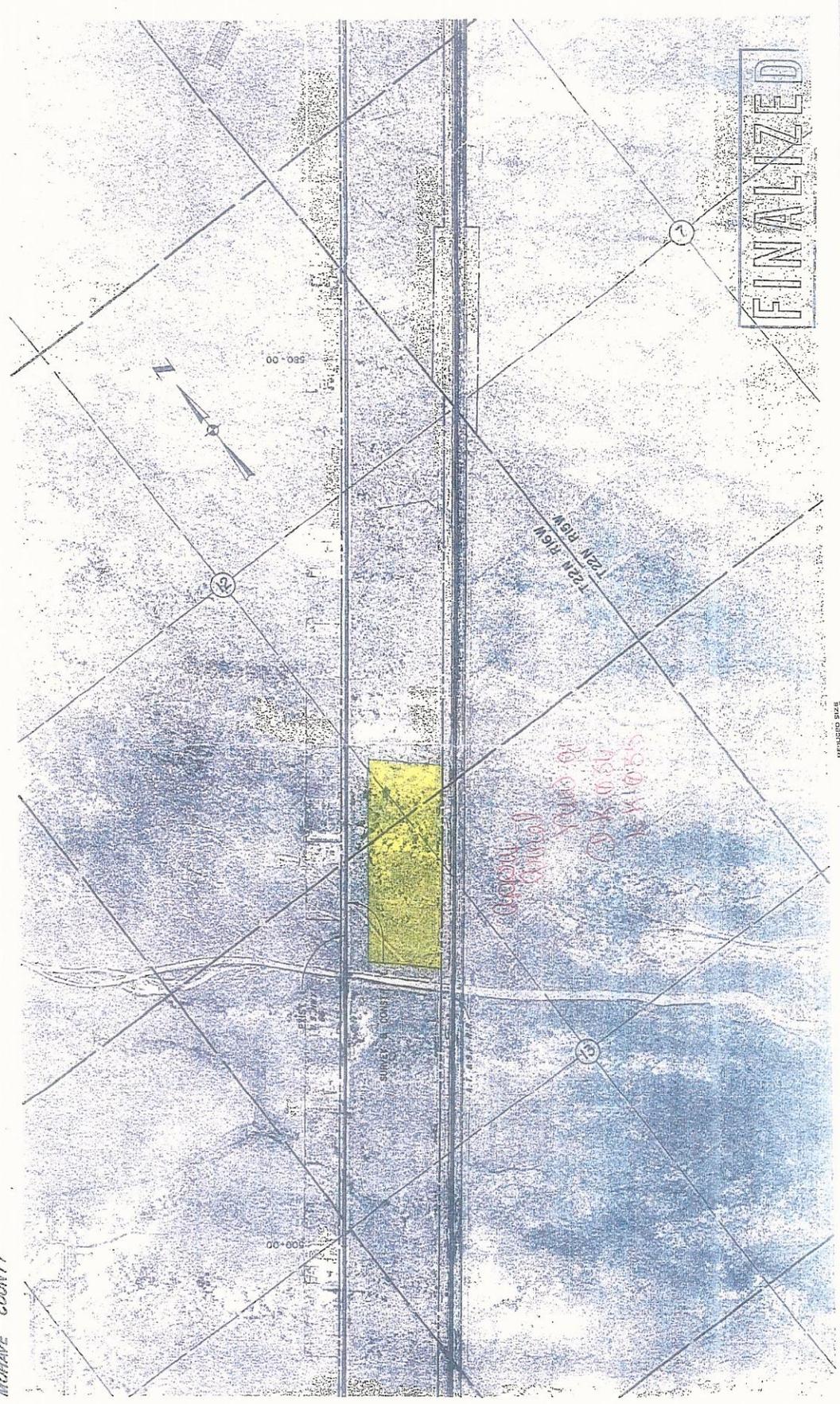
VICINITY MAP  
 SCALE 1" = 1000'  
 Sheet 1 of 2

F-008-2(5)  
 End Constr. Proj.  
 F-042-2-90A  
 Begin Constr. Proj.  
 F-042-2-902  
 BEGIN R/W PROJ.  
 F-008-2-709  
 End R/W Proj.  
 R/W Plans D-17-283

PROJECT NO.	F-011-E-2-802
DRAWING NO.	D-8-F-202
SHEET NO.	26 OF 30
DRAWN BY	J.F.B.
DATE COMP.	11-23-70
SCALE	APPROX. 1"=100'

REVISIONS	DATE	BY	DESCRIPTION
1	11-23-70	J.F.B.	FINALIZED

KINGMAN - ASHFOOK HIGHWAY  
 KINGMAN AIRPORT - M.P. 72  
 MOHAVE COUNTY



FINALIZED

REVISIONS PAGE  
 00 001 0000

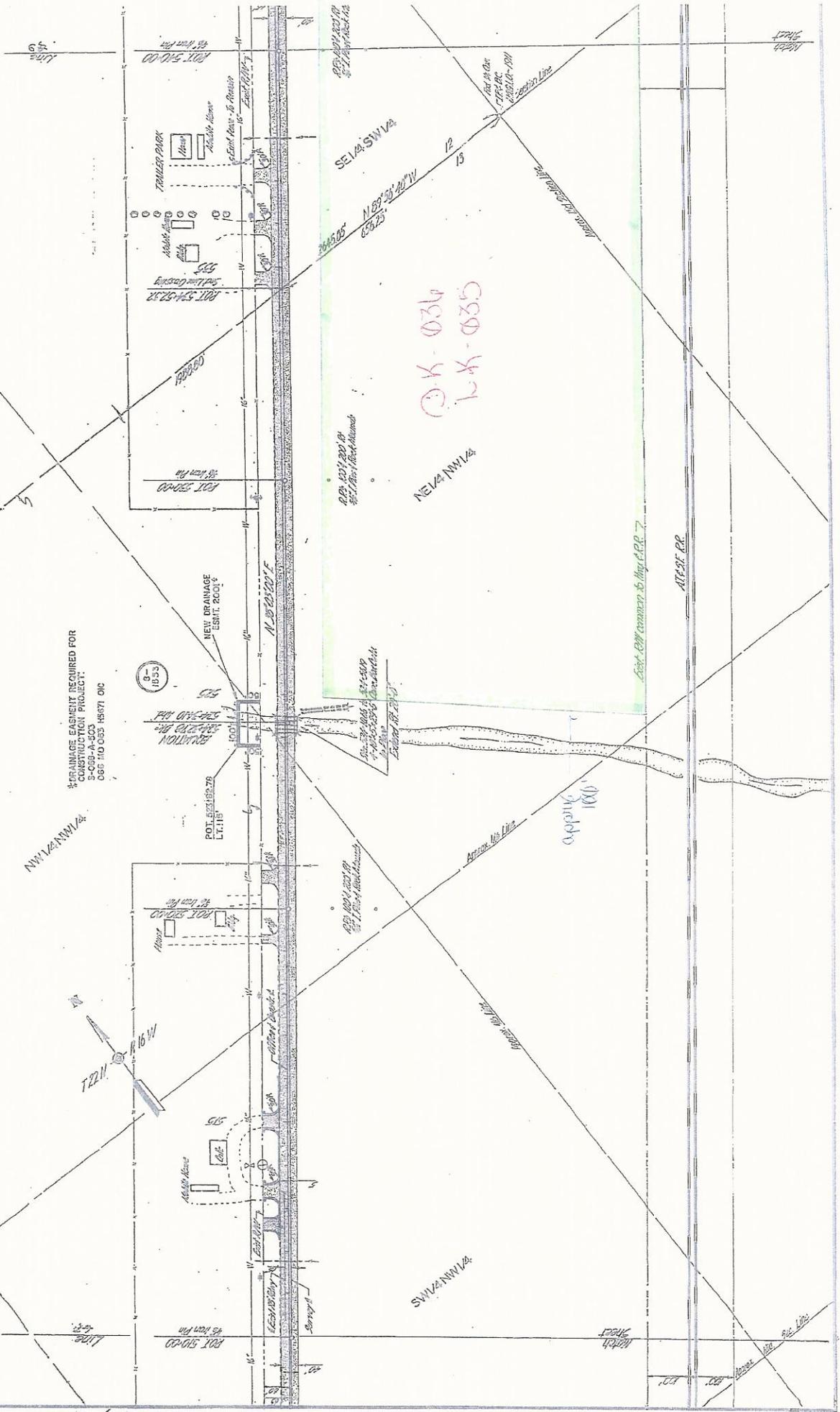
PROJECT NO. 1-242-2-002  
 DRAWING NO. D-10-1-105  
 SHEET NO. 8 of 30  
 DRAWN BY D. J. W. 2/17/10  
 DATE COMP. 9-10  
 SCALE 1" = 100'

NO.	DATE	BY	DESCRIPTION
1	10/1/10	D. J. W.	ISSUED FOR B.L.L. STA. 524.82
2	10/1/10	D. J. W.	ADDED 10' WIDE L.L. STA. 524.82

REVISIONS

CD TO DATE BY DESCRIPTION  
 10/1/10 D. J. W. ISSUED FOR B.L.L. STA. 524.82  
 10/1/10 D. J. W. ADDED 10' WIDE L.L. STA. 524.82

KINGMAN-ASHFORK HIGHWAY  
 KINGMAN AIRPORT - M.P. 7.2  
 MOHAVE COUNTY



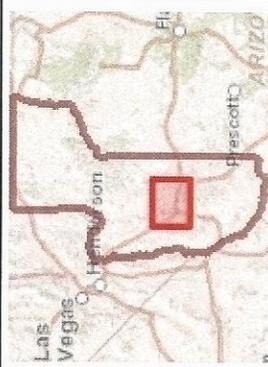
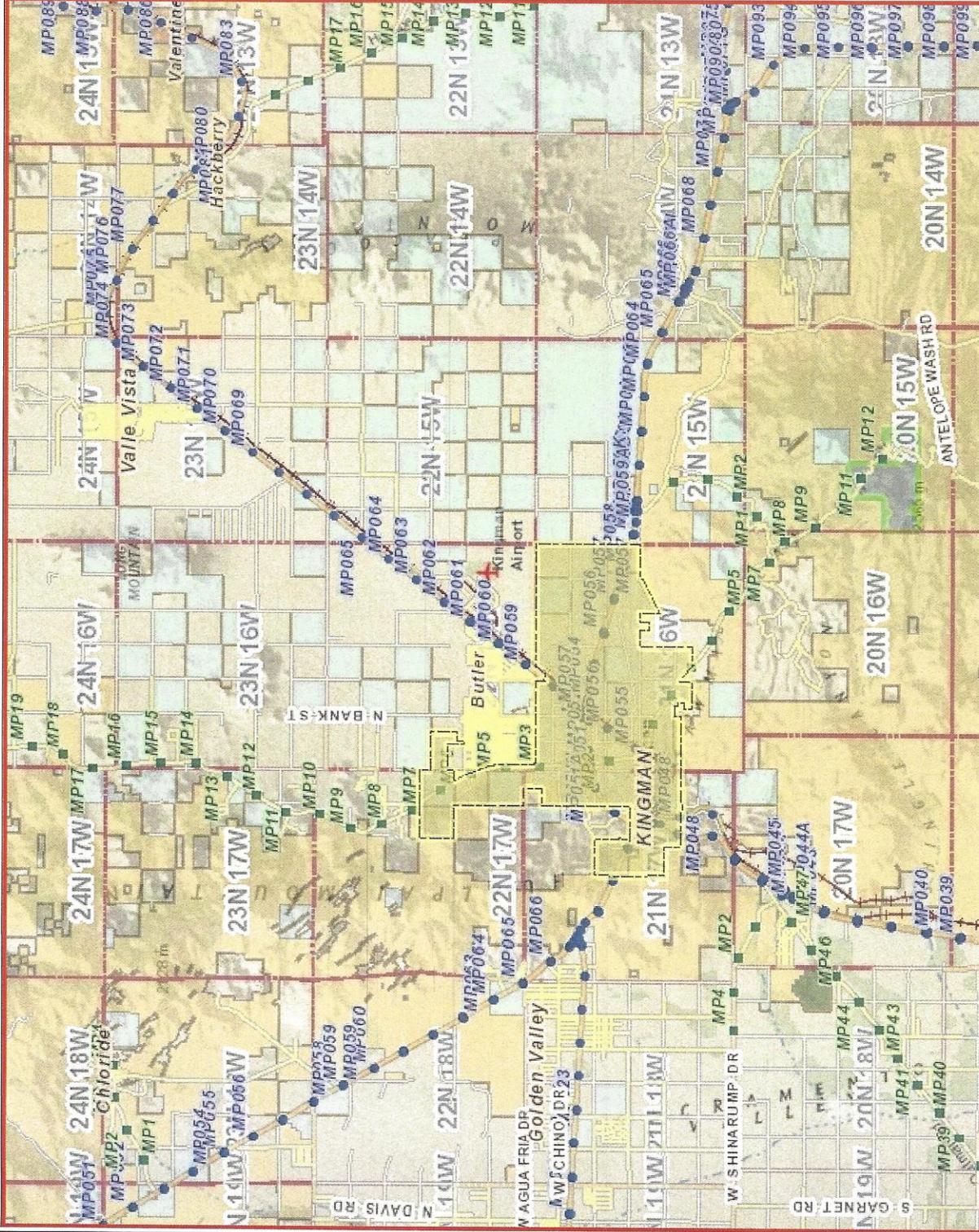
10' WIDE L.L. STA. 524.82







# Interactive Map Viewer



**Legend**

- City Limits (< 200,000 scale)
- Mohave County Boundary
- Surrounding Counties
- ADOT Mileposts
- COUNTY Mileposts
- Highways
- Main Arterials
- Collectors
- Railroad
- Township/Range
- Surface Management
  - AZ Game and Fish
  - Bureau of Land Management
  - Bureau of Reclamation
  - City or County Parks
  - US Forest Service
  - Indian Reservation
  - Military Reservation
  - National Parks
  - Other
  - Private
  - State Parks
  - State Trust
  - National Wildlife Refuge



1: 332,011

**Notes:**

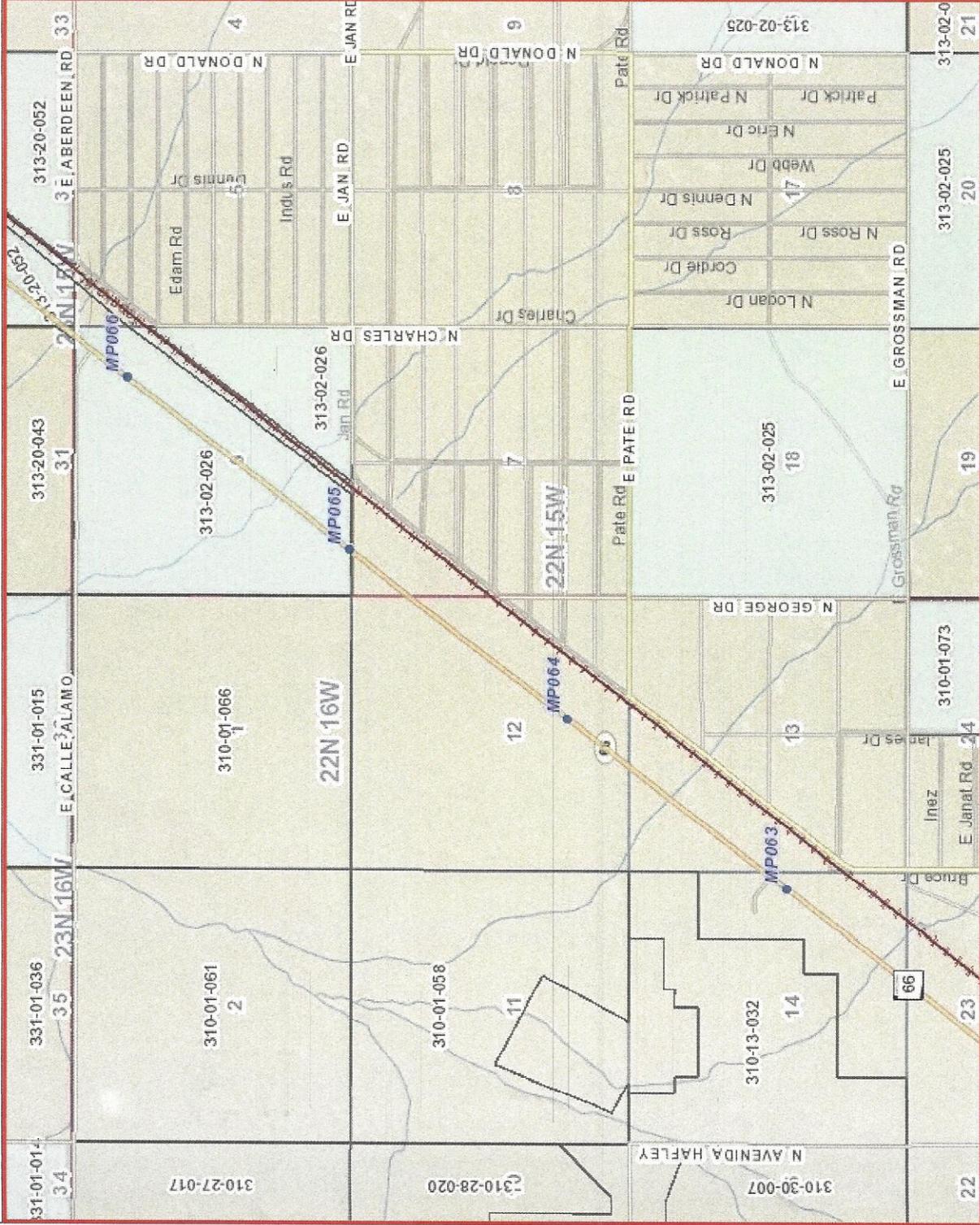
This map is a user generated static output from the Mohave County Interactive Map Viewer and is for general reference only. Data layers that appear on this map may or may not be accurate, current, or otherwise reliable. THIS MAP IS NOT TO BE USED FOR NAVIGATION, AS A LEGAL DOCUMENT, OR FOR PROPERTY DESCRIPTIONS OR DETERMINATION OF LEGAL TITLE, AND SHOULD NEVER BE SUBSTITUTED FOR SURVEY OR DEED INFORMATION. The user agrees to comply with the Limitation of Use, and Assumption of Risk as stated in the full disclaimer at <http://gis.mohavecounty.us>

0 27,867.5 55,335.1 Feet

(approximate scale)

Map Created: 3/26/2015

# Interactive Map Viewer



**Legend**

- City Limits (> 200,000 scale)
- Mohave County Boundary
- Surrounding Counties
- ADOT Mileposts
- COUNTY Mileposts
- Highways
- Main Arterials
- Collectors
- Local
- Railroad
- Township/Range
- Section
- Surface Management
  - AZ Game and Fish
  - Bureau of Land Management
  - Bureau of Reclamation
  - City or County Parks
  - US Forest Service
  - Indian Reservation
  - Military Reservation
  - National Parks
  - Other
  - Private
  - State Parks
  - State Trust
  - National Wildlife Refuge



1:41,501

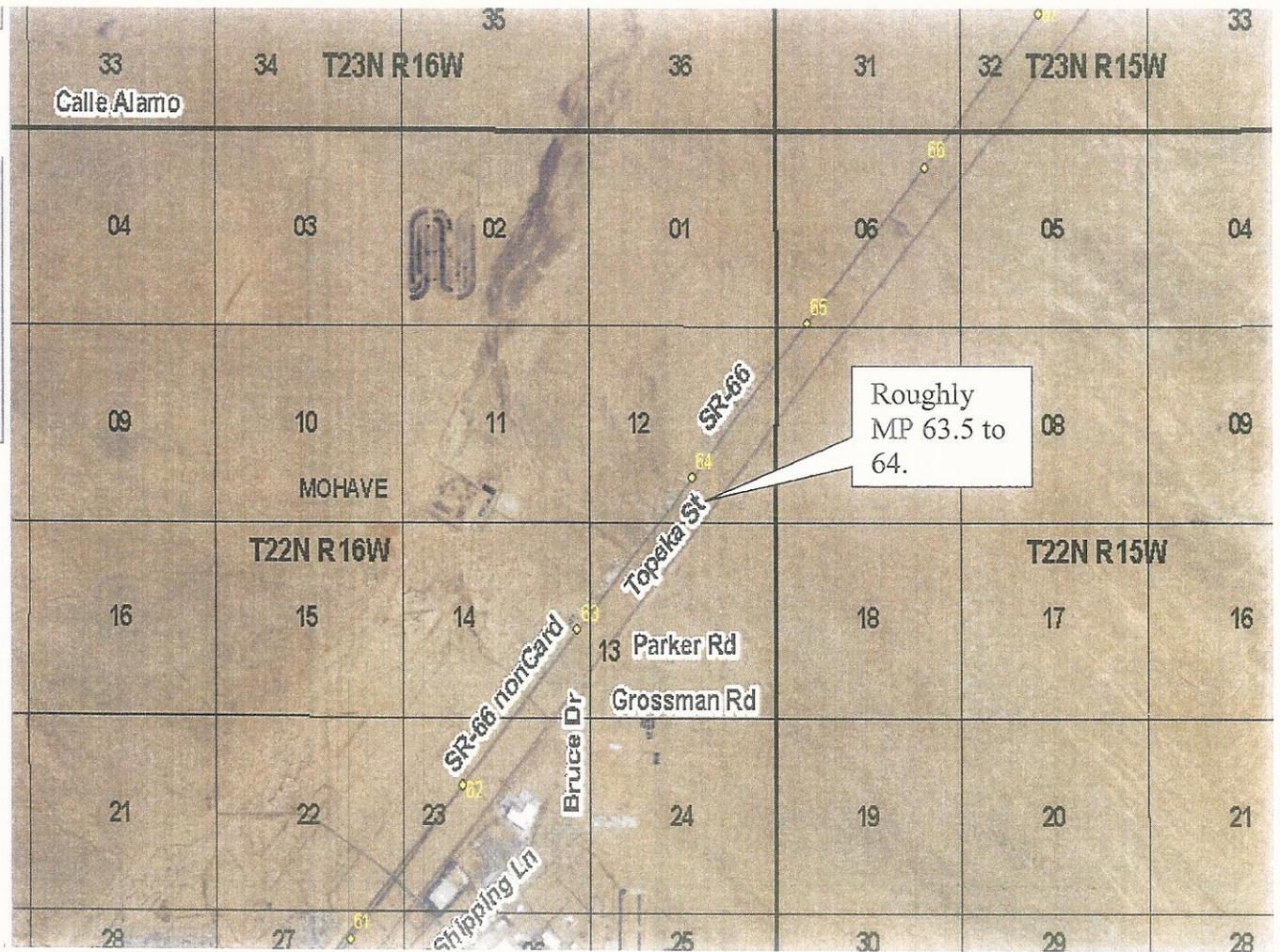
**Notes:**

This map is a user-generated static output from the Mohave County Interactive Map Viewer and is for general reference only. Data layers that appear on this map may or may not be accurate, current, or otherwise reliable. THIS MAP IS NOT TO BE USED FOR NAVIGATION, AS A LEGAL DOCUMENT, FOR PROPERTY DESCRIPTIONS, OR DETERMINATION OF LEGAL TITLE, AND SHOULD NEVER BE SUBSTITUTED FOR SURVEY OR DEED INFORMATION. The user agrees to comply with the Limitation of Use, and Assumption of Risk as stated in the full disclaimer at <http://gis.mohavecounty.us>

0 3,458.4 6,916.9 Feet

(approximate scale)

Map Created: 3/26/2015



I want to...



1000ft  
250m

Lat:   
 Lon:





ARIZONA DEPARTMENT OF TRANSPORTATION
PROCUREMENT

1739 W. Jackson, Mail Drop 100P
Phoenix, Arizona 85007-3276
(602) 712-7211
Fax No: (602) 712-8647

PURCHASE ORDER

SHOW THIS NUMBER ON ALL PAPERS AND PACKAGING

PG UF9902

Table with 4 columns: CONTRACT NO., VENDOR NO., DATE, and PAGE. Values: AD14-052973, 86054272701, 03/26/2015, 1

SUPPLIER



SHIP TO

ARIZONA DEPARTMENT OF TRANSPORTATION
RIGHT OF WAY OPERATIONS RM 331
205 S 17TH AVE MD 612E
PHOENIX, AZ 85007
CONTACT: CARRIE MCCLURE
PHONE: (602) 712-7912

Main procurement table with columns: POLN, QUANTITY ORDERED, UNIT, COMMODITY CODE / DESCRIPTION, UNIT PRICE, EXTENDED PRICE. Includes detailed description of appraisal work and a summary table at the bottom.

STEVE TROXEL
RESPONSIBLE PERSON
712-7053
RESPONSIBLE PHONE

TO INSURE PAYMENT
ADOT PO NUMBER
MUST APPEAR ON
ALL INVOICES

612E
MAIL DROP

VENDOR COPY